

Quarterly revenue details

■Revenue by business segment

(JPY millions)

	FY2021					FY2022					FY2023
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Prescription pharmaceuticals	61,008	59,363	62,576	66,633	249,579	61,105	58,228	66,271	74,630	260,235	251,821
YoY	12.3%	3.9%	6.0%	3.8%	6.3%	0.2%	-1.9%	5.9%	12.0%	4.3%	-3.2%
OTC pharmaceuticals	2,444	2,643	2,655	2,038	9,780	2,379	3,260	2,520	2,469	10,628	11,054
YoY	19.7%	-10.8%	11.5%	0.7%	3.9%	-2.7%	23.4%	-5.1%	21.1%	8.7%	4.0%
Medical devices	1,145	1,337	1,371	1,332	5,184	1,624	1,388	1,566	1,679	6,257	7,853
Others	389	431	441	453	1,714	425	506	514	473	1,919	2,272
Total	64,986	63,773	67,042	70,456	266,257	65,533	63,382	70,871	79,251	279,037	273,000
YoY	12.9%	4.0%	6.6%	3.9%	6.7%	0.8%	-0.6%	5.7%	12.5%	4.8%	-2.2%

[Japan]

(JPY millions)

	FY2021					FY2022					FY2023
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Prescription pharmaceuticals	38,952	36,723	40,097	43,933	159,705	38,839	32,909	39,465	51,556	162,770	145,327
YoY	11.0%	1.8%	2.8%	-3.8%	2.5%	-0.3%	-10.4%	-1.6%	17.4%	1.9%	-10.7%
OTC pharmaceuticals	2,305	2,486	2,490	1,904	9,185	2,141	2,928	2,258	2,269	9,595	9,922
YoY	16.7%	-12.8%	8.1%	-1.2%	1.4%	-7.1%	17.8%	-9.3%	19.1%	4.5%	3.4%
Medical devices	695	847	767	830	3,139	890	734	828	813	3,264	3,543
Others	369	401	428	407	1,604	408	433	462	440	1,744	2,072
Total	42,321	40,456	43,782	47,074	173,633	42,279	37,004	43,013	55,078	177,373	160,864
YoY	11.3%	1.3%	3.2%	-3.4%	2.7%	-0.1%	-8.5%	-1.8%	17.0%	2.2%	-9.3%

■Revenue by region (Overseas)

(JPY millions)

	FY2021					FY2022					FY2023
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
China	6,460	7,556	6,329	6,852	27,197	3,630	6,321	6,374	5,221	21,546	28,003
YoY	11.2%	8.7%	13.6%	36.5%	16.5%	-43.8%	-16.3%	0.7%	-23.8%	-20.8%	30.0%
Asia (Not including China)	4,600	4,457	4,641	6,115	19,813	5,680	5,906	6,226	6,306	24,118	26,111
YoY	16.4%	-15.0%	12.7%	56.7%	15.1%	23.5%	32.5%	34.1%	3.1%	21.7%	8.3%
EMEA	10,704	10,538	11,572	10,085	42,899	13,062	13,043	14,466	11,942	52,513	55,214
YoY	11.9%	19.0%	15.5%	6.7%	13.2%	22.0%	23.8%	25.0%	18.4%	22.4%	5.1%
Americas	901	766	718	330	2,715	882	1,108	793	705	3,488	2,808
YoY	305.8%	117.3%	-2.4%	-52.9%	35.0%	-2.1%	44.6%	10.4%	113.8%	28.5%	-19.5%

■Profit contribution by region (Based on new classification)

(JPY millions)

