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Total commitment to good health



Financial Highlights for the Three Months Ended June 30, 2025

August 5, 2025 (Tue)



Profit and Loss Statement (Consolidated)

Summary :

- In April, the interim-period NHI drug price revisions were implemented for 53% of all products.

(Unit: million Yen)

| | 1Q of FY ended March 2025 | | 1Q of FY ending March 2026 | | |
|------------------|---------------------------|----------------|----------------------------|----------------|----------------|
| | Results | % of net sales | Results | % of net Sales | YoY change (%) |
| Net sales | 373,044 | | 375,813 | | 0.74 |
| Gross profit | 27,692 | 7.42 | 30,060 | 8.00 | 8.55 |
| SG&A | 25,413 | 6.81 | 26,217 | 6.98 | 3.16 |
| Operating profit | 2,278 | 0.61 | 3,842 | 1.02 | 68.66 |
| Ordinary profit | 2,928 | 0.78 | 4,436 | 1.18 | 51.50 |
| Net profit* | 1,804 | 0.48 | 3,353 | 0.89 | 85.86 |

*Profit attributable to owners of parent

Profit and Loss Statement (Pharmaceutical Wholesaling Business)

Summary :

- Sales of vaccines increased following the start of routine vaccination of herpes zoster vaccines from April this year.
- Sales of specialty pharmaceuticals and other limited-handling products for selected wholesalers remained strong.
- Sales of COVID-19 drugs and reagents declined (down 54% year-on-year).
- In the customer support business, the “HeLios cloud”, which improves the convenience of the medical appointment system “HeLios”, was released in May. The number of contracts for the “Byouin-Navi PR Service” also increased.

(Unit: million Yen)

| | 1Q of FY ended March 2025 | | 1Q of FY ending March 2026 | | |
|------------------|---------------------------|----------------|----------------------------|----------------|----------------|
| | Results | % of net sales | Results | % of net Sales | YoY change (%) |
| Net sales | 360,544 | | 362,029 | | 0.41 |
| Gross profit | 18,811 | 5.22 | 20,542 | 5.67 | 9.20 |
| SG&A | 16,150 | 4.48 | 16,386 | 4.53 | 1.46 |
| Operating profit | 2,660 | 0.74 | 4,155 | 1.15 | 56.20 |

Composition of Sales by Category and Contract Rate

< Composition of sales by category >

| | April 2024-June 2024 | April 2025-June 2025 |
|---|----------------------|----------------------|
| Drugs for premium to promote the development of new drugs and eliminate off-label use | 43.6% | 48.1% |
| Patented drugs, others | 33.2% | 33.4% |
| Long-listed original drugs | 13.0% | 8.0% |
| Generic drugs | 10.2% | 10.4% |

< Contract rate >

| | 2023/6 | 2024/6 | 2025/6 |
|-------------|--------|--------|--------|
| Value Basis | 12.2% | 13.2% | 12.9% |

Profit and Loss Statement (Dispensing Pharmacy Business)

Summary :

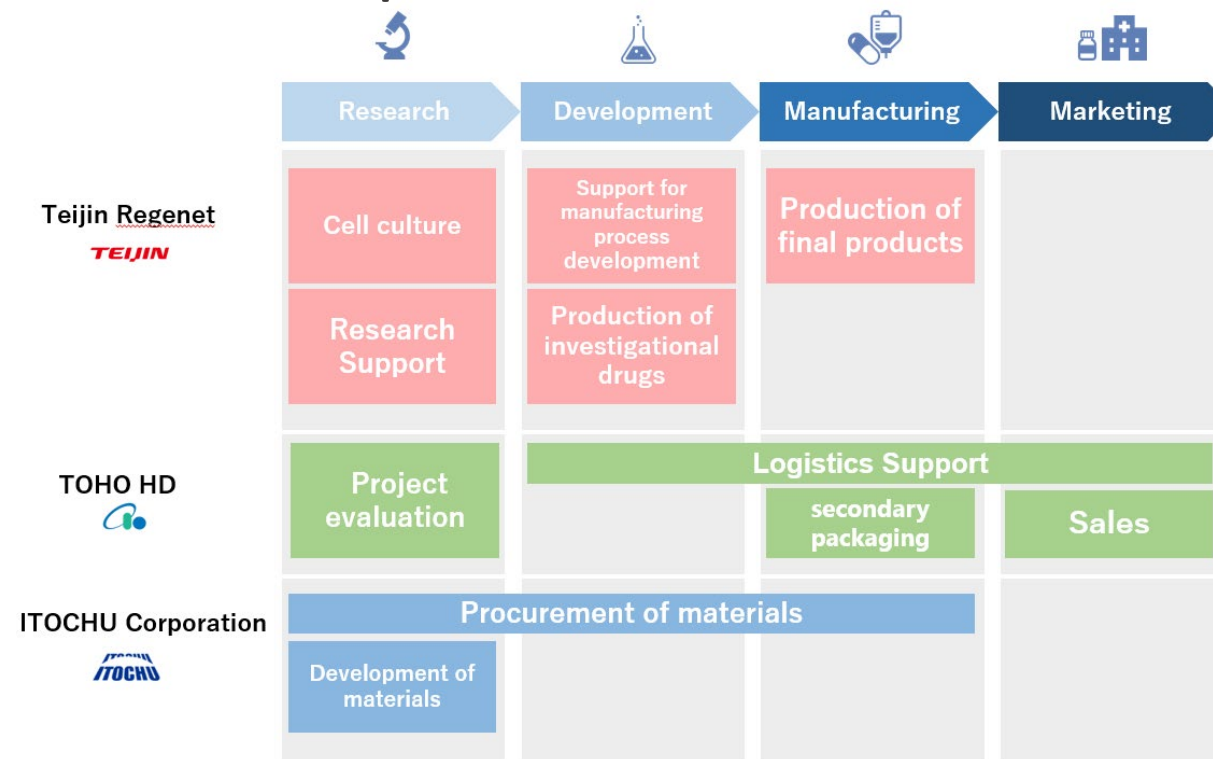
- Continuing to promote the reorganization of operating companies(24 companies as of March 31, 2024 → 11 companies as of April 1, 2025).
- Technical fees increased, such as the additional fee for medical DX promotion system development.

