

FY2024 Results Briefing Session

May 13, 2025

JCR Pharmaceuticals Co., Ltd.

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FY2024 Consolidated Financial Results FY2025 Consolidated Financial Forecasts

Yoh Ito

Senior Executive Officer Executive Director, Corporate Strategy Division

Overview: Consolidated Financial Results



				(Unit: million yer		
	FY2024		FY2025	FY2025		
Consolidated	Danilla	Decelle	Year-on-year			
	Results	Results	Difference	Ratio		
Net Sales	42,871	33,072	(9,799)	(22.9)%		
Cost of Sales	11,620	11,333	(287)	(2.5)%		
Gross Profit	31,251	21,738	(9,512)	(30.4)%		
Selling, General and Administrative Expenses	23,719	28,389	+4,670	+19.7%		
SG&A Expenses	12,484	12,958	+473	+3.8%		
R&D Expenses	11,234	15,431	+4,196	+37.4%		
Operating Profit (Loss)	7,531	(6,650)	(14,182)	-		
Non-operating Income	1,056	260	(796)	(75.3)%		
Non-operating Expenses	1,324	1,088	(236)	(17.9)%		
Ordinary Profit (Loss)	7,264	(7,477)	(14,742)	-		
Extraordinary Income	0	1,065	+1,064	-		
Extraordinary Losses	20	2	(18)	(90.0)%		
Profit (Loss) before Income Taxes	7,244	(6,414)	(13,658)	-		
Income Taxes	1,736	(1,655)	(3,391)	-		
Profit (Loss) Attributable to Owners of Parent	5,507	(4,759)	(10,266)	-		
Reference: R&D Expenses before Deducting Contribution Amount by Collaborative R&D Destinations	12,787	16,994	+4,207	+32.9%		

Additional Remarks

Both revenue and profit declined year on year.

- The primary factors were: (1) the absence of expected licensing income following the failure to finalize a planned agreement, and (2) inventory-related losses recognized for raw materials and investigational products deemed no longer usable.
- The loss on disposal mentioned above is recognized as 1,950 million yen in Cost of Sales and 1,060 million yen in R&D expenses.
- R&D expenses increased, primarily reflecting investments in strengthening overseas clinical development capabilities, expanding personnel, and advancing development programs.
- Non-operating results were impacted by foreign exchange losses, with no foreign exchange gains recorded this year, while losses from equity-method investments decreased year on year.
- No extraordinary Income that had been anticipated was recognized this period from government subsidies for the API Plant at the Kobe Science Park Center, as the grant confirmation was deferred to the next fiscal year.

Net Sales	FY2024	FY2025	Difference
Cost of Sales Ratio	27.1%	34.3%	+7.2%
Cost of Sales Ratio *Excluding income from contractual payment	32.8%	34.8%	+2.0%
R&D Expenses Ratio	26.2%	46.7%	+20.5%
Operating Profit Ratio	17.6%	(20.1)%	-

Breakdown of Net Sales (Consolidated)



				(Unit: million yen)	
	FY2024		FY2025		
Consolidated	Results	Results	Year-on-year		
	Nesulis	Results	Difference	Ratio	
GROWJECT®	17,913	18,098	+184	+1.0%	
IZCARGO® *	5,171	5,718	+547	+10.6%	
TEMCELL®HS Inj.	3,236	2,904	(331)	(10.2)%	
Treatments for renal anemia	4,652	3,784	(868)	(18.7)%	
Epoetin Alfa BS Inj. [JCR]	1,994	1,690	(303)	(15.2)%	
Darbepoetin Alfa BS Inj. [JCR]	2,658	2,093	(564)	(21.2)%	
Agalsidase Beta BS I.V. Infusion [JCR]	1,661	1,149	(512)	(30.8)%	
Total Core Products	32,636	31,655	(981)	(3.0)%	
Income from contractual payment	7,413	517	(6,896)	(93.0)%	
Other*	2,820	898	(1,922)	(68.1)%	
Total Net Sales	42,871	33,072	(9,799)	(22.9)%	

Additional Remarks

(Unit: million ven)

