

Protecting the World's Vision

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- Information given in presentation contains certain forward-looking statements concerning forecasts, projections and plans whose realization is subject to risk and uncertainty from a variety of sources. Actual results may differ significantly from forecasts.
- Business performance and financial condition are subject to the effects of medical regulatory changes made by the governments of Japan and other nations concerning medical insurance, drug pricing and other systems, and to fluctuations in market variables such as interest rates and foreign exchange rates.
- The process of drug research and development from discovery to final approval and sales is long, complex and uncertain. Individual compounds are subject to a multitude of uncertainties, including the termination of clinical development at various stages and the non-approval of products after a regulatory filing has been submitted. Forecasts and projections concerning new products take into account assumptions concerning the development pipelines of other companies and any co-promotion agreements, existing or planned. The success or failure of such agreements could affect business performance and financial condition significantly.
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- Santen Pharmaceutical is reliant on specific companies for supplies of certain raw materials used in production. Business performance could be affected significantly by the suspension or termination of supplies of such raw materials if such an event were to adversely affect supply capabilities for related final products.
- This presentation includes discussions of certain Santen products marketed in certain markets and compounds in clinical trials, as well as competitors and their products and compounds in clinical trials which are given for illustrative purposes only. Such discussions may include views subject to data interpretation that may or may not be views shared by regulatory authorities in the various regions in which the Company operates.

Santen Overall

- Specialized in ophthalmology since 1890



天機に参与する

*Tenki ni sanyo suru*¹

Values

¹ **“Exploring the secrets and mechanisms of nature in order to contribute to people’s health”**

Santen’s original interpretation of a passage from chapter 22 of *Zhongyong (The Doctrine of the Mean)* by Confucius.

We think carefully about what is essential, decide clearly what we should do, and act quickly.

Mission Statement

By focusing on ophthalmology, Santen develops unique scientific knowledge and organizational capabilities that contribute to the well-being of patients, their loved ones and consequently to society.

Our Contributions to Better Serve Patients in Ophthalmology



2002



Dimple Bottle®

2012



Eylea: Co-promoted product of Bayer Yakuhin, Ltd. (MAH)

2014

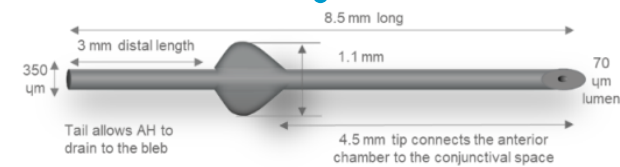


Acquisition of Glaucoma products from MSD

2015



2016



PreserFlo¹ microshunt

2018



¹*PreserFlo* is the new name of the pipeline project which has been known by dev code DE-128 and/or trade name *InnFocus MicroShunt* in Europe

Continuous Growth and Expansion Globally While Contributing to Ophthalmology

Revenue exceeded
200 billion yen
in FY2017



Achieved **30%**
overseas revenue
composition



Increased sales
regions / countries:
approx. **50** → **64**

FY2013 FY2017



Enhanced and
advanced pipeline





OPHTHALMOLOGY

Strong and Broad Commitment

From front to back of the eye

From standard to innovative

From compounds to products

All kinds of
Disease areas

All kinds of
Treatment options

Capabilities of
• **Industrialization**
• **Commercialization**
• **Globalization**

**Answering the needs in
each region**

Broad product lineup

**Product
development**

Thorough Customer Focus

Specialized Expertise

Answering the Needs in Each Region

EMEA

Needs

- Preservative free products

Answer

- Providing products ahead of competition

Asia

Needs

- Respond to diverse environments across countries

Answer

- Geographic expansion and more countries with direct sales

Japan

Needs

- Latest treatment and scientific information for best outcomes

Answer

- Strong and effective MR platform in home market

>> Enhancing QOL for Patients Around the World <<

Broad Product Lineup Covering All Disease Areas



Glaucoma	Retina	Dry Eye	Allergy	Others	
Cosopt	Eylea	Diquas	Alesion	Cravit	Kary Uni
Tapros		Hyalein		Flumetholon	Oftan Catachrom
Trusopt		Ikervis			
Tapcom		Cationorm			

