# Supplementary material for the financial results for the first quarter of the year ending March 31, 2024

August 2023

(Stock code: 4553)



## Notes to and summary of the disclosure of financial results for 2024/03 1Q

#### **Notes**

- As the fiscal year-end dates of Towa HD and Sunsho Pharmaceutical were changed for consolidated results during the fiscal year ended March 2023, the subsidiaries' first threemonth period of the fiscal year ending March 31, 2024 is from April 1, 2023 to June 30, 2023.
- For the purpose of comparing the results for 2024/03 1Q with those for the same months (April to June) of the previous year, the results figures of Towa HD and Sunsho Pharmaceutical for 2023/03 1Q are disclosed as reference figures, with April 1 to June 30, 2022 replacing January 1 to March 31, 2022 as the first three-month period. In this document, these figures have been labeled "2023/03 1Q (adjusted period)."
- Towa HD's results figures for "2023/03 1Q (adjusted period)" have been calculated by subtracting the yen-based results for the period from January 1 to March 31, 2022, from the yen-based results for the period from January 1 to June 30, 2022, for convenience of translating local currency-based figures to yen-based figures.
  Therefore, the figures for "2023/03 1Q (adjusted period)" converted using the euro/yen exchange rate during the period from April 1 to June 30, 2022, do not coincide with the local currency-based figures for said period.

## Notes to and summary of the disclosure of financial results for 2024/03 1Q

#### **Summary**

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

Fiscal period	•	03 1Q & Sunsho: 3 to June 2023)	2023/03 1Q (adjusted period) (Overseas & Sunsho: from April 2022 to June 2022)	•	& Sunsho: 2022 to March
Item	(JPY billion)	YOY change (%)	(JPY billion)	(JPY billion)	YOY change (%)
Net sales	54.5	+ 18.1	46.1	45.3	+ 5.7
Operating profit	4.0	+ 130.2	1.7	1.8	- 69.8

- Production volume (Towa Pharma non-consolidated; tablets and capsules only)
  - → Approx. 3.4 billion tablets, up approx. 22.0% year on year
- Sales volume (Towa Pharma non-consolidated; tablets and capsules only)
  - → Approx. 3.23 billion tablets, up approx. 15.4% year on year
- Increases in raw material costs and utilities expenses (Towa Pharma non-consolidated)
  - → Raw materials: Increased by several percentage points year on year due to a weaker yen and higher resource prices
  - → Utilities expenses: Increased by approx. 37.6% year on year. Utilities expenses accounted for approx. 2.5% of total manufacturing costs.

#### **Table of contents**

- 1. Outline of financial results for 2024/03 1Q
- 2. Outline of financial results for 2024/03 1Q Progress rate
- 3. Balance sheets, capital expenditure and depreciation

#### **Table of contents**

1. Outline of financial results for 2024/03 1Q

Consolidated

**Segment information** 

**Domestic segment** 

**Breakdown** 

**Net sales by supplement year (Towa non-consolidated)** 

**Net sales by distribution channel (Towa non-consolidated)** 

Number of customers by customer segment (Towa non-consolidated)

Selling, general and administrative expenses (Domestic segment)

Overseas segment

By region

- 2. Outline of financial results for 2024/031Q Progress rate
- 3. Balance sheets, capital expenditure and depreciation

# Outline of financial results for 2024/03 1Q (Consolidated)

- \* Comments below are on the comparison between 2024/03 1Q and 2023/03 1Q (adjusted period):
- Both sales and profit increased due to the strength of Towa Pharmaceutical and Sunsho Pharmaceutical in Japan, strong BtoB in Europe, and a weaker yen.
- Ordinary profit: Increased due mainly to a gain on valuation of derivatives

(JPY million, %)

