

Supplemental Materials of FY9/23 2Q Consolidated Financial Results

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Fuji Pharma Co., Ltd.

TSE:PRIME 4554



FujiPharma

Summary of FY9/23 2Q Consolidated Financial Results



(¥million)	FY9/22	FY9/23	YoY Change		FY9/23	vs Fcst	FY9/23	vs Fcst
	First half	First half	Amount	Ratio	First half Forecast	Achievement Ratio	Forecast	Progress Ratio
Net Sales	17,726	19,225	1,499	8.5%	20,144	95.4%	43,311	44.4%
Gross Profit	7,675	7,623	▲ 52	-0.7%	-	-	-	-
Gross Margin	43.3%	39.7%	-	-	-	-	-	-
SG&A Expenses	4,963	5,799	836	16.8%	-	-	-	-
SG&A Margin	28.0%	30.2%	-	-	-	-	-	-
Operating Profit	2,712	1,824	▲ 888	-32.7%	2,003	91.1%	4,048	45.1%
Operating Margin	15.3%	9.5%	-	-	9.9%		9.3%	-
Ordinary Profit	2,866	2,456	▲ 410	-14.3%	2,023	121.4%	4,088	60.1%
Ordinary Margin	16.2%	12.8%	-	-	10.0%		9.4%	-
Profit Attributable to Owners of Parent	1,834	1,772	▲ 62	-3.3%	1,476	120.1%	2,974	59.6%
Profit Margin	10.3%	9.2%	-	-	7.3%		6.9%	-
EBITDAR ^{*1}	4,974	4,418	▲ 556	-11.2%			10,975	40.3%
EBITDA ^{*2}	3,822	3,050	▲ 772	-20.2%			7,137	42.7%
Capital Expenditure	3,449	1,088	▲ 2,361	-68.5%			5,715	19.0%
Depreciation (Including Leased Equipment) ^{*3}	1,109	1,226	117	10.6%			2,699	45.4%
R&D Expenses	1,152	1,368	216	18.8%			3,838	35.6%
R&D Expenses Ratio	6.5%	7.1%	-	-			8.9%	-

* 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)

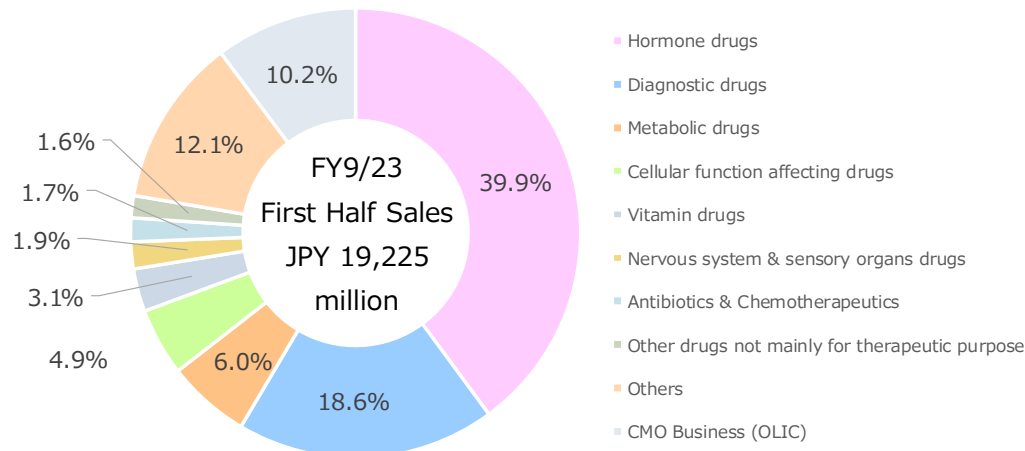
* 3) There was an error in the full-year forecast figures for Depreciation (Including Leased Equipment), so they have been corrected.

