

Financial Results for the First Three Months of Fiscal Year Ending December 2025

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* This material is prepared based on Japanese GAAP.

* Amounts are rounded down to the nearest million yen.

* The forecasts presented in this material are forward-looking statements. Reflecting assumptions based on information available on the date of publication, these statements are subject to inherent risks and uncertainties. Accordingly, unforeseen factors may cause actual results to differ materially from the projections contained herein.

Torii will not necessarily revise this material regardless of any new information, future events or other results.

April 25, 2025



TORII PHARMACEUTICAL CO., LTD.

I Summary Information

The forecasts have not been revised from the latest announcement.

- * We are actively investing in R&D for the time being, in order to obtain in-licensed drugs in the future. For this reason, we have set operating income before R&D expenses as a numerical income indicator for the Medium-Term Management Plan.

① Financial Results

(Millions of Yen)	FY2024 First three months	FY2025 First three months	Change	Change (%)	FY2024 Full year	FY2025 Forecast	Progress ratio (%)
	A	B	B-A	(B-A)/A		C	B/C
Net sales	13,451	14,683	1,232	9.2	60,426	64,700	22.7
Operating income	1,383	1,704	320	23.2	6,798	4,100	41.6
Ordinary income	1,166	1,859	693	59.5	6,926	4,500	41.3
Net income	878	1,391	512	58.4	5,042	3,400	40.9
(Reference)							
R&D expenses	532	677	145	27.3	2,824	6,400	10.6
Operating income before R&D expenses*	1,915	2,381	466	24.3	9,622	10,500	22.7
Earnings per share (EPS)	(¥) 31.27	49.51	18.24		179.38	120.95	
Return on equity (ROE)	(%) 0.7	1.1	0.4		4.2		
Ratio of ordinary income to total assets	(%) 0.9	1.3	0.4		5.1		
Ratio of operating income to net sales	(%) 10.3	11.6	1.3		11.3		
Return on assets (ROA)	(%) 0.7	1.0	0.3		3.7		

② Financial Conditions

(Millions of Yen)	December 31, 2024	March 31, 2025	Change	Change (%)
	A	B	B-A	(B-A)/A
Total assets	140,664	136,689	(3,974)	(2.8)
Total equity	121,533	121,203	(329)	(0.3)
Equity ratio	(%) 86.4	88.7	2.3	
Book value per share (BPS)	(¥) 4,323.33	4,311.60	(11.73)	

③ Dividends

(Millions of Yen)	FY2024	FY2025 Forecast	Change	Change (%)
	A	B	B-A	(B-A)/A
Annual dividends per share	(¥) 120.00	120.00	0.00	—
Total dividends	3,373			
Dividend payout ratio	(%) 66.9	99.2	32.3	
Dividend on equity ratio (DOE)	(%) 2.8			

④ Capital Expenditures

(Millions of Yen)	FY2024 First three months	FY2025 First three months	Change	Change (%)	FY2024 Full year	FY2025 Forecast
	A	B	B-A	(B-A)/A		
Capital expenditures	147	147	0	0.3	964	5,150
PP&E	53	27	(26)	(48.6)	644	1,380
Intangible assets	11	3	(7)	(65.6)	27	180
Long-term prepaid expenses	82	116	33	40.9	291	3,590

⑤ Depreciation/Amortization

(Millions of Yen)	FY2024 First three months	FY2025 First three months	Change	Change (%)	FY2024 Full year	FY2025 Forecast
	A	B	B-A	(B-A)/A		
Depreciation and amortization of intangible assets	106	98	(7)	(7.1)	408	560
Amortization of long-term prepaid expenses	185	193	7	4.1	752	710

II Financial Results for the First Three Months of FY2025

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* We are actively investing in R&D for the time being, in order to obtain in-licensed drugs in the future. For this reason, we have set operating income before R&D expenses as a numerical income indicator for the Medium-Term Management Plan.

