

# **Become A Social Innovator**

Q2 FY2021 Financial Results
Santen Pharmaceutical Co., Ltd.

Presentation: November 9, 2021



# **Speakers**

#### Presentation/Q&A



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# **Forward-looking Statements**

- Materials and information provided in this announcement include so-called "forward-looking statements" .The earnings forecasts and other forward-looking statements herein are based on information currently available to the Company and certain assumptions that we believe to be reasonable. The realization of these forecasts is subject to various risks and uncertainties. Please be aware that actual results could differ materially from these forward-looking statements. We assume no obligation to update the contents of this document from time to time.
- External factors such as trends in pharmaceutical administration, social and economic conditions, changes in laws and regulations, and exchange rates. Changes in the competitive environment, such as the impact of generics. Reliance on certain products and business partners, such as dependence on mainstay products, reliance on licensed products, and reliance on certain business partners for the supply of bulk drugs. Uncertainty in the development of new drugs, the possibility that R&D investment will not produce sufficient results, the success or failure of alliances with other companies, and other R&D activities. Other factors include intellectual property rights, production slowdowns and delays caused by natural disasters, product supply issues such as discontinuations and product recalls, litigation, and risks related to global business development.
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## **CORE PRINCIPLE and WORLD VISION**





Tenki ni sanyo suru

"Exploring the secrets and mechanisms of nature in order to contribute to people's health" \*



# **Happiness with Vision**

The Happiest Life for every individual, through the Best Vision Experience



<sup>\*</sup> Santen's original interpretation of a passage from the Zhongyong (The Doctrine of the Mean) by Confucius.

# Santen 2030

### Toward 2030 and beyond

# Santen's VISION

# **Become A Social Innovator**

Orchestrate and mobilize key technologies and players around the world, to deliver happiness through vision.

### **GOAL**

Aim to reduce the loss of social and economic opportunities for people around the world due to eye conditions.

### **STRATEGY**

- A Ophthalmology
  Innovation in Ophthalmology and Acceleration of Ecosystem Development
- B Wellness
  Awareness and Proactive Care toward Better Eye Condition
- C Inclusion
  Building Society that is Inclusive regardless of Visual Impairment



# **Evolution from Vision 2020 to Santen 2030**

Vision 2020 (2011-2020)

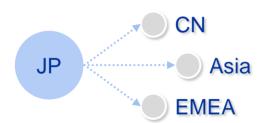
**Expanded global market** presence

Step 1

Expand overseas by leveraging

Japan's strengths

Santen as of 2011



Expand globally as a top player in Ophthalmology prescription market from Japan. Established global presence (excl. US)

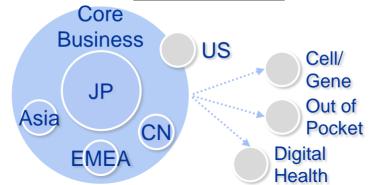
 Expanded presence in Asia and EMEA after acquiring Merck products in 2014 MTP2025 (2021-2025)

Transformation into a truly global → ophthalmology Rx company

Step 2

Enhancing globalization and entering new fields

Santen as of 2021

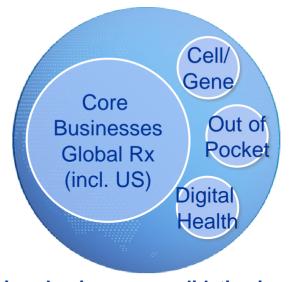


Maximize the value of core businesses. Leverage to enter new businesses and new areas

- Enter the US ophthalmic Rx market through the platform of Eyevance
- Invest in future growth areas such as cell and gene therapy, out of pocket market and digital health

Santen 2030 (2021-2030) — Become a Social Innovator

Step 3
Leader in ophthalmology



Achieve business consolidation in ophthalmic products, incl. US

Further evolve business model while expanding into new technology / out-of-pocket

To become a Social Innovator that contributes to society through the eyes



# Agenda

## 1. Steady Progress Toward MTP2025

- (1) Profit Ratio Improvement in Core Businesses
- (2) Expansion of New Areas
- (3) Strengthening of Foundation as a Global Company
- 2. R&D Update
- 3. Q2 FY2021 Financial Results

**Appendix** 



#### **Financial Summary**

MTP2025: Steady Growth in First Half of the First Year as Planned. Focus on Achieving Full-year Targets Emphasizing Appropriate Balance of Midto-Long Term Growth Investments and Profitability

### Q2 FY2021 Results:

- Revenue: JPY128.8 billion (+8.3%)
- > OP: JPY18.8 billion (+0.6%), Core OP: JPY24.3 billion (-5.4%)

## FY2021 Forecast: Unchanged

- Revenue: JPY260.0 billion (+4.2%)
- > OP: JPY41.5 billion (+240.5%), Core OP: JPY52.0 billion (+3.8%)

# FY2021 Dividend Forecast: Unchanged +JPY4 YoY

> Annual dividend forecast JPY32 per share (Interim dividend JPY16 per share)

#### **Steady Progress Toward MTP2025**

# Growth Maintained in Core Businesses; Firm Progress on Mid-to-Long-Term Growth Initiatives. Solid Execution of Initiatives for Sustainable Growth



Profit ratio improvement in core businesses

### Maintain Above-Market Growth Trend across Regions such as Japan

(Japan +6%, China +10%, Asia -2%\*, EMEA +15%)

> Implement medium-to long-term measures such as product and ecosystem development



Expansion of new areas

#### **Steady Progress in New Areas**

- > Americas: Refining business strategy in anticipation of events of STN1011700, STN1010900
- R&D: Steady pipeline progress which will drive medium-to long-term growth Approval of STN2000100 in Singapore, Introducing atropine drug in Europe



Strengthening of foundation as a global company

### Shift to a Global Structure to Enable Product Development

- > Globally strengthen organizational capabilities of R&D function, focusing on the US and China
- Establish a production system capable of addressing medium-to long-term demand (Shiga and Suzhou)

ESG Initiatives (governance disclosures, DE&I, work environment, environmental initiatives, etc.)

