



# Santen Pharmaceutical Co.,Ltd. Q3 FY2024 Data Book

## Quarterly consolidated statements of income

### ■ Core basis

(JPY millions)

	FY2023 (Year ended March 31, 2024)					FY2024 (Year ending March 31, 2025)				FY2024 Full Forecast
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	YTD	
<b>Revenue</b>	<b>72,389</b>	<b>73,417</b>	<b>77,027</b>	<b>79,133</b>	<b>301,965</b>	<b>74,771</b>	<b>71,633</b>	<b>76,369</b>	<b>222,773</b>	<b>302,000</b>
YoY	10.5%	15.8%	8.7%	-0.1%	8.2%	3.3%	-2.4%	-0.9%	-0.0%	0.0%
<b>Cost of sales</b>	<b>-29,968</b>	<b>-29,376</b>	<b>-32,089</b>	<b>-31,656</b>	<b>-123,088</b>	<b>-32,005</b>	<b>-31,502</b>	<b>-34,135</b>	<b>-97,642</b>	<b>-129,000</b>
YoY	5.5%	6.8%	8.6%	15.1%	9.0%	6.8%	7.2%	6.4%	6.8%	4.8%
(Percent of revenue)	41.4%	40.0%	41.7%	40.0%	40.8%	42.8%	44.0%	44.7%	43.8%	42.7%
<b>Gross profit</b>	<b>42,422</b>	<b>44,041</b>	<b>44,938</b>	<b>47,477</b>	<b>178,877</b>	<b>42,766</b>	<b>40,131</b>	<b>42,233</b>	<b>125,130</b>	<b>173,000</b>
YoY	14.3%	22.7%	8.7%	-8.3%	7.7%	0.8%	-8.9%	-6.0%	-4.8%	-3.3%
(Percent of revenue)	58.6%	60.0%	58.3%	60.0%	59.2%	57.2%	56.0%	55.3%	56.2%	57.3%
<b>Operating profit</b>	<b>15,542</b>	<b>15,990</b>	<b>17,756</b>	<b>13,489</b>	<b>62,778</b>	<b>15,882</b>	<b>13,857</b>	<b>13,916</b>	<b>43,655</b>	<b>55,000</b>
YoY	46.6%	173.3%	65.9%	-21.1%	41.9%	2.2%	-13.3%	-21.6%	-11.4%	-12.4%
(Percent of revenue)	21.5%	21.8%	23.1%	17.0%	20.8%	21.2%	19.3%	18.2%	19.6%	18.2%
<b>Net profit for the period</b>	<b>12,792</b>	<b>13,068</b>	<b>13,743</b>	<b>8,909</b>	<b>48,513</b>	<b>12,523</b>	<b>10,663</b>	<b>10,599</b>	<b>33,785</b>	<b>41,250</b>
YoY	65.2%	176.8%	58.2%	-26.3%	46.0%	-2.1%	-18.4%	-22.9%	-14.7%	-15.0%
(Percent of revenue)	17.7%	17.8%	17.8%	11.3%	16.1%	16.7%	14.9%	13.9%	15.2%	13.7%

### ■ IFRS

(JPY millions)