- GROWJECT® revenue increased despite the NHI price revision in April 2024, supported by higher sales volume.
- IZCARGO[®] continued its strong momentum, posting a 10.6% increase in year on year revenue.
- TEMCELL®HS Inj. revenue declined 10.2% year on year due to intensifying market competition, but remained in line with forecasts.
- Sales of the treatments for renal anemia remained aligned with the supply plans of Kissei Pharmaceutical Co., Ltd.
- Sales of AgalsidaseBeta BS I.V. Infusion [JCR] remained aligned with the supply plans of Sumitomo Pharma Co., Ltd..
- Revenue from licensing-related payments fell short of initial projections because the licensing agreements were not concluded within FY2024.
- Other revenue decreased following the termination of contract manufacturing agreements.

^{*} Sales of IZCARGO® related to NPS is included in Other.

Financial Status (Consolidated)



(Unit: million yen)

	End-Mar. 2024	End-Mar. 2025	Change • Main Increase/decrease		End-Mar. 2024	End-Mar. 2025	Change • Main Increase/decrease
Current assets	57,581	51,056	 Total (6,524) Cash and deposits (5,559) Accounts receivable - trade, and contract assets (2,698) Inventories +822 	Current liabilities	30,135	43,988	Total +13,852 • Short-term borrowings +17,105 • Income taxes payable (1,620)
				Non- current liabilities	15,615	13,431	Total (2,183) • Long-term borrowings (2,300)
			Total +9,154 • Property, plant and	Total liabilities	45,750	57,420	Total +11,669
Non- current assets	44,644	53,798	equipment +7,369 • Deferred tax assets +1,697	Total net assets	56,475	47,435	Total (9,040) • Net loss (4,759) • Treasury shares (2,103)
Total	102,226	104,855	2,629	Total	102,226	104,855	2,629

Additional Remarks

- Property, plant, and equipment increased due to the start of construction of the New Drug Product Plant in the Kobe Science Park Center.
- Short-term borrowings increased to fund the construction of the new facility and working capital, reflecting reclassification from Long-term borrowings.

	End-Mar. 2024	End-Mar. 2025
Equity ratio	54.2%	44.8%

FY2025 Consolidated Financial Forecasts



(Unit: million yen)

Consolidated	FY2024	FY2025(Forecast)			
Consolidated	Results	Forecast	Year-o	n-year	
	Results	Forecasi	Difference	Ratio	
Net Sales	33,072	37,800	+4,727	+14.3%	
Cost of Sales	11,333	8,200	(3,133)	(27.6)%	
Gross Profit	21,738	29,600	+7,861	+36.2%	
Selling, General and Administrative Expenses	28,389	27,000	(1,389)	(4.9)%	
SG&A Expenses	12,958	12,000	(958)	(7.4)%	
R&D Expenses	15,431	15,000	(431)	(2.8)%	
Operating Profit (Loss)	(6,650)	2,600	+9,250	-	
Ordinary Profit (Loss)	(7,477)	2,400	+9,877	-	
Profit(Loss)Attributable to Owners of Parent	(4,759)	3,000	+7,759	-	
Reference: R&D Expenses before Deducting Contribution Amount by Collaborative R&D Destinations	16,994	17,100	+105	+0.6%	

Additional Remarks

- Net sales is expected to increase year on year, as growth in IZCARGO® sales and higher licensing income are likely to outweigh.
- Cost of sales is expected to decline year on year, as the previous year included one-time losses related to the disposal of raw materials.
- SG&A expenses are expected to decline, reflecting greater operational efficiency, while R&D expenses are also projected to decrease, as last year's figures included one-time write-offs of investigational products—costs that are not anticipated this year despite ongoing progress in global clinical trials.
- Operating income is forecast to increase primarily reflecting higher licensing revenue.
- A one-time gain is expected to be recorded as Extraordinary income, stemming from the reversal of depreciation charges previously booked for the API Plant at Kobe Science Park Center, following the final confirmation of the government subsidy amount.