Fiscal per	riod		20	24/0	3 1Q				perio	unsho: Ap		(Ove		23/03 1 & Sunsho March)		nuary–
Item		(JPY	million)	of net	entage sales %)	YO` chan (%)	ge	(JPY m	nillion)	Percenta net sales	•	(JPY ı		Percenta of net sa (%)	_	YOY change (%)
Net sale	es		54,548		100.0	+ ′	18.1		46,169		100.0		45,372	100	0.0	+ 5.7
Cost of sa	ales		34,539		63.3	+ ′	17.8		29,314		63.5		28,885	63	3.7	+ 17.0
SGA			15,912		29.2	+	5.6		15,074		32.7		14,650	32	2.3	+ 20.4
Operating p	profit		4,096		7.5	+ 13	30.2		1,779		3.9		1,836	2	1.0	- 69.8
Ordinary p	rofit		6,959		12.8	+ 19	99.5		2,323		5.0		2,469	5	5.4	- 68.0
Profit attributa owners of pa			4,750		8.7	+ 18	80.1		1,696		3.7		1,373	3	3.0	- 74.1
Exchange rate at end of	2024/0	03 1Q	2023/03	3 4Q	2023/	03 1Q	202	22/03 4Q		nge rate g period	2024/0	)3 1Q		3/03 -June		2023/03 uary–March
period (TTM) USD 1	JPY 1	44.99	JPY 13	3.53	JPY 1	36.68	JP'	Y 122.39		TM) JR 1	JPY 1	49.47	JPY 1	38.12	JF	Y 130.39

Notes: 1. The first three-month period for Towa HD and Sunsho Pharmaceutical is from April 1, 2023 to June 30, 2023.

2. For 2024/03 1Q, the USD/JPY exchange rate at the end of the period is the rate as of June 30, 2023, and the EUR/JPY exchange rate during the period is the average rate for the period from April 1, 2023 to June 30, 2023.

# Outline of financial results for 2024/03 1Q (Segment information)

(JPY million)

	Re	portable segme	ent		
	Domestic	Overseas			
Item	Towa Pharmaceutical J-Dolph Pharmaceutical Daichi Kasei Greencaps Pharmaceutical Sunsho Pharmaceutical	Towa HD	Total	Adjustment (Goodwill amortization, etc.)	Consolidated
Net sales	43,005	11,579	54,584	- 36	54,548
Cost of sales	26,576	7,962	34,539	_	34,539
SGA	11,237	3,645	14,882	1,029	15,912
Segment profit	5,191	- 28	5,162	- 1,066	4,096

Notes: 1. The first three-month period for Towa HD and Sunsho Pharmaceutical is from April 1, 2023 to June 30, 2023.

- 2. Adjustments include goodwill amortization and internal transactions between Towa Pharmaceutical and Towa HD.
- 3. Goodwill amortization: Towa HD JPY 230 million; Sunsho Pharmaceutical JPY 815 million

# Outline of financial results for 2024/03 1Q (Domestic segment)

- \* Comments below are on the comparison between 2024/03 1Q and 2023/03 1Q (adjusted period):
- Net sales: Increased due to the growth in sales volume at Towa Pharmaceutical mainly for new items and strong sales at Sunsho Pharmaceutical
- Segment profit: Increased due to sales growth and a drop in the cost of sales ratio on the back of improved sales mix at Towa Pharmaceutical
   (JPY million, %)

Figure I wasting	(Towa	Domestic segment (Towa Pharmaceutical, J-Dolph Pharmaceutical, Daichi Kasei, Greencaps Pharmaceutical, Sunsho Pharmaceutical)											
Fiscal period	i period 2			2023/03 (adjusted (Sunsho: Ap	period)	2023/03 1Q (Sunsho: January–March)							
ltem	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)	Percentage (JPY million) of net sales (%)							
Net sales	43,005	100.0	+ 19.2	36,067	100.0	35,570	100.0	+ 4.5					
Cost of sales	26,576	61.8	+ 18.6	22,408	62.1	22,225	62.5	+ 19.8					
SGA	11,237	26.1	+ 4.1	10,794	29.9	10,765	30.3	+ 16.5					
Segment profit	5,191	12.1	+ 81.2	2,864	7.9	2,579	7.3	- 58.6					

Notes: 1. The first three-month period for Sunsho Pharmaceutical is from April 1, 2023 to June 30, 2023.

2. Goodwill amortization is not included.

### Outline of financial results for 2024/03 1Q (Domestic segment, breakdown)

(JPY million, %)

Fiscal period	Towa Pharmaceutical, J-Dolph Pharmaceutical, Daichi Kasei, Greencaps Pharmaceutical									
	2	024/03 1Q		2023/03 1Q						
ltem	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)	YOY change (%)				
Net sales	36,524	100.0	+ 19.3	30,620	100.0	- 10.0				
Cost of sales	21,660	59.3	+ 18.2	18,332	59.9	- 1.2				
SGA	10,271	28.1	+ 2.4	10,031	32.8	+ 8.5				
Segment profit	4,592	12.6	+ 103.5	2,256	7.4	- 63.8				

