

Santen Pharmaceutical Co.,Ltd Q1 FY2023 Data Book

Quarterly consolidated statements of income

■Core basis

(JPY millions)

	FY2022 (Year ended March 31, 2023)					FY2023 (Year ending March 31, 2024)					FY2023 Full Forecast
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	
Revenue	65,533	63,382	70,871	79,251	279,037	72,389					273,000
YoY	0.8%	-0.6%	5.7%	12.5%	4.8%	10.5%					-2.2%
Cost of sales	-28,406	-27,496	-29,548	-27,501	-112,950	-29,968					-111,000
YoY	5.5%	6.0%	-1.0%	2.0%	3.0%	5.5%					-1.7%
(Percent of revenue)	43.3%	43.4%	41.7%	34.7%	40.5%	41.4%					40.7%
Gross profit	37,127	35,886	41,323	51,751	166,087	42,422					162,000
YoY	-2.5%	-5.1%	11.1%	19.0%	6.1%	14.3%					-2.5%
(Percent of revenue)	56.7%	56.6%	58.3%	65.3%	59.5%	58.6%					59.3%
Operating profit	10,600	5,850	10,703	17,088	44,242	15,542					46,000
YoY	-9.5%	-53.5%	4.4%	44.9%	-4.5%	46.6%					4.0%
(Percent of revenue)	16.2%	9.2%	15.1%	21.6%	15.9%	21.5%					16.8%
Net profit for the period	7,744	4,721	8,689	12,081	33,235	12,792					34,500
YoY	-14.2%	-50.5%	18.9%	29.5%	-5.6%	65.2%					3.8%
(Percent of revenue)	11.8%	7.4%	12.3%	15.2%	11.9%	17.7%					12.6%

■IFRS

(JPY millions)

	FY2022					FY2023					FY2023 Full Forecast
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	
Revenue	65,533	63,382	70,871	79,251	279,037	72,389					273,000
YoY	0.8%	-0.6%	5.7%	12.5%	4.8%	10.5%					-2.2%
Cost of sales	-28,406	-27,496	-29,548	-27,501	-112,950	-30,024					-111,000
YoY	5.5%	6.0%	-1.0%	2.0%	3.0%	5.7%					-1.7%
(Percent of revenue)	43.3%	43.4%	41.7%	34.7%	40.5%	41.5%					40.7%
Gross profit	37,127	35,886	41,323	51,751	166,087	42,365					162,000
YoY	-2.5%	-5.1%	11.1%	19.0%	6.1%	14.1%					-2.5%
(Percent of revenue)	56.7%	56.6%	58.3%	65.3%	59.5%	58.5%					59.3%
SG&A expenses	-19,427	-22,868	-23,206	-30,756	-96,257	-21,066					-87,800
YoY	-5.0%	19.1%	12.3%	27.2%	13.9%	8.4%					-8.8%
(Percent of revenue)	29.6%	36.1%	32.7%	38.8%	34.5%	29.1%					32.2%
R&D expenses	-7,099	-7,168	-7,415	-6,616	-28,297	-6,301					-29,000
YoY	16.0%	15.3%	14.7%	-12.7%	7.3%	-11.2%					2.5%
(Percent of revenue)	10.8%	11.3%	10.5%	8.3%	10.1%	8.7%					10.6%
Amortization on intangible assets associated with products	-2,554	-2,611	-2,059	-2,293	-9,518	-2,329					-9,400
YoY	5.5%	10.4%	-16.5%	-7.5%	-2.2%	-8.8%					-1.2%
(Percent of revenue)	3.9%	4.1%	2.9%	2.9%	3.4%	3.2%					3.4%
Other income	332	-72	262	3,001	3,524	303					600
Other expenses	-45	-30,521	-32	-8,030	-38,629	-222					-4,400
Operating profit/loss	8,333	-27,354	8,874	7,057	-3,090	12,750					32,000
YoY	-9.0%	—	17.1%	-25.8%	—	53.0%					—
(Percent of revenue)	12.7%	—	12.5%	8.9%	—	17.6%					11.7%
Finance income	1,385	-140	-250	158	1,153	1,050					1,000
Finance expenses	-123	-140	-447	-790	-1,499	-168					-800
Share of loss of investments accounted for using equity method	-521	-543	-667	-631	-2,362	-764					-2,400
Profit/loss before tax	9,074	-28,176	7,509	5,794	-5,799	12,868					29,800
YoY	-1.1%	—	3.2%	-41.7%	—	41.8%					—
(Percent of revenue)	13.8%	—	10.6%	7.3%	—	17.8%					10.9%
Income tax expenses	-2,379	-538	-1,578	-4,689	-9,184	-2,456					-7,400
Net profit/loss for the period	6,695	-28,714	5,931	1,105	-14,983	10,412					22,400
YoY	-8.6%	—	17.6%	-86.0%	—	55.5%					—
(Percent of revenue)	10.2%	—	8.4%	1.4%	—	14.4%					8.2%
Owners of the company	6,663	-28,704	5,977	1,117	-14,948	10,414					22,410
Non-controlling interests	32	-10	-46	-12	-35	-2					-10

1. 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.

