

Supplemental Materials of FY9/22 3Q Consolidated Financial Results

August 5, 2022

Fuji Pharma Co., Ltd.

TSE:PRIME 4554



Summary of FY9/22 3Q Consolidated Financial Results

(¥million)	reference		FY9/22 1Q-3Q New accounting standards	YoY Change (Old accounting standards)		FY9/22 Forecast New accounting standards	vs Fcst Progress Ratio
	FY9/21 1Q-3Q Old accounting standards	FY9/21 1Q-3Q New accounting standards		Amount	Ratio		
Net Sales	25,498	24,562	26,470	972	3.8%	35,966	73.6%
Gross Profit	11,126	10,190	11,152	26	0.2%	-	-
Gross Margin	43.6%	41.5%	42.1%	-	-	-	-
SG&A Expenses	7,526	6,590	7,539	13	0.2%	-	-
SG&A Margin	29.5%	26.8%	28.5%	-	-	-	-
Operating Profit	3,600	3,600	3,612	12	0.3%	3,490	103.5%
Operating Margin	14.1%	14.7%	13.6%	-	-	9.7%	-
Ordinary Profit	3,604	3,604	3,828	224	6.2%	3,540	108.1%
Ordinary Margin	14.1%	14.7%	14.5%	-	-	9.8%	-
Profit Attributable to Owners of Parent	2,641	2,641	2,642	1	0.0%	2,562	103.1%
Profit Margin	10.4%	10.8%	10.0%	-	-	7.1%	-
EBITDAR *1	6,382	6,382	7,077	695	10.9%	8,059	87.8%
EBITDA *2	4,979	4,979	5,352	373	7.5%	5,250	101.9%
Capital Expenditure	2,734	2,734	4,445	1,711	62.6%	7,172	62.0%
Depreciation (Including Leased Equipment)	1,379	1,379	1,740	361	26.2%	1,760	98.9%
R&D Expenses	1,403	1,403	1,724	321	22.9%	2,809	61.4%
R&D Expenses Ratio	5.5%	5.7%	6.5%	-	-	7.8%	-

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

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

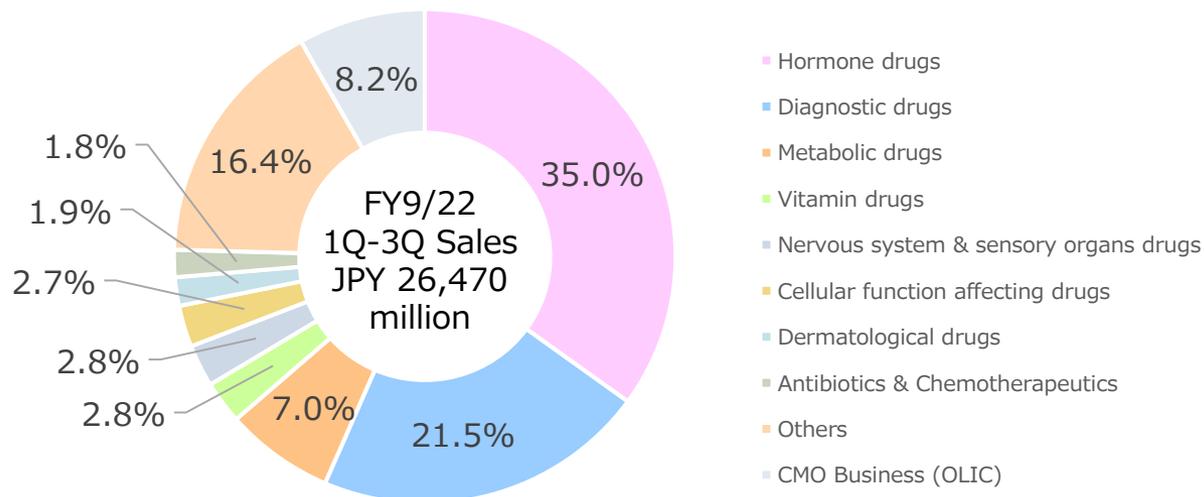
※ From the beginning of FY9/22, to apply “The Accounting Standards for Recognizing Revenues” (corporate accounting standard No. 29), the above-mentioned FY9/22 1Q-3Q consolidated financial results and consolidated forecast is the figure after the application of new accounting standards.

