

Fact Book

Year Ended March 31, 2022

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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.

Financial highlights

■ Consolidated financial summary

(JPY millions)

(FY)	2017	2018	2019	2020	2021	% Change	2022 Forecast
Revenue	224,942	234,026	241,555	249,605	266,257	6.7	264,000
Operating profit	38,691	45,098	33,535	12,187	35,886	194.5	34,200
Net profit for the year	35,261	31,943	21,714	9,126	27,189	197.9	24,400
Dividends per share (yen)	26	26	27	28	32	—	32
Dividend payout ratio (%)	30.0	33.0	45.6	120.2	47.0	-73.2pt	51.6
Core operating profit	45,378	48,230	50,023	50,101	46,348	-7.5	45,500
Core net profit for the year	33,458	36,092	35,894	37,549	35,195	-6.3	34,100

■ Consolidated statement of financial position summary

(JPY millions)

Year ended March 31	2018/3	2019/3	2020/3	2021/3	2022/3	% Change
Total assets	388,463	391,186	408,768	405,285	459,976	13.5
Total equity	287,557	292,572	302,560	309,646	336,844	8.8
Interest-bearing debt [#]	7,598	4,063	4,965	2,400	23,613	884.0

[#]Not including lease obligations

■ Consolidated financial indices

Year ended March 31	2018/3	2019/3	2020/3	2021/3	2022/3	% Change
EPS (yen)	86.73	78.67	59.16	23.30	68.07	192.2
BPS (yen)	702.54	728.97	758.50	776.16	843.60	8.7
Debt equity ratio (times)	0.0	0.0	0.0	0.0	0.1	0.1pt
PER (times)	19.8	21.0	31.4	65.4	18.0	-47.4pt
PBR (times)	2.4	2.3	2.4	2.0	1.5	-0.5pt
ROE (%)	13.0	11.1	8.0	3.0	8.4	5.4pt
ROA (%)	9.4	8.2	5.4	2.2	6.3	4.0pt
Equity ratio(%)	73.6	74.4	74.1	76.5	73.4	-3.2pt
Free cash flows (millions of yen) ^{#1}	32,906	24,562	30,719	15,004	10,203	-32.0%
EBITDA (millions of yen) ^{#2}	49,693	52,368	56,899	54,756	53,223	-2.8%

^{#1} Free cash flow = (Net cash flows from operating activities)-(Capital payments for acquisition of property, plant and equipment, and intangible assets)

^{#2} EBITDA = (Operating profit) - (Other income) + (Other expenses) + (Depreciation and amortization)

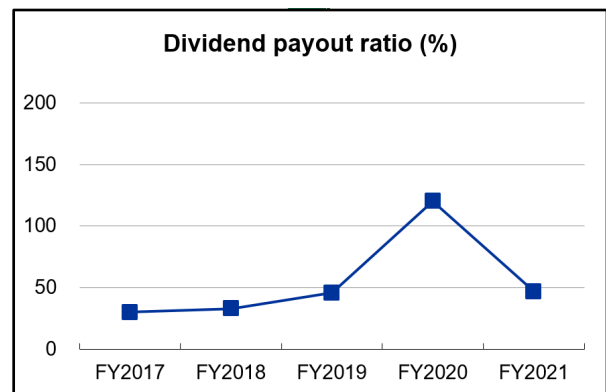
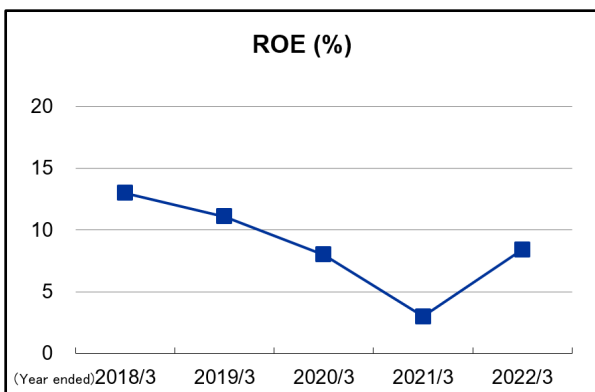
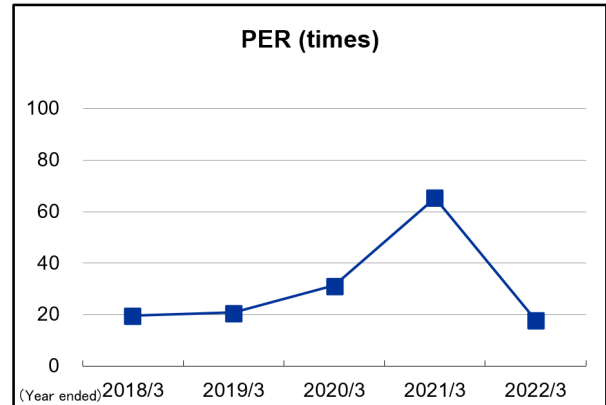
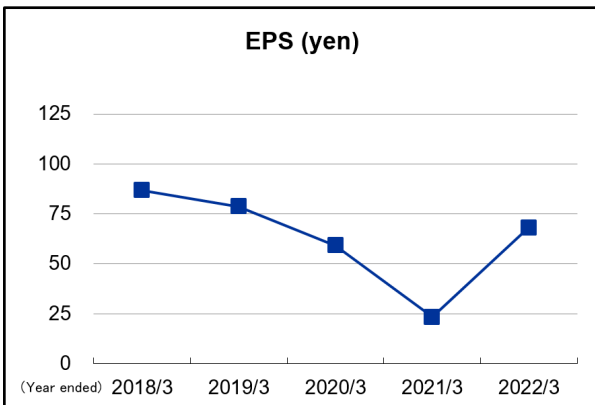
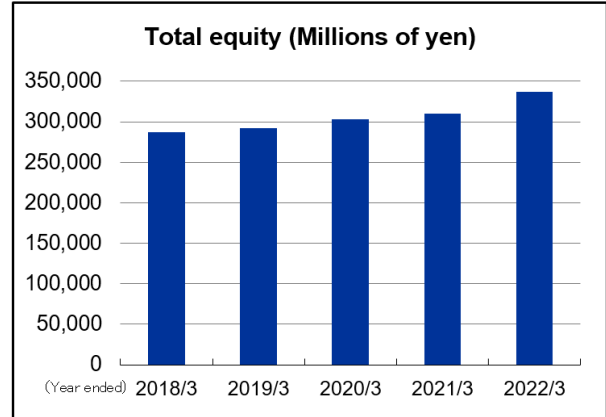
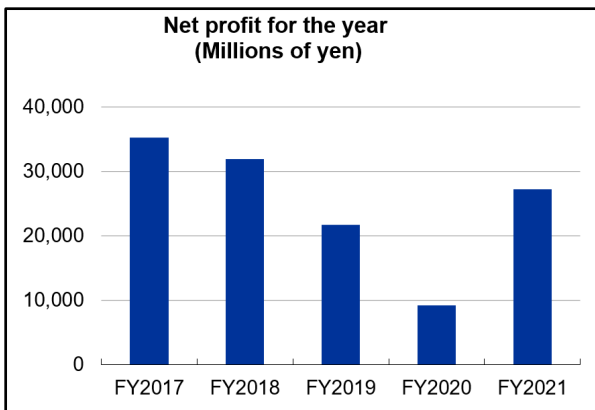
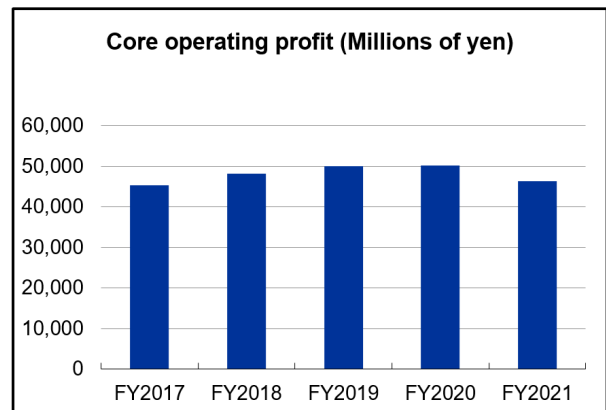
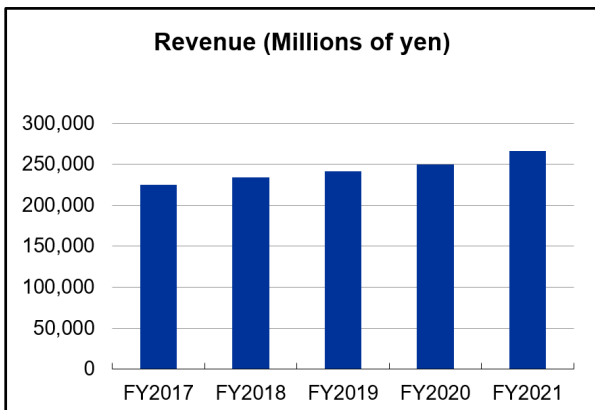
■ Exchange rates

