Supplementary material for the financial results for the second quarter (interim period) of the year ending March 31, 2025

November 2024
(Stock code: 4553)

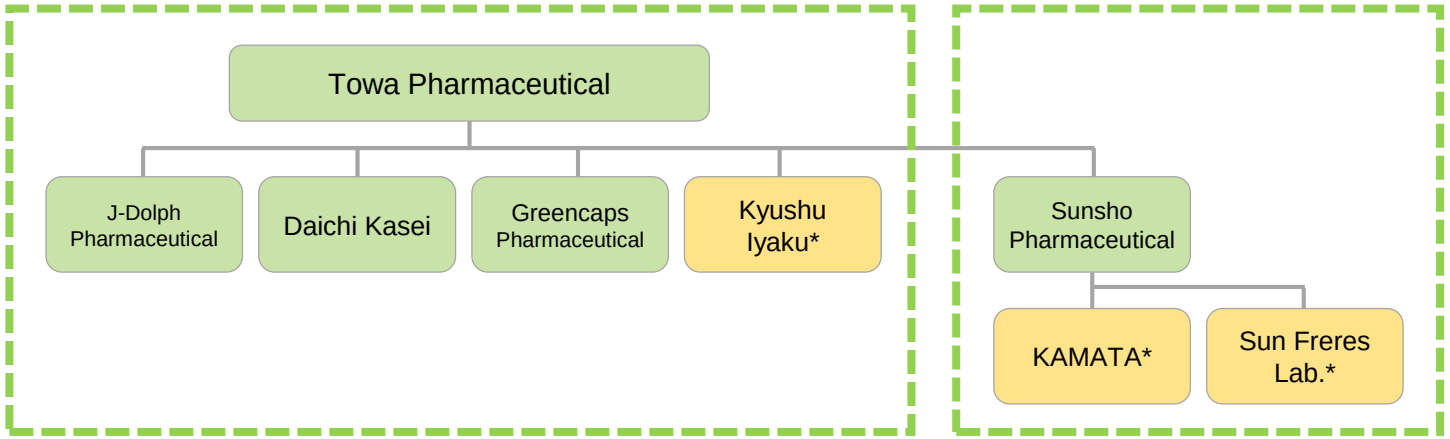
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Notes to and summary of the disclosure of financial results for 2025/03 2Q

Notes

- In this document, for the breakdown of the domestic segment, Towa Pharmaceutical, J-Dolph Pharmaceutical, Daishi Kasei, Greencaps Pharmaceutical, and Kyushu Iyaku are referred to as “Towa Pharmaceutical, etc.” and Sunsho Pharmaceutical, KAMATA, and Sun Freres Lab. are referred to as “Sunsho Pharmaceutical, etc.”



* Consolidated subsidiary from 2024

- In this document, Towa Pharma International Holdings, S.L., our overseas segment, is referred to as “Towa INT.”
- KAMATA, which became a consolidated subsidiary in January 2024, has been included in the consolidated balance sheets since 2024/3 and the consolidated statements of income since 2025/3.
  Kyushu Iyaku became a consolidated subsidiary in April 2024 and has been included in both the consolidated balance sheets and statements of income since 2025/3.
  Sun Freres Lab. was established in April 2024 and has been included in both the consolidated balance sheets and statements of income since 2025/3.
- On November 5, we announced a revision to our second-quarter and full-year earnings forecasts for the fiscal year ending March 31, 2025.

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Notes to and summary of the disclosure of financial results for 2025/03 2Q

Summary

- **Net sales and profit increased** year on year at the overall consolidated level.

	25/3 2Q		24/3 2Q
Item	(JPY billion)	YOY change (%)	(JPY billion)
Net sales	123.4	14.9%	107.3
Operating profit	10.5	50.1%	7.0

- Progress rate for the full-year plan: **Net sales: 47.2%, Operating profit: 53.6%** at the overall consolidated level

	25/3 2Q results	25/3 First-half plan (announced on August 8, 2024)		25/3 Full-year plan (announced on August 8, 2024)	
Item	(JPY billion)	(JPY billion)	Progress rate (%)	(JPY billion)	Progress rate (%)
Net sales	123.4	122.8	100.5%	261.5	47.2%
Operating profit	10.5	6.8	154.6%	19.6	53.6%

- Production volume (Towa Pharma non-consolidated; tablets and capsules only)

  ⟶ **Approx. 6.8 billion tablets, up 1.2%** year on year
  Progress rate for the full-year plan: **45.2%**

- Sales volume (Towa Pharma non-consolidated; tablets and capsules only)

  ⟶ **Approx. 7.2 billion tablets, up 15.1%** year on year
  Progress rate for the full-year plan: **46.9%**

- Increases in raw material costs and utilities expenses (Towa Pharma non-consolidated)
  → Raw materials: **Almost unchanged** year on year
  → Utilities expenses: **Increased by approx. 11.6%** year on year. Utilities expenses accounted for approx. 2.6% of total manufacturing costs.

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Outline of financial results for 2025/03 2Q (Consolidated)

- **Both sales and profit increased due to the strength of Towa Pharmaceutical in the domestic segment and mainly due to a weaker yen in the overseas segment.**

(JPY million, %)

	Consolidated earnings				
	25/3 2Q			24/3 2Q	
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)
Net sales	123,404	100.0	+ 14.9	107,396	100.0
Cost of sales	78,490	63.6	+ 13.5	69,155	64.4
SGA	34,400	27.9	+ 10.1	31,237	29.1
Operating profit	10,513	8.5	+ 50.1	7,003	6.5
Ordinary profit	10,338	8.4	+ 1.0	10,233	9.5
Profit before income taxes	10,300	8.3	- 0.9	10,392	9.7
Profit attributable to owners of parent	6,555	5.3	- 5.7	6,953	6.5

Exchange rate at end of period (TTM) USD 1	25/3 2Q	24/3 4Q	24/3 2Q	23/3 4Q
	JPY 142.73	JPY 151.41	JPY 149.58	JPY 133.53

Exchange rate during period (TTM) EUR 1	25/3 2Q	24/3 2Q
	JPY 165.95	JPY 153.39

Note: For 2025/03 2Q, the USD/JPY exchange rate at the end of the period is the rate as of September 30, 2024, and the EUR/JPY exchange rate during the period is the average rate for the period from April 1, 2024, to September 30, 2024.

