

Data Book

Half Year Ended September 30, 2019

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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.

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, delays in new products launch, currency exchange rate, legislative and regulatory developments.

Financial highlights

■ Consolidated financial summary

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019			
	1H	Full	1H	Full	1H	% Change	Full forecast	% Change
Revenue	110,774	224,942	114,344	234,026	118,775	3.9	248,000	6.0
Operating profit	21,039	38,691	20,825	45,098	19,011	(8.7)	34,500	(23.5)
Net profit for the period	15,246	35,261	14,376	31,943	13,129	(8.7)	23,200	(27.4)
Dividends per share (yen)	13	26	13	26	13	—	27	—
Dividend payout ratio (%)	34.6	30.0	36.8	33.0	39.5	2.7pt	45.8	12.8pt
Core operating profit	24,386	45,378	24,135	48,230	25,639	6.2	51,000	5.7
Core net profit for the period	17,901	33,458	17,799	36,092	18,794	5.6	37,700	4.5

■ Consolidated statement of financial position summary

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019
	Sep 30	Mar 31	Sep 30	Mar 31	Sep 30
Total assets	374,180	388,463	400,030	391,186	397,073
Total equity	271,798	287,557	304,597	292,572	295,192
Interest-bearing debt [#]	11,339	7,598	4,935	4,063	4,590

[#]Not including lease obligations

■ Consolidated financial indexes

Fiscal year ended March 31	FY2017		FY2018		FY2019			
	1H	Full	1H	Full	1H	% Change	Full forecast	% Change
EPS (yen)	37.56	86.73	35.34	78.67	32.94	(6.8)	58.98	(25.0)
BPS (yen)	664.68	702.54	744.22	728.97	735.77	(1.1)	—	—
Debt equity ratio (times)	0.0	0.0	0.0	0.0	0.0	0.0pt	—	—
PER (times)	23.6	19.8	25.5	21.0	28.5	3.0pt	—	—
PBR (times)	2.7	2.4	2.4	2.3	2.6	0.2pt	—	—
ROE (%)	11.6	13.0	9.8	11.1	9.0	(0.8)pt	7.9	(3.2)pt
ROA (%)	8.3	9.4	7.3	8.2	6.7	(0.6)pt	—	—
Equity ratio(%)	72.2	73.6	75.7	74.4	74.0	(1.8)pt	—	—
Free cash flow (millions of yen) ^{#1}	17,755	32,906	13,635	24,562	19,162	40.5	—	—
EBITDA (millions of yen) ^{#2}	26,528	49,693	26,252	52,368	28,980	10.4	—	—

^{#1} Free cash flows = (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)

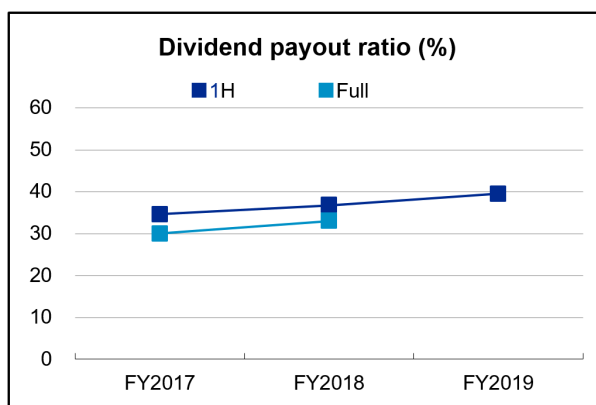
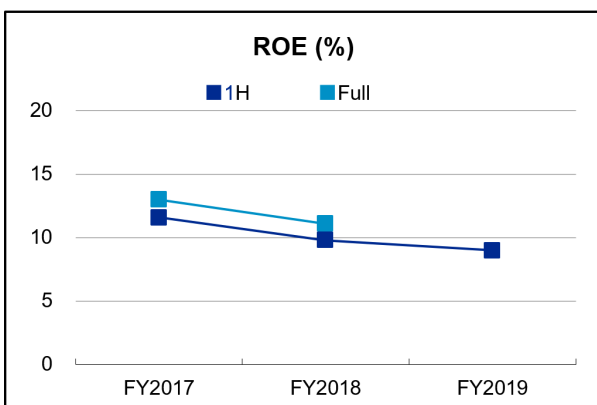
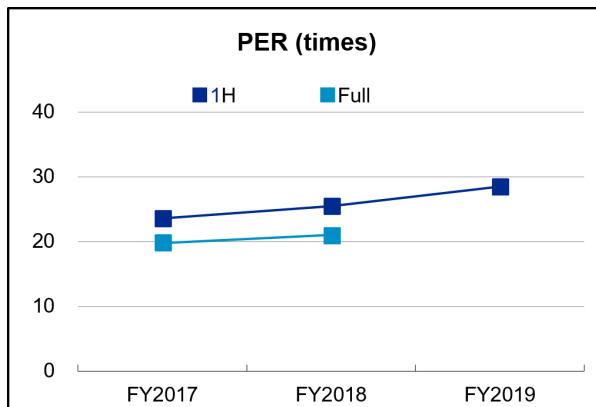
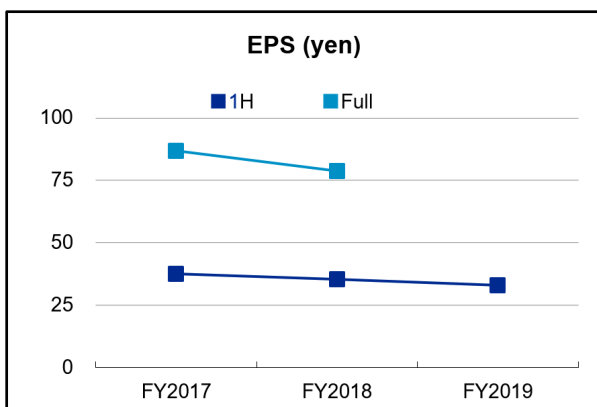
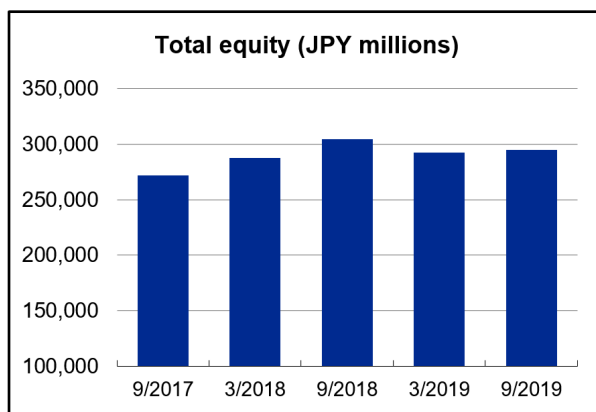
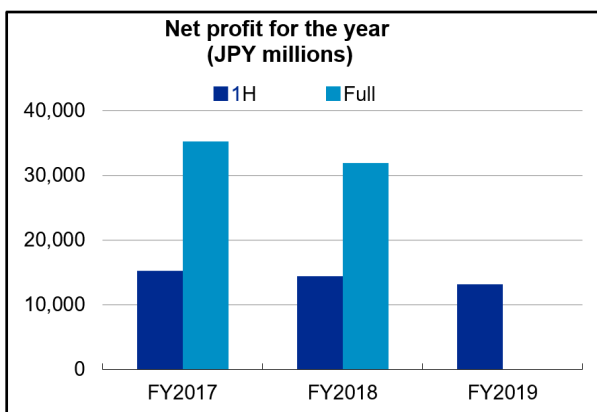
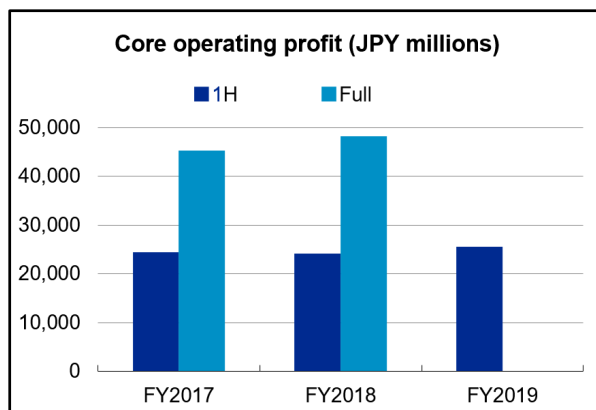
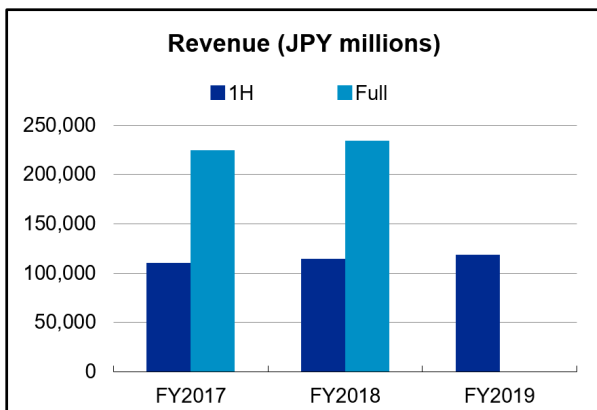
■ Exchange rates

