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To whom it may concern

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Medium- to Long-Term Growth Strategy 2026

—Rolling Update of "Rohto Group Medium- to Long-Term Growth Strategy 2025-2035" and Announcement of Financial Forecasts for FY2032—

ROHTO Pharmaceutical Co., Ltd. ("the Company") hereby announces that it has operated and updated its "Rohto Group Medium- to Long-Term Growth Strategy 2025-2035," formulated to achieve long-term and sustainable growth, using a rolling approach under which management forecasts are reviewed periodically in response to a rapidly changing and uncertain environment. The Company has also established financial forecasts toward FY2032, as set forth below.
For details of the strategies and management policies for each business segment, please refer to the related materials listed below.

1. Background

In recognition of the importance of articulating a medium- to long-term management vision, the Company has formulated an outlook for sustainable growth under a medium- to long-term growth strategy looking 10 years ahead, with the aim of providing a clearer picture of the future direction it seeks to pursue. Based on its rolling approach, the Company has updated the period covered to FY2027-FY2032 from the previous FY2031 financial forecast and has newly prepared financial forecasts for FY2032.

2. Mid- to Long-Term Strategy Overview

Evolve Rohto Science and expand into professional care, with self-care at the core!
Create a future that expands the circle of Well-being.

Challenges	Strategies
Strengthening business profitability	**Global expansion of the self-care business and expansion into new fields** ■ Deliver new value in eye care and skin care in Japan and overseas. ■ Establish a presence in new fields such as hair care and Fem Care.
Deepening and expanding technological product capabilities	**Providing a Well-being lifestyle** ■ Introduce supplements based on phytoscience* ingredient research. ■ Expand gastrointestinal care and prognostic care through internal medicines and food products, leveraging synergies with EYS.
Building a foundation for Medical business	**Establishing a foundation and network for Medical business** ■ Expand CDMO from chemicals to biologics and cell processing. ■ Strengthen intra-Group collaboration in the ophthalmology business; develop cosmetics for dermatology. ■ Develop new prescription ophthalmic drugs and regenerative medicine products.

3. Financial Forecasts for FY2032

For FY2032, the Company forecasts sales of ¥464.0 billion, operating profit of ¥59.8 billion, an operating profit margin of 12.9%, an overseas sales ratio of 56%, and a dividend payout ratio of 40%.

The Company also aims to secure an operating profit margin of at least 12% for profitability and ROE of at least 10% for efficiency, while simultaneously achieving a “sound financial position,” “growth investment,” and “improved shareholder returns.”

Reference: Financial Forecasts for FY2032(After the Rolling Update)

	FY2026	**FY2029**	**FY2032**
Sales	¥343.7 billion	¥405.0 billion	¥464.0 billion
Operating profit (margin)	¥41.1 billion (12.0%)	¥51.0 billion (12.6%)	¥59.8 billion (12.9%)
EBITDA margin	17.0%	17.7%	18.1%
Overseas sales ratio	51%	54%	56%
Dividend payout ratio	30.4%	36%	40%

4. Comparison with the Previous FY2031 Financial Forecasts

Under the previously announced medium- to long-term growth strategy, the Company had forecast sales of ¥415.0 billion, operating profit of ¥54.0 billion, an operating profit margin of 13%, and an EBITDA margin of 18.2% for FY2031. In this rolling update, compared with the previous FY2031 forecasts, the Company has raised its sales forecast by ¥29.0 billion to ¥444.0 billion and its operating profit forecast by ¥2.8 billion to ¥56.8 billion. The Company has also revised the fiscal year covered to FY2032 and newly forecasts sales of ¥464.0 billion, operating profit of ¥59.8billion, and an operating profit margin of 12.9%.

5. Approach to Shareholder Returns

Under its existing policy, the Company seeks stable and continuous dividend increases while pursuing the simultaneous achievement of a “sound financial position,” “growth investment,” and “improved shareholder returns.” In the FY2031 financial forecast, the Company had indicated a policy of seeking stable, progressive dividend growth based on a dividend payout ratio of at least 30% and DOE of at least 3.5%. Under the forecasts after this rolling update, the Company forecasts a dividend payout ratio of 40% and DOE at the 4.0% level for FY2032.

6. Future Policy

The Company will continue to review its medium- to long-term business strategy on a rolling basis with a view to enhancing corporate value. For further details regarding this announcement, please refer to the related materials listed below.

*Phytoscience: One of ROHTO Pharmaceutical’s new business strategies aimed at developing the health industry and addressing social issues by utilizing local natural materials and technologies. It focuses on the activity and functions of materials found in nature (“phytopower”) and seeks to expand the value and potential of phytopower and build a sustainable society by elucidating them through cutting-edge science.

●Related materials
Website address:
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