



Consolidated Financial Results for the Fiscal Year Ended July 31, 2026

Full Year - Supplementary Materials

September 28, 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.

FY2026/7 Full Year - Consolidated Financial Results

FY2026/7 Full Year Consolidated Financial Results Overview



Growth investments were executed as planned, shifting from proactive investment in H1 to profit conversion in H2. Q4 profitability improved further, with operating income up 11.2% and net income up 439% year on year.

(Millions of Yen)

	FY25/7 Full Year Cumulative	FY26/7 Full Year Cumulative	Change
Net Sales	65,260	63,223	▲2,036 ▲3.1%
Gross Profit	52,583	50,693	▲1,890 ▲3.6%
Operating Profit	2,367	2,632	+264 +11.2%
Ordinary Profit	2,553	2,440	-113 ▲4.4%
Net Income Attributable to Owners of Parent	368	1,988	+1,619 +439%

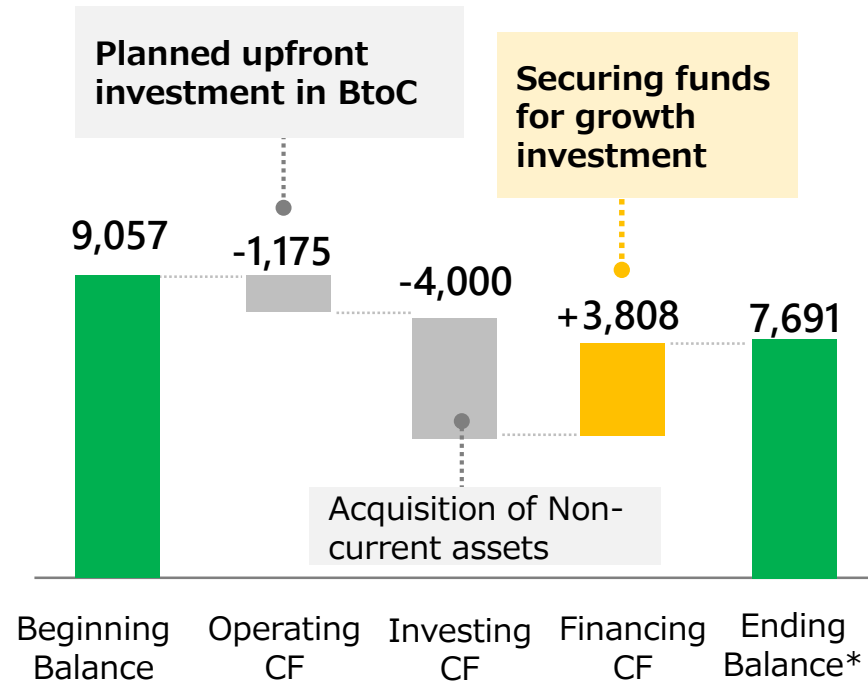
Assets, Liabilities, Net Assets, and Cash Flows

Funding secured for growth investment following the start of construction of Meiji Pharmaceutical's new plant. ¥3,671 million recorded as construction in progress. Full-year profit conversion strengthened retained earnings and improved the equity ratio.

		(Millions of Yen)		
		End of FY25/7	End of FY26/7	Change
Total Assets		32,649	35,115	+2,466
	Current Assets	23,870	23,029	▲840
	PP&E	4,696	8,018	+3,322
	Other	3,961	3,982	+20
Total Liabilities		21,101	21,948	+846
	Current Liabilities	20,005	18,265	▲1,739
	Non-current Liabilities	1,096	3,682	+2,586
Total Shareholders' Equity		11,353	12,800	+1,447
Net Assets		11,547	13,166	+1,619
Equity Ratio		35.4%	37.5	+2.1pt
Interest-bearing Debt Balance		12,631	17,171	+4,540
D/E Ratio (multiple)		1.09	1.30	+0.21pt

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

Balanced growth investment with profitability improvement to develop new earnings pillars beyond the Newmo Series. Further optimization of advertising spend reduced costs by ¥2.77 billion year on year.