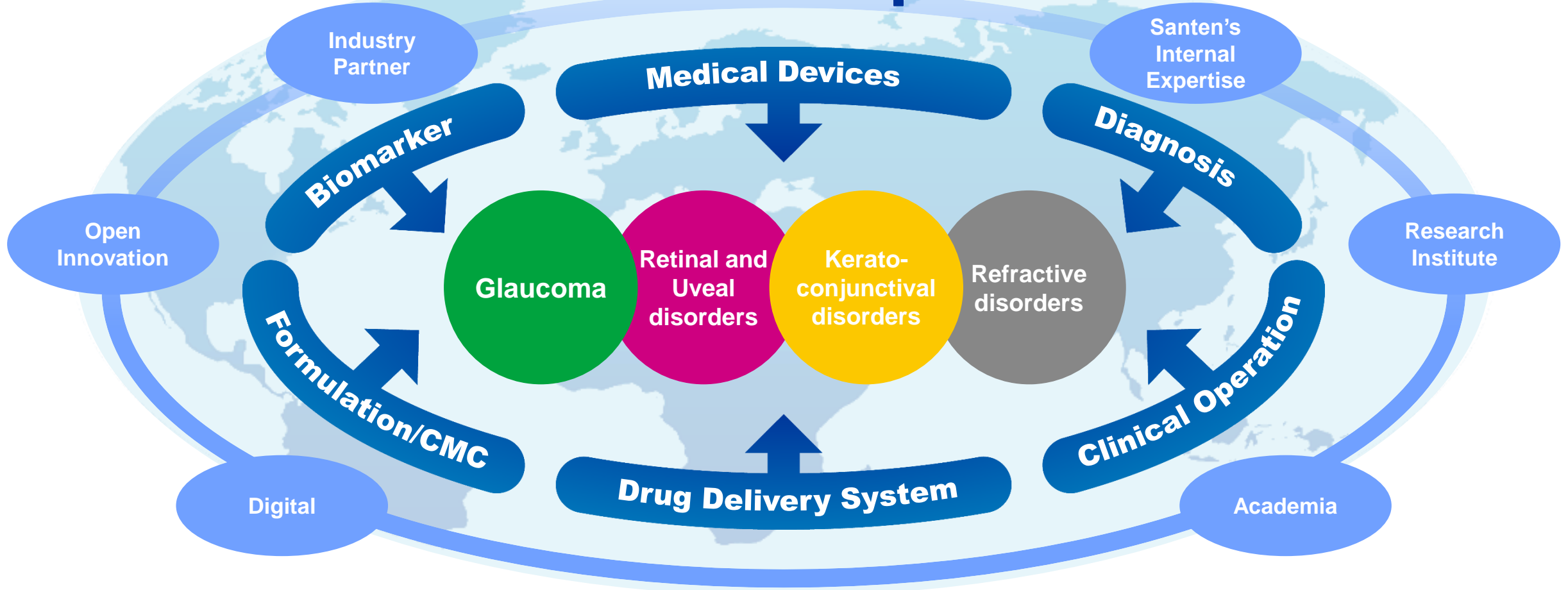
Product Development to Satisfy Wide Ranging Needs

Improving Treatments

Unmet
Medical Needs

Reducing Patient Burden

Santen's Product Development



Efficient Product Development



BAUSCH+LOMB



GlaxoSmithKline



PeptiDream

AGC ASAHI GLASS



RIKEN
Since 1917



Expanding Partnerships globally



Daiichi-Sankyo



Chongqing Kerui Pharmaceutical
(Group) Co., Ltd.



Helen Keller
INTERNATIONAL



SUCAMPO
The Science of Innovation



INTERNATIONAL COUNCIL
of OPHTHALMOLOGY



Instituts
thématiques

Inserm

UBE / UBE INDUSTRIES, LTD.



Regenerative
Patch Technologies™

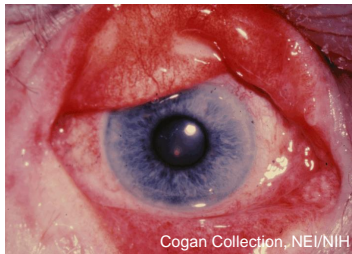
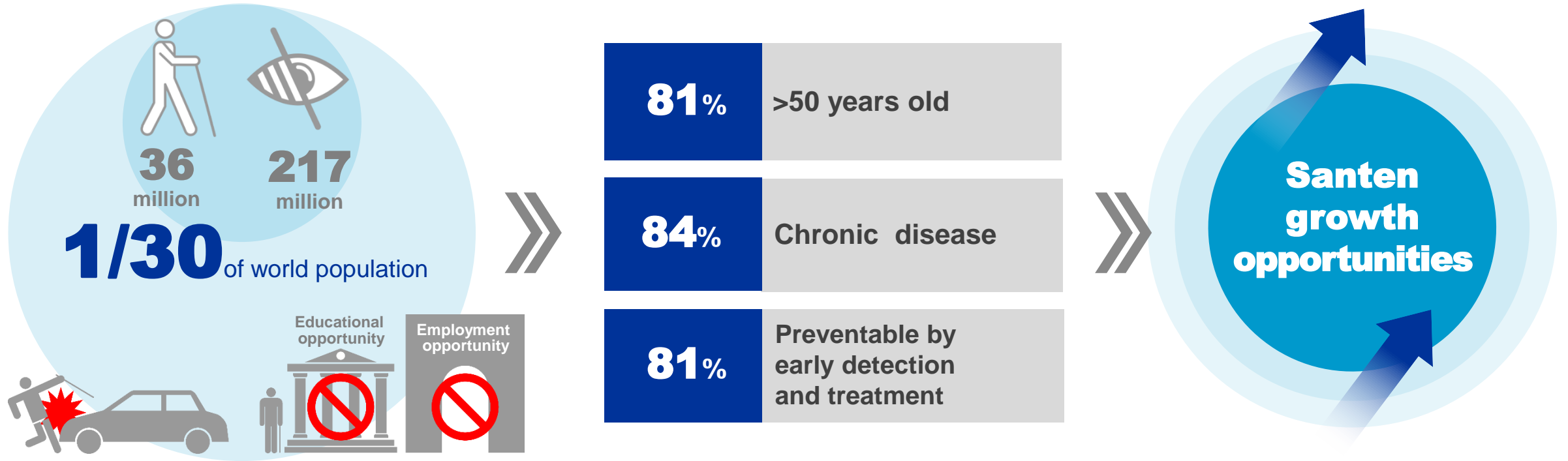


