



FY2026/7 Q3 Consolidated Financial Results

Supplementary Materials

June 10, 2026

Pharma Foods International Co., Ltd



DISCLAIMER Forward-Looking Statements

The forecasts, outlooks, strategies, and other non-historical facts contained in this document are based on information available to the Group at the time of preparation, and do not guarantee accuracy. Actual results may differ materially from these projections due to various factors, including changes in the economic and business environments.

1. FY2026/7 Q3 Consolidated Financial Results

2. Consolidated Forecast and Medium-term Management Plan 2026 Progress

FY2026/7 Q3 Consolidated Financial Results Overview

In line with our initial plan, growth investments were executed, with the first half as an aggressive investment phase and the second half focused on a profit turnaround. The Q3 loss is already factored into the full-year budget, and we expect a turnaround to profitability for the full year.

(Millions of Yen)

	FY25/7 Q3 Cumulative	FY26/7 Q3 Cumulative	Change	
Net Sales	46,817	48,555	+1,738	+3.7%
Gross Profit	37,726	39,196	+1,470	+3.9%
Operating Profit	▲217	▲1,430	-1,213	-
Ordinary Profit	▲231	▲1,545	-1,313	-
Net Income <small>Attributable to Owners of Parent</small>	▲1,123	▲1,061	+62	-

Assets, Liabilities, Net Assets, and Cash Flows

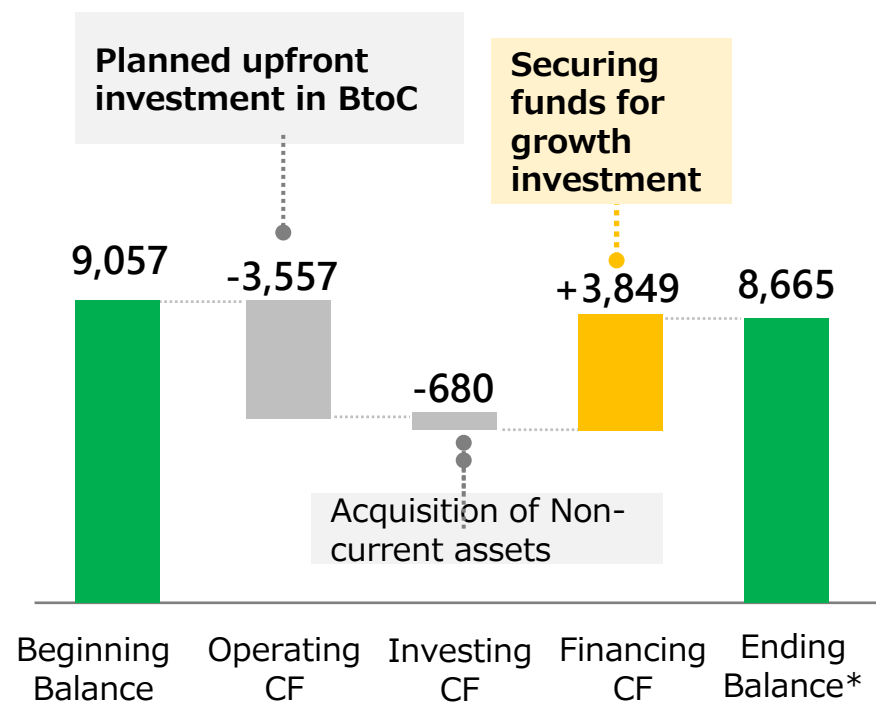
Based on this year's business plan, funding for growth investments was secured, with interest-bearing debt increasing by 4,574 million yen from the previous fiscal year-end. Driven by a full-year profit turnaround, operating cash flow is projected to improve.

(Millions of Yen)

	End of FY25/7	End of FY26/Q3	Change
Total Assets	32,649	34,856	+2,145
Current Assets	23,870	25,006	+1,135
PP&E	4,696	4,762	+66
Other	4,082	5,088	+1,005
Total Liabilities	21,101	24,772	+3,670
Current Liabilities	20,005	24,099	+4,093
Non-current Liabilities	1,096	673	-423
Total Shareholders' Equity	11,353	9,750	-1,603
Net Assets	11,547	10,084	-1,463
Equity Ratio	35.4%	28.9%	-6.5ポイント
Interest-bearing Debt Balance	12,661	17,235	+4,574
D/E Ratio (multiple)	1.09	1.71	+0.62ポイント

Interim Consolidated Cash Flows

(Millions of Yen)



*including effect of exchange rate changes on cash and cash equivalents

Segment Performance and Operating Income Variance Analysis

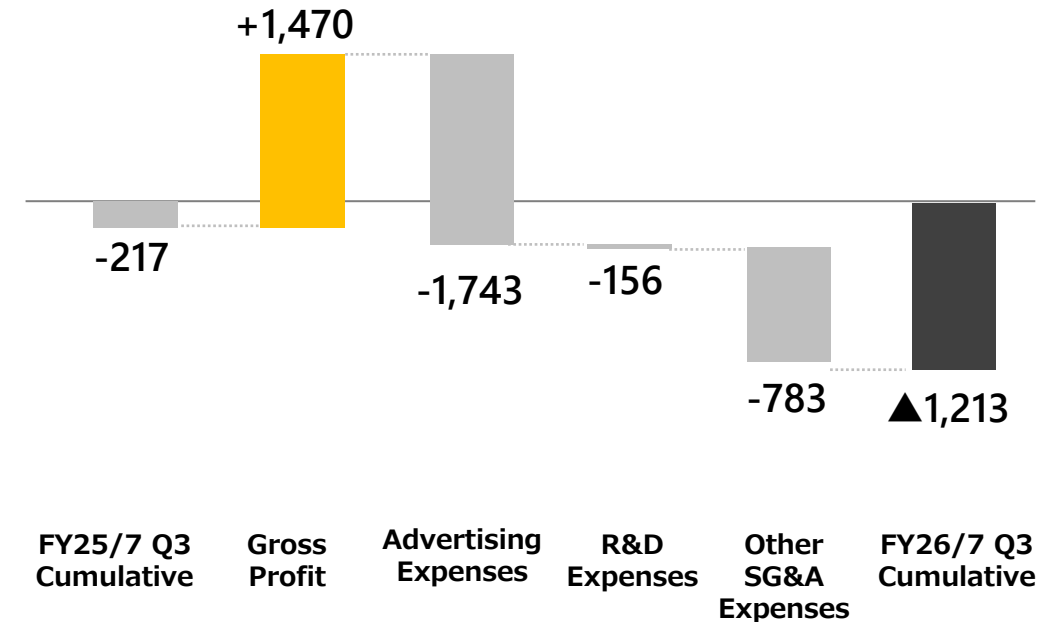
To cultivate our next core revenue pillar following the "Newmo Series," growth investments were sustained, resulting in a 1.7 billion yen YoY increase in advertising expenses. Gross profit grew by 1.4 billion yen YoY, securing a high level of gross margin driven by our strength in high-value-added products.

Net Sales/Operating Income

	(Millions of Yen)	FY25/7 Q3 Cumulative	FY26/7 Q3 Cumulative	Change	
Net Sales	BtoB	5,834	5,560	-274	
	BtoC	40,728	42,734	+2,006	
	Biomedical	239	230	-9	
	Other	14	30	+16	
	Total	46,817	48,555	+1,738	+3.7%
Operating Profit	BtoB	882	858	-23	
	BtoC	591	▲342	-934	
	Biomecial	▲274	▲473	-199	
	Other*1	▲5	▲14	-8	
	Adjustments*2	▲1,411	▲1,458	-47	
	Total	▲217	▲1,430	-1,213	-

Operating Income Variance Analysis

(Millions of Yen)



*1 : Includes non-reportable segments (fund management, Expo exhibition, NEDO projects).