(Yen)

(FY)	2017	2018	2019	2020	2021	2022 Forecast
Exchange rate: USD	110.94	110.82	108.81	105.95	112.57	125.00
: EUR	129.92	128.38	120.80	123.73	130.75	135.00
: CNY	16.84	16.52	15.64	15.61	17.55	19.00

Financial highlights

■ Consolidated financial summary (Graph)



Consolidated statements of income

■Core basis (JPY millions)

(FY)	2017	2018	2019	2020	2021	% Change	2022 Forecast
Revenue	224,942	234,026	241,555	249,605	266,257	6.7	264,000
Cost of sales (Percent of revenue)	-86,378 38.4%	-90,764 38.8%	-94,831 39.3%	-98,221 39.4%	-109,671 41.2%	11.7 —	103,000 39.0%
Gross profit (Percent of revenue)	138,564 61.6%	143,262 61.2%	146,724 60.7%	151,384 60.6%	156,586 58.8%	3.4 —	161,000 61.0%
SG&A expenses (Percent of revenue)	-68,788 30.6%	-71,273 30.5%	-73,360 30.4%	-77,171 30.9%	-83,861 31.5%	8.7 —	-88,500 33.5%
R&D expenses (Percent of revenue)	-24,398 10.8%	-23,759 10.2%	-23,341 9.7%	-24,112 9.7%	-26,377 9.9%	9.4 —	-27,000 10.2%
Operating profit (Percent of revenue)	45,378 20.2%	48,230 20.6%	50,023 20.7%	50,101 20.1%	46,348 17.4%	-7.5 —	45,500 17.2%
Net profit for the year (Percent of revenue)	33,458 14.9%	36,092 15.4%	35,894 14.9%	37,549 15.0%	35,195 13.2%	-6.3 —	34,100 12.9%
ROE (%)	12.4	12.5	12.1	12.3	10.9	—	—

■IFRS (JPY millions)

(FY)	2017	2018	2019	2020	2021	% Change	2022 Forecast
Revenue	224,942	234,026	241,555	249,605	266,257	6.7	264,000
Cost of sales (Percent of revenue)	-86,378 38.4%	-90,764 38.8%	-94,831 39.3%	-98,221 39.4%	-109,671 41.2%	11.7 —	103,000 39.0%
Gross profit (Percent of revenue)	138,564 61.6%	143,262 61.2%	146,724 60.7%	151,384 60.6%	156,586 58.8%	3.4 —	161,000 61.0%
SG&A expenses (Percent of revenue)	-68,788 30.6%	-71,273 30.5%	-73,360 30.4%	-79,554 31.9%	-84,499 31.7%	6.2 —	-88,500 33.5%
R&D expenses (Percent of revenue)	-24,398 10.8%	-23,759 10.2%	-23,341 9.7%	-24,112 9.7%	-26,377 9.9%	9.4 —	-27,000 10.2%
Amortization on intangible assets associated with products (Percent of revenue)	-6,740 3.0%	-6,988 3.0%	-9,898 4.1%	-10,650 4.3%	-9,734 3.7%	-8.6 —	-10,300 3.9%
Other income	417	4,028	390	16,007	1,043	-93.5	500
Other expenses	-364	-172	-6,980	-40,889	-1,133	-97.2	-1,500
Operating profit (Percent of revenue)	38,691 17.2%	45,098 19.3%	33,535 13.9%	12,187 4.9%	35,886 13.5%	194.5 —	34,200 13.0%
Finance income	1,004	901	950	1,346	2,543	88.9	900
Finance expenses	-434	-2,881	-2,393	-1,488	-1,209	-18.8	-600
Share of loss of investments accounted for using equity method	—	—	—	-358	-1,604	348.6	-2,000
Profit before tax (Percent of revenue)	39,261 17.5%	43,117 18.4%	32,091 13.3%	11,688 4.7%	35,616 13.4%	204.7 —	32,500 12.3%
Income tax expenses	-4,000	-11,174	-10,377	-2,562	-8,427	228.9	-8,100
Net profit for the year (Percent of revenue)	35,261 15.7%	31,943 13.6%	21,714 9.0%	9,126 3.7%	27,189 10.2%	197.9 —	24,400 9.2%
Profit attributable to owners of the company	35,247	31,954	23,618	9,311	27,218	192.3	24,380
Non-controlling interests	14	-11	-1,904	-185	-29	-84.4	-20
ROE (%)	13.0	11.1	8.0	3.0	8.4	—	7

(Note) Related to the acquisition of Eyevance Pharmaceuticals Holdings Inc. (U.S.), as a result of the completion of the purchase price allocation in the six months ended September 2021, the provisional figures used previously have been retroactively restated for the fiscal year ended March 2021.

