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November 2, 2022

Consolidated Financial Results for the First Six Months of the Fiscal Year Ending March 31, 2023 (Under Japanese GAAP)

Listed Company: Zeria Pharmaceutical Co., Ltd. (Stock Exchange: Tokyo Stock Exchange)

Code Number: 4559 (URL: https://www.zeria.co.jp/)

Representative: Mitsuhiro Ibe, Representative Director, President & COO

Person in charge of reference: Tomoyuki Nishizawa, Director, Public Relations Division TEL (03) 3661-1039

Scheduled date to submit the Quarterly Securities Report: November 7, 2022
Scheduled date to commence dividend payments:

December 1, 2022
Preparation of supplementary documents to the quarterly financial results:

Yes

Holding of quarterly financial results presentation: Yes (for analysts, institutional investors and the press)

(Amounts under a million yen are truncated.)

1. Consolidated Financial Highlights (April 1, 2022 through September 30, 2022)

(1) Consolidated Financial Results (cumulative)

(Percentage figures indicate changes from the same period of the previous year.)

| | Net sales | | Operating profit | | Operating profit | | Ordinary pr | ofit | Profit attributa owners of pa | |
|--------------------|-------------|------|------------------|-------|------------------|-------|-------------|------|----------------------------------|--|
| Six months ended | Million yen | % | Million yen | % | Million yen | % | Million yen | % | | |
| September 30, 2022 | 33,712 | 17.9 | 5,894 | 120.6 | 5,182 | 66.3 | 3,998 | 89.0 | | |
| September 30, 2021 | 28,606 | 12.1 | 2,672 | 67.2 | 3,116 | 138.4 | 2,115 | 52.4 | | |

Note: Comprehensive income: For the six months ended September 30, 2022: 8,069 million yen [267.7%] For the six months ended September 30, 2021: 2,194 million yen [10.9%]

| | Basic earnings | Diluted earnings | |
|--------------------|----------------|------------------|--|
| | per share | per share | |
| Six months ended | Yen | Yen | |
| September 30, 2022 | 90.41 | = | |
| September 30, 2021 | 46.65 | = | |

(2) Consolidated Financial Position

| | Total assets | Net assets | Equity ratio | Net assets per share |
|--------------------|--------------|-------------|--------------|----------------------|
| As of | Million yen | Million yen | % | Yen |
| September 30, 2022 | 134,407 | 61,822 | 45.8 | 1,395.01 |
| March 31, 2022 | 124,282 | 55,092 | 44.2 | 1,236.09 |

Reference: Equity: As of September 30, 2022: 61,581 million yen

As of March 31, 2022: 54,894 million yen

2. Dividends

| | | Annual dividends | | | | | | | |
|------------------------------------------|---------------|------------------|---------------|----------|-------|--|--|--|--|
| | First quarter | Second quarter | Third quarter | Year-end | Total | | | | |
| | Yen | Yen | Yen | Yen | Yen | | | | |
| Year ended March 31, 2022 | _ | 17.00 | _ | 18.00 | 35.00 | | | | |
| Year ending March 31, 2023 | _ | 18.00 | | | | | | | |
| Year ending March 31, 2023 (Forecast) | | | _ | 18.00 | 36.00 | | | | |

Note: Revision of the forecast of dividends most recently announced: None

3. Consolidated Financial Forecast for Fiscal Year Ending March 31, 2023 (April 1, 2022 through March 31, 2023)

(Percentage figures indicate changes from the same period of the previous year.)

| | Net sales | S | Operating profit | | Ordinary profit | | Profit attributable to owners of parent | | Basic earnings per share |
|-----------|-------------|------|------------------|------|-----------------|------|-----------------------------------------|------|--------------------------------|
| | Million yen | % | Million yen | % | Million yen | % | Million yen | % | Yen |
| Full year | 66,000 | 10.9 | 7,000 | 10.0 | 7,000 | 17.9 | 5,600 | 41.4 | 126.73 |