*2 : Includes corporate expenses (G&A) and amortization of goodwill

Expanding Adoption of Proprietary Functional Ingredients and Channel Development for In-house NB Products

CHC : Drugstores



Wholesale & Direct Sales

- Drugstore chains
- Cross-border e-commerce, etc

Functional Ingredients



Direct Sales

- Major beverage manufacturers
- Major food manufacturers
- Dairy food manufacturers
- Supplement manufacturers
- Overseas trading companies etc

CMO : Contract Pharmaceutical Manufacturing



New Plant Completion
(Scheduled for July 2028
Meiji Yakuin)

Contract Manufacturing

- Major pharmaceutical companies etc
- (Maximize utilization for higher-margin in-house products)

Net Sales
5,560
Millions of yen

19%

35%

34%

12%

Functional Products(In-house NB)



Wholesale

- ITOCHU Corporation
- Nippon Access, Inc., etc

BtoB Segment Sales and Variance Analysis

Expanded distribution of core e-commerce items benefited Functional Products and CHC. While Functional Materials saw a 2% YoY decline, a full-year recovery is expected. We are increasing utilization for high-margin in-house manufacturing while strategically optimizing the scale of CMO operations.

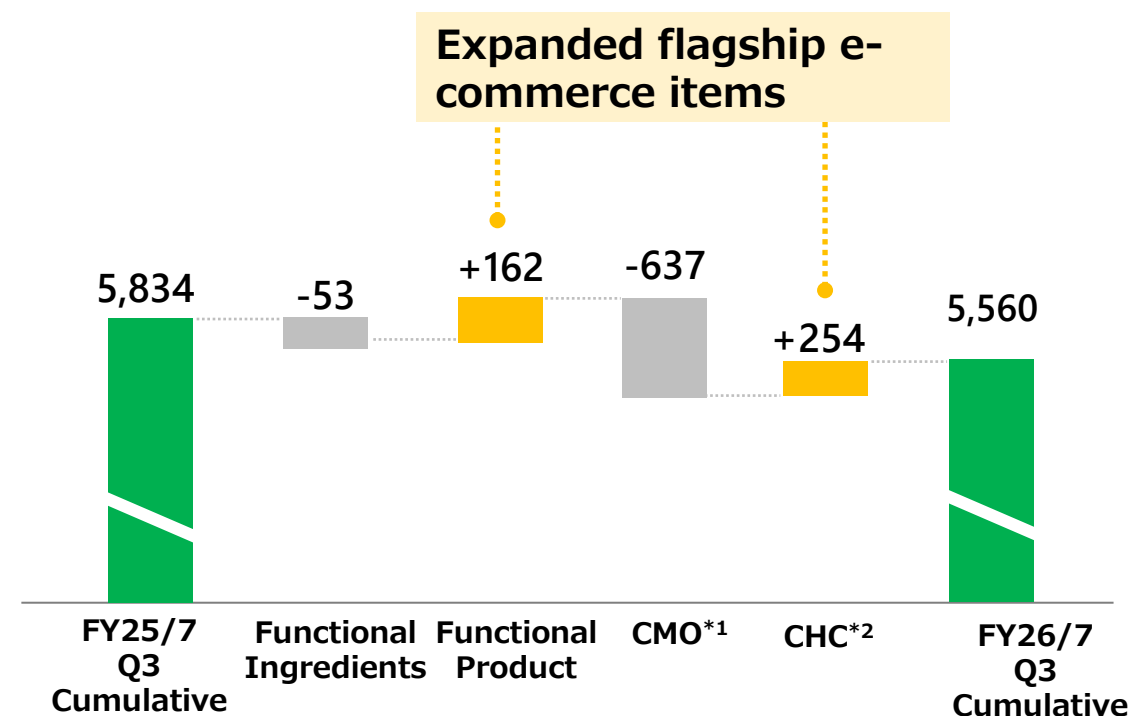
BtoB

(Millions of Yen)

	FY25/7 Q3 Cumulative		FY26/7 Q3 Cumulative		
		Ratio		Ratio	Change
Functional Ingredients	1,998	34%	1,944	35%	-2%
Functional Products	505	9%	668	12%	+32%
CMO*1	2,542	44%	1,905	34%	-25%
CHC*2	787	13%	1,042	19%	+32%
Total	5,834	100%	5,560	100%	-4%

Sales Variance Analysis

(Millions of Yen)



*1 : Contract Manufacturing Organization (Meiji Yakuin)

*2 : Consumer Health Care, sale of pharmaceuticals and functional foods through drugstores. (Meiji Yakuin)

Functional Ingredients Adopted by Leading Food Manufacturers for Best-sellers and Major Beverage Brands



Rohto Pharmaceutical Co., Ltd.

“Senobic” Growth Support Beverage
Powdered beverage with cumulative sales exceeding 20 million units



Ezaki Glico Co., Ltd.

“GABA” Mental Balance Chocolate
A long-selling product with nationwide distribution.



Coca-Cola (Japan) Co., Ltd.

“Ayataka Koi Hojicha”
(Dark Roasted Green Tea)
A major tea brand extension;
scheduled for release on April 6.

Expansion of Retail Distribution for Category-Leading E-commerce Products

Shipments of Newmo hair growth essence increased via “Costco-exclusive packaging”. Retail presence expanded with the adoption of “WMOA” eyelash serum and the new “KURUB” cream shampoo at LOFT stores, successfully transitioning flagship e-commerce products into the retail sector.



Costco

LOFT*

LOFT*

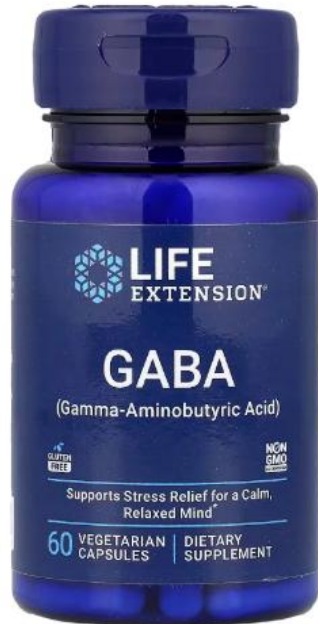
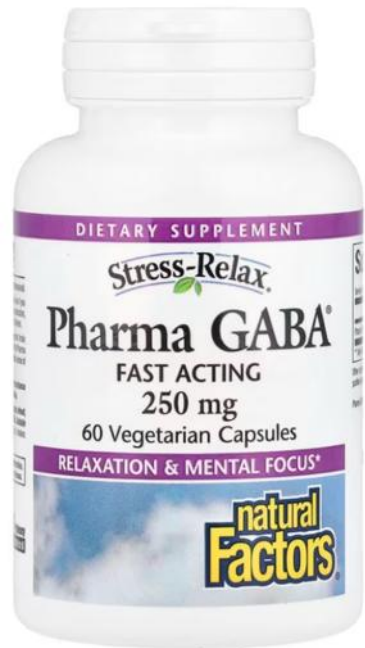
“Newmo” Hair Growth Essence
Strong performance of Costco-exclusive bottles

“WMOA” Eyelash Serum
Deployment of dedicated in-store displays

“KURUB” Cream Shampoo
Innovative texture developed through advanced hair research

Expansion of Global Adoption for GABA

Increasing demand for PharmaGABA in North America and Thailand, driven by global growth trends in stress care and sleep markets. Preparations for the U.S. GRAS certification nearing completion; rapid demand expansion in food and beverage sectors expected upon the certification.



