

Santen CEO Small Meeting

Santen Pharmaceutical Co., Ltd.
December 3, 2020

People with Eye Problems will Increase Further

**Visually impaired
or blind**



2.2bn



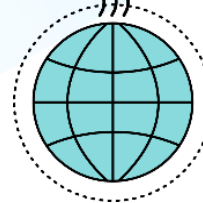
Population growth



Aging world



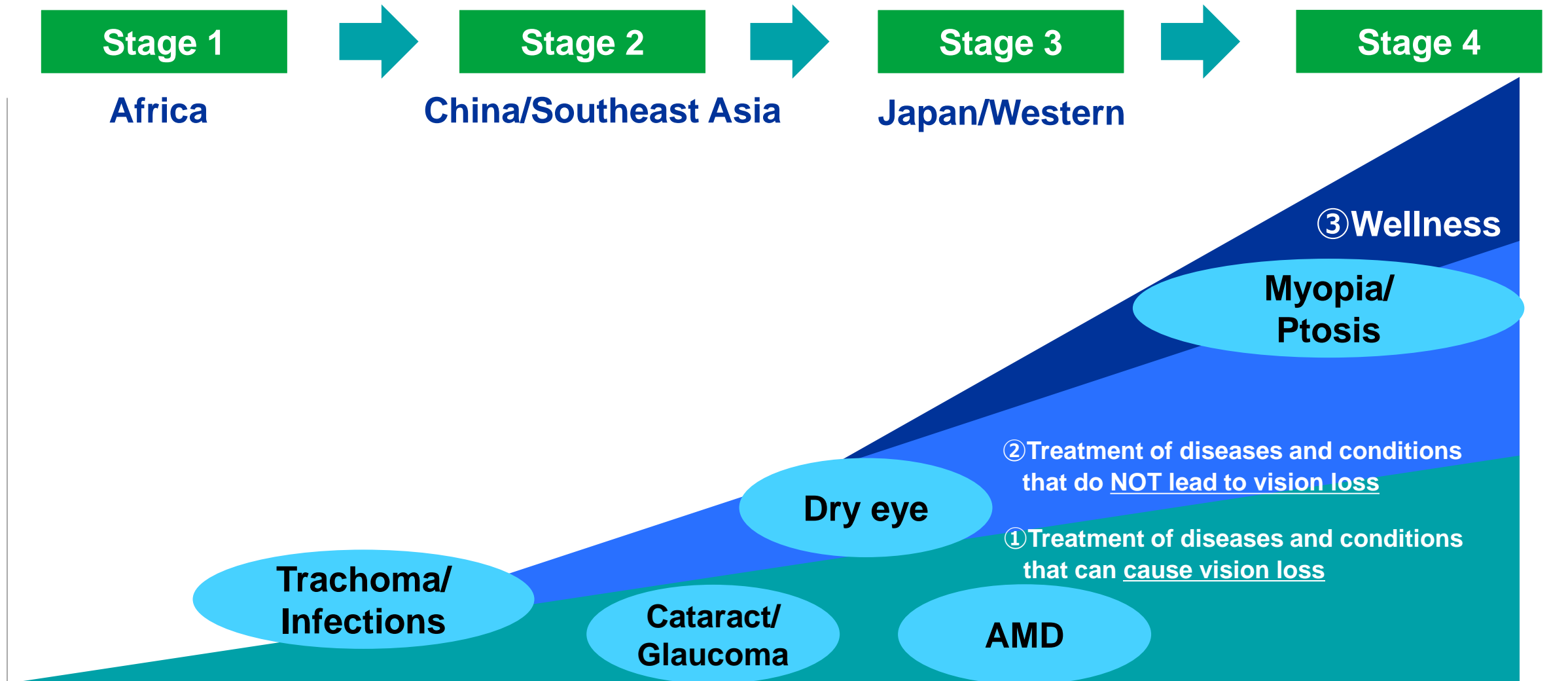
Lifestyle change



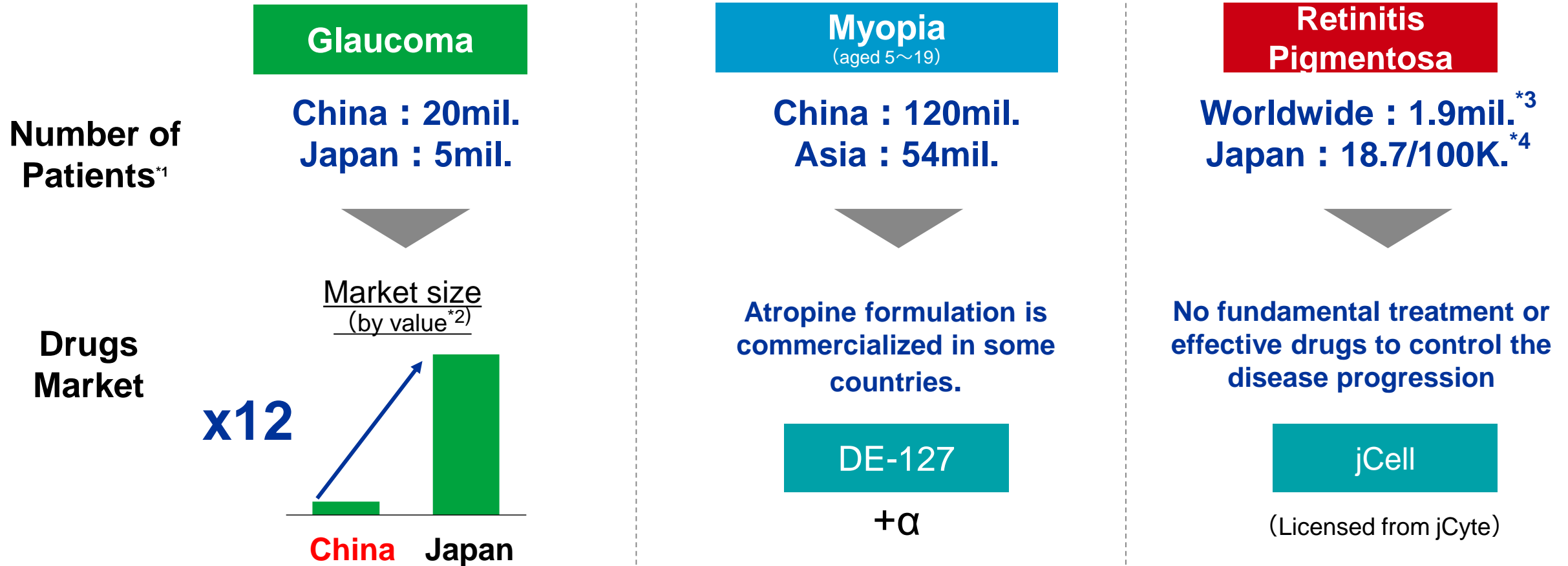
Environmental change

Source : WHO World report on vision

Ophthalmic Disease Landscape



Ophthalmic Disease and Drugs Market



Regional and Business Growth Led by Ecosystem Development and New Modality

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 *2: Copyright © 2020 IQVIA. IQVIA MIDAS 2019.1Q-4Q; Santen analysis based on IQVIA data. Reprinted with permission. *3 Hamel C. Retinitis pigmentosa. Orphanet J Rare Dis. 2006;1:40. *4: Japanese Ophthalmological Society

