



Become A Social Innovator

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J.P. Morgan Healthcare Conference 2022

January 10, 2022

Our Mission





The world is built on the ability to see



Eye conditions are a growing social issue

Global estimates of number of people*¹

DME*²
146
million

Glaucoma
76
million

Presbyopia
1.8
billion

Myopia
2.6
billion

AMD*³
196
million

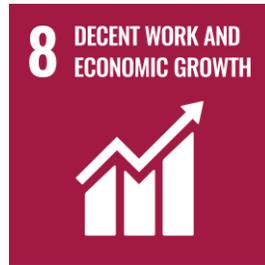
Productivity losses
from vision impairment *⁴

Approx.

US\$ 410.7 billion
annually

*¹ WHO World report on vision. *² Diabetic macular edema *³ Age-related macular degeneration
*⁴ The Lancet Global Health Commission on Global Eye Health: vision beyond 2020.

Eye health contributes to achieving SDGs



8 /17*1



SDGs related to eye health



*1 The Lancet Global Health Commission on Global Eye Health: vision beyond 2020.

**130 years of history,
unchanged commitment on ophthalmology**

**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.

Formulated long-term vision and medium-term plan to resolve social issues as a specialized company

Santen 2030

**Santen's
VISION**

Become A Social Innovator

Orchestrate and mobilize key technologies and players around the world, to deliver happiness through vision

GOAL

Aim to reduce the loss of social and economic opportunities for people around the world due to eye conditions

MTP2025



**Profit ratio
improvement in
core businesses**



**Expansion of
new areas**



**Strengthening
of foundation as
a global
company**

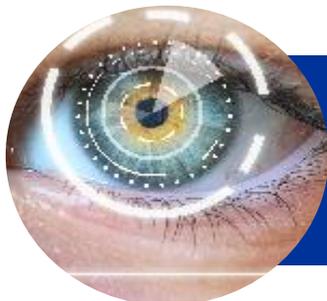
Our Approach



Sustainable growth and social contribution through value creation and development of eye care ecosystem



Global deployment



Innovation



Partnership



Contribution to people with eye problems



Strong presence in key markets around the world

Countries/regions

Over **60**

Number of patients who have benefited from our treatments*¹

43 million

Overseas sales ratio*²

32%

Japan and China / Asia*³

No.1

Annual production volume*⁴

400 million units

Overseas CAGR*⁵

17%

*1; Estimated total no. of patients to which Santen contributed (therapeutic areas: inflammation/allergies, cornea, glaucoma, cataracts) in FY2019 was approx. 43 million, Calculated based on JMDC's estimated total no. of patients for Santen's Rx products and Santen's shipment data. *2; Based on FY2020 Data *3; Internal Estimate based on external data, research *4; 5mL unit equivalent, *5; FY2011-2020 CAGR



Advance innovation by integrating findings/experience with new technologies



+





New growth opportunities

Core business

Glaucoma, Allergy, Dry eye, etc.

Myopia, Ptosis

Retinitis pigmentosa

Integrate findings/technologies globally to provide new ophthalmic solutions



Partnership



Accelerate initiatives to address eye-related issues with UN resolution on eye health as a tailwind



Accelerate development of eye care systems through partnerships



Training eye care professionals



Sustainability



Environmental initiatives (targets for 2030)

Switching to biomass plastic



60%
from biomass plastic

Reduction of plastic in packaging materials



15%
cut

Reduction of movement



**Promotion
of telework**

Switching to electrified vehicles



100%
company-owned cars

Plan to declare support for TCFD recommendations: **June 2022**

Promoting diversity and flexible work style

Diversification of talented HR

- ✓ **Diverse senior leaders^{*1}**
Japan : Overseas **45 : 55**
Nationalities **17**
Female **23%**
- ✓ **Female managers **38%****
- ✓ **Opportunities for visually impaired employees**

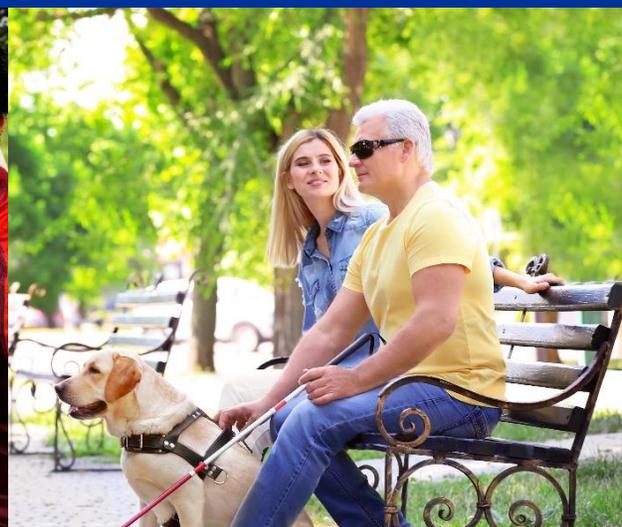
New working style

With the choice of
where and **when**
you work

*1 Management of Vice President or above. As of Dec 1, 2021



Happiness with Vision



Forward-looking Statements

- Materials and information provided in this announcement include so-called "forward-looking statements". The earnings forecasts and other forward-looking statements herein are based on information currently available to the Company and certain assumptions that we believe to be reasonable. The realization of these forecasts is subject to various risks and uncertainties. Please be aware that actual results could differ materially from these forward-looking statements. We assume no obligation to update the contents of this document from time to time.
- Risk factors include, but are not limited to, the following:
External factors such as trends in pharmaceutical administration, social and economic conditions, changes in laws and regulations, and exchange rates. Changes in the competitive environment, such as the impact of generics. Reliance on certain products and business partners, such as dependence on mainstay products, reliance on licensed products, and reliance on certain business partners for the supply of bulk drugs. Uncertainty in the development of new drugs, the possibility that R&D investment will not produce sufficient results, the success or failure of alliances with other companies, and other R&D activities. Other factors include intellectual property rights, production slowdowns and delays caused by natural disasters, product supply issues such as discontinuations and product recalls, litigation, and risks related to global business development.
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