\*Positive growth in Asia if impact of bulk shipments in FY2020 is excluded



# Solid Business Base by Deploying Products and Solutions Driven by Patients' Needs

Patient-centric Product Development

Product Life Cycle Management

**Strong Customer Relationships** 







## **Developing Broad Pipeline Aimed at Addressing Patients Needs**



New	formu	lation

- New instillation system:
  Tapros, Tapcom, Eybelis
- > Eybelis PFUD\*

## **New drugs**

> STN1013900, STN1012600

### **Device**

> PRESERFLO MicroShunt



### **New formulation**

> Alesion, Diquas

## **New drugs**

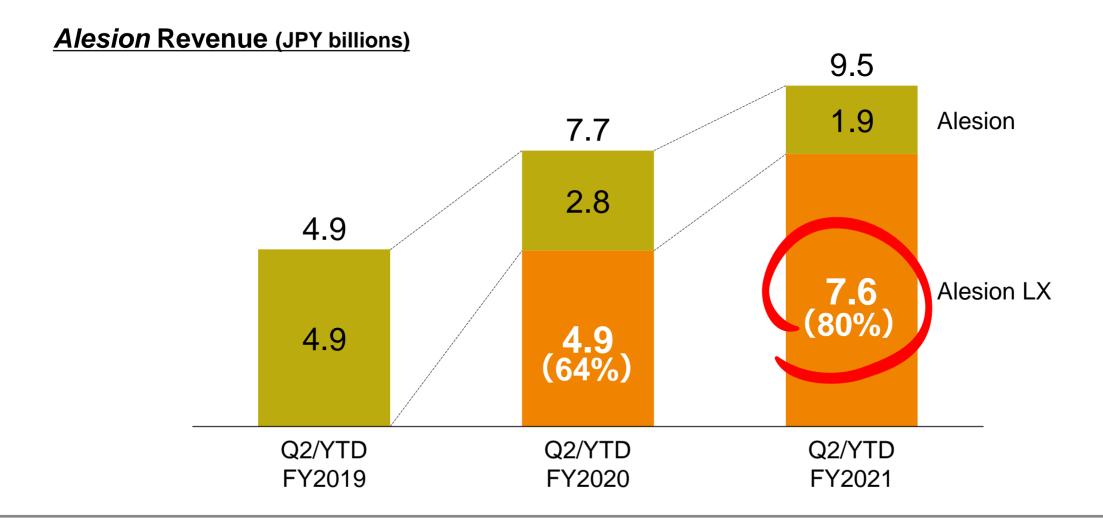
Dry eye: STN1013500, STN1010905

Myopia: STN1012700, STN1013400

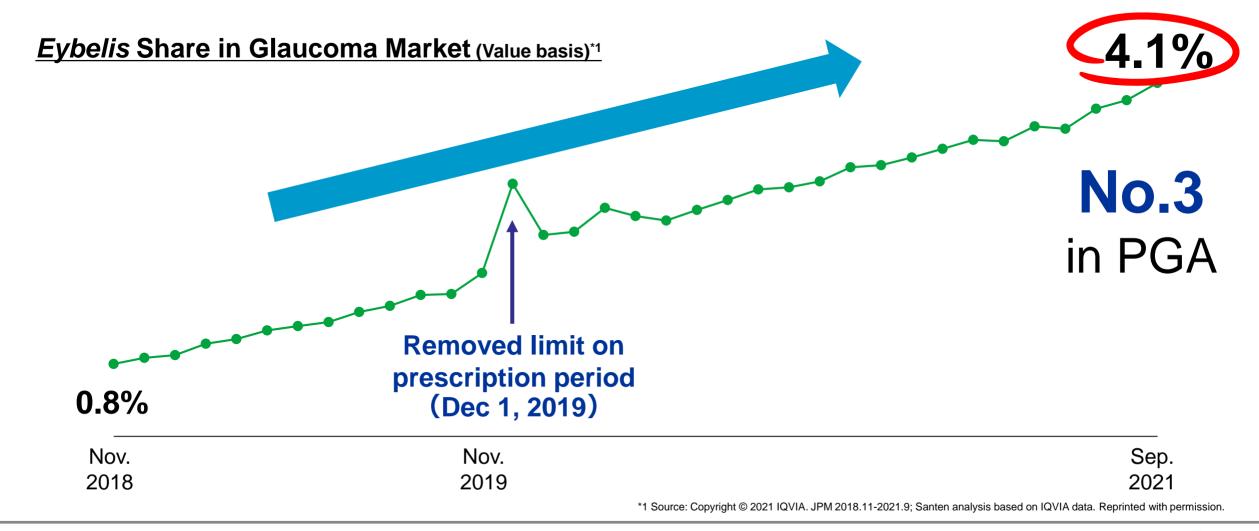
\*Preservative Free Unit Dose



## Proactively Switching to *Alesion LX* as Life Cycle Management Product



## **Achieve Firm Market Penetration for New Products** by Catering to Clients' Needs



# Developing Ability to Adapt to Changes in External Environment in Executing Mid-to-Long Term Strategy. Initiating Digital Initiatives

