

Business Results First Three Months of Fiscal Year Ending March 31, 2026



QoI Holdings Co.,Ltd.

August 8, 2025

The Prime Section of the Tokyo Stock Exchange
3034

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Higher sales and profit

Record-high Sales and Profit

Consolidated Financial Results

- In April 2025, the Company acquired an additional 29% of the shares of DAIICHI SANKYO ESPHA CO., LTD., increasing its share ownership ratio to 80%.
- Sales and profits at all levels reached record highs, driven by steady growth in dispensing sales and contributions from AG products launched in the previous fiscal year.

Pharmacy Business

- Higher sales and profit
- The technical fee unit price increased due to progress in acquiring the Medical DX Premium and the rising proportion of generic drug usage.

BPO Contracting Businesses

- Increase in sales but decrease in profit
- In the Professional Referral Dispatch Business, the number of contracts concluded increased, while fixed costs such as personnel expenses and advertising costs increased.

Pharmaceutical Manufacturing Business

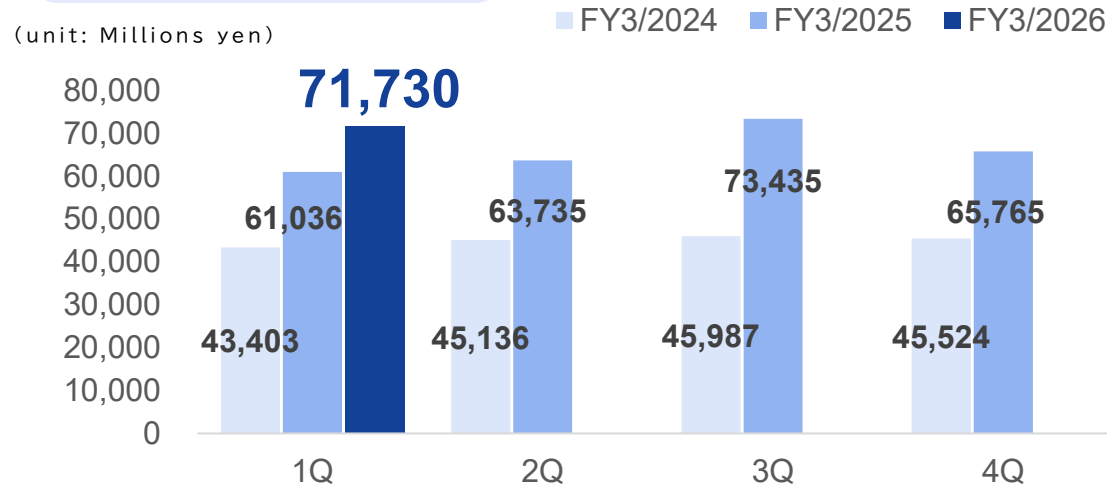
- Higher sales and profit
- New products launched in the previous fiscal year contributed to DAIICHI SANKYO ESPHA's sales and profit.

Highlights

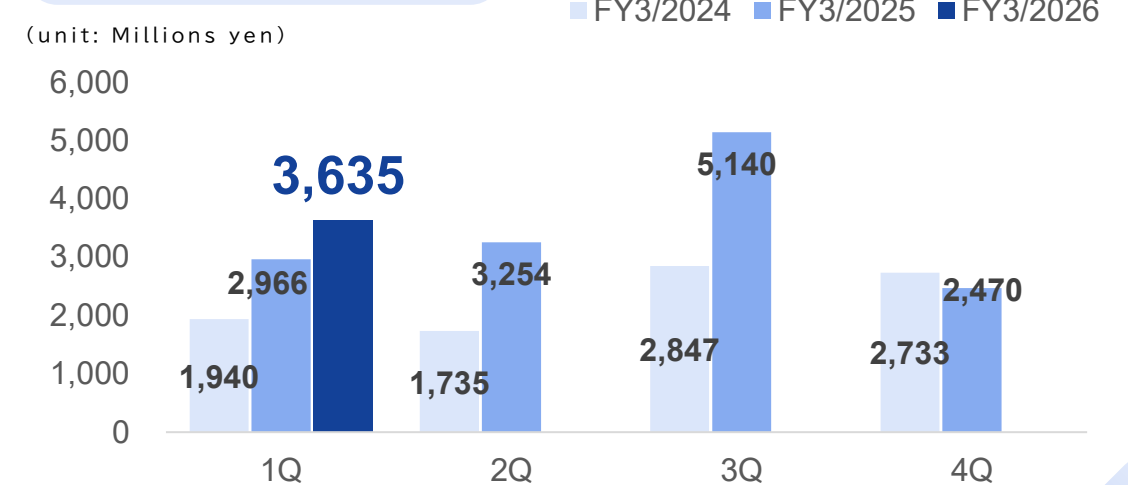


(unit: Millions yen)	1Q FY3/2024 ended Jun. 30, 2023	1Q FY3/2025 ended Jun. 30, 2024	1Q FY3/2026 ended Jun. 30, 2025	Variance	Variance(%)
Net sales	43,403	61,036	71,730	10,693	17.5%
Operating profit	1,873	2,915	3,592	676	23.2%
Ordinary profit	1,940	2,966	3,635	668	22.6%
Profit Attributable to Owners of Parent	1,010	843	1,856	1,013	120.2%
Net Income per Share(yen)	27.22	22.59	49.43	26.84	118.8%