	FY2023					FY2024				FY2024 Full Forecast
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	YTD	
<b>Revenue</b>	<b>72,389</b>	<b>73,417</b>	<b>77,027</b>	<b>79,133</b>	<b>301,965</b>	<b>74,771</b>	<b>71,633</b>	<b>76,369</b>	<b>222,773</b>	<b>302,000</b>
YoY	10.5%	15.8%	8.7%	-0.1%	8.2%	3.3%	-2.4%	-0.9%	-0.0%	0.0%
<b>Cost of sales</b>	<b>-30,024</b>	<b>-29,431</b>	<b>-32,145</b>	<b>-31,656</b>	<b>-123,256</b>	<b>-32,005</b>	<b>-31,502</b>	<b>-34,135</b>	<b>-97,642</b>	<b>-129,000</b>
YoY	5.7%	7.0%	8.8%	15.1%	9.1%	6.6%	7.0%	6.2%	6.6%	4.8%
(Percent of revenue)	41.5%	40.1%	41.7%	40.0%	40.8%	42.8%	44.0%	44.7%	43.8%	42.7%
<b>Gross profit</b>	<b>42,365</b>	<b>43,986</b>	<b>44,881</b>	<b>47,477</b>	<b>178,709</b>	<b>42,766</b>	<b>40,131</b>	<b>42,233</b>	<b>125,130</b>	<b>173,000</b>
YoY	14.1%	22.6%	8.6%	-8.3%	7.6%	0.9%	-8.8%	-5.9%	-4.7%	-3.3%
(Percent of revenue)	58.5%	59.9%	58.3%	60.0%	59.2%	57.2%	56.0%	55.3%	56.2%	57.3%
<b>SG&amp;A expenses</b>	<b>-21,066</b>	<b>-22,108</b>	<b>-21,575</b>	<b>-26,780</b>	<b>-91,529</b>	<b>-21,379</b>	<b>-20,835</b>	<b>-22,489</b>	<b>-64,702</b>	<b>-91,000</b>
YoY	8.4%	-3.3%	-7.0%	-12.9%	-4.9%	1.5%	-5.8%	4.2%	-0.1%	0.2%
(Percent of revenue)	29.1%	30.1%	28.0%	33.8%	30.3%	28.6%	29.1%	29.4%	29.0%	30.1%
<b>R&amp;D expenses</b>	<b>-6,301</b>	<b>-6,159</b>	<b>-5,747</b>	<b>-7,207</b>	<b>-25,416</b>	<b>-5,504</b>	<b>-5,440</b>	<b>-5,829</b>	<b>-16,773</b>	<b>-27,000</b>
YoY	-11.2%	-14.1%	-22.5%	8.9%	-10.2%	-12.6%	-11.7%	1.4%	-7.9%	6.9%
(Percent of revenue)	8.7%	8.4%	7.5%	9.1%	8.4%	7.4%	7.6%	7.6%	7.5%	8.9%
<b>Amortization on intangible assets associated with products</b>	<b>-2,329</b>	<b>-2,370</b>	<b>-2,383</b>	<b>-2,389</b>	<b>-9,471</b>	<b>-2,433</b>	<b>-2,071</b>	<b>-2,133</b>	<b>-6,638</b>	<b>-8,800</b>
YoY	-8.8%	-9.2%	15.7%	4.2%	-0.5%	4.5%	-12.6%	-10.5%	-6.3%	-7.1%
(Percent of revenue)	3.2%	3.2%	3.1%	3.0%	3.1%	3.3%	2.9%	2.8%	3.0%	2.9%
<b>Other income</b>	<b>303</b>	<b>908</b>	<b>155</b>	<b>182</b>	<b>1,548</b>	<b>63</b>	<b>143</b>	<b>177</b>	<b>384</b>	<b>700</b>
<b>Other expenses</b>	<b>-222</b>	<b>-1,907</b>	<b>-4,273</b>	<b>-8,900</b>	<b>-15,301</b>	<b>-357</b>	<b>-1,211</b>	<b>-638</b>	<b>-2,206</b>	<b>-2,400</b>
<b>Operating profit</b>	<b>12,750</b>	<b>12,350</b>	<b>11,058</b>	<b>2,383</b>	<b>38,541</b>	<b>13,155</b>	<b>10,718</b>	<b>11,322</b>	<b>35,195</b>	<b>44,500</b>
YoY	53.0%	—	24.6%	-66.2%	—	3.2%	-13.2%	2.4%	-2.7%	15.5%
(Percent of revenue)	17.6%	16.8%	14.4%	3.0%	12.8%	17.6%	15.0%	14.8%	15.8%	14.7%
<b>Finance income<sup>*1</sup></b>	<b>1,050</b>	<b>152</b>	<b>486</b>	<b>321</b>	<b>1,572</b>	<b>702</b>	<b>307</b>	<b>516</b>	<b>1,429</b>	<b>2,000</b>
<b>Finance expenses<sup>*1</sup></b>	<b>-168</b>	<b>-486</b>	<b>-703</b>	<b>1,744</b>	<b>-2,664</b>	<b>-407</b>	<b>-636</b>	<b>-368</b>	<b>-1,316</b>	<b>-1,500</b>
<b>Share of loss of investments accounted for using equity method</b>	<b>-764</b>	<b>-809</b>	<b>-1,357</b>	<b>-4,645</b>	<b>-7,575</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>	<b>—</b>
<b>Profit/loss before tax</b>	<b>12,868</b>	<b>11,207</b>	<b>9,484</b>	<b>-3,685</b>	<b>29,874</b>	<b>13,450</b>	<b>10,389</b>	<b>11,471</b>	<b>35,309</b>	<b>45,000</b>
YoY	41.8%	—	26.3%	—	—	4.5%	-7.3%	20.9%	5.2%	50.6%
(Percent of revenue)	17.8%	15.3%	12.3%	—	9.9%	18.0%	14.5%	15.0%	15.8%	14.9%
<b>Income tax expenses</b>	<b>-2,456</b>	<b>-2,344</b>	<b>-2,179</b>	<b>3,808</b>	<b>-3,171</b>	<b>-2,843</b>	<b>-2,291</b>	<b>-2,826</b>	<b>-7,961</b>	<b>-11,500</b>
<b>Net profit for the period</b>	<b>10,412</b>	<b>8,862</b>	<b>7,305</b>	<b>123</b>	<b>26,703</b>	<b>10,607</b>	<b>8,097</b>	<b>8,644</b>	<b>27,348</b>	<b>33,500</b>
YoY	55.5%	—	23.2%	-88.9%	—	1.9%	-8.6%	18.3%	2.9%	25.5%
(Percent of revenue)	14.4%	12.1%	9.5%	0.2%	8.8%	14.2%	11.3%	11.3%	12.3%	11.1%
<b>Net profit attributable to</b>										
Owners of the company	10,414	8,866	7,332	30	26,642	10,633	8,139	8,693	27,465	32,500
Non-controlling interests	-2	-4	-27	93	60	-26	-42	-49	-117	1,000

