

**August 8, 2022**

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



**Stock code : 4886 (TSE)**

**ASKA Pharmaceutical Holdings Co., Ltd.**

# Statements of Income (Consolidated)

| (Millions of yen)                       | FY2021 Apr - Jun Actual | FY2022 Apr - Jun Actual | Actual +/- | Growth +/- |
|---|-------------------------|-------------------------|------------|------------|
| Net sales                               | 14,221                  | 15,269                  | 1,048      | 7.4%       |
| Operating profit                        | 1,188                   | 1,664                   | 476        | 40.1%      |
| Ordinary profit                         | 1,329                   | 1,805                   | 475        | 35.8%      |
| Profit attributable to owners of parent | 1,098                   | 1,323                   | 224        | 20.4%      |

## Factors for increase in sales and profit

- ✓ In the pharmaceutical drug business, The sales in the obstetrics and gynecology area were driven by the double-digit growth in FREWELL, RELUMINA, and DroEthi, which went on sale in June of this year, got off to a strong start. The sales in the internal medicine and the urology field also grew steadily, as sales of THYRADIN, RIFXIMA and LEUPRORELIN. As a result of the above factors, net sales showed favorable trends, despite the impact of the periodical NHI drug price revisions.
- ✓ In the animal health business, feed additives and other products showed strong sales.

## Net Sales by Business (Consolidated)

| (Millions of yen)       | FY2021<br>Apr - Jun<br>Actual | FY2022<br>Apr - Jun<br>Actual | Breakdown     | Actual +/-  | Growth +/-  |
|-------------------------|-------------------------------|-------------------------------|---------------|-------------|-------------|
| Pharmaceutical<br>drugs | 12,840                        | 13,646                        | 89.4%         | 806         | 6.3%        |
| Animal health<br>drugs  | 1,351                         | 1,593                         | 10.4%         | 242         | 17.9%       |
| Others                  | 30                            | 29                            | 0.2%          | -0          | -2.7%       |
| <b>Total</b>            | <b>14,221</b>                 | <b>15,269</b>                 | <b>100.0%</b> | <b>1048</b> | <b>7.4%</b> |

# Sales of main products of ASKA Pharmaceutical Co., Ltd.

(Millions of yen)

| Area                     | Products<br>(generic name)                                 | FY2021<br>Apr - Jun | FY2022<br>Apr - Jun |         | FY2022   |         | Notes   |
|--------------------------|--|---------------------|---------------------|---------|----------|---------|---|
|                          |  | Actual              | Actual              | YOY (%) | Forecast | YOY (%) |   |
| Internal<br>Medicine     | CANDESARTAN <sup>*1, *2</sup><br>(candesartan)             | 3,198               | 2,859               | 89.4%   | 10,840   | 87.5%   | The drug price has decreased, but sales on a quantity basis have been maintained. |
|                          | THYRADIN<br>(levothyroxine)                                | 1,945               | 2,040               | 104.9%  | 7,714    | 102.9%  | July 2022:<br>100th anniversary of the brand                                      |
|                          | RIFXIMA<br>(rifaximin)                                     | 1,247               | 1,404               | 112.6%  | 5,289    | 109.0%  |   |
|                          | MERCAZOLE<br>(thiamazole)                                  | 381                 | 390                 | 102.4%  | 1,440    | 98.8%   |   |
|                          | AMLODIPINE <sup>*1</sup><br>(amlodipine)                   | 291                 | 242                 | 83.2%   | 963      | 89.7%   |   |
| Obstetrics<br>Gynecology | RELUMINA<br>(relugolix)                                    | 1,788               | 2,259               | 126.3%  | 9,779    | 133.3%  | December 2021: Additional indication for endometriosis                            |
|                          | FREWELL <sup>*1</sup><br>(norethisterone/ethinylestradiol) | 804                 | 888                 | 110.4%  | 3,083    | 89.0%   |   |
|                          | DroEthi <sup>*1</sup><br>(drospirenone/ethinylestradiol)   | —                   | 412                 | —       | 1,944    | —       | June 16, 2022: Only ASKA launched   |
|                          | ANGE<br>(levonorgestrel/ethinylestradiol)                  | 230                 | 228                 | 99.4%   | 896      | 104.9%  |   |
|                          | LUTEUM<br>(progesterone)                                   | 152                 | 214                 | 140.6%  | 836      | 126.5%  | April 2022: Insurance coverage for infertility treatment has been commenced       |
|                          | MAGSENT <sup>*3</sup><br>(magnesium sulfate)               | 226                 | 153                 | 67.9%   | 682      | 80.2%   |   |
| Urology                  | LEUPRORELIN <sup>*1, *4</sup><br>(leuprorelin)             | 1,161               | 1,357               | 116.9%  | 4,589    | 88.5%   |   |

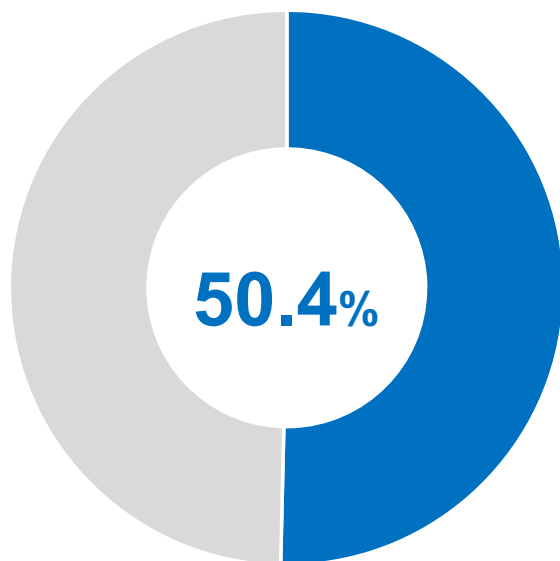
\* 1 Generic drugs \* 2 Including combination drugs \* 3 Total amount of magnesium sulfate preparation

