Supplementary Material of Financial Results for the Three Months Ended September 30, 2025

November 7, 2025

Summary

Financial Results for Q1 of FYE6/2026

- Sales were up +18.4% year-on-year, and operating profit was up +20.1% year-on-year.

  (+) In the API segment, there was a recovery in existing products that were slow in the previous year, and sales increased.

  (+) In the manufacture and sales of pharmaceuticals, there were continued strong sales of the primary products produced by the Zao Factory.

  (+) The SG&A ratio declined as a result of growing sales.

  (–) In the manufacture and sales of pharmaceuticals, sales of the primary products produced by the HQ Factory declined due to the entry of competitors into the market and other factors.

  (–) A foreign exchange loss was incurred.

Market Environment

- The impact of U.S. policies, including reciprocal tariffs, on the Group's business performance was minimal due to the Group's primarily domestic operations.
- For medicines requiring stable supply, it was proposed to increase the 506 ingredients that were selected in 2021 to 759 ingredients. This highlights the necessity for further strengthening the stable supply system in the future.

  (Source: "The first meeting of the Subcommittee on Prompt and Stable Supply of Prescription Pharmaceuticals, Material 5: Selection of the Stable Supply Pharmaceuticals," Ministry of Health, Labour and Welfare, Japan)

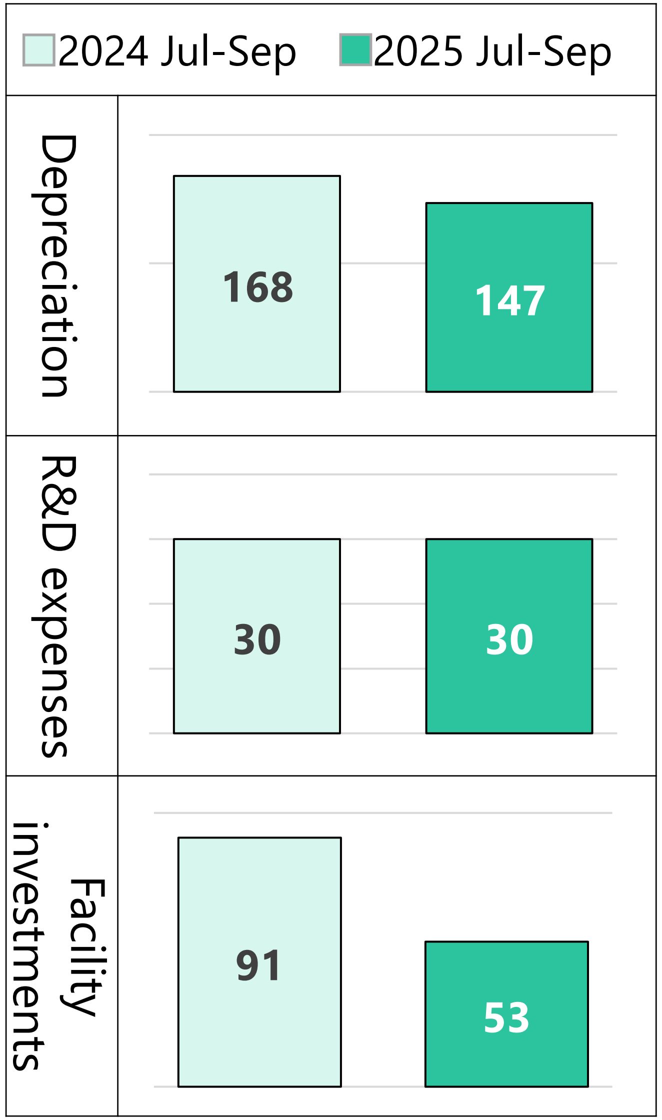
Highlights of Financial Results

YoY results comparison:
Sales and profit increased, driven by the strong performance of the API segment.

The API segment saw an increase in sales and profit, and all profit levels rose.
Depreciation declined slightly, while R&D expenses remained almost unchanged.
In terms of facility investments, construction of Zao Factory 2 is continuing on schedule.

(million ¥)

	2024 Jul-Sep Actual	2025 Jul-Sep Actual	YoY	
				Change (%)
Net sales	5,027	5,951	924	18.4
Gross profit	1,658	1,923	265	16.0
Operating profit	1,125	1,352	227	20.1
Ordinary profit	1,200	1,340	140	11.6
Profit attributable to owners of parent	794	891	97	12.2
Dividend (yen/share)	16	17	1	6.3
Depreciation	168	147	-21	-12.5
R&D expenses	30	30	0	0.0
Facility investments	91	53	-38	-41.8

