Conference on Q1 FY2025 (April 1, 2025 to June 30, 2025) Financial Results

Sumitomo Pharma Co., Ltd. July 31, 2025



■ Disclaimer Regarding Forward-looking Statements

This material contains forecasts, projections, goals, plans, and other forward-looking statements regarding the Group's financial results and other data. Such forward-looking statements are based on the Company's assumptions, estimates, outlook, and other judgments made in light of information available at the time of disclosure of such statements and involve both known and unknown risks and uncertainties.

Accordingly, forecasts, plans, goals, and other statements may not be realized as described, and actual financial results, success/failure or progress of development, and other projections may differ materially from those presented herein.

Information concerning pharmaceuticals (including those under development) contained herein is not intended as advertising or as medical advice.

Financial Results for Q1 FY2025 (Core Basis)

The forecasts for FY2025 are not revised

Added the forecasts for 1st half of FY2025 (See P.13)

Billions of JPY

	Q1YTD	Q1YTD		Change		FY2025	
	FY2024 Results	FY2025 Results	Value	FX impact	%	May 13 forecasts	Progress %
Revenue	90.7	108.0	17.3	(6.6)	19.1	355.0	30.4
Cost of sales	34.9	44.1	9.2	(2.9)	26.2	146.0	30.2
Gross profit	55.7	63.9	8.2	(3.7)	14.7	209.0	30.6
SG&A expenses	43.8	35.4	(8.4)	(2.1)	(19.2)	153.5	23.0
R&D expenses	12.8	8.1	(4.7)	(0.2)	(36.9)	44.0	18.4
Others (core basis)	(0.0)	(0.1)	(0.0)			44.5	
Core operating profit	(0.9)	20.4	21.3	(1.4)	_	56.0	36.4
Adjustment items (negative number indicates net expense)	(2.2)	0.0	2.2			(2.0)	
Operating profit	(3.1)	20.4	23.5		_	54.0	37.8
Finance income/costs	20.3	(8.5)	(28.8)			(14.0)	
Profit before taxes	17.2	11.9	(5.3)		(30.6)	40.0	18.4
Income tax expenses	1.3	0.7	(0.5)			0.0	
Net profit attributable to owners of the parent	15.9	11.2	(4.7)		(29.7)	40.0	28.0

- Revenue increased primarily due to the growth of ORGOVYX® and **GEMTESA®**
- SG&A expenses and R&D expenses decreased due to the effects of business structure improvements and realignment of the regenerative medicine and cell therapy business
- Adjustment items:
 - Q1 FY2024: Business structure improvement expenses in North America
- Financial income/costs
 - Q1 FY2025: Exchange loss due to the appreciation of JPY
 - Q1 FY2024: Exchange gains due to the weak JPY

Average rates:

Q1 FY2024 Results: 1US\$ = ¥155.86, 1RMB = ¥21.48 Q1 FY2025 Results: 1US\$ = ¥144.60, 1RMB = ¥19.99 FY2025 forecasts: 1US\$ = ¥145.00, 1RMB = ¥20.00

Period end rates:

As of the end of March 2025: 1US\$ = ¥149.53, 1RMB = ¥20.59 As of the end of June 2025 : 1US\$ = \$144.81, 1RMB = \$20.20

Revenue of Major Products in North America

	Q1YTD	Q1YTD			Q1YTD		Change			FY2025	
	FY2024 Results	FY2025 Results	Change	FY2024 Results	FY2025 Results	Value	FX impact	%	May 13	forecasts	JPY-basis Progess %
North America	М	illions of US	D		Billi	ions of JPY	,		Millions of USD	Billions of JPY	
ORGOVYX [®]	108	226	119	16.8	32.7	16.0	(2.6)	95.3	710	103.0	31.8
MYFEMBREE®	19	20	0	3.0	2.9	(0.2)	(0.2)	(5.2)	85	12.3	23.2
GEMTESA [®]	78	147	69	12.1	21.3	9.1	(1.7)	75.3	572	82.9	25.7
RETHYMIC [®]	11	6	(5)	1.7	0.8	(0.9)	(0.1)	(52.2)	45	6.5	12.5
APTIOM [®]	65	49	(16)	10.2	7.1	(3.1)	(0.6)	(30.2)	33	4.8	147.7
Others	20	17	(2)	3.1	2.5	(0.5)	(0.2)	(17.9)	267	20.7	20.4
Export products/ One-time revenue, etc.	32	36	4	5.0	5.3	0.3	(0.4)	5.6	267	38.7	20.1
Total	332	502	169	51.8	72.6	20.7	(5.6)	40.0	1,712	248.2	29.2

