

## Reference Data

### 2nd Quarter - Fiscal Year 2023 (April 1, 2023 to September 30, 2023)

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## Consolidated Financial Data

(Millions of yen)

	March 2023(FY2022)				March 2024(FY2023)			
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E (New)	Full year E (Previous)
Net sales	69,069	144,518	227,669	301,381	80,802	163,097	319,000	314,500
(YOY%)	(+8.1%)	(+11.0%)	(+13.8%)	(+12.4%)	(+17.0%)	(+12.9%)	(+5.8%)	(+4.4%)
Self-Medication operations	59,343	125,785	198,552	263,711	69,811	140,878	277,000	274,200
Prescription Pharmaceutical operations	9,725	18,733	29,117	37,669	10,990	22,219	42,000	40,300
Gross profit on sales	41,805	86,333	136,360	177,850	48,280	95,195	183,700	183,200
Selling, general and administrative expenses	36,550	74,126	113,235	154,831	39,206	78,834	163,200	164,700
Research and development expenses	4,812	9,603	14,621	20,727	4,710	9,777	21,300	23,400
(% Sales)	(7.0%)	(6.6%)	(6.4%)	(6.9%)	(5.8%)	(6.0%)	(6.7%)	(7.4%)
Advertising expenses	6,426	12,895	19,871	26,752	6,264	13,198	27,200	27,100
Sales promotion expenses	3,352	7,003	11,794	16,975	4,409	9,010	19,600	19,500
Personnel expenses	8,626	17,779	26,782	36,611	8,921	17,725	35,000	36,400
Operating Profit	5,254	12,207	23,124	23,018	9,073	16,360	20,500	18,500
(YOY%)	(+96.3%)	(+427.6%)	(+224.2%)	(+114.3%)	(+72.7%)	(+34.0%)	(-10.9%)	(-19.6%)
Earnings before the amortization of goodwill and trademarks	8,402	18,710	33,039	36,388	12,995	24,348	36,700	33,800
Ordinary Profit	9,246	17,343	29,167	30,444	11,127	19,079	25,000	22,000
(YOY%)	(+129.2%)	(+310.7%)	(+153.8%)	(+65.3%)	(+20.3%)	(+10.0%)	(-17.9%)	(-27.7%)
Profit attributable to owners of parent	5,751	10,877	20,899	18,997	4,363	7,450	10,500	13,000
(YOY%)	(+387.6%)	(+274.0%)	(+132.9%)	(+44.8%)	(-24.1%)	(-31.5%)	(-44.7%)	(-31.6%)
Comprehensive income	19,307	39,977	57,319	51,140	20,757	52,589	-	-
(YOY%)	(+177.7%)	(+208.3%)	(+341.3%)	(+141.7%)	(+7.5%)	(+31.5%)	-	-
Basic EPS (yen)	70.16	132.68	254.93	231.73	53.23	90.89	128.09	158.58
Diluted EPS (yen)	70.08	132.52	254.60	231.43	53.15	90.76	127.90	158.36
BPS (yen)	9,280.38	9,498.58	9,642.70	9,584.70	9,770.78	10,132.42	10,122.60	9,645.70
Dividend per share (yen)	-	50.00	-	100.00	-	50.00	100.00	100.00
Payout ratio	-	-	-	43.2%	-	-	78.1%	63.1%
Capital expenditure	3,312	16,565	23,369	31,269	3,807	10,380	17,400	17,400
Depreciation and amortization	3,671	7,669	11,816	16,398	4,845	9,935	19,700	19,700
Total assets	902,907	929,766	946,836	941,490	966,331	1,000,111	999,000	947,000
Shareholders' equity	781,586	802,319	815,550	809,343	824,401	856,300	855,000	815,000
Return on equity (%)*	-	-	-	2.5%	-	-	1.3%	1.6%
Return on assets (%)*	-	-	-	2.1%	-	-	1.1%	1.4%
Equity ratio (%)	84.3%	83.8%	83.5%	83.5%	82.9%	83.1%	83.1%	83.5%
Overseas sales	30,669	61,606	93,640	126,702	38,522	71,315	140,000	135,000
Overseas sales ratio (% of total sales)	44.4%	42.6%	41.1%	42.0%	47.7%	43.7%	43.9%	42.9%
Number of employees	9,129	9,096	9,074	8,784	8,756	8,452	-	-

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

<Reference>

- E=Estimates
- The previous full- year forecasts for the fiscal year ending March 31, 2024 were announced on May 11, 2023.

