

FY2018 Business Highlights



May 10, 2019

Shigeo Taniuchi

President & Chief Operating Officer

Santen's Values and Mission Statement

Values

天機に参与する

*Tenki ni sanyo suru*¹

- “Exploring the secrets and mechanisms of nature in order to contribute to people’s health”**

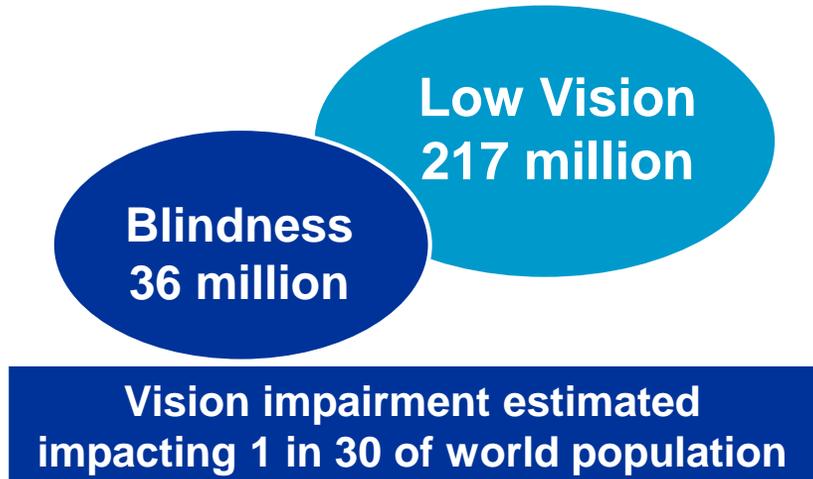
Santen’s original interpretation of a passage from chapter 22 of *Zhongyong (The Doctrine of the Mean)* by Confucius.

We think carefully about what is essential, decide clearly what we should do, and act quickly.

Mission
Statement

By focusing on ophthalmology, Santen develops unique scientific knowledge and organizational capabilities that contribute to the well-being of patients, their loved ones and consequently to society.

Ophthalmology is our singular focus



84%	Chronic diseases	<u>New therapeutic technologies emerging</u> such as devices and regenerative medicine
81%	Preventable by early detection and treatment	Disease awareness activities and new technology <u>deployment to the field</u> needed



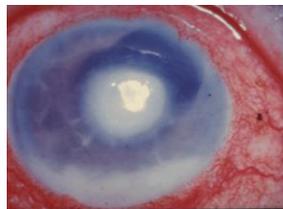
Protecting the World's Vision

As a specialized pharmaceutical company in ophthalmology



Cogan Collection, NEI/NIH

Allergic blepharoconjunctivitis



Cogan Collection, NEI/NIH

Purulent endophthalmitis secondary to infection



National Eye Institute

Cataract



Glaucoma patient view at end-stage



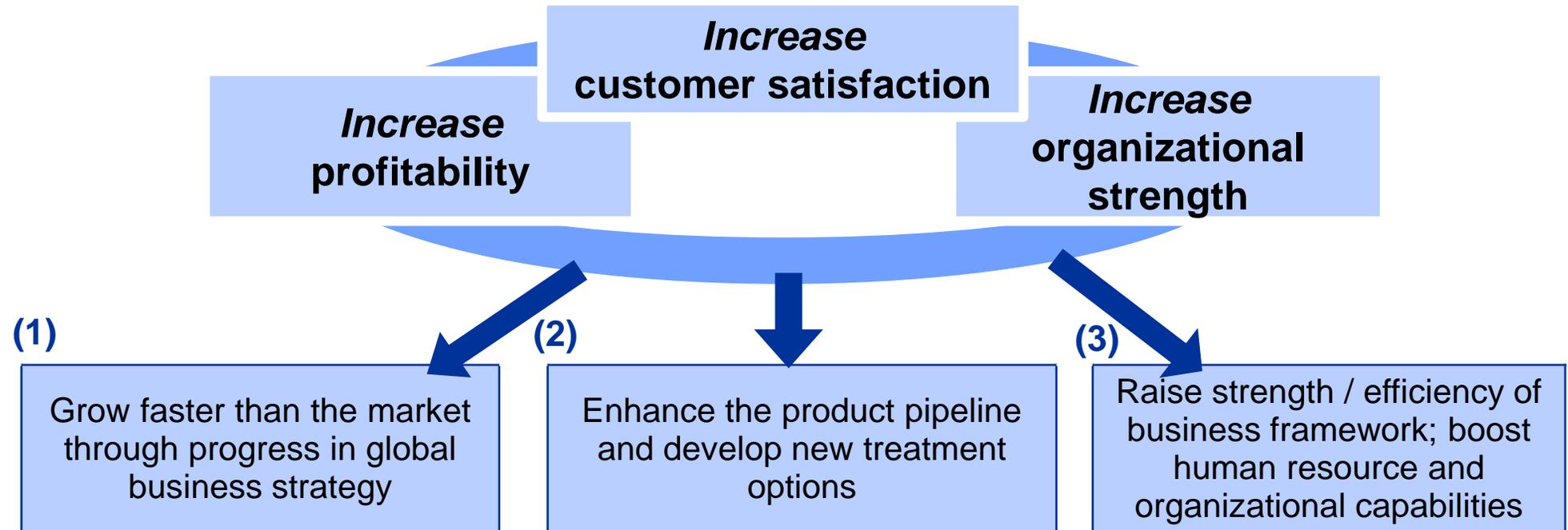
Age-related macular degeneration patient view

