

Corporate Presentation Santen EMEA

Ophthalmology is
our singular focus





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Who We Are

“We aspire to be recognized as the most trusted company by our customers. We will continue to understand customer needs and provide the best solutions by leveraging our expertise as a specialized company in ophthalmology, in order to accelerate our presence in EMEA.”

Shigeo Taniuchi, Head of EMEA, Santen

*Tenki ni sanyo suru**

天機に参与する

We think carefully about what is essential, decide clearly what we should do, and act quickly.

By focusing on ophthalmology, Santen develops unique scientific knowledge and organizational capabilities that contribute to the well-being of patients, their loved ones and consequently to society.

*Santen's original interpretation of a passage from Zhongyong (The Doctrine of the Mean) by Confucius, meaning **“exploring the secrets and mechanisms of nature in order to contribute to people's health.”**

Who We Are

Our Values



Organizational

- Vision-driven
- Harmony with Society
- Customer Perspective
- Creativity and Innovation
- Employee Growth



Individual

- Integrity and Trust
- Customer-oriented Thinking
- Expertise
- Innovation
- Collaboration and Cooperation



Who We Are

“Every company has a vision, mission and values. But Santen is different, everyone instills the company’s values in everything they do.”

Craig Wallace, General Manager Santen UK & Ireland

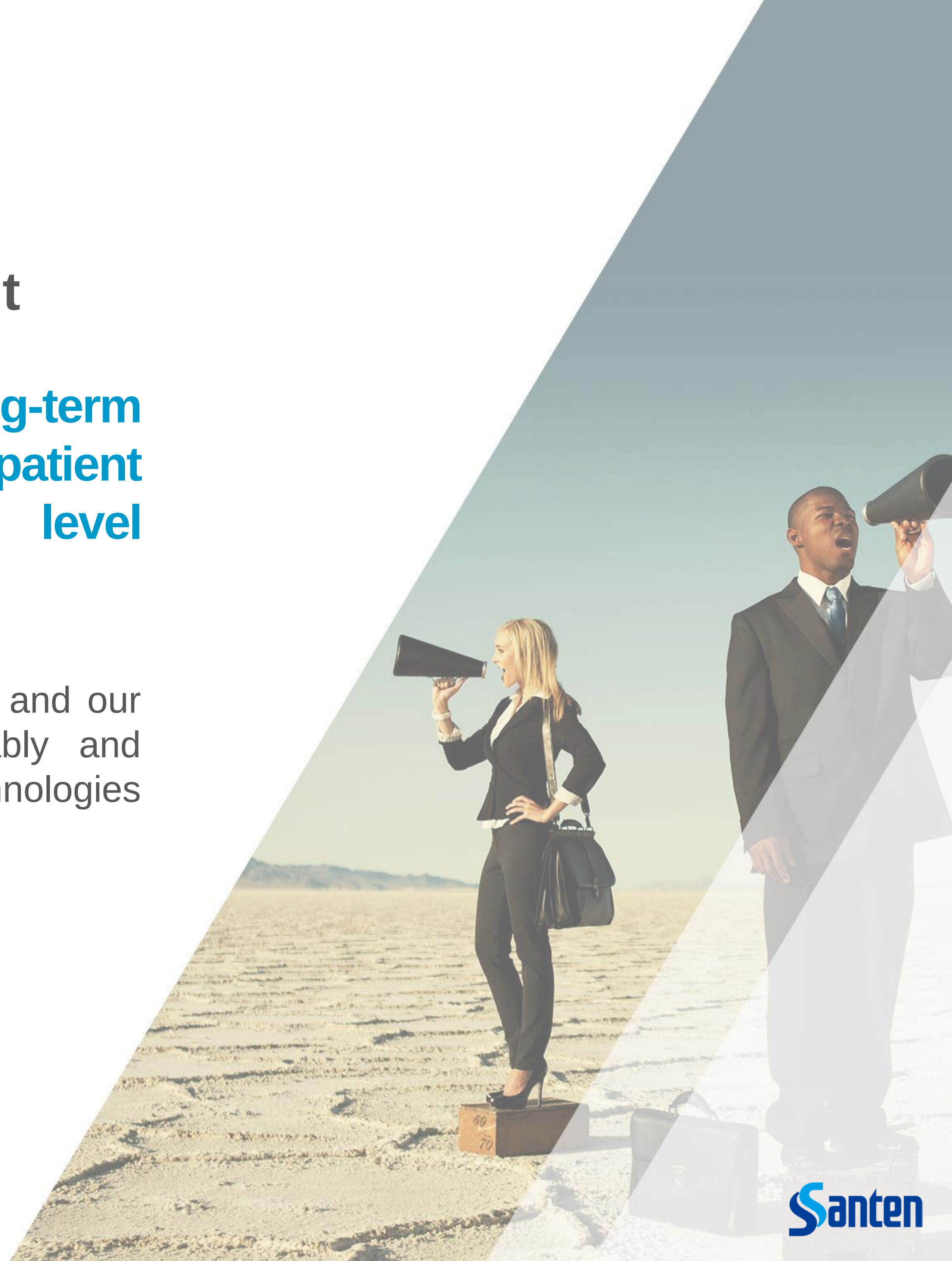


Who We Are

EMEA Mission Statement

At Santen, we have a long-term commitment to improving patient ocular health on a local level throughout EMEA.

Our singular focus in ophthalmology and our global network allows us to reliably and sustainably provide products and technologies to those who need them.



Who We Are



Singular focus

Our specialized approach enables us to concentrate on ocular health



Heritage

We have been committed to ophthalmology for almost 130 years



Breadth of medicines

Our R&D is driven by patient needs. We strive to improve patients lives



Partnerships

We work with the community to understand the unmet need and provide solutions

Our Heritage

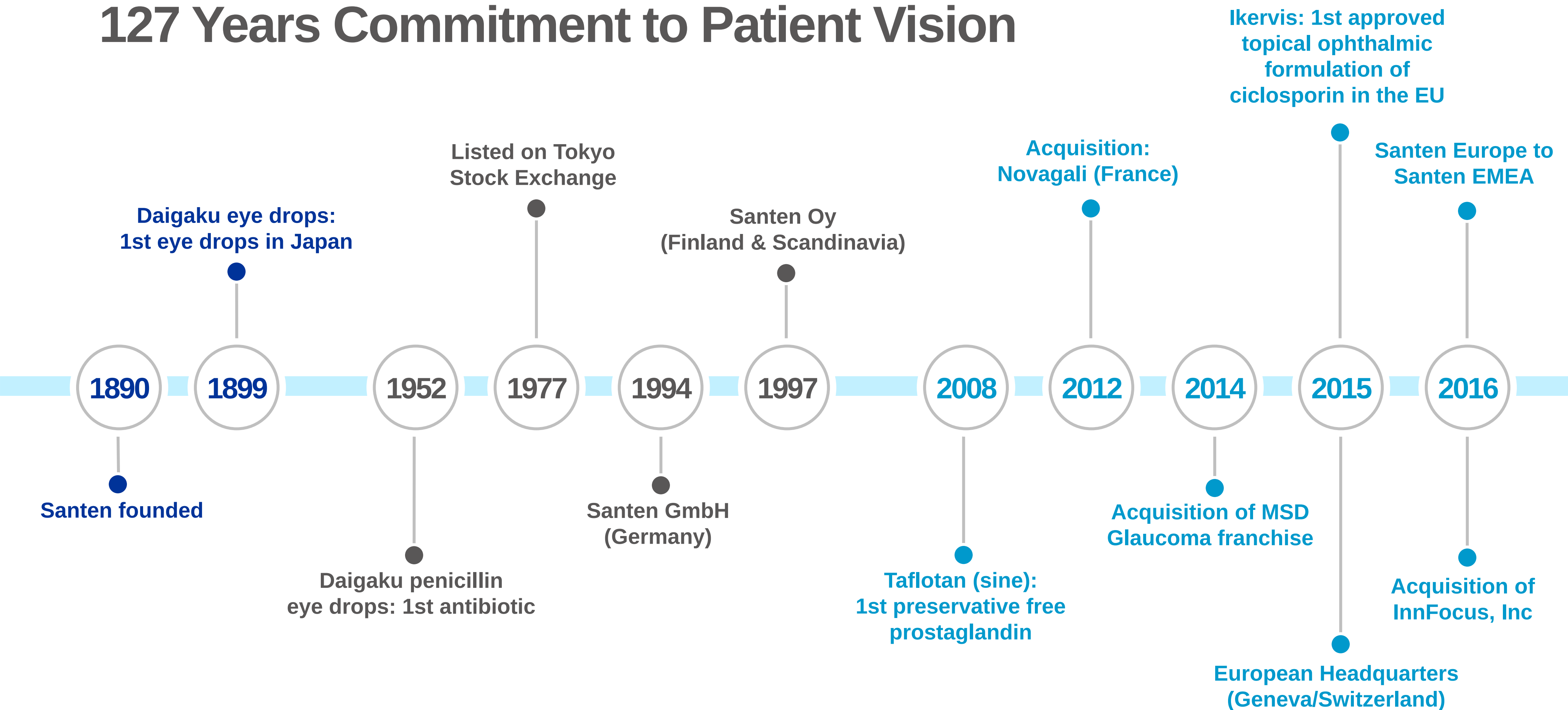
“We at Santen have a rich heritage in Japan that we are proud of and want to replicate in Europe, the Middle East and Africa. Santen has been in Japan for almost 130 years and will be in EMEA for the next 130 years.”