### Outline of financial results for 2024/03 1Q (Domestic segment, breakdown)

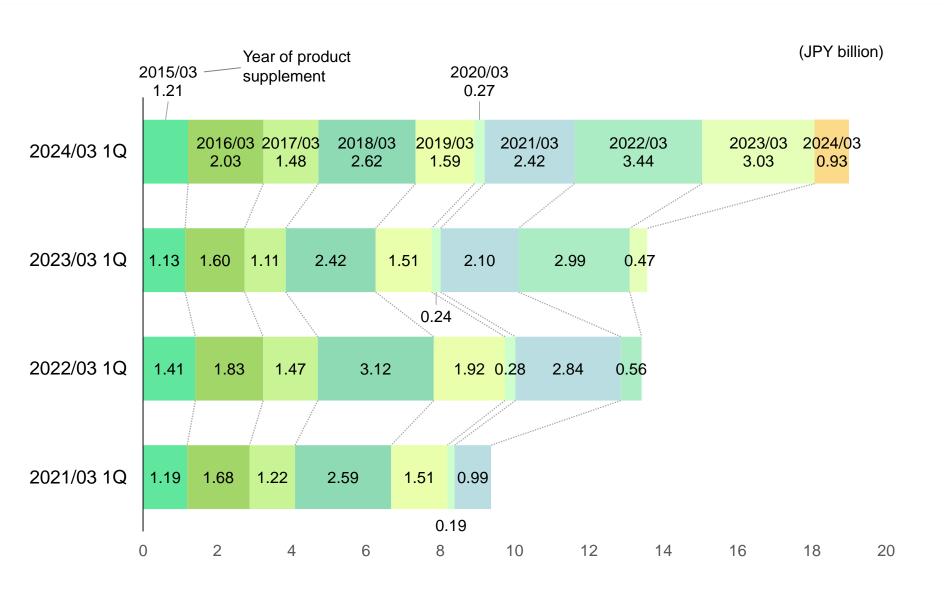
(JPY million, %)

	Sunsho Pharmaceutical											
Fiscal period	2	:024/03 1Q		2023/03 1C perio (April–	od)	2023/03 1Q (January–March)						
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)					
Net sales	6,480	100.0	+ 19.0	5,447	100.0	4,950	100.0					
Cost of sales	4,916	75.9	+ 20.6	4,076	74.8	3,893	78.6					
SGA	965	14.9	+ 26.6	763	14.0	733	14.8					
Segment profit	598	9.2	- 1.6	608	11.2	323	6.5					

Notes: 1. The first three-month period for Sunsho Pharmaceutical is from April 1, 2023 to June 30, 2023.

<sup>2.</sup> Goodwill amortization is not included.

### Net sales by supplement year (Towa non-consolidated)



# Net sales by distribution channel (Towa non-consolidated)



### Number of customers by customer segment (Towa non-consolidated)

(Customer, %)

								`	• •
	Customer	Number of medical institutions				2023/03			
	segment		Number of customers	Coverage (%)	Transaction amount % mix (%)	Change in number of customers	Change in transaction amount	Number of customers	Transaction amount % mix (%)
	Hospitals	approx. 8,200	7,587	92.7	10.5	+ 134	+ 11.0	7,453	11.2
	DPC	approx. 1,760	1,740	98.8	6.2	+ 24	+ 10.8	1,716	6.7
	Clinics	approx. 105,800	30,722	29.0	11.7	+ 818	+ 12.9	29,904	12.3
F	Pharmacies	approx. 61,700	59,560	96.5	77.7	+ 1,852	+ 21.1	57,708	76.3
	Total	approx. 175,700	97,869	55.7	100.0	+ 2,804	+ 19.0	95,065	100.0

(Excludes transactions by other companies)

Note: The number of medical institutions is calculated with reference to Nihon Ultmarc's national medical institution data.

