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February 5, 2025

#### **Consolidated Financial Results** for the First Nine Months of the Fiscal Year Ending March 31, 2025 (Under Japanese GAAP)

Listed Company: Zeria Pharmaceutical Co., Ltd.

(Stock Exchange: Tokyo Stock Exchange)

Code Number: 4559

(URL: <a href="https://www.zeria.co.jp/english/">https://www.zeria.co.jp/english/</a>)

Representative: Mitsuhiro Ibe, Representative Director, President & COO

Person in charge of reference: Tomoyuki Nishizawa, Director, Public Relations Division

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(Amounts under a million yen are truncated.)

Scheduled date to commence dividend payments:

Preparation of supplementary documents to the financial results:

Holding of financial results presentation:

None

1. Consolidated Financial Highlights (April 1, 2024 through December 31, 2024) (1) Consolidated Financial Results (cumulative)

(Percentage figures indicate changes from the same period of the previous year.)

|                   | Net sales   | }    | Operating profit |      | Ordinary pr | ofit | Profit attributable to owners of parent |       |
|-------------------|-------------|------|------------------|------|-------------|------|---|-------|
| Nine months ended | Million yen | %    | Million yen      | %    | Million yen | %    | Million yen                             | %     |
| December 31, 2024 | 64,773      | 11.8 | 10,246           | 8.0  | 10,661      | 12.9 | 8,226                                   | (2.3) |
| December 31, 2023 | 57,919      | 12.0 | 9,490            | 11.0 | 9,444       | 35.7 | 8,423                                   | 40.8  |

Note: Comprehensive income: For the nine months ended December 31, 2024: 7,394 million yen [(50.7)%] For the nine months ended December 31, 2023: 14,999 million yen [15.0%]

|                   | Basic earnings per share | Diluted earnings per share |
|-------------------|--------------------------|----------------------------|
| Nine months ended | Yen                      | Yen                        |
| December 31, 2024 | 186.63                   | -                          |
| December 31, 2023 | 191.09                   | _                          |

#### (2) Consolidated Financial Position

| (2) Consendated I manetal I obtain |              |             |              |  |  |  |  |  |  |
|------------------------------------|--------------|-------------|--------------|--|--|--|--|--|--|
|                                    | Total assets | Net assets  | Equity ratio |  |  |  |  |  |  |
| As of                              | Million yen  | Million yen | %            |  |  |  |  |  |  |
| December 31, 2024                  | 156,580      | 85,238      | 54.3         |  |  |  |  |  |  |
| March 31, 2024                     | 150,533      | 79,828      | 52.9         |  |  |  |  |  |  |

Reference: Equity: As of December 31, 2024: 85,059 million yen

As of March 31, 2024: 79,622 million yen

#### 2. Dividends

| Z. Dividellus                            |               |                  |               |          |       |  |  |  |  |
|--|---------------|------------------|---------------|----------|-------|--|--|--|--|
|  |               | Annual dividends |               |          |       |  |  |  |  |
|  | First quarter | Second quarter   | Third quarter | Year-end | Total |  |  |  |  |
|  | Yen           | Yen              | Yen           | Yen      | Yen   |  |  |  |  |
| Year ended<br>March 31, 2024             | _             | 22.00            | _             | 22.00    | 44.00 |  |  |  |  |
| Year ending<br>March 31, 2025            | _             | 23.00            | _             |          |       |  |  |  |  |
| Year ending<br>March 31, 2025 (Forecast) |               |                  |               | 23.00    | 46.00 |  |  |  |  |

Note: Revision of the forecast of dividends most recently announced: None

3. Consolidated Financial Forecast for Fiscal Year Ending March 31, 2025 (April 1, 2024 through March 31, 2025)

(Percentage figures indicate changes from the same period of the previous year.)

|           | Net sales   |      | Operating profit |      | Ordinary profit |      | Profit attributable to owners of parent |      | Basic<br>earnings<br>per share |
|-----------|-------------|------|------------------|------|-----------------|------|---|------|--------------------------------|
|           | Million yen | %    | Million yen      | %    | Million yen     | %    | Million yen                             | %    | Yen                            |
| Full year | 86,500      | 14.2 | 12,000           | 24.7 | 12,000          | 41.0 | 9,000                                   | 16.4 | 204.18                         |

Note: Revision of the financial forecast most recently announced: Yes

#### \* Notes

(1) Significant changes in the scope of consolidation during the period: None Inclusion: – (Company name: –) Exclusion: – (Company name: –)

(2) Application of special accounting for preparing the quarterly consolidated financial statements: Yes

Note: For details, please refer to "2. Quarterly Consolidated Financial Statements and Significant Notes Thereto, (3) Notes to quarterly consolidated financial statements (Notes on special accounting methods for preparation of quarterly consolidated financial statements)" on page 8 of the Attached Material.

- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections
  - 1) Changes in accounting policies due to revisions to accounting standards and other regulations: Yes
  - 2) Changes in accounting policies due to other reasons: None
  - 3) Changes in accounting estimates: None
  - 4) Restatement of prior period financial statements after error corrections: None

Note: For details, please refer to "2. Quarterly Consolidated Financial Statements and Significant Notes Thereto, (3) Notes to quarterly consolidated financial statements (Notes on change in accounting policy)" on page 8 of the Attached Material.

- (4) Number of shares issued (common shares)
  - 1) Number of shares issued as of the end of the term (including treasury shares):

As of December 31, 2024: 53,119,190 shares As of March 31, 2024: 53,119,190 shares

2) Number of shares of treasury shares as of the end of the term:

As of December 31, 2024: 9,039,651 shares As of March 31, 2024: 9,039,354 shares

3) Average number of shares during the period (cumulative from the beginning of the fiscal year):

For the nine months ended December 31, 2024: 44,079,624 shares

For the nine months ended December 31, 2023: 44,080,096 shares

- \* Review of the Japanese-language originals of the attached quarterly consolidated financial statements by certified public accountants or an audit corporation: None
- \* Cautionary Statement with Respect to Appropriate Use of Financial Forecast and Other Special Matters

The description about the future including the projection in this document is based on information available to the Company at present and certain presumptions which the Company considers reasonable. Consequently, any descriptions herein do not constitute assurances regarding actual results by the Company. The actual results for future terms may differ from the information in this document due to various factors. For the assumptions made in financial forecasts and cautions concerning the use thereof, please refer to "1. Summary of Business Results (3) Explanation of consolidated financial forecasts and other forward-looking statements" on page 3 of the Attached Material.

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#### 1. Summary of Business Results

#### (1) Summary of business results for the period under review

Net sales for the first nine months of the fiscal year ending March 31, 2025 were 64,773 million yen (up 11.8% from the same period of the previous fiscal year). As for profits, operating profit was 10,246 million yen (up 8.0% from the same period of the previous fiscal year), ordinary profit was 10,661 million yen (up 12.9% from the same period of the previous fiscal year). Meanwhile, profit attributable to owners of parent was 8,226 million yen (down 2.3% from the same period of the previous fiscal year), mainly due to the large amount of extraordinary income recorded in the same period of the previous fiscal year and an increase in income taxes in the period under review.

Below are the results by business segment.

#### (i) Ethical Pharmaceuticals Business

As for our mainstay product, Asacol, a therapeutic agent for ulcerative colitis, sales in the domestic market faced challenging circumstances, owing to the NHI price revision implemented in April 2024. Despite this, sales increased overall largely as a result of strong sales in overseas markets, including Northern Europe, and the impact of foreign exchange rates. DIFICLIR (domestic sales name: Dafclir) achieved a significant sales growth in France, Germany, the UK, and other countries. Sales of Entocort (domestic sales name: Zentacort), an inflammatory bowel disease therapeutic agent, and of Acofide, a drug for functional dyspepsia, were almost on a par with the same period of the previous fiscal year. In September 2024, we received domestic approval for the manufacture and marketing of Veltassa for the therapeutic agent of hyperkalemia, and we are moving forward with preparations for the start of sales.

As a result, net sales in the business amounted to 42,674 million yen (up 13.7% from the same period of the previous fiscal year).

