

# Toward the Next Growth Phase

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# Forward-Looking Statements

- Information given in this presentation contains certain forward-looking statements concerning forecasts, projections and plans whose realization is subject to risk and uncertainty from a variety of sources. Actual results may differ significantly from forecasts.
- Business performance and financial condition are subject to the effects of medical regulatory changes made by the governments of Japan and other nations concerning medical insurance, drug pricing and other systems, and to fluctuations in market variables such as interest rates and foreign exchange rates.
- The process of drug research and development from discovery to final approval and sales is long, complex and uncertain. Individual compounds are subject to a multitude of uncertainties, including the termination of clinical development at various stages and the non-approval of products after a regulatory filing has been submitted. Forecasts and projections concerning new products take into account assumptions concerning the development pipelines of other companies and any co-promotion agreements, existing or planned. The success or failure of such agreements could affect business performance and financial condition significantly.
- Business performance and financial conditions could be affected significantly by a substantial drop in sales of a major drug, either currently marketed or expected to be launched, due to termination of sales as a result of factors such as patent expiry and complications, product defects or unforeseen side effects. Santen also sells numerous products under sales and / or manufacturing license from other companies. Business performance could be affected significantly by changes in the terms and conditions of agreements and/or the non-renewal of agreements.
- Santen is reliant on specific companies for supplies of certain raw materials used in production. Business performance could be affected significantly by the suspension or termination of supplies of such raw materials if such an event were to adversely affect supply capabilities for related final products.