Basic health insurance coverage

**Price controls** 

**Promoting** innovation

Directing patients to lower-tier and private hospitals

Medical reform through use of digital tools

## **Market Creation**

Disease awareness
Screening
Dissemination of
guidelines



## **Multi Channel**

Public hospital Private hospital Retail



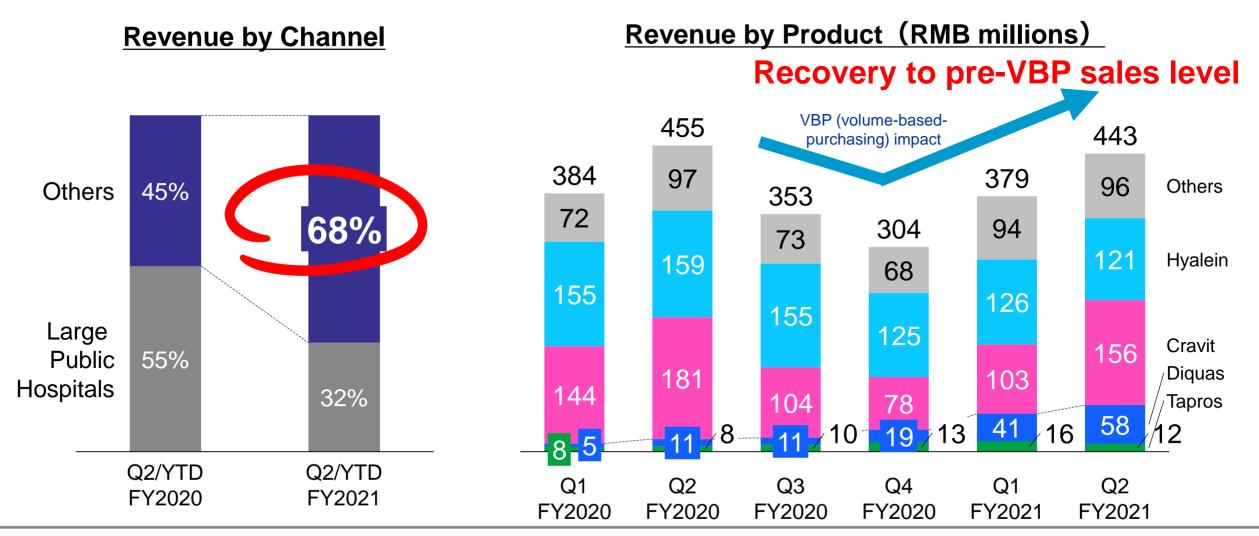
## **New Products**



Pipeline

Ability to Adapt to Changes in the Business Environment: Environment, Government Policy, Business Sentiment

## **Maintaining Growth Trend on Channel Shift and New Products**



# Accurately Capturing Needs Across Regions to Promote Mid-to-Long Term Market Creation and Growth

### Asia



# **Contribute to Eye Care Ecosystem Development**

- Cooperating with SNEC\*1 to support ophthalmic technician's education Expanding capacity of ophthalmology in Southeast Asia
- Provision of medical information to ophthalmologists using mobile apps
   More than 6,000 healthcare professionals registered as users

# **EMEA**





# **Supporting Global Growth through Steady Progress**

- PRESERFLO MicroShunt. **2x** sales YoY
- Stable growth through market creation and shift to new products

\*1 Singapore National Eye Center

# **Establish Business Platform Based on Current Lineup Leverage Pipeline Upside to Transition to Profitability**

**Upside** 

> STN1010900, STN1012600

# **Growth** acceleration

> STN1011700

# Improve market presence

- Establish a platform in the U.S with the growth of Eyevance products and *Verkazia* 
  - Optimize sales capability, strengthen market access & medical affairs functions
  - Verkazia: Targeting, MR training and preparation for the launch in Q4 FY2021

FY2021 FY2025





# Aim to Establish Management Platform over Mid-to-Long Term, while Duly Considering Risk Scenarios

Glaucoma

STN1011700:

PDUFA: Nov. 19

**Filed** 

> Preparation for the launch scheduled for H1 FY2022

Ia

STN1012600:

Plan to complete additional P2 trial in Q4 FY2021

**P2** 

▶ Plan to launch in FY2025

**Uveitis** 

STN1010900:

**P3** 

➤ Scheduled to receive recommendation from DMC\* on the results of interim analysis (futility analysis) during 2021

Plan to launch in FY2024

\* Data Monitoring Committee

(3) Strengthening of Foundation as a Global Company

# Strengthen Organizational Capacity, Structure to Support Mid-to-Long Term Growth. ESG Increasingly Positioned as a Key Issue

## Strengthen R&D capability

- Established department to oversee global clinical development
- Established China R&D department to beef-up product development in the Chinese market
- Strengthened global project management functionality

# Strengthen product supply

- On-going plant construction incorporating cutting-edge technology
   Achieve stable supply and quality assurance
  - ➤ Shiga new wing (Plan to start operation in FY2023)
  - Suzhou new plant (Plan to start operation in 2025)

## **ESG** initiatives

- Set forth Board of Directors' Skill Matrix and MTP2025 Executive Compensation Indicators
- Set KPI for ratio of female managers (Japan)
- Formulation of Environmental Vision (2050) and start of shipment of biomass plastic bottles



(3) Strengthening of Foundation as a Global Company

# **Accelerate New Work Style Globally Revise and Develop Guidelines to Recruit Diverse Talent**

## **Productivity**

## Choose where to work

> Commuting to office optional\*, hiring regardless of location of residence

## **Flexibility**

## Adjust work hours based on diverse needs

Introduction of full flextime\*

### **Borderless**

# Set up global virtual community platform

> Leverage IT systems to start providing and operating platforms

\*Excluding some functions such as plant employees

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- (3) Strengthening of Foundation as a Global Company

# 2. R&D Update

3. Q2 FY2021 Financial Results

**Appendix** 



#### **R&D Update**

# **Steady Pipeline Progress in Both Core Businesses and New Areas to Drive to Mid-to-Long Term Growth**

	STN1012600 Sepetaprost	Achieved <b>FPI</b> in P2 trial (exploratory study) in Europe
Glaucoma	STN10 <b>139</b> 00 Rhopressa	Achieved primary endpoint (superiority compared with ripasudil) in the first P3 trial in Japan
	STN2000100 PRESERFLO MicroShunt	Approved in Singapore
Dry eye	STN1008903  Diquas long-lasting	Filed in Japan
MGD	STN10 <b>109</b> 05 Sirolimus	Achieved <b>FPI</b> in P2a trial in Japan
	STN1012700 Atropine	Achieved FPI and LPO in P1 trial in China
Myopia	SYD-101 Atropine	Licensed-in SYD-101 in Europe
	STN1013400 AFDX0250BS	Achieved <b>LPO</b> in P1 trial in Japan
Ptosis	STN10 <b>138</b> 00 RVL-1201	Started preparations for filing in Asia FPI; First Patient In, LPO; Last Patient Out