Natural Factors

One of North America's largest supplement manufacturers

Life Extension

Major North American supplement provider

Now

Major North American supplement provider

Youtheory

No. 1 North American market share in collagen supplements

OSOTSPA

Thailand's largest soft drink manufacturer

BtoC Segment Sales and Variance Analysis

Net sales increased 4.9% YoY. Following the "LACTRON Tablets (Intestinal health and digestion)," pharmaceuticals targeting specific health concerns—such as "TENRAI SEIRYU Tablets (Tinnitus)" and "KIBO-KO (Nighttime urinary care)"—drove growth, leading to an 11% YoY increase in sales of pharmaceuticals and quasi-drugs.

BtoC

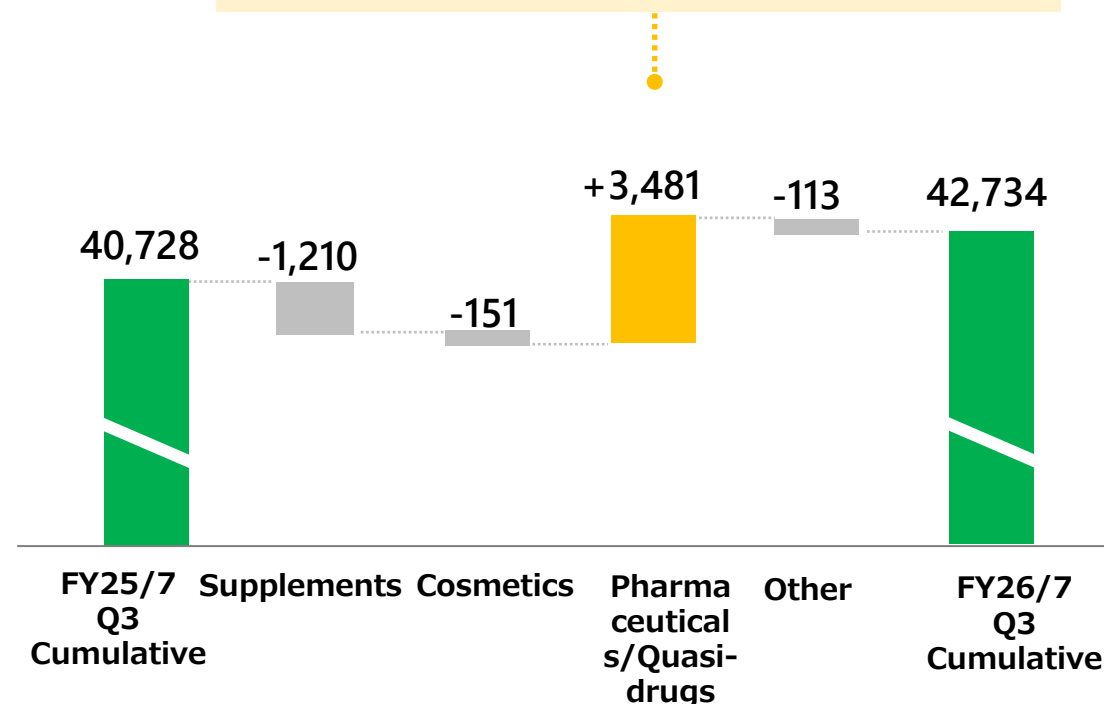
(Millions of Yen)

	FY25/7 Q3 Cumulative		FY26/7 Q3 Cumulative		
		Ratio		Ratio	Change
Supplements	5,419	13%	4,209	10%	-22%
Cosmetics	4,373	11%	4,222	10%	-3%
Pharmaceuticals /Quasi-drugs	30,331	74%	33,812	79%	+11%
Other	603	2%	490	1%	-18%
Total	40,728	100%	42,734	100%	+4.9%

Sales Variance Analysis

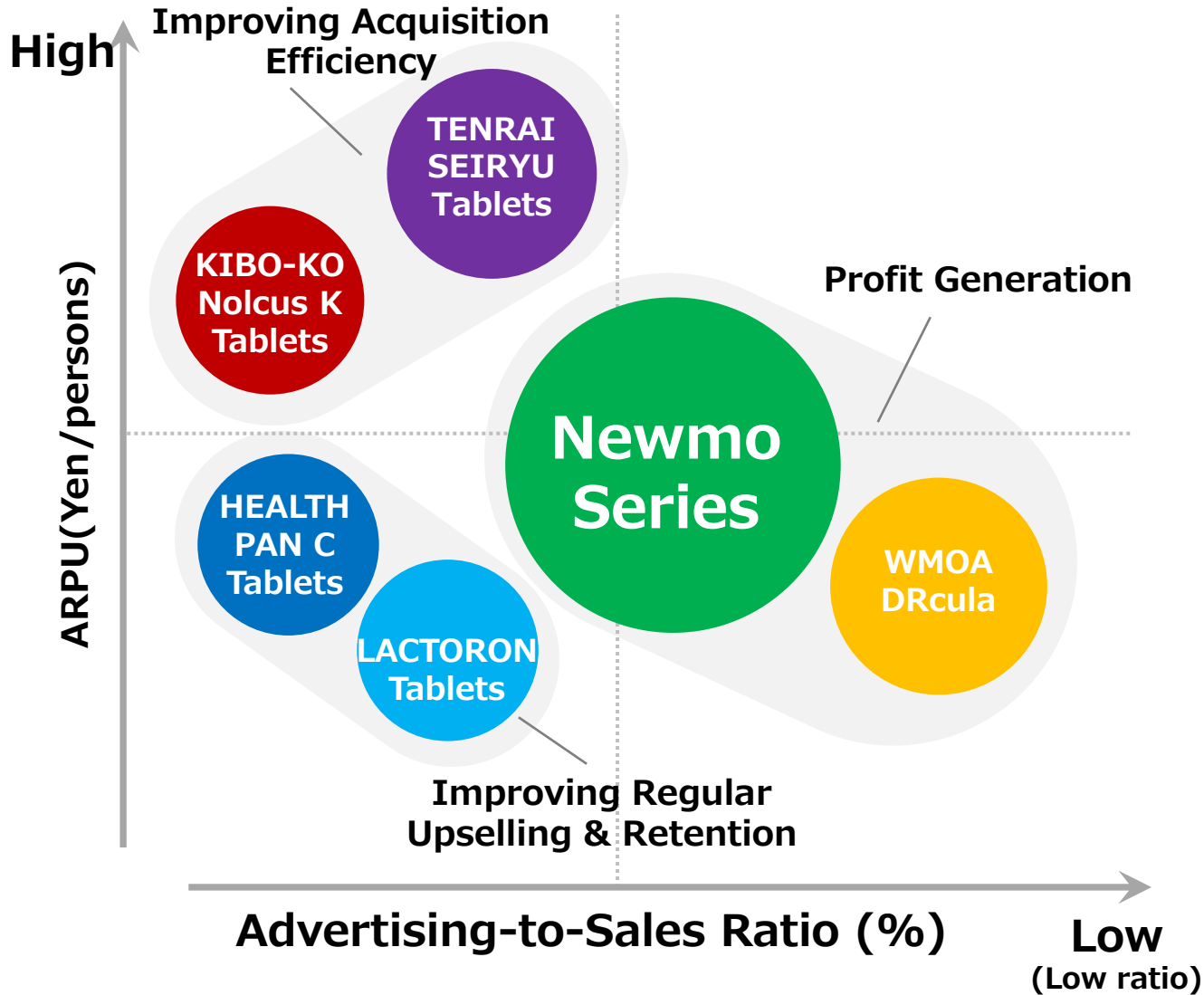
(Millions of Yen)

Strong performance in Newmo series and upfront investment in intestinal, tinnitus, and urinary care)



Maximizing Profitability via Category-Leading Products and Targeted Pharmaceuticals

