

# 健康づくりは 幸せづくり

Making Health  
is Making Happiness



Securities Code ● 4559

70th

## Business Report

From April 1st, 2023 to March 31st, 2024

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ゼリア新薬

Z E R I A



Chairman and CEO

**Sachiaki Ibe**

President and COO

**Mitsuhiro Ibe**

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We, Zeria Pharmaceutical Co., Ltd. (“Zeria”) would like to express our thanks for your particular support.

We are pleased to report the business results of fiscal year 2023 (70th business operations) for the period from April 1st, 2023 to March 31st, 2024.

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In the fiscal year under review, the Japanese economy benefited from the easing of COVID-19 restrictions on activity and other factors, driving a pickup in private consumption and improvements in the employment situation, which combined with an increase in inbound tourism demand to generate signs of recovery in business conditions. On the other hand, the outlook remains uncertain due to such factors as rising prices caused by soaring costs for energy and raw materials, yen depreciation, and the increasingly tense international situation.

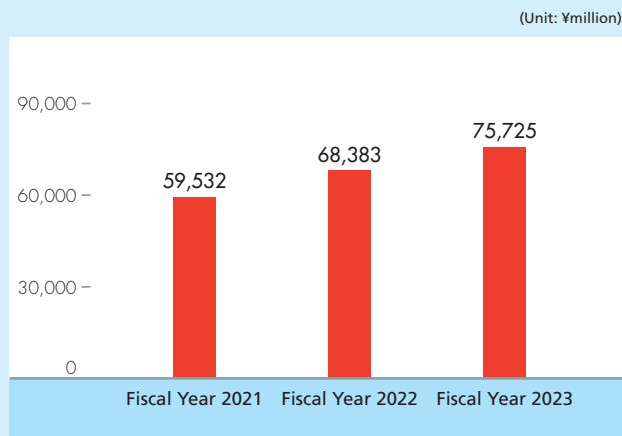
In the pharmaceutical industry, the market environment for ethical pharmaceuticals has become even more severe due to strengthening of initiatives to curtail healthcare expenses, such as price revisions on a roughly annual basis and the promotion of the use of generic brand pharmaceuticals. The market environment for OTC drugs also remained severe due to factors such as increasingly fierce market competition.

Under these circumstances, in the fiscal year under review, which was the first year of the 11th Mid-Term Management Plan (fiscal year 2023 to fiscal year 2025), the Zeria Group accelerated its global expansion and achieved a significant increase in overseas sales, centered on Europe, due in part to the contribution of DIFICLIR, a therapeutic agent for Clostridioides difficile infections (domestic sales name: Dafclir). In the domestic market, although the Ethical Pharmaceuticals Business struggled due to the impact of price revisions, the Consumer Healthcare Business recorded an increase in sales as a result of the contributions from the Hepalyse range, the Chondroitin range and other major products.

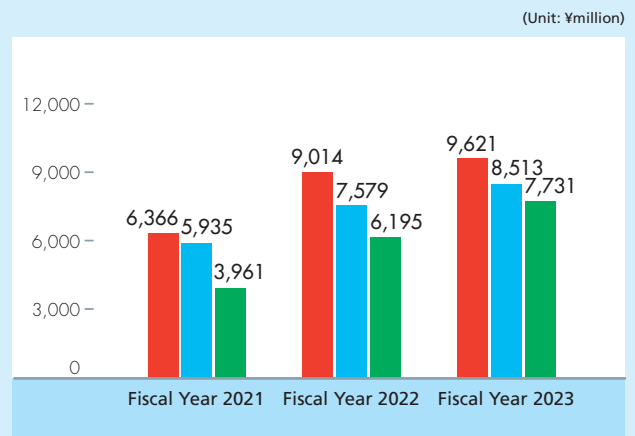
As a result of these activities, net sales for the fiscal year under review were 75,725 million yen, up 10.7% from the previous fiscal year. Regarding profits, operating profit was 9,621 million yen, up 6.7% from the previous fiscal year, ordinary profit was 8,513 million yen, up 12.3% from the previous fiscal year, and profit attributable to owners of parent was 7,731 million yen, up 24.8% from the previous fiscal year.

In the fiscal year under review, the overseas sales to net sales ratio was 51.5%, compared with 47.4% in the previous fiscal year.

