Fiscal 2024 Financial Results

May 12, 2025

Shionogi & Co., Ltd.

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Agenda

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02 **Main Activities of STS2030 Revision Phase 2** **（P.14-32）**

- ◆ Changes to STS2030 Revision Phase 2 KPIs
- ◆ Business investments aimed at new growth
- ◆ Growth of Existing Business
- ◆ Progress in pipeline

03 **FY2025 Financial Forecasts and Shareholder Return** **（P.33-39）**

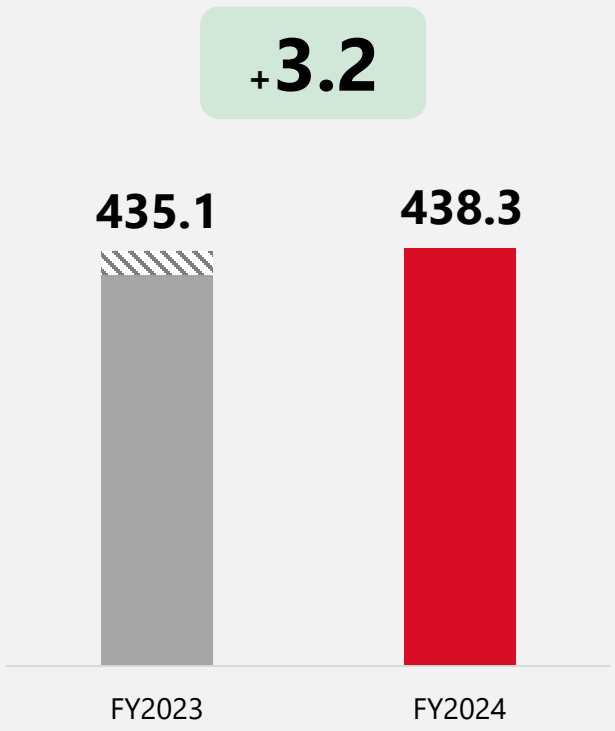
Overview of FY2024 Financial Results

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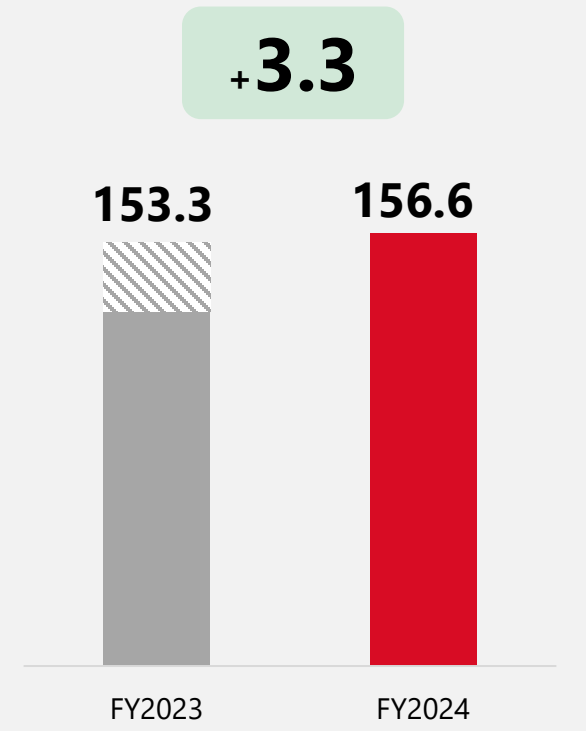
Highlight

Revenue and operating profit have reached a record high for the third consecutive term

Topline (B yen)



Operating profit (B yen)



Summary of FY2024 Financial Results

// Compared to the previous year

- Absorbed the impact of last year's one-time payment*1 (25 billion yen) and achieved increased revenue and profits
- The HIV and overseas businesses are growing strongly

// Compared to the forecast

- Revenue and various profit items did not reach the forecast
- The wave of winter COVID-19 is significantly lower than our company's expectations

*1 one-time payment from transfer of ADHD drugs in FY2023 (25B yen)

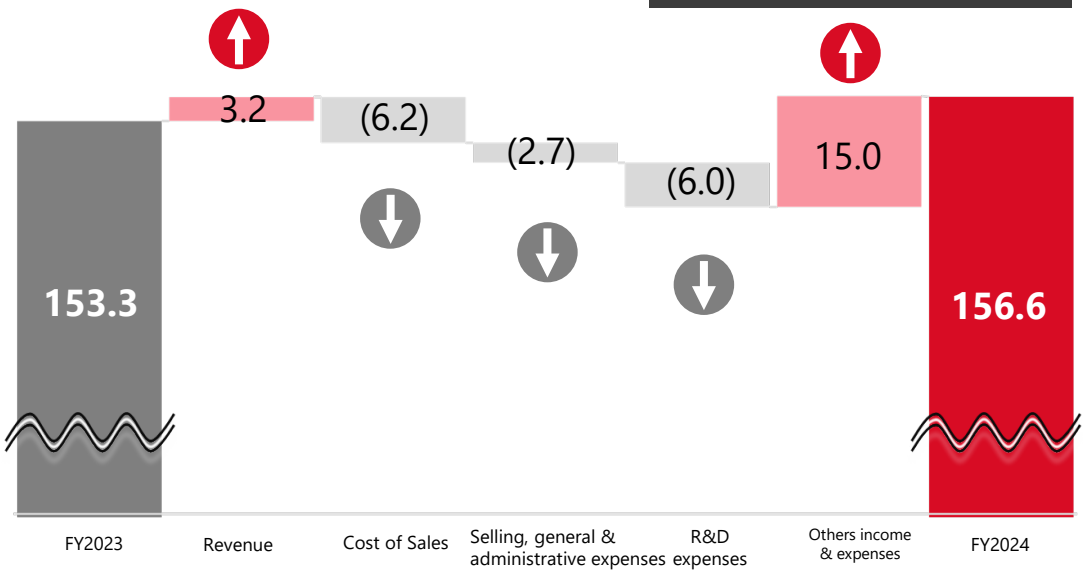
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Statement of Profit or Loss

(Unit: B yen)

	FY2024			FY2023	Y on Y	
	Forecast Full year	Results	Achievement(%)	Results	Change (%)	Change
Revenue	460.0	**438.3**	**95.3**	435.1	**0.7**	**3.2**
Cost of Sales	14.6 67.0	14.6 **63.8**	**95.3**	13.2 57.6	**10.8**	**6.2**
Gross profit	393.0	**374.4**	**95.3**	377.5	**(0.8)**	**(3.0)**
SG&A*1, R&D expenses total	48.9 225.0	49.0 **214.7**	**95.4**	47.4 206.0	**4.2**	**8.6**
Selling, general & administrative expenses	23.7 109.0	24.2 **106.1**	**97.3**	23.8 103.4	**2.6**	**2.7**
R&D expenses	25.2 116.0	24.8 **108.6**	**93.6**	23.6 102.6	**5.8**	**6.0**
Other income & expenses	(3.0)	**(3.2)**	**105.8**	(18.1)	**-**	**15.0**
Operating profit	35.9 165.0	35.7 **156.6**	**94.9**	35.2 153.3	**2.1**	**3.3**
Finance income & costs	41.0	**44.1**	**107.7**	45.0	**(1.8)**	**(0.8)**
Profit before tax	44.8 206.0	45.8 **200.8**	**97.5**	45.6 198.3	**1.2**	**2.5**
Profit attributable to owners of parent	171.0	**170.4**	**99.7**	162.0	**5.2**	**8.4**

Variation Factors (Y on Y)



Revenue

- The HIV business and overseas business continue to grow strongly
- Prescription drugs

Cost of Sales

Explain the details on the next page
(Cost of Sales, Selling, general & administrative expenses, R&D expenses total

Other income & expenses

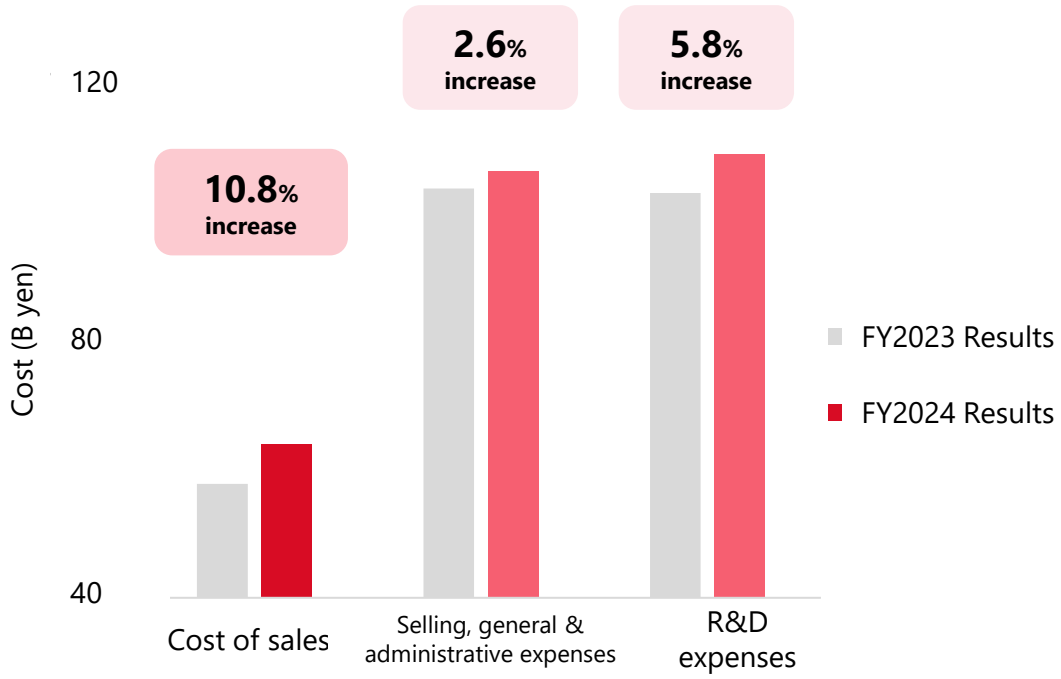
- Costs related to implementation of early retirement program*2
- Impairment loss related to development projects*2

*1 Selling, general & administractive: SG&A *2 Factors that occurred last fiscal year

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Details of Cost Increases (Y on Y)

Major cost increases (Y on Y)



Cost of sales: +6.2 B yen
SG&A expenses: +2.7 B yen
R&D expenses: +6.0 B yen

Toal increase
14.9 B yen

Cost of sales

- From FY2022 onwards, we have increased production and made investments in facilities in response to the expanding demand for antibiotics and other products
  ⇒The cost in relative terms has increased significantly for the FY2024
- Changes in product composition in relation to sales
- Increase in raw material and manufacturing expenses during the period

SG&A and R&D expense

- COVID-19 awareness activities and sales expenses for Xocova
- Acceleration of the development of acute respiratory infection drugs (COVID-19, RSV)
- Expansion of the U.S. research center and promotion of Qpex development products
- Preferential investment in late-stage development products

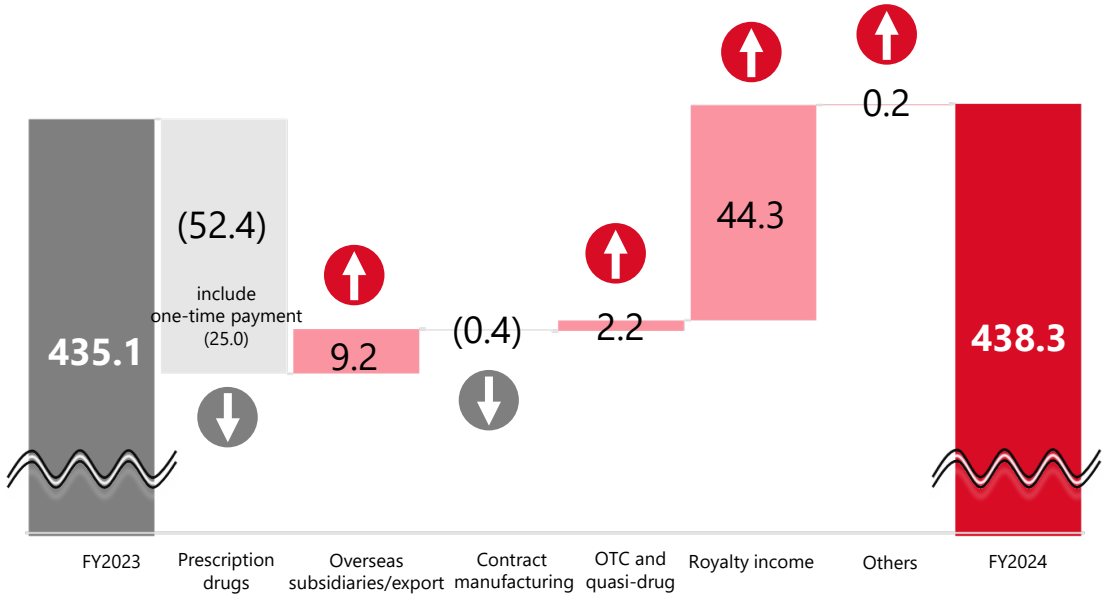
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Revenue by Segment

(Unit: B yen)

	FY2024			FY2023	Y on Y	
	Forecast Full year	Results	Achievement(%)	Results	Change(%)	Change
Prescription drugs	124.7	**98.8**	**79.2**	151.1	**(34.6)**	**(52.4)**
Excluding temporary income	-	**98.8**	**-**	126.1	**(21.7)**	**(27.3)**
Overseas subsidiaries/export	57.6	**59.1**	**102.6**	49.9	**18.4**	**9.2**
Shionogi Inc. (US)	22.6	**23.4**	**103.4**	17.9	**30.6**	**5.5**
Fetroja	-	**20.0**	**-**	14.5	**37.7**	**5.5**
Shionogi B.V. (EU)	16.7	**16.8**	**100.7**	13.6	**24.0**	**3.3**
Fetcroja	-	**12.9**	**-**	10.7	**20.4**	**2.2**
Ping An-Shionogi/C&O	9.1	**8.7**	**95.3**	10.6	**(18.3)**	**(1.9)**
Others	9.2	**10.2**	**111.0**	7.8	**30.3**	**2.4**
Contract manufacturing	16.5	**17.3**	**104.6**	17.6	**(2.0)**	**(0.4)**
OTC and quasi-drug	16.6	**16.8**	**101.3**	14.6	**14.8**	**2.2**
Royalty income	242.8	**244.7**	**100.8**	200.4	**22.1**	**44.3**
HIV franchise	234.9	**240.4**	**102.3**	195.8	**22.8**	**44.6**
Others	7.9	**4.3**	**54.0**	4.6	**(6.8)**	**(0.3)**
Others	1.8	**1.7**	**93.4**	1.4	**17.0**	**0.2**
Total	460.0	**438.3**	**95.3**	435.1	**0.7**	**3.2**