- ORGOVYX® and GEMTESA® revenue increased significantly year-on-year
- APTIOM® revenue decreased due to loss of exclusivity

Average rates:

Q1 FY2024 Results: 1US\$ = ¥155.86 Q1 FY2025 Results: 1US\$ = ¥144.60

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FY2025 Q1 Financial Results Summary

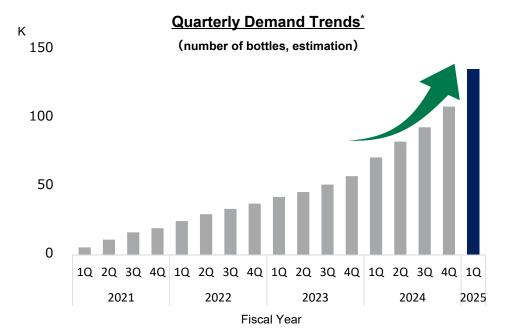




Plan for Q1	Actual for Q1	Year-over-year
YTD FY2025	YTD FY2025	comparison
\$167 M	\$226M (Achievement: 135%)	210%

■ Volume: Exceeded Q1 plan mainly due to reduction of Medicare Part D out-of-pocket cap in Jan. 2025

□ Price: In line with expectations



<Topics>

- Significant increase in New Patient Starts since Jan. 2025
 - Growth in Medicare patients due to the reduction of out-of-pocket caps
 - Increase in patients in Uro IOD as a result of expanded recognition of oral formulation benefit. Solid growth in Academic and IDN too

FY2025 Q1 Financial Results Summary

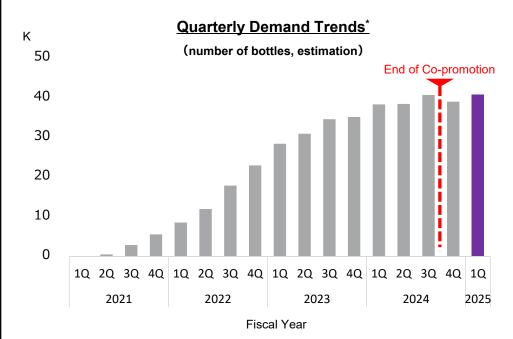
MYFEMBREE®

S	Myfembree [®]
	(relugolix, estradiol, and norethindrone acetate) tablets 40 mg, 1 mg, 0.5 mg

Plan for Q1	Actual for Q1	Year-over-year
YTD FY2025	YTD FY2025	comparison
\$21M	\$20M (Achievement: 95%)	102%

■ Volume: In line with expectations

□ Price: In line with expectations



<Topics>

- Maintained sales volume even after termination of Pfizer collaboration
 - ➤ Improved operational efficiencies through reorganization of sales team structure along with GEMTESA® (Primary care focus) in April
 - Maintained HCP coverage under independent commercial operations
- Achieved profitability through optimized organization and sales strategy

 $Source: Symphony\ Health,\ an\ ICON\ plc\ Company,\ Metys \&,\ April\ 1,\ 2021,\ to\ June\ 30,\ 2025.$

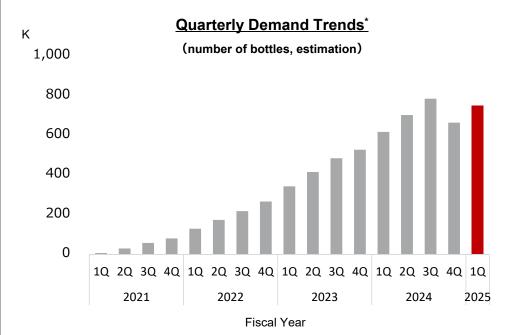
FY2025 Q1 Financial Results Summary





Plan for Q1	Actual for Q1	Year-over-year
YTD FY2025	YTD FY2025	comparison
\$138M	\$147M (Achievement: 107%)	189%

- Volume: Achieved Q1 plan due to the better-thanexpected acquisition of shares in β3 market
- Price: In line with expectations



<Topics>

- Executed a price-focused strategy in response to market environment change, including generic competition
- While insurance coverage temporarily declined, volume is in a trajectory of recovery due to the immersed recognition of product clinical value
- Expanded DTC campaign to male patients by leveraging new indication for OAB on pharmacological therapy for BPH

