

Supplemental Materials of 1Q FY9/24 Consolidated Financial Results

February 8, 2024

Fuji Pharma Co., Ltd.

TSE:PRIME 4554



FujiPharma

Summary of FY9/24 1Q Consolidated Financial Results

(¥million)	FY9/23 1Q	FY9/24 1Q	YoY Change		FY9/24 Forecast	vs Fcst Progress Ratio
			Amount	Ratio		
Net Sales	9,996	10,746	750	7.5%	48,926	22.0%
Gross Profit	4,034	3,552	▲ 482	-11.9%	-	-
Gross Margin	40.4%	33.1%	-	-	-	-
SG&A Expenses	2,843	3,692	849	29.9%	-	-
SG&A Margin	28.4%	34.4%	-	-	-	-
Operating Profit	1,190	▲ 140	▲ 1,330	-111.8%	5,562	-2.5%
Operating Margin	11.9%	-1.3%	-	-	11.4%	-
Ordinary Profit	1,582	▲ 96	▲ 1,678	-106.1%	5,562	-1.7%
Ordinary Margin	15.8%	-0.9%	-	-	11.4%	-
Profit Attributable to Owners of Parent	1,114	2,739	1,625	145.9%	6,185	44.3%
Profit Margin	11.1%	25.5%	-	-	12.6%	-
EBITDAR ^{*1}	1,303	1,898	595	45.7%	10,975	17.3%
EBITDA ^{*2}	632	761	129	20.4%	7,137	10.7%
Capital Expenditure	469	1,257	788	168.0%	5,025	25.0%
Depreciation (Including Leased Equipment)	632	761	129	20.4%	3,071	24.8%
R&D Expenses	670	1,137	467	69.7%	3,860	29.5%
R&D Expenses Ratio	6.7%	10.6%	-	-	7.9%	-

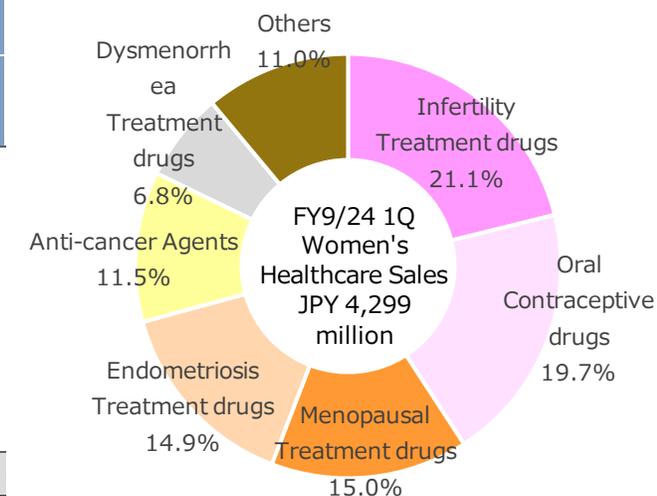
* 1) EBITDAR : Gross Profit – SG&A Expenses + Depreciation (Including Leased Equipment) + R&D Expenses

