Conference on Q1 FY2024 (April 1, 2024 to June 30, 2024) Financial Results



Sumitomo Pharma Co., Ltd.

July 31, 2024

Disclaimer Regarding Forward-looking Statements

This material contains forecasts, projections, goals, plans, and other forward-looking statements regarding the Group's financial results and other data. Such forward-looking statements are based on the Company's assumptions, estimates, outlook, and other judgments made in light of information available at the time of disclosure of such statements and involve both known and unknown risks and uncertainties.

Accordingly, forecasts, plans, goals, and other statements may not be realized as described, and actual financial results, success/failure or progress of development, and other projections may differ materially from those presented herein.

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Business Operation Policies and Initiatives for Regrowth

- Expanding revenue
 In order to maximize the value of the three key products (ORGOVYX[®], MYFEMBREE[®], GEMTESA[®]) early, aim to achieve revenue of approx. 130 billion yen from the combined sales of the three key products in FY2024
 Total revenue of the three key products above atrend progress towards meeting the plan as of O1 EY2024
 - \Rightarrow Total revenue of the three key products shows strong progress towards meeting the plan as of Q1 FY2024
- <u>Reducing costs</u> The Group will make concerted efforts to accelerate streamlining by increasing efficiency in organizational operations and trimming costs to the minimum
 - ✓ North America segment: Structural reforms (workforce reduction) have been completed in FY2023
 - ✓ Japan segment: As part of the structural reform for Japan business reconstruction, the Company decided to implement an early retirement program
 - ⇒ SG&A and R&D expenses in each segment are progressing as planned as of Q1 FY2024
 - Securing seeds for future business growth
 - Promote two development programs (TP-3654, DSP-5336) in the Oncology area and the regenerative medicine/cell therapy development program (CT1-DAP001/DSP-1083 for Parkinson's disease), which are expected to bring product creations to market during the period of the Mid-term Business Plan 2027
 - ✓ Continue to invest in HLCR011 for retinal pigment epithelium tear, SMP-3124 for solid tumors, DSP-3077 for retinitis pigmentosa, and other programs that are a part of seeds for future business growth

⇒ Started NDA submission preparation for CT1-DAP001/DSP-1083 in Japan and signed a clinical collaboration agreement with GSK to evaluate the combination of nuvisertib (TP-3654) with momelotinib* in a Phase 1/2 study (refer to page 14 for details on Major Progress in Clinical Development)
* Therapeutic agent for myelofibrosis with inhibitory effects on JAK1, JAK2, and activin receptor type 1

Financial Results for Q1 FY2024 (Core Basis) Q1YTD Q1YTD Change FY2024 FY2023 FY2024 May 14 Value FX impact % Results Results forecasts 75.7 15.0 7.2 19.8 338.0 Revenue 90.7 Cost of sales 30.4 4.5 2.5 14.9 138.0 34.9 45.3 10.5 4.7 23.1 200.0 Gross profit 55.7 61.8 (18.0)3.8 (29.2)SG&A expenses 169.0 43.8 0.6 (43.8)**R&D** expenses 22.8 (10.0)50.0 12.8 5.9 (5.9)20.0 Other operating income/expenses (0.0)32.6 0.0 (33.5)(0.9)1.0 Core operating profit Non-recurring items (18.1)15.9 (1.0)(2.2)(negative number indicates net expense) (51.6)48.5 0.0 **Operating profit** (3.1)20.5 (0.2)(18.0)20.3 Finance income/costs (31.1)17.2 48.3 (18.0) Profit before taxes 7.8 (6.5)(2.0)1.3 Income tax expenses (38.9)54.8 (16.0) 15.9 Net profit Net profit attributable to owners (38.9)54.8 (16.0)15.9 of the parent

Average rates:

Q1 FY2023 Results : 1US\$ = ¥137.50. 1RMB = ¥19.57 Q1 FY2024 Results : 1US\$ = ¥155.86. 1RMB = ¥21.48 FY2024 forecasts : 1US\$ = ¥145.00, 1RMB = ¥20.00

