

# Supplemental Materials of FY9/22 Consolidated Financial Results

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November 10 , 2022

**Fuji Pharma Co., Ltd.**

TSE:PRIME 4554



# Summary of FY9/22 Consolidated Financial Results

(¥million)	reference		FY9/22 Full Year New accounting standards	YoY Change (Old accounting standards)		FY9/22 Forecast New accounting standards	vs Fcst Progress Ratio
	FY9/21 Full Year Old accounting standards	FY9/21 Full Year New accounting standards		Amount	Ratio		
Net Sales	33,990	32,645	<b>35,426</b>	1,436	4.2%	35,966	98.5%
Gross Profit	14,751	13,406	<b>14,558</b>	▲ 193	-1.3%	-	-
Gross Margin	43.4%	41.1%	<b>41.1%</b>	-	-	-	-
SG&A Expenses	11,402	10,056	10,781	▲ 621	-5.4%	-	-
SG&A Margin	33.5%	30.8%	<b>30.4%</b>	-	-	-	-
Operating Profit	3,349	3,349	3,777	428	12.8%	3,490	108.2%
Operating Margin	9.9%	10.3%	<b>10.7%</b>	-	-	9.7%	-
Ordinary Profit	3,250	3,250	3,725	475	14.6%	3,540	105.2%
Ordinary Margin	9.6%	10.0%	<b>10.5%</b>	-	-	9.8%	-
Profit Attributable to Owners of Parent	2,432	2,432	2,696	264	10.9%	2,562	105.2%
Profit Margin	7.2%	7.4%	<b>7.6%</b>	-	-	7.1%	-
EBITDA *1	5,243	5,243	6,252	1,009	19.2%	5,250	119.1%
EBITDAR *2	7,689	7,689	8,738	1,049	13.6%	8,059	108.4%
Capital Expenditure	3,392	3,392	7,150	3,758	110.8%	7,172	99.7%
Depretiation (Including Leased Equipment)	1,893	1,893	2,475	582	30.7%	1,760	140.6%
R&D Expenses	2,446	2,446	2,485	39	1.6%	2,809	88.5%
R&D Expenses Ratio	7.2%	7.5%	<b>7.0%</b>	-	-	7.8%	-

\* 1) EBITDA : Gross Profit – SG&A Expenses + Depretiation (Including Leased Equipment)

\* 2) EBITDAR : Gross Profit – SG&A Expenses + Depretiation (Including Leased Equipment) + R&D Expenses

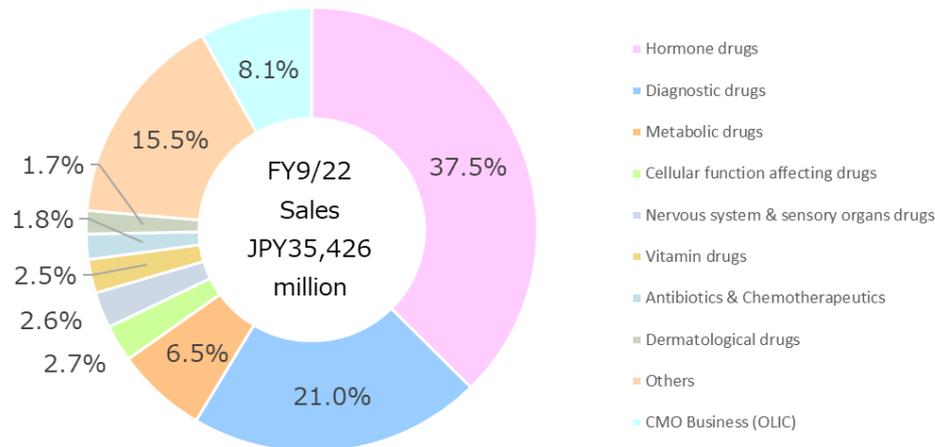
※ From the beginning of FY9/22, to apply “The Accounting Standards for Recognizing Revenues” (corporate accounting standard No. 29), the above-mentioned FY9/22 consolidated financial results and consolidated forecast is the figure after the application of new accounting standards.

# Sales by Therapeutic Category

(¥million)	FY9/18	FY9/19	FY9/20	FY9/21	FY9/22	YoY Change	
	Old accounting standards	Old accounting standards	Old accounting standards	Old accounting standards	New accounting standards	Amount	Ratio
Hormone drugs	10,981	10,741	10,363	11,758	<b>13,301</b>	1,543	13.1%
Diagnostic drugs	14,323	10,827	8,570	8,310	<b>7,447</b>	▲ 863	-10.4%
Metabolic drugs	2,882	3,074	3,216	2,917	<b>2,318</b>	▲ 599	-20.5%
Cellular function affecting drugs	881	932	966	1,002	<b>948</b>	▲ 54	-5.4%
Nervous system & sensory organs drugs	165	1,099	1,200	1,170	<b>924</b>	▲ 246	-21.0%
Vitamin drugs	391	407	379	401	<b>868</b>	467	116.5%
Antibiotics & Chemotherapeutics	801	820	689	595	<b>651</b>	56	9.4%
Dermatological drugs	505	537	538	558	<b>601</b>	43	7.7%
Others	4,500	5,298	5,335	5,144	<b>5,498</b>	354	6.9%
<i>Of which, CMO Business (FUJI)</i>	<i>1,471</i>	<i>2,303</i>	<i>2,798</i>	<i>3,146</i>	<i>3,622</i>	<i>476</i>	<i>15.1%</i>
CMO Business (OLIC)	2,476	2,539	2,532	2,131	<b>2,866</b>	735	34.5%
<b>Total</b>	<b>37,909</b>	<b>36,279</b>	<b>33,793</b>	<b>33,990</b>	<b>35,426</b>	<b>1,436</b>	<b>4.2%</b>

※CMO Business (OLIC) is the amount after consolidation adjustment

## Sales Breakdown by Therapeutic Category



※ From the beginning of FY9/22, to apply “The Accounting Standards for Recognizing Revenues” (corporate accounting standard No. 29), the above-mentioned FY9/22 sales by therapeutic category is the figure after the application of new accounting standards. Therefore, YoY changes(in amount and ratio) are for reference only.

# Sales of Top 15 Products

Product Name (¥million)	Therapeutic Category	FY9/18 Old accounting standards	FY9/19 Old accounting standards	FY9/20 Old accounting standards	FY9/21 Old accounting standards	FY9/22 New accounting standards	YoY Change		FY9/22 Budget
							Amount	Ratio	
★IOPAMIDOL injection	Diagnostic drugs	6,769	7,192	6,401	6,224	<b>5,996</b>	▲ 228	-3.7%	5,829
★IOHEXOL injection	Diagnostic drugs	2,010	2,287	2,172	2,088	<b>1,707</b>	▲ 381	-18.2%	1,703
Favoir <sup>®</sup> tablets	Hormone drugs	552	768	1,019	1,331	<b>1,663</b>	332	24.9%	1,541
DIENOGEST tablets	Hormone drugs	828	1,136	1,311	1,734	<b>1,652</b>	▲ 82	-4.7%	1,741
Filgrastim BS Injection Syringe	Metabolic drugs	<u>1,721</u>	<u>1,974</u>	<u>2,299</u>	<u>2,069</u>	<b>1,492</b>	▲ 577	-27.8%	<u>1,784</u>
◆UTROGESTAN <sup>®</sup> vaginal capsules	Hormone drugs	<u>649</u>	<u>788</u>	<u>712</u>	<u>889</u>	<b>1,218</b>	329	37.1%	<u>1,093</u>
LEVONORGESTREL tablets	Hormone drugs	-	431	660	847	<b>1,062</b>	215	25.4%	857
Labellefill <sup>®</sup> tablets	Hormone drugs	526	709	862	1,002	<b>960</b>	▲ 42	-4.2%	1,294
LUNABELL <sup>®</sup> tablets (LD/ULD)	Hormone drugs	<u>2,769</u>	<u>1,583</u>	<u>1,045</u>	978	<b>955</b>	▲ 23	-2.4%	767
GABAPEN <sup>®</sup> Tablets/Syrup	Nervous system & sensory organs drugs	-	<u>943</u>	<u>1,104</u>	<u>1,092</u>	<b>885</b>	▲ 207	-19.0%	<u>1,107</u>
DEXART <sup>®</sup> injection	Hormone drugs	870	894	874	961	<b>865</b>	▲ 96	-10.0%	898
◆HMG injection	Hormone drugs	880	811	752	883	<b>736</b>	▲ 147	-16.6%	675
F-meno <sup>®</sup> capsules	Hormone drugs	-	-	-	-	<b>681</b>	-	-	-
◆BUSERELIN nasal solution	Hormone drugs	443	441	402	460	<b>582</b>	122	26.4%	457
◆FOLYRMON <sup>®</sup> -P injections□	Hormone drugs	638	632	560	408	<b>484</b>	76	18.5%	633
Total Top 15 Sales		18,661	20,597	19,468	20,971	<b>20,945</b>	▲ 26	-0.1%	-
Pct. Of Total Sales		49.2%	56.8%	57.6%	61.7%	59.1%			-
Other Products		16,771	13,142	11,792	10,887	<b>11,614</b>	727	6.7%	-
CMO Business (OLIC)		2,476	2,539	2,532	2,131	<b>2,866</b>	735	34.5%	2,457
Total		37,909	36,279	33,793	33,990	<b>35,426</b>	1,436	4.2%	35,966
[Reference]Branded contrast media		5,288	1,255	0	0	<b>0</b>			

Acute Medical Care Women's Healthcare

★Product name change : IOPAMIDOL injection (Former name : OYPALOMIN<sup>®</sup> injection) , IOHEXOL injection (Former name : IOPAQUE<sup>®</sup> injection)

◆Infertility Treatment drugs

\* Underlined products are the Fuji Pharma branded drugs (branded drugs·branded generic drugs (transferred products) and biosimilars)

\* CMO Business (OLIC) is the amount after consolidation adjustment

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## Note on forecast and prospects

The financial forecasts and other projections provided in this presentation are based on information available at the time of its compilation and it therefore contains an element of uncertainty and potential risks.

Actual results may differ significantly from these forecasts for a number of reasons.

It should also be noted that the views and/or facts presented here may be altered or deleted without prior notification.

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### Contact Information

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**Fuji Pharma Co., Ltd.**  
**Corporate Planning Section**  
**Corporate Planning Department**  
**Corporate Strategy Division**

**E - Mail** : fsk\_ir@fujipharma.jp

**U R L** : <https://www.fujipharma.jp/>