Santen Business Model

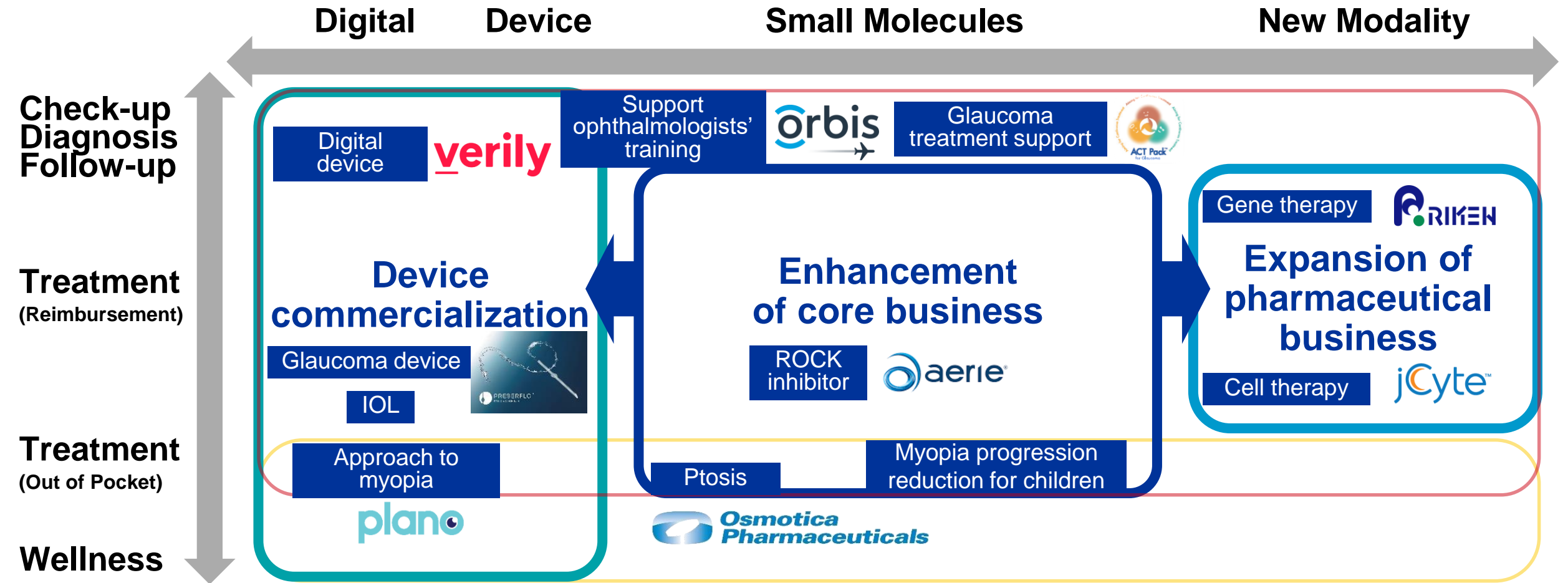
Sustainable growth enabled by our specialized knowledge with external expertise and technology

- (1) Ophthalmology
- (2) Wellness
- (3) Inclusion



Expanding Solutions in Ophthalmology

Expansion of portfolio through active partnerships

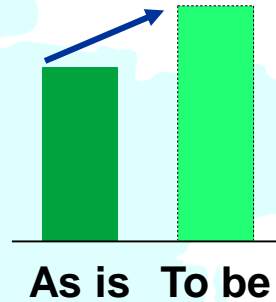


Reprinted from JPM conference material in January 2021.

Growth Scenario Image over Mid-to-Long Term by Regions

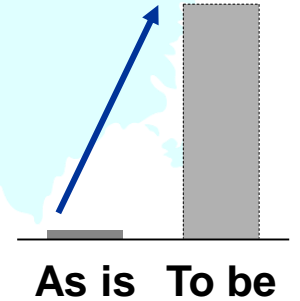
EMEA

- Steady growth enhanced by glaucoma and new products business
- Functioning as a global hub



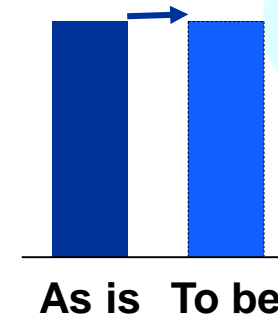
US

- Ready to enter into the market through the launch of DE-128 and the acquisition of Eyevance
- Aim to swiftly turn profitable through inorganic growth including products from outside partners



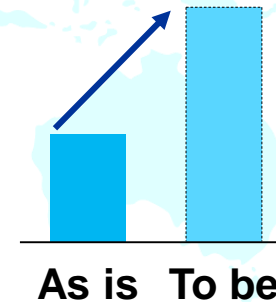
Japan

- Minimize the impact from patent expiration by adding new products and maintain our presence



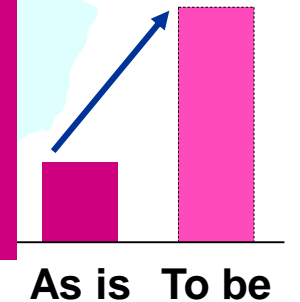
China

- Possible impact in a short-term, but continuous growth will be expected based on the population growth and ecosystem development
- Enhance products portfolio