Revenue of Major Products in Japan

Billions of JPY

	Q1YTD	Q1YTD	Change		FY2025				
	FY2024 Results	FY2025 Results	Value	%	May 13 forecasts	Progress %			
Japan	Japan								
LATUDA [®]	3.4	3.5	0.1	3.1	13.5	25.7			
TWYMEEG®	1.7	2.4	0.7	40.6	11.2	21.8			
METGLUCO [®]	1.9	1.9	(0.1)	(3.0)	7.6	24.4			
Equa [®] /EquMet [®]	7.4	4.2	(3.2)	(42.9)	7.0	60.1			
LONASEN [®] Tape	1.1	1.2	0.1	10.4	5.2	23.9			
AG products	2.8	3.1	0.3	9.2	11.6	26.5			
Others	6.6	5.0	(1.6)	(24.5)	20.6	22.2			
Export products/ One-time revenue, etc.	2.1	1.9	(0.2)	(7.4)	29.6	23.3			
Total	27.0	23.2	(3.8)	(14.1)	85.7	27.0			

- TWYMEEG® revenue continued to grow
- Equa® revenue decreased due to loss of exclusivity
- Total impact of NHI drug price revision (¥0.3B)

Note: Sales of each product are shown by invoice price

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■ Segment Information (Core Basis)

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DII	lions	OI.	JEI

		Japan	North America	Asia	Total
	Revenue	23.2	72.6	12.3	108.0
	Cost of sales	12.0	29.8	2.3	44.1
J E	Gross profit	11.2	42.7	10.0	63.9
1 Y I D 72025	SG&A expenses	7.3	25.3	2.8	35.4
25	Core segment profit	3.8	17.5	7.2	28.5
	R&D expenses				8.1
	Core operating profit				20.4

	Revenue	27.0	51.8	11.9	90.7
	Cost of sales	13.2	18.5	3.2	34.9
F Q	Gross profit	13.8	33.3	8.7	55.7
1YTD '2024	SG&A expenses	9.7	31.1	3.0	43.8
7D 24	Core segment profit	4.0	2.1	5.7	11.9
	R&D expenses				12.8
	Core operating profit				(0.9)

	Revenue	(3.8)	20.7	0.4	17.3
오	SG&A expenses	(2.4)	(5.9)	(0.2)	(8.4)
han	Core segment profit	(0.2)	15.3	1.5	16.6
ıge	R&D expenses				(4.7)
	Core operating profit	•			21.3

Japan

 Despite the decline of gross profit due to lower revenue, core segment profit remained flat given the SG&A expense reduction

North America

■ In addition to increase in gross profit resulting from revenue growth, core segment profit increased significantly due to decrease SG&A expenses

Asia

 Core segment profit increased due to the increased gross profit as a result of revenue growth

Marketing and Sales in Japan

- Conclusion of Co-Promotion Agreement with Novo Nordisk Pharma in Japan for a Type 2 Diabetes Treatment product, "Ozempic[®] Subcutaneous Injection 2mg"
- ✓ The co-promotion agreement was executed in May 2025, and joint promotional activities to medical institutions commenced in July
- ✓ Contribute to "advancing personalized medicine" by enabling us to propose a broader range of treatment options
- ✓ Synergistic effects are also expected between Ozempic[®], TWYMEEG[®], and METGLUCO[®]

Injection



[Long-acting GLP-1 receptor agonist]

- · Once-weekly subcutaneous administration
- Enhances insulin secretion in a glucose-dependent manner
- Suppression of glucagon secretion

Oral medication





(Treatment of Type 2 Diabetes)

- Promotion of insulin secretion in a glucose-dependent manner as pancreatic action
- Improvement of glucose metabolism in the liver and skeletal muscles as the extra-pancreatic action

(Biguanide oral hypoglycemic)

- · Suppression of hepatic gluconeogenesis
- Improvement of glucose uptake in skeletal muscle and adipose tissue
- · Suppression of glucose absorption in the small intestine

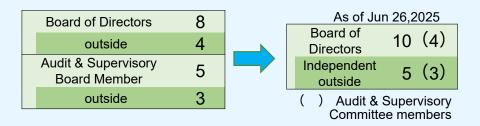
Strengthening Governance Structure

■ Strengthening Corporate Governance

Transition to Company with an **Audit & Supervisory Committee**

Major Purpose

Strengthen the supervisory function of the Board of Directors by assigning Audit and Supervisory Committee Members responsible for audits as members of the Board