Financial Results for Q1 FY2024

Period end rates:

As of the end of March 2024 : 1US\$ = ¥151.33. 1RMB = ¥20.84 As of the end of June 2024 : 1US\$ = ¥161.03. 1RMB = ¥22.05

Billions of JPY

Progress % 26.8 25.3 27.9 25.9 25.6

The forecasts are not revised

- Revenue increased due to the growth of three key products, etc.
- SG&A expenses and R&D expenses decreased significantly due to the effects of business structure improvements and reductions through selection and concentration of R&D investments
- Other operating income/expenses:
 - Q1 FY2023: Share transfer of Sumitomo Pharma Animal Health Co., Ltd.
- Non-recurring items:
 - Q1 FY2024: Business structure improvement expenses in North America
 - Q1 FY2023: Business structure improvement expenses in North America

Financial Results for Q1 FY2024 (Core Basis) - vs. Q1 FY2024 Plans

	Q1YTD	Q1YTD		Cha	nge	
	FY2024 Plans	FY2024 Results	Value	%	FX impact	% (w/o FX)
Revenue	81.2	90.7	9.5	111.7	4.4	106.2
Cost of sales	31.5	34.9	3.4	110.8	1.7	105.4
Gross profit	49.7	55.7	6.1	112.2	2.7	106.7
SG&A expenses	47.2	43.8	(3.4)	92.7	2.3	87.9
R&D expenses	13.3	12.8	(0.5)	96.5	0.4	93.7
Other operating income/expenses		(0.0)	(0.0)		_	
Core operating profit	(10.9)	(0.9)	10.0		(0.1)	_

Billions of JPY

Average rates: O1 EY2024 Results · 1US\$ = ¥12

Q1 FY2024 Results : 1US\$ = ¥155.86, 1RMB = ¥21.48 FY2024 Plans : 1US\$ = ¥145.00, 1RMB = ¥20.00

Revenue of Major Products in North America

	Q1YTD	Q1YTD		Q1YTD	Q1YTD		Change			FY2024	
	FY2023 Results	FY2024 Results	Change	FY2023 Results	FY2024 Results	Value	FX impact	%	May 14 f	forecasts	JPY-basis Progess %
North America	N	lillions of USE)		Billio	ns of JPY			Millions of USD	Billions of JPY	
ORGOVYX [®]	68	108	40	9.3	16.8	7.4	2.0	79.7	400	57.9	29.0
MYFEMBREE®	13	19	6	1.8	3.0	1.2	0.4	67.7	124	17.9	16.8
GEMTESA®	63	78	15	8.7	12.1	3.4	1.4	39.3	380	55.0	22.1
APTIOM®	58	65	7	7.9	10.2	2.2	1.2	27.9	201	29.1	34.9
RETHYMIC®	11	11	(0)	1.5	1.7	0.2	0.2	13.4	49	7.2	23.6
Others	12	20	7	1.7	3.1	1.4	0.3	80.2	040	04.0	05.5
Export products/ One-time revenue, etc. *	33	32	(1)	4.5	5.0	0.5	0.6	11.1	216	31.6	25.5
Total	258	332	75	35.5	51.8	16.4	6.1	46.1	1,370	198.7	26.1

(Ref.) Achievement rate against Q1 YTD plans for three key products

	Million of US					
Plans	Results	%				
86	108	125.5				
22	19	88.4				
79	78	98.2				

- Revenue of three key products increased generally as planned
- Sales of APTIOM[®] increased due to true-up of rebates, etc.

Q1 FY2023 Results : 1US\$ = ¥137.50 Q1 FY2024 Results : 1US\$ = ¥155.86

Average rates:

* Major items included in One-time revenue, etc.