Note: Revision of the financial forecast most recently announced: None

* Notes

(1) Changes in significant subsidiaries during the six months ended September 30, 2022 (changes in specified subsidiaries resulting in changes in scope of consolidation): None

Inclusion: – (Company name: –) Exclusion: – (Company name: –)

(2) Application of special accounting for preparing the quarterly consolidated financial statements: Yes

Note: For details, please refer to "2. Quarterly Consolidated Financial Statements and Significant Notes Thereto, (4) Notes to quarterly consolidated financial statements" on page 10 of the Attached Material.

- (3) Changes in accounting policies, changes in accounting estimates, and restatement of prior period financial statements after error corrections
 - 1) Changes in accounting policies due to revisions to accounting standards and other regulations: Yes
 - 2) Changes in accounting policies due to other reasons: None
 - 3) Changes in accounting estimates: None
 - 4) Restatement of prior period financial statements after error corrections: None

Note: For details, please refer to "2. Quarterly Consolidated Financial Statements and Significant Notes Thereto, (4) Notes to quarterly consolidated financial statements" on page 10 of the Attached Material.

- (4) Number of shares issued (common shares)
 - 1) Number of shares issued as of the end of the term (including treasury shares):

As of September 30, 2022: 53,119,190 shares As of March 31, 2022: 53,119,190 shares

2) Number of shares of treasury shares as of the end of the term:

As of September 30, 2022: 8,974,949 shares As of March 31, 2022: 8,709,322 shares

3) Average number of shares during the period (cumulative from the beginning of the fiscal year):

For the six months ended September 30, 2022: 44,229,546 shares

For the six months ended September 30, 2021: 45,360,392 shares

- * Quarterly Financial Results Are Exempt from Quarterly Review Conducted by Certified Public Accountants or an Audit Corporation.
- * Cautionary Statement with Respect to Appropriate Use of Financial Forecast and Other Special Matters

The description about the future including the projection in this document is based on information available to the Company at present and certain presumptions which the Company considers reasonable. Consequently, any descriptions herein do not constitute assurances regarding actual results by the Company. The actual results for future terms may differ from the information in this document due to various factors. For the assumptions made in financial forecasts and cautions concerning the use thereof, please refer to "1. Qualitative Information on Quarterly Financial Results, (3) Explanation of consolidated financial forecasts and other forward-looking statements" on page 4 of the Attached Material.

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1. Qualitative Information on Quarterly Financial Results

(1) Explanation of operating results

Net sales for the first six months of the fiscal year ending March 31, 2023 were 33,712 million yen (up 17.9% from the same period of the previous fiscal year). As for profits, operating profit was 5,894 million yen (up 120.6% from the same period of the previous fiscal year), ordinary profit was 5,182 million yen (up 66.3% from the same period of the previous fiscal year), and profit attributable to owners of parent was 3,998 million yen (up 89.0% from the same period of the previous fiscal year). The large difference in the year-on-year growth rate between operating profit and ordinary profit is because although the Company recorded foreign exchange gains in the previous fiscal year, a large amount of foreign exchange losses was recorded in the current fiscal year as a result of the rapid appreciation of the Swiss franc.

Following are the results by business segment.

(i) Ethical Pharmaceuticals Business

As for our mainstay product, Asacol, a therapeutic agent for ulcerative colitis, growth in sales of Asacol 1600mg, a high-dose formulation only on sale in overseas markets, contributed to increased sales. Sales of Entocort (domestic sales name: Zentacort), an inflammatory bowel disease (IBD) therapeutic agent, also increased, as sales grew in the overseas market in various regions, including Canada, Northern Europe, and also Italy, where the Company established a local subsidiary in the previous year. In addition, sales of DIFICLIR, a therapeutic agent for Clostridium difficile infections, achieved a significant sales growth as a result of aggressive investment of sales resources in response to its recommendation as a first-line drug in the European guidelines for the treatment of infectious diseases. With regard to Acofide and Ferinject, we are working to build the market, particularly in medical institutions performing endoscopy, and the domains of gastroenterology, and obstetrics and gynecology.