Revenue details

■ Revenue by business segment

(JPY millions)

(FY)	2017	2018	2019	2020	2021	2022 Forecast
Prescription pharmaceuticals	206,967	216,030	224,584	234,687	249,579	244,400
YoY(%)	12.8%	4.4%	4.0%	4.5%	6.3%	-2.1%
OTC pharmaceuticals	14,594	14,223	12,034	9,410	9,780	10,650
YoY(%)	16.3%	-2.5%	-15.4%	-21.8%	3.9%	8.9%
Medical devices	2,583	2,709	3,515	4,037	5,184	7,202
Others	798	1,065	1,422	1,471	1,714	1,748
Total	224,942	234,026	241,555	249,605	266,257	264,000
YoY(%)	13.0%	4.0%	3.2%	3.3%	6.7%	-0.8%

[Japan]

(JPY millions)

(FY)	2017	2018	2019	2020	2021	2022 Forecast
Prescription pharmaceuticals	141,067	142,950	148,842	155,807	159,705	141,700
YoY(%)	8.5%	1.3%	4.1%	4.7%	2.5%	-11.3%
OTC pharmaceuticals	14,301	13,930	11,722	9,058	9,185	9,400
YoY(%)	15.1%	-2.6%	-15.8%	-22.7%	1.4%	2.3%
Medical devices	2,527	2,600	3,179	2,926	3,139	3,400
Others	758	977	1,281	1,343	1,604	1,500
Total	158,653	160,456	165,024	169,133	173,633	156,000
YoY(%)	9.1%	1.1%	2.8%	2.5%	2.7%	-10.2%

[Overseas]

(JPY millions)

(FY)	2017	2018	2019	2020	2021	2022 Forecast
Prescription pharmaceuticals	65,900	73,080	75,742	78,880	89,874	102,700
YoY(%)	23.3%	10.9%	3.6%	4.1%	13.9%	14.3%
OTC pharmaceuticals	293	293	312	352	595	1,250
YoY(%)	120.0%	-0.1%	6.5%	12.7%	69.1%	110.2%
Medical devices	56	109	336	1,111	2,046	3,802
Others	40	88	141	129	109	248
Total	66,289	73,570	76,531	80,472	92,624	108,000
YoY(%)	23.4%	11.0%	4.0%	5.1%	15.1%	16.6%

Revenue details

■Revenue by region (Overseas) (JPY millions)

(FY)	2017	2018	2019	2020	2021	2022 Forecast
China	17,809	21,365	22,321	23,349	27,197	35,000
YoY(%)	32.2%	20.0%	4.5%	4.6%	16.5%	28.7%
Asia (Not including China)	13,094	15,516	16,496	17,216	19,813	23,000
YoY(%)	28.7%	18.5%	6.3%	4.4%	15.1%	16.1%
EMEA ^{#1}	35,015	36,156	36,979	37,896	42,899	45,500
YoY(%)	22.2%	3.3%	2.3%	2.5%	13.2%	6.1%
Americas	371	533	735	2,011	2,715	4,500
YoY(%)	-74.1%	43.7%	38.0%	173.5%	35.0%	65.8%
Total	66,289	73,570	76,531	80,472	92,624	108,000
YoY(%)	23.4%	11.0%	4.0%	5.1%	15.1%	16.6%

^{#1} Europe, the Middle East and Africa

■Profit contribution by region (Based on new classification) (JPY millions)

(FY)	2017	2018	2019	2020	2021
Japan	—	67,588	70,081	70,039	66,166
YoY(%)	—	—	3.7%	-0.1%	-5.5%
China	—	8,345	10,151	9,693	11,568
YoY(%)	—	—	21.6%	-4.5%	19.3%
Asia (Not including China)	—	4,994	5,725	6,893	8,254
YoY(%)	—	—	14.6%	20.4%	19.7%
EMEA	—	9,460	9,946	11,373	14,348
YoY(%)	—	—	5.1%	14.3%	26.2%
Americas	—	-1,715	-1,830	-2,555	-4,396
YoY(%)	—	—	—	—	—

■Profit contribution by region (Based on previous classification) (JPY millions)

(FY)	2017	2018	2019	2020	2021
Asia (Including China)	7,334	11,517	—	—	—
YoY(%)	49.3%	57.0%	—	—	—
EMEA	5,980	7,603	—	—	—
YoY(%)	70.2%	27.2%	—	—	—
Americas	-4,627	-4,120	—	—	—
YoY(%)	—	—	—	—	—

Revenue details

■ Revenue of major products

(JPY millions)