Variation Factors (Y on Y)



Prescription drugs
- Sales of Infectious disease drugs
- A one-time payment for the transfer of the ADHD treatment drug license*

overseas subsidiaries/ exports
- Sales of cefiderocol (US: Fetroja, Europe: Fetcroja)

OTC and quasi-drug
- Strong sales of Rinderon and Mucodyne

Royalty income
- Strong sales of ViiV's HIV franchise

* Factors that occurred last fiscal year

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Prescription Drugs in Japan

(Unit: B yen)

	FY2024			FY2023	Y on Y	
	Forecast Full year	Results	Achievement(%)	Results	Change(%)	Change
Infectious disease drugs	83.4	**61.4**	**73.6**	82.9	**(26.0)**	**(21.6)**
COVID-19 related products + Influenza franchise	72.3	**51.8**	**71.6**	73.4	**(29.5)**	**(21.6)**
Symproic	5.9	**5.0**	**85.1**	4.5	**11.1**	**0.5**
OxyContin franchise	5.0	**4.3**	**85.0**	4.2	**2.4**	**0.1**
Actair	1.3	**0.9**	**66.0**	0.7	**22.9**	**0.2**
Cymbalta	3.3	**2.1**	**64.1**	3.8	**(44.7)**	**(1.7)**
Others*1	25.8	**25.2**	**97.4**	55.0	**(54.2)**	**(29.8)**
QUVIVIQ	3.0	**0.8**	**26.5**	-	**-**	**0.8**
Prescription drugs	124.7	**98.8**	**79.2**	151.1	**(34.6)**	**(52.4)**

Infectious disease drugs

- FINIBAX
- Flumarin
- Flomox
- Shiomarin
- Baktar
- Flagyl
- ISODINE
- Fetroja

COVID-19 related products

- Xocova

Influenza franchise

- Xofluza
- Rapiacta
- BrightpocFlu・Neo*2

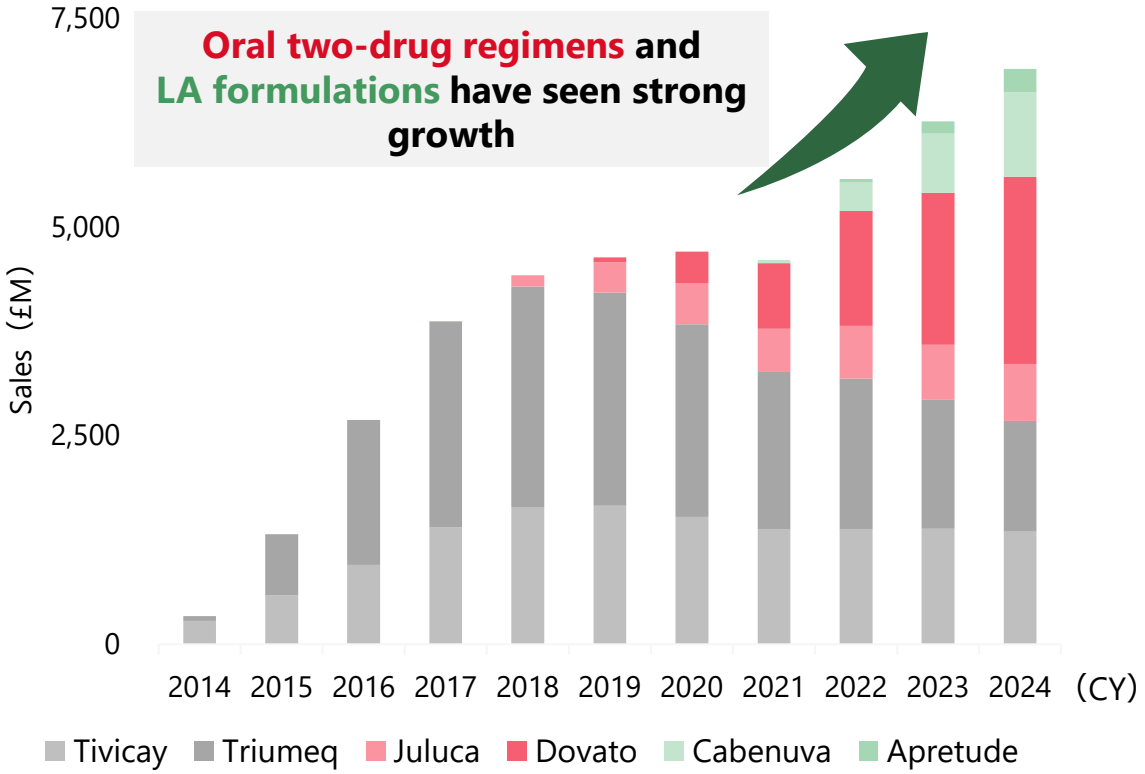
*1 Including temporary income from transfer of ADHD drugs *2 This product's sales are only recorded in the 2023 fiscal year results

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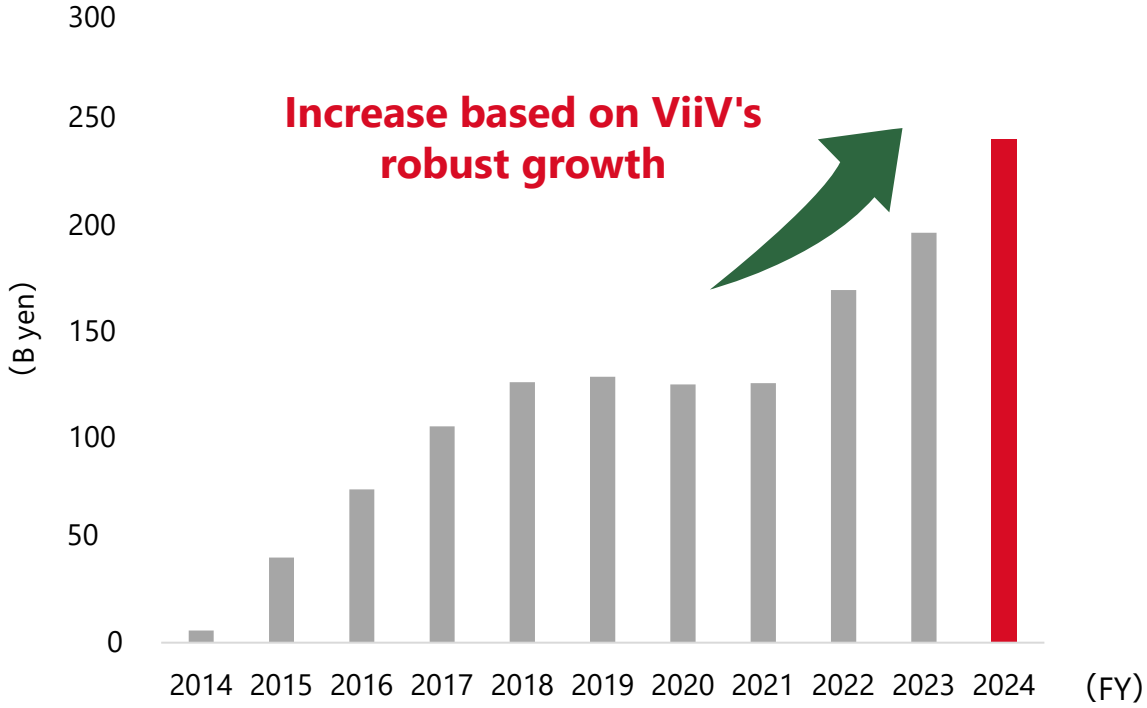
Progress of HIV Business by ViiV（FY2024）

The HIV business is experiencing strong growth due to the expansion of the oral two drug regimens*1 and LA*2 formulations

Sales of ViiV's HIV products*3



Transition of SHIONOGI's HIV royalty income*4



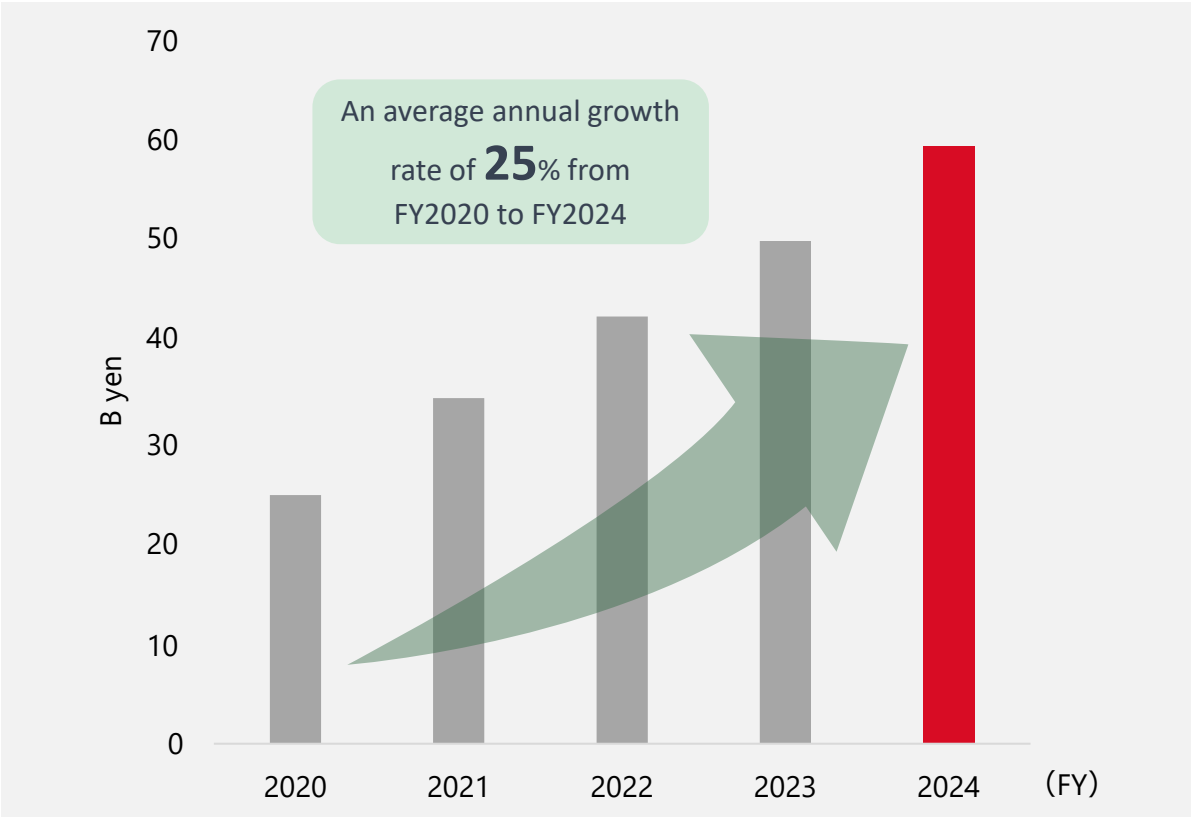
*1 Oral two drug regimens: Dovato, Juluca *2 Long Acting: Cabenuva, Apretude *3 Source: Prepared by SHIONOGI based on GSK financial statements
*4 The additional royalties from the settlement between ViiV Healthcare, GSK, Shionogi and Gilead in Q4 2021 are not included

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Progress of Overseas Business (FY2024)

The overseas business has achieved a record high for the fourth consecutive term, due to the stable growth of cefiderocol

Revenue of overseas subsidiaries/exports



Summary of FY2024

Global expansion of cefiderocol

- Approved
  - Korea: Feb. 2025
- Start to sale
  - Taiwan: Mar. 2025
- NDA submission was accepted
  - China: Sep. 2024
  - Australia: Dec. 2024

Advancements in the US and Europe

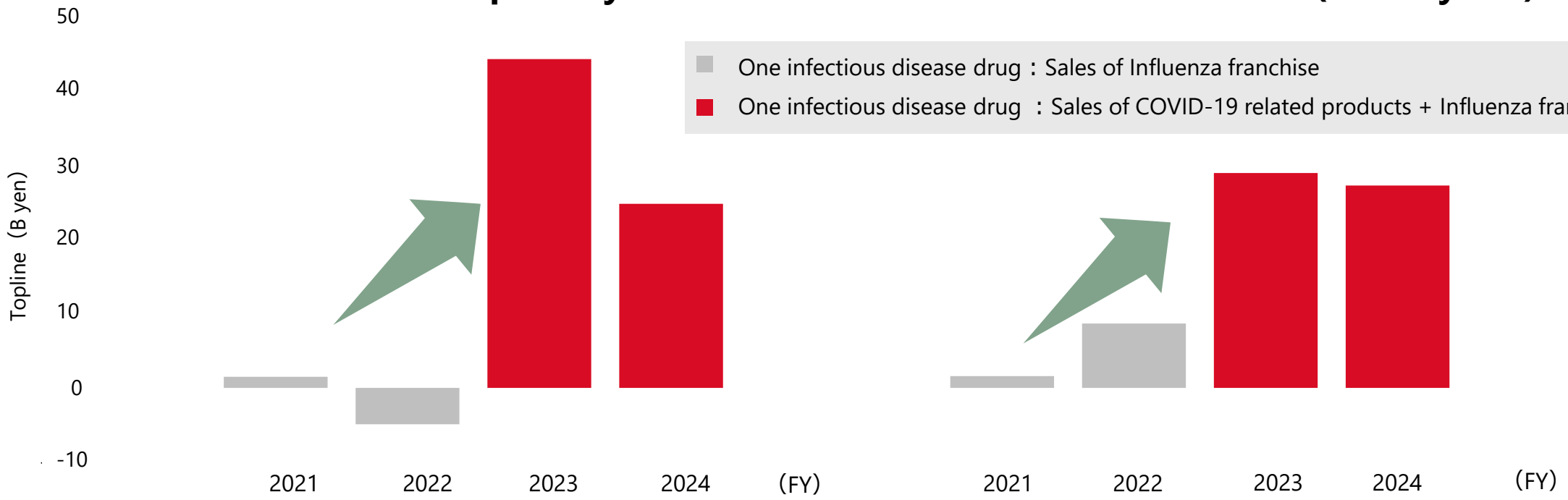
- US: Expansion of sales area
- Europe: Expansion of sales countries
  - Growth in Eastern Europe and further expansion into other regions

