

Cosmo Bio (TYO: 3386)

Contributing to the advancement of life science through the provision of research reagents and life science equipment

Summary

◇ Cosmo Bio Co., Ltd is a trading company specialising in the life sciences with the aim of “Contribute to the advancement of life sciences”. Founded in 1983 as a subsidiary of the former Maruzen Oil, the Company went through an MBO and is now an independent, specialised trading company. Approximately 80% of sales are research reagents used in research facilities of pharmaceutical companies, universities and research institutions the Company's strengths include its excellent customer base, its extensive procurement network, which includes more than 12 million products and services from over 500 suppliers in Japan and overseas, and its highly specialized personnel and sales force, which accurately grasp the needs of domestic customers. In recent years, the Company has been promoting measures to expand its business in Japan and overseas, including the provision of contract services, the sale of its own products, and the provision of its own contract services, in addition to its purchasing and sales.

◇ **Expected stable growth and risk factors in the reagent market:** The domestic life science research reagent market is estimated to be worth approximately 120 billion yen and is growing steadily at an annual rate of around 3%. Given trends in R&D expenditure by client pharmaceutical companies and Grants-in-Aid for Scientific Research, a budget indicator for universities and research institutions, long-term stable growth is also expected.

The Competitors in this market are the Japanese subsidiaries of foreign reagent manufacturers, subsidiaries or business divisions of major domestic chemical manufacturers, and independent trading companies, including the Company itself. The Company's current market share is estimated to be around 5%.

There are two main risks to be aware of: firstly, there is the risk of losing commercial rights due to the reorganization of reagent suppliers through M&A (a common occurrence in North American bio-related ventures); and secondly, there is the risk of exchange rate fluctuations (a time lag occurs before the cost of yen-denominated purchases can be passed on to customers, and there is a tendency for profits to be affected in yen appreciation phases and losses to be affected in yen depreciation phases).

◇ **“Three-year plan” and “Towards achieving management that is conscious of capital costs and share price”:** The Company is implementing a three-year plan covering the period from FY12/2023 to FY12/2025. In March 2024, Mr. Shibayama was appointed Representative Director and President, and in August 2024, he announced “Measures towards achieving management that is conscious of capital costs and share price”. This breaks down the primary measures of the three-year plan into stages based on a time axis and presents specific measures aimed at achieving an ROE of 8% or more and a PBR of 1.0. If the various measures are successful, they will also mitigate the risks mentioned above, so the progress of these measures is attracting much attention.

◇ **FY12/2024 results:** Net sales of 10.03 billion yen (+ 7.5% YoY), operating profit of 318 million yen (- 38.7% YoY), net profit attributable to owner of parent of 262 million yen (- 40.8% YoY). Although sales reached 10 billion yen for the first time, profits decreased due to an increase in the COGS ratio caused by the depreciation of the yen (actual rate: 149 Yen/USD, depreciation of 9 Yen) and an increase in SGAE due to the Company's increased business activities. Furthermore, strategic measures are being steadily implemented, and the Company is also increasing dividends and acquiring treasury stock without damaging its financial position.

◇ **FY12/2025 company forecast:** Net sales of 10.7 billion yen (+6.6% YoY), operating profit of 490 million yen (+53.8% YoY), net profit attributable to owner of parent of 430 million yen (+64.1% YoY), assumed exchange rate of 152 Yen/USD. The plan is to increase profits by offsetting the deterioration in the COGS ratio due to the depreciation of the yen and the increase in SGAE with productivity improvements through DX.

◇ **Share price observation:** In the most recent six months, the share price has fluctuated between 1,000 and 1,200 yen. Although there is a tendency for the share price to move in line with the dollar-yen exchange rate, the fact that the yen has weakened has provided support for the share price, and the Company has managed to complete its FY12/2024 accounts without any significant shocks. The stock market values the Company's positive earnings, sound finances, low PBR, dividend yield in the 4% range, commitment to achieving ROE of 8% and PBR of 1, and share buybacks. Although it is impossible to take one's eyes off the foreign exchange trends, if the effects of the Company's various measures start to appear in its financial figures, it could develop into a company aiming for a PBR of 1.

Basic Report

Pharmaceuticals and pharmaceutical wholesalers

As of April 14, 2025

Share price (4/11)	1,112 Yen
52weeks high/low	¥ 888/1,229
Avg Vol (3 month)	4.7 ^{thou} shrs
Market Cap	¥6.73 bn
Enterprise Value	¥3.57 bn
PER (12/25 CE)	14.8 X
PBR (12/24 act)	0.71 X
Dividend Yield (12/25 CE)	4.5 %
ROE (12/24)	3.0 %
Operating margin (12/24)	3.2 %
Beta (5Y Monthly)	0.23
Shares Outstanding	6.048 mn shrs
Listed market	TSE Standard section

Share price performance



% of	1M%	3M%	12M%
Share prices	0.27	3.35	10.98
Relative share price	-8.66	-9.11	-10.06

Points of interest

Specialist biotechnology trading company with the objective of 'contributing to the advancement of life science'. It is one of the leading providers of life science research reagents, offering 12 million items from some 500 manufacturers worldwide to meet the diverse needs of researchers. In recent years, the Company has focused on its manufacturing function and expanded into in-house contract services and its own manufacturing and sales business, which is expected to contribute to earnings and improve capital efficiency.

This report (financial update) has been prepared at the request of Cosmo Bio. For details, please refer to the Disclaimer on the last page.



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Key financial data

(Unit: mn, yen)

	2019/12	2020/12	2021/12	2022/12	2023/12	2024/12	2025/12
[Statements of income]							Company forecast
Net sales	7,590	8,092	9,231	9,553	9,340	10,037	10,700
Cost of sales	4,710	4,940	5,572	6,112	6,090	6,708	
Gross profit	2,879	3,152	3,658	3,440	3,249	3,329	
SG&A expenses	2,474	2,399	2,609	2,624	2,729	3,010	
Operating income	405	752	1,048	816	519	318	490
Ordinary income	470	817	1,099	790	653	364	580
Net profit before taxes	388	1,008	1,099	790	653	369	
Net profit attributable to owners of the parent	237	674	737	517	442	262	430
[Balance Sheets]							
Current assets	5,927	6,756	7,310	7,136	7,102	7,229	
Cash equivalents and short-term securities	2,516	3,259	3,555	3,036	3,025	2,393	
Non-current assets	2,962	2,883	2,761	3,176	3,770	4,493	
Total assets	8,890	9,640	10,072	10,313	10,872	11,723	
Total liabilities	1,568	1,779	1,752	1,695	1,846	2,167	
Total net assets	7,321	7,861	8,319	8,617	9,026	9,555	
Equity ratio (%)	77.0%	76.3%	77.3%	78.1%	77.7%	76.5%	
[Statements of cash flows]							
Cash flow from operating activities	549	803	648	284	736	241	
Cash flow from investing activities	-115	42	-145	-291	-758	-217	
Cash flow from financing activities	-85	-97	-420	-236	-201	-479	
Increase/decrease in cash and cash equivalents	348	743	95	-218	-210	-433	

Source: Omega Investment from company materials



Company profile

Cosmo Bio is a trading company specialising in the life-science field, focusing on reagents*, with the Group's objective of "Contribute to the advancement of life sciences". Its main business is purchasing and wholesale research reagents, equipment, contract services and clinical reagents related to life sciences. Reagents' market size is different from those of diagnostics and therapeutics. Still, they are essential products and services indispensable for life science researchers worldwide to develop new drugs.

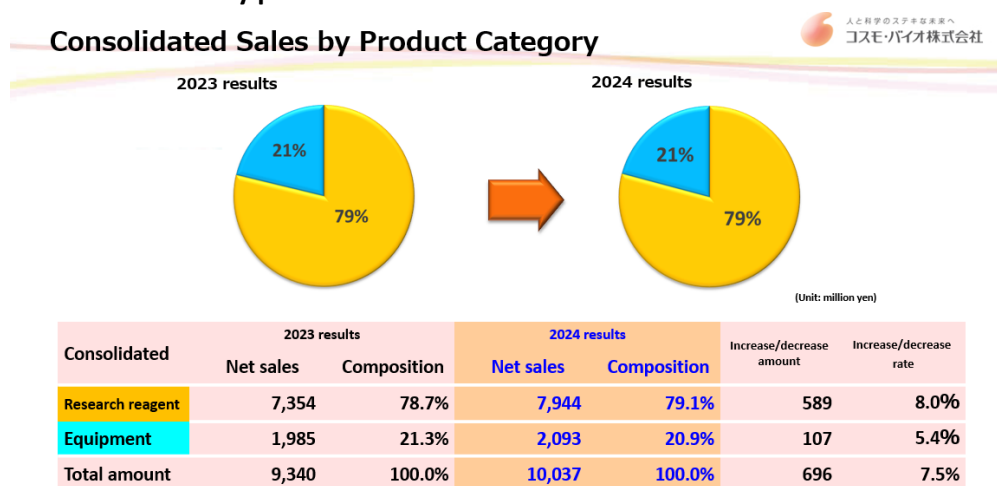
History

The company's history can be traced back to 1983 when it was founded as Maruzen Oil Biochemical Co., Ltd as a subsidiary of the former Maruzen Oil (now Cosmo Oil) for basic biotechnology research reagent business. The company subsequently renamed itself to Cosmo Bio Co., Ltd. (1985) following a merger and restructuring of the parent company. In the same year, the Company began selling equipment for bio-research. In September 2000, the Company became independent from Cosmo Oil through an MBO. In August 2004, it established Cosmo Bio USA, Inc. in San Diego, California, one of the world's leading bioresearch centers and the location of many bio-ventures. It was made a base to search for reagents and promote the export of Japanese-made reagents (became a consolidated subsidiary in January 2018) . In September 2005, the Company was listed on the JASDAQ market. Subsequently, the Company expanded its operations by investing in and merging with companies in related fields. In December 2006, Primary Cell Co., Ltd. became a subsidiary, and Cosmo Bio entered the manufacturing business. In March 2010, BM Equipment Co., Ltd. was consolidated as a trading subsidiary that imports equipment and consumables for life science research. In October 2017, the Company relocated and consolidated its Sapporo business facilities and opened the Sapporo Office, establishing a structure to reinforce its recent focus on contract services and manufacturing and sales. (See also the Alignment Chart on p. 22)

Breakdown of most recent sales

Research reagents and Equipment for 79% and 21% of the Company's FY12/2024 sales of 10,037 million yen, respectively.

Breakdown of sales by product



*Reagents: according to the Japan Reagents Association, reagents are legally defined as 'chemical substances used for the detection or quantification of substances by chemical methods, experiments in the synthesis of substances or for physical properties'.