## Net sales



## Operating profit (■)/Ordinary profit (■)/ Profit attributable to owners of parent (■)



# Summary of Our Business Operations (Consolidated)

## Ethical Pharmaceuticals Business

As for the main product, Asacol, a therapeutic agent for ulcerative colitis, sales in the domestic market faced challenging circumstances, owing to the impact of the price revisions and the competitive products. Despite this, sales increased overall as a result of strong performance in overseas markets such as the UK due to growth in sales of high-dose Asacol 1600 mg tablets and the foreign exchange impact. Sales of DIFICLIR expanded substantially, especially in Europe. However, sales of Entocort, an inflammatory bowel disease therapeutic agent, declined after the launch of generic drugs in certain countries outside Japan. Sales of Acofide, a drug for functional dyspepsia, were almost on a par with the previous fiscal year.

As a result, net sales in the business amounted to 49,571 million yen (up 14.9% from the previous fiscal year).

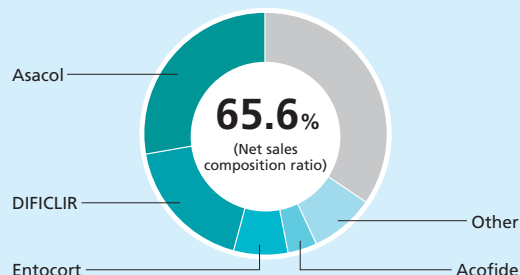


### Net sales

¥**49,571** million

**up 14.9%**  
from the previous  
fiscal year

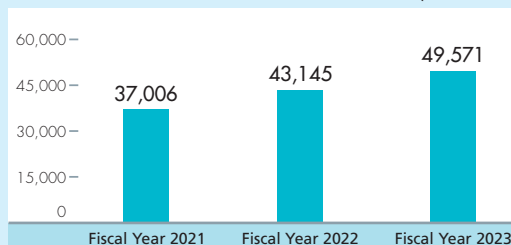
### Net sales of major products



Asacol	¥ <b>20.9</b> billion
DIFICLIR	¥ <b>13.5</b> billion
Entocort	¥ <b>5.4</b> billion
Acofide	¥ <b>3.0</b> billion

### Consolidated net sales in Ethical Pharmaceuticals Business

(Unit: ¥million)



## Consumer Healthcare Business

In the Hepalyse range, the main products, both the pharmaceutical Hepalyse range and the Hepalyse W range for convenience stores performed well. Sales of the Chondroitin range and the WithOne range of herbal laxatives also increased. In addition, new products such as dermatosis treatments Prevaline α Quick Ointment and Prevaline α Quick Cream were launched during fiscal year 2023.

As a result, net sales in the business amounted to 25,998 million yen (up 3.6% from the previous fiscal year).



OTC drugs



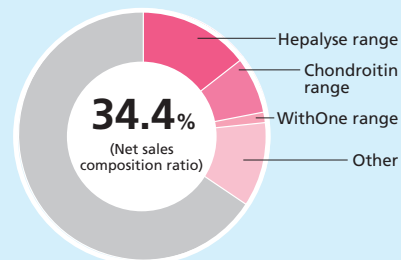
Hepalyse® W series

### Net sales

¥**25,998** million

up 3.6%  
from the previous  
fiscal year

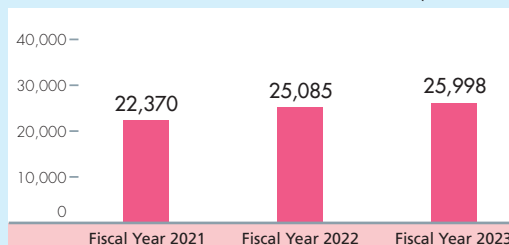
### Net sales of major products




Hepalyse range	¥ <b>10.9</b> billion
Chondroitin range	¥ <b>5.7</b> billion
WithOne range	¥ <b>1.2</b> billion

### Consolidated net sales in Consumer Healthcare Business

(Unit: ¥million)





## Status of Research and Development

In the Research and Development division, Zeria is carefully selecting development themes and proceeding with the evaluation of multiple projects including in-licensed, centered on the priority gastrointestinal field under a global development structure in coordination with our subsidiary in Switzerland, Tillotts Pharma AG.

As for Z-100, we are steadily advancing non-clinical trials and preparing for pilot clinical studies to facilitate the clinical development for new indications.

