Reference Data

1st Quarter - Fiscal Year 2021 (April 1, 2021 to June 30, 2021)

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Taisho Pharmaceutical Holdings Co.,Ltd.

Consolidated Financial Data

| (Millions of y | en |
|----------------|----|
|----------------|----|

| | | March 202 | 1(FY2020) | | | March 2022 | (FY2021)*** | |
|---|--------------------|--------------------|--------------------|-------------------|---|-------------------|---|--------------------|
| | 1Q (4-6) | 2Q (4-9) | 3Q (4-12) | Full year | 1Q(4-6) Before deduction of sales | 1Q (4-6) | Full year E Before deduction of sales | Full year E |
| Net sales | 75,023 | 145,900 | 214,300 | 281,980 | 66,609 | 63,884 | 284,000 | 269,000 |
| (YOY%) | (+24.5%) | (+10.4%) | (+1.4%) | (-2.3%) | (-11.2%) | (-14.8%) | (+0.7%) | (-4.6%) |
| Self-Medication operations | 56,436 | 113,657 | 169,177 | 226,878 | 55,551 | 53,623 | 242,900 | 231,100 |
| Prescription Pharmaceutical operations | 18,587 | 32,243 | 45,123 | 55,101 | 11,057 | 10,260 | 41,100 | 37,900 |
| Gross profit on sales* | 47,228 | 93,575 | 136,669 | 175,986 | 42,282 | 39,739 | 179,200 | 165,500 |
| Selling, general and administrative expenses | 37,838 | 77,279 | 115,805 | 156,021 | 39,871 | 37,063 | 164,700 | 151,000 |
| Research and development expenses | 4,209 | 9,429 | 14,354 | 20,251 | 4,629 | 4,629 | 21,600 | 21,600 |
| (% Sales) | (5.6%) | (6.5%) | (6.7%) | (7.2%) | (7.0%) | (7.2%) | (7.6%) | (8.0%) |
| Advertising expenses | 6,107 | 11,905 | 17,645 | 25,017 | 7,029 | 7,029 | 32,000 | 32,000 |
| Sales promotion expenses | 5,827 | 12,404 | 18,875 | 24,527 | 5,568 | 3,421 | 23,300 | 13,100 |
| Personnel expenses | 8,201 | 16,522 | 25,039 | 32,953 | 9,701 | 9,701 | 33,100 | 33,100 |
| Operating Profit | 9,389 | 16,295 | 20,864 | 19,965 | 2,411 | 2,676 | 14,500 | 14,500 |
| (YOY%) | (+12.8%) | (+12.2%) | (+22.1%) | (-5.5%) | (-74.3%) | (-71.5%) | (-27.4%) | (-27.4%) |
| Earnings before the amortization of goodwill and trademarks | 12,399 | 22,233 | 29,839 | 32,008 | 5,491 | 5,756 | 26,400 | 26,400 |
| Ordinary Profit | 11,117 (+45.3%) | 18,859 | 24,742 | 25,946 | 3,768 | 4,033 (-63.7%) | 18,500 | 18,500 (-28.7%) |
| (YOY%) Profit attributable to owners of parent | 6,064 | (+29.1%) 11,294 | (+22.0%) 14,235 | (+6.0%) 13,316 | (-66.1%) | 1,179 | (-28.7%) 10,500 | 10,500 |
| (YOY%) | (-44.9%) | (-23.6%) | (-20.0%) | (-34.0%) | | (-80.5%) | (-21.1%) | (-21.1%) |
| Comprehensive income | 3,537 | 10,802 | 16,541 | 28,920 | | 6,953 | (-21.170) | (-21.170) |
| (YOY%) | (-33.3%) | (+36.4%) | (+88.0%) | (+241.4%) | | (+96.6%) | - | - |
| Basic EPS (yen) | 75.98 | 141.51 | 178.35 | 166.84 | | 14.78 | 131.45 | 131.45 |
| Diluted EPS (yen) | 75.89 | 141.34 | 178.12 | 166.63 | | 14.75 | 131.29 | 131.29 |
| BPS (yen) | 8,862.95 | 8,949.88 | 8,967.90 | 9,129.95 | | 9,131.84 | 9,158.01 | 9,158.01 |
| Dividend per share (yen) | - | 50.00 | - | 100.00 | | - | 100.00 | 100.00 |
| Payout ratio | - | - | 1 | 59.9% | | - | 76.1% | 76.1% |
| Capital expenditure | 2,659 | 5,701 | 8,182 | 15,121 | | 1,779 | 17,600 | 17,600 |
| Depreciation and amortization | 3,673 | 7,206 | 10,925 | 14,700 | | 3,508 | 14,000 | 14,000 |
| Total assets | 858,187 | 861,043 | 861,329 | 876,923 | | 877,471 | 879,000 | 879,000 |
| Shareholders' equity | 736,944 | 744,157 | 745,217 | 758,406 | | 757,842 | 761,000 | 761,000 |
| Return on equity (%)** | - | - | - | 1.9% | | - | 1.4% | 1.4% |
| Return on assets (%)** | - | - | - | 1.5% | | - | 1.2% | 1.2% |
| Equity ratio (%) | 82.4% | 83.0% | 83.1% | 83.1% | | 83.1% | 83.2% | 83.2% |
| Overseas sales | 27,063 | 47,518 | 67,833 | 92,607 | 24,865 | 24,824 | 98,400 | 98,400 |
| Overseas sales ratio (% of total sales) | 36.1% | 32.6% | 31.7% | 32.8% | 37.3% | 38.9% | 34.6% | 36.6% |
| Number of employees | 9,356 | 9,304 | 9,234 | 9,195 | | 9,254 | - | - |
| | • | | | | - | | | |

<Reference>
•E=Estimates

• Full year forecasts for the fiscal year ending March 31, 2022 were announced on May 14, 2021.