#### (ii) Consumer Healthcare Business

As for the Hepalyse range, our mainstay product, sales of the Hepalyse W range for convenience stores remained strong, contributed by Hepalyse W Shine, which was launched in October 2024. Sales of the pharmaceutical Hepalyse range also continued to perform well, resulting in a significant growth in the overall Hepalyse range. In addition, both the WithOne range of botanical laxative products, as well as the Prevaline range of dermatosis treatments, including Prevaline  $\alpha$  Quick Ointment and Prevaline  $\alpha$  Quick Cream, which were launched last year, saw strong sales. Meanwhile, the Chondroitin range sales slightly decreased.

As a result, net sales in the business amounted to 21,975 million yen (up 8.5% from the same period of the previous fiscal year).

#### (iii) Other

Net sales in this segment amounted to 123 million yen (up 6.9% from the same period of the previous fiscal year), mainly due to insurance agency business and real estate lease revenue.

## (2) Overview of financial position for the period under review

Total assets at the end of the third quarter of the fiscal year ending March 31, 2025 were 156,580 million yen, an increase of 6,046 million yen from the end of the previous fiscal year. Current assets increased 9,840 million yen to 67,649 million yen from the end of the previous fiscal year, and non-current assets decreased 3,794 million yen to 88,930 million yen from the end of the previous fiscal year. Major changes in current assets included an increase of 4,193 million yen in cash and deposits, an increase of 3,791 million yen in notes and accounts receivable - trade, and an increase of 1,585 million yen in inventories such as merchandise and finished goods. Main changes in non-current assets were a decrease of 2,588 million yen in intangible assets.

Total liabilities at the end of the quarter under review were 71,341 million yen, an increase of 636 million yen from the end of the previous fiscal year. Current liabilities increased 2,333 million yen to 56,851 million yen from the end of the previous fiscal year, and non-current liabilities decreased 1,696 million yen to 14,489 million yen from the end of the previous fiscal year. The main changes in current liabilities were an increase of 1,238 million yen in accounts payable - trade, an increase of 1,675 million yen in income taxes payable, a decrease of 638 million yen in provision for bonuses. Main change in non-current liabilities was a decrease of 1,524 million yen in long-term borrowings.

Net assets at the end of the quarter under review were 85,238 million yen, an increase of 5,409 million yen from the end of the previous fiscal year. This was mainly due to profit attributable to owners of parent of 8,226 million yen, payment of 1,983 million yen as dividends declared at the end of the previous fiscal year and in the current interim period, and a decrease of 585 million yen in remeasurements of defined benefit plans.

As a result, the equity ratio at the end of the quarter under review increased by 1.4 percentage points from the end of the previous fiscal year to 54.3%.

#### (3) Explanation of consolidated financial forecasts and other forward-looking statements

In line with performance trends in the first nine months under review, we have revised the full-year consolidated financial forecasts for the fiscal year ending March 31, 2025, which were announced on November 5, 2024, as follows.

Revision to figures for the full-year consolidated financial forecasts for the fiscal year ending March 31, 2025 (from April 1, 2024 to March 31, 2025)

|  | Net sales   | Operating profit | Ordinary profit | Profit attributable to owners of parent | Basic earnings per share |
|--|-------------|------------------|-----------------|---|--------------------------|
|  | Million yen | Million yen      | Million yen     | Million yen                             | Yen                      |
| Previous forecast (A)  | 86,000      | 11,000           | 11,000          | 8,500                                   | 192.83                   |
| Revised forecast (B)   | 86,500      | 12,000           | 12,000          | 9,000                                   | 204.18                   |
| Change (B-A)   | 500         | 1,000            | 1,000           | 500                                     | _                        |
| Percentage change (%)  | 0.6         | 9.1              | 9.1             | 5.9                                     | _                        |
| Reference: Actual results for<br>the previous fiscal year<br>(the fiscal year ended March<br>31, 2024) | 75,725      | 9,621            | 8,513           | 7,731                                   | 175.39                   |