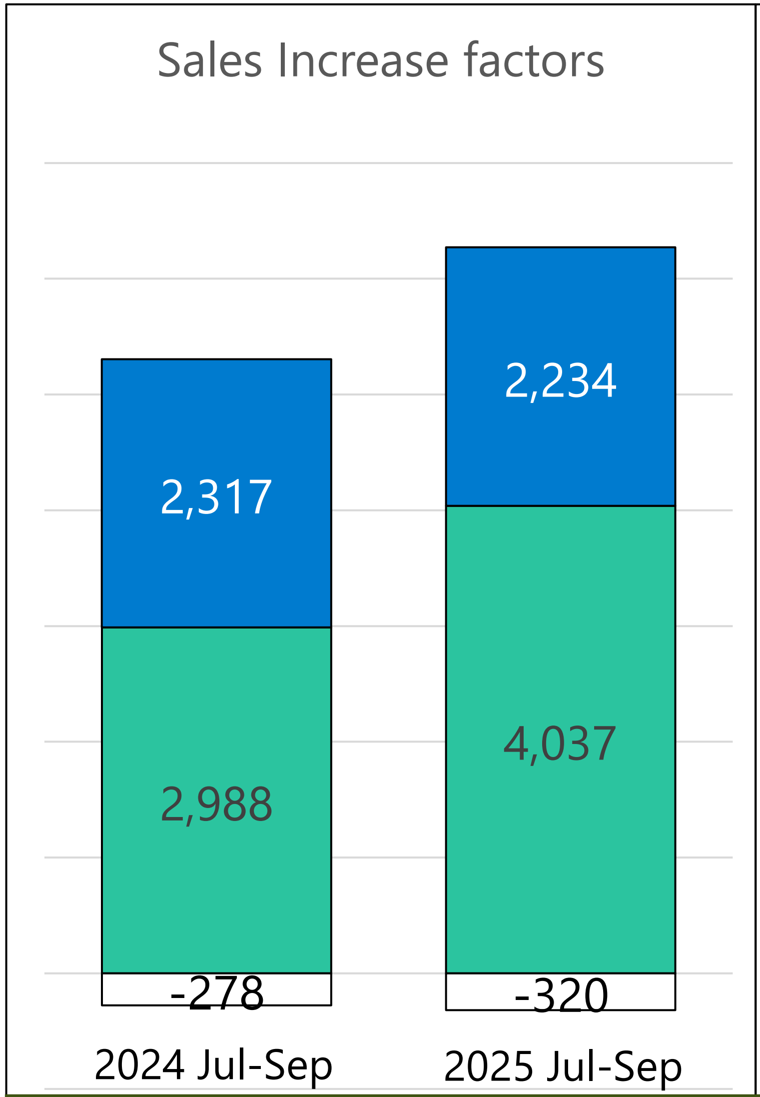


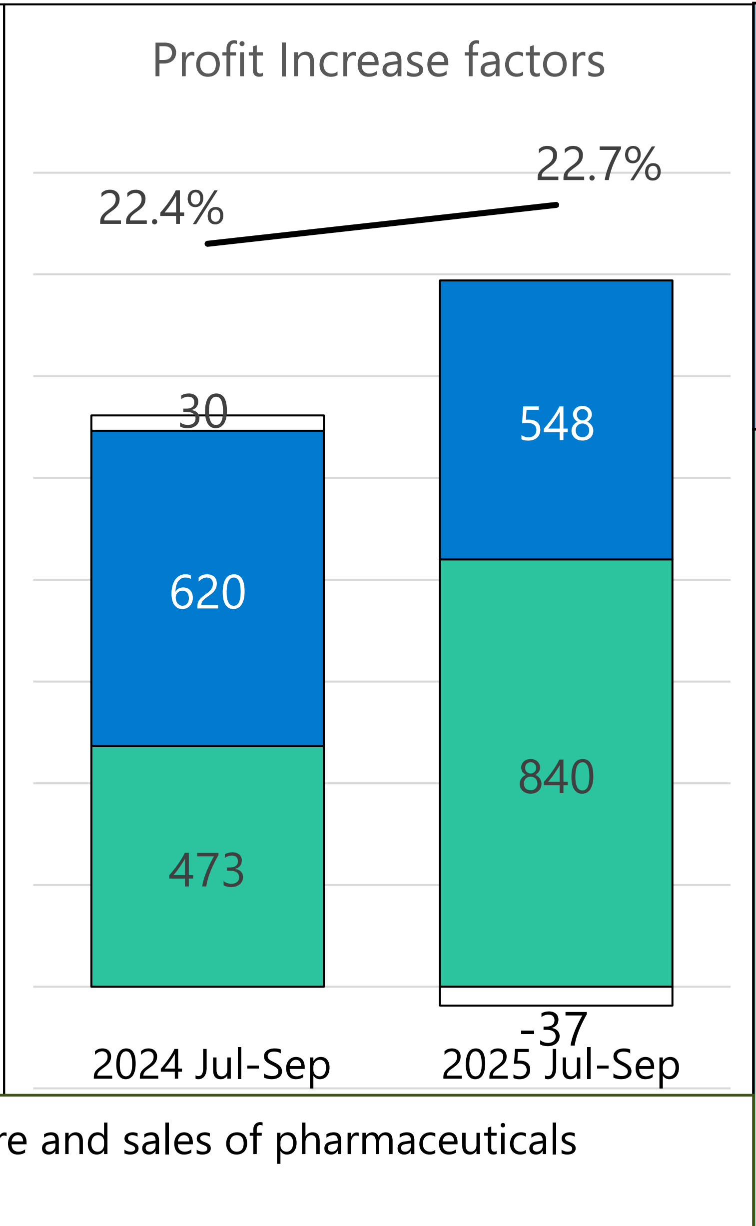
Highlights of Financial Results by Segment (1)

Growth in the API segment despite a decline in the manufacture and sales of pharmaceuticals (million ¥)

	2024 Jul-Sep Actual	2025 Jul-Sep Actual	YoY	Change (%)
Net sales	5,027	5,951	924	18.4
API segment	2,988	4,037	1,049	35.1
API segment (external sale)	2,710	3,716	1,006	37.1
Internal sale	278	320	42	15.1
Manufacture and sales of pharmaceuticals	2,317	2,234	-83	-3.6
Adjustments	-278	-320	-42	15.1
Operating profit	**1,125**	**1,352**	**227**	20.1
API segment	473	840	367	77.5
Manufacture and sales of pharmaceuticals	620	548	-72	-11.6
Adjustments	30	-37	-67	–
(OP margin)	22.4%	22.7%	0.3%	–
Ordinary profit	**1,200**	**1,340**	**140**	11.6
Profit	**794**	**891**	**97**	12.2

Highlights of Financial Results by Segment (2)





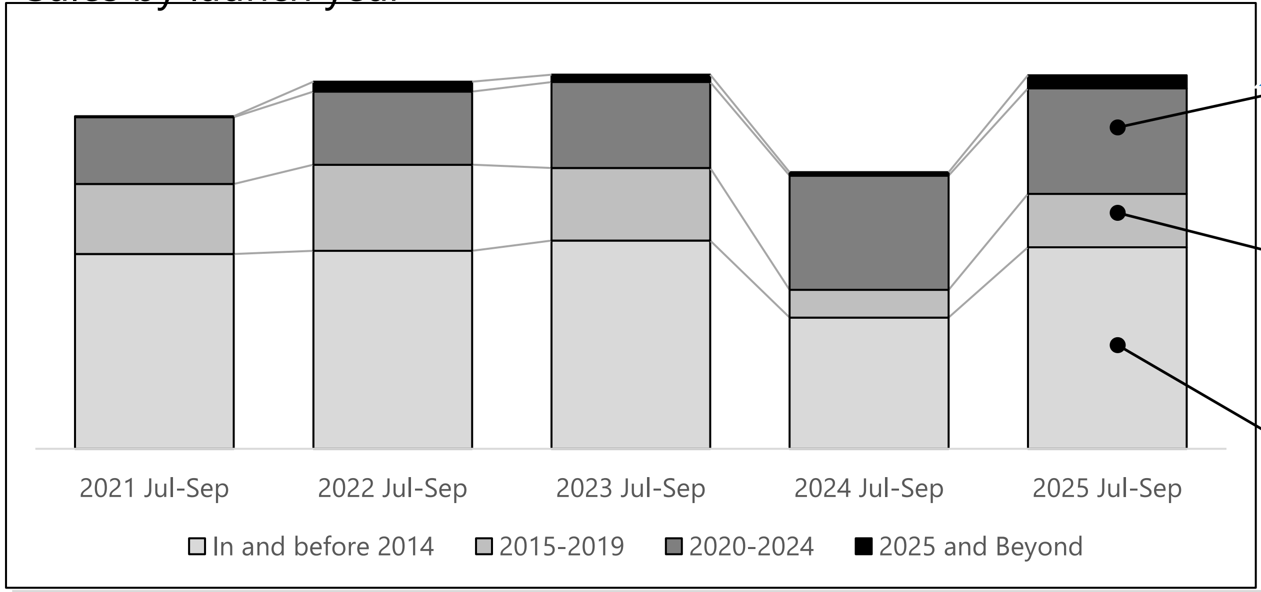
Manufacture and sales of pharmaceuticals：
While sales of the pre-filled syringe formulations that we manufacture under contract remained strong, sales and profits decreased due to a decline in sales of the tablets that are our primary products. This decline resulted from the entry of competitors into the market and other factors.

API segment：
The effects of inventory adjustments centering on existing products that took place during Q1 of the preceding year weakened, and sales and profits grew due to an increase in transaction volumes resulting from expanding sales of products launched in recent years and a growing volume share of generics resulting from the selective care system and other factors. The operating margin grew due to growth in SG&A that was small compared to the increase in sales and gross profit.

