

**EMBARGO until 13.00 CET September 2, 2015**

## **Santen opens new European HQ in Switzerland as part of global expansion strategy**

- Leading Japanese provider of therapies for eye diseases with global sales of 162 billion yen (Euro 1.16 billion<sup>1</sup>) in over 50 countries
- European sales to grow from 9% in fiscal 2014 to 15% of global sales in 2017
- New HQ in Geneva to lead European commercial network, manufacturing and R&D activities

*September 2, 2015 , Osaka, Japan and Geneva, Switzerland* – Santen Pharmaceutical Co., Ltd (Osaka, Japan, Tokyo Stock Exchange Code 4536) – Santen – today officially inaugurated its new European Head Quarters in Geneva, Switzerland. The company was founded in Japan in 1890 and is a speciality pharmaceutical company dedicated to providing innovative therapies for patients suffering from eye diseases. In fiscal year ending 31 March 2015, it had global sales of 162 billion yen (1.16 billion euro) across more than 50 countries. The company has been present in Europe since the 1990s, and today employs over 600 professionals across the continent. The new European HQ in Geneva, Switzerland, will lead the growing commercial network, manufacturing and R&D activities.

**Mr Akira Kurokawa, President and CEO of Santen**, said: “Our ambition for 2020 is to become a specialised company with a global presence and overseas sales to represent 40% -50% of our revenues. This new European HQ is a key element in that strategy. Switzerland and Geneva in particular offers an outstanding location from which to expand our commercial footprint, and to benefit from the life-science expertise and networks established here.”

**Mr Shigeo Taniuchi, Head of Santen Europe**, commented: “We are excited to be located in this vibrantly international city of Geneva which provides such a welcoming ecosystem for professional and personal development. I look forward to engaging with all our new key stakeholders across industry, research and academia.”

**Mr Pierre Maudet, Conseiller d’Etat, République et Canton de Genève**, stated: “I am delighted by the installation in Geneva of the European Headquarters of Santen Pharmaceutical. Innovation lies at the heart of the development policy of the Canton of Geneva where businesses, start-ups, R&D, academia and global governance create a

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<sup>1</sup> Currencies converted for convenience at FY14 exchange rates 1\$ =110.14¥; 1€= 139.01¥

specially dynamic and productive ecosystem. The arrival of a world leader in ophthalmology enriches the local community of life sciences.”

The new office was inaugurated today at an event hosted by Mr Akira Kurokawa, President and CEO, with an address by Mr Pierre Maudet, minister in charge of the economy and security for the Canton of Geneva. The guests included representatives from government, the diplomatic community, economic and life science associations, research and academic institutions.

### **About Santen in Europe**

The company set up its first European office in 1994 in Germany and since then expanded its business in the Nordic region, Eastern Europe, Russia, and France. In 2014 Santen acquired the ophthalmology assets for the treatment of glaucoma from Merck & Co., Inc, and is now rolling out the sales of these products across all of Europe. In March 2015 Ikervis® was approved by the European Commission and is the first Cyclosporine product indicated for the treatment of severe keratitis in adult patients with dry eye disease, which has not improved despite treatment with tear substitutes. The product has already been launched in Germany, UK, and France and the company plans to roll out the product across Europe by the end of 2017. It is not yet approved in Switzerland.

Santen employs over 600 professionals across Europe and has a manufacturing plant in Tampere (Finland) and an R&D centre in Tampere and Evry (France). Total revenues in Europe in fiscal year ending March 2014 were 14.2 billion yen (102 million euro) – representing 9% of Santen’s global sales – and the company plans to more than double these to 31 billion yen (230 million euro) for the fiscal year ending March 2017 – representing 15% of the company’s global sales.

### **About Santen**

As a specialty company dedicated to the ophthalmic field, Santen carries out research, development, sales and marketing of pharmaceuticals. Santen is the market leader in Japan for prescription ophthalmic pharmaceuticals and sells products in over 50 countries. As a leading company in the field of ophthalmology, Santen aims to contribute to society by supplying valuable products and services to satisfy unmet medical needs. For more information: [www.santen.eu](http://www.santen.eu)

### **Santen Forward-looking Statements**

Information provided in this press release contains so-called “Forward-looking Statements”. The realizations of these forecasts are subject to risk and uncertainty from various sources. Therefore, please note that the actual results may differ significantly from the forecasts. Business performance and financial condition are subject to the effects of change in regulations made by the governments of Japan and other nations concerning medical insurance, drug pricing and other systems, and to fluctuations in market variables such as interest rates and foreign exchange rates.

*This press release is also prepared in other languages. However this English document is the original document, and documents prepared in other languages are for your reference only. In case of any discrepancy between the English and translated versions, the English version will prevail. Please refer to <http://www.santen.com> for the original English document.*

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