

Santen Pharmaceutical Co.,Ltd FY2020 Q3 Data Book

Quarterly consolidated statements of income

■ Core basis (JPY millions)

	FY2019					FY2020					FY2020 Full Forecast
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	
Revenue	59,136	59,639	63,551	59,230	241,555	57,563	61,342	62,881			235,000
YoY(%)	4.7%	3.1%	8.0%	-2.6%	3.2%	-2.7%	2.9%	-1.1%			-2.7%
Cost of sales	-24,120	-24,182	-26,056	-20,474	-94,831	-24,741	-24,964	-26,192			-90,000
YoY(%)	4.8%	6.3%	8.4%	-2.3%	4.5%	2.6%	3.2%	0.5%			-5.1%
Ratio of revenue(%)	40.8%	40.5%	41.0%	34.6%	39.3%	43.0%	40.7%	41.7%			38.3%
Gross profit	35,016	35,457	37,495	38,756	146,724	32,822	36,377	36,690			145,000
YoY(%)	4.6%	1.0%	7.7%	-2.8%	2.4%	-6.3%	2.6%	-2.1%			-1.2%
Ratio of revenue(%)	59.2%	59.5%	59.0%	65.4%	60.7%	57.0%	59.3%	58.3%			61.7%
Operating profit	12,794	12,844	12,342	12,043	50,023	11,655	14,035	10,738			52,000
YoY(%)	9.6%	3.0%	12.7%	-8.4%	3.7%	-8.9%	9.3%	-13.0%			4.0%
Ratio of revenue(%)	21.6%	21.5%	19.4%	20.3%	20.7%	20.2%	22.9%	17.1%			22.1%
Net profit for the period	9,671	9,123	8,412	8,688	35,894	8,807	10,880	8,653			38,700
YoY(%)	12.1%	-0.5%	7.1%	-16.8%	-0.5%	-8.9%	19.3%	2.9%			7.8%
Ratio of revenue(%)	16.4%	15.3%	13.2%	14.7%	14.9%	15.3%	17.7%	13.8%			16.5%

■ IFRS (JPY millions)

	FY2019					FY2020					FY2020 Full Forecast
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	
Revenue	59,136	59,639	63,551	59,230	241,555	57,563	61,342	62,881			235,000
YoY(%)	4.7%	3.1%	8.0%	-2.6%	3.2%	-2.7%	2.9%	-1.1%			-2.7%
Cost of sales	-24,120	-24,182	-26,056	-20,474	-94,831	-24,741	-24,964	-26,192			-90,000
YoY(%)	4.8%	6.3%	8.4%	-2.3%	4.5%	2.6%	3.2%	0.5%			-5.1%
Ratio of revenue(%)	40.8%	40.5%	41.0%	34.6%	39.3%	43.0%	40.7%	41.7%			38.3%
Gross profit	35,016	35,457	37,495	38,756	146,724	32,822	36,377	36,690			145,000
YoY(%)	4.6%	1.0%	7.7%	-2.8%	2.4%	-6.3%	2.6%	-2.1%			-1.2%
Ratio of revenue(%)	59.2%	59.5%	59.0%	65.4%	60.7%	57.0%	59.3%	58.3%			61.7%
SG&A expenses	-16,047	-17,375	-19,413	-20,525	-73,360	-15,551	-17,691	-19,579			-70,000
YoY(%)	-0.8%	0.4%	9.4%	2.4%	2.9%	-3.1%	1.8%	0.9%			-4.6%
Ratio of revenue(%)	27.1%	29.1%	30.5%	34.7%	30.4%	27.0%	28.8%	31.1%			29.8%
R&D expenses	-6,174	-5,238	-5,741	-6,188	-23,341	-5,616	-5,507	-6,530			-23,000
YoY(%)	9.9%	2.0%	-6.3%	-7.2%	-1.8%	-9.0%	5.1%	13.8%			-1.5%
Ratio of revenue(%)	10.4%	8.8%	9.0%	10.4%	9.7%	9.8%	9.0%	10.4%			9.8%
Amortization on intangible assets associated with products	-2,477	-2,459	-2,476	-2,486	-9,898	-2,448	-2,430	-2,503			-9,700
YoY(%)	42.5%	41.8%	40.7%	41.6%	41.6%	-1.2%	-1.2%	1.1%			-2.0%
Ratio of revenue(%)	4.2%	4.1%	3.9%	4.2%	4.1%	4.3%	4.0%	4.0%			4.1%
Other income	101	60	129	101	390	176	174	174			900
Other expenses	-1,172	-679	-64	-5,066	-6,980	-1,367	-253	330			-8,200
Operating profit	9,246	9,766	9,931	4,592	33,535	8,016	10,670	8,581			35,000
YoY(%)	-7.7%	-9.7%	-22.6%	-59.9%	-25.6%	-13.3%	9.3%	-13.6%			4.4%
Ratio of revenue(%)	15.6%	16.4%	15.6%	7.8%	13.9%	13.9%	17.4%	13.6%			14.9%
Finance income	441	77	357	76	950	530	36	450			800
Finance expenses	-684	-437	268	-1,540	-2,393	-187	-695	-264			-1,000
Share of loss of investments accounted for using equity method	-	-	-	-	-	-	-17	-158			-
Profit before tax	9,002	9,406	10,556	3,128	32,091	8,359	9,994	8,609			34,000
YoY(%)	-4.8%	-9.0%	-16.3%	-70.8%	-25.6%	-7.1%	6.3%	-18.4%			5.9%
Ratio of revenue(%)	15.2%	15.8%	16.6%	5.3%	13.3%	14.5%	16.3%	13.7%			14.5%
Income tax expenses	-2,612	-2,667	-3,406	-1,691	-10,377	-2,235	-2,420	-1,362			-11,000
Net profit for the period	6,390	6,739	7,149	1,436	21,714	6,124	7,575	7,248			23,000
YoY(%)	-6.7%	-10.4%	-20.5%	-83.2%	-32.0%	-4.2%	12.4%	1.4%			5.9%
Ratio of revenue(%)	10.8%	11.3%	11.2%	2.4%	9.0%	10.6%	12.3%	11.5%			9.8%
Owners of the company	6,399	6,749	7,152	3,318	23,618	6,189	7,624	7,304			-
Non-controlling interests	-9	-11	-3	-1,881	-1,904	-65	-50	-56			-