Net Sales	FY2024	FY2025 (Forecast)	Difference
Cost of Sales Ratio	34.3%	21.7%	(12.6)%
Cost of Sales Ratio *Excluding income from contractual payment	34.8%	25.4%	(9.4)%
R&D Expenses Ratio	46.7%	39.7%	(7.0)%
Operating Profit Ratio	(20.1)%	6.9%	+27.0%

Breakdown of Net Sales - FY2025 Consolidated Financial Forecasts



(Unit: million yen)

	FY2024	FY2025(Forecast)			
Consolidated	Results	Forecast	Year-on-year		
	Nesuits	i orecast	Difference	Ratio	
GROWJECT®	18,098	17,800	(298)	(1.6)%	
IZCARGO®*	5,718	6,400	+681	+11.9%	
TEMCELL®HS Inj.	2,904	2,700	(204)	(7.0)%	
Treatments for renal anemia	3,784	3,100	(684)	(18.1)%	
Epoetin Alfa BS Inj. [JCR]	1,690	800	(890)	(52.7)%	
Darbepoetin Alfa BS Inj. [JCR]	2,093	2,300	+206	+9.9%	
AgalsidaseBeta BS I.V. Infusion [JCR]	1,149	1,100	(49)	(4.3)%	
Total Core products	31,655	31,100	(555)	(1.8)%	
Income from contractual payment	517	5,500	+4,982	+963.2%	
Other*	898	1,200	+301	+33.5%	
Total net sales	33,072	37,800	+4,727	+14.3%	

^{*} Sales of IZCARGO®related to NPS is included in Other

Additional Remarks

- GROWJECT® is expected to see lower revenue due to the NHI price revision, despite ongoing efforts to grow market share by promoting the value of its auto-injector device and expanding outreach to new and potential patients.
- IZCARGO® is projected to maintain sales growth through continued efforts under the dedicated MR model launched in April 2023 and joint promotional activities with Sumitomo Pharma Co., Ltd.
- TEMCELL®HS Inj. revenue is expected to decline, reflecting a more competitive market landscape.
- Revenue from the treatments for renal anemia and AgalsidaseBeta BS I.V. Infusion [JCR] is forecast to remain in line with the supply schedules of our marketing partners.
- Licensing revenue is expected to exceed that of the prior year, based on the planned completion.



Progress on Developmental Pipelines

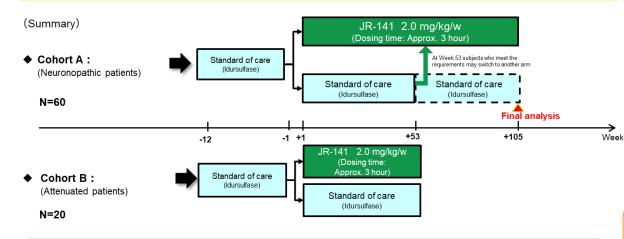
Anne Bechet

Senior Executive Officer
Executive Director, Development Division
General Manager, JCR Europe B.V.
General Manager, JCR USA Inc.

JR-141 (pabinafusp alfa: BBB-penetrating ERT for MPS II)



Global Phase III study (JR-141-GS31): STARLIGHT study Overview



Overview	
Objectives	 To assess the efficacy of JR-141 on CNS signs and symptoms in MPS-II subjects relative to standard ERT To assess control of somatic signs and symptoms by JR-141 relative to standard ERT
Endpoints	 Changes in HS in CSF, CNS symptoms (cognitive, behavior, attention) Control of systemic sign and symptoms
ClinicalTrials.gov	Identifier: NCT04573023

Current Status

- Number of clinical trial sites28 sites12 countries
- Achieved OVER 95% of patient recruitment

- Close collaboration with agencies to target to file as soon as possible
- Consultation with FDA to be conducted by June 2025



Achieved steady progress in clinical development for rare diseases with no available treatment

JR-441

BBB-penetrating heparan N-sulfatase (rDNA origin) Indication: MPS type IIIA

- Oct 2023 Initiation of Phase I/II study (Germany)
 - Completed patient enrollment
- Oct 2024 Initiation of Phase I study (Japan)
 - Completed patient enrollment

JR-446

BBB-penetrating α -N-acetylglucosaminidase (rDNA origin) Indication: MPS type IIIB

- Dec 2024 Initiation of Phase I/II study (Japan)
- Completed the first safety review by the independent data monitoring committee
 - No safety concerns at this point, decided to continue the study