# Selling, general and administrative expenses (Domestic segment)

(JPY million, %)

						, ,				
Figoal pariod	Towa Pharmaceutical, J-Dolph Pharmaceutical, Daichi Kasei, Greencaps Pharmaceutical, Sunsho Pharmaceutical									
Fiscal period		2024/03 1Q		2023/03 1Q (adjusted period) (Sunsho: April–June)						
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)	YOY change (%)				
Personnel	4,520	10.5	+ 2.8	4,396	12.2	+ 9.7				
Advertising	170	0.4	- 8.9	187	0.5	- 43.5				
Packing & freight	707	1.6	+ 2.8	688	1.9	+ 14.1				
Commissions paid	1,243	2.9	+ 28.4	968	2.7	+ 82.0				
R&D	2,778	6.5	- 5.4	2,936	8.1	+ 36.7				
Depreciation	342	0.8	+ 11.5	306	0.9	+ 24.3				
Other	1,474	3.4	+ 12.5	1,310	3.6	- 4.5				
SGA	11,237	26.1	+ 4.1	10,794	29.9	+ 16.8				

Notes: 1. The first three-month period for Sunsho Pharmaceutical is from April 1, 2023 to June 30, 2023.

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

# Outline of financial results for 2024/03 1Q (Overseas segment)

- \* Comments below are on the comparison between 2024/03 1Q and 2023/03 1Q (adjusted period):
- Net sales: Increased mainly due to strong BtoB in Europe and the weaker yen
- Segment profit: The loss decreased due to sales growth despite a rise in the cost of sales ratio due to a change in the sales mix in Europe.

(JPY million, %)

			Ov	erseas segr	ment (Towa	HD)			
Fiscal period	20	024/03 1Q		2023/03 1Q period) (Ap	•	2023/03 1Q (January–March)			
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	YOY change (%)	
Net sales	11,579	100.0	+ 14.6	10,101	100.0	9,801	100.0	+ 10.1	
Cost of sales	7,962	68.8	+ 15.3	6,905	68.4	6,660	67.9	+ 8.8	
SGA	3,645	31.5	+ 12.1	3,251	32.2	2,867	29.3	+ 5.2	
Segment profit (loss)	<b>– 28</b>	- 0.2	-	- 56	- 0.6	273	2.8	+ 424.6	
Exchange rate during period (TTM)	2024/03 1Q	2023/03 Apri June	– 2023 January–						

JPY 130.39

Notes: 1. The first three-month period for Towa HD is from April 1, 2023 to June 30, 2023.

JPY 138.12

2. Goodwill amortization is not included.

JPY 149.47

EUR 1

#### Outline of financial results for 2024/03 1Q

(Overseas segment, by region)

(JPY million, %)

Fiscal period	Towa HD <b>Europe</b>											
r ioodii poriod	20	)24/03 1Q	2023/03 1Q (adjusted period) (April–June)			2023/03 1Q (January–March)						
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	YOY change (%)				
Net sales	6,668	100.0	+ 19.8	5,566	100.0	5,366	100.0	+ 13.2				
Cost of sales	4,478	67.2	+ 30.2	3,438	61.8	3,445	64.2	+ 15.7				
SGA	2,582	38.7	+ 12.3	2,300	41.3	2,032	37.9	+ 5.5				
Segment loss	- 392	- 5.9	-	<b>– 172</b>	- 3.1	- 112	- 2.1	_				

Exchange rate during period	2024/03 1Q	2023/03 April–June	2023/03 January–March
(TTM) EUR 1	JPY 149.47	JPY 138.12	JPY 130.39

Notes: 1. The first three-month period for Towa HD is from April 1, 2023 to June 30, 2023.

2. Goodwill amortization is not included.

### Outline of financial results for 2024/03 1Q

(Overseas segment, by region)

(JPY million, %)

Fiscal period	Towa HD <b>U.S.</b>											
i iodai period	20	024/03 1Q		2023/03 1Q (adjusted period) (April–June)		2023/03 1Q (January-March)						
Item	(JPY million)	Percentage of net sales (%)	YOY change (%)	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	YOY change (%)				
Net sales	4,911	100.0	+ 8.3	4,534	100.0	4,435	100.0	+ 6.6				
Cost of sales	3,484	71.0	+ 0.5	3,467	76.5	3,214	72.5	+ 2.3				
SGA	1,062	21.6	+ 11.7	951	21.0	835	18.8	+ 4.4				
Segment profit	364	7.4	+ 213.3	116	2.6	385	8.7	+ 77.2				

Exchange rate during period	2024/03 1Q	2023/03 April–June	2023/03 January–March	
(TTM) EUR 1	JPY 149.47	JPY 138.12	JPY 130.39	

Notes: 1. The first three-month period for Towa HD is from April 1, 2023 to June 30, 2023.

