

# Supplemental Materials of FY9/23 3Q Consolidated Financial Results

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August 8, 2023

**Fuji Pharma Co., Ltd.**

TSE:PRIME 4554



**FujiPharma**

# Summary of FY9/23 3Q Consolidated Financial Results

(¥million)	FY9/22	FY9/23	YoY Change (Old accounting standards)		FY9/23	vs Fcst
	1Q-3Q	1Q-3Q	Amount	Ratio	Forecast	Progress Ratio
Net Sales	26,470	<b>29,482</b>	3,012	11.4%	<b>43,311</b>	68.1%
[Reference] Women's Healthcare	9,615	<b>12,370</b>	2,755	28.7%	<b>20,301</b>	60.9%
Gross Profit	11,152	<b>11,526</b>	374	3.4%	-	-
Gross Margin	42.1%	<b>39.1%</b>	-	-	-	-
SG&A Expenses	7,539	<b>9,123</b>	1,584	21.0%	-	-
SG&A Margin	28.5%	<b>30.9%</b>	-	-	-	-
Operating Profit	3,612	<b>2,403</b>	▲ 1,209	-33.5%	<b>4,048</b>	59.4%
Operating Margin	13.6%	<b>8.2%</b>	-	-	<b>9.3%</b>	-
Ordinary Profit	3,828	<b>2,741</b>	▲ 1,087	-28.4%	<b>4,088</b>	67.0%
Ordinary Margin	14.5%	<b>9.3%</b>	-	-	<b>9.4%</b>	-
Profit Attributable to Owners of Parent	2,642	<b>1,982</b>	▲ 660	-25.0%	<b>2,974</b>	66.6%
Profit Margin	10.0%	<b>6.7%</b>	-	-	<b>6.9%</b>	-
EBITDAR * <sup>1</sup>	7,077	<b>6,662</b>	▲ 415	-5.9%	<b>10,975</b>	60.7%
EBITDA * <sup>2</sup>	5,352	<b>4,399</b>	▲ 953	-17.8%	<b>7,137</b>	61.6%
Capital Expenditure	4,445	<b>2,365</b>	▲ 2,080	-46.8%	<b>5,715</b>	41.4%
Depreciation (Including Leased Equipment) * <sup>3</sup> * <sup>4</sup>	1,740	<b>1,996</b>	256	14.7%	<b>2,699</b>	74.0%
R&D Expenses	1,724	<b>2,262</b>	538	31.2%	<b>3,838</b>	58.9%
R&D Expenses Ratio	6.5%	<b>7.7%</b>	-	-	<b>8.9%</b>	-

\* 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)

\* 3) There was an error in the full-year forecast figures for Depreciation (Including Leased Equipment). The following materials that were disclosed in the past have been corrected.

11/22/2022 FY9/2022 Investor Meeting Materials

2/9/2023 Supplemental Materials of FY9/23 1Q Consolidated Financial Results

5/11/2023 Supplemental Materials of FY9/23 2Q Consolidated Financial Results

5/19/2023 FY9/2023 2Q Investor Meeting Materials

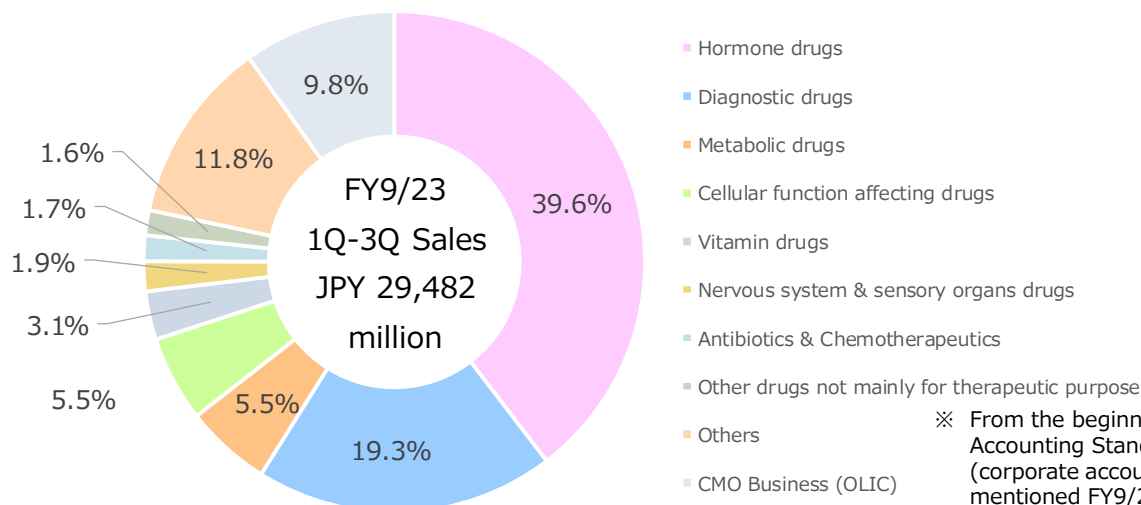
\* 4) 8/9/2023 There was an error in the 1Q-3Q actual results for Depreciation (Including Leased Equipment). They have been corrected.