Trend in Net Sales
on a Quarterly basis



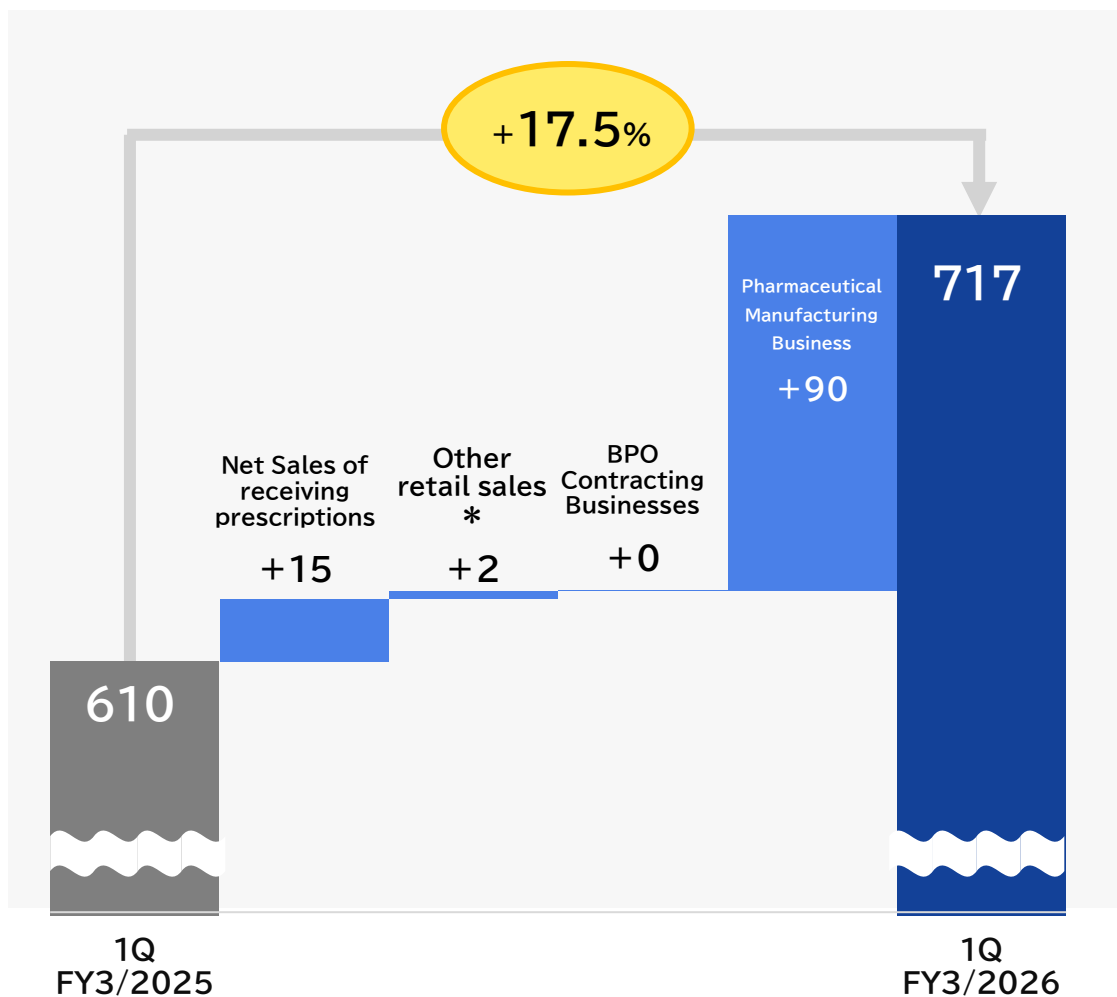
Trend in Ordinary Profit
on a Quarterly basis