2. Goodwill amortization is not included.

#### **Table of contents**

- 1. Outline of financial results for 2024/03 1Q
- 2. Outline of financial results for 2024/031Q Progress rate

Consolidated

**Domestic segment** 

**Breakdown** 

**Overseas segment** 

By region

Trend of R&D expenses

3. Balance sheets, capital expenditure and depreciation

### Outline of financial results for 2024/03 1Q – Progress rate (Consolidated)

- Net sales: The progress rate was good both in Japan and overseas.
- Operating profit: The progress rate was good despite a worse-than-expected cost of sales ratio at Towa Pharmaceutical.

(JPY million, %)

			2024/03						
Fiscal period	1Q Re	esults	F	irst Half Plaı	n	Full-year Plan			
ltem	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)	
Net sales	54,548	100.0	104,600	100.0	52.1	216,300	100.0	25.2	
Cost of sales	34,539	63.3	65,800	62.9	52.5	136,600	63.2	25.3	
SGA	15,912	29.2	33,000	31.5	48.2	67,900	31.4	23.4	
Operating profit	4,096	7.5	5,800	5.5	70.6	11,800	5.5	34.7	
Ordinary profit	6,959	12.8	5,600	5.4	124.3	11,500	5.3	60.5	
Profit attributable to owners of parent	4,750	8.7	3,400	3.3	139.7	6,900	3.2	68.8	

Exchange rate (TTM)	Rate during 2024/03 1Q	Assumed rate for 2024/03
EUR 1	JPY 149.47	JPY 138.00

Notes: 1. The first three-month period for Towa HD and Sunsho Pharmaceutical is from April 1, 2023 to June 30, 2023.

### Outline of financial results for 2024/03 1Q – Progress rate (Domestic segment)

- Net sales: The progress rate was good overall.
- Segment profit: The progress rate was good despite a rise in the cost of sales ratio due to a worse-than-expected sales mix at Towa Pharmaceutical.

(JPY million, %)

Fiscal period	<b>Domestic segment</b> (Towa Pharmaceutical, J-Dolph Pharmaceutical, Daichi Kasei, Greencaps Pharmaceutical, Sunsho Pharmaceutical)										
r local polica	2024/03 1Q Results		2024/	03 First Half	Plan	2024/03 Full-year Plan					
Item	JPY million	Percentage of net sales (%)	JPY million	Percentage of net sales (%)	Progress rate (%)	JPY million	Percentage of net sales (%)	Progress rate (%)			
Net sales	43,005	100.0	82,900	100.0	51.9	171,900	100.0	25.0			
Cost of sales	26,576	61.8	50,800	61.3	52.3	106,100	61.7	25.0			
SGA	11,237	26.1	24,100	29.1	46.6	50,000	29.1	22.5			
Segment profit	5,191	12.1	8,000	9.7	64.9	15,800	9.2	32.9			

Notes: 1. The first three-month period for Sunsho Pharmaceutical is from April 1, 2023 to June 30, 2023.

<sup>2.</sup> Goodwill amortization is not included.

### Outline of financial results for 2024/03 1Q — Progress rate (Domestic segment, breakdown)

(JPY million, %)

Fiscal period	Pha	rmaceu	naceutica tical, Dai s Pharma	chi Kas	ei,	S	Sunsho	Pharmac	eutical	
	2024/03 1Q Results		2024/03 Full-year Plan			2024/0 Resu		2024/03	Full-yea	r Plan
Item	(JPY million)	Percentage of net sales (%)		Percentage of net sales (%)	Promace	(JPY million)	Percentage of net sales (%)		Percentage of net sales (%)	Progress rate (%)
Net sales	36,524	100.0	148,000	100.0	24.7	6,480	100.0	23,900	100.0	27.1
Cost of sales	21,660	59.3	86,600	58.5	25.0	4,916	75.9	19,500	81.6	25.2
SGA	10,271	28.1	46,800	31.6	21.9	965	14.9	3,200	13.4	30.2
Segment profit	4,592	12.6	14,600	9.9	31.5	598	9.2	1,200	5.0	49.9

Notes: 1. The first three-month period for Sunsho Pharmaceutical is from April 1, 2023 to June 30, 2023.

<sup>2.</sup> Goodwill amortization is not included.