# Sales by Therapeutic Category

(¥million)	FY9/19 1Q-3Q	FY9/20 1Q-3Q	FY9/21 1Q-3Q	FY9/22 1Q-3Q	FY9/23 1Q-3Q	YoY Change	
	Old accounting standards	Old accounting standards	Old accounting standards	New accounting standards	New accounting standards	Amount	Ratio
Hormone drugs	7,869	7,461	8,637	9,260	<b>11,675</b>	2,415	26.1%
Diagnostic drugs	8,445	6,360	6,360	5,696	<b>5,691</b>	▲ 5	-0.1%
Metabolic drugs	2,239	2,378	2,309	1,864	<b>1,636</b>	▲ 228	-12.2%
Cellular function affecting drugs	692	726	748	717	<b>1,631</b>	914	127.5%
Vitamin drugs	308	278	297	735	<b>918</b>	183	24.9%
Nervous system & sensory organs drugs	797	905	889	728	<b>569</b>	▲ 159	-21.8%
Antibiotics & Chemotherapeutics	624	558	441	471	<b>491</b>	20	4.2%
Other drugs not mainly for therapeutic	-	-	-	391	<b>476</b>	85	21.7%
Others	4,461	4,333	4,248	4,431	<b>3,488</b>	▲ 943	-21.3%
<i>Of which, CMO Business (FUJI)</i>	<i>1,777</i>	<i>2,030</i>	<i>2,261</i>	<i>2,778</i>	<i>2,045</i>	<i>▲ 733</i>	<i>-26.4%</i>
CMO Business (OLIC)	1,887	1,896	1,565	2,174	<b>2,902</b>	728	33.5%
<b>Total</b>	<b>27,324</b>	<b>24,899</b>	<b>25,498</b>	<b>26,470</b>	<b>29,482</b>	<b>3,012</b>	<b>11.4%</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 and FY9/22 by therapeutic category is the figure after the application of new accounting standards.

