

Quarterly revenue details

■Revenue by business segment

(JPY millions)

	FY2024					FY2025		FY2025
	Q1	Q2	Q3	Q4	Full	Q1	YTD	Full Forecast
Prescription pharmaceuticals	69,257	65,731	70,320	71,502	276,810	62,229	62,229	270,068
YoY	3.1%	-3.6%	-1.8%	-3.4%	-1.5%	-10.1%	-10.1%	-2.4%
OTC pharmaceuticals	2,703	3,216	3,066	2,594	11,578	3,133	3,133	11,577
YoY	-6.3%	6.2%	5.3%	7.3%	3.0%	15.9%	15.9%	-0.0%
Medical devices	2,360	2,206	2,481	2,697	9,745	2,900	2,900	10,321
Others	451	480	502	438	1,872	475	475	2,034
Total	74,771	71,633	76,369	77,232	300,004	68,737	68,737	294,000
YoY	3.3%	-2.4%	-0.9%	-2.4%	-0.6%	-8.1%	-8.1%	-2.0%

[Japan (location basis)]

(JPY millions)

	FY2024					FY2025		FY2025
	Q1	Q2	Q3	Q4	Full	Q1	YTD	Full Forecast
Prescription pharmaceuticals	36,613	34,471	35,910	41,631	148,625	31,955	31,955	137,031
YoY	-1.4%	-4.7%	-12.1%	-9.5%	-7.2%	-12.7%	-12.7%	-7.8%
OTC pharmaceuticals	2,461	2,924	2,795	2,427	10,607	2,987	2,987	10,810
YoY	-6.4%	6.8%	9.1%	11.9%	5.1%	21.4%	21.4%	1.9%
Medical devices	1,088	1,039	1,081	1,168	4,376	1,268	1,268	4,527
Others	391	442	446	424	1,702	431	431	1,741
Total	40,553	38,876	40,231	45,650	165,310	36,641	36,641	154,109
YoY	-1.1%	-3.2%	-10.3%	-7.9%	-5.9%	-9.6%	-9.6%	-6.8%

■Revenue by overseas region (location basis)

(JPY millions)

	FY2024					FY2025			FY2025
	Q1	Q2	Q3	Q4	Full	Q1	YTD	Ex. FX impact	Full Forecast
China ^{*1}	7,977	8,364	7,376	6,137	29,855	6,314	6,314	—	33,625
YoY	30.7%	7.0%	-8.0%	-8.7%	4.1%	-20.9%	-20.9%	-14.0%	12.6%
Asia (Not including China) ^{*1}	7,140	7,122	7,391	7,516	29,169	6,830	6,830	—	31,430
YoY	8.5%	-16.6%	-0.8%	3.2%	-2.3%	-4.3%	-4.3%	2.8%	7.8%
EMEA ^{*2}	18,601	17,002	21,022	17,697	74,322	18,561	18,561	—	74,255
YoY	4.5%	8.3%	33.0%	14.6%	14.8%	-0.2%	-0.2%	2.2%	-0.1%
Total	33,718	32,488	35,789	31,350	133,346	31,704	31,704	—	139,310
YoY	7.5%	-2.2%	11.1%	6.1%	5.5%	-6.0%	-6.0%	—	4.5%
Overseas business sales ratio	45.1%	45.4%	46.9%	40.6%	44.4%	46.1%	46.1%	—	47.4%

■Contribution profit by region^{*3}

(JPY millions)

	FY2024					FY2025		FY2025
	Q1	Q2	Q3	Q4	Full	Q1	YTD	Full Forecast
Japan	13,676	13,080	12,411	19,343	58,510	10,832	10,832	51,350
YoY	-10.0%	-4.7%	-27.3%	-15.6%	-15.1%	-20.8%	-20.8%	-12.2%
(Percent of revenue)	33.7%	33.6%	30.9%	42.4%	35.4%	29.6%	29.6%	33.3%
China ^{*1}	3,104	3,487	3,150	2,518	12,258	2,242	2,242	13,255
YoY	28.9%	-9.4%	1.0%	2.9%	3.7%	-27.8%	-27.8%	8.1%
(Percent of revenue)	38.9%	41.7%	42.7%	41.0%	41.1%	35.5%	35.5%	39.4%
Asia (Not including China) ^{*1}	3,257	3,389	3,243	3,566	13,455	2,956	2,956	13,653
YoY	21.7%	-9.7%	-9.0%	42.4%	7.7%	-9.2%	-9.2%	1.5%
(Percent of revenue)	45.6%	47.6%	43.9%	47.5%	46.1%	43.3%	43.3%	43.4%
EMEA	6,998	6,348	9,859	6,966	30,171	7,025	7,025	27,900
YoY	-6.6%	-9.8%	63.9%	40.5%	18.3%	0.4%	0.4%	-7.5%
(Percent of revenue)	37.6%	37.3%	46.9%	39.4%	40.6%	37.9%	37.9%	37.6%

^{*1} For FY2024 and FY2025 actual and FY2025 forecast, Hong Kong is accounted for in China and not Asia as it had been the case prior to this change.

^{*2} Europe, the Middle East and Africa

^{*3} 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.