\* 4 1.88mg formulation is for gynecological indications only, but numerical figure is combined with the 3.75mg formulation

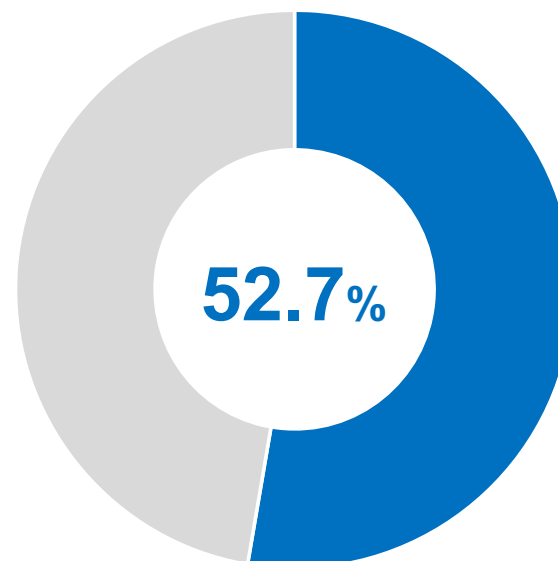
# Sales Proportion of Brand-name Drugs

■ Brand-name drugs ■ Generic drugs

FY2021 Apr - Jun



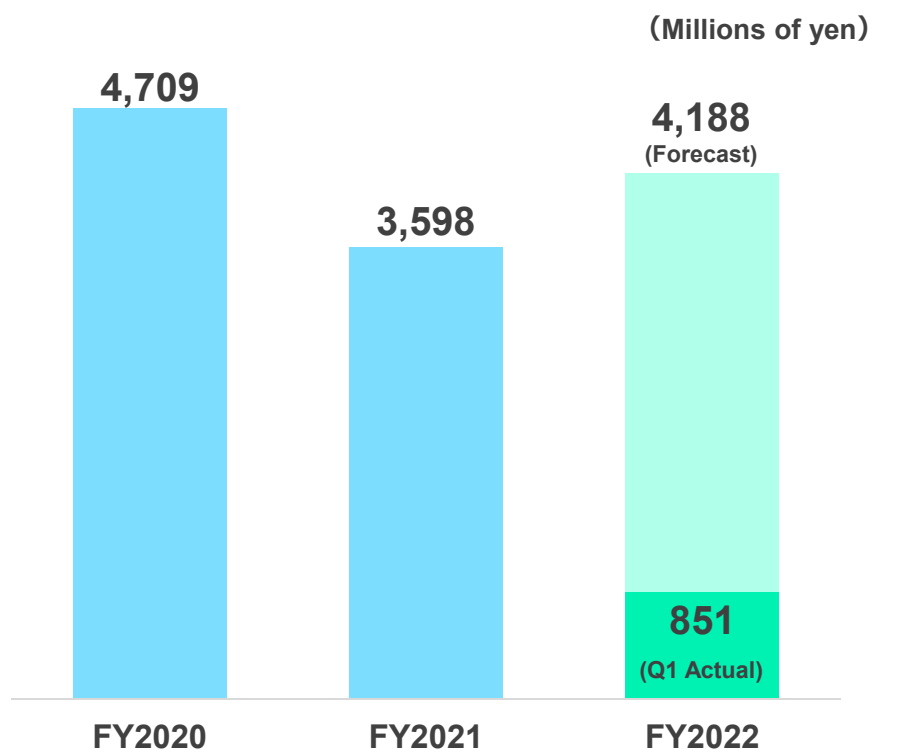
FY2022 Apr - Jun



The product mix improved due to growth of RELUMINA , RIFXIMA, and THYRADIN, resulting in a 2.3 point increase in the brand-name drug ratio.

# R&D Status

## Trend of R&D expenses



## As of August 8, 2022

| Development code (Generic name) / Indication  | Phase                          |
|---|--------------------------------|
| <b>LF111 (drospirenone)</b><br>Contraception  | Ph III                         |
| (Option agreement)<br>PMS/PMDD Under development at Renaissance                     | Ph II<br>(II T <sup>*1</sup> ) |
| (Option agreement)<br>Cervical Dysplasia Under development at KinoPharma            | Ph I / II<br>(Korea)           |
| <b>TRM-270 (adhesion barrier)</b><br>(Gastroenterology and Obstetrics & Gynecology) | Preparing clinical trial       |
| <b>L-105 (rifaximin)</b><br>Hepatic encephalopathy (pediatrics)                     | Ph II / III                    |
| <b>AKP-009 (ludaterone acetate)</b><br>Benign Prostatic Hyperplasia                 | Ph II <sup>*2</sup>            |
| <b>Relugolix Combination Tablet</b><br>Uterine Fibroid                              | Preparing Development          |

\*1 Investigator-initiated clinical trial

\*2 Additional Ph I trial at a higher dose ended in April 2022.