## Consolidated Balance Sheets

(Millions of yen)

	End of FY2022		End of FY2023 2Q		change	
	(March 31, 23)	% total	(September 30, 23)	% total		
(Assets)						
I Current assets:	375,880	39.9%	409,807	41.0%	+33,927	
Cash and deposits	255,966		240,479		-15,486	
Notes and accounts receivable-trade	52,300		73,465		+21,164	
Marketable securities	200		20,278		+20,078	Transfer from investment securities
Inventories	53,332		62,773		+9,441	
Other	14,081		12,810		-1,271	
II Fixed assets:	565,610	60.1%	590,303	59.0%	+24,693	
(1) Tangible fixed assets:	141,170	(15.0%)	149,024	(14.9%)	+7,853	
Buildings and structures	55,545		79,932		+24,386	
Machinery, equipment and vehicles	22,779		22,651		-127	
Land	37,116		37,240		+124	
Other	25,729		9,200		-16,528	
(2) Intangible fixed assets:	238,492	(25.3%)	251,614	(25.2%)	+13,121	
Goodwill	128,051		136,733		+8,681	Currency Impact
Sales rights	22,758		21,671		-1,086	
Trademarks	69,275		73,855		+4,580	Currency Impact
Software	10,144		10,251		+106	
Other	8,262		9,102		+840	
(3) Investments and other assets:	185,946	(19.8%)	189,664	(19.0%)	+3,718	
Investment securities	150,657		152,974		+2,317	Transfer to marketable securities, Impact on stock prices
Shares of subsidiaries and affiliates	12,759		13,349		+590	
Net defined benefit assets	11,006		11,192		+186	
Deferred tax assets	6,761		6,959		+197	
Other	4,762		5,188		+426	
Total assets	941,490	100.0%	1,000,111	100.0%	+58,621	
(Liabilities)						
I Current liabilities:	73,778	7.8%	79,600	8.0%	+5,822	
Notes and accounts payable-trade	17,001		16,250		-750	
Accounts payable	20,084		21,995		+1,911	
Accrued income taxes	1,889		4,219		+2,330	
Refund liability	12,485		12,830		+345	
Provision for bonuses	4,092		4,247		+155	
Other	18,224		20,055		+1,831	
II Long-term liabilities:	58,368	6.2%	64,210	6.4%	+5,842	
Net defined benefit liabilities	18,861		16,309		-2,551	
Deferred taxes liabilities	32,801		41,374		+8,573	
Other	6,705		6,526		-179	
Total liabilities	132,146	14.0%	143,811	14.4%	+11,664	
(Net assets)						
I Shareholders' equity	722,712	76.8%	726,008	72.6%	+3,295	
Common stock	30,000		30,000		-	
Retained earnings	713,776		717,087		+3,310	
Treasury stock	-21,063		-21,078		-14	
II Accumulated other comprehensive income	63,033	6.7%	104,610	10.5%	+41,576	
Valuation difference on securities	33,433		49,667		+16,234	Impact on stock prices
Foreign currency translation adjustment	26,693		51,809		+25,115	Currency Impact
Remeasurements of defined benefit plans	2,906		3,132		+226	
III Share acquisition rights	821	0.1%	896	0.1%	+74	
IV Non-controlling interests	22,776	2.4%	24,786	2.5%	+2,009	
Total net assets	809,343	86.0%	856,300	85.6%	+46,956	
Total liabilities and net assets	941,490	100.0%	1,000,111	100.0%	+58,621	

## Consolidated P/L Statement

(Millions of yen)