(Yen)

Fiscal year ended March 31	FY2017		FY2018		FY2019	
	1H	Full	1H	Full	1H	Full forecast
Exchange rate: US dollar	111.18	110.94	110.21	110.82	108.82	110.00
: Euro	126.76	129.92	129.81	128.38	121.28	120.00
: CNY	16.43	16.84	16.70	16.52	15.77	16.00

Financial highlights

■ Consolidated financial summary (Graph)



Consolidated statements of income and comprehensive income

■IFRS

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019	
	1H	Full	1H	Full	1H	% Change
Revenue	110,774	224,942	114,344	234,026	118,775	3.9
Cost of sales (Percent of revenue)	(42,971) 38.8%	(86,378) 38.4%	(45,772) 40.0%	(90,764) 38.8%	(48,302) 40.7%	5.5 —
Gross profit (Percent of revenue)	67,803 61.2%	138,564 61.6%	68,573 60.0%	143,262 61.2%	70,473 59.3%	2.8 —
Selling, general and administrative expenses (Percent of revenue)	(31,676) 28.6%	(68,788) 30.6%	(33,474) 29.3%	(71,273) 30.5%	(33,422) 28.1%	(0.2) —
Research and development expenses (Percent of revenue)	(11,742) 10.6%	(24,398) 10.8%	(10,964) 9.6%	(23,759) 10.2%	(11,412) 9.6%	4.1 —
Amortization on intangible assets associated with products (Percent of revenue)	(3,324) 3.0%	(6,740) 3.0%	(3,473) 3.0%	(6,988) 3.0%	(4,937) 4.2%	42.1 —
Other income	200	417	259	4,028	160	(38.1)
Other expenses	(223)	(364)	(96)	(172)	(1,851)	—
Operating profit (Percent of revenue)	21,039 19.0%	38,691 17.2%	20,825 18.2%	45,098 19.3%	19,011 16.0%	(8.7) —
Finance income	497	1,004	547	901	518	(5.3)
Finance expenses	(851)	(434)	(1,581)	(2,881)	(1,121)	(29.1)
Profit before tax (Percent of revenue)	20,686 18.7%	39,261 17.5%	19,790 17.3%	43,117 18.4%	18,408 15.5%	(7.0) —
Income tax expenses	(5,440)	(4,000)	(5,414)	(11,174)	(5,279)	(2.5)
Net profit for the period (Percent of revenue)	15,246 13.8%	35,261 15.7%	14,376 12.6%	31,943 13.6%	13,129 11.1%	(8.7) —
Profit attributable to Owners of the company	15,257	35,247	14,380	31,954	13,148	(8.6)
Non-controlling interests	(11)	14	(4)	(11)	(19)	(391.5)
Net profit for the period	15,246	35,261	14,376	31,943	13,129	(8.7)
ROE (%)	11.6	13.0	9.8	11.1	9.0	—

■Core basis

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019	
	1H	Full	1H	Full	H1	% Change
Revenue	110,774	224,942	114,344	234,026	118,775	3.9
Cost of sales (Percent of revenue)	(42,971) 38.8%	(86,378) 38.4%	(45,772) 40.0%	(90,764) 38.8%	(48,302) 40.7%	5.5 —
Gross profit (Percent of revenue)	67,803 61.2%	138,564 61.6%	68,573 60.0%	143,262 61.2%	70,473 59.3%	2.8 —
Selling, general and administrative expenses (Percent of revenue)	(31,676) 28.6%	(68,788) 30.6%	(33,474) 29.3%	(71,273) 30.5%	(33,422) 28.1%	(0.2) —
Research and development expenses (Percent of revenue)	(11,742) 10.6%	(24,398) 10.8%	(10,964) 9.6%	(23,759) 10.2%	(11,412) 9.6%	4.1 —
Core operating profit (Percent of revenue)	24,386 22.0%	45,378 20.2%	24,135 21.1%	48,230 20.6%	25,639 21.6%	6.2 —
Core net profit for the period (Percent of revenue)	17,901 16.2%	33,458 14.9%	17,799 15.6%	36,092 15.4%	18,794 15.8%	5.6 —
ROE (%)	13.6	12.4	12.1	12.5	12.9	—

Revenue details

■Revenue by business segment

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019		
	1H	Full	1H	Full	1H	% Change	Full forecast
Prescription pharmaceuticals	101,540	206,967	104,914	216,030	109,482	4.4	225,438
Ophthalmics	100,978	205,868	104,552	215,302	109,128	4.4	224,802
Other pharmaceuticals	563	1,099	361	728	354	(1.9)	636
OTC pharmaceuticals	7,713	14,594	7,566	14,223	6,710	(11.3)	15,128
Medical devices	1,262	2,583	1,334	2,709	1,838	37.8	5,408
Others	259	798	531	1,065	745	40.3	2,027
Total	110,774	224,942	114,344	234,026	118,775	3.9	248,000

[Japan]

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019		
	1H	Full	1H	Full	1H	% Change	Full forecast
Prescription pharmaceuticals	68,912	141,067	67,010	142,950	68,502	2.2	144,542
Ophthalmics	68,546	140,415	66,847	142,582	68,339	2.2	144,113
Other pharmaceuticals	366	653	163	368	163	0.0	429
OTC pharmaceuticals	7,560	14,301	7,418	13,930	6,556	(11.6)	14,707
Medical devices	1,245	2,527	1,304	2,600	1,620	24.2	4,953
Others	239	758	479	977	670	39.7	1,896
Total	77,955	158,653	76,212	160,456	77,343	1.5	166,098
(Percent of revenue)	70.4%	70.5%	66.7%	68.6%	65.1%	-	67.0%

[Overseas]

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019		
	1H	Full	1H	Full	1H	% Change	Full forecast
Prescription pharmaceuticals	32,628	65,900	37,904	73,080	40,980	8.1	80,896
Ophthalmics	32,432	65,453	37,705	72,720	40,789	8.2	80,689
Other pharmaceuticals	196	447	198	360	191	(3.5)	207
OTC pharmaceuticals	153	293	148	293	154	4.0	421
Medical devices	17	56	29	109	218	639.0	455
Others	20	40	52	88	75	45.9	131
Total	32,819	66,289	38,133	73,570	41,427	8.6	81,902
(Percent of revenue)	29.6%	29.5%	33.3%	31.4%	34.9%	-	33.0%

■Revenue by region

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019		
	1H	Full	1H	Full	1H	% Change	Full forecast
Asia (including China)	15,529	30,903	19,973	36,881	22,475	12.5	42,339
China	8,923	21,365	11,708	21,365	13,711	17.1	24,980
EMEA#1	17,171	35,015	17,980	36,156	18,399	2.3	38,824
North America	119	371	180	533	552	206.8	740
Total	32,819	66,289	38,133	73,570	41,427	8.6	81,902

■Overseas profit contribution

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019
	1H	Full	1H	Full	Full
Asia	4,367	7,334	7,490	11,517	-
EMEA#1	3,697	5,980	3,913	7,603	-
North America	(2,229)	(4,627)	(1,898)	(4,120)	-
Total	5,836	8,686	9,505	15,000	-

#1 Europe, the Middle East and Africa.