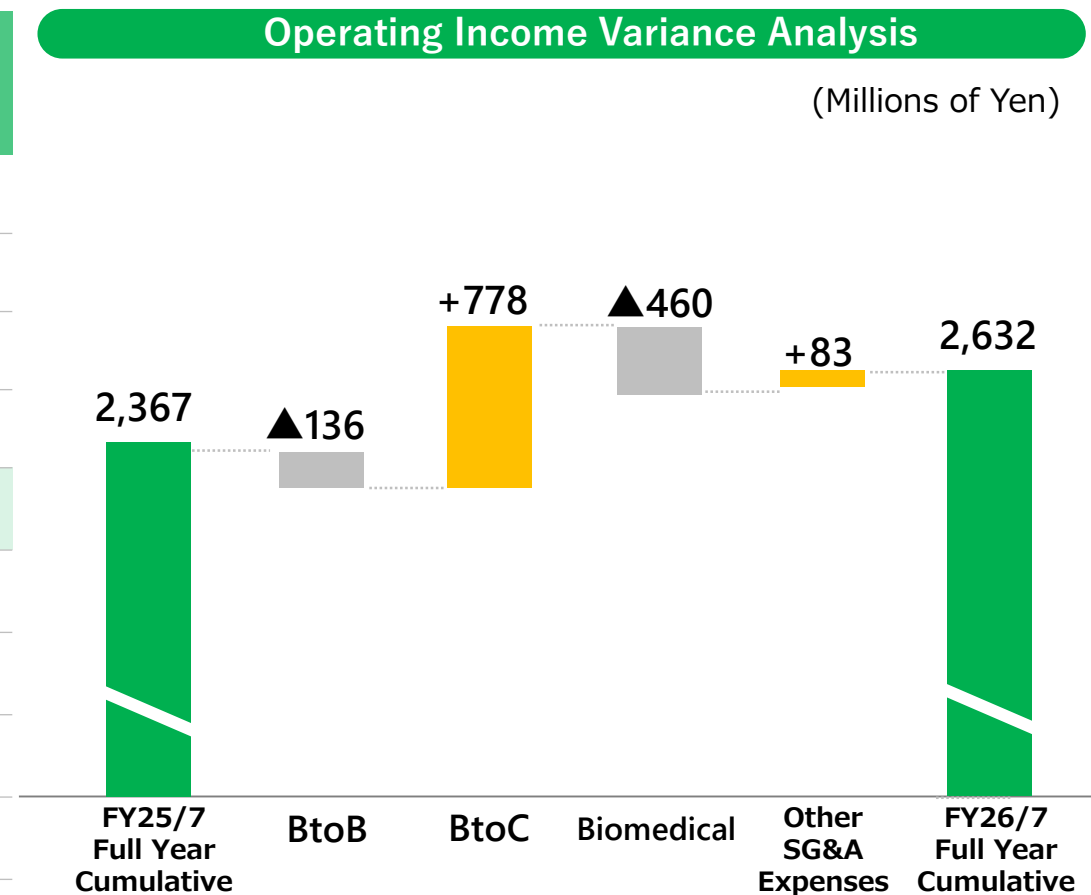
Net Sales/Operating Income

(Millions of Yen)

		FY25/7 Full Year Cumulative	FY26/7 Full Year Cumulative	Change	
Net Sales	BtoB	8,182	7,471	▲711	
	BtoC	56,730	55,368	▲1,362	
	Biomedical	331	350	+19	
	Other	15	33	+17	
	Total	65,260	63,223	▲2,036	▲3.1%
Operating Profit	BtoB	1,248	1,112	▲136	
	BtoC	3,703	4,481	+778	
	Biomedical	▲378	▲838	▲460	
	Other	▲10	▲13	▲3	
	Adjustments	▲2,195	▲2,109	+86	
	Total	2,367	2,632	+264	+11.2%

Operating Income Variance Analysis

(Millions of Yen)



BtoB Segment Sales and Variance Analysis

Expanded distribution of category-leading D2C products in Japan. Despite a 17% year-on-year decline in the materials business, sales and adoption continued to grow in North America and Thailand. Higher utilization of high-margin in-house manufacturing, with CMO operations strategically scaled.