Q1 FY2023	Deferred revenue from the collaboration with Pfizer of \$29M	Q1 FY2024	Deferred revenue from the collaboration with Pfizer of \$29M
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Financial Results for Q1 FY2024 ORGOVYX[®]



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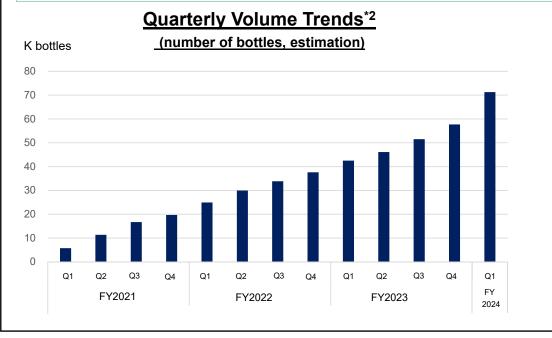
Plan for Q1 YTD FY2024	Actual for Q1 YTD FY2024	YoY comparison	Influence of volume and price against actual (VS plan)		
	\$108M	Approx. 59%	Volume	\$15M	
\$86M	\$86M (125% to plan)	increase	Price	\$7M	

Share in ADT Market^{*1}

Products Share June 2024: 7% (March 2024: 6%)

Volume grew more than expected due to the changes in the medication benefit design for Medicare Part D

Price was higher than expected due to the lower-than-anticipated returns and coverage gap



Topic for Sales and Marketing

- Recorded the highest number of new patients starts in May 2024
- Prescription growth has been confirmed in all account segments,

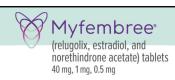
with significant growth in Urology Clinics with in-office dispensing

and Academic Centers/Integrated Delivery Networks (Oncology)

- ✓ Continued communication to patients and HCPs about the changes in the medication benefit design for Medicare Part D from Jan. 2024
- ✓ Focused on driving awareness and education on the updated NCCN guidelines that recognize ORGOVYX[®] as a recommended ADT option for advanced prostate cancer patients

*1 Internal calculation based on information licensed from IQVIA: NSP Volume for the period 3/1 to 3/31, 2024 and 6/1 to 6/30, 2024 reflecting estimates of real-world activity. All rights reserved. *2 Internal calculation

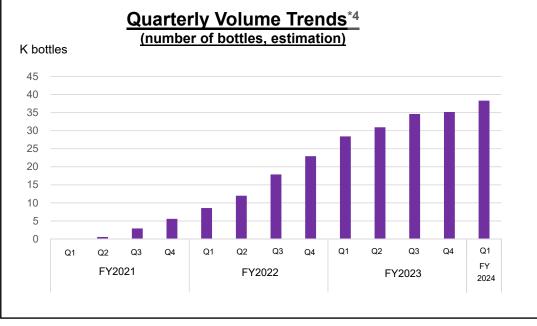
Plan for Q1 YTD FY2024	Actual for Q1 YTD FY2024	YoY comparison	Influence of volume and price against actual (VS plan)		
\$22M	\$19M	Approx. 46%	Volume	(\$3M)	
	(88% to plan)	increase	Price	\$1M	



- Rx Share in Oral GnRH antagonists Market^{*1} June 2024
- ✓ TRx 47% (UF^{*2}: 87% EM^{*3}: 22%)
 - (Mar. 2024: 44%, 84%, 20%)
- ✓ NBRx 50% (UF: 92% EM: 21%)
 - (Mar. 2024: 47%, 91%, 20%)

Volume grew less than expected due to the lower-than-expected market growth of GnRH antagonists and market share in EM

Price was favorable due to the lower-than-expected Co-pay cards costs



Topic for Sales and Marketing

- Strategy remains focused on attaining share leadership; achieved NBRx share leadership (combined UF and EM) for first time in oral GnRH antagonist market in May 2024
- Launched consumer advertising campaign to coincide with endometriosis awareness month in Mar. 2024 which
 - resulted in a sharp increase in consumer EM-related search

and MYFEMBREE® website activity

*1 Source: Symphony Health, an ICON plc Company, Metys®, June 1, 2024, to June 30, 2024 and March 1, 2024 to March 31, 2024., *2 uterine fibroids, *3 endometriosis, *4 Source: Symphony Health, an ICON plc Company, Metys®, April 1, 2021, to June 30, 2024.