Yasuhiro Yotsumoto, VP General Affairs EMEA

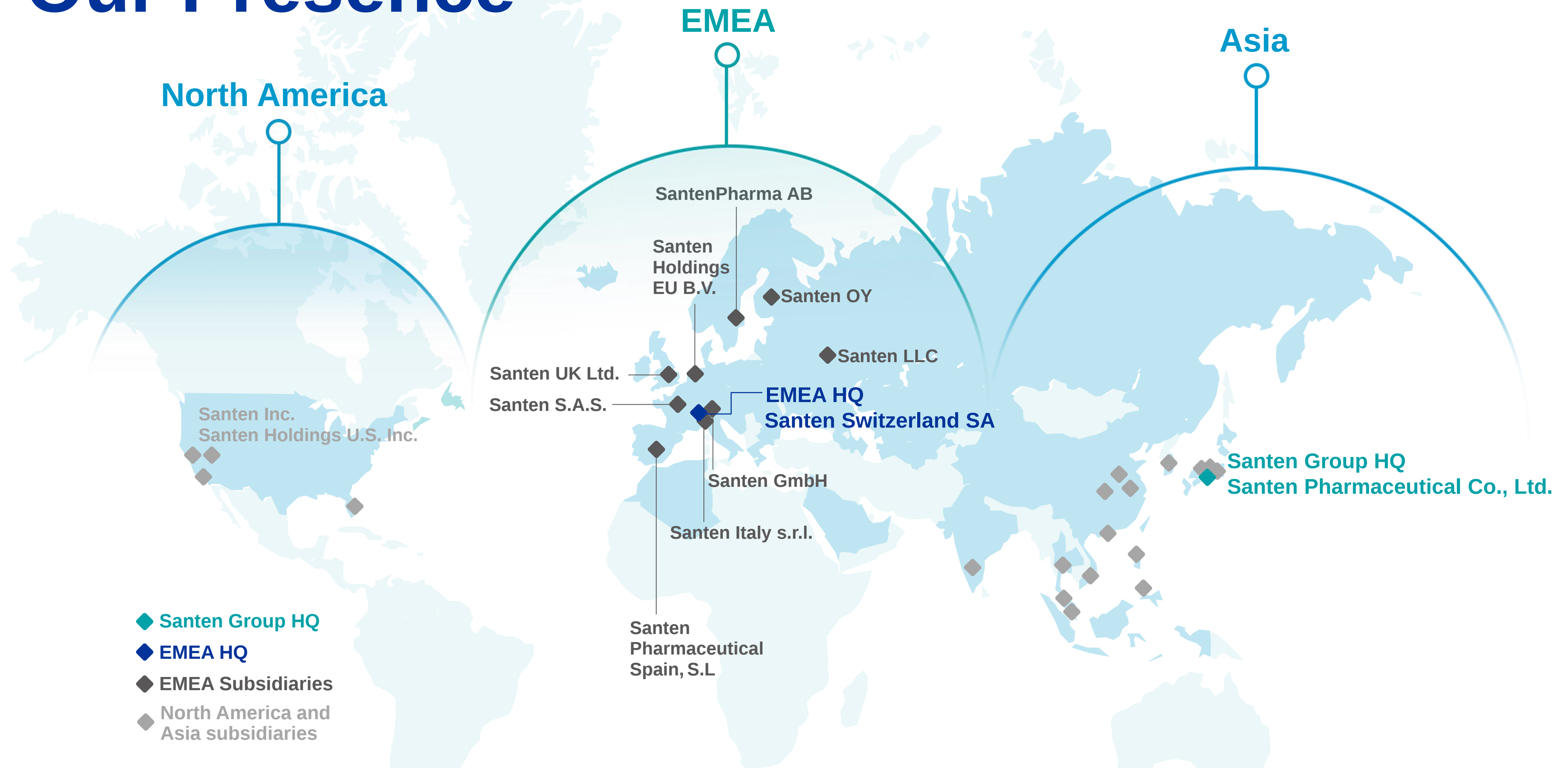


Our Heritage

127 Years Commitment to Patient Vision



Our Presence



“We are committed to building strong partnerships on a local and regional level, using our Global reach to strengthen our contribution.”

Satoshi Fukui, VP Corporate Development EMEA

Our Business

Global Business Overview

Prescription Ophthalmic
Pharmaceuticals Share
of Japanese Market¹

#1

Countries in Which
Products Are Sold
Approximately:

60

Contribution of overseas
sales to overall revenue

27%

Revenue dedicated
to R&D

over 11%

Compound Annual
Growth Rate FY12-FY17

over 10%



- Prescription Ophthalmic Pharmaceuticals (Revenue Composition)
- Over-the-Counter Pharmaceuticals
- Medical devices
- Others

*Year ended March 31, 2017

¹Market position in Japan for the fiscal year ended March 31, 2017. Source: Copyright © 2017 QuintilesIMS. Santen analysis based on IMS-JPM data April 2016-March 2017. Reprinted with permission.