The general concept is also defined as "chemicals used for measurement standards, detection and confirmation of substances, quantification, separation and purification, synthesis experiments and measurement of physical properties in testing and research cases, such as inspection, testing, research and experiments, in the form of supply suitable for small quantities with guaranteed quality for the respective purpose of use". More specifically, they are agents used for experiments, research, and measurements and include chemical substances, components extracted from the body of a living organism (proteins, cells, nucleic acids, etc.), and solvents used to react with them. Reagents for life science are mainly extracted from living organisms or synthesised from such substances and are supplied in small quantities, such as several tens of micrograms.

On the other hand, diagnostic reagents are drugs doctors use in various tests to diagnose health or disease conditions. They are also known as in vitro diagnostic drugs or clinical diagnostic reagents and are distinguished from reagents.

Generally, we take therapeutic drugs (ethical drugs) to cure diseases. They are administered to treat various diseases and are researched, developed, manufactured, and marketed by major national and international pharmaceutical companies.

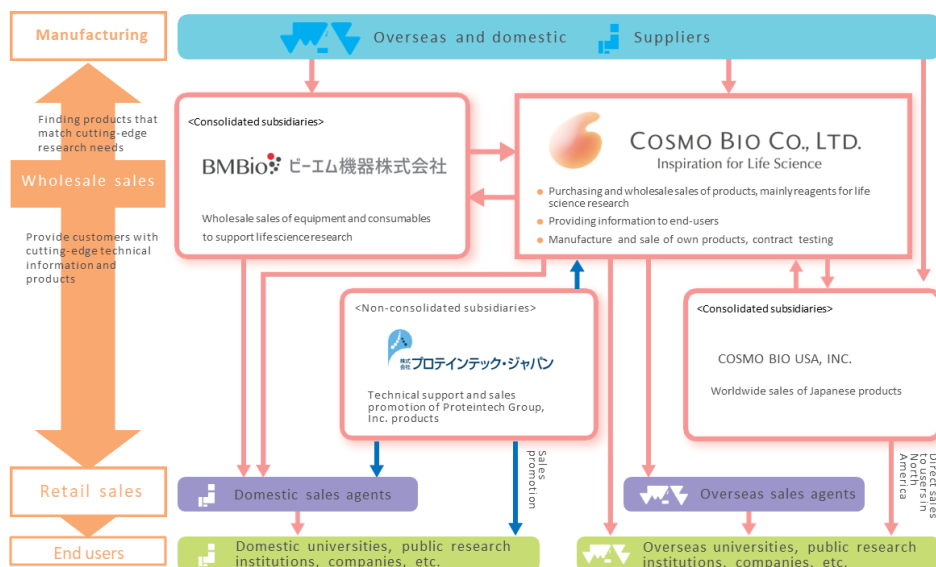
The domestic market for life science research reagents is around 120 billion yen (2021, company data), the market size for diagnostics is about 800 billion yen (2021, Japan Association of Clinical Reagents Industries), and the market for therapeutic drugs (ethical drugs) is approximately 9.4 trillion (2021, IQVIA) .



Company's group

The company's group comprises Cosmo Bio (the Company), two consolidated subsidiaries: BM Equipment and Cosmo Bio USA, Inc., and the non-consolidated subsidiary Proteintech Japan Co., Ltd. For their respective businesses and product flows, see the diagram below. BM Equipment and Proteintech Japan are located on the same floor in the head office in Koto-ku, Tokyo, where Cosmo Bio is based, to facilitate communication as a group.

Overview of the Company's group and product flow



Source: Company materials

In addition to Koto-ku, Tokyo, mentioned above, where the Company's head office is located, the Company's other operating bases include the Sapporo Office and the Shinsuna Logistics Centre. As mentioned in history, the Sapporo Office (Otaru, Hokkaido) was established in October 2017 by relocating and consolidating the Company's Sapporo area business facilities. The facility is responsible for contract services and manufacturing and sales, which are the Company's growth areas of focus.

The Shinsuna Distribution Centre was opened in January 2013. The company runs a system to hold an inventory of hot-selling products (the Group's products and inventory on its BS at end-December 2023 amounted to about 1 billion yen) and ship them. The company can respond precisely to the needs of pharmaceutical companies, universities, and research institutions, which often require prompt deliveries.

Sapporo Office



Warehouses where the Shinsuna Logistics Centre is in



Source: Company materials, etc.



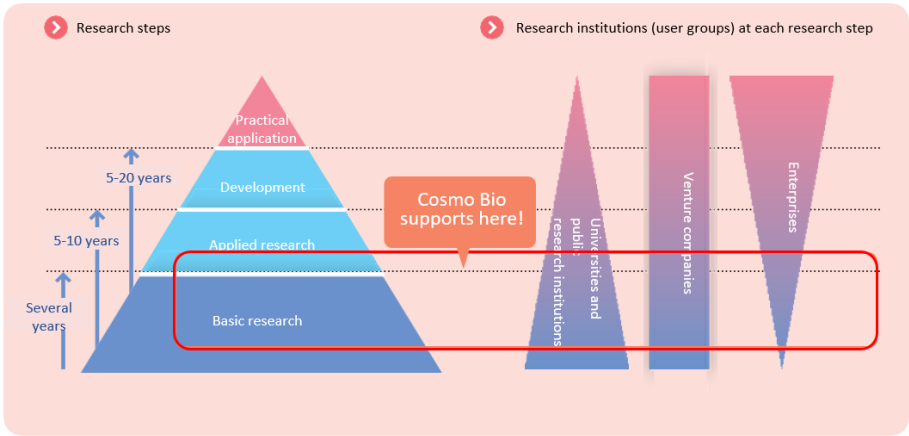
Business overview

Provides essential reagents and equipment for life science researchers worldwide

The company provides life science researchers worldwide with research reagents that are integral to the basic research process. The development of pharmaceuticals usually takes a long period, over ten years, involving basic research, applied research, development and clinical trials. In recent years, the development of antibody drugs and the linkage with IT, such as in silico (including the application of quantum computers to accelerate the process), are expected. Still, steady research activities in the research field are necessary.

The reagents and equipment provided by the Company are essential items in basic research at pharmaceutical companies, universities, and research institutions, and demand is expected to grow steadily to ensure a stable and constant profit margin.

Life science research and User demographic



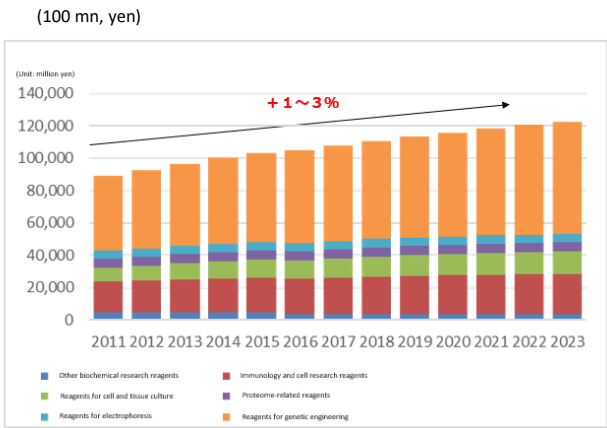
Source: Company materials

Japanese life science research reagents market

The domestic life science research reagent market has grown at an average annual growth rate of about +3% so far, and the market size is estimated to be around 120 billion yen in 2023.

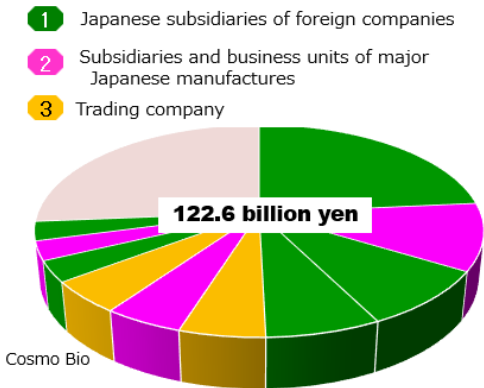
The market shares by operators are shown in the chart on the right below. Japanese subsidiaries of reagent companies in North America and elsewhere and group companies or business units of major Japanese chemical manufacturers account for a certain share. Two independent specialist trading companies, including the Company, are also in the Top 10, and their share is estimated to be around 5%. Although competition between the companies is intense, each has its own areas of specialisation, and they can secure a certain level of sales and profits.

Japan’s life science research reagents - market size and trends



Source: Company materials

Japan’s life science research reagents - players and market share



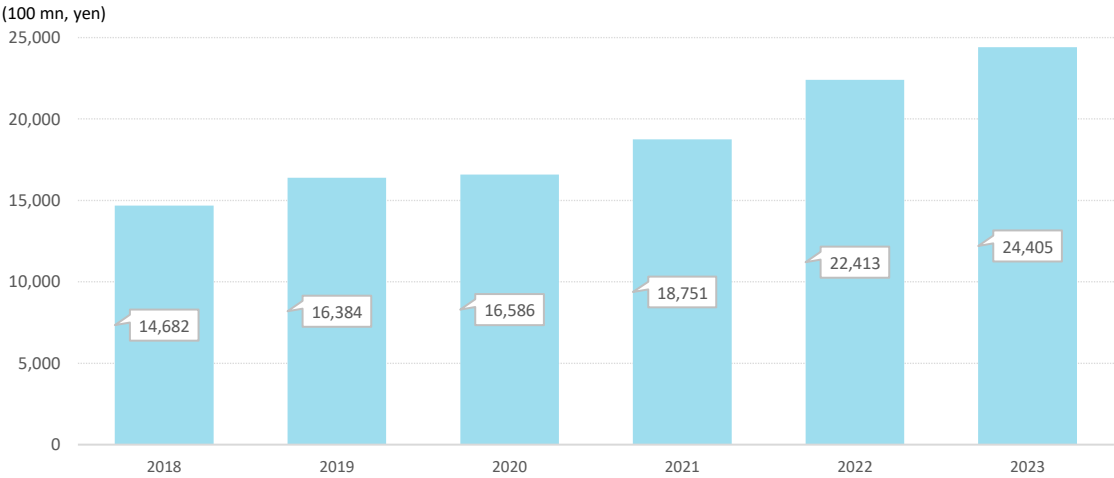
Source: Yano Research Institute

Source: Company materials

Next examines the status of the reagents’ users. As mentioned, the customers of reagents are pharmaceutical companies, universities, research institutions and other research facilities in the life sciences sector.

Firstly, the total R&D expenditure of Japan's top 10 largest pharmaceutical companies was worth 2.2 trillion yen in FY2022 and is growing steadily, as shown below. Much of the Company's reagent business is estimated to be related to research expenditure in Japan, and it appears that this part of the business is also generally performing well.