① Statement of Income

(Millions of Yen)	FY2024 First three months A	FY2025 First three months B	Change B-A	Change (%) (B-A)/A	FY2025 Forecast C	Progress ratio (%) B/C
Net sales	13,451	14,683	1,232	9.2	64,700	22.7
Sales of products	13,378	14,620	1,242	9.3	64,460	22.7
Renal diseases and hemodialysis	2,539	2,223	(315)	(12.4)	7,210	30.8
Skin diseases	3,718	4,529	811	21.8	22,230	20.4
Allergens	5,389	6,035	646	12.0	26,990	22.4
Other	1,730	1,831	100	5.8	8,030	22.8
Other sales	73	63	(9)	(13.5)	240	26.3
Cost of sales	7,487	8,059	571	7.6	36,200	22.3
Cost of goods sold	7,474	8,046	571	7.6		
Other costs	13	13	0	0.9		
Gross profit	5,963	6,624	660	11.1	28,500	23.2
SG&A	4,580	4,920	339	7.4	24,400	20.2
R&D expenses	532	677	145	27.3	6,400	10.6
Others	4,048	4,242	194	4.8	18,000	23.6
Operating income	1,383	1,704	320	23.2	4,100	41.6
Operating income before R&D expenses*	1,915	2,381	466	24.3	10,500	22.7
Non-operating income and expenses	(217)	155	372			
Ordinary income	1,166	1,859	693	59.5	4,500	41.3
Extraordinary income and loss	(6)	(5)	0			
Income before income taxes	1,160	1,854	693	59.8		
Income taxes	281	462	181			
Net income	878	1,391	512	58.4	3,400	40.9

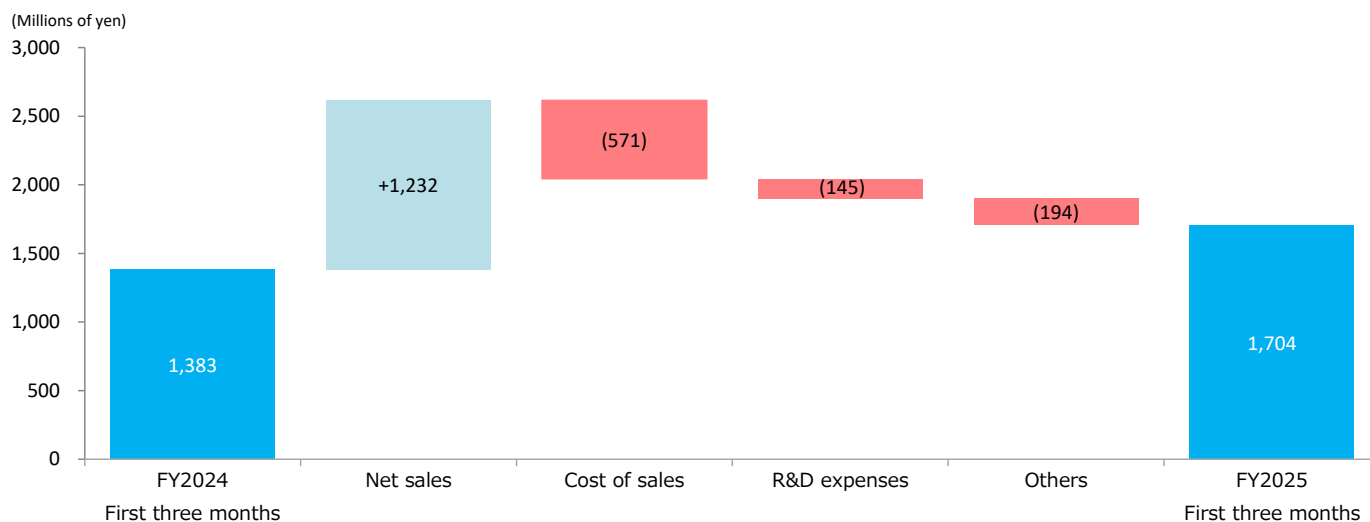
(Reference) Ratio to net sales

(%)	FY2024 First three months A	FY2025 First three months B	Change B-A
Cost of sales	55.7	54.9	(0.8)
SG&A	34.0	33.5	(0.5)
R&D expenses	4.0	4.6	0.6
Operating income	10.3	11.6	1.3
Operating income before R&D expenses*	14.2	16.2	2.0
Ordinary income	8.7	12.7	4.0
Net income	6.5	9.5	3.0

[FY2024 vs. FY2025]

Operating income (¥1,704 million : Increase of ¥320 million year-on-year)

