

Business

Metric and result:

Metric	Rationale	Performance
Global Growth Products + New Product Incremental Core Revenue	<ul style="list-style-type: none">Global Growth Products Revenue: Emphasis on subset of revenue that is the key driver of future revenue growthNew Product Revenue: Key indicator of driving pipeline growth and commercial revenue success	96.1% <input checked="" type="checkbox"/>

Background:

Both are indicators of strong business success and potential revenue growth: Global Growth Products + New Product are the key driver of future revenue growth, key indicator of driving pipeline growth and commercial revenue success.

Definition:

This measures year-over-year Core Revenue growth in Global Growth Products + New Product vs Target. This metric was approved as a Key Performance Indicator by the Compensation Committee and then BOD in June 2022 for use in certain incentive compensation grants for FY2022.

Calculation Method:

[Global Growth Products + New Product Actual Incremental Core Revenue] / [Global Growth Products + New Product Target Incremental Core Revenue]

Scope:

Global Growth Products + New Product in the fiscal year ended March 31, 2023 are:

ENTYVIO, ALOFISEL, TAKHZYRO, GAMMAGARD LIQUID/KIOVIG, HYQVIA, CUVITRU, ALBUMIN, FLEXBUMIN, ALUNBRIG, AZILECT, ZEJULA, CABOMETYX, LIVTENCITY, EXKIVITY, TAK-609, QDenga and NUVAXOVID