### Outline of financial results for 2024/03 1Q – Progress rate (Overseas segment)

- Net sales: The progress rate was good due to foreign exchange impacts despite the sales suspension of products of certain manufacturing licensees in the U.S.
- Segment profit: Loss decreased compared to the plan due to a reduction in SGA spending.

Figure 1 paried		Overseas segment (Towa HD)									
Fiscal period	2024/03 1	Q Results	2024/03 First Half Plan			2024/03 Full-year Plan					
ltem	(JPY million)	Percentage of net sales (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)	(JPY million)	Percentage of net sales (%)	Progress rate (%)			
Net sales	11,579	100.0	21,800	100.0	53.1	44,600	100.0	26.0			
Cost of sales	7,962	68.8	15,000	68.8	53.1	30,500	68.4	26.1			
SGA	3,645	31.5	6,900	31.7	52.8	14,000	31.4	26.0			
Segment profit (loss)	<b>– 28</b>	- 0.2	- 100	- 0.5	-	100	0.2	-			
Exchange rate EUR 1	(TTM)	2024/03 10		ned rate for 024/03							
		JPY 149.47	JP	Y 138.00							

Notes: 1. The first three-month period for Towa HD is from April 1, 2023 to June 30, 2023.

2. Goodwill amortization is not included.

### Outline of financial results for 2024/03 1Q — Progress rate (Overseas segment, by region)

(JPY million, %)

									(01 1 111111	,,
Fiscal period		Towa	HD <b>Eurc</b>	ppe		Towa HD <b>U.S.</b>				
·	2024/03 1Q Results		2024/03 Full-year Plan			2024/03 1Q Results		2024/03 Full-year Plan		
Item	(JPY million)	Percentage of net sales (%)		Percentage of net sales (%)	Progress rate (%)	(JPY million	Percentage of net sales (%)		Percentage of net sales (%)	Progress rate (%)
Net sales	6,668	100.0	25,000	100.0	26.7	4,91	1 100.0	19,600	100.0	25.1
Cost of sales	4,478	67.2	16,200	64.8	27.6	3,48	71.0	14,300	73.0	24.4
SGA	2,582	38.7	9,900	39.6	26.1	1,06	2 21.6	4,100	20.9	25.9
Segment profit (loss)	- 392	- 5.9	- 1,100	- 4.4	_	36	7.4	1,200	6.1	30.3
		Rate du 2024/03	_							

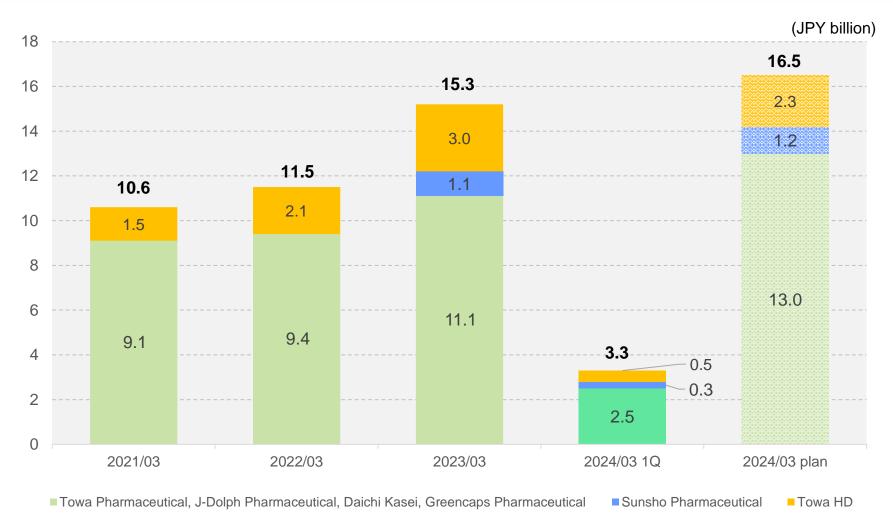
JPY 138.00

Notes: 1. The first three-month period for Towa HD is from April 1, 2023 to June 30, 2023.

JPY 149.47

2. Goodwill amortization is not included.

### Trend of R&D expenses (Consolidated)



Notes: 1. The consolidated fiscal year ended March 31, 2023 for Towa HD and Sunsho Pharmaceutical is the 15-month period from January 1, 2022 to March 31, 2023.

2. 2021/03-2022/03 does not include the results of Sunsho Pharmaceutical.