Financial Results for Q1 FY2024 **GEMTESA**®

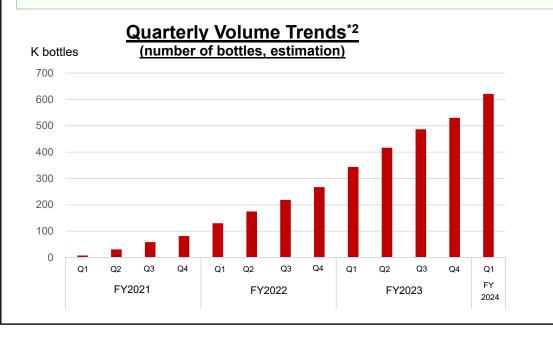


Rx Share in β3 Market^{*1} June 2024

TRx 28%, NBRx 26% (March 2024: 25%, 35%)

Volume was generally as planned, but slightly lower-than-expected in non-pharmacy channels

Price was favorable due to the lower-than-anticipated returns and coverage gap



Topic for Sales and Marketing

- GEMTESA[®] volume has continued to grow, reaching all time highs in May 2024 despite the launch of generic mirabegron in Apr. 2024 (No revision to FY2024 forecast as of Q1 FY2024)
- Promoted the fact that GEMTESA[®] has no warnings regarding hypertension because approx. 60% of patients with overactive bladder also have hypertension

*1 This is based on information licensed from IQVIA: NPA for the period 3/1 to 3/31, 2024 and 6/1 to 6/30, 2024 reflecting estimates of real-world activity. All rights reserved.
*2 Converted pill volume to number of bottles (30 tablets/bottle) based on information licensed from IQVIA: 9 NPA for the period 4/1, 2021 to 6/30, 2024 reflecting estimates of real-world activity. All rights reserved.



Revenue of Major Products in Japan & Asia

Billions of JPY Q1YTD Q1YTD FY2024 Change FY2023 FY2024 May 14 Progress % Value Results Results % forecasts Japan Equa[®]/EquMet[®] 8.2 (0.8)(10.0) 26.3 28.0 7.4 LATUDA® 2.8 3.4 0.5 18.3 13.0 25.9 1.2 0.6 49.6 11.3 15.3 1.7 TWYMEEG® 0.0 0.5 25.9 METGLUCO[®] 1.9 1.9 7.4 0.2 26.3 25.5 LONASEN[®] Tape 0.9 1.1 4.4 4.4 (3.0)(67.0)2.1 69.8 **TRERIEF[®]** 1.5 2.3 2.8 0.5 20.2 11.1 25.3 AG products 6.8 5.1 (1.6)(23.9)Others 29.1 24.7 Export products/ 1.9 2.1 0.2 10.4 One-time revenue, etc. 30.4 27.0 (11.2)100.3 26.9 (3.4)Total Asia 21.2 1.9 43.0 30.0 MEROPEN® 4.4 6.4 (China) 2.3 31.1 5.4 0.1 17.8 5.5 Others 2.0 9.9 11.9 20.6 39.0 30.5 Total

Japan

- Sales of LATUDA[®], TWYMEEG[®], and LONASEN[®] Tape continue to grow
- Sales of TRERIEF[®] decreased due to loss of exclusivity
- Total impact of NHI drug price revision (¥1.7B)

Asia

 MEROPEN[®] (China) revenue increased despite the impact of Volume-Based Procurement application

Note: Sales of each product in Japan are shown by invoice price

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Financial Results for Q1 FY2024 Segment Information (Core Basis)