DURECT

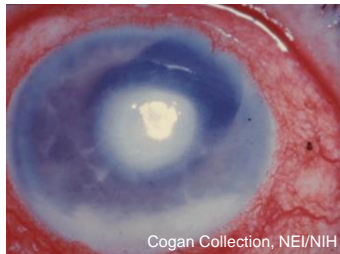
Capturing Growth Opportunities



Ophthalmic Industry: Needs and Direction



Allergic blepharoconjunctivitis



Purulent endophthalmitis secondary to infection



Cataract



Glaucoma patient view at end-stage



Age-related macular degeneration patient view

	FY2015	FY2020	FY2030	FY2015 to FY2030
Total Population	3.8 bil	4.0 bil	4.2 bil	1.1x
Over 40 Population	1.4 bil	1.5 bil	1.8 bil	1.3x
Market Scale* (USD)	1.7 bil	2.5~3.0 bil	5.0~6.0 bil	Over 3.0x

**Asia 18 countries/areas (excluding Japan)*

*Asia Market Scale

: Based on IQVIA MIDAS 2015 excluding S01S, L, Korea OTC and China retail/ 10 countries + India.

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FY2020, FY2030: Santen estimates.

Asia Business Strategy: By Leveraging Santen's Unique Strength

Accelerating growth in Asia

supported by experience and knowledge gained in
Japan, Europe and US

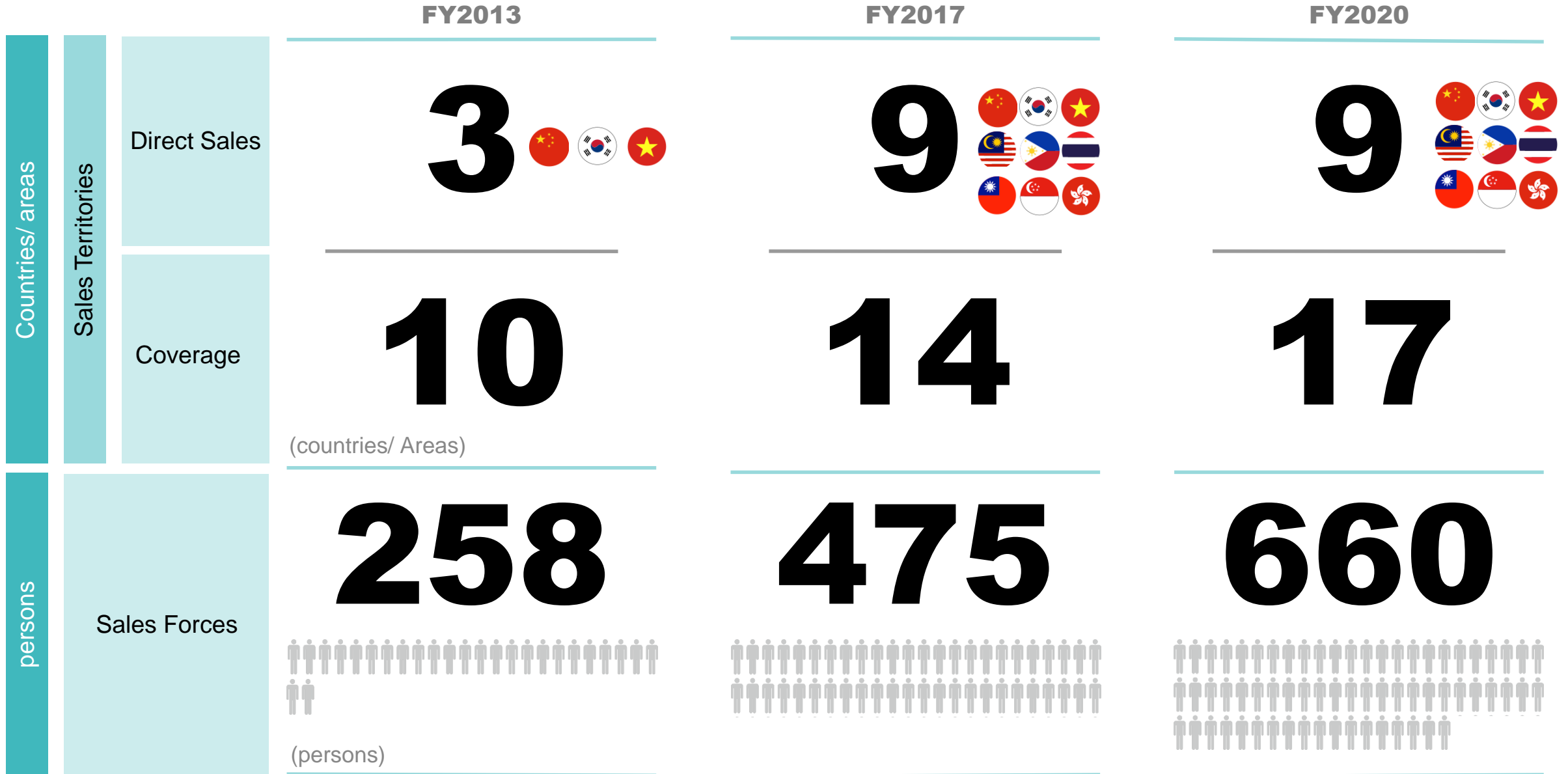


- Global Influencer
 - Collaborate with academia and KOLs
 - Regulatory understanding / skill
 - Human resources
- Recent growing presence

