

Santen CEO Small Meeting

Santen Pharmaceutical Co., Ltd.
December 3, 2020

People with Eye Problems will Increase Further

**Visually impaired
or blind**



2.2bn



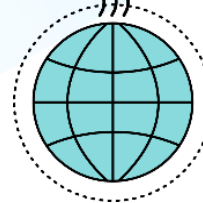
Population growth



Aging world



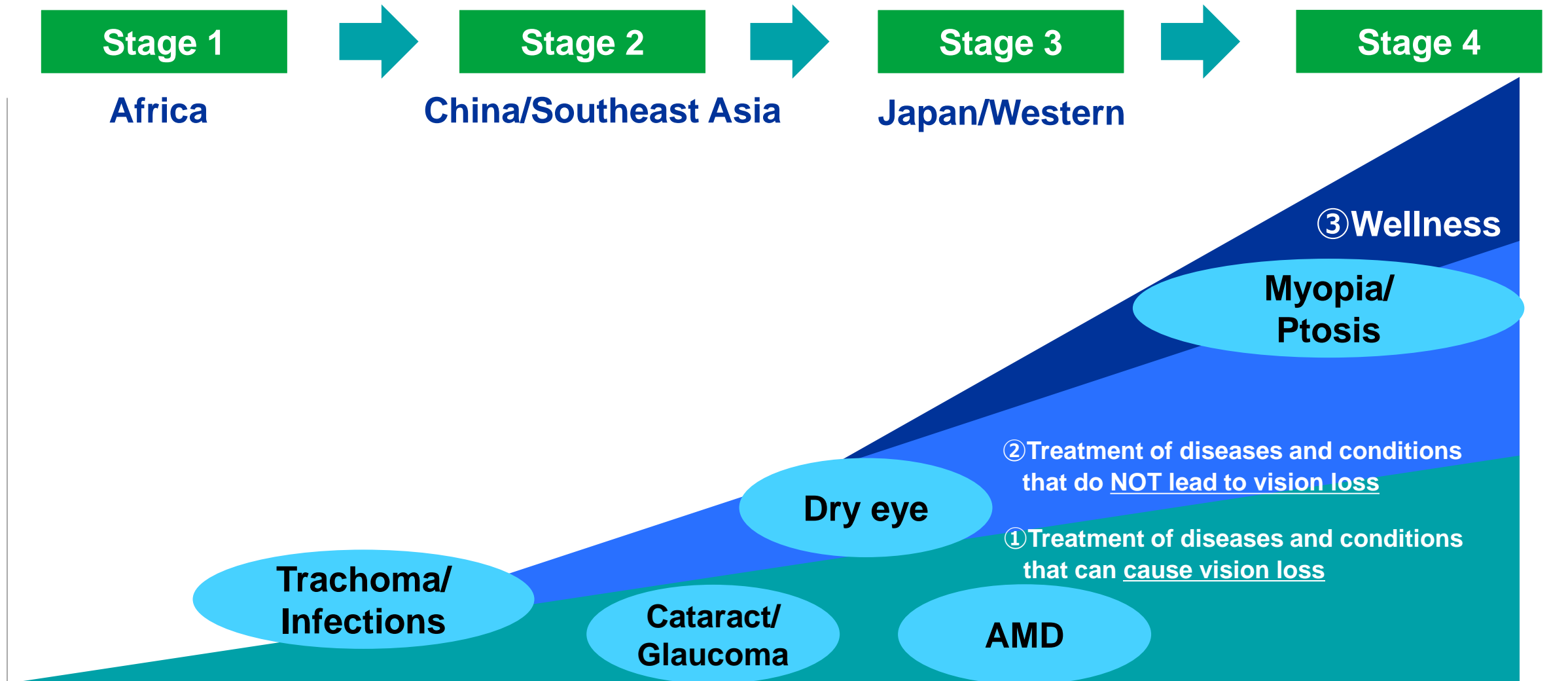
Lifestyle change



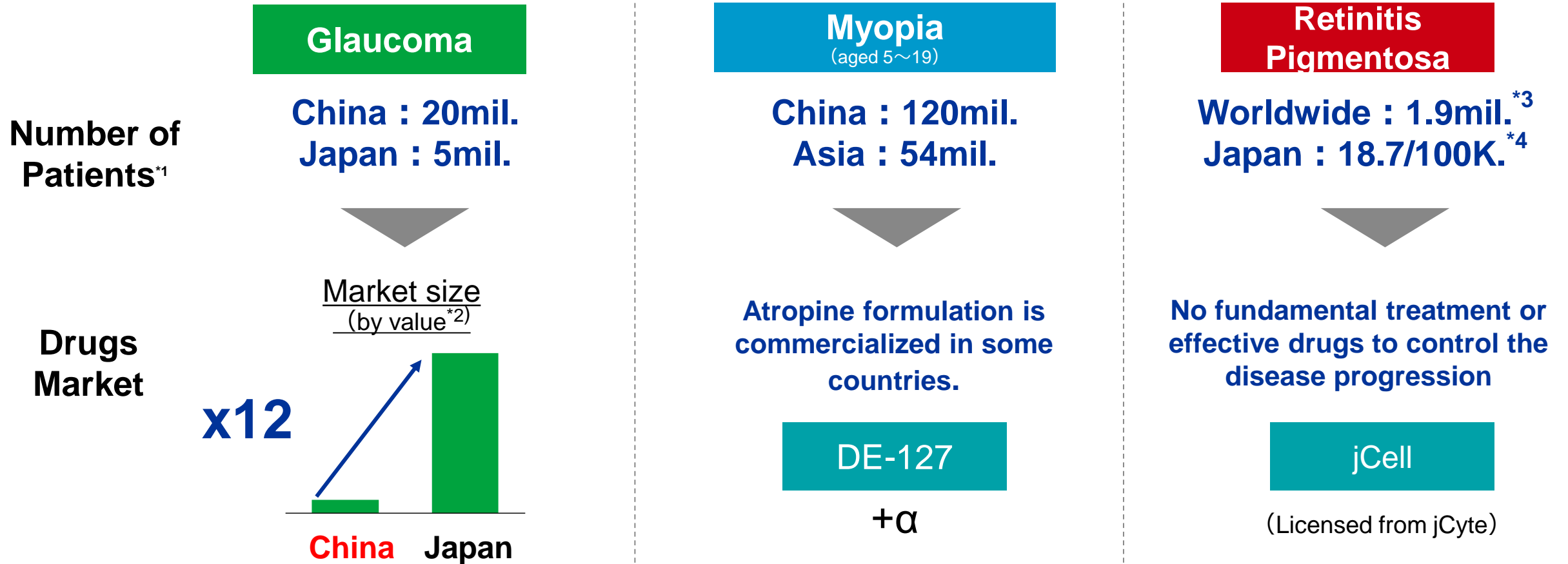
Environmental change

Source : WHO World report on vision

Ophthalmic Disease Landscape



Ophthalmic Disease and Drugs Market



Regional and Business Growth Led by Ecosystem Development and New Modality

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 *2: Copyright © 2020 IQVIA. IQVIA MIDAS 2019.1Q-4Q; Santen analysis based on IQVIA data. Reprinted with permission. *3 Hamel C. Retinitis pigmentosa. Orphanet J Rare Dis. 2006;1:40. *4: Japanese Ophthalmological Society

Santen Business Model

Sustainable growth enabled by our specialized knowledge with external expertise and technology

