

Supplemental Materials of FY9/22 2Q Consolidated Financial Results

May 6, 2022

Fuji Pharma Co., Ltd.

TSE:PRIME 4554



FujiPharma

Summary of FY9/22 2Q Consolidated Financial Results

(¥million)	reference		FY9/22 First half	YoY Change (Old accounting standards)		FY9/22 First half Forecast	vs Fcst	FY9/22 Forecast	vs Fcst					
	FY9/21 First half	FY9/21 First half		New accounting standards	Amount					Ratio	New accounting standards	Achievement Ratio	New accounting standards	Progress Ratio
	Old accounting standards	New accounting standards												
Net Sales	17,277	16,511	17,726	449	2.6%	17,473	101.4%	35,966	49.3%					
Gross Profit	7,664	6,897	7,675	11	0.1%	-	-	-	-					
Gross Margin	44.4%	41.8%	43.3%	-	-	-	-	-	-					
SG&A Expenses	4,977	4,211	4,963	▲ 14	-0.3%	-	-	-	-					
SG&A Margin	28.8%	25.5%	28.0%	-	-	-	-	-	-					
Operating Profit	2,686	2,686	2,712	26	1.0%	1,643	165.1%	3,490	77.7%					
Operating Margin	15.5%	16.3%	15.3%	-	-	9.4%	-	9.7%	-					
Ordinary Profit	2,738	2,738	2,866	128	4.7%	1,668	171.8%	3,540	81.0%					
Ordinary Margin	15.8%	16.6%	16.2%	-	-	9.5%	-	9.8%	-					
Profit Attributable to Owners of Parent	2,021	2,021	1,834	▲ 187	-9.3%	1,211	151.4%	2,562	71.6%					
Profit Margin	11.7%	12.2%	10.3%	-	-	6.9%	-	7.1%	-					
EBITDAR *1	4,563	4,563	4,974	411	9.0%	-	-	8,059	61.7%					
EBITDA *2	3,701	3,701	3,822	121	3.3%	-	-	5,250	72.8%					
Capital Expenditure	1,567	1,567	3,449	1,882	120.1%	-	-	7,172	48.1%					
Depreciation (Including Leased Equipment)	1,015	1,015	1,109	94	9.3%	-	-	1,760	63.0%					
R&D Expenses	861	861	1,152	291	33.8%	-	-	2,809	41.0%					
R&D Expenses Ratio	5.0%	5.2%	6.5%	-	-	-	-	7.8%	-					

* 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)

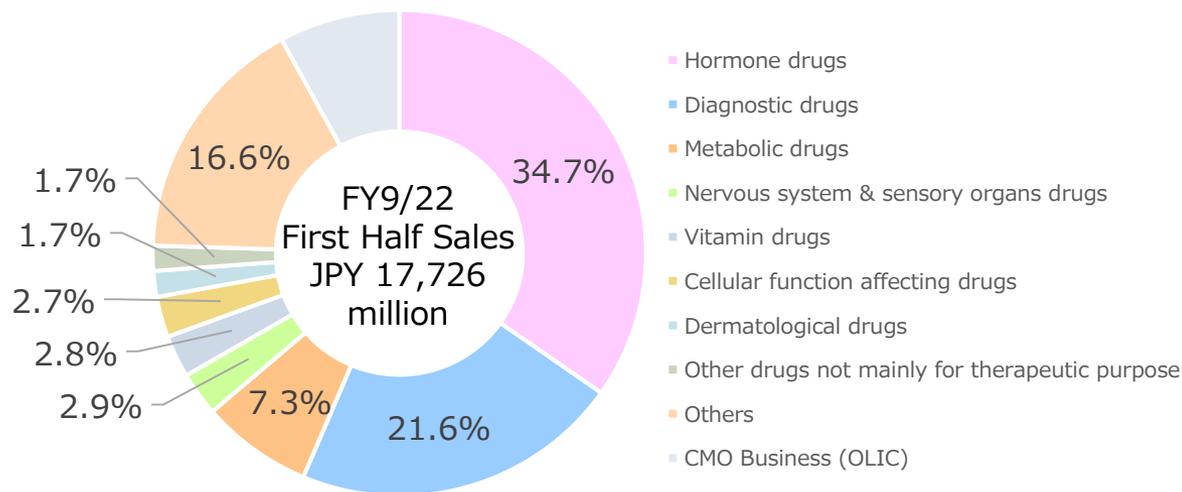
※ From the beginning of FY9/22, to apply “The Accounting Standards for Recognizing Revenues” (corporate accounting standard No. 29), the above-mentioned FY9/22 first half consolidated financial results and FY9/22 first half consolidated forecast and FY9/22 consolidated forecast are the figure after the application of new accounting standards.