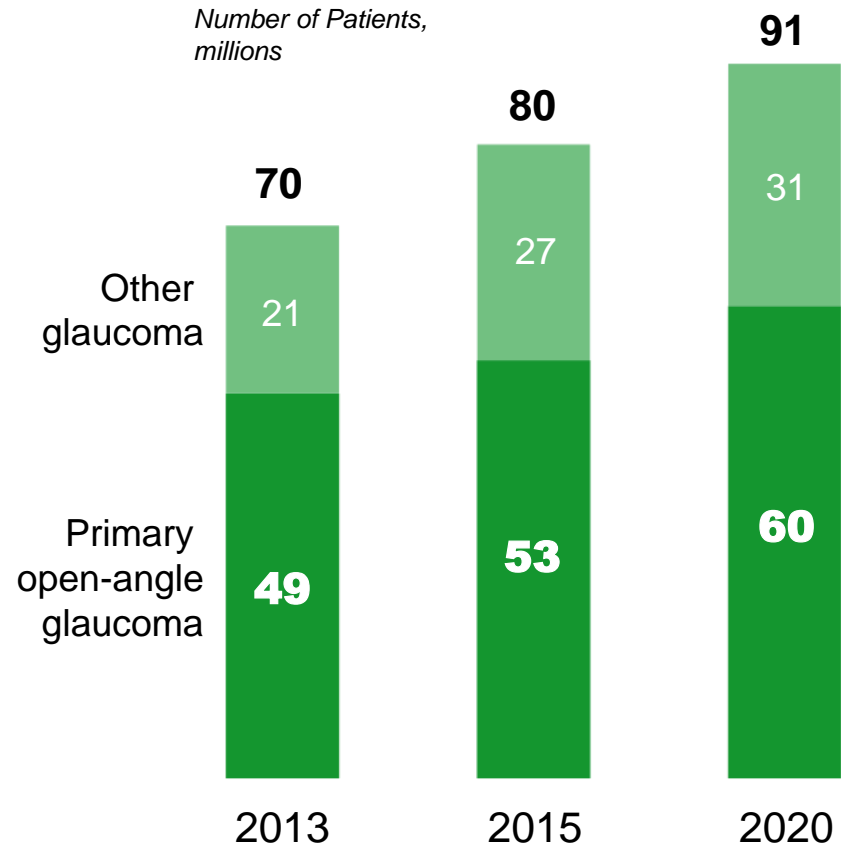
- Growing market
- High organizational capacity
- Sales and manufacturing network

- Business model supports high market share, know-how
- Manufacturing, quality assurance capability
- Strong #1 position in home market