		Japan	North America	Asia	Total
	Revenue	27.0	51.8	11.9	90.7
	Cost of sales	13.2	18.5	3.2	34.9
F, Q	Gross profit	13.8	33.3	8.7	55.7
Q1YTD FY2024	SG&A expenses	9.7	31.1	3.0	43.8
ГD 24	Core segment profit	4.0	2.1	5.7	11.9
	R&D expenses				12.8
	Core operating profit				(0.9)

	Revenue	30.4	35.5	9.9	75.7
	Cost of sales	14.7	13.0	2.7	30.4
ŢQ	Gross profit	15.6	22.5	7.1	45.3
1YTD 72023	SG&A expenses	12.8	46.2	2.8	61.8
23 23	Core segment profit	2.8	(23.7)	4.3	(16.6)
	R&D expenses				22.8
	Core operating profit				(33.5)

	Revenue	(3.4)	16.4	2.0	15.0
<u> </u>	SG&A expenses	(3.1)	(15.1)	0.2	(18.0)
hange	Core segment profit	1.2	25.9	1.4	28.5
ge	R&D expenses				(10.0)
	Core operating profit				32.6

Billions of JPY

Japan

Despite a decrease in gross profit due to decline in revenue, core segment profit increase due to decrease in selling, general and administrative expenses

North America

In addition to increase in gross profit resulted from revenue growth, core segment profit increased significantly due to decrease in selling, general and administrative expenses

Asia

 Core segment profit increased owing to increased gross profit due to increased revenue



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Development Pipeline (as of July 31, 2024) Psychiatry & Neurology : Oncology : Others

Revisions since the announcement in May 2024 are shown in red

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Area	Phase 1		Phase 2	Phase 3	NDA submitted
Japan	DSP-0187 (Narcolepsy) DSP-0378 (Dravet syndrome, Lennox– Gastaut syndrome)	nuvisertib (TP-3654) (Myelofibrosis) enzomenib (DSP-5336) (Acute leukemia) DSP-0390 (Glioblastoma) SMP-3124 (Solid tumors) KSP-1007 (Complicated urinary tract and intra- abdominal infections, Hospital-acquired bacterial pneumonia)	Allo iPS cell-derived products (Parkinson's disease/ Investigator-initiated study) Allo iPS cell-derived products (Retinal pigment epithelium tear)		
U.S.	DSP-0038 (Alzheimer's disease psychosis) DSP-3456 (Treatment resistant depression) DSP-2342 (To be determined)	nuvisertib (TP-3654) (Myelofibrosis) enzomenib (DSP-5336) (Acute leukemia) DSP-0390 (Glioblastoma) SMP-3124 (Solid tumors) KSP-1007 (Complicated urinary tract and intra- abdominal infections, Hospital-acquired bacterial pneumonia)	Allo iPS cell-derived products (Parkinson's disease/ Investigator-initiated study/ Company-sponsored clinical study)		GEMTESA® (vibegron) (New indication: OAB in men with BPH)
China				vibegron (Overactive bladder)	
Europe	fH1/DSP-0546LP (Influenza)				

