

# Supplemental Materials of 3Q FY9/21 Consolidated Financial Results

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August 5, 2021

**Fuji Pharma Co., Ltd.**

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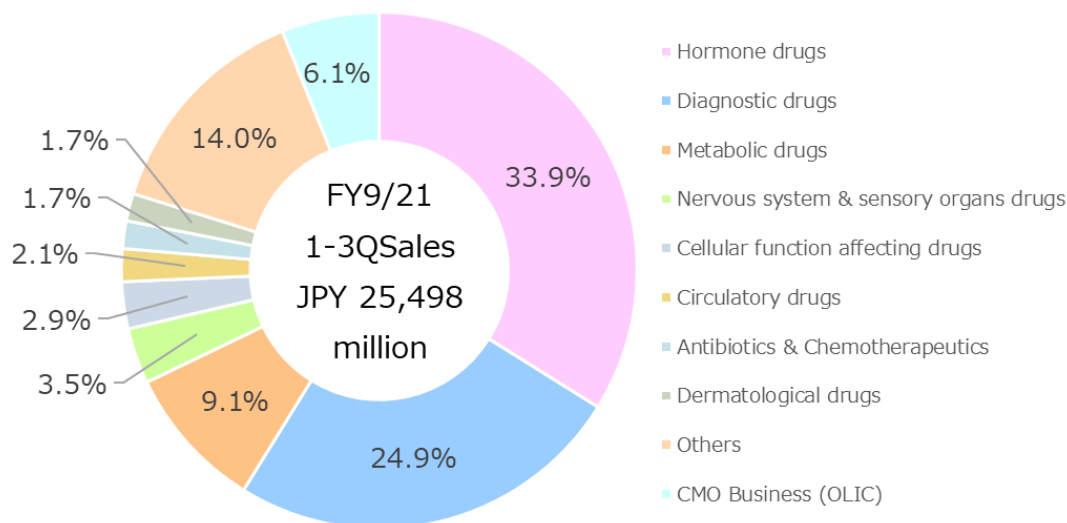
**FujiPharma**

# Sales by Therapeutic Category

(¥million)	FY9/17	FY9/18	FY9/19	FY9/20	FY9/21	YoY Change	
	1-3Q	1-3Q	1-3Q	1-3Q	1-3Q	Amount	Ratio
Hormone drugs	7,403	8,008	7,869	7,461	<b>8,637</b>	1,176	15.8%
Diagnostic drugs	10,050	10,395	8,445	6,360	<b>6,360</b>	0	0.0%
Metabolic drugs	2,123	2,143	2,239	2,378	<b>2,309</b>	▲ 69	-2.9%
Nervous system & sensory organs drugs	129	123	797	905	<b>889</b>	▲ 16	-1.8%
Cellular function affecting drugs	448	631	692	726	<b>748</b>	22	3.0%
Circulatory drugs	717	726	709	518	<b>525</b>	7	1.4%
Antibiotics & Chemotherapeutics	662	613	624	558	<b>441</b>	▲ 117	-21.0%
Dermatological drugs	291	364	408	419	<b>439</b>	20	4.8%
Others	2,432	2,941	3,651	3,673	<b>3,581</b>	▲ 92	-2.5%
CMO Business (OLIC)	1,756	1,925	1,887	1,896	<b>1,565</b>	▲ 331	-17.5%
<b>Total</b>	<b>26,016</b>	<b>27,872</b>	<b>27,324</b>	<b>24,899</b>	<b>25,498</b>	<b>599</b>	<b>2.4%</b>

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

## Sales Breakdown by Therapeutic Category



# Sales of Major Products

Product Name (¥million)	Therapeutic Category	FY9/17 1-3Q	FY9/18 1-3Q	FY9/19 1-3Q	FY9/20 1-3Q	FY9/21 1-3Q	YoY Change		FY9/21	
							Amount	Ratio	Budget	Progress Ratio
★IOPAMIDOL injection	Diagnostic drugs	5,133	4,943	5,392	4,759	<b>4,734</b>	▲ 25	-0.5%	6,444	73.5%
Filgrastim BS Injection Syringe	Metabolic drugs	<u>1,245</u>	<u>1,254</u>	<u>1,395</u>	<u>1,681</u>	<b>1,666</b>	▲ 15	-0.9%	<u>2,099</u>	<u>79.4%</u>
★IOHEXOL injection	Diagnostic drugs	1,656	1,455	1,703	1,602	<b>1,627</b>	25	1.6%	2,780	58.5%
DIENOGEST tablets	Hormone drugs	137	595	832	932	<b>1,260</b>	328	35.2%	1,275	98.8%
Favoir® tablets	Hormone drugs	435	435	515	713	<b>950</b>	237	33.2%	1,326	71.6%
GABAPEN®	Nervous system & sensory organs drugs	-	-	-	834	<b>818</b>	▲ 16	-1.9%	1,009	81.1%
Labellefile® tablets	Hormone drugs	291	371	490	617	<b>749</b>	132	21.4%	1,171	64.0%
LUNABELL® tablets (LD/ULD)	Hormone drugs	<u>2,023</u>	<u>1,993</u>	<u>1,279</u>	<u>770</u>	<b>715</b>	▲ 55	-7.1%	<u>808</u>	<u>88.5%</u>
DEXART® injection	Hormone drugs	647	652	662	647	<b>688</b>	41	6.3%	913	75.4%
◆UTROGESTAN® vaginal capsules	Hormone drugs	<u>402</u>	<u>449</u>	<u>511</u>	<u>476</u>	<b>654</b>	178	37.4%	<u>859</u>	<u>76.1%</u>
◆HMG intramuscular injection	Hormone drugs	658	670	608	546	<b>601</b>	55	10.1%	546	110.1%
LEVONORGESTREL tablets	Hormone drugs	-	-	214	463	<b>574</b>	111	24.0%	864	66.4%
◆FOLYRMON® -P injection	Hormone drugs	418	472	476	413	<b>400</b>	▲ 13	-3.1%	592	67.6%
LIMAPROST ALFADEX tablets	Metabolic drugs	435	472	452	375	<b>365</b>	▲ 10	-2.7%	433	84.3%
◆BUSERELIN nasal solution	Hormone drugs	333	327	326	291	<b>325</b>	34	11.7%	422	77.0%
Total Top 15 Sales		13,819	14,092	14,862	15,126	<b>16,133</b>	1,007	6.7%	21,547	74.9%
Pct. Of Total Sales		53.1%	50.6%	54.4%	60.7%	63.3%			62.1%	
Other Products		10,440	11,855	10,574	7,876	<b>7,799</b>	▲ 77	-1.0%	11,274	69.2%
CMO Business (OLIC)		1,756	1,925	1,887	1,896	<b>1,565</b>	▲ 331	-17.5%	1,879	83.3%
Total		26,016	27,872	27,324	24,899	<b>25,498</b>	599	2.4%	34,702	73.5%
[Reference] Branded contrast media		2,941	3,774	1,257	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



## 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.

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