# 2. Quarterly Consolidated Financial Statements and Significant Notes Thereto

# (1) Quarterly consolidated balance sheet

|                                       |                      | (Thousands of ye        |
|---------------------------------------|----------------------|-------------------------|
|                                       | As of March 31, 2024 | As of December 31, 2024 |
| Assets                                |                      |                         |
| Current assets                        |                      |                         |
| Cash and deposits                     | 20,323,724           | 24,517,550              |
| Notes and accounts receivable - trade | 21,249,302           | 25,040,497              |
| Merchandise and finished goods        | 7,569,173            | 8,929,553               |
| Work in process                       | 1,842,077            | 1,965,998               |
| Raw materials and supplies            | 5,078,508            | 5,179,679               |
| Other                                 | 1,915,485            | 2,157,717               |
| Allowance for doubtful accounts       | (169,241)            | (141,218)               |
| Total current assets                  | 57,809,029           | 67,649,778              |
| Non-current assets                    |                      |                         |
| Property, plant and equipment         |                      |                         |
| Buildings, net                        | 6,607,334            | 6,448,054               |
| Land                                  | 12,581,849           | 12,654,658              |
| Other, net                            | 7,328,652            | 7,082,843               |
| Total property, plant and equipment   | 26,517,836           | 26,185,556              |
| Intangible assets                     |                      |                         |
| Goodwill                              | 4,262,818            | 3,753,503               |
| Sales right                           | 29,496,467           | 28,123,654              |
| Other                                 | 9,380,420            | 8,674,433               |
| Total intangible assets               | 43,139,706           | 40,551,592              |
| Investments and other assets          |                      |                         |
| Investment securities                 | 9,145,154            | 8,457,517               |
| Retirement benefit asset              | 13,410,761           | 13,216,816              |
| Other                                 | 552,538              | 551,782                 |
| Allowance for doubtful accounts       | (41,433)             | (32,827)                |
| Total investments and other assets    | 23,067,020           | 22,193,288              |
| Total non-current assets              | 92,724,563           | 88,930,436              |
| Total assets                          | 150,533,593          | 156,580,215             |
| iabilities                            |                      |                         |
| Current liabilities                   |                      |                         |
| Accounts payable - trade              | 3,273,950            | 4,512,675               |
| Short-term borrowings                 | 38,283,719           | 37,712,094              |
| Income taxes payable                  | 1,967,210            | 3,642,243               |
| Provision for bonuses                 | 1,584,737            | 945,812                 |
| Other                                 | 9,408,853            | 10,039,037              |
| Total current liabilities             | 54,518,471           | 56,851,864              |
| Non-current liabilities               |                      | ,,                      |
| Long-term borrowings                  | 7,943,800            | 6,419,790               |
| Retirement benefit liability          | 458,109              | 525,265                 |
| Asset retirement obligations          | 56,239               | 56,398                  |
| Other                                 | 7,728,181            | 7,488,212               |
| Total non-current liabilities         | 16,186,329           | 14,489,666              |
|                                       | <u></u>              |                         |
| Total liabilities                     | 70,704,801           | 71,341,531              |

|   | As of March 31, 2024 | As of December 31, 2024 |
|---|----------------------|-------------------------|
| Net assets  |                      |                         |
| Shareholders' equity                                  |                      |                         |
| Share capital   | 6,593,398            | 6,593,398               |
| Capital surplus                                       | 11,685,121           | 11,685,121              |
| Retained earnings                                     | 59,254,325           | 65,497,439              |
| Treasury shares                                       | (18,265,810)         | (18,266,437)            |
| Total shareholders' equity                            | 59,267,035           | 65,509,523              |
| Accumulated other comprehensive income                |                      |                         |
| Valuation difference on available-for-sale securities | 2,001,571            | 1,832,924               |
| Foreign currency translation adjustment               | 14,660,305           | 14,608,813              |
| Remeasurements of defined benefit plans               | 3,693,650            | 3,108,395               |
| Total accumulated other comprehensive income          | 20,355,527           | 19,550,133              |
| Non-controlling interests                             | 206,229              | 179,027                 |
| Total net assets                                      | 79,828,792           | 85,238,683              |
| Total liabilities and net assets                      | 150,533,593          | 156,580,215             |