	FY2021					FY2022					FY2023
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Japan	—	—	—	—	66,166	17,032	12,323	15,531	25,441	70,327	62,091
YoY(%)	—	—	—	—	-5.5%	12.4%	-16.6%	-3.5%	26.3%	6.3%	-11.7%
(Percent of revenue)	—	—	—	—	38.1%	40.3%	33.3%	36.1%	46.2%	39.6%	38.6%
China	—	—	—	—	11,568	1,026	1,741	2,400	1,493	6,660	9,350
YoY(%)	—	—	—	—	19.3%	-65.2%	-47.9%	-2.0%	-47.3%	-42.4%	40.4%
(Percent of revenue)	—	—	—	—	42.5%	28.3%	27.5%	37.7%	28.6%	30.9%	33.4%
Asia (Not including China)	—	—	—	—	8,254	2,508	2,518	2,676	2,649	10,352	10,241
YoY(%)	—	—	—	—	19.7%	35.5%	50.1%	53.1%	-11.0%	25.4%	-1.1%
(Percent of revenue)	—	—	—	—	41.7%	44.2%	42.6%	43.0%	42.0%	42.9%	39.2%
EMEA	—	—	—	—	14,348	4,564	5,093	5,238	3,154	18,049	18,134
YoY(%)	—	—	—	—	26.2%	23.1%	28.8%	24.7%	26.9%	25.8%	0.5%
(Percent of revenue)	—	—	—	—	33.4%	34.9%	39.0%	36.2%	26.4%	34.4%	32.8%
Americas	—	—	—	—	-4,396	-1,183	-1,157	-1,102	-1,048	-4,490	-1,132
YoY(%)	—	—	—	—	—	—	—	—	—	—	—
(Percent of revenue)	—	—	—	—	—	—	—	—	—	—	—

Quarterly revenue details

■Revenue of major products

(JPY millions)