Regarding Zeria's own original drug Z-338 (generic name: Acotiamide), licensee Faes Farma, S.A. has obtained approval for the indication of functional dyspepsia in El Salvador and Peru, and in October 2023 it started sales of the drug in Mexico. Another licensee, Meiji Seika Pharma Co., Ltd., obtained approval for the indication of functional dyspepsia in Thailand. Pharmaceutical Joint Stock Company of February 3rd ("F.T. Pharma"), a subsidiary in Vietnam, has filed an application for approval in Vietnam for the indication of functional dyspepsia. In addition, United Italian Trading Corporation has filed a new application for approval in Singapore for the indication of functional dyspepsia. Phase III trials are also being conducted for pediatric functional dyspepsia patients in Japan. Moreover, we moved forward with Phase II trials of ZG-802, which uses the same ingredients, for the indication of underactive bladder. The indication is said to have a significant impact on quality of life (QOL), which has been attracting

attention in recent years, but effective drug treatment has not been confirmed worldwide. We will contribute to society by providing unmet treatment options through the development of this drug.

We have filed an application for approval in Japan for ZG-801, a therapeutic agent for hyperkalemia in-licensed from Vifor (International) AG.

As for consumer healthcare products, we have sequentially launched new products, such as dermatosis treatments Prevaline  $\alpha$  Quick Ointment and Prevaline  $\alpha$  Quick Cream.

# Research and Development Pipeline

## Status of Pipeline of New Drugs

### I. Domestic

(As of May 9, 2024)

Stage	Development Code/ Generic Name	Development	Indications	Classification	Source
NDA filed	ZG-801/ Patiromer 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
Phase II* (Investigator-Initiated Trial)	Z-338/Acotiamide	Kyushu University	Esophagogastric junction outflow obstruction	Upper gastrointestinal motility modulator	Original

\*: Supported by a grant from Japan Agency for Medical Research and Development (AMED)

### II. Overseas

Stage	Development Code/ Generic Name	Development	Indications	Classification	Source
Phase III (Europe)	Z-338/Acotiamide	Zeria	Functional dyspepsia	Upper gastrointestinal motility modulator	Original
NDA approved (Honduras, Dominican Republic, Ecuador, Chile, El Salvador, Peru)	Z-338/Acotiamide	Faes Farma	Functional dyspepsia	Upper gastrointestinal motility modulator	Original (Out-licensed)
NDA approved (Thailand)	Z-338/Acotiamide	Meiji Seika Pharma	Functional dyspepsia	Upper gastrointestinal motility modulator	Original (Out-licensed)
NDA filed (Vietnam)	Z-338/Acotiamide	F.T. Pharma	Functional dyspepsia	Upper gastrointestinal motility modulator	Original
NDA filed (Singapore)	Z-338/Acotiamide	United Italian Trading Corporation Pte. Ltd.	Functional dyspepsia	Upper gastrointestinal motility modulator	Original (Out-licensed)
NDA filed (Colombia, Costa Rica, Guatemala, Panama, Nicaragua)	Z-338/Acotiamide	Faes Farma	Functional dyspepsia	Upper gastrointestinal motility modulator	Original (Out-licensed)

## Products developed and launched

Launch Date	Development Code/ Generic Name	Development	Indications	Classification	Source
October 2023 (Mexico)	Z-338/Acotiamide	Faes Farma	Functional dyspepsia	Upper gastrointestinal motility modulator	Original (Out-licensed)

### Reference

#### Phase I Clinical Trials

After confirmation of the efficacy and safety by animal studies, "drug candidates" are tested on a small group of healthy subjects. These trials aim for determination of not only safety, but also how long it takes for the body through an absorption of the drug and the degree to which the body excretes the drug.

#### Phase II Clinical Trials

After safety has been confirmed by Phase I clinical trials, the efficacy and safety of the "drug candidate," as well as the appropriate method of use such as dosage and administration method, are tested on a small number of patients against placebo\*.

#### Phase III Clinical Trials

By administering to a large number of patients, the efficacy, safety and method of use of the "drug candidate" are studied as a final stage. During this phase, the "drug candidate" is tested against other drugs on the market or placebo\*. In many cases, stringent testing methods called double-blind trials are performed.

\* Placebo: A fake drug that does not contain the active ingredient, but which is indistinguishable from the "drug candidate" by outer appearance or taste, etc.



# Status of Production and Distribution / Outlook for Fiscal Year 2024

## ● Status of Production and Distribution

In production and distribution, amid the rising prices of raw materials and energy and soaring distribution costs, we took steps to reduce costs by consolidating and bringing production in-house, based on the premise of securing quality and stable supply.

In departments related to Production, despite the shift in classification of COVID-19 to a Class 5 infectious disease we continued to take thorough measures against the risk of infection at our plants, and worked to maintain a stable supply system. Furthermore, Zeria carried out a review of the production system at its four domestic plants, including the Saitama and Tsukuba plants owned by Zeria and the plants owned by two subsidiaries (Kenso-Seiyaku Co., Ltd.'s Tsukuba Plant and IONA INTERNATIONAL CORPORATION's Fukushima Plant), and proceeded with the consolidation of production lines and in-house production. We will accelerate these initiatives and continue to work on further cost reduction.

