

February 6, 2023

**Supplementary Documents of Consolidated
Financial Results for the Third Quarter of the Year
Ending March 31, 2023 (FY2022)**



Stock code : 4886 (TSE)

ASKA Pharmaceutical Holdings Co., Ltd.

Highlight of Financial Results Summary for 3Q FY2022

Net sales (Consolidated)

✓ **47.2 billion yen, up 7.0% YOY**

The pharmaceutical business and the animal health business steadily expanded.

Cost of sales

✓ **24.8 billion yen, improved 0.5 percentage points YOY**

Product mix improved due to growth in sales of brand-name drugs such as RELUMINA, THYRADIN, and RIFXIMA.

SG&A expenses

✓ **17.3 billion yen, up 8.2% YOY**

SG&A expenses was impacted by an increase in business activity expenses due to the gradual return in social and economic activities.

Operating profit

✓ **5.0 billion yen, up 7.8% YOY**

Increases in sales and gross profit resulted in an increase in profit, despite increases in SG&A and R&D expenses.

Statements of Income (Consolidated)

(Millions of yen)	FY2021 Apr - Dec Actual	FY2022 Apr - Dec Actual	Actual +/-	Growth +/-
Net sales	44,179	47,259	3,079	7.0%
Operating profit	4,677	5,041	364	7.8%
Ordinary profit	4,790	5,246	456	9.5%
Profit attributable to owners of parent	4,082	4,183	100	2.5%

Major factors for the increase in sales and profit

- ✓ In the pharmaceutical business, in the field of obstetrics and gynecology, sales of RELUMINA continued to increase significantly from the previous year, while sales of FREWELL remained steady and DroEthi, launched in June 2022, was a driver of sales. In the internal medicine field, sales of THYRADIN and RIFXIMA grew steadily.
- ✓ In the animal health business, sales of mainly feed additives showed steady growth.

Net Sales by Business (Consolidated)

(Millions of yen)	FY2021 Apr - Dec Actual	FY2022 Apr - Dec Actual	Breakdown	Actual +/-	Growth +/-
Pharmaceutical business	39,685	41,916	88.7%	2,231	5.6%
Animal health business	4,377	5,187	11.0%	810	18.5%
Other businesses	116	155	0.3%	39	33.6%
Total	44,179	47,259	100.0%	3,079	7.0%

Sales of Main Products (ASKA Pharmaceutical Co., Ltd.) (Millions of yen)

Area	Category	Products (generic name)	FY2021 Apr - Dec	FY2022 Apr - Dec		FY2022		Reference	Notes
			Actual	Actual	YOY	Revised Forecast	YOY	Previous Forecast	
Internal Medicine	AG	CANDESARTAN * 1 (candesartan)	9,795	8,464	86.4%	10,650	86.0%	10,840	NHI drug price declined, but sales on a quantity basis have been maintained.
	Brand-name	THYRADIN (levothyroxine)	5,842	6,031	103.2%	7,736	103.1%	7,714	Progress as expected
	Brand-name	RIFXIMA (rifaximin)	3,795	4,230	111.5%	5,414	111.5%	5,289	Clinical Practice Guidelines for Liver Cirrhosis are pervasive
	Brand-name	MERCAZOLE (thiamazole)	1,144	1,163	101.7%	1,484	101.8%	1,440	Progress as expected
	Generic	AMLODIPINE (amlodipine)	848	710	83.7%	914	85.2%	963	NHI price down has impacted
Obstetrics and Gynecology	Brand-name	RELUMINA (relugolix)	5,713	6,995	122.4%	9,318	126.9%	9,779	Product penetration in the endometriosis market is slightly slower than expected
	AG	FREWELL (norethisterone/ethinylestradiol)	2,643	2,718	102.8%	3,478	100.4%	3,083	NHI drug price declined, but sales increased due to market expansion
	Generic	DroEthi (drospirenone/ethinylestradiol)	-	2,538	-	3,376	-	1,944	Only ASKA launched Sales growth is higher than expected
	Brand-name	ANGE (levonorgestrel/ethinylestradiol)	665	626	94.1%	830	97.2%	896	Progress generally as expected
	Brand-name	LUTEUM (progesterone)	475	918	193.4%	1,253	189.6%	836	Increase due to start of insurance coverage of infertility treatment, etc.
	Brand-name	MAGSENT * 2 (magnesium sulfate)	703	484	68.8%	614	72.2%	682	Return to the premium for new drug innovation
Urology	Generic	LEUPRORELIN * 3 (leuprorelin)	3,932	3,930	99.9%	5,025	97.0%	4,589	NHI price declined, but sales volume was higher than expected