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.

\*1 YTD amount does not match QTD because net amount of foreign exchange gains or losses and others is recorded as either financial income or financial expenses at YTD.

## Quarterly revenue details

### ■ Revenue by business segment

(JPY millions)

	FY2023					FY2024				FY2024
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	YTD	Full Forecast
Prescription pharmaceuticals	67,183	68,209	71,622	74,010	281,025	69,257	65,731	70,320	205,308	279,512
YoY	9.9%	17.1%	8.1%	-0.8%	8.0%	3.1%	-3.6%	-1.8%	-0.8%	-0.5%
OTC pharmaceuticals	2,886	3,028	2,911	2,417	11,242	2,703	3,216	3,066	8,985	11,161
YoY	21.3%	-7.1%	15.5%	-2.1%	5.8%	-6.3%	6.2%	5.3%	1.8%	-0.7%
Medical devices	1,884	1,689	1,955	2,239	7,767	2,360	2,206	2,481	7,047	9,326
Others	435	491	538	467	1,931	451	480	502	1,433	2,001
Total	72,389	73,417	77,027	79,133	301,965	74,771	71,633	76,369	222,773	302,000
YoY	10.5%	15.8%	8.7%	-0.1%	8.2%	3.3%	-2.4%	-0.9%	0.0%	0.0%

### [Japan (location basis)]

(JPY millions)

	FY2023					FY2024				FY2024
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	YTD	Full Forecast
Prescription pharmaceuticals	37,126	36,177	40,839	46,019	160,161	36,613	34,471	35,910	106,994	145,204
YoY	-4.4%	9.9%	3.5%	-10.7%	-1.6%	-1.4%	-4.7%	-12.1%	-6.3%	-9.3%
OTC pharmaceuticals	2,628	2,737	2,562	2,169	10,096	2,461	2,924	2,795	8,180	9,987
YoY	22.7%	-6.5%	13.5%	-4.4%	5.2%	-6.4%	6.8%	9.1%	3.2%	-1.1%
Medical devices	870	813	947	955	3,585	1,088	1,039	1,081	3,208	4,025
Others	393	456	477	441	1,766	391	442	446	1,278	1,432
Total	41,016	40,182	44,825	49,584	175,608	40,553	38,876	40,231	119,660	160,649
YoY	-3.0%	8.6%	4.2%	-10.0%	-1.0%	-1.1%	-3.2%	-10.3%	-5.0%	-8.5%

### ■ Revenue by overseas region (location basis)

(JPY millions)

	FY2023					FY2024					FY2024
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	YTD	Ex. FX impact	Full Forecast
China	6,583	8,542	7,451	7,282	29,858	7,791	8,178	7,124	23,093	—	32,578
YoY	81.3%	35.1%	16.9%	39.5%	38.6%	18.4%	-4.3%	-4.4%	2.3%	-3.7%	9.1%
Asia (Not including China)	6,106	7,817	8,019	6,724	28,666	7,326	7,308	7,643	22,277	—	31,606
YoY	7.5%	32.4%	28.8%	6.6%	18.9%	20.0%	-6.5%	-4.7%	1.5%	-2.0%	10.3%
EMEA <sup>1</sup>	17,802	15,703	15,805	15,447	64,756	18,601	17,002	21,022	56,625	—	75,639
YoY	36.3%	20.4%	9.3%	29.3%	23.3%	4.5%	8.3%	33.0%	14.8%	9.1%	16.8%
Americas	883	1,173	927	96	3,078	—	—	—	—	—	—
YoY	0.1%	5.8%	16.9%	-86.4%	-11.8%	—	—	—	—	—	—
Total	31,373	33,234	32,201	29,549	126,357	33,718	32,488	35,789	101,995	—	139,823
YoY	34.9%	26.0%	15.6%	22.2%	24.3%	7.5%	-2.2%	11.1%	5.4%	—	10.7%
Overseas business sales ratio	43.3%	45.3%	41.8%	37.3%	41.8%	45.1%	45.4%	46.9%	45.8%	—	46.3%

