

Consolidated Financial Results for the Fiscal Year Ended March 31, 2025

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May 12, 2025

KYORIN Pharmaceutical Co., Ltd.



■ Disclaimer

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Overview of Consolidated Financial Results for FY2024



(JPY millions)	FY2021	FY2022	FY2023	FY2024	Change (%)	FY2025 (Forecast)	Change (%)
Net sales	105,534	113,270	119,532	130,087	+8.8	127,000	-2.4
Operating profit	5,007	5,123	6,234	12,567	+101.6	6,100	-51.5
Ordinary profit	5,569	5,827	6,822	13,219	+93.8	6,300	-52.3
Profit attributable to owner of parent	3,932	4,723	5,475	9,086	+66.0	4,800	-47.2
Net income per share (yen)	68.62	82.44	95.41	158.17	+65.8	83.55	-47.2
Total assets	171,924	176,045	177,627	193,618	+9.0	—	—
Total equity	124,507	125,461	130,735	136,285	+4.2	—	—

Consolidated Financial Results for FY2024

[Net sales] Sales of new drugs etc. (Japan) increased from year on year by the effort to spread of the product, while the impact of the NHI drug price revision.

Sales of new drugs (overseas) significantly increased due to upfront payment from the out-licensing of in-house product. And generic drugs increased. As a result, net sales were 130,087mil. (an increase of 10,554mil., year on year)

[Profit] Gross profit was 59,535 mil.(an increase of 797mil., year on year) due to increase in sales. On the other hand, SG&A expenses increased 1,573mil. (R&D expenses increased 2,495mil.). As a result, operating profit was 12,567mil. (increased 6,333mil., year on year). Ordinary profit was 13,219mil, an increased of 6,397mil. Profit attributable to owner of parent was 9,086mil., an increase of 3,611mil., year on year.

Consolidated Financial Results for FY2025 (Forecast)

Sales of new drugs (Japan) are expected to increase, driven by the growth of products such as “Beova”, “Lasvic”, despite the impact of NHI drug price revisions. Sales of new drugs (oversea) are anticipated to decrease due to reactionary drop from significant upfront payment received in the previous fiscal year. Consequently, net sales are expected to decrease. Operating profit is also expected to decrease due to both a decline in gross profit resulting from a decrease in net sales and anticipated rise in the cost of sales ratio, while SG&A are projected to remain flat. Based on the above, net sales are forecast to be 127.0 billion yen (-2.4%, year on year), operating profit to be 6.1 billion (-51.5%, year on year), and profit attributable to owners of parent to be 4.8 billion (-47.2%, year on year).

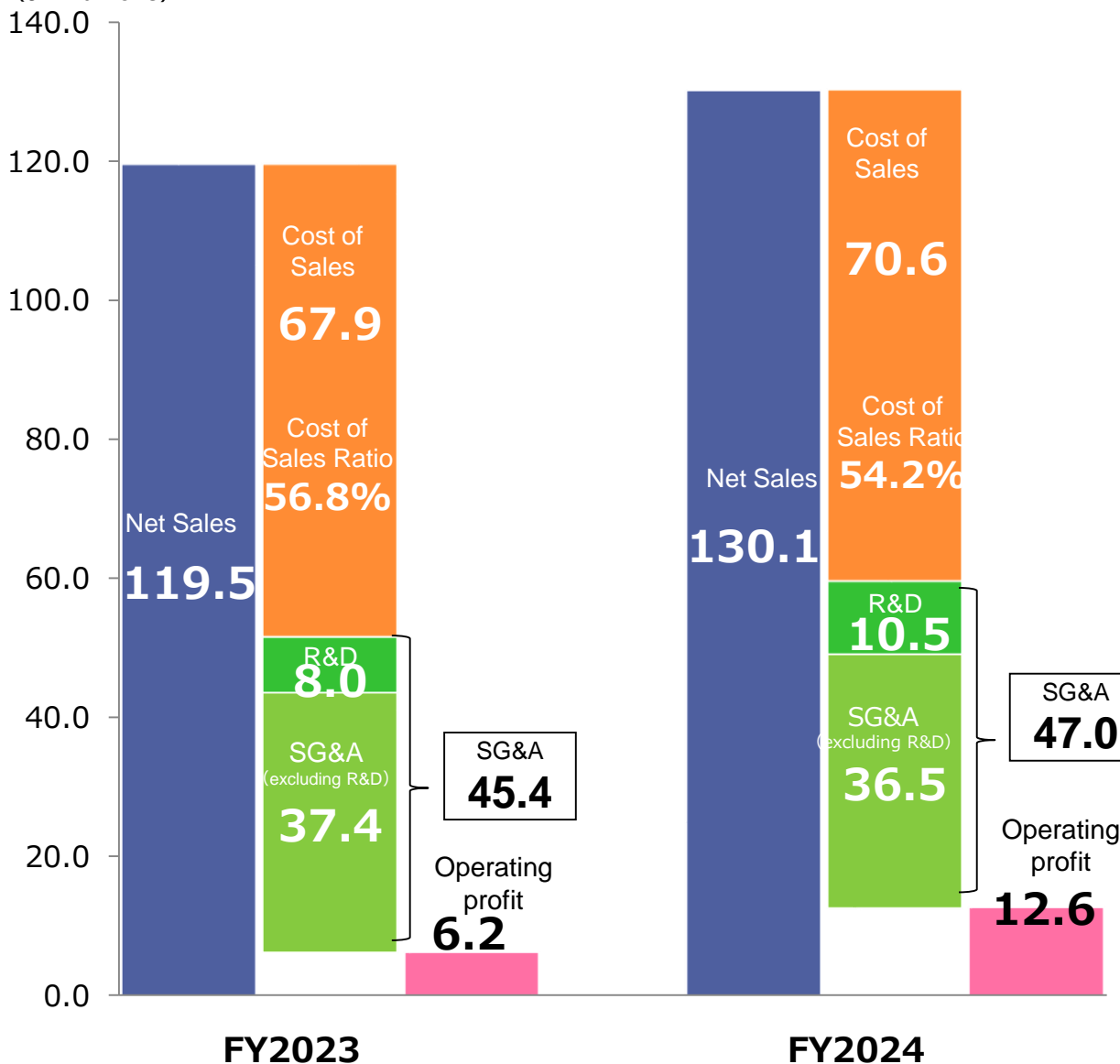
Beginning this fiscal year, a change in accounting policy has been implemented, and figures for the interim period of FY2023 are presented after retroactive adjustment. The year on year change rates are presented in comparison to the restated figures from the previous year, due to the retroactive adjustments following the change in accounting policy