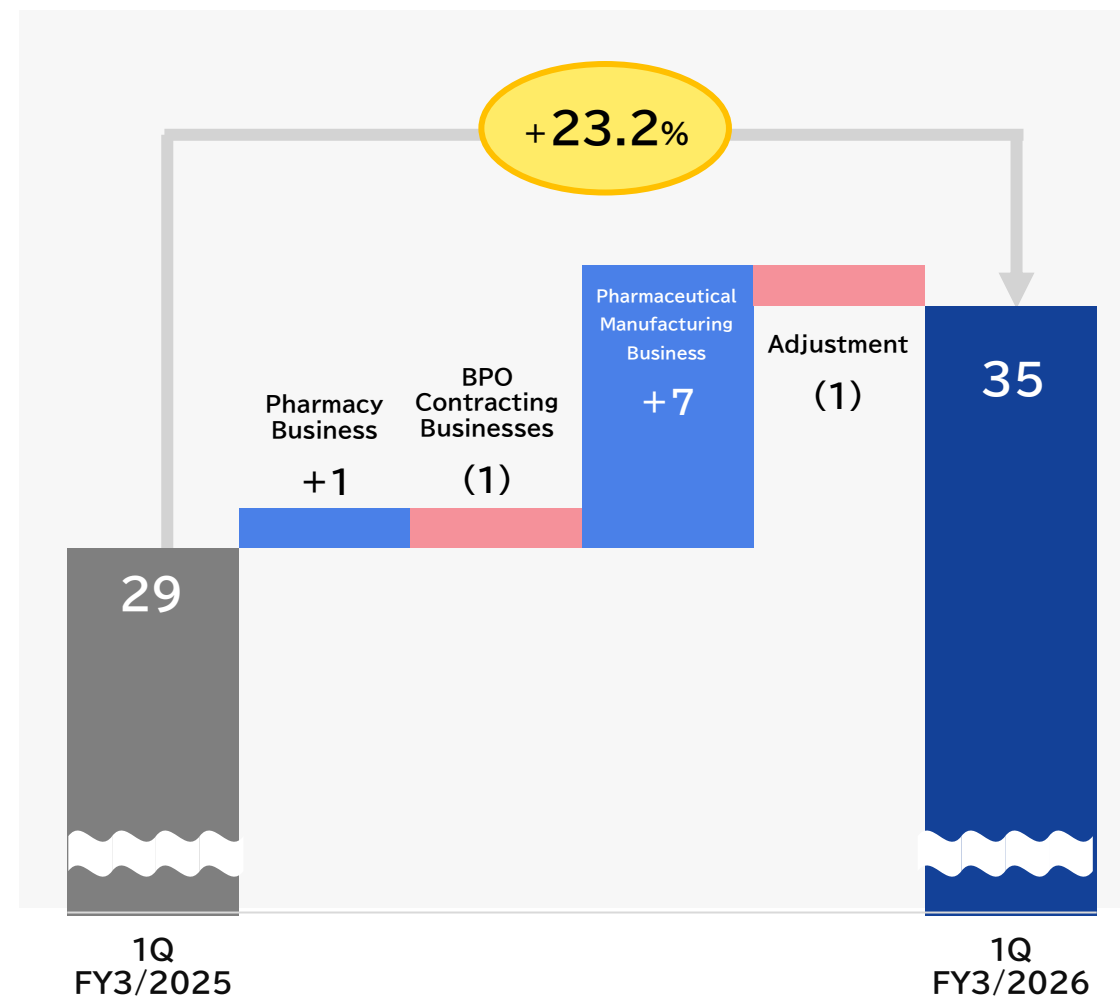
(unit: Millions yen)	1Q FY3/2026 ended Jun. 30, 2025	2Q FY3/2026 ended Sep. 30, 2025 Forecast	Progress (%)	FY3/2026 ended Mar. 31, 2026 Forecast	Progress (%)
Net sales	71,730	136,500	52.5%	280,000	25.6%
Operating profit	3,592	7,500	47.9%	15,500	23.2%
Ordinary profit	3,635	7,600	47.8%	15,600	23.3%
Profit Attributable to Owners of Parent	1,856	3,600	51.6%	7,000	26.5%
Net Income per Share (yen)	49.43	95.84	51.6%	186.35	26.5%

Major Components of YoY Changes

Net sales (100 million yen)



Operating profit (100 million yen)



Consolidated Statements of Income



(unit: Millions yen)	1Q FY3/2025 ended Jun. 30, 2024	1Q FY3/2026 ended Jun. 30, 2025	Variance	Variance(%)
Net sales	61,036	71,730	10,693	17.5%
Cost of sales	51,886	61,344	9,457	18.2%
Gross profit	9,149	10,386	1,236	13.5%
Selling general and administrative expenses	6,234	6,793	559	9.0%
Operating profit	2,915	3,592	676	23.2%
% of Net Sales	4.8%	5.0%	—	—
Ordinary profit	2,966	3,635	668	22.6%
% of Net Sales	4.9%	5.1%	—	—
Profit Attributable to Owners of Parent	843	1,856	1,013	120.2%
% of Net Sales	1.4%	2.6%	—	—