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Progress of Domestic Business (FY2024)

With two infectious disease drug assets,
the acute respiratory infection business contributes steadily to performance throughout the year

Sales trends of acute respiratory infections business on a semiannual basis (over 4 years)



1H of the fiscal year	2H of the fiscal year
Having two infectious disease drug assets stabilizes revenue even in the first half of the fiscal year	Stable revenue generation from the outbreak of either COVID-19 or influenza

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Progress of Main Pipelines for the Current Fiscal Year (FY2024)

Multiple pipelines are making steady progress, achieving various approvals and submissions for approval

Infection diseases		QOL diseases with high social impact	
S-268019 COVID-19 vaccine	**Approved in Japan**	**ENDEAVORRIDE** ADHD (pediatric)	**Approved in Japan**
Ensitrelvir COVID-19 Post-Exposure Prophylaxis	**Submitted in Japan** **Rolling submission started in US**	**Zuranolone** Depression	**Submitted in Japan**
S-268024 COVID-19 vaccine	**Phase 3 started**	**SDS-881** Dementia (AI program for cognitive function testing)	**Phase 3 started**
S-337395 RSV infections	**Achieved primary endpoint in Phase 2 trial**	**SASS-001** Sleep Apnea with a Central Component	**Phase 2 started**
S-892216 COVID-19 treatment (Oral)	**Phase 2 started**	**Zatolmilast** Jordan syndrome*1	**Phase 2 started**

*1 Phase 2/3 trial for zatolmilast in the treatment of fragile X syndrome is ongoing

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Results for FY2024

Achieved growth surpassing last year's one-time payment (25B yen) and achieved increased revenue and operating profit

The topline and operating profit has reached a record high

- **HIV Business** ↑ **+44.6**B yen (Y on Y **+22.8**%)
- **Overseas Business** ↑ **+9.2**B yen (Y on Y **+18.4**%)

The financial results did not meet the full year forecast

- Implemented strict cost management in the second half, but the winter COVID-19 surge significantly undershot our company's expectations
- Continue to invest in necessary activities for future growth

Continued proactive investment in growth drivers

- Based on the results of the clinical trials, a reassessment of priorities will be made
- Initiate Phase 2 and Phase 3 of the next-generation development products

Main Activities of STS2030 Revision Phase 2

- Changes to STS2030 Revision Phase 2 KPIs
- Business investments aimed at new growth
- Growth of existing business
- Progress in pipeline



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Changes to KPIs in "STS2030 Revision Phase 2"

Although the main KPIs of STS2030 Revision Phase 2 have been revised downward, FY2025 will be a year of significant growth

	FY2024 Results	FY2025 Previous Targets*2	FY2025 New Targets
Revenue	**438.3** B yen	**550.0** B yen	**530.0** B yen
EBITDA	**179.3** B yen	**200.0** B yen	**196.0** B yen
Overseas sales CAGR*1 Starting from FY2022	**17.9** %	**50** %	**Reviewed the growth plan** ⇒Consequently, we plan to reset our KPIs to align with anticipated growth in the coming fiscal years

*1 CAGR（Compound Annual Growth Rate）
*2 Presentation materials for Medium-Term Business Plan SHIONOGI Transformation Strategy 2030 (STS2030) Revision announced in June 2023

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Background of New KPI Setting

Progress of major businesses is smooth towards achieving Phase 2 KPIs and realizing the 2030 Vision

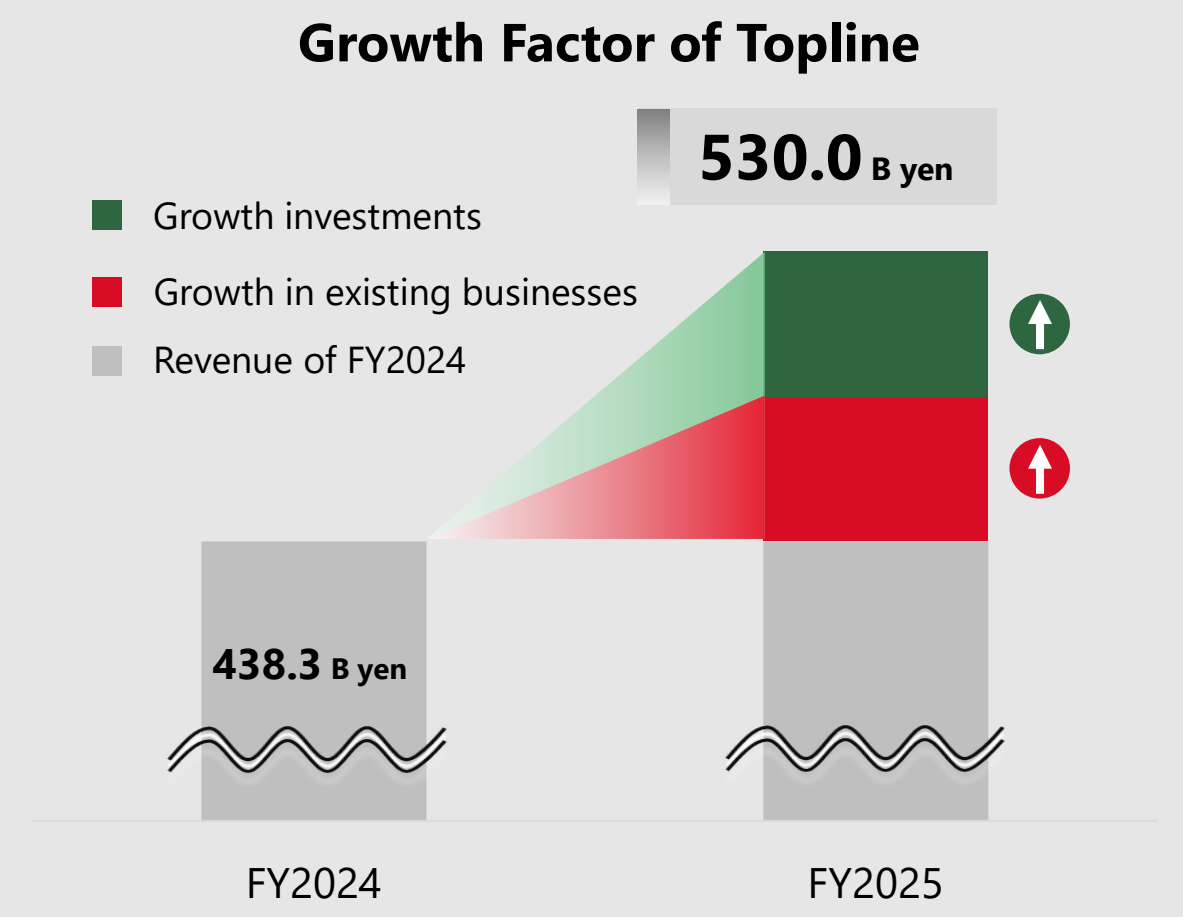
	Initial assumptions	Current Progress
Overseas subsidiaries/exports	• **Global expansion centered on in-house developed infectious disease drugs**	**Ensitrelvir** • Delay in the start of sales in the US due to the failure to meet the primary endpoints of the SCORPIO-HR trial⇒**Accelerate global expansion starting with US approval based on favorable results from the SCORPIO-PEP*1 trial** **Revenue from overseas subsidiaries/exports** • Achieved an average annual growth rate of 25% between fiscal years 2020-2024 ⇒**Steady growth centered on in-house sales of cefiderocol**
HIV business	• Expansion of sales of new products (LA formulations, oral 2-drug regimens)	• Sustained stronger-than-expected growth Development of next-generation growth drivers is progressing smoothly
New products and new businesses	• Growth towards realizing the 2030 Vision through aggressive investment (R&D, business investment)	• Acquired new revenue base through M&A Continue to make aggressive investments based on priorities

*1 PEP: Post-Exposure Prophylaxis

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For Achieving STS2030 Revision Phase 2

We will achieve the KPIs for FY2025 through "growth investments" and "growth in existing businesses"



Growth investments

- Recording revenue from M&A activities.
  - Revenue from JT Group's Pharmaceutical Division

Growth in existing businesses

- Further growth in the HIV business
- Improvement in COVID-19 treatment rates and overseas expansion of Xocova
- Stable growth of Cefiderocol
- Expand of Quviviq revenue
- Launch of two new products (ENDEAVORRIDE and Zuranolone)

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Growth investments aimed at realizing our 2030 Vision

Growth investments

Through the M&A of JT Group's Pharmaceutical Division, SHIONOGI has strengthened our R&D capabilities as well as our domestic product assets

JT Pharmaceutical Division
- Discovery of drug candidates through to preclinical research
- Strategic planning and domestic clinical development
- Regulatory affairs and post-marketing safety information collection
- Partnering and Alliance management

TORII PHARMACEUTICAL CO., LTD.
- Partnering management
- Japan sales
- Medical affairs
- Alliance management



Nihonbashi, Tokyo

Discovery Nonclinical

Clinical Development (Japan)

Sales (Japan)

Early clinical development (overseas)

Late-stage Development (Alliance partner)



Takatsuki City, Osaka



Yokohama City, Kanagawa

Akros Pharma Inc,
- Overseas clinical development
- Overseas collaborative research and exploration of new technology projects



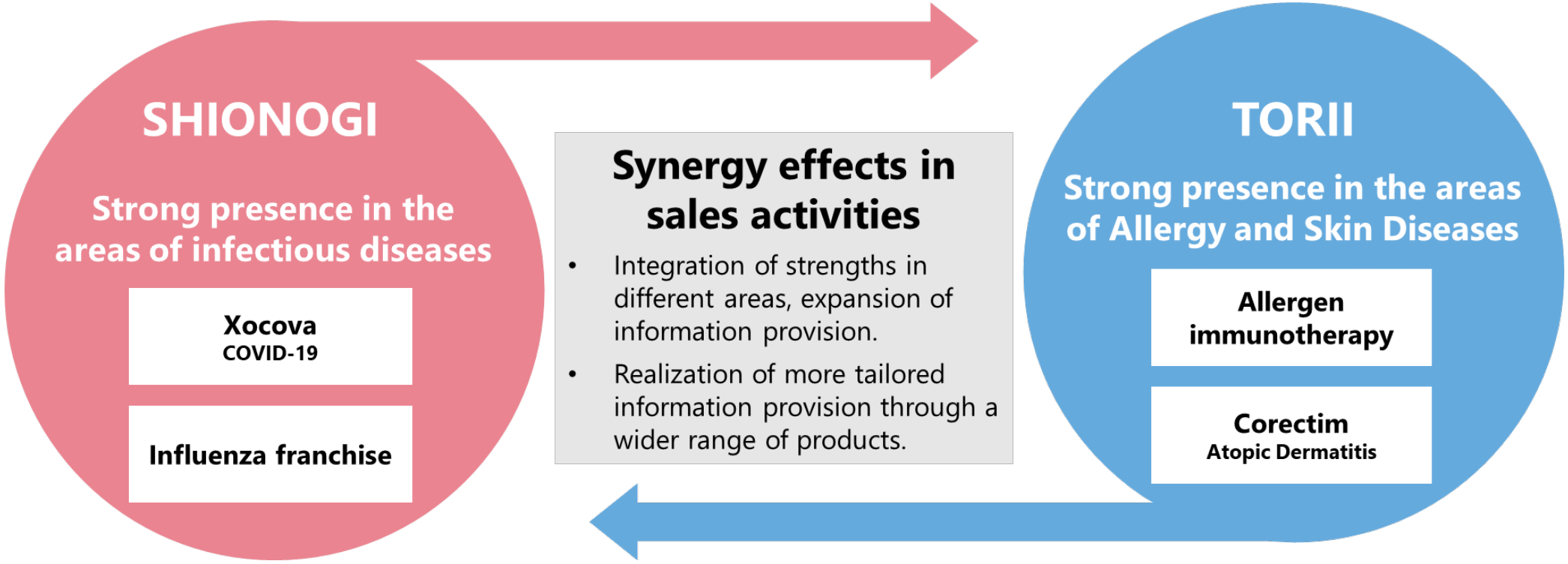
Princeton, New Jersey, USA

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Maximizing the value of domestic product assets

Growth investments

Expansion of information activities to provide products that meet patient needs



The launch of new products that both companies should focus on

Vtama	Quviviq	Zulanolone
Atopic Dermatitis/Plaque psoriasis	Insomnia	Depression
October 2024 launch	December 2024 launch	Scheduled for approval in FY 2025