Highlights of Business Performance



(JPY billions)

(JPY billions)



Net sales increased (+ 10.6)

- Increase in sales of new drugs etc. (Japan)
 - New drugs grew (Beova, Lasvic, Flutiform etc.)
 - Decrease in sales of long-listed products
- Increase of new drugs (overseas)
 - Upfront payment

Cost of sales ratio decreased (-2.6%point)

<Factors of decrease>

- Increase in sales of new drugs (Beova, Lasvic etc)
 - Increase in the ratio of new drugs
- Upfront payment

<Factors of increase>

- Impact of NHI drug price revisions (Kyorin Pharmaceutical: 7% range)
- Effect of exchange rate

Gross profit increased (+ 7.9)

SG&A cost increased (+1.6)

- R&D expenses increased (+2.5)
 - Upfront payment

- SG&A (excluding R&D) decreased (-0.9)
 - Decrease in depreciation expenses, personnel expenses, etc.
 - Increase in license fees

Operating profit increased (+ 6.4)

Beginning this fiscal year, a change in accounting policy has been implemented, and figures for the interim period of FY2023 are presented after retroactive adjustment.

Consolidated Financial Results



(JPY billions)	FY2023	FY2024	Change
Net sales	119.5	130.1	+ 10.6
New drugs, etc (Japan)	82.6	84.2	+ 1.6
New drugs (Overseas)	0.4	8.9	+ 8.5
Generic drugs	36.6	37.1	+ 0.5
Operating profit	6.2	12.6	+ 6.4
Ordinary profit	6.8	13.2	+ 6.4
Profit attributable to owner of parent	5.5	9.1	+ 3.6

	(JPY billions)	(Year on Year)	(vs Forecast)
■ Net sales	130.1	(+10.6)	(+6.7)
● New drugs, etc. (Japan)	84.2	(+1.6)	(-0.5)
	FY2023	FY2024	
• Beova	18.1 ⇒	22.1 (+4.0)	(+0.1)
• Lasvic	4.9 ⇒	7.8 (+2.9)	(+1.4)
• Lyfnua	0.8 ⇒	0.9 (+0.1)	(-0.6)
• Desalex	8.9 ⇒	9.6 (+0.7)	(0)
• Flutiform	12.9 ⇒	13.7 (+0.8)	(+1.2)
• Pentasa	12.3 ⇒	12.2 (-0.1)	(+0.6)
• Kipres	7.0 ⇒	3.5 (-3.5)	(-1.8)
• Mucodyne	4.2 ⇒	3.6 (-0.6)	(-0.7)
● New drugs (Overseas)	8.9	(+8.5)	(+8.5)
Upfront payment of KRP-M223			
Temporary income regarding Gatifloxacin			
● Generic drugs	37.1	(+0.5)	(-1.1)
Decrease sales in AG products			
Items launched in FY2024 contribute to sales			
■ Operating profit	12.6	(+6.4)	(+6.1)
● Cost of sales ratio : 54.2% (FY2023: 56.8%)			
[Factors of decrease] Increase in sales of new drugs (Beova, Lasvic etc.)			
Increase in the ratio of new drugs			
Upfront payment of KRP-M223			
[Factors of increase] NHI drug price revisions, effect of exchange rate			
● R&D : 10.5 (FY2023: 8.0)			
Upfront payment of KRP-S124			
● SG&A (excluding R&D expenses) : 36.5 (FY2023: 37.4)			
Decrease in depreciation, personnel expenses, etc.			
Increase in license fees etc.			
■ Profit attributable to owner of parent	9.1	(+3.6)	(+4.1)