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#### **Financial Results**

# Sales Increased 8% YoY. Core Profits Down on One-off Factors but True Profit-generating Capability Improving

_	Q2 FY2	2019	Q2 FY2	2020	Q2 FY2021		
(JPY billions)	Actual	vs Revenue	Actual	vs Revenue	Actual	vs Revenue	YoY
Revenue	118.8		118.9		128.8		+8.3%
Cost of sales	48.3	41%	49.7	42%	52.9	41%	+6.4%
Gross margin	70.5	59%	69.2	58%	75.9	59%	+9.7%
SG&A expenses	33.4	28%	33.2	28%	39.7	31%	+19.3%
R&D expenses	11.4	10%	11.1	9%	12.3	10%	+10.9%
Amortization on intangible assets associated with products	4.9	4%	4.9	4%	4.8	4%	-1.9%
Other income	0.2	0%	0.3	0%	0.2	0%	-42.1%
Other expenses	1.9	2%	1.6	1%	0.5	0%	-68.4%
Operating profit	19.0	16%	18.7	16%	18.8	15%	+0.6%
Finance income	0.5	0%	0.6	0%	0.7	1%	+18.6%
Finance expenses	1.1	1%	0.9	1%	0.4	0%	-50.1%
Share of loss of Investments accounted for using equity method			0.0	0%	0.6	0%	
Profit before tax	18.4	15%	18.4	15%	18.4	14%	+0.2%
Income tax expenses	5.3	4%	4.7	4%	4.1	3%	-11.1%
Actual tax ratio	28.7%		25.4%		22.5%		
Net profit	13.1	11%	13.7	12%	14.3	11%	+4.1%
Core basis							
Revenue	118.8		118.9	'	128.8		+8.3%
Operating profit	25.6	22%	25.7	22%	24.3	19%	-5.4%
Net profit	18.8	16%	19.7	17%	18.6	14%	-5.7%
USD (JPY) EUR (JPY) CNY (JPY)	108.82 121.28 15.77		106.72 121.54 15.21		110.09 131.14 17.05		

### Main factors of change

#### Revenue

#### +8.3% YoY

· Steady growth in each region

#### **Operating Profit**

#### +0.6% YoY

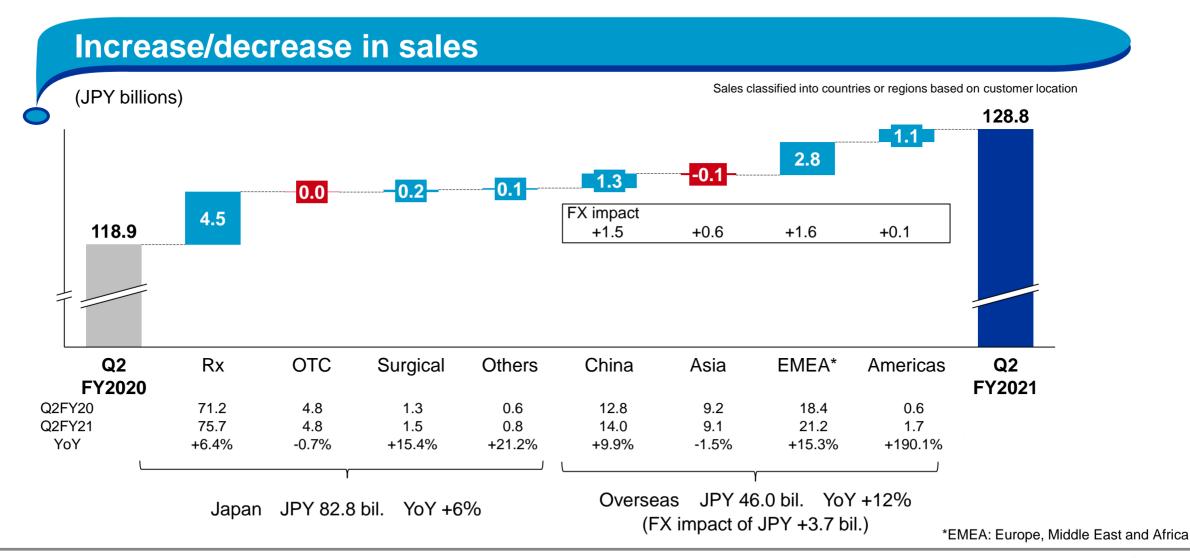
- (-) Impact of one-off negatives factors specific to H1. Push-out of domestic sales promotion expenses (JPY 0.9 billion) and new consolidation of Eyevance (JPY 1.7 billion), etc.
- (-) Amortization of intangible assets associated with products: retroactive revision of Eyevance
- (+) Valuation expense related to contingent consideration for InnFocus, Inc. acquisition in FY2020

#### **Core Operating Profit**

#### -5.4% YoY

 Up approximately 3% after adjusting for the above one-off factors (approx. JPY 2.0 billion)

## Revenue Up YoY on Steady Growth After the Impact of COVID-19



#### FY2021 Forecasts

# FY2021 Forecast Unchanged from May 11<sup>th</sup>. Retroactive Restatement of FY2020 Results due to Completion of Eyevance PPA\*

	FY	2020		FY2021			
(JPY billions)	Actual after retroactive correction	vs Revenue	Forecast	vs Revenue	YoY		
Revenue	249.6		260.0		+4.2%		
Cost of sales	98.2	39%	101.0	39%	+2.8%		
Gross margin	151.4	61%	159.0	61%	+5.0%		
SG&A expenses	79.6	32%	81.4	31%	+2.3%		
R&D expenses	24.1	10%	26.0	10%	+7.8%		
Amortization on intangible assets associated with products	10.7	4%	8.9	3%	-16.4%		
Other income	16.0	6%	0.5	0%	-96.9%		
Other expenses	40.9	16%	1.7	1%	-95.8%		
Operating profit	12.2	5%	41.5	16%	+240.5%		
Finance income	1.3	1%	0.9	0%	-33.2%		
Finance expenses	1.5	1%	0.2	0%	-86.6%		
Investment loss by equity method	0.4	0%	1.2	0%	+235.5%		
Profit before tax	11.7	5%	41.0	16%	+250.8%		
Income tax expenses	2.6	1%	10.5	4%	+309.8%		
Actual tax ratio	21.9%		25.6%				
Net profit	9.1	4%	30.5	12%	+234.2%		
ROE	3.0%		10%				
Core basis							
Revenue	249.6		260.0		+4.2%		
Operating profit	50.1	20%	52.0	20%	+3.8%		
Net profit	37.5	15%	39.0	15%	+4.0%		
USD (JPY) EUR (JPY)	105.95 123.73		105.00 125.00				
CNY (JPY)	15.61		16.50				

### Main factors of change

#### Revenue

#### +4% YoY

- Sales expected to increase YoY on sales growth in each region
- High likelihood of upside given foreign exchange rate levels

#### **Operating Profit**

#### +241% YoY

- Absence of FY2020 impairment loss
- Decline in amortization of intangible assets related to products to contribute to increase in profit

#### **Core Operating Profit**

#### +4% YoY

- Aiming for well-balanced profit growth by maximizing sales
- One-off factors from H2 FY2020 to H1 FY2021 drop out