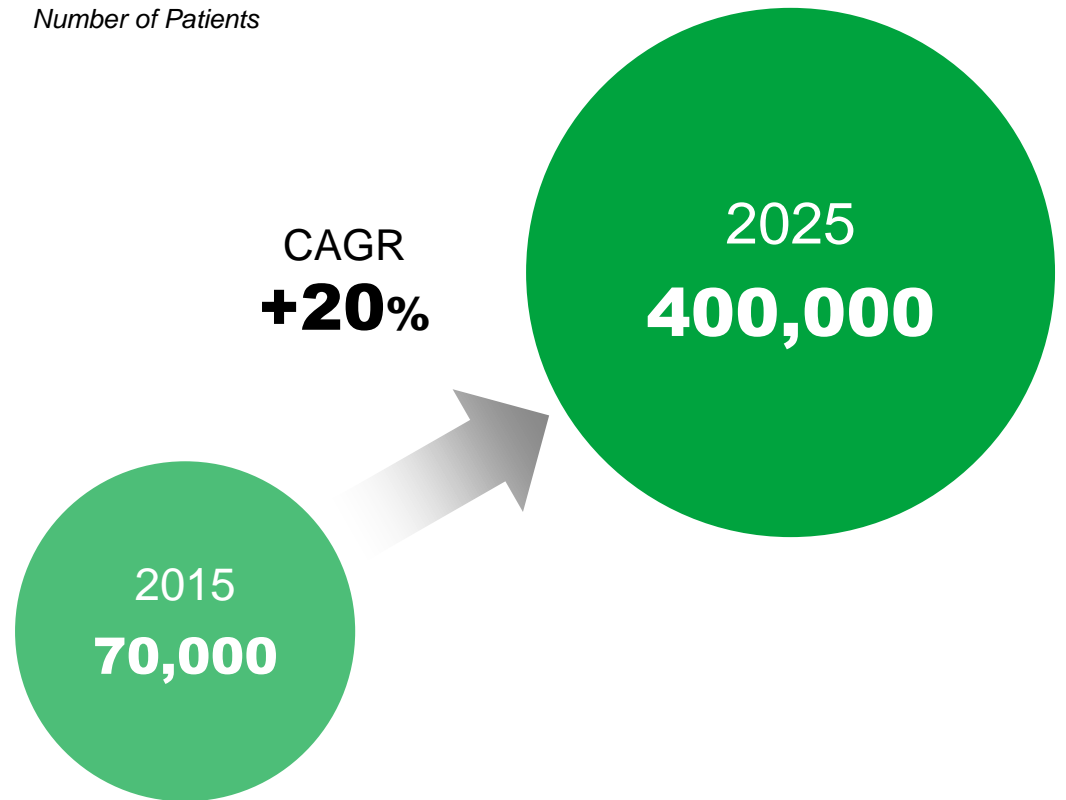
Santen's Business Expansion in Asia



Global Glaucoma Patient Population



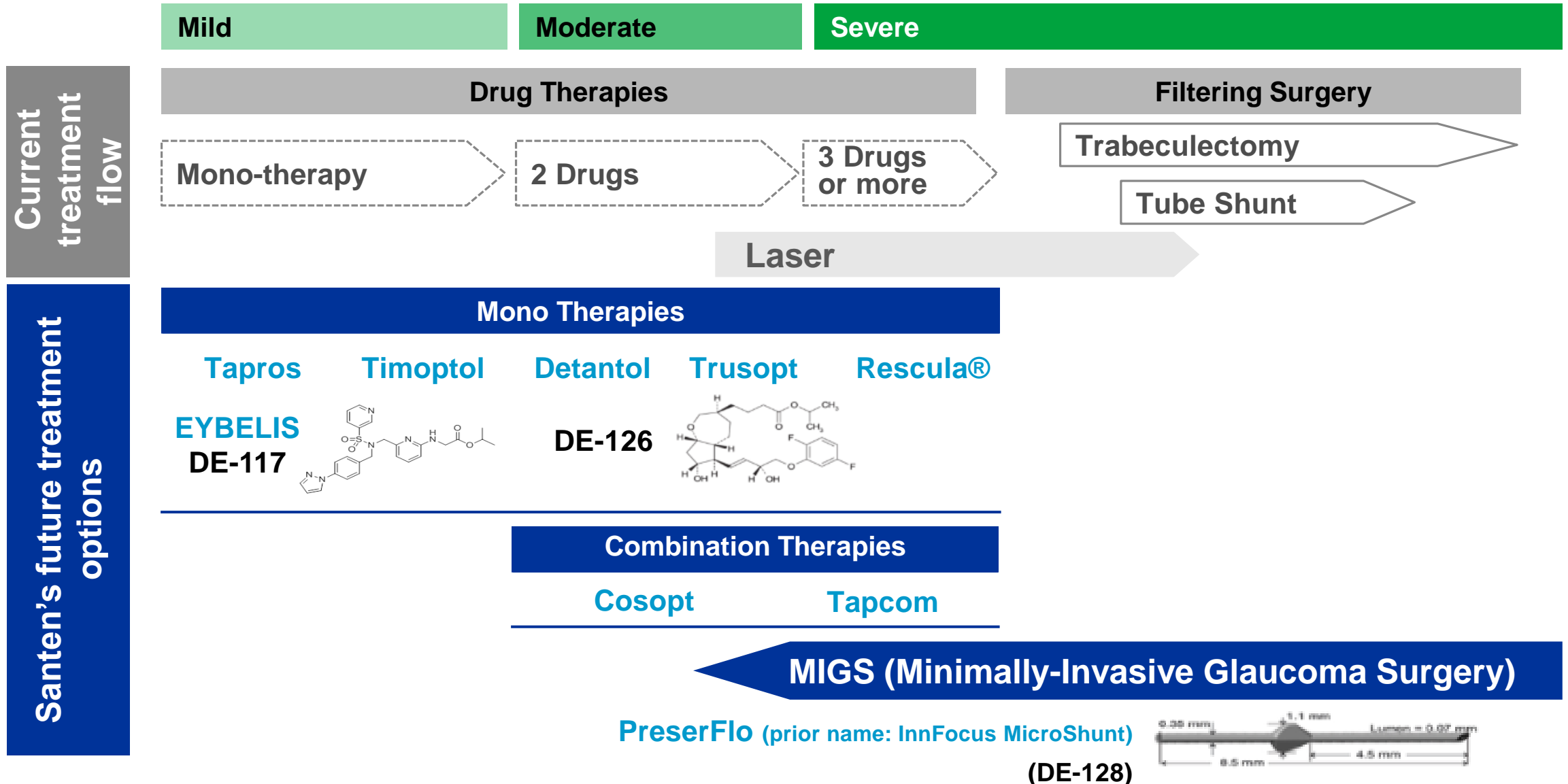
U.S. Demand for Minimally-Invasive Glaucoma Surgery (MIGS)



Sources: Market Scope, *Br J Ophthalmol.* 2006 Mar; 90(3): 262–267., Santen estimates