FY2023 Extraordinary profit 1,404 mil.: gain on sale of investment securities of 993 mil. etc.
 Extraordinary loss 987 mil.: expenses regarding voluntary retirement program of 869 mil. etc.
 FY2024 Extraordinary loss 551 mil.; Loss on valuation of investment securities of 304 mil. etc.

Beginning this fiscal year, a change in accounting policy has been implemented, and figures for the interim period of FY2023 are presented after retroactive adjustment.

Main Product Sales Update

(JPY billions)		FY2020	FY2021	FY2022	FY2023	FY2024	Change	Change (%)	FY2025 (Forecast)
New drugs, etc. (Japan)	Beova (Kyorin) (β3 adrenergic receptor agonist overactive bladder therapeutics)	7.3	8.6	12.9	18.1	22.1	+4.0	+21.9	25.1
	Lasvic (New quinolone synthetic antibacterial agent)	0.9	1.8	2.5	4.9	7.8	+2.9	+58.7	8.5
	Lyfnua (selective P2X3 receptor antagonist for the treatment of chronic cough)	—	—	0.2	0.8	0.9	+0.1	+10.6	1.1
	Desalex (Antiallergic Agent)	5.7	7.1	8.5	8.9	9.6	+0.7	+8.6	10.1
	Flutiform (Combination drug for asthma treatment)	13.3	12.6	12.0	12.9	13.7	+0.8	+6.8	13.2
	Pentasa (Ulcerative colitis and Crohn's disease treatment)	12.8	14.0	12.8	12.3	12.2	−0.1	−0.8	11.6
	Kipres (Leukotriene Receptor Antagonist)	8.3	8.4	6.6	7.0	3.5	−3.5	−49.8	2.1
	Mucodyne (Mucoregulant)	3.3	3.5	3.5	4.2	3.6	−0.6	−15.6	5.2
	Milton (Disinfectant)	2.1	2.1	2.0	1.9	1.8	−0.1	−1.7	1.8
	Rubysta (Disinfectant)	2.0	2.1	2.1	1.5	1.1	−0.4	−27.5	1.0
Generic drugs	Montelukast tablets “KM” (Leukotriene Receptor Antagonist)	10.8	12.2	13.3	12.3	12.0	−0.3	−2.6	11.3
	Mometasone Nasal 50μg “KYORIN” (Spray type allergic rhinitis remedy)	3.8	3.6	4.7	4.5	4.1	−0.4	−9.3	4.3

R&D Expenses, Capital expenditure & Depreciation expense

(JPY millions)	FY2020	FY2021	FY2022	FY2023	FY2024	Change (%)	FY2025 (Forecast)
R&D expenses	9,703	8,897	10,903	8,019	10,514	+ 31.1	10,400
Capital expenditure	4,307	3,624	5,252	6,587	6,153	− 6.6	4,700
Depreciation expense	3,564	3,714	3,840	4,290	4,603	+ 7.3	4,700

<Capital expenditure (Actual / Forecast)>

(JPY Billions)	FY2023	FY2024	FY2025 (Forecast)
Plant facilities	5.5	4.6	4.0
Equipment for control, sales activities	0.5	0.9	0.2
Equipment for research	0.5	0.6	0.5

Development pipeline

Main R&D Activities -1 (as of May 12, 2025)

Ph 3 ~ Launch

Stage		Code	Proposed Indication	Origin	Features	Note
Japan	Overseas					
Ph 3 In-house (Sep 2022)	Ph 3 aTyr pharma (USA)	KRP-R120	Interstitial lung disease: ILD (pulmonary sarcoidosis)	aTyr pharma	It is a fusion protein drug having the action to suppress, by binding to neuropilin-2 (NRP2) receptor, the excessive activation of immune cells, and is a potential first-in-class therapy to treat inflammatory diseases such as pulmonary sarcoidosis	

POC Project (Ph1 ~ Ph2)

