

Quarterly revenue details

■Revenue by business segment

(JPY millions)

	FY2022					FY2023					FY2024
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Prescription pharmaceuticals	61,105	58,228	66,271	74,630	260,235	67,183	68,209	71,622	74,010	281,025	275,494
YoY	0.2%	-1.9%	5.9%	12.0%	4.3%	9.9%	17.1%	8.1%	-0.8%	8.0%	-2.0%
OTC pharmaceuticals	2,379	3,260	2,520	2,469	10,628	2,886	3,028	2,911	2,417	11,242	11,161
YoY	-2.7%	23.4%	-5.1%	21.1%	8.7%	21.3%	-7.1%	15.5%	-2.1%	5.8%	-0.7%
Medical devices	1,624	1,388	1,566	1,679	6,257	1,884	1,689	1,955	2,239	7,767	9,122
Others	425	506	514	473	1,919	435	491	538	467	1,931	1,223 ^{*1}
Total	65,533	63,382	70,871	79,251	279,037	72,389	73,417	77,027	79,133	301,965	297,000
YoY	0.8%	-0.6%	5.7%	12.5%	4.8%	10.5%	15.8%	8.7%	-0.1%	8.2%	-1.6%

*1 Including company-wide adjustment

[Japan (location basis)]

(JPY millions)

	FY2022					FY2023					FY2024
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Prescription pharmaceuticals	38,839	32,909	39,465	51,556	162,770	37,126	36,177	40,839	46,019	160,161	148,568
YoY	-0.3%	-10.4%	-1.6%	17.4%	1.9%	-4.4%	9.9%	3.5%	-10.7%	-1.6%	-7.2%
OTC pharmaceuticals	2,141	2,928	2,258	2,269	9,595	2,628	2,737	2,562	2,169	10,096	10,037
YoY	-7.1%	17.8%	-9.3%	19.1%	4.5%	22.7%	-6.5%	13.5%	-4.4%	5.2%	-0.6%
Medical devices	890	734	828	813	3,264	870	813	947	955	3,585	4,013
Others	408	433	462	440	1,744	393	456	477	441	1,766	2,017
Total	42,279	37,004	43,013	55,078	177,373	41,016	40,182	44,825	49,584	175,608	164,635
YoY	-0.1%	-8.5%	-1.8%	17.0%	2.2%	-3.0%	8.6%	4.2%	-10.0%	-1.0%	-6.2%

■Revenue by overseas region (location basis)

(JPY millions)

	FY2022					FY2023					FY2024
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
China	3,630	6,321	6,374	5,221	21,546	6,583	8,542	7,451	7,282	29,858	32,611
YoY	-43.8%	-16.3%	0.7%	-23.8%	-20.8%	81.3%	35.1%	16.9%	39.5%	38.6%	9.2%
Asia (Not including China)	5,680	5,906	6,226	6,306	24,118	6,106	7,817	8,019	6,724	28,666	31,510
YoY	23.5%	32.5%	34.1%	3.1%	21.7%	7.5%	32.4%	28.8%	6.6%	18.9%	9.9%
EMEA	13,062	13,043	14,466	11,942	52,513	17,802	15,703	15,805	15,447	64,756	66,923
YoY	22.0%	23.8%	25.0%	18.4%	22.4%	36.3%	20.4%	9.3%	29.3%	23.3%	3.3%
Americas	882	1,108	793	705	3,488	883	1,173	927	96	3,078	—
YoY	-2.1%	44.6%	10.4%	113.8%	28.5%	0.1%	5.8%	16.9%	-86.4%	-11.8%	—
Total	23,255	26,378	27,858	24,174	101,665	31,373	33,234	32,201	29,549	126,357	131,044
YoY	2.6%	13.1%	19.8%	3.4%	9.8%	34.9%	26.0%	15.6%	22.2%	24.3%	3.7%
Overseas business sales ratio	35.5%	41.6%	39.3%	30.5%	36.4%	43.3%	45.3%	41.8%	37.3%	41.8%	44.1%

■Profit contribution by region^{*2}

(JPY millions)