API Segment Net Sales Analysis

Sales increased, driven by strong performance of products launched since 2020.

Sales by launch year

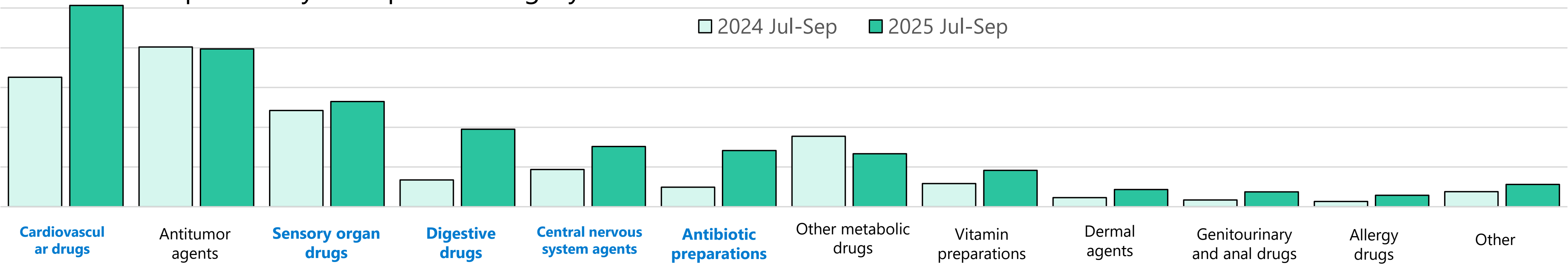


Cardiovascular drugs, Sensory organ drugs, and Central nervous system agents:
Sales grew due to expanding sales of products launched in recent years, an increase in the volume of APIs supplied, and other factors.

Digestive drugs, Antibiotic preparations:
Sales increased due to the effects of customer purchase timing and other factors.

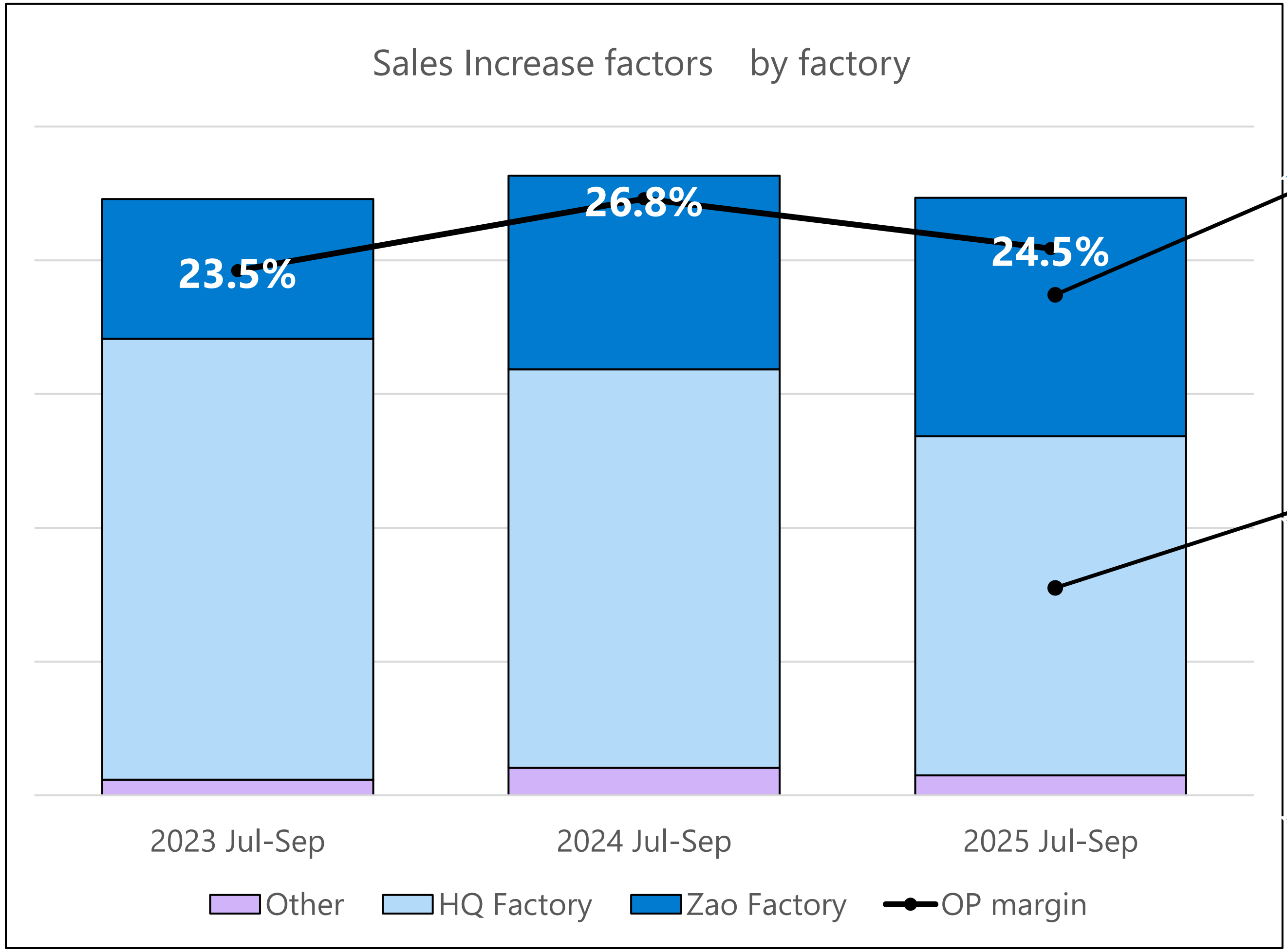
Cardiovascular drugs, Digestive drugs:
Sales increased due to growth in the volume share resulting from the selective care system, the end of inventory adjustments for some products, and other factors.

YoY sales comparison by therapeutic category



Manufacture and sales of pharmaceuticals Net Sales Analysis

While sales of primary products produced by the Zao Factory remained strong, sales of those produced by the HQ Factory declined due to the entry of competitors into the market and other factors.