<sup>1</sup> Europe, the Middle East and Africa

### ■ Contribution profit by region<sup>2</sup>

(JPY millions)

	FY2023					FY2024				FY2024
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	YTD	Full Forecast
Japan	15,190	13,720	17,070	22,909	68,890	13,676	13,080	12,411	39,167	52,472
YoY	-10.8%	11.3%	9.9%	-10.0%	-2.0%	-10.0%	-4.7%	-27.3%	-14.8%	-23.8%
(Percent of revenue)	37.0%	34.1%	38.1%	46.2%	39.2%	33.7%	33.6%	30.9%	32.7%	32.7%
China	2,408	3,851	3,119	2,446	11,824	3,005	3,383	3,008	9,396	12,261
YoY	134.7%	121.3%	29.9%	63.9%	77.5%	24.8%	-12.2%	-3.6%	0.2%	3.7%
(Percent of revenue)	36.6%	45.1%	41.9%	33.6%	39.6%	38.6%	41.4%	42.2%	40.7%	37.6%
Asia (Not including China)	2,676	3,751	3,565	2,504	12,496	3,356	3,493	3,385	10,234	14,497
YoY	6.7%	49.0%	33.2%	-5.5%	20.7%	25.4%	-6.9%	-5.0%	2.4%	16.0%
(Percent of revenue)	43.8%	48.0%	44.5%	37.2%	43.6%	45.8%	47.8%	44.3%	45.9%	45.9%
EMEA	7,490	7,036	6,016	4,960	25,501	6,998	6,348	9,859	23,205	30,854
YoY	64.1%	38.1%	14.8%	57.2%	41.3%	-6.6%	-9.8%	63.9%	13.0%	21.0%
(Percent of revenue)	42.1%	44.8%	38.1%	32.1%	39.4%	37.6%	37.3%	46.9%	41.0%	40.8%
Americas	-365	-159	86	180	-258	—	—	—	—	—
YoY	—	—	—	—	—	—	—	—	—	—
(Percent of revenue)	—	—	9.2%	188.8%	—	—	—	—	—	—

<sup>2</sup> Deducting cost of sales and expenses related to revenue generation from regional revenue. Regional revenue related to regional business are used to calculate contribution profit and regional revenue may differ from revenue (location basis) in the above chart. In FY2023, there was a large gap between these revenues in Americas because of streamlining and regional revenue to calculate contribution profit was JPY 1.9 billion. Reorganization in overseas in FY2023 reflects to contribution profits in FY2023 and FY2024 forecast. Annual impact in FY2023: China JPY 0.5 billion, Asia JPY 0.6 billion, EMEA JPY 2.5 billion

# Quarterly revenue details

## ■ Revenue of major products

(JPY millions)