Major Progress in Clinical Development

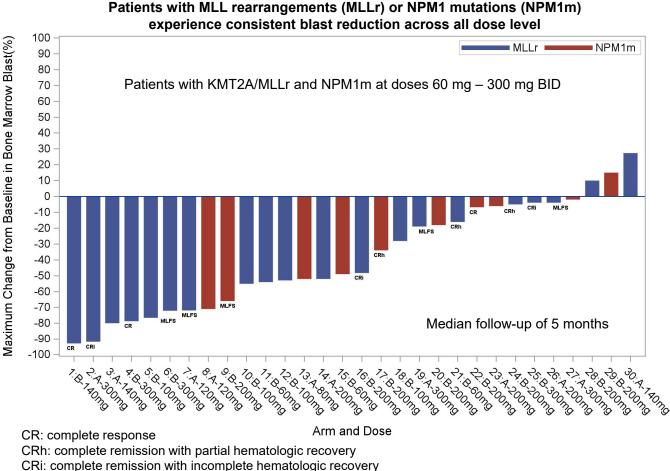
- Allo iPS cell-derived products (dopaminergic neural progenitor cells)
 - Japan: Parkinson's disease (Phase 1/2)
 - Obtained study results in the investigator-initiated study by Kyoto University, and preparing for NDA submission
- nuvisertib (TP-3654)
 - Signed a clinical collaboration agreement with GSK to evaluate the combination of nuvisertib (TP-3654) with momelotinib* in a Phase 1/2 study
- enzomenib (DSP-5336)
 - At the European Hematology Association (EHA) 2024 Congress in June 2024, presented the new clinical data from the ongoing Phase 1/2 study as an oral presentation (more details on the next page)
 - Received Fast Track Designation for the treatment of relapsed or refractory acute myeloid leukemia with mixed lineage leukemia rearrangement (MLLr) or nucleophosmin 1 mutation (NPM1m) in June 2024

SMP-3124

Japan: Started Phase 1/2 study for solid tumors

* Therapeutic agent for myelofibrosis with inhibitory effects on JAK1, JAK2, and activin receptor type 1

Oncology Area: Phase 1/2 Study of enzomenib (DSP-5336) (Acute Leukemia, Interim Results)



Safety (57 patients)

- Well-tolerated with no dose limiting toxicity (DLT)
- No significant cardiac signal nor treatment-related discontinuations or deaths
- ✓ No differentiation syndrome (DS) prophylaxis was needed, and 5.7% (3/57 patients) of DS reported was manageable and did not result in death or discontinuation of enzomenib

Efficacy (21 patients (received 140 mg twice-daily or higher, with enzomenib target mutations (MLLr or NPM1m*)) (excludes patients with prior menin inhibitor treatment)

- ✓ Objective response was observed with 57% (12/21 patients)
- Complete remission or complete remission with partial hematologic recovery (CR/CRh) observed in 24% (5/21 patients)

Future Plan

✓ The pivotal part of the monotherapy study is scheduled to start in FY2024

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MLFS: morphologic leukemia-free state

* Approximately 30% of acute myeloid leukemia (AML) patients have NPM1m and 5-10% of AML patients have MLLr

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From data presented at EHA 2024



Appendix

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P.17 Q1	IFY2024	Financial Results for Q1 FY2024 (Full Basis)
P.18 Q1	IFY2024	Financial Position and Cash Flow
P.19 R8	2D	Main Events/Targets for FY2024
P.20 R8	2D	Product Launch Target
P.21 R8	k D	Regenerative Medicine/Cell Therapy Launched Product and Development Pipeline
P.22 R&	2D	Product Launch Target (Frontier Business)

Appendix (Financial Results for Q1 FY2024) Financial Results for Q1 FY2024 (Full Basis)

Billions of JPY

	Q1YTD FY2023	Q1YTD FY2024	Cha	nge
	Results	Results	Value	%
Revenue	75.7	90.7	15.0	19.8
Cost of sales	30.4	34.9	4.5	14.9
Gross profit	45.3	55.7	10.5	23.1
SG&A expenses	74.9	45.4	(29.5)	(39.4)
R&D expenses	27.8	13.1	(14.7)	(52.9)
Other operating income and expenses	5.9	(0.3)	(6.3)	
Operating profit	(51.6)	(3.1)	48.5	_
Finance income and costs	20.5	20.3	(0.2)	
Profit before taxes	(31.1)	17.2	48.3	_
Income tax expenses	7.8	1.3	(6.5)	
Net profit	(38.9)	15.9	54.8	
Net profit attributable to owners of the parent	(38.9)	15.9	54.8	_

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Appendix (Financial Results for Q1 FY2024) Financial Position and Cash Flow