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

Women's Healthcare and Acute Medical Care

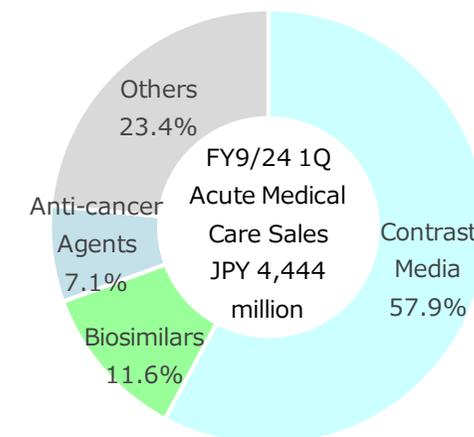
Women's Healthcare (¥Million)	FY9/20 1Q	FY9/21 1Q	FY9/22 1Q	FY9/23 1Q	FY9/24 1Q	YoY	
	Old accounting standards	Old accounting standards	New accounting standards	New accounting standards	New accounting standards	Amount	Ratio
Infertility Treatment drugs	753	838	920	1,068	907	▲ 161	-15.1%
Oral Contraceptive drugs	561	750	930	948	847	▲ 101	-10.7%
Menopausal Treatment drugs	86	95	165	600	644	44	7.3%
Endometriosis Treatment drugs	542	676	714	709	641	▲ 68	-9.6%
Anti-cancer Agents	-	-	-	2	492	490	24500.0%
Dysmenorrhea Treatment drugs	322	291	298	230	290	60	26.1%
Others	553	504	430	426	474	48	11.3%
Total	2,819	3,156	3,459	3,987	4,299	312	7.8%

Women's Healthcare Net Sales Percentage



Acute Medical Care (¥Million)	FY9/20 1Q	FY9/21 1Q	FY9/22 1Q	FY9/23 1Q	FY9/24 1Q	YoY	
	Old accounting standards	Old accounting standards	New accounting standards	New accounting standards	New accounting standards	Amount	Ratio
Contrast Media	2,564	2,640	2,504	2,305	2,570	265	11.5%
Biosimilars	596	647	464	485	515	30	6.2%
Anti-cancer Agents	180	293	329	271	317	46	17.0%
Others	1,096	1,134	1,169	977	1,040	63	6.4%
Total	4,437	4,716	4,468	4,039	4,444	405	10.0%

Acute Medical Care Net Sales Percentage



Sales of Major Products

Product Name (¥million)	Therapeutic Category	FY9/20 1Q	FY9/21 1Q	FY9/22 1Q	FY9/23 1Q	FY9/24 1Q	YoY Change		FY9/24	
		Old accounting standards	Old accounting standards	New accounting standards	New accounting standards	New accounting standards	Amount	Ratio	Budget	Progress Ratio
IOPAMIDOL injection	Contrast Media	1,878	1,825	1,755	1,605	1,867	262	16.3%	6,364	29.3%
Filgrastim BS Injection Syringe	Anticancer drug treatment	<u>596</u>	<u>647</u>	<u>464</u>	<u>485</u>	515	30	6.2%	<u>1,650</u>	<u>31.2%</u>
DOXIL [®] Injection	Cellular function affecting drugs	-	-	-	<u>2</u>	492	490	24500.0%	<u>1,893</u>	<u>26.0%</u>
DIENOGEST tablets	Endometriosis treatment	322	436	525	476	486	10	2.1%	1,588	30.6%
F-meno [®] capsules	Menopausal disorder treatment	-	-	<u>55</u>	<u>484</u>	429	▲ 55	-11.4%	<u>3,753</u>	<u>11.4%</u>
Favoir [®] tablets	Oral contraceptive	223	299	433	453	373	▲ 80	-17.7%	2,625	14.2%
IOHEXOL injection	Contrast Media	629	634	527	404	414	10	2.5%	1,723	24.0%
◆UTROGESTAN [®] vaginal capsules	Infertility treatment	<u>180</u>	<u>238</u>	<u>230</u>	<u>555</u>	369	▲ 186	-33.5%	<u>3,076</u>	<u>12.0%</u>
DEXART [®] injection	Others	242	243	221	246	285	39	15.9%	1,089	26.2%
Labellefille [®] tablets	Oral contraceptive	194	251	280	271	260	▲ 11	-4.1%	1,602	16.2%
FOLIAMIN [®] TABLETS/POWDER/INJECTION	Others	-	-	-	<u>225</u>	242	<u>17</u>	<u>7.6%</u>	<u>835</u>	<u>29.0%</u>
LUNABELL [®] tablets (LD/ULD)	Dysmenorrhea treatment	<u>295</u>	<u>249</u>	<u>266</u>	<u>213</u>	239	<u>26</u>	<u>12.2%</u>	<u>970</u>	<u>24.6%</u>
LEVONORGESTREL tablets	Emergency contraception	143	199	216	224	214	▲ 10	-4.5%	1,085	19.7%
GABAPEN [®] Tablets/Syrup	Epilepsy treatment	<u>299</u>	<u>299</u>	<u>294</u>	<u>199</u>	193	▲ 6	-3.0%	<u>677</u>	<u>28.5%</u>
◆HMG injection	Infertility treatment	205	216	246	162	176	14	8.6%	1,054	16.7%
	Total Top 15 Sales	5,210	5,541	5,518	6,010	6,560	550	9.2%	29,991	21.9%
	Pct. Of Total Sales	58.1%	59.6%	58.4%	60.1%	61.0%			61.3%	
Other Products		3,114	3,153	3,191	3,009	3,309	300	10.0%	15,033	22.0%
Foreign operation (OLIC)		643	600	736	976	875	▲ 101	-10.3%	3,901	22.4%
	Total	8,968	9,295	9,446	9,996	10,746	750	7.5%	48,926	22.0%