	FY2022					FY2023					FY2024
	Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Japan	17,032	12,323	15,531	25,441	70,327	15,190	13,720	17,070	22,909	68,890	59,145
YoY	12.4%	-16.6%	-3.5%	26.3%	6.3%	-10.8%	11.3%	9.9%	-10.0%	-2.0%	-14.1%
(Percent of revenue)	40.3%	33.3%	36.1%	46.2%	39.6%	37.0%	34.1%	38.1%	46.2%	39.2%	35.9%
China	1,026	1,741	2,400	1,493	6,660	2,408	3,851	3,119	2,446	11,824	12,312
YoY	-65.2%	-47.9%	-2.0%	-47.3%	-42.4%	134.7%	121.3%	29.9%	63.9%	77.5%	4.1%
(Percent of revenue)	28.3%	27.5%	37.7%	28.6%	30.9%	36.6%	45.1%	41.9%	33.6%	39.6%	37.8%
Asia (Not including China)	2,508	2,518	2,676	2,649	10,352	2,676	3,751	3,565	2,504	12,496	14,383
YoY	35.5%	50.1%	53.1%	-11.0%	25.4%	6.7%	49.0%	33.2%	-5.5%	20.7%	15.1%
(Percent of revenue)	44.2%	42.6%	43.0%	42.0%	42.9%	43.8%	48.0%	44.5%	37.2%	43.6%	45.6%
EMEA	4,564	5,093	5,238	3,154	18,049	7,490	7,036	6,016	4,960	25,501	25,344
YoY	23.1%	28.8%	24.7%	26.9%	25.8%	64.1%	38.1%	14.8%	57.2%	41.3%	-0.6%
(Percent of revenue)	34.9%	39.0%	36.2%	26.4%	34.4%	42.1%	44.8%	38.1%	32.1%	39.4%	37.9%
Americas	-1,183	-1,157	-1,102	-1,048	-4,490	-365	-159	86	180	-258	—
YoY	—	—	—	—	—	—	—	—	—	—	—
(Percent of revenue)	—	—	—	—	—	—	—	9.2%	188.8%	—	—

*2 Deducting cost of sales and expenses related to revenue generation from regional revenue. Regional revenue related to regional business are used to calculate contribution profit and regional revenue may differ from revenue (location basis) in the above chart. In FY2023, there was a large gap between these revenues in Americas because of streamlining and regional revenue to calculate contribution profit was JPY 1.9 billion. Reorganization in overseas in FY2023 reflects to contribution profits in FY2023 and FY2024 forecast. Annual impact in FY2023: China JPY 0.5 billion, Asia JPY 0.6 billion, EMEA JPY 2.5 billion.

Quarterly revenue details

■ Revenue of major products

(JPY millions)

