

# Hisamitsu Pharmaceutical Co., Inc.

## Q1 FY02/2013 Results

This presentation material contains information that constitutes forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors including changes in material circumstances.

Hisamitsu Pharmaceutical Co., Inc.  
Jul. 10<sup>th</sup>, 2012

Patch and Care of People around the World

### Consolidated PL

	Q1 FY02/12	Q1 FY02/13	YoY	Consolidated / Non-consolidated
Net sales	33,039	34,670	+4.9%	1.18
CoGS	10,938	12,532	+14.6%	
as a % of sales	33.1%	36.1%		
SG&A costs	15,301	16,825	+10.0%	
Advertising costs	2,105	3,093	+46.9%	
R&D spending	3,534	3,423	-3.2%	
Operating profits	6,800	5,313	-21.9%	0.89
Recurring profits	7,833	6,621	-15.5%	1.09
Net profits	2,758	3,613	+31.0%	1.06

Unit: ¥'1'' million

Patch and Care of People around the World

# Summary of Profit and Loss



	① Q1 FY02/12	② Q1 FY02/13	②-①	Main factor
<b>Net sales</b>	<b>33,039</b>	<b>34,670</b>	<b>1,631</b>	
Rx Business	23,088	24,659	1,571	•[Last year] Impact of Disaster.
OTC Business	4,408	3,790	-618	•Market reduction. •Lack of effects of new product release in last year.
Intl Business	806	1,021	215	•Enhancement for sales promotion of the OTC in the US.
Noven	3,043	3,223	180	
Other	1,694	1,977	283	•Enhancement for sales promotion of the OTC in the US.
CoGS	10,938	12,532	1,594	•National Health Insurance price reduction.
SG&A costs	15,301	16,825	1,524	•Increase in advertising costs:[Last year]Impact of Disaster. •Increase in goodwill amortization.
<b>Operating profits</b>	<b>6,800</b>	<b>5,313</b>	<b>-1,487</b>	
Non-operating balance	1,032	1,308	276	•Increase in Equity-method investment profits.
<b>Recurring profits</b>	<b>7,833</b>	<b>6,621</b>	<b>-1,212</b>	
Extraordinary balance	-2,644	-389	2,255	•[Last year]Loss due to disaster.
<b>Net profits</b>	<b>2,758</b>	<b>3,613</b>	<b>855</b>	

Unit: ¥'1'' million

3

Patch and Care of People around the World

# Non-consolidated PL



	Q1 FY02/12	Q1 FY02/13	YoY
Net sales	28,303	29,470	+4.1%
Rx Business	23,088	24,659	+6.8%
OTC Business	4,408	3,790	-14.0%
Intl Business	806	1,021	+26.7%
CoGS	8,544	9,687	+13.4%
as a % of sales	30.2%	32.9%	
SG&A costs	12,573	13,829	+10.0%
Advertising costs	2,064	2,895	+40.3%
R&D spending	2,805	2,639	-5.9%
Operating profits	7,185	5,954	-17.1%
Recurring profits	7,304	6,065	-17.0%
Net profits	2,783	3,408	+22.5%

Unit: ¥'1'' million

4

Patch and Care of People around the World

	Unit: ¥'1" million		Unit: \$'1" thousand	
	Q1 FY02/12	YoY	Q1 FY02/12	YoY
Net sales	3,223	+5.9%	40,416	+9.3%
Vivelle-dot	1,071	+25.7%	13,439	+29.8%
Noven Therapeutics	418	-27.3%	5,249	-24.9%
Daytrana	1,356	-4.8%	17,012	-1.7%
Other	378	+97.9%	4,716	+104.1%
CoGS	1,842	+27.0%	23,107	+31.2%
SG&A costs	2,031	+7.9%	25,467	+11.3%
R&D spending	687	-6.1%	8,622	-3.1%
Other	1,343	+16.7%	16,845	+20.5%
Operating profits	-650	-	-8,159	-
Nonoperating balance	1,244	+40.7%	15,608	+45.3%
Equity in earnings of Novogyne	1,649	+46.6%	20,686	+51.4%
Amortization of fair value adjustment to investment in Novogyne	-407	-	-5,111	-
Recurring profits	594	+2%	7,449	+3.3%
Net profits	445	+20.3%	5,586	+24.1%

\* Exchange rate(USD): ¥79.75 (Q1 FY02/13)、¥82.33 (Q1 FY02/12)

