



Santen Report 2023

Year ended March 31, 2023

Happiness with Vision





CORE PRINCIPLE

天機に参与する

Tenki ni sanyo suru

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

* Santen's original interpretation of a passage from the *Zhongyong* (The Doctrine of the Mean) by Confucius

WORLD VISION

Happiness with Vision

The Happiest Life for every individual,
through the Best Vision Experience



Number of People Affected Worldwide

Myopia
2.6 bil.

Ptosis
and
eyelid conditions
Approx. **1.0 bil.**

Dry eye
Approx. **1.0 bil.**

Age-related
macular
degeneration
196 mil.

Presbyopia
1.8 bil.

Glaucoma
76 mil.

Diabetic
retinopathy
146 mil.

At a Glance

Since its founding in 1890, Santen has contributed to patients and their loved ones. As a company specialized in ophthalmology with a strong global presence, Santen will continue to support people's eye health and contribute to patients with eye problems worldwide.



133-year
history



Number of patients who have benefited from our treatment¹

50 million



Countries/Regions

Over **60**



Overseas sales ratio

36%



Japan, China, Asia²

No.1



Market share in Japan³

53.5%



Ratio of sales from prescription pharmaceuticals (Rx)

93%



Annual production volume⁴

400 million units



¹ As of FY2021. Estimated total no. of patients to which Santen contributed (disease areas: inflammation/allergies, cornea, glaucoma, cataracts) in FY2019 was approx. 43 million, calculated based on JMDC's estimated total no. of patients for Santen's Rx products and Santen's shipment data.

² Internal estimate based on external data, and research ³ Copyright © 2023 IQVIA. JPM 2022.4-2023.3, Santen analysis based on IQVIA data. Reprinted with permission. ⁴ 5mL unit equivalent (Where not specified, figures are as of March 31, 2023.)

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Learn more about how we continue to tackle social issues relating to eye health, and the ways in which we leverage our strengths to contribute to patients, based on our CORE PRINCIPLE and WORLD VISION, which describe the world Santen ultimately aspires to achieve.

Target & Strategy

This section introduces Santen's strategies for creating corporate value through the new medium-term management plan, which will serve as the compass for re-growth. It also explains our financial strategies and the business foundation supporting further growth.

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