Sales by Therapeutic Category

(¥million)	FY9/18	FY9/19	FY9/20	FY9/21	FY9/22	YoY Change	
	First half	Amount	Ratio				
	Old accounting standards	Old accounting standards	Old accounting standards	Old accounting standards	New accounting standards		
Hormone drugs	5,290	5,278	5,053	5,707	6,158	451	7.9%
Diagnostic drugs	6,323	6,028	4,456	4,315	3,831	▲ 484	-11.2%
Metabolic drugs	1,442	1,505	1,572	1,640	1,299	▲ 341	-20.8%
Nervous system & sensory organs drugs	82	449	593	593	515	▲ 78	-13.2%
Vitamin drugs	193	206	180	197	499	302	153.3%
Cellular function affecting drugs	393	461	476	491	476	▲ 15	-3.1%
Dermatological drugs	198	265	277	288	305	17	5.9%
Other drugs not mainly for therapeutic purpose	-	-	-	-	296	-	-
Others	2,744	3,102	3,004	2,893	2,939	46	1.6%
<i>Of which, CMO Business (FUJI)</i>	643	1,126	1,269	1,501	1,863	362	24.1%
CMO Business (OLIC)	1,293	1,186	1,290	1,149	1,403	254	22.1%
Total	17,961	18,483	16,905	17,277	17,726	449	2.6%

※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 first half sales by therapeutic category is the figure after the application of new accounting standards. Therefore, YoY changes(in amount and ratio) are for reference only.

Sales of Top 15 Products

Product Name (¥million)	Therapeutic Category	FY9/18 First half	FY9/19 First half	FY9/20 First half	FY9/21 First half	FY9/22 First half	YoY Change		FY9/22	
		Old accounting standards	Old accounting standards	Old accounting standards	Old accounting standards	New accounting standards	Amount	Ratio	Budget	Progress Ratio
★IOPAMIDOL injection	Diagnostic drugs	2,947	3,580	3,342	3,206	3,057	▲ 149	-4.6%	5,829	52.4%
★IOHEXOL injection	Diagnostic drugs	910	1,115	1,116	1,109	896	▲ 213	-19.2%	1,703	52.6%
<u>Filgrastim BS Injection Syringe</u>	Metabolic drugs	847	945	<u>1,097</u>	<u>1,212</u>	880	▲ 332	-27.4%	1,784	49.3%
DIENOGEST tablets	Hormone drugs	373	532	596	830	812	▲ 18	-2.2%	1,741	46.6%
Favoir® tablets	Hormone drugs	335	328	464	601	749	148	24.6%	1,541	48.6%
◆ <u>UTROGESTAN® vaginal capsules</u>	Hormone drugs	<u>298</u>	<u>332</u>	<u>350</u>	<u>442</u>	582	140	31.7%	1,093	53.2%
Labellefille® tablets	Hormone drugs	223	316	393	497	500	3	0.6%	1,294	38.6%
<u>GABAPEN® Tablets</u>	<u>Nervous system & sensory organs drugs</u>	=	=	<u>543</u>	<u>538</u>	497	▲ 41	-7.6%	1,107	44.9%
<u>LUNABELL® tablets (LD/ULD)</u>	Hormone drugs	<u>1,289</u>	<u>978</u>	<u>534</u>	<u>472</u>	470	▲ 2	-0.4%	767	61.3%
LEVONORGESTREL tablets	Hormone drugs	-	47	326	370	447	77	20.8%	857	52.2%
DEXART® injection	Hormone drugs	431	435	434	445	418	▲ 27	-6.1%	898	46.5%
◆HMG intramuscular injection	Hormone drugs	447	400	365	399	406	7	1.8%	675	60.1%
<u>FOLIAMIN®</u>	<u>Vitamin drugs</u>	=	=	=	=	304	=	=	=	=
BUSERELIN nasal solution	Hormone drugs	215	218	202	216	252	36	16.7%	457	55.1%
◆ <u>FOLYRMON® -P injection</u>	Hormone drugs	<u>304</u>	<u>316</u>	<u>286</u>	<u>295</u>	250	▲ 45	-15.3%	633	39.5%
Total Top 15 Sales		8,618	9,542	10,051	10,638	10,527	▲ 111	-1.0%	20,386	51.6%
Pct. Of Total Sales		48.0%	51.6%	59.5%	61.6%	59.4%			56.7%	
Other Products		8,049	7,754	5,563	5,489	5,795	306	5.6%	13,121	44.2%
CMO Business (OLIC)		1,293	1,186	1,290	1,149	1,403	254	22.1%	2,457	57.1%
Total		17,961	18,483	16,905	17,277	17,726	449	2.6%	35,966	49.3%
[Reference]Branded contrast media		2,316	1,245	0	0	0				

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

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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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