Sales by Therapeutic Category

(¥million)	FY9/18 1Q-3Q	FY9/19 1Q-3Q	FY9/20 1Q-3Q	FY9/21 1Q-3Q	FY9/22 1Q-3Q	YoY Change (Old accounting standards)	
	Old accounting standards	Old accounting standards	Old accounting standards	Old accounting standards	New accounting standards	Amount	Ratio
Hormone drugs	8,008	7,869	7,461	8,637	9,260	623	7.2%
Diagnostic drugs	10,395	8,445	6,360	6,360	5,696	▲ 664	-10.4%
Metabolic drugs	2,143	2,239	2,378	2,309	1,864	▲ 445	-19.3%
Vitamin drugs	296	308	278	297	735	438	147.5%
Nervous system & sensory organs drugs	123	797	905	889	728	▲ 161	-18.1%
Cellular function affecting drugs	631	692	726	748	717	▲ 31	-4.1%
Dermatological drugs	364	408	419	439	494	55	12.5%
Antibiotics & Chemotherapeutics	613	624	558	441	471	30	6.8%
Others	3,370	4,052	3,913	3,809	4,328	519	13.6%
<i>Of which, CMO Business (FUJI)</i>	981	1,777	2,030	2,261	2,778	517	22.9%
CMO Business (OLIC)	1,925	1,887	1,896	1,565	2,174	609	38.9%
Total	27,872	27,324	24,899	25,498	26,470	972	3.8%

※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 1Q-3Q 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 1Q-3Q	FY9/19 1Q-3Q	FY9/20 1Q-3Q	FY9/21 1Q-3Q	FY9/22 1Q-3Q	YoY Change (Old accounting standards)		FY9/22	
		Old accounting standards	Old accounting standards	Old accounting standards	Old accounting standards	New accounting standards	Amount	Ratio	Forecast	Progress Ratio
★IOPAMIDOL injection	Diagnostic drugs	4,943	5,392	4,759	4,734	4,553	▲ 181	-3.8%	5,829	78.1%
★IOHEXOL injection	Diagnostic drugs	1,455	1,703	1,602	1,627	1,326	▲ 301	-18.5%	1,703	77.9%
DIENOGEST tablets	Hormone drugs	595	832	932	1,260	1,246	▲ 14	-1.1%	1,741	71.6%
<u>Filgrastim BS Injection Syringe</u>	<u>Metabolic drugs</u>	<u>1,254</u>	<u>1,395</u>	<u>1,681</u>	<u>1,666</u>	1,224	<u>▲ 442</u>	<u>-26.5%</u>	<u>1,784</u>	<u>68.6%</u>
Favoir® tablets	Hormone drugs	435	515	713	950	1,137	187	19.7%	1,541	73.8%
◆ <u>UTROGESTAN® vaginal capsules</u>	<u>Hormone drugs</u>	<u>449</u>	<u>511</u>	<u>476</u>	<u>654</u>	732	<u>78</u>	<u>11.9%</u>	<u>1,093</u>	<u>67.0%</u>
Labellefile® tablets	Hormone drugs	371	490	617	749	728	▲ 21	-2.8%	1,294	56.3%
LEVONORGESTREL tablets	Hormone drugs	-	214	463	574	723	149	26.0%	857	84.4%
<u>LUNABELL® tablets (LD/ULD)</u>	<u>Hormone drugs</u>	<u>1,993</u>	<u>1,279</u>	<u>770</u>	<u>715</u>	704	<u>▲ 11</u>	<u>-1.5%</u>	<u>767</u>	<u>91.8%</u>
GABAPEN® Tablets/Syrup	<u>Nervous system & sensory organs drugs</u>	-	-	<u>834</u>	<u>818</u>	698	<u>▲ 120</u>	<u>-14.7%</u>	<u>1,107</u>	<u>63.1%</u>
DEXART® injection	Hormone drugs	652	662	647	688	635	▲ 53	-7.7%	898	70.7%
◆HMG intramuscular injection	Hormone drugs	670	608	546	601	578	▲ 23	-3.8%	675	85.6%
<u>FOLIAMIN® TABLETS/POWDER/INJECTION</u>	<u>Vitamin drugs</u>	-	-	-	-	439	-	-	-	-
BUSERELIN nasal solution	Hormone drugs	327	326	291	325	416	91	28.0%	457	91.0%
LIMAPTROST ALFADEX tablets	Metabolic drugs	472	452	375	365	369	4	1.1%	412	89.6%
Total Top 15 Sales		13,620	14,385	14,713	15,733	15,517	▲ 216	-1.4%	20,166	76.9%
Pct. Of Total Sales		48.9%	52.6%	59.1%	61.7%	58.6%			56.1%	
Other Products		12,327	11,051	8,290	8,199	8,779	580	7.1%	13,341	65.8%
CMO Business (OLIC)		1,925	1,887	1,896	1,565	2,174	609	38.9%	2,457	88.5%
Total		27,872	27,324	24,899	25,498	26,470	972	3.8%	35,966	73.6%
[Reference]Branded contrast media		3,774	1,257	0	0	0				

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

※ From the beginning of FY9/22, to apply "The Accounting Standards for Recognizing Revenues" (corporate accounting standard No. 29), the above-mentioned FY9/22 1Q-3Q sales of Top 15 products and FY9/22 Budget are the figure after the application of new accounting standards. Therefore, YoY changes(in amount and ratio) are for reference only.

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.

Information in this presentation about pharmaceuticals (including items in the pipeline) is not provided for the purpose of marketing or advertising or of supplying medical advice.

Contact Information

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

E - Mail : fsk_ir@fujipharma.jp

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