ARPU・Advertising-to-Sales Ratio & Strategic Initiatives



Note: Based on TPC Marketing Research Co., Ltd. survey (March 2025) 12

New Product (Foods with Function Claims) Capturing Customers, Following Long-Seller "Tamagosamin"

Tamagosamin



Notification Number : K134

Nobel Qi



Notification Number : J1556

Shiboranaite Diet Coffee

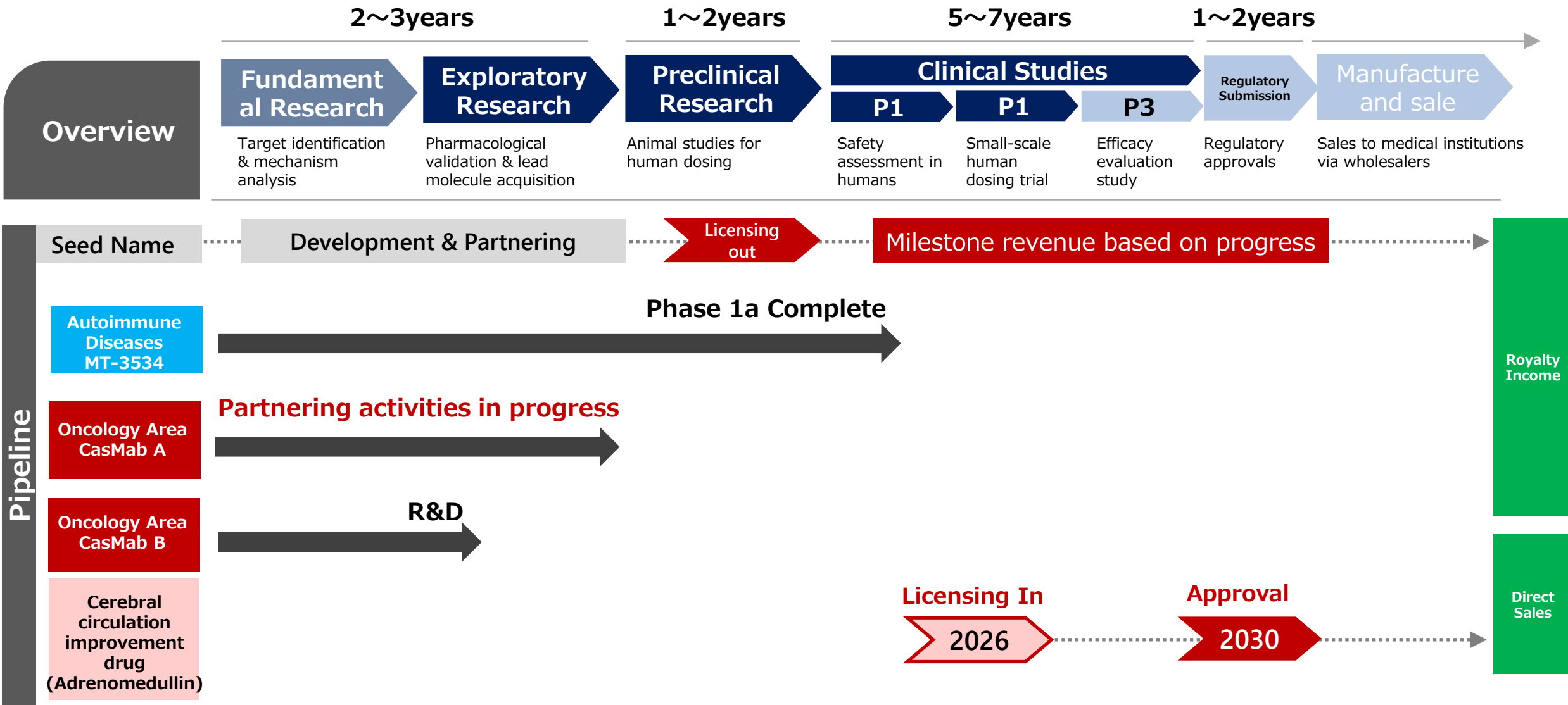


Notification Number : J683



Supporting a healthy daily lifestyle by replacing one drink a day (Powdered coffee sticks).

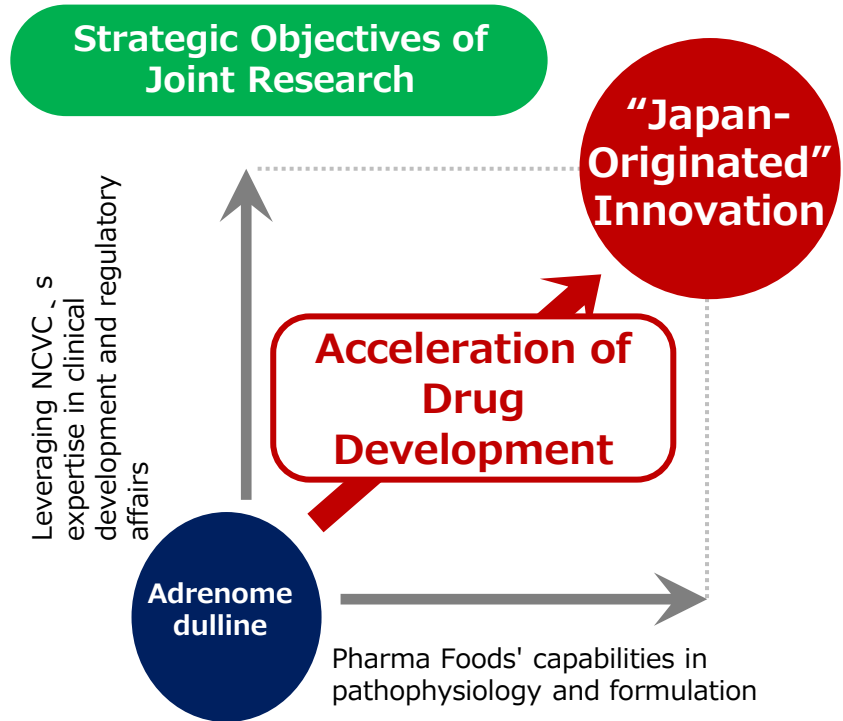
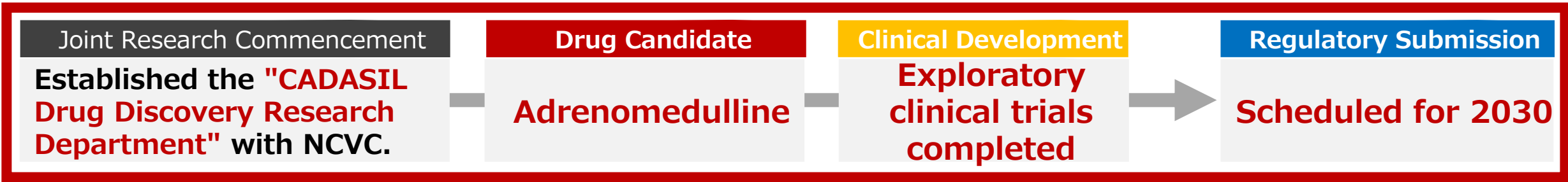
Biomedical Business R&D Pipeline Outlook*



*Future outlooks are based on internal projections and do not guarantee pipeline progress, licensing agreements, or regulatory approvals.

Development of "Adrenomedullin" for Designated Intractable Disease "CADASIL"

Advancing clinical development for CADASIL, a designated intractable disease with no fundamental treatment, in collaboration with the National Cerebral and Cardiovascular Center (NCVC). Targeting the realization of a breakthrough, Japan-originated drug with a focus on early regulatory approval.



**Executive Director,
Masafumi Ihara, M.D., Ph.D**

General Manager
The Department of Neurology

A leading expert in CADASIL research, spearheading the clinical development of Adrenomedullin.