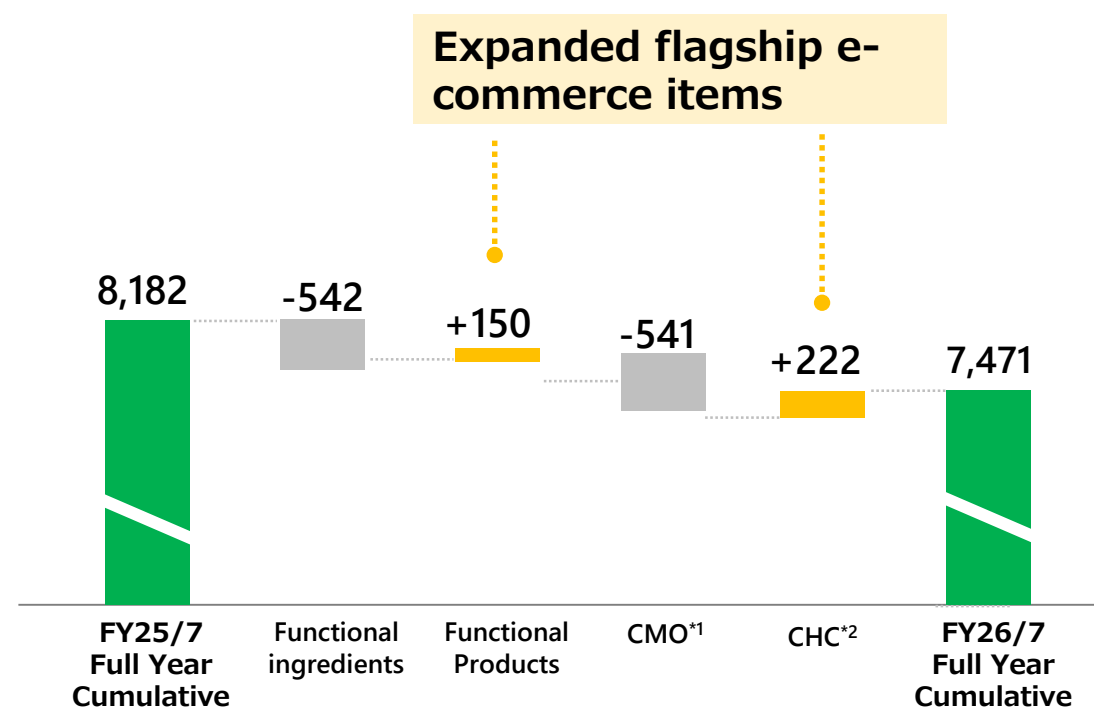
BtoB

(Millions of Yen)

	FY25/7 Full Year Cumulative		FY25/7 Full Year Cumulative		
		Ratio		Ratio	Change
Functional Ingredients	3,128	38%	2,585	35%	▲17%
Functional Products	744	9%	894	12%	+20%
CMO*¹	3,219	39%	2,677	36%	▲17%
CHC*²	1,091	13%	1,313	17%	+20%
Total	8,182	100%	7,471	100%	▲8%

Sales Variance Analysis

(Millions of Yen)



*1 : Contract Manufacturing Organization (Meiji Yakuhiin)

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

BtoC Segment Sales and Variance Analysis

Steady Newmo brand sales, with cumulative shipments of Newmo Vactory Shampoo reaching 1.56 million units and driving profitability. Pharmaceuticals addressing specific consumer needs, including LACTRON Tablets, continued to grow. Despite lower advertising investment, sales remained broadly in line with the previous year.

BtoC

(Millions of Yen)

	FY25/7 Full Year Cumulative		FY25/7 Full Year Cumulative		
		Ratio		Ratio	Change
Supplements	6,532	12%	5,983	11%	▲8%
Cosmetics	6,248	11%	5,542	10%	▲11%
Pharmaceuticals /Quasi-drugs	43,266	76%	43,192	78%	▲0.2%
Other	682	1%	648	1%	▲5%
Total	56,730	100%	55,368	100%	▲2.4%

Sales Variance Analysis

(Millions of Yen)

