

# Supplemental Materials of FY9/21 Consolidated Financial Results

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November 5, 2021

**Fuji Pharma Co., Ltd.**

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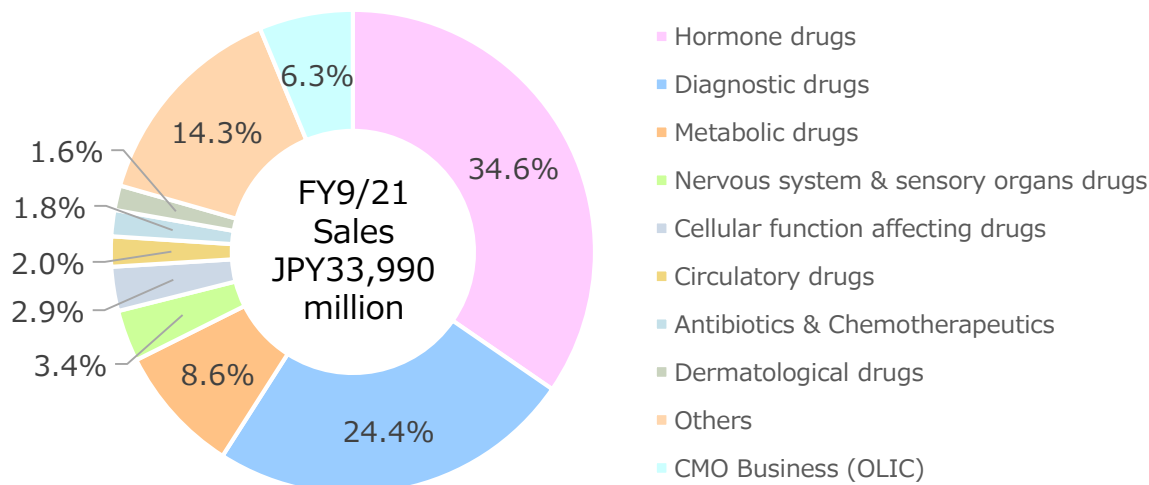
**FujiPharma**

# Sales by Therapeutic Category

(¥million)	FY9/17	FY9/18	FY9/19	FY9/20	FY9/21	YoY Change	
						Amount	Ratio
Hormone drugs	10,275	10,981	10,741	10,363	<b>11,758</b>	1,395	13.5%
Diagnostic drugs	13,473	14,323	10,827	8,570	<b>8,310</b>	▲ 260	-3.0%
Metabolic drugs	2,828	2,882	3,074	3,216	<b>2,917</b>	▲ 299	-9.3%
Nervous system & sensory organs drugs	197	165	1,099	1,200	<b>1,170</b>	▲ 30	-2.5%
Cellular function affecting drugs	627	881	932	966	<b>1,002</b>	36	3.7%
Circulatory drugs	945	925	891	714	<b>683</b>	▲ 31	-4.3%
Antibiotics & Chemotherapeutics	874	801	820	689	<b>595</b>	▲ 94	-13.6%
Dermatological drugs	384	505	537	538	<b>558</b>	20	3.7%
Others	3,380	3,966	4,815	5,000	<b>4,862</b>	▲ 138	-2.8%
<i>Of which, CMO Business (FUJI)</i>	953	1,471	2,303	2,798	<b>3,146</b>	348	12.4%
CMO Business (OLIC)	2,400	2,476	2,539	2,532	<b>2,131</b>	▲ 401	-15.8%
<b>Total</b>	<b>35,387</b>	<b>37,909</b>	<b>36,279</b>	<b>33,793</b>	<b>33,990</b>	197	0.6%

※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	FY9/18	FY9/19	FY9/20	FY9/21	YoY Change		FY9/21 Budget
							Amount	Ratio	
★IOPAMIDOL injection	Diagnostic drugs	6,879	6,769	7,192	6,401	<b>6,224</b>	▲ 177	-2.8%	6,444
★IOHEXOL injection	Diagnostic drugs	2,162	2,010	2,287	2,172	<b>2,088</b>	▲ 84	-3.9%	2,780
Filgrastim BS Injection Syringe	Metabolic drugs	<u>1,671</u>	<u>1,721</u>	<u>1,974</u>	<u>2,299</u>	<b>2,069</b>	▲ 230	-10.0%	<u>2,099</u>
DIENOGEST tablets	Hormone drugs	307	828	1,136	1,311	<b>1,734</b>	423	32.2%	1,275
Favoir® tablets	Hormone drugs	601	552	768	1,019	<b>1,331</b>	312	30.6%	1,326
GABAPEN®	<u>Nervous system &amp; sensory organs drugs</u>	-	-	-	<u>1,104</u>	<b>1,092</b>	▲ 12	-1.1%	<u>1,009</u>
Labellefile® tablets	Hormone drugs	398	526	709	862	<b>1,002</b>	140	16.2%	1,171
LUNABELL® tablets (LD/ULD)	Hormone drugs	<u>2,845</u>	<u>2,769</u>	<u>1,583</u>	<u>1,045</u>	<b>978</b>	▲ 67	-6.4%	<u>808</u>
DEXART® injection	Hormone drugs	866	870	894	874	<b>961</b>	87	9.9%	913
◆UTROGESTAN® vaginal capsules	Hormone drugs	<u>578</u>	<u>649</u>	<u>788</u>	<u>712</u>	<b>889</b>	177	24.8%	<u>859</u>
◆HMG intramuscular injection	Hormone drugs	891	880	811	752	<b>883</b>	131	17.3%	546
LEVONORGESTREL tablets	Hormone drugs	-	-	431	660	<b>847</b>	187	28.2%	864
LIMAPROST ALFADEX tablets	Metabolic drugs	572	621	591	498	<b>488</b>	▲ 10	-2.2%	433
◆BUSERELIN nasal solution	Hormone drugs	453	443	441	402	<b>460</b>	58	14.4%	422
◆Clomid®	Hormone drugs	<u>474</u>	<u>480</u>	<u>451</u>	<u>404</u>	<b>422</b>	<u>18</u>	<u>4.2%</u>	<u>461</u>
Total Top 15 Sales		18,704	19,124	20,064	20,524	<b>21,472</b>	948	4.6%	21,416
Pct. Of Total Sales		52.9%	50.4%	55.3%	60.7%	63.2%			61.7%
Other Products		14,282	16,308	13,675	10,736	<b>10,386</b>	▲ 350	-3.3%	11,405
CMO Business (OLIC)		2,400	2,476	2,539	2,532	<b>2,131</b>	▲ 401	-15.8%	1,879
Total		35,387	37,909	36,279	33,793	<b>33,990</b>	197	0.6%	34,702
[Reference]Branded contrast media		4,006	5,288	1,255	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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