(Unit: million Yen)

| | 1Q of FY ended March 2025 | | 1Q of FY ending March 2026 | | |
|------------------|---------------------------|----------------|----------------------------|----------------|----------------|
| | Results | % of net sales | Results | % of net Sales | YoY change (%) |
| Net sales | 22,932 | | 24,619 | | 7.36 |
| Gross profit | 7,588 | 33.09 | 8,653 | 35.15 | 14.04 |
| SG&A | 8,081 | 35.24 | 8,468 | 34.40 | 4.79 |
| Operating profit | -492 | -2.15 | 184 | 0.75 | — |

Build Regenerative Medicine Ecosystem

- Business Tie-up with TEIJIN REGENET CO., LTD. and ITOCHU Corporation to Build Regenerative Medicine Ecosystem.
- Provide top-class high-quality services in a one-stop manner to bio-venture companies that develop regenerative medicine products and others.



Regenerative Medicine Ecosystem

Capital and Business Alliance with PHARUMO, Inc

- Concluded a capital and business alliance with PHARUMO, Inc., which develops ICT businesses for pharmacies, including the pharmaceutical information hub system, PHARUMO Cloud.
- To strengthen the service alliance for pharmacies.
- We will work together to realize community healthcare design and solve various issues in the overall healthcare domain through the development of new products that contribute to community medical DX.

Joint
development



promotional
activity



Kyoso Mirai
Pharmacy Health Navi

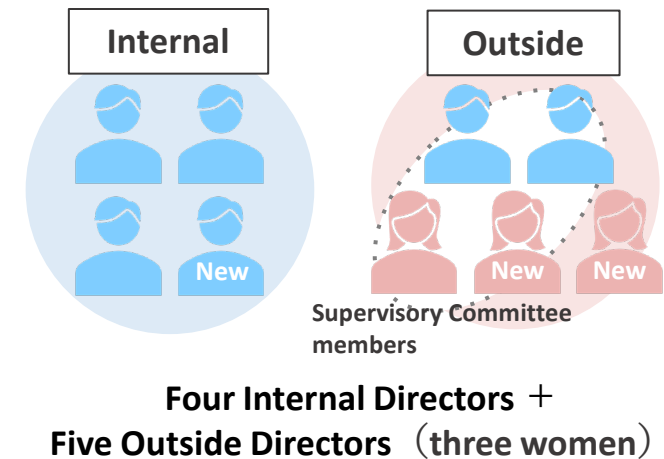
Sustainability Management: Enhancement of corporate governance

- Improve effectiveness and transparency of governance functions by actively incorporating external perspectives and insights.

Board of Directors

Appointing new directors with the necessary skills to strengthen the independence and diversity of the board of directors, and to promote the Medium-Term Management Plan and its Action Plan.

- New Outside Directors well-versed in capital markets and finance
⇒ Further promote management conscious of stock price and cost of capital



- We have established the new position of Chief Governance Officer (CGO), an executive officer who will be responsible for strengthening our group's corporate governance.
- Based on the recommendations of the interim report from the Governance Enhancement Special Committee, we have revised our internal whistleblowing system to make it more effective.



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[Notice]

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