Brand name Generic name/formulation	Therapeutic category	Region	2017	2018	2019	2020	2021	% Change	2022 Forecast
Cravit levofloxacin/ophthalmic solution	Bacterial conjunctivitis	Total	14,944	15,028	15,181	12,650	11,712	-7.4%	11,852
		Japan	4,105	3,175	2,571	1,971	1,754	-11.0%	1,489
		China	7,991	8,860	9,509	7,927	6,966	-12.1%	7,195
		Asia	1,234	1,524	1,726	1,722	1,866	8.3%	2,056
		EMEA	1,614	1,468	1,375	1,029	1,126	9.4%	1,112
Tarivid ofloxacin/ophthalmic solution	Bacterial conjunctivitis	Total	1,581	1,445	1,472	1,427	1,596	11.9%	1,491
		Japan	508	482	414	337	323	-4.4%	315
		China	695	599	585	683	910	33.2%	942
		Asia	378	364	473	406	364	-10.5%	233
Tapcom tafluprost-timolol maleate/ combination ophthalmic solution	Glaucoma	Total	3,892	4,788	5,405	6,036	6,971	15.5%	7,577
		Japan	2,479	2,549	2,521	2,604	2,738	5.1%	2,628
		Asia	158	308	383	546	815	49.3%	964
		EMEA	1,255	1,930	2,501	2,886	3,417	18.4%	3,985
Tapros tafluprost/ophthalmic solution	Glaucoma	Total	17,844	18,014	17,901	17,915	18,423	2.8%	19,705
		Japan	9,610	9,554	9,123	8,709	8,409	-3.4%	7,847
		China	147	228	395	602	1,170	94.3%	2,740
		Asia	1,660	1,857	1,892	1,907	2,077	8.9%	2,051
		EMEA	6,427	6,375	6,491	6,696	6,767	1.1%	7,067
Cosopt dorzolamide hydrochloride-timolol maleate/combination ophthalmic solution	Glaucoma	Total	24,200	21,985	21,045	20,877	21,752	4.2%	21,523
		Japan	11,403	8,919	7,723	6,940	5,650	-18.6%	4,898
		Asia	3,197	3,675	4,052	4,462	5,157	15.6%	5,630
		EMEA	9,600	9,392	9,270	9,475	10,945	15.5%	10,995
Timoptol timolol maleate/ ophthalmic solution (Including Timoptol XE)	Glaucoma	Total	3,672	2,874	2,504	2,196	2,098	-4.4%	1,894
		Japan	2,194	1,645	1,349	1,137	999	-12.2%	785
		Asia	221	221	226	264	302	14.4%	332
		EMEA	1,257	1,008	929	794	797	0.4%	777
Trusopt dorzolamide hydrochloride/ ophthalmic solution	Glaucoma	Total	4,677	4,586	4,424	4,365	4,374	0.2%	4,224
		Japan	1,641	1,474	1,350	1,227	1,108	-9.7%	965
		Asia	327	415	411	344	382	10.9%	413
		EMEA	2,709	2,697	2,663	2,794	2,883	3.2%	2,847
Eybelis omidenedepag isopropyl/ ophthalmic solution	Glaucoma	Total	—	431	1,629	2,536	3,420	34.8%	4,030
		Japan	—	431	1,629	2,516	3,304	31.3%	3,648
		Asia	—	—	—	20	116	475.4%	332
Alesion *Including Alesion LX epinastine hydrochloride/ ophthalmic solution	Allergy	Total	16,851	19,445	24,916	32,752	29,392	-10.3%	24,074
		Japan	16,851	19,445	24,916	32,733	29,286	-10.5%	23,821
		Asia	—	—	—	19	106	465.8%	253
Verkazia cyclosporin/ophthalmic emulsion	vernal keratoconjunctivitis	Total	—	18	84	178	633	255.2%	1,588
		EMEA	—	18	77	162	585	260.6%	743
		US	—	—	7	16	49	201.0%	792
Flumetholon fluorometholone/ ophthalmic solution	Inflammation	Total	3,497	3,302	2,996	2,812	3,354	19.3%	3,224
		Japan	2,113	1,640	1,272	1,052	911	-13.4%	827
		China	1,060	1,231	1,243	1,392	2,023	45.4%	1,996
		Asia	325	430	482	368	420	13.9%	401
Pirenoxine Ophthalmic Suspension (Former sales name: Kary Uni) pirenoxine/ ophthalmic solution	Senile cataract	Total	4,413	4,076	4,056	3,995	4,215	5.5%	4,181
		Japan	2,741	2,604	2,501	2,391	2,326	-2.7%	2,276
		China	885	760	704	771	894	15.9%	861
		Asia	788	713	852	832	995	19.5%	1,044
Oftan Catachrom cytochrome C, adenosine, nicotinamide/ ophthalmic solution	Senile cataract	Total	2,695	2,397	2,241	1,830	1,733	-5.3%	1,319
		EMEA	2,695	2,397	2,241	1,830	1,733	-5.3%	1,319
Sodium Hyaluronate Ophthalmic Viscoelastic Preparation (Former sales name: Opegan Hi) sodium hyaluronate/ adjuvant for ophthalmic operations	Adjuvant for ophthalmic operations	Total	2,304	2,154	2,672	2,189	2,129	-2.8%	1,963
		Japan	2,304	2,154	2,672	2,189	2,129	-2.8%	1,963
EYLEA* ¹ aflibercept/ solution for intravitreal injection	Intravitreal VEGF inhibitor	Total	51,517	56,157	60,138	64,454	72,484	12.5%	61,896
		Japan	51,517	56,157	60,138	64,454	72,484	12.5%	61,896
Hyalain sodium hyaluronate/ophthalmic solution	Dry eye	Total	18,170	18,902	17,609	18,420	17,779	-3.5%	17,235
		Japan	10,772	8,763	7,849	6,967	6,466	-7.2%	5,115
		China	5,762	7,567	7,856	9,259	8,943	-3.4%	9,344
		Asia	1,635	2,572	1,904	2,194	2,370	8.0%	2,776
Diquas diquafosol sodium/ophthalmic solution	Dry eye	Total	14,286	15,367	15,970	14,403	18,835	30.8%	24,422
		Japan	12,822	13,932	14,257	12,283	13,342	8.6%	15,157
		China	0	25	167	717	4,074	468.5%	6,964
		Asia	1,463	1,409	1,546	1,404	1,419	1.1%	2,301
Ikervis cyclosporin/ophthalmic emulsion	Dry eye	Total	2,049	3,391	3,851	4,529	5,856	29.3%	6,667
		Asia	68	459	738	890	1,106	24.2%	1,506
		EMEA	1,981	2,932	3,113	3,638	4,750	30.6%	5,161
Cationorm	Dry eye	Total	2,092	2,512	2,912	3,062	3,230	5.5%	3,785
		Asia	199	168	265	256	467	82.5%	406
		EMEA	1,670	1,989	2,092	1,969	2,078	5.6%	2,458
		US	223	355	555	838	685	-18.3%	920
Lentis comfort	Intraocular Lens for Cataract Treatment	Total	—	129	1,065	1,196	1,422	18.9%	1,742
		Japan	—	129	1,065	1,196	1,422	18.9%	1,742
PRESERFLO MicroShunt	Glaucoma implant device	Total	6	68	270	892	1,612	80.9%	2,398
		EMEA	6	68	270	892	1,612	80.9%	2,364
OTC pharmaceuticals		Total	14,594	14,223	12,034	9,410	9,780	3.9%	10,650
		Japan	14,301	13,930	11,722	9,058	9,185	1.4%	9,400
		China	—	—	—	—	7	—	650
		Asia	293	293	312	352	588	67.1%	600