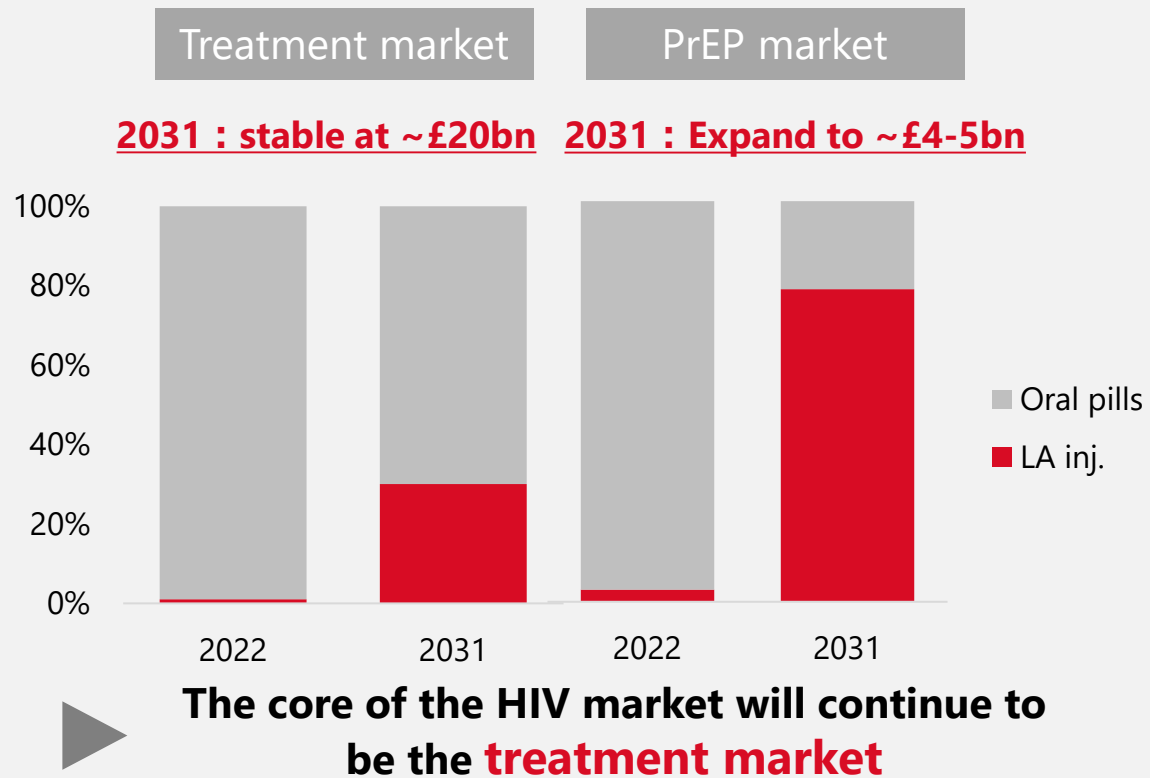
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Growth Outlook for the HIV Market (Treatment + Prevention)

Existing businesses

In the treatment and PrEP*1 market, LA formulations will continue to drive growth

Outlook for the HIV Market*2 (Treatment + PrEP)



The core of the HIV market will continue to be the treatment market

Treatment

- In the US, new infections have increased by approximately 2.5-3% in recent years*3
- The market size will be stable even after the launch of oral GE drugs
- **LA formulations, including integrase inhibitors**, will continue to be mainstream
  - LA injectables are expected to represent approximately **~30%** of the total by 2031

PrEP

- In the US, currently about one-third of potential candidates (approximately 1.2 million people) are receiving PrEP medications*4
- With the penetration of LA formulations, the overall PrEP market is expected to expand
  - LA injectables are expected to represent approximately **~80%** of the total by 2031
- LA integrase inhibitors are also expected to be an important option in the PrEP market, potentially taking over the substantial majority of the market if reimbursement is sufficient.

*1 PrEP: Pre-Exposure Prophylaxis *2 ViiV Healthcare Meet the Management *3 https://www.hiv.gov/hiv-basics/overview/data-and-trends/statistics
*4 https://www.cdc.gov/nchhstp/director-letters/expanding-prep-coverage

Outlook for HIV Business by FY2025

Existing businesses

Data on the LA formulations has been accumulating as LA contributes increasingly to HIV business growth

Real World Evidence at CROI 2025 *1, 2

Cabenuva

High adherence and long-term efficacy in clinical practice

One-year continuation rate of Cabenuva treatment	Approximately **80**%
Percentage of participants with ultimately suppressed virus	Approximately **95**%

Apretude

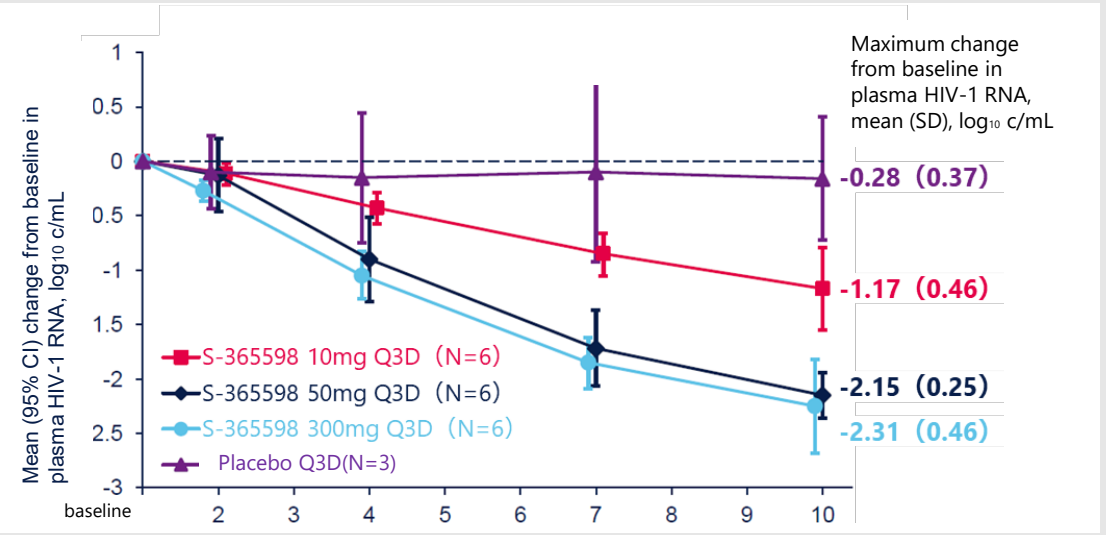
High selectivity and efficacy in clinical practice

Percentage of participants who voluntarily chose Apretude (vs oral)	Approximately **83**%
Number of new HIV infections during the follow-up period	**0** cases

Phase 2a trial data for S-365598 (oral)*3, *4

S-365598

Acquired PoC for the first time in HIV patients



- Confirming equivalent efficacy to dolutegravir
- No drug resistance mutations were observed, and there are no concerns regarding tolerability and safety
- Currently conducting Phase 1 trials of the long-acting formulations (injectable) to evaluate pharmacokinetics, etc.

*1 Conference on Retroviruses and Opportunistic Infectious *2 ViiV Healthcare Press release and ViiV Healthcare Press release *3 Conference on Retroviruses and Opportunistic Infections; March 9-12, 2025; San Francisco, Announced by ViiV Healthcare in California (Luise Rogg et, al) *4 For information on an overview of the Phase 2a trial, please refer to 46

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Growth of Xocova in Japan

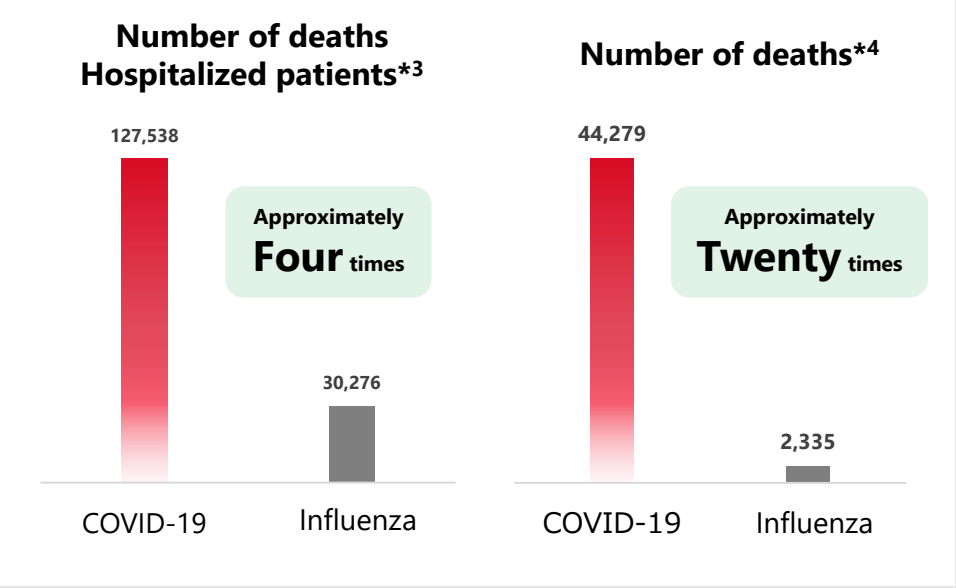
Continue to promote initiatives to improve the treatment rate of COVID-19

Variable Factor	FY2023	FY2024	FY2025
Number of positive confirmed case	Annual average of fixed points 8.0	Annual average of fixed points 5.2	**Assuming the same level as FY2024**
Average Share Xocova	Approximately 50%	Approximately 65%	↑
Treatment Rate*1 Average value of the most prevalent month	21.4%	13.1%	**>20%**

- Number of infected individuals: FY2024 saw relatively fewer infections, especially during the winter season
- Share: FY2024 experienced significant growth in market share
- Treatment rate: FY2023 had a high treatment rate due to public funding for treatment costs*2

// Improve treatment rates

COVID-19 is an infectious disease with higher rates of long-term effects and severe cases compared to influenza



*1 Treatment rate with oral antiviral drugs, created by our company from JAMDAS data

*2 April to September 2023: No out-of-pocket expenses due to full public funding. October 2023 to March 2024: Out-of-pocket expenses of 6,000 to 9,000 yen depending on the out-of-pocket percentage

*3 The total from October 2023 to December 2024

*3 National Institute of Infectious Diseases. Infectious Disease Surveillance Weekly Report Download 2024 (Calculated and plotted based on the data accessed on January 16, 2025)

*4 The total from May 2023 to August 2024 is also included.

*4 The Ministry of Health, Labour and Welfare's Vital Statistics Survey Summary (accessed on January 16, 2025) was also referenced.

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Existing businesses

Characteristics of QUVIVIQ and the Insomnia Market

Maximize product value early to address unmet needs in the field of insomnia

QUVIVIQ

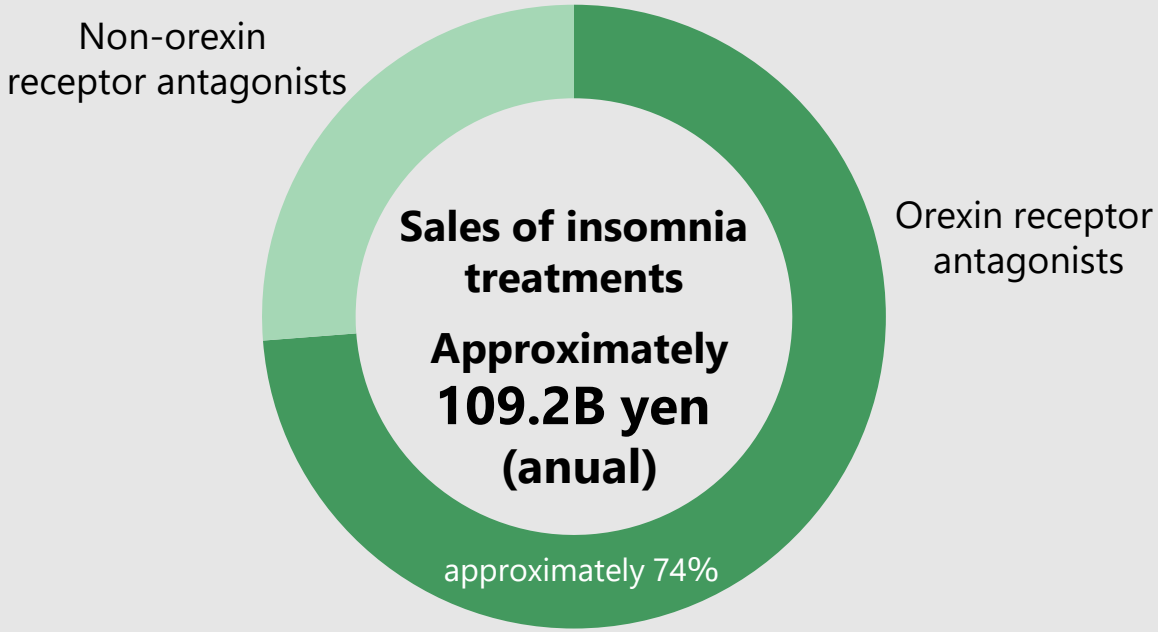
Insomnia treatment (Launched in December 2024)

Improvement of insomnia symptoms + Improvement of daytime functioning*1

Unmet needs in the insomnia area

- Nocturnal awakenings
- Rapid sleep onset
- Carry-over effects to the next day after medication

Market size of insomnia treatments*2



Japan is one of the largest markets for orexin receptor antagonists in the world*3

*1 Lancet Neurol 2022; 21: 125–39. *2 Permission for publication by IQVIA is being confirmed. Copyright © 2025 IQVIA. Created by our company based on IQVIA JPM April 2024-March 2025 years (Unauthorized reproduction prohibited) 3 Nxera Pharma Co., Ltd. Corporate presentation in April 2025

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Launch of Zuranolone and ENDEAVORRIDE

Existing businesses

Accelerate the growth of our business in Japan through the launch of innovative new products

ENDEAVORRIDE

Digital therapeutic App for pediatric patients with ADHD

(FY2024: Manufacturing and marketing approval obtained)



- A new option of **program medical devices** that can improve ADHD*1 symptoms

Pediatric ADHD market (estimate)

0.6M people

Potential number of patients

Zuranolone

Depression treatment

(FY2025: Scheduled for manufacturing and marketing approval)

- **No dosage adjustment needed,** and effectiveness determined in **two weeks**
- Contributing to the unmet need for **early treatment** in depression patients

Depression market (estimate)