Stage		Code	Proposed Indication	Origin	Features	Note
Japan	Overseas					
Ph 1 In-house (Aug 2022)	—	KRP-114VP	Overactive bladder	Merck	It selectively acts on β_3 receptors in the bladder and increases bladder capacity by enhancing the bladder-relaxing effect of noradrenaline during the urinary storage phase, resulting in the improvement of incontinence symptoms of urinary urgency, frequent urination and urge urinary incontinence with OAB.	Additional Indication for Beova in pediatric patients
—	Ph 1 In-house (Apr 2021, England)	KRP-A218	Rhinovirus infection at risk of potentially severe	In-house	It is antiviral drug that suppresses viral growth by targeting host molecules	

Development pipeline

Main R&D Activities-2 (as of May 12, 2025)

Licensing development (License-in)

*updated

Stage		Code	Proposed Indication	Origin	Features	Note
Japan	Over seas					
Ph 2 ASKA Pharmaceutical	—	AKP-009	BPH	ASKA Pharmac eutical	Novel androgen receptor modulator mode of action with the potential to exhibit prostatic shrinkage and to improve urinary function as a novel therapeutic agent for Benign Prostatic Hyperplasia	-ASKA Pharmaceutical granted KYORIN Pharmaceutical the joint development and commercialization rights for AKP-009 in Japan (Sep 2020) -Additional Ph1 study at a higher dose has been completed (ASKA) -Ph2 study (ASKA)*
—	Ph 1 Bayer (Germany)	KRP-S124 (BAY2925976)	OSA	Bayer	BAY2925976 works as an ADRA2C antagonist, helping to centrally reduce upper airway collapse. It is expected to improve the temporary apneas and hypopneas commonly observed in patients with OSA.	License agreement to obtained the exclusive worldwide rights to manufacture, develop, and commercialize BAY2925976 and its backup compound. (Dec 2024)

Licensing development (License-out)

Stage	Compound / Code	Licensee	Therapy area / Action	Origin	Features	Note
Ph 3 Priothera	KRP-203	Priothera (Ireland)	—	In-house	Sphingosine-1-Phosphate Receptor Agonist	Transfer of intellectual property(patents and data required for the development and sale) and APIs (Sep 2020)
Pre-clinical	KRP-M223*	Novartis (Switzerland)	CSU etc.	In-house	MRGPRX2 antagonist	License agreement to obtained the exclusive worldwide license to develop, manufacture, and commercialize KRP-M223.(Mar 2025)

DTx

*updated

Origin	Code	Proposed Indication	Note
SUSMED	KRP-DT123	Tinnitus	Collaboration research and sales agreement for development of Digital Therapeutics (DTx) in otolaryngology Field (Nov 2022) Specified clinical trial is in progress (Sep 2023)
Hyfe (USA)	KRP-DC125*	Chronic Cough	Development and commercialization agreement for DTx for chronic cough

Option Agreement

Stage		Code	Proposed Indication	Origin	Features	Note
Japan	Overseas					
—	Ph 1 Biodol (France)	BDT272	Chronic pain etc.	Biodol	BDT272 is anticipated to demonstrate effective analgesic properties through the inhibition of FLT3, a receptor tyrosine kinase implicated in the pathogenesis and maintenance of chronic pain condition such as neuropathic pain.	Option agreement to obtain an option for the license of the right to develop and commercialize BDT272 in Japan and other territories in Asia (excluding China) (Jan 2025)
—	Ph 2 Cyrano (USA)	CYR-064*	Post viral loss of smell	Cyrano	CYR-064, phosphodiesterase inhibitor (PDEi) theophylline, targets the inhibition of cAMP degradation thereby increasing intracellular concentrations and increasing olfactory neuron excitability.	Option agreement to obtain an option for the license of the right to develop and commercialize CYR-064 in Japan. (Feb 2025)

Consolidated Financial Results and full year Forecast

(JPY millions)	FY2024	FY2025 (Forecast)	Year on year (Change)	Year on year (%)
Net sales (total)	130,087	127,000	− 3,087	− 2.4
New drugs, etc. (Japan)	84,158	89,000	+4,842	+5.8
New drugs (Overseas)	8,860	200	− 8,660	− 97.7
Generic drugs	37,068	37,700	+632	+1.7
Operating profit	12,567	6,100	− 6,467	− 51.5
Ordinary profit	13,219	6,300	− 6,919	− 52.3
Profit attributable to owner of parent	9,086	4,800	− 4,286	− 47.2

[Reference]

P&L Summary: Consolidated Results – (1)



(JPY millions)	FY2023		FY2024			
	Actual	% Sales	Actual	% Sales	Change (%)	Change
Net Sales (total)	119,532	100.0%	130,087	100.0%	+ 8.8	+ 10,554
New drugs, etc. (Japan)	82,581	69.1%	84,158	64.7%	+ 1.9	+ 1,576
New drugs (Overseas)	386	0.3%	8,860	6.8%	+ 2,195.2	+ 8,474
Generic drugs	36,564	30.6%	37,068	28.5%	+ 1.4	+ 503

<Subsidiaries and Equity-method Affiliates>

Consolidated subsidiaries (2): KYORIN Rimedio Co., Ltd.