<sup>After provision/reversal of reserve for returned unsold goods
Average of the beginning and year-end balance of shareholders' equity / total assets
The accounting standard for revenue recognition has been applied from FY2021 onwards.</sup>

Consolidated Balance Sheets

| | | End of I | -Y2020 | End of FY | ′2021 1Q* | | (Millions of year) |
|----------|---|---|---------|---------------|-----------|--------|--|
| | | (March 31, 21) | % total | (June 30, 21) | % total | change | |
| (As | sets) | (************************************** | | (0 = 1.7 | | | |
| ` | Current assets: | 357,731 | 40.8% | 358,656 | 40.9% | +925 | |
| | Cash and deposits | 250,178 | | 249,615 | | -562 | |
| | Notes and accounts receivable-trade | 51,609 | | 49,286 | | -2,323 | |
| | Marketable securities | 4,017 | | 4,017 | | -0 | |
| | Inventories | 46,384 | | 46,702 | | +317 | |
| | Other | 5,540 | | 9,035 | | +3,494 | |
| II | Fixed assets: | 519,192 | 59.2% | 518,814 | 59.1% | -377 | |
| (1) | Tangible fixed assets: | 113,194 | (12.9%) | 112,653 | (12.8%) | -540 | |
| | Buildings and structures | 51,876 | , | 51,508 | , , | -368 | |
| | Machinery, equipment and vehicles | 14,494 | | 14,423 | | -71 | |
| | Land | 37,429 | | 37,453 | | +24 | |
| | Other | 9,393 | | 9,268 | | -125 | |
| (2) | Intangible fixed assets: | 216,532 | (24.7%) | 220,753 | (25.2%) | +4,220 | |
| , | Goodwill | 128,612 | , | 130,206 | ` ′ | +1,594 | Change of the rate of exchange |
| | Sales rights | 453 | | 431 | | -21 | |
| | Trademarks | 69,258 | | 70,428 | | | Change of the rate of exchange |
| | Software | 10,341 | | 11,490 | | +1,148 | |
| | Other | 7,867 | | 8,195 | | +328 | |
| (3) | Investments and other assets: | 189,464 | (21.6%) | 185,407 | (21.1%) | -4,056 | |
| (-) | Investment securities | 156,055 | , , | 152,360 | | | Change of stock price |
| | Shares of subsidiaries and affiliates | 12,261 | | 12,188 | | -72 | g p |
| | Net defined benefit assets | 10,620 | | 10,762 | | +141 | |
| | Deferred tax assets | 8,892 | | 8,519 | | -372 | |
| | Other | 1,634 | | 1,576 | | -58 | |
| Tot | al assets | 876,923 | 100.0% | 877,471 | 100.0% | +548 | |
| | | | | | ı | | |
| ` | abilities) | == 000 | 2 22/ | == | 0 =0/ | | |
| 1 (| Current liabilities: | 57,666 | 6.6% | 59,204 | 6.7% | +1,537 | |
| | Notes and accounts payable-trade | 14,672 | | 12,457 | | -2,214 | |
| | Accounts payable | 16,068 | | 16,255 | | +186 | |
| | Accrued income taxes | 3,275 | | 2,190 | | -1,084 | |
| | Refund liability | - | | 6,640 | | +6,640 | Application of the accounting standard for revenue recognition |
| | Provision for bonuses | 3,523 | | 2,966 | | -557 | |
| | Other | 20,126 | | 18,693 | | -1,433 | |
| ПΙ | Long-term liabilities: | 60,849 | 6.9% | 60,424 | 6.9% | -424 | |
| | Net defined benefit liabilities | 21,321 | | 21,476 | | +154 | |
| | Deferred taxes liabilities | 32,747 | | 31,866 | | -881 | |
| | Other | 6,780 | | 7,082 | | +301 | |
| Tot | al liabilities | 118,516 | 13.5% | 119,628 | 13.6% | +1,112 | |
| ` | et assets) | | | | | | |
| Ι: | Shareholders' equity | 697,598 | 79.6% | 693,644 | 79.1% | -3,954 | |
| | Common stock | 30,000 | | 30,000 | | - | |
| | Capital surplus | 12 | | 22 | | +9 | |
| | Retained earnings | 703,036 | | 699,057 | | | Payment of dividend |
| <u> </u> | Treasury stock | -35,450 | | -35,435 | | +14 | |
| ΠA | Accumulated other comprehensive income | 31,105 | 3.5% | 35,230 | 4.0% | +4,124 | |
| | Valuation difference on securities | 30,026 | | 27,328 | | -2,697 | Change of stock price |
| | Foreign currency translation adjustment | -235 | | 6,611 | | | Change of the rate of exchange |
| | Remeasurements of defined benefit plans | 1,315 | | 1,290 | | -24 | |
| _ | Share acquisition rights | 801 | 0.0% | 766 | 0.1% | -34 | |
| | Non-controlling interests | 28,900 | 3.3% | 28,200 | 3.2% | -700 | |
| _ | al net assets | 758,406 | 86.5% | 757,842 | 86.4% | -564 | |
| | al liabilities and net assets | 876,923 | 100.0% | 877,471 | 100.0% | +548 | |

^{*} The accounting standard for revenue recognition has been applied from FY2021 onwards.