Trends in research and development expenditure of major domestic pharmaceutical companies

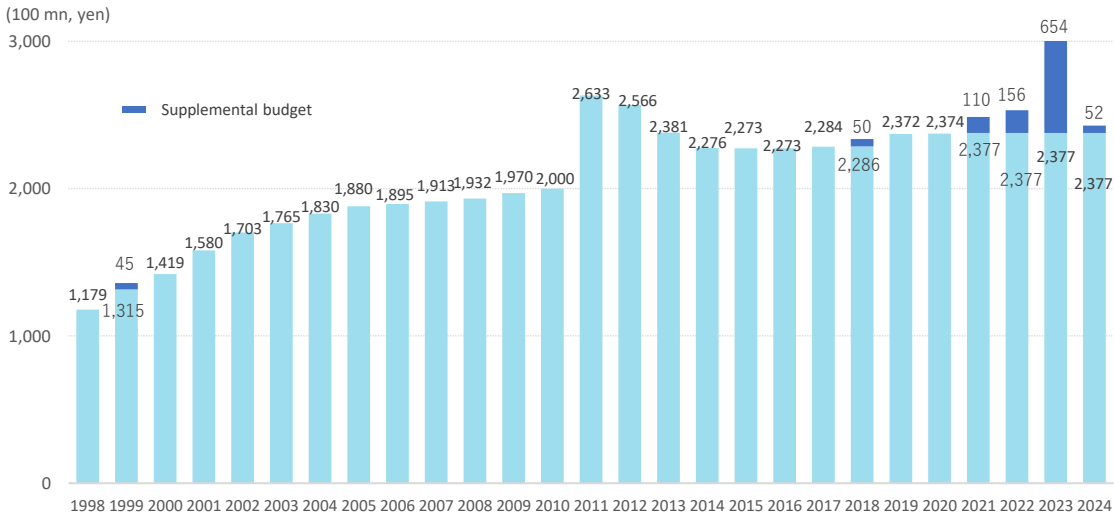


Note: Total R&D expenditure of Takeda Pharmaceutical, Daiichi Sankyo, Astellas, Otsuka HD, Eisai, Chugai Pharmaceutical, Sumitomo Pharma, Ono Pharmaceutical, Shionogi&Co and Kyowa Kirin Co. Mitsubishi Tanabe Pharma has been excluded because it was not possible to obtain consecutive figures.

Source: Prepared by Omega Investment from the companies’ annual reports.

Next, trends in Grants-in-Aid for Scientific Research (KAKENHI) at Japanese universities and educational institutions are as follows. University-related budgets have often been cut, but Grants-in-Aid for Scientific Research are on an increasing trend to promote contemporary demands and innovation in academia while reforming the system. Although we should be aware that the Grants-in-Aid for Scientific Research are growing somewhat sluggishly and that the rising cost of utilities puts pressure on budgets in some areas, the overall trend can be seen as firm. As described above, the life science research reagent market can be considered a stable growth market.

Trends in Grants-in-Aid for Scientific Research



Source: Prepared by Omega Investment from the Ministry of Education website and other sources.



The range of products and services offered by the Company

The company introduces 12 million state-of-the-art products from some 500 suppliers worldwide, adds its value and provides them to life science researchers through its approximately 200 distributors. Furthermore, in addition to the traditional trading company business, in recent years, the Company has promoted the development and manufacture of its own products and the provision of its own contract services. Examples of current products and services are as follows.

1. life sciences trading business

Introducing state-of-the-art products from around the world and providing them to researchers involved in basic research.

(1) Research reagents

General purpose reagent

Antibodies, hormones and other biological substances, media additives, chemicals, etc.

Application reagent

Kits used in genetic analysis, protein expression and other research, and kits for the detection and quantification of biological substances and environmental contaminants.



(2) Research equipment, instruments, and consumables

Research equipment and instruments

Gel imaging equipment, gene transfer equipment, PCR equipment, ultrasound disruption equipment

Consumables

Pipette tips, PCR tubes, cell culture petri dishes/plates, gloves, etc.



(3) Drug discovery research support and contract services

Drug discovery research support

Analysis essential for drug discovery, such as drug candidate discovery, target discovery and biomarker analysis, on behalf of clients.

Other contract services

Measurement of the activity of test substances and the creation of custom products according to researcher's requirements.

(4) Export of research reagents and equipment

The US subsidiary Cosmo Bio USA plays a central role.

2. life science-related manufacturing and development operations

Development and manufacture of own products and provision of contract services, in collaboration with universities and other research institutions.

(1) Primary cultured cells and other reagent production and contract testing

Production and sale of cells that cannot be replaced by imported cells, provision of contract services using cells, etc.

In addition to imported cells, development and production of reagents that are not available on the market, reflecting the demands of researchers.

Cell/cell culture products

Adipose tissue-related, bone, cartilage and tooth-related, pancreas-related, liver function-related, cardiovascular-related, immune-related, and mesenchymal stem cells, feeder cells, tumour cell lines, macrophage-related, coating reagents, etc.

Assay kit related

Various measuring, staining and detection/purification kits, etc., including neuro/dementia-related, macrophage/immunity-related, exosome-related, anti-glycation and anti-ageing-related.

Bioresearch equipment

Constant temperature transport containers, aluminium block and mat heat insulation devices, anti-condensation glass plates, etc.

Contract services

Gut flora analysis, tear fluid analysis services, cell assays, etc.

Product development in collaboration with research institutions

Development of own-brand products in collaboration with research institutions with superior technology and know-how.

(2) Custom peptide synthesis & antibody production services

Custom synthesis of peptides with sequences that meet researchers' requirements.

Providing products and services that support not only basic research at universities and other institutions but also drug discovery by pharmaceutical companies. Additionally, the Company offers contract services for antibody production using this peptide as a material (antigen).

Custom peptide synthesis

Peptide synthesis, including AQUA-grade peptide design and synthesis services.

Antibody production service

MODELAGON epitope design service, polyclonal antibody production, monoclonal antibody production, etc.

(3) Protein production and contract manufacturing using chicken egg bioreactors

Commercialised a technology to produce large quantities of value-added functional proteins in genome-modified chicken eggs. In July 2019, the Company started a contract manufacturing business to produce and purify large quantities of proteins required by users and deliver them to them.



Corporate uniqueness/strengths

Strong relationships of trust with clients and suppliers: In research and development, where reagents are used, a single reagent is rarely used in large quantities. A variety of reagents in microgram quantities are required at each research level. The company is attentive to diverse needs based on 40 years of building trusting relationships with clients and solid relationships with suppliers of state-of-the-art reagents, mainly in North America.

Providing state-of-the-art information in the life-science field: As a specialist life sciences trading company, in addition to the information-gathering capabilities of its head office, the Company, in cooperation with COSMO BIO USA, INC, also exhibits and participates in various bio-related events, providing cutting-edge information in the life sciences sector to anticipate the needs of its clients.

Responding to user needs by manufacturing and developing in-house products: In addition to its principal business as an importer and trading company, it manufactures and sells cells that cannot be replaced by imported cells and provides contract services using cells. To achieve further growth, the Company plans to focus on the manufacture and sale of its own products and the provision of contract services.

Accumulation and possession of various know-how related to the reagent business: Products in the life sciences sector, especially those related to reagents, require different knowledge and know-how than the import and export of ordinary products. Many of the products handled by the Company need to comply with various laws and administrative guidance, such as the Pharmaceutical and Medical Device Act (Act on Securing Quality, Efficacy and Safety of Products Including Pharmaceuticals and Medical Devices), the Poisonous and Deleterious Substances Control Act and the Narcotics and Psychotropics Control Act. These laws vary from country to country, and knowledge and information on the differences between countries are also important. In addition, some reagents are of animal origin and are subject to animal quarantine. Furthermore, some reagents, such as proteins, nucleic acids, and cells, are of biological origins. Appropriate temperature control is required, such as packing dry ice during international transport procedures. The company's know-how and expertise in these reagents are one of its strengths.

Risk factor

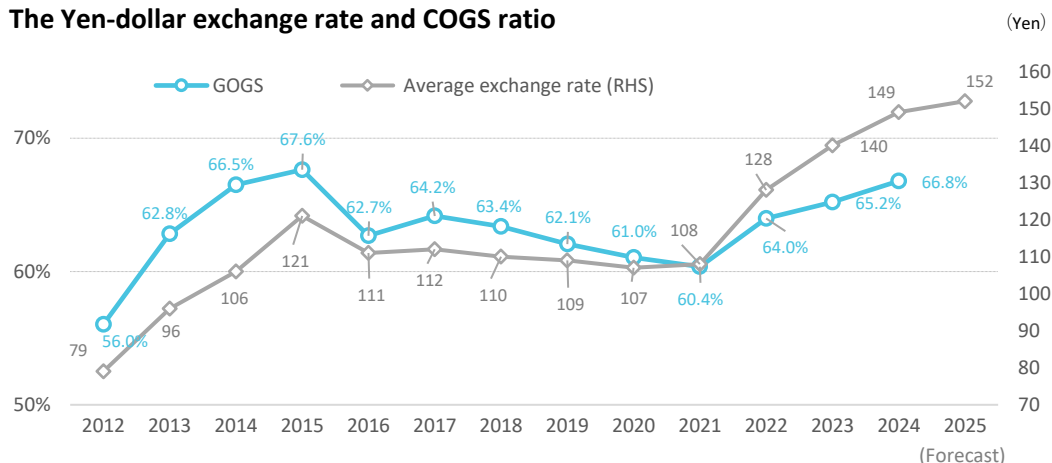
-Commercial rights risk: Of the Company's more than 500 suppliers, 400 are overseas, mainly in North America. If the management rights of these companies were to change hands through M&A, the Company could lose its commercial rights in Japan. Overseas suppliers could also independently build up their own sales networks in Japan or switch to competing companies.

-Exchange rate risk: Approximately two-thirds of the Company's purchases are in US dollars, so the cost of sales rises and falls with exchange rate fluctuations. Two-thirds of the Company's purchases are in US dollars. Based on internal policy, the Company makes forward exchange contracts within a certain range of actual demand. Still, when the yen suddenly weakens, the cost of sales rises sharply as the price increase is delayed, which significantly impacts business performance. (See the figure below)

-Competitive risk: There is also intense competition within the industry in the domestic market.

-Regulatory risk: Some of the Company's products require compliance with various laws and regulations. An accident or other event could result in a violation of the law, and if these laws and regulations are revised, new measures will be required.