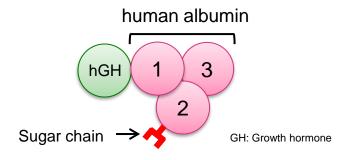
Growth Hormone Product



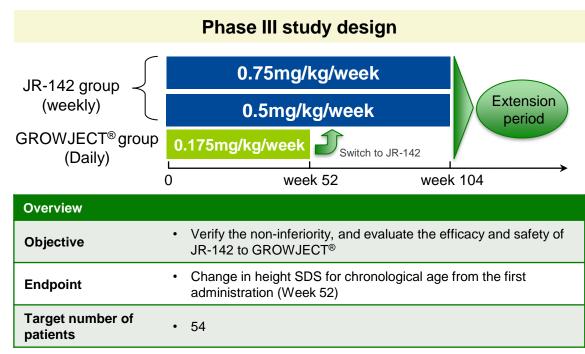
JR-142

Long-acting growth hormone (rDNA origin)
Indication: Pediatric growth hormone deficiency

Modified albumin-fused GH



In-house development of fusion protein with modified albumin glycosylation to improve blood retention



Dec 2024 First dosing in first subject in Phase III

Overview of Clinical or late Preclinical Pipeline



Code	Indication		Status			Milestones/Comments
Code	indication	Preclinical	Phase 1	Phase 2	Phase 3	wilestones/Comments
JR-141	MPS II (Hunter syndrome)	Global Ph3				 Q3 FY2025: Enrollment completion ~FY2027: Approval in US, EU, Brazil
JR-142	Pediatric GHD	Ph3 (Japan)			Dec 2024: Initiation of first dosing in Ph3	
JR-171	MPS I (Hurler syndrome etc.)	Global Ph1/2 completed			Extension study ongoingPartnering intensified	
JR-441	MPS IIIA (Sanfilippo syndrome type A)	Ph1/2 (Germany) Ph1 (Japan)			<ph1 2=""> • Patient enrollment completed • 2H FY2025: 1-year clinical data <ph1> • Patient enrollment completed</ph1></ph1>	
JR-446	MPS IIIB (Sanfilippo syndrome type B)	Ph1/2 (Japan)			 Dec 2024: Initiation of first dosing in Ph1/2 Partnering with MEDIPAL HOLDINGS 	
JR-471	Fucosidosis					Partnering with MEDIPAL HOLDINGS



Progress on Research

Hiroyuki Sonoda, Ph. D.

Director, Senior Managing Executive Officer Executive Director, Research Division

Overview of Clinical or late Preclinical Pipeline



Codo	Indication		Status			Milastanas/Comments
Code	indication	Preclinical Phase 1 Phase 2 Phase 3		Milestones/Comments		
JR-141	MPS II (Hunter syndrome)	Global Ph3	Global Ph3			 Q3 FY2025: Enrollment completion ~FY2027: Approval in US, EU, Brazil
JR-142	Pediatric GHD	Ph3 (Japan)			Dec 2024: Initiation of first dosing in Ph3	
JR-171	MPS I (Hurler syndrome etc.)	Global Ph1/2 completed			Extension study ongoingPartnering intensified	
JR-441	MPS IIIA (Sanfilippo syndrome type A)	Ph1/2 (Germany) Ph1 (Japan)			<ph1 2=""> • Patient enrollment completed • 2H FY2025: 1-year clinical data <ph1> • Patient enrollment completed</ph1></ph1>	
JR-446	MPS IIIB (Sanfilippo syndrome type B)	Ph1/2 (Japar	n)			 Dec 2024: Initiation of first dosing in Ph1/2 Partnering with MEDIPAL HOLDINGS
JR-471	Fucosidosis				Partnering with MEDIPAL HOLDINGS	
JR-479	GM2 gangliosidoses					_

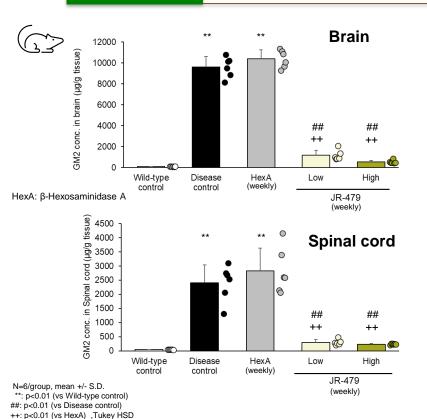
Evaluation in a Mouse Model of GM2 gangliosidosis