Brand name	Region	FY2021					FY2022					FY2023
		Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Glaucoma and ocular hypertension												
Cosopt	Total	5,437	5,321	5,638	5,355	21,752	6,030	5,466	6,596	5,610	23,702	22,798
	Japan	1,576	1,442	1,523	1,108	5,650	1,434	1,035	1,241	966	4,675	4,076
	Asia	1,240	1,223	1,347	1,347	5,157	1,460	1,470	1,522	1,658	6,110	6,385
	EMEA	2,621	2,656	2,769	2,900	10,945	3,137	2,961	3,833	2,986	12,917	12,336
Tapros	Total	4,683	4,503	4,860	4,378	18,423	4,895	4,521	5,103	4,225	18,744	16,096
	Japan	2,281	2,118	2,256	1,755	8,409	2,275	1,724	2,076	1,686	7,761	6,030
	China	266	199	258	448	1,170	126	316	342	261	1,045	877
	Asia	490	493	518	576	2,077	516	608	540	614	2,277	2,289
	EMEA	1,646	1,693	1,828	1,599	6,767	1,978	1,872	2,145	1,665	7,660	6,900
Tapcom	Total	1,747	1,693	1,904	1,627	6,971	2,129	1,963	2,244	1,866	8,202	7,992
	Japan	724	688	744	582	2,738	760	596	714	579	2,649	1,922
	Asia	173	202	209	231	815	240	284	253	274	1,051	1,252
	EMEA	850	803	951	814	3,417	1,129	1,083	1,278	1,013	4,502	4,819
Trusopt	Total	1,169	1,123	1,130	951	4,374	1,251	1,179	1,255	1,197	4,882	4,453
	Japan	310	278	300	221	1,108	294	222	262	202	980	894
	Asia	92	102	84	104	382	98	112	109	134	454	467
	EMEA	768	743	746	626	2,883	859	845	884	861	3,448	3,092
Eybelis	Total	823	848	946	803	3,420	1,123	922	1,126	985	4,156	4,750
	Japan	806	822	912	763	3,304	1,076	856	1,061	912	3,905	4,336
	Asia	17	25	33	40	116	47	65	65	74	251	413
Dry eye												
Diquas (Including Diquas LX)	Total	4,537	4,649	5,063	4,586	18,835	5,069	4,273	6,360	5,286	20,988	27,940
	Japan	3,402	3,249	3,662	3,029	13,342	3,876	2,892	5,302	4,188	16,259	21,859
	China	697	983	958	1,435	4,074	666	963	579	563	2,772	3,522
	Asia	438	417	443	121	1,419	527	417	478	535	1,957	2,560
Hyalein	Total	4,251	4,063	4,933	4,532	17,779	3,303	3,613	4,717	3,148	14,781	16,162
	Japan	1,721	1,602	1,797	1,347	6,466	1,636	1,298	1,551	1,233	5,718	4,781
	China	2,145	2,074	2,731	1,993	8,943	875	1,716	2,366	1,477	6,433	8,468
	Asia	386	387	405	1,192	2,370	793	599	800	438	2,630	2,913
Ikervis	Total	1,656	1,356	1,641	1,204	5,856	1,817	1,869	1,783	1,370	6,839	8,759
	Asia	246	291	276	294	1,106	357	450	380	363	1,549	2,143
	EMEA	1,410	1,065	1,365	910	4,750	1,460	1,419	1,404	1,007	5,290	6,617
Cationorm	Total	829	806	902	693	3,230	1,099	1,214	975	722	4,010	4,693
	China	—	—	—	—	—	—	—	—	—	—	464
	Asia	103	82	173	109	467	121	139	80	101	441	485
	EMEA	532	536	563	448	2,078	707	726	709	485	2,626	2,650
	Americas	194	188	165	137	685	271	349	186	136	943	1,094
Allergy												
Alesion (Including Alesion LX)	Total	5,065	4,502	4,900	14,925	29,392	4,846	3,118	4,190	21,395	33,550	22,669
	Japan	5,038	4,468	4,880	14,900	29,286	4,798	3,080	4,162	21,360	33,400	22,505
	Asia	28	34	20	25	106	48	38	28	34	149	163
Verkazia	Total	164	149	151	169	633	213	323	234	144	914	1,416
	EMEA	155	137	133	159	585	157	263	180	148	748	967
	Americas	10	12	18	10	49	56	61	54	-4	166	401
Intravitreal VEGF inhibitor												
EYLEA *1	Total	18,727	17,748	19,451	16,558	72,484	18,230	17,618	18,874	16,535	71,257	64,262
	Japan	18,727	17,748	19,451	16,558	72,484	18,230	17,618	18,874	16,535	71,257	64,262
Bacterial conjunctivitis												
Cravit	Total	3,063	3,797	2,282	2,570	11,712	1,926	3,153	3,135	3,167	11,381	12,303
	Japan	488	483	469	314	1,754	378	317	327	264	1,285	1,119
	China	1,754	2,661	1,144	1,406	6,966	727	1,859	1,702	2,020	6,309	7,475
	Asia	505	369	355	637	1,866	476	569	736	598	2,380	2,439
	EMEA	316	283	314	213	1,126	345	407	369	286	1,408	1,270
Medical devices												
Lentis comfort	Total	341	327	391	363	1,422	331	308	361	332	1,331	1,601
	Japan	341	327	391	363	1,422	331	308	361	332	1,331	1,601
PRESERFLO MicroShunt	Total	347	381	439	445	1,612	627	496	610	698	2,429	3,203
	Japan	—	—	—	—	—	—	4	20	70	94	214
	EMEA	347	381	439	445	1,612	627	492	588	619	2,326	2,961
OTC pharmaceuticals	Total	2,444	2,643	2,655	2,038	9,780	2,379	3,260	2,520	2,469	10,628	11,054
	Japan	2,305	2,486	2,490	1,904	9,185	2,141	2,928	2,258	2,269	9,595	9,922
	China	—	—	—	7	7	31	83	81	66	262	382
	Asia	139	157	165	127	588	207	249	181	134	771	750

*1 Co-promoted product of Bayer Yakuhin, Ltd. (MAH)