Established a dedicated laboratory within the AMED/AIMGAIN joint research framework for the "CADASIL Drug Discovery Research Department" to advance disease clarification and drug development for CADASIL.



Press Release: Feb 12, 2025

1. FY2026/7 Q3 Consolidated Financial Results

2. Consolidated Forecast and Medium-term Management Plan 2026 Progress

Consolidated Full-Year Forecast FY2026/7

By prioritizing capital efficiency and improving profitability, earnings are projected to exceed our initial forecasts. We will continue to strengthen our financial base by driving both new value creation and profitability improvements.

		(Published on September 11, 2026)	(Published on March 13, 2026)	(Millions of Yen)	
	FY/7 Actual	FY26/7 Forecast	FY/7 Forecast	増減	
Net Sales	65,260	68,000	67,000	+1,740	+2.7%
Operating Profit	2,367	1,500	2,000	-367	-15.5%
Ordinary Profit	2,553	1,500	2,000	-553	-21.7%
Net Income Attributable to Owners of Parent	368	1,000	1,500	+1,132	+307.6%
Earnings Per Share (EPS)	(yen) 12.83	34.64	51.65		
Dividend Per Share	(yen) 25	25	25		
Payout Ratio	(%) 194.8	72.2	48.4		

NEDO "Research and Development of Technologies to Promote Biomanufacturing" Project



260K t/year of eggshells and eggshell membranes

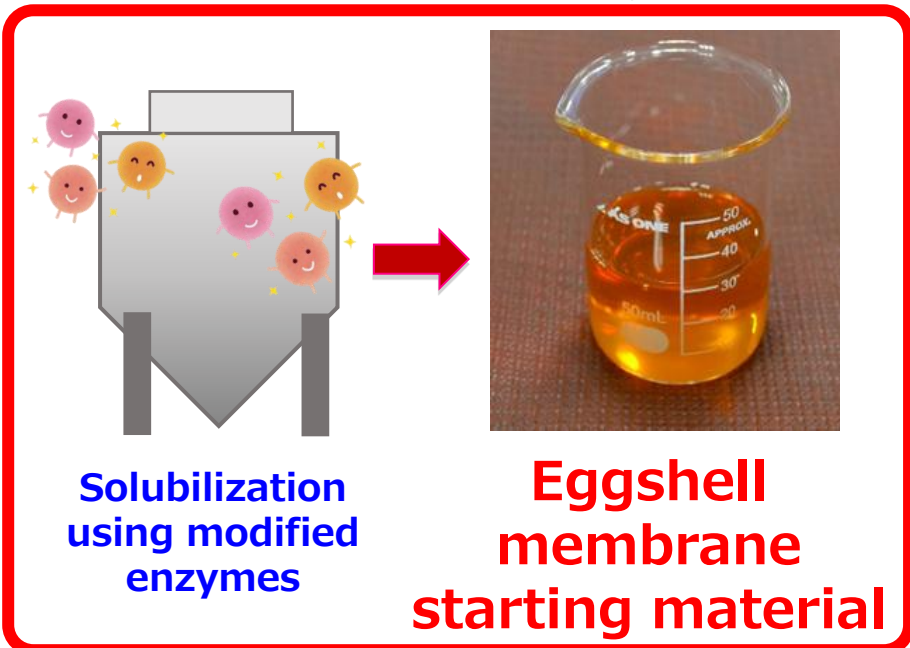


10K t/year of eggshell membrane



2.6million t/year of eggs

※Annual domestic egg production in Japan



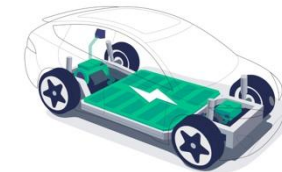
Eggshell membrane-cellulose hybrid fiber



Textile



Eggshell membrane nanofiber



Battery material



Eggshell membrane peptide



Agri Bio-Stimulant

"ovoveil" achieves the highest rank in the world's top-standard safety certification

"OEKO-TEX® STANDARD 100" is a world-class safety certification enforcing strict limits on textile products. **"ovoveil" has achieved "Product Class I", the most stringent criteria certifying it as safe even for infants.**

Press Release : June 5, 2026

Pharma Foods International Co., Ltd.
1-49 Misasagi Ohara, Nishikyo-ku, Kyoto-city
JP-Kyoto, JAPAN



NISSENKEN QUALITY EVALUATION
CENTER
OEKO-TEX® LABORATORY
2-16-11 KURAMAE, TAITO-KU
111-0051 TOKYO, JAPAN



Certificate

OEKO-TEX® STANDARD 100

Pharma Foods International Co., Ltd.
is granted the OEKO-TEX® STANDARD 100 certification
and the right to use the trademark.

Strengthen branding in the EU and US, where environmental and safety awareness is high.
※Progress in international sales activities.

Expanding "ovoveil" Awareness Globally and Commencing Raw Fiber Supply in Japan

Press Release: May 14, 2026



LVMH MÉTIERS D'ART DU JAPON Special Exhibition

Exhibiting at the special exhibition "WASHI ~ the art of crafting paper, when tradition unlocks innovation" in Paris, France, hosted by LVMH Métiers d'Art.

Press Release: Feb 4, 2026

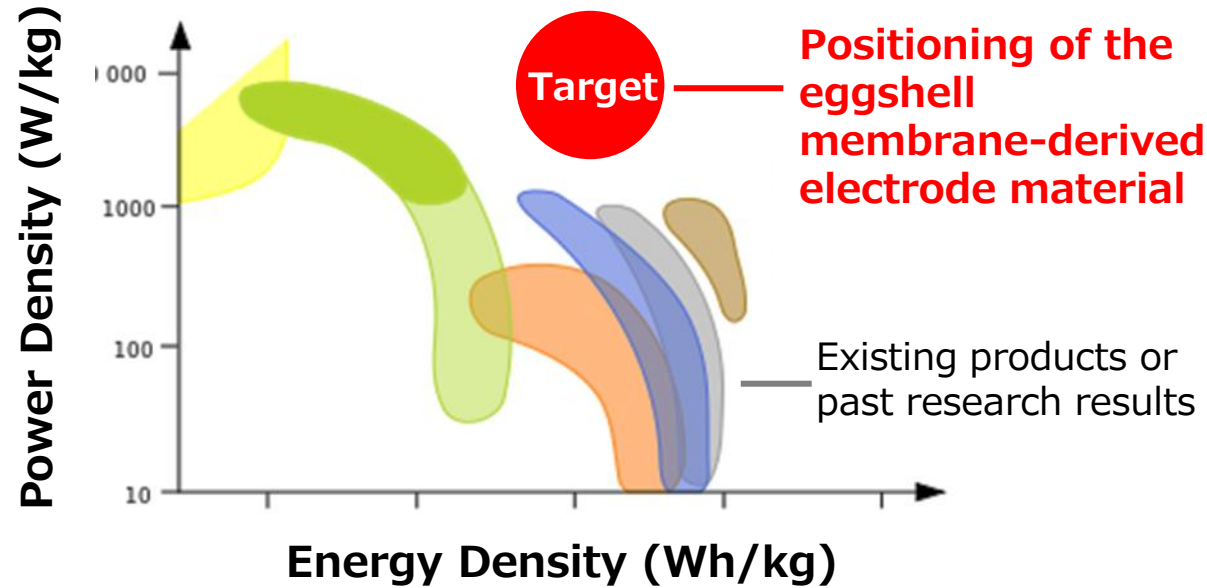


Première Vision Paris 27ss

Exhibited in the "Smart Creation" area of the world's leading international textile trade fair in Paris, France. This zone features companies providing cutting-edge technologies and sustainable materials.