The Yen-dollar exchange rate and COGS ratio



Source: Omega Investment from company materials

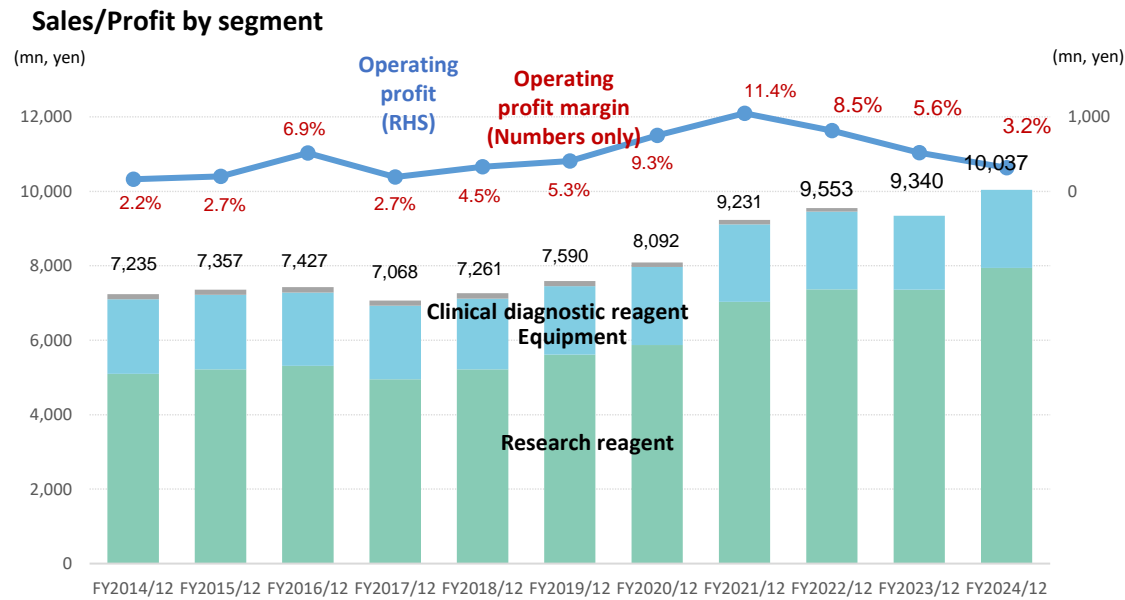


Earnings trend

The Company's long-term financial performance is reviewed. Sales have generally risen steadily due to the steady market expansion mentioned earlier and the Company's precise business development. In terms of profits, the Company has been profitable since its establishment, providing investors with some degree of reassurance.

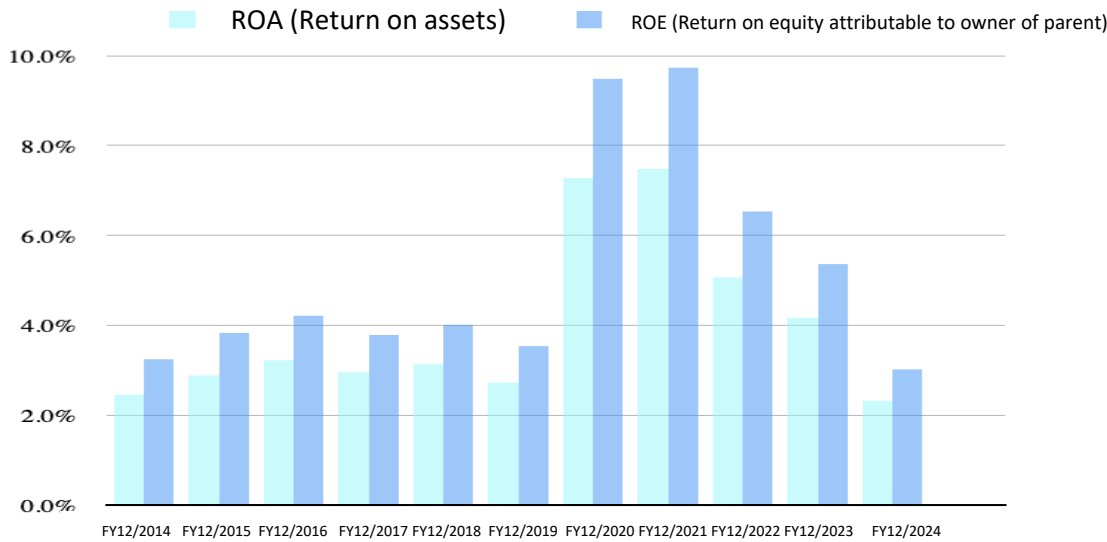
However, the operating profit fluctuated between 100 million yen and 1 billion yen, as shown in the graph below. As mentioned above, the high volume of imported products means that, in some cases, there are advantages to the strong yen and disadvantages to the weak yen, affecting the COGS ratio. SG&A expenses have generally trended lower as sales have grown. Still, the operating profit margin has been affected by fluctuations in the COGS ratio, which has fluctuated between the 2% and 11% range.

As a result, ROA and ROE have also fluctuated widely: while at one time, ROE exceeded 8% and was close to 10%, it has fallen into the low single digits in the last two years. In the long term, ROE has often been below the guideline of 8% in many financial years, and improvements in capital efficiency through upgrading the business structure are awaited. As discussed later, it is hoped that the steady implementation of the Group's "Three-year plan" and "Towards achieving management that is conscious of capital costs and share price", which is currently underway, will increase ROE.



Source: Omega Investment from company materials

ROA/ROE



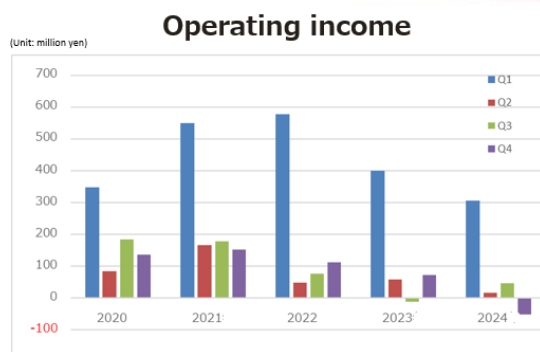
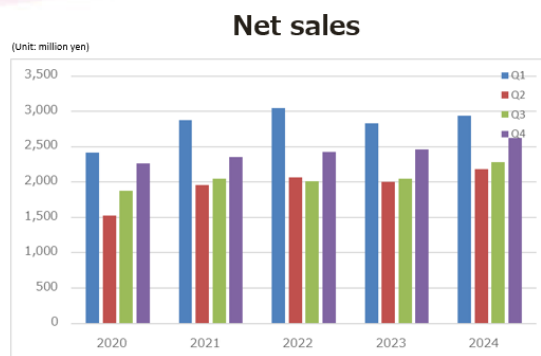
Source: Omega Investment from company materials



The Company's revenues and profits tend to be weighted towards the January-March period (Q1), as the financial year of many of its customers ends in March.

Sales/Profit by segment (Quarterly basis)

Quarterly trends (sales, operating profit)



Source: Company materials

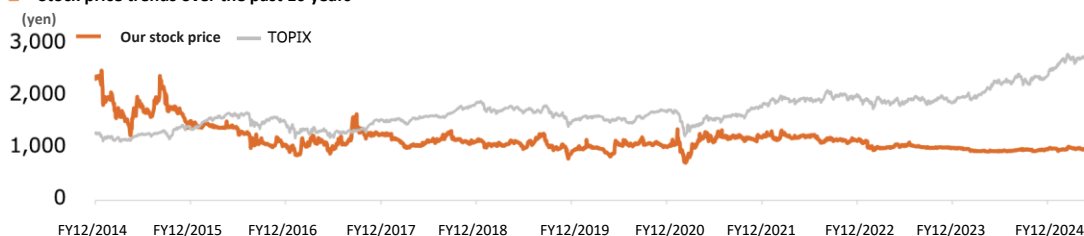


Growth strategy : “Three-year plan” and “Towards achieving management that is conscious of capital costs and share price”

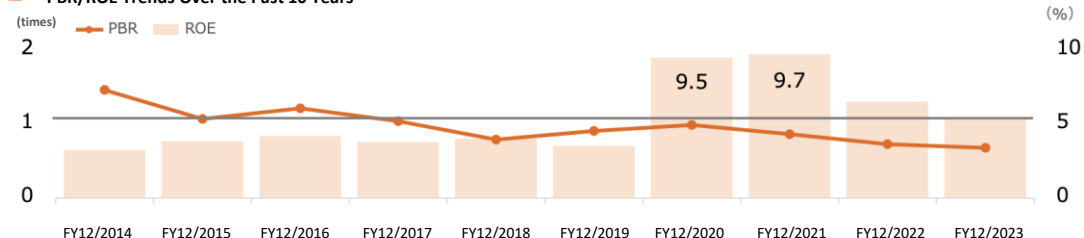
If we summarize the characteristics and issues related to the Company's business and corporate value,

- The Company has established a firm position in procuring and selling research reagents, which continue to grow steadily. It has a stable base of high-quality customers, including domestic pharmaceutical companies, universities, and research institutions, and it continues to operate profitably.
- However, because it is a trading company, its operating profit margin is not high, and because it is highly dependent on imports from overseas, it is easily affected by exchange rates. The operating profit margin fluctuates wildly, from the 2% range to the 11% range.
- As a result, the Company has had to adopt a conservative financial management approach and has been in a net cash position. ROA and ROE are generally low, and ROE has not yet reached a stable level of over 8%.
- The share price also continues to trend below 1x PBR.

■ Stock price trends over the past 10 years



■ PBR/ROE Trends Over the Past 10 Years



Source: Company materials

In response to these management issues, the Company announced its “Three-Year Plan (2023–2025)” when it announced its financial results for the fiscal year ending December 2022. After the change of president in March 2024, in August 2024, the Company announced “Towards Achieving Management that is Conscious of Capital Costs and Share Price”. This breaks down the primary measures of the three-year plan into stages based on a time axis and presents specific measures aimed at achieving an ROE of 8% or more and a PBR of 1. The following is a summary of the main points.

1) New Three-Year Plan (2023-2025): “Contribute to the advancement of life sciences” as the Group’s objective

The group has set out its purpose as “Contribute to the advancement of life sciences” and established a group philosophy and policy. As specific long-term strategies, the group plans to: 1) create products and services that will become new growth pillars; 2) expand into markets other than research-use markets with a focus on life science; 3) strengthen synergies between group companies; 4) expand overseas development, including export business; and 5) achieve stable and sustainable growth.