Consolidated P/L Statement

| FY2021 | _ | | E\/00 | 200 | EVOO | 04* | \/O\/ | (Millions of yen) |
|--|----|---|--------|--------|--------|--------|---------|---------------------------------|
| Net sales 75,023 100.0% 63,884 100.0% -11,139 Cost of sales 27,837 37.1% 24,144 37.8% -3,693 Gross profit on sales 47,185 62.9% 39,739 62.2% -7,445 Provision for sales returns -42 - +42 Gross profit 47,228 63.0% 39,739 62.2% -7,488 Selling, general and administrative expenses 37,838 50.4% 37,063 58.0% -775 Advertising expenses 6,107 7,029 +422 Sales promotion expenses 5,827 3,421 -2,406 accounting standard for revenue recognition -2,146 accounting standard for revenue recognition -2,146 accounting standard for revenue recognition profit 13,492 12,280 -1,212 Operating Profit 9,389 12.5% 2,676 4.2% -6,712 Non-operating income 1,810 2.4% 1,625 2.5% -184 Non-operating expenses 82 0.1% 268 0.4% +185 Ordinary Profit 11,117 14.8% 4,033 6.3% -7,083 Extraordinary income 1 0.0% 3 0.0% +1 Extraordinary income 1 0.0% 3 0.0% +1 Extraordinary income 1 0.0% 3 0.0% +1 Extraordinary income 1 0.0% 3 0.0% -267 Profit before income taxes 10,818 14.4% 4,004 6.3% -6,813 Income taxes 4,130 5.5% 2,301 3.6% -1,829 Profit attributable to non-controlling interests 623 0.8% 524 0.8% -99 | | | 1 | | 1 | | YOY | |
| Cost of sales 27,837 37.1% 24,144 37.8% -3,693 Gross profit on sales 47,185 62.9% 39,739 62.2% -7,445 Provision for sales returns -42 - +42 Gross profit 47,228 63.0% 39,739 62.2% -7,488 Selling, general and administrative expenses 37,838 50.4% 37,063 58.0% -775 Advertising expenses 6,107 7,029 +422 Formal development expenses 5,827 3,421 -2,406 accounting standard for revenue recognition expenses 8,201 9,701 +1,499 Formal Gross profit 9,389 12.5% 2,676 4.2% -6,712 Formal Gross profit 9,389 12.5% 2,676 4.2% -6,712 Formal Gross profit 11,117 14.8% 4,033 6.3% -7,083 Extraordinary income 1 0.0% 3 0.0% +1 Extraordinary losses 300 0.4% 32 0.1% -267 Forfit before income taxes 10,818 14.4% 4,004 6.3% -6,813 Income taxes 4,130 5.5% 2,301 5.24 0.8% -99 | | | | | | | | |
| Gross profit on sales 47,185 62.9% 39,739 62.2% -7,445 Provision for sales returns -42 - +42 Gross profit 47,228 63.0% 39,739 62.2% -7,488 Selling, general and administrative expenses 37,838 50.4% 37,063 58.0% -775 Research and development expenses 4,209 4,629 +420 +420 Advertising expenses 6,107 7,029 +922 Sales promotion expenses 5,827 3,421 -2,406 FY2021:Application of the accounting standard for revenue recognition -2,146 Personnel expenses 8,201 9,701 +1,499 -1,212 Other 13,492 12,280 -1,212 Operating Profit 9,389 12,5% 2,676 4,2% -6,712 Non-operating income 1,810 2,4% 1,625 2,5% -184 Non-operating expenses 82 0,1% 268 0,4% +185 Ordinary Profit 11,117 14,8% 4, | Ne | et sales | 75,023 | 100.0% | 63,884 | 100.0% | -11,139 | |
| Provision for sales returns | Co | ost of sales | 27,837 | 37.1% | 24,144 | 37.8% | -3,693 | |
| Selling, general and administrative expenses 37,838 50.4% 37,063 58.0% -775 | Gı | oss profit on sales | 47,185 | 62.9% | 39,739 | 62.2% | -7,445 | |
| Research and development expenses | Pr | ovision for sales returns | -42 | | 1 | | +42 | |
| Research and development expenses | Gı | oss profit | 47,228 | 63.0% | 39,739 | 62.2% | -7,488 | |
| Advertising expenses 6,107 7,029 +922 Sales promotion expenses 5,827 3,421 -2,406 accounting standard for revenue recognition -2,146 accounting standard for r | Se | elling, general and administrative expenses | 37,838 | 50.4% | 37,063 | 58.0% | -775 | |
| Sales promotion expenses 5,827 3,421 -2,406 FY2021:Application of the accounting standard for revenue recognition -2,146 Personnel expenses 8,201 9,701 +1,499 Other 13,492 12,280 -1,212 Operating Profit 9,389 12.5% 2,676 4.2% -6,712 Non-operating income 1,810 2.4% 1,625 2.5% -184 Non-operating expenses 82 0.1% 268 0.4% +185 Ordinary Profit 11,117 14.8% 4,033 6.3% -7,083 Extraordinary income 1 0.0% 3 0.0% +1 Extraordinary losses 300 0.4% 32 0.1% -267 Profit before income taxes 30,818 14.4% 4,004 6.3% -6,813 Income taxes 4,130 5.5% 2,301 3.6% -1,829 Profit tatributable 6,688 8.9% 1,703 2.7% -4,984 Profit attributable 623 0.8% 524 0.8% -99 | | Research and development expenses | 4,209 | | 4,629 | | +420 | |