Acute Medical Care Women's Healthcare

◆ Infertility Treatment drugs

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

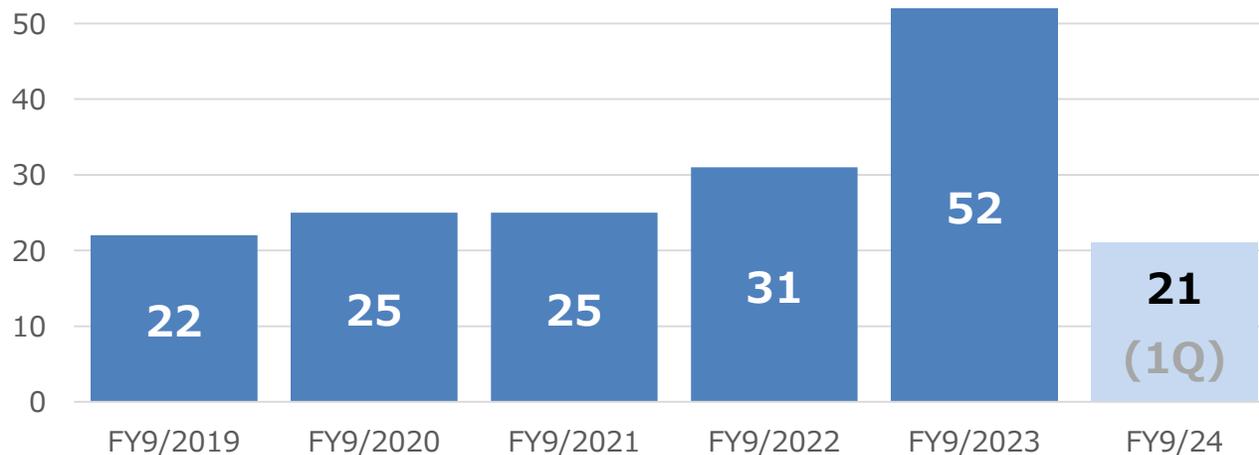
* Foreign operation (OLIC) is the amount after consolidation adjustment

IR Activity Summary

Explinator	For institutional investors/analysts			For Private Investors
	Semiannual IR Meeting	Small Meeting	One-on-One	IR Session
CEO attendance	2	1	5	
Others		1	33	2
Total	2	2	38	2