2. The earnings forecasts and other forward-looking statements contained in this report are based on information currently available to the Company and on certain assumptions deemed to be reasonable by the Company. Actual results may differ from these forecasts due to various factors.

Quarterly revenue details

■ Revenue by business segment

(JPY millions)

	FY2022					FY2023					FY2023
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Prescription pharmaceuticals	61,105	58,228	66,271	74,630	260,235	67,183					251,821
YoY	0.2%	-1.9%	5.9%	12.0%	4.3%	9.9%					-3.2%
OTC pharmaceuticals	2,379	3,260	2,520	2,469	10,628	2,886					11,054
YoY	-2.7%	23.4%	-5.1%	21.1%	8.7%	21.3%					4.0%
Medical devices	1,624	1,388	1,566	1,679	6,257	1,884					7,853
Others	425	506	514	473	1,919	435					2,272
Total	65,533	63,382	70,871	79,251	279,037	72,389					273,000
YoY	0.8%	-0.6%	5.7%	12.5%	4.8%	10.5%					-2.2%

[Japan]

(JPY millions)

	FY2022					FY2023					FY2023
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Prescription pharmaceuticals	38,839	32,909	39,465	51,556	162,770	37,126					145,327
YoY	-0.3%	-10.4%	-1.6%	17.4%	1.9%	-4.4%					-10.7%
OTC pharmaceuticals	2,141	2,928	2,258	2,269	9,595	2,628					9,922
YoY	-7.1%	17.8%	-9.3%	19.1%	4.5%	22.7%					3.4%
Medical devices	890	734	828	813	3,264	870					3,543
Others	408	433	462	440	1,744	393					2,072
Total	42,279	37,004	43,013	55,078	177,373	41,016					160,864
YoY	-0.1%	-8.5%	-1.8%	17.0%	2.2%	-3.0%					-9.3%

■ Revenue by region (Overseas)

(JPY millions)

	FY2022					FY2023					FY2023
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
China	3,630	6,321	6,374	5,221	21,546	6,583					28,003
YoY	-43.8%	-16.3%	0.7%	-23.8%	-20.8%	81.3%					30.0%
Asia ^{*1}	5,680	5,906	6,226	6,306	24,118	6,106					26,111
YoY	23.5%	32.5%	34.1%	3.1%	21.7%	7.5%					8.3%
EMEA ^{*2}	13,062	13,043	14,466	11,942	52,513	17,802					55,214
YoY	22.0%	23.8%	25.0%	18.4%	22.4%	36.3%					5.1%
Americas	882	1,108	793	705	3,488	883					2,808
YoY	-2.1%	44.6%	10.4%	113.8%	28.5%	0.1%					-19.5%

■ Profit contribution by region ^{*3}

(JPY millions)

	FY2022					FY2023					FY2023
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Japan	17,032	12,323	15,531	25,441	70,327	15,190					62,091
YoY	12.4%	-16.6%	-3.5%	26.3%	6.3%	-10.8%					-11.7%
(Percent of revenue)	40.3%	33.3%	36.1%	46.2%	39.6%	37.0%					38.6%
China	1,026	1,741	2,400	1,493	6,660	2,309					9,350
YoY	-65.2%	-47.9%	-2.0%	-47.3%	-42.4%	125.0%					40.4%
(Percent of revenue)	28.3%	27.5%	37.7%	28.6%	30.9%	35.1%					33.4%
Asia ^{*1}	2,508	2,518	2,676	2,649	10,352	2,439					10,241
YoY	35.5%	50.1%	53.1%	-11.0%	25.4%	-2.8%					-1.1%
(Percent of revenue)	44.2%	42.6%	43.0%	42.0%	42.9%	39.9%					39.2%
EMEA ^{*2}	4,564	5,093	5,238	3,154	18,049	7,490					18,134
YoY	23.1%	28.8%	24.7%	26.9%	25.8%	64.1%					0.5%
(Percent of revenue)	34.9%	39.0%	36.2%	26.4%	34.4%	42.1%					32.8%
Americas	-1,183	-1,157	-1,102	-1,048	-4,490	-365					-1,132
YoY	—	—	—	—	—	—					—
(Percent of revenue)	—	—	—	—	—	—					—