5M people

Potential number of patients

*1 ADHD: Attention Deficit Hyperactivity Disorder

Outlook for Overseas Business

Existing businesses

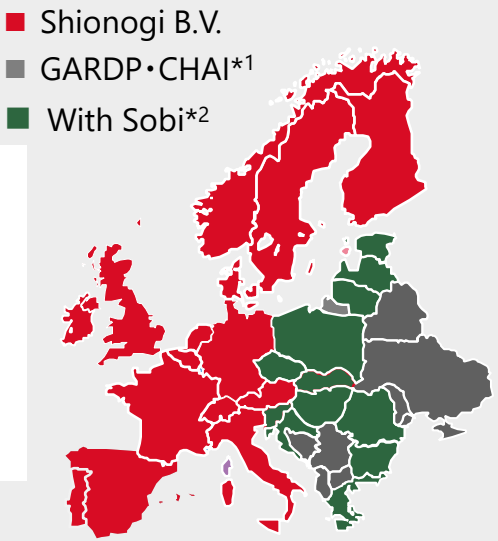
Promote appropriate use and further expand global access to cefiderocol

US

- Strengthen information provision activities
- Expand sales regions

Europe

- Penetration in existing markets
- Further expansion in our sales country
- Expansion of global access through promotion of partnering



Asia and other regions

Leverage partners to expand into new markets

Already launched countries

Japan, Taiwan

Expand sales in approved countries

- China
- Korea
  - Execution of Sublicense Agreement with JEIL*3
- Australia
  - Exclusive Licensing Agreement with Link Healthcare*4



*1 Press release June 2022 *2 Press release Dec. 2023 *3 Press release Jul. 2022 *4 Press release Apr. 2025

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Future Business Development in China

Existing businesses

Under the new structure as Shionogi (China) Co., Ltd., we will accelerate the development of our new drug business in China

FY2025- **Launch of New Drug Business** → **FY2027-** **Accelerating growth** → **FY2030-** **Establishing a solid foundation for China business**

Cefidelocol

Establishing a foundation for the new drug business

Large market potential

Number of patients*: 600,000

Efficient engagement with core targets



Nationwide coverage through partnering



Aiming to make it a key revenue driver, as in the US and Europe

Additional pipeline products

Expected to contribute to growth from FY2027 onward



Naldemedine
- ✓ Approval expected in FY2026



Olorofim
- ✓ Phase 3 Trials



Ensitrelvir
- ✓ Preparation for Submission



AI-driven drug discovery
- ✓ Investigator-Initiated Clinical Trials

Strategic use of partnerships based on market characteristics

*1 Annual number of AMR-related deaths in China (2019): Burden of infectious diseases and bacterial antimicrobial resistance in China: a systematic analysis for the global burden of disease study 2019 - The Lancet Regional Health – Western Pacific

Main Activities of STS2030 Revision Phase 2

- Changes to STS2030 Revision Phase 2 KPIs
- Business investments aimed at new growth
- Growth of Existing Business
- Progress in pipeline



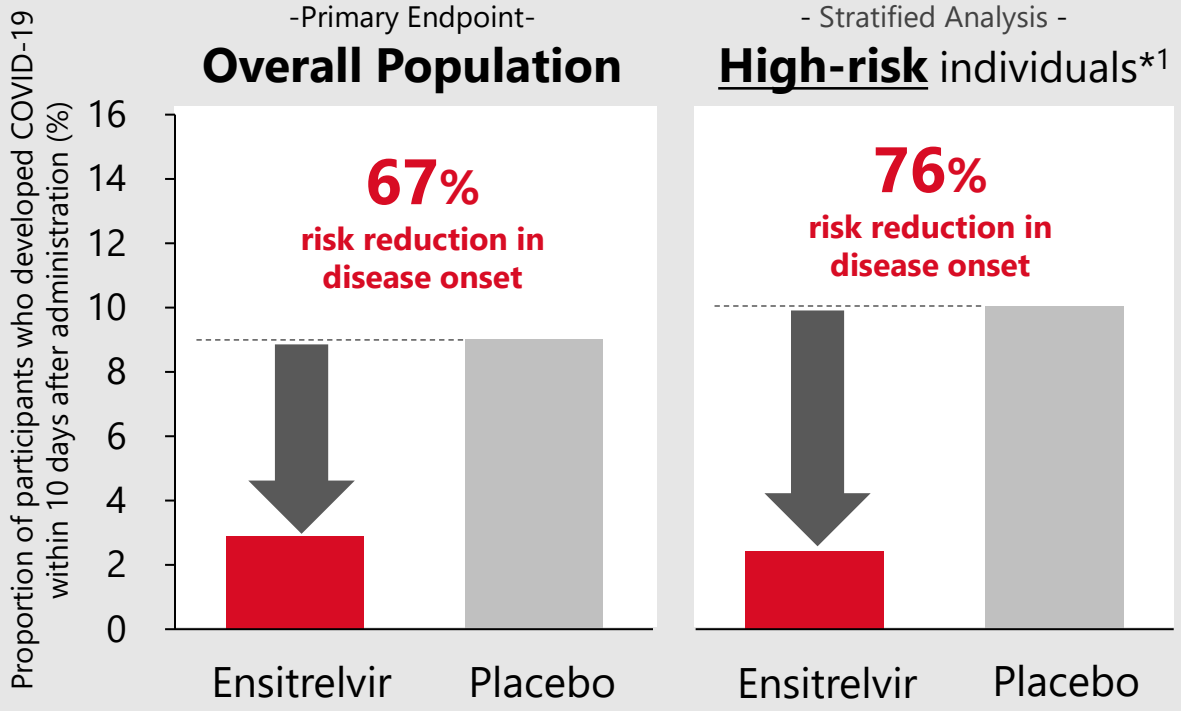
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Global Expansion of Ensitrelvir

Accelerating global rollout based on positive results from the SCORPIO-PEP study

- Phase 3 Trial Results of Ensitrelvir (SCORPIO-PEP)-

The world's first results demonstrating the preventive effect of an oral antiviral drug against the onset of COVID-19



- Development status by country-

United States

- **Initiated a submission to the FDA for approval of the prophylactic indication (rolling submission)**
- Ongoing discussions toward submission for treatment indication

Europe

- **Preparing for submission for both treatment and prophylaxis indications**

Japan・Asia

- **Japan:**
  - **Application submitted to add prophylaxis indication**
  - Planned to submit the pediatric treatment indication application within Q1
- Expanding to other Asian countries

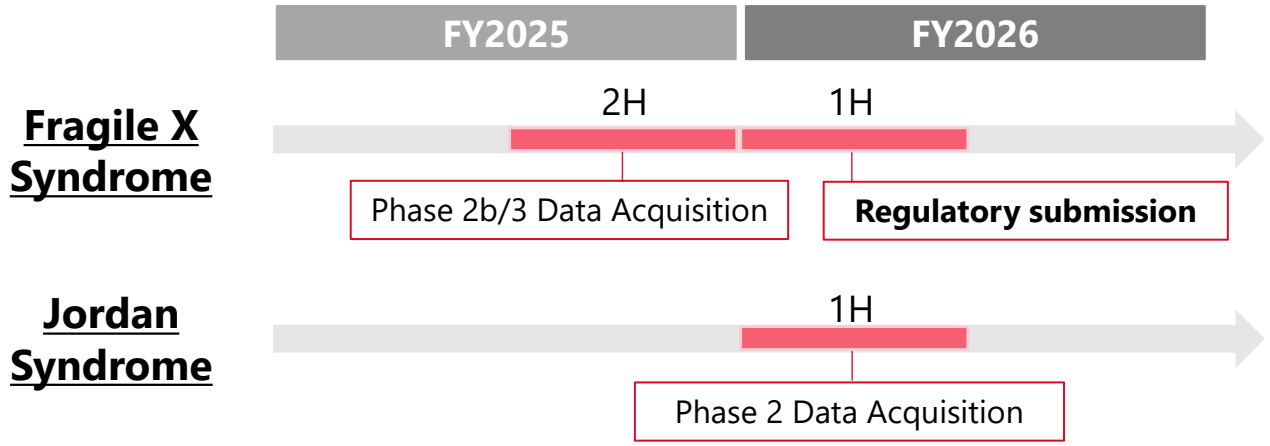
*1 Key representative high-risk factors: BMI ≥30 kg/m2, smoking (current or former), age (≥65 years), heart disease, diabetes (type 1 or type 2); high risk is ≥1 risk factor

Development Zatolmilast / S-898270

Accelerating the development of two PDE4D inhibitors expected to improve cognitive function, aiming for the early delivery of solutions

Zatolmilast

"Aiming to become a First-in-Class treatment for two rare diseases"



Working to improve cognitive function in patients with hereditary neurodevelopmental disorder

S-898270

"Alzheimer's Disease (Mild Cognitive Impairment, Dementia)"

Next-Generation PDE4D Inhibitor

- Expected to deliver efficacy at lower doses with improved safety
- Confirmed enhancement of cognitive function in non-clinical studies

Phase 1 trial scheduled to start in the first quarter of FY2025

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Future Development Policy for S-309309

Considering the potential development of a highly safe anti-obesity drug that suppresses weight rebound after discontinuation of GLP-1 administration

Challenges of existing treatments (GLP-1)

"Difficulty of continuous treatment and medical needs"

- Percentage of patients who discontinue GLP-1 due to side effects, costs, and lack of insurance coverage*1 **74.8** %
- Percentage of patients who wish to maintain weight after weight loss among those who discontinued GLP-1*1 **86.7** %
- Percentage of patients who experience weight rebound after discontinuation of GLP-1 treatment*2 **80.0** %

Non-clinical trial results (monkeys)

Over view

1. Administered GLP-1 to obese monkeys, resulting in approximately 15% weight reduction over 7 weeks
2. GLP-1 administration and administer S-309309 or placebo (for 10 weeks).

10-week Interim Report after Discontinuation of GLP-1 Administration
(Ongoing Evaluation)

The S-309309 administration group suppressed the weight rebound observed in the placebo group by approximately **50%** (group average)

Potential effectiveness in weight management and rebound suppression after weight loss with GLP-1

*1 Omada, 2024, GLP-1 Discontinuation: Real-World Perspectives on a Complex Journey *2 The STEP 4 trial, JAMA. 2021;325(14):1414-1425

S-151128: Phase 1b Trial Results

Although a favorable safety profile was confirmed with repeated administration, the expected efficacy was not observed

Phase 1b Trial Overview

In addition to safety and pharmacokinetics during repeated administration, exploratory efficacy was evaluated

Country	Japan
Subjects	Countries of Implementation: Patients with Osteoarthritis of the Knee (patients otherwise healthy except for knee pain)
Trial Design	Multicenter, Randomized, Placebo-Controlled, Observer-Blind
Dosage and Administration Number of cases	Treatment Groups: Active Drug, Placebo Total 76 Cases*1 Two intermittent intravenous administrations at 28-day intervals (30 minutes each)

Phase 1b Results

Safety (Primary Endpoint)

- No issues with tolerability

Efficacy (Exploratory)

- Analgesic effect for osteoarthritis of the knee was not confirmed

*1 The sample size is not sufficient to detect a statistically significant difference between the active treatment group and the placebo group in terms of WOMAC pain scores

R&D Milestones Planned for FY2025

※Topline results: It is the timing of acquisition, and the timing of disclosure will be considered separately

Disease area	Pipeline	Indication	Current stage	FY2025 1H	FY2025 2H
Infection Diseases	**Ensitrelvir**	COVID-19 treatment	Submission	Submission（EU）	
		COVID-19 PEP	Submission	Submission（US, EU）	Approval（Japan）
		COVID-19, Pediatric（Treatment and prevention in under 12 years of age）	Preparation for global submission	Submission（Japan）	
	S-268024	COVID-19（JN.1Vaccine）	Phase 3	Phase 3 Topline results	
	Cefiderocol	AMR Pediatric (Gram-negative bacteria infection)	Phase 3	Phase 3 Topline results	Submission（US, EU）
	S-892216	COVID-19 treatment (Oral)	Phase 2		Phase 2 Topline results
	S-743229	AMR (Complex urinary tract infection)	Phase 1		Phase 1 Topline results
	S-649228	AMR (Gram-negative bacteria infection)	Phase 1		Phase 1 Topline results
QOL Diseases with High Social Impact	**Zuranolone**	Depression	Submission	Approval（Japan）	
	Zatolmilast	Fragile X syndrome	Phase 2/3		Phase 2/3 Topline results
	SASS-001 (S-600918 ＋Drug X)	Sleep Apnea with a Central Component	Phase 2		Phase 2 Topline results
	S-531011	Solid tumor	Phase 1b/2		Phase 1b/2 Topline results
	S-606001	Pompe disease	Phase 1	Phase 1 Topline results	
	S-740792	Gait disorders associated with multiple sclerosis	Phase 1		Phase 1Topline results

FY2025 Financial Forecasts and Shareholder Return

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Budget assumptions

Revenue

Prescription drugs

- Growth in the domestic Acute Respiratory Virus Infection Treatment
- Growth of Quviviq
- Launch of new products (Zuranolone, Endeavoride)
- Adding the revenue from JT Group's Pharmaceutical Division

Royalty income

- Further growth expected in ViiV's HIV

Overseas subsidiaries/export

- Volume expected to reach a record high, but revenue is projected to decline year-on-year due to foreign exchange impact

Cost

Cost of Sales

- Increase in costs due to acquisition of domestic products and sales growth
- Controlling cost ratio through further growth of products with lower cost ratios

SG&A expenses

- Expansion of information activities due to the increase in domestic focus products
- Building a foundation for the launch of new products overseas
- Promoting globalization

R&D expenses

- Continuing active investment in globally developed in-house products

Financial Results

Earnings forecast

- **Sales revenue and operating profit are expected to reach record highs for the fourth consecutive term**
- **All profit items are expected to increase**
- **Investment towards achieving 2030 Vision will be further accelerated**

(Unit: B yen)

	FY2025			FY2024	FY2025			FY2024	FY2025			FY2024
	Full year	Change	(%)	Results	1H	Change	(%)	1H Results	2H	Change	(%)	2H Results
Revenue	**530.0**	**91.7**	20.9	**438.3**	**233.0**	**19.0**	8.9	**214.0**	**297.0**	**72.7**	32.4	**224.3**
Operating profit	**175.0**	**18.4**	11.7	**156.6**	**82.0**	**6.1**	8.1	**75.9**	**93.0**	**12.3**	15.2	**80.7**
Profit before tax	**222.0**	**21.2**	10.6	**200.8**	**102.0**	**8.2**	8.7	**93.8**	**120.0**	**13.1**	12.2	**106.9**
Profit attributable to owners of parent	**180.0**	**9.6**	5.6	**170.4**	**86.0**	**2.9**	3.4	**83.1**	**94.0**	**6.7**	7.7	**87.3**
EBITDA*1	**196.0**	**16.7**	9.3	**179.3**	**93.0**	**6.3**	7.3	**86.7**	**103.0**	**10.4**	11.2	**92.6**

*1 Earnings Before Interest, Taxes, Depreciation, and Amortization：Operating profit added depreciation and adjusted for one-time factors (impairment losses, gain on sale of property, plant and equipment, etc.)