Medium-Term Initiatives and Three-Year Plan (2023-2025)

Long-term vision

Enhance the business value trusted by life science researchers

Group Long-Term Strategy

Creation of products and services that will become new pillars of growth

Expansion into non-research markets with a focus on life science

Strengthen synergies among group companies

Expand overseas operations, including export business

Realization of stable and sustainable growth

Three-Year Plan Four Measures

Creation of a new business base

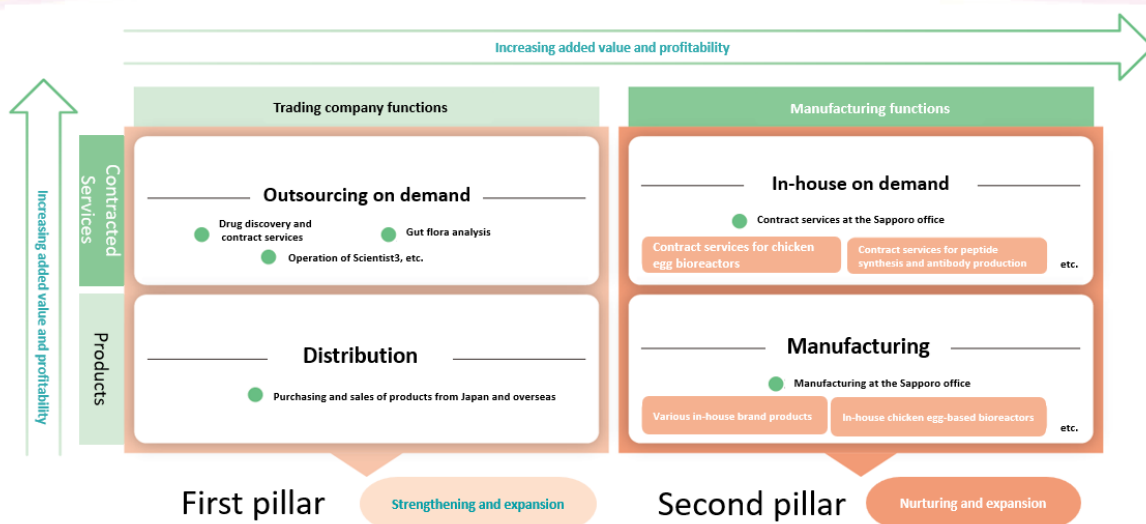
Strengthening of trading company functions

Strengthening of manufacturing functions

Improving corporate value

Source: Company materials

Overview of Cosmo Bio's business Matrix



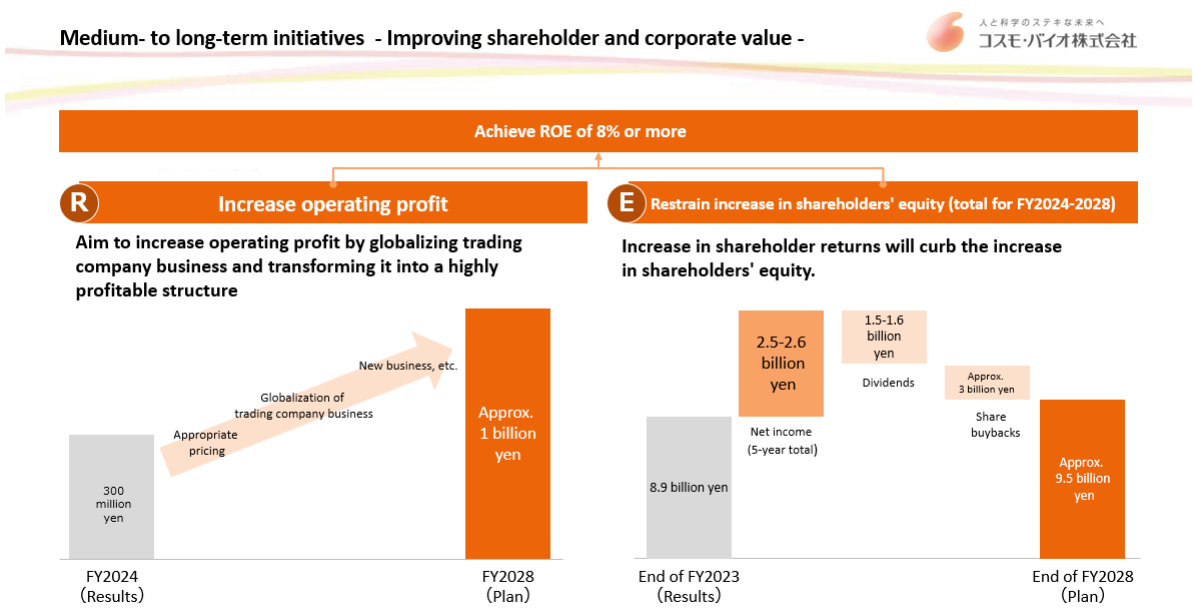
Source: Company materials

The trading company function of the Company's current primary business, "Distribution", is in the lower left quadrant of the business overview matrix. The Company's strategy is to use this as a starting point to strengthen and expand the trading company function by developing "selling of services" as a contract service intermediary, and to strengthen the manufacturing function further and develop the manufacturing and sales of in-house products and in-house contract services to achieve growth and high added value. If this strategy is realized, the Company will be taking on new risks regarding its manufacturing capabilities. Still, it is expected that the Company's overall profitability will increase in scale and quality through increased revenue, improved profit margins, and a reduction in its dependence on imports and foreign exchange. Furthermore, as the Company's overseas expansion progresses, it will also reduce its foreign exchange risk. This is expected to reduce the cost of capital and improve capital efficiency, so the impact on corporate value is also expected to be significant. This is a plan that deserves attention.

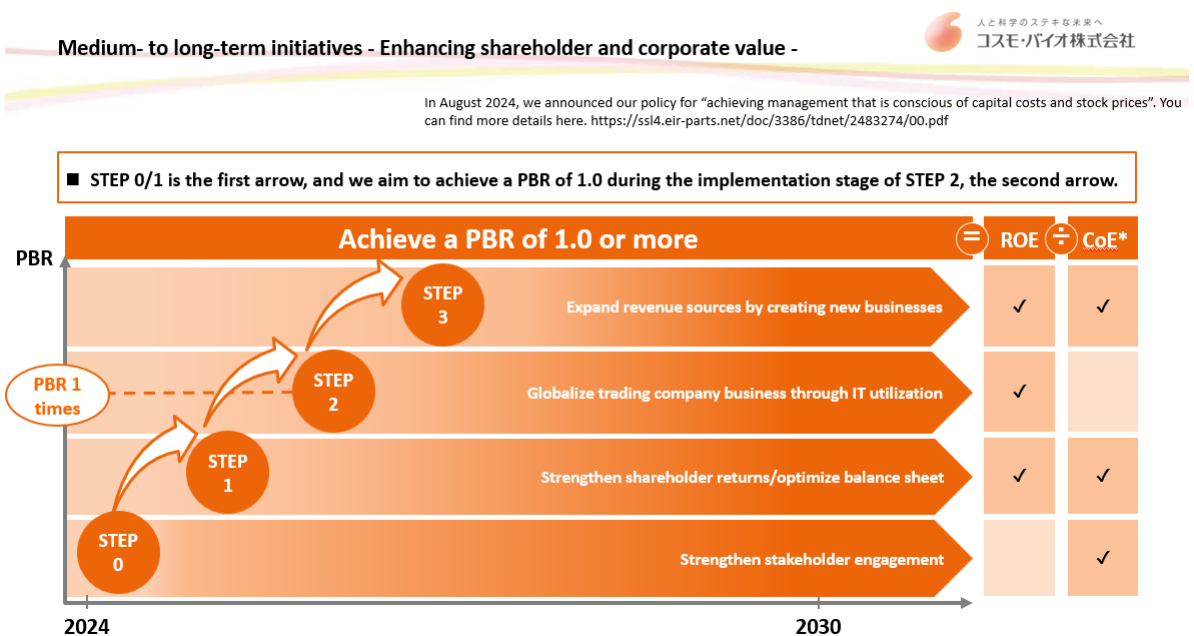
2) “Towards achieving management that is conscious of capital costs and share price”

This was announced in August 2024, and it breaks down the primary measures of the “three-year plan”, which was mainly an explanation of business strategy, into stages based on a time axis. It shows specific measures for achieving an ROE of 8% or more and a PBR of 1x, which is also very important for share price formation. The key points are as follows.

- The Company has committed to achieving an ROE of 8% and a PBR of at least 1x.
- In addition to showing the path to profit growth in the numerator towards achieving an ROE of 8%, the Company has also demonstrated its plan for capital allocation in terms of the denominator of shareholders' equity and has calculated the surplus capital.
- Based on the above, the Company has divided the measures it should take to improve corporate value into stages. It implements those that can be implemented immediately, such as strengthening stakeholder engagement and shareholder returns.



Source: Company materials



Source: Company materials



3) Progress

Progress for FY12/2024 is as follows: STEP0 and STEP1 have already been started, and STEP2 is currently being developed.

Rebuilding the revenue base

- Organizational reform (April 2024): Strengthening of “marketing,” “in-house development,” and “recruitment and training of human resources.” A system has been established to promote price management aimed at improving gross profit and focusing on products with high added value and high profit contribution.
- DX promotion (August 2024 -): This is already underway. Aiming to improve productivity through business process improvement, establish new competitive advantages, and maximize customer value.

STEP1

- Change in dividend policy: The Company changed its standard from the previous dividend payout ratio of 30% to 40% to “whichever is higher, DOE of 3.5% or dividend payout ratio of 60%”. The dividend per share for FY12/2024 was increased by 20 yen to 50 yen, resulting in a dividend payout ratio of 111% and DOE of 3.7%.
- Resolution to acquire treasury stock: The Company acquired a maximum of 400,000 treasury stocks worth 300 million yen between August 6, 2024, and July 31, 2025. As of the end of February 2025, 148,800 shares worth 167 million yen had been acquired, and the Company was steadily executing the plan.

STEP2

- Strengthen trading company functions
- Strengthen manufacturing functions

Progress - Strengthening the trading company function -



■ We are working to strengthen the trading company function by expanding the range of products handled, strengthening group synergies, improving the convenience of the website for agents, and expanding overseas sales (STEP 2)

■ Raw material supply

- Exclusive sales contract concluded with GammaProteinsLtd.
Provision of recombinant proteins, including the company's Fc receptors, to pharmaceutical companies

■ Strengthening group synergies

- Exclusive sales contract concluded with 3Brain AG for its “high-density microelectrode array system
Conducting sales promotion activities in collaboration with group companies
- Product law support

■ Improving the convenience of the website for distributors

- Implementing functions such as delivery date notification

■ Expanding overseas sales products

- Concluded a US distributor contract for MEDICAL & BIOLOGICAL LABORATORIES CO., LTD products.
- Increasing the number of products for overseas sales, updating the website, etc.

Progress - Strengthening Manufacturing Functions -



■ As part of our efforts to strengthen manufacturing functions at the Sapporo Office, we have implemented DX in the peptide manufacturing process and strengthened the manufacturing system (STEP 2)

■ DX in peptide manufacturing

- We have introduced the peptide purification platform of Chroma Jean
 - Manufacture of high-purity peptides through optimization of refining conditions
 - Shortening of refining time through automation
- De-skilling and de-humanization that does not depend on the skills and experience of workers
- Efficiency improvement of the entire service through redistribution of resources such as personnel



Peptide purification platform
Right: Analysis
Left: Fractionation

Source: Company materials



4) Initiatives for FY12/2025

The key points for FY12/2025 will be the continuation of DX promotion to strengthen the earnings base and the start of operations for Scientist³, which falls under STEP2 and is positioned as a contract service intermediary in the high-value-added area of trading company functions. Attention will be focused on whether these will begin to contribute to earnings.