Revenue details

■ Revenue of major products

(JPY millions)

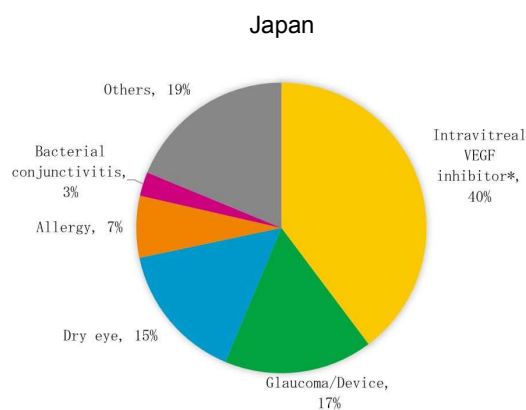
Brand name Generic name/formulation	Therapeutic category	Region	FY2017		FY2018		FY2019			
			1H	Full	1H	Full	1H	% Change	Full forecast	% Change
Cravit levofloxacin/ ophthalmic solution	Bacterial conjunctivitis	Total	7,658	14,944	8,076	15,028	8,997	11.4%	15,733	4.7%
		Japan	2,318	4,105	1,754	3,175	1,430	(18.5%)	2,528	(20.4%)
		China	3,931	7,991	4,830	8,860	5,953	23.3%	9,924	12.0%
		Asia	630	1,234	725	1,524	855	18.0%	1,873	22.9%
		EMEA	780	1,614	766	1,468	757	(1.2%)	1,407	(4.2%)
Tarivid ofloxacin/ ophthalmic solution	Bacterial conjunctivitis	Total	882	1,581	795	1,445	781	(1.7%)	1,472	1.9%
		Japan	284	508	266	482	230	(13.4%)	364	(24.5%)
		China	377	695	345	599	363	5.2%	581	(3.0%)
		Asia	222	378	184	364	188	2.2%	527	44.9%
		EMEA	—	—	—	—	—	—	—	—
Tapcom tafluprost-timolol maleate/ combination ophthalmic solution	Glaucoma	Total	1,875	3,892	2,307	4,788	2,613	13.3%	5,708	19.2%
		Japan	1,265	2,479	1,282	2,549	1,286	0.3%	2,724	6.9%
		China	64	158	142	308	186	30.7%	400	29.7%
		Asia	547	1,255	883	1,930	1,142	29.2%	2,583	33.8%
		EMEA	—	—	—	—	—	—	—	—
Tapros tafluprost/ ophthalmic solution	Glaucoma	Total	8,960	17,844	9,094	18,014	9,025	(0.8%)	18,645	3.5%
		Japan	4,936	9,610	4,828	9,554	4,712	(2.4%)	9,135	(4.4%)
		China	54	147	89	228	165	86.1%	370	62.3%
		Asia	826	1,660	954	1,857	961	0.7%	1,992	7.2%
		EMEA	3,144	6,427	3,223	6,375	3,186	(1.1%)	7,149	12.1%
Cosopt dorzolamide hydrochloride-timolol maleate/ combination ophthalmic solution	Glaucoma	Total	12,163	24,200	11,473	21,985	10,462	(8.8%)	20,341	(7.5%)
		Japan	5,915	11,403	4,933	8,919	3,792	(23.1%)	7,608	(14.7%)
		China	1,583	3,197	1,801	3,675	2,033	12.9%	3,745	1.9%
		Asia	4,666	9,600	4,739	9,392	4,637	(2.1%)	8,988	(4.3%)
		EMEA	—	—	—	—	—	—	—	—
Timoptol timolol maleate/ ophthalmic solution (Including Timoptol XE)	Glaucoma	Total	1,945	3,672	1,510	2,874	1,284	(15.0%)	2,756	(4.1%)
		Japan	1,190	2,194	879	1,645	711	(19.1%)	1,561	(5.1%)
		China	112	221	109	221	117	8.2%	231	4.7%
		Asia	643	1,257	523	1,008	456	(12.8%)	963	(4.4%)
		EMEA	—	—	—	—	—	—	—	—
Trusopt dorzolamide hydrochloride/ ophthalmic solution	Glaucoma	Total	2,276	4,677	2,293	4,586	2,279	(0.6%)	4,530	(1.2%)
		Japan	866	1,641	769	1,474	702	(8.7%)	1,359	(7.8%)
		China	152	327	198	415	228	14.9%	526	26.6%
		Asia	1,258	2,709	1,327	2,697	1,349	1.7%	2,645	(1.9%)
		EMEA	—	—	—	—	—	—	—	—
EYBELIS omidenedapag isopropyl/ophthalmic solution	Glaucoma	Total	—	—	—	431	637	—	2,366	449.0%
		Japan	—	—	—	431	637	—	2,366	449.0%
Alesion epinastine hydrochloride/ ophthalmic solution	Allergy	Total	5,088	16,851	4,893	19,445	4,933	0.8%	21,865	12.4%
		Japan	5,088	16,851	4,893	19,445	4,933	0.8%	21,865	12.4%
Flumetholon fluorometholone/ ophthalmic solution	Inflammation	Total	1,843	3,497	1,747	3,302	1,786	2.2%	3,293	(0.3%)
		Japan	1,059	2,113	769	1,640	624	(18.8%)	1,432	(12.7%)
		China	612	1,060	747	1,231	827	10.7%	1,309	6.3%
		Asia	172	325	231	430	335	45.1%	552	28.3%
		EMEA	—	—	—	—	—	—	—	—
Kary Uni pirenoxine/ ophthalmic solution	Senile cataract	Total	2,428	4,413	2,117	4,076	2,110	(0.3%)	4,122	1.1%
		Japan	1,446	2,741	1,343	2,604	1,327	(1.1%)	2,597	(0.2%)
		China	491	885	422	760	370	(12.2%)	756	(0.5%)
		Asia	491	788	352	713	413	17.3%	768	7.8%
		EMEA	—	—	—	—	—	—	—	—
Oftan Catachrom cytochrome C, adenosine, nicotinamide/ ophthalmic solution	Senile cataract	Total	1,449	2,695	1,177	2,397	1,233	4.7%	2,445	2.0%
		EMEA	1,449	2,695	1,177	2,397	1,233	4.7%	2,445	2.0%
Opegan Hi sodium hyaluronate/ adjuvant for ophthalmic operations	Adjuvant for ophthalmic operations	Total	1,192	2,304	1,065	2,154	1,183	11.2%	2,011	(6.7%)
		Japan	1,192	2,304	1,065	2,154	1,183	11.2%	2,011	(6.7%)
Eylea* aflibercept/ solution for intravitreal injection	Intravitreal VEGF inhibitor	Total	26,044	51,517	28,020	56,157	30,750	9.7%	58,363	3.9%
		Japan	26,044	51,517	28,020	56,157	30,750	9.7%	58,363	3.9%
Hyalein sodium hyaluronate/ ophthalmic solution	Dry eye	Total	9,453	18,170	10,445	18,902	10,070	(3.6%)	19,207	1.6%
		Japan	5,738	10,772	4,518	8,763	4,111	(9.0%)	7,152	(18.4%)
		China	2,884	5,762	4,083	7,567	4,872	19.3%	9,792	29.4%
		Asia	831	1,635	1,844	2,572	1,086	(41.1%)	2,263	(12.0%)
		EMEA	—	—	—	—	—	—	—	—
Diquas diqafosol sodium/ ophthalmic solution	Dry eye	Total	7,179	14,286	7,679	15,367	9,016	17.4%	16,866	9.8%
		Japan	6,447	12,822	6,963	13,932	7,773	11.6%	15,082	8.3%
		China	—	—	0	25	81	—	235	829.7%
		Asia	732	1,463	716	1,409	1,162	62.3%	1,549	10.0%
		EMEA	—	—	—	—	—	—	—	—
Ikervis ciclosporin/ ophthalmic solution	Dry eye	Total	1,012	2,049	1,561	3,391	1,771	13.5%	4,091	20.7%
		Asia	1	68	195	459	360	84.4%	917	99.7%
		EMEA	1,011	1,981	1,366	2,932	1,412	3.4%	3,174	8.3%
Cationorm	Dry eye	Total	939	2,092	1,153	2,512	1,588	37.7%	3,486	38.7%
		Asia	88	199	79	168	121	51.9%	322	91.8%
		EMEA	798	1,670	977	1,989	1,008	3.2%	2,634	32.4%
		North America	52	223	97	355	460	375.9%	530	49.1%
		EMEA	—	—	—	—	—	—	—	—
LENTIS comfort	Intraocular lens for cataract treatment	Total	—	—	—	129	474	—	2,910	—
		Japan	—	—	—	129	474	—	2,910	—
OTC pharmaceuticals		Total	7,713	14,594	7,566	14,223	6,710	(11.3%)	15,128	6.4%
		Japan	7,560	14,301	7,418	13,930	6,556	(11.6%)	14,707	5.6%
		Asia	153	293	148	293	154	4.0%	421	43.5%