Strengthen governance regarding nomination and compensation of executives as well as conflict-of-interest management with a particular focus on protecting minority shareholders by participation of Audit and Supervisory Committee members in the Nomination and Compensation Committee and the Supervisory Committee for Conflict of Interests in Transactions between Group Companies

Capital Restructuring and Asset Assignment within the Group

Purpose

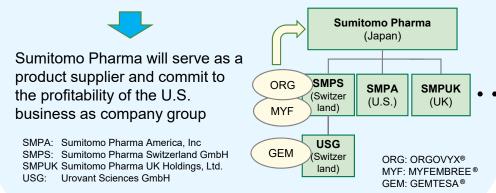
Establish a structure that enables Sumitomo Pharma to commit to the U.S. business, which is highly and strategically important to our group, more directly

Capital Restructuring (Completed Mar. 31, 2025)

Restructured SMPA and SMPS, originally subsidiaries of SMPUK, to direct subsidiaries of Sumitomo Pharma

Asset Assignment (Effective Aug. 1, 2025, planned)

Sumitomo Pharma will acquire virtually all assets from SMPS and USG, including patent rights for three key U.S. products



: assets including patent rights

Financial Forecasts for the First Half of FY2025

Financial Forecasts for the First Half of FY2025

Financial Forecasts for the First Half of FY2025 (Core Basis)

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	FY2025 1H	FY2025 Q1YTD	Progress
	Forecasts	Results	%
Revenue	207.0	108.0	52.2
Cost of sales	81.5	44.1	54.1
Gross profit	125.5	63.9	50.9
SG&A expenses	78.0	35.4	45.4
R&D expenses	22.0	8.1	36.8
Others (core basis)	44.5	(0.1)	
Core operating profit	70.0	20.4	29.1
Operating profit	69.0	20.4	29.6
Net profit attributable to owners of the parent	56.0	11.2	20.0

FX rates:

FY2025 Forecasts: 1US\$ = ¥145.00, 1RMB = ¥20.00

Revenue:

- ORGOVYX® sales milestone (\$100M, ¥14.5B) expected in Q2
- Revenues concentrated in Q1 due to the loss of exclusivity of APTIOM[®] and discontinuation of the existing Asian business
- SG&A expenses, R&D expenses: Expected to be in line with the annual forecast announced in May.
- Others (core basis): Expected income from the Asian business transfer (Estimated at ¥45.0B)

¥70B of core operating profit in the 1st half includes ORGOVYX® sales milestone and gains from the Asian business divestiture (~¥60B)

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■ Development Pipeline (as of July 31, 2025)

Revisions since the announcement in May 2025 are shown in red

Area	Generic name/Product code	Mechanism of action, etc.	Proposed indication	Region	Development stage
	DSP-0038	Serotonin 5-HT _{2A} receptor antagonist and serotonin 5-HT _{1A} receptor agonist	Alzheimer's disease psychosis	U.S.	Phase 1
	DSP-0187	Selective orexin 2 receptor agonist	Narcolepsy	Japan	Phase 1
	DSP-3456	Metabotropic glutamate receptor 2/3 negative allosteric modulator (mGluR2/3 NAM)	Treatment resistant depression	U.S.	Phase 1
Psychiatry	DSP-0378	Gamma-aminobutyric acid (GABA) A receptor positive allosteric modulator	Progressive Myoclonic Epilepsy Developmental Epileptic Encephalopathy	Japan	Phase 1
& Neurology	DSP-2342	Serotonin 5-HT _{2A} and 5-HT ₇ receptor antagonist	To be determined	U.S.	Phase 1
	CT1-DAP001/DSP-1083	Allogeneic iPS [induced pluripotent stem] cell-derived dopaminergic neural progenitor cells			Under preparation for the NDA
	CT1-DAP001/DSP-1083	Allogeneic iPS cell-derived dopaminergic neural progenitor cells	Parkinson's disease/Investigator-initiated study, Company- sponsored clinical study	U.S.	Phase 1/2
	HLCR011	Allogeneic iPS cell-derived retinal pigment epithelial cells	Retinal pigment epithelium tear	Japan	Phase 1/2
	DSP-3077	Allogeneic iPS cell-derived retinal sheet	Retinitis pigmentosa	U.S.	Phase 1/2
	enzomenib/DSP-5336	Menin and KMT2A inhibitor	Acute leukemia	U.S., Japan	Phase 2
0	nuvisertib/TP-3654	PIM1 kinases inhibitor	Myelofibrosis	U.S., Japan	Phase 1/2
Oncology	DSP-0390	EBP inhibitor	Glioblastoma	U.S., Japan	Phase 1
	SMP-3124	CHK1 inhibitor	Solid tumors	U.S., Japan	Phase 1/2
Others	KSP-1007	β-lactamases inhibitor	Complicated urinary tract and intraabdominal infections, Hospital-acquired bacterial pneumonia	U.S., Japan, China	Phase 1
	fH1/DSP-0546LP	Split, Adjuvanted vaccine	Influenza virus prophylaxis	Europe	Phase 1