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

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

Consolidated statement of financial position

(JPY millions)

Year ended March 31	2018/3		2019/3		2020/3		2021/3		2022/3	
	%		%		%		%		%	
■Assets										
Non-current assets										
Property, plant and equipment	29,706	7.6	31,699	8.1	35,601	8.7	39,489	9.7	56,287	12.2
Intangible assets	134,495	34.6	131,110	33.5	119,850	29.3	115,808	28.6	130,217	28.3
Financial assets	35,775	9.2	30,044	7.7	30,848	7.5	31,903	7.9	28,673	6.2
Retirement benefit asset	—	—	—	—	—	—	1,619	0.4	3,011	0.7
Investments from application of equity method	—	—	—	—	—	—	5,162	1.3	7,565	1.6
Deferred tax assets	2,264	0.6	1,771	0.5	2,100	0.5	2,824	0.7	3,103	0.7
Other non-current assets	2,855	0.7	1,819	0.5	1,813	0.4	2,249	0.6	1,695	0.4
Total non-current assets	205,095	52.8	196,444	50.2	190,212	46.5	199,054	49.1	230,551	50.1
Current assets										
Inventories	30,636	7.9	35,235	9.0	35,282	8.6	41,575	10.3	37,141	8.1
Trade and other receivables	78,654	20.2	84,618	21.6	86,999	21.3	95,992	23.7	99,591	21.7
Other financial assets	472	0.1	267	0.1	452	0.1	527	0.1	1,293	0.3
Other current assets	4,322	1.1	3,826	1.0	4,392	1.1	5,248	1.3	8,387	1.8
Cash and cash equivalents	69,283	17.8	70,796	18.1	91,430	22.4	62,888	15.5	83,014	18.0
Total current assets	183,367	47.2	194,742	49.8	218,556	53.5	206,231	50.9	229,426	49.9
Total assets	388,463	100.0	391,186	100.0	408,768	100.0	405,285	100.0	459,976	100.0
■Equity and liabilities										
Equity										
Share capital	8,032	2.1	8,252	2.1	8,366	2.0	8,525	2.1	8,672	1.9
Capital surplus	8,657	2.2	8,661	2.2	8,746	2.1	8,954	2.2	9,370	2.0
Treasury shares	-11	-0.0	-1,131	-0.3	-1,033	-0.3	-934	-0.2	-718	-0.2
Retained earnings	249,225	64.2	258,659	66.1	273,422	66.9	273,238	67.4	290,477	63.2
Other components of equity	19,921	5.1	16,461	4.2	13,364	3.3	20,398	5.0	29,688	6.5
Total equity attributable to owners of the company	285,823	73.6	290,900	74.4	302,865	74.1	310,181	76.5	337,488	73.4
Non-controlling interests	1,734	0.4	1,672	0.4	-305	-0.1	-535	-0.1	-645	-0.1
Total equity	287,557	74.0	292,572	74.8	302,560	74.0	309,646	76.4	336,844	73.2
Liabilities										
Non-current liabilities										
Financial liabilities	21,244	5.5	23,520	6.0	27,592	6.7	10,141	2.5	22,023	4.8
Net defined benefit liabilities	1,804	0.5	1,992	0.5	1,738	0.4	1,210	0.3	1,077	0.2
Provisions	1,367	0.4	1,255	0.3	570	0.1	600	0.1	738	0.2
Deferred tax liabilities	12,909	3.3	9,389	2.4	7,228	1.8	3,626	0.9	2,526	0.5
Other non-current liabilities	1,380	0.4	1,795	0.5	1,483	0.4	1,514	0.4	948	0.2
Total non-current liabilities	38,704	10.0	37,951	9.7	38,611	9.4	17,090	4.2	27,312	5.9
Current liabilities										
Trade and other payables	29,743	7.7	32,079	8.2	32,578	8.0	38,106	9.4	41,185	9.0
Other financial liabilities	14,404	3.7	12,116	3.1	18,777	4.6	23,739	5.9	38,533	8.4
Income tax payable	7,656	2.0	7,185	1.8	6,848	1.7	5,458	1.3	4,198	0.9
Provisions	1,508	0.4	717	0.2	633	0.2	819	0.2	939	0.2
Other current liabilities	8,890	2.3	8,566	2.2	8,761	2.1	10,428	2.6	10,965	2.4
Total current liabilities	62,201	16.0	60,663	15.5	67,597	16.5	78,549	19.4	95,821	20.8
Total liabilities	100,905	26.0	98,614	25.2	106,208	26.0	95,639	23.6	123,133	26.8
Total equity and liabilities	388,463	100.0	391,186	100.0	408,768	100.0	405,285	100.0	459,976	100.0

Consolidated statements of cash flows

(JPY millions)