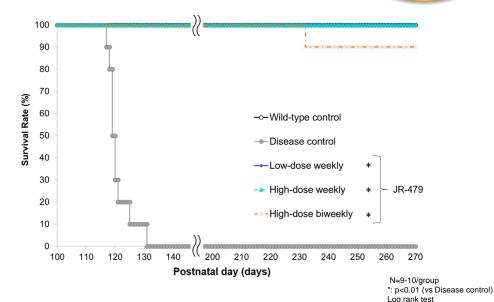


JR-479

BBB-penetrating β-Hexosaminidase A (rDNA origin)
Indication: GM2 gangliosidoses (Tay-Sachs disease, Sandhoff disease)





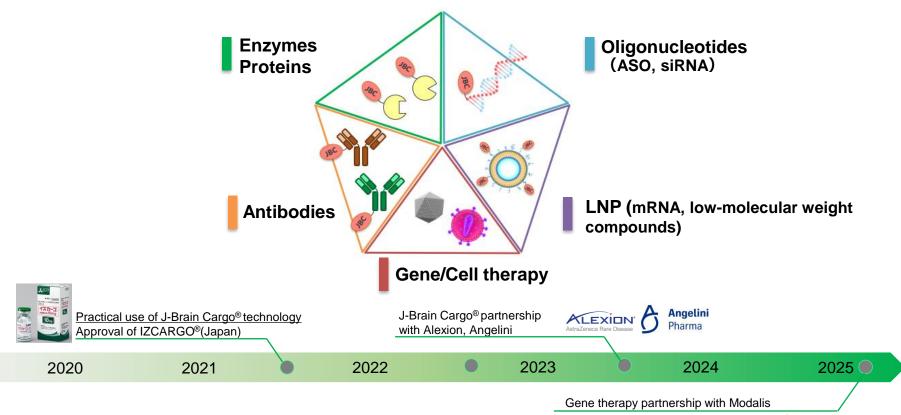


- · Significantly reduced substrates concentrations in brain and spinal cord
- >90% of JR-479-treated mice were still alive at 270 days of age

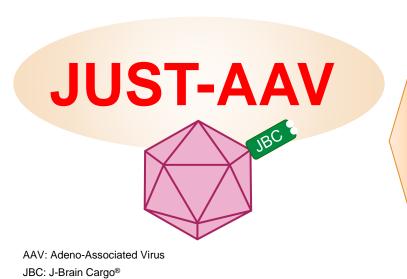
Collaboration through JCR's Proprietary Technologies



Broad applicability of J-Brain Cargo® to various modalities







JCR

Ultimate Destination of Organ

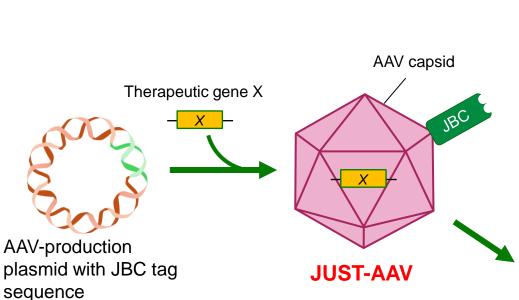
Safeguarding against off-target delivery

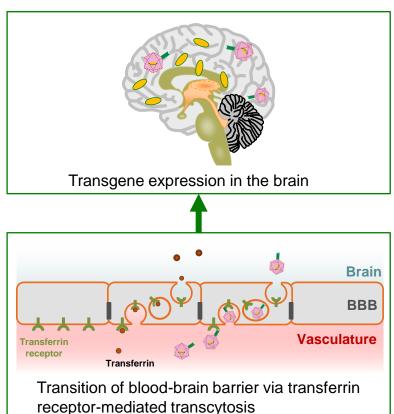
Transformative Technology

AAV with directionality to target tissues/organs and reduced migration to specific tissues/organs

Mechanism of Action of JUST-AAV (in case of brain-targeting type)

