

Reference Data

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

* 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 1Q		change	
	(March 31, 22)	% total	(June 30, 22)	% total		
(Assets)						
I Current assets:	378,864	42.7%	384,429	42.6%	+5,564	
Cash and deposits	265,049		269,328		+4,279	
Notes and accounts receivable-trade	53,676		50,361		-3,315	
Marketable securities	7,219		7,213		-5	
Inventories	44,892		46,355		+1,463	
Other	8,027		11,169		+3,142	
II Fixed assets:	509,294	57.3%	518,478	57.4%	+9,183	
(1) Tangible fixed assets:	119,291	(13.4%)	121,392	(13.4%)	+2,100	
Buildings and structures	49,455		49,057		-398	
Machinery, equipment and vehicles	15,291		15,486		+195	
Land	37,394		37,127		-266	
Other	17,150		19,720		+2,569	
(2) Intangible fixed assets:	213,059	(24.0%)	219,156	(24.3%)	+6,096	
Goodwill	125,769		129,649		+3,879	
Sales rights	366		344		-21	
Trademarks	68,060		70,328		+2,268	
Software	10,812		10,428		-384	
Other	8,050		8,404		+354	
(3) Investments and other assets:	176,943	(19.9%)	177,929	(19.7%)	+986	
Investment securities	141,067		143,244		+2,177	
Shares of subsidiaries and affiliates	12,557		12,509		-48	
Net defined benefit assets	11,240		11,378		+138	
Deferred tax assets	9,508		8,293		-1,214	
Other	2,569		2,503		-65	
Total assets	888,159	100.0%	902,907	100.0%	+14,748	
(Liabilities)						
I Current liabilities:	62,277	7.0%	61,901	6.9%	-376	
Notes and accounts payable-trade	15,101		14,979		-121	
Accounts payable	15,521		15,396		-125	
Accrued income taxes	3,579		2,116		-1,462	
Refund liability	8,796		7,084		-1,712	
Provision for bonuses	3,633		2,808		-824	
Other	15,645		19,515		+3,869	
II Long-term liabilities:	57,924	6.5%	59,420	6.6%	+1,496	
Net defined benefit liabilities	21,329		21,520		+190	
Deferred taxes liabilities	29,162		30,565		+1,402	
Other	7,431		7,334		-97	
Total liabilities	120,202	13.5%	121,321	13.4%	+1,119	
(Net assets)						
I Shareholders' equity	711,950	80.2%	713,594	79.0%	+1,644	
Common stock	30,000		30,000		-	
Capital surplus	-		-		-	
Retained earnings	702,984		704,633		+1,649	
Treasury stock	-21,033		-21,038		-4	
II Accumulated other comprehensive income	35,447	4.0%	47,247	5.2%	+11,800	
Valuation difference on securities	25,586		27,098		+1,511	
Foreign currency translation adjustment	8,488		18,757		+10,268	Impact of the depreciation of the yen
Remeasurements of defined benefit plans	1,371		1,392		+20	
III Share acquisition rights	753	0.1%	753	0.1%	-	
IV Non-controlling interests	19,806	2.2%	19,990	2.2%	+184	
Total net assets	767,957	86.5%	781,586	86.6%	+13,629	
Total liabilities and net assets	888,159	100.0%	902,907	100.0%	+14,748	

Consolidated P/L Statement

(Millions of yen)

	FY2021		FY2022		YOY change	
	1Q	% total	1Q	% total		
Net sales	63,884	100.0%	69,069	100.0%	+5,185	
Cost of sales	24,144	37.8%	27,264	39.5%	+3,120	
Gross profit on sales	39,739	62.2%	41,805	60.5%	+2,065	
Selling, general and administrative expenses	37,063	58.0%	36,550	52.9%	-512	
Research and development expenses	4,629		4,812		+182	
Advertising expenses	7,029		6,426		-603	
Sales promotion expenses	3,421		3,352		-68	
Personnel expenses	9,701		8,626		-1,075	
Other	12,280		13,332		+1,052	
Operating Profit	2,676	4.2%	5,254	7.6%	+2,578	
Non-operating income	1,625	2.5%	4,071	5.9%	+2,445	FY22 : currency gain+2,288
Non-operating expenses	268	0.4%	78	0.1%	-189	
Ordinary Profit	4,033	6.3%	9,246	13.4%	+5,213	
Extraordinary income	3	0.0%	72	0.1%	+69	
Extraordinary losses	32	0.1%	108	0.2%	+76	
Profit before income taxes and minority interests	4,004	6.3%	9,210	13.3%	+5,205	
Income taxes	2,301	3.6%	2,896	4.2%	+595	
Profit	1,703	2.7%	6,313	9.1%	+4,610	
Profit attributable to non-controlling interests	524	0.8%	562	0.8%	+37	
Profit attributable to owners of parent	1,179	1.8%	5,751	8.3%	+4,572	