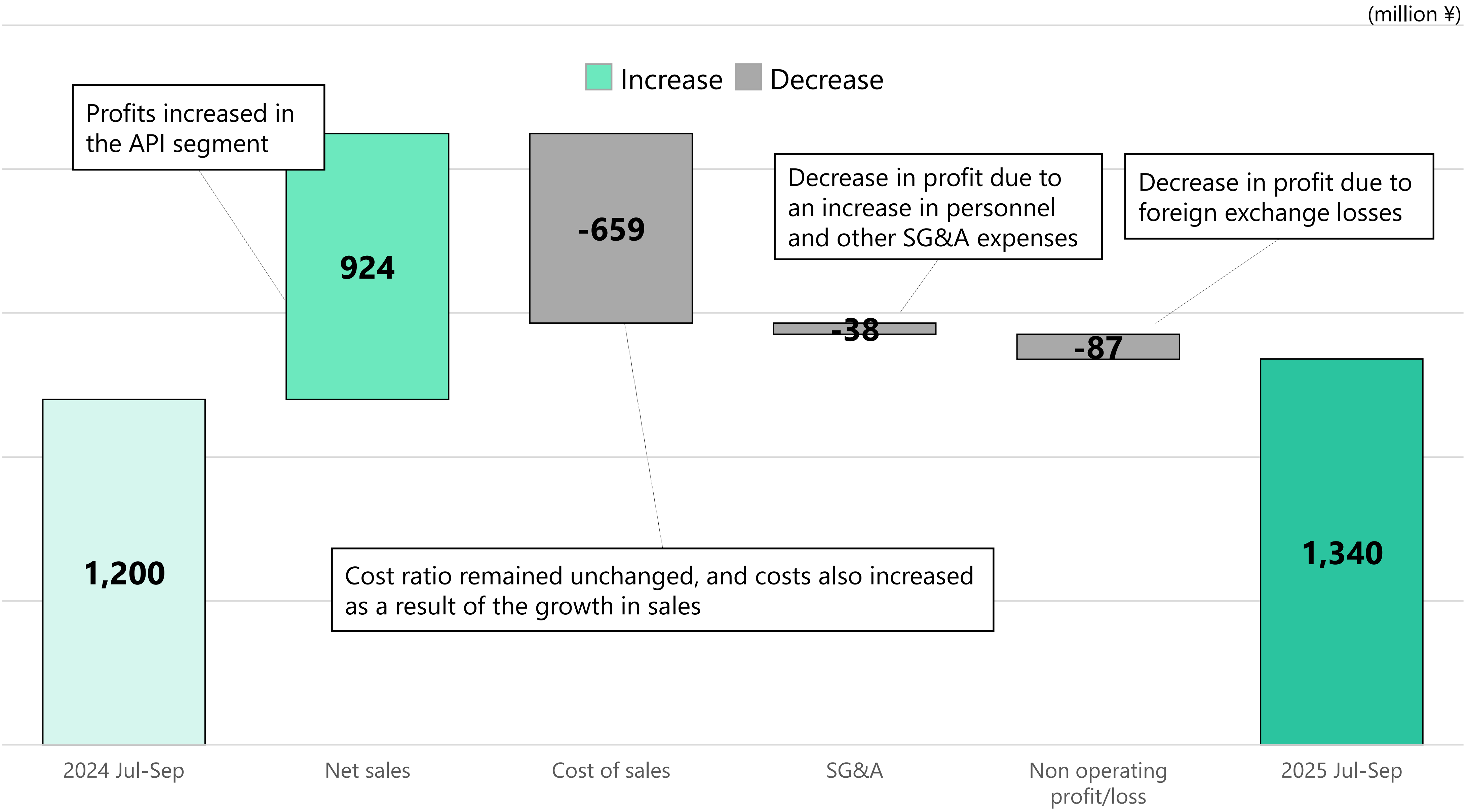


Zao Factory：
There was strong demand for the pre-filled syringe formulations that we manufacture under contract, and sales increased.

HQ Factory：
Sales of the tablets that are our primary products declined due to the entry of competitors into the market and other factors.

Operating margin：
The profit margin also declined due to the decline in sales of the tablets and other products that are the primary products of the HQ Factory.

Ordinary Profit Increase Factors



Condensed Consolidated Balance Sheet

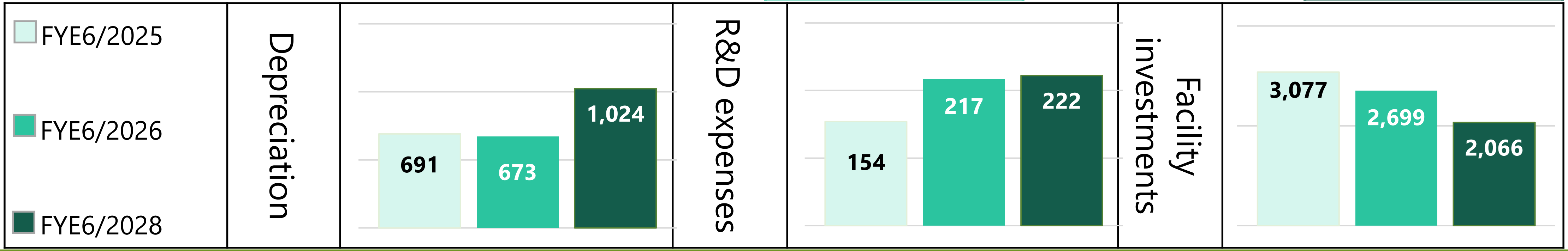
(million ¥)

	2024 Jul-Sep		2025 Jul-Sep			2024 Jul-Sep		2025 Jul-Sep	
		%		%			%		%
Current assets	26,527	73.5	25,047	72.6	Current liabilities	6,363	17.6	4,614	13.4
Cash and deposits	14,919	41.3	12,959	37.5	Trade payable	2,016	5.6	2,240	6.5
Trade receivable	8,121	22.5	8,727	25.3	Short-term borrowings	1,209	3.3	1,209	3.5
Inventories	3,264	9.0	3,226	9.3	Other	3,138	8.7	1,164	3.4
Other	221	0.6	134	0.4	Non-current liabilities	1,630	4.5	1,558	4.5
Non-current assets	9,587	26.5	9,473	27.4	Long-term borrowings	1,241	3.4	1,169	3.4
Property, plant and equipment	9,195	25.5	9,102	26.4	Other	388	1.1	389	1.1
Intangible assets	8	0.0	8	0.0	Total liabilities	7,994	22.1	6,173	17.9
Investments and other assets	382	1.1	363	1.1	Total net assets	28,120	77.9	28,348	82.1
Total assets	36,114	100.0	34,521	100.0	Total liabilities and net assets	36,114	100.0	34,521	100.0

Full-Year Financial Results Forecast

(million ¥)

	FYE6/2025	FYE6/2026 Forecast	YoY	Change (%)	FYE6/2028 Target
【Consolidated net sales】	23,269	25,700	2,431	10.4	31,900
API segment	15,930	17,820	1,890	11.9	20,930
Manufacture and sales of pharmaceuticals	8,668	9,080	412	4.8	12,170
Adjustments	-1,330	-1,200	130	–	-1,200
【Consolidated operating profit】	5,355	5,430	75	1.4	6,530
API segment	3,215	3,300	85	2.6	3,600
Manufacture and sales of pharmaceuticals	2,136	2,150	14	0.7	2,900
Adjustments	3	-20	-23	–	30
【Consolidated Ordinary profit】	5,375	5,430	55	1.0	6,430
Profit attributable to owners of parent	3,637	3,640	3	0.1	4,380
Depreciation	691	673	-18	-2.6	1,024
R&D expenses	154	217	63	40.9	222
Facility investments	3,077	2,699	-378	-12.3	2,066