Consolidated Balance Sheets



(unit: Millions yen)	FY3/2025 ended Mar. 31, 2025	1Q FY3/2026 ended Jun. 30, 2025	Variance
Current assets	60,348	60,709	361
Cash and deposits	26,727	20,246	(6,481)
Non-current assets	99,321	96,768	(2,552)
Property, plant and equipment	18,141	17,969	(171)
Intangible assets	70,338	68,690	(1,648)
Investments and other assets	10,841	10,108	(732)
Total assets	159,669	157,478	(2,190)
Current liabilities	74,202	81,623	7,421
Non-current liabilities	23,328	21,338	(1,989)
Total liabilities	97,531	102,962	5,431
Interest-bearing debt	41,285	41,160	(125)
Net assets	62,138	54,515	(7,622)
Shareholders' equity	57,123	53,068	(4,054)
Total liabilities and net assets	159,669	157,478	(2,190)

(unit: Millions yen)

Current assets	+ 361
Cash and deposits	(6,481)
Notes and accounts receivable - trade, and contract assets	+ 5,429
Merchandise and finished goods	+ 1,748
Non-current assets	(2,552)
Business Right	(814)
Goodwill	(1,058)
Deferred tax assets	(646)
Current liabilities	+ 7,421
Accounts payable - trade	+ 8,459
Short-term borrowings	+ 2,100
Income taxes payable	(2,131)
Non-current liabilities	(1,989)
Long-term borrowings	(2,055)
Net assets	(7,622)
Capital surplus	(5,331)
Non-controlling interests	(3,567)

Segment Overview



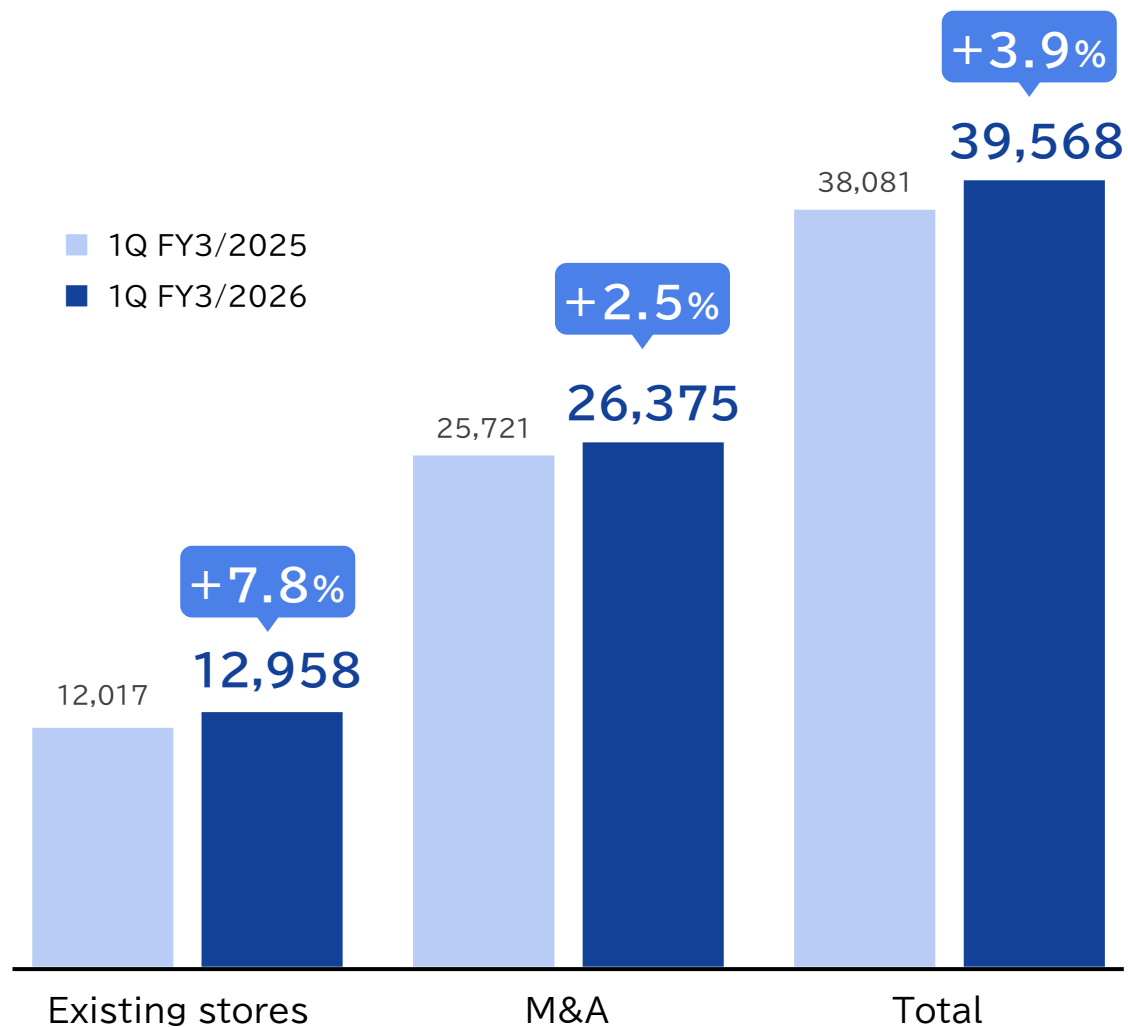
(unit: Millions yen)	1Q FY3/2025 ended Jun. 30, 2024	1Q FY3/2026 ended Jun. 30, 2025	YoY Variance(%)
Pharmacy Business Net sales	41,081	42,840	4.3%
Segment profit	1,630	1,751	7.4%
% of net sales	4.0%	4.1%	
BPO Contracting Business Net Sales	3,464	3,483	0.5%
Segment profit	575	493	(14.2%)
% of net sales	16.6%	14.2%	
Pharmaceutical Manufacturing Business Net sales	16,490	25,407	54.1%
Segment profit	1,605	2,315	44.3%
% of net sales	9.7%	9.1%	