*Co-promoted product (Anti-VEGF Eylea) of Bayer Yakuhin, Ltd. (MAH)

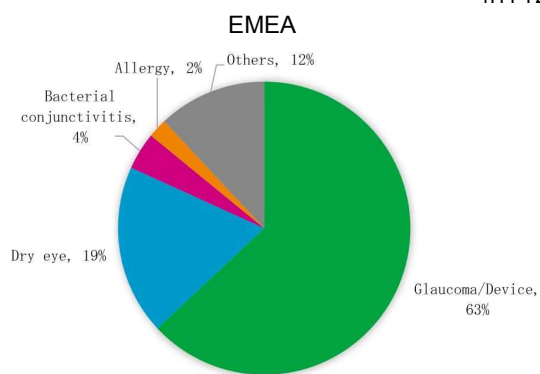
Revenue details

Revenue by region (Graph)

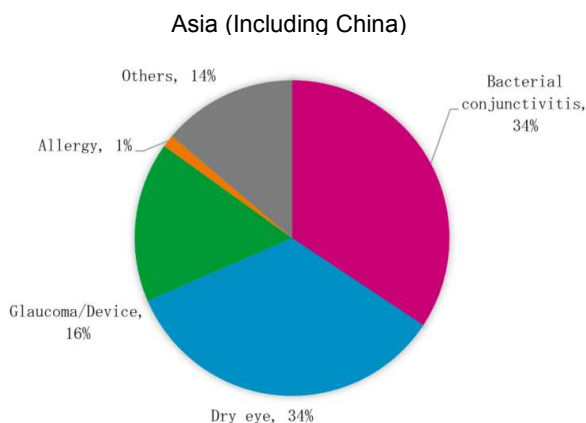
1H FY2019



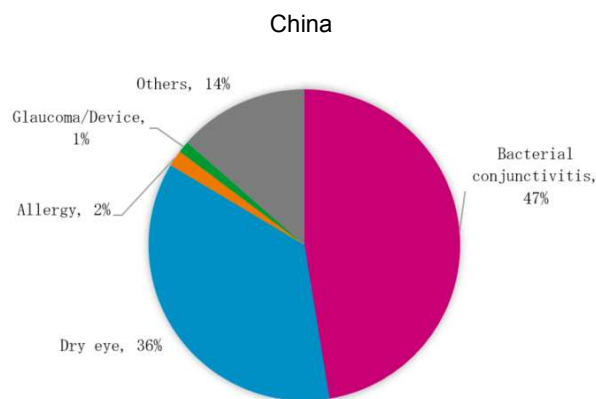
(JPY billions)		
Eylea*	Intravitreal VEGF inhibitor	30.8
Diquas	Dry eye	7.8
Alesion	Allergy	4.9
Others	-	33.9
Total	-	77.3



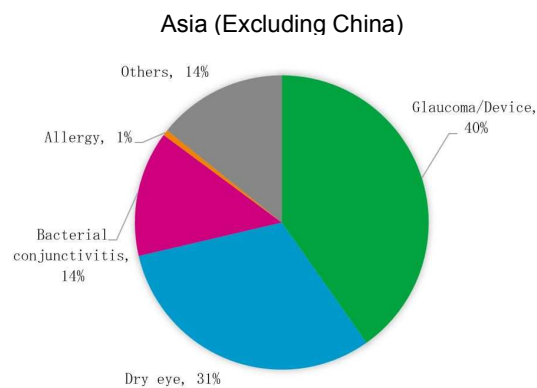
(JPY billions)		
Cosopt	Glaucoma	4.6
Tapros	Glaucoma	3.2
Ikervis	Dry eye	1.4
Others	-	9.2
Total	-	18.4



(JPY billions)		
Cravit	Bacterial conjunctivitis	6.8
Hyalein	Dry eye	6.0
Cosopt	Glaucoma	2.0
Others	-	7.7
Total	-	22.5

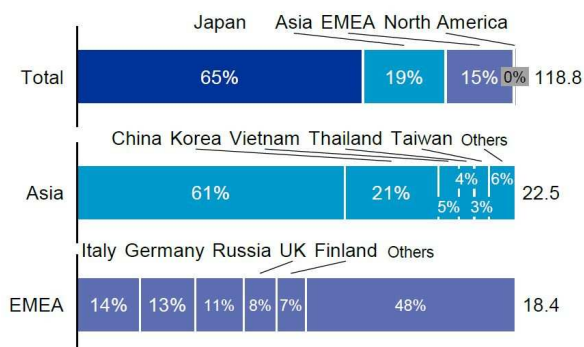


(JPY billions)		
Cravit	Bacterial conjunctivitis	6.0
Hyalein	Dry eye	4.9
Flumetholon	Others	0.8
Others	-	2.1
Total	-	13.7



(JPY billions)		
Cosopt	Glaucoma	2.0
Diquas	Dry eye	1.2
Hyalein	Dry eye	1.1
Others	-	4.5
Total	-	8.8

Revenue by countries/regions (billions of yen)



*Intravitreal VEGF inhibitor indicates Eylea, which is the Co-promoted product of Bayer Yakuhin, Ltd. (MAH)

Consolidated statement of financial position

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019	
	Mar 31		Mar 31		Sep 30	
		%		%		%
■Assets						
Non-current assets						
Property, plant and equipment	29,706	7.6	31,699	8.1	38,291	9.6
Intangible assets	134,495	34.6	131,110	33.5	125,090	31.5
Financial assets	35,775	9.2	30,044	7.7	27,388	6.9
Deferred tax assets	2,264	0.6	1,771	0.5	1,991	0.5
Other non-current assets	2,855	0.7	1,819	0.5	1,886	0.5
Total non-current assets	205,095	52.8	196,444	50.2	194,645	49.0
Current assets						
Inventories	30,636	7.9	35,235	9.0	33,652	8.5
Trade and other receivables	78,654	20.2	84,618	21.6	78,342	19.7
Other financial assets	472	0.1	267	0.1	429	0.1
Other current assets	4,322	1.1	3,826	1.0	5,033	1.3
Cash and cash equivalents	69,283	17.8	70,796	18.1	84,972	21.4
Total current assets	183,367	47.2	194,742	49.8	202,428	51.0
Total assets	388,463	100.0	391,186	100.0	397,073	100.0
■Equity and liabilities						
Equity						
Share capital	8,032	2.1	8,252	2.1	8,287	2.1
Capital surplus	8,657	2.2	8,661	2.2	8,631	2.2
Treasury shares	(11)	(0.0)	(1,131)	(0.3)	(1,011)	(0.3)
Retained earnings	249,225	64.2	258,659	66.1	267,452	67.4
Other components of equity	19,921	5.1	16,461	4.2	10,303	2.6
Total equity attributable to owners of the company	285,823	73.6	290,900	74.4	293,662	74.0
Non-controlling interests	1,734	0.4	1,672	0.4	1,530	0.4
Total equity	287,557	74.0	292,572	74.8	295,192	74.3
Liabilities						
Non-current liabilities						
Financial liabilities	21,244	5.5	23,520	6.0	30,296	7.6
Net defined benefit liabilities	1,804	0.5	1,992	0.5	2,325	0.6
Provisions	1,367	0.4	1,255	0.3	600	0.2
Deferred tax liabilities	12,909	3.3	9,389	2.4	7,746	2.0
Other non-current liabilities	1,380	0.4	1,795	0.5	1,332	0.3
Total non-current liabilities	38,704	10.0	37,951	9.7	42,298	10.7
Current liabilities						
Trade and other payables	29,743	7.7	32,079	8.2	31,411	7.9
Other financial liabilities	14,404	3.7	12,116	3.1	14,010	3.5
Income tax payable	7,656	2.0	7,185	1.8	6,270	1.6
Provisions	1,508	0.4	717	0.2	474	0.1
Other current liabilities	8,890	2.3	8,566	2.2	7,417	1.9
Total current liabilities	62,201	16.0	60,663	15.5	59,583	15.0
Total liabilities	100,905	26.0	98,614	25.2	101,881	25.7
Total equity and liabilities	388,463	100.0	391,186	100.0	397,073	100.0