# The World is Built on the Ability to See



# CORE PRINCIPLE and WORLD VISION

## CORE PRINCIPLE

天機に参与する

*Tenki ni sanyo suru*

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

## WORLD VISION

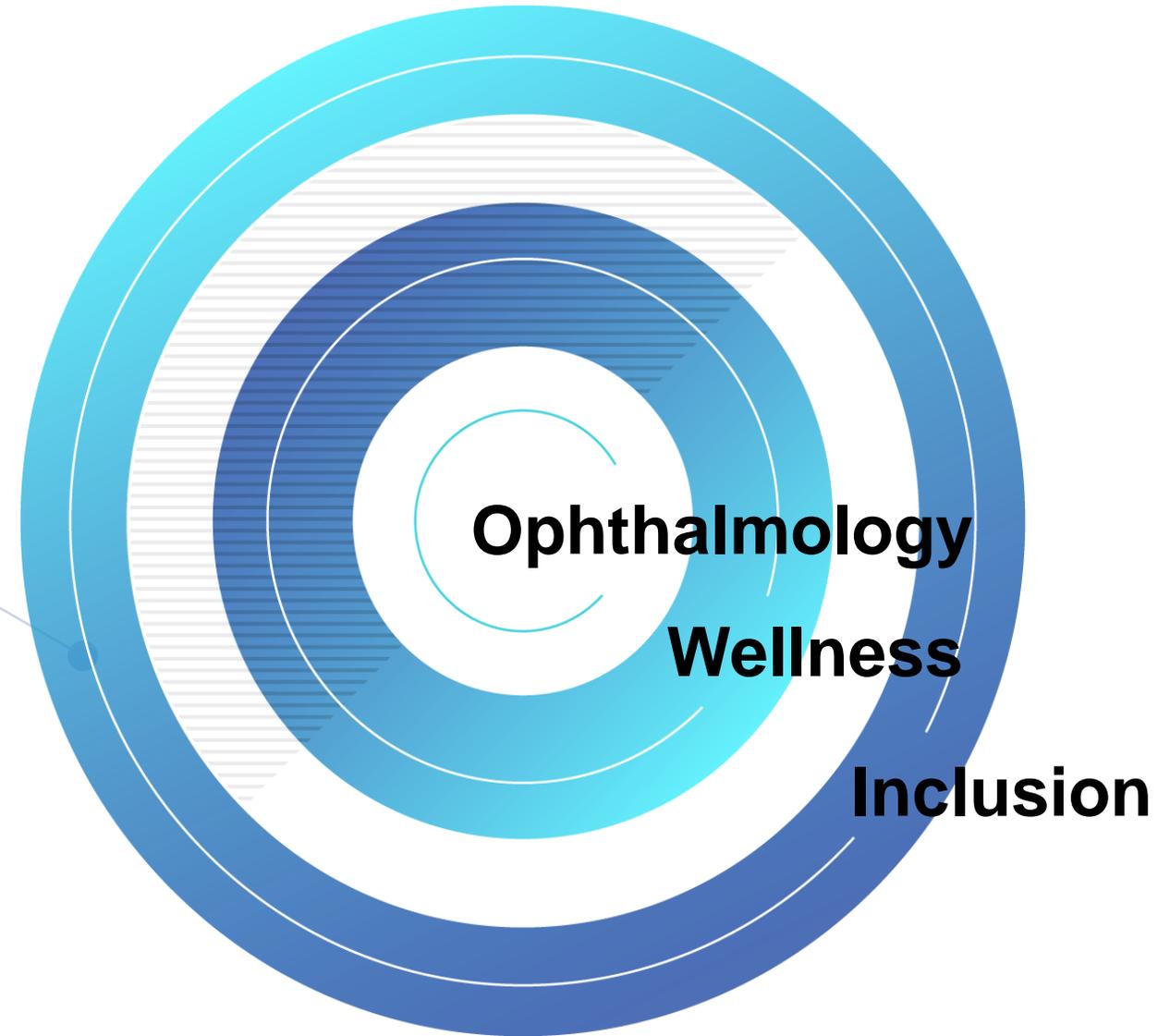
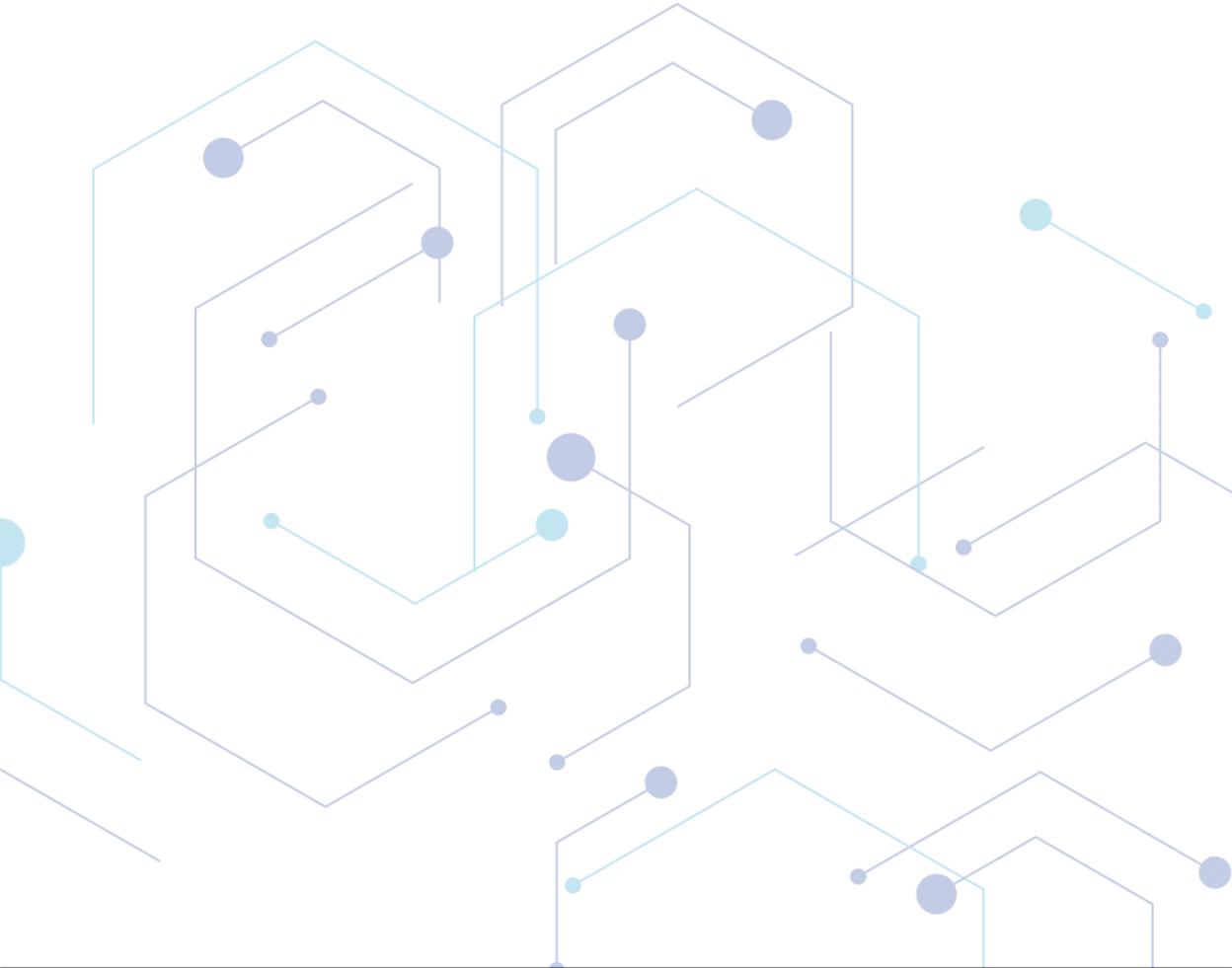
**Happiness with Vision**