MTP2020 Fundamental Policy and Strategic Goals

Fundamental policy

- To become a “Specialized Pharmaceutical Company with a Global Presence”
- Construct a path for sustainable growth beyond FY2020

Strategic goals



Responding to the needs of patients and medical professionals worldwide, Santen will achieve reliable growth while sustainably contributing to ophthalmic treatment worldwide

(1) Grow faster than the market through progress in our global business strategy

- Maximize the value of each differentiated product through tailored strategies
- Achieve profit at earliest timing

GLAUKOS®

- High surgical glaucoma expertise
- Strong presence in US

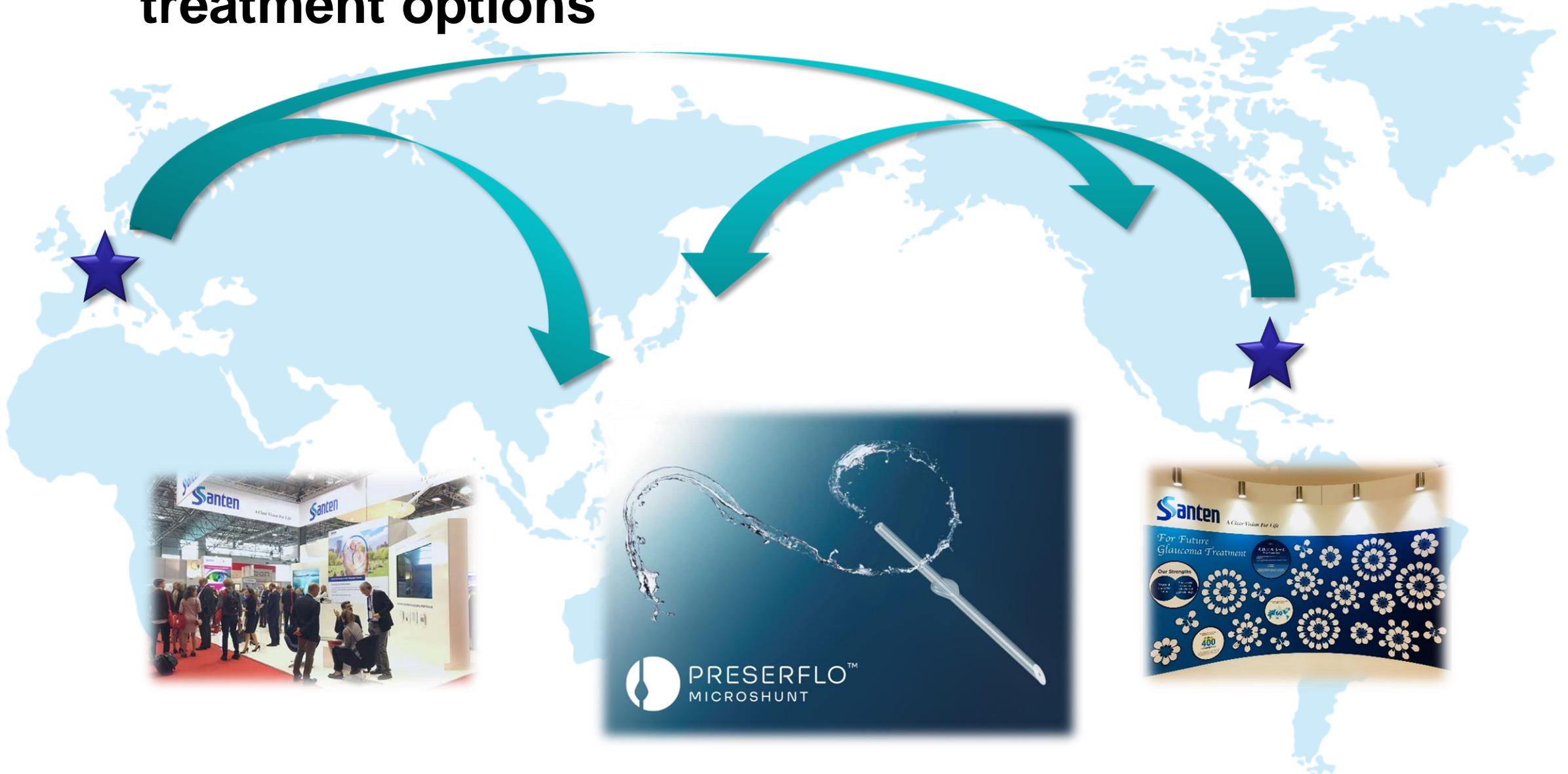


Aiming for leading efficacy and greater safety compared to existing surgical methods

