

Reference Data

2nd Quarter - Fiscal Year 2022
(April 1, 2022 to September 30, 2022)

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Taisho Pharmaceutical Holdings Co.,Ltd.

Consolidated Financial Data

(Millions of yen)

	March 2022(FY2021)				March 2023(FY2022)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Net sales	63,884	130,161	200,051	268,203	69,069	144,518	280,500
(YOY%)	(-10.7%)	(-6.3%)	(-1.6%)	(+0.1%)	(+8.1%)	(+11.0%)	(+4.6%)
Self-Medication operations	53,623	110,598	169,745	229,659	59,343	125,785	243,600
Prescription Pharmaceutical operations	10,260	19,562	30,306	38,543	9,725	18,733	36,900
Gross profit on sales	39,739	78,523	122,205	163,831	41,805	86,333	173,100
Selling, general and administrative expenses	37,063	76,210	115,071	153,088	36,550	74,126	157,100
Research and development expenses	4,629	9,673	14,291	19,366	4,812	9,603	22,600
(% Sales)	(7.2%)	(7.4%)	(7.1%)	(7.2%)	(7.0%)	(6.6%)	(8.1%)
Advertising expenses	7,029	15,325	24,352	31,898	6,426	12,895	30,000
Sales promotion expenses	3,421	6,932	10,656	14,438	3,352	7,003	16,300
Personnel expenses	9,701	18,353	26,481	34,128	8,626	17,779	34,800
Operating Profit	2,676	2,313	7,133	10,743	5,254	12,207	16,000
(YOY%)	(-71.5%)	(-85.8%)	(-65.8%)	(-46.2%)	(+96.3%)	(+427.6%)	(+48.9%)
Earnings before the amortization of goodwill and trademarks	5,756	8,563	16,455	23,162	8,402	18,710	28,100
Ordinary Profit	4,033	4,223	11,493	18,412	9,246	17,343	20,000
(YOY%)	(-63.7%)	(-77.6%)	(-53.5%)	(-29.0%)	(+129.2%)	(+310.7%)	(+8.6%)
Profit attributable to owners of parent	1,179	2,908	8,974	13,122	5,751	10,877	12,000
(YOY%)	(-80.5%)	(-74.3%)	(-37.0%)	(-1.5%)	(+387.6%)	(+274.0%)	(-8.6%)
Comprehensive income	6,953	12,965	12,987	21,162	19,307	39,977	-
(YOY%)	(+96.6%)	(+20.0%)	(-21.5%)	(-26.8%)	(+177.7%)	(+208.3%)	-
Basic EPS (yen)	14.78	35.95	110.43	161.12	70.16	132.68	146.26
Diluted EPS (yen)	14.75	35.90	110.30	160.93	70.08	132.52	146.08
BPS (yen)	9,131.84	9,085.03	9,025.57	9,116.28	9,280.38	9,498.58	9,164.83
Dividend per share (yen)	-	50.00	-	100.00	-	50.00	100.00
Payout ratio	-	-	-	62.1%	-	-	68.4%
Capital expenditure	1,779	7,749	10,553	16,880	3,312	16,565	34,700
Depreciation and amortization	3,508	7,347	10,958	15,379	3,671	7,669	15,200
Total assets	877,471	885,595	875,757	888,159	902,907	929,766	892,000
Shareholders' equity	757,842	763,880	759,789	767,957	781,586	802,319	772,000
Return on equity (%)*	-	-	-	1.8%	-	-	1.6%
Return on assets (%)*	-	-	-	1.5%	-	-	1.4%
Equity ratio (%)	83.1%	84.1%	84.5%	84.2%	84.3%	83.8%	84.7%
Overseas sales	24,824	47,729	71,820	101,558	30,669	61,606	106,000
Overseas sales ratio (% of total sales)	38.9%	36.7%	36.4%	37.9%	44.4%	42.6%	37.8%
Number of employees	9,254	9,203	9,165	9,134	9,129	9,096	-

* Average of the beginning and year-end balance of shareholders' equity / total

<Reference>

• E = Estimates

• Full year forecasts for the fiscal year ending March 31, 2023 were announced on May 13, 2022.