As a result, net sales in the business amounted to 21,505 million yen (up 19.5% from the same period of the previous fiscal year).

(ii) Consumer Healthcare Business

As for the Hepalyse range, although it is still affected by the spread of COVID-19 infection and a sharp decline in demand from inbound tourists, its sales significantly increased owing to the substantial increase in the sales of the pharmaceutical Hepalyse range, as well as the Hepalyse W range for convenience stores. Sales of the Chondroitin range remained strong, due in part to aggressive advertising and promotional investments. On the other hand, sales of the WithOne range of botanical laxative products decreased due to the impact from competing products.

As a result, net sales in the business amounted to 12,131 million yen (up 15.2% from the same period of the previous fiscal year).

(iii) Other

Net sales in this segment amounted to 75 million yen (up 1.1% from the same period of the previous fiscal year), mainly due to insurance agency business and real estate lease revenue.

(2) Explanation of financial position

(i) Assets, liabilities, and net assets

Total assets at the end of the second quarter of the fiscal year ending March 31, 2023 were 134,407 million yen, an increase of 10,125 million yen from the end of the previous fiscal year. Current assets increased 7,099 million yen to 48,763 million yen from the end of the previous fiscal year, and non-current assets increased 3,025 million yen to 85,644 million yen from the end of the previous fiscal year. Major changes in current assets included an increase of 3,589 million yen in cash and deposits, an increase of 2,512 million yen in notes and accounts receivable - trade, and an increase of 1,080 million

yen in inventories such as merchandise and finished goods. The changes in non-current assets were an increase of 548 million yen in property, plant and equipment, an increase of 2,959 million yen in intangible assets, and a decrease of 481 million yen in investments and other assets.

Total liabilities at the end of the quarter under review were 72,585 million yen, an increase of 3,395 million yen from the end of the previous fiscal year. Current liabilities increased 3,736 million yen to 47,929 million yen from the end of the previous fiscal year, and non-current liabilities decreased 340 million yen to 24,656 million yen from the end of the previous fiscal year. Main changes in current liabilities were an increase of 2,727 million yen in short-term borrowings and an increase of 835 million yen in income taxes payable. Main changes in non-current liabilities were a decrease of 905 million yen in long-term borrowings, an increase of 319 million yen in provision for loss on cancellation of contracts, and an increase of 264 million yen in other non-current liabilities including an increase in deferred tax liabilities

Net assets at the end of the quarter under review were 61,822 million yen, an increase of 6,729 million yen from the end of the previous fiscal year. This was mainly due to profit attributable to owners of parent of 3,998 million yen, payment of 799 million yen as dividends declared at the end of the previous period, an increase of 536 million yen in treasury shares, and an increase of 4,438 million yen in foreign currency translation adjustment.

As a result, equity ratio at the end of the quarter under review increased by 1.6% from the end of the previous fiscal year to 45.8%.

(ii) Status of cash flows

Cash and cash equivalents (below, "cash") at the end of the quarter under review increased 3,589 million yen from the beginning of the period to 15,168 million yen. This was mainly due to net cash provided by operating activities of 5,332 million yen, despite net cash used in investing activities of 963 million yen and net cash used in financing activities of 2,119 million yen.

The status of each cash flow and its factors for the first six months of the current fiscal year are as follows.

[Net cash provided by (used in) operating activities]

Net cash provided by operating activities amounted to 5,332 million yen in the first six months of the current fiscal year (up 2,220 million yen from the same period of the previous fiscal year). This was due to factors including profit before income taxes of 4,970 million yen, depreciation of 2,466 million yen, a decrease in provision for bonuses of 514 million yen, an increase in trade receivables of 1,289 million yen, and an increase in inventories of 409 million yen.