In departments related to Distribution, we will continue to strive for further improvement of operational efficiency in order to reduce distribution costs.

Furthermore, in a continuation of the previous fiscal year, the government has been strengthening its inspection system for manufacturing facilities due to violations of GMP ordinances by some drug manufacturers and distributors, etc. At our plants, we clarified in organizational terms which officers are responsible for strengthening the GMP system, and bolstered the management structure. We will ensure that there continues to be no issues going forward by instilling a culture of quality (corporate culture that prioritizes quality) at each plant, and reinforcing our framework for oversight by Quality Control and the relevant departments at Headquarters.

## ● Outlook for Fiscal Year 2024

For the fiscal year ending March 31, 2025, we forecast net

sales of 83.0 billion yen (up 9.6% from the previous fiscal year), operating profit of 10.0 billion yen (up 3.9% from the previous fiscal year), ordinary profit of 10.0 billion yen (up 17.5% from the previous fiscal year), and profit attributable to owners of parent of 7.8 billion yen (up 0.9% from the previous fiscal year).

### Net sales

In the Ethical Pharmaceuticals Business, we forecast that sales will increase, with sales growth expected in the overseas market for Asacol and DIFICLIR, our main products. In the Consumer Healthcare Business, we expect sales to increase, contributed by sales growth in the Hepalyse range and Chondroitin range as well as product groups following the main products, such as the WithOne range and the Masdent range of medicated toothpaste.

### Profit

Despite expected impacts from rising energy and raw materials prices and increases in research and development expenses, milestone payments and other expenses, we forecast increases in operating profit, ordinary profit and profit attributable to owners of parent due to the increase in net sales.

	Fiscal year 2023 (70th results)	Fiscal year 2024 (71st forecast)
Net sales	¥ <b>75,725</b> million (up 10.7% from the previous fiscal year)	¥ <b>83,000</b> million (up 9.6% from the previous fiscal year)
Operating profit	¥ <b>9,621</b> million (up 6.7% from the previous fiscal year)	¥ <b>10,000</b> million (up 3.9% from the previous fiscal year)
Ordinary profit	¥ <b>8,513</b> million (up 12.3% from the previous fiscal year)	¥ <b>10,000</b> million (up 17.5% from the previous fiscal year)
Profit attributable to owners of parent	¥ <b>7,731</b> million (up 24.8% from the previous fiscal year)	¥ <b>7,800</b> million (up 0.9% from the previous fiscal year)



# Special Offers to Our Shareholders



Zeria offers a hospitality program to its shareholders in recognition of their constant support.

Shareholders who own 1,000 or more of Zeria's shares can choose from one of the seven options A to G. Shareholders who own 100 or more but less than 1,000 of Zeria's shares receive option H.

Zeria hopes its shareholders will try the gift products for better understanding of the Zeria Group's wide-ranging product structure.