# Sales of Major Products

Product Name (¥million)	Therapeutic Category	FY9/19	FY9/20	FY9/21	FY9/22	FY9/23	YoY Change		FY9/23	
		1Q-3Q Old accounting standards	1Q-3Q Old accounting standards	1Q-3Q Old accounting standards	1Q-3Q New accounting standards	1Q-3Q New accounting standards	Amount	Ratio	Forecast	Progress Ratio
★IOPAMIDOL injection	Diagnostic drugs	5,392	4,759	4,734	4,553	<b>4,654</b>	101	2.2%	6,496	71.6%
◆UTROGESTAN <sup>®</sup> vaginal capsules	Hormone drugs	<u>511</u>	476	654	732	<b>1,673</b>	941	128.6%	1,396	119.8%
F-meno <sup>®</sup> capsules	Hormone drugs	-	-	-	283	<b>1,597</b>	1,314	464.3%	3,500	45.6%
DIENOGEST tablets	Hormone drugs	832	932	1,260	1,246	<b>1,283</b>	37	3.0%	2,082	61.6%
Filgrastim BS Injection Syringe	Metabolic drugs	<u>1,395</u>	<u>1,681</u>	<u>1,666</u>	<u>1,224</u>	<b>1,262</b>	38	3.1%	<u>1,665</u>	<u>75.8%</u>
Favoir <sup>®</sup> tablets	Hormone drugs	<u>515</u>	<u>713</u>	<u>950</u>	<u>1,137</u>	<b>1,192</b>	55	4.8%	<u>2,215</u>	<u>53.8%</u>
★IOHEXOL injection	Diagnostic drugs	1,703	1,602	1,627	1,326	<b>1,097</b>	▲ 229	-17.3%	1,719	63.8%
DOXIL <sup>®</sup> Injection	Cellular function affecting drugs	-	-	-	-	<b>884</b>	-	-	1,408	62.8%
Labellefile <sup>®</sup> tablets	Hormone drugs	490	617	749	728	<b>793</b>	65	8.9%	1,769	44.8%
DEXART <sup>®</sup> injection	Hormone drugs	662	647	688	635	<b>701</b>	66	10.4%	835	84.0%
LEVONORGESTREL tablets	Hormone drugs	214	463	574	723	<b>669</b>	▲ 54	-7.5%	1,199	55.8%
FOLIAMIN <sup>®</sup> TABLETS/POWDER/INJECTION	Vitamin drugs	-	-	-	439	<b>628</b>	189	43.1%	823	76.3%
LUNABELL <sup>®</sup> tablets (LD/ULD)	Hormone drugs	<u>1,279</u>	<u>770</u>	<u>715</u>	704	<b>589</b>	▲ 115	-16.3%	872	67.5%
BUSERELIN nasal solution	Hormone drugs	<u>326</u>	<u>291</u>	<u>325</u>	416	<b>547</b>	131	31.5%	627	87.2%
GABAPEN <sup>®</sup> Tablets/Syrup	Nervous system & sensory organs drugs	-	834	818	698	<b>542</b>	▲ 156	-22.3%	725	74.8%
Total Top 15 Sales		13,324	13,790	14,766	14,853	<b>18,117</b>	3,264	22.0%	27,335	66.3%
Pct. Of Total Sales		48.8%	55.4%	57.9%	56.1%	61.5%			63.1%	
Other Products		12,112	9,212	9,166	9,443	<b>8,462</b>	▲ 981	-10.4%	12,565	67.3%
CMO Business (OLIC)		1,887	1,896	1,565	2,174	<b>2,902</b>	728	33.5%	3,410	85.1%
Total		27,324	24,899	25,498	26,470	<b>29,482</b>	3,012	11.4%	43,311	68.1%
[Reference] Branded contrast media		1,257	-	-	-	-				

Acute Medical Care    Women's Healthcare

★ Product name change : IOPAMIDOL injection (Former name : OYPALOMIN<sup>®</sup> injection) , IOHEXOL injection (Former name : IOPAQUE<sup>®</sup> injection)

◆ Infertility treatment drugs

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

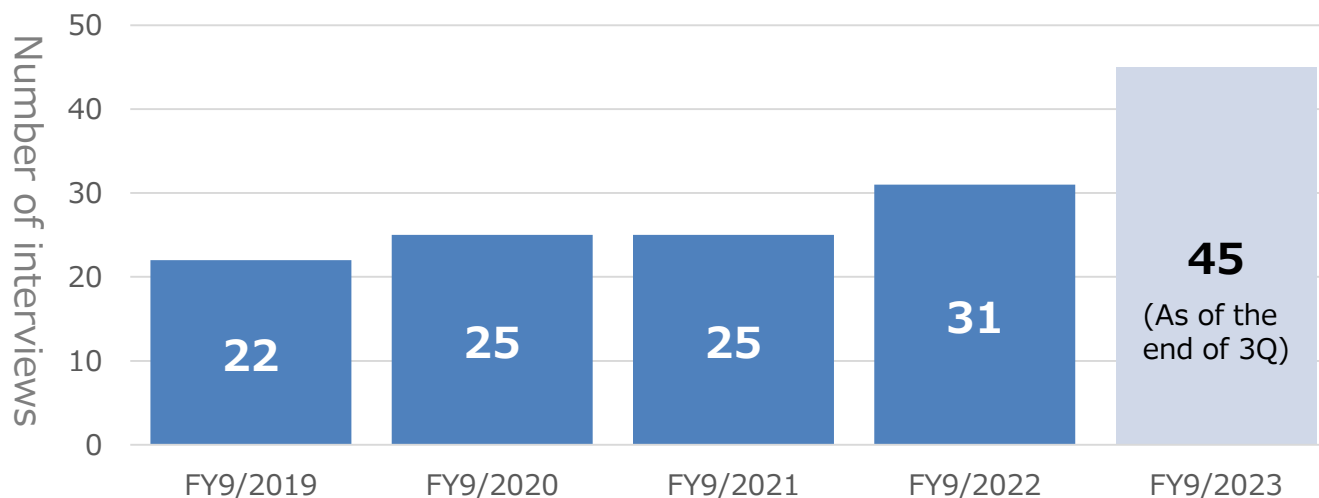
\* CMO Business (OLIC) is the amount after consolidation adjustment