5

Patch and Care of People around the World

## Sales results of major products

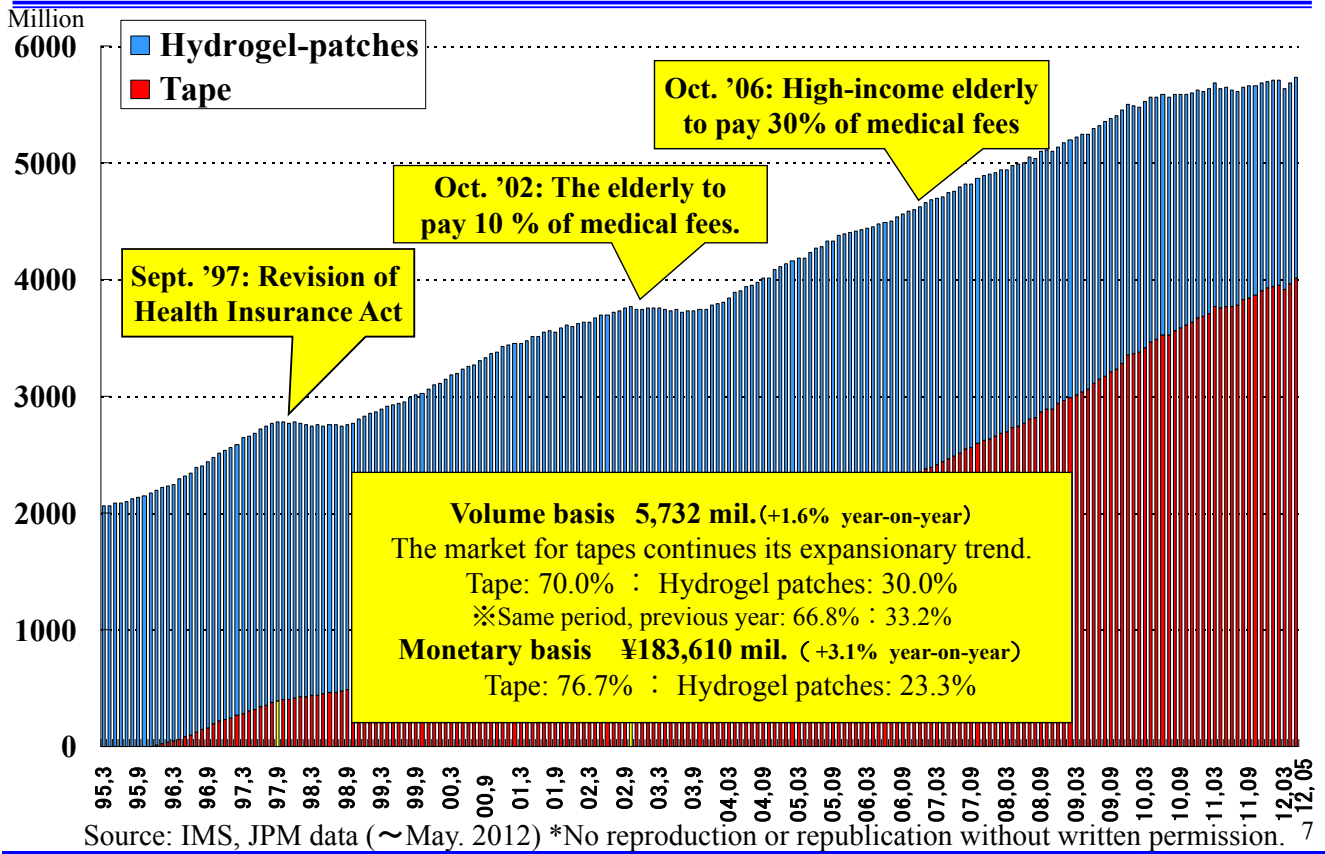
		Q1 FY02/13	YoY
Ethical drugs	Mohrus Tape	19,515	+5.8%
	Mohrus Pap	2,038	+3.5%
	Fentos Tape	883	+41.5%
	Naboal	391	-18.0%
	Estrana	316	+16.2%
	Norspan Tape	257	-
	Daytrana	1,356	-4.8%
	Vivelle-Dot	1,071	+25.7%
	Noven Therapeutics	418	-27.3%
OTC drugs	Salonpas products	1,113	+6.5%
	Butenolock products	816	+4.9%
	Salonship products	655	-4.1%
	Feitas products	599	-35.9%
	Air Salonpas products	441	+7.6%