Consolidated Balance Sheets

(Millions of yen)

	End of FY2021		End of FY2022 2Q		change	
	(March 31, 22)	% total	(September 30, 22)	% total		
(Assets)						
I Current assets:	378,864	42.7%	391,971	42.2%	+13,106	
Cash and deposits	265,049		267,036		+1,987	
Notes and accounts receivable-trade	53,676		56,254		+2,577	
Marketable securities	7,219		7,405		+186	
Inventories	44,892		49,370		+4,478	
Other	8,027		11,904		+3,876	
II Fixed assets:	509,294	57.3%	537,794	57.8%	+28,500	
(1) Tangible fixed assets:	119,291	(13.4%)	133,329	(14.3%)	+14,037	
Buildings and structures	49,455		56,632		+7,176	
Machinery, equipment and vehicles	15,291		17,653		+2,362	
Land	37,394		37,208		-185	
Other	17,150		21,834		+4,684	
(2) Intangible fixed assets:	213,059	(24.0%)	227,573	(24.5%)	+14,513	
Goodwill	125,769		134,249		+8,480	
Sales rights	366		323		-43	
Trademarks	68,060		73,551		+5,491	
Software	10,812		10,183		-629	
Other	8,050		9,264		+1,214	
(3) Investments and other assets:	176,943	(19.9%)	176,892	(19.0%)	-50	
Investment securities	141,067		141,534		+466	
Shares of subsidiaries and affiliates	12,557		12,589		+32	
Net defined benefit assets	11,240		11,514		+274	
Deferred tax assets	9,508		8,856		-652	
Other	2,569		2,397		-171	
Total assets	888,159	100.0%	929,766	100.0%	+41,607	
(Liabilities)						
I Current liabilities:	62,277	7.0%	67,573	7.3%	+5,295	
Notes and accounts payable-trade	15,101		14,876		-224	
Accounts payable	15,521		16,587		+1,065	
Accrued income taxes	3,579		3,470		-109	
Refund liability	8,796		9,179		+382	
Provision for bonuses	3,633		5,238		+1,605	
Other	15,645		18,221		+2,575	
II Long-term liabilities:	57,924	6.5%	59,872	6.4%	+1,948	
Net defined benefit liabilities	21,329		21,699		+370	
Deferred taxes liabilities	29,162		30,929		+1,766	
Other	7,431		7,244		-187	
Total liabilities	120,202	13.5%	127,446	13.7%	+7,244	
(Net assets)						
I Shareholders' equity	711,950	80.2%	718,712	77.3%	+6,762	
Common stock	30,000		30,000		-	
Retained earnings	702,984		709,758		+6,774	
Treasury stock	-21,033		-21,046		-12	
II Accumulated other comprehensive income	35,447	4.0%	60,003	6.5%	+24,556	
Valuation difference on securities	25,586		26,067		+480	
Foreign currency translation adjustment	8,488		32,517		+24,028	Impact of the depreciation of the yen
Remeasurements of defined benefit plans	1,371		1,419		+47	
III Share acquisition rights	753	0.1%	821	0.1%	+68	
IV Non-controlling interests	19,806	2.2%	22,781	2.5%	+2,974	
Total net assets	767,957	86.5%	802,319	86.3%	+34,362	
Total liabilities and net assets	888,159	100.0%	929,766	100.0%	+41,607	

Consolidated P/L Statement

(Millions of yen)