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Outline of financial results for 2025/03 2Q (Segment information)

(JPY million)

Item	Reportable segment		Total	Adjustment (Goodwill amortization, etc.)	Consolidated
	Domestic	Overseas			
	Towa Pharmaceutical, etc. Sunsho Pharmaceutical, etc.	Towa INT			
Net sales	97,338	26,180	123,518	- 114	123,404
Cost of sales	60,776	17,821	78,598	- 107	78,490
SGA	23,437	8,749	32,187	2,213	34,400
Segment profit (loss)	13,124	- 391	12,733	- 2,219	10,513

Notes: 1. Since SGA adjustments include goodwill amortization and internal transactions between Towa Pharmaceutical and Towa INT, they do not equal the sum of the following goodwill amortization.
2. Goodwill amortization: Towa INT JPY 512 million; Sunsho Pharmaceutical/KAMATA JPY 1,705 million

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Outline of financial results for 2025/03 2Q (Domestic segment)

- **Both sales and profit increased due to growth in sales volume as demand for products at Towa Pharmaceutical continued to be high.**

(JPY million, %)

	Domestic segment				
	25/3 2Q			24/3 2Q	
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)
Net sales	97,338	100.0	+ 15.6	84,173	100.0
Cost of sales	60,776	62.4	+ 14.4	53,147	63.1
SGA	23,437	24.1	+ 5.8	22,145	26.3
Segment profit	13,124	13.5	+ 47.8	8,880	10.5

Note: Goodwill amortization is not included.

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Outline of financial results for 2025/03 2Q (Domestic segment, breakdown)

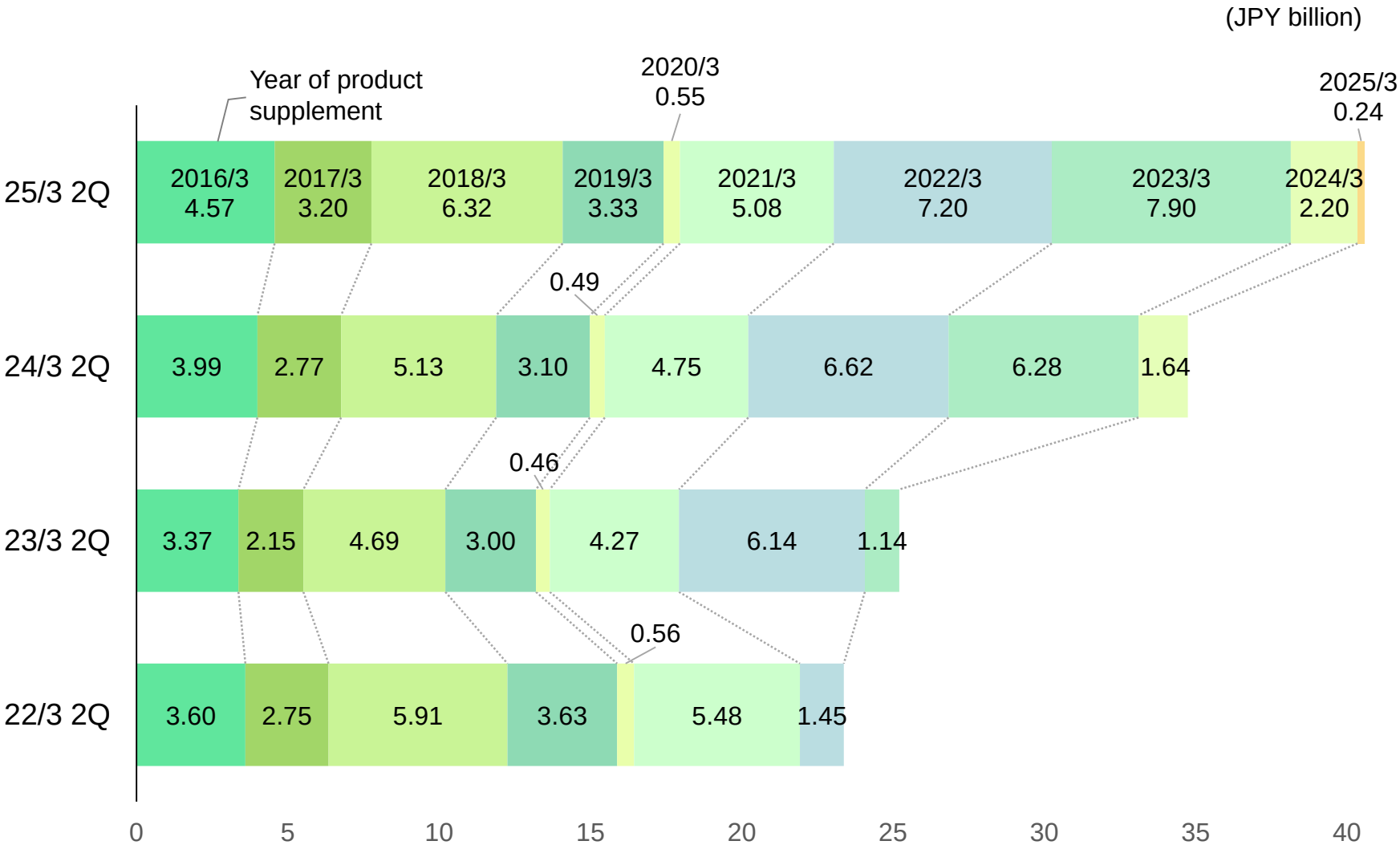
(JPY million, %)

	Towa Pharmaceutical, etc.					Sunsho Pharmaceutical, etc.				
	25/3 2Q			24/3 2Q		25/3 2Q			24/3 2Q	
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)
Net sales	83,633	100.0	+ 16.9	71,539	100.0	13,704	100.0	+ 8.5	12,633	100.0
Cost of sales	50,078	59.9	+ 15.9	43,202	60.4	10,697	78.1	+ 7.6	9,944	78.7
SGA	21,343	25.5	+ 5.5	20,236	28.3	2,093	15.3	+ 9.7	1,909	15.1
Segment profit	12,211	14.6	+ 50.8	8,100	11.3	913	6.7	+ 17.1	779	6.2

Note: Goodwill amortization is not included.

