# 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.

| | 2014 Apr | 2015 Apr | 2016 Apr | 2017 Apr | 2018 Apr | 2019 Apr | 2019 Oct | 2020 Apr | 2021 Apr | 2022 Apr | 2023 Apr | 2024 Apr |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Industry average | -2.7% | - | -5.57%[*1] | - | -7.48% | - | -2.4% | -4.38% | -[*3] | -6.69% | -[*3] | -4.67% |
| Santen | high -1% | - | early -7%[*2] | - | mid -4% | - | under -1% | early -3% | early -2% | mid -4% | early -2% | high -6% |

[*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-allergy and retinal disorders).

(JPY billions)

| | (FY) | 2019 | 2020 | 2021 | 2022 | 2023 |
|---|---|---|---|---|---|---|
| Glaucoma treatments | Share | 29.5% | 29.5% | 29.8% | 30.8% | 28.4% |
| | Market | 107.4 | 105.1 | 100.6 | 93.6 | 88.3 |
| Corneal disease treatments | Share | 60.7% | 57.3% | 57.7% | 60.7% | 69.2% |
| | Market | 46.1 | 42.4 | 42.3 | 44.2 | 48.6 |
| Anti-infective | Share | 32.1% | 32.8% | 32.1% | 28.2% | 26.3% |
| | Market | 11.4 | 8.6 | 7.9 | 6.8 | 6.6 |
| Anti-allergy | Share | 62.0% | 70.3% | 71.0% | 75.8% | 80.3% |
| | Market | 48.0 | 60.5 | 52.5 | 52.4 | 47.8 |
| Retinal disorders | Share | 70.2% | 71.6% | 73.4% | 70.7% | 68.0% |
| | Market | 105.4 | 110.4 | 118.1 | 123.5 | 131.3 |
| Others | Share | 27.1% | 27.1% | 26.7% | 26.9% | 26.0% |
| | Market | 55.7 | 51.8 | 50.5 | 49.4 | 49.1 |
| Total | Share | 48.7% | 51.1% | 52.2% | 53.5% | 54.1% |
| | Market | 374.1 | 378.7 | 371.9 | 369.9 | 371.7 |

Notes: On an NHI drug price basis.
*4 Including co-promoted product (Anti-VEGF EYLEA) of Bayer Yakuhin, Ltd. (MAH). Based on Santen Pharmaceutical (distributor) records.

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