

Supplemental Materials of FY9/23 Consolidated Financial Results

November 9 , 2023

Fuji Pharma Co., Ltd.

TSE:PRIME 4554



Summary of FY9/23 Consolidated Financial Results

(¥million)	FY9/22	FY9/23	YoY Change		FY9/23	Vs Fcst
	Full Year	Full Year	Amount	Ratio	Forecast	Progress Ratio
Net Sales	35,426	40,889	5,463	15.4%	43,311	94.4%
Gross Profit	14,558	16,514	1,956	13.4%	-	-
Gross Margin	41.1%	40.4%	-	-	-	-
SG&A Expenses	10,781	12,656	1,875	17.4%	-	-
SG&A Margin	30.4%	31.0%	-	-	-	-
Operating Profit	3,777	3,858	81	2.1%	4,048	95.3%
Operating Margin	10.7%	9.4%	-	-	9.3%	-
Ordinary Profit	3,725	4,519	794	21.3%	4,088	110.5%
Ordinary Margin	10.5%	11.1%	-	-	9.4%	-
Profit Attributable to Owners of Parent	2,696	3,435	739	27.4%	2,974	115.5%
Profit Margin	7.6%	8.4%	-	-	6.9%	-
ROA	5.3%	5.6%				
ROE	7.9%	8.9%				
Net income per Share (Yen)	111.01	141.37				
Dividend payout ratio	31.5%	26.2%				
EBITDAR *1	8,738	9,750	1,012	11.6%	10,585	92.1%
EBITDA *2	6,252	6,565	313	5.0%	6,747	97.3%
Capital Expenditure	7,150	3,652	▲ 3,498	-48.9%	5,715	63.9%
Depreciation (Including Leased Equipme	2,475	2,707	232	9.4%	2,699	100.3%
R&D Expenses	2,485	3,184	699	28.1%	3,838	83.0%
R&D Expenses Ratio	7.0%	7.8%	-	-	8.9%	-

* 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)