	FY2022		FY2023		YOY change	
	2Q	% total	2Q	% total		
Net sales	144,518	100.0%	163,097	100.0%	+18,579	
Cost of sales	58,185	40.3%	67,902	41.6%	+9,716	
Gross profit on sales	86,333	59.7%	95,195	58.4%	+8,862	
Selling, general and administrative expenses	74,126	51.3%	78,834	48.3%	+4,708	
Research and development expenses	9,603		9,777		+173	
Advertising expenses	12,895		13,198		+302	
Sales promotion expenses	7,003		9,010		+2,007	
Personnel expenses	17,779		17,725		-54	
Other	26,844		29,123		+2,279	
Operating Profit	12,207	8.4%	16,360	10.0%	+4,153	
Non-operating income	5,341	3.7%	3,027	1.9%	-2,314	Currency gains-2,880
Non-operating expenses	204	0.1%	308	0.2%	+103	
Ordinary Profit	17,343	12.0%	19,079	11.7%	+1,736	
Extraordinary income	83	0.1%	3	0.0%	-80	
Extraordinary losses	152	0.1%	6,059	3.7%	+5,906	FY2023 Early retirement expenses6,018
Profit before income taxesand minority interests	17,274	12.0%	13,022	8.0%	-4,251	
Income taxes	5,284	3.7%	4,031	2.5%	-1,252	
Profit	11,990	8.3%	8,991	5.5%	-2,999	
Profit attributableto non-controlling interests	1,112	0.8%	1,540	0.9%	+427	
Profit attributable to owners of parent	10,877	7.5%	7,450	4.6%	-3,426	

## Consolidated Sales Breakdown by Segment/Category

(Millions of yen)

	March 2023(FY2022)				March 2024(FY2023)			
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E (New)	Full year E (Previous)
Self-Medication operations	59,343	125,785	198,552	263,711	69,811	140,878	277,000	274,200
(YOY%)	(+10.7%)	(+13.7%)	(+17.0%)	(+14.8%)	(+17.6%)	(+12.0%)	(+5.0%)	(+4.0%)
Japan	27,929	62,774	103,019	134,525	30,649	68,281	134,900	137,100
International	30,669	61,568	93,603	126,657	38,509	71,283	140,000	135,000
Other	744	1,442	1,929	2,529	652	1,313	2,100	2,100
Prescription Pharmaceutical operations	9,725	18,733	29,117	37,669	10,990	22,219	42,000	40,300
(YOY%)	(-5.2%)	(-4.2%)	(-3.9%)	(-2.3%)	(+13.0%)	(+18.6%)	(+11.5%)	(+7.0%)
Ethical drugs	9,485	18,156	28,344	36,693	10,805	21,788	41,300	39,700
Other	240	576	772	976	185	431	700	600
Total	69,069	144,518	227,669	301,381	80,802	163,097	319,000	314,500

## Consolidated Operating Profit by Segment

(Millions of yen)

	March 2023(FY2022)				March 2024(FY2023)			
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E (New)	Full year E (Previous)
Self-Medication operations	6,225	14,535	26,068	29,388	10,685	18,295	28,400	30,200
(YOY%)	(+100.0%)	(+263.9%)	(+193.3%)	(+108.0%)	(+71.6%)	(+25.9%)	(-3.4%)	(+2.8%)
Earnings before the amortization of goodwill and trademarks	9,373	21,039	35,983	42,743	14,085	25,239	42,500	43,400
Prescription Pharmaceutical operations	-473	-1,389	-1,595	-4,513	-578	-471	-4,100	-7,900
(YOY%)	(-)	(-)	(-)	(-)	(-)	(-)	(-)	(-)
Earnings before the amortization of goodwill and trademarks	-473	-1,389	-1,595	-4,497	-56	572	-2,000	-5,800
Other*	-497	-939	-1,347	-1,857	-1,033	-1,463	-3,800	-3,800
(YOY%)	(-)	(-)	(-)	(-)	(-)	(-)	(-)	(-)
Total	5,254	12,207	23,124	23,018	9,073	16,360	20,500	18,500