Unit: ¥'1" million

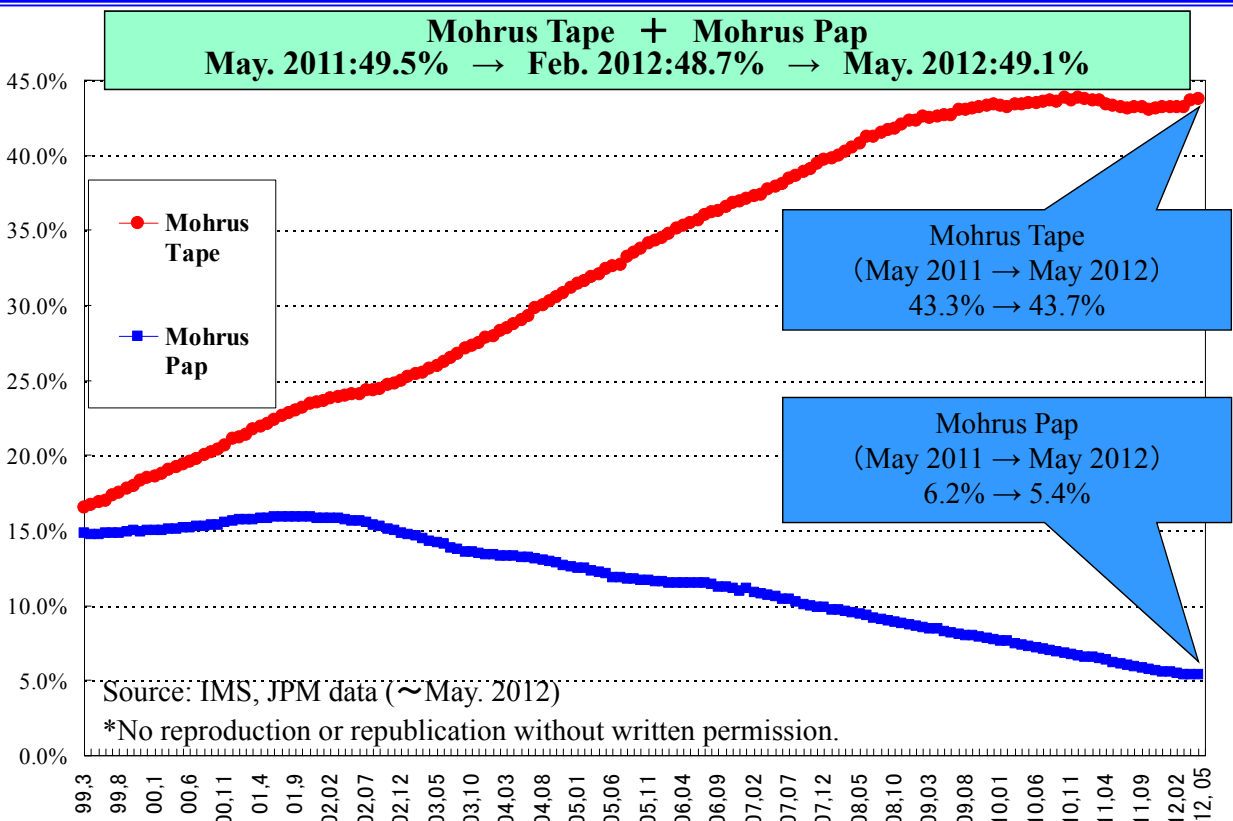
6

Patch and Care of People around the World

# Trends of second-generation Non-Steroidal anti-inflammatory patch market (volume-basis)



# Changes in shares of second-generation Non-Steroidal anti-inflammatory patch



# R&D Pipeline

Stage	Theme	Target	Dosage form	Characteristics	Next step
Filed	HP-1010	US	Adhesive skin patch	Relief of pain associated with post-herpetic neuralgia	Undisclosed
Filed	HOB-294	Japan	Adhesive skin patch	Overactive bladder	Approval expected in FY13
Application being prepared	LDMP	US	Oral	Vasomotor symptoms (hot flashes)	Filed in FY12
P III	HTU-520	Japan	Adhesive skin patch	Onychomycosis	Under consideration
P III	HFT-290 (Additional Indication of FENTOS@TAPE)	Japan	Adhesive skin patch	Relief of non-malignant chronic pain	Filed in FY13
P II	HTU-520	US	Adhesive skin patch	Onychomycosis	P III in FY13
P II	HP-3000	Japan	Adhesive skin patch	Parkinson's disease	P