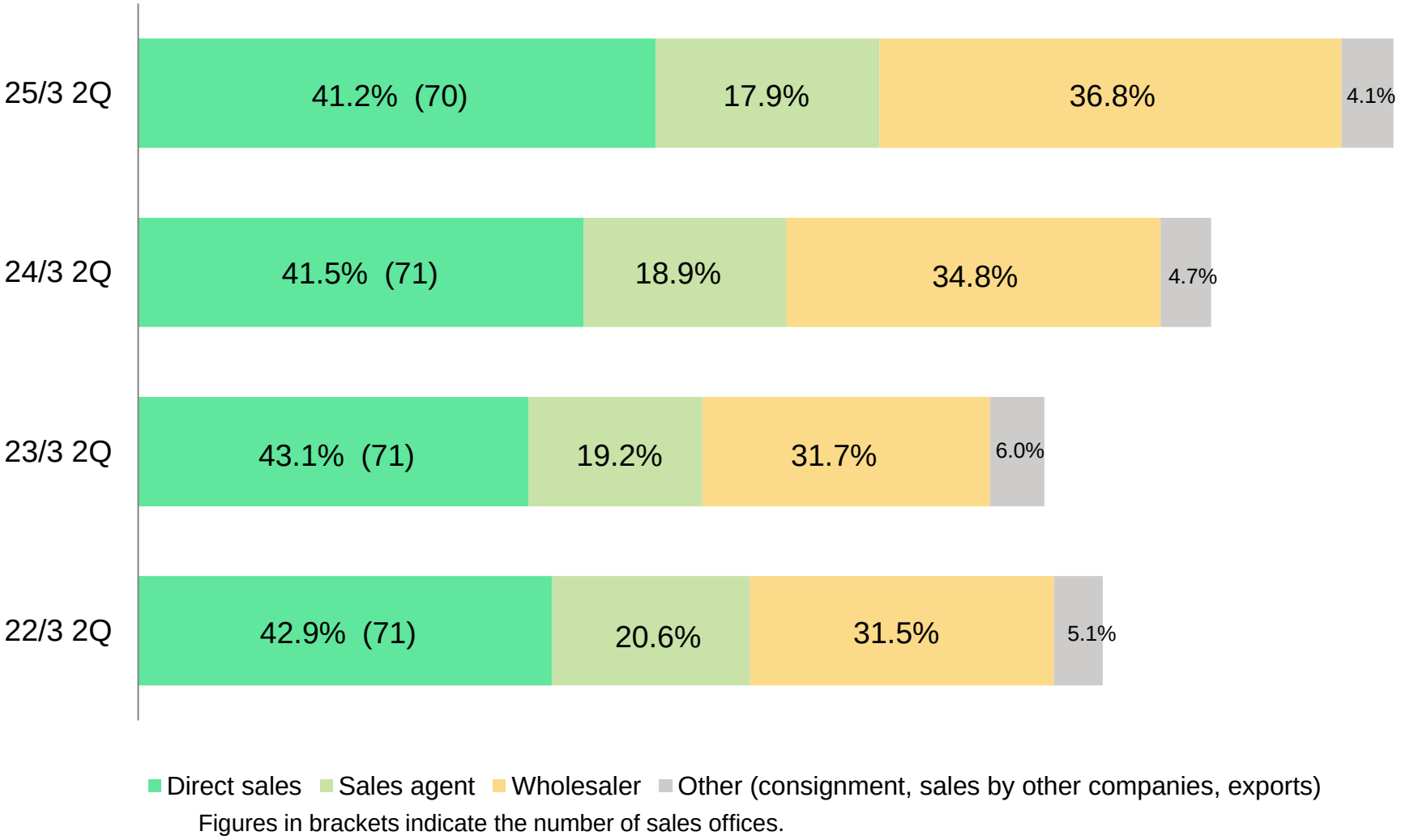
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Net sales by supplement year (Non-consolidated)



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Net sales by distribution channel (Non-consolidated)



Figures in brackets indicate the number of sales offices.

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Number of customers by customer segment (Non-consolidated)

(Customer, %)

Customer segment	Number of medical institutions	25/3 2Q					24/3 2Q	
		Number of customers	Coverage (%)	Transaction amount % mix (%)	Change in number of customers	Change in transaction amount (%)	Number of customers	Transaction amount % mix (%)
Hospitals	Approx. 8,100	7,642	94.3	10.6	+ 49	+ 17.5	7,593	10.6
DPC	Approx. 1,800	1,769	99.2	6.5	+ 27	+ 20.2	1,742	6.3
Clinics	Approx. 89,600	31,386	35.1	10.8	+ 492	+ 5.9	30,894	11.9
Pharmacies	Approx. 62,300	60,506	97.0	78.4	+ 839	+ 18.6	59,667	77.3
Total	Approx. 160,000	99,534	62.2	100.0	+ 1,380	+ 16.9	98,154	100.0

Notes:
1. The number of medical institutions is calculated with reference to Nihon Ultmarc Inc's national medical institution data.
2. Starting from 2025/3, the calculation standard for the number of clinics under the number of medical institutions has been changed.

(Excludes transactions by other companies)

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Selling, general and administrative expenses (Domestic segment)

(JPY million, %)

	Domestic segment				
	25/3 2Q			24/3 2Q	
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)
Personnel	9,058	9.3	+ 2.5	8,835	10.5
Advertising	342	0.4	+ 6.8	320	0.4
Packing & freight	1,465	1.5	+ 5.5	1,389	1.7
Commissions paid	2,911	3.0	+ 23.1	2,366	2.8
R&D expenses	5,731	5.9	+ 2.5	5,594	6.6
Depreciation	703	0.7	+ 2.6	685	0.8
Other	3,223	3.3	+ 9.1	2,953	3.5
SGA	23,437	24.1	+ 5.8	22,145	26.3

Notes: 1. Goodwill amortization is not included.
2. Expenses arising in the R&D Division have been reclassified as R&D expenses.

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Outline of financial results for 2025/03 2Q (Overseas segment)

- **Net sales:** **Increased due to the weaker yen and good performance in Europe for both BtoB and BtoC**
- **Segment loss:** **Loss increased due to an increase in R&D expenses and other expenses resulting from new product development and response to nitrosamine impurities, despite an increase in sales.**

(JPY million, %)

	Overseas segment (Towa INT)				
	25/3 2Q			24/3 2Q	
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)
Net sales	26,180	100.0	+ 12.4	23,297	100.0
Cost of sales	17,821	68.1	+ 11.1	16,037	68.8
SGA	8,749	33.4	+ 24.9	7,006	30.1
Segment profit (loss)	- 391	- 1.5	–	253	1.1

Exchange rate during period (TTM) EUR 1	25/3 2Q	24/3 2Q
	JPY 165.95	JPY 153.39

Note: Goodwill amortization is not included.