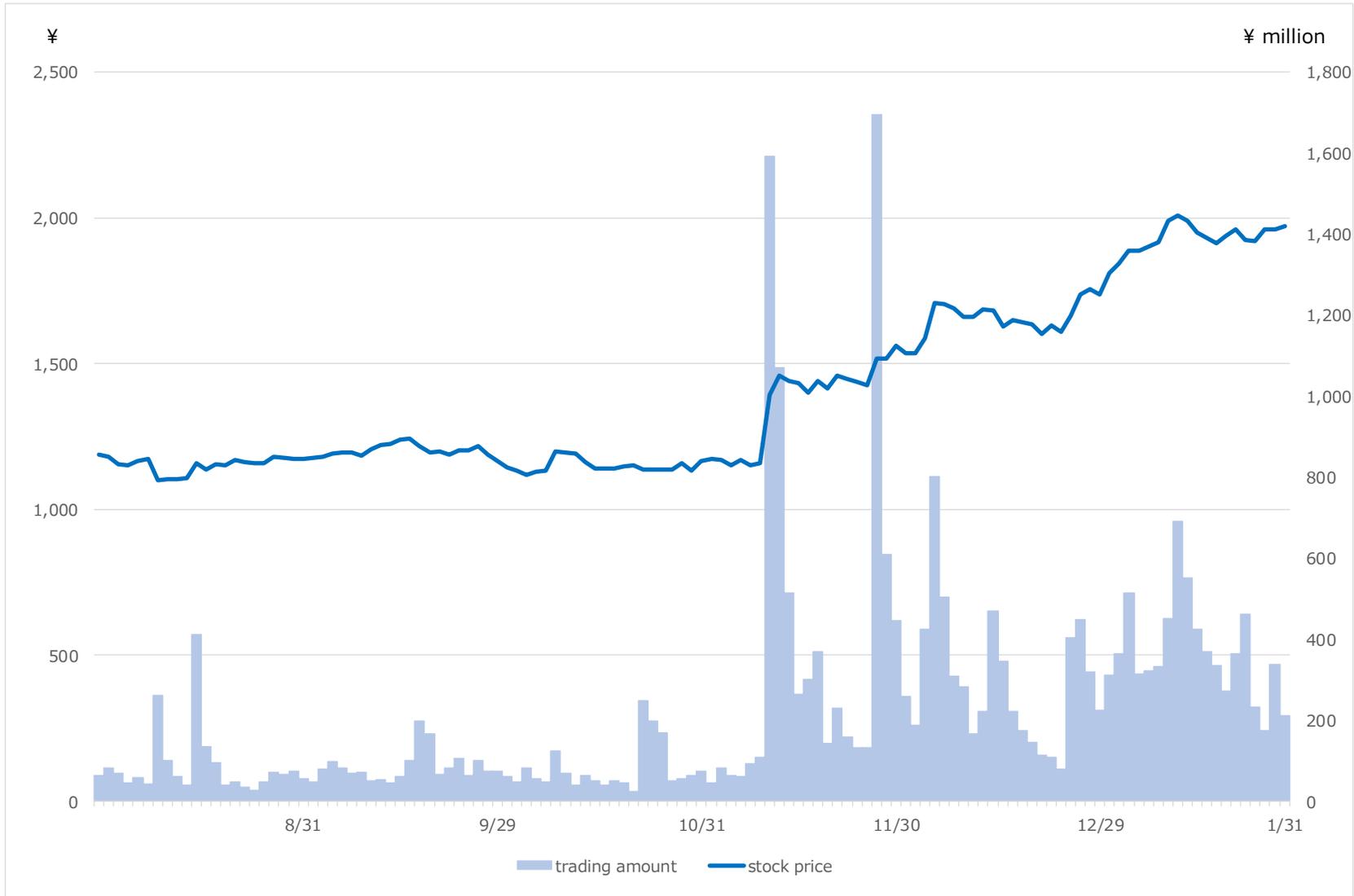
FY9/23

Number of interviews with institutional investors and analysts
(for each of our accounting periods)



※The reasons why the numbers in the upper table and lower graph do not match are as follows.
Example) A small meeting (5 participants) is held
Table: Counts as one time in the small meeting column
Graph: 5 counts

Our stock price and Trading amount trends



Period : 8/1/2023~1/31/2024

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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