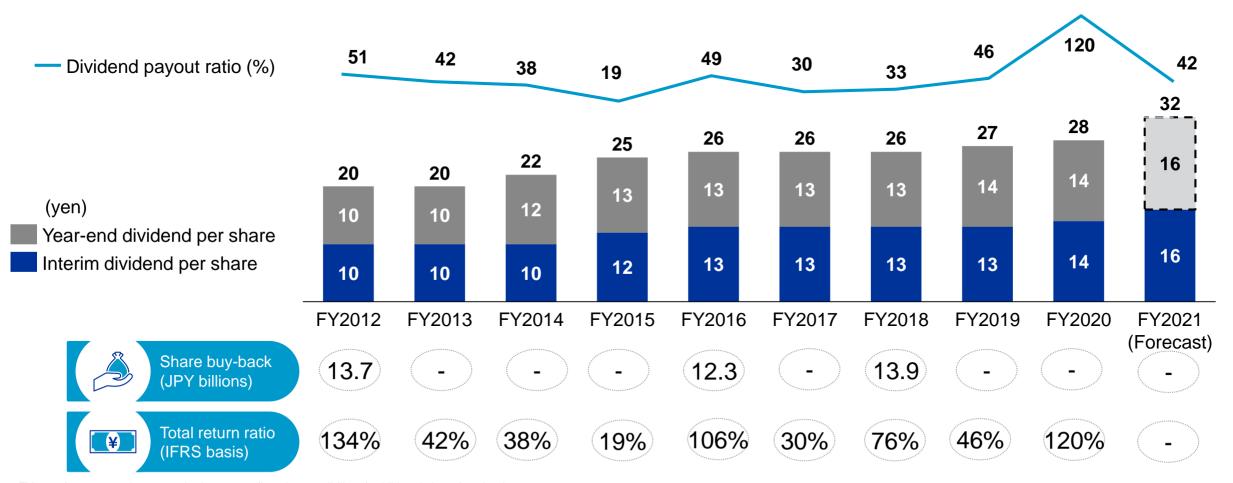
Note on retroactive restatement:

FY2020 profit increased JPY 2.5 billion due to retroactive adjustments associated with the allocation of Eyevance's acquisition price to assets and liabilities.

\*Purchase Price Allocation

#### Shareholder Return

# Interim Dividend of JPY 16 up JPY 2 from FY2020. FY2021 Annual Dividend Forecast Unchanged: Guiding for JPY 32, up JPY 4 YoY



FY2021 forecast total return ratio does not reflect the possibility of additional share buy-backs.

Calculations are based on J-GAAP until FY2013 and IFRS from FY2014 onwards.

Dividend payout ratio and total return ratio in FY2020 are adjusted due to the completion of the allocation of consideration for acquisition of Eyevance.



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# **Appendix**



#### Foreign Exchange Rate Assumptions and Sensitivity in Full-year Earnings Forecasts

# Sales and Profit Forecasts Unchanged Despite Expectation Weaker JPY Relative to Forecast for FY2021

#### FY2021 forecast vs H1 FY2021 results

	Forecasts	H1 results	Difference	Ratio(%)
USD	105.0	110.1	5.1	104.8
EUR	125.0	131.1	6.1	104.9
CNY	16.5	17.1	0.6	103.3

#### Foreign exchange impact included in H1 results

(JPY billions)	USD	EUR	CNY	Total
Revenue	+0.07	+0.99	+0.45	+1.52
Core operating profit	-0.32	+0.16	+0.17	+0.01

#### FY2021 forecast vs assumption

(Assumption value based on H1 results and latest rate)

	Forecasts	H2 assumption	FY2021 assumption	Difference	Ratio(%)
USD	105.0	115.0	112.6	7.6	107.2
EUR	125.0	132.0	131.6	6.6	105.3
CNY	16.5	17.5	17.3	0.8	104.7

# Forecasted foreign exchange impact on full-year forecast

(JPY billions)	USD	EUR	CNY	Total
Revenue	+0.31	+2.11	+1.24	+3.65
Core operating profit	-1.20	+0.20	+0.32	-0.69

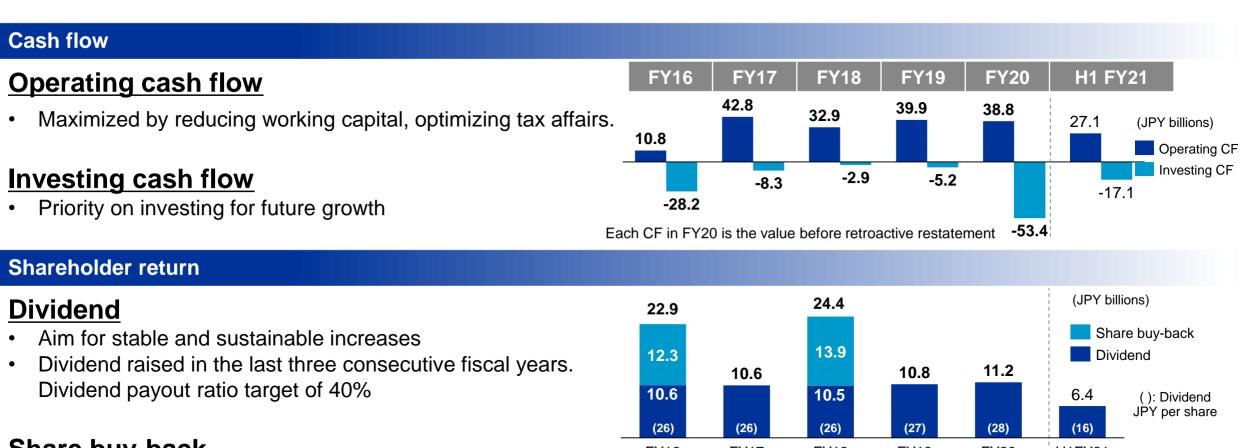
# Impact of a 1%\* depreciation of the yen on core operating profit forecasts

(JPY billions)	USD	EUR	CNY
Revenue	+0.04	+0.40	+0.27
Core operating profit	-0.17	+0.04	+0.07

\*vs forecast rate

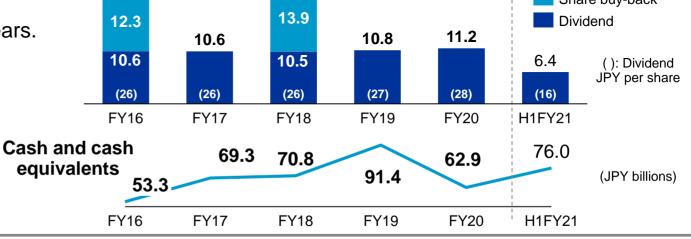
#### **Capital Allocation**

## Maximizing Cash to Secure Investment Capacity and Optimize Returns



### **Share buy-back**

Flexible implementation taking into consideration capital level and market environment



