

This material is an English translation of the press release announced on Mar. 23, 2022 in Japanese, and the Japanese release is given priority about the content and the interpretation.

Mar. 23, 2022

## Notice regarding Revision of Earnings Forecast

We would like to announce that we have revised the full-year earnings forecast for the fiscal year ending February 28, 2022, from the consolidated earnings forecast announced on April 8, 2021, as follows.

### 1. Revision of consolidated earnings forecast

Revision of consolidated earnings forecast figures for the fiscal year ending February 28, 2022  
(March 1, 2021 to February 28, 2022)

(Million yen)

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent	Current net income per share
Previous forecast (A)	122,900	10,700	12,700	9,900	121.16 yen
Revised forecast (B)	120,000	9,300	12,600	9,300	113.87 yen
Amount of change (B-A)	(2,900)	(1,400)	(100)	(600)	
Ratio of change (%)	(2.4%)	(13.1%)	(0.8%)	(6.1%)	
Results of the previous fiscal year (Fiscal year ended February 28, 2021)	114,510	10,671	11,829	9,250	113.22 yen

### 2. Reason for revision

In the term of February 2022, we actively made marketing investment to achieve the 7th Medium-term Management Policy. Net sales, however, is expected to be lower than the previously-announced forecast mainly because our activities were still restricted in the Japanese OTC-drug field due to an expansion of the new coronavirus infection. Transportation expenses are still on the rise even after the third quarter. In addition to the increase in logistics expenses, the introduction expenses for the adoption of a new package "Eco & Compact" increased, which resulted in deteriorated cost rates. As a result, each profit is expected to be lower than the previous announcement.

\* The above forecasted figures for earnings are based on the information available as of the announcement date, and actual results may differ from the forecasted figures due to various factors in the future.