Creation of New Electrode Material from Eggshell Membrane: Achieving High Energy Density and Power Output

Storage Performance Conceptual Diagram



Joint Press Conference with Shinshu University

Press Release: Nov 20, 2025



JSBBA* Seminar

Press Release: Mar 16, 2026



Expected Application Fields

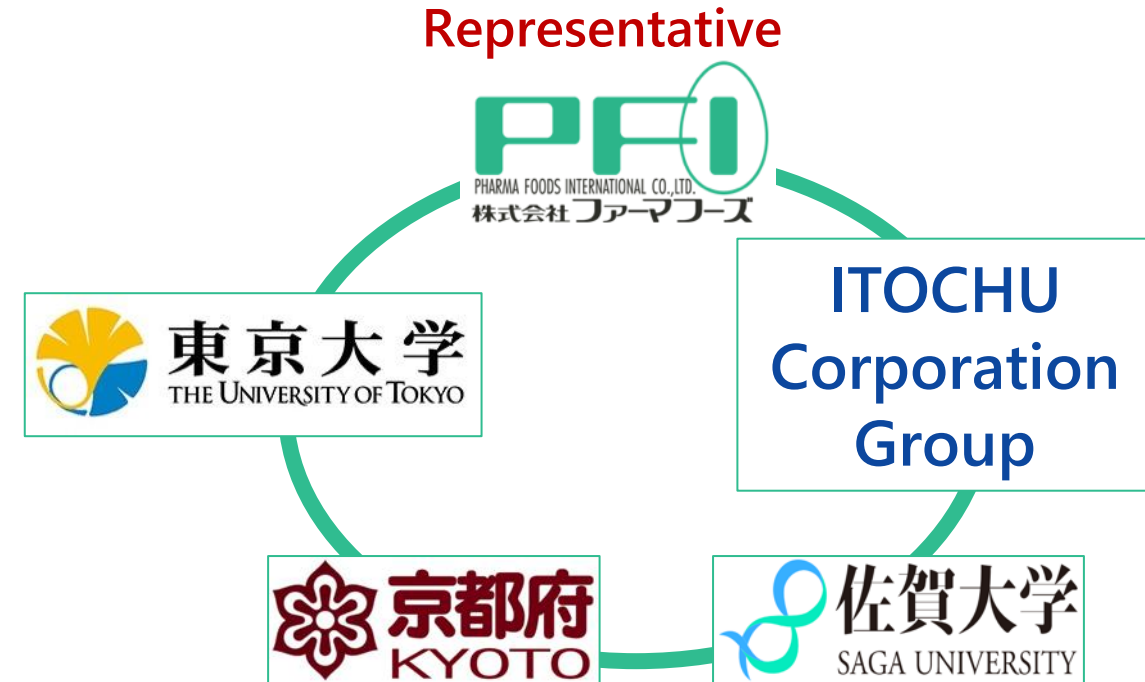
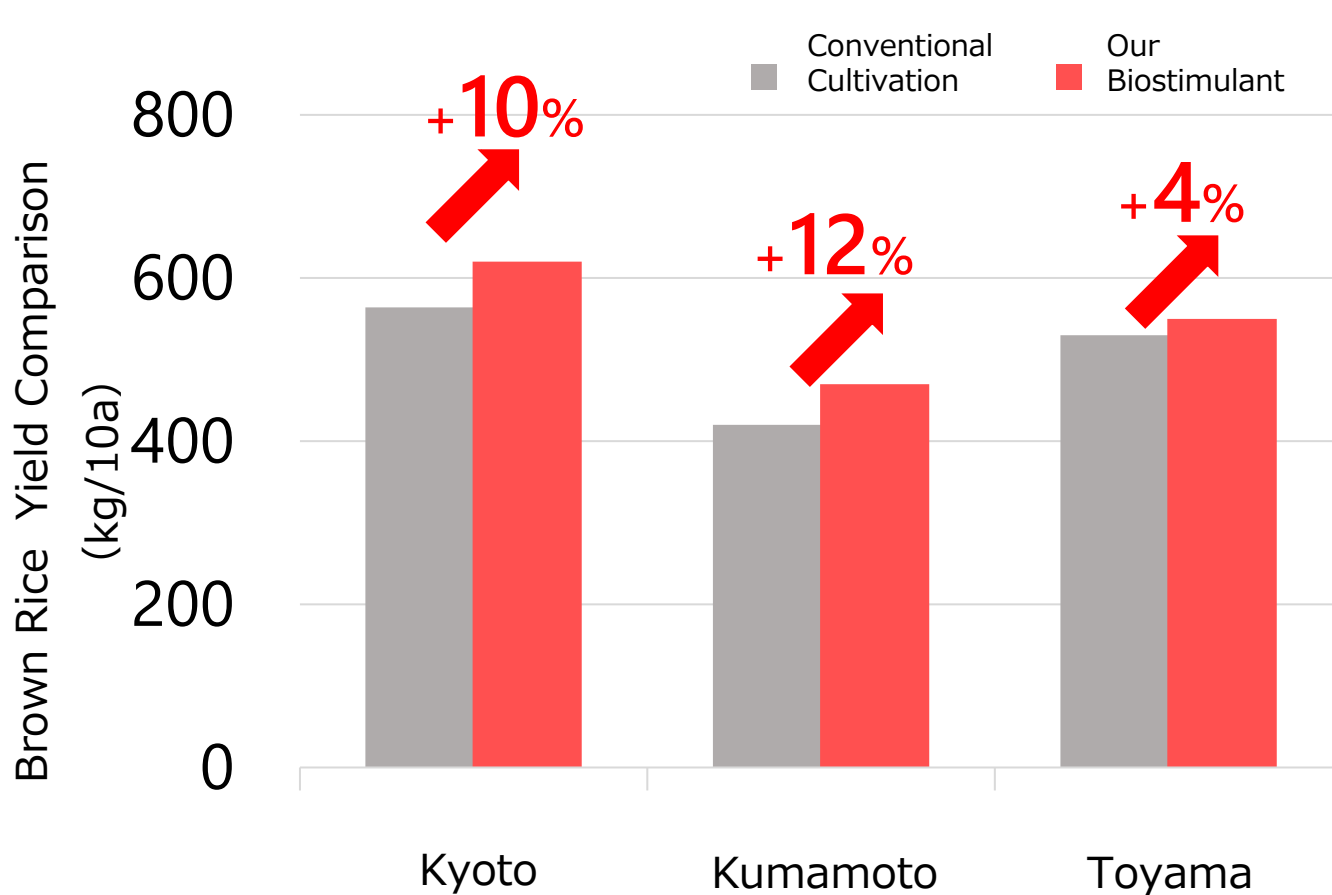


Smart Device Industry **High-Voltage/High-Tech Industries**

JSBBA*: Japan Society for Bioscience, Biotechnology, and Agrochemistry
The venue reached its 400-person capacity and was filled with excitement.

Accelerating Commercialization via MAFF “Research and implementation promotion program through open innovation”

Research Topic: Development and social implementation of a novel biostimulant formulation for sustainable high-quality rice cultivation resilient to climate change.
Progress: In the 2025 paddy field trials, our biostimulant successfully improved both crop yield and quality across the Kinki, Kyushu, and Hokuriku regions.



The addition of Kyoto Prefecture and Saga University further strengthens the project's research and implementation framework.