## Option A

Soft drinks, Designated quasi-drug,  
Food for specified health uses

**Set of an assortment  
of aluminum can drinks  
and Hepalyse® W**



## Option B

Dietary supplement

**Assortment of  
Chondro Support®**  
1 pack of 288 tablets/  
3 pouches of 90 tablets



## Option C

Cosmetics, quasi-drug and  
dietary supplement

**Set of ChondroMax®  
and Aposty®**



## Option D

All-in-one cosmetics originating  
from the spa

**Assortment of IONA  
Spa&Mineral products**



## Option E

Three-product Quality  
Moisturizer Set

**IONA Three-product  
Basic Skincare Set**



## Option F

High-quality moisturizing skincare  
based on chondroitin research

**IONA R Two-product  
Special Care Set**



## Option G

Health supplement

**SEAALPA® 100**  
1 pack of 180 tablets



## Option H

Drink containing liver extract and  
turmeric extract

**10 bottles of Hepalyse® W**

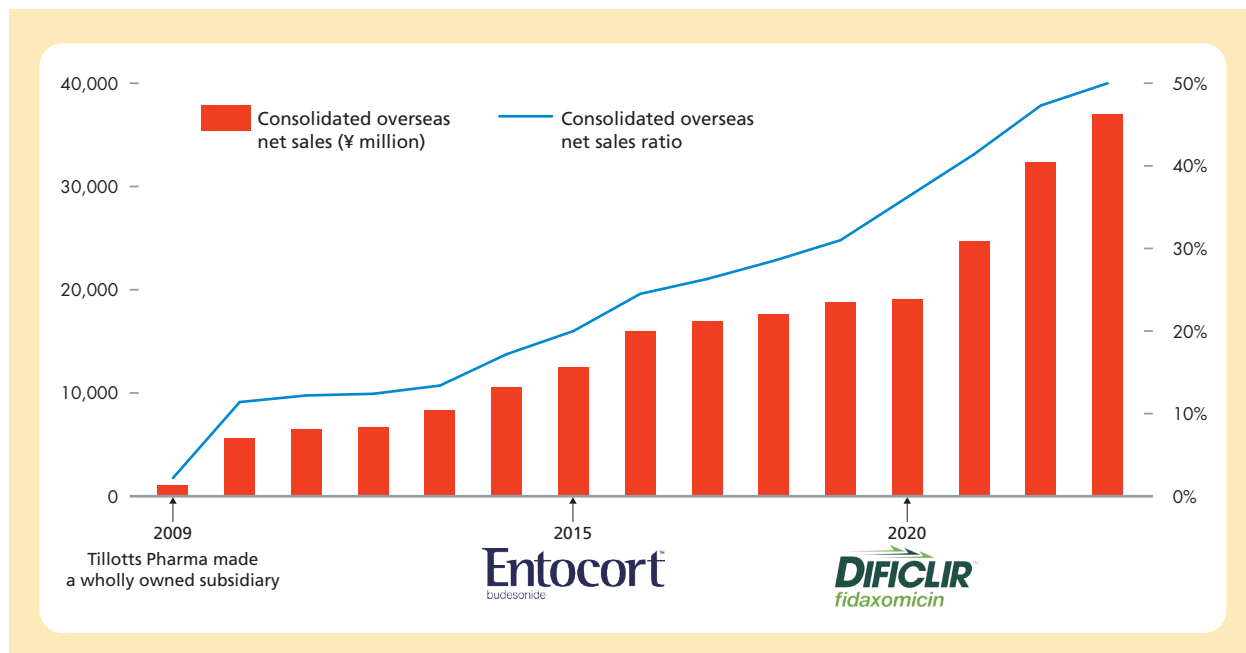


Options E and F are available at the Zeria online store (<https://www.zeriaonline.com/>).

## Significant growth in overseas business drives consolidated overseas net sales ratio over 50%

In fiscal year 2023, the consolidated overseas net sales ratio exceeded 50%. Beginning with the 2009 acquisition of Switzerland's Tillotts Pharma, Zeria has been engaged in a full-fledged overseas expansion. Tillotts Pharma subsequently established sales offices in Europe, and has built a direct-distribution system. In addition to strengthening the sales network for Asacol, we enhanced the product lineup by acquiring the inflammatory bowel disease therapeutic agent Entocort in 2015. Furthermore, in 2020 we acquired DIFICLIR, a therapeutic agent for Clostridioides difficile infections, leading to a surge in overseas net sales.

Under the 11th Mid-Term Management Plan, we aim to achieve further growth in the overseas business by focusing on expanding operations in Asia as well as on the European Ethical Pharmaceuticals Business, which has been performing strongly.



## Launch of Prevaline® α Quick Ointment (designated Type-2 OTC drug) and Prevaline® α Quick Cream (designated Type-2 OTC drug)

In November 2023, we launched Prevaline α Quick Ointment and Prevaline α Quick Cream at pharmacies and drug stores nationwide. These products contain an antedrug steroid\* that has shown outstanding results on eczema and dermatitis.

Eczema, dermatitis, prickly heat and similar conditions can be exacerbated by unconscious scratching that opens the wound. The Prevaline α Quick series of dermatosis treatments incorporate six active ingredients, such as ones that control itchiness, in addition to an antedrug steroid that reduces inflammation.

### Features of Prevaline α Quick series

#### ► Contains an antedrug steroid that shows outstanding results on eczema and dermatitis

The active ingredient of prednisolone valerate acetate (PVA) controls inflammation in the affected area.

#### ► For insect bites, rashes, prickly heat, eczema, and severe itchiness

It incorporates PVA to control inflammation, as well as lidocaine and chlorpheniramine maleate to control itchiness. It also contains four other types of ingredient, such as allantoin and gamma-oryzanol.

#### ► Two products to choose from for different usage scenarios

We offer an ointment type protecting the affected area, and a non-sticky cream type. These can be selected to suit symptoms and usage scenario.

#### \* Antedrug steroid

Prednisolone valerate acetate is an antedrug steroid that has the desired effect on the surface of the skin but breaks down rapidly and becomes less active when absorbed by the body.