10-Year Long-Term Business Plan Financial Targets

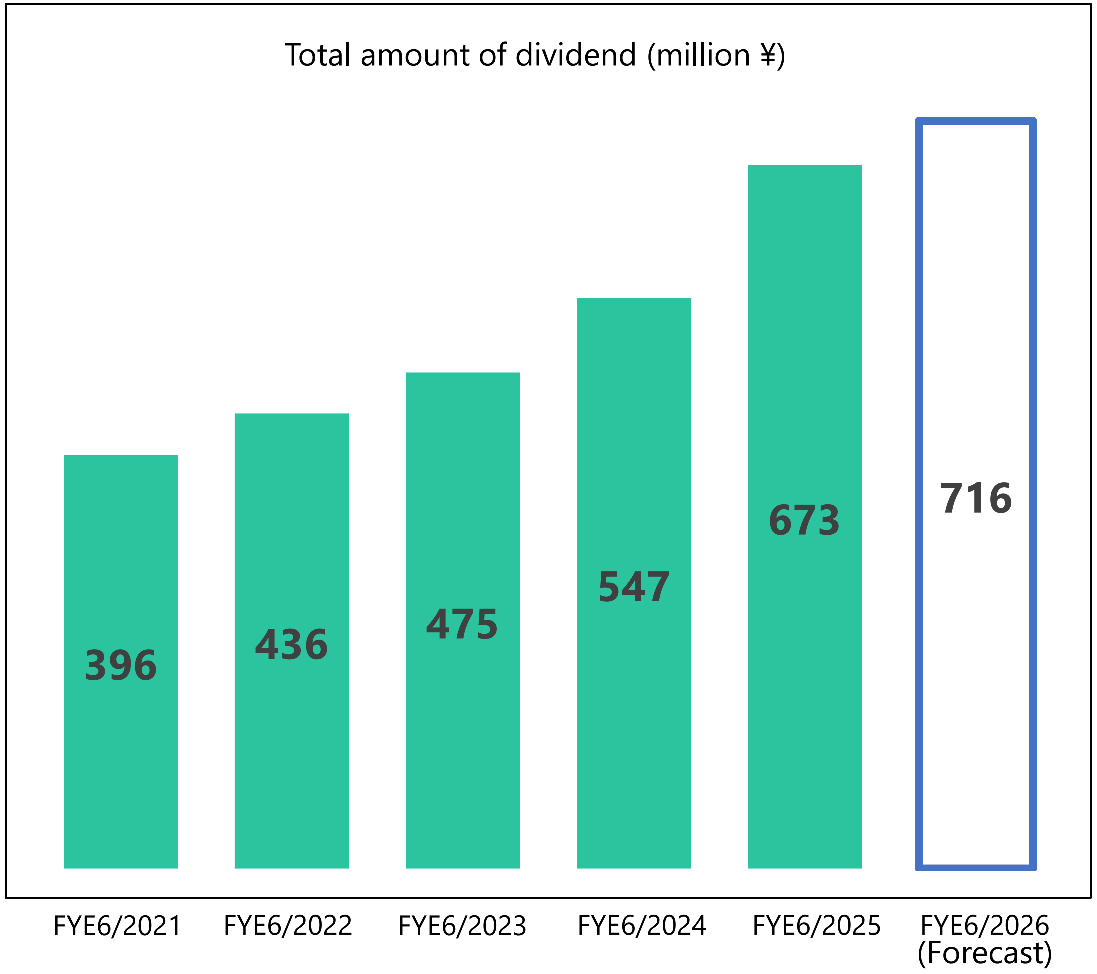
We aim to expand our growth driver, the manufacture and sales of pharmaceuticals, to achieve operating profit of 8.0 billion yen by the year ending June 30, 2030.

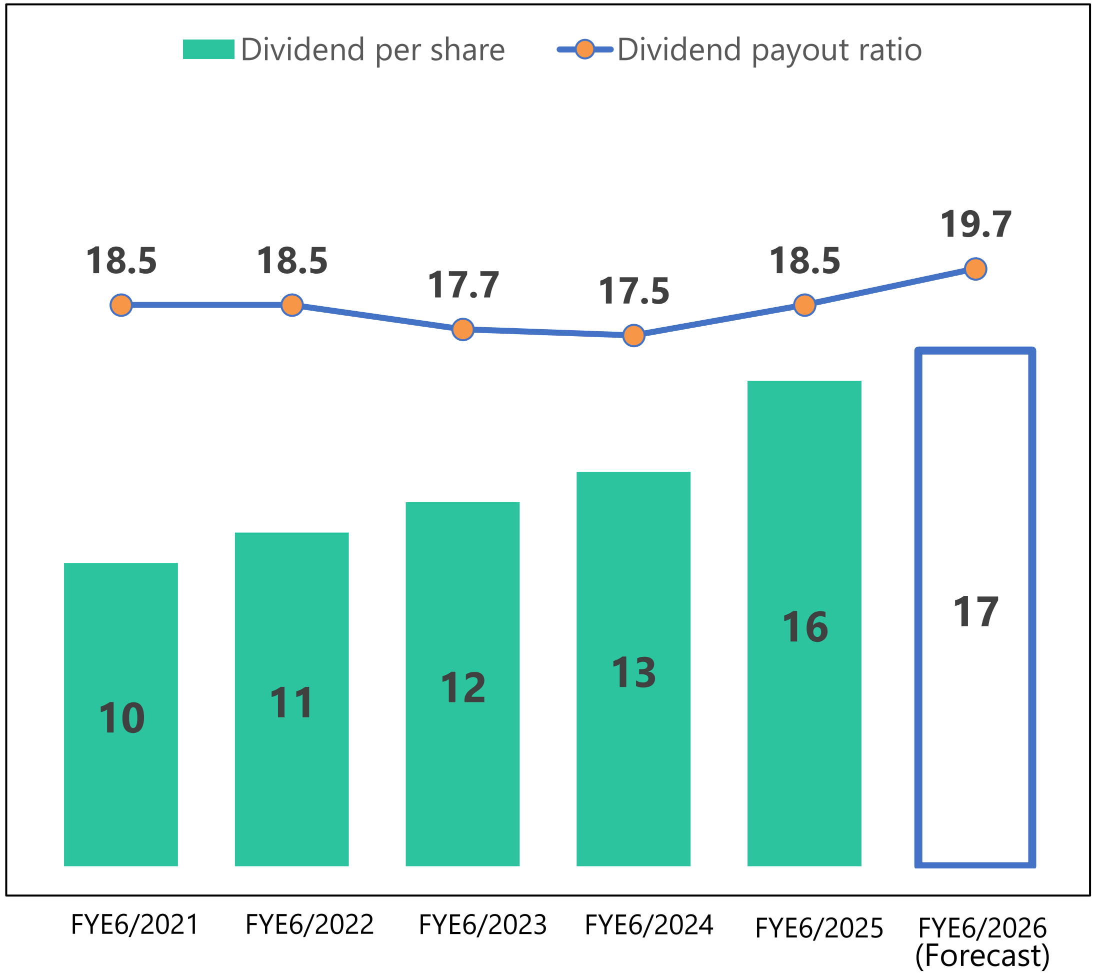
Financial	FYE6/2024 (Actual)	FYE6/2025 (Actual)	FYE6/2026 (Forecast)	FYE6/2028 (Target)	FYE6/2030 (Target)
Consolidated net sales (excl. intra-group transactions)	22,134	23,269	25,700	31,900	40,000
Consolidated operating profit	4,382	5,355	5,430	6,530	**8,000**
ROE	12.8%	13.7%	12% or higher		Aim for further increase