Our Business

Global at a Glance



€1.662 Billion
global revenue*

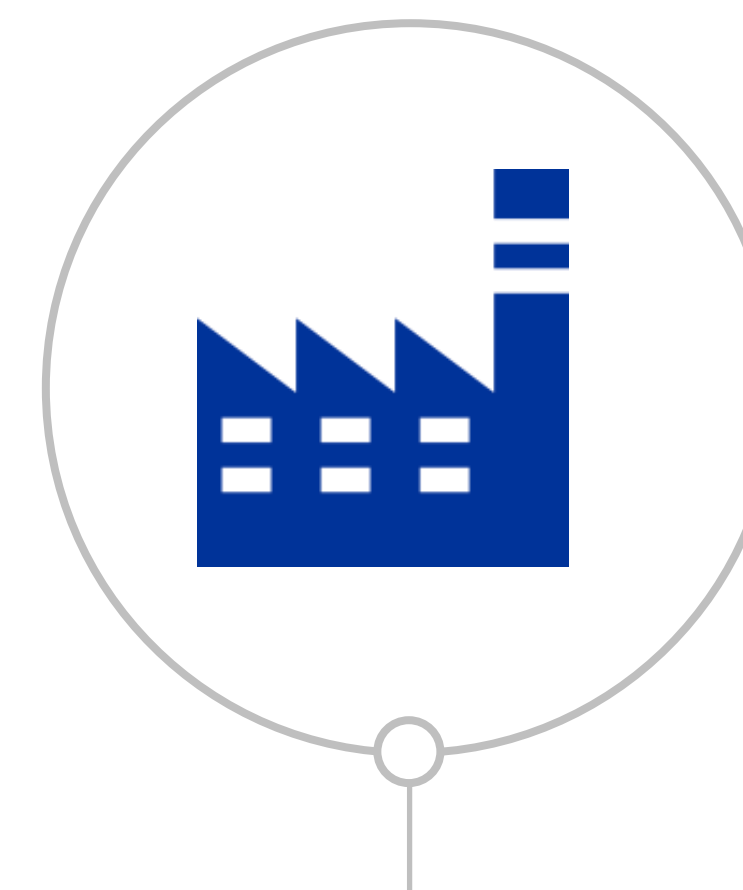


3,600+
staff globally

1,690+
outside Japan



29 Subsidiaries
(Asia, Europe, U.S.)



4 R&D Centres
Nara (Japan),
Tampere (Finland),
Evry (France),
Emeryville (U.S.)

4 Manufacturing sites
Noto (Japan), Shiga (Japan),
Suzhou (China),
Tampere (Finland)

* Data FY ended March 31, 2017 (f/x rate 1€ = 118.96 ¥)

Our Business

EMEA at a Glance



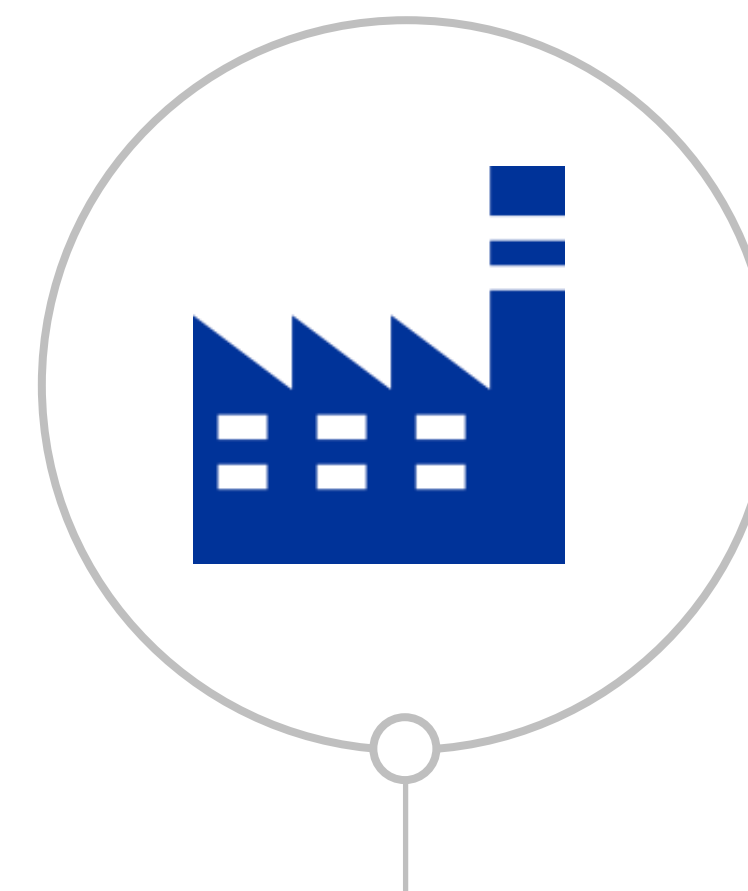
€200 Million turnover
(28.5bn, Yen)*



600+
employees



Presence in
approximately
50 countries



2 R&D Centres
Santen Oy (Finland) &
Santen S.A.S (France)

Manufacturing site:
Santen Oy Products exported
to Europe, Middle East,
Africa and U.S.

* Data FY ended March 31, 2017 (f/x rate 1€ = 118.96 ¥)



Our Breadth of Medicines

“At Santen, we put patients at the heart of everything we do both as an organization and as individuals. We pride ourselves in developing medicines and technologies for ocular health that make a difference to patients lives.”

Gil Carrasquinho, VP Medical Affairs EMEA

Our Breadth of Medicines

Ocular Health

We are dedicated to advancing treatments in ophthalmology and delivering a portfolio of effective drugs, medical devices and services, tailored to the needs of patients and healthcare professionals. Our particular focus is the development and marketing of preservative-free products.