# Financial Statements (Consolidated)

## Consolidated Balance Sheets (Summary)

(Unit: ¥million\*)

Item	Term	Previous Fiscal Year (As of March 31, 2023)	Fiscal Year Under Review (As of March 31, 2024)
<b>Assets</b>			
<b>Current Assets</b>		<b>48,203</b>	<b>57,809</b>
Cash and Deposits		16,219	20,323
Notes and Accounts Receivable - Trade		17,512	21,249
Inventories		12,764	14,489
Other		1,800	1,915
Allowance for Doubtful Accounts		(93)	(169)
<b>Non-current Assets</b>		<b>86,830</b>	<b>92,724</b>
<b>Property, Plant and Equipment</b>		<b>24,591</b>	<b>26,517</b>
Buildings and Structures		6,967	6,805
Machinery, Equipment and Vehicles		1,570	1,780
Land		12,359	12,581
Construction in Progress		1,619	3,125
Other		2,074	2,225
<b>Intangible Assets</b>		<b>41,930</b>	<b>43,139</b>
<b>Investments and Other Assets</b>		<b>20,308</b>	<b>23,067</b>
Investment Securities		6,849	9,145
Deferred Tax Assets		136	110
Retirement Benefit Asset		12,927	13,410
Other		442	442
Allowance for Doubtful Accounts		(46)	(41)
<b>Total Assets</b>		<b>135,034</b>	<b>150,533</b>

Item	Term	Previous Fiscal Year (As of March 31, 2023)	Fiscal Year Under Review (As of March 31, 2024)
<b>Liabilities</b>			
<b>Current Liabilities</b>		<b>47,158</b>	<b>54,518</b>
Accounts Payable - Trade		1,996	3,273
Short-Term Borrowings		34,890	38,283
Other		10,271	12,960
<b>Non-current Liabilities</b>		<b>22,195</b>	<b>16,186</b>
Long-Term Borrowings		14,541	7,943
Deferred Tax Liabilities		5,190	6,447
Retirement Benefit Liability		234	458
Other		2,228	1,337
<b>Total Liabilities</b>		<b>69,353</b>	<b>70,704</b>
<b>Net Assets</b>			
<b>Shareholders' Equity</b>		<b>53,476</b>	<b>59,267</b>
Share Capital		6,593	6,593
Capital Surplus		11,685	11,685
Retained Earnings		53,462	59,254
Treasury Shares		(18,264)	(18,265)
Accumulated Other Comprehensive Income		11,973	20,355
Valuation Difference on Available-for-Sale Securities		(314)	2,001
Foreign Currency Translation Adjustment		8,015	14,660
Remeasurements of Defined Benefit Plans		4,272	3,693
<b>Non-Controlling Interests</b>		<b>230</b>	<b>206</b>
<b>Total Net Assets</b>		<b>65,680</b>	<b>79,828</b>
<b>Total Liabilities and Net Assets</b>		<b>135,034</b>	<b>150,533</b>

Unit: ¥million rounded down to nearest million



## Consolidated Statements of Income (Summary) (Unit: ¥million\*)

Item	Term	Previous Fiscal Year (From April 1, 2022 to March 31, 2023)	Fiscal Year Under Review (From April 1, 2023 to March 31, 2024)
Net Sales		68,383	75,725
Cost of Sales		18,894	20,223
Gross Profit		49,488	55,501
Selling, General and Administrative Expenses		40,473	45,879
Operating Profit		9,014	9,621
Non-Operating Income		379	652
Non-Operating Expenses		1,815	1,761
Ordinary Profit		7,579	8,513
Extraordinary Income		21	1,479
Extraordinary Losses		328	483
Profit Before Income Taxes		7,272	9,508
Income Taxes - Current		823	1,970
Income Taxes - Deferred		242	(157)
Total Income Taxes		1,065	1,813
Profit		6,206	7,695
Profit (Loss) Attributable to Non-Controlling Interests		10	(36)
Profit Attributable to Owners of Parent		6,195	7,731

Unit: ¥million rounded down to nearest million

## Consolidated Statements of Cash Flows (Summary) (Unit: ¥million\*)

Item	Term	Previous Fiscal Year (From April 1, 2022 to March 31, 2023)	Fiscal Year Under Review (From April 1, 2023 to March 31, 2024)
Net Cash Provided by (Used in) Operating Activities		13,157	12,183
Net Cash Provided by (Used in) Investing Activities		(2,574)	(3,952)
Net Cash Provided by (Used in) Financing Activities		(7,415)	(8,124)
Effect of Exchange Rate Change on Cash and Cash Equivalents		1,346	2,402
Net Increase (Decrease) in Cash and Cash Equivalents		4,514	2,510
Cash and Cash Equivalents at Beginning of Period		11,579	16,094
Cash and Cash Equivalents at End of Period		16,094	18,604