| Sales promotion expenses 5,827 3,421 -2,406 accounting standard for revenue recognition -2,146 Personnel expenses 8,201 9,701 +1,499 Other 13,492 12,280 -1,212 Operating Profit 9,389 12.5% 2,676 4.2% -6,712 Non-operating income 1,810 2.4% 1,625 2.5% -184 Non-operating expenses 82 0.1% 268 0.4% +185 Ordinary Profit 11,117 14.8% 4,033 6.3% -7,083 Extraordinary income 1 0.0% 3 0.0% +1 Extraordinary losses 300 0.4% 32 0.1% -267 Profit before income taxes 10,818 14.4% 4,004 6.3% -6,813 Income taxes 4,130 5.5% 2,301 3.6% -1,829 Profit 6,688 8.9% 1,703 2.7% -4,984 Profit attributable to non-controlling interests 623 0.8% 524 0.8% -99 | | Advertising expenses | 6,107 | | 7,029 | | +922 | |
| Other 13,492 12,280 -1,212 Operating Profit 9,389 12.5% 2,676 4.2% -6,712 Non-operating income 1,810 2.4% 1,625 2.5% -184 Non-operating expenses 82 0.1% 268 0.4% +185 Ordinary Profit 11,117 14.8% 4,033 6.3% -7,083 Extraordinary income 1 0.0% 3 0.0% +1 Extraordinary losses 300 0.4% 32 0.1% -267 Profit before income taxes and minority interests 10,818 14.4% 4,004 6.3% -6,813 Income taxes 4,130 5.5% 2,301 3.6% -1,829 Profit 6,688 8.9% 1,703 2.7% -4,984 Profit attributable to non-controlling interests 623 0.8% 524 0.8% -99 | | Sales promotion expenses | 5,827 | | 3,421 | | -2,406 | accounting standard for revenue |
| Operating Profit 9,389 12.5% 2,676 4.2% -6,712 Non-operating income 1,810 2.4% 1,625 2.5% -184 Non-operating expenses 82 0.1% 268 0.4% +185 Ordinary Profit 11,117 14.8% 4,033 6.3% -7,083 Extraordinary income 1 0.0% 3 0.0% +1 Extraordinary losses 300 0.4% 32 0.1% -267 Profit before income taxes and minority interests 10,818 14.4% 4,004 6.3% -6,813 Income taxes 4,130 5.5% 2,301 3.6% -1,829 Profit 6,688 8.9% 1,703 2.7% -4,984 Profit attributable to non-controlling interests 623 0.8% 524 0.8% -99 | | Personnel expenses | 8,201 | | 9,701 | | +1,499 | |
| Non-operating income 1,810 2.4% 1,625 2.5% -184 Non-operating expenses 82 0.1% 268 0.4% +185 Ordinary Profit 11,117 14.8% 4,033 6.3% -7,083 Extraordinary income 1 0.0% 3 0.0% +1 Extraordinary losses 300 0.4% 32 0.1% -267 Profit before income taxes and minority interests 10,818 14.4% 4,004 6.3% -6,813 Income taxes 4,130 5.5% 2,301 3.6% -1,829 Profit 6,688 8.9% 1,703 2.7% -4,984 Profit attributable to non-controlling interests 623 0.8% 524 0.8% -99 | | Other | 13,492 | | 12,280 | | -1,212 | |
| Non-operating expenses 82 0.1% 268 0.4% +185 Ordinary Profit 11,117 14.8% 4,033 6.3% -7,083 Extraordinary income 1 0.0% 3 0.0% +1 Extraordinary losses 300 0.4% 32 0.1% -267 Profit before income taxes and minority interests 10,818 14.4% 4,004 6.3% -6,813 Income taxes 4,130 5.5% 2,301 3.6% -1,829 Profit 6,688 8.9% 1,703 2.7% -4,984 Profit attributable to non-controlling interests 623 0.8% 524 0.8% -99 | Ol | perating Profit | 9,389 | 12.5% | 2,676 | 4.2% | -6,712 | |
| Ordinary Profit 11,117 14.8% 4,033 6.3% -7,083 Extraordinary income 1 0.0% 3 0.0% +1 Extraordinary losses 300 0.4% 32 0.1% -267 Profit before income taxes and minority interests 10,818 14.4% 4,004 6.3% -6,813 Income taxes 4,130 5.5% 2,301 3.6% -1,829 Profit 6,688 8.9% 1,703 2.7% -4,984 Profit attributable to non-controlling interests 623 0.8% 524 0.8% -99 | No | on-operating income | 1,810 | 2.4% | 1,625 | 2.5% | -184 | |
| Extraordinary income 1 0.0% 3 0.0% +1 Extraordinary losses 300 0.4% 32 0.1% -267 Profit before income taxes and minority interests 10,818 14.4% 4,004 6.3% -6,813 Income taxes 4,130 5.5% 2,301 3.6% -1,829 Profit 6,688 8.9% 1,703 2.7% -4,984 Profit attributable to non-controlling interests 623 0.8% 524 0.8% -99 | No | on-operating expenses | 82 | 0.1% | 268 | 0.4% | +185 | |
| Extraordinary losses 300 0.4% 32 0.1% -267 Profit before income taxes and minority interests 10,818 14.4% 4,004 6.3% -6,813 Income taxes 4,130 5.5% 2,301 3.6% -1,829 Profit 6,688 8.9% 1,703 2.7% -4,984 Profit attributable to non-controlling interests 623 0.8% 524 0.8% -99 | Oı | dinary Profit | 11,117 | 14.8% | 4,033 | 6.3% | -7,083 | |
| Profit before income taxes and minority interests | E> | traordinary income | 1 | 0.0% | 3 | 0.0% | +1 | |
| and minority interests 10,818 14.4% 4,004 6.3% -6,813 Income taxes 4,130 5.5% 2,301 3.6% -1,829 Profit 6,688 8.9% 1,703 2.7% -4,984 Profit attributable to non-controlling interests 623 0.8% 524 0.8% -99 | E> | traordinary losses | 300 | 0.4% | 32 | 0.1% | -267 | |
| Income taxes 4,130 5.5% 2,301 3.6% -1,829 Profit 6,688 8.9% 1,703 2.7% -4,984 Profit attributable to non-controlling interests 623 0.8% 524 0.8% -99 | | | 10,818 | 14.4% | 4,004 | 6.3% | -6,813 | |
| Profit attributable to non-controlling interests 623 0.8% 524 0.8% -99 | | | 4,130 | 5.5% | 2,301 | 3.6% | -1,829 | |
| to non-controlling interests 623 0.8% 524 0.8% -99 | Pr | ofit | 6,688 | 8.9% | 1,703 | 2.7% | -4,984 | |
| | | | 623 | 0.8% | 524 | 0.8% | -99 | |
| | | | 6,064 | 8.1% | 1,179 | 1.8% | -4,884 | |