	FY2021		FY2022		YOY change	
	2Q	% total	2Q	% total		
Net sales	130,161	100.0%	144,518	100.0%	+14,357	
Cost of sales	51,637	39.7%	58,185	40.3%	+6,548	
Gross profit on sales	78,523	60.3%	86,333	59.7%	+7,809	
Selling, general and administrative expenses	76,210	58.6%	74,126	51.3%	-2,084	
Research and development expenses	9,673		9,603		-70	
Advertising expenses	15,325		12,895		-2,429	
Sales promotion expenses	6,932		7,003		+70	
Personnel expenses	18,353		17,779		-573	
Other	25,926		26,844		+917	
Operating Profit	2,313	1.8%	12,207	8.4%	+9,893	
Non-operating income	2,391	1.8%	5,341	3.7%	+2,949	FY22: currency gain +2,784
Non-operating expenses	481	0.4%	204	0.1%	-276	
Ordinary Profit	4,223	3.2%	17,343	12.0%	+13,120	
Extraordinary income	2,125	1.6%	83	0.1%	-2,041	
Extraordinary losses	79	0.1%	152	0.1%	+73	
Profit before income taxes and minority interests	6,269	4.8%	17,274	12.0%	+11,005	
Income taxes	2,320	1.8%	5,284	3.7%	+2,963	
Profit	3,948	3.0%	11,990	8.3%	+8,042	
Profit attributable to non-controlling interests	1,040	0.8%	1,112	0.8%	+72	
Profit attributable to owners of parent	2,908	2.2%	10,877	7.5%	+7,969	

Consolidated Sales Breakdown by Segment/Category

(Millions of yen)

	March 2022(FY2021)				March 2023(FY2022)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Self-Medication operations	53,623	110,598	169,745	229,659	59,343	125,785	243,600
(YOY%)	(-1.0%)	(+1.5%)	(+5.2%)	(+5.8%)	(+10.7%)	(+13.7%)	(+6.1%)
Japan	28,873	62,832	96,318	127,904	27,929	62,774	135,300
Overseas	24,270	46,735	72,339	100,322	30,669	61,568	106,000
Other	479	1,030	1,087	1,433	744	1,442	2,300
Prescription Pharmaceutical operations	10,260	19,562	30,306	38,543	9,725	18,733	36,900
(YOY%)	(-40.9%)	(-34.7%)	(-27.6%)	(-24.2%)	(-5.2%)	(-4.2%)	(-4.3%)
Ethical drugs	9,480	18,171	28,616	36,530	9,485	18,156	36,400
Other	780	1,391	1,690	2,012	240	576	500
Total	63,884	130,161	200,051	268,203	69,069	144,518	280,500

Consolidated Operating Profit by Segment

(Millions of yen)

	March 2022(FY2021)				March 2023(FY2022)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Self-Medication operations	3,112	3,994	8,889	14,128	6,225	14,535	24,500
(YOY%)	(-43.2%)	(-68.1%)	(-47.3%)	(-27.2%)	(+100.0%)	(+263.9%)	(+73.4%)
Earnings before the amortization of goodwill and trademarks	6,192	10,245	18,211	26,547	9,373	21,039	36,600
Prescription Pharmaceutical operations (YOY%)	15	-721	-289	-1,319	-473	-1,389	-6,500
	(-99.7%)	(-114.8%)	(-105.3%)	(-)	(-)	(-)	(-)
Other*	-451	-959	-1,466	-2,065	-497	-939	-2,000
(YOY%)	(-)	(-)	(-)	(-)	(-)	(-)	(-)
Total	2,676	2,313	7,133	10,743	5,254	12,207	16,000

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

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

(Billions of Yen)

	March 2022(FY2021)*				March 2023(FY2022)*				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Japan	28.9	62.8	96.3	127.9	27.9	62.8	-0.1%	135.3	+5.8%
Lipovitan series	11.8	26.2	38.4	48.8	12.2	28.0	+6.7%	52.3	+7.2%
Pabron series	3.5	9.4	15.0	21.9	3.2	9.3	-0.9%	20.6	-6.1%
RiUP series	3.5	7.0	11.1	15.2	2.5	5.6	-20.0%	14.9	-2.3%
Biofermin series	2.5	5.3	8.0	10.6	2.8	5.5	+3.3%	11.1	+5.6%
NARON series	0.8	1.5	2.3	3.2	0.9	1.5	-0.4%	3.7	+18.4%
GI treatment series	0.8	1.6	2.6	3.4	0.8	1.6	-1.1%	3.4	-1.0%
VICKS series	0.9	2.0	2.6	3.3	0.6	1.3	-31.4%	3.2	-2.5%
Livita series	0.7	1.5	2.3	3.1	0.7	1.5	-3.4%	3.1	+0.5%
Colac series	0.5	1.2	2.2	3.2	0.5	1.9	+51.2%	2.9	-9.0%
Overseas	24.3	46.7	72.3	100.3	30.7	61.6	+31.7%	106.0	+5.7%
Asia	12.0	24.0	35.8	48.5	14.6	30.6	+27.6%	52.4	+8.2%
Europe and America	12.1	22.5	35.7	50.7	16.0	30.8	+36.8%	53.3	+5.1%
Others	0.5	1.0	1.1	1.4	0.7	1.4	+40.0%	2.3	+60.5%