Santen's Glaucoma Portfolio

-Positioning to Address All Stages of Glaucoma



Developing Pipeline with New Value

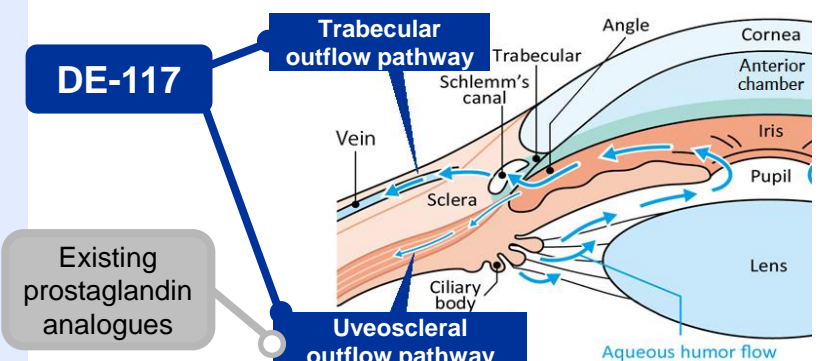
DE-117: First-in-class IOP management

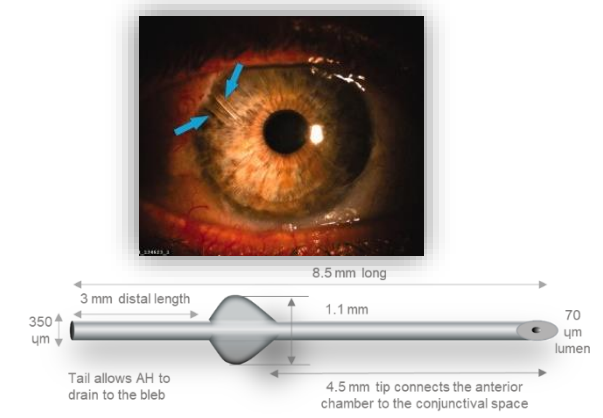
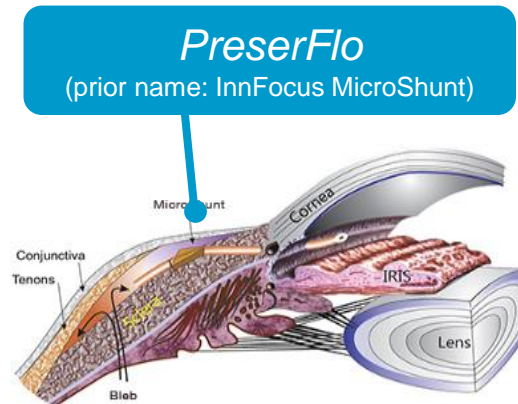
Japan: Launched as **EYBELIS**; Asia: conducting P3; US: Conducting P3

DE-128: New implant surgery for POAG

US: conducting P2/3; EU: **Soft Launch**

POAG: primary open angle glaucoma

	DE-117	Existing prostaglandin analogues
Mechanism of action	EP2 receptor agonist	FP receptor agonist
Aqueous humor outflow pathway	<div style="border: 1px solid #0070C0; padding: 5px; display: inline-block; background-color: #0070C0; color: white; border-radius: 5px;">DE-117</div> 	



Aiming for leading efficacy and greater safety compared to existing surgical methods

Santen's Sustainable Growth into the Future

- To become a “Specialized pharmaceutical Company
with a Global Presence”