			Billions of JPY	
B/S	As of March 2024	As of June 2024	Change	
Assets	907.5	868.9	(38.6)	Increase due to FX rate impact
Goodwill / Intangible assets	395.4	418.4	22.9	increase due to FX fate impact
Other financial assets (Non-current)	161.7	41.3	(120.4)	Decrease due to sales of investment securities
Cash and deposit / Short-term loan receivable	29.0	78.4	49.4	
Liabilities	751.4	708.0	(43.4)	
Bonds and borrowings	418.9	390.1	(28.8)	Decrease in short-term borrowings
Deferred tax liabilities	38.2	15.7	(22.5)	Decrease due to sales of investment securities
Income taxes payable	1.3	20.5	19.2 🔨	Increase due to sales of investment securities
Equity	156.1	160.9	4.8	increase due to sales of investment securities
Attributable to owners of the parent	156.1	160.9	4.8	
(Ratio of equity attributable to owners of the parent to total assets)	17.2%	18.5%		Q1 FY2023: In addition to net loss, decrease in p and increase in corporate income tax payments
C/F	Q1 FY2023	Q1 FY2024	Change	Q1 FY2024: Although net profit improved, expen business structure improvements had a large imp
Operating CF	(130.2)	(25.1)	105.1	
Investment CF	38.5	102.1	63.7	Q1 FY2023: Proceeds from sales of Sumitomo F Animal Health Co., Ltd. shares and investment s
Financial CF	33.6	(29.2)	(62.8)	Q1 FY2024: Proceeds from sales of investment
Cash and cash equivalents	94.5	78.4	(16.1)	Q1 FY2023: Increase in short-term borrowings
(Operating funds)	94.5	78.4	(16.1)	Q1 FY2024: Decrease in short-term borrowings

Billions of IDV

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In addition to net loss, decrease in provisions in corporate income tax payments Although net profit improved, expenditures for cture improvements had a large impact

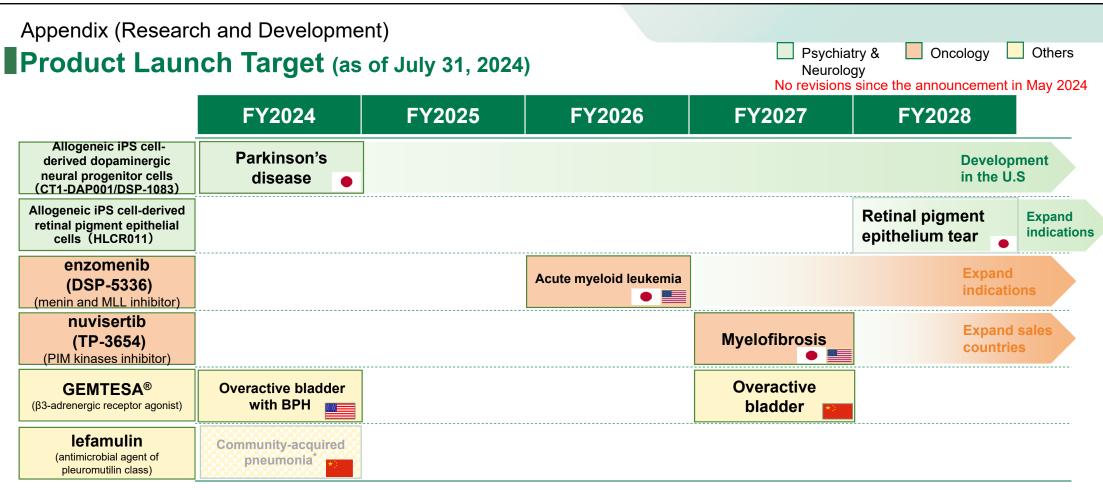
Proceeds from sales of Sumitomo Pharma h Co., Ltd. shares and investment securities Proceeds from sales of investment securities

Appendix (Research and Development)

Main Events / Targets for FY2024 (as of July 31, 2024)