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)	Full year E
Self-Medication operations	53,623	110,598	169,745	229,659	59,343	243,600
(YOY%)	(-1.0%)	(+1.5%)	(+5.2%)	(+5.8%)	(+10.7%)	(+6.1%)
Japan	28,873	62,832	96,318	127,904	27,929	135,300
Overseas	24,270	46,735	72,339	100,322	30,669	106,000
Other	479	1,030	1,087	1,433	744	2,300
Prescription Pharmaceutical operations	10,260	19,562	30,306	38,543	9,725	36,900
(YOY%)	(-40.9%)	(-34.7%)	(-27.6%)	(-24.2%)	(-5.2%)	(-4.3%)
Ethical drugs	9,480	18,171	28,616	36,530	9,485	36,400
Other	780	1,391	1,690	2,012	240	500
Total	63,884	130,161	200,051	268,203	69,069	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)	Full year E
Self-Medication operations	3,112	3,994	8,889	14,128	6,225	24,500
(YOY%)	(-43.2%)	(-68.1%)	(-47.3%)	(-27.2%)	(+100.0%)	(+73.4%)
Earnings before the amortization of goodwill and trademarks	6,192	10,245	18,211	26,547	9,373	36,600
Prescription Pharmaceutical operations (YOY%)	15	-721	-289	-1,319	-473	-6,500
	(-99.7%)	(-114.8%)	(-105.3%)	(-)	(-)	(-)
Other*	-451	-959	-1,466	-2,065	-497	-2,000
(YOY%)	(-)	(-)	(-)	(-)	(-)	(-)
Total	2,676	2,313	7,133	10,743	5,254	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)	YOY	Full year E	YOY
Japan	28.9	62.8	96.3	127.9	27.9	-3.3%	135.3	+5.8%
<i>Lipovitan</i> series	11.8	26.2	38.4	48.8	12.2	+3.5%	52.3	+7.2%
<i>Pabron</i> series	3.5	9.4	15.0	21.9	3.2	-7.6%	20.6	-6.1%
<i>RiUP</i> series	3.5	7.0	11.1	15.2	2.5	-29.7%	14.9	-2.3%
<i>Biofermin</i> series	2.5	5.3	8.0	10.6	2.8	+9.8%	11.1	+5.6%
<i>NARON</i> series	0.8	1.5	2.3	3.2	0.9	+7.0%	3.7	+18.4%
GI treatment series	0.8	1.6	2.6	3.4	0.8	+0.9%	3.4	-1.0%
<i>VICKS</i> series	0.9	2.0	2.6	3.3	0.6	-38.0%	3.2	-2.5%
<i>Livita</i> series	0.7	1.5	2.3	3.1	0.7	-2.7%	3.1	+0.5%
<i>Colac</i> series	0.5	1.2	2.2	3.2	0.5	+17.0%	2.9	-9.0%
Overseas	24.3	46.7	72.3	100.3	30.7	+26.4%	106.0	+5.7%
Asia	12.0	24.0	35.8	48.5	14.6	+20.9%	52.4	+8.2%
Europe and America	12.1	22.5	35.7	50.7	16.0	+31.9%	53.3	+5.1%
Others	0.5	1.0	1.1	1.4	0.7	+55.4%	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)	YOY	Full year E	YOY
Lipovitan series	11.8	26.2	38.4	48.8	12.2	+3.5%	52.3	+7.2%
Lipovitan D	7.3	16.4	23.8	29.9	7.1	-2.6%	30.3	+1.3%
Others	4.5	9.8	14.6	18.9	5.1	+13.3%	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)	YOY	Full year E	YOY
Lusefi	3.1	6.2	9.7	12.4	3.4	+10.2%	13.6	+9.9%
Bonviva	1.8	3.6	5.7	7.4	1.9	+6.8%	7.1	-3.4%
LOQOA	1.1	2.2	3.5	4.4	1.1	+2.9%	4.7	+6.1%
Biofermin	1.0	1.9	3.2	4.1	1.1	+15.7%	4.1	+0.9%
Clarith	0.6	1.1	1.7	2.2	0.4	-27.0%	1.6	-26.4%
Palux	0.5	1.0	1.8	2.2	0.4	-26.6%	1.4	-36.2%
Geninax	-	-	-	0.4	0.3	-	1.2	+206.8%