Consolidated statements of cash flows

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019
	1H	Full	1H	Full	1H
I . Cash flows from operating activities:					
Net profit for the period	15,246	35,261	14,376	31,943	13,129
Depreciation and amortization	5,384	10,896	5,510	10,969	8,202
Impairment losses	115	150	—	—	—
Gain on disposal of non-current assets	—	—	(0)	(3,592)	(0)
Finance expenses (income)	(11)	(327)	(11)	(700)	(268)
Income tax expenses	5,440	4,000	5,414	11,174	5,279
Decrease (increase) in trade and other receivables	(3,140)	(7,116)	2,477	(6,303)	5,449
Decrease (increase) in inventories	1,192	(1,435)	(1,158)	(5,000)	558
Increase (decrease) in trade and other payables	2,383	5,697	(1,341)	2,445	(864)
Increase (decrease) in provisions and net defined benefit liabilities	265	285	(445)	(518)	(474)
Increase (decrease) in accounts payable-other	(1,217)	961	(1,054)	1,181	(1,572)
Increase (decrease) in long-term accounts payable-other	11	17	-	1,885	1,616
Other	(936)	728	717	2,116	(270)
Subtotal	24,732	49,117	24,486	45,601	30,786
Interest received	47	145	103	187	52
Dividends received	293	598	259	521	260
Interest paid	(18)	(27)	(6)	(8)	(92)
Income tax paid	(3,321)	(6,990)	(7,594)	(13,408)	(7,419)
Net cash flows from (used in) operating activities	21,732	42,843	17,249	32,894	23,588
II . Cash flows from investing activities:					
Payments for acquisition of investments	(5)	(565)	(210)	(931)	(121)
Proceeds from sale of investments	2	2,879	—	2,156	1,671
Payments for acquisition of property, plant and equipment	(1,692)	(3,984)	(2,863)	(5,470)	(2,792)
Proceeds from sales of property, plant and equipment	—	—	—	4,338	0
Payments for acquisition of intangible assets	(2,284)	(5,953)	(750)	(2,863)	(1,633)
Other	(11)	(636)	(147)	(166)	967
Net cash flows from (used in) investing activities	(3,991)	(8,259)	(3,971)	(2,935)	(1,908)
III . Cash flows from financing activities:					
Proceeds from long-term loans	—	—	245	567	588
Repayments of long-term loans	(4,575)	(8,316)	(2,908)	(4,098)	—
Purchase of treasury stock	(1)	(1)	(1)	(14,124)	(0)
Capital contribution from non-controlling interests	838	838	—	—	—
Dividends paid	(5,279)	(10,559)	(5,288)	(10,580)	(5,182)
Repayments of lease obligations	(2)	(4)	(2)	(4)	(1,396)
Other	113	412	23	132	28
Net cash flows from (used in) financing activities	(8,905)	(17,631)	(7,930)	(28,107)	(5,962)
IV . Net increase (decrease) in cash and cash equivalents	8,836	16,953	5,348	1,852	15,717
V . Cash and cash equivalents at the beginning of period	52,282	52,282	69,283	69,283	70,796
VI . Effect of exchange rate changes on cash and cash equivalents	727	48	606	(338)	(1,542)
VII . Cash and cash equivalents at the end of period	61,846	69,283	75,237	70,796	84,972

Other consolidated information

■R&D expenses

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019	
	1H	Full	1H	Full	1H	Full forecast
Consolidated	11,742	24,398	10,964	23,759	11,412	28,000
Percent of revenue	10.6%	10.8%	9.6%	10.2%	9.6%	11.3%

■Capital expenditures

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019	
	1H	Full	1H	Full	1H	Full forecast
Consolidated	2,731	5,445	3,233	7,220	4,694	10,000

Note: Excluding the increase for the right-of-use asset.

■Depreciation and amortization

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019	
	1H	Full	1H	Full	1H	Full forecast
Manufacturing cost	962	1,950	946	1,872	1,049	2,140
Selling, general and administrative expenses	717	1,453	765	1,478	727	1,860
R&D expenses	381	752	326	631	322	760
Consolidated total	2,060	4,155	2,037	3,981	2,098	4,760

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

■Amortization on intangible assets associated with products

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019	
	1H	Full	1H	Full	1H	Full forecast
Intangible assets (Merck products)	2,760	5,592	2,904	5,808	2,904	5,810
Intangible assets (DE-128 ^{#1})	—	—	—	—	1,394	2,830
Intangible assets (Ikervis)	359	736	368	727	343	740
Other	205	412	201	453	295	520
Consolidated total	3,324	6,740	3,473	6,988	4,937	9,900

^{#1}DE-128 (PRESERFLO MicroShunt)

■Additional detail of statement of financial position

(JPY millions)

Fiscal year ended March 31	FY2017		FY2018		FY2019
	Sep 30	Mar 31	Sep 30	Mar 31	Sep 30
In-process research and development	56,317	54,311	57,562	55,863	12,276
Investment securities	30,843	34,713	40,599	28,786	26,117
Inventories	28,063	30,636	31,837	35,235	33,652
Notes and accounts receivable	72,216	76,318	73,486	82,173	75,238
Notes and accounts payable ^{#2}	21,009	22,471	22,004	23,101	24,737

^{#2} Including electronically recorded monetary liabilities

■Number of employees

Fiscal year ended March 31	FY2017		FY2018		FY2019
	Sep 30	Mar 31	Sep 30	Mar 31	Sep 30
Japan	2,014	2,015	2,009	2,001	2,020
Asia	863	907	1,060	1,105	1,159
EMEA ^{#3}	653	651	676	738	768
North America	226	232	235	229	244
Consolidated	3,756	3,805	3,980	4,073	4,191

^{#3} Europe, the Middle East and Africa

Research & development

■ Pipelines (clinical stage)