- Higher sales and profit
- The technical fee unit price increased due to progress in acquiring the Medical DX Premium and the rising proportion of generic drug usage.

(Millions of yen)	1Q FY3/2025 ended Jun. 30, 2024	1Q FY3/2026 ended Jun. 30, 2025	Variance(%)
Net sales	41,081	42,840	4.3%
Expenses	39,479	41,118	4.2%
Segment profit	1,630	1,751	7.4%
Main factors for change	<ul style="list-style-type: none"> ● NHI drug price revision (April) ● Revisions of medical fee was made in June. (previously April) <ul style="list-style-type: none"> ① [Revised] Basic Dispensing Fee ② [Newly established] Medical DX Premium ● Patient-elective care scheme for long-listed products has started. (October) <ul style="list-style-type: none"> • Promotion of use of generic drug 	<ul style="list-style-type: none"> ● NHI drug price revision (April) 	—

Net Sales of receiving prescriptions (millions yen)

Sales of receiving prescriptions =
Number of receiving prescriptions × Average price of prescription

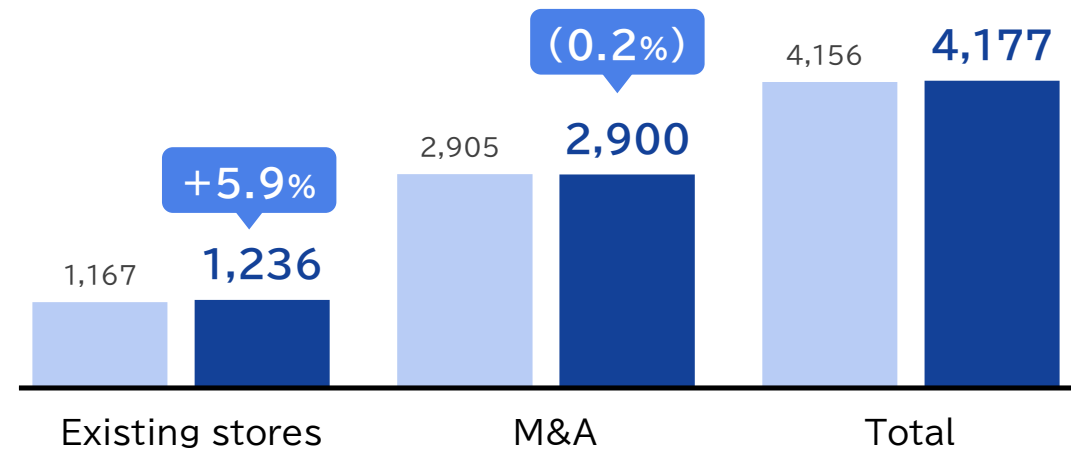


Number of receiving prescriptions (thousand unit)