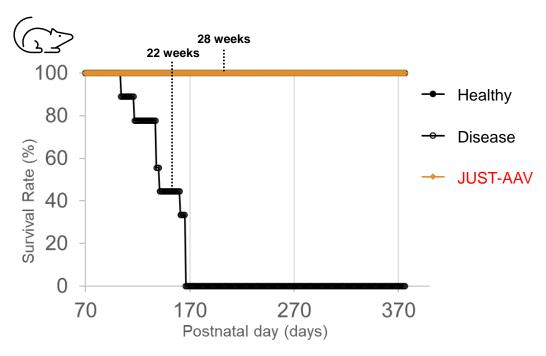






Gene Therapy with JUST-AAV: Survival in a Mouse Model of CLN2





Tail coding

Black: Healthy at 28 weeks

Red: JUST-AAV-treated at 28 weeks

None: Disease control at 22 weeks



Nov 20, 2024_R&D meeting

JUST-AAV resulted in survival of more than 370 days, similar to healthy mice

Shaping the Future with JCR's Proprietary Technologies



Partnering our groundbreaking technologies and creating breakthrough therapies in various disease areas beyond rare

Lysosomal Storage Disorders

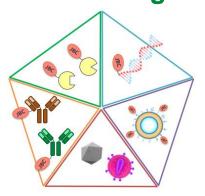
Neurodegeneration

Muscular Diseases

Neuroinflammation

Neuro-oncology

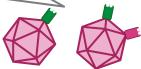




Blood-Brain Barrier transport applicable to various modalities

JUST-AAV





AAV with enhanced delivery to target tissues and reduced liver tropism

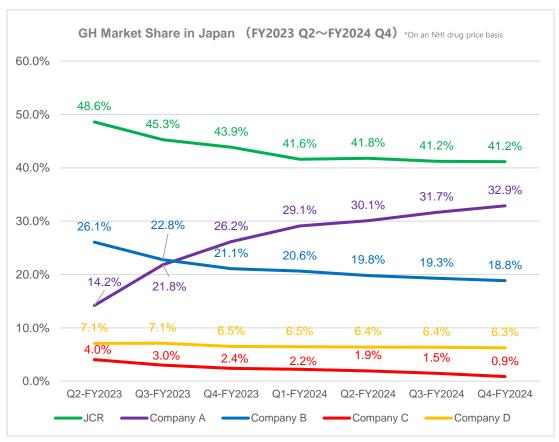
Reach Beyond, Together



Appendix

GROWJECT® Market Share Trends in Japan (Quarterly)







Mar 2025 Sales Change FY2024 Q4 (vs. FY2023 Q4) On an NHI drug price basis HP Market 33.0% -166 million yen PH Market 29.0% GP Market 61.6% -1 million yen

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HP: Hospital PH: Pharmacy

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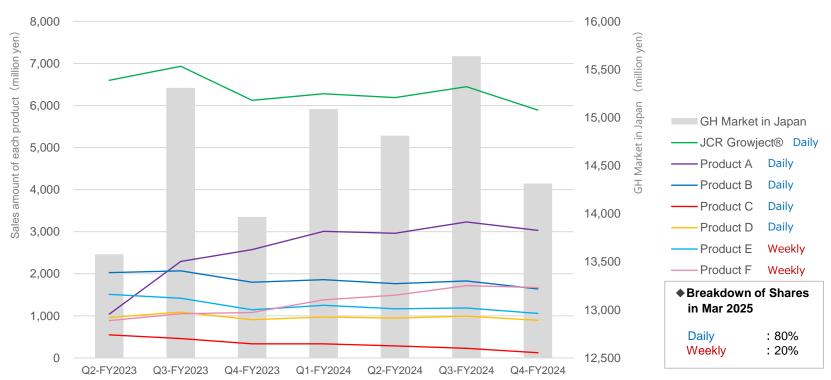
Market definition by JCR Reprinted with permission

GP: General Practitioner

GROWJECT® Sales Trends in Japan (Quarterly)