✓ Both sales and profits increased driven by sales growth in the Skin disease and Allergen areas



Drivers of change (Rounded down to the nearest 0.1 billion yen)

Net sales	Renal diseases and hemodialysis	: Decrease of ¥0.3 billion in sales	Others : Decrease of ¥0.3 billion (negative impacts of generic drugs, competitive drugs and drug price revisions of REMITCH)
	Skin diseases	: Increase of ¥0.8 billion in sales	VTAMA : Increase of ¥0.5 billion (launched in October 2024),
	Allergens	: Increase of ¥0.6 billion in sales	LOCOID : Increase of ¥0.1 billion (positive impacts of drug price revisions)
	Other	: Increase of ¥0.1 billion in sales	CEDARCURE : Increase of ¥0.3 billion, MITICURE : Increase of ¥0.2 billion (increase in sales volume)
Cost of sales	: Increase in sales volume		
R&D expenses	: Increase due to R&D progress		
Others	: Increase in sales promotion expenses mainly for VTAMA		
	Increase in sales-linked expenses		

Ordinary income (¥1,859 million : Increase of ¥693 million year-on-year)

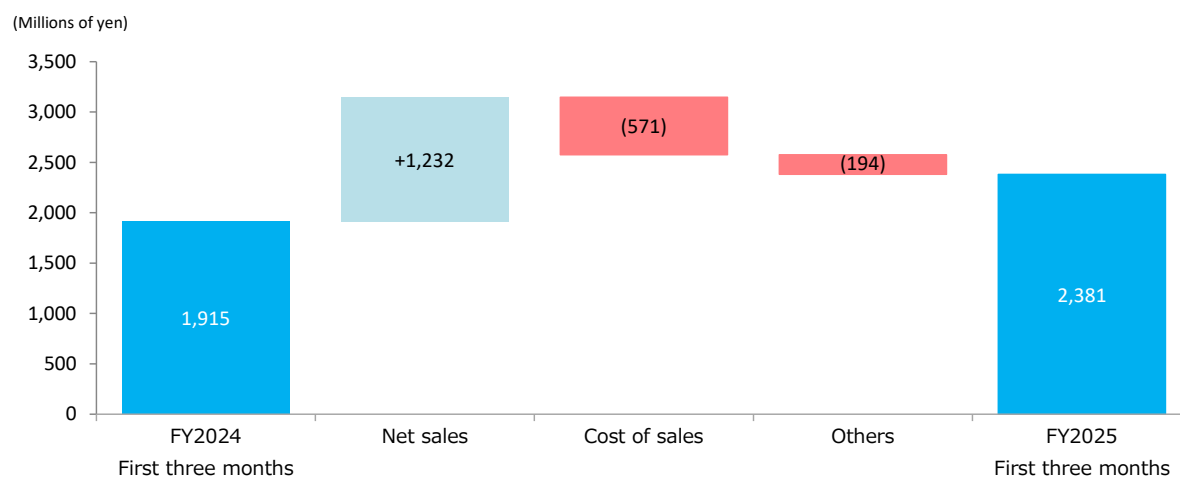
Non-operating expenses: Decrease in loss on investments in investment partnerships -¥228 million

Net income (¥1,391 million : Increase of ¥512 million year-on-year)

Commentary: None

(Reference)

Operating income before R&D expenses (¥2,381 million : Increase of ¥466 million year-on-year)



② Sales of Products

(Millions of Yen)	FY2024	FY2025	Change	Change (%)
	First three months A	First three months B	B-A	(B-A)/A
Sales of Products	13,378	14,620	1,242	9.3
[Renal diseases and hemodialysis]				
Riona Agent for hyperphosphatemia, iron-deficiency anemia	1,731	1,778	46	2.7
Others	807	445	(362)	(44.9)
Total	2,539	2,223	(315)	(12.4)
[Skin diseases]				
CORECTIM Agent for atopic dermatitis	2,005	2,060	55	2.8
ANTEBATE ¹ Topical steroid	1,187	1,276	89	7.5
LOCOID ¹ Topical steroid	398	531	132	33.4
VTAMA ² Agent for atopic dermatitis, plaque psoriasis	—	520	520	—
Others	127	140	13	10.2
Total	3,718	4,529	811	21.8
[Allergens]				
CEDARCURE ¹ Japanese cedar pollinosis (Allergen Immunotherapy)	2,861	3,252	391	13.7
MITICURE ¹ House dust mite allergy (Allergen Immunotherapy)	2,488	2,749	261	10.5
Others	40	33	(7)	(18.1)
Total	5,389	6,035	646	12.0
[Other]				
BIO-THREE Viable bacterial preparations (probiotics)	1,130	1,189	59	5.3
ORLADEYO Plasma kallikrein inhibitor for suppression of attacks in HAE ³	409	489	79	19.4
Others	191	152	(38)	(20.3)
Total	1,730	1,831	100	5.8