Brand name	Region	FY2022					FY2023					FY2024
		Q1	Q2	Q3	Q4	Full	Q1	Q2	Q3	Q4	Full	Full Forecast
Glaucoma and ocular hypertension												
Cosopt	Total	6,030	5,466	6,596	5,610	23,702	6,294	6,346	6,543	6,426	25,609	25,136
	Japan	1,434	1,035	1,241	966	4,675	1,121	947	1,080	807	3,955	2,697
	Asia	1,460	1,470	1,522	1,658	6,110	1,643	1,692	1,779	1,768	6,882	6,838
	EMEA	3,137	2,961	3,833	2,986	12,917	3,530	3,706	3,684	3,851	14,772	15,600
Tapros	Total	4,895	4,521	5,103	4,225	18,744	4,884	4,725	4,460	4,452	18,521	16,385
	Japan	2,275	1,724	2,076	1,686	7,761	1,973	1,425	1,512	1,027	5,937	3,515
	China	126	316	342	261	1,045	320	516	398	540	1,774	2,038
	Asia	516	608	540	614	2,277	532	575	643	635	2,386	2,627
EMEA	1,978	1,872	2,145	1,665	7,660	2,058	2,210	1,907	2,249	8,424	8,204	
Tapcom	Total	2,129	1,963	2,244	1,866	8,202	2,360	2,378	2,282	2,215	9,234	9,288
	Japan	760	596	714	579	2,649	689	565	541	397	2,192	1,539
	Asia	240	284	253	274	1,051	296	308	360	367	1,332	1,531
	EMEA	1,129	1,083	1,278	1,013	4,502	1,374	1,504	1,380	1,451	5,710	6,218
Trusopt	Total	1,251	1,179	1,255	1,197	4,882	1,272	1,216	1,303	1,135	4,927	4,884
	Japan	294	222	262	202	980	245	209	239	179	872	751
	Asia	98	112	109	134	454	105	117	110	117	449	418
	EMEA	859	845	884	861	3,448	922	891	954	839	3,606	3,715
Eybelis	Total	1,123	922	1,126	985	4,156	1,208	1,141	1,329	1,167	4,846	4,962
	Japan	1,076	856	1,061	912	3,905	1,117	1,029	1,228	971	4,345	4,367
	Asia	47	65	65	74	251	91	112	102	125	430	595
Dry eye												
Diquas (Including Diquas LX)	Total	5,069	4,273	6,360	5,286	20,988	7,101	6,925	7,116	4,720	25,862	21,782
	Japan	3,876	2,892	5,302	4,188	16,259	5,465	4,872	6,090	3,657	20,084	16,123
	China	666	963	579	563	2,772	1,098	1,255	426	537	3,315	2,853
	Asia	527	417	478	535	1,957	539	799	600	526	2,463	2,805
Hyalein	Total	3,303	3,613	4,717	3,148	14,781	3,938	4,389	4,550	4,257	17,134	17,507
	Japan	1,636	1,298	1,551	1,233	5,718	1,414	1,210	1,463	1,098	5,184	3,519
	China	875	1,716	2,366	1,477	6,433	1,951	2,151	2,195	2,512	8,808	9,986
	Asia	793	599	800	438	2,630	574	1,028	893	647	3,142	4,002
Ikervis	Total	1,817	1,869	1,783	1,370	6,839	4,486	2,566	2,725	2,328	12,105	11,104
	Asia	357	450	380	363	1,549	377	473	550	534	1,933	2,419
	EMEA	1,460	1,419	1,404	1,007	5,290	4,109	2,094	2,175	1,795	10,172	8,685
Cationorm	Total	1,099	1,214	975	722	4,010	1,215	1,005	1,061	1,246	4,526	4,792
	China	—	—	—	—	—	—	—	—	73	73	516
	Asia	121	139	80	101	441	92	108	229	194	623	808
	EMEA	707	726	709	485	2,626	803	730	687	703	2,923	3,036
	Americas	271	349	186	136	943	320	168	145	275	907	—
Allergy												
Alesion (Including Alesion LX and Alesion cream)	Total	4,846	3,118	4,190	21,395	33,550	2,816	3,798	5,020	17,854	29,489	27,739
	Japan	4,798	3,080	4,162	21,360	33,400	2,766	3,750	4,979	17,810	29,305	27,502
	Asia	48	38	28	34	149	51	48	41	44	184	236
Verkazia	Total	213	323	234	144	914	416	449	417	208	1,491	1,319
	EMEA	157	263	180	148	748	301	321	360	199	1,181	1,319
	Americas	56	61	54	—	166	115	128	57	9	310	—
Intravitreal VEGF inhibitor												
EYLEA ^{*1} (Including EYLEA 8mg)	Total	18,230	17,618	18,874	16,535	71,257	18,455	18,349	19,396	16,516	72,716	75,467
	Japan	18,230	17,618	18,874	16,535	71,257	18,455	18,349	19,396	16,516	72,716	75,467
Bacterial conjunctivitis												
Cravit	Total	1,926	3,153	3,135	3,167	11,381	2,935	4,157	4,658	2,953	14,703	13,947
	Japan	378	317	327	264	1,285	325	287	300	215	1,126	665
	China	727	1,859	1,702	2,020	6,309	1,625	2,631	2,779	1,802	8,837	8,443
	Asia	476	569	736	598	2,380	598	855	1,205	582	3,240	3,425
EMEA	345	407	369	286	1,408	387	384	374	354	1,499	1,414	
Medical devices												
Lentis comfort	Total	331	308	361	332	1,331	330	324	327	280	1,262	1,403
	Japan	331	308	361	332	1,331	330	324	327	280	1,262	1,403
PRESERFLO MicroShunt	Total	627	496	610	695	2,429	892	854	1,056	1,343	4,144	5,648
	Japan	—	4	19	70	94	110	145	208	296	758	1,222
	Asia	—	—	3	6	9	10	18	20	18	65	249
	EMEA	627	492	588	619	2,326	772	692	828	1,029	3,320	4,177
OTC pharmaceuticals	Total	2,379	3,260	2,520	2,469	10,628	2,886	3,028	2,911	2,417	11,242	11,161
	Japan	2,141	2,928	2,258	2,269	9,595	2,628	2,737	2,562	2,169	10,096	10,037
	China	31	83	81	66	262	64	73	94	80	310	328
	Asia	207	249	181	134	771	194	218	255	169	836	796

*1 Co-promoted product of Bayer Yakuhin, Ltd. (MAH)