^{*} The accounting standard for revenue recognition has been applied from FY2021 onwards.

Consolidated Sales Breakdown by Segment/Category

(Millions of yen)

| | | March 202 | 1(FY2020) | | | March 202 | 2(FY2021)* | |
|---------------------------------------|-------------|-------------|--------------|-----------|---|-------------|---|-------------|
| | 1Q (4-6) | 2Q (4-9) | 3Q (4-12) | Full year | 1Q(4-6) Before deduction of sales | 1Q (4-6) | Full year E Before deduction of sales | Full year E |
| Self-Medication operations | 56,436 | 113,657 | 169,177 | 226,878 | 55,551 | 53,623 | 242,900 | 231,100 |
| (YOY%) | (+31.4%) | (+16.6%) | (+7.2%) | (+3.1%) | (-1.6%) | (-5.0%) | (+7.1%) | (+1.9%) |
| Japan | 28,772 | 64,584 | 98,806 | 130,892 | 30,595 | 28,873 | 141,600 | 131,300 |
| Overseas | 26,953 | 47,409 | 67,724 | 92,490 | 24,312 | 24,270 | 98,000 | 98,000 |
| Other | 710 | 1,663 | 2,646 | 3,495 | 643 | 479 | 3,300 | 1,800 |
| Prescripion Pharmaceutical operations | 18,587 | 32,243 | 45,123 | 55,101 | 11,057 | 10,260 | 41,100 | 37,900 |
| (YOY%) | (+7.3%) | (-7.1%) | (-15.7%) | (-19.6%) | (-40.5%) | (-44.8%) | (-25.4%) | (-31.2%) |
| Ethical drugs | 18,194 | 31,691 | 44,300 | 54,203 | 10,277 | 9,480 | 40,000 | 36,800 |
| Other | 392 | 551 | 823 | 898 | 780 | 780 | 1,100 | 1,100 |
| Total | 75,023 | 145,900 | 214,300 | 281,980 | 66,609 | 63,884 | 284,000 | 269,000 |

^{*} The accounting standard for revenue recognition applies from FY2021 onwards.

Consolidated Operating Profit by Segment

| | | | | | | minerie er yen, | |
|---|-----------|-----------|-----------|------------|---------------------|-----------------|--|
| | | March 202 | 1(FY2020) | | March 2022(FY2021)* | | |
| | 1Q | 2Q | 3Q | Full year | 1Q | Full year E | |
| | (4-6) | (4-9) | (4-12) | i uli yeai | (4-6) | i uli yeai L | |
| Self-Medication operations | 5,483 | 12,526 | 16,855 | 19,395 | 3,112 | 20,500 | |
| (YOY%) | (-22.0%) | (-2.9%) | (+23.6%) | (+3.7%) | (-43.2%) | (+5.7%) | |
| Earnings before the amortization of goodwill and trademarks | 8,494 | 18,464 | 25,830 | 31,438 | 6,192 | 32,400 | |
| Prescription Pharmaceutical | 4,466 | 4,857 | 5,496 | 2,495 | 15 | -4,000 | |
| operations (YOY%) | (+178.1%) | (+104.0%) | (+15.9%) | (-39.8%) | (-99.7%) | (-) | |
| Other* | -561 | -1,087 | -1,488 | -1,925 | -451 | -2,000 | |
| (YOY%) | (-) | (-) | (-) | (-) | (-) | (-) | |
| Total | 9,389 | 16,295 | 20,864 | 19,965 | 2,676 | 14,500 | |

^{*} The "Other" segment represents the Company (a pure holding company), which is not attributable to any reportable segment.

 $^{^{\}star\star}$ The accounting standard for revenue recognition has been applied from FY2021 onwards.