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Outline of financial results for 2025/03 2Q (Overseas segment, by region)

(JPY million, %)

	Towa INT **Europe**					Towa INT **U.S.**				
	25/3 2Q			24/3 2Q		25/3 2Q			24/3 2Q	
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)
Net sales	15,748	100.0	+ 19.6	13,171	100.0	10,432	100.0	+ 3.0	10,126	100.0
Cost of sales	10,577	67.2	+ 19.1	8,877	67.4	7,244	69.4	+ 1.2	7,160	70.7
SGA	6,172	39.2	+ 27.6	4,839	36.7	2,577	24.7	+ 18.9	2,167	21.4
Segment profit (loss)	- 1,001	- 6.4	–	-545	- 4.1	610	5.9	- 23.6	798	7.9

Exchange rate during period (TTM) EUR 1	25/3 2Q	24/3 2Q
	JPY 165.95	JPY 153.39

Exchange rate during period (TTM) USD 1	25/3 2Q	24/3 2Q
	JPY 152.63	JPY 141.00

Note: Goodwill amortization is not included.

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Outline of financial results for 2025/03 2Q – Progress rate (Consolidated)

- **Net sales:** **In line with the first half plan both in Japan and overseas**
- **Operating profit:** **Exceeded the first half plan due to lower-than-expected Towa Pharmaceutical's expenditure of SG&A expenses, such as R&D expenses.**

(JPY million, %)

	Consolidated earnings							
	25/3 2Q results		25/3 First-half plan (announced on August 8, 2024)			2025/3 Full-year plan (announced on August 8, 2024)		
Item	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)
Net sales	123,404	100.0	122,800	100.0	100.5	261,500	100.0	47.2
Cost of sales	78,490	63.6	78,600	64.0	99.9	166,400	63.6	47.2
SGA	34,400	27.9	37,400	30.5	92.0	75,500	28.9	45.6
Operating profit	10,513	8.5	6,800	5.5	154.6	19,600	7.5	53.6
Ordinary profit	10,338	8.4	6,800	5.5	152.0	19,200	7.3	53.8
Profit before income taxes	10,300	8.3	6,800	5.5	151.5	19,200	7.3	53.6
Profit attributable to owners of parent	6,555	5.3	4,100	3.3	159.9	12,600	4.8	52.0

Exchange rate (TTM) EUR 1	Rate during 25/3 2Q	Assumed rate for 25/3
	JPY 165.95	JPY 152.00

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Outline of financial results for 2025/03 2Q – Progress rate
(Domestic segment)

- **Net sales:** **Largely in line with the first half plan**
- **Segment profit:** **Exceeded the first half plan due to lower-than-expected Towa Pharmaceutical's expenditure of SG&A expenses, such as R&D expenses.**

(JPY million, %)

	Domestic segment							
	25/3 2Q results		25/3 First-half plan (announced on August 8, 2024)			2025/3 Full-year plan (announced on August 8, 2024)		
Item	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)
Net sales	97,338	100.0	97,900	100.0	99.4	209,700	100.0	46.4
Cost of sales	60,776	62.4	61,300	62.6	99.1	131,200	62.6	46.3
SGA	23,437	24.1	27,200	27.8	86.2	54,600	26.0	42.9
Segment profit	13,124	13.5	9,400	9.6	139.6	23,900	11.4	54.9

Note: Goodwill amortization is not included.

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Outline of financial results for 2025/03 2Q – Progress rate
(Domestic segment, breakdown)

(JPY million, %)

	Towa Pharmaceutical, etc.					Sunsho Pharmaceutical, etc.				
	25/3 2Q results		2025/3 Full-year plan (announced on August 8, 2024)			25/3 2Q results		25/3 Full-year plan (announced on May 14, 2024)		
Item	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)
Net sales	83,633	100.0	181,200	100.0	46.2	13,704	100.0	28,500	100.0	48.1
Cost of sales	50,078	59.9	108,500	59.9	46.2	10,697	78.1	22,700	79.6	47.1
SGA	21,343	25.5	50,500	27.9	42.3	2,093	15.3	4,100	14.4	51.1
Segment profit	12,211	14.6	22,200	12.3	55.0	913	6.7	1,700	6.0	53.7

Note: Goodwill amortization is not included.

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Outline of financial results for 2025/03 2Q – Progress rate
(Overseas segment)

- **Net sales: Achieved the first half plan due to the weaker-than-expected yen.**
- **Segment loss: In line with the first half plan**

(JPY million, %)

	Overseas segment							
	25/3 2Q results		25/3 First-half plan (announced on May 14, 2024)			25/3 Full-year plan (announced on May 14, 2024)		
Item	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)
Net sales	26,180	100.0	25,100	100.0	104.3	52,300	100.0	50.1
Cost of sales	17,821	68.1	17,400	69.3	102.4	35,400	67.7	50.3
SGA	8,749	33.4	8,100	32.3	108.0	16,900	32.3	51.8
Segment profit (loss)	- 391	- 1.5	- 400	- 1.6	–	0	0.0	–

Exchange rate (TTM) EUR 1	Rate during 25/3 2Q	Assumed rate for 25/3
	JPY 165.95	JPY 152.00

Note: Goodwill amortization is not included.