*FY2019: Year ended March 31, 2020 *FY2020: Year ending March 31, 2021

Santen Group has adopted International Financial Reporting Standards (IFRS) from the fiscal year ended March 31, 2015, for the purpose of enhancing the international comparability of its financial information.

Forecasts in this report are based on regional assumptions for when the coronavirus disease (COVID-19) caused by the novel coronavirus subsides. Actual results may differ from these forecasts, subject to circumstances. The Company will promptly disclose any changes to its full-year earnings forecasts in the event of changes of a magnitude sufficient to warrant a revision.

Quarterly revenue details

■Revenue by business segment

(JPY millions)

	FY2019					FY2020					FY2020 Full Forecast
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	
Prescription pharmaceuticals	54,247	55,235	59,227	55,875	224,584	54,336	57,150	59,030			220,835
YoY(%)	4.2%	4.5%	9.1%	-1.7%	4.0%	0.2%	3.5%	-0.3%			-1.7%
OTC pharmaceuticals	3,713	2,998	3,135	2,189	12,034	2,043	2,961	2,382			9,300
YoY(%)	5.6%	-26.0%	-14.4%	-26.9%	-15.4%	-45.0%	-1.2%	-24.0%			-22.7%
Medical devices	834	1,004	851	826	3,515	827	889	1,071			3,755
Others	343	402	338	340	1,422	357	341	398			1,110
Total	59,136	59,639	63,551	59,230	241,555	57,563	61,342	62,881			235,000
YoY(%)	4.7%	3.1%	8.0%	-2.6%	3.2%	-2.7%	2.9%	-1.1%			-2.7%

[Japan]

(JPY millions)

	FY2019					FY2020					FY2020 Full Forecast
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	
Prescription pharmaceuticals	33,584	34,918	39,341	41,000	148,842	35,078	36,075	38,992			143,000
YoY(%)	-0.4%	4.9%	6.2%	5.4%	4.1%	4.4%	3.3%	-0.9%			-3.9%
OTC pharmaceuticals	3,637	2,919	3,060	2,106	11,722	1,975	2,851	2,303			9,000
YoY(%)	5.3%	-26.4%	-14.9%	-27.8%	-15.8%	-45.7%	-2.3%	-24.7%			-23.2%
Medical devices	729	891	753	806	3,179	645	690	784			3,000
Others	316	354	311	300	1,281	317	318	358			1,000
Total	38,265	39,082	43,465	44,212	165,024	38,016	39,934	42,438			156,000
YoY(%)	0.6%	2.4%	4.8%	3.4%	2.8%	-0.7%	2.2%	-2.4%			-5.5%