+0.5%

1Q FY3/2025

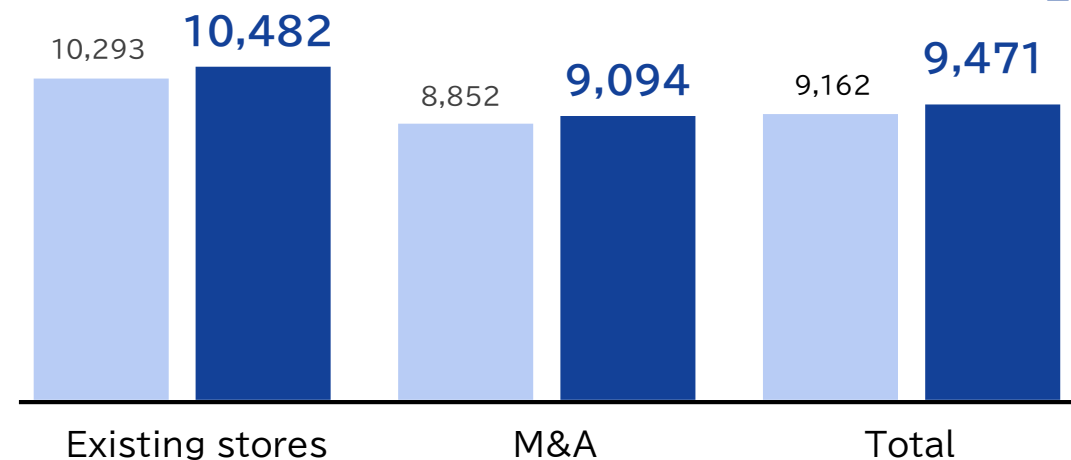
1Q FY3/2026

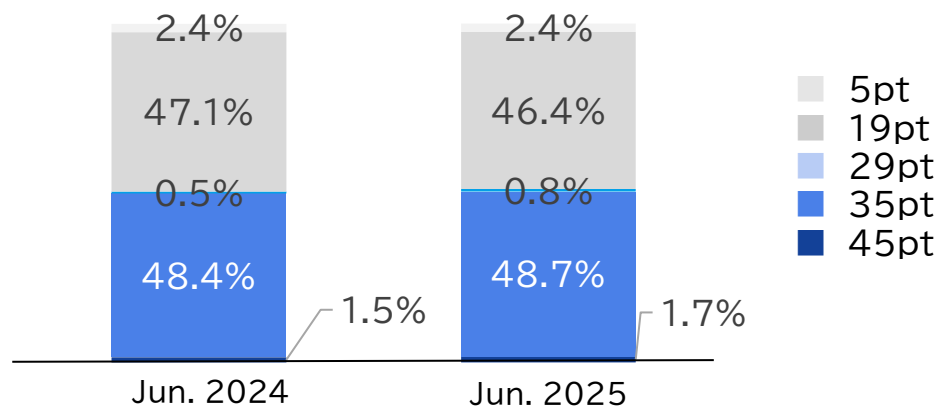


Average price of prescription (yen)

1Q FY3/2025

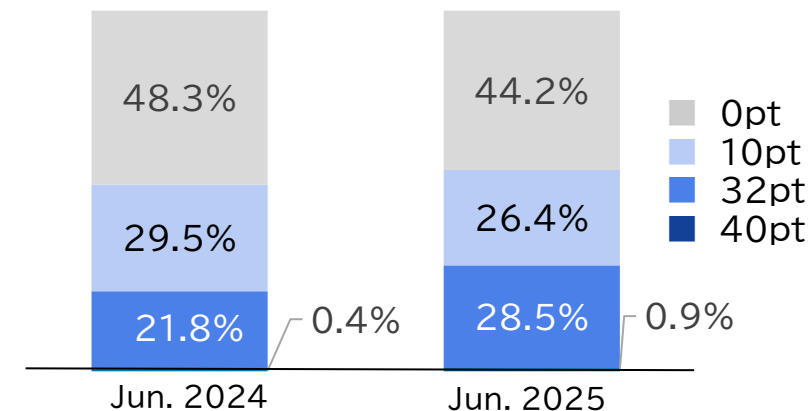
1Q FY3/2026



Basic Dispensing Fee
(percentage of store type)Number of
pharmacies >

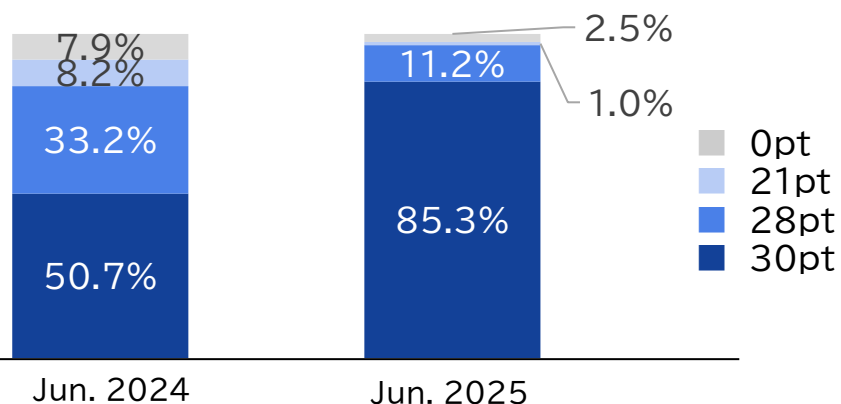
919

916

Community Support System Premium
(percentage of store type)Number of
pharmacies >