- Key initiatives for 2025 -

■ In fiscal 2025, we will continue with our existing activities and focus on improving our corporate value through our DX promotion initiatives

- Promote DX to improve ROE
 - Reduce man-hours spent on non-value-added work by improving various business processes
 - Create an environment where each person can maximize their potential for high-value-added work and challenging projects
 - Implement digital marketing using common databases between groups and generated AI, etc.
- Start operating Scientist³ (mid-2025)

Source: Company materials

5) Key measures for strengthening manufacturing functions

Finally, we will look at the specific initiatives for improving manufacturing in STEP 3. We will also be watching the development of these businesses as they play a role in the Company's medium- to long-term growth strategy.

	Overview	Aims
① Primary cell and other reagent production and contract testing	Cells are isolated from living organisms and cultured until the first passaging (primary cells) is provided. Customers can conduct drug research and development using cells close to actual cells.	Provide reagents and services not available on the market ⇒ Enhanced research reagents and services
② Custom peptide synthesis and antibody production	Custom synthesis of peptides with sequences that meet researchers' requirements and contract antibody production using these peptides as materials (antigens) are also offered.	While providing peptides for research use, we also offer production and services that go one step beyond research use, such as supplying peptides as raw materials.
③ Protein production using genome-edited chickens (Chicken egg bioreactor business).	Technology that modifies chickens through genome editing to produce eggs containing large amounts of useful proteins in the egg white part of the egg. Produces the desired protein in large quantities at low cost.	Production is mainly aimed at supplying raw materials, not research reagents.

Source: Omega Investment from company materials



Financial results

1) FY12/2024 results: 7.5% increase in revenue, 38.7% decrease in operating profit

Revenue of 10.03 billion yen (+ 7.5% YoY), operating profit of 318 million yen (- 38.7% YoY), net profit attributable to owner of parent of 262 million yen (- 40.8% YoY). Although sales reached 10 billion yen for the first time, profits decreased due to an increase in the COGS ratio caused by the depreciation of the yen (actual rate: 149 Yen/USD, depreciation of 9 Yen) and an increase in SG&A expenses due to the intensification of business activities. The dividend per share was 50 yen (an increase of 20 yen). Furthermore, strategic measures are being steadily implemented, and the Company is also increasing its dividends and acquiring treasury stock without damaging its financial position.

Consolidated Statement of Income



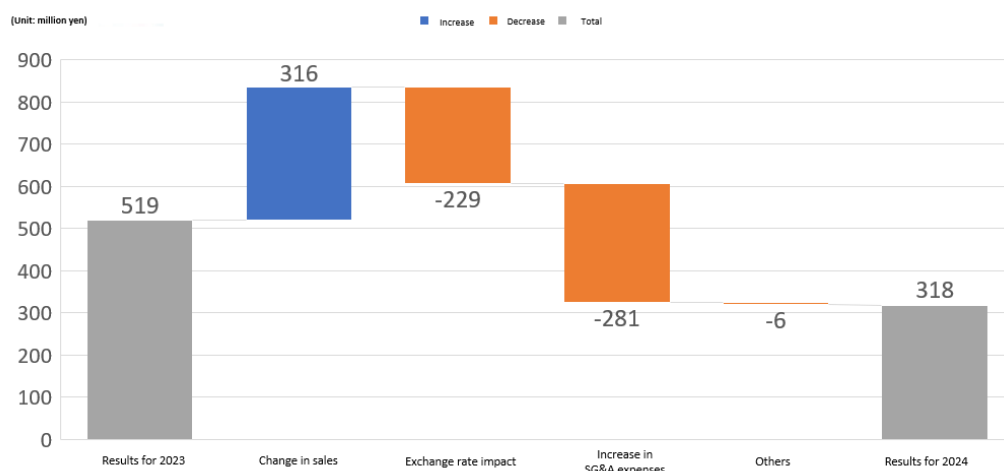
(Unit: million yen)

	2023	2024		Change compared to forecast	YoY change	
		Forecast	Results			
Net sales	9,340	9,800	10,037	2.4%	7.5%	Reagent sales were strong, and there was a recovery in contract services and consumables
Gross profit	3,249	-	3,329	-	2.4%	The gross profit margin fell from 34.8% to 33.2%, and the impact of the 9 yen depreciation was significant
SG&A expenses	2,729	-	3,010	-	10.3%	Personnel and general administrative expenses increased
Operating income	519	390	318	-18.3%	-38.7%	
Ordinary income	653	450	364	-19.0%	-44.2%	
Net income attributable to owners of the parent	442	310	262	-15.5%	-40.8%	

Analysis of changes in consolidated operating income



Factors contributing to changes in consolidated operating income compared to the previous year



Source: Company materials



Financial results

2) FY12/2025 Earnings Forecast

Net sales of 10.7 billion yen (+6.6% YoY), operating profit of 490 million yen (+53.8% YoY), profit attributable to owner of parent of 430 million yen (+64.1% YoY), assumed exchange rate of 152 Yen/USD. The company plans to increase profits by offsetting the deterioration in the COGS ratio due to the weak yen and the increase in SG&A expenses with productivity improvements through DX. The dividend per share will remain unchanged at 50 yen.

Full-year earnings forecast



(Unit: million yen)

	FY12/2024 Interim (Results)	FY12/25 Interim (Forecast)	YoY	FY12/24 Full-year (Results)	FY12/25 Full-year (Forecast)	YoY
Net sales	5,129	5,500	7.2%	10,037	10,700	6.6%
Operating income	322	290	-10.2%	318	490	53.8%
Ordinary income	337	360	6.7%	364	580	59.2%
Net income attributable to owners of the parent	258	280	8.4%	262	430	64.1%

Average exchange rate	FY12/2024 (Results)	FY12/2025 (Forecast)
Yen/US dollar	149 yen	152 yen

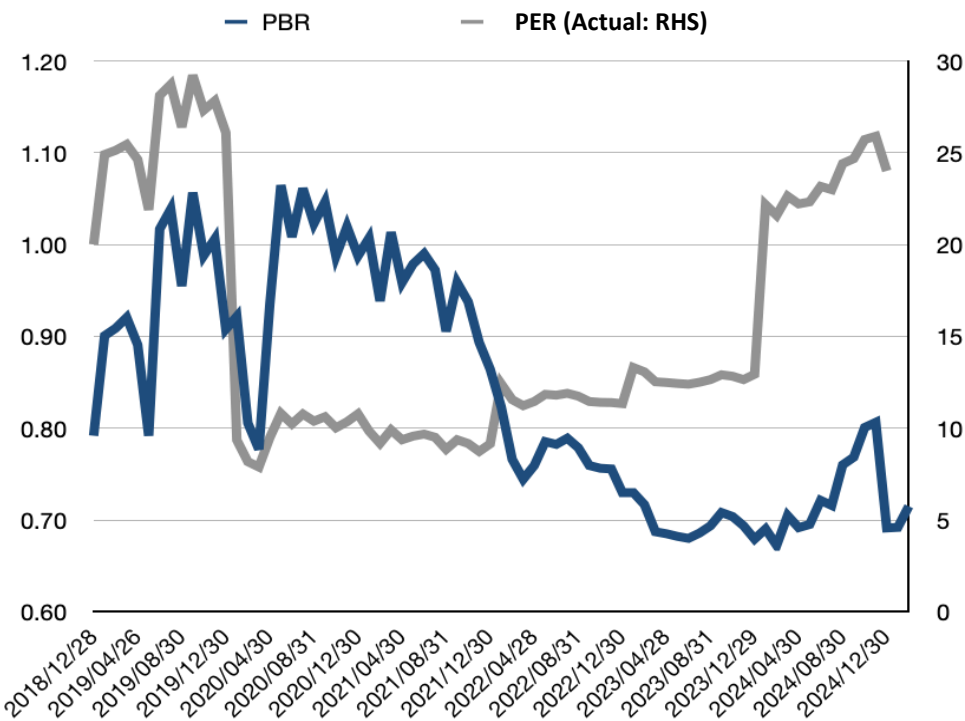
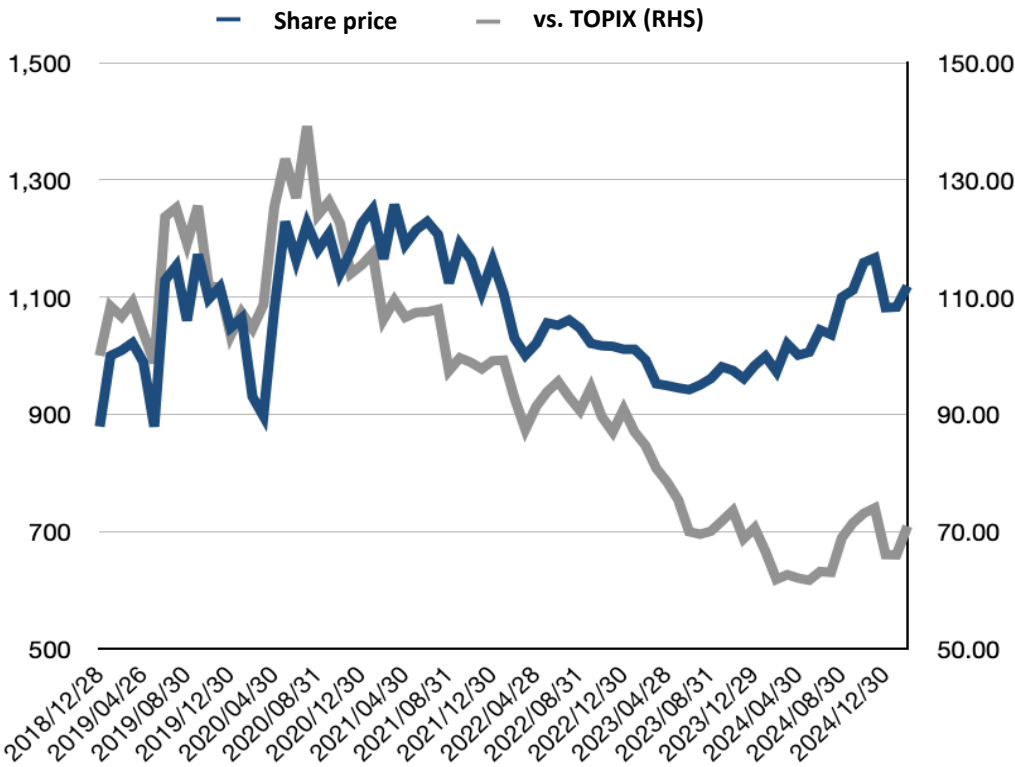
In fiscal 2025, we aim to achieve year-on-year growth in both revenue and profit.