\* 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 2023(FY2022)*				March 2024(FY2023)*					
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E (New)	YOY	Full year E (Previous)
Japan	27.9	62.8	103.0	134.5	30.6	68.3	+8.8%	134.9	+0.3%	137.1
Lipovitan series	12.2	28.0	40.2	50.3	12.9	28.9	+3.5%	54.0	+7.4%	54.0
Pabron series	3.2	9.3	21.3	28.2	4.6	13.0	+39.7%	24.0	-14.8%	24.0
RiUP series	2.5	5.6	9.0	11.9	2.8	5.4	-2.3%	13.0	+9.2%	13.9
Biofermin series	2.8	5.5	9.5	13.0	3.6	7.3	+33.0%	12.3	-5.1%	12.3
GI treatment series	0.8	1.6	2.6	3.5	0.8	1.7	+5.0%	3.5	-0.6%	3.5
VICKS series	0.5	1.9	3.2	4.0	0.9	1.9	+0.2%	3.1	-23.2%	3.1
Colac series	0.7	1.5	2.3	3.0	0.7	1.5	-0.5%	3.0	-1.6%	3.0
Livita series	0.9	1.5	2.2	2.9	0.7	1.2	-17.8%	3.0	+4.1%	3.0
NARON series	0.6	1.3	2.2	3.0	0.5	1.2	-13.5%	2.9	-3.1%	2.9
Overseas	30.7	61.6	93.6	126.7	38.5	71.3	+15.8%	140.0	+10.5%	135.0
Asia	14.6	30.6	48.0	64.3	17.6	34.0	+10.9%	69.1	+7.5%	69.0
Europe and America	16.0	30.8	45.3	62.1	20.9	37.2	+21.1%	70.5	+13.5%	65.6
Others	0.7	1.4	1.9	2.5	0.7	1.3	-8.9%	2.1	-17.0%	2.1

(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 2023(FY2022)*				March 2024(FY2023)*					
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E (New)	YOY	Full year E (Previous)
Lipovitan series	12.2	28.0	40.2	50.3	12.9	28.9	+3.5%	54.0	+7.4%	54.0
Lipovitan D	7.1	16.3	23.5	29.3	7.2	16.8	+3.2%	30.2	+3.2%	30.2
Others	5.1	11.7	16.7	21.0	5.7	12.1	+3.8%	23.8	+13.2%	23.8

(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 2023(FY2022)*				March 2024(FY2023)*					
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E (New)	YOY	Full year E (Previous)
Lusefi	3.4	6.6	10.3	13.1	3.4	6.7	+1.6%	13.3	+1.5%	13.9
Bonviva	1.9	3.8	5.9	7.7	2.8	5.5	+46.0%	10.0	+29.7%	9.5
Biofermin	1.1	2.3	3.6	4.7	1.2	2.4	+5.6%	4.8	+2.5%	4.7
LOQOA	1.1	2.2	3.2	4.1	1.0	1.9	-13.2%	3.6	-11.3%	3.8

(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 2023(FY2022)				March 2024(FY2023)			
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E (New)	Full year E (Previous)
Total capital expenditure	3,312	16,565	23,369	31,269	3,807	10,380	17,400	17,400
Taisho Pharmaceutical	1,982	5,841	11,207	17,665	3,322	7,893	10,159	9,969
Production department	49	217	435	1,042	296	516	920	920
Research department	1,674	5,215	9,801	15,388	2,758	6,546	6,739	6,309
Head Office and the others	258	407	970	1,234	267	830	2,500	2,740
Other subsidiaries	1,330	10,724	12,162	13,604	484	2,487	7,241	7,431

## Consolidated: Depreciation and Amortization

(Millions of yen)

	March 2023(FY2022)				March 2024(FY2023)			
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E (New)	Full year E (Previous)
Depreciation and amortization	3,671	7,669	11,816	16,398	4,845	9,935	19,700	19,700
Cost of sales	1,264	2,730	4,274	6,238	1,818	3,709	7,500	7,500
SGA expenses	2,407	4,939	7,541	10,160	3,026	6,226	12,200	12,200

## Consolidated: R&D Expenses

(Millions of yen)

	March 2023(FY2022)				March 2024(FY2023)			
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E (New)	Full year E (Previous)
Total R&D expenses	4,812	9,603	14,621	20,727	4,710	9,777	21,300	23,400
Self-Medication operations	2,035	3,866	5,879	8,309	1,931	4,020	9,000	9,300
Prescription Pharmaceutical operations	2,776	5,736	8,741	12,417	2,778	5,757	12,300	14,100

## Major Subsidiaries and Affiliates

(As of September 30, 2023)

Company	Address	Capital	Business	Ownership* <sup>1</sup>
(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
Duoc Hau Giang Pharmaceutical JSC	Vietnam	,000 VND 1,307,460,710	SMG	51.0
UPSA SAS	France	,000 EUR 1,058,078	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	23.9

SMG=Self-Medication operations PD=Prescription Pharmaceutical operations

\* Ownership: including the portion of indirect ownership



## Major Shareholders (As of end of September 2023)

### Major Shareholders

(Thousands of Shares)

Shareholder	Number of shares	% of total
The Uehara Memorial Foundation	15,000	18.28%
Shoji Uehara	7,679	9.36%
The Master Trust Bank of Japan, Ltd. (Trust account)	5,791	7.06%
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%
Custody Bank of Japan, Ltd. (Trust account)	1,854	2.26%
Kajima Corporation	1,650	2.01%
TAISEI CORPORATION	1,183	1.44%

Shares less than one thousand are rounded down.