KYORIN Pharmaceutical Group Facilities Co., Ltd.

Equity-Method Affiliates: Nippon Rika Co., Ltd.

<Breakdown>

(Year on year)

(JPY millions)

■ **Sales** **130,087** (+10,554)

● **New drugs, etc. (Japan)** **84,158** (+1,576)

	FY2023		FY2024	(JPY billions)
• Beova	18.1	⇒	22.1	(+4.0)
• Lasvic	4.9	⇒	7.8	(+2.9)
• Lyfnua	0.8	⇒	0.9	(+0.1)
• Desalex	8.9	⇒	9.6	(+0.7)
• Flutiform	12.9	⇒	13.7	(+0.8)
• Pentasa	12.3	⇒	12.2	(−0.1)
• Kipres	7.0	⇒	3.5	(−3.5)
• Mucodyne	4.2	⇒	3.6	(−0.6)

● **New drugs (Overseas)** **8,860** (+8,474)

• Upfront of KRP-M223

• Temporary income regarding Gatifloxacin

● **Generic drugs** **37,068** (+503)

• Decrease sales in AG products

• Items launched in FY2024 contribute to sales

P&L Summary : Consolidated Results – (2)

(JPY millions)	FY2023		FY2024			
	Actual	% Sales	Actual	% Sales	Change (%)	Change
Net sales	119,532	100.0%	130,087	100.0%	+ 8.8	+ 10,554
Cost of sales	67,904	56.8%	70,551	54.2%	+ 3.9	+ 2,647
Gross profit	51,628	43.2%	59,535	45.8%	+ 15.3	+ 7,907
SG&A	45,394	38.0%	46,967	36.1%	+ 3.5	+ 1,573
(R&D expenses)	(8,019)	(6.7%)	(10,514)	(8.1%)	(+ 31.1)	+ 2,495
Operating profit	6,234	5.2%	12,567	9.7%	+ 101.6	+ 6,333
Non-Operating Income	735	0.6%	870	0.7%	+ 18.3	+ 134
Non-Operating Expenses	146	0.1%	218	0.2%	+ 48.7	+ 71
Ordinary profit	6,822	5.7%	13,219	10.2%	+ 93.8	+ 6,397
Extraordinary profits	1,404	1.2%	103	0.1%	– 92.7	– 1,301
Extraordinary Losses	987	0.8%	551	0.4%	– 44.1	– 435
Income before income taxes	7,239	6.1%	12,770	9.8%	+ 76.4	+ 5,531
Corporate, inhabitants and enterprise taxes	1,897	1.6%	3,807	2.9%	+ 100.7	+ 1,910
Tax adjustments	– 133	– 0.1%	– 123	– 0.1%	—	+ 10
Profit attributable to owner of parent	5,475	4.6%	9,086	7.0%	+ 66.0%	+ 3,611

The company changed accounting policies in FY2024. The results for FY2023 are presented after retroactive adjustment.

<Breakdown>

(Year on Year)

◆ **Cost of sales ratio: 54.2%** (– 2.6%pt)

【Factor of decrease】

- Sales of New drugs increased (Beova, Lasvic etc.)
- Upfront payment of KRP-M223

【Factor of increase】

- Impact of NHI drug price revisions (Kyorin 7%)
- Effect of exchange rate

◆ **R&D ratio: 8.1%** (+ 1.4%pt)

- 10.5 billion yen (FY2023: 8.0 billion yen)
- Upfront payment of KRP-S124

◆ **SG&A ratio (excluding R&D) : 28.0%** (– 3.3%pt)

- 36.5 billion yen (FY2023 : 37.4 billion yen)
- Decrease in depreciation expenses, personal expenses, etc.
- Increase in license fees etc.

■ **Operating profit: 12,567 million yen** (+ 6,333)

■ **Profit attributable to owner of parent: 9,086 million yen** (+ 3,611)

<FY2023>

- Extraordinary profit 1,404 mil.
- Gain on sale of investment securities of 993 mil.
- Extraordinary loss 987 mil.
- Expenses regarding voluntary retirement program of 869 mil

<FY2024>

- Extraordinary loss 551 mil.
- Loss on valuation of investment securities of 304 mil.