(Rounded to the nearest hundred-million)

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

Lipovitan Series: Sales Breakdown

(Billions of Yen)

	March 2022(FY2021)*				March 2023(FY2022)*				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Lipovitan series	11.8	26.2	38.4	48.8	12.2	28.0	+6.7%	52.3	+7.2%
Lipovitan D	7.3	16.4	23.8	29.9	7.1	16.3	-0.5%	30.3	+1.3%
Others	4.5	9.8	14.6	18.9	5.1	11.7	+18.9%	22.1	+16.5%

(Rounded to the nearest hundred-million)

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

Consolidated Sales - Leading Brands of Prescription Pharmaceutical Operations

(Billions of Yen)

	March 2022(FY2021)*				March 2023(FY2022)*				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Lusefi	3.1	6.2	9.7	12.4	3.4	6.6	+6.6%	13.6	+9.9%
Bonviva	1.8	3.6	5.7	7.4	1.9	3.8	+4.7%	7.1	-3.4%
Biofermin	1.1	2.2	3.5	4.4	1.1	2.3	+3.2%	4.7	+6.1%
LOQOA	1.0	1.9	3.2	4.1	1.1	2.2	+13.5%	4.1	+0.9%

(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 2022(FY2021)				March 2023(FY2022)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Total capital expenditure	1,779	7,749	10,553	16,880	3,312	16,565	34,700
Taisho Pharmaceutical	1,316	4,097	6,049	10,404	1,982	5,841	19,189
Production department	269	656	893	2,284	49	217	1,320
Research department	8	1,589	2,852	4,900	1,674	5,215	15,202
Head Office and the others	1,039	1,851	2,303	3,220	258	407	2,667
Other subsidiaries	462	3,652	4,504	6,476	1,330	10,724	15,511

Consolidated: Depreciation and Amortization

(Millions of yen)

	March 2022(FY2021)				March 2023(FY2022)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Depreciation and amortization	3,508	7,347	10,958	15,379	3,671	7,669	15,200
Cost of sales	1,280	2,621	3,790	5,573	1,264	2,730	6,000
SGA expenses	2,228	4,725	7,168	9,805	2,407	4,939	9,200

Consolidated: R&D Expenses

(Millions of yen)

	March 2022(FY2021)				March 2023(FY2022)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Total R&D expenses	4,629	9,673	14,291	19,366	4,812	9,603	22,600
Self-Medication operations	1,952	4,013	5,805	7,828	2,035	3,866	8,600
Prescription Pharmaceutical operations	2,677	5,660	8,485	11,538	2,776	5,736	14,000

Major Subsidiaries and Affiliates

(As of September 30, 2022)