Vision 2020: Long-Term Vision Based on Santen's Values

2013

2017

2020

**Specialized Pharmaceutical
Company with a Global
Presence**

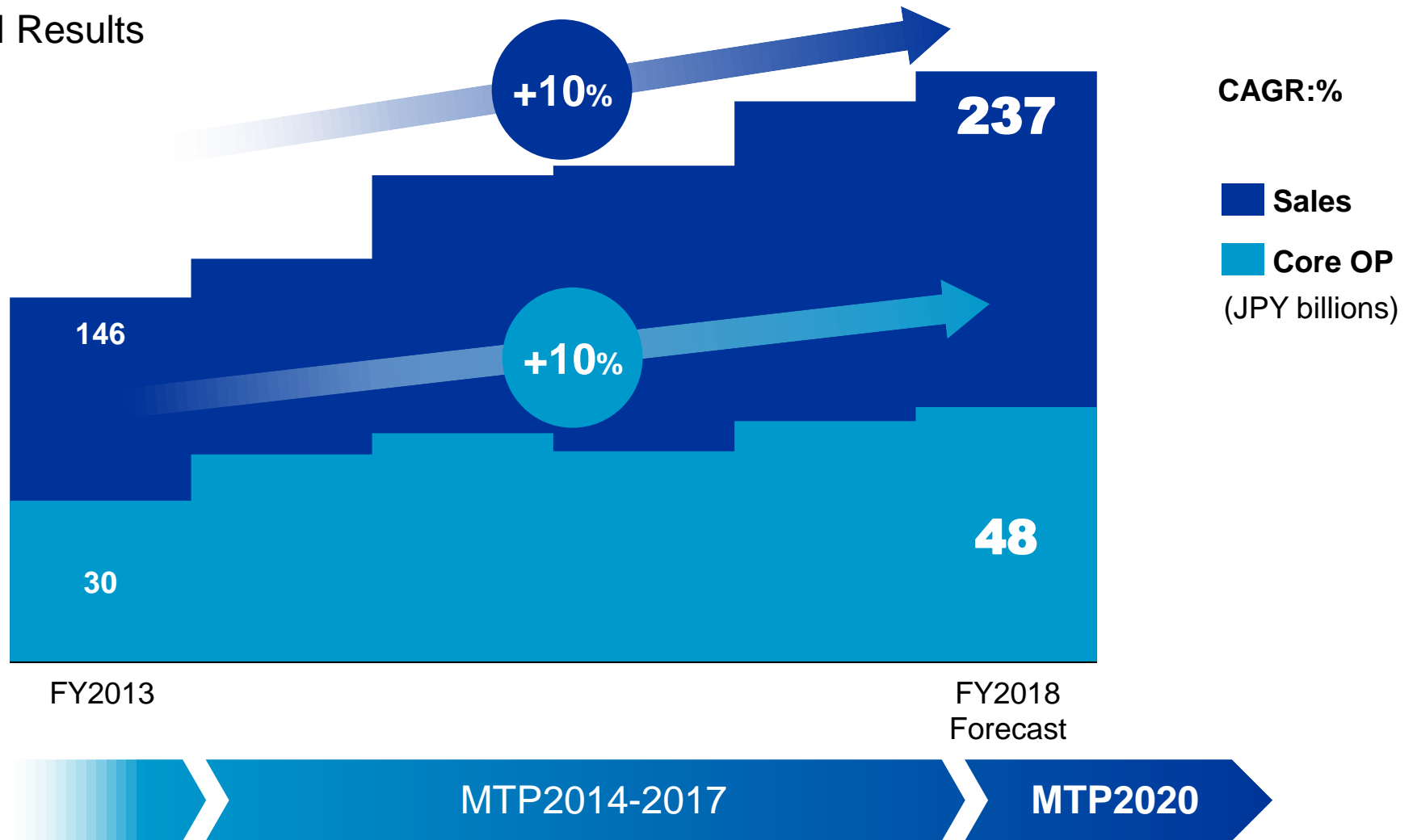
Maximize new global product value

Build and reinforce overseas businesses

Strengthen Japan business framework and competitiveness

Steady Earnings Growth with Ophthalmology Specialization

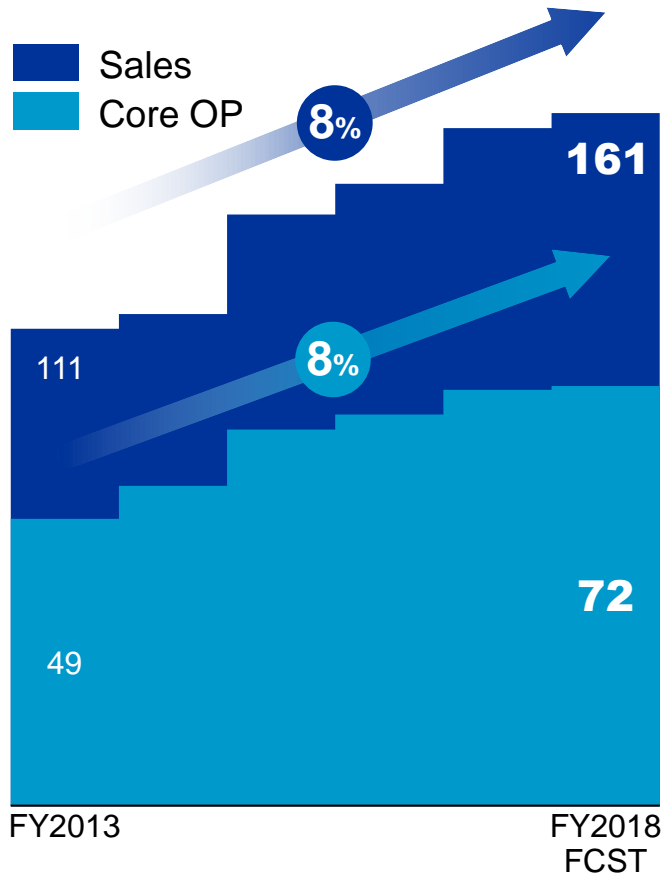
Consolidated Results



Steady Earnings Growth with Ophthalmology Specialization

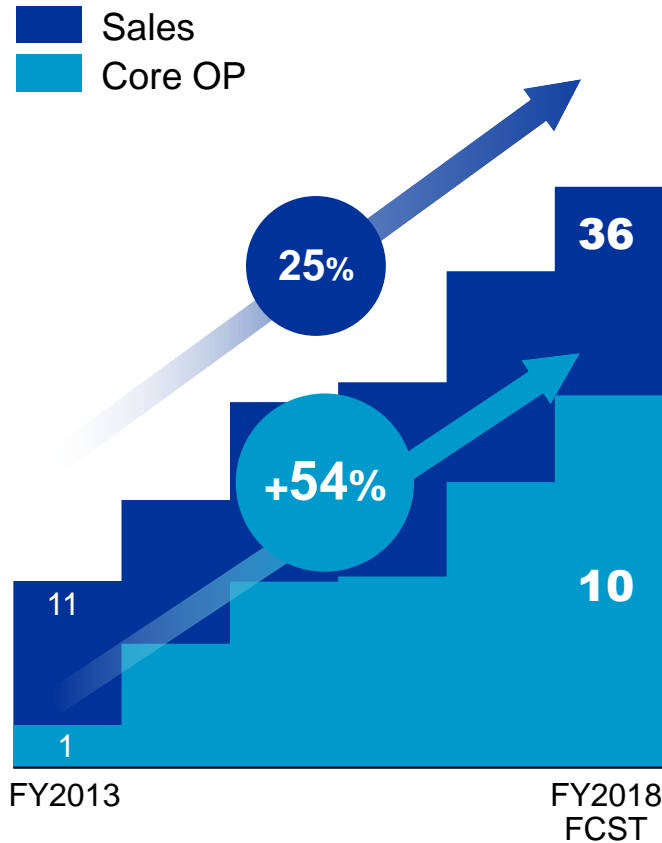
Continuous growth in Japan

CAGR:% (JPY billions)