■ **Dividend per share: 57.0 yen/share**

(Special dividend 5.0 yen/share)

Consolidated dividend ratio: 36.5%

BS Summary: Consolidated Results

(JPY millions)	Mar / 2024		Mar / 2025		
	Actual	% total	Actual	% total	Change
Current Assets	119,240	67.1%	136,134	70.3%	+ 16,894
Cash, deposits	13,886		15,021		
Notes and accounts receivable-trade, and contract assets	47,741		47,583		
Securities	99	—	1,493	—	—
Inventory	53,401		65,731		
Other	4,110		6,304		
Non-current Assets	58,386	32.9%	57,483	29.7%	− 903
Property, plant and equipment	28,950		30,303		
Intangible assets	5,088	—	4,757	—	—
Investments	24,348		22,422		
Total Assets	177,627	100.0%	193,618	100.0%	+ 15,990
Current Liabilities	45,491	25.6%	35,111	18.1%	− 10,380
Notes payable	14,265		15,517		
Other	31,226	—	19,594	—	—
Non-Current Liabilities	1,400	0.8%	22,221	11.5%	+ 20,821
Total Liabilities	46,892	26.4%	57,333	29.6%	+ 10,441
Owner's Equity	124,829	70.3%	130,892	67.6%	+ 6,063
Other Comprehensive Income	5,905	3.3%	5,392	2.8%	− 513
Unrealized holding gain (loss) on securities	5,926		5,544		
Deferred gains or losses on hedges	—	—	13	—	—
Remeasurements of defined benefit plans	− 20		− 166		
Total Equity	130,735	73.6%	136,285	70.4%	+ 5,549
Total Liabilities and Equity	177,627	100.0%	193,618	100.0%	+ 15,990

<Breakdown>

(JPY millions)

(Compared to the end of FY2023)

■ Current Assets: + 16,894

- Cash, deposits (+ 1,135)
- Notes and accounts receivable-trade, and contract assets (− 158)
- Securities (+ 1,393)
- Inventory (+ 12,330)
- Other (+ 2,193)

■ Non-current Assets: − 903

- Property, plant and equipment (+ 1,353)
- Intangible Assets (− 330)
- Investments (− 1, 925)

■ Current Liabilities: − 10,380

- Notes and accounts payable - trade (+ 1,252)
- Other (− 11,632)

■ Non-Current Liabilities: + 20,821

The company changed accounting policies in FY2024. The results for FY2023 are presented after retroactive adjustment.

Financial Summary (Consolidated)

(JPY millions)	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025 (Forecast)
Sales	102,904	105,534	113,270	119,532	130,087	127,000
(Exports)	(996)	(1,033)	(308)	(386)	(8,860)	(200)
Cost of Sales	51,276	56,093	63,102	67,904	70,551	—
(cost of sales ratio)	(49.8%)	(53.2%)	(55.7%)	(56.8%)	(54.2%)	—
SG&A	45,841	44,433	45,043	45,394	46,967	—
(Ratio to sales)	(44.5%)	(42.1%)	(39.8%)	(38.0%)	(36.1%)	—
R&D Expenses	9,703	8,897	10,903	8,019	10,514	10,400
(Ratio to sales)	(9.4%)	(8.4%)	(9.6%)	(6.7%)	(8.1%)	(8.2%)
Operating Income	5,786	5,007	5,123	6,234	12,567	6,100
(Ratio to sales)	(5.6%)	(4.7%)	(4.5%)	(5.2%)	(9.7%)	(4.8%)
Ordinary Income	6,447	5,569	5,827	6,822	13,219	6,300
(Ratio to sales)	(6.3%)	(5.3%)	(5.1%)	(5.7%)	(10.2%)	(5.0%)
Net Income	6,130	3,932	4,723	5,475	9,086	4,800
(Ratio to sales)	(6.0%)	(3.7%)	(4.2%)	(4.6%)	(7.0%)	(3.8%)
EPS (JPY)	106.99	68.62	82.44	95.41	158.17	83.55
Capital	700	700	700	700	700	—
Assets	167,126	171,924	176,045	177,627	193,618	—
Shareholder's equity	120,339	120,491	122,182	124,829	130,892	—
Total Equity	124,661	124,507	125,461	130,735	136,285	—
BPS (JPY)	2,175.52	2,172.83	2,189.43	2,275.68	2,372.29	—
ROE	5.0%	3.2%	3.8%	4.3%	6.8%	—
Equity Ratio (%)	74.6%	72.4%	71.3%	73.6%	70.4%	—
Employees	2,243	2,222	2,138	2,042	1,998	—
Capital Expenditure	4,307	3,624	5,252	6,587	6,153	4,700
Depreciation Expense	3,564	3,714	3,840	4,290	4,603	4,700

The company changed accounting policies in FY2024. The results for FY2023 are presented after retroactive adjustment.