The Happiest Life for every individual, through the Best Vision Experience

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

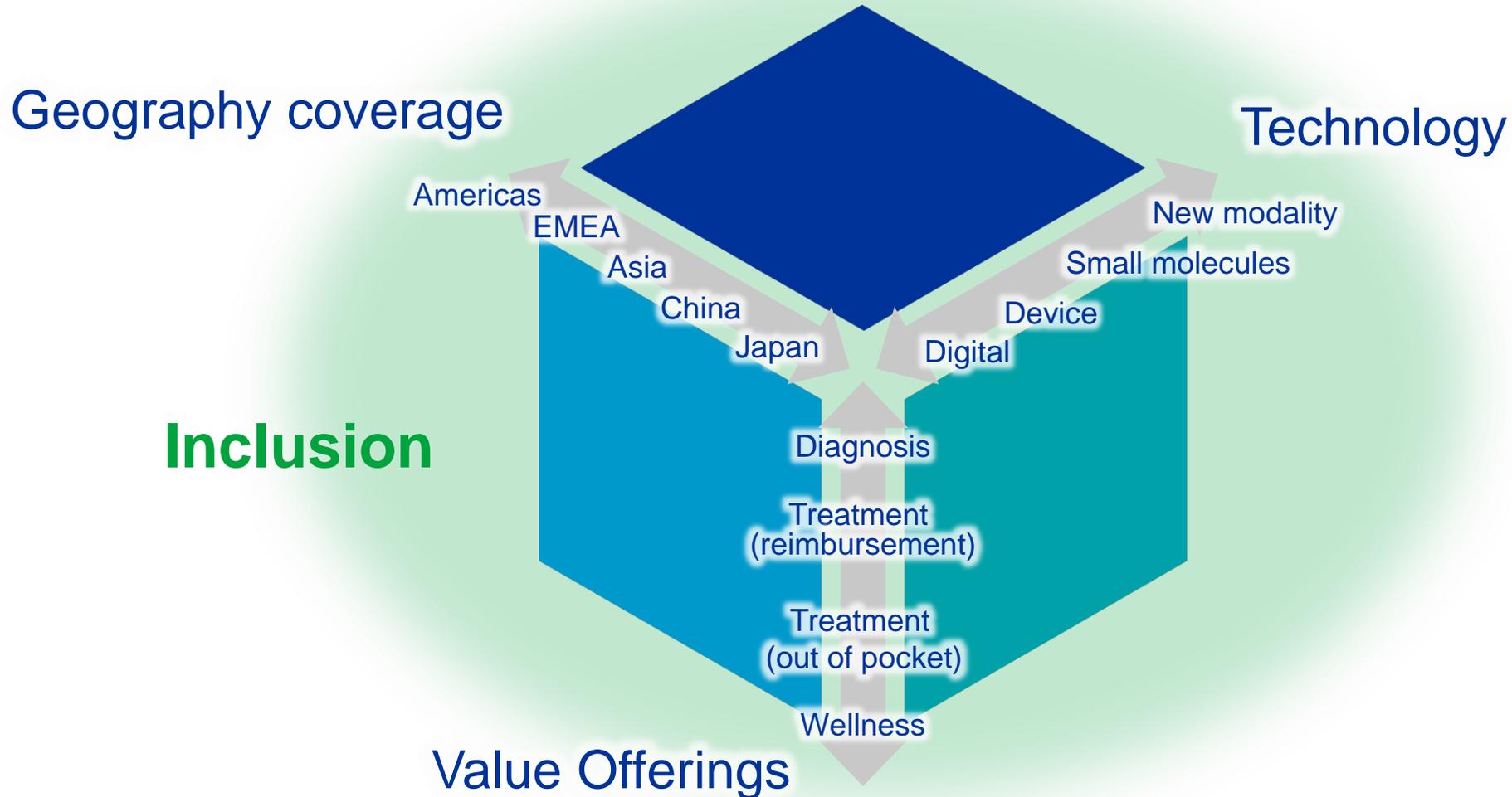