(million ¥)

Dividend policy “annual dividend growth in principle”

Forecast a dividend increase to 17 yen per share, and keep the dividend payout ratio of 20% or higher also in FYE6/2026. Record date: June 30



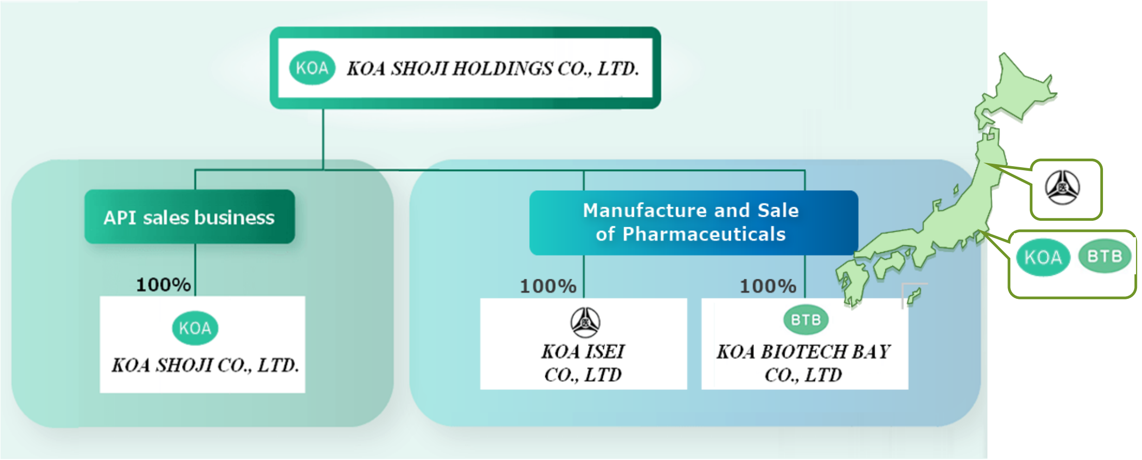


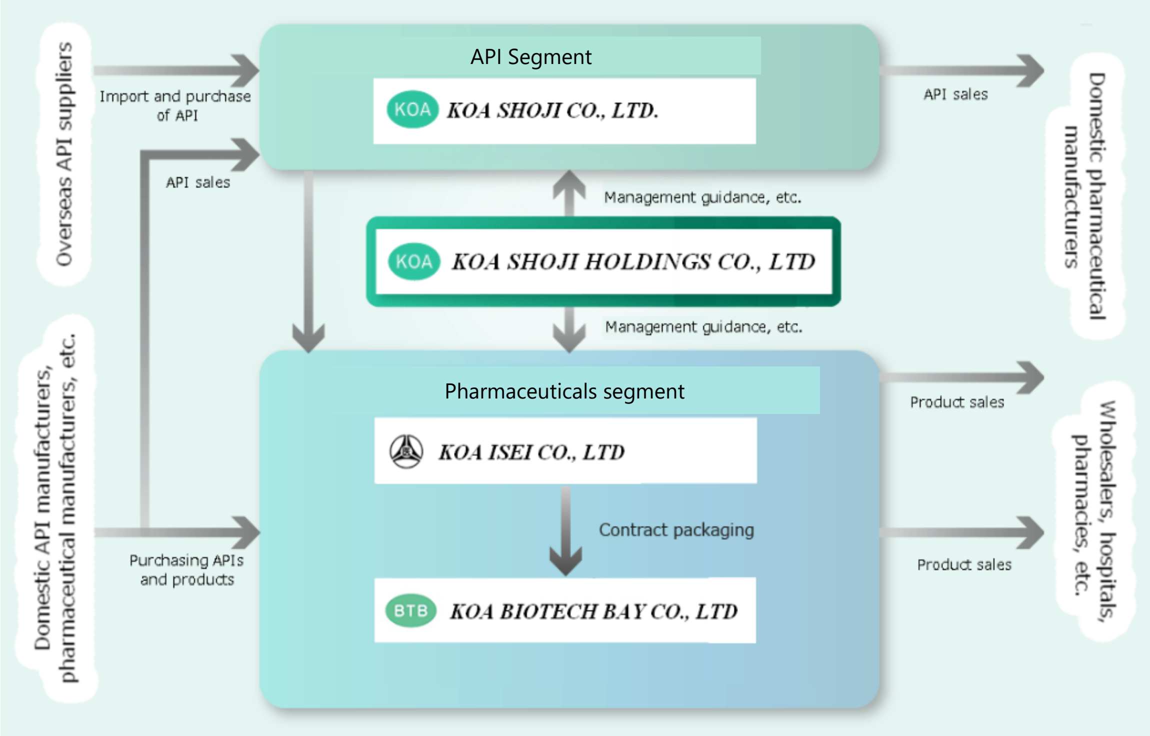
*Calculated taking into account the effect of stock splits implemented to date

【Appendix】

・Corporate Profile
・Vision, Corporate Policy, Corporate Slogan, etc.
・Business Model

Company Profile





Company name	KOA SHOJI HOLDINGS Co., Ltd.	
Establishment	January 2015	
Representative	President and Representative Director Toshiyuki Shuto	
Listing exchange	Prime Market, Tokyo Stock Exchange	
Number of employees *1	304 [Ratio of female employees: 46.1%]	
Main business	Holding company [Group companies: Sales of APIs, manufacture and sales of pharmaceuticals]	
Head office	13-15, Hiyoshi 7-chome, Kohoku-ku, Yokohama-shi	
High-ranking shareholders *1	Haji Co.	42.33%
	Shuto Scholarship Foundation	10.92%
	Toshiyuki Shuto	5.03%
	The Master Trust Bank of Japan, Ltd. (Trust Account)	3.85%
Governance	Directors: 10 [6 Internal and 4 Outside] Audit and Supervisory Committee Members: 4 [4 Outside] As of September 30, 2025	

*1 As of June 30, 2025

Sales split for FY6/2025

62.7%

API

37.3%

Manufacture and Sales of Pharmaceuticals

Vision, Corporate Policy, Corporate Slogan, etc.

Where

KOA

VISION

To continue to be a leading pharmaceutical company in the accelerating "super-aging society."

Corporate Philosophy

Corporate Philosophy:
Best Partner for Generics

What

Management Policy

Corporate Slogan:
New Business Model Innovation

Management Policy:
Become a trading company specializing in pharmaceuticals and a top manufacturer of distinctive injectables.We will create a completely new type of pharmaceutical corporate group.

