

May 10, 2024

**Supplementary Documents of Consolidated
Financial Results for FY2023
(from April 1, 2023 to March 31, 2024)**



Securities code : 4886 (TSE)

ASKA Pharmaceutical Holdings Co., Ltd.

Highlight

FY2023 (Consolidated)

Net sales

✓ **62.8 billion yen, increased 3.9% YOY**

The pharmaceuticals business, which is focused on obstetrics and gynecology, remained strong, with record-high sales.

Cost of sales

✓ **32.1 billion yen, improved 1.5 percentage points YOY**

Product mix and other factors improved the cost of sales ratio due to growth in Brand-name drugs such as RELUMINA, THYRADIN, and RIFXIMA.

SG&A expenses

✓ **24.1 billion yen, SGA ratio decreased 0.4 percentage points YOY**

Depreciation decreased despite an increase in expenses associated with R&D progress.

Operating profit

✓ **6.5 billion yen, increased 27.3% YOY**

Increased sales and gross profit boosted profits.

FY2024 Consolidated Financial Forecast

Performance forecast

✓ **Net sales 63.0 billion yen, up 0.2% YOY**

✓ **Operating profit 6.7 billion yen, up 3.1% YOY**

Statements of Income (Consolidated)

(Millions of yen)	FY2022 Apr - Mar Actual	FY2023 Apr - Mar Actual	Actual +/-	Growth +/-
Net sales	60,461	62,843	2,381	3.9%
Operating profit	5,108	6,500	1,392	27.3%
Ordinary profit	5,232	6,522	1,289	24.6%
Profit attributable to owners of parent	4,238	7,545	3,307	78.0%

Major factors for increases in sales and profit

- ✓ Despite the challenging business environment in the pharmaceutical industry, the core of the Group, which was impacted by the periodical NHI drug price revisions and other factors, the Group's business continued to be as strong as it was in the previous fiscal year due to the growth of new products and increased sales centered on the field of obstetrics and gynecology.
- ✓ Since the Company recorded extraordinary income associated with sale of investment securities, profit attributable to owners of parent was up 78.0% YoY.

Net Sales by Business Segment (Consolidated)

(Millions of yen)	FY2022 Apr - Mar Actual	FY2023 Apr - Mar Actual	Breakdown	Actual +/-	Growth +/-
Pharmaceutical business	53,579	56,016	89.1%	2,436	4.5%
Animal health business	6,660	6,664	10.6%	3	0.0%
Other businesses	220	162	0.3%	-58	-26.3%
Total	60,461	62,843	100.0%	2,381	3.9%

Major factors for increases/decreases

- ✓ The pharmaceutical business showed favorable trends overall, despite the impact of the periodical NHI drug price revisions. In the field of obstetrics and gynecology, sales in RELUMINA and DroEthi continued to grow, following the previous year. In the internal medicine area, sales also grew due to growth in THYRADIN and RIFXIMA.
- ✓ Sales of the animal health business, which sells products such as veterinary pharmaceuticals and feed additives, remained almost the same as sales in the previous year, despite rising costs of raw materials and other items.

Sales of Main Products (Pharmaceutical Business)

(Millions of yen)

Area	Category	Products (generic name)	FY2022 Apr - Mar	FY2023 Apr - Mar		FY2024 Apr - Mar		Notes
			Actual	Actual	YOY	Forecast	YOY	
Internal Medicine	AG	CANDESARTAN * 1 (candesartan)	10,723	9,593	-10.5%	8,626	-10.1%	Sales volume remained although the NHI drug price decreased
	Brand-name	THYRADIN (levothyroxine)	7,733	7,862	1.7%	8,018	2.0%	Progress as expected
	Brand-name	RIFXIMA (rifaximin)	5,397	5,864	8.7%	6,117	4.3%	Sales grew as the Guideline penetrated
	Brand-name	MERCAZOLE (thiamazole)	1,486	1,521	2.3%	1,510	-0.7%	Progress as expected
	Generic	AMLODIPINE (amlodipine)	901	840	-6.7%	806	-4.1%	Progress as expected
Obstetrics and Gynecology	Brand-name	RELUMINA (relugolix)	8,839	9,906	12.1%	11,251	13.6%	Continued penetration activities in endometriosis market
	Generic	DroEthi (norethisterone/ethinylestradiol)	3,671	6,125	66.8%	5,990	-2.2%	As the market continued to expand, new prescriptions increased more than expected
	AG	FREWELL (drospirenone/ethinylestradiol)	3,489	3,303	-5.4%	3,101	-6.1%	Sales volume increased but sales are lower than expected.
	Brand-name	LUTEUM (progesterone)	1,251	2,029	62.1%	2,106	3.8%	Shipment restrictions lifted, External factors etc. continued to have an impact on sales.
	Brand-name	ANGE (levonorgestrel/ethinylestradiol)	784	725	-7.5%	790	9.0%	Decreased due to switch to other companies' products
	Brand-name	MAGSENT * 2 (magnesium sulfate)	626	706	12.7%	665	-5.8%	Reflected the NHI drug price increase in sales
Urology	Generic	LEUPRORELIN * 3 (leuprorelin)	4,999	4,430	-11.4%	3,962	-10.6%	Transition to other drugs lasted longer than initially expected