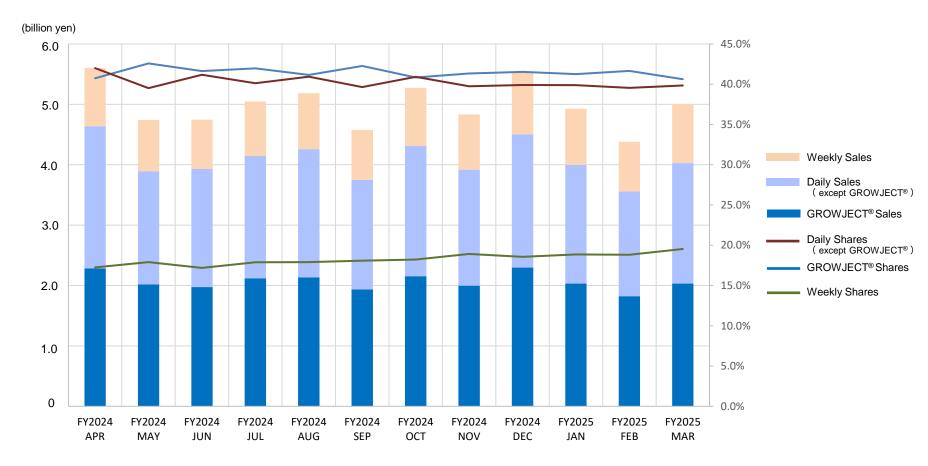






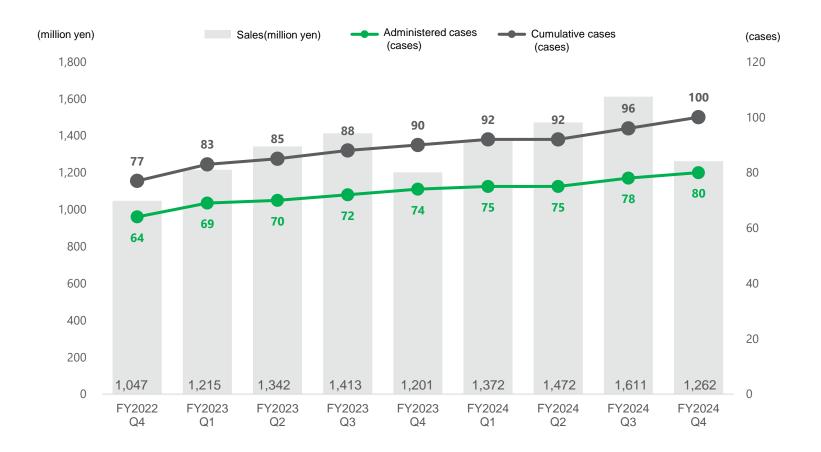
GROWJECT® Breakdown of Market Share in Japan





IZCARGO® Prescription Status in Japan





Net Sales Trends by Product FY2025 (Forecast)