(FY)	2017	2018	2019	2020	2021
I. Cash flows from operating activities:					
Net profit for the year	35,261	31,943	21,714	9,126	27,189
Depreciation and amortization	10,896	10,969	16,573	17,498	17,055
Impairment losses	150	—	5,825	40,664	232
Shares of loss (profit) of entities accounted for using equity method	—	—	—	358	1,604
Gain on disposal of non-current assets	—	(3,592)	(0)	(7)	(490)
Finance expenses (income)	(327)	(700)	(592)	(609)	(652)
Income tax expenses	4,000	11,174	10,377	2,562	8,427
Decrease (increase) in trade and other receivables	(7,116)	(6,303)	(3,054)	(7,514)	(1,965)
Decrease (increase) in inventories	(1,435)	(5,000)	(981)	(4,590)	5,383
Increase (decrease) in trade and other payables	5,697	2,445	717	4,948	2,491
Increase (decrease) in provisions and net defined benefit liabilities	285	(518)	(1,242)	(176)	(1,358)
Increase (decrease) in accounts payable-other	961	1,181	1,305	3,199	257
Increase (decrease) in long-term accounts payable-other	17	1,885	1,279	(17,344)	(102)
Other	728	2,116	1,584	3,000	(2,362)
Subtotal	49,117	45,601	53,506	51,115	55,709
Interest received	145	187	200	195	323
Dividends received	598	521	581	490	497
Interest paid	(27)	(8)	(190)	(159)	(240)
Income tax paid	(6,990)	(13,408)	(14,149)	(12,834)	(10,246)
Net cash flows from (used in) operating activities	42,843	32,894	39,947	38,808	46,043
II. Cash flows from investing activities:					
Payments for acquisition of investments	(565)	(931)	(398)	(3,384)	(1,067)
Proceeds from sale of investments	2,879	2,156	3,503	3,070	3,870
Increase (decrease) through acquisition of subsidiary	—	—	—	(23,834)	—
Payments for acquisition of investments accounted for using equity method	—	—	—	(5,349)	(2,969)
Payments for acquisition of property, plant and equipment	(3,984)	(5,470)	(5,824)	(4,139)	(17,344)
Proceeds from sales of property, plant and equipment	—	4,338	0	6	906
Payments for acquisition of intangible assets	(5,953)	(2,863)	(3,404)	(19,665)	(18,497)
Other	(636)	(166)	949	(61)	(69)
Net cash flows from (used in) investing activities	(8,259)	(2,935)	(5,175)	(53,355)	(35,169)
III. Cash flows from financing activities:					
Proceeds from short-term loans	—	—	0	—	10,460
Proceeds from long-term loans payable	—	567	1,477	307	10,000
Repayments of long-term loans payable	(8,316)	(4,098)	(500)	(3,000)	(0)
Acquisition of treasury shares	(1)	(14,124)	(22)	(4)	(12)
Proceeds from contributions of non-controlling interests	838	—	—	—	—
Dividends paid	(10,559)	(10,580)	(10,379)	(11,188)	(11,994)
Repayments of lease obligations	—	(4)	(2,859)	(2,952)	(3,056)
Other	408	132	(447)	152	159
Net cash flows from (used in) financing activities	(17,631)	(28,107)	(12,729)	(16,685)	5,557
IV. Net increase (decrease) in cash and cash equivalents	16,953	1,852	22,044	(31,232)	16,432
V. Cash and cash equivalents at the beginning of year	52,282	69,283	70,796	91,430	62,888
VI. Effect of exchange rate changes on cash and cash equivalents	48	(338)	(1,410)	2,690	3,694
VII. Cash and cash equivalents at the end of period	69,283	70,796	91,430	62,888	83,014

Other consolidated information

■R&D expenses (JPY millions)

(FY)	2017	2018	2019	2020	2021	2022 Forecast
Consolidated	24,398	23,759	23,341	24,112	26,377	27,000
Percent of revenue	10.8%	10.2%	9.7%	9.7%	9.9%	10.2%

■Capital expenditures (JPY millions)

(FY)	2017	2018	2019	2020	2021	2022 Forecast
Consolidated	5,445	7,220	8,971	11,281	22,244	25,000

Note: Excluding the increase in right-of-use assets.

■Depreciation and amortization (JPY millions)

(FY)	2017	2018	2019	2020	2021	2022 Forecast
Manufacturing cost	1,950	1,872	2,144	2,267	2,309	2,400
Selling, general and administrative expenses	1,453	1,478	1,462	1,533	1,654	2,300
R&D expenses	752	631	661	604	577	780
Consolidated total	4,155	3,981	4,267	4,404	4,540	5,480

Note: Excluding amortization on intangible assets associated with products, long-term advance expense and right-of-use assets.

■Amortization on intangible assets associated with products (JPY millions)

(FY)	2017	2018	2019	2020*1	2021	2022 Forecast
Intangible assets (Merck products)	5,592	5,808	5,808	5,808	5,740	5,740
Intangible assets (Eyevance)	—	—	—	887	1,899	2,110
Intangible assets (DE-128*2)	—	—	2,798	2,725	955	1,060
Intangible assets (Ikervis)	736	727	684	701	741	760
Other	412	453	608	530	398	630
Consolidated total	6,740	6,988	9,898	10,650	9,734	10,300

*1 With regard to provisional accounting treatment related to a business combination, in conjunction with the completion of purchase price allocation in the second quarter of the fiscal year ended March 2022, the consolidated earnings (cumulative total) for the third quarter of the fiscal year ended March 2021 and full-year consolidated earnings for the fiscal year ended March 2021 have been retroactively restated.

*2 PRESERFLO MicroShunt(STN2000100)

■Additional detail of statement of financial position (JPY millions)

(FY)	2017	2018	2019	2020	2021
In-process research and development	54,311	55,863	10,319	24,463	40,883
Investment securities	34,713	28,786	29,568	28,988	25,409
Inventories	30,636	35,235	35,282	41,575	37,141
Notes and accounts receivable	76,318	82,173	84,429	93,284	96,314
Notes and accounts payable*	22,471	23,101	21,887	24,258	24,420

* Including electronically recorded monetary liabilities

■Number of employees

Year ended March 31	2018/3	2019/3	2020/3	2021/3	2022/3
Japan	2,015	2,001	1,994	2,004	1,968
China	652	753	808	790	787
Asia	255	352	382	396	403
EMEA	651	738	667	690	748
Americas	232	229	257	349	409
Consolidated	3,805	4,073	4,108	4,229	4,315

Quarterly consolidated statements of income

■Core basis

(JPY millions)

	FY2020					FY2021					FY2022
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Revenue	57,563	61,342	62,881	67,819	249,605	64,986	63,773	67,042	70,456	266,257	264,000
YoY	-2.7%	2.9%	-1.1%	14.5%	3.3%	12.9%	4.0%	6.6%	3.9%	6.7%	-0.8%
Cost of sales	-24,741	-24,964	-26,192	-22,324	-98,221	-26,924	-25,943	-29,837	-26,967	-109,671	103,000
YoY	2.6%	3.2%	0.5%	9.0%	3.6%	8.8%	3.9%	13.9%	20.8%	11.7%	-6.1%
(Percent of revenue)	43.0%	40.7%	41.7%	32.9%	39.4%	41.4%	40.7%	44.5%	38.3%	41.2%	39.0%
Gross profit	32,822	36,377	36,690	45,495	151,384	38,062	37,829	37,205	43,489	156,586	161,000
YoY	-6.3%	2.6%	-2.1%	17.4%	3.2%	16.0%	4.0%	1.4%	-4.4%	3.4%	2.8%
(Percent of revenue)	57.0%	59.3%	58.3%	67.1%	60.6%	58.6%	59.3%	55.5%	61.7%	58.8%	61.0%
Operating profit	11,655	14,035	10,738	13,673	50,101	11,713	12,593	10,247	11,794	46,348	45,500
YoY	-8.9%	9.3%	-13.0%	13.5%	0.2%	0.5%	-10.3%	-4.6%	-13.7%	-7.5%	-1.8%
(Percent of revenue)	20.2%	22.9%	17.1%	20.2%	20.1%	18.0%	19.7%	15.3%	16.7%	17.4%	17.2%
Net profit for the period	8,807	10,880	8,653	9,210	37,549	9,026	9,530	7,309	9,330	35,195	34,100
YoY	-8.9%	19.3%	2.9%	6.0%	4.6%	2.5%	-12.4%	-15.5%	1.3%	-6.3%	-3.1%
(Percent of revenue)	15.3%	17.7%	13.8%	13.6%	15.0%	13.9%	14.9%	10.9%	13.2%	13.2%	12.9%