#### Q2 FY2021 Financial Position

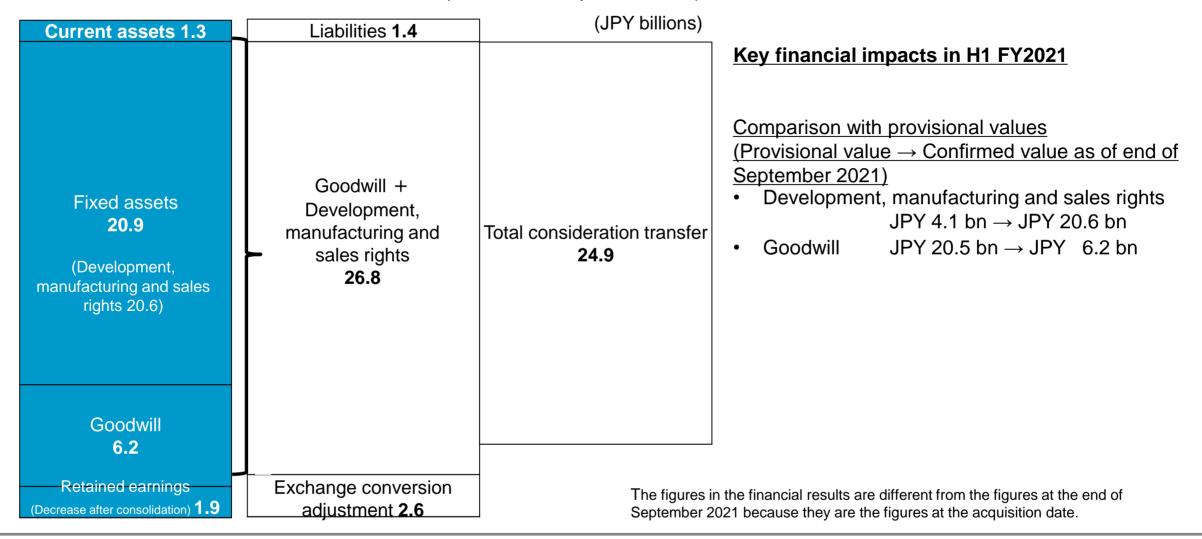
# Achieve Both Soundness & Safety while Increasing in Assets on the Back of Investments. Aim to Raise ROE on Improved Capital Turnover

Retroactive restatement of FY2020 figures: Status of intangible assets related to products The consolidated statement of financial position for FY2020 has been retroactively revised due to the 46% completion of the allocation of consideration for acquisition of Evevance. The following figures have been 44% 38% adjusted: "intangible assets", "total non-current assets", "total assets", "retained earnings", "other capital components", "total equity", "deferred tax liability", "non-current liability", "total liabilities", and "total equity and 53% 34% 33% liabilities" Ratio to net assets 135.2 115.5 March 31, 2021 **September 30, 2021** 131.1 (JPY billions) 127.5 10.3 420.4 420.4 (JPY billions) 106.5 104.5 405.3 405.3 56.3 55.9 Non-Non-Intangible I 26.9 current current assets assets assets 115.5 83.1 Other non-55.4 115.8 54.5 48.9 69.3 64.8 current assets 209.3 Other current 199.1 22.7 22.1 assets 319.0 FY17 FY18 FY19 FY20 H1FY21 FY16 309.6 93.8 Cash and cash (76%) 83.2 In process R&D (76%)equivalents Development, manufacturing and sales rights Equity Goodwill Non-current Current Current Status of intangible asset amortization related to assets liability 135.1 assets 143.3 10.7 products 9.9 8.9 Current liability (JPY billions) 6.7 7.0 211.2 6.4 206.2 26.2 17.1 78.5 76.0 75.3 62.9 FY16 FY17 FY18 FY19 FY20 FY21

**Forecast** 

# Allocation of Consideration Completed for Eyevance, Acquired in September 2020

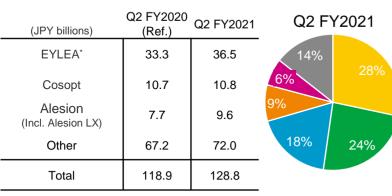
(As of End of September 2021)



## Q2 FY2021 Revenue by Region (YTD)

Intravitreal VEGF inhibitor Glaucoma/Device Dry eye Allergy Bacterial conjunctivitis Other





#### <u>Japan</u>

(JPY billions)	Q2 FY2020 (Ref.)	Q2 FY2021	Q2 FY2021
EYLEA*	33.3	36.5	15%
Alesion (Incl. Alesion LX)	7.7	9.5	12% 44%
Diquas	6.1	6.7	12%
Other	30.9	30.1	15%
Total	77.9	82.8	.670

#### China

(JPY billions)	Q2 FY2020 (Ref.)	Q2 FY2021	Q2 F	/2021
Cravit	4.9	4.4	17%	
Hyalein	4.8	4.2	3%2%	42%
Diquas	0.2	1.7		
Other	2.8	3.7	36%	
Total	12.8	14.0		

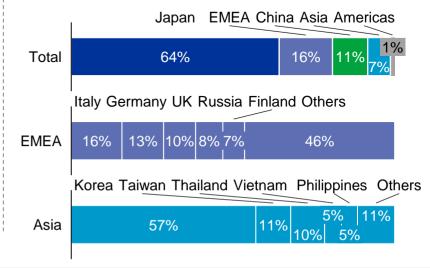
#### Asia

(JPY billions)	Q2 FY2020 (Ref.)	Q2 FY2021	Q2 FY20	)21
Cosopt	2.1	2.5	1%14%	
Tapros	1.0	1.0	12%	46%
Cravit	1.1	0.9		4070
Other	5.0	4.7	26%	
Total	9.2	9.1		

#### **EMEA**

(JPY billions)	Q2 FY2020 (Ref.)	Q2 FY2021	Q2 FY2021
Cosopt	4.8	5.3	3%
Tapros	3.3	3.3	3%
Ikervis	1.7	2.5	63%
Other	8.6	10.2	
Total	18.4	21.2	
·			