*1 Excluding China

*2 Europe, the Middle East and Africa

*3 Deducting cost of sales and expenses related to revenue generation from revenue of each region

Quarterly revenue details

■ Revenue of major products

(JPY millions)

Brand name	Region	FY2022					FY2023					FY2023
		Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Glaucoma and ocular hypertension												
Cosopt	Total	6,030	5,466	6,596	5,610	23,702	6,294					22,798
	Japan	1,434	1,035	1,241	966	4,675	1,121					4,076
	Asia	1,460	1,470	1,522	1,658	6,110	1,643					6,385
	EMEA	3,137	2,961	3,833	2,986	12,917	3,530					12,336
Tapros	Total	4,895	4,521	5,103	4,225	18,744	4,884					16,096
	Japan	2,275	1,724	2,076	1,686	7,761	1,973					6,030
	China	126	316	342	261	1,045	320					877
	Asia	516	608	540	614	2,277	532					2,289
	EMEA	1,978	1,872	2,145	1,665	7,660	2,058					6,900
Tapcom	Total	2,129	1,963	2,244	1,866	8,202	2,360					7,992
	Japan	760	596	714	579	2,649	689					1,922
	Asia	240	284	253	274	1,051	296					1,252
	EMEA	1,129	1,083	1,278	1,013	4,502	1,374					4,819
Trusopt	Total	1,251	1,179	1,255	1,197	4,882	1,272					4,453
	Japan	294	222	262	202	980	245					894
	Asia	98	112	109	134	454	105					467
	EMEA	859	845	884	861	3,448	922					3,092
Eybelis	Total	1,123	922	1,126	985	4,156	1,208					4,750
	Japan	1,076	856	1,061	912	3,905	1,117					4,336
	Asia	47	65	65	74	251	91					413
Dry Eye												
Diquas (Including Diquas LX)	Total	5,069	4,273	6,360	5,286	20,988	7,101					27,940
	Japan	3,876	2,892	5,302	4,188	16,259	5,465					21,859
	China	666	963	579	563	2,772	1,098					3,522
	Asia	527	417	478	535	1,957	539					2,560
Hyalein	Total	3,303	3,613	4,717	3,148	14,781	3,938					16,162
	Japan	1,636	1,298	1,551	1,233	5,718	1,414					4,781
	China	875	1,716	2,366	1,477	6,433	1,951					8,468
	Asia	793	599	800	438	2,630	574					2,913
Ikervis	Total	1,817	1,869	1,783	1,370	6,839	4,486					8,759
	Asia	357	450	380	363	1,549	377					2,143
	EMEA	1,460	1,419	1,404	1,007	5,290	4,109					6,617
Cationorm	Total	1,099	1,214	975	722	4,010	1,215					4,693
	China	—	—	—	—	—	—					464
	Asia	121	139	80	101	441	92					485
	EMEA	707	726	709	485	2,626	803					2,650
	Americas	271	349	186	136	943	320					1,094
Allergy												
Alesion (Including Alesion LX)	Total	4,846	3,118	4,190	21,395	33,550	2,816					22,669
	Japan	4,798	3,080	4,162	21,360	33,400	2,766					22,505
	Asia	48	38	28	34	149	51					163
Verkazia	Total	213	323	234	144	914	416					1,416
	EMEA	157	263	180	148	748	301					967
	Americas	56	61	54	-4	166	115					401
Intravitreal VEGF inhibitor												
EYLEA *1	Total	18,230	17,618	18,874	16,535	71,257	18,455					64,262
	Japan	18,230	17,618	18,874	16,535	71,257	18,455					64,262
Bacterial conjunctivitis												
Cravit	Total	1,926	3,153	3,135	3,167	11,381	2,935					12,303
	Japan	378	317	327	264	1,285	325					1,119
	China	727	1,859	1,702	2,020	6,309	1,625					7,475
	Asia	476	569	736	598	2,380	598					2,439
	EMEA	345	407	369	286	1,408	387					1,270
Medical devices												
Lentis comfort	Total	331	308	361	332	1,331	330					1,601
	Japan	331	308	361	332	1,331	330					1,601
PRESERFLO MicroShunt	Total	627	496	610	698	2,429	892					3,203
	Japan	—	4	20	70	94	110					214
	EMEA	627	492	588	619	2,326	772					2,961
OTC pharmaceuticals	Total	2,379	3,260	2,520	2,469	10,628	2,886					11,054
	Japan	2,141	2,928	2,258	2,269	9,595	2,628					9,922
	China	31	83	81	66	262	64					382
	Asia	207	249	181	134	771	194					750

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