P&L Summary : KYORIN Pharmaceutical (Non-Consolidated) -(1)



(JPY millions)	FY2023		FY2024			
	Actual	% Sales	Actual	% Sales	Change (%)	Change
Net Sales (total)	105,157	100.0%	115,918	100.0%	+10.2	+10,760
New drugs, etc. (Japan)	81,049	77.1%	82,537	71.2%	+1.8	+1,488
New drugs (Overseas)	386	0.4%	8,860	7.6%	+2,195.2	+8,474
Generic drugs	23,722	22.6%	24,520	21.2%	+3.4	+798

<Breakdown>

(JPY millions)

(Year on year)

■ **Sales** **115,918** (+10,760)

● **New drugs, etc. (Japan)**
82,537 (+1,488)

	<u>FY2023</u>		<u>FY2024</u>	(JPY billions)
•Beova	18.1	⇒	22.1	(+4.0)
•Lasvic	4.9	⇒	7.8	(+2.9)
•Lyfnua	0.8	⇒	0.9	(+0.1)
•Desalex	8.9	⇒	9.6	(+0.7)
•Flutiform	12.9	⇒	13.7	(+0.8)
•Pentasa	12.3	⇒	12.2	(-0.1)
•Kipres	7.0	⇒	3.5	(-3.5)
•Mucodyne	4.2	⇒	3.6	(-0.6)

● **New drugs (Overseas)** **8,860** (+8,474)

- Upfront of KRP-M223
- Temporary income regarding Gatifloxacin

● **Generic drugs** **24,520** (+798)

P&L Summary : KYORIN Pharmaceutical (Non-Consolidated) -(2)



(JPY millions)	FY2023		FY2024			
	Actual	% Sales	Actual	% Sales	Change (%)	Change
Net sales	105,157	100.0%	115,918	100.0%	+ 10.2	+ 10,760
Cost of sales	56,581	53.8%	59,667	51.5%	+ 5.5	+ 3,085
Gross profit	48,576	46.2%	56,250	48.5%	+ 15.8	+ 7,674
SG&A (R&D expenses)	41,682 (7,088)	39.6% (6.7%)	43,348 (9,520)	37.4% (8.2%)	+ 4.0 (+ 34.3)	+ 1,665 (+ 2,431)
Operating profit	6,893	6.6%	12,902	11.1%	+ 87.2	+ 6,009
Non-Operating profit	804	0.8%	990	0.9%	+ 23.1	+ 186
Non-Operating Expenses	66	0.1%	187	0.2%	+ 183.3	+ 121
Ordinary profit	7,632	7.3%	13,706	11.8%	+ 79.6	+ 6,073
Extraordinary profits	48,537	46.2%	0	0.0%	− 100.0	− 48,536
Extraordinary Losses	938	0.9%	486	0.4%	− 48.1	− 451
Income before income taxes	55,231	52.5%	13,219	11.4%	− 76.1	− 42,011
Corporate, inhabitants and enterprise taxes	2,046	1.9%	4,167	3.6%	+ 103.6	+ 2,120
Tax adjustments	40	0.0%	− 329	− 0.3%	−	− 369
Profit attributable to owner of parent	53,144	50.5%	9,382	8.1%	− 82.3	− 43,762

The company changed accounting policies in FY2024. The results for FY2023 are presented after retroactive adjustment.

<Breakdown>

(Year on Year)

◆ **Cost of sales ratio: 51.5%** (− 2.3%pt)

【Factor of decrease】

- Sales of New drugs increased (Beova, Lasvic etc.)
- Upfront payment of KRP-M223

【Factor of increase】

- Impact of NHI drug price revisions (Kyorin 7%)
- Effect of exchange rate

◆ **R&D Ratio: 8.2%** (+ 1.5%pt)

- 9.5 billion yen (FY2023: 7.1 billion yen)
- Upfront payment of KRP-S124

◆ **SG&A (excluding R&D): 29.2%** (− 3.7%pt)

- 33.8 billion yen (FY2023 : 34.6 billion yen)
- Decrease in depreciation expenses, personal expenses, etc.
- Increase in license fees etc.

■ **Operating Profit: 12,902 mil.** (+6,009 mil.)

■ **Profit attributable to owner of parent:** **9,382 mil.** (− 43,762 mil.)

<FY2023>

- Extraordinary profit 48,537 mil.
A gain on extinguishment of tie-in share of 46,843 mil,
Gain on sale of investment securities of 969 mil.
- Extraordinary loss 938 mil.
Expenses regarding voluntary retirement program of 869 mil.