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Outline of financial results for 2025/03 2Q – Progress rate
(Overseas segment, by region)

(JPY million, %)

	Towa INT **Europe**					Towa INT **U.S.**				
	25/3 2Q results		25/3 Full-year plan (announced on May 14, 2024)			25/3 2Q results		25/3 Full-year plan (announced on May 14, 2024)		
Item	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)
Net sales	15,748	100.0	33,400	100.0	47.2	10,432	100.0	18,900	100.0	55.2
Cost of sales	10,577	67.2	22,100	66.2	47.9	7,244	69.4	13,300	70.4	54.5
SGA	6,172	39.2	12,000	35.9	51.4	2,577	24.7	4,900	25.9	52.6
Segment profit (loss)	- 1,001	- 6.4	- 700	- 2.1	–	610	5.9	700	3.7	87.2

Exchange rate (TTM) EUR 1	Rate during 25/3 2Q	Assumed rate for 25/3
	JPY 165.95	JPY 152.00

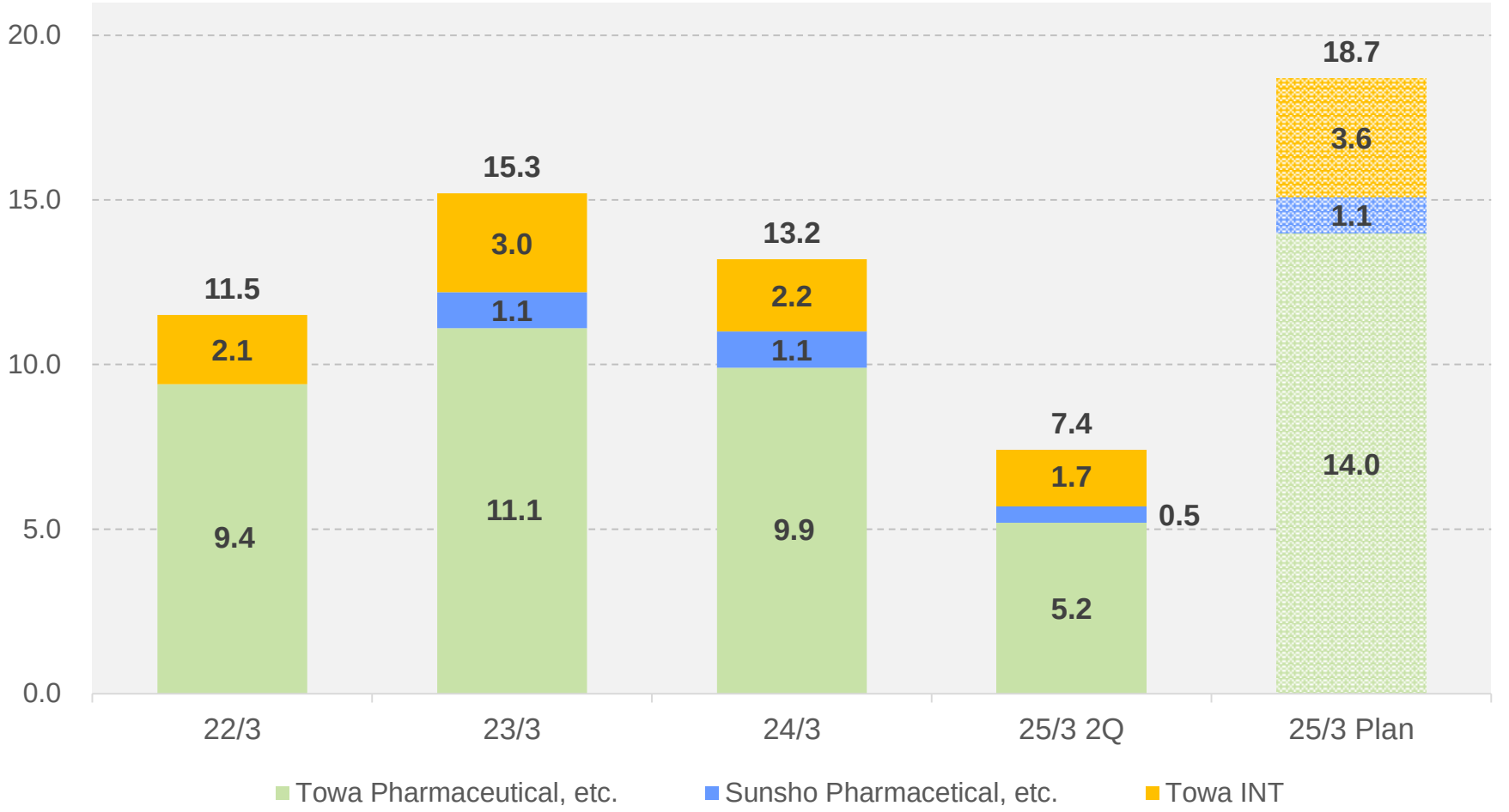
Exchange rate (TTM) USD 1	Rate during 25/3 2Q	Assumed rate for 25/3
	JPY 152.63	JPY 138.00

Note: Goodwill amortization is not included.

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Trend in R&D expenses (Consolidated)

(JPY billion)



Notes: 1. 2022/03 does not include the results of Sunsho Pharmaceutical.
2. 2022/3 – 2024/3 does not include the results of KAMATA.
3. The consolidated fiscal year ended March 31, 2023, of Towa INT and Sunsho Pharmaceutical is the 15-month period from January 1, 2022, to March 31, 2023.

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4. Revisions to full-year earnings plan for 2025/03

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Balance sheets (Consolidated)

(JPY million)

Item	24/9	24/3	Change
Cash and deposits	41,268	29,650	+ 11,617
Notes and accounts receivable - trade	53,052	62,916	- 9,864
Electronically recorded monetary claims - operating	9,589	8,854	+ 734
Merchandise and finished goods	47,225	48,986	- 1,761
Other inventories	58,305	52,086	+ 6,218
Other current assets	17,808	15,222	+ 2,586
Total current assets	227,249	217,718	+ 9,531
Buildings and structures, net	74,387	57,219	+ 17,168
Machinery, equipment and vehicles, net	17,965	18,017	- 51
Lease assets	6,467	848	+ 5,618
Construction in progress	39,337	55,917	- 16,579
Goodwill	30,235	32,568	- 2,332
Other non-current assets	47,195	48,363	- 1,168
Total non-current assets	215,589	212,934	+ 2,654
Total assets	442,839	430,653	+ 12,186