Company	Address	Capital	Business	Ownership* ¹
(1) Consolidated subsidiaries				%
Taisho Pharmaceutical Co., Ltd.	Tokyo, Japan	,000 Yen 29,837,892	SMG PD	100.0
MEJIRO KOSAN Co., Ltd.	Tokyo, Japan	,000 Yen 600,000	SMG	100.0
Taisho Okinawa Co., Ltd.	Okinawa, Japan	,000 Yen 50,000	SMG	100.0
Taisho M.T.C. Co., Ltd.	Tokyo, Japan	,000 Yen 400,000	SMG	60.0
Taisho Pharmaceutical Logistics Co., Ltd.	Saitama, Japan	,000 Yen 30,000	SMG	100.0
Biofermin Pharmaceutical Co., Ltd.	Hyogo, Japan	,000 Yen 1,227,000	SMG PD	100.0
Taisho Pharma Co., Ltd.	Tokyo, Japan	,000 Yen 100,000	PD	100.0
TAISHO ACTIVE HEALTH Co., Ltd.	Tokyo, Japan	,000 Yen 100,000	SMG	55.0
TOKUHON Corporation	Tokyo, Japan	,000 Yen 300,000	SMG PD	100.0
Taisho Pharmaceutical (Taiwan) Co., Ltd.	Taiwan	,000 NT\$ 200,000	SMG	100.0
Taisho Pharmaceutical California Inc.	U.S.A.	,000 US\$ 41,050	SMG	100.0
Taisho Pharmaceuticals (Philippines), Inc.	Philippines	,000 Peso 18,900	SMG	100.0
Taisho Co., Ltd. Shanghai	China	,000 CNY 132,621	SMG	100.0
Taisho Vietnam Co., Ltd.	Vietnam	,000 VND 170,754,300	SMG	100.0
Taisho Pharmaceutical (H.K.) Ltd.	China	,000 HK\$ 10,000	SMG	100.0
Osotspha Taisho Pharmaceutical Co., Ltd.	Thailand	,000 THB 100,000	SMG	60.0
Taisho Pharmaceutical R&D Inc.	U.S.A.	,000 US\$ 4,000	PD	100.0
PT. Taisho Pharmaceutical Indonesia Tbk	Indonesia	,000 rupiah 10,240,000	SMG	98.6
Taisho Pharmaceutical Singapore Private Limited	Singapore	,000 S\$ 1,365	SMG	100.0
Hoepharm Holdings Sdn.Bhd.	Malaysia	,000 MYR 32,380	SMG	100.0
Compañía Internacional de Comercio, S.A.P.I. de C.V.	Mexico	,000 MXN 122,467	SMG	100.0
Duoc Hau Giang Pharmaceutical JSC	Vietnam	,000 VND 1,307,460,710	SMG	51.0
UPSA SAS	France	,000 EUR 852,103	SMG	100.0
UPSA Switzerland A.G.	Switzerland	,000 CHF 1,000	SMG	100.0
UPSA Italy S.r.l.	Italia	,000 EUR 10	SMG	100.0
UPSA Belgium S.A.	Belgium	,000 EUR 62	SMG	100.0
Taisho Pharmaceutical (Thailand) Co., Ltd.	Thailand	,000 THB 100,000	SMG	100.0
(2) Equity accounting method				
Yomeishu Seizo Co., Ltd.	Tokyo, Japan	,000 Yen 1,650,000	SMG	24.0

SMG=Self-Medication operations PD=Prescription Pharmaceutical operations

*¹ Ownership: including the portion of indirect ownership

* On April 1, 2022, Taisho Pharmaceutical Co., Ltd. merged with Dr. Program Co., Ltd.

Major Shareholders (As of end of September 2022)

Major Shareholders

(Thousands of Shares)

Shareholder	Number of shares	% of total
The Uehara Memorial Foundation	15,000	18.28%
Shoji Uehara	7,702	9.39%
The Master Trust Bank of Japan, Ltd. (Trust account)	5,517	6.72%
Uehara Museum	3,900	4.75%
Sumitomo Mitsui Banking Corp.	3,000	3.66%
MUFG Bank, Ltd.	3,000	3.66%
Akira Uehara	2,143	2.61%
Kajima Corporation	1,650	2.01%
Custody Bank of Japan, Ltd. (Trust account)	1,607	1.96%
Custody Bank of Japan, Ltd. (Sumitomo Mitsui Trust Bank, Limited ReTrust Account/ Sumitomo Chemical Company, Limited Employee Pension Trust Account)	1,530	1.86%

Shares less than one thousand are rounded down.

Treasury stock of 3,088 thousand shares are excluded from the above as these shares do not have voting rights.

The shareholding ratio is calculated excluding treasury stock. (Rounded to the nearest second decimal place)

Distribution of Ownership Among Shareholders

	% of total
Financial Institutions	20.44%
Financial Instruments Firms	0.38%
Other companies	36.59%
Foreign Companies	16.18%
Individuals and Others	26.41%
Total	100.00%

The shareholder composition is calculated excluding treasury stock of 3,088 thousand shares.