Sales by Therapeutic Category

(¥million)	FY9/19	FY9/20	FY9/21	FY9/22	FY9/23	YoY Change	
	First half Old accounting standards	First half Old accounting standards	First half Old accounting standards	First half New accounting standards	First half New accounting standards	Amount	Ratio
Hormone drugs	5,278	5,053	5,707	6,158	7,671	1,513	24.6%
Diagnostic drugs	6,028	4,456	4,315	3,831	3,576	▲ 255	-6.7%
Metabolic drugs	1,505	1,572	1,640	1,299	1,151	▲ 148	-11.4%
Cellular function affecting drugs	461	476	491	476	934	458	96.2%
Vitamin drugs	206	180	197	499	592	93	18.6%
Nervous system & sensory organs drugs	449	593	593	515	372	▲ 143	-27.8%
Antibiotics & Chemotherapeutics	397	368	278	295	329	34	11.5%
Other drugs not mainly for therapeutic purpose	-	-	-	296	305	9	3.0%
Others	2,970	2,913	2,902	2,948	2,327	▲ 621	-21.1%
<i>Of which, CMO Business (FUJI)</i>	<i>1,126</i>	<i>1,269</i>	<i>1,501</i>	<i>1,863</i>	<i>1,443</i>	<i>▲ 420</i>	<i>-22.5%</i>
CMO Business (OLIC)	1,186	1,290	1,149	1,403	1,965	562	40.1%
Total	18,483	16,905	17,277	17,726	19,225	1,499	8.5%

※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 first half sales 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	
		First half Old accounting standards	First half Old accounting standards	First half Old accounting standards	First half New accounting standards	First half New accounting standards	Amount	Ratio	Forecast	Progress Ratio
★IOPAMIDOL injection	Diagnostic drugs	3,580	3,342	3,206	3,057	2,891	▲ 166	-5.4%	6,496	44.5%
◆UTROGESTAN® vaginal capsules	Hormone drugs	<u>332</u>	<u>350</u>	<u>442</u>	<u>582</u>	1,113	531	91.2%	<u>1,396</u>	<u>79.7%</u>
F-meno® capsules	Hormone drugs	-	-	-	<u>117</u>	918	801	684.6%	<u>3,500</u>	<u>26.2%</u>
DIENOGEST tablets	Hormone drugs	532	596	830	812	857	45	5.5%	2,082	41.2%
Favoir® tablets	Hormone drugs	328	464	601	749	834	85	11.3%	2,215	37.7%
Filgrastim BS Injection Syringe	Metabolic drugs	<u>945</u>	<u>1,097</u>	<u>1,212</u>	<u>880</u>	825	▲ 55	-6.3%	<u>1,665</u>	<u>49.5%</u>
★IOHEXOL injection	Diagnostic drugs	1,115	1,116	1,109	896	724	▲ 172	-19.2%	1,719	42.1%
Labellefille® tablets	Hormone drugs	316	393	497	500	539	39	7.8%	1,769	30.5%
DOXIL® Injection	Cellular function affecting drugs	-	-	-	-	451	-	-	<u>1,408</u>	<u>32.0%</u>
DEXART® injection	Hormone drugs	435	435	445	418	441	23	5.5%	835	52.8%
LEVONORGESTREL tablets	Hormone drugs	47	326	370	447	433	▲ 14	-3.1%	1,199	36.1%
BUSERELIN nasal solution	Hormone drugs	218	202	216	252	416	164	65.1%	627	66.3%
LUNABELL® tablets (LD/ULD)	Hormone drugs	<u>978</u>	<u>534</u>	<u>472</u>	<u>470</u>	403	▲ 67	-14.3%	872	46.2%
FOLIAMIN® TABLETS/POWDER/INJECTION	Vitamin drugs	-	-	-	<u>304</u>	403	99	32.6%	<u>823</u>	<u>49.0%</u>
GABAPEN® Tablets/Syrup	Nervous system & sensory organs drugs	<u>367</u>	<u>543</u>	<u>538</u>	<u>497</u>	353	▲ 144	-29.0%	<u>725</u>	<u>48.7%</u>
Total Top 15 Sales		9,193	8,857	9,943	9,987	11,609	1,622	16.2%	27,335	42.5%
Pct. Of Total Sales		49.7%	52.4%	57.6%	56.3%	60.4%			63.1%	
Other Products		8,103	6,757	6,183	6,335	5,650	▲ 685	-10.8%	12,565	45.0%
CMO Business (OLIC)		1,186	1,290	1,149	1,403	1,965	562	40.1%	3,410	57.6%
Total		18,483	16,905	17,277	17,726	19,225	1,499	8.5%	43,311	44.4%
[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 first half sales of Top 15 products and FY9/23 Budget are the figure after the application of new accounting standards.

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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