* 1 Including compounding agents

* 3 1.88mg formulation is only for gynecological indications but combined with 3.75mg formulation

* 2 Total value of magnesium sulfate preparation



ASKA Pharmaceutical Holdings Co., Ltd.

Sales by Major Business Field (Animal Health Business)

(Millions of yen)

Business field	FY2022 Apr - Mar	FY2023 Apr - Mar		FY2024 Apr - Mar	
	Actual	Actual	YOY	Forecast	YOY
Feed additives Mixed feed Feed materials	4,152	4,042	-2.7%	4,031	-0.2%
Veterinary pharmaceuticals	2,370	2,487	4.9%	2,534	1.9%

Major factors for increases/decreases

- ✓ In FY2023, Although sales of feed additives decreased due to market conditions, sales of veterinary antibiotics and products for companion animals increased.
- ✓ In FY2024, Veterinary pharmaceutical is projected to grow.

Forecast of Consolidated Financial Results for FY2024

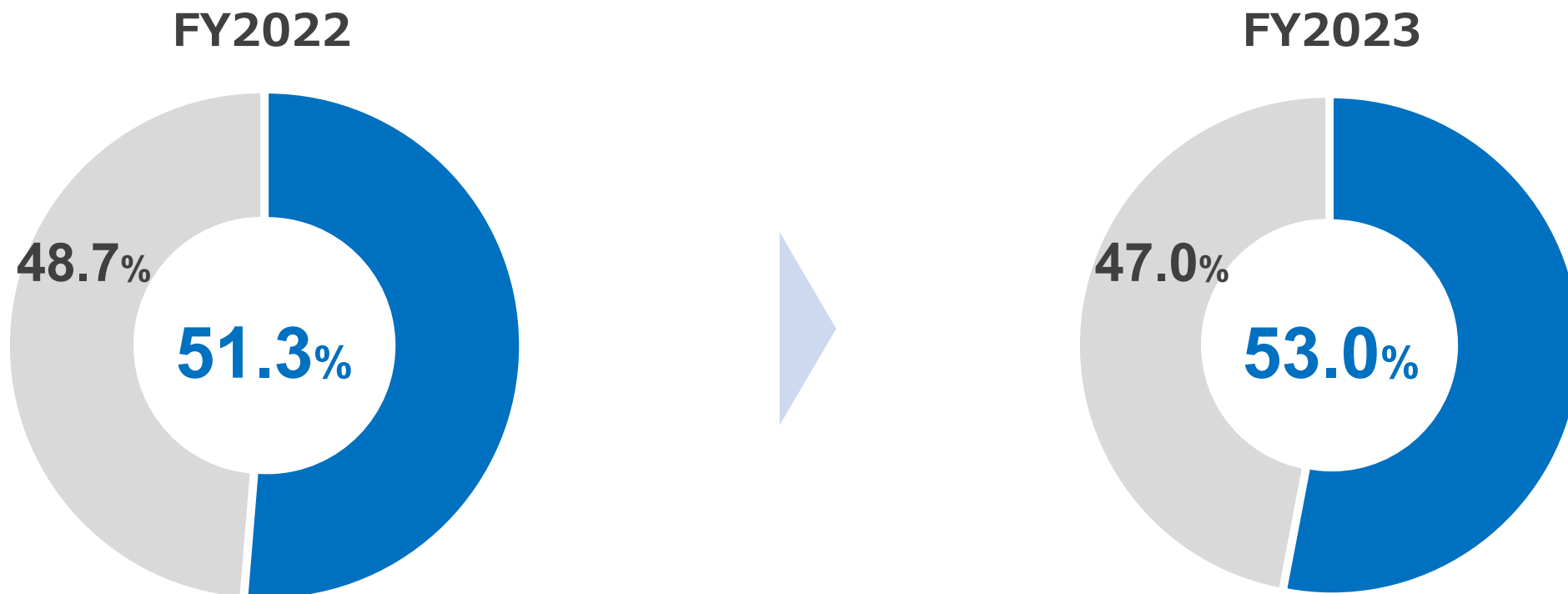
(Millions of yen)	FY2023 Apr - Mar Actual	FY2024 Apr - Mar Forecast	YOY Actual +/-	YOY Growth +/-
Net sales	62,843	63,000	156	0.2%
Operating profit	6,500	6,700	199	3.1%
Ordinary profit	6,522	6,700	177	2.7%
Profit attributable to owners of parent	7,545	5,000	-2,545	-33.7%