As of October 2019

Generic name	Dev. code	Indication	Original/Licensor	Region	P1	P2	P3	NDA Filed	Approved	Launched
sirolimus	DE-109	Uveitis	Original	U.S.						
				Japan						
				Europe						
				Asia				Apr-2015		
An intravitreal injection with immunosuppressive effect, anti-angiogenic effect, etc. Started an additional Phase 3 in December 2018 in the U.S. NDA filed in April 2015 in Asia.										
tafluprost/ timolol maleate	DE-111	Glaucoma/ Ocular hypertension	Co-development with AGC	China						
A fixed dose combination drug of a prostaglandin F2α derivative and a beta-adrenergic receptor blocker. Launched in Japan in November 2014. Launched successively in European countries since January 2015. Launched successively in Asian countries since April 2016. Started Phase 3 in January 2019 in China.										
epinastine hydrochloride	DE-114A	Allergic conjunctivitis	Nippon Boehringer Ingelheim	Japan					Sep-2019	
An H ₁ receptor antagonist with membrane-stabilizing function, as treatment for allergic conjunctivitis. High dose drug. Received manufacturing and marketing approval in September 2019 in Japan.										
omidenepeg isopropyl	DE-117	Glaucoma/ Ocular hypertension	Co-development with Ube Industries	U.S.						
				Japan						Nov-2018
				Asia				Apr-2019		
An EP2 receptor agonist with a new mechanism of action. Started Phase 3 in September 2018 in the U.S. Launched in November 2018 in Japan. Filed for marketing approval in April 2019 in Korea with successive filings in Asian countries.										
carotuximab	DE-122	Wet Age-related macular degeneration	TRACON Pharmaceuticals	U.S.		(Phase 2a)				
An intravitreal injection of anti-endothelin antibody. Started Phase 2a in July 2017 in the U.S.										
sepetaprost	DE-126	Glaucoma/ Ocular hypertension	ONO PHARMACEUTICAL	U.S.		(Phase 2b)				
				Japan		(Phase 2b)				
A prostaglandin analogue eye drop drug product with a novel mode of action that is both FP and EP3 receptors dual agonist for the treatment of glaucoma and ocular hypertension. Started Phase 2b in July 2017 in the U.S. and Japan.										
atropine sulfate	DE-127	Myopia	Singapore Health Services, Nanyang Technological University	Japan			(Phase 2/3)			
				Asia						
Muscarinic antagonist which reduces juvenile myopia progression. Started Phase 2/3 in August 2019 in Japan. Started Phase 2 in November 2017 in Asia.										
glaucoma implant device	DE-128	Glaucoma	Original	U.S.			(Phase 2/3)			
				Europe						
A drainage implant device designed to lower and sustain intraocular pressure (IOP) for the treatment of primary open-angle glaucoma through the drainage of aqueous humor. Conducting Phase 2/3 in the U.S. and Europe in advance of application to FDA in the U.S. Received CE Mark in Europe.										
ciclosporin	DE-076C (Vekacia)	Vernal Keratoconjunctivitis	Original	Europe						Oct-2018
				Asia						Aug-2019
				Ohters					Dec-2018	
An ophthalmic emulsion which improves vernal keratoconjunctivitis by immunosuppressive effect. Cationic emulsion technology has enhanced ocular tissue penetration. Received the Marketing Authorization Application approval from the European Commission Agency in July 2018 and launched in October 2018 in U.K. Received approval of expanded indication to Ikervis in August 2019 in Taiwan. Received marketing approval in December 2018 in Canada.										

Generic name	Dev. code	Indication	Original/Licensors	Region	P1	P2	P3	NDA Filed	Approved	Launched
latanoprost	DE-130A (Catioprost)	Glaucoma/ Ocular hypertension	Original	Europe						
				Asia						
An ophthalmic emulsion of a prostaglandin F2 α derivative, for the treatment of glaucoma and ocular hypertension. Started Phase 3 in April 2019 in Europe and Asia.										

—	Dev. code	Indication	Original/Licensors	Region	P1	P2	P3	NDA Filed	Approved	Launched
intraocular lens	MD-16	Cataract	Oculentis	Japan				May-2019		
A toric intraocular lens for correcting astigmatism, which be implanted into an aphakia after cataract surgery. Filed for manufacturing and marketing approval in May 2019 in Japan.										

■ Changes from Q1 FY19 (August 1, 2019)

Dev. Code	Changes
DE-114A	Received manufacturing and marketing approval in September 2019 in Japan
DE-127	Started Phase 2/3 in August 2019 in Japan
DE-076C	Received marketing approval in August 2019 in Taiwan

Pharmaceutical market in Japan

■Revision of National Health Insurance (NHI) drug prices

	2010 Apr	2011 Apr	2012 Apr	2013 Apr	2014 Apr	2015 Apr	2016 Apr	2017 Apr	2018 Apr	2019 Oct
Industry average	mid -6%	—	-6.25%	—	-2.7%	—	-5.57%#1	—	-7.48%	-2.4%
Santen	mid -5%	—	high -5%	—	high -1%	—	early -7%#2	—	mid -4%	under -1.0%

(Compiled by Santen)

#1 Excluding market expansion re-pricing -0.9%

#2 Mid -4% price cut in 2016 excluding its impact of Eylea

■Market share in prescription ophthalmics

(JPY billions)

Fiscal year ended March 31	FY2017		FY2018		FY2019
	1H	Full	1H	Full	1H
Share	46.1%	46.2%	47.0%	47.3%	46.9%
Market	177.5	363.3	176.2	365.2	182.6

Notes: On an NHI drug price basis.

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■Market shares by therapeutic area - prescription ophthalmics#3

(JPY billions)

Fiscal year ended March 31		FY2017		FY2018		FY2019
		1H	Full	1H	Full	1H
Glaucoma treatments	Share	31.4%	31.2%	30.3%	30.1%	28.6%
	Market	58.3	114.9	55.8	109.8	55.0
Corneal disease treatments	Share	62.5%	62.2%	61.9%	61.5%	61.6%
	Market	23.5	46.6	22.7	45.7	23.8
Anti-infective	Share	41.0%	40.0%	36.0%	35.1%	32.5%
	Market	7.4	13.9	6.7	12.6	6.2
Anti-allergy	Share	47.3%	47.9%	51.1%	52.2%	54.0%
	Market	15.6	42.9	16.4	47.3	15.9
Retinal disorders	Share	70.0%	70.1%	70.7%	70.4%	69.3%
	Market	43.4	87.4	47.3	95.9	53.4

Notes: On an NHI drug price basis.

#3 Including co-promoted product (Anti-VEGF Eylea) of Bayer Yakuhin, Ltd. (MAH)

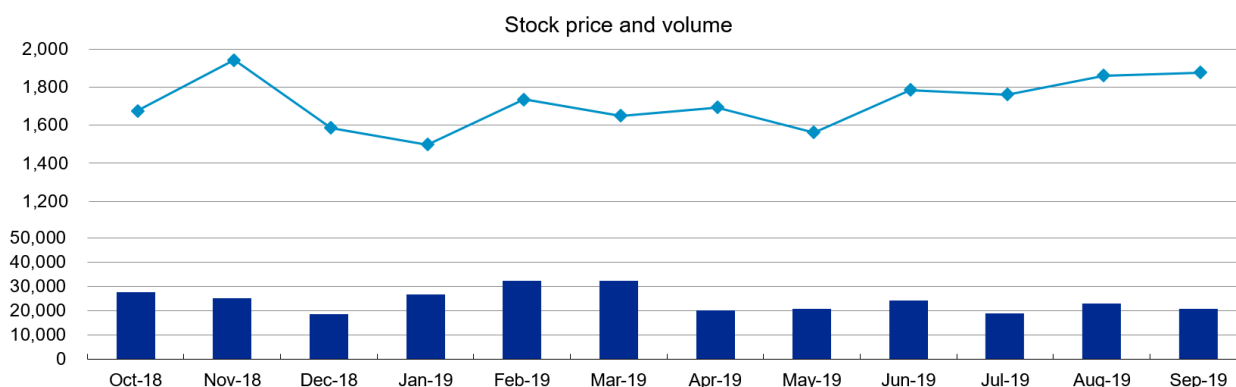
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Stock information

■Stock price (Tokyo Securities Exchange 1st market)

(Yen and thousand shares)

	Oct-18	Nov-18	Dec-18	Jan-19	Feb-19	Mar-19	Apr-19	May-19	Jun-19	Jul-19	Aug-19	Sep-19
Stock price:												
End of month	1,675	1,943	1,586	1,499	1,735	1,649	1,694	1,563	1,785	1,761	1,861	1,878
Volume	27,528	25,220	18,643	26,775	32,385	32,244	20,157	20,886	24,354	18,905	23,084	20,924



■Major shareholders (top 10)