Consolidated Sales - Leading Brands of Self-Medication Operations & Sales by Region

(Billions of Yen)

| | | March 202 | 1(FY2020) | | | March 202 | 2(FY2021)* | |
|---------------------|-------|-----------|-----------|------------|-------|-----------|--------------|--------|
| | 1Q | 2Q | 3Q | Full year | 1Q | YOY | Full year E | YOY |
| | (4-6) | (4-9) | (4-12) | i uli yeai | (4-6) | 101 | I uli yeai L | 101 |
| Japan | 28.8 | 64.6 | 98.8 | 130.9 | 28.9 | +0.4% | 131.3 | +0.3% |
| Lipovitan series | 10.4 | 24.4 | 35.9 | 45.8 | 11.8 | +14.0% | 49.0 | +6.9% |
| Pabron series | 3.5 | 9.1 | 15.6 | 21.1 | 3.5 | -0.3% | 22.0 | +4.1% |
| RiUP series | 3.5 | 7.6 | 11.7 | 14.9 | 3.5 | +1.3% | 15.3 | +2.9% |
| Biofermin series | 2.4 | 4.9 | 7.4 | 9.8 | 2.5 | +5.3% | 10.3 | +5.9% |
| NARON series | 0.8 | 1.6 | 2.2 | 3.0 | 0.9 | +16.4% | 3.5 | +14.8% |
| GI treatment series | 0.8 | 1.6 | 2.5 | 3.4 | 0.8 | +1.7% | 3.5 | +3.0% |
| VICKS series | 0.5 | 1.4 | 2.5 | 3.1 | 0.5 | -6.5% | 3.5 | +11.4% |
| Livita series | 0.8 | 1.5 | 2.4 | 3.2 | 0.8 | +1.0% | 3.2 | +0.7% |
| Colac series | 0.8 | 1.5 | 2.4 | 3.1 | 0.7 | -3.4% | 3.1 | -1.9% |
| Overseas | 27.0 | 47.4 | 67.7 | 92.5 | 24.3 | -10.0% | 98.0 | +6.0% |
| Asia | 11.5 | 19.6 | 29.2 | 41.6 | 12.0 | +4.7% | 46.1 | +10.8% |
| Europe and America | 15.0 | 27.2 | 37.6 | 49.7 | 12.1 | -19.3% | 50.9 | +2.5% |
| Others | 0.7 | 1.7 | 2.6 | 3.5 | 0.5 | -32.6% | 1.8 | -48.5% |

⁽Rounded to the nearest hundred-million)

Lipovitan Series: Sales Breakdown

(Billions of Yen)

| | | March 202 | 1(FY2020) | | March 2022(FY2021)* | | | | |
|------------------|-------|-----------|-----------|-----------|---------------------|--------|-------------|--------|--|
| | 1Q | 2Q | 3Q | Full year | Full year 1Q | YOY | Full year E | YOY | |
| | (4-6) | (4-9) | (4-12) | | (4-6) | 101 | | | |
| Lipovitan series | 10.4 | 24.4 | 35.9 | 45.8 | 11.8 | +14.0% | 49.0 | +6.9% | |
| Lipovitan D | 6.9 | 15.9 | 23.0 | 28.7 | 7.3 | +5.9% | 29.9 | +4.1% | |
| Others | 3.5 | 8.5 | 12.8 | 17.1 | 4.5 | +29.9% | 19.1 | +11.6% | |

⁽Rounded to the nearest hundred-million)

^{*} The sales by major brands reflects the figures before application of the accounting standard for revenue recognition.

^{*} The sales by major brands reflects the figures before application of the accounting standard for revenue recognition.

Consolidated Sales - Leading Brands of Prescripion Pharmaceutical Operations

(Billions of Yen)

| | | March 202 | 1(FY2020) | | March 2022(FY2021)* | | | | | |
|-----------|-------|-----------|-----------|-----------|---------------------|--------|-------------|--------|--|--|
| | 1Q | 2Q | 3Q | Full year | 1Q | YOY | Full year E | YOY | | |
| | (4-6) | (4-9) | (4-12) | Full year | (4-6) | 101 | ruli yeai E | 101 | | |
| Lusefi | 2.6 | 5.2 | 8.3 | 10.8 | 3.1 | +18.4% | 14.0 | +29.6% | | |
| Bonviva | 1.7 | 3.4 | 5.3 | 6.9 | 1.8 | +8.9% | 7.1 | +3.1% | | |
| LOQOA | 0.9 | 1.9 | 3.0 | 3.8 | 1.0 | +1.9% | 4.5 | +18.2% | | |
| Biofermin | 1.1 | 1.8 | 2.5 | 3.4 | 1.1 | +2.7% | 4.5 | +32.4% | | |
| Clarith | 0.5 | 1.0 | 1.8 | 2.2 | 0.5 | -1.6% | 1.9 | -13.1% | | |
| Palux | 0.6 | 1.2 | 1.9 | 2.4 | 0.6 | -7.3% | 1.9 | -20.2% | | |
| Geninax | 1.8 | 2.2 | 2.2 | 2.2 | - | - | 1.0 | -54.6% | | |

⁽Rounded to the nearest hundred-million)

* The sales by major brands reflects the figures before application of the accounting standard for revenue recognition.

Consolidated: Capital Expenditure

(Millions of yen)

| | | | March 202 | 1(FY2020) | | March 202 | 2(FY2021) |
|---|----------------------------|-------|--------------|-----------|-----------|-----------|-------------|
| | | 1Q | 2Q | 3Q | Full year | 1Q | Full veer F |
| | | (4-6) | (4-9) (4-12) | | Full year | (4-6) | Full year E |
| T | otal capital expenditure | 2,659 | 5,701 | 8,182 | 15,121 | 1,779 | 17,600 |
| F | Taisho Pharmaceutical | 1,081 | 3,258 | 5,170 | 7,793 | 1,316 | 10,350 |
| | Production department | 358 | 652 | 904 | 1,379 | 269 | 1,210 |
| | Research department | 37 | 764 | 1,013 | 1,519 | 8 | 5,540 |
| | Head Office and the others | 684 | 1,841 | 3,252 | 4,894 | 1,039 | 3,600 |
| | Other subsidiaries | 1,578 | 2,443 | 3,012 | 7,327 | 462 | 7,250 |