Treasury stock of 3,094 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	20.13%
Financial Instruments Firms	0.98%
Other companies	36.15%
Foreign Companies	16.63%
Individuals and Others	26.11%
Total	100.00%

The shareholder composition is calculated excluding treasury stock of 3,094 thousand shares.

(Rounded to the nearest second decimal place)

## Prescription Pharmaceutical Operations:

### New Drug Development - Taisho Pharmaceutical

As of November 10, 2023

#### 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)- $\alpha$  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 2

#### TS-172 (Oral)

- < Application > Hyperphosphatemia
- < Development > In-house

# New Drug Development - Taisho Pharmaceutical

As of November 10, 2023

## 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, 2023

### New Products Since FY2023 1Q Earnings Announcement (August 4, 2023)

Self-Medication Operations
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#### PABRON ACE PRO—X

< Description > Cold medicine only for adults, containing 600 mg\* ibuprofen at the maximum approved concentration of the antipyretic and analgesic ingredient. Also contains ambroxol hydrochloride and L-carbocysteine that treat the mucous membrane of the throat to help discharge cold-causing agents, and pseudoephedrine hydrochloride and chlorpheniramine maleate that relieve nasal symptoms such as sneezing, a runny nose and nasal congestion. The original formulation technology has achieved a tablet form that permits the ingredients to quickly dissolve that is less water-soluble and a granule form that easily melts in the mouth with less bitterness.

\*As a daily dose of the cold medicine Pabron

< Launch > August 2023

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#### PABRON S

< Description > Children one year old or older are able to take the granules. Children five years old or older can take the tablets. It newly\* includes vitamin C which is consumed in large amounts when you catch a cold. The caffeine-free formulation does not hinder sleep. The size of the small tablet has been reduced to an 8 mm diameter. The granule form was modified to reduce bitterness by flavoring it with citrus.

\*Compared to the conventional products Pabron Sα (Tablets) and Pabron Sα (Granules)

< Launch > August 2023

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#### PABRON Kids COLD Series

< Description > The package of the Pabron Kids Cold Series of cold medicines for children have been redesigned to include Shimajiro,\* a character that is popular with children. The formulation design focuses on the ease of swallowing. The syrup and the granules are strawberry flavored, which children love. The tablets are in the form of small tablet that is 7 mm in diameter, and the surface is coated with a very thin sugar film using the original Glace Coat® technology. Additionally, the drugs are caffeine and dl-methylephedrine-free, which are substances that can inhibit sleep.

\* Shimajiro is a registered trademark of Benesse Corporation.

< Launch > August 2023

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## Launch of New Products

As of November 10, 2023

### New Products Since FY2023 1Q Earnings Announcement (August 4, 2023)

Self-Medication Operations
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#### **PABRON SELECT T**

#### **PABRON SELECT C**

#### **PABRON SELECT N**

< Description > Three types of cold medicine for people who want to treat cold symptoms, including particularly severe symptoms. Pabron Select T contains eight active ingredients that work to address very sore throats. Pabron Select C contains eight active ingredients that work to address bad coughs. Pabron Select N contains seven active ingredients that work to address bad nasal symptoms (i.e., sneezing, a runny nose and nasal congestion).

< Launch > August 2023

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#### **Lipovitan D Rugby World Cup 2023 Bottle**

< Description > Launched in a limited quantity to celebrate Rugby World Cup France 2023 that started on September 8, 2023. The bottles and the 10-pack box bear the world cup symbol and the Webb Ellis Cup. Winning the Webb Ellis Cup is the dream of all rugby players. The other side of the 10-pack box shows exciting photos of highlights of the previous competition.