# Strategy Framework: Toward 2030

Aim to resolve social issues through expansion of solutions in ophthalmology



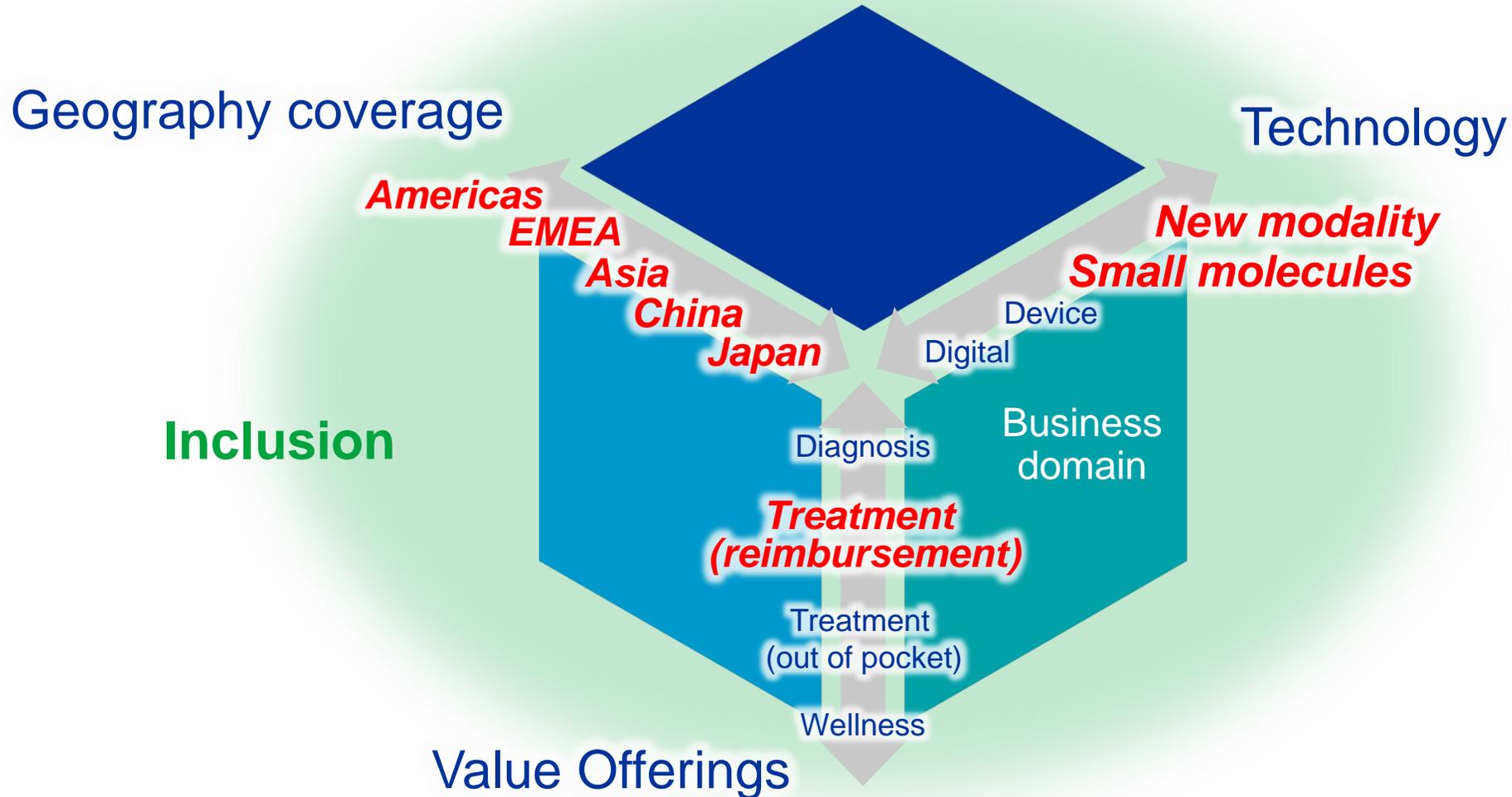
# Challenge of Diversification in Ophthalmology