- (1) Ophthalmology
- (2) Wellness
- (3) Inclusion



Competitiveness as a specialized company

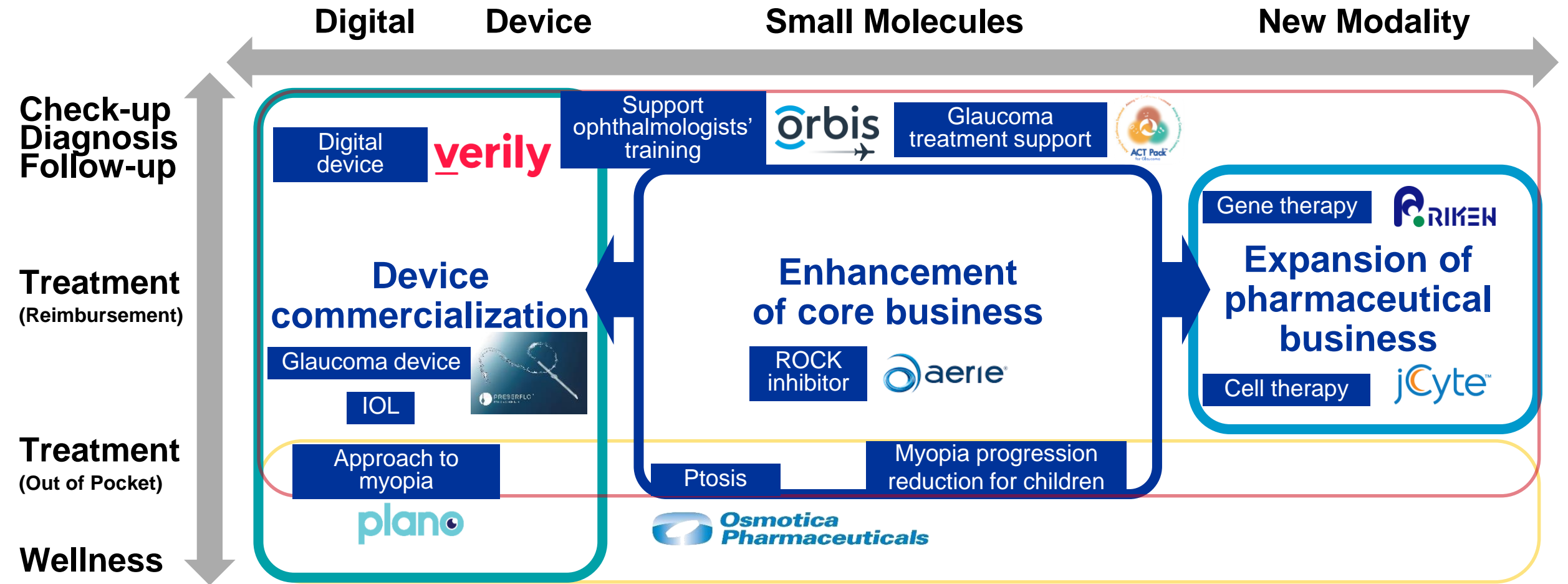
Specialized ophthalmology products and services (contribute to the development of ophthalmology)

Contribute to SDGs



Expanding Solutions in Ophthalmology

Expansion of portfolio through active partnerships

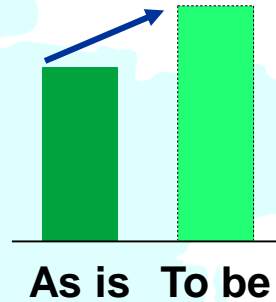


Reprinted from JPM conference material in January 2021.

Growth Scenario Image over Mid-to-Long Term by Regions

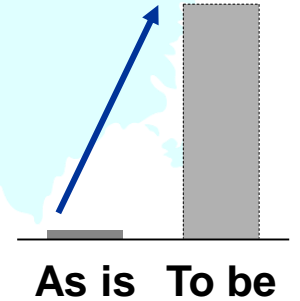
EMEA

- Steady growth enhanced by glaucoma and new products business
- Functioning as a global hub



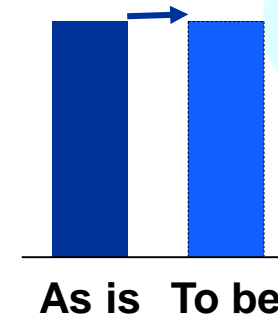
US

- Ready to enter into the market through the launch of DE-128 and the acquisition of Eyevance
- Aim to swiftly turn profitable through inorganic growth including products from outside partners



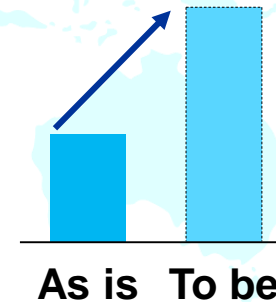
Japan

- Minimize the impact from patent expiration by adding new products and maintain our presence



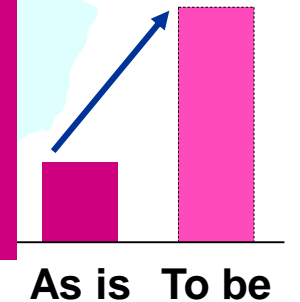
China

- Possible impact in a short-term, but continuous growth will be expected based on the population growth and ecosystem development
- Enhance products portfolio