As of September 30, 2019

Name	Number of shares held	Percent of investment
	Thousand shares	%
Japan Trustee Service Bank, Ltd. (Trust Account)	35,472	8.9
State Street Bank and Trust Company 505223	32,399	8.1
The Master Trust Bank of Japan, Ltd. (Trust Account)	29,212	7.3
RBC IST 15 PCT LENDING ACCOUNT - CLIENT ACCOUNT	11,323	2.8
Nippon Life Insurance Company	10,662	2.7
MUFG Bank, Ltd.	10,605	2.7
ONO PHARMACEUTICAL Co.,Ltd.	9,307	2.3
Japan Trustee Service Bank, Ltd. (Trust Account 5)	7,460	1.9
Japan Trustee Service Bank, Ltd. (Trust Account 7)	7,210	1.8
Trust & Custody Services Bank.,Ltd.as trustee for Eisai Co.,Ltd.		
Retirement Benefit Trust Account re-entrusted by Mizuho Trust and Banking Co.,Ltd	6,863	1.7

■Major stock information

End of	Mar-2016	Mar-2017	Mar-2018	Mar-2019	Sep-2019
Issued shares (thousands)	414,192	406,173	406,848	399,782	399,851
Treasury stock (thousands)	22	7	7	663	597
Market Capitalization (millions of yen)	701,188	654,740	697,731	658,147	749,810
A purchased amount of money (millions of yen)	—	12,310	—	13,901	—
The number of the purchased stocks (thousand shares)	—	8,284	—	8,144	—

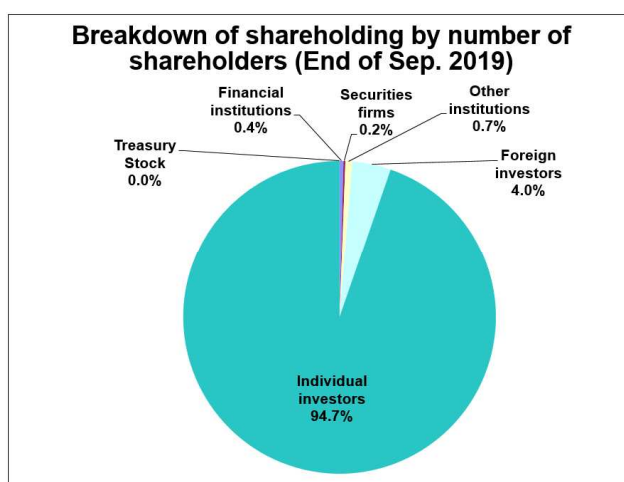
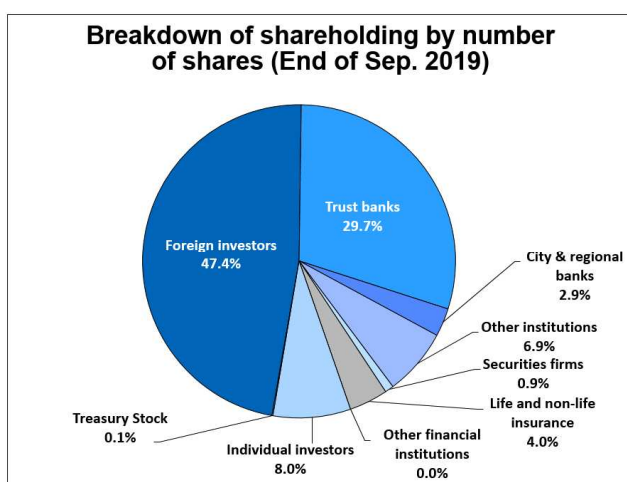
Stock information

■ Breakdown of shareholding by number of shares

End of	Mar-2017		Sep-2017		Mar-2018		Sep-2018		Mar-2019		Sep-2019	
	Thousand shares	Proportion (%)	Thousand shares	Proportion (%)	Thousand shares	Proportion (%)	Thousand shares	Proportion (%)	Thousand shares	Proportion (%)	Thousand shares	Proportion (%)
Financial institutions	152,090	37.4	146,439	36.1	148,006	36.4	145,416	35.7	144,854	36.2	146,646	36.7
City & regional banks	11,496	2.8	11,571	2.9	11,566	2.8	11,850	2.9	11,687	2.9	11,649	2.9
Trust banks	103,541	25.5	101,545	25.0	105,060	25.8	109,702	27.0	114,484	28.6	118,667	29.7
(concerned in trust works)	90,732	—	89,976	—	93,483	—	98,615	—	103,399	—	107,581	—
Life and non-life insurance	21,455	5.3	17,775	4.4	15,810	3.9	16,615	4.1	16,603	4.2	16,169	4.0
Other financial institutions	15,599	3.8	15,547	3.8	15,570	3.8	7,249	1.8	2,080	0.5	162	0.0
Securities firms	4,915	1.2	5,392	1.3	4,536	1.1	6,720	1.7	4,204	1.1	3,724	0.9
Other institutions	34,231	8.4	32,900	8.1	31,319	7.7	31,290	7.7	28,838	7.2	27,532	6.9
Foreign investors	175,774	43.3	184,990	45.5	187,543	46.1	189,476	46.5	187,426	46.9	189,497	47.4
Individual investors	39,156	9.6	36,626	9.0	35,436	8.7	34,193	8.4	33,803	8.5	31,860	8.0
Treasury Stock	7	0.0	7	0.0	7	0.0	8	0.0	658	0.2	591	0.1
Total	406,173	100.0	406,354	100.0	406,848	100.0	407,102	100.0	399,782	100.0	399,851	100.0

■ Breakdown of shareholding by number of shareholders

End of	Mar-2017		Sep-2017		Mar-2018		Sep-2018		Mar-2019		Sep-2019	
	Number of shareholders	Proportion (%)	Number of shareholders	Proportion (%)	Number of shareholders	Proportion (%)	Number of shareholders	Proportion (%)	Number of shareholders	Proportion (%)	Number of shareholders	Proportion (%)
Financial institutions	66	0.3	62	0.3	68	0.3	67	0.4	67	0.4	66	0.4
City & regional banks	7	0.0	8	0.0	9	0.0	11	0.1	11	0.1	10	0.1
Trust banks	26	0.1	26	0.1	26	0.1	23	0.1	23	0.1	24	0.2
Life and non-life insurance	24	0.1	21	0.1	23	0.1	24	0.1	24	0.1	27	0.2
Other financial institutions	9	0.1	7	0.0	10	0.1	9	0.1	9	0.1	5	0.0
Securities firms	40	0.2	34	0.2	42	0.2	45	0.3	37	0.2	31	0.2
Other institutions	152	0.6	140	0.7	130	0.7	134	0.7	122	0.7	114	0.7
Foreign investors	539	2.3	563	2.8	593	3.0	621	3.4	643	3.5	634	4.0
Individual investors	22,852	96.6	19,229	96.0	19,051	95.8	17,401	95.3	17,377	95.2	15,133	94.7
Treasury stock	1	0.0	1	0.0	1	0.0	1	0.0	1	0.0	1	0.0
Total	23,650	100.0	20,029	100.0	19,885	100.0	18,269	100.0	18,247	100.0	15,979	100.0



Consolidated subsidiaries

【Japan】

As of September 30,2019

Company name	Main business	Location	Paid-in capital	Equity owned
Claire Co., Ltd.	Cleaning of antiodust and sterilized clothing	Japan	90 million yen	100%
Santen Business Services Co., Ltd.	Support of indirect operations	Japan	10 million yen	100%
Santen Eye Care Co., Ltd.	Production and marketing of pharmaceuticals	Japan	10 million yen	100%

【North America】

Company name	Main business	Location	Paid-in capital	Equity owned
Santen Holdings U.S. Inc.	Holding company for North American businesses	U.S.A.	24,784 thousand US\$	100%
Santen Inc.	Clinical development and business development of pharmaceuticals	U.S.A.	8,765 thousand US\$	100% #1
Advanced Vision Science, Inc.	Development, production and marketing of medical devices	U.S.A.	10 thousand US\$	100% #1
InnFocus, Inc.	Development, production of devices for glaucoma	U.S.A.	2 thousand US\$	100% #1
Santen Ventures, Inc.	Investment in ventures	U.S.A.	10 thousand US\$	100% #1
Santen Canada Inc.	Marketing of pharmaceuticals	Canada	2,000 thousand US\$	100% #1