Statement of Profit or Loss

(Unit: B yen)

	FY2025			FY2024	FY2025			FY2024	FY2025			FY2024
	Full year	Change	(%)	Results	1H	Change	(%)	1H Results	2H	Change	(%)	2H Results
Revenue	**530.0**	**91.7**	20.9	**438.3**	**233.0**	**19.0**	8.9	**214.0**	**297.0**	**72.7**	32.4	**224.3**
Cost of Sales	**88.0**	**24.2**	37.9	**63.8**	**33.0**	**2.9**	9.5	**30.1**	**55.0**	**21.3**	63.3	**33.7**
Gross profit	**442.0**	**67.6**	18.0	**374.4**	**200.0**	**16.2**	8.8	**183.8**	**242.0**	**51.4**	27.0	**190.6**
SG&A*1, R&D expenses total	**263.0**	**48.3**	22.5	**214.7**	**116.0**	**9.3**	8.7	**106.7**	**147.0**	**39.1**	36.2	**107.9**
SG&A expenses	**131.0**	**24.9**	23.5	**106.1**	**58.0**	**8.1**	16.2	**49.9**	**73.0**	**16.8**	30.0	**56.2**
R&D expenses	**132.0**	**23.4**	21.5	**108.6**	**58.0**	**1.2**	2.1	**56.8**	**74.0**	**22.2**	42.9	**51.8**
Other income & expenses	**(4.0)**	**(0.8)**	-	**(3.2)**	**(2.0)**	**(0.8)**	-	**(1.2)**	**(2.0)**	**(0.1)**	-	**(1.9)**
Operating profit	**175.0**	**18.4**	11.7	**156.6**	**82.0**	**6.1**	8.1	**75.9**	**93.0**	**12.3**	15.2	**80.7**
Finance income & costs	**47.0**	**2.9**	6.5	**44.1**	**20.0**	**2.0**	11.3	**18.0**	**27.0**	**0.8**	3.1	**26.2**
Profit before tax	**222.0**	**21.2**	10.6	**200.8**	**102.0**	**8.2**	8.7	**93.8**	**120.0**	**13.1**	12.2	**106.9**
Profit attributable to owners of parent	**180.0**	**9.6**	5.6	**170.4**	**86.0**	**2.9**	3.4	**83.1**	**94.0**	**6.7**	7.7	**87.3**

*1 SG&A: Selling, general & administrative

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Revenue by Segment

(Unit: B yen)

	FY2025			FY2024	FY2025			FY2024	FY2025			FY2024
	Full year	Change	(%)	Results	1H	Change	(%)	1H Results	2H	Change	(%)	2H Results
Prescription drugs	183.0	84.2	85.3	98.8	62.0	14.3	29.9	47.7	121.0	70.0	137.3	51.0
Overseas subsidiaries/export	54.9	(4.2)	(7.1)	59.1	25.7	(2.6)	(9.3)	28.3	29.2	(1.6)	(5.1)	30.8
Shionogi Inc. (US)	22.6	(0.8)	(3.3)	23.4	10.9	(0.3)	(2.8)	11.2	11.7	(0.5)	(3.9)	12.2
Shionogi B.V. (EU)	16.9	0.1	0.5	16.8	8.3	(0.0)	(0.1)	8.3	8.6	0.1	1.0	8.5
Shionogi China	7.0	(1.7)	(19.3)	8.7	3.5	(0.7)	(16.6)	4.2	3.5	(1.0)	(21.9)	4.5
Others	8.4	(1.8)	(17.7)	10.2	3.0	(1.6)	(35.0)	4.6	5.4	(0.2)	(3.5)	5.6
Contract manufacturing	13.2	(4.1)	(23.5)	17.3	6.5	(1.3)	(16.2)	7.8	6.7	(2.8)	(29.4)	9.5
OTC and quasi-drug	18.5	1.7	10.0	16.8	8.9	0.7	9.2	8.2	9.6	0.9	10.8	8.7
Royalty income	257.9	13.2	5.4	244.7	128.7	7.2	5.9	121.5	129.2	6.0	4.9	123.2
HIV franchise	244.8	4.4	1.8	240.4	125.8	6.2	5.2	119.6	119.0	(1.8)	(1.5)	120.8
Others	13.1	8.8	207.2	4.3	2.9	1.0	52.7	1.9	10.2	7.8	331.2	2.4
Others	2.5	0.8	48.8	1.7	1.2	0.7	131.8	0.5	1.3	0.1	11.8	1.2
Total	530.0	91.7	20.9	438.3	233.0	19.0	8.9	214.0	297.0	72.7	32.4	224.3

Prescription Drugs in Japan

(Unit: B yen)

	FY2025			FY2024	FY2025			FY2024	FY2025			FY2024
	Full year	Change	(%)	Results	1H	Change	(%)	1H Results	2H	Change	(%)	2H Results
Acute Respiratory Virus Infection Treatment	**85.8**	**34.0**	65.7	**51.8**	**31.0**	**6.1**	24.7	**24.9**	**54.8**	**27.9**	103.4	**26.9**
Quviviq	**9.3**	**8.5**	-	**0.8**	**1.2**	**1.2**	-	**-**	**8.1**	**7.3**	-	**0.8**
Symproic	**8.1**	**3.1**	61.4	**5.0**	**3.9**	**1.5**	65.2	**2.4**	**4.2**	**1.5**	58.1	**2.7**
OxyContin franchise	**5.6**	**1.3**	31.7	**4.3**	**2.9**	**0.8**	40.4	**2.1**	**2.7**	**0.5**	23.5	**2.2**
Others	**74.2**	**37.3**	101.1	**36.9**	**23.0**	**4.6**	24.8	**18.4**	**51.2**	**32.7**	177.2	**18.5**
Prescription drugs	**1,830**	**84.2**	85.3	**98.8**	**62.0**	**14.3**	29.9	**47.7**	**121.0**	**70.0**	137.0	**51.0**

- Acute Respiratory Virus Infection Treatment-

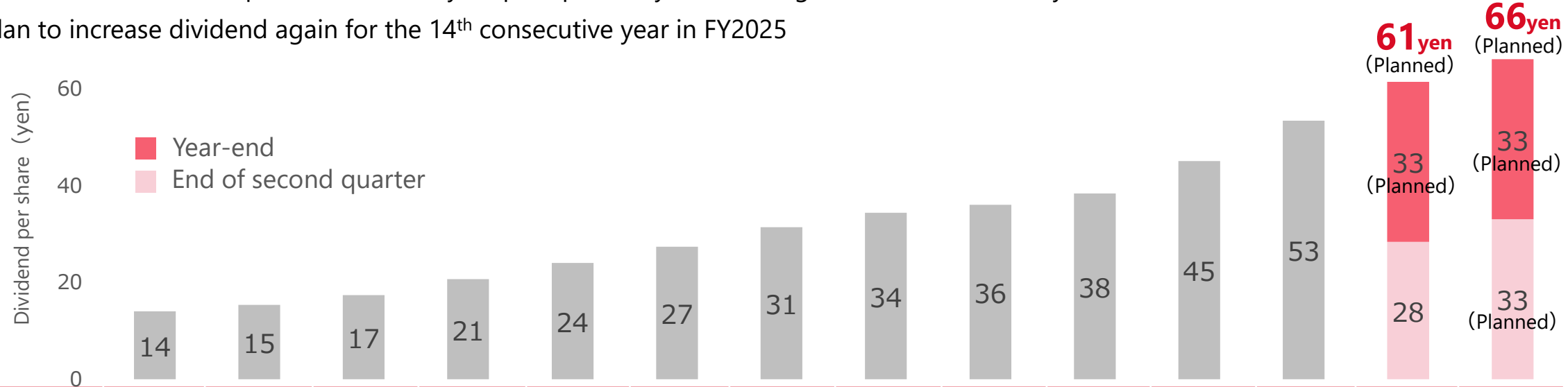
- COVID-19 Treatment：Xocova
- Influenza Franchise　：Xofluza, Rapiacta

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Shareholder Returns

Shareholder return policy through which shareholders can feel our growth

- Enhance capital efficiency through share buybacks, cancellation of treasury shares, and unwinding of cross-shareholdings
- The year-end dividend is planned to increase by 4 yen per share from the previous forecast, resulting in 33 yen*1 (pre-split : 99 yen)*2
- The annual dividend is planned to be 61 yen (pre-split 184 yen), marking the 13th consecutive year of dividend increases
- Plan to increase dividend again for the 14th consecutive year in FY2025



	FY	12	13	14	15	16	17	18	19	20	21	22	23	24	25
Treasury stocks	Buyback (B yen)	-	-	30.0	-	35.0	29.4	50.0	50.0	50.0	-	49.4	75.0	-	-
	Cancelation*1 (M shares)	-	-	-	-	66.00	15.00	22.05	15.60*3	-	-	12.60	32.52*4	-	-

*1 Effective October 1, 2024, Shionogi has implemented a 3-for-1 stock split of its common stock. Dividends and Treasury stock's Cancelation are calculated based on the assumption that the stock split was implemented at the beginning of the FY2012 *2 Press Release April, 2025

*3 Resolution passed on March 30, 2020, and treasure shares cancelled on April 6 *4 Resolution passed on July 31, 2023, and treasure shares cancelled on April 17, 2024

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Appendix

Financial Results

(Unit: B yen)

	FY2024			FY2023	Y on Y	
	Forecasts	Results	Achievement (%)	results	Change(%)	Change
Revenue	460.0	**438.3**	**95.3**	435.1	**0.7**	**3.2**
Operating profit	165.0	**156.6**	**94.9**	153.3	**2.1**	**3.3**
Profit before tax	206.0	**200.8**	**97.5**	198.3	**1.2**	**2.5**
Profit attributable to owners of parent	171.0	**170.4**	**99.7**	162.0	**5.2**	**8.4**
EBITDA*1	-	**179.3**	-	188.7	**(5.0)**	**(9.4)**

*1 Earnings Before Interest, Taxes, Depreciation, and Amortization : Operating profit added depreciation and adjusted for one-time factors (impairment losses, gain on sale of property, plant and equipment, etc.)

FY2024 and FY2025 Exchange Rate

Exchange Rate (Average)			
	FY2024		FY2025
	Forecast	Results	Forecast
USD($) – JPY(¥)	148	152.62	147
GBP(£) – JPY(¥)	190	194.73	187
EUR(€) – JPY(¥)	161	163.88	153

Major Development Products

- Infection Diseases -

Pipeline	Indication	Current stage	Target Launch Timing*
Ensitrelvir	COVID-19 treatment	Preparation for global submission	- FY2027
	COVID-19 Pediatric (Treatment and prevention in under 12 years of age)	Preparation for global submission	- FY2027
	COVID-19 PEP	Submission	- FY2027
S-268024	COVID-19 (JN.1Vaccine)	Phase3	- FY2027
Cefiderocol	AMR (Pediatric, Gram-negative bacteria infection)	Phase 3	- FY2027
S-567123	COVID-19 (Universal vaccine)	Preclinical	FY2028-2030
Olorofim	Invasive Aspergillosis	Phase 3	FY2028-2030
S-337395	RSV infections	Phase 2	FY2028-2030
S-743229	AMR(Complex urinary tract infection)	Phase 1	FY2028-2030
S-649228	AMR (Gram-negative bacteria infection)	Phase 1	FY2028-2030
S-892216	COVID-19 treatment (Oral)	Phase 2	FY2028-2030
	COVID-19 Prevention (Injection)	Phase 1	FY2031-

- QOL Diseases -

Pipeline	Indication	Current stage	Target Launch Timing*
Zuranolone	Depression	Submission	FY2025
Resiniferatoxin	Pain associated with knee osteoarthritis	Phase 3	- FY2027
Zatolmilast	Fragile X syndrome	Phase 2/3	- FY2027
	Jordan syndrome	Phase 2	- FY2027
Redasemtide	Epidermolysis bullosa	Phase 2	- FY2027
	Acute ischemic stroke	Phase 2b	FY2028-2030
SASS-001 (S-600918＋Drug X)	Sleep Apnea with a Central Component	Phase 2	FY2028-2030
S-531011	Solid tumor	Phase 1b/2	FY2028-2030
S-151128	Chronic pain	Phase 1b	FY2031-
S-606001	Pompe disease	Phase 1	FY2031-
S-309309	Obesity	Phase 2	Development Plan Under Consideration

*1 The listed launch timing refers to the earliest expected launch in any region and is not specific to any particular country or area

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Pipeline: Infectious Disease

as of May 12, 2025

Preclinical	Phase 1	Phase 2	Phase 3		Submission
S-567123 COVID-19 Universal vaccine	**S-743229** AMR (Complex urinary tract infection)	**S-337395** RSV infections	**Cefiderocol** Aerobic Gram-negative bacterial infection (Pediatric)	**Ensitrelvir** COVID-19 treatment (Ages 6-11)	**Ensitrelvir** COVID-19 treatment
S-872600 Influenza nasal vaccine	**S-649228** AMR (Gram-negative bacteria infection)	**S-892216** COVID-19 treatment （Oral pill・treatment ）	**S-268023** COVID-19 vaccine (XBB 1.5)	**Olorofim** Invasive Aspergillosis	**Ensitrelvir** COVID-19 PEP
S-875670 COVID-19 nasal vaccine	**S-892216** COVID-19 (Long-acting injectable・pre-exposure prophylaxis)		**S-268019** COVID-19 vaccine (Ages 5-19)	**S-268024** COVID-19 vaccine (JN.1)	**Baloxavir** Influenza virus infection (Granules, < 20kg)
S-540956 Nucleic acid adjuvant					**Cefiderocol** AMR (Gram-negative bacteria infection)
S-554110 Nontuberculous mycobacterial infection					**Baloxavir** Influenza virus infection (Pediatric, < 1 year old)
S-917091 HIV infection					**Baloxavir** Influenza virus infection (Transmission)