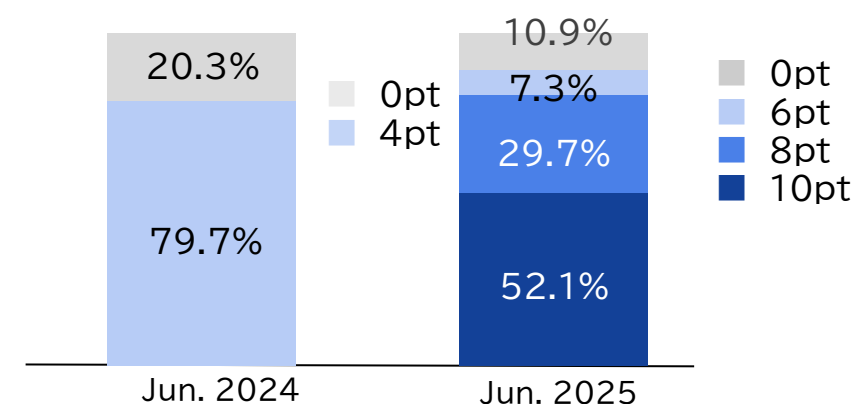
919

916

Consolidated
baseGeneric Drug Dispensing System Premium
(percentage of store type)Generic Drug
Switch Rate
(Quantity base)91.9%
(Jun. 2025)Number of
pharmacies >

919

916

Medical DX Premium
(percentage of store type)Number of
pharmacies >

919

916

Launching a new service that enables patients access to our pharmacists through a booth inside a convenience store

Participation in the Next-Generation Remote Customer Service Platform

Collaboration with different industries to make pharmacies
more convenient and closer to patients

Convenience store locations

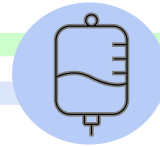


Ponta General
Consultation Service

Access to the platform
via in-booth terminals



Prescription pharmaceuticals
(Prescription demand/medication guidance)



OTC pharmaceuticals, etc.
(Online sales expected to be
available due to deregulation*)
⇒ Expected increase in
future demand



Qol

Pharmacist providing online support
Efficient allocation of human resources



Improving access to
medical care

Enhancing customer
experience

Addressing disparities in
medical resource distribution

Supporting elderly patients

- Increase in sales but decrease in profit
- In the Professional Referral Dispatch Business, the number of contracts concluded increased, while fixed costs such as personnel expenses and advertising costs increased.

(Millions of yen)	1Q FY3/2025 ended Jun. 30, 2024	1Q FY3/2026 ended Jun. 30, 2025	Variance(%)
Net sales	3,464	3,483	0.5%
Expenses	3,216	3,303	2.7%
Segment profit	575	493	(14.2%)

- Higher sales and profit
- New products launched in the previous fiscal year contributed to DAIICHI SANKYO ESPHA's sales and profit.

(Millions of yen)	1Q FY3/2025 ended Jun. 30, 2024	1Q FY3/2026 ended Jun. 30, 2025	YoY
Net sales	16,490	25,407	54.1%
Expenses	14,885	23,091	55.1%
Segment profit	1,605	2,315	44.3%
Main factors for change	<ul style="list-style-type: none">● NHI drug price revision(April)● In April 2024, the Company increased its shareholding in DAIICHI SANKYO ESPHA Co., Ltd. From 30% to 51%.● Number of new products launched: 4 ingredients (GE:1, launched in Jun. 2024 AG:3, launched in Dec. 2024)	<ul style="list-style-type: none">● NHI drug price revision(April)● In April 2025, the Company increased its shareholding in DAIICHI SANKYO ESPHA Co., Ltd. from 51% to 80%.	—



DAIICHI SANKYO ESPHA CO., LTD.

Additional shares will be acquired on April 1, 2025.
The shareholding ratio was **80%**

	Date of acquisition of shares	Share ownership ratio	Accounting treatment	Contribution to sales	Contribution to ordinary profit	Contribution to Net profit
First share acquisition	October 1, 2023	30%	Affiliates accounted for by the equity method	-	30% (Non-operating income)	30%
Second acquisition	April 1, 2024	51% (+21% acquired)	Consolidated subsidiaries	100%	100%	51%*
Third share acquisition	April 1, 2025	80% (+29% acquired)	Consolidated subsidiaries	100%	100%	80%*

* The remainder is profit attributable to non-controlling interests



DAIICHI SANKYO ESPHA CO., LTD.

Launched in December 2024

Product name	Product	Progress after launch
Rivaroxaban/OD Tablets 10mg/15mg "Bayer" Brand name: XARELTO® Tablets/OD Tablets 10mg/15mg		<Top Share of the Market> Sales remained steady. We aim to further expand our market share.
Loxoprofen Sodium Tape 50mg/100mg "DSEP" Brand name: LOXIONIN® Tape 50mg/100mg		We aim to further expand our market share.
Hydroxychloroquine Sulfate Tablets 200mg "DSEP" Brand name: PLAQUENIL® Tablets 200mg		<Top Share of the Market> Sales remained steady. We aim to further expand our market share.