2,710

FY2022

FY2025

forecast

FY2022

FY2023

FY2024

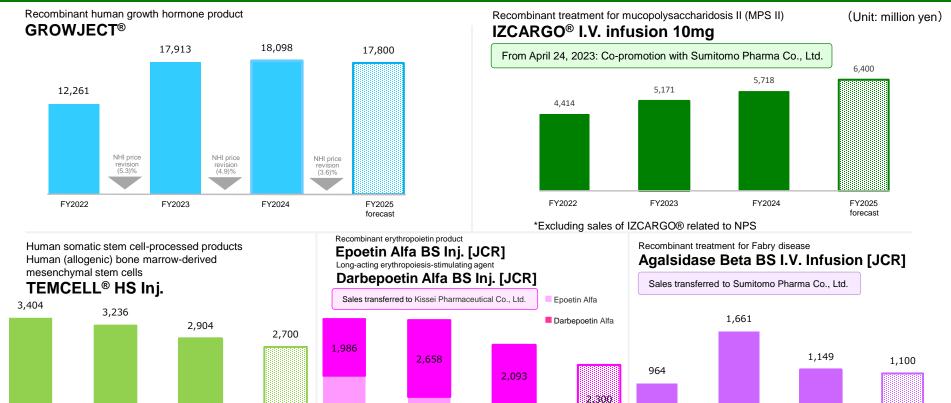
NHI price

revision

Epo (2.6)%

Darbe (12.2)%





NHI price

revision

Epo 3.7%

Darbe (11.7)%

1,994

FY2023

NHI price

revision

Epo 0.0%

Darbe (11.1)%

800

FY2025

forecast

1,690

FY2024

NHI price

revision

(4.4)%

FY2023

FY2022

NHI price

revision

NHI price

revision

0.0%

FY2024

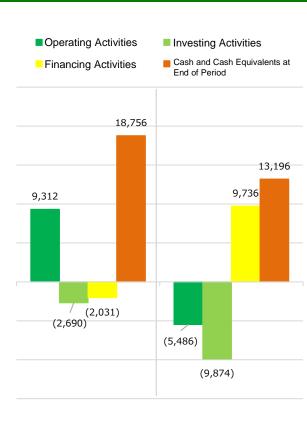
FY2025

forecast

Cash Flows (Consolidated)



(Unit: million yen)



FY2023

	FY2023	FY2024	
Cash and Cash Equivalents at End of Period	18,756	13,196	(5,559)
Net increase (decrease) in cash and cash equivalents	5,477	(5,559)	(11,036)
Financing Activities	(2,031)	9,736	+11,768
Other	(46)	(54)	(7)
Dividends paid/ treasury shares	(2,485)	(5,014)	(2,529)
Bollowings	500	14,805	+14,305
Investing Activities	(2,690)	(9,874)	(7,184)
Other	(594)	13	+607
Capital investment(property,plant and equipment)	(2,096)	(9,888)	(7,791)
Operating Activities	9,312	(5,486)	(14,798)
Other	2,998	(1,755)	(4,754)
Income taxes paid	1,982	(2,284)	(4,266)
Increase (decrease) in trade payables and accounts payable – other	(281)	(36)	+244
Decrease (increase) in inventories	(2,437)	(822)	+1,615
Decrease (increase) in trade receivables and accounts receivable – other	(3,390)	2,453	+5,844
Depreciation	3,197	3,374	+176
Profit before income taxes	7,244	(6,414)	(13,658)
	FY2023	FY2024	Difference
	_		(Offic. Hillion yell)

3,197

2,096

FY2024

Depreciation

Capital investment

eligible for subsidy.

*This amount includes the amount

3,374

9,888*

Abbreviations (A∼G)

AAV	Adeno-Associated Virus	アデノ随伴ウイルス
API	Active Pharmaceutical Ingredient	原薬
ASO	Antisense oligonucleotides	アンチセンス核酸
BBB	Blood-Brain Barrier	血液脳関門
CNS	Central Nervous System	中枢神経系
CSF	Cerebrospinal fluid	脳脊髄液
CTN	Clinical Trial Notification	治験計画届
EC	European Commission	欧州委員会
EMA	European Medicines Agency	欧州医薬品庁
ERT	Enzyme Replacement Therapy	酵素補充療法
EU	European Union	欧州連合
FDA	Food and Drug Administraion	米国食品医薬品局
GHD	Growth Hormone Deficiency	成長ホルモン分泌不全性低身長症

Abbreviations (H∼Z)

HS	Heparan Sulfate	へパラン硫酸
i.v.	Intravenous Injection	静脈注射
JBC	J-Brain Cargo®	-
LNP	Lipid nanoparticle	脂質ナノ粒子
MPS	Mucopolysaccharidosis	ムコ多糖症
NPS	Named Patient Supply	特定の患者への医薬品提供プログラム
ODD	Orphan Drug Designation	希少疾病用医薬品指定
Ph I	Phase I	臨床第1相試験
Ph II	Phase II	臨床第2相試験
Ph III	Phase III	臨床第3相試験
PRIME	Priority Medicines	アンメットメディカルニーズを対象とした医薬品の開発支援を強化するためのスキーム
R&D	Research and Development	研究開発
siRNA	small interfering RNA	短鎖干渉RNA
TBD	To be determined	未定

Disclaimer Regarding Forward-Looking Statement



- This material contains forecasts, projections, goals, plans, and other forward-looking statements regarding the Company'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.
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- The figures in this document are rounded down to the nearest million yen, and percentages are rounded to the nearest whole number. As a result, there may be discrepancies in the total figures.