Asia

- Developed countries or regions: Maintain steady growth by new product launch
- Developing countries or regions : Further expand by establishing ecosystem

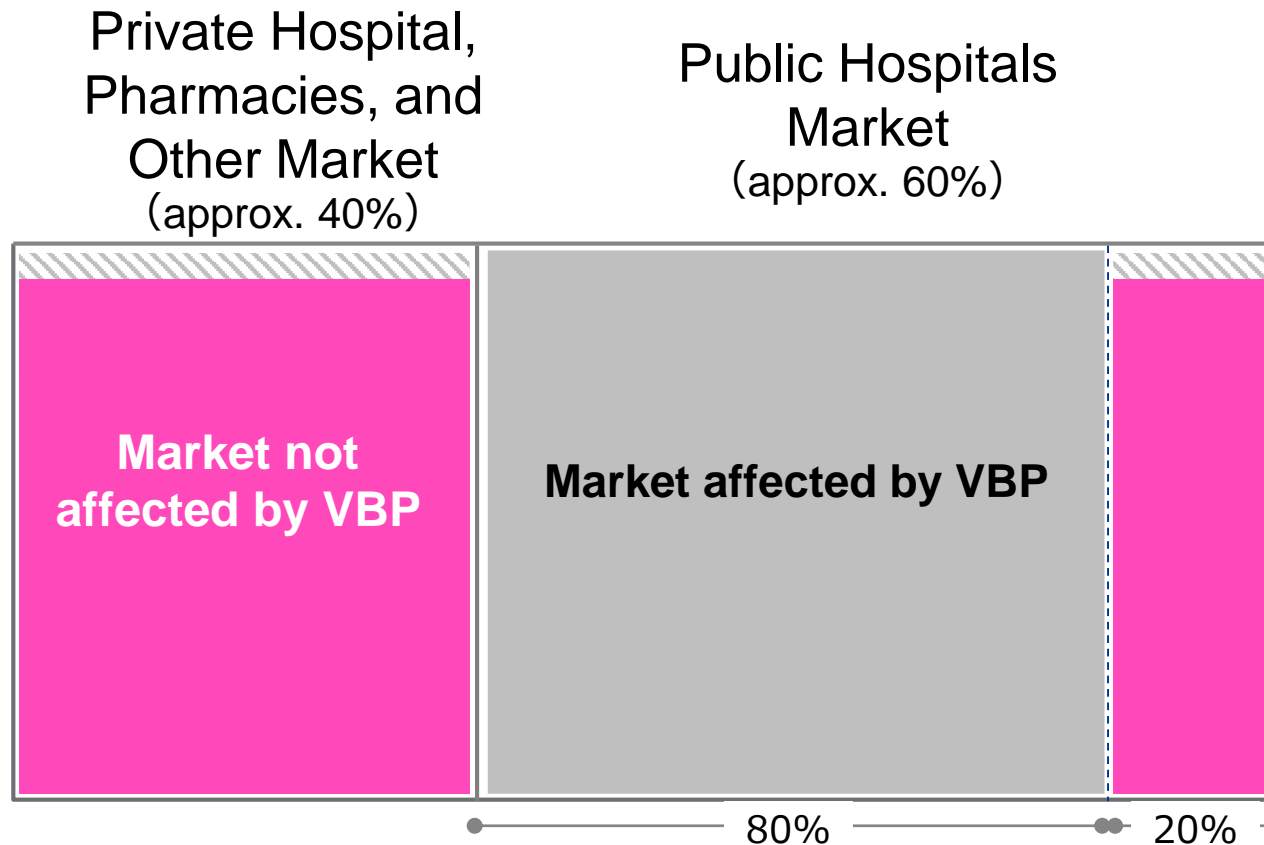


Appendix

VBP*1 Impact on Cravit in China

- Cravit was listed for VBP*1
- Short-term impact on sales revenues and profits

Market structure of Levofloxacin 0.5% (volume) *2



*1: Value-Based Purchasing: Government assurances on purchase volume for the successful bidders.

*2: Estimated by Santen