* 1 Including compounding agents

* 2 Total value of magnesium sulfate preparation

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

Sales by Major Business Field (ASKA Animal Health)

(Millions of yen)

Business field	FY2021 Apr - Dec	FY2022 Apr - Dec		FY2022	
	Actual	Actual	YOY	Forecast	YOY
Feed additives and materials Mixed feed	2,676	3,258	121.8%	3,855	109.9%
Livestock pharmaceuticals	1,166	1,264	108.4%	1,532	104.5%

Forecast of Consolidated Financial Results for FY2022

(Millions of yen)	FY2021 Actual	FY2022 Previous Forecast	FY2022 Revised Forecast	YOY Actual +/-	YOY Growth +/-
Net sales	56,607	57,500	60,000	3,392	6.0%
Operating profit	4,795	4,200	5,200	404	8.4%
Ordinary profit	4,880	4,300	5,300	419	8.6%
Profit attributable to owners of parent	4,290	3,300	4,200	-90	-2.1%

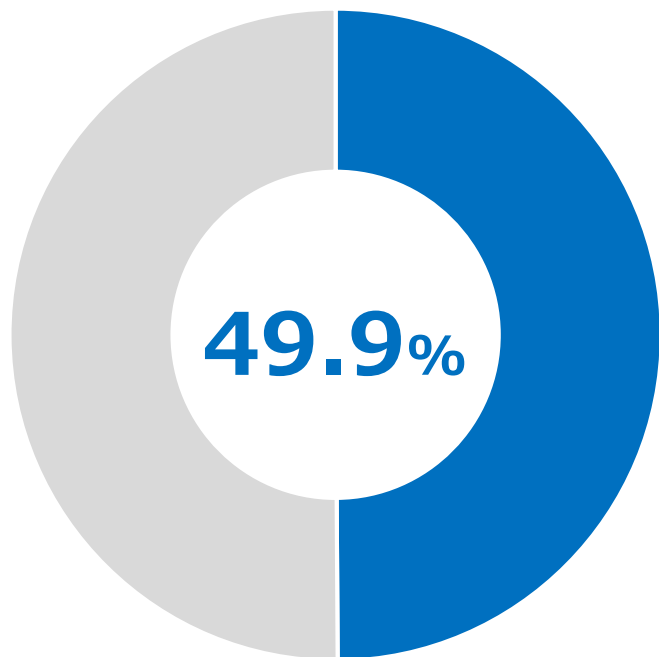
No revisions from the latest financial forecast *

* "Notice of Revisions to the Forecast of Consolidated Financial Results for FY2022" published on November 7, 2022