# (2) Quarterly consolidated statement of income and quarterly consolidated statement of comprehensive income

#### Quarterly consolidated statement of income

Profit attributable to owners of parent

(Thousands of yen) Nine months ended Nine months ended December 31, 2023 December 31, 2024 Net sales 57,919,196 64,773,402 15,048,408 17,299,449 Cost of sales 42,870,787 47,473,953 Gross profit Selling, general and administrative expenses 33,380,055 37,227,903 9,490,732 10,246,050 Operating profit Non-operating income Interest income 87,845 189,944 Dividend income 285,814 338,359 300,761 Foreign exchange gains 92,935 Recoveries of written off receivables Other 85,028 202,632 1,031,698 551,624 Total non-operating income Non-operating expenses Interest expenses 346,315 338,877 Foreign exchange losses 142,536 Share of loss of entities accounted for using equity 83,819 239,990 method 24,746 Other 37,646 Total non-operating expenses 597,417 616,515 9,444,938 10,661,233 Ordinary profit Extraordinary income 2,900 Gain on sale of non-current assets 0 Gain on sale of investment securities Reversal of provision for loss on cancellation of 955,980 contracts Total extraordinary income 955,980 2,900 Extraordinary losses 6,693 8,114 Loss on retirement of non-current assets Loss on valuation of investment securities 198,726 203,700 Total extraordinary losses 205,420 211,814 10,452,318 Profit before income taxes 10,195,499 Income taxes 1,757,619 2,253,170 8,437,879 8,199,148 Profit 14,548 (27,551)Profit (loss) attributable to non-controlling interests

8,423,331

8,226,700

# Quarterly consolidated statement of comprehensive income

(Thousands of yen)

|  |  | ,                                      |
|--|--|--|
|  | Nine months ended<br>December 31, 2023 | Nine months ended<br>December 31, 2024 |
| Profit   | 8,437,879                              | 8,199,148                              |
| Other comprehensive income                                     |  |  |
| Valuation difference on available-for-sale securities          | 1,860,767                              | (168,647)                              |
| Foreign currency translation adjustment                        | 5,163,209                              | (51,155)                               |
| Remeasurements of defined benefit plans, net of tax            | (462,302)                              | (585,254)                              |
| Total other comprehensive income                               | 6,561,675                              | (805,057)                              |
| Comprehensive income   | 14,999,555                             | 7,394,091                              |
| Comprehensive income attributable to                           |  |  |
| Comprehensive income attributable to owners of parent          | 14,959,588                             | 7,421,306                              |
| Comprehensive income attributable to non-controlling interests | 39,966                                 | (27,215)                               |

# (3) Notes to quarterly consolidated financial statements (Notes on change in accounting policy)

Application of the "Accounting Standard for Current Income Taxes" and other relevant ASBJ regulations

The Company has applied the "Accounting Standard for Current Income Taxes" (Accounting Standards Board of Japan (ASBJ) Statement No. 27, October 28, 2022; the "Revised Accounting Standard of 2022") and other relevant ASBJ regulations from the beginning of the first quarter of the current fiscal year.

Revisions to categories for recording current income taxes (taxation on other comprehensive income) conform to the transitional treatment in the proviso of paragraph 20-3 of the Revised Accounting Standard of 2022 and to the transitional treatment in the proviso of paragraph 65-2(2) of the Guidance on Accounting Standard for Tax Effect Accounting (ASBJ Guidance No. 28, October 28, 2022; hereinafter, the "Revised Application Guidance of 2022"). This change has no impact on the quarterly consolidated financial statements for the current fiscal year.

In addition, for revisions related to the review of the treatment in consolidated financial statements when a gain or loss on sale arising from the sale of shares of subsidiaries, etc. among consolidated companies is deferred for tax purposes, the Company has applied the Revised Application Guidance of 2022 from the beginning of the first quarter of the current fiscal year. The change in accounting policy has been applied retrospectively, and the quarterly consolidated financial statements and consolidated financial statements for the same period of the previous fiscal year and for the previous fiscal year have been prepared on a retrospective basis. This change has no impact on the quarterly consolidated financial statements and consolidated financial statements for the same period of the previous fiscal year and for the previous fiscal year.

#### (Notes on special accounting methods for preparation of quarterly consolidated financial statements)

Calculation of tax expenses

Tax expenses were calculated by reasonably estimating the effective tax rate after applying tax effect accounting to the profit before income taxes for the fiscal year that includes the third quarter of the current fiscal year and multiplying profit before income taxes by such estimated effective tax rate.