(Rounded to the nearest second decimal place)

Prescription Pharmaceutical Operations:

New Drug Development - Taisho Pharmaceutical

As of November 10, 2022

In Japan

Approved

Nanozora (Injection)

- < Application > Rheumatoid arthritis, which is inadequately managed by the current available treatments
- < Development > In-license (Licensor: Ablynx)
- < Description > Anti-TNF(Tumor Necrosis Factor)- α antibody
- < Remarks > Generic name: Ozoralizumab (Genetical Recombination) (TS-152)

Filed

Nanozora (Injection)

- < Application > Rheumatoid arthritis, which is inadequately managed by the current available treatments
- < Development > In-license (Licensor: Ablynx)
- < Description > Anti-TNF(Tumor Necrosis Factor)- α antibody
- < Remarks > Generic name: Ozoralizumab (Genetical Recombination) (TS-152)
Autoinjectors (drug form added)

Phase 3

TS-071(Oral)

- < Application > Type2 diabetes (Pediatric)
- < Development > In-house
- < Description > SGLT2 (Sodium-Glucose Cotransporter2) inhibitor
- < Remarks > Generic name: Luseogliflozin Hydrate
Product name: Lusefi

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 November 10, 2022

Overseas

Phase 2

TS-161 (Oral)

< Taeget disease > Depression

< In-house
 / Licensed-in > In-house

Phase 1

TS-134 (Oral)

< Taeget disease > Schizophrenia

< In-house
 / Licensed-in > In-house

TS-142 (Oral)

< Taeget disease > Insomnia

< In-house
 / Licensed-in > In-house

Launch of New Products

As of November 10, 2022

New Products Since FY2022 2Q Earnings Announcement (August 3, 2022)

Self-Medication Operations

Lipovitan DX plus

<Description> Contains Taurine and a vitamin B complex which power the energy cycle so that it runs efficiently, helping the body recover from fatigue. Also contains ingredients that help reduce eye fatigue caused by poor nutrition (vitamin B₁₂, lycium fruit fluid extract), improve age-related discomfort in the shoulders, neck, lower back, and knees (eucommia ulmoides leaf extract), and prevent sensitivity to cold and poor blood circulation (angelica acutiloba root extract).

<Launch> October 2022

VICKS Medicated Drops Maccha

<Description> A designated quasi-drug throat lozenge with a Japanese green tea flavor. Containing CPC (cetylpyridinium chloride hydrate), an active ingredient used in gargle medicine, it effectively relieves unpleasant symptoms, such as hoarse voice and rough or sore throat caused by throat inflammation.

<Launch> October 2022

CLINILABO MICRO NEEDLE PATCH

<Description> A sheet serum with hyaluronic acid, a moisturizing ingredient, solidified into a needle shape. The needle shape allows hyaluronic acid to penetrate deep into the stratum corneum. Available in a small size (27 mm x 13.5 mm) for easy application to any area of concern. Recommended for use around the eyes and mouth for firmness or as special care for special occasions.

<Launch> October 2022

Lipovitan D Rugby Japan Supporters Bottle

Lipovitan D Rugby All Blacks Bottle

<Description> Taisho launched the Lipovitan D Rugby Japan Supporters Bottle featuring Japanese national rugby team players and the team's iconic cherry blossom emblem and the Lipovitan D Rugby All Blacks Bottle featuring New Zealand All Blacks players and the team's iconic silver fern logo.

<Launch> October 2022

Lipovitan fine HYPER

<Description> Contains 1,500 mg of taurine, an amino acid that helps convert fat to energy, and B vitamins (B₁, B₂, B₆), as well as a total of ten active ingredients, including herbal medicines, such as royal jelly, lycium fruit fluid extract, and whitethorn extract. With zero sugar and a low calorie content of 11 kcal per bottle, it has an elegant, fruity cassis and grape flavor.

<Launch> October 2022

Launch of New Products

As of November 10, 2022

New Products Since FY2022 2Q Earnings Announcement (August 3, 2022)

Self-Medication Operations

Immune Care

<Description> Formulated with 100 billion plasma lactic acid bacteria¹ that help maintain immune function in healthy people², this tea can be easily consumed together with meals for daily immune care. Made with 100% tea leaves from Sato-en, a long-established teahouse in the Honyama district of Shizuoka Prefecture, Japan.