Unit: ¥million rounded down to nearest million

## Consolidated Statements of Changes in Equity (Summary) (From April 1, 2023 to March 31, 2024) (Unit: ¥million\*)

	Shareholders' Equity					Accumulated Other Comprehensive Income				Non-Controlling Interests	Total Net Assets
	Share Capital	Capital Surplus	Retained Earnings	Treasury Shares	Total Shareholders' Equity	Valuation Difference on Available-for-Sale Securities	Foreign Currency Translation Adjustment	Remeasurements of Defined Benefit Plans	Total Accumulated Other Comprehensive Income		
Balance at Beginning of Period	6,593	11,685	53,462	(18,264)	53,476	(314)	8,015	4,272	11,973	230	65,680
Changes during Period											
Dividends of Surplus			(1,939)		(1,939)						(1,939)
Profit Attributable to Owners of Parent			7,731		7,731						7,731
Purchase of Treasury Shares				0	0						0
Net Changes in Items Other than Shareholders' Equity						2,316	6,644	(578)	8,381	(24)	8,357
Total Changes during Period	-	-	5,791	0	5,790	2,316	6,644	(578)	8,381	(24)	14,148
Balance at End of Period	6,593	11,685	59,254	(18,265)	59,267	2,001	14,660	3,693	20,355	206	79,828

Unit: ¥million rounded down to nearest million

# Company Information (As of March 31, 2024)

## Company Outline

Established:	December 1955
Share Capital:	¥6,593,398,500
Number of Employees:	1,777 (Consolidated)
Business Activities:	1. Manufacturing, sales, import and export of pharmaceuticals, quasi-drugs and reagents. 2. Manufacturing, sales, import and export of cosmetics, health foods, soft drinks, hygienic goods and medical devices.

## Directors and Audit & Supervisory Board Members (As of June 27, 2024)

Chairman and CEO	Sachiaki Ibe
President and COO	Mitsuhiro Ibe
Director (Outside Director of the Board)	Tetsuo Komori
Director (Outside Director of the Board)	Kikuo Nomoto
Director (Outside Director of the Board)	Seiji Morimoto
Director of the Board and Managing Executive Officer	Yuuki Okazawa
Audit & Supervisory Board Member	Hirokazu Endo
Audit & Supervisory Board Member	Hiroyuki Kuroda
Audit & Supervisory Board Member (Outside)	Yukiko Naka
Audit & Supervisory Board Member (Outside)	Masaru Kamisuki

## Executive Officers (As of June 27, 2024)

Managing Executive Officer	Hiroki Kato
Executive Officer	Yoshihiro Hiraga
Executive Officer	Toshiaki Kawagoe
Executive Officer	Kenji Kusano
Executive Officer	Mitsuru Iwai
Executive Officer	Kazuhiro Akiba
Executive Officer	Kenichi Suzuki
Executive Officer	Masakazu Sakurai
Executive Officer	Yasuhisa Tanaka

Excluding executive officers concurrently serving as Directors

## Place of Business

- Headquarters
- Sapporo Branch
- Sendai Branch
- Tokyo Branch
- Nagoya Branch
- Osaka Branch
- Chugoku & Shikoku Branch
- Fukuoka Branch
- Central Research Laboratories
- Saitama Plant
- Tsukuba Plant
- Sapporo Distribution Center
- Tokyo Distribution Center
- Saitama Distribution Center
- Osaka Distribution Center
- Kyushu Distribution Center

## Main Subsidiaries

- Tillotts Pharma AG (Switzerland)
- Tillotts Pharma AB (Sweden)
- Tillotts Pharma Ltd. (Ireland)
- Tillotts Pharma UK Ltd. (United Kingdom)
- Tillotts Pharma Czech s.r.o. (Czech Republic)
- Tillotts Pharma Spain S.L.U. (Spain)
- Tillotts Pharma GmbH (Germany)
- Tillotts Pharma France SAS (France)
- Tillotts Pharma Italy srl (Italy)
- Pharmaceutical Joint Stock Company of February 3rd (Vietnam)
- ZPD A/S (Denmark)
- Zeria Healthway Co., Ltd.
- IONA INTERNATIONAL CORPORATION
- Kenso-Seiyaku Co., Ltd.
- Zevice Co., Ltd.
- Zeriap Co., Ltd.