Asia

- Developed countries or regions: Maintain steady growth by new product launch
- Developing countries or regions : Further expand by establishing ecosystem

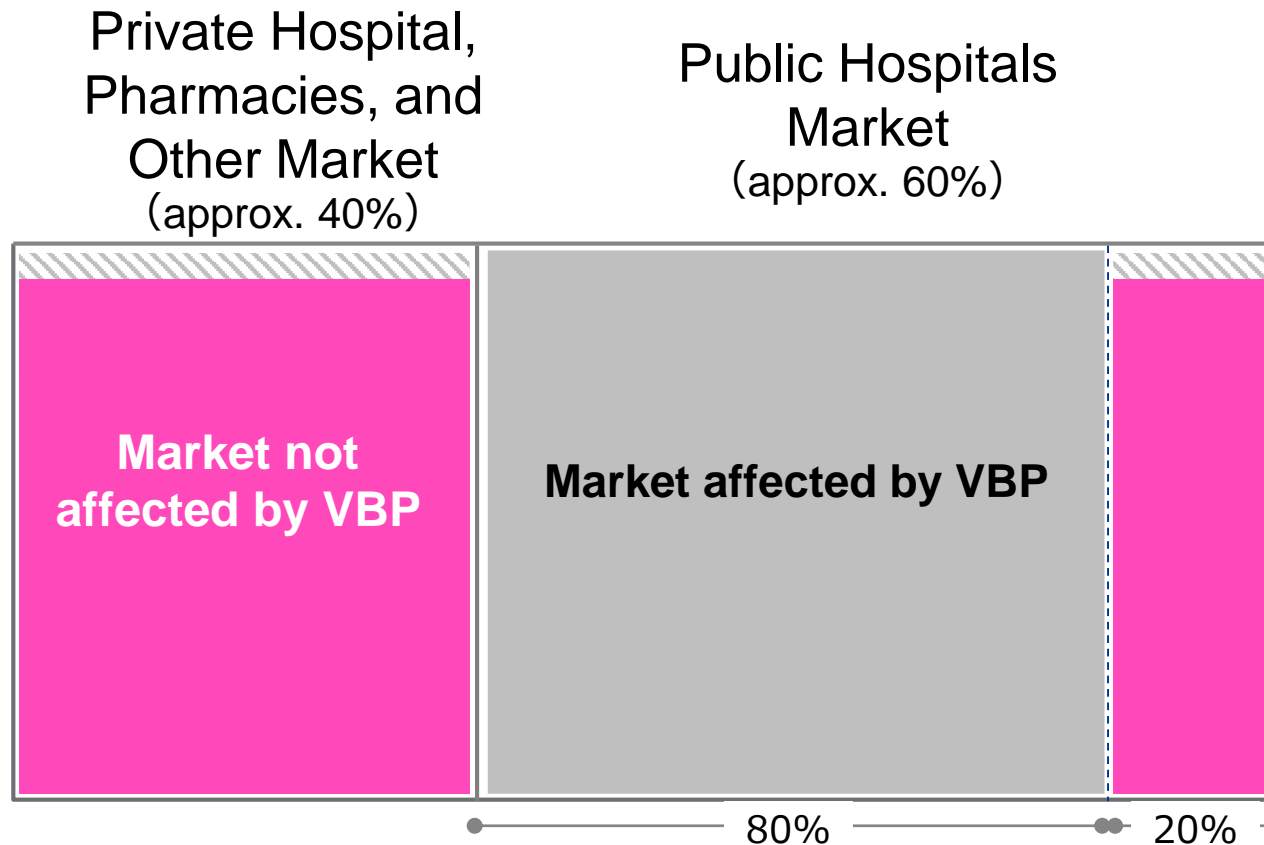


Appendix

VBP*1 Impact on Cravit in China

- Cravit was listed for VBP*1
- Short-term impact on sales revenues and profits

Market structure of Levofloxacin 0.5% (volume) *2



*1: Value-Based Purchasing: Government assurances on purchase volume for the successful bidders.

*2: Estimated by Santen