#### Revenue in each region (Q2 FY2021)



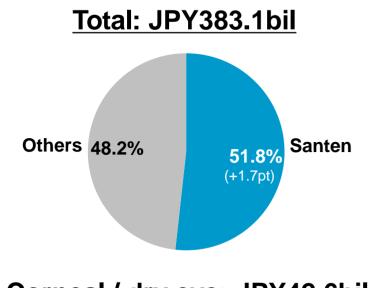
\*EYLEA: Co-promoted product of Bayer Yakuhin, Ltd. (MAH)

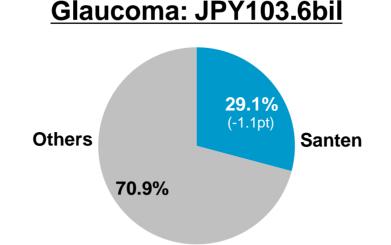


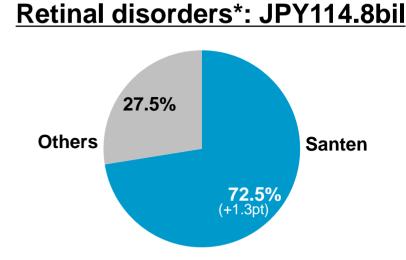
### Remain No.1 for overall market and all segments

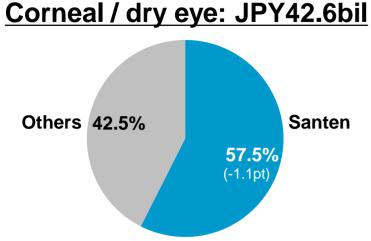
Segment: Market size

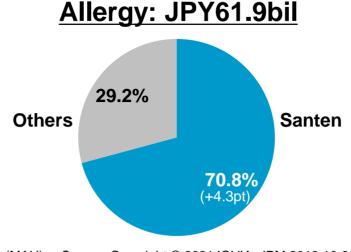
Graph: Market share (change from last year)

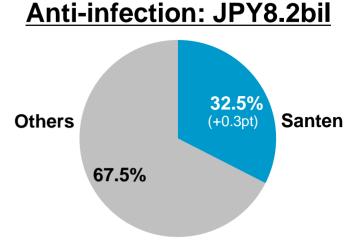








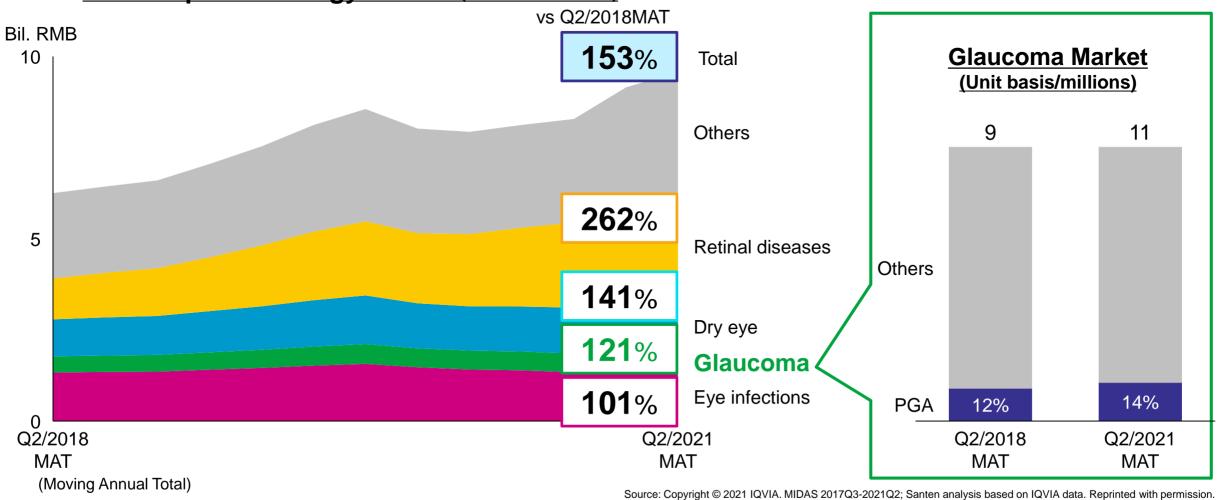




\*Including co-promoted product (Anti-VEGF EYLEA) of Bayer Yakuhin, Ltd. (MAH) Source: Copyright © 2021 IQVIA. JPM 2019.10-2021.9; Santen analysis based on IQVIA data. Reprinted with permission.