Out license

S-365598
HIV infection

Change from February 1, 2025, to May 12, 2025
• Ensitrelvir (COVID-19 PEP): Submitted in Japan, Rolling submission started in US • 〃 (COVID-19 treatment) : NDA withdrawal in Singapore, plans to add data from the SCORPIO-PEP trial and resubmit application • S-268024 (COVID-19 vaccine): Phase 3 started • S-892216 (COVID-19 treatment): Phase 2 started • S-892216 (COVID-19 pre-exposure prophylaxis): Phase 1 started

: Progress from to February 1 2025, to May 12, 2025

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Pipeline: QOL Diseases with High Social Impact

as of May 12, 2025

Preclinical	Phase 1	Phase 2		Phase 3	Submission
S-540956 Nucleic acid adjuvant	**S-151128** Chronic pain	**S-309309** Obesity	**Redasemtide**[*3] Acute ischemic stroke	**Resiniferatoxin [GRT7039]** Pain associated with knee osteoarthritis	**Zuranolone** Depression
S-109802 Post-stroke spasticity	**S-588210** Solid tumor	**S-531011**[*1] Solid tumor	**Redasemtide** Epidermolysis bullosa	**Zatolmilast**[*5] Fragile X Syndrome	
S-898270 Dementia	**S-740792** Gait disorders associated with multiple sclerosis	**Rizmoic**[*2] Opioid-induced Constipation (pediatric)	**Zatolmilast** Alzheimer's disease	**S-588410** Esophageal cancer	
	S-606001 Pompe disease	**S-588410** Bladder cancer	**ADR-001**[*4] Decompensated liver cirrhosis	**SR-0379** Cutaneous ulcer	
		S-488210 Head and neck squamous cell carcinoma	**S-222611 [Epertinib]** Malignant tumor	**Naldemedine** Opioid-induced Constipation	
		Zatolmilast Jordan syndrome	**SASS-001** (S-600918 + Drug X) Sleep Apnea with a Central Component	**SDS-881** Dementia (AI program for cognitive function testing)	
			S-723595 Type 2 diabetes	**Out license**	

Change from February 1, 2025, to May 12, 2025
• ENDEAVORRIDE: Approved in Japan • SDS-881: Phase 3 started

: Progress from to February 1 2025, to May 12, 2025 *1 Phase 1b/2 ongoing *2,4 Phase 1/2 ongoing *3 Global Phase 2 ongoing *5 Phase 2b/3 ongoing

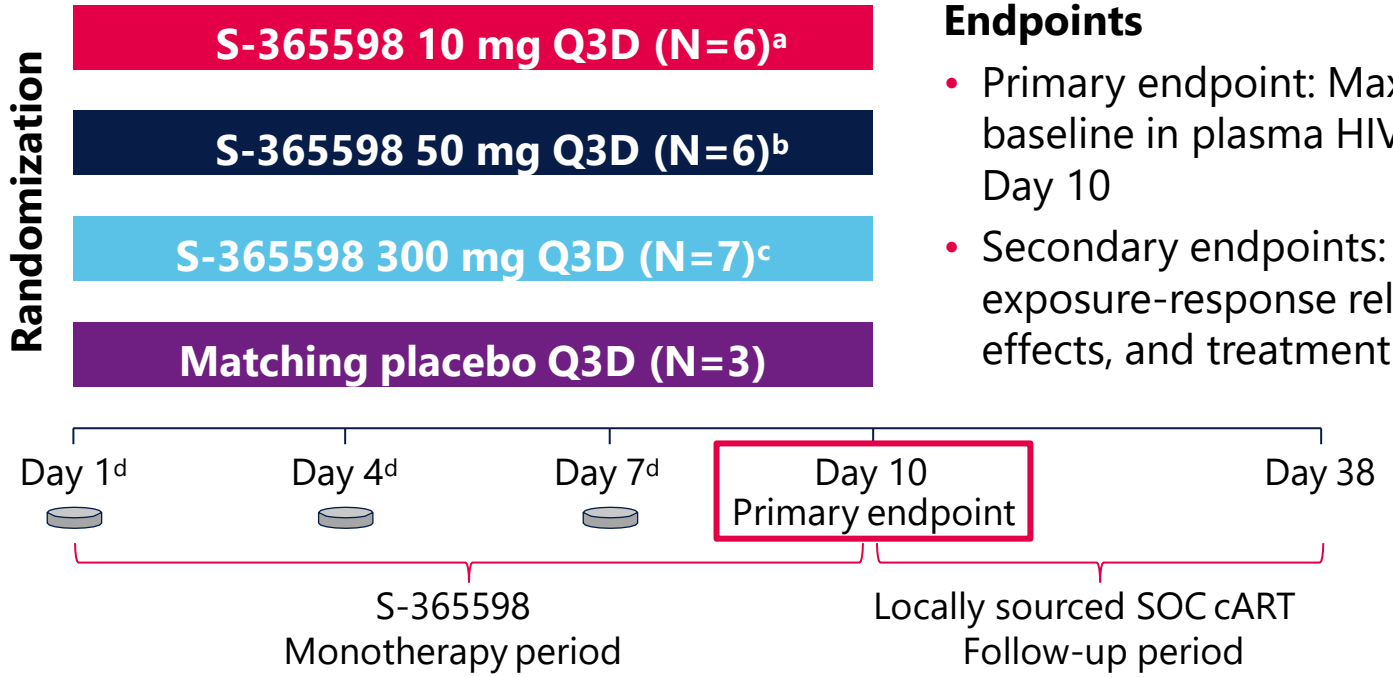
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S-365598 Phase 2a Trial Design

Double-blind, randomized, placebo-controlled, proof-of-concept, phase 2a trial

Inclusion criteria

- Aged 18-65 years
- Naive to ART
- HIV-1 RNA ≥3000 c/mL
- CD4+ cell count ≥200 cells/mm^3
- BMI 18.5-31.0 kg/m^2



Endpoints

- Primary endpoint: Maximum change from baseline in plasma HIV-1 RNA through Day 10
- Secondary endpoints: Safety, tolerability, exposure-response relationship, immunologic effects, and treatment-emergent resistance

ART, antiretroviral therapy; BMI, body mass index; cART, combination ART; PA-IC$_{90}$, protein-adjusted 90% inhibitory concentration; Q3D, every 3 days; SOC, standard of care; VH-184, VH4524184.
[a]Target concentration of 1 × PA-IC$_{90}$. [b]Target concentration of 4 × PA-IC$_{90}$. [c]Target concentration of 24 × PA-IC$_{90}$. [d]Participants received oral VH-184 or matching placebo on Days 1 (baseline), 4, and 7.

Conference on Retroviruses and Opportunistic Infections; March 9-12, 2025; San Francisco, CA
Rogg et al. CROI 2025; San Francisco, CA. Oral presentation 152.
SHIONOGI

Products licensed from SHIONOGI to ViiV Healthcare and key milestones

<Out-licensed product from SHIONOGI to ViiV>

Cabotegravir*1
(Integrase inhibitor)

+

S-365598*2
(Novel integrase inhibitor)

Red text: Update

Q4M: ULA formulation administered once every 4 months, Q6M: ULA formulation administered once every 6 months

	Duration	Key drugs	Combination candidates	CY2025	CY2026	CY2027	CY2028-2030
ULA (Treatment)	Q4M	Cabotegravir*	Rilpivirine was selected	Registrational trial start (H2)		**File and launch**	
	Q6M	S-365598*2 is candidate	Candidates under consideration	multiple PhI data readouts	Regimen selection	Registrational trial start	**File and launch**
Self-administered formulations (Treatment)	-	S-365598*2 is candidate	Candidates under consideration		Registrational trial start		**File and launch**
ULA (PrEP)	Q4M	Cabotegravir*			**File and launch**		
	Q6M	VH4367310*3			Registrational trial start		**File and launch**

*1 Successful development of ULA formulations may extend patent protection period for cabotegravir for new LA medicines, formulations and regimens
*2 The third-generation integrase inhibitor (development code: VH4524184) licensed out by Shionogi to ViiV *3 Cabotegravir franchise

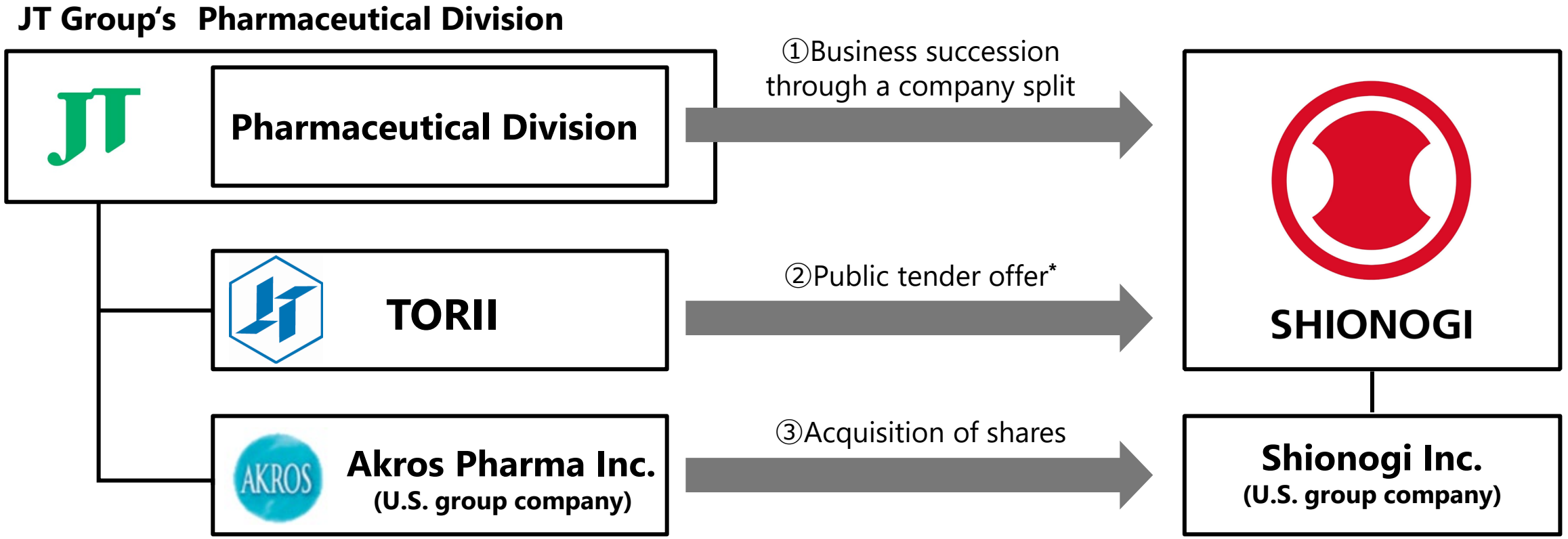
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Anti-HIV Drug Released by ViiV

Product name	Formulations	Compounds	Administrations	Frequency	Indications	CY2024 Sales
Cabenuva	Long Acting	CAB＋RPV	IM injection	Q2M (LA)	Treatment	£708M
Apretude		CAB	IM injection	Q2M (LA)	PrEP	£149M
Dovato	Two-drug regimens	DTG＋3TC	Oral	Every day	Treatment	£1,819M
Juluca		DTG＋RPV	Oral	Every day	Treatment	£661M
Tivicay	Single agent	DTG	Oral	Every day	Treatment	£1,386M
Triumeq	Three-drug regimen	DTG+ABC+3TC	Oral	Every day	Treatment	£1,542M

Overview of Transaction

① **Succession of JT Pharmaceutical Division through a company split**
② **A public tender offer for TORII PHARMACEUTICAL CO., LTD. by SHIONOGI**
③ **Acquisition of shares of Akros Pharma Inc. by Shionogi Inc.**

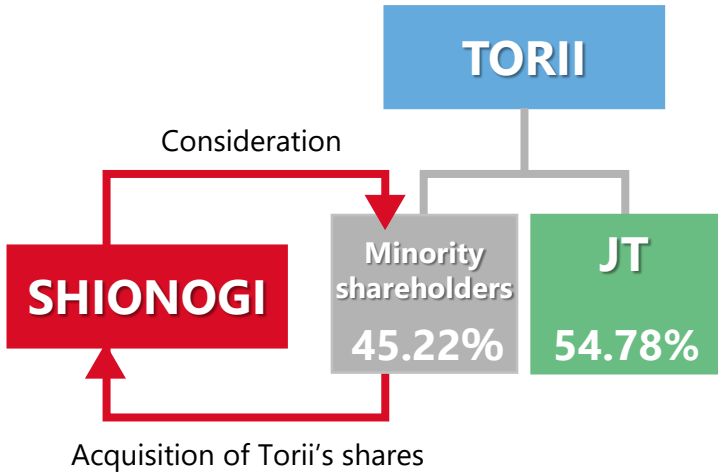


* After the effectiveness of the stock consolidation accompanying the public tender offer, TORII will conduct a self-share acquisition to acquire the shares of TORII owned by JT

Transaction Process

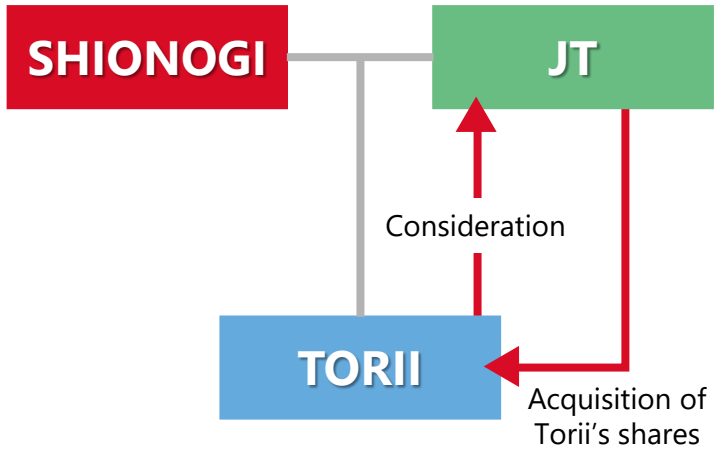
With the successful completion of the tender offer for Torii's shares, all of JT's Group Pharmaceutical Division will be transferred to SHIONOGI