[Net cash provided by (used in) investing activities]

Net cash used in investing activities totaled 963 million yen in the first six months of the current fiscal year (up 733 million yen from the same period of the previous fiscal year). This was mainly due to an expenditure of 908 million yen for the purchase of property, plant and equipment.

[Net cash provided by (used in) financing activities]

Net cash used in financing activities totaled 2,119 million yen in the first six months of the current fiscal year (down 1,037 million yen from the same period of the previous fiscal year). This was mainly due to an increase of 1,873 million yen in short-term borrowings, proceeds from long-term borrowings of 500 million yen, repayments of long-term borrowings of 3,028 million yen, purchase of treasury shares of 538 million yen, and dividends paid of 798 million yen.

(3) Explanation of consolidated financial forecasts and other forward-looking statements

The consolidated financial forecast for the fiscal year ending March 31, 2023 remains unchanged from the consolidated financial forecast announced on May 11, 2022. For details, please refer to "Notice Regarding Revisions to Financial Forecasts," announced on October 31, 2022 (Japanese version only).

2. Quarterly Consolidated Financial Statements and Significant Notes Thereto

(1) Quarterly consolidated balance sheet

| | | (Thousands of y |
|-------------------------------------------------|----------------------|--------------------------|
| | As of March 31, 2022 | As of September 30, 2022 |
| Assets | | |
| Current assets | | |
| Cash and deposits | 11,704,282 | 15,293,974 |
| Notes and accounts receivable - trade | 16,206,812 | 18,719,715 |
| Merchandise and finished goods | 6,721,583 | 7,314,567 |
| Work in process | 1,409,684 | 1,194,974 |
| Raw materials and supplies | 3,819,276 | 4,521,242 |
| Other | 1,855,502 | 1,791,257 |
| Allowance for doubtful accounts | (53,425) | (72,368 |
| Total current assets | 41,663,717 | 48,763,363 |
| Non-current assets | | |
| Property, plant and equipment | | |
| Buildings, net | 6,655,232 | 6,499,554 |
| Land | 12,354,010 | 12,361,492 |
| Other, net | 4,130,101 | 4,826,460 |
| Total property, plant and equipment | 23,139,343 | 23,687,508 |
| Intangible assets | | |
| Goodwill | 5,830,459 | 5,702,690 |
| Sales right | 27,539,473 | 29,621,682 |
| Other | 7,836,095 | 8,841,092 |
| Total intangible assets | 41,206,029 | 44,165,464 |
| Investments and other assets | | |
| Investment securities | 7,005,587 | 6,681,999 |
| Retirement benefit asset | 10,736,005 | 10,591,887 |
| Other | 583,595 | 564,753 |
| Allowance for doubtful accounts | (51,945) | (47,230 |
| Total investments and other assets | 18,273,242 | 17,791,409 |
| Total non-current assets | 82,618,615 | 85,644,382 |
| Total assets | 124,282,333 | 134,407,745 |
| iabilities | 12 1,202,888 | 10 1, 107,7 10 |
| Current liabilities | | |
| Accounts payable - trade | 2,049,590 | 2,425,768 |
| Short-term borrowings | 33,842,933 | 36,570,603 |
| Income taxes payable | 458,297 | 1,293,577 |
| Provision for bonuses | 1,530,935 | 1,068,358 |
| Other | 6,311,307 | 6,570,900 |
| Total current liabilities | 44,193,063 | 47,929,209 |
| Non-current liabilities | . 1,120,000 | 17,525,205 |
| Long-term borrowings | 18,385,860 | 17,480,830 |
| Provision for loss on cancellation of contracts | 490,142 | 809,440 |
| Retirement benefit liability | 1,073,819 | 1,054,164 |
| Asset retirement obligations | 55,827 | 55,929 |
| Other | 4,991,146 | 5,255,834 |
| Total non-current liabilities | 24,996,794 | 24,656,199 |
| Total liabilities | 69,189,858 | 72,585,408 |
| Total lidellities | 07,107,030 | 12,363,406 |