Source: Company materials



Share price trends and catalysts

The Company's share price has generally fluctuated between 900 and 1,300 yen over the past five years. In the most recent six months, the share price has recovered, fluctuating between 1,000 and 1,200 yen. In addition, the Company's share price valuation is low, with a forecast PER of 15.3 times and a PBR of 0.74 times for the fiscal year ending December 2025, so there is little sense of overheating. The company's share price relative to the TOPIX has also begun to bottom out.





Although there is a tendency to be linked to the dollar-yen exchange rate, the fact that the depreciation of the yen has paused is supporting stock prices at the moment, and the Company is also managing its FY12/2024 accounts without any significant shocks. In addition to its black-figure business performance, sound finances and low PBR, the Company's commitment to achieving an 8% ROE and a PBR of 1x, as indicated in its August 2024 announcement "Towards achieving management that is conscious of capital costs and share price", as well as its dividend policy changes and share buybacks, are all considered to be highly valued. Expectations are rising for the abilities of the Company's new president, Shibayama.

The catalysts that will move the share price in the short term are (1) the end of the weak yen, (2) the emergence of DX effects and a return to increased revenue and profits, and (3) effective management of foreign exchange risk (including increased overseas sales). Meanwhile, from a medium-term perspective, (3) establishing a growth base in manufacturing functions and contract service intermediation (for the time being, the start of operation of Scientist³) and (4) setting the direction of the next three-year plan are cited.

The Company has taken the necessary steps to reform its business structure. By using its strong financial base to invest in strategic businesses with good returns, and if it can see an improvement in capital efficiency and a shift up in the scale of its business, it should be able to achieve a stable ROE of 8% and a PBR of over 1. At that point, it should also be able to diversify its shareholder base and improve the liquidity of its shares.



Financial data

Trends in key consolidated management indicators, etc.



	2020	2021	2022	2023	2024
Net sales (million yen)	8,092	9,231	9,553	9,340	10,037
Ordinary income (million yen)	817	1,099	790	653	364
Net profit attributable to owners of the parent (million yen)	674	737	517	442	262
Net assets (million yen)	7,861	8,319	8,617	9,026	9,555
Total net assets (million yen)	9,640	10,072	10,313	10,872	11,723
Book value per share (yen)	1,241.18	1,344.48	1,385.20	1,447.08	1,565.00
Net income per share (yen)	113.70	126.94	89.13	75.97	45.05
Return on equity (%)	9.5	9.7	6.5	5.4	3.0
Return on assets (%)	8.8	11.2	7.8	6.2	3.2
Price-to-earnings ratio (times)*	10.8	9.2	11.3	12.9	24.0
Dividend amount (consolidated) (yen)	34	36	36	30	50
Dividend payout ratio (consolidated) (%)	29.9	28.4	40.4	39.5	111.0
Dividend to net assets (consolidated) (%)	2.8%	2.8%	2.6%	2.1%	3.3%

*The stock price is the closing price at the end of the month of December.

Source: Company materials

Financial data

Unit: mn, yen	2015/12	2016/12	2017/12	2018/12	2019/12	2020/12	2021/12	2022/12	2023/12	2024/12	2025/12
[Statements of income]											Company forecast
Net sales	7,357	7,427	7,068	7,261	7,590	8,092	9,231	9,553	9,340	10,037	10,700
Year-on-year basis	1.7%	1.0%	-4.8%	2.7%	4.5%	6.6%	14.1%	3.5%	-2.2%	7.5%	6.6%
Gross profit	2,380	2,772	2,532	2,659	2,879	3,152	3,658	3,440	3,249	3,329	
SG&A expenses	2,180	2,257	2,339	2,330	2,474	2,399	2,609	2,624	2,729	3,010	
Operating profit	200	514	193	328	405	752	1,048	816	519	318	490
Year-on-year basis	23.5%	157.0%	-62.5%	69.9%	23.5%	85.7%	39.4%	-22.2%	-36.3%	-38.7%	53.8%
Operating profit margin	2.7%	6.9%	2.7%	4.5%	5.3%	9.3%	11.4%	8.5%	5.6%	3.2%	4.6%
Non-operating profit	175	21	208	89	72	71	71	57	136	86	
Non-operating expenses	2	51	3	13	7	6	20	83	2	40	
Ordinary Profit	373	483	397	403	470	817	1,099	790	653	364	580
Extraordinary profit	34	55	8			190				53	
Extraordinary expenses	0	82	5		81					48	
Income before income taxes	407	456	400	403	388	1,008	1,099	790	653	369	
Total income taxes	158	180	148	126	142	307	331	238	191	99	
Net profit	230	254	237	260	237	674	737	517	442	262	430
Year-on-year basis	14.4%	10.4%	-6.7%	9.7%	-8.8%	184.4%	9.3%	-29.9%	-14.4%	-30.0%	64.1%
Net profit ratio	3.1%	3.4%	3.4%	3.6%	3.1%	8.3%	8.0%	5.4%	4.7%	2.6%	4.0%
[Balance Sheets]											
Current assets	5,266	5,495	5,143	5,668	5,927	6,756	7,310	7,136	7,102	7,229	
Cash equivalents and short-term securities	1,498	1,948	1,483	2,268	2,516	3,259	3,555	3,036	3,025	2,393	
Non-current assets	2,523	2,438	2,982	2,832	2,962	2,883	2,761	3,176	3,770	4,493	
Property, plant and equipment	227	319	690	636	695	636	599	577	572	701	
Investments and other assets	2,071	1,842	2,041	1,943	2,068	2,081	1,979	2,428	3,042	3,629	
Total assets	7,790	7,934	8,126	8,501	8,890	9,640	10,072	10,313	10,872	11,723	
Current liabilities	1,017	916	799	945	987	1,226	1,093	1,038	1,123	1,166	
Short-term borrowings	20	20	20	20	20	20	20	20	20	20	
Non-current liabilities	394	436	488	502	581	552	658	656	722	1,001	
Total liabilities	1,412	1,352	1,288	1,448	1,568	1,779	1,752	1,695	1,846	2,167	
Total net assets	6,378	6,581	6,838	7,053	7,321	7,861	8,319	8,617	9,026	9,555	
Shareholders' equity	5,951	6,135	6,381	6,581	6,843	7,358	7,787	8,052	8,444	8,967	
Share capital	918	918	918	918	918	918	918	918	918	918	
Capital surplus	1,251	1,251	1,251	1,251	1,251	1,251	1,258	1,260	1,261	1,263	
Retained earnings	3,521	3,680	3,812	4,026	4,181	4,761	5,274	5,560	5,805	5,891	
Treasury shares	-67	-67	-67	-67	-67	-67	-239	-216	-194	-317	
Valuation/exchange differences	327	352	466	451	558	494	574	530	654	1,211	
Total liabilities and net assets	7,790	7,934	8,126	8,501	8,890	9,640	10,072	10,313	10,872	11,723	
(Shareholders' equity ratio)	76.4%	77.3%	78.5%	77.4%	77.0%	76.3%	77.3%	78.1%	77.7%	76.5%	
[Statements of cash flows]											
Cash flow from operating activities	129	573	89	908	549	803	648	284	736	241	
Cash flow from investing activities	-263	99	-235	-185	-115	42	-145	-291	-758	-217	
Cash flow from financing activities	-151	-107	-109	-85	-85	-97	-420	-236	-201	-479	
Net increase in cash and cash equiv.	-285	549	-264	684	348	743	95	-218	-210	-433	
Cash and cash equiv. at beginning of period	1,383	1,098	1,648	1,383	2,068	2,416	3,159	3,255	3,036	2,826	
Cash and cash equiv. at end of period	1,098	1,648	1,383	2,068	2,416	3,159	3,255	3,036	2,826	2,393	
Free cash flow	-134	672	-146	723	434	845	503	-7	-22	24	

Company data

Company Profile

Cosmo Bio Co., Ltd.

【Head Office】

Toyo-Ekimae Bldg., 2-20,
Toyo 2-chome, Koto-ku, Tokyo

<https://www.cosmobio.com/jp/>


【Sapporo Office】

3-513-2, Zenibako, Otaru City, Hokkaido

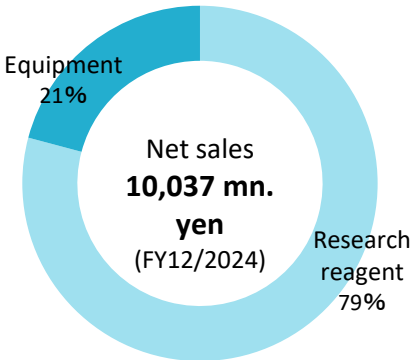
【Shinsuna logistics center】

12-39, Shinsuna, Koto-ku, Tokyo
3F, Building B, Warehouse No. 3, Shinsuna, Nippon Express Co.

Number of Employees : 174 (Consolidated; as of Dec.31, 2024)



Sales by product category



History	
Month/Year	Event
Aug. 1983	Maruzen Oil Biochemicals Co. Ltd. was established as a subsidiary of Maruzen Oil (now Cosmo Oil Co., Ltd.) in Minato-ku, Tokyo, for the purpose of marketing basic biotechnology research reagents.
Apr. 1986	Company name changed to Cosmo Bio Ltd. and sales of bio-research equipment begun.
Dec. 1986	Licensed to sell medicines
Apr. 1998	Establishment of wholly-owned subsidiary CB Development Co., Ltd. to search for suppliers.
Sep. 2000	Independence from Cosmo Oil through a management buyout (MBO). CB Development Co., Ltd. became a non-subsiary company through a share transfer.
Dec. 2000	Absorption merger of CB Development Co., Ltd.
Aug. 2004	Establishment of wholly-owned subsidiary Cosmo Bio USA Inc. in San Diego, California, USA, to search for suppliers and promote exports.
Sep. 2005	Listed on the JASDAQ stock exchange.
Dec. 2006	Acquired 80% of the shares of Primary Cell Co., Ltd., a company engaged in the research, development, manufacture and sale of primary cultured cells (primary cells) and contract analysis using these cells, and made it a subsidiary.
Nov. 2007	Acquired 30% of the outstanding shares of BM Equipment Co., Ltd., an importer and distributor of consumables and equipment for bio-research, and made it an equity-accounted affiliate.
Jul. 2008	Primary Cell Co., Ltd., a consolidated subsidiary, became a wholly owned subsidiary.
Mar. 2010	Acquired an additional 33% of the outstanding shares of BM Equipment Co., Ltd., making it a consolidated subsidiary with a total shareholding of approximately 63%.
Jan. 2013	Relocated the distribution centre and started operation at the Shinsuna Logistics Centre.
Jul. 2013	Merged with Primary Cell Co., Ltd.
Jul. 2013	Listed on the JASDAQ (Standard) of the Tokyo Stock Exchange following the merger of the Tokyo Stock Exchange and the Osaka Securities Exchange.
Nov. 2016	Established a joint venture Proteintech Japan Co., Ltd. with Proteintech Group, Inc.
Oct. 2017	Relocated and consolidated Sapporo business facilities and opened the Sapporo Site.
Jan. 2018	Cosmo Bio USA, became a consolidated subsidiary.
Mar. 2022	Transition to a company with an audit committee
Apr. 2022	Listed on the TSE Standard following the reorganisation of the Tokyo Stock Exchange.