■ Major Topics in Clinical Development

- Psychiatry & Neurology (Regenerative medicine/cell therapy)
 - Allogeneic iPS cell-derived dopaminergic neural progenitor cells (Japan, collaboration with RACTHERA)
 - · Parkinson's disease

(Japan)

- Preparing for NDA submission based on the data from the investigator-initiated study by Kyoto University. Aiming to obtain approval in Japan in FY2025
- The international nonproprietary name "ragune procel" has been determined

(U.S.)

In an investigator-initiated study conducted by University of California San Diego School of Medicine, the first patient was dosed in June 2025

Oncology

- enzomenib (DSP-5336) (U.S., Japan)
 - Based on the FDA End-of-Phase 1 meeting, enrollment has begun for the Phase 2 part of the study, positioned as a confirmatory trial
- nuvisertib (TP-3654) (U.S., Japan)
 - Fast Track Designation granted by the FDA for patients with intermediate- or high-risk myelofibrosis. Granted Orphan Drug Designation by the European Medicines Agency (EMA)
 - Latest monotherapy data presented orally at EHA 2025 (European Hematology Association Annual Congress) (For details, page 17)

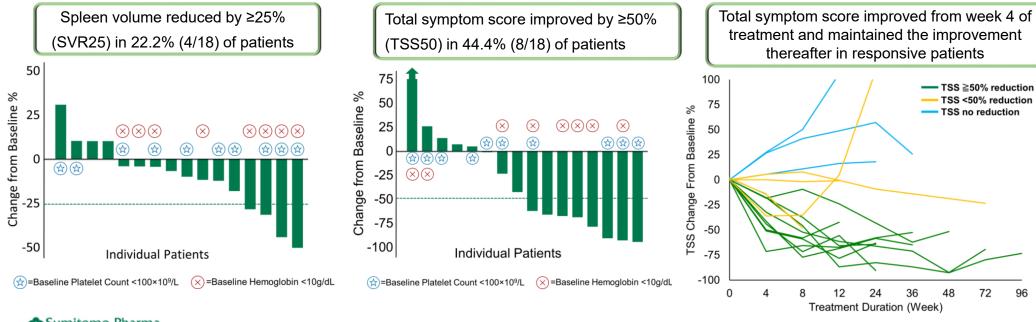
Others

- lefamulin
 - The locally manufactured injectable and tablet formulations, which had been submitted for approval*, obtained approval on June 30, 2025 The product is scheduled to be launched in January 2026 by the joint venture company (currently Sumitomo Pharma (China) Co., Ltd.) with Marubeni Global Pharma Corporation
- fH1/DSP-0546LP
 - Universal Influenza Vaccine Interim analysis confirmed generally favorable tolerability based on post-treatment follow-up conducted up to four weeks after the final dose, and immunogenicity (as an efficacy endpoint) is currently under evaluation (Press release issued on July 31, 2025)

Oncology Area: nuvisertib(TP-3654)Myelofibrosis(Oral presentation data at EHA 2025)

- ✓ Improvements in important efficacy measures were observed even in patients who did not respond to JAK inhibitors and in those with poor prognostic factors such as low hemoglobin and platelet counts
- ✓ No dose-limiting toxicities (DLTs) were reported. Among the 77 patients included in the safety evaluation, the main adverse events were Grade 1–2 gastrointestinal toxicities (such as diarrhea and nausea). Grade 3 events were rarely observed, with diarrhea at 5.2%, nausea at 1.3%, and vomiting at 0%, and no clinically significant safety concerns were identified
- ✓ Improvements were observed in multiple patients, including hemoglobin levels (24%), platelet counts (27%), and bone marrow fibrosis by at least one grade (43%)

Efficacy data at a dose of 720 mg BID and safety were confirmed to be consistent with those presented at ASH 2024



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Data cutoff: January 21, 2025 17

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P.24 R&D Regenerative Medicine/Cell Therapy Launched Product and Development Pipeline (RACTHERA Co., Ltd.)