How

Group Code of Business Conduct

Corporate Culture

Founder's Principles

Why

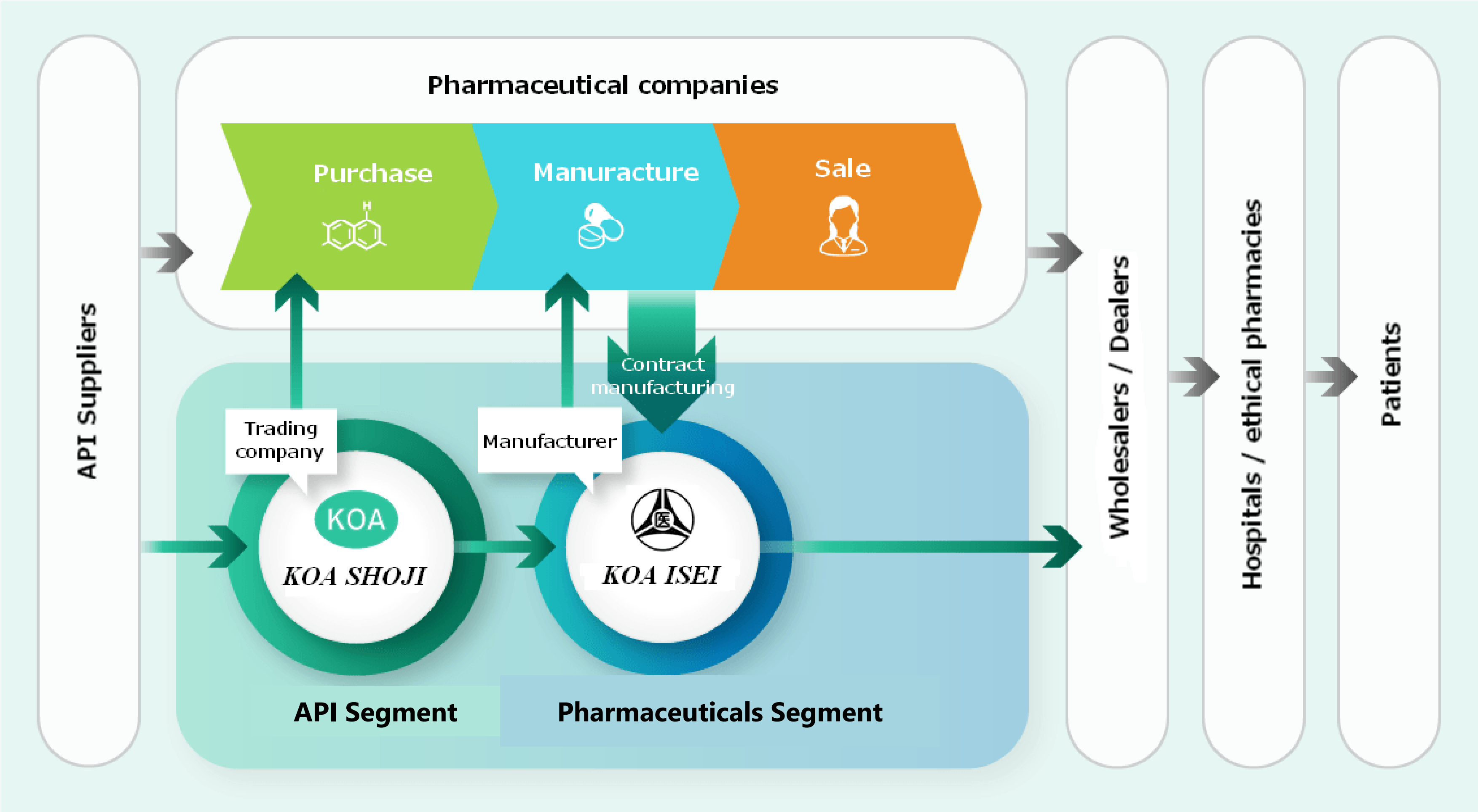
PURPOSE

Contribute to stable supply of generics to build a world that leaves no one who needs medicine behind.

Enable a stable supply of safe, reliable, and affordable medicines.
Contribute to reducing social security payments to the Super Aging Society.
Deliver medicines so that everyone can access them and ensure the world leaves no one behind.

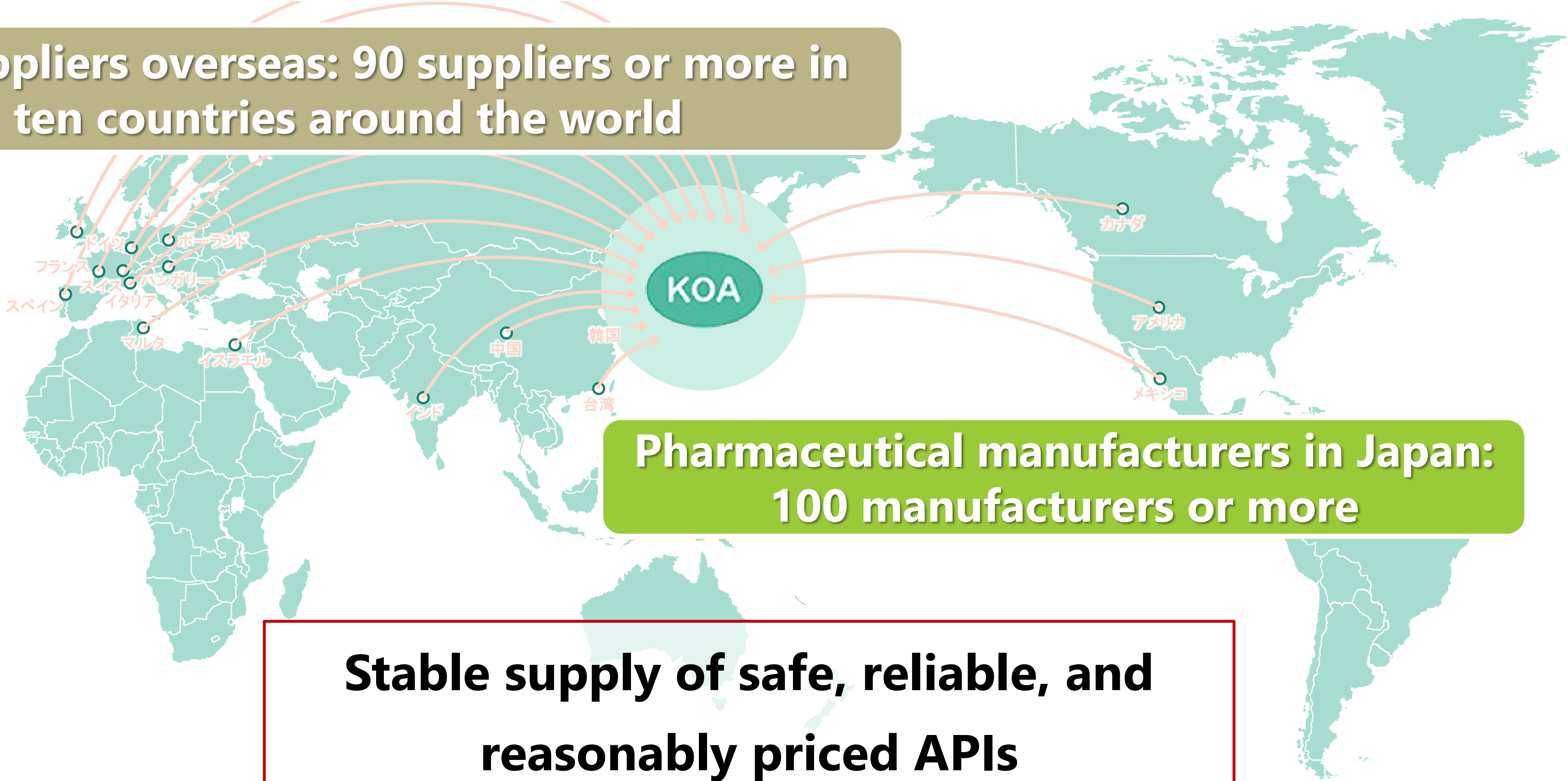
Business Model

Original Business Model Combining a Trading Company and a Manufacturer



Competitive Advantages in API Segment (1)

As an API-specialized trader, we boast a top-class transaction base and the number of products handled in Japan.