## Share Information (As of March 31, 2024)

### Status of Shares

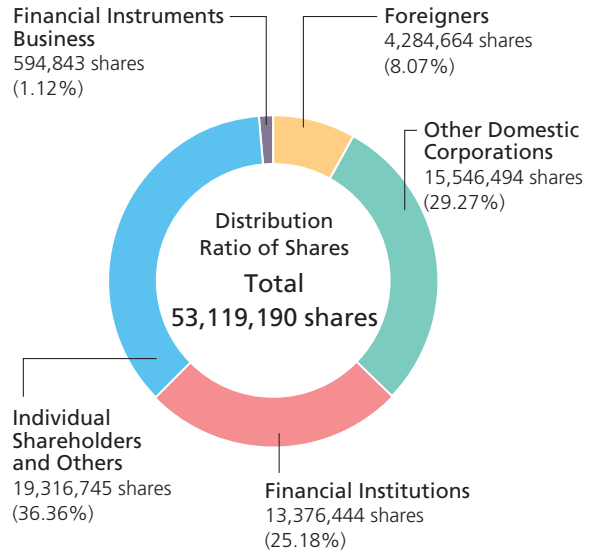
(i) Number of authorized shares:	119,860,000 shares
(ii) Number of shares outstanding:	53,119,190 shares
(iii) Number of shareholders:	14,360

### Major Shareholders

Name of Shareholder	Number of Shares Held	Percentage Held (%)
Ibe Corporation	4,741,847	10.8
The Master Trust Bank of Japan, Ltd. (Trust Account)	3,309,400	7.5
MUFG Bank, Ltd.	2,107,050	4.8
Morinaga Milk Industry Co., Ltd.	1,840,215	4.2
Sachiaki Ibe	1,592,967	3.6
Sumitomo Mitsui Banking Corporation	1,406,131	3.2
Mizuho Bank, Ltd.	1,406,053	3.2
SMBC Finance Service Co., Ltd.	900,900	2.0
Custody Bank of Japan, Ltd. (Trust Account)	889,700	2.0
KISSEI PHARMACEUTICAL CO., LTD.	867,900	2.0

(Note) The percentage held is calculated by subtracting treasury shares (totaling 9,039,354 shares).

### Distribution of Shares by Shareholder Type



### Share Price and Trading Volume

Share Price (¥)

3,000 —

2,500 —

2,000 —

1,500 —

1,000 —

500 —

0

2023  
April

May

June

July

August

September

October

November

December

2024  
January

February

March

Number of  
Shares Traded  
(1,000 shares)

3,000  
2,500  
2,000  
1,500  
1,000  
500  
0



## Shareholder Memo

### Fiscal Year

From April 1st of each year to March 31st of the following year

### Ordinary General Meeting of Shareholders

Late June of each year

### Record Date

Ordinary General Meeting of Shareholders and end of term dividend:

March 31 of each year

Interim dividend: September 30 of each year

### Transfer Agent

Sumitomo Mitsui Trust Bank, Limited

1-4-1 Marunouchi, Chiyoda-ku, Tokyo

<https://www.smtb.jp/personal/procedure/agency/>

### Account Management Institution for Special Account

Sumitomo Mitsui Trust Bank, Limited

1-4-1 Marunouchi, Chiyoda-ku, Tokyo

### Mailing Address (Inquiry information)

Stock Transfer Agency Business Planning Department,

Sumitomo Mitsui Trust Bank, Limited

2-8-4 Izumi, Suginami-ku, Tokyo 168-0063

TEL: 0120-782-031 (toll-free)

Handling operation is conducted in main branch and all domestic branches of Sumitomo Mitsui Trust Bank, Limited.

### Applications for change of address or for purchase demands of fractional shares, etc.

Please send such notifications or applications to the securities company where your account is held. For shareholders for whom a special account has been opened because there is no account held by a securities company, please send such notifications or applications to Sumitomo Mitsui Trust Bank, Limited, the account management institution for the special account.

### Applications for payment of dividends payable

Please send such applications to the transfer agent, Sumitomo Mitsui Trust Bank, Limited.

Please refer to latest IR information on our website.

<https://www.zeria.co.jp/english/>

Zeria has set up a website for the purpose of providing accurate information on a timely basis. The website contains a broad array of information useful for shareholders and investors, from IR information to the latest news.



### Customer Service, Zeria Pharmaceutical Co., Ltd.

10-11 Nihonbashi-kobunacho, Chuo-ku, Tokyo 103-8351

TEL 03-3663-2351 (Main) FAX 03-3663-2352

03-3661-2080

<https://www.zeria.co.jp/english/>