Expanding business scope for further growth as a specialized company



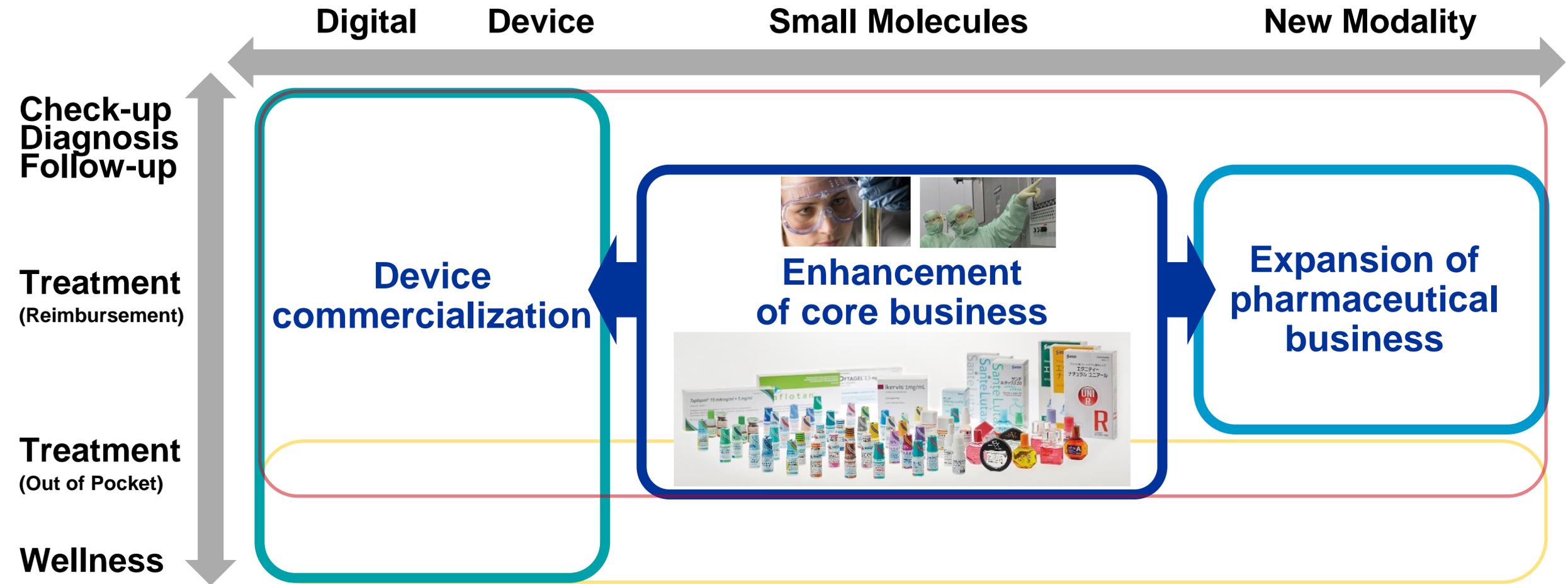
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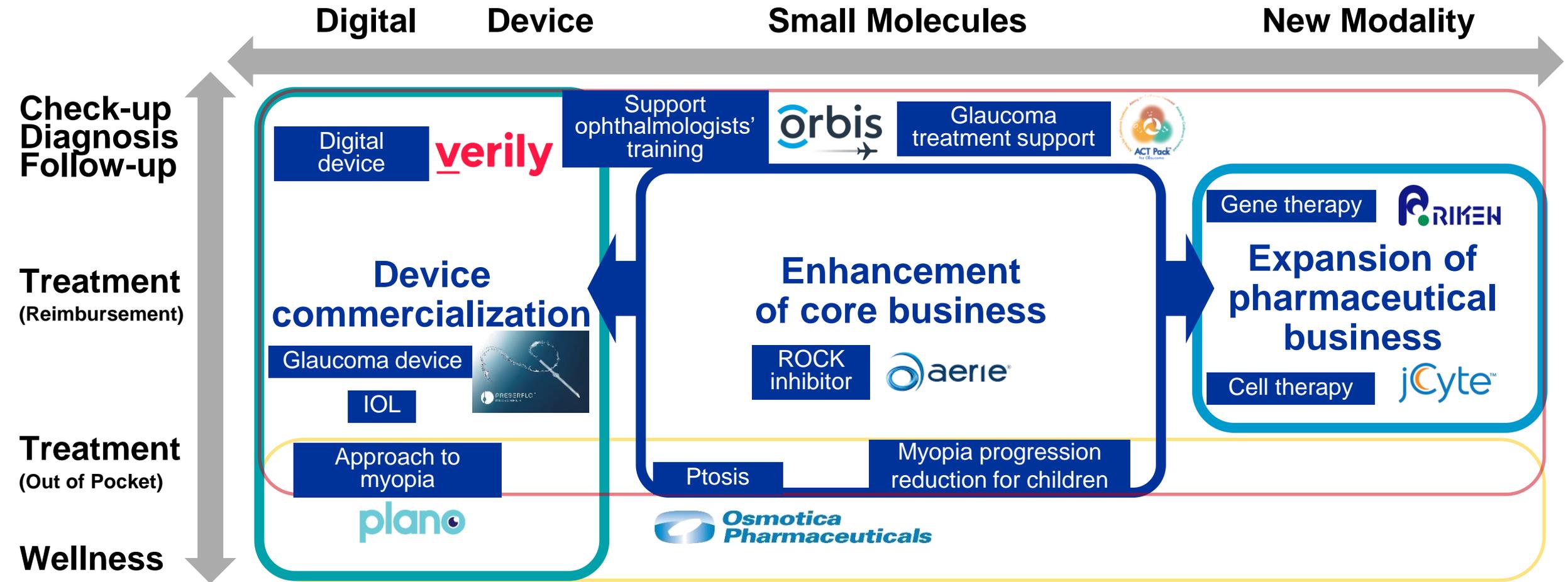
# Expanding Solutions in Ophthalmology

Enter new modality, device and digital domains while also enhancing core expertise