■IFRS

(JPY millions)

	FY2020					FY2021					FY2022
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Revenue	57,563	61,342	62,881	67,819	249,605	64,986	63,773	67,042	70,456	266,257	264,000
YoY	-2.7%	2.9%	-1.1%	14.5%	3.3%	12.9%	4.0%	6.6%	3.9%	6.7%	-0.8%
Cost of sales	-24,741	-24,964	-26,192	-22,324	-98,221	-26,924	-25,943	-29,837	-26,967	-109,671	-103,000
YoY	2.6%	3.2%	0.5%	9.0%	3.6%	8.8%	3.9%	13.9%	20.8%	11.7%	-6.1%
(Percent of revenue)	43.0%	40.7%	41.7%	32.9%	39.4%	41.4%	40.7%	44.5%	38.3%	41.2%	39.0%
Gross profit	32,822	36,377	36,690	45,495	151,384	38,062	37,829	37,205	43,489	156,586	161,000
YoY	-6.3%	2.6%	-2.1%	17.4%	3.2%	16.0%	4.0%	1.4%	-4.4%	3.4%	2.8%
(Percent of revenue)	57.0%	59.3%	58.3%	67.1%	60.6%	58.6%	59.3%	55.5%	61.7%	58.8%	61.0%
SG&A expenses	-15,551	-17,691	-19,579	-26,732	-79,554	-20,447	-19,205	-20,671	-24,176	-84,499	-88,500
YoY	-3.1%	1.8%	0.9%	30.2%	8.4%	31.5%	8.6%	5.6%	-9.6%	6.2%	5.5%
(Percent of revenue)	27.0%	28.8%	31.1%	39.4%	31.9%	31.5%	30.1%	30.8%	34.3%	31.7%	33.5%
R&D expenses	-5,616	-5,507	-6,530	-6,459	-24,112	-6,121	-6,218	-6,464	-7,574	-26,377	-27,000
YoY	-9.0%	5.1%	13.8%	4.4%	3.3%	9.0%	12.9%	-1.0%	17.3%	9.4%	2.4%
(Percent of revenue)	9.8%	9.0%	10.4%	9.5%	9.7%	9.4%	9.7%	9.6%	10.8%	9.9%	10.2%
Amortization on intangible assets associated with products	-2,448	-2,430	-2,866	-2,907	-10,650	-2,421	-2,366	-2,468	-2,479	-9,734	-10,300
YoY	-1.2%	-1.2%	15.7%	16.7%	7.6%	-1.1%	-2.6%	-13.9%	-14.7%	-8.6%	5.8%
(Percent of revenue)	4.3%	4.0%	4.6%	4.3%	4.3%	3.7%	3.7%	3.7%	3.5%	3.7%	3.9%
Other income	176	174	174	15,483	16,007	120	82	116	724	1,043	500
Other expenses	-1,367	-253	330	-39,599	-40,889	-39	-473	-143	-478	-1,133	-1,500
Operating profit	8,016	10,670	8,219	-14,718	12,187	9,156	9,650	7,575	9,505	35,886	34,200
YoY	-13.3%	9.3%	-17.2%	—	-63.7%	14.2%	-9.6%	-7.8%	—	194.5%	-4.7%
(Percent of revenue)	13.9%	17.4%	13.1%	—	4.9%	14.1%	15.1%	11.3%	13.5%	13.5%	13.0%
Finance income	530	36	450	330	1,346	590	82	540	1,332	2,543	900
Finance expenses	-187	-695	-264	-341	-1,488	-277	-163	-293	-475	-1,209	-600
Share of loss of investments accounted for using equity method	—	-17	-158	-183	-358	-297	-346	-542	-419	-1,604	-2,000
Profit before tax	8,359	9,994	8,247	-14,913	11,688	9,171	9,222	7,280	9,944	35,616	32,500
YoY	-7.1%	6.3%	-21.9%	—	-63.6%	9.7%	-7.7%	-11.7%	—	204.7%	-8.7%
(Percent of revenue)	14.5%	16.3%	13.1%	—	4.7%	14.1%	14.5%	10.9%	14.1%	13.4%	12.3%
Income tax expenses	-2,235	-2,420	-1,118	3,211	-2,562	-1,845	-2,294	-2,238	-2,050	-8,427	-8,100
Net profit for the period	6,124	7,575	7,129	-11,702	9,126	7,326	6,928	5,042	7,893	27,189	24,400
YoY	-4.2%	12.4%	-0.3%	—	-58.0%	19.6%	-8.5%	-29.3%	—	197.9%	-10.3%
(Percent of revenue)	10.6%	12.3%	11.3%	—	3.7%	11.3%	10.9%	7.5%	11.2%	10.2%	9.2%
Owners of the company	6,189	7,624	7,185	-11,687	9,311	7,342	6,965	5,042	7,869	27,218	24,380
Non-controlling interests	-65	-50	-56	-15	-185	-15	-38	-0	24	-29	-20

Retroactive restatement of FY2020 figures:

The consolidated statement of financial position for FY2020 has been retroactively revised due to the completion of the allocation of consideration for acquisition of Eyeveance. The figures Q3 and Q4 in FY2020 and Q1 and Q2 in FY2021 have been updated.