Brand name	Region	FY2023					FY2024				FY2024 Full Forecast
		Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	YTD	
<b>Glaucoma and ocular hypertension</b>											
Cosopt	Total	6,294	6,346	6,543	6,426	25,609	7,191	6,879	6,367	20,437	26,406
	Japan	1,121	947	1,080	807	3,955	825	716	577	2,117	2,411
	Asia	1,643	1,692	1,779	1,768	6,882	1,848	1,691	1,760	5,299	7,117
	EMEA	3,530	3,706	3,684	3,851	14,772	4,518	4,472	4,030	13,021	16,879
Tapros	Total	4,884	4,725	4,460	4,452	18,521	4,252	4,279	4,395	12,926	17,105
	Japan	1,973	1,425	1,512	1,027	5,937	986	912	854	2,751	3,537
	China	320	516	398	540	1,774	606	564	602	1,772	2,181
	EMEA	2,058	2,210	1,907	2,249	8,424	2,109	2,191	2,321	6,621	8,634
Tapcom	Total	2,360	2,378	2,282	2,215	9,234	2,453	2,421	2,481	7,355	9,863
	Japan	689	565	541	397	2,192	454	420	404	1,278	1,563
	Asia	296	308	360	367	1,332	377	370	424	1,171	1,598
	EMEA	1,374	1,504	1,380	1,451	5,710	1,621	1,631	1,653	4,906	6,702
Trusopt	Total	1,272	1,216	1,303	1,135	4,927	1,312	1,238	1,291	3,841	5,012
	Japan	245	209	239	179	872	211	202	213	626	766
	Asia	105	117	110	117	449	119	112	96	327	450
	EMEA	922	891	954	839	3,606	982	924	982	2,888	3,797
Eybelis	Total	1,208	1,141	1,329	1,167	4,846	1,278	1,317	1,467	4,063	5,029
	Japan	1,117	1,029	1,228	971	4,345	1,142	1,173	1,267	3,582	4,411
	Asia	91	112	102	125	430	136	145	199	480	618
<b>Dry eye</b>											
Diquas	Total	3,610	3,704	2,934	2,362	12,610	2,762	3,209	2,592	8,563	12,232
	Japan	1,974	1,651	1,908	1,300	6,832	1,168	2,085	1,613	4,866	6,831
	China	1,098	1,255	426	537	3,315	1,026	665	434	2,125	3,039
	Asia	539	799	600	526	2,463	569	458	545	1,573	2,362
Diquas LX	Total	3,491	3,221	4,182	2,357	13,251	—	—	—	—	—
	Japan	3,491	3,221	4,182	2,357	13,251	—	—	—	—	—
Hyalein	Total	3,938	4,389	4,550	4,257	17,134	4,461	4,515	4,330	13,306	19,210
	Japan	1,414	1,210	1,463	1,098	5,184	1,236	1,364	1,116	3,715	4,411
	China	1,951	2,151	2,195	2,512	8,808	2,236	2,248	2,253	6,736	10,626
	Asia	574	1,028	893	647	3,142	989	903	961	2,854	4,173
Ikervis	Total	4,486	2,566	2,725	2,328	12,105	2,859	2,504	2,930	8,293	11,914
	Asia	377	473	550	534	1,933	528	499	508	1,535	2,498
	EMEA	4,109	2,094	2,175	1,795	10,172	2,330	2,005	2,423	6,758	9,416
Cationorm	Total	1,215	1,005	1,061	1,246	4,526	1,736	809	916	3,460	4,829
	China	—	—	—	73	73	122	8	74	204	251
	Asia	92	108	229	194	623	262	169	192	623	994
	EMEA	803	730	687	703	2,923	1,091	638	651	2,380	3,351
<b>Allergy</b>											
Alesion (Including Alesion, Alesion LX and Alesion cream)	Total	2,816	3,798	5,020	17,854	29,489	6,307	4,442	5,098	15,847	30,659
	Japan	2,766	3,750	4,979	17,810	29,305	6,251	4,392	5,000	15,643	30,421
	Asia	51	48	41	44	184	56	50	98	204	238
Verkazia	Total	416	449	417	208	1,491	436	450	586	1,472	1,536
	EMEA	301	321	360	199	1,181	414	451	586	1,450	1,514
<b>Intravitreal VEGF inhibitor</b>											
EYLEA <sup>*1</sup> (Including EYLEA 8mg)	Total	18,455	18,349	19,396	16,516	72,716	19,851	19,338	21,119	60,308	76,667
	Japan	18,455	18,349	19,396	16,516	72,716	19,851	19,338	21,119	60,308	76,667
<b>Bacterial conjunctivitis</b>											
Cravit	Total	2,935	4,157	4,658	2,953	14,703	3,387	4,379	3,260	11,027	14,657
	Japan	325	287	300	215	1,126	234	212	127	572	674
	China	1,625	2,631	2,779	1,802	8,837	2,145	2,929	1,959	7,033	9,047
	Asia	598	855	1,205	582	3,240	509	871	839	2,220	3,223
	EMEA	387	384	374	354	1,499	499	367	336	1,202	1,712
<b>Medical devices</b>											
Lentis Comfort	Total	330	324	327	280	1,262	287	262	283	832	1,180
	Japan	330	324	327	280	1,262	287	262	283	832	1,180
PRESERFLO MicroShunt	Total	892	854	1,056	1,343	4,144	1,418	1,287	1,508	4,213	6,142
	Japan	110	145	208	296	758	369	360	401	1,131	1,566
	Asia	10	18	20	18	65	26	21	30	77	259
	EMEA	772	692	828	1,029	3,320	1,023	906	1,077	3,005	4,317
OTC pharmaceuticals	Total	2,886	3,028	2,911	2,417	11,242	2,703	3,216	3,066	8,985	11,161
	Japan	2,628	2,737	2,562	2,169	10,096	2,461	2,924	2,795	8,180	9,987
	China	64	73	94	80	310	56	75	46	178	317
	Asia	194	218	255	169	836	186	216	225	627	857

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