| | (| |
|----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------|--|
| As of March 31, 2022 | As of September 30, 2022 | |
| | | |
| | | |
| 6,593,398 | 6,593,398 | |
| 11,685,121 | 11,685,121 | |
| 48,860,697 | 52,059,900 | |
| (17,593,074) | (18,129,863) | |
| 49,546,143 | 52,208,557 | |
| | | |
| (193,416) | (458,313) | |
| 3,215,379 | 7,653,742 | |
| 2,326,536 | 2,177,596 | |
| 5,348,499 | 9,373,025 | |
| 197,832 | 240,754 | |
| 55,092,474 | 61,822,336 | |
| 124,282,333 | 134,407,745 | |
| | 6,593,398 11,685,121 48,860,697 (17,593,074) 49,546,143 (193,416) 3,215,379 2,326,536 5,348,499 197,832 55,092,474 | |

(2) Quarterly consolidated statement of income and quarterly consolidated statement of comprehensive income

Quarterly consolidated statement of income

| Quarterly consolidated statement of income | _ | (Thousands of ye |
|--------------------------------------------------|----------------------------------------|----------------------------------------|
| | Six months ended September 30, 2021 | Six months ended September 30, 2022 |
| Net sales | 28,606,173 | 33,712,480 |
| Cost of sales | 8,462,724 | 9,376,722 |
| Gross profit | 20,143,448 | 24,335,758 |
| Selling, general and administrative expenses | 17,470,923 | 18,441,079 |
| Operating profit | 2,672,525 | 5,894,678 |
| Non-operating income | | |
| Interest income | 6,759 | 26,461 |
| Dividend income | 148,091 | 158,136 |
| Foreign exchange gains | 417,551 | - |
| Other | 36,809 | 45,555 |
| Total non-operating income | 609,211 | 230,153 |
| Non-operating expenses | | |
| Interest expenses | 148,520 | 181,259 |
| Foreign exchange losses | - | 748,121 |
| Other | 16,479 | 13,205 |
| Total non-operating expenses | 165,000 | 942,586 |
| Ordinary profit | 3,116,736 | 5,182,245 |
| Extraordinary income | | |
| Gain on sale of non-current assets | 3,470 | 260 |
| Gain on sale of investment securities | 3,367 | 19,940 |
| Total extraordinary income | 6,837 | 20,200 |
| Extraordinary losses | | |
| Loss on retirement of non-current assets | 3,995 | 3,350 |
| Provision for loss on cancellation of contracts | _ | 228,300 |
| Total extraordinary losses | 3,995 | 231,651 |
| Profit before income taxes | 3,119,578 | 4,970,794 |
| Income taxes | 998,954 | 964,014 |
| Profit | 2,120,624 | 4,006,779 |
| Profit attributable to non-controlling interests | 4,632 | 8,199 |
| Profit attributable to owners of parent | 2,115,992 | 3,998,580 |

Quarterly consolidated statement of comprehensive income

(Thousands of yen)

| | | (Incusumus er jun |
|----------------------------------------------------------------|----------------------------------------|----------------------------------------|
| | Six months ended September 30, 2021 | Six months ended September 30, 2022 |
| Profit | 2,120,624 | 4,006,779 |
| Other comprehensive income | | |
| Valuation difference on available-for-sale securities | (320,290) | (264,896) |
| Foreign currency translation adjustment | 720,862 | 4,476,703 |
| Remeasurements of defined benefit plans, net of tax | (326,784) | (148,940) |
| Total other comprehensive income | 73,787 | 4,062,866 |
| Comprehensive income | 2,194,411 | 8,069,646 |
| Comprehensive income attributable to | | |
| Comprehensive income attributable to owners of parent | 2,177,573 | 8,023,106 |
| Comprehensive income attributable to non-controlling interests | 16,838 | 46,539 |