Consolidated: Depreciation and Amortization

(Millions of yen)

| | | | | | | | (William or you) |
|-------------------------------|---------------|--------------------|-------|--------|--------------------|-------|------------------|
| ſ | | March 2021(FY2020) | | | March 2022(FY2021) | | |
| | | 1Q | 2Q | 3Q | Full year | 1Q | Full year E |
| | | (4-6) | (4-9) | (4-12) | | (4-6) | |
| Depreciation and amortization | | 3,673 | 7,206 | 10,925 | 14,700 | 3,508 | 14,000 |
| ı | Cost of sales | 1,393 | 2,687 | 4,082 | 5,278 | 1,280 | 4,700 |
| | SGA expenses | 2,280 | 4,519 | 6,843 | 9,421 | 2,228 | 9,300 |

Consolidated: R&D Expenses

| | March 2021(FY2020) | | | | March 2022(FY2021) | |
|--|--------------------|-------|--------|-----------|--------------------|-------------|
| | 1Q | 2Q | 3Q | Full year | 1Q | Full year E |
| | (4-6) | (4-9) | (4-12) | | (4-6) | |
| Total R&D expenses | 4,209 | 9,429 | 14,354 | 20,251 | 4,629 | 21,600 |
| Self-Medication operations | 1,578 | 3,469 | 5,374 | 7,492 | 1,952 | 7,900 |
| Prescription Pharmaceutical operations | 2,630 | 5,960 | 8,980 | 12,758 | 2,677 | 13,700 |

Result of Major Consolidated Subsidiary

Sales and earnings of Taisho Pharmaceutical

(Billions of Yen)

| | | | March 202 | March 2022(FY2021)* | | | |
|-----------------|-----------------------------|-------|-----------|---------------------|-----------|-------|--------|
| | | 1Q | 2Q | 3Q | Full year | 1Q | YOY |
| | | (4-6) | (4-9) | (4-12) | | (4-6) | |
| Ν | let Sales | 48.9 | 98.7 | 146.9 | 190.2 | 40.3 | -17.5% |
| | Self-Medication | 30.3 | 66.5 | 101.9 | 135.2 | 30.1 | -0.8% |
| | Prescription Pharmaceutical | 18.6 | 32.2 | 45.0 | 55.0 | 10.2 | -44.9% |
| C | perating profit | 5.7 | 10.3 | 14.8 | 16.5 | 1.4 | -75.2% |
| Ordinary profit | | 11.7 | 17.6 | 24.4 | 27.8 | 5.1 | -56.3% |
| Profit | | 9.4 | 13.8 | 18.9 | 18.5 | 4.1 | -56.2% |

⁽Rounded to the nearest hundred-million)
* The accounting standard for revenue recognition has been applied from FY2021 onwards.

Major Subsidiaries and Affiliates

(As of June 30, 2021)

| | | | ie 30, 2021) |
|----------------|---|--------------|--------------|
| Address | Capital | Business | Ownership* |
| | | | % |
| Tokyo, Japan | ,000 Yen 29.837.892 | SMG PD | 100.0 |
| Tokyo, Japan | ,000 Yen | SMG | 100.0 |
| Okinawa, Japan | ,000 Yen 50.000 | SMG | 100.0 |
| Tokyo, Japan | ,000 Yen | SMG | 60.0 |
| Saitama, Japan | ,000 Yen | SMG | 100.0 |
| Hyogo, Japan | ,000 Yen | SMG PD | 63.9** |
| Tokyo, Japan | ,000 Yen | PD | 100.0 |
| Tokyo, Japan | ,000 Yen | SMG | 55.0 |
| Tokyo, Japan | ,000 Yen | SMG PD | 100.0 |
| Tokyo, Japan | ,000 Yen | SMG | 100.0 |
| Taiwan | ,000 NT\$ | SMG | 100.0 |
| U.S.A. | ,000 US\$ | SMG | 100.0 |
| Philippines | ,000 Peso | SMG | 100.0 |
| China | ,000 CNY | SMG | 100.0 |
| Vietnam | ,000 VND | SMG | 100.0 |
| China | ,000 HK\$ | SMG | 100.0 |
| Thailand | ,000 THB 100,000 | SMG | 60.0 |
| U.S.A. | ,000 US\$ | PD | 100.0 |
| Indonesia | ,000 rupiah | SMG | 98.6 |
| Singapore | ,000 US\$ | SMG | 100.0 |
| Malaysia | ,000 MYR | SMG | 100.0 |
| Mexico | ,000 MXN | SMG | 100.0 |
| Vietnam | ,000 VND | SMG | 51.0 |
| France | ,000 EUR | SMG | 100.0 |
| Switzerland | ,000 CHF | SMG | 100.0 |
| Italia | ,000 EUR | SMG | 100.0 |
| Belgium | ,000 EUR | SMG | 100.0 |
| | 32 | | |
| Tokyo, Japan | ,000 Yen 1,650,000 | SMG | 24.0 |
| | Tokyo, Japan Tokyo, Japan Okinawa, Japan Tokyo, Japan Saitama, Japan Hyogo, Japan Tokyo, Japan Taiwan U.S.A. Philippines China Vietnam China Thailand U.S.A. Indonesia Singapore Malaysia Mexico Vietnam France Switzerland Italia Belgium | Tokyo, Japan | Tokyo, Japan |

SMG=Self-Medication operations PD=Prescription Pharmaceutical operations
*Ownership: including the portion of indirect ownership
"Shares were exchanged to become a subsidiary fully owned by Taisho Pharmaceutical Holdings Co., Ltd. on July 30, 2021