¹ In-house products

² Launched in October 2024

³ Hereditary angioedema

(References) Sales and ratio of in-house products

(Millions of Yen)	FY2024	FY2025	Change	Change (%)
	First three months A	First three months B	B-A	(B-A)/A
Sales of in-house products	7,338	8,163	825	11.2
Ratio of in-house product sales (%)	54.9	55.8	0.9	

③ Pipeline

Development code Generic name 「Product Name」	Indication	Formulation/ Route of administration	Development stage (domestic)					Commentary
			Phase I	Phase II	Phase III	Filed	Approval	
Skin diseases								
JTE-061 tapinarof 「VTAMA® Cream」	Atopic dermatitis in Pediatric Patients	Topical			Phase III			•Compounds for which JT has entered into a license agreement with Dermavant Sciences GmbH for exclusive development and commercialization in the skin disease area in Japan •License agreement signed with JT for joint development and commercialization in Japan
TO-208	Molluscum contagiosum	Topical				Filed		•License agreement signed with Verrica Pharmaceuticals Inc. for exclusive development and commercialization in Japan •In-house •Verrica's development code: VP-102
TO-210	Acne	Topical	Phase I					•License agreement signed with Nogra Pharma Limited for exclusive development and commercialization in Japan •In-house •Nogra's development code: NAC-GED-0507
Allergens								
TO-203 「MITICURE® House Dust Mite Sublingual Tablets」	House dust mite induced allergic asthma (Allergen Immunotherapy)	Sublingual tablet		Phase II / III (Study completed*)				•License agreement signed with ALK for providing exclusive development and sales rights in Japan •In-house * Examining the future development policy

Update since the previous announcement on February 7, 2025 :
None

Additional Information

• In December 2023, Torii entered into a license agreement with ALK-Abelló A/S (ALK) for an exclusive license in Japan to develop and commercialize ALK's allergen immunotherapy (sublingual immunotherapy) drug for the treatment of grass pollen allergies.

Torii and its parent company, JT (specifically, the pharmaceutical division of the company) each leverage their own pharmaceutical product and service strengths. Torii is primarily responsible for manufacturing and marketing functions, while the parent company is responsible for research and development functions. For the clinical research and development of JT, please refer to the following company's website.

https://www.jt.com/investors/results/S_information/pharmaceuticals/index.html

III Financial Forecasts for the FY2025

The forecasts have not been revised from the latest announcement.

- * We are actively investing in R&D for the time being, in order to obtain in-licensed drugs in the future. For this reason, we have set operating income before R&D expenses as a numerical income indicator for the Medium-Term Management Plan.

① Statement of Income

(Millions of Yen)	FY2024	FY2025 Forecast	Change	Change (%)
	A	B	B-A	(B-A)/A
Net sales	60,426	64,700	4,273	7.1
Sales of products	60,144	64,460	4,315	7.2
Renal diseases and hemodialysis	11,144	7,210	(3,934)	(35.3)
Skin diseases	17,409	22,230	4,820	27.7
Allergens	24,206	26,990	2,783	11.5
Other	7,385	8,030	644	8.7
Other sales	281	240	(41)	(14.8)
Cost of sales	33,719	36,200	2,480	7.4
Gross profit	26,707	28,500	1,792	6.7
SG&A	19,908	24,400	4,491	22.6
R&D expenses	2,824	6,400	3,575	126.6
Others	17,084	18,000	915	5.4
Operating income	6,798	4,100	(2,698)	(39.7)
Operating income before R&D expenses*	9,622	10,500	877	9.1
Ordinary income	6,926	4,500	(2,426)	(35.0)
Net income	5,042	3,400	(1,642)	(32.6)