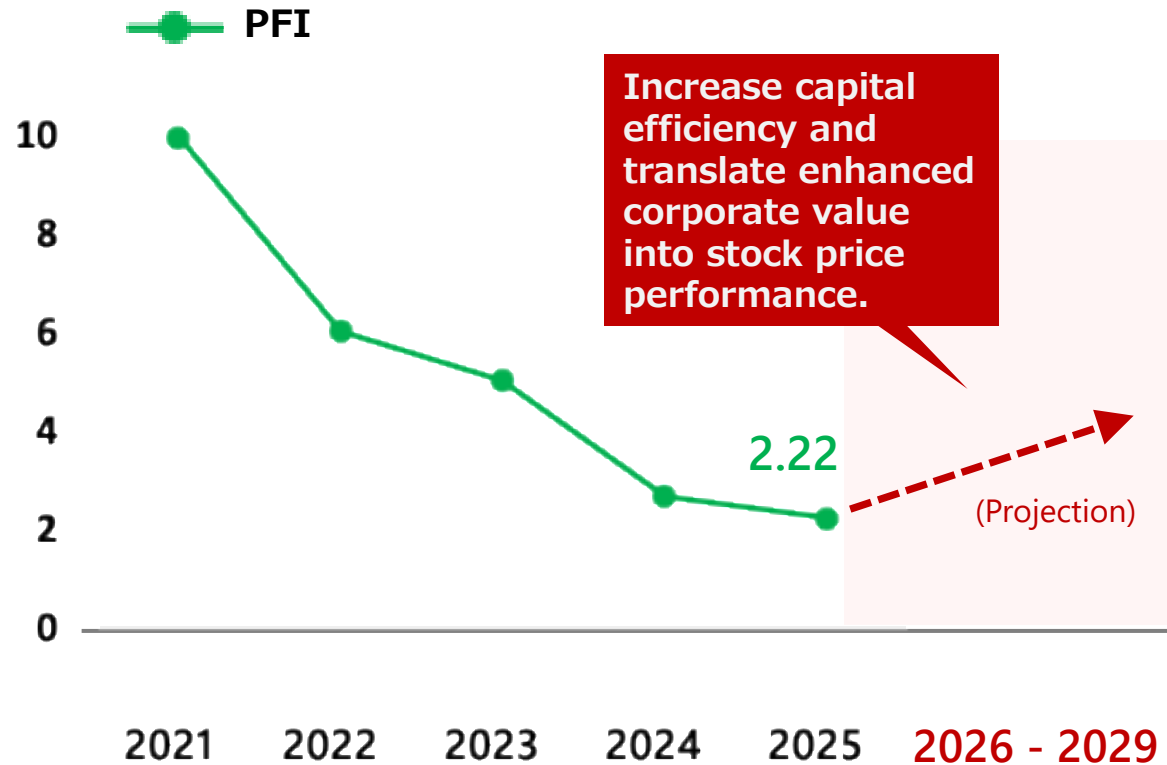
Appendix

Management of Capital Costs and Share Price

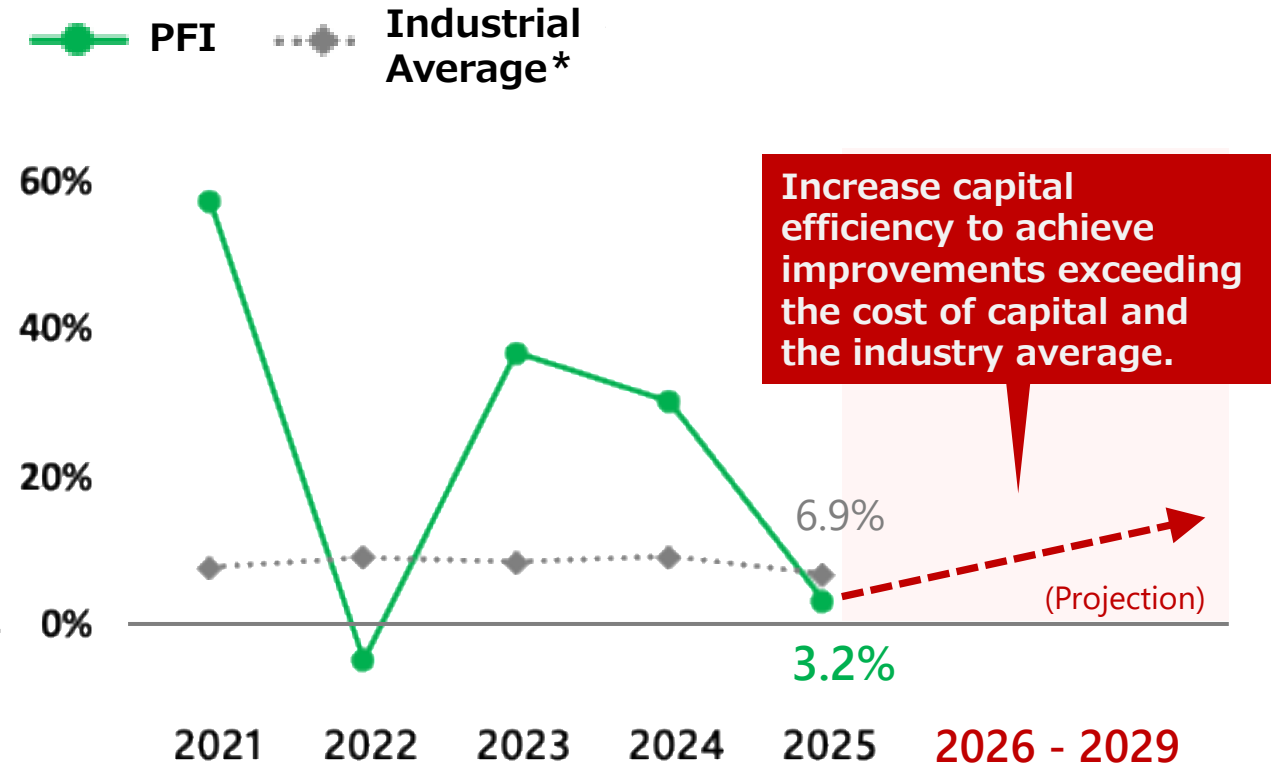
Initiatives for Enhancing Corporate Value Focused on Capital Efficiency and Stock Price

Under the Medium-Term Management Plan 2026, PBR declined primarily due to unstable net income. Against this backdrop, **we will focus on project management with a strong awareness of capital efficiency and stock price**. While enhancing the growth potential of new businesses and the profitability of existing core businesses, we aim to become an enterprise with net sales on the scale of 100 billion yen.

PBR



ROE

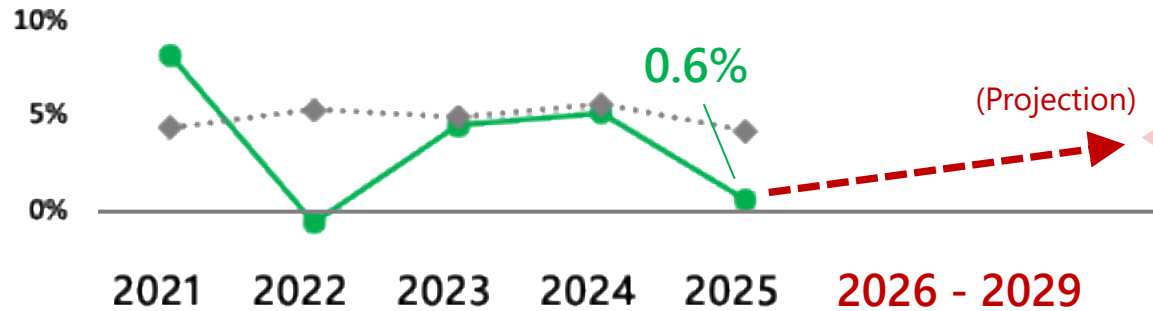


* Industry Average: Average values for the food sector (Calculated from JPX financial results summaries. 2021: TSE 1st Section, 2022-2025: TSE Prime)