API suppliers overseas: 90 suppliers or more in ten countries around the world

Pharmaceutical manufacturers in Japan: 100 manufacturers or more

Stable supply of safe, reliable, and reasonably priced APIs

Competitive Advantages in API Segment (2)

Robust supporting structure consisted of elite salesforce x specialists

Overseas API suppliers

KOA

16 persons — Sales Department

60 persons:
- Development Department
- Quality Assurance Department
- Pharmaceutical Analysis Center
- Business Management Department (including logistics and warehouse management)

Domestic pharmaceutical manufacturers

*As of June 30, 2025

Competitive Advantages in API Segment (3)

A group of experts capable of proposing safe and reliable APIs from the development stage

Overseas API suppliers

KOA

Japan Quality realized through the provision of information on Japanese markets

- Proposals on manufacturing techniques that bypass patents
- Provision of projections about Japanese markets
- Instructions on how to build a management structure that meets the audit standards of Japanese regulatory authorities
- Proposals on techniques to improve the quality of /new purification methods for APIs to meet domestic regulatory requirements
- Proposals on manufacturing techniques that allow for synthesis at low cost

Development Department

- Patent research
- Marketing
- Development audit
- SI Center

Proposals looking ahead a few years, and tailored development support

- Providing patent opinion
- Making proposals catered to customer needs, taking into account marketability and existing product line-ups
- Offering referrals to reliable API manufacturing plants
- Providing the APIs with characteristics that match formulations
- Providing technological information that is helpful in developing formulations

Domestic pharmaceutical manufacturers

Competitive Advantages in API Segment (4)

Overseas API suppliers → KOA [API warehouse → Pharmaceutical Analysis Center] → Results of quality test → Domestic pharma-ceutical manufacturers

Stable supply built on two warehouses located in eastern and western Japan

Rigorous quality management using advanced equipment

Trading companies generally outsource or omit quality tests. KOA, however, conducts quality tests on its own to **reduce costs, shorten time to delivery, and improve reliability**.

In addition, we are committed to **reducing the burden of development operations of customers**, by assuming a range of responsibilities, from the establishment of the method of quality test/standards to the responses to regulatory authorities.


ICP-MS


SEM-EDX


XRD

Competitive Advantages in Manufacture and Sales of Pharmaceuticals (1)

Many years of experience in manufacturing injectable drugs and expertise in freeze-drying technology, covering oral medicine and three formulations for injectable drugs (vial, ampule, and syringe)

API suppliers

KOA ISEI

HQ Factory

- Oral medicine
- Injectable drug ampule line
- Injectable drug vial line

(Liquid formulation/freeze-dry line)

Zao Factory

- Injectable drug syringe line
- Injectable drug vial line

(Liquid formulation/freeze-dry line)

Tablet

Vial

Ampule

Syringe (pre-filled syringe)

Domestic pharmaceutical manufacturers

*Freeze-dry formulation: Necessary ingredients freeze-dried into powder form, which is chemically stable and can be stored for a long time. The formulation, however, needs to be dissolved each time they are used.

Competitive Advantages in Manufacture and Sales of Pharmaceuticals (2)

Tablet
A solid dosage form
Lanthanum Carbonate OD Tablet, one of our mainstay products, is a tablet drug.

Vial
A small bottle that is filled with drug solution and then capped with a rubber lid
The solution can be extracted through the rubber lid using a syringe needle.

Ampule
A small container that is filled with drug solution and then sealed by melting its thin top

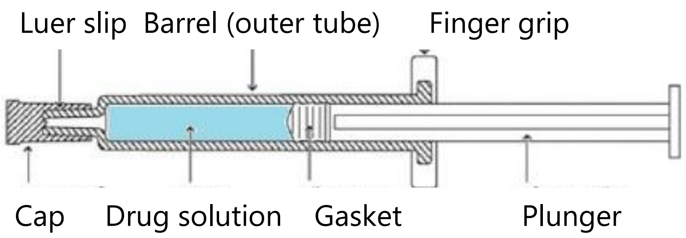
Syringe (Pre-filled Syringe)
A syringe pre-filled with drug solution

Competitive Advantages of Our Products

Lanthanum Carbonate OD Tablet is a pharmaceutical product used to improve hyperphosphatemia in patients with chronic kidney disease. **Among generics, this is the only OD tablet that can be taken without water**, and thus, is useful for dialysis patients whose water intake is restricted.

Maxacalcitol Injectable Solution is a pharmaceutical product that suppresses the synthesis and secretion of parathyroid hormone and lowers the concentration of parathyroid hormone within the blood, generally used for the treatment of secondary hyperparathyroidism in dialysis patients.

Several companies, including the company which has released an original product, have released equivalent products. **The difference is that our product in the syringe formulation,** while **all other companies' products are in the ampule formation.** Pre-filled syringe formations are useful in preventing infections, ensuring the safety of medical professionals, and improving the operational efficiency.



Competitive Advantages in Manufacture and Sales of Pharmaceuticals (3)

Zao Factory 1

A wide variety in small quantities + Highly pharmacologically active + High levels of quality and safety

Total investments	Approx. ¥5.0 billion
Area	Building: 1,917.04 ㎡ Land: 21,028.90 ㎡
Production capacity (in 1ml unit)	Syringe formulation: Approx. 4.8 million units per year*3 Vial formulation (liquid): Approx. 0.9 million units per year Freeze-dried formulation: Approx. 0.6 million units per year

- Flexible manufacturing system, including single-use manufacturing
- Chemical hazard Category 5 achieved*1
- Compatible with isolator Aseptic filling system adopted

and more

Well-positioned to manufacture a wide range of drugs, from investigational new drugs*2 to final products

*1 Chemical hazard category: Level of control in exposure to highly pharmacologically active compounds

*2 These drugs are manufactured in small lots as they are intended for verifying the efficacy, safety, and method of treatment in a clinical trial for two people.

*3 Production capacity in full-time operation with three 8-hour shifts.

Disclaimer

This document has been prepared as part of reference materials to provide investors with an understanding of the current status of KOA SHOJI Co., Ltd (the "Company").

The contents contained herein are prepared based on economic, social, and other conditions generally recognized as of the date of this presentation and on certain assumptions that the Company has judged reasonable, but may be subject to change without prior notice due to changes in the business environment or other reasons.

Please use your judgment when making investments.


医薬品を
上流から
支える。
Supporting Pharmaceuticals from Upstream
KOA SHOJI HOLDINGS CO., LTD. (Securities code: 9273)