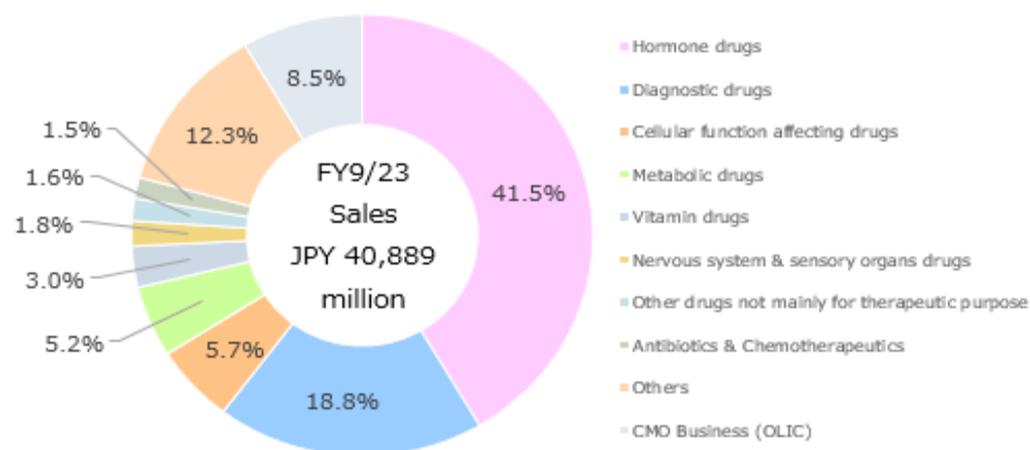
Sales by Therapeutic Category

(\$million)	FY9/19	FY9/20	FY9/21	FY9/22	FY9/23	YoY Change	
	Old accounting standards	Old accounting standards	Old accounting standards	New accounting standards	New accounting standards	Amount	Ratio
Hormone drugs	10,741	10,363	11,758	13,301	16,973	3,672	27.6%
Diagnostic drugs	10,827	8,570	8,310	7,447	7,672	225	3.0%
Cellular function affecting drugs	932	966	1,002	948	2,331	1,383	145.9%
Metabolic drugs	3,074	3,216	2,917	2,318	2,136	▲ 182	-7.9%
Vitamin drugs	407	379	401	868	1,232	364	41.9%
Nervous system & sensory organs drugs	1,099	1,200	1,170	924	749	▲ 175	-18.9%
Other drugs not mainly for therapeutic purpose	-	-	-	274	666	392	143.1%
Antibiotics & Chemotherapeutics	820	689	595	651	630	▲ 21	-3.2%
Others	5,836	5,874	5,702	5,825	5,029	▲ 796	-13.7%
<i>Of which, CMO Business (FUJI)</i>	2,303	2,798	3,146	3,622	3,111	▲ 511	-14.1%
CMO Business (OLIC)	2,539	2,532	2,131	2,866	3,467	601	21.0%
Total	36,279	33,793	33,990	35,426	40,889	5,463	15.4%

※CMO事業（OLIC社）は連結調整後の金額

※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 and FY9/23 by therapeutic category is the figure after the application of new accounting standards.

Sales of Top 15 Products

Product Name (¥million)	Therapeutic Category	FY9/19	FY9/20	FY9/21	FY9/22	FY9/23	YoY Change		FY9/23	
		Old accounting standards	Old accounting standards	Old accounting standards	New accounting standards	New accounting standards	Amount	Ratio	Forecast	Progress Ratio
★IOPAMIDOL injection	Diagnostic drugs	7,192	6,401	6,224	5,996	6,301	305	5.1%	6,496	97.0%
◆UTROGESTAN® vaginal capsules	Hormone drugs	-	-	-	681	2,751	2,070	304.0%	3,500	78.6%
F-meno® capsules	Hormone drugs	788	712	889	1,218	2,663	1,445	118.6%	1,396	190.8%
DIENOGEST tablets	Hormone drugs	768	1,019	1,331	1,663	1,792	129	7.8%	2,215	80.9%
Favoir® tablets	Hormone drugs	1,136	1,311	1,734	1,652	1,728	76	4.6%	2,082	83.0%
Filgrastim BS Injection Syringe	Metabolic drugs	1,974	2,299	2,069	1,492	1,718	226	15.1%	1,665	103.2%
★IOHEXOL Injection	Diagnostic drugs	2,287	2,172	2,088	1,707	1,451	▲ 256	-15.0%	1,719	84.4%
DOXIL® Injection	Cellular function affecting drugs	-	-	-	-	1,321	-	-	1,408	93.8%
Labellefile® tablets	Hormone drugs	709	862	1,002	960	1,048	88	9.2%	1,769	59.2%
LEVONORGESTREL tablets	Hormone drugs	431	660	847	1,062	1,007	▲ 55	-5.2%	1,199	84.0%
DEXART® injection	Hormone drugs	894	874	961	865	976	111	12.8%	835	116.9%
FOLIAMIN® TABLETS/POWDER/INJECTION	Vitamin drugs	-	-	-	475	841	366	77.1%	823	102.2%
LUNABELL® tablets (LD/ULD)	Hormone drugs	1,583	1,045	978	955	777	▲ 178	-18.6%	872	89.1%
GABAPEN® Tablets/Syrup	Nervous system & sensory organs drugs	-	1,104	1,092	885	712	▲ 173	-19.5%	725	98.2%
BUSERELIN nasal solution	Hormone drugs	441	402	460	582	657	75	12.9%	627	104.8%
Total Top 15 Sales		18,210	18,867	19,679	20,198	25,751	5,553	27.5%	27,335	94.2%
Pct. Of Total Sales		50.2%	55.8%	57.9%	57.0%	63.0%			63.1%	
Other Products		15,530	12,392	12,179	12,360	11,670	▲ 690	-5.6%	12,565	92.9%
CMO Business (OLIC)		2,539	2,532	2,131	2,866	3,467	601	21.0%	3,410	101.7%
Total		36,279	33,793	33,990	35,426	40,889	5,463	15.4%	43,311	94.4%
[Reference] Branded contrast media		1,245	-	-	-	-				

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 and FY9/23 of Top 15 products and FY9/23 Budget are the figure after the application of new accounting standards.