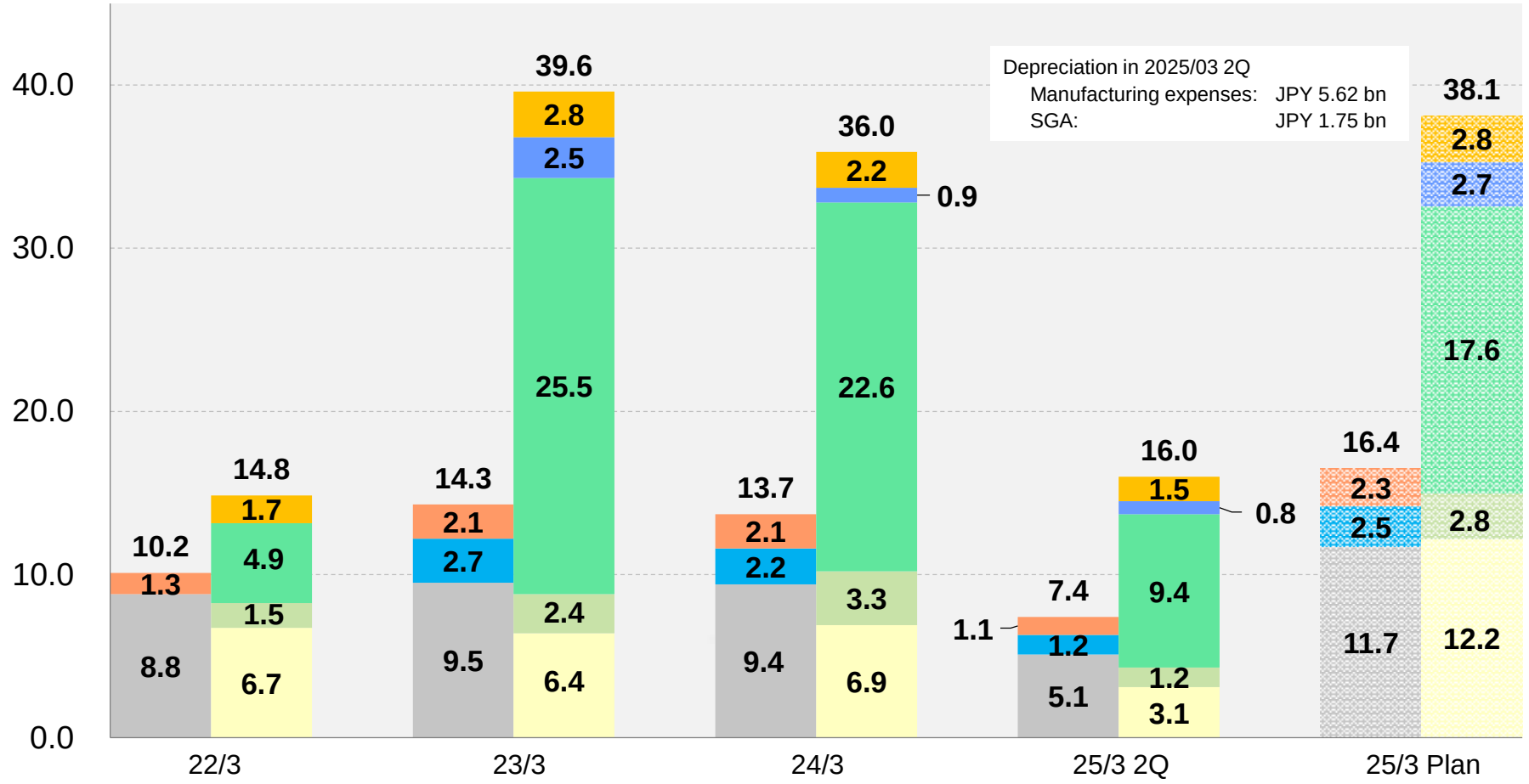
Item	24/9	24/3	Change
Notes and accounts payable – trade	15,007	15,652	- 644
Electronically recorded obligations – operating	11,103	10,720	+ 382
Short-term borrowings	4,515	3,112	+ 1,403
Current portion of long-term borrowings	10,846	10,120	+ 725
Lease obligations	776	238	+ 537
Notes and accounts payable – equipment	11,111	9,768	+ 1,343
Other current liabilities	21,349	30,505	- 9,156
Total current liabilities	74,710	80,118	- 5,407
Long-term borrowings	198,040	189,124	+ 8,916
Lease obligations	6,419	714	+5,705
Other non-current liabilities	4,556	4,802	- 245
Total non-current liabilities	209,017	194,641	+ 14,376
Total liabilities	283,728	274,759	+ 8,968
Foreign currency translation adjustment	12,416	14,300	- 1,883
Other net assets	146,694	141,593	+ 5,101
Total net assets	159,110	155,893	+ 3,217
Total liabilities and net assets	442,839	430,653	+ 12,186

Exchange rate at end of period (TTM) EUR 1	24/9	24/3
	JPY 159.43	JPY 163.24

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Capital expenditure and depreciation (Consolidated)

(JPY billion)



Notes:
1. Capital expenditure includes the purchase of property, plant and equipment, as well as intangible assets.
2. Depreciation includes the R&D expenses portion.
3. Depreciation does not include goodwill amortization for Towa INT, Sunsho Pharmaceutical and KAMATA.
4. 2022/03 does not include the results of Sunsho Pharmaceutical.
5. 2022/3 – 2024/3 does not include the results of KAMATA.
6. The consolidated fiscal year ended March 31, 2023, of Towa INT and Sunsho Pharmaceutical is the 15-month period from January 1, 2022, to March 31, 2023.

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Revisions to full-year earnings plan for 2025/03 (Consolidated)

- **The revision reflects only the first half results. There is no change in the second half plan from the initial plan.**
- **Net sales: Net sales of the overseas segment increased due to the weaker-than-expected yen.**
- **Operating profit: Increased due to lower-than-expected R&D expenses.**

(JPY million, %)

	Consolidated earnings							
	25/3 Revised Full-year Plan (announced on November 5, 2024)				2025/3 Full-year plan (announced on August 8, 2024)			Revision
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	vs. 8/8 plan(%)	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)
Net sales	262,100	100.0	+ 15.0	+ 0.2	261,500	100.0	+ 14.7	+ 600
Cost of sales	166,300	63.4	+ 13.5	- 0.1	166,400	63.6	+ 13.5	- 100
SGA	72,500	27.7	+ 13.8	- 4.0	75,500	28.9	+ 18.5	- 3,000
Operating profit	23,300	8.9	+ 32.0	+ 18.9	19,600	7.5	+ 11.1	+ 3,700
Ordinary profit	22,700	8.7	- 7.3	+ 18.2	19,200	7.3	- 21.6	+ 3,500
Profit before income taxes	22,700	8.7	- 7.2	+ 18.2	19,200	7.3	- 21.5	+ 3,500
Profit attributable to owners of parent	15,000	5.7	- 7.3	+ 19.0	12,600	4.8	- 22.1	+ 2,400