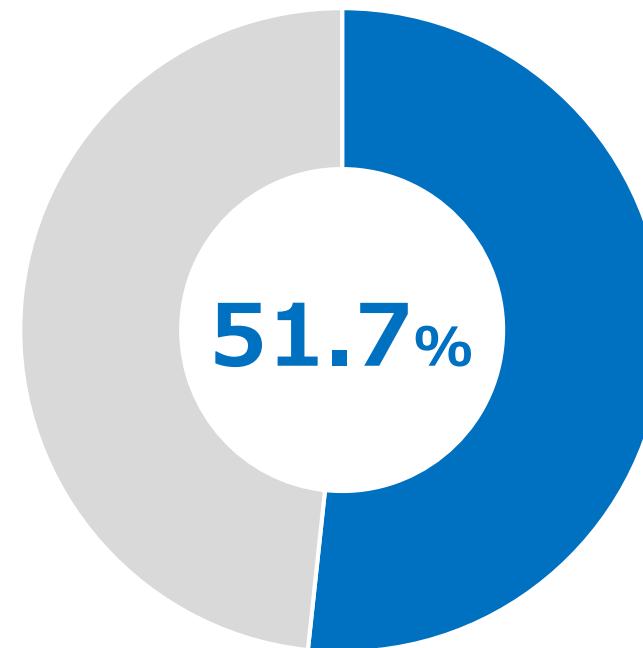
Sales Proportion of Brand-name Drugs

■ Brand-name drugs ■ Generic drugs

3Q FY2021



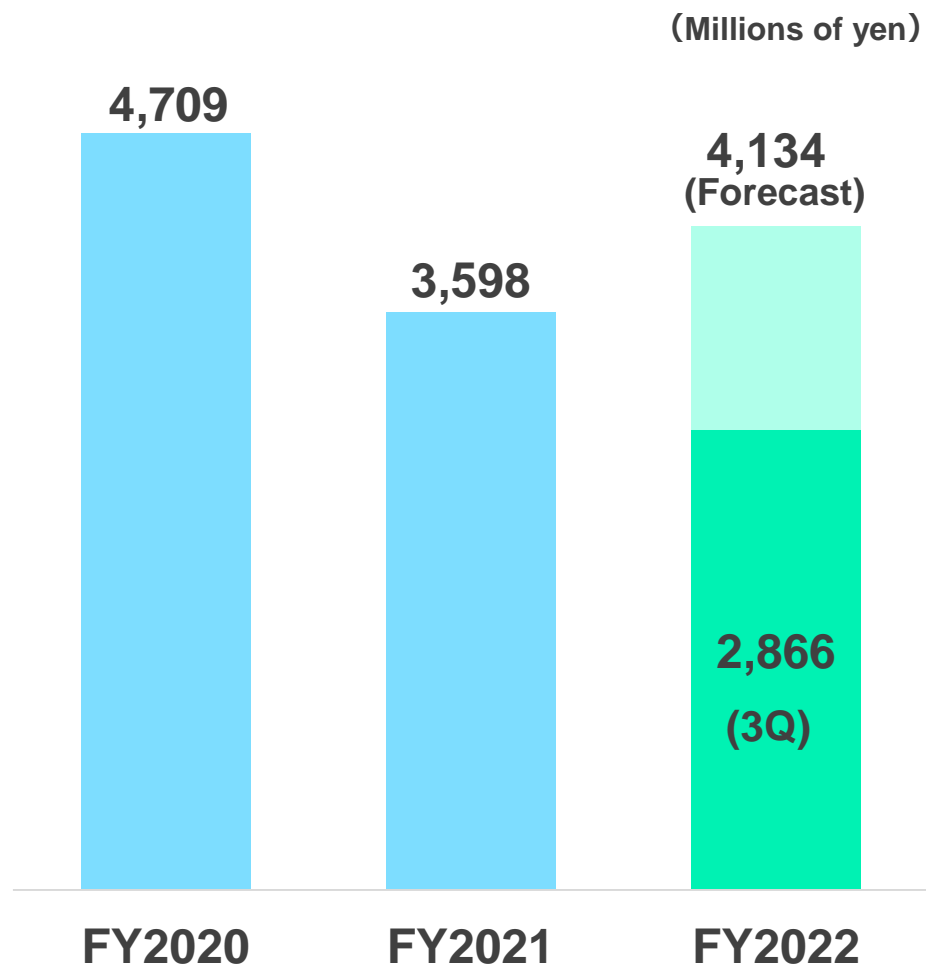
3Q FY2022



The product mix improved due to growth in RELUMINA, RIFXIMA, and THYRADIN, resulting in 1.8 percentage point increase in the ratio of brand-name drugs to sales

R&D Status

Trend of R&D expenses



As of February 6, 2023

Development code (Generic name) / Indication	Phase
LF111 (drospirenone) Contraception	Ph III
(Option agreement) Treatment for PMS/PMDD	Ph II (IIT *1)
(Option agreement) Treatment for Cervical Dysplasia	Ph I / II (Korea)
TRM-270 (adhesion barrier) (Gastroenterology and Ob/Gyn)	Ph III *2
L-105 (rifaximin) Hepatic encephalopathy (pediatrics)	Ph II / III
AKP-009 (ludaterone acetate) Benign prostatic hyperplasia	Ph II *3
AKP-022 (Relugolix Combination Tablet) Uterine fibroids	Preparing Development

*1 Investigator-initiated clinical trial

*2 Ph III was initiated in November 2022

*3 Additional Ph I trial at a higher dose ended in April 2022