Quarterly revenue details

■Revenue by business segment

(JPY millions)

	FY2020					FY2021					FY2022
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Prescription pharmaceuticals	54,336	57,150	59,030	64,171	234,687	61,008	59,363	62,576	66,633	249,579	244,400
YoY	0.2%	3.5%	-0.3%	14.8%	4.5%	12.3%	3.9%	6.0%	3.8%	6.3%	-2.1%
OTC pharmaceuticals	2,043	2,961	2,382	2,024	9,410	2,444	2,643	2,655	2,038	9,780	10,650
YoY	-45.0%	-1.2%	-24.0%	-7.5%	-21.8%	19.7%	-10.8%	11.5%	0.7%	3.9%	8.9%
Medical devices	827	889	1,071	1,249	4,037	1,145	1,337	1,371	1,332	5,184	7,202
Others	357	341	398	375	1,471	389	431	441	453	1,714	1,748
Total	57,563	61,342	62,881	67,819	249,605	64,986	63,773	67,042	70,456	266,257	264,000
YoY	-2.7%	2.9%	-1.1%	14.5%	3.3%	12.9%	4.0%	6.6%	3.9%	6.7%	-0.8%

[Japan]

(JPY millions)

	FY2020					FY2021					FY2022
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Prescription pharmaceuticals	35,078	36,075	38,992	45,662	155,807	38,952	36,723	40,097	43,933	159,705	141,700
YoY	4.4%	3.3%	-0.9%	11.4%	4.7%	11.0%	1.8%	2.8%	-3.8%	2.5%	-11.3%
OTC pharmaceuticals	1,975	2,851	2,303	1,928	9,058	2,305	2,486	2,490	1,904	9,185	9,400
YoY	-45.7%	-2.3%	-24.7%	-8.4%	-22.7%	16.7%	-12.8%	8.1%	-1.2%	1.4%	2.3%
Medical devices	645	690	784	806	2,926	695	847	767	830	3,139	3,400
Others	317	318	358	349	1,343	369	401	428	407	1,604	1,500
Total	38,016	39,934	42,438	48,746	169,133	42,321	40,456	43,782	47,074	173,633	156,000
YoY	-0.7%	2.2%	-2.4%	10.3%	2.5%	11.3%	1.3%	3.2%	-3.4%	2.7%	-10.2%

[Overseas]

(JPY millions)

	FY2020					FY2021					FY2022
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Prescription pharmaceuticals	19,258	21,076	20,037	18,510	78,880	22,055	22,640	22,479	22,699	89,874	102,700
YoY	-6.8%	3.7%	0.8%	24.4%	4.1%	14.5%	7.4%	12.2%	22.6%	13.9%	14.3%
OTC pharmaceuticals	67	110	79	96	352	139	157	165	134	595	1,250
YoY	-11.2%	40.4%	5.1%	15.1%	12.7%	106.3%	43.0%	109.5%	39.5%	69.1%	110.2%
Medical devices	182	199	287	443	1,111	450	489	604	502	2,046	3,802
Others	40	23	40	25	129	20	30	13	46	109	248
Total	19,547	21,408	20,443	19,074	80,472	22,665	23,317	23,261	23,382	92,624	108,000
YoY	-6.3%	4.1%	1.8%	27.0%	5.1%	15.9%	8.9%	13.8%	22.6%	15.1%	16.6%

■Revenue by region (Overseas)

(JPY millions)

	FY2020					FY2021					FY2022
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
China	5,806	6,952	5,570	5,021	23,349	6,460	7,556	6,329	6,852	27,197	35,000
YoY	-14.0%	-0.1%	-1.6%	70.2%	4.6%	11.2%	8.7%	13.6%	36.5%	16.5%	28.7%
Asia (Not including China)	3,953	5,244	4,117	3,902	17,216	4,600	4,457	4,641	6,115	19,813	23,000
YoY	-11.2%	21.6%	5.6%	1.8%	4.4%	16.4%	-15.0%	12.7%	56.7%	15.1%	16.1%
EMEA	9,566	8,859	10,021	9,450	37,896	10,704	10,538	11,572	10,085	42,899	45,500
YoY	1.2%	-0.9%	-4.4%	16.7%	2.5%	11.9%	19.0%	15.5%	6.7%	13.2%	6.1%
Americas	222	353	736	701	2,011	901	766	718	330	2,715	4,500
YoY	6.6%	2.4%	—	411.7%	173.5%	305.8%	117.3%	-2.4%	-52.9%	35.0%	65.8%

Pharmaceutical market in Japan

■Revision of National Health Insurance (NHI) drug prices

Revision of NHI drug prices: In Japan, drug prices are generally revised every two years to reflect their market price. The drugs marketed at lower actual market prices will bear larger reduction margins at the revision (Chart below shows the change rate from the drug price before revision). Since 2021, the price revision review process has been implemented in the off-year between each biennial revision. (Approximately 70% of all products included on the NHI reimbursement list were subject to price adjustment in 2021)

	2012 Apr	2013 Apr	2014 Apr	2015 Apr	2016 Apr	2017 Apr	2018 Apr	2019 Apr	2019 Oct	2020 Apr	2021 Apr	2022 Apr
Industry average	-6.25%	-	-2.7%	-	-5.57% ^{*1}	-	-7.48%	-	-2.4%	-4.38%	- ^{*3}	-6.69%
Santen	high -5%	-	high -1%	-	early -7% ^{*2}	-	mid -4%	-	under -1%	early -3%	early -2%	mid -4%

^{*1} Excluding market expansion re-pricing -0.9%

^{*2} Mid -4% price cut in 2016 excluding impact of Eylea price cut.

^{*3} Not announced by the Ministry of Health, Labour and Welfare.

■Market shares by therapeutic area - prescription ophthalmics^{*4}

No.1 position in ophthalmology market and major therapeutic areas (glaucoma treatments, corneal disease, anti-infective, anti-allergy and retinal disorders).

		(JPY billions)				
	(FY)	2017	2018	2019	2020	2021
Glaucoma treatments	Share	31.2%	30.1%	29.5%	29.5%	29.8%
	Market	114.9	109.8	107.4	105.1	100.6
Corneal disease treatments	Share	62.2%	61.5%	60.7%	57.3%	57.7%
	Market	46.6	45.7	46.1	42.4	42.3
Anti-infective	Share	40.0%	35.1%	32.1%	32.8%	32.1%
	Market	13.9	12.6	11.4	8.6	7.9
Anti-allergy	Share	47.9%	52.2%	62.0%	70.3%	71.0%
	Market	42.9	47.3	48.0	60.5	52.5
Retinal disorders	Share	70.1%	70.4%	70.2%	71.6%	73.4%
	Market	87.4	95.9	105.4	110.4	118.1
Others	Share	27.3%	27.4%	27.1%	27.1%	26.7%
	Market	57.5	53.9	55.7	51.8	50.5
Total	Share	46.2%	47.3%	48.7%	51.1%	52.2%
	Market	363.3	365.2	374.1	378.7	371.9

Notes: On an NHI drug price basis.

^{*4} Including co-promoted product (Anti-VEGF EYLEA) of Bayer Yakuhin, Ltd. (MAH)

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