Measures to Improve Capital Efficiency within ROE Components

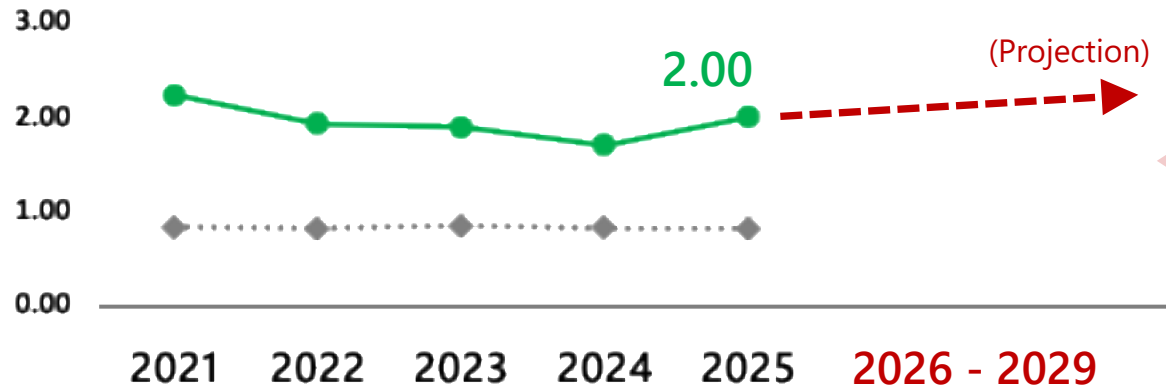
ROE

Net Profit Margin
(Profitability)



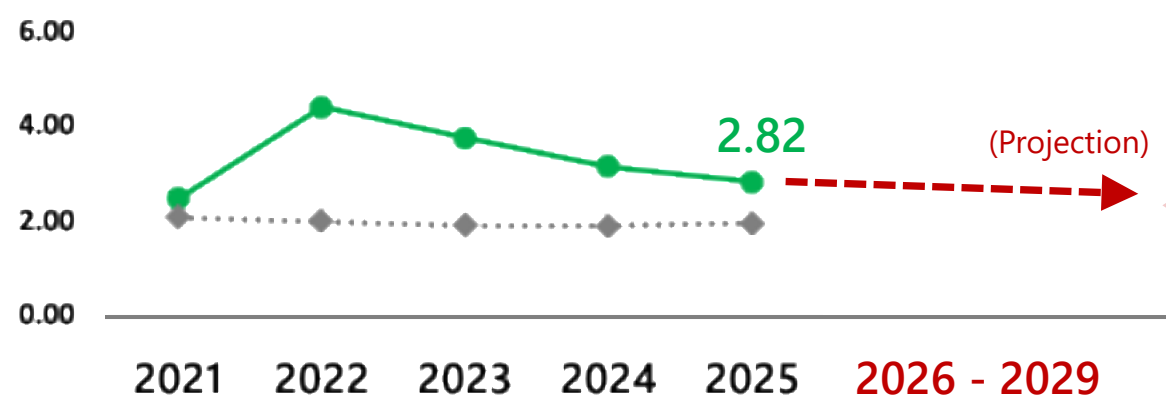
■ **Increase Profitability**
Exceed the industry average by improving investment efficiency and optimizing SG&A expenses.

Total Asset Turnover
(Productivity)



■ **Maintain & Improve Productivity**
Maintain and improve capital efficiency at a level higher than the industry average.

Financial Leverage
(Stability)

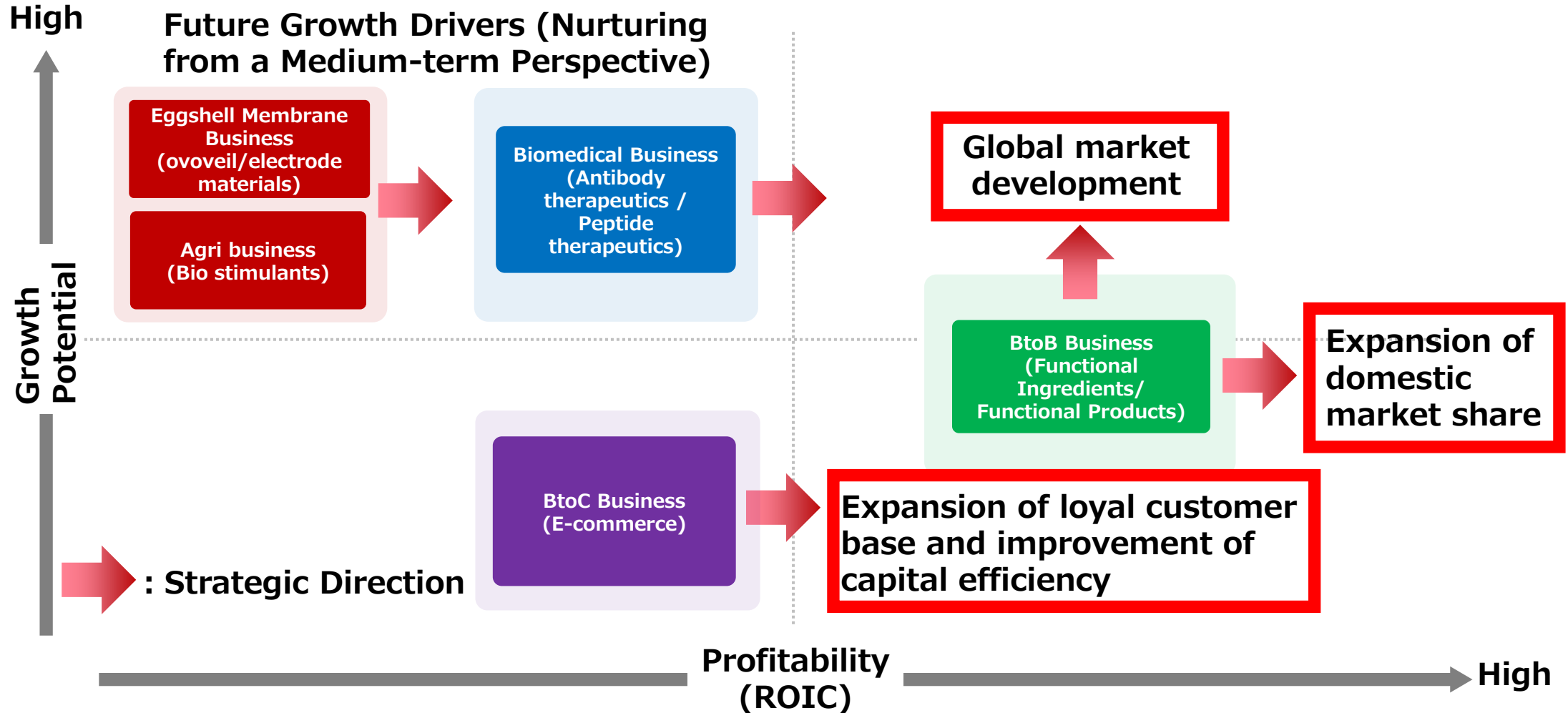


■ **Increase Stability**
Strengthen equity capital and optimize financial leverage.

● PFI
◆ Industrial Average*

Business Growth Portfolio

Clarify the business portfolio to enhance corporate value. The upcoming Medium-Term Management Plan (2027–2029) will introduce a growth process for new value creation and specific management indicators, built upon capital efficiency improvements and a strengthened financial foundation.





DISCLAIMER Forward-Looking Statements

The forecasts, outlooks, strategies, and other non-historical facts contained in this document are based on information available to the Group at the time of preparation, and do not guarantee accuracy. Actual results may differ materially from these projections due to various factors, including changes in the economic and business environments.