Our current treatments cover a number of therapeutic areas:

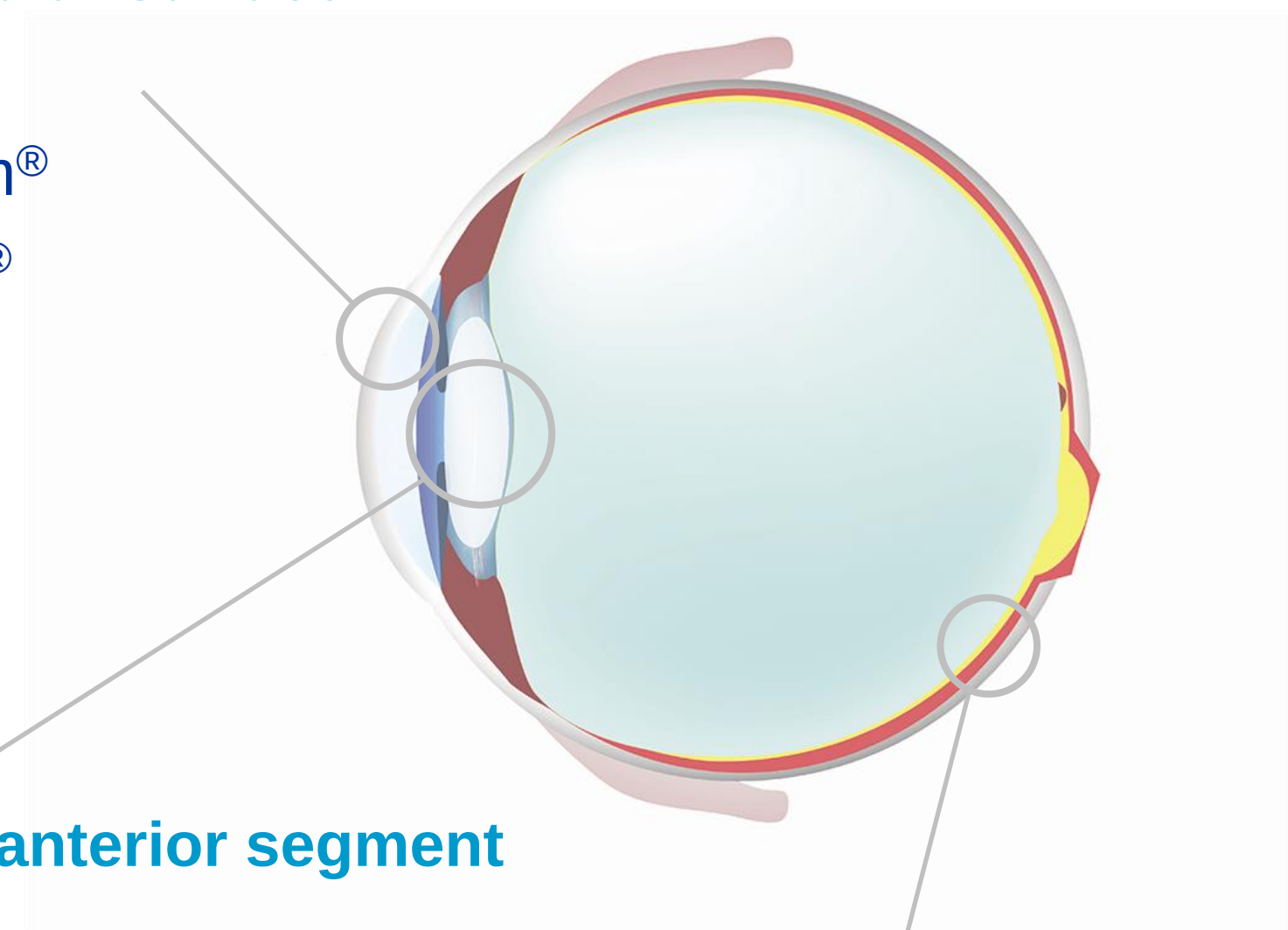
- Dry eye
- Glaucoma
- Cataract
- Infection
- Allergy
- Age related macular degeneration (AMD)

Dry eye & ocular surface disorders

- Cationorm[®]
- Ocutears[®]
- Oftagel[®]
- Ikervis[®]
- Oftaquix[®]

Glaucoma & anterior segment

- Cosopt[®]
- Trusopt[®]
- Taflotan[®] /Saflutan[®]
- Taptiqom[®]
- Oftan[®] Catachrom



Retina

- In development

Our Breadth of Medicines

Pipeline & Product Development Status*

We also invest heavily in the research and development of innovative technologies to go hand-in-hand with our existing and future product portfolio.