[Overseas]

(JPY millions)

	FY2019					FY2020					FY2020 Full Forecast
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	
Prescription pharmaceuticals	20,663	20,318	19,887	14,875	75,742	19,258	21,076	20,037			77,835
YoY(%)	12.8%	3.8%	15.2%	-17.0%	3.6%	-6.8%	3.7%	0.8%			2.8%
OTC pharmaceuticals	76	78	75	83	312	67	110	79			300
YoY(%)	25.5%	-10.8%	9.9%	8.2%	6.5%	-11.2%	40.4%	5.1%			-3.9%
Medical devices	105	113	98	21	336	182	199	287			755
Others	27	48	26	40	141	40	23	40			110
Total	20,870	20,557	20,086	15,018	76,531	19,547	21,408	20,443			79,000
YoY(%)	13.2%	4.4%	15.6%	-16.9%	4.0%	-6.3%	4.1%	1.8%			3.2%

■Revenue by region

(JPY millions)

	FY2019					FY2020					FY2020 Full Forecast
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	
China	6,753	6,958	5,659	2,950	22,321	5,806	6,952	5,570			23,000
YoY(%)	26.3%	9.4%	23.8%	-42.0%	4.5%	-14.0%	-0.1%	-1.6%			3.0%
Asia (China is not included)	4,453	4,311	3,899	3,832	16,496	3,953	5,244	4,117			17,000
YoY(%)	19.9%	-5.3%	10.3%	3.1%	6.3%	-11.2%	21.6%	5.6%			3.1%
EMEA	9,456	8,944	10,481	8,098	36,979	9,566	8,859	10,021			37,000
YoY(%)	1.8%	2.9%	15.5%	-11.0%	2.3%	1.2%	-0.9%	-4.4%			0.1%
Americas	208	344	46	137	735	222	353	736			2,000
YoY(%)	116.1%	311.2%	-76.4%	-13.1%	38.0%	6.6%	2.4%	—			172.0%

Quarterly revenue details

■ Revenue of major products

(JPY millions)