< Launch > August 2023

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#### **TRINITYLINE OIL ESSENCE 100mL**

< Description > Contains argan oil,<sup>\*1</sup> pure camellia oil,<sup>\*2</sup> evening primrose oil<sup>\*2</sup> and other strictly selected botanical oils. This especially popular item permits rich skincare for the non-sticky light texture like water. A large 100 mL bottle is also available in limited quantities, so you can use the product on whole body including the hair and other places, in addition to your face.

<sup>\*1</sup> Argania spinosa kernel oil as a moisturizing ingredient

<sup>\*2</sup> Moisturizing ingredient

< Launch > September 2023

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#### **PRESER MUZU Cool**

< Description > The ointment effectively treats persistent anus itchiness. The steroid-free formulation has five active ingredients including chlorpheniramine maleate and lidocaine hydrochloride to relieve anus itchiness and swelling due to hemorrhoids. The clear aqueous gel is cool and comfortable feeling without being sticky because it contains l-menthol.

< Launch > October 2023

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## Launch of New Products

As of November 10, 2023

### New Products Since FY2023 1Q Earnings Announcement (August 4, 2023)

Self-Medication Operations
----------------------------

#### IRIS CL-1 PREMIUM MoistureCare

- < Description > The preservative-free\* eye drops come in hygienic single-use disposable vials, effectively treating eyestrain and discomfort experienced by people who wear contact lenses. Complements insufficient tears and improves problematic dry eyes and eyestrain with newly added corneal protecting ingredient, moisture retaining ingredient (moisturizing ingredient), metabolism promoting ingredient. You can use a freshly opened vial anytime and anywhere because it is a single-use package. It is clean and hygienic. The eye drop can be used even if you are wearing contact lenses regardless of type (single-use, soft, oxygen permeating, and hard)

\*Benzalkonium chloride and paraben

- < Launch > October 2023
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#### MINARUGINE MENS DRINK

- < Description > The popular soft drink is a food with nutrient function claims in a 50 mL bottle containing 15 ingredients wanted by men who want to regain self-confidence, including maca, *Pelodiscus sinensis* (Chinese softshell turtle), *Eurycoma longifolia* jack (longjack), ginseng, and *Paullinia cupana* (guarana) in addition to 1500 mg of L-arginine and 10 mg of zinc.

- < Launch > October 2023
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#### CLINILABO VIOLAO Care

- < Description > The topical cream (schedule II pharmaceutical) effectively treats itchiness and rashes caused by epilation, friction with underwear, and sweat, containing six active ingredients including an antipruritic and an anti-inflammatory.

- < Launch > October 2023
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#### CLINILABO VIOLAO Clear

- < Description > The cream-form quasi-pharmaceutical effectively treats dryness-associated dullness\* caused by epilation and friction with underwear, containing two active ingredients: Tranexamic acid for preventing melanin generation and dipotassium glycyrrhizinate for controlling inflammation and preventing rough skin.

\*Irregular skin texture caused by dryness

- < Launch > October 2023
-

## Launch of New Products

As of November 10, 2023

### New Products Since FY2023 1Q Earnings Announcement (August 4, 2023)

Self-Medication Operations
----------------------------

#### SOXAI RING 1

< Description >     The Company's online shopping site Taisho Pharmaceutical Direct launches a next-generation sensing device developed and distributed by SOXAI Inc. The state-of-the-art smart ring enables users to check their health condition without burdens, focusing on design and wearability. Just put the ring on your finger and then you can check your health condition easily. The device measures and records health data and gives scores for exercise, well-being and sleep every day.

Note: The product is intended to aid the management of sleep, health condition and exercise. It is not a medical device. You cannot use the product for medical purposes including disease diagnosis, treatment and prevention. The data and scores are presented for reference.

< Launch >     October 2023

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#### RiUP X5 CHARGE

< Description >     Contains 5% minoxidil, the highest concentration of the hair-growth ingredient in Japan\*, and also includes six ingredients supporting the prevention of hair loss and an ingredient supporting hair growth.\* Newly introduces panthenol, an ingredient supporting hair growth. Uses the RiUP Device, the Company's original container designed to apply a drug solution to a target part of the scalp that is used for other RiUP products.

\* Among the products containing minoxidil that were approved in Japan (as of March 2023)

< Launch >     October 2023

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