Implementation of a tender offer for minority shareholders of Torii

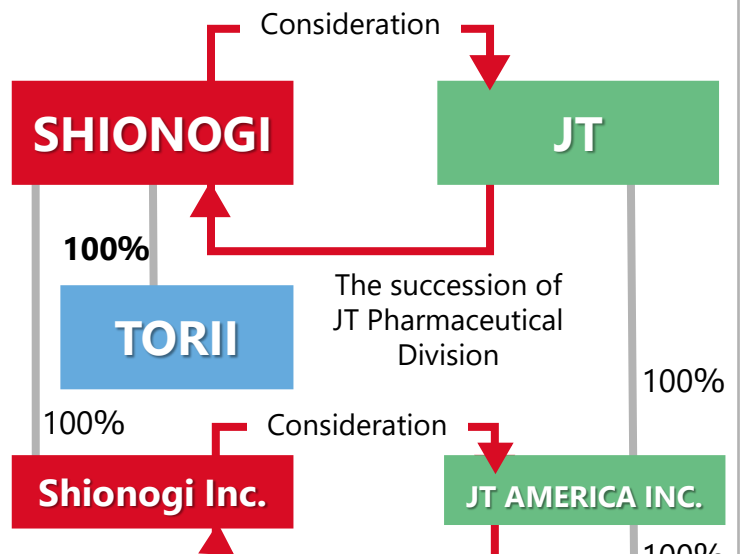


※ JT has agreed not to participate

• Acquisition of own shares by Torii
• Complete subsidiary acquisition by SHIONOGI



• The succession of JT Pharmaceutical Division
• Acquisition of shares of Akros Pharma Inc.



SHIONOGI

The Main Purchase Conditions for the Tender Offer by SHIONOGI for TORII

Tender Offeror	Shionogi & Co., Ltd
Target Company	TORII PHARMACEUTICAL CO., LTD.
Methods	Tender Offer
Tender Offer Period(Planned)	From Thursday, May 8, 2025 to Wednesday, June 18, 2025 (30 Business Days)
Settlement start date(Planned)	June 25, 2025
The purchase price	Per common share 6,350 yen
Premium	Closing price on May 2, 2025 (5,230 yen)：Approximately 21.4%
	The average closing stock price over the past month（4,432 yen） ：Approximately 43.3%
	The average closing stock price over the past three month（4,482 yen） ：Approximately 41.6%
	The average closing stock price over the past six month（4,559 yen） ：Approximately 39.3%
The minimum number of shares planned for purchase	3,342,000 shares
The maximum number of shares planned for purchase	Nothing
The total purchase amount	Approximately 80.7 billion yen（Self-funding）
Tender offer agent	SMBC Nikko Securities Inc.

Actions Following the Announcement of This Transaction

Future planned actions

September 2025：The effectiveness of the stock consolidation and acquisition of own shares
⇒ Torii will become a wholly-owned subsidiary of SHIONOGI

December 2025：The effectiveness of the company split ⇒
- JT Pharmaceutical Division will be absorbed by SHIONOGI
- Akros will become a wholly-owned subsidiary of Shionogi inc.

- At the time of effectiveness for each of the above transactions, there will be no changes implemented in terms of business relationships, employee duties, workplaces, or working styles

CY2025							
May	June	July	August	September	October	November	December
Tender Offer Period The announcement of this transaction				The complete subsidiary acquisition of Torii		• JT Pharmaceutical Division will be absorbed by SHIONOGI • Akros will become a wholly-owned subsidiary of Shionogi inc.	

SHIONOGI

Business Stabilization - The Strength of TORII -

Torii is steadily growing by focusing on Allergy and Skin Diseases as its growth drivers

The franchise field

Allergens

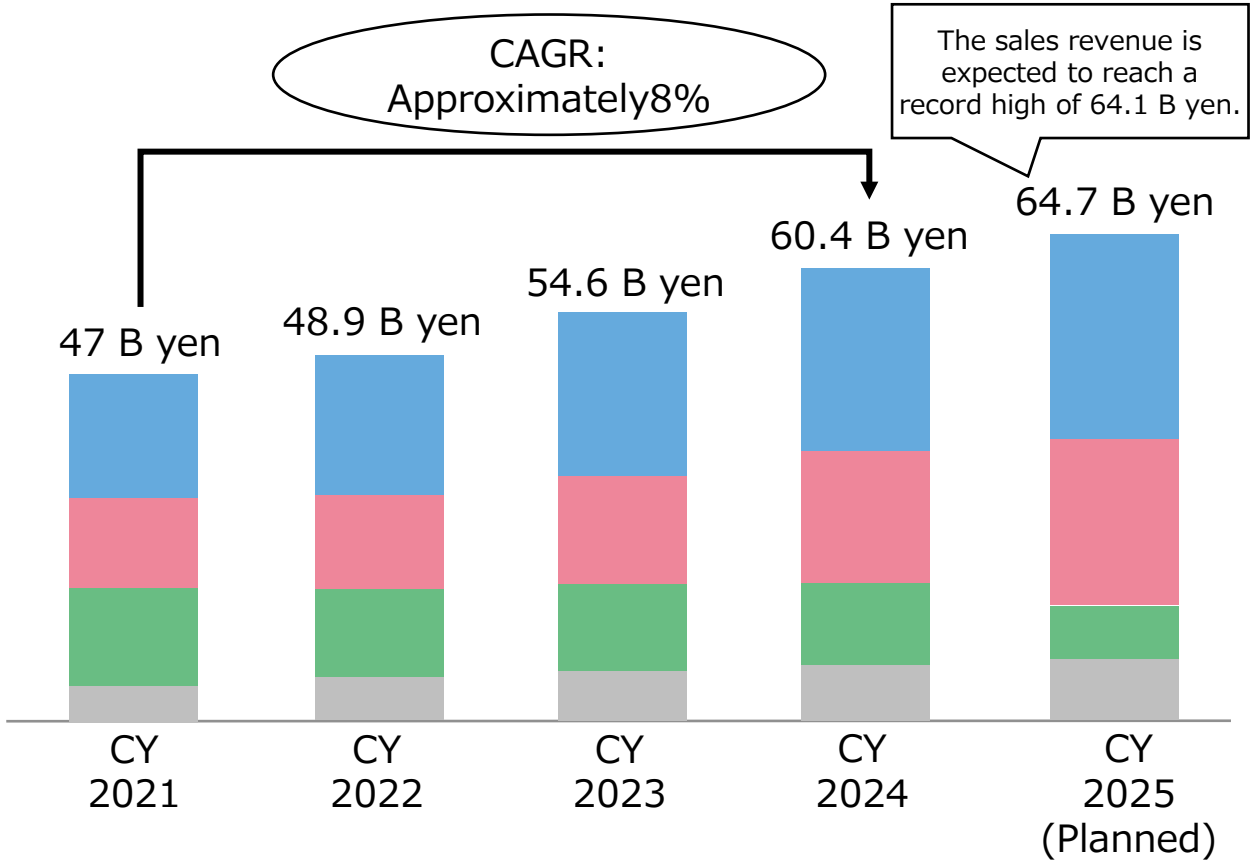
- Over the past few years, Torii has achieved strong growth in the allergy areas.
- From July 2025, Torii plans to increase the production of the cedar pollen sublingual tablets "CEDARCURE" with the completion of new production facilities.
- Additionally, Torii aims to begin clinical trials for the grass pollen sublingual tablet within 2025.

Skin diseases

- Due to the growth of products like Correctim, Torii has achieved steady growth.
- With the penetration of Vtama which was launched in October 2024, Torii expects further increases in sales revenue.
- Additionally, in December 2024, Torii submitted a domestic manufacturing and sales application for a product indicated for molluscum contagiosum.

Renal diseases and Hemodialysis

The sales revenue of Torii



* Based on the fiscal year 132nd term (January 1, 2023 - December 31, 2023)

SHIONOGI

Utilization of SHIONOGI's own Production Capabilities

SHIONOGI Group's own production facilities contributes to stable supply and cost reduction

Research → Development → Production → Sales

SHIONOGI's own factories


Settsu Plant


Kanegasaki Plant


Amagasaki Office


Itami Plant


Tokushima Plant

For the products of JT Group's Pharmaceutical Division, it is possible to establish a flexible in-house production capabilities, including increased production and the construction of a global supply chain

SHIONOGI

Strengthening R&D Capabilities - JT Pharmaceutical Division's strengths -

Excellent drug discovery achievements and a strong foundation in small molecule drug discovery

Trametinb
(MEK inhibitor)/ Cancer

Delgocitinib
(JAK inhibitor)/Atopic Dermatitis

Original New Drugs Discovered by JT

Elvitegravir
(Integrase inhibitor)/ HIV

Enarodustat
(HIF-PH inhibitor)/Anemia Associated with CKD

Strengths and characteristics of JT Pharmaceutical Division

Specializing in small molecule drug discovery

- Experienced medicinal chemists*1

Priority areas with high affinity for QOL diseases

- Immunology
- Neuroscience
- Cardiovascular, Kidney and Skeletal Muscle

Excellent drug discovery platform technology

- Expertise in kinase drug discovery*2
- AI-driven drug discovery platform
- practical application of translational research*3

*1 Researchers primarily involved in the design, synthesis, and evaluation of new compounds *2 Drug discovery targeting enzymes (kinases) that regulate cell functions
*3 Research aimed at bridging the gap between basic research and clinical application to improve the efficiency and success rate of new drug development

SHIONOGI

Building the No. 1 Global Capabilities in Small Molecule Drug Discovery

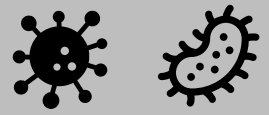
Strengthening our research capabilities to deliver the best medicines globally







Strengthen Small molecule drug discovery capabilities within the area of infectious diseases



- **Utilizing the AI-driven drug discovery platform**
  - Accelerating research and development
- **Integrating the experience and expertise of medicinal chemists**
  - Continuously discovering a competitive pipeline

Discovering a promising pipeline in the field of high social impact QOL diseases



- **Utilizing drug discovery platform technologies**
  - Exploring promising targets
- **Strengthening research capabilities with a focus on clinical applications**
  - Building high-probability success pipelines

Enhancing small molecule drug discovery capabilities and creating a continuous development pipeline in focused areas

SHIONOGI

Accelerating our Transformation into a Global Pharmaceutical Company

SHIONOGI has acquired JT Group's pharmaceutical Division as a whole, contributing to addressing the unmet needs of patients worldwide

Global No.1 capabilities in small molecule drug discovery

- SHIONOGI's ability to refine small molecules into commercial products
- JT Pharmaceutical Division's drug discovery platform capabilities.

JT

Global development of in-house products

- SHIONOGI's global development experience and expertise
- Global in-house advancement of both companies' developed products

AKROS

Research | Development

SHIONOGI

Sales | Production

TORII PHARMACEUTICAL CO., LTD.

- Extensive domestic product assets
- Global expansion leveraging SHIONOGI's sales

Expanding in-house sales and improving productivity

- Utilization of SHIONOGI's own Production Capabilities
  - Ensuring stable supply
  - Contributing to cost reduction

Flexible production capabilities

Other Major Progress*1

- **February**
  - AI program for diagnostic support(SDS-881) for conversational cognitive function testing (neuropsychological testing) has been designated as a priority review item for program medical devices by the Ministry of Health, Labour and Welfare
- **March**
  - Established the first domestic startup support fund specialized in promoting women's participation called "WPower Fund I"
  - Conclusion of a Comprehensive Collaboration Agreement with Osaka Metropolitan University in the Field of Infectious Diseases
  - Signed a partnership agreement with the UK-based organization for the deaf, "Royal National Institute for Deaf People"
  - Transition to Company with Audit and Supervisory Committee
- **April**
  - ESCMID Global 2025: Shionogi presents real-world data demonstrating better clinical outcomes when Fetcroja® / Fetroja® (cefiderocol) is used as empiric or documented therapy as compared to salvage therapy for the treatment of Gram-negative bacterial infections
  - Selected for "DX Attention Company 2025
  - Further Agreement with Apnimed for Sleep Disorder Treatments - Introduction of New Assets to Joint Venture Shionogi-Apnimed Sleep Science – (SASS)
- **May**
  - Shionogi, Nagasaki University, Saraya, and Connect Afya Enter into a Comprehensive Partnership Agreement to Support Antimicrobial Stewardship in Kenya
  - Collaborative Research Agreement on Hearing Loss with Cilcare

*1 Progress from to February 1 2025, to May 12, 2025

SHIONOGI

Forward-Looking Statements

- Forecast or target figures in this material are neither official forecasts of earnings and dividends nor guarantee of target, achievement and forecasts, but present the midterm strategies, goals and visions. Official earnings guidance should be referred to in the disclosure of the annual financial report (*kessan tanshin*) in accordance with the rules set by Tokyo Stock Exchange.
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- Risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions such as interest rate and currency exchange fluctuations. Risks and uncertainties particularly apply with respect to product-related forward-looking statements. Product risks and uncertainties include, but are not limited to, technological advances and patents attained by competitors; challenges inherent in new product development, including completion of clinical trials; claims and concerns about product safety and efficacy; regulatory agency's examination period, obtaining regulatory approvals; domestic and foreign healthcare reforms; trend toward managed care and healthcare cost containment; and governmental laws and regulations affecting domestic and foreign operations.
- For products that are approved, there are manufacturing and marketing risks and uncertainties, which include, but are not limited to, inability to build production capacity to meet demand, lack of availability of raw materials, and failure to gain market acceptance.
- Shionogi disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise.
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