<FY2024>

- Extraordinary loss 486 mil.
Loss on valuation of investment securities of 304 mil.

BS Summary: KYORIN Pharmaceutical (Non- Consolidated)



(JPY millions)	Mar / 2024		Mar / 2025		
	Actual	% total	Actual	% total	Change
Current Assets	115,089	70.4%	134,004	74.6%	+18,915
Cash, deposits	9,950		11,122		
Accounts receivable-trade, and contract assets	42,451		42,351		
Securities	99	—	1,493	—	—
Inventory	44,369		54,240		
Other	18,217		24,796		
Non-Current Assets	48,363	29.6%	45,645	25.4%	−2,718
Property, plant and equipment	6,741		6,861		
Intangible assets	4,920	—	4,382	—	—
Investments	36,702		34,401		
Total Assets	163,453	100.0%	179,650	100.0%	+16,196
Current Liabilities	43,121	26.4%	33,010	18.4%	−10,110
Accounts payable	14,245		15,542		
Other	28,875	—	17,468	—	—
Non-Current Liabilities	975	0.6%	21,290	11.9%	+20,315
Total Liabilities	44,096	27.0%	54,301	30.2%	+10,205
Owner's Equity	113,550	69.5%	119,910	66.7%	+6,359
Valuation and translation adjustments	5,805	3.6%	5,438	3.0%	−367
Total Equity	119,356	73.0%	125,348	69.8%	+5,991
Total Liabilities and Equity	163,453	100.0%	179,650	100.0%	+16,196

<Breakdown>

(JPY millions) (Compared to the end of FY2023)

■ Current Assets : +18,915

- Cash, deposits (+1,171)
- Accounts receivable-trade, and contract assets (−100)
- Securities (+1,393)
- Inventory (+9,870)
- Other (+6,579)

■ Non-current Assets : −2,718

- Property, plant and equipment (+120)
- Intangible Assets (−538)
- Investments (−2,300)

■ Current Liabilities : −10,110

- Accounts payable - trade (+1,297)
- Other (−11,407)

■ Non-Current Liabilities : +20,315

The company changed accounting policies in FY2024. The results for FY2023 are presented after retroactive adjustment.

Financial Summary: KYORIN Pharmaceutical (Non-Consolidated)



(JPY million)	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025 (Forecast)
Sales	89,674	92,010	97,526	105,157	115,918	111,100
(Exports)	(793)	(834)	(112)	(386)	(8,860)	(200)
Cost of Sales	44,922	48,736	52,479	56,581	59,667	—
(cost of sales ratio)	(50.1%)	(53.0%)	(53.8%)	(53.8%)	(51.5%)	—
SG&A	41,190	40,413	40,415	41,682	43,348	—
(Ratio to sales)	(45.9%)	(43.9%)	(41.4%)	(39.6%)	(37.4%)	—
R&D Expenses	8,719	7,695	9,233	7,088	9,520	9,300
(Ratio to sales)	(9.7%)	(8.4%)	(9.5%)	(6.7%)	(8.2%)	(8.4%)
Operating Income	3,561	2,859	4,631	6,893	12,902	6,300
(Ratio to sales)	(4.0%)	(3.1%)	(4.7%)	(6.6%)	(11.1%)	(5.7%)
Ordinary Income	4,546	3,781	5,727	7,632	13,706	6,800
(Ratio to sales)	(5.1%)	(4.1%)	(5.9%)	(7.3%)	(11.8%)	(6.1%)
Net Income	4,814	2,620	5,722	53,144	9,382	5,100
(Ratio to sales)	(5.4%)	(2.8%)	(5.9%)	(50.5%)	(8.1%)	(4.6%)
EPS (¥)	64.82	35.28	77.06	925.92	163.29	88.76
Capital	4,317	4,317	4,317	700	700	—
Assets	156,628	159,980	164,761	163,453	179,650	—
Shareholder's equity	113,848	113,052	115,953	113,550	119,910	—
Total Equity	120,420	119,232	121,550	119,356	125,348	—
BPS (¥)	1,621.43	1,605.43	1,636.65	2,077.37	2,181.64	—
ROE	4.0%	2.2%	4.8%	57.7%	7.7%	—
Equity Ratio (%)	76.9%	74.5%	73.8%	73.0%	69.8%	—
Employees	1,471	1,441	1,364	1,353	1,330	—
Capital Expenditure	732	627	505	1,108	1,384	600
Depreciation Expense	1,391	1,461	1,608	2,410	1,983	2,000

FY2020-FY2022: The former KYORIN Pharmaceutical Co., Ltd.'s results. FY2023-: KYORIN Pharmaceutical Co., Ltd.'s result and forecast.
The company changed accounting policies in FY2024. The results for FY2023 are presented after retroactive adjustment.