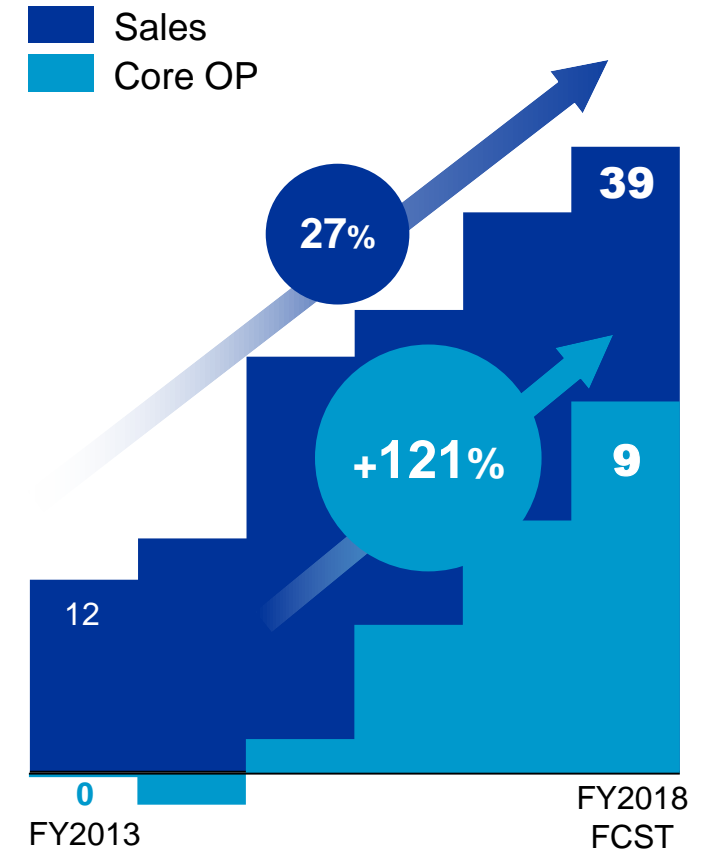
Strong Growth in Asia

CAGR:% (JPY billions)



Rapid growth in EMEA

CAGR:% (JPY billions)



Start North America Business with Differentiated Products



- **Differentiated Pipeline/ Products:**
DE-128, DE-109, DE-117, DE-076C
- **Tailored Strategy to each Pipeline / Product**



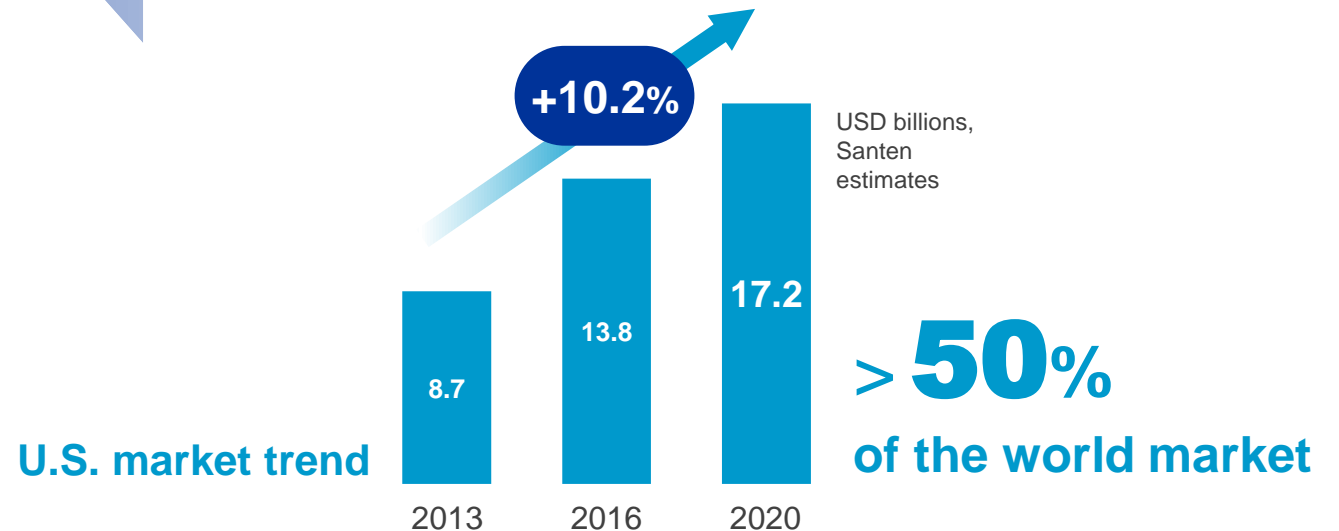
#1



growing



innovative



Pipeline Launch Targets

As of January 7, 2019

	FY2018	FY2019	FY2020~
Glaucoma	DE-117 Japan		DE-117 Asia / US DE-126 Japan / US DE-128 US / Europe
Retina			DE-109 US DE-122 US
Dry Eye	DE-089 China DE-076B Asia		
Allergy	DE-076C Europe	DE-076C Canada	DE-114A Japan
Others			DE-127 Asia

Protecting the World's Vision

**Continuous Journey to Maximize
the Joy of Vision All Over the World**



**Always Pursuing Further Contribution to
Ophthalmology
as a Unique and Specialized Presence in the Field**



The logo for Santen features a large, stylized letter 'S' on the left. The 'S' is composed of two overlapping shapes: a light blue shape on top and a darker blue shape on the bottom, creating a sense of depth and movement. To the right of the 'S', the word 'Santen' is written in a bold, dark blue, sans-serif typeface.

A Clear Vision For Life™