Top management

President：Norihiro Shibayama

Apr. 1994 Joined Maruzen Petrochemical Co., Ltd.
Oct. 2000 Joined the Company
Apr. 2012 General Manager, Information Systems Department
Mar. 2014 Director, BM Equipment Co., Ltd.
Nov. 2016 General Manager of General Affairs Department and General Manager of the Information Systems Department
Mar. 2017 Director and General Manager of the General Affairs Department and Information Systems Department
Mar. 2020 Managing Director and General Manager of the General Affairs Department and Information Systems Department
Director and General Manager of General Affairs Department, BM Equipment Co., Ltd.
Mar. 2022 President and Representative Director of BM Equipment Co., Ltd. (to present)
Apr. 2022 Managing Director and General Manager of the General Affairs Department
Mar. 2023 Senior Managing Director and General Manager of the General Affairs Department
Nov. 2023 Representative Director, Senior Managing Director and General Manager of the General Affairs Department of the company, acting for the President and CEO
Mar. 2024 Representative Director and President (to present)

Director, Full-time Audit and Supervisory Committee Member：Kazutoshi Sato

Apr. 1987 Joined Sumitomo Real Estate Sales Co., Ltd.
Jan. 1993 Joined Cosmo Oil Co., Ltd.
Jun. 2011 Branch Manager, Sapporo Branch, Cosmo Oil Co., Ltd.
Jun. 2014 Branch Manager, Takamatsu Branch, Cosmo Oil Co., Ltd.
Oct. 2015 Cosmo Oil Marketing (Japan) Co., Ltd., Takamatsu Branch Branch manager
Jun. 2017 Director, Executive Officer and General Manager, General Affairs Department, Maruzen Petrochemical Co., Ltd.
Mar. 2020 Director, Maruzen Petrochemical Co., Ltd.
Outside auditor of the company
Auditor of BM Equipment Co., Ltd. (to present)
Mar. 2022 Director and full-time audit committee member (to present)

Managing Director：Junko Tochigi

Apr. 1998 Joined the Company
Apr. 2013 Head of Product Communications Department
Mar. 2017 Director and Head of Product Communications Department
Apr. 2017 Director and Head of Corporate Planning Department
Mar. 2021 Director, BM Equipment Co., Ltd
Mar. 2022 President and Representative Director, Cosmo Bio USA, Inc. (to present)
Representative Director, Proteintech Japan Co., Ltd. (to present)
Mar. 2023 Managing director and Head of Corporate Planning Department (to present)

Director, Audit and Supervisory Committee Member：Haruo Sasaki

Nov. 1974 Joined Chuo Audit Corporation
Feb. 1990 Established Sasaki Accounting Office, Director (to present)
Dec. 2000 Outside auditor of the Company
Mar. 2022 Director and Audit Committee member (to present)

Director：Masanori Hayashi

Apr. 1994 Joined Kyowa Hakko Kogyo Co., Ltd.
May. 2012 Joined the Company
Apr. 2019 Head of Finance Department
Mar. 2022 General Manager, Finance Department, BM Equipment Co., Ltd
Mar. 2023 Director and Head of Finance Department (to present)
Mar. 2024 Director, General Manager of Finance Department BM Equipment Co., Ltd (to present)

Director, Audit and Supervisory Committee Member：Kazuya Shimamura

Oct. 1995 Joined Deloitte Touche Tohmatsu (now Deloitte Touche Tohmatsu LLC)
Apr. 1998 Registered as a chartered accountant
Oct. 2004 Registered as a lawyer
Joined Abe, Ikubo & Katayama Law Office
Mar. 2008 Established Shimamura Law & Accounting Office, Representative (to present)
Mar. 2014 Outside director of the Company
Mar. 2022 Director and Audit Committee member (to present)

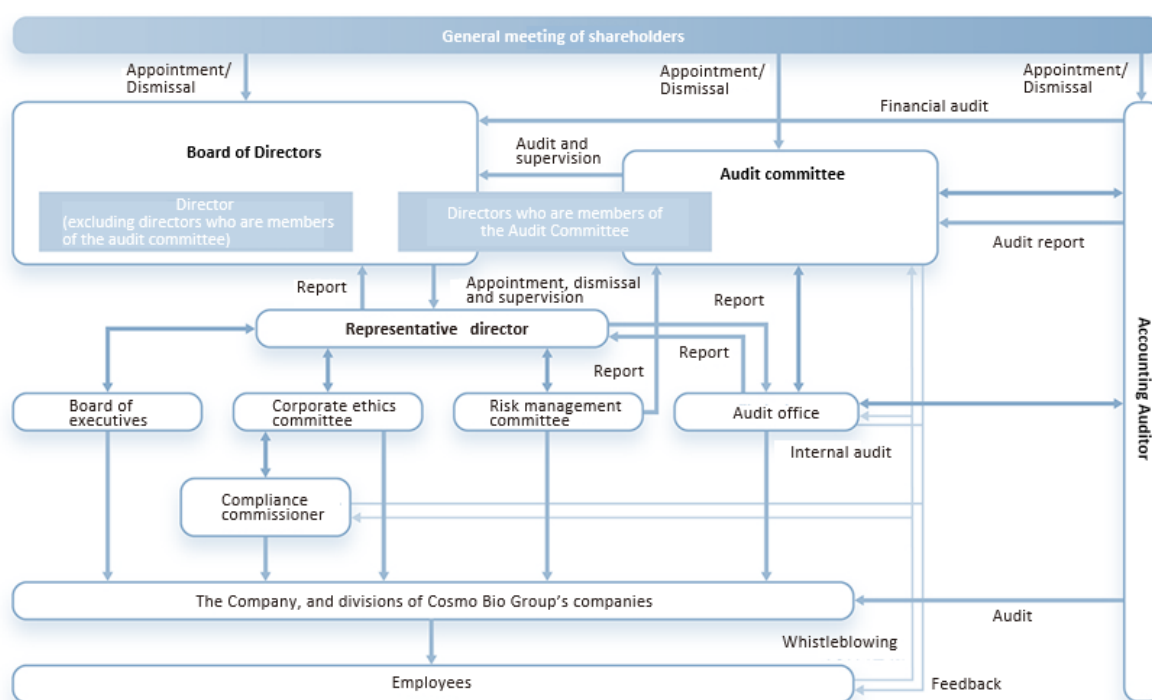
Director, Audit and Supervisory Committee Member：Junichiro Haraguchi

Apr. 1984 Joined Tokyo Small and Medium Business Investment & Consultation Co., Ltd.
Apr. 2017 Counsellor, Acting Chief Examiner, Tokyo Small and Medium Business Investment & Consultation Co., Ltd.
Oct. 2020 Acting Director of Tokyo Small and Medium Business Investment & Consultation Co., Ltd.
Apr. 2021 Specially Appointed Counsellor (Operations Department 5 and Sales Management Department), Tokyo Small and Medium Business Investment & Consultation Co., Ltd.
Apr. 2023 Specially Appointed Counsellor (Operations Department 5 and Business Management Department), Tokyo Small and Medium Business Investment & Consultation Co., Ltd. (to present)
Mar. 2024 Director and Audit Committee member of the Company (to present)

Skills matrix of the Board of Directors’ Members

Name	Position	Expertise/experience							
		Business management	Sales and marketing	Finance, accounting	IT/DX	Human resources	Legal, risk management	Global	R & D
Norihiro Shibayama	President	●	●	●	●	●	●	●	
Junko Tochigi	Managing Director	●	●				●	●	●
Masanori Hayashi	Director	●		●	●	●	●		
Kazutoshi Sato	Director, outside Full-time Audit and Supervisory Committee Member	●	●	●			●		
Haruo Sasaki	Director, outside Audit and Supervisory Committee Member	●		●		●	●		
Kazuya Shimamura	Director, outside Audit and Supervisory Committee Member	●		●		●	●		
Junichiro Haraguchi	Director, outside Audit and Supervisory Committee Member	●		●		●	●		

Corporate governance structure



Source: Company materials

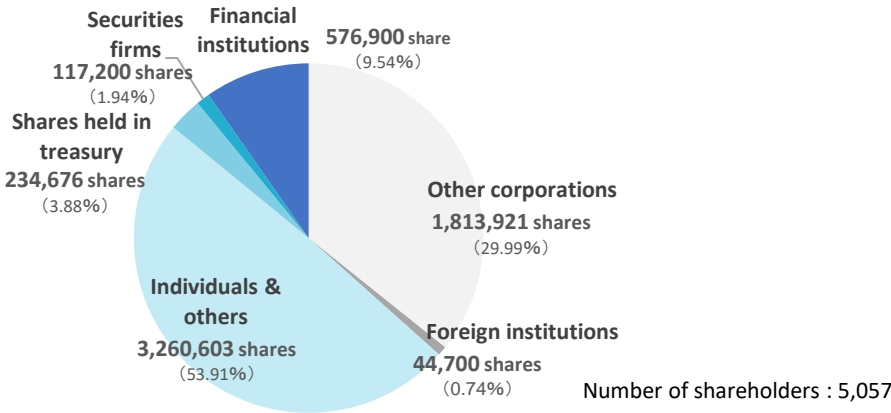
Major shareholders (As of December 31, 2024)

Name	Number of shares owned	Shareholding Ratio
Tokyo Small and Medium Business Investment & Consultation Co., Ltd.	1,152,000	20.10
Mizuho Trust & Banking Corporation Cosmo Oil Co., Ltd. Pension Fund. Re-trustee Custody Bank of Japan, Ltd.	576,000	10.05
UH Partners 2, Inc.	438,300	7.64
Hikari Tsushin, Inc.	435,900	7.60
Cosmo Bio Employee Stock Ownership Plan	136,500	2.38
Haruhisa Sakurai	96,000	1.67
Yumiko Suzuki	82,300	1.43
Shoichi Matsunami	79,800	1.39
Toshiaki Funato	75,400	1.31
Masami Kurihara	60,200	1.05

Note: The percentage of shares held to the total number of shares issued (%) excludes treasury shares (317,801 shares).

Source: Omega Investment from company materials

Shareholding by ownership (As of June 30, 2024)



Source: Omega Investment from company materials



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