1Q FY3/2026 DAIICHI SANKYO ESPHA's AG Sales Composition Ratio*

* Sales of medical institutions (hospitals and pharmacies)
(based on FY3/2026 drug prices)

New AG Products Launched in Dec. 2024	Other AG Products
Rivaroxaban Loxoprofen Sodium Tape Hydroxychloroquine Sulfate	

26.5%

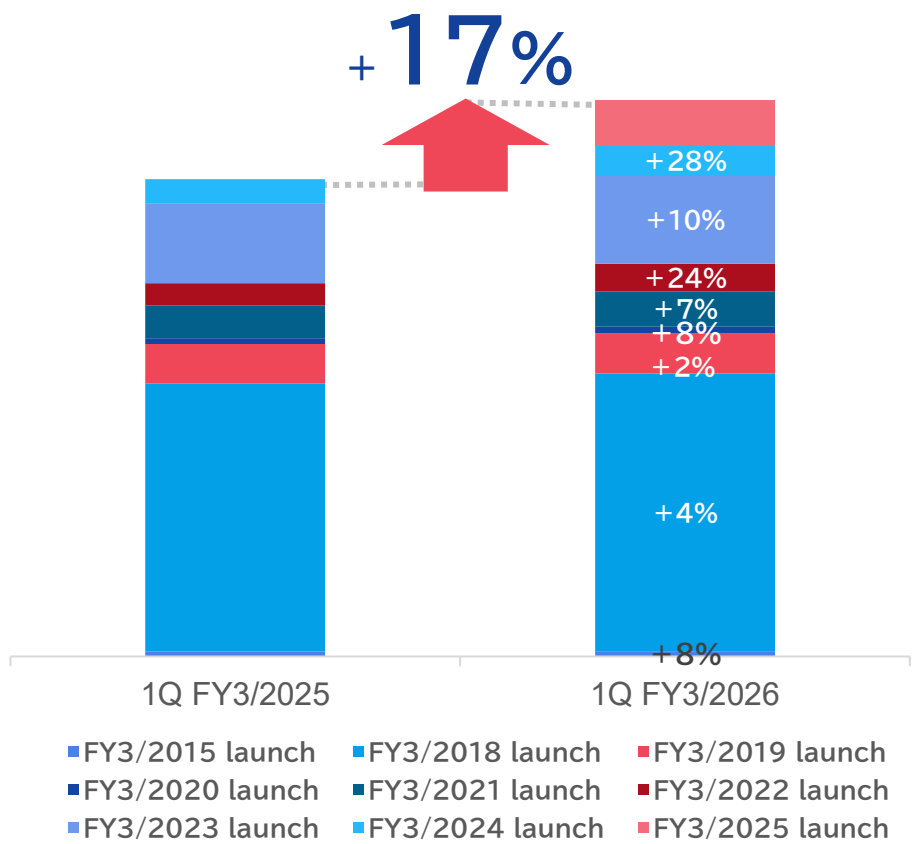
73.5%

- Three AG products (seven ingredients) launched in December last fiscal year contributed to performance.
- Particularly, the major product “Rivaroxaban” made a significant contribution.

Shipment Volume* of existing AG products grew steadily (up 17% year on year)

Shipment Volume* Trends of Existing AG Products

* Volume of pharmaceuticals shipped to medical institutions (hospitals and pharmacies)
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Year of launch	Generic name	Main purpose
FY3/2015	Levofloxacin	Antibacterial agent
FY3/2018	Telmisartan Telmisartan/Amlodipine Telmisartan/Hydrochlorothiazide Olmesartan Rosuvastatin	Hypertension treatment Hypertension treatment Hypertension treatment Hypertension treatment Hypercholesterolemia treatment
FY3/2019	Levofloxacin(Injection) Silodosin Gefitinib	Antibacterial agent Urinary disorder Anti-cancer agents
FY3/2020	Bicalutamide Anastrozole Tamoxifen	Anti-cancer agents Anti-cancer agents Anti-cancer agents
FY3/2021	Memantine Hydrochloride Ezetimibe	Dementia Hypercholesterolemia treatment
FY3/2022	Bortezomib Carvedilol Pilsicainide hydrochloride hydrate	Anti-cancer agents Chronic heart failure treatment Arrhythmia
FY3/2023	Azocemide Febuxostat	Diuretic Hyperuricemia treatment
FY3/2024	Bisoprolol fumarate	Hypertension treatment
FY3/2025	Rivaroxaban Loxoprofen Sodium Tape Hydroxychloroquine Sulfate	Selective direct effect Factor Xa inhibitor (Oral Anticoagulants) Transdermal analgesia Anti-Inflammatory agent Immune adjusters

[IR inquiry]

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