Revisions since the announcement in May 2024 are shown in red

Psychiatry & Neurology	 Allogeneic iPS cell-derived products (Parkinson's disease): Submit NDA in Japan Allogeneic iPS cell-derived products (Parkinson's disease): Obtain approval in Japan Allogeneic iPS cell-derived products (Parkinson's disease): First patient implantation in the U.S. Allogeneic iPS cell-derived products (Retinal pigment epithelium tear): Start a randomized part of Phase 1/2 study in Japan Advance early Phase studies
Oncology	 nuvisertib (TP-3654) (Advance Phase 1/2 study Start the combination part of the study with a JAK inhibitor) enzomenib (DSP-5336) (Advance Phase 1/2 study Start the pivotal part of the monotherapy study) SMP-3124 (Advance Phase 1/2 study in the U.S. Start the same Phase 1/2 study in Japan)
Others	 vibegron: Obtain approval for overactive bladder (OAB) with benign prostatic hyperplasia in the U.S. Advance early Phase studies of universal influenza vaccine and others
Frontier	Promoting the current themes and generating evidence data for maximizing the value of the launched products



* Under review for launch target



Appendix (Research and Development)

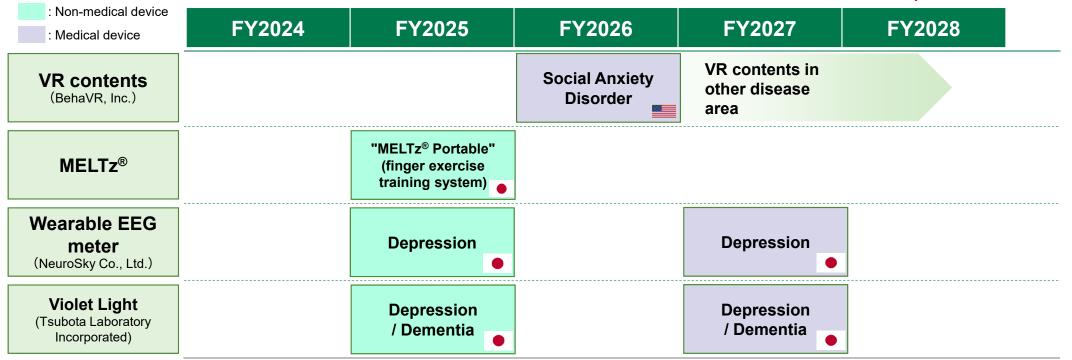
Regenerative Medicine/Cell Therapy Launched Product and Development Pipeline (as of July 31, 2024) No revisions since the announcement in May 2024

Brand name/Cell type Product code	Indications	JP/ US	Pre-clinical	Clinical research	Phase 1/2	Phase 3	Approval application	Approval→ Launch		
RETHYMIC®	Congenital athymia	US								
Dopaminergic neural progenitor cells (Allo iPS cell-derived) CT1-DAP001/DSP-1083	Parkinson's disease	JP US						Launch Target* (FY2024)		
Retinal pigment epithelial cells (Allo iPS cell-derived) HLCR011	Retinal pigment epithelium tear	JP			5					
Photoreceptor (3D) (Allo iPS cell-derived) DSP-3077	Retinitis pigmentosa	JP US		e ²						
Neural progenitor cells (Allo iPS cell-derived)	Spinal cord injury	JP US		3						
Nephron progenitor cells (organ) (Auto/ Allo iPS cell-based induced)	Kidney failure	JP/ US								
 Sumitomo Pharma 1. Kyoto University Hospital 2. Kobe City Eye Hospital 3. Keio University Hospital 4. University of California San Diego School of Medicine ^{© Sumitomo Pharma Co., Ltd. All Rights Reserved.} 21 										

Appendix (Research and Development)

Frontier Business Product Launch Target (as of July 31, 2024)

Revisions since the announcement in May 2024 are shown in red



Deleted MELTIN from MELTz[®] in the table because FrontAct Co., Ltd., the Company's consolidated subsidiary, has acquired the medical business from MELTIN