Prescription Pharmaceutical Operations: New Drug Development - Taisho Pharmaceutical

As of August 5, 2021

In Japan

Filed

Lusefi (Oral)

< Application > Type2 diabetes

< Development > In-house

SGLT2 (Sodium-Glucose Cotransporter2) inhibitor

Remarks > Generic name: Luseogliflozin Hydrate

Product name: Lusefi®

Orally disintegrating film drug (drug form added)

TS-152 (Injection)

< Application > Articular rheumatism against which existing therapies have insufficient

efficacy

Development > In-license (Licensor: Ablynx)

< Description > Anti-TNF(Tumor Necrosis Factor)-α antibody

Remarks > Generic name: Ozoralizumab

Phase 3

TS-071(Oral)

< Application > Type2 diabetes (Pediatric)

< Development > In-house

SGLT2 (Sodium-Glucose Cotransporter2) inhibitor

Remarks > Generic name: Luseogliflozin Hydrate

Product name: Lusefi®

Phase 2

TS-142 (Oral)

< Application > Insomnia < Development > In-house

Phase 1

TS-172 (Oral)

< Application > Hyperphosphatemia

< Development > In-house

Prescription Pharmaceutical Operations: New Drug Development - Taisho Pharmaceutical

As of August 5, 2021

Overseas

Phase 2

TS-161 (Oral)

- < Target disease > Depression
- < In-house/Licensed-in > In-house

Phase 1

TS-134 (Oral)

- < Target disease > Schizophrenia
- < In-house/Licensed-in > In-house

TS-142 (Oral)

- < Target disease > Insomnia
- < In-house/Licensed-in > In-house

Launch of New Products

As of August 5, 2021

New Products Since FY2020 Earnings Announcement (May 14, 2021)

Self-Medication Operations

ALFE RICHGRACE

Description > A new product from the ALFE GRACE series, the product line for beauty to be realized from inside the body, for those who want to stay beautiful with dignity, regardless of age, and who want to be ever more brilliant as they get older. The

best-grade formula in the series, containing a generous amount of proteoglycan, swallow nests, collagen derived from shark fin in addition to 5000 mg of collagen

peptide that boasts the greatest content in the series.

< Launch > May 2021

Lipovitan ICE SLURRY for Sports

< Description > A new product in the Lipovitan for Sports series for the athletes who do sports

hard and those who do exercise for keeping physical health. Contains sodium and potassium that are easily lost as sweat and other ingredients including citric acids necessary for energy generation, vitamin B₁, vitamin B₂, and vitamin B₆. The ice slurry form is convenient for ingesting nutrients and salt that tend to be

The ice slurry form is convenient for ingesting nutrients and salt that tend to l

used up during exercise in hot weather.

< Launch > June 2021

Lipovitan JELLY

< Description > Lipovitan Jelly , launched in April last year, has become a food with a functional

claim. A jelly-form beverage in a pouch can be easily consumed, containing vitamin B_1 , vitamin B_2 , and vitamin B_6 in addition to 1000 mg citric acids for alleviating a temporary sensation of fatigue after light exercise in daily life.

Launch > June 2021

Taisho Kampo Stomach Medicine

< Description > Taisho Kampo Stomach Medicine is the gastrointestinal drug with two Chinese

medicine prescriptions, Anchusan and Shakuyaku-kanzo-to, combined. It was launched in 1978. The content per sachet for the granule type was decreased, and the tablets were downsized while the effectiveness has been retained. In

addition, the package design was changed.

< Launch > June 2021

Launch of New Products

As of August 5, 2021

New Products Since FY2020 Earnings Announcement (May 14, 2021)

Self-Medication Operations

Lipovitan D Featuring the Japan National Rugby Team 2021

< Description > Two types of bottles are available: one in red and another in blue. The cherryblossom emblem of the Japan national rugby union team appears at the center of

the label, above which the catchphrase of Lipovitan D "Fight! Ippatsu! (knock out in English)" is printed. A ten-pack is a special package, the design of which was

inspired by the jersey of the Japan national rugby union team.

< Launch > June 2021

Lipovitan D Japanese professional baseball teams bottle

Description > The limited edition bottles have been released annually and are popular with

professional baseball team fans and the general public since they were first launched in 2017. This year again, four bottles are newly available, designed

using the mascots and logos of the teams. > June 2021

Pabron Mouthwash C

Launch

<

< Description > A mildly mint-flavored mouthwash containing cetylpyridinium chloride hydrate.

which sterilizes the mouth and throat, and dipotassium glycyrrhizinate, which has

anti-inflammatory effects.

The large pump holds 470 mL content. Keep it at home or the office. It is easy to

use: Just one push per wash.

< Launch > June 2021

Lipovitan D Space Brothers Bottle 2

< Description > Five types of designed bottles are available, featuring the wise sayings of

characters and famous scenes from the popular manga Uchu Kyodai (Space Brothers). The outer case (for 10 bottles) features a new image of Uchu Kyodai

with Lipovitan D drawn by its author Chuva Kovama.

< Launch > July 2021

Lipovitan JELLY for Long-Term Storage

< Description > A package contains 100 g of jelly-form beverage corresponding to 200 kcal. The

special technology* enables long-term storage of up to five years (66-month best before period after production). Free from 28 allergens. Free from caffeine. Supports nutrition and water intake for all consumers in a disaster or emergency. Meets demand for stockpiling for government, schools, businesses and homes.

*TOKINAX, the brand of the filling technology developed by ONETABLE Inc. The combination of the filling technology for long-term storage, film with four layers including aluminum, and the recipe

control technology.

< Launch > July 2021