

# Supplemental Materials of FY9/22 1Q Consolidated Financial Results

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**Fuji Pharma Co., Ltd.**

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# Summary of FY9/22 1Q Consolidated Financial Results

(¥million)	reference		FY9/22 1Q New accounting standards	YoY Change (New accounting standards)		FY9/22 Forecast	vs Fcst Progress Ratio
	FY9/21 1Q Old accounting standards	FY9/21 1Q New accounting standards		Amount	Ratio		
	Net Sales	9,295		8,937	9,446		
Gross Profit	4,034	3,677	4,005	328	8.9%	-	-
Gross Margin	43.4%	41.1%	42.4%	-	-	-	-
SG&A Expenses	2,336	1,978	2,442	464	23.5%	-	-
SG&A Margin	25.1%	22.1%	25.9%	-	-	-	-
Operating Profit	1,698	1,698	1,562	▲ 136	-8.0%	3,490	44.8%
Operating Margin	18.3%	19.0%	16.5%	-	-	9.7%	
Ordinary Profit	1,732	1,732	1,581	▲ 151	-8.7%	3,540	44.7%
Ordinary Margin	18.6%	19.4%	16.7%	-	-	9.8%	
Profit Attributable to Owners of Parent	1,328	1,328	1,118	▲ 210	-15.8%	2,562	43.6%
Profit Margin	14.3%	14.9%	11.8%	-	-	7.1%	
EBITDAR *2	2,489	2,489	2,665	176	7.1%	8,059	33.1%
EBITDA *1	2,174	2,174	2,103	▲ 71	-3.3%	5,250	40.1%
Capital Expenditure	489	489	2,577	2,088	427.0%	7,172	35.9%
Depretiation (Including Leased Equipment)	475	475	540	65	13.7%	1,760	30.7%
R&D Expenses	314	314	562	248	79.0%	2,809	20.0%
R&D Expenses Ratio	3.4%	3.5%	5.9%	-	-	7.8%	

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

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

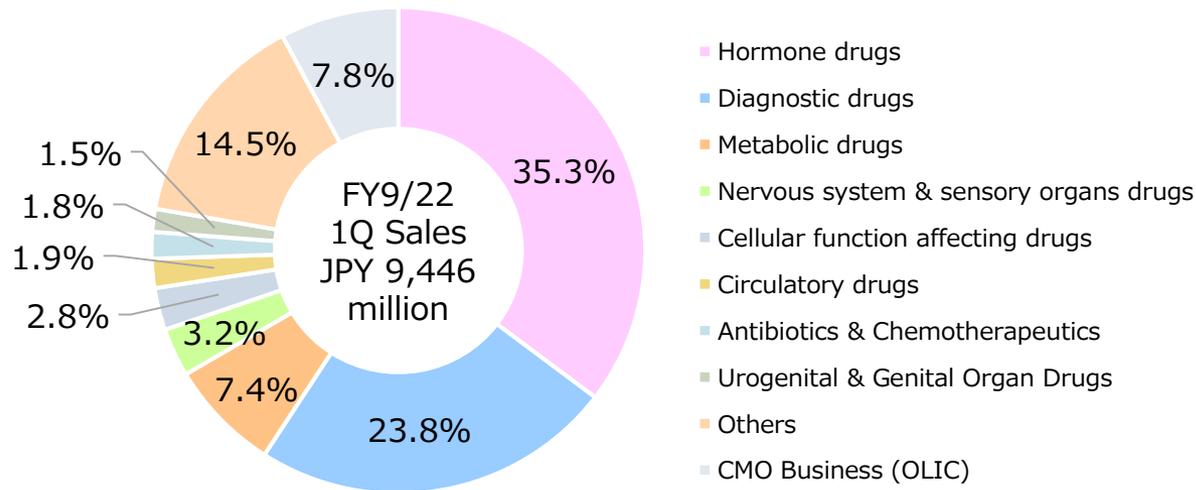
※ From the beginning of FY9/22, to apply “The Accounting Standards for Recognizing Revenues” (corporate accounting standard No. 29), the above-mentioned FY9/22 1Q consolidated financial results and consolidated forecast is the figure after the application of new accounting standards.