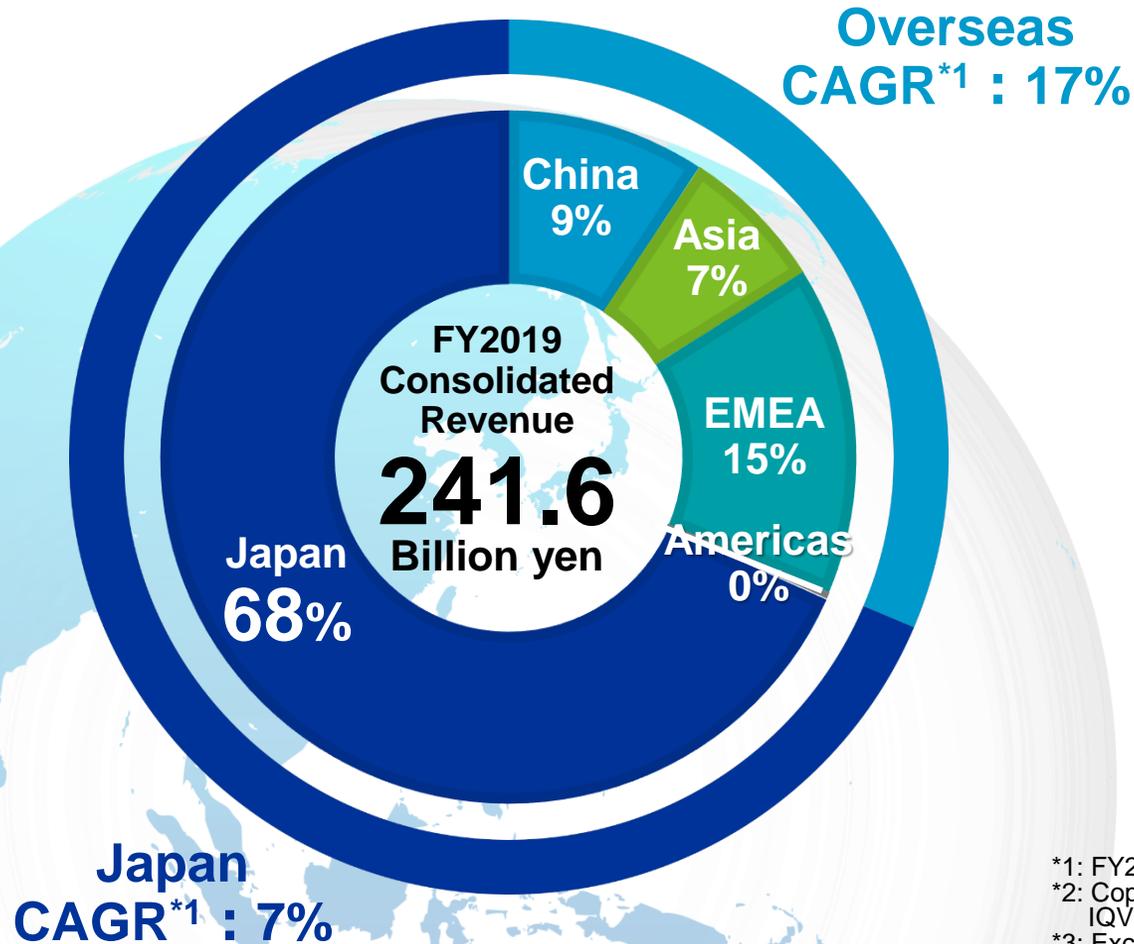
# Expanding Solutions in Ophthalmology

Expansion of portfolio through active partnerships



# Santen's Global Presence

Robust revenue driven by business expansions outside Japan



**Japan**

Exceed market growth  
Market share of approx.

**50%\*2**



**China**

Double-digit growth  
Market share No.1\*2



**Asia**

Double-digit growth  
Market share No.2\*2



**EMEA**

Exceed market growth  
Securing top 5 position\*2,3

\*1: FY2010-2019 CAGR

\*2: Copyright © 2020 IQVIA. JPM 2019.10–2020.9 and IQVIA MIDAS 2019; Santen analysis based on IQVIA data. Reprinted with permission

\*3: Excluding anti-VEGF

# Unleashing Our Strengths

Contributing to the development of ophthalmology by combining our specialized knowledge with external expertise and technology