Appendix (Financial Results for Q1 FY2025)

Financial Results for Q1 FY2025 (Full Basis)

Billions of JPY

	Q1YTD FY2024	Q1YTD FY2025	Change		
	Results	Results	Value	%	
Revenue	90.7	108.0	17.3	19.1	
Cost of sales	34.9	44.1	9.2	26.2	
Gross profit	55.7	63.9	8.2	14.7	
SG&A expenses	45.4	35.7	(9.7)	(21.4)	
R&D expenses	13.1	8.2	(4.9)	(37.7)	
Other operating income and expenses	(0.3)	0.3	0.7		
Operating profit	(3.1)	20.4	23.5	I	
Finance income and costs	20.3	(8.5)	(28.8)		
Profit before taxes	17.2	11.9	(5.3)	(30.6)	
Income tax expenses	1.3	0.7	(0.5)		
Net profit attributable to owners of the parent	15.9	11.2	(4.7)	(29.7)	

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Appendix (Financial Results for Q1 FY2025)

Financial Position and Cash Flow

		Billions of JPY	
As of March 2025	As of June 2025	Change	
742.6	733.3	(9.3)	
369.9	355.9	(14.0)	
74.8	83.4	8.5	
30.4	33.0	2.6	
573.1	557.1	(16.0)	
305.4	309.2	3.8	
70.3	53.3	(17.0)	
3.5	3.0	(0.5)	
169.5	176.2	6.8	
169.5	176.2	6.8	
22.8%	24.0%		
	2025 742.6 369.9 74.8 30.4 573.1 305.4 70.3 3.5 169.5	2025 2025 742.6 733.3 369.9 355.9 74.8 83.4 30.4 33.0 573.1 557.1 305.4 309.2 70.3 53.3 3.5 3.0 169.5 176.2 169.5 176.2	

C/F	Q1 FY2024	Q1 FY2025	Change
Operating CF	(25.1)	(0.2)	24.9
Investment CF	102.1	(4.3)	(106.4)
Financial CF	(29.2)	3.2	32.5
Cash and cash equivalents	78.4	20.5	(57.9)
Sumitomo Pharma (Operating funds)	78.4	20.5	(57.9)

Decrease due to FX rate impact

Decrease of expenditures for business structure improvements

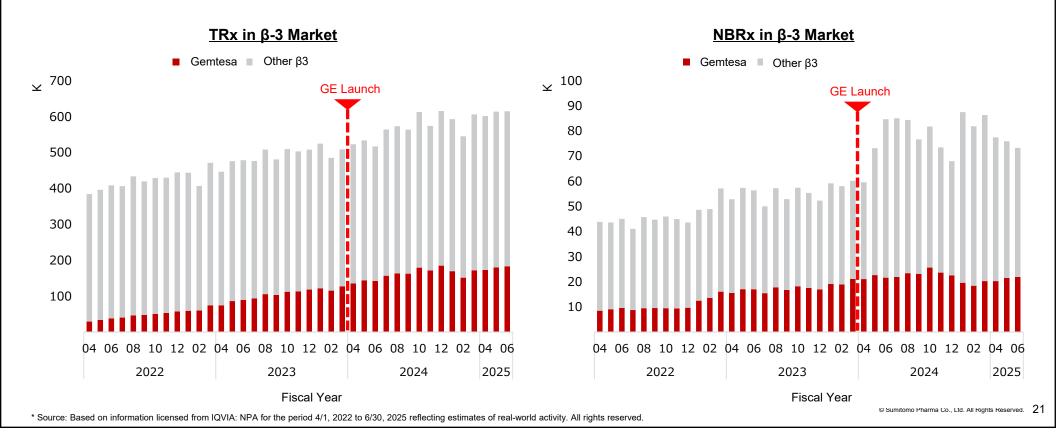
Decrease of sales of investment securities

Appendix (Financial Results for Q1 FY2025)