Exchange rate (TTM) EUR 1	Assumed rate for 25/3 2H (no change from the plan announced on May 14)	Rate during 25/3 1H	Assumed rate for 25/3 (announced May 14, 2024)
	JPY 152.00	JPY 165.95	JPY 152.00

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Revisions to full-year earnings plan for 2025/03 (Domestic segment)

(JPY million, %)

	Domestic segment							
	25/3 Revised Full-year Plan (announced on November 5, 2024)				2025/3 Full-year plan (announced on August 8, 2024)			Revision
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	vs. 8/8 plan(%)	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)
Net sales	209,100	100.0	+ 17.0	- 0.3	209,700	100.0	+ 17.3	- 600
Cost of sales	130,700	62.5	+ 16.3	- 0.4	131,200	62.6	+ 16.7	- 500
SGA	50,800	24.3	+ 14.3	- 7.0	54,600	26.0	+ 22.9	- 3,800
Segment profit	27,600	13.2	+ 26.1	+ 15.5	23,900	11.4	+ 9.2	+ 3,700

Notes: 1. Goodwill amortization is not included.

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Revisions to full-year earnings plan for 2025/03 (Domestic segment, breakdown)

(JPY million, %)

	Towa Pharmaceutical, etc.							
	25/3 Revised Full-year Plan (announced on November 5, 2024)				2025/3 Full-year plan (announced on August 8, 2024)			Revision
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	vs. 8/8 plan(%)	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)
Net sales	180,500	100.0	+ 17.4	- 0.4	181,200	100.0	+ 17.9	- 700
Cost of sales	108,200	59.9	+ 16.6	- 0.3	108,500	59.9	+ 16.9	- 300
SGA	46,700	25.9	+ 15.3	- 7.5	50,500	27.9	+ 24.7	- 3,800
Segment profit	25,600	14.2	+ 25.5	+ 15.3	22,200	12.3	+ 8.8	+ 3,400

Notes: 1. Goodwill amortization is not included.

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Revisions to full-year earnings plan for 2025/03 (Domestic segment, breakdown)

(JPY million, %)

	Sunsho Pharmaceutical, etc.							
	25/3 Revised Full-year Plan (announced on November 5, 2024)				2025/3 Full-year plan (announced on May 14, 2024)			Revision
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	vs. 5/14 plan(%)	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)
Net sales	28,600	100.0	+ 14.4	+ 0.4	28,500	100.0	+ 14.0	+ 100
Cost of sales	22,500	78.7	+ 14.9	- 0.9	22,700	79.6	+ 16.0	- 200
SGA	4,100	14.3	+ 4.3	± 0.0	4,100	14.4	+ 4.3	–
Segment profit	2,000	7.0	+ 34.3	+ 17.6	1,700	6.0	+ 14.2	+ 300

Notes: 1. Goodwill amortization is not included.

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Revisions to full-year earnings plan for 2025/03 (Overseas segment)

(JPY million, %)

	Overseas segment							
	25/3 Revised Full-year Plan (announced on November 5, 2024)				2025/3 Full-year plan (announced on May 14, 2024)			Revision
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	vs. 5/14 plan(%)	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)
Net sales	53,400	100.0	+ 8.3	+ 2.1	52,300	100.0	+ 6.0	+ 1,100
Cost of sales	35,800	67.0	+ 4.7	+ 1.1	35,400	67.7	+ 3.5	+ 400
SGA	17,600	33.0	+ 16.5	+ 4.1	16,900	32.3	+ 11.9	+ 700
Segment profit	0	0.0	- 100.0	± 0.0	0	0.0	- 100.0	–

Notes: 1. Goodwill amortization is not included.
2. The revised plan is calculated by aggregating the first half results in yen and the initial second half plan in yen.

Exchange rate (TTM) EUR 1	Assumed rate for 25/3 2H (no change from the plan announced on May 14)	Rate during 25/3 1H	Assumed rate for 25/3 (announced May 14, 2024)
	JPY 152.00	JPY 165.95	JPY 152.00

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Revisions to full-year earnings plan for 2025/03 (Overseas segment, by region)

(JPY million, %)

	Towa INT Europe							
	25/3 Revised Full-year Plan (announced on November 5, 2024)				2025/3 Full-year plan (announced on May 14, 2024)			Revision
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	vs. 5/14 plan(%)	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)
Net sales	33,200	100.0	+ 15.5	- 0.6	33,400	100.0	+ 16.2	- 200
Cost of sales	21,700	65.4	+ 10.7	- 1.8	22,100	66.2	+ 12.7	- 400
SGA	12,600	38.0	+ 22.5	+ 5.0	12,000	35.9	+ 16.7	+ 600
Segment loss	- 1,100	-3.3	–	–	- 700	-2.1	–	- 400

Notes: 1. Goodwill amortization is not included.
2. The revised plan is calculated by aggregating the first half results in yen and the initial second half plan in yen.

Exchange rate (TTM) EUR 1	Assumed rate for 25/3 2H (no change from the plan announced on May 14)	Rate during 25/3 1H	Assumed rate for 25/3 (announced May 14, 2024)
	JPY 152.00	JPY 165.95	JPY 152.00

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Revisions to full-year earnings plan for 2025/03 (Overseas segment, by region)

(JPY million, %)

	Towa INT U.S.							
	25/3 Revised Full-year Plan (announced on November 5, 2024)				2025/3 Full-year plan (announced on May 14, 2024)			Revision
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	vs. 5/14 plan(%)	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)
Net sales	20,200	100.0	- 1.9	+ 6.9	18,900	100.0	- 8.2	+ 1,300
Cost of sales	14,100	69.8	- 3.4	+ 6.0	13,300	70.4	- 8.9	+ 800
SGA	5,000	24.8	+ 3.7	+ 2.0	4,900	25.9	+ 1.7	+ 100
Segment profit	1,100	5.4	- 5.7	+ 57.1	700	3.7	- 40.0	+ 400

Notes: 1. Goodwill amortization is not included.
2. The revised plan is calculated by aggregating the first half results in yen and the initial second half plan in yen.