#### (Notes on segment information, etc.)

[Segment information]

- I First nine months of the previous fiscal year (April 1, 2023, to December 31, 2023)
- 1. Information on net sales and profit or loss by reportable segment

(Thousands of yen)

|                                  | F                                      | Reportable segmen         | ıt         |                   |            |                        | Amount   |  |
|----------------------------------|--|---------------------------|------------|-------------------|------------|------------------------|--|--|
|                                  | Ethical<br>Pharmaceuticals<br>Business | euticals Healthcare Total |            | Other<br>(Note 1) | Total      | Adjustment<br>(Note 2) | recorded in<br>quarterly<br>consolidated<br>statement of<br>income<br>(Note 3) |  |
| Net sales                        |  |                           |            |                   |            |                        |  |  |
| Sales to external customers      | 37,548,081                             | 20,255,184                | 57,803,265 | 115,930           | 57,919,196 | -                      | 57,919,196   |  |
| Intersegment sales and transfers | 11,377                                 | 109                       | 11,486     | 483,506           | 494,993    | (494,993)              | _  |  |
| Total                            | 37,559,459                             | 20,255,293                | 57,814,752 | 599,437           | 58,414,190 | (494,993)              | 57,919,196   |  |
| Segment profit                   | 8,952,129                              | 4,184,170                 | 13,136,300 | 188,828           | 13,325,128 | (3,834,396)            | 9,490,732  |  |

- (Notes) 1. "Other" is a business segment not included in the reportable segments and includes the insurance agency business and real estate business.
  - 2. Adjustment of segment profit of (3,834,396) thousand yen is mainly corporate expenses, such as general and administrative expenses that are not allocated to reportable segments.
  - 3. Segment profit is adjusted with operating profit in the quarterly consolidated statement of income.
- 2. Information on impairment losses on non-current assets or goodwill by reportable segment Not applicable.
- II First nine months of the current fiscal year (April 1, 2024 to December 31, 2024)
- 1. Information on net sales and profit or loss by reportable segment

(Thousands of yen)

|                                  | R                                      | Reportable segmen                  | t          |                   |            |                        | Amount   |  |
|----------------------------------|--|------------------------------------|------------|-------------------|------------|------------------------|--|--|
|                                  | Ethical<br>Pharmaceuticals<br>Business | Consumer<br>Healthcare<br>Business | Total      | Other<br>(Note 1) | Total      | Adjustment<br>(Note 2) | recorded in<br>quarterly<br>consolidated<br>statement of<br>income<br>(Note 3) |  |
| Net sales                        |  |                                    |            |                   |            |                        |  |  |
| Sales to external customers      | 42,674,238                             | 21,975,205                         | 64,649,443 | 123,959           | 64,773,402 | =                      | 64,773,402   |  |
| Intersegment sales and transfers | 5,490                                  | 109                                | 5,599      | 419,754           | 425,353    | (425,353)              | _  |  |
| Total                            | 42,679,728                             | 21,975,314                         | 64,655,043 | 543,713           | 65,198,756 | (425,353)              | 64,773,402   |  |
| Segment profit                   | 8,792,898                              | 5,198,482                          | 13,991,381 | 183,022           | 14,174,404 | (3,928,353)            | 10,246,050   |  |

- (Notes) 1. "Other" is a business segment not included in the reportable segments and includes the insurance agency business and real estate business.
  - 2. Adjustment of segment profit of (3,928,353) thousand yen is mainly corporate expenses, such as general and administrative expenses that are not allocated to reportable segments.
  - 3. Segment profit is adjusted with operating profit in the quarterly consolidated statement of income.
- 2. Information on impairment losses on non-current assets or goodwill by reportable segment Not applicable.

## (Notes on significant changes in the amount of shareholders' equity)

Not applicable.

## (Notes on premise of a going concern)

Not applicable.

## (Notes on quarterly consolidated statements of cash flows)

The quarterly consolidated statements of cash flows have not been prepared for the first nine months of the current fiscal year. Depreciation (including amortization related to intangible assets excluding goodwill) and amortization of goodwill for the first nine months are as follows.

|                          |  | (Thousands of yen)  |  |
|--------------------------|--|---|--|
|                          | First nine months of<br>the previous fiscal year<br>(from April 1, 2023 to December 31,<br>2023) | First nine months of<br>the current fiscal year<br>(from April 1, 2024 to December 31,<br>2024) |  |
| Depreciation             | 4,674,348  | 5,106,720   |  |
| Amortization of goodwill | 550,174  | 534,082   |  |