■GEMTESA®

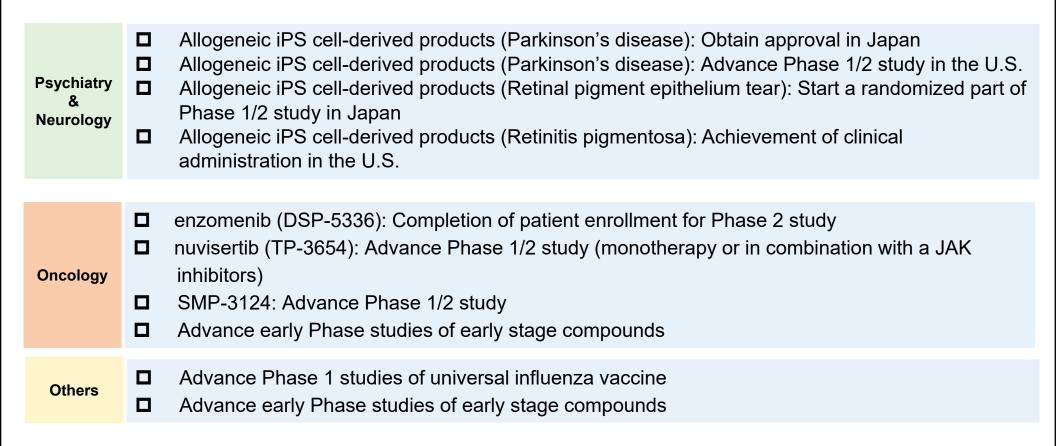


■ Despite the launch of Mirabegron generics in April 2024, the total number of GEMTESA® prescriptions and new prescriptions continued to increase. However, since January 2025, there was a slight decline due to changes in Medicare Part D coverage and other factors. Following this temporary trend, prescriptions have started to grow again



Appendix (Research and Development)

■ Main Events / Targets for FY2025 (as of July 31, 2025)



Appendix (Research and Development)

Product Launch Target (as of July 31, 2025)



Revisions since the announcement in May 2025 are shown in red

	FY2025	2026	2027	2028	2029	
Allogeneic iPS cell-derived dopaminergic neural progenitor cells (CT1-DAP001/DSP-1083) (RACTHERA Co., Ltd.)	Parkinson's disease				Developm in the U.S	
Allogeneic iPS cell-derived retinal pigment epithelial cells (HLCR011) (RACTHERA Co., Ltd.)				Retinal pigment epithelium tear	Expand indication	s
enzomenib (DSP-5336) (menin and KMT2A inhibitor)			Acute leukemia*1		Expand indication	ns
nuvisertib (TP-3654) (PIM1 kinases inhibitor)				Myelofibrosis • ■	Expand indication	ns
lefamulin*2 (antimicrobial agent of pleuromutilin class)	Community-acquired pneumonia					

^{*1} Relapsed or refractory acute leukemia with KMT2A rearrangement or acute myeloid leukemia with NPM1 mutation

^{*2} The IP rights have been transferred to the joint venture company with Marubeni Global Pharma Corporation

Appendix (Research and Development)

Regenerative Medicine/Cell Therapy Launched Product and Development Pipeline(RACTHERA Co., Ltd.) (as of July 31, 2025)

Brand name/Cell type Product code	Indications	JP/ US	Pre-clinical	Clinical research	Phase 1/2	Phase 3	Approval application	Approval→ Launch
RETHYMIC®	Congenital athymia	US						
Dopaminergic neural progenitor cells (Allo iPS cell-derived) CT1-DAP001/DSP-1083	Parkinson's disease	JP US			4 5			Aiming to obtain approval in Japan in FY 2025
Retinal pigment epithelial cells (Allo iPS cell-derived) HLCR011	Retinal pigment epithelium tear	JP			5			
Retinal sheet (3D retinal tissue) (Allo iPS cell-derived) DSP-3077	Retinitis pigmentosa	JP US		2	5			
Neural progenitor cells (Allo iPS cell-derived)	Spinal cord injury	JP US		3				
Nephron progenitor cells (organ) (Auto/ Allo iPS cell-based induced)	Kidney failure	JP/ US						

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^{1.} Kyoto University Hospital 2. Kobe City Eye Hospital 3. Keio University Hospital

^{4.} University of California San Diego School of Medicine 5. Company-sponsored clinical study