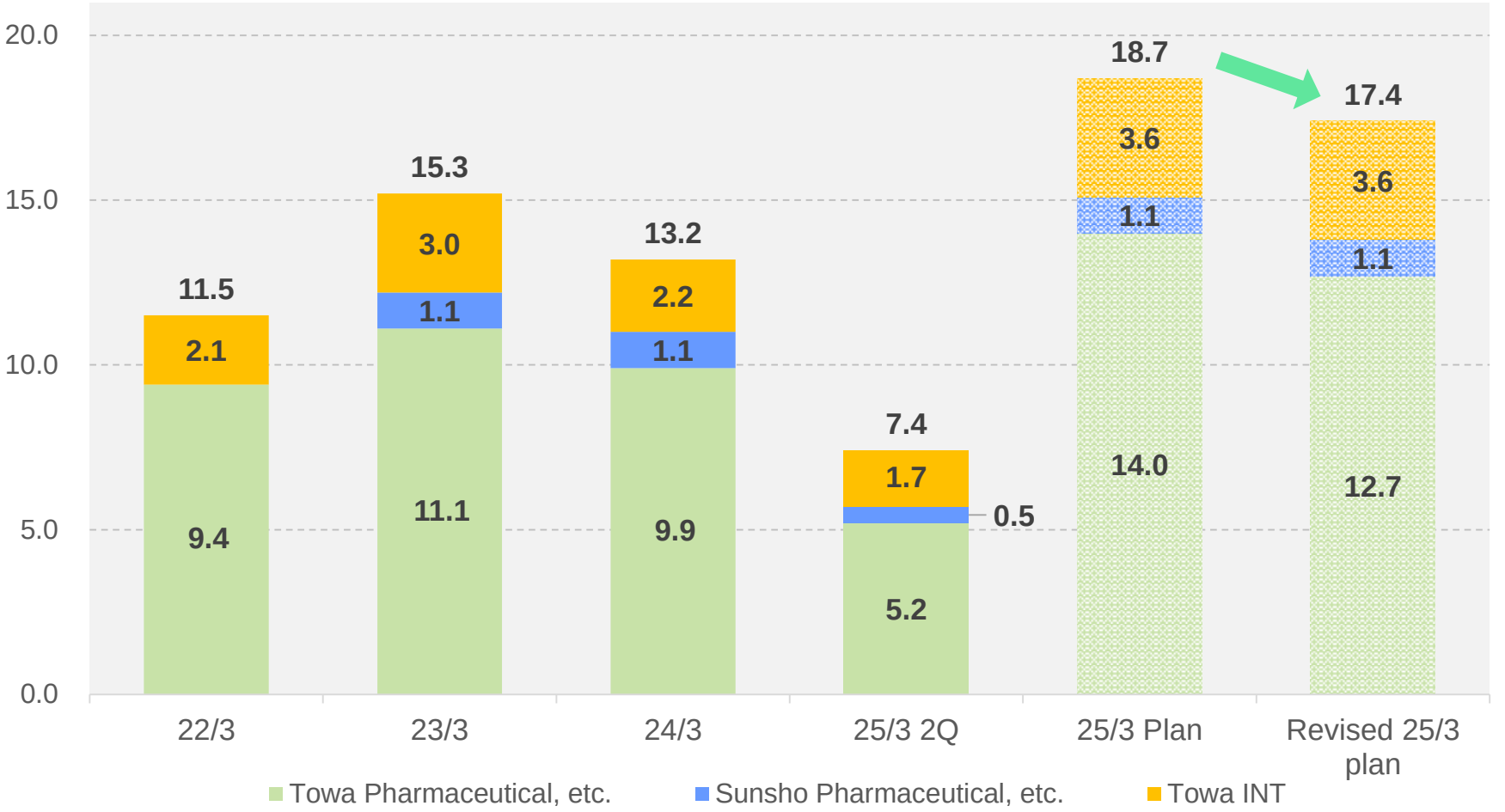
Exchange rate (TTM) EUR 1	25/3 2H exchange rate assumption (no change from the plan announced on May 14)	Rate during 25/3 1H	25/3 rate assumption (announced on May 14, 2024)
	JPY 152.00	JPY 165.95	JPY 152.00

Exchange rate (TTM) USD 1	25/3 2H exchange rate assumption (no change from the plan announced on May 14)	Rate during 25/3 1H	25/3 rate assumption (announced on May 14, 2024)
	JPY 138.00	JPY 152.63	JPY 138.00

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Trend in R&D expenses (Consolidated)

(JPY billion)



Notes: 1. 2022/03 does not include the results of Sunsho Pharmaceutical.
5. 2022/3 – 2024/3 does not include the results of KAMATA.
3. The consolidated fiscal year ended March 31, 2023, of Towa INT and Sunsho Pharmaceutical is the 15-month period from January 1, 2022, to March 31, 2023.

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New products to be listed on NHI drug reimbursement price list in December 2024 (Non-consolidated)

Product name	Original/representative drug name
RIVAROXABAN OD TABLETS 10mg “TOWA” / OD TABLETS 15mg “TOWA”	Xarelto OD tablets 15mg
VILDAGLIPTIN TABLETS 50mg “TOWA”	Equa Tablets 50mg
LENALIDOMIDE CAPSULES 2.5mg “TOWA” / CAPSULES 5mg “TOWA”	Revlimid Capsules 2.5mg
SUGAMMADEX INTRAVENOUS SOLUTION 200mg “TOWA” / INTRAVENOUS SOLUTION 500mg “TOWA”	BRIDION Intravenous 200mg / 500mg
SUMATRIPTAN TABLETS 50mg “TW”	IMIGRAN Tablets 50
LOXOPROFEN SODIUM TAPE 50mg “TW” / TAPE 100mg “TW”	LOXONIN TAPE 100mg

10 products for 6 ingredients are scheduled to be launched.

Sales of approx. JPY 1.7 billion are planned for 7 products for 4 ingredients, excluding SUMATRIPTAN TABLETS and LOXOPROFEN SODIUM TAPE in total for the first fiscal year.

SUMATRIPTAN TABRETS 50mg “TW” and LOXOPROFEN SODIUM TAPE 50mg “TW” / TAPE 100mg “TW” are not included in the sales plan for new products above, as they are simply a change in the product name (trade name) from the same dosage forms with the same ingredients that are already on the market.

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Forward-looking statements are based on targets and projections and do not offer commitments or guarantees.

Please be aware that results may differ from the forecasts.

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