# 3. Supplemental Information

# (1) Sales of major products and merchandise Consolidated

(Thousands of yen)

|                                     |   |  | (Thousands of yen)    |
|-------------------------------------|---|--|-----------------------|
|                                     | First nine months of the previous fiscal year (from April 1, 2023 to December 31, 2023) | First nine months of the current fiscal year (from April 1, 2024 to December 31, 2024) | Percentage change (%) |
| 1. Ethical Pharmaceuticals Business | 37,548,081  | 42,674,238   | 13.7                  |
| Asacol                              | 15,882,926  | 16,794,297   | 5.7                   |
| DIFICLIR                            | 10,092,320  | 14,739,054   | 46.0                  |
| Entocort                            | 3,910,148   | 3,937,218  | 0.7                   |
| Acofide                             | 2,384,276   | 2,346,432  | (1.6)                 |
| Other                               | 5,278,408   | 4,857,235  | (8.0)                 |
| 2. Consumer Healthcare Business     | 20,255,184  | 21,975,205   | 8.5                   |
| Hepalyse range                      | 8,773,756   | 10,107,700   | 15.2                  |
| Chondroitin range                   | 4,452,297   | 4,370,769  | (1.8)                 |
| WithOne range                       | 972,652   | 1,161,969  | 19.5                  |
| Other                               | 6,056,478   | 6,334,766  | 4.6                   |
| 3. Other Business                   | 115,930   | 123,959  | 6.9                   |
| Total                               | 57,919,196  | 64,773,402   | 11.8                  |

## (2) Status of pipeline of new drugs

## I. Domestic

As of February 5, 2025

| Stage        | Development Code/<br>Generic Name    | Development | Indications                    | Classification                            | Origin      |
|--------------|--------------------------------------|-------------|--------------------------------|---|-------------|
| NDA approved | ZG-801/Patiromer<br>Sorbitex Calcium | Zeria       | Hyperkalemia                   | Potassium binder                          | In-licensed |
| Phase III    | Z-338/Acotiamide                     | Zeria       | Pediatric functional dyspepsia | Upper gastrointestinal motility modulator | Original    |
| Phase II     | ZG-802/Acotiamide                    | Zeria       | Underactive bladder            | Lower urinary tract function modulator    | Original    |

## II. Overseas

| Stage  | Development Code/<br>Generic Name | Development   | Indications             | Classification                            | Origin                     |
|--|-----------------------------------|---|-------------------------|---|----------------------------|
| NDA filed<br>(Vietnam)                                       | Z-338/Acotiamide                  | Pharmaceutical<br>Joint Stock<br>Company of<br>February 3rd | Functional<br>dyspepsia | Upper gastrointestinal motility modulator | Original                   |
| NDA filed<br>(Singapore)                                     | Z-338/Acotiamide                  | United Italian Trading Corporation Pte. Ltd.                | Functional<br>dyspepsia | Upper gastrointestinal motility modulator | Original<br>(Out-licensed) |
| NDA filed<br>(Colombia, Costa<br>Rica, Panama,<br>Nicaragua) | Z-338/Acotiamide                  | Faes Farma  | Functional<br>dyspepsia | Upper gastrointestinal motility modulator | Original<br>(Out-licensed) |
| Phase III<br>(Europe, United<br>States, Canada)              | Z-338/Acotiamide                  | Agastra-Lab<br>s.r.l.                                       | Functional<br>dyspepsia | Upper gastrointestinal motility modulator | Original<br>(Out-licensed) |

## Launched

| Launch Date  | Development Code/<br>Generic Name | Development           | Indications             | Classification                            | Origin                     |
|--|-----------------------------------|-----------------------|-------------------------|---|----------------------------|
| March–November 2024 (Ecuador, Dominican Republic, Honduras, El Salvador, Chile, Peru, Guatemala) | Z-338/Acotiamide                  | Faes Farma            | Functional<br>dyspepsia | Upper gastrointestinal motility modulator | Original<br>(Out-licensed) |
| September 2024<br>(Thailand)   | Z-338/Acotiamide                  | Meiji Seika<br>Pharma | Functional dyspepsia    | Upper gastrointestinal motility modulator | Original<br>(Out-licensed) |