#### **Table of contents**

- 1. Outline of financial results for 2023/03
- 2. Outline of financial results for 2023/03– Progress rate
- 3. Balance sheets, capital expenditure and depreciation

### **Balance sheets (Consolidated)**

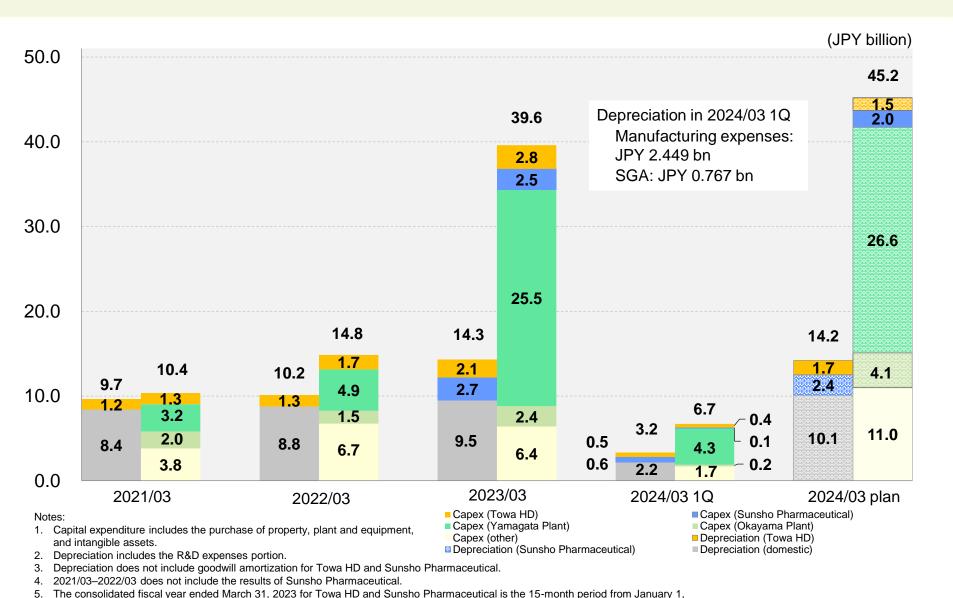
(JPY million)

Item	2023/06	2023/03	Change	Item	2023/06	2023/03	Change
Cash and deposits	30,817	24,257	+ 6,559	Notes and accounts payable - trade	18,272	17,272	+ 1,000
Notes and accounts receivable - trade	51,254	46,795	+ 4,459	Electronically recorded obligations - operating	10,410	18,798	- 8,388
Electronically recorded monetary claims -	8,513	7,777	+ 736	Short-term borrowings	3,921	3,677	+ 243
operating	0,010	1,111	1 730	Current portion of long-term borrowings	9,302	7,527	+ 1,774
Merchandise and finished goods	47,043	44,457	+ 2,586	Notes and accounts payable - equipment	16,428	14,012	+ 2,415
Other inventories	50,490	48,470	+ 2,019	Other current liabilities	18,412	17,240	+ 1,172
Other current assets	13,452	11,232	+ 2,219	Total current liabilities	76,747	78,529	- 1,781
Total current assets	201,571	182,990	+ 18,581	Long-term borrowings	167,829	150,314	+ 17,515
Buildings and structures, net	55,783	56,190	- 407	Other non-current liabilities	5,595	5,609	- 14
Machinery, equipment and vehicles, net	18,160	18,966	- 805	Total non-current liabilities	173,424	155,923	+ 17,501
Construction in progress	37,078	31,155	+ 5,922	Total liabilities	250,172	234,453	+ 15,719
Goodwill	34,049	34,613	- 563	Foreign currency translation adjustment	12,420	8,608	+ 3,812
Other non-current assets	47,526	47,431	+ 95	Other net assets	131,576	128,286	+ 3,290
Total non-current assets	192,598	188,357	+ 4,240	Total net assets	143,997	136,894	+ 7,102
Total assets	394,170	371,347	+ 22,822	Total liabilities and net assets	394,170	371,347	+ 22,822

Exchange rate at end of period (TTM)	2023/06	2023/03		
EUR 1	JPY 157.60	JPY 145.72		

Notes: 1. The first three-month period for Towa HD and Sunsho Pharmaceutical is from April 1, 2023 to June 30, 2023.

### Capital expenditure and depreciation (Consolidated)



2022 to March 31, 2023.

26

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

Please be aware that results may differ from the forecasts.

#### Contact:

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