

Pharmaceutical market in Japan

■Revision of National Health Insurance (NHI) drug prices

Revision of NHI drug prices: In Japan, drug prices are generally revised every two years to reflect their market price. The drugs marketed at lower actual market prices will bear larger reduction margins at the revision (Chart below shows the change rate from the drug price before revision). Since 2021, the price revision review process has been implemented in the off-year between each biennial revision.

	2015 Apr	2016 Apr	2017 Apr	2018 Apr	2019 Apr	2019 Oct	2020 Apr	2021 Apr	2022 Apr	2023 Apr	2024 Apr	2025 Apr
Industry average	-	-5.57% ^{*1}	-	-7.48%	-	-2.4%	-4.38%	- ^{*3}	-6.69%	- ^{*3}	-4.67%	- ^{*3}
Santen	-	early -7% ^{*2}	-	mid -4%	-	under -1%	early -3%	early -2%	mid -4%	early -2%	high -6%	high -1%

^{*1} Excluding market expansion re-pricing -0.9%

^{*2} Mid -4% price cut in 2016 excluding impact of Eylea price cut.

^{*3} Not announced by the Ministry of Health, Labour and Welfare.

■Market shares by therapeutic area - prescription ophthalmics^{*4}

No.1 position in ophthalmology market and major therapeutic areas (glaucoma treatments, corneal disease, anti-allergy and retinal disorders).

		(JPY billions)				
	(FY)	2020	2021	2022	2023	2024
Glaucoma treatments	Share	29.5%	29.8%	30.8%	28.4%	24.2%
	Market	105.1	100.6	93.6	88.3	78.6
Corneal disease treatments	Share	57.3%	57.7%	60.7%	69.2%	55.4%
	Market	42.4	42.3	44.2	48.6	29.3
Anti-infective	Share	32.8%	32.1%	28.2%	26.3%	20.1%
	Market	8.6	7.9	6.8	6.6	5.6
Anti-allergy	Share	70.3%	71.0%	75.8%	80.3%	82.5%
	Market	60.5	52.5	52.4	47.8	47.2
Retinal disorders	Share	71.6%	73.4%	70.7%	68.0%	66.4%
	Market	110.4	118.1	123.5	131.3	143.3
Others	Share	27.1%	26.7%	26.9%	26.0%	22.7%
	Market	51.8	50.5	49.4	49.1	50.2
Total	Share	51.1%	52.2%	53.5%	54.1%	51.4%
	Market	378.7	371.9	369.9	371.7	354.2

Notes: On an NHI drug price basis.

^{*4} Including co-promoted product (Anti-VEGF EYLEA, EYLEA 8mg) of Bayer Yakuhin, Ltd. (MAH). Based on Santen Pharmaceutical (distributor) records.

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