| | | (Thousands of yell |
|--------------------------------------------------------------------------------------------------|----------------------------------------|----------------------------------------|
| | Six months ended September 30, 2021 | Six months ended September 30, 2022 |
| Cash flows from operating activities | | |
| Profit before income taxes | 3,119,578 | 4,970,794 |
| Depreciation | 2,321,125 | 2,466,358 |
| Amortization of goodwill | 349,467 | 354,879 |
| Increase (decrease) in provision for bonuses | (305,242) | (514,895) |
| Increase (decrease) in provision for loss on cancellation of contracts | (28,302) | 228,300 |
| Increase (decrease) in retirement benefit liability | 110,409 | 109,324 |
| Interest and dividend income | (154,850) | (184,597) |
| Interest expenses | 148,520 | 181,259 |
| Decrease (increase) in trade receivables | (1,734,982) | (1,289,682) |
| Decrease (increase) in inventories | (762,273) | (409,623) |
| Increase (decrease) in trade payables | 143,623 | 193,809 |
| Decrease (increase) in other current assets | 932,126 | (164,194) |
| Increase (decrease) in other current liabilities | (392,234) | 215,451 |
| Decrease (increase) in retirement benefit asset | (334,602) | (354,809) |
| Other, net | (12,593) | (117,947) |
| Subtotal | 3,399,768 | 5,684,428 |
| Interest and dividends received | 154,854 | 184,616 |
| Interest paid | (140,890) | (180,360) |
| Income taxes paid | (302,270) | (356,493) |
| Net cash provided by (used in) operating activities | 3,111,463 | 5,332,190 |
| Cash flows from investing activities | | |
| Purchase of property, plant and equipment | (361,126) | (908,651) |
| Purchase of intangible assets | (214,326) | (156,032) |
| Purchase of investment securities | (1,164,456) | (132,488) |
| Proceeds from sale of investment securities | 37,186 | 215,908 |
| Other, net | 5,941 | 17,787 |
| Net cash provided by (used in) investing activities | (1,696,780) | (963,476) |
| Cash flows from financing activities | | |
| Net increase (decrease) in short-term borrowings | (7,310,442) | 1,873,266 |
| Proceeds from long-term borrowings | 10,009,350 | 500,000 |
| Repayments of long-term borrowings | (1,649,550) | (3,028,710) |
| Repayments of lease liabilities | (111,162) | (123,158) |
| Purchase of treasury shares | (1,243,504) | (538,398) |
| Dividends paid | (773,214) | (798,347) |
| Dividends paid to non-controlling interests | (3,513) | (3,929) |
| Net cash provided by (used in) financing activities | (1,082,036) | (2,119,276) |
| Effect of exchange rate change on cash and cash equivalents | 143,687 | 1,340,254 |
| Net increase (decrease) in cash and cash equivalents | 476,334 | 3,589,691 |
| Cash and cash equivalents at beginning of period | 9,668,938 | 11,579,282 |
| Increase (decrease) in cash and cash equivalents resulting from change in scope of consolidation | 129,430 | _ |
| Cash and cash equivalents at end of period | 10,274,703 | 15,168,974 |
| | 10,2/7,/03 | 13,100,774 |

(4) Notes to quarterly consolidated financial statements (Notes on premise of a going concern)

Not applicable.

(Notes on significant changes in the amount of shareholders' equity)

Not applicable.

(Adoption of special accounting methods for preparation of quarterly consolidated financial statements)

Calculation of tax expenses

Tax expenses were calculated by reasonably estimating the effective tax rate after applying tax effect accounting to the profit before income taxes for the fiscal year that includes the second quarter of the current fiscal year and multiplying profit before income taxes by such estimated effective tax rate.

(Change in accounting policy)

Adoption of the Implementation Guidance on Accounting Standard for Fair Value Measurement

The Company adopted the Implementation Guidance on Accounting Standard for Fair Value Measurement (ASBJ Guidance No. 31, June 17, 2021) from the beginning of the first quarter of the current fiscal year. In accordance with the transitional treatment prescribed in paragraph 27-2 of the Implementation Guidance on Accounting Standard for Fair Value Measurement, the new accounting policies prescribed by the Implementation Guidance on Accounting Standard for Fair Value Measurement are to be applied prospectively. There is no impact on the consolidated quarterly financial statements for the first six months of the current fiscal year.

(Segment information, etc.)

[Segment information]

- I First six months of the previous fiscal year (from April 1, 2021 to September 30, 2021)
- 1. Information on net sales and profit or loss by reportable segment

(Thousands of yen)

| | R | Reportable segmen | nt | | | | Amount recorded in |
|----------------------------------|----------------------------------------|------------------------------------|------------|-------------------|------------|------------------------|-----------------------------------------------------------------|
| | Ethical Pharmaceuticals Business | Consumer Healthcare Business | Total | Other (Note 1) | Total | Adjustment (Note 2) | quarterly consolidated statement of income (Note 3) |
| Net sales | | | | | | | |
| Sales to external customers | 17,997,949 | 10,533,349 | 28,531,299 | 74,873 | 28,606,173 | - | 28,606,173 |
| Intersegment sales and transfers | _ | 48 | 48 | 284,004 | 284,053 | (284,053) | _ |
| Total | 17,997,949 | 10,533,398 | 28,531,348 | 358,878 | 28,890,226 | (284,053) | 28,606,173 |
| Segment profit | 3,081,706 | 1,976,960 | 5,058,667 | 128,480 | 5,187,147 | (2,514,621) | 2,672,525 |

- (Notes) 1. "Other" is a business segment not included in the reportable segments and includes the insurance agency business and real estate business.
 - 2. Adjustment of segment profit of (2,514,621) thousand yen is mainly corporate expenses such as general and administrative expenses that are not allocated to reportable segments.
 - 3. Segment profit is adjusted with operating profit in the quarterly consolidated statement of income.
- 2. Information on impairment losses on non-current assets or goodwill by reportable segment Not applicable.
- II First six months of the current fiscal year (from April 1, 2022 to September 30, 2022)
- 1. Information on net sales and profit or loss by reportable segment

(Thousands of yen)

| | Reportable segment | | | | | | Amount |
|----------------------------------|----------------------------------------|------------------------------------|------------|----------------|------------|------------------------|--------------------------------------------------------------------------------|
| | Ethical Pharmaceuticals Business | Consumer Healthcare Business | Total | Other (Note 1) | Total | Adjustment (Note 2) | recorded in quarterly consolidated statement of income (Note 3) |
| Net sales | | | | | | | |
| Sales to external customers | 21,505,406 | 12,131,357 | 33,636,763 | 75,716 | 33,712,480 | _ | 33,712,480 |
| Intersegment sales and transfers | 2,694 | 58 | 2,753 | 219,681 | 222,434 | (222,434) | _ |
| Total | 21,508,101 | 12,131,416 | 33,639,517 | 295,398 | 33,934,915 | (222,434) | 33,712,480 |
| Segment profit | 5,867,879 | 2,454,974 | 8,322,853 | 116,456 | 8,439,309 | (2,544,631) | 5,894,678 |

- (Notes) 1. "Other" is a business segment not included in the reportable segments and includes the insurance agency business and real estate business.
 - 2. Adjustment of segment profit of (2,544,631) thousand yen is mainly corporate expenses such as general and administrative expenses that are not allocated to reportable segments.
 - 3. Segment profit is adjusted with operating profit in the quarterly consolidated statement of income.
- 2. Information on impairment losses on non-current assets or goodwill by reportable segment Not applicable.

3. Supplemental Information

(1) Sales results

The table below shows sales results by business segment in the first six months of the current fiscal year.

(Thousands of yen)

| Name of segment | First six months of the current fiscal year (from April 1, 2022 to September 30, 2022) | Increase/(decrease) over the same period of the previous fiscal year (%) |
|----------------------------------|-------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------|
| Ethical Pharmaceuticals Business | 21,505,406 | 19.5 |
| Consumer Healthcare Business | 12,131,357 | 15.2 |
| Total reportable segment | 33,636,763 | 17.9 |
| Other | 75,716 | 1.1 |
| Total | 33,712,480 | 17.9 |

(Note) Inter-segment transactions are offset and eliminated.

(2) Sales of major products and merchandise Consolidated

(Thousands of yen)

| | | | | (Thousands of yen) |
|----|----------------------------------|--------------------------|-------------------------|--------------------|
| | | First six months of | First six months of | |
| | | the previous fiscal year | the current fiscal year | Percentage change |
| | | (from April 1, 2021 | (from April 1, 2022 | (%) |
| | | to September 30, 2021) | to September 30, 2022) | |
| 1. | Ethical Pharmaceuticals Business | 17,997,949 | 21,505,406 | 19.5 |
| | Asacol | 8,506,104 | 9,881,146 | 16.2 |
| | DIFICLIR | 2,279,800 | 3,895,442 | 70.9 |
| | Entocort | 2,245,177 | 2,935,555 | 30.7 |
| | Acofide | 1,580,552 | 1,541,840 | (2.4) |
| | Other | 3,386,314 | 3,251,421 | (4.0) |
| 2. | Consumer Healthcare Business | 10,533,349 | 12,131,357 | 15.2 |
| | Hepalyse range | 3,237,728 | 4,698,724 | 45.1 |
| | Chondroitin range | 2,595,823 | 2,634,015 | 1.5 |
| | WithOne range | 647,510 | 620,943 | (4.1) |
| | Other | 4,052,288 | 4,177,673 | 3.1 |
| 3. | Other Business | 74,873 | 75,716 | 1.1 |
| | Total | 28,606,173 | 33,712,480 | 17.9 |

(3) Status of pipeline of new drugs

I. Domestic

As of November 2, 2022

| Stage | Development Code/ Generic Name | Development | Indications | Classification | Origin |
|-------------------------------------------------|--------------------------------------|----------------------|----------------------------------------------------|-------------------------------------------|-------------|
| Phase III | Z-338/Acotiamide | Zeria | Pediatric functional dyspepsia | Upper gastrointestinal motility modulator | Original |
| Phase III | ZG-801/Patiromer Sorbitex Calcium | Zeria | Hyperkalemia | Potassium binder | In-licensed |
| Phase II* (Investigator- Initiated Trial) | Z-338/Acotiamide | Kyushu University | Esophagogastric junction outflow obstruction | Upper gastrointestinal motility modulator | Original |

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

II. Overseas

| Stage | Development Code/ Generic Name | Development | Indications | Classification | Origin |
|--------------------------------------------------------------------------------------------------------------|-----------------------------------|-----------------------|-------------------------|-------------------------------------------|-----------------------------|
| Phase III (Europe) | Z-338/Acotiamide | Zeria | Functional dyspepsia | Upper gastrointestinal motility modulator | Original |
| NDA approved (Mexico, Honduras) | Z-338/Acotiamide | Faes Farma | Functional dyspepsia | Upper gastrointestinal motility modulator | Original (Out- licensed) |
| NDA filed (Chile, Colombia, Peru, Ecuador, Dominican Republic, Costa Rica, Guatemala, Panama) | Z-338/Acotiamide | Faes Farma | Functional dyspepsia | Upper gastrointestinal motility modulator | Original (Out- licensed) |
| NDA filed (Thailand, Indonesia) | Z-338/Acotiamide | Meiji Seika Pharma | Functional dyspepsia | Upper gastrointestinal motility modulator | Original (Out- licensed) |