(Reference) Ratio to net sales

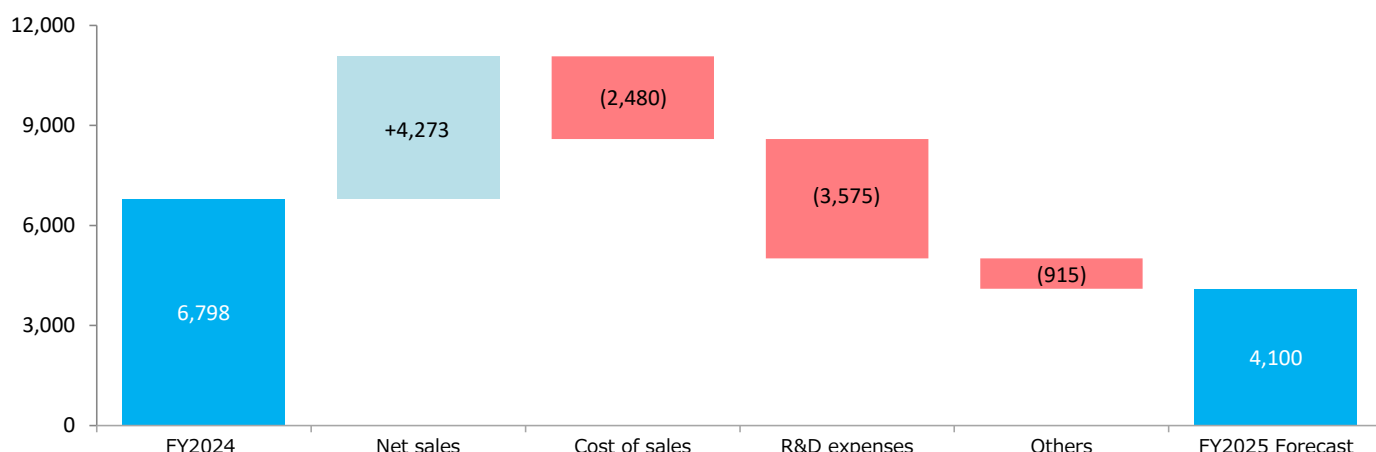
(%)	FY2024	FY2025 Forecast	Change
	A	B	B-A
Cost of sales	55.8	56.0	0.2
SG&A	32.9	37.7	4.8
R&D expenses	4.7	9.9	5.2
Operating income	11.3	6.3	(5.0)
Operating income before R&D expenses*	15.9	16.2	0.3
Ordinary income	11.5	7.0	(4.5)
Net income	8.3	5.3	(3.0)

[FY2024 vs. FY2025 Forecast]

Operating income (¥4,100 million : Decrease of ¥2,698 million year-on-year)

✓Operating income expected to decline due to higher R&D and other expenses despite the sales growth in the Skin disease and Allergen areas

(Millions of yen)



Drivers of change (Rounded down to the nearest 0.1 billion yen)

Net sales	Renal diseases : Decrease of ¥3.9 billion in sales	Riona : Decrease of ¥2.9 billion (negative impact of the new generic drug launch and drug price revisions), Others : Decrease of ¥0.9 billion (negative impacts of generic drugs, competitive drugs and drug price revisions of REMITCH)
	Skin diseases : Increase of ¥4.8 billion in sales	VTAMA : Increase of ¥4.0 billion (launched in October 2024), CORECTIM : Increase of ¥0.3 billion (increase in sales volume)
	Allergens : Increase of ¥2.7 billion in sales	CEDARCURE : Increase of ¥1.6 billion, MITICURE : Increase of ¥1.1 billion (increase in sales volume)
	Other : Increase of ¥0.6 billion in sales	BIO-THREE : Increase of ¥0.4 billion, ORLADEYO : Increase of ¥0.3 billion (increase in sales volume)
Cost of sales	: Increase in sales volume	
R&D expenses	: Increase due to R&D progress	
Others	: Increase in sales promotion expenses for the newly launched product Increase in personnel expenses Increase in system related expenses	