【EMEA】

Company name	Main business	Location	Paid-in capital	Equity owned
Santen Holdings EU B.V.	Holdings company for EMEA business operation	Netherlands	50 thousand euros	100%
Santen Oy	Clinical development, contract manufacturing, production and marketing of pharmaceuticals	Finland	20,000 thousand euros	100% #2
Santen S.A.S.	Clinical development and marketing of pharmaceuticals	France	1,976 thousand euros	100% #2
Santen GmbH	Marketing of pharmaceuticals and business development	Germany	25 thousand euros	100% #2
SantenPharma AB	Marketing support of pharmaceuticals	Sweden	500 thousand SEK	100% #2
Santen SA	Headquarter of EMEA business, production and marketing of pharmaceuticals	Switzerland	12,065 thousand Swiss franc	100% #2
Santen Italy S.r.l.	Marketing of pharmaceuticals	Italy	10 thousand euros	100% #2
Santen UK Limited	Marketing of pharmaceuticals	U.K.	2,300 thousand pounds	100% #2
Santen Pharmaceutical Spain, S.L.	Marketing of pharmaceuticals	Spain	3 thousand euros	100% #2
SANTEN LIMITED LIABILITY COMPANY	Marketing support of pharmaceuticals	Russia	10 thousand RUB	100% #2

【Asia】

Company name	Main business	Location	Paid-in capital	Equity owned
Santen Pharmaceutical (China) Co., Ltd.	Clinical development, production and marketing of pharmaceuticals	China	3,800 million yen	100%
Santen Pharmaceutical Sales and Marketing (Suzhou) Co., Ltd.	Marketing of pharmaceuticals	China	35,000 thousand CNY	100% #3
Chongqing Santen Kerui Pharmaceutical Co., Ltd	Production and marketing of pharmaceuticals	China	200,000 thousand CNY	49% #4
Santen Pharmaceutical Korea Co., Ltd.	Clinical development and marketing of pharmaceuticals	Korea	29,000,000 thousand won	100%
Taiwan Santen Pharmaceutical Co., Ltd.	Marketing of pharmaceuticals	Taiwan	42,000 thousand Taiwan dollars	100%
Santen India Private Limited	Marketing of pharmaceuticals	India	48,500 thousand India rupees	99.9% #5 0.1% #1
Santen Pharmaceutical Asia Pte. Ltd.	Headquarter of ASEAN business, production and marketing of pharmaceuticals	Singapore	20,500 thousand Singapore dollars	100%
SANTEN (THAILAND) CO., LTD.	Marketing of pharmaceuticals	Thailand	110,000 thousand Thai baht	100% #5
SANTEN PHARMA MALAYSIA SDN. BHD.	Marketing of pharmaceuticals	Malaysia	4,000 thousand Malaysian ringgit	100% #5
SANTEN PHILIPPINES INC.	Marketing of pharmaceuticals	Philippines	43,309 thousand Philippine peso	100% #5
SANTEN PHARMACEUTICAL (HONG KONG) LIMITED	Marketing of pharmaceuticals	Hong Kong	7,600 thousand HKD	100% #5

#1 Indirect investment through Santen Holdings U.S. Inc.

#2 Indirect investment through Santen Holdings EU B.V.

#3 Indirect investment through Santen Pharmaceutical (China) Co., Ltd.

#4 Indirect investment through Santen Pharmaceutical (China) Co., Ltd., Chongqing Kerui Pharmaceutical (Group) Co., Ltd. hold 51% of share.

#5 Indirect investment through Santen Pharmaceutical Asia Pte. Ltd.

News releases

News releases during April 2019 - September 2019

For details, please refer to our website (<http://www.santen.com>).

2019

18-Apr Santen Announces Launch of LENTIS Comfort, Low-Add Segmental Intraocular Lens for Cataract Treatment in Japan

Santen announced the launch of LENTIS Comfort, a low-add segmental intraocular lens (Model: LS-313 MF15) in the Japanese market.

LENTIS Comfort is an intraocular lens ("IOL") for cataract surgery introduced from Oculentis of the Netherlands. The product is covered by the Japanese national health insurance program. Compared to a far distance correcting mono-focal IOL, LENTIS Comfort is designed to provide patients with clear intermediate and far distance vision as well as smooth transition across distances.

26-Apr Santen and Glaukos Enter into Collaboration and Distribution Agreement for Exclusive Distribution of the MicroShunt (DE-128) in the United States

Santen and Glaukos Corporation ("Glaukos" NYSE: GKOS), announced today that Santen's U.S. subsidiary, Santen Inc., has entered into a multi-year agreement whereby Glaukos will become the exclusive distributor of the MicroShunt (development code: DE-128) solely in the U.S. market. The MicroShunt is being studied in a U.S. Food and Drug Administration (FDA) pivotal trial (NCT01881425) for intraocular pressure (IOP) reduction in patients with POAG where intraocular pressure is uncontrolled with maximum tolerated medical therapy or where the progression of the disease warrants surgery.

11-Jun Santen Chooses SAP S/4HANA Cloud and Other SAP Solutions to Reform Key Operation System and Strengthen Global Management Structure

25-Jun Notice on the Disposal of Treasury Shares Under Restricted Stock-Linked Remuneration Program

26-Jun Oxford Biomedica and Santen enter R&D collaboration and Option & Licence Agreement for development of gene therapy vectors for inherited retinal disease.

Santen and Oxford Biomedica plc (LSE: OXB) announced that we have entered into an R&D collaboration and Option & Licence Agreement to research and develop gene therapy products for the treatment of an inherited retinal disease.

3-Jul Santen Included in All Four ESG Investment Indices Selected by GPIF

24-Jul Notice on the Completion of Disposal of Treasury Shares Under Restricted Stock-Linked Remuneration Program

30-Aug Santen Announces Topline Pivotal Data for DE-128 (MicroShunt) Demonstrating Reductions in Intraocular Pressure and Medication Use in Patients

Santen announced the results of INN-005, a prospective, randomized, controlled, single-masked, multicenter study to assess the safety and effectiveness of DE-128 (MicroShunt) standalone, without concomitant cataract extraction.

6-Sep Sponsorship Agreement for IBSA Blind Football Asian Championships 2019 signed between Santen, IBF Foundation, and JBFA

20-Sep Receipt of NDA Approval of Alesion LX for anti-allergy in Japan, and Joint Sales Promotion Contract with Mitsubishi Tanabe Pharma

Santen announced that Santen received manufacturing and marketing approval of anti-allergenic ophthalmic solution Alesion LX Ophthalmic Solution 0.1% (development code: DE-114A; JAN: Epinastine Hydrochloride; hereinafter, "Alesion LX") in Japan.

In addition, Santen and Mitsubishi Tanabe Pharma Corporation (hereinafter, "Mitsubishi Tanabe Pharma") concluded a joint sales promotion contract concerning Alesion Ophthalmic Solution 0.05% (JAN: Epinastine Hydrochloride; hereinafter, "Alesion"), which is an anti-allergenic ophthalmic solution currently manufactured and marketed by Santen, and Alesion LX, for which Santen has recently obtained approval. Based on this contract, Santen will manufacture and distribute the products, while both companies will conduct promotional activities to medical institutions starting October 1, 2019. Santen will be in charge of medical institutions of ophthalmology, and Mitsubishi Tanabe Pharma will be in charge of medical institutions other than ophthalmology.

Alesion LX is an ophthalmic solution based on an in-license from Nippon Boehringer Ingelheim Co., Ltd. and was developed in Japan by Santen as a treatment for allergic conjunctivitis. Alesion LX is a high-dose formulation of Alesion, which has been marketed in Japan since 2013.



SANTEN PHARMACEUTICAL CO., LTD.