# Sales by Therapeutic Category

(¥million)	FY9/18	FY9/19	FY9/20	FY9/21	FY9/22	YoY Change	
	1Q	1Q	1Q	1Q	1Q	Amount	Ratio
Hormone drugs	2,898	3,035	2,662	3,025	<b>3,335</b>	310	10.2%
Diagnostic drugs	3,660	3,970	2,506	2,459	<b>2,249</b>	▲ 210	-8.5%
Metabolic drugs	808	648	860	883	<b>696</b>	▲ 187	-21.2%
Nervous system & sensory organs drugs	46	167	328	328	<b>304</b>	▲ 24	-7.3%
Cellular function affecting drugs	211	261	257	278	<b>264</b>	▲ 14	-5.0%
Circulatory drugs	271	287	203	195	<b>183</b>	▲ 12	-6.2%
Antibiotics & Chemotherapeutics	243	218	207	140	<b>167</b>	27	19.3%
Urogenital & Genital Organ Drugs	137	150	140	141	<b>144</b>	3	2.1%
Others	1,022	929	1,158	1,242	<b>1,365</b>	123	9.9%
<i>Of which, CMO Business (FUJI)</i>	316	214	510	674	<b>961</b>	287	42.6%
CMO Business (OLIC)	657	609	643	600	<b>736</b>	136	22.7%
<b>Total</b>	<b>9,957</b>	<b>10,279</b>	<b>8,968</b>	<b>9,295</b>	<b>9,446</b>	<b>151</b>	<b>1.6%</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 1Q 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	FY9/19	FY9/20	FY9/21	FY9/22	YoY Change	
		1Q	1Q	1Q	1Q	1Q	Amount	Ratio
★IOPAMIDOL injection	Diagnostic drugs	1,821	1,989	1,878	1,825	<b>1,755</b>	▲ 70	-3.8%
DIENOGEST tablets	Hormone drugs	201	279	322	436	<b>525</b>	89	20.4%
★IOHEXOL injection	Diagnostic drugs	564	633	629	634	<b>527</b>	▲ 107	-16.9%
Filgrastim BS Injection Syringe	Metabolic drugs	466	336	596	647	<b>464</b>	▲ 183	-28.3%
Favoir® tablets	Hormone drugs	177	168	223	299	<b>433</b>	134	44.8%
GABAPEN®	Nervous system & sensory organs drugs	0	0	299	299	<b>294</b>	▲ 5	-1.7%
Labellefil® tablets	Hormone drugs	118	167	194	251	<b>280</b>	29	11.6%
LUNABELL® tablets (LD/ULD)	Hormone drugs	695	701	295	249	<b>266</b>	17	6.8%
◆UTROGESTAN® vaginal capsules	Hormone drugs	169	172	180	238	<b>230</b>	▲ 8	-3.4%
◆HMG intramuscular injection	Hormone drugs	251	220	205	216	<b>246</b>	30	13.9%
LEVONORGESTREL tablets	Hormone drugs	0	0	143	199	<b>216</b>	17	8.5%
DEXART® injection	Hormone drugs	245	241	242	243	<b>221</b>	▲ 22	-9.1%
◆BUSERELIN nasal solution	Hormone drugs	110	116	106	115	<b>138</b>	23	20.0%
LIMAPROST ALFADEX tablets	Metabolic drugs	179	167	138	127	<b>135</b>	8	6.3%
ALPROSTADIL Injection	Circulatory drugs	153	180	114	100	<b>116</b>	16	16.0%
Total Top 15 Sales		5,155	5,376	5,571	5,884	<b>5,853</b>	▲ 31	-0.5%
Pct. Of Total Sales		51.8%	52.3%	62.1%	63.3%	62.0%		
Other Products		4,144	4,293	2,753	2,810	<b>2,856</b>	46	1.6%
CMO Business (OLIC)		657	609	643	600	<b>736</b>	136	22.7%
Total		9,957	10,279	8,968	9,295	<b>9,446</b>	151	1.6%
[Reference]Branded contrast media		1,179	800	0	0	<b>0</b>		

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

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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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