※ 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

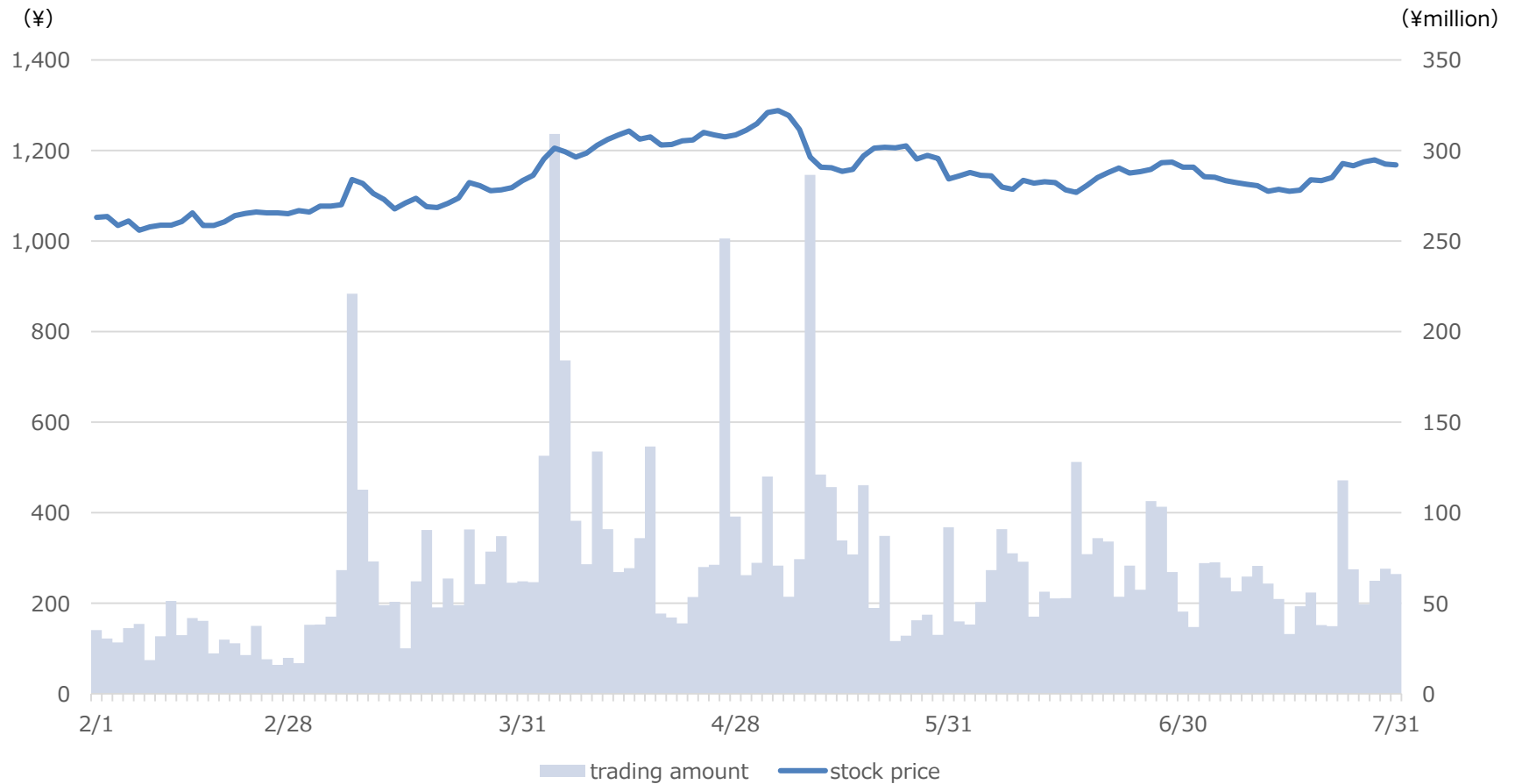
Explinator	For institutional investors/analysts			For Private Investors
	Semiannual IR Meeting	Small Meeting	One-on-One	IR Session
CEO attendance	2		10	1
Others		1	13	2
<b>Total</b>	<b>2</b>	<b>1</b>	<b>23</b>	<b>3</b>

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 : 2/1/2023~7/31/2023

## 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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