Disease area	Project	Compound / product	Original / Licensor	Region / Country	Development phase
Glaucoma / ocular hypertension	DE-111	tafluprost / timolol maleate	Co-development with Asahi Glass	Asia	
	DE-118	tafluprost (single-use type)	Co-development with Asahi Glass	Asia	
	DE-085	tafluprost	Co-development with Asahi Glass	China	
	DE-117	omidenepag isopropyl	Co-development with Ube Industries	U.S. / Japan / Asia	U.S.: P2, Japan: P2b/3, Asia P3
	DE-126	sepetaprost	ONO PHARMACEUTICAL	U.S.	Started P2b in Jul 2017
	DE-128	InnFocus MicroShunt	Original	U.S. / Europe	U.S.: P2/3 on-going, Europe: CE mark granted
	Catioprost	Latanoprost (emulsion)	Original	Europe	Completed phase II
Kerato - conjunctival disease	Ikervis	ciclosporin	Original	Europe / U.S. / Asia / Others	EU approved since May 2015
	DE-089	diquafosol sodium	Merck Sharp & Dohme Corp. (U.S.)	Asia / China	Filed in Jan 2012
Retinal / uveal disease	DE-109	sirolimus	Original	U.S. / Japan / Europe / Asia	U.S.: Filed in Feb 2017, Japan: P3, Europe: Preparing to re-file, Asia: Filed in Apr 2015
	DE-122	caratuximab	TRACON Pharmaceuticals	U.S.	Started P2a in Jul 2017
Allergy	Verkazia	ciclosporin	Original	Europe	Filed and granted Priority Review status in Dec 2016 and received positive CHMP opinion in Jul 2017

* Up to date as of May 10, 2017

Our Partnerships

“Our approach to partnerships is different. We ensure that we meet unmet medical needs and achieve faster access for patients to treatments by working closely with companies, institutes and academia.”

Jean-Sebastien Garrigue, VP R&D Europe & NIC Head Santen SAS



Our Corporate Social Responsibility

Sustainability and Commitment

Our commitment to the ophthalmology community goes beyond our products.

We at Santen make every effort to spend time and energy supporting and actively contributing to the ophthalmology community.

As part of this community, we believe it is our responsibility to support patients and their loved ones, and take action to create a sustainable society and environment in accordance with Santen's Values.

Our Corporate Social Responsibility

In order to achieve our CSR goals, we have set medium-term activity themes and specific short-term action items.



Provision of appropriate products and services

Develop products in response to **medical needs** and ensure a **stable supply**

Latest information is used to contribute to early identification and appropriate treatment of disease



Fair business practices

Achieve **zero compliance incidence** in business activities with business partners



Environmental conservation

Contribute to reducing the environmental impact through:

- Global warming countermeasures,
- Management of chemical substances and reducing waste

Contribute to maintaining biodiversity



Occupational health and safety

Give **all employees fair opportunities** to grow

Create a **comfortable working environment**



Respect for human rights

Contribute to realizing a **prejudice-free society** where human rights are respected across all business activities



Social contribution

Contribute to medical care and welfare

Establish relationships of trust with local communities

Our Strategic Vision

Guided by Santen's Values in all our business activities, Santen has a strategic vision taking us toward the year 2020. We plan to continue to launch new products in ocular health and increase our presence in EMEA.

Growth targets

40-50% Of total sales to be made overseas in fiscal year 2020

Top 3 Position globally

#1 In Japan and Asia



Our Strategic Vision

“We aspire to have a significant role in the EMEA region. We will continue to utilize the expertise Santen has developed in Japan to accelerate our presence in EMEA.”

Shigeo Taniuchi, Head of EMEA, Santen



A Clear Vision For Life®