IR Activity Summary

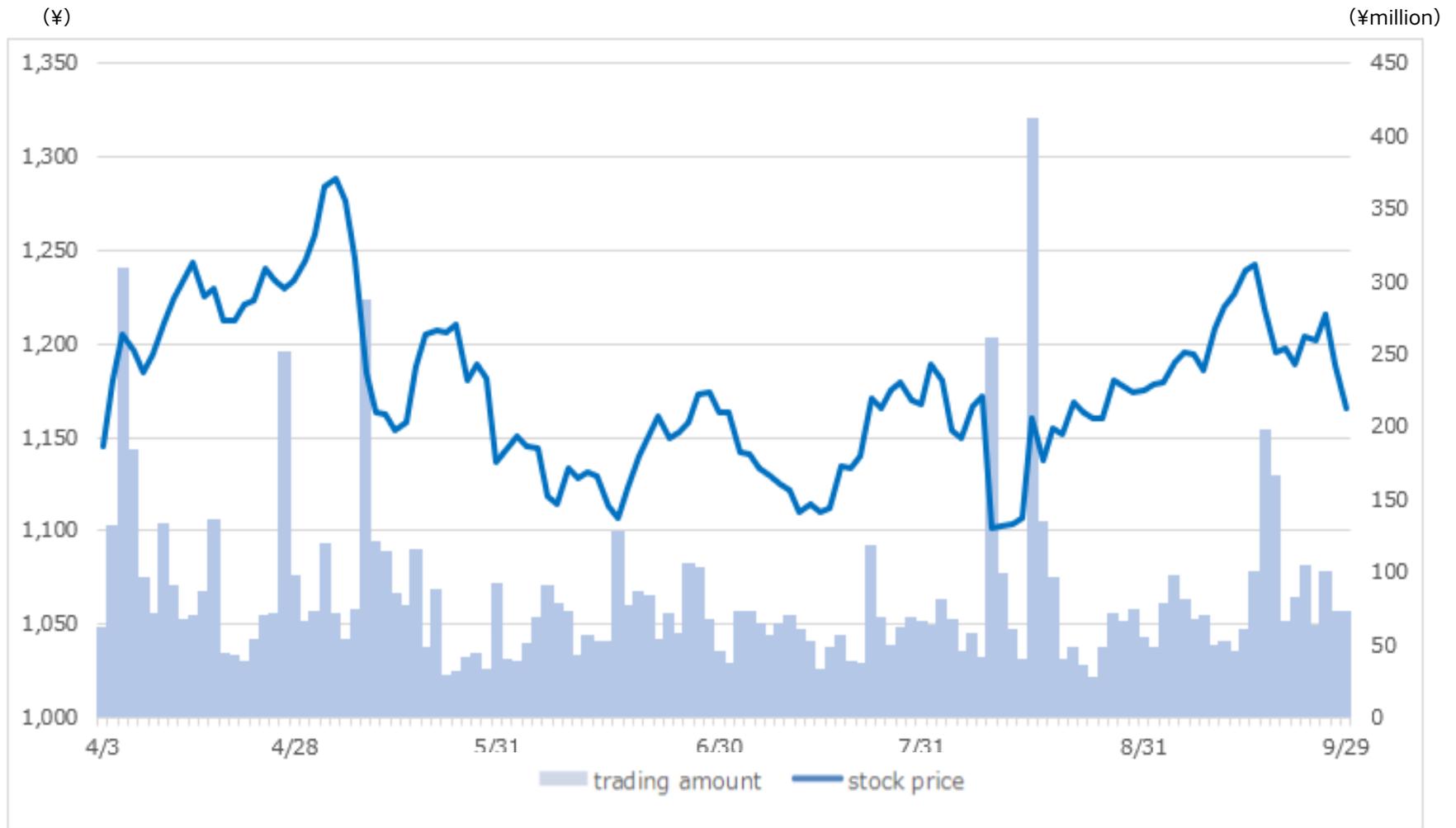
Explinator	For institutional investors/analysts			For Private Investors
	Semiannual IR Meeting	Small Meeting	One-on-One	IR Session
CEO attendance	2	1	5	
Others		1	33	2
Total	2	2	38	2

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



Include our factory tour participants and small meeting participants

Our stock price and Trading amount trends



Period : 4/3/2023~9/29/2023

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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