Major factors for increases/decreases

- ✓ Despite the impact of annual NHI drug price revisions, the Group's main business, pharmaceutical business is projected to increase, thanks in part to the contributions of growth in obstetrics and gynecological products such as RELUMINA.
- ✓ Operating profit and ordinary profit are expected to increase due to a decrease in amortization and other expenses, despite a projected increase in expenses, mainly R&D expenses. Projected profit attributable to owners of parent is down 33.7% YoY due to the rebound from the gain on sales of investment securities that occurred in FY2023.

Sales Proportion of Brand-name Drugs to Generic Drugs

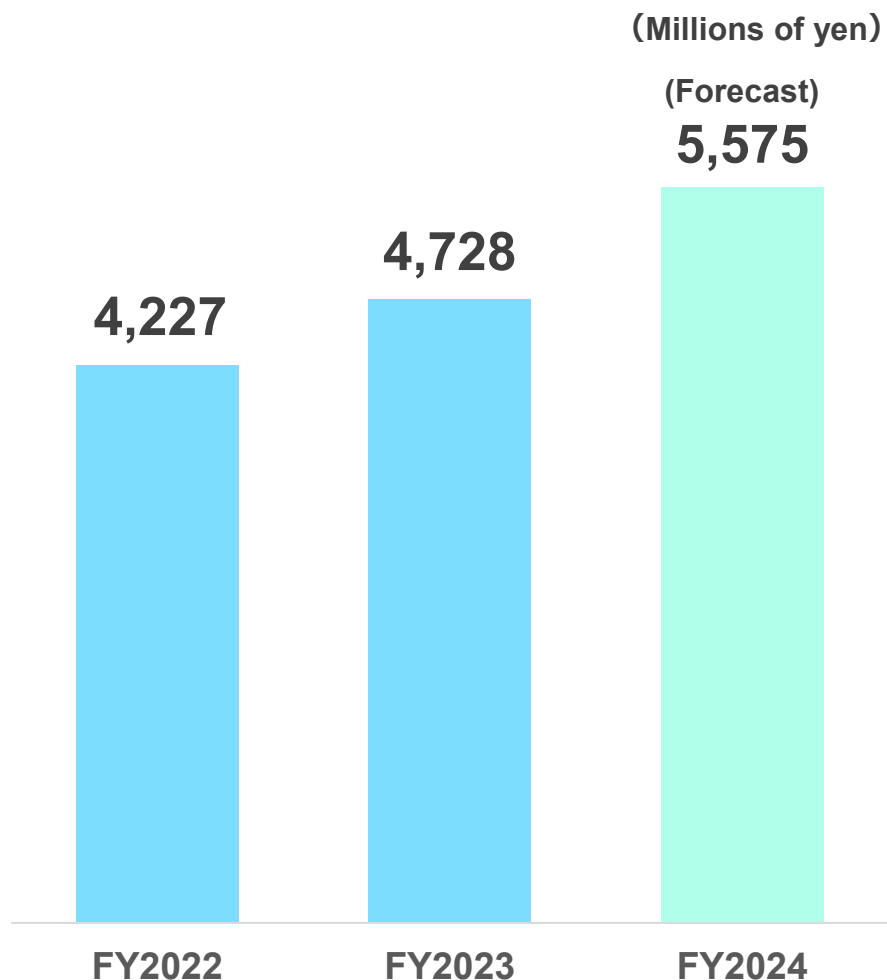
■ Brand-name drugs ■ Generic drugs



The product mix improved due to growth in RELUMINA, RIFXIMA, and THYRADIN, resulting in a 1.7 percentage point increase in the ratio of brand-name drugs to sales.

R&D Status

Trend of R&D expenses



As of May 10, 2024

Development code (Generic name) / Indication	Phase
LF111 (drospirenone) Contraception	Preparing filing
(Option agreement) Treatment for PMS/PMDD	Ph II (IIT *1)
AKP-022 (Relugolix combination tablet) Uterine fibroids	Ph I / II ongoing
TRM-270 (adhesion barrier) (Gastroenterology and Ob/Gyn)	Ph III*2
L-105 (rifaximin) Hepatic encephalopathy (pediatrics)	Approved
AKP-009 (ludaterone acetate) Benign prostatic hyperplasia	Ph II*3
AKP-017 (transnasal testosterone) (Urology)	Preparing Development

*1 Investigator-initiated clinical trial

*2 A clinical trial for Ob/Gyn field was initiated in November 2023.

*3 Ph I trial is being conducted again.