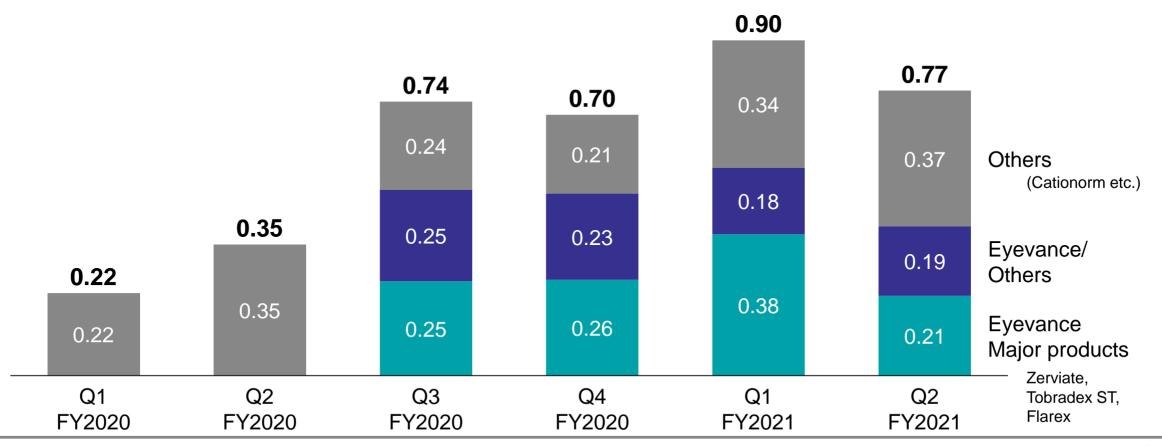
## **China Ophthalmology Market**

### China Ophthalmology Market (Value basis/MAT)



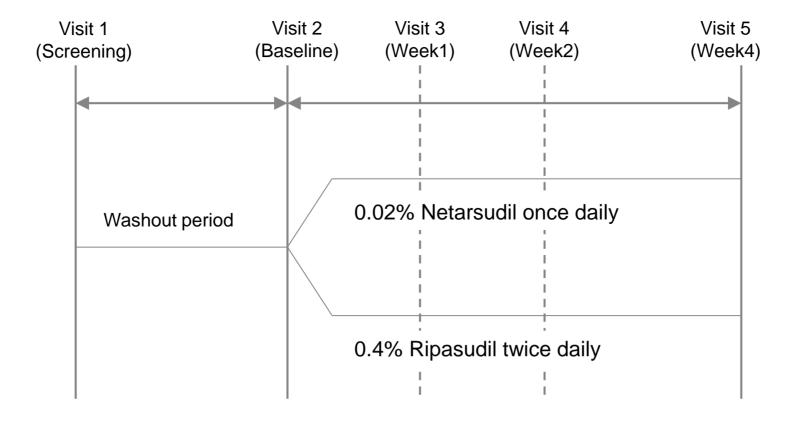
### **Americas Business**

### **Americas Business Revenue Trend (JPY billions)**



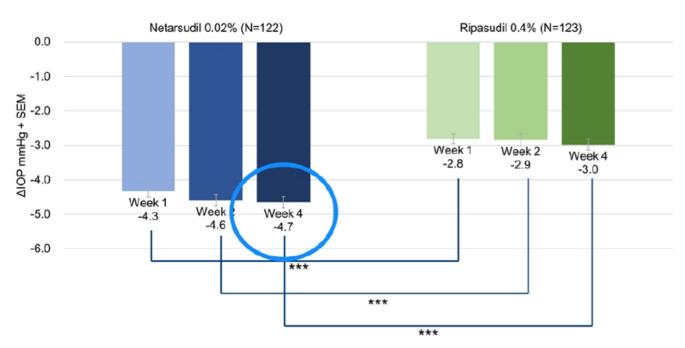
# STN1013900: Study Design of 1st Phase 3 Trial in Japan (conducted by Aerie)

A single-masked, randomized, multi-center, parallel-group, 4-week study evaluating the efficacy and safety of once daily netarsudil ophthalmic solution 0.02% compared to twice daily ripasudil hydrochloride hydrate ophthalmic solution 0.4% in Japanese subjects with primary open angle glaucoma (POAG) or ocular hypertension (OHT)



## STN1013900: Netarsudil Demonstrates Superiority to Ripasudil





\* p-value < 0.05, \*\*p-value < 0.01, \*\*\*p-value < 0.001

### **Safety Summary**

- Netarsudil 0.02% was well tolerated
- Principal ocular adverse event was hyperemia (netarsudil 54.9% ripasudil 62.6%)
- Majority of hyperemia was mild

**S**anten

# **Current Status of Research and Development (1)**

As of October 2021 Updated information is in blue

Indication	General Name	Dev. Code	Region	Development Status
Glaucoma	Omidenepag isopropyl EYBELIS	<b>STN1011700</b> DE-117	US	Filed  Plan: FY2021 approval
			Japan	Launched
			Asia	Launched
	Sepetaprost	<b>STN1012600</b> DE-126	US	P2 Plan: FY2021 additional P2 completion
			Japan	P2b (dose finding study completed)
			Europe	P2 (exploratory study) started in September 2021  Plan: FY2022 P2 (exploratory study) completion
	Implant device PRESERFLO MicroShunt	<b>STN2000100</b> DE-128	Japan	Filed  Plan: FY2021 approval
			Europe	Launched
			Asia	Approved in Singapore in September 2021  Plan: FY2022 launch

License-out to Glaukos in Americas, Australia and New Zealand in May 2021.

US: FDA is obtaining additional input from practicing glaucoma surgeons to ensure a complete evaluation of the clinical data submitted in the PMA.

Canada: Approved. Glaukos is preparing to launch.

Australia: Approved. Glaukos is preparing to launch.

# **Current Status of Research and Development (2)**

As of October 2021 Updated information is in blue

Indication	General Name	Dev. Code	Region	Development Status
Glaucoma	Netarsudil dimesylate Rhopressa	<b>STN1013900</b> AR-13324	Japan	P3 Plan: FY2023 P3 completion
Myopia	Atropine sulfate	<b>STN1012700</b> DE-127	Japan	P2/3 Plan: FY2023 P2/3 completion
			China	P1 started in September 2021  Plan: FY2021 P1 completion
			Asia	P2 (met primary endpoint)
	AFDX0250BS	STN1013400	Japan	P1 Plan: FY2021 P1 completion
Vernal keratoconjunc- tivitis	Ciclosporin <b>S</b> <i>Verkazia</i>	STN1007603	US	Approved  Plan: FY2021 Launch
		DE-076C	China	Filed  Plan: FY2021 Approval
Dry eye	Diquafosol sodium (long-lasting) <i>Diqua</i> s	<b>STN1008903</b> DE-089C	Japan	Filed in August 2021  Plan: FY2022 Approval
Meibomian gland dysfunction	Sirolimus (eye drop)	STN1010905	Japan	P2a started in October 2021  Plan: FY2022 P2a completion

# **Current Status of Research and Development (3)**

As of October 2021 Updated information is in blue

Indication	General Name	Dev. Code	Region	Development Status
Ptosis	Oxymetazoline hydrochloride	<b>STN1013800</b> RVL-1201	Asia	Plan: FY2022 Filing
Glaucoma	Tafluprost / timolol maleate (combination) TAPCOM / TAPTIQOM	<b>STN1011101</b> DE-111A	China	P3 Plan: FY2023 P3 completion
	Latanoprost	STN1013001 DE-130A Catioprost	Europe	P3
			Asia	Plan: FY2021 P3 completion
Uveitis	Sirolimus (intravitreous injection)	<b>STN1010900</b> DE-109	US	P3 Plan: FY2022 P3 completion (FY2021 interim analysis)
			Japan	P3
			Europe	P3
			Asia	Filed

• STN6000100 (jCell): Our partner company (jCyte) has started a phase 2 safety study (NCT04604899) for retinitis pigmentosa with completion expected in FY2022. jCyte and Santen have begun preparations to move the program to the phase 3 stage. Licensing region / Japan, China, Asia and Europe