(1) Grow faster than the market through progress in our global business strategy



(2) Enhance product pipeline and develop new treatment options



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Greater intermediate and far distance visual acuity

Suppression of optical discomfort

(2) Enhance product pipeline and develop new treatment options



(3) Raise strength / efficiency of business framework; boost human resource and organizational capabilities



Contributing to the well-being of the world's patients and their loved ones

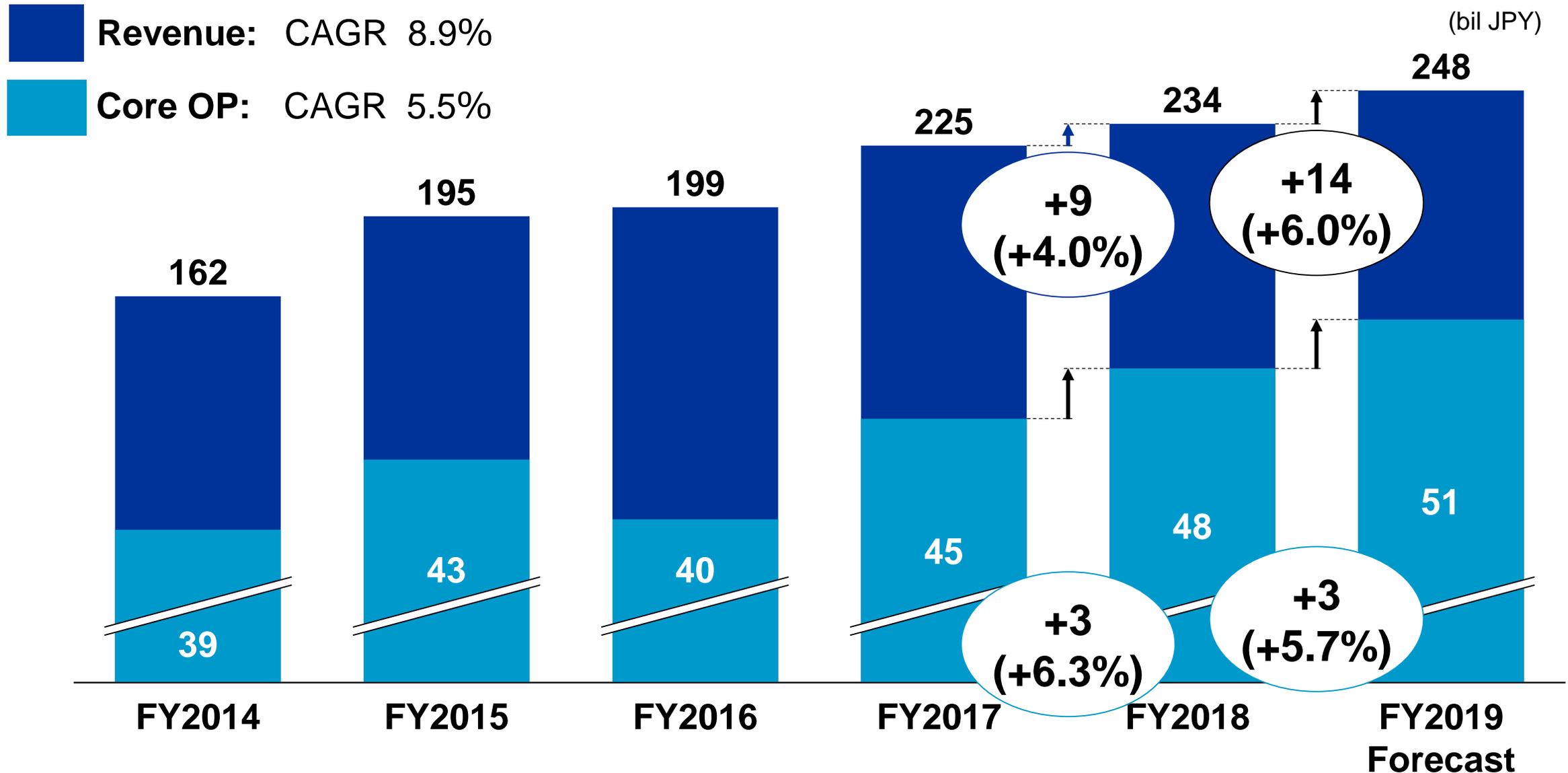


 **World Glaucoma Week**
March 10-16, 2019




10,000 HOURS

Realizing solid growth by answering medical needs all over the world



Aiming for continuous contribution to ophthalmic treatment



	FY2018 Actual	FY2019 Forecast
Annual dividends per share	26 JPY	26 JPY
Payout ratio	33.0%	44.1%
Total return	76.3%	44.1%

(Share buyback: 13.9 bil JPY)