Brand name (Therapeutic category)	Region	FY2019					FY2020					FY2020
		Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Cravit (Bacterial conjunctivitis)	Total	4,549	4,447	3,848	2,337	15,181	3,291	4,286	2,874			12,093
	Japan	722	709	671	470	2,571	521	557	528			1,872
	China	2,997	2,957	2,436	1,119	9,509	2,186	2,760	1,661			7,273
	Asia	448	408	407	464	1,726	386	712	313			1,946
	EMEA	384	374	334	284	1,375	197	257	372			1,001
Tarivid (Bacterial conjunctivitis)	Total	410	372	377	314	1,472	319	598	288			1,367
	Japan	112	119	108	75	414	89	99	88			290
	China	179	184	140	82	585	149	179	180			554
	Asia	119	69	129	157	473	82	320	20			523
Tapcom (Glaucoma)	Total	1,356	1,257	1,572	1,220	5,405	1,529	1,430	1,683			5,665
	Japan	668	617	722	513	2,521	685	651	729			2,294
	Asia	98	88	107	91	383	122	108	162			515
	EMEA	590	552	743	617	2,501	722	671	793			2,856
Tapros (Glaucoma)	Total	4,662	4,363	5,033	3,844	17,901	4,672	4,444	4,806			17,306
	Japan	2,396	2,316	2,556	1,855	9,123	2,372	2,233	2,417			8,476
	China	85	80	146	84	395	114	117	157			704
	Asia	502	459	477	454	1,892	461	493	468			1,940
	EMEA	1,678	1,508	1,853	1,451	6,491	1,725	1,602	1,763			6,187
Cosopt (Glaucoma)	Total	5,398	5,064	5,899	4,684	21,045	5,609	5,119	5,424			20,636
	Japan	1,977	1,815	2,214	1,718	7,723	2,042	1,775	1,851			7,002
	Asia	1,047	986	999	1,020	4,052	1,050	1,051	1,156			3,975
	EMEA	2,374	2,263	2,686	1,947	9,270	2,516	2,293	2,417			9,659
Timoptol *Including Timoptol XE (Glaucoma)	Total	682	603	683	537	2,504	614	517	592			2,039
	Japan	377	333	387	252	1,349	322	295	311			948
	Asia	68	49	51	57	226	92	27	72			260
	EMEA	236	220	245	228	929	200	196	209			831
Trusopt (Glaucoma)	Total	1,159	1,120	1,272	873	4,424	1,082	1,181	1,167			3,889
	Japan	362	340	373	275	1,350	350	320	331			1,054
	Asia	117	111	102	81	411	67	111	80			301
	EMEA	680	669	797	517	2,663	664	750	756			2,534
Eybelis (Glaucoma)	Total	285	352	544	448	1,629	589	619	734			2,716
	Japan	285	352	544	448	1,629	589	619	734			2,716
Alesion *Including Alesion LX (Allergy)	Total	2,120	2,813	5,035	14,948	24,916	3,047	4,647	4,978			28,761
	Japan	2,120	2,813	5,035	14,948	24,916	3,047	4,647	4,978			28,741
	Asia	—	—	—	—	—	—	—	—			20
Flumetholol (Inflammation)	Total	808	977	596	615	2,996	650	817	654			2,713
	Japan	305	319	318	330	1,272	242	253	249			1,003
	China	381	446	203	213	1,243	325	485	263			1,357
	Asia	122	213	75	72	482	83	79	142			353
Pirenixone Ophthalmic Suspension (Former sales name :Kary Uni) (Senile cataract)	Total	1,000	1,110	1,108	838	4,056	974	1,081	1,042			3,543
	Japan	647	680	676	498	2,501	616	629	666			2,200
	China	148	222	223	110	704	189	208	184			531
	Asia	205	208	209	230	852	169	244	192			812
Oftan Catachrom (Senile cataract)	Total	589	644	713	295	2,241	870	196	318			1,903
	EMEA	589	644	713	295	2,241	870	196	318			1,903
Sodium Hyaluronate Ophthalmic Viscoelastic Preparation (Former sales name :Opegan Hi) (Adjuvant for ophthalmic operations)	Total	567	616	909	579	2,672	527	558	665			2,096
	Japan	567	616	909	579	2,672	527	558	665			2,096
EYLEA#1 (Intravitreal VEGF inhibitor)	Total	15,148	15,603	16,674	12,713	60,138	16,802	16,491	17,662			60,815
	Japan	15,148	15,603	16,674	12,713	60,138	16,802	16,491	17,662			60,815
Hyalein (Dry eye)	Total	4,948	5,121	4,537	3,002	17,609	4,523	5,185	5,023			17,601
	Japan	2,139	1,971	2,189	1,549	7,849	1,815	1,789	1,972			6,227
	China	2,417	2,455	1,954	1,029	7,856	2,349	2,425	2,431			9,201
	Asia	392	695	394	423	1,904	359	972	620			2,174
Diquas (Dry eye)	Total	4,434	4,582	3,880	3,075	15,970	3,551	3,558	4,004			14,288
	Japan	3,605	4,168	3,605	2,879	14,257	3,012	3,069	3,540			12,209
	China	30	51	58	28	167	71	172	167			558
Ikervis (Dry eye)	Total	920	852	1,083	997	3,851	939	1,137	1,260			4,617
	Asia	171	189	201	178	738	191	226	230			965
	EMEA	749	663	882	819	3,113	748	912	1,029			3,652
Cationorm (Dry eye)	Total	715	874	637	687	2,912	672	933	761			3,419
	Asia	47	73	99	45	265	71	54	74			293
	EMEA	500	508	539	546	2,092	438	586	470			2,324
	US	168	292	-1	96	555	163	293	218			802
Lentis comfort (Intraocular Lens for Cataract Treatment)	Total	183	291	299	292	1,065	215	250	364			1,138
	Japan	183	291	299	292	1,065	215	250	364			1,138
OTC pharmaceuticals	Total	3,713	2,998	3,135	2,189	12,034	2,043	2,961	2,382			9,300
	Japan	3,637	2,919	3,060	2,106	11,722	1,975	2,851	2,303			9,000
	Asia	76	78	75	83	312	67	110	79			300

#1 Co-promoted product of Bayer Yakuhin, Ltd. (MAH)

Forecasts in this report are based on the currently available information. Actual results may differ materially depending on a number of factors including adverse economic conditions, etc. Our full-year forecasts are converted to JPY based on our initial foreign exchange assumptions.