(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 2022(FY2021)				March 2023(FY2022)	
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	Full year E
Total capital expenditure	1,779	7,749	10,553	16,880	3,312	34,700
Taisho Pharmaceutical	1,316	4,097	6,049	10,404	1,982	19,189
Production department	269	656	893	2,284	49	1,320
Research department	8	1,589	2,852	4,900	1,674	15,202
Head Office and the others	1,039	1,851	2,303	3,220	258	2,667
Other subsidiaries	462	3,652	4,504	6,476	1,330	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)	Full year E
Depreciation and amortization	3,508	7,347	10,958	15,379	3,671	15,200
Cost of sales	1,280	2,621	3,790	5,573	1,264	6,000
SGA expenses	2,228	4,725	7,168	9,805	2,407	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)	Full year E
Total R&D expenses	4,629	9,673	14,291	19,366	4,812	22,600
Self-Medication operations	1,952	4,013	5,805	7,828	2,035	8,600
Prescription Pharmaceutical operations	2,677	5,660	8,485	11,538	2,776	14,000

Major Subsidiaries and Affiliates

(As of June 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	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.

Prescription Pharmaceutical Operations:

New Drug Development - Taisho Pharmaceutical

As of August 3 , 2022

In Japan

Filed

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 (Genetical Recombination)

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 August 3 , 2022

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 3, 2022

New Products Since FY2022 Earnings Announcement (May 13, 2022)

Self-Medication Operations

Lipovitan Fine (Renewal)

< Description > Ideal for those who are conscious of the calories in foods and beverages. There are 7 kcal per bottle, and it is sugar-free. The fresh peach and grapefruit flavor should be pleasing even to first-time consumers. Carnitine chloride is newly added to aid lipid metabolism and support the conversion of fat into energy. The formula which includes including vitamin B₂ and B₆ is designed to more effectively reduce the fatigue of modern people. Recommended for people who feel tired because of malnutrition in the morning or during the day or for people who want to quickly recover to make a final push.

< Launch > June 2022

Lipovitan feel (Renewal)

< Description > This supplement drink with cassis and grapefruit flavor contains glycine, an amino acid that improves the quality of sleep. There are 7 kcal per bottle, and it is sugar-free. The formula, which includes increased vitamin B₆, is designed to reduce the fatigue of modern people more effectively. Recommended for people who want to reduce fatigue while they sleep by taking the product before bed or people who are shallow sleepers and malnourished. The product is caffeine-free, so it is recommended for people who are concerned about caffeine.

< Launch > June 2022

AdryS Moist Cleansing Cream

< Description > The original double cushion cream formula removes makeup while minimizing friction with the skin. Realizes a rich yet not-too-heavy cream, combining two polymers with different feels and functions. Contains sugar squalane, shear butter, amino-acid emollient oil, ceramides, Tremella fuciformis, and Lipidure®. (Lipidure® is a registered trademark of NOF CORPORATION.)

< Launch > July 2022

AdryS Moist Face Wash

< Description > Seven moisturizing ingredients* have been newly introduced in addition to the three moisturizing ingredients in the previous product, including soybean seed extract. Additionally, marine clay absorbs and removes dirt. Makes the skin refreshed and smooth. *Serine, proline, polyglutamic acid, ceramide, Tremella fuciformis polysaccharide, aloe vera leaf extract, Lipidure® (Lipidure® is a registered trademark of NOF CORPORATION.)

< Launch > July 2022

Launch of New Products

As of August 3, 2022

New Products Since FY2022 Earnings Announcement (May 13, 2022)

Self-Medication Operations

LipovitanD Japanese professional baseball teams bottle

< Launch > Lipovitan D in a special bottle released in a limited quantity has been very popular among Lipovitan D lovers and professional baseball fans since the first launch in 2017 with designs updated every year. In 2022 again, four new bottles are available, designed using baseball team mascots and logos.

< Launch > July 2022

Lipovitan JELLY(Renewal)

< Description > Contains the daily recommended intake of vitamins B₁, B₂ and B₆, and citric acid, royal jelly and maltodextrin which is a sugar that is easy to digest and absorb.* One package contains the beverage in the form of a jelly with 180 kcal, which is the same as a rice ball. The package has been redesigned to enable consumers to imagine the energy contained in the beverage, introducing red and yellow color-gradient lines.
*Nutrient and other reference values indicated

< Launch > July 2022

Fight SPARKLING

< Description > The carbonated beverage is a quick-sip beverage in a 100 ml aluminum bottle, containing the recommended daily intake of B vitamins (B₁, B₂, B₆ and niacin) and royal jelly.* Suitable as a refreshment because of its moderate carbonation and unique energizing flavor.
*Nutrient and other reference values indicated

< Launch > July 2022

Lipovitan JELLY FOR SPACE LIMITED PACKAGE

< Description > To celebrate the certification of Lipovitan JELLY FOR SPACE as a Japanese space food, the Company launched the product sold on the Earth, supporting astronaut Dr. Koichi Wakata in his achievement of missions during his long-term stay on the ISS. The product was released in a limited quantity in a package based on the popular manga Space Brothers.

< Launch > July 2022