**Partnership/  
Product development**



**Global  
platform**



**Product  
supply**



**Communication with  
ophthalmology stakeholders**



# Our Plan to Enter the United States

Eyevance acquisition and DE-128 aimed at developing a future revenue pillar

## Pipeline in the US As of October 2020

Glaucoma	DE-128 (Application filed)
	DE-117 (P3)
	DE-126 (P2b)
Vernal keratoconjunctivitis	Verkazia (Application filed)
Uveitis	DE-109 (P3)



## Acquisition of commercial platform



**45+**

Field forces

**5+**

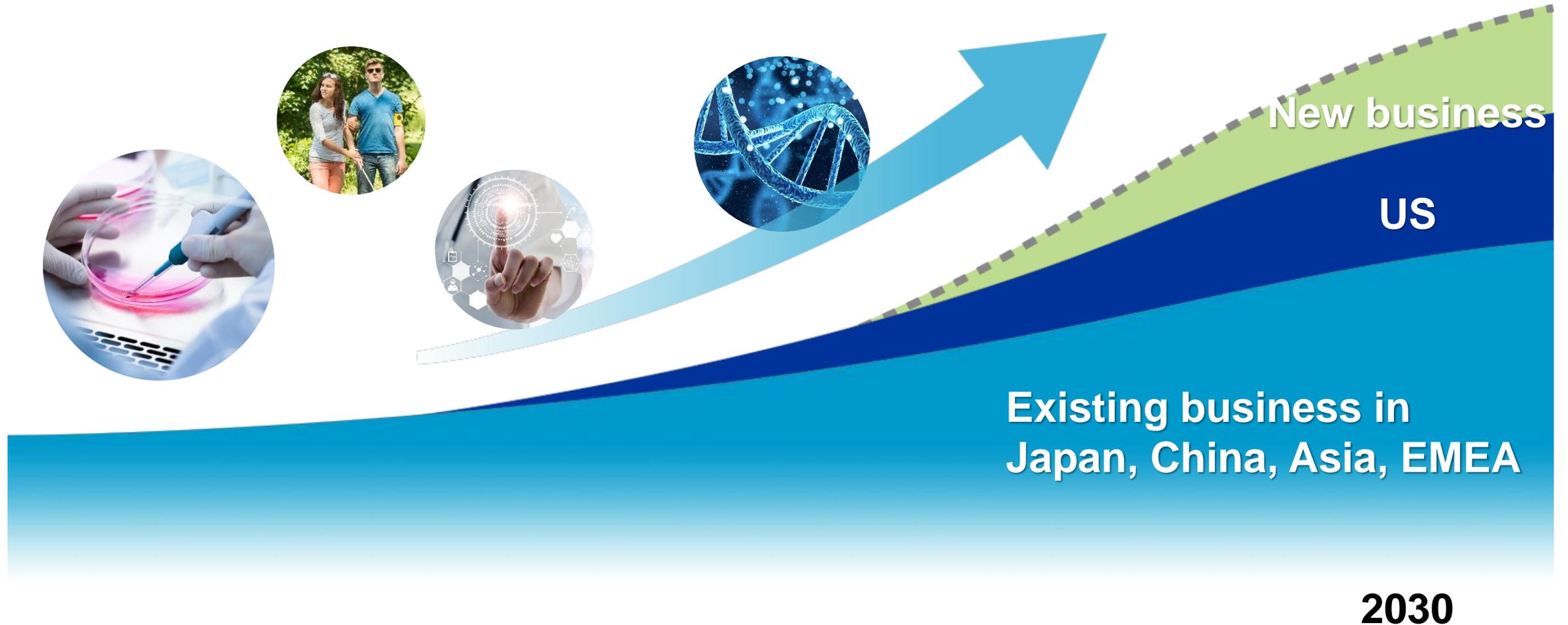
Unique FOTE products

GLAUKOS®

Exclusive US sales partner for MicroShunt

# Our Vision for Future Growth

Aim to increase corporate value by further strengthening existing geographies, entering the US market, and new business



# Our Diversity and Inclusion

Promoting D&I to enhance corporate value over the mid-to-long term



**Diversification of talented human resources**



**“Blind Experience”**



The global movement putting disability on the business leadership agenda.



# Happiness with Vision