Quarterly revenue details

■ Revenue of major products

(JPY millions)

Brand name	Region ^{*1}	FY2024					FY2025		FY2025 Full Forecast	
		Q1	Q2	Q3	Q4	Full	Q1	YTD		
Glaucoma and ocular hypertension										
Cosopt	Total	7,191	6,879	6,367	6,362	26,799	6,293	6,293	24,850	
	Japan	825	716	577	413	2,530	433	433	1,361	
	Asia	1,825	1,670	1,742	1,682	6,919	1,578	1,578	7,014	
	EMEA	4,518	4,472	4,030	4,231	17,252	4,269	4,269	16,379	
Tapros	Total	4,252	4,279	4,395	3,535	16,461	3,808	3,808	15,386	
	Japan	986	912	854	565	3,316	611	611	2,759	
	China	605	575	613	679	2,472	598	598	1,864	
	Asia	553	602	607	576	2,337	575	575	2,704	
Tapcom	EMEA	2,109	2,191	2,321	1,715	8,336	2,025	2,025	8,059	
	Total	2,453	2,421	2,481	2,307	9,661	2,133	2,133	9,712	
	Japan	454	420	404	284	1,562	304	304	1,201	
	China	16	20	36	10	82	1	1	193	
Eybelis	Asia	361	350	388	399	1,499	359	359	1,580	
	EMEA	1,621	1,631	1,653	1,613	6,519	1,469	1,469	6,738	
	Total	1,278	1,317	1,467	1,228	5,291	1,363	1,363	5,504	
	Japan	1,142	1,173	1,267	1,042	4,625	1,169	1,169	4,612	
Catilanze	Asia	135	144	199	184	662	193	193	885	
	Total	—	39	14	88	141	145	145	1,109	
	EMEA	—	39	14	88	141	145	145	1,109	
	Total	137	213	263	298	911	308	308	1,798	
Rocklatan/Roclanda	Asia	—	0	2	2	4	5	5	23	
	EMEA	137	213	261	296	908	303	303	1,775	
	Dry Eye									
	Diquas	Total	2,762	3,209	2,592	2,571	11,134	2,521	2,521	9,493
Japan		1,168	2,085	1,613	1,635	6,501	1,589	1,589	4,848	
China		1,026	667	435	376	2,504	446	446	2,072	
Asia		569	457	544	560	2,130	486	486	2,573	
Diquas LX	Total	—	—	—	—	—	—	—	4,131	
	Japan	—	—	—	—	—	—	—	4,131	
	Hyalein	Total	4,461	4,515	4,330	3,590	16,896	3,516	3,516	15,886
		Japan	1,236	1,364	1,116	975	4,690	808	808	3,368
China		2,236	2,259	2,263	1,553	8,312	1,795	1,795	8,407	
Asia		989	892	950	1,062	3,893	913	913	4,111	
Ikervis	Total	2,859	2,504	2,930	2,996	11,290	3,195	3,195	12,132	
	Asia	495	482	466	504	1,947	507	507	2,215	
	EMEA	2,330	2,005	2,423	2,391	9,149	2,686	2,686	9,777	
	Cationorm	Total	1,736	809	916	864	4,324	952	952	4,490
China		175	6	101	0	283	42	42	679	
Asia		210	171	164	164	709	175	175	808	
EMEA		1,091	638	651	700	3,080	662	662	3,003	
Allergy										
Alesion (including Alesion, Alesion LX, Alesion cream, Epinastine and Epinastine LX)	Total	6,307	4,442	5,098	15,855	31,702	3,347	3,347	26,861	
	Japan	6,251	4,392	5,000	15,750	31,393	3,229	3,229	26,504	
	Asia	56	50	98	105	309	118	118	357	
	Verkazia	Total	436	450	586	349	1,821	678	678	2,267
China		—	—	—	—	—	0	0	145	
EMEA		414	451	586	349	1,799	678	678	2,121	
Intravitreal VEGF inhibitor										
EYLEA ^{*2} (Including EYLEA 8mg)	Total	19,851	19,338	21,119	17,744	78,052	20,113	20,113	71,575	
	Japan	19,851	19,338	21,119	17,744	78,052	20,113	20,113	71,575	
	Bacterial conjunctivitis									
	Cravit	Total	3,387	4,379	3,260	2,614	13,641	2,753	2,753	13,393
Japan		234	212	127	106	679	123	123	420	
China		2,146	2,973	1,999	1,373	8,492	1,636	1,636	8,287	
Asia		508	827	799	761	2,895	656	656	3,086	
Slowing Myopia progression	EMEA	499	367	336	374	1,576	337	337	1,600	
	Total	—	—	—	—	—	150	150	1,606	
	Japan	—	—	—	—	—	150	150	1,413	
	EMEA	—	—	—	—	—	—	—	193	
Medical devices										
PRESERFLO MicroShunt	Total	1,418	1,287	1,508	1,840	6,053	1,945	1,945	7,007	
	Japan	369	360	401	549	1,680	604	604	1,746	
	Asia	26	21	30	43	120	47	47	157	
	EMEA	1,023	906	1,077	1,248	4,253	1,294	1,294	5,050	
OTC pharmaceuticals	Total	2,703	3,216	3,066	2,594	11,578	3,133	3,133	11,577	
	Japan	2,461	2,924	2,795	2,427	10,607	2,987	2,987	10,810	
	Asia	186	216	225	159	786	146	146	767	

^{*1} For FY2024 and FY2025 actual and FY2025 forecast, Hong Kong is accounted for in China and not Asia as it had been the case prior to this change.

^{*2} Co-promoted product of Bayer Yakuhin, Ltd. (MAH)