

Performance (consolidated)

(¥ million)

|   | 2017<br>(JGAAP) | 2018<br>(JGAAP) | 2019<br>(JGAAP) | 2020<br>(IFRS) | 2021<br>(IFRS) | 2022<br>(IFRS) | 2023<br>(IFRS)<br>(estimated) |
|---|-----------------|-----------------|-----------------|----------------|----------------|----------------|-------------------------------|
| Revenue                                 | 101,448         | 114,716         | 116,637         | 121,859        | 137,484        | 144,175        | 145,000                       |
| Operating profit                        | 17,079          | 20,644          | 21,668          | 27,702         | 32,948         | 30,049         | 32,000                        |
| Profit before tax                       | 17,451          | 21,540          | 22,442          | 27,608         | 33,301         | 30,489         | 32,500                        |
| Profit attributable to owners of parent | 12,953          | 16,302          | 16,866          | 19,540         | 24,986         | 22,812         | 25,000                        |

May 11, 2023

(¥ million)

| Brand name  | Active Ingredient       | Indications   | Launch Date                     | Sales 2021<br>(IFRS) | Sales 2022<br>(IFRS) | Sales 2023 (IFRS)<br>(estimated) |         |
|---|-------------------------|---|---------------------------------|----------------------|----------------------|----------------------------------|---------|
|   |                         |   |                                 |                      |                      | Apr-Sep                          | Annual  |
| Vidaza  | azacitidine             | myelodysplastic syndrome/<br>acute myeloid leukemia                               | Mar-2011/<br>Mar-2021           | 18,338               | 15,951               | 5,700                            | 10,500  |
| Viltepso  | viltolarsen             | Duchenne muscular dystrophy   | Japan May-2020<br>U.S. Aug-2020 | 7,750                | 14,341               | 8,500                            | 18,300  |
| (Japan)   |                         |   |                                 | (4,059)              | (4,139)              | (2,200)                          | (4,800) |
| (U.S.)  | (3,691)                 | (10,201)  | (6,300)                         | (13,500)             |                      |                                  |         |
| Upravi  | selexipag               | pulmonary arterial hypertension/<br>chronic thromboembolic pulmonary hypertension | Nov-2016/<br>Aug-2021           | 8,400                | 10,543               | 6,400                            | 14,000  |
| Tramal, Onetram   | tramadol hydrochloride  | cancer pain, chronic pain   | Sep-2010                        | 6,770                | 5,358                | 2,250                            | 4,300   |
| Gazyva  | obinutuzumab            | CD20-positive follicular lymphoma/<br>CD20-positive chronic lymphocytic leukemia  | Aug-2018/<br>Dec-2022           | 5,300                | 4,904                | 2,300                            | 4,900   |
| Cialis  | tadalafil               | erectile dysfunction  | Jul-2009                        | 2,532                | 2,938                | 1,150                            | 2,500   |
| Zalutia   | tadalafil               | urinary disorder caused by benign prostatic hyperplasia                           | Apr-2014                        | 4,106                | 2,826                | 1,050                            | 2,000   |
| Adcirca   | tadalafil               | pulmonary arterial hypertension   | Dec-2009                        | 4,563                | 2,649                | 1,100                            | 2,100   |
| Erizas  | dexamethasone cipeclate | allergic rhinitis   | Dec-2009                        | 2,330                | 2,640                | 900                              | 2,500   |
| Defitelio   | defibrotide sodium      | sinusoidal obstruction syndrome   | Sep-2019                        | 2,128                | 2,524                | 1,400                            | 3,000   |
| Profit in co-promotion                                    |                         |   |                                 | 8,934                | 9,520                | 4,600                            | 9,300   |
| Revenues from the licensing of industrial property rights |                         |   |                                 | 33,207               | 30,714               | 17,200                           | 35,000  |
| Pharmaceuticals   |                         |   |                                 | 120,650              | 121,988              | 60,500                           | 123,500 |
| Functional Food   |                         |   |                                 | 16,834               | 22,187               | 11,000                           | 21,500  |
| Revenue   |                         |   |                                 | 137,484              | 144,175              | 71,500                           | 145,000 |