¹Per bag

²Based on a research report on plasma lactic acid bacteria

<Launch> October 2022

COLAC FIBER S

<Description> A granule-type laxative that encourages natural bowel movements using the Plantago ovata seed husk, used as dietary fiber, which absorbs moisture and swells to push out accumulated stool. In addition to dietary fiber, it also contains powdered jujube and calcium pantothenate to regulate intestinal function. Formulated with non-irritating ingredients that are less likely to cause stomachaches or become habit-forming. Available at convenience stores nationwide.

<Launch> October 2022

VICKS throat lozenge Premium plasma latic acid bacteria

<Description> A throat lozenge containing 100 billion plasma lactic acid bacteria¹ that help maintain immune function in healthy people². Sugar-free, making it ideal for daily immune care. Gentle, refreshing lemon yogurt mint flavor (contains no fruit juice). Convenient single-serving packaging.

¹Per 4 capsules listed as the daily intake

²Based on a research report on plasma lactic acid bacteria

<Launch> October2022

ALFE beauty conc

ALFE white program

ALFE deep essence

<Description> The three collagen drinks in the ALFE Beauty series have been reformulated, featuring lemon balm as a new base ingredient. In addition, fruit juice has been carefully blended into them so that the drinks are easier to drink and more pleasant to the palate, making it easier to continue consuming them. Easily peelable paper labels.

<Launch> October 2022

Launch of New Products

As of November 10, 2022

New Products Since FY2022 2Q Earnings Announcement (August 3, 2022)

Self-Medication Operations

NARON m

<Description> An antipyretic analgesic containing acetaminophen, an ingredient used to relieve pain from fever, headache, and menstrual cramps. In addition to acetaminophen, it contains glycine, which protects gastric mucosa, and vitamins B₁ and B₂, which are often depleted when people are feverish. Can be taken by adults and children 7 years old and up.

<Launch> October 2022

AdryS Active Lotion Conc Moist

<Description> AdryS Active Lotion Conc Moist, a lotion with the richest ingredients and texture in AdryS' history, is now available in limited quantities from the AdryS series, a highly moisturizing skincare brand that leads to moisturized, bright, and translucent¹ skin.

¹Moisturized and finely textured

<Launch> November 2022

AdryS Rich Moisture Coffret

<Description> This AdryS specialty set for dry skin includes the new AdryS Active Lotion Conc Moist, which is available only this winter season, eye cream, intensive moisturizing mask and the brand's original hot facial treatment.

<Launch> November 2022

SHIROSAE WRINKLE CLEA GEL

<Description> An all-in-one medicated serum gel that prevents pigmentation and improves wrinkles with niacinamide, an active ingredient that brightens¹ the skin and improves wrinkles. It is made of 95% skincare ingredients² through the company's unique formulation with no water added³ throughout the entire process, from the raw materials to the final product. Richly blended with skincare ingredients, it delivers moisture, texture/gloss, and firmness.

¹Suppresses melanin production and prevents dark spots and freckles

²Moisturizing, skin conditioning and skin firming ingredients

³No water is added throughout the entire process from the raw materials to the final product

<Launch> November 2022

Launch of New Products

As of November 10, 2022

New Products Since FY2022 2Q Earnings Announcement (August 3, 2022)

Self-Medication Operations

Panbio™ COVID-19 Antigen Rapid Test (for general use)

<Description> A SARS-CoV-2 antigen test kit for general use (Class 1 drug) for which Abbott Diagnostics Medical Co., Ltd. obtained manufacturing and marketing approval on October 18, 2022. It measures novel coronavirus (SARS-CoV-2) antigens in a nasal swab¹ in 15 minutes. After use, swabs can be safely disposed of in the specimen extraction container, reducing the risk of infection to the surroundings.

¹Liquid obtained by swabbing the inside of the nasal cavity (approximately 2 cm from the entrance of the nostrils) with a special cotton swab or similar tool.

<Launch> November 2022
