

Supplemental Materials of 1Q FY9/23 Consolidated Financial Results

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Fuji Pharma Co., Ltd.

TSE:PRIME 4554



FujiPharma

Summary of FY9/23 1Q Consolidated Financial Results

(¥million)	FY9/22	FY9/23	YoY Change		FY9/23	vs Fcst
	1Q	1Q	Amount	Ratio	Forecast	Progress Ratio
Net Sales	9,446	9,996	550	5.8%	43,311	23.1%
Gross Profit	4,005	4,034	29	0.7%	-	-
Gross Margin	42.4%	40.4%	-	-	-	-
SG&A Expenses	2,442	2,843	401	16.4%	-	-
SG&A Margin	25.9%	28.4%	-	-	-	-
Operating Profit	1,562	1,190	▲ 372	-23.8%	4,048	29.4%
Operating Margin	16.5%	11.9%	-	-	9.3%	-
Ordinary Profit	1,581	1,579	▲ 2	-0.1%	4,088	38.6%
Ordinary Margin	16.7%	15.8%	-	-	9.4%	-
Profit Attributable to Owners of Parent	1,118	1,114	▲ 4	-0.4%	2,974	37.5%
Profit Margin	11.8%	11.1%	-	-	6.9%	-
EBITDA *1	2,103	1,823	▲ 280	-13.3%	6,747	27.0%
EBITDAR *2	2,665	2,493	▲ 172	-6.5%	10,585	23.6%
Capital Expenditure	2,577	469	▲ 2,108	-81.8%	5,715	8.2%
Depreciation (Including Leased Equipment) *3	540	632	92	17.0%	2,699	23.4%
R&D Expenses	562	670	108	19.2%	3,838	17.5%
R&D Expenses Ratio	5.9%	6.7%	-	-	8.9%	-

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

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

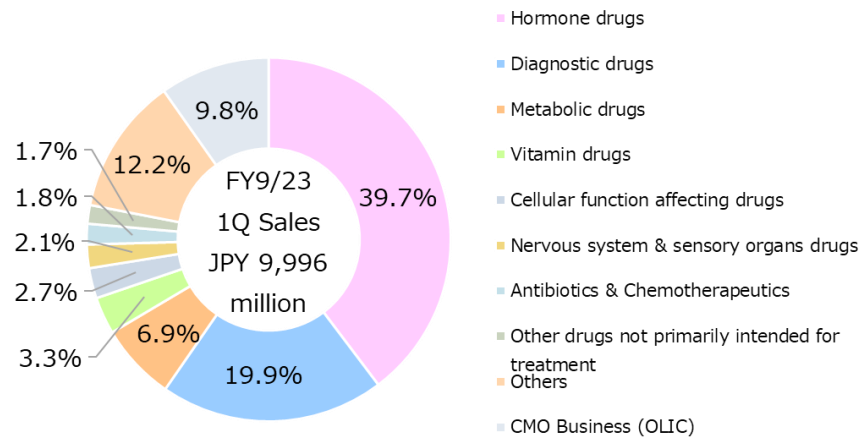
* 3) There was an error in the full-year forecast figures for Depreciation (Including Leased Equipment), so they have been corrected.

Sales by Therapeutic Category

(¥million)	FY9/22 1Q	FY9/23 1Q	YoY Change	
			Amount	Ratio
Hormone drugs	3,335	3,968	633	19.0%
Diagnostic drugs	2,249	1,989	▲ 260	-11.6%
Metabolic drugs	696	685	▲ 11	-1.6%
Vitamin drugs	108	330	222	205.6%
Cellular function affecting drugs	264	269	5	1.9%
Nervous system & sensory organs drugs	304	209	▲ 95	-31.3%
Antibiotics & Chemotherapeutics	167	183	16	9.6%
Other drugs not primarily intended for treatment	-	165	-	-
Others	1,584	1,217	▲ 367	-23.2%
<i>Of which, CMO Business (FUJI)</i>	961	782	▲ 179	-18.6%
CMO Business (OLIC)	736	976	240	32.6%
Total	9,446	9,996	550	5.8%

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

Sales Breakdown by Therapeutic Category



Sales of Major Products

Product Name (¥million)	Therapeutic Category	FY9/22 1Q	FY9/23 1Q	YoY Change		FY9/23	
				Amount	Ratio	Budget	Progress Ratio
★IOPAMIDOL injection	Diagnostic drugs	1,755	1,605	▲ 150	-8.5%	6,496	24.7%
◆UTROGESTAN [®] vaginal capsules	Hormone drugs	<u>230</u>	555	<u>325</u>	<u>141.3%</u>	<u>1,396</u>	<u>39.8%</u>
Filgrastim BS Injection Syringe	Metabolic drugs	<u>464</u>	485	<u>21</u>	<u>4.5%</u>	<u>1,665</u>	<u>29.1%</u>
F-meno [®] capsules	Hormone drugs	55	484	<u>429</u>	<u>780.0%</u>	<u>3,500</u>	<u>13.8%</u>
DIENOGEST tablets	Hormone drugs	525	476	▲ 49	-9.3%	2,082	22.9%
Favoir [®] tablets	Hormone drugs	433	453	20	4.6%	2,215	20.5%
★IOHEXOL injection	Diagnostic drugs	527	404	▲ 123	-23.3%	1,719	23.5%
Labellefille [®] tablets	Hormone drugs	280	271	▲ 9	-3.2%	1,769	15.3%
DEXART [®] injection	Hormone drugs	221	246	25	11.3%	835	29.5%
FOLIAMIN [®] TABLETS/POWDER/INJECTION	Vitamin drugs	-	225	-	-	<u>823</u>	<u>27.3%</u>
LEVONORGESTREL tablets	Hormone drugs	216	224	8	3.7%	1,199	18.7%
LUNABELL [®] tablets (LD/ULD)	Hormone drugs	<u>266</u>	213	<u>▲ 53</u>	<u>-19.9%</u>	<u>872</u>	<u>24.4%</u>
GABAPEN [®] Tablets/Syrup	Nervous system & sensory organs drugs	<u>294</u>	199	<u>▲ 95</u>	<u>-32.3%</u>	<u>725</u>	<u>27.4%</u>
◆BUSERELIN nasal solution	Hormone drugs	138	166	28	20.3%	627	26.5%
◆HMG injection	Hormone drugs	246	162	▲ 84	-34.1%	643	25.2%
Total Top 15 Sales		5,657	6,175	518	9.2%	26,570	23.2%
Pct. Of Total Sales		59.9%	61.8%			61.3%	
Other Products		3,053	2,845	▲ 208	-6.8%	13,330	21.3%
CMO Business (OLIC)		736	976	240	32.6%	3,410	28.6%
Total		9,446	9,996	550	5.8%	43,311	23.1%

Acute Medical Care

Women's Healthcare

★Product name change : IOPAMIDOL injection (Former name : OYPALOMIN[®] injection) , IOHEXOL injection (Former name : IOPAQUE[®] 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



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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