Ordinary income (¥4,500 million : Decrease of ¥2,426 million year-on-year)

Non-operating expenses : Decrease in loss on investments in investment partnerships in FY2024 -¥237 million

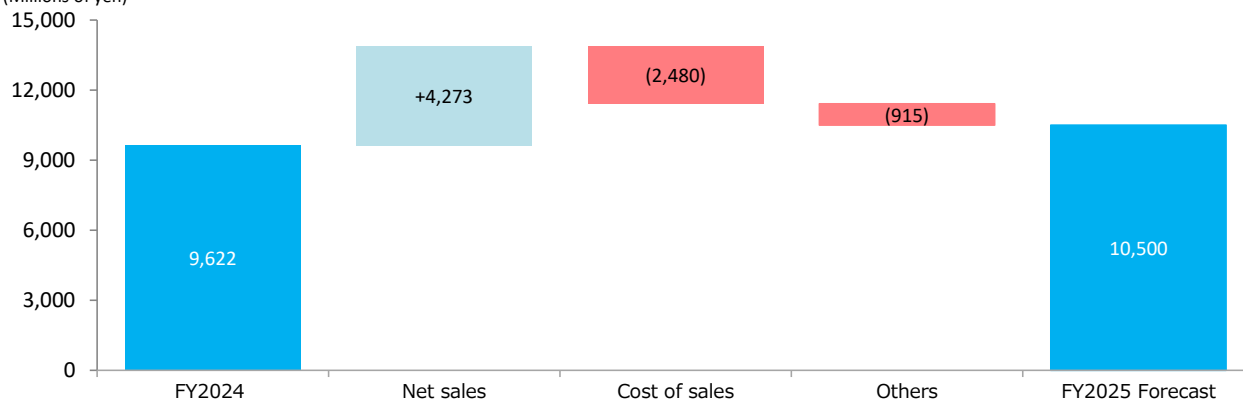
Net income (¥3,400 million : Decrease of ¥1,642 million year-on-year)

Extraordinary loss : Decrease in loss on retirement of non-current assets in FY2024 -¥195 million

(Reference)

Operating income before R&D expenses (¥10,500 million : Increase of ¥877 million year-on-year)

(Millions of yen)



② Sales of Products

(Millions of Yen)	FY2024	FY2025 Forecast	Change	Change (%)
	A	B	B-A	(B-A)/A
Sales of Products	60,144	64,460	4,315	7.2
[Renal diseases and hemodialysis]				
Riona	8,151	5,200	(2,951)	(36.2)
Agent for hyperphosphatemia, iron-deficiency anemia				
Others	2,992	2,010	(982)	(32.8)
Total	11,144	7,210	(3,934)	(35.3)
[Skin diseases]				
CORECTIM	8,846	9,220	373	4.2
Agent for atopic dermatitis				
ANTEBATE ¹	5,381	5,620	238	4.4
Topical steroid				
VTAMA ²	510	4,580	4,069	796.3
Agent for atopic dermatitis, plaque psoriasis				
LOCOID ¹	1,953	2,120	166	8.5
Topical steroid				
Others	717	690	(27)	(3.8)
Total	17,409	22,230	4,820	27.7
[Allergens]				
CEDARCURE ¹	12,812	14,510	1,697	13.2
Japanese cedar pollinosis (Allergen Immunotherapy)				
MITICURE ¹	11,241	12,350	1,108	9.9
House dust mite allergy (Allergen Immunotherapy)				
Others	152	130	(22)	(14.7)
Total	24,206	26,990	2,783	11.5
[Other]				
BIO-THREE	4,845	5,260	414	8.5
Viable bacterial preparations (probiotics)				
ORLADEYO	1,774	2,140	365	20.6
Plasma kallikrein inhibitor for suppression of attacks in HAE ³				
Others	764	630	(134)	(17.6)
Total	7,385	8,030	644	8.7

¹ In-house products

² Launched in October 2024

³ Hereditary angioedema

(References) Sales and ratio of in-house products

(Millions of Yen)	FY2024	FY2025 Forecast	Change	Change (%)
	A	B	B-A	(B-A)/A
Sales of in-house products	33,061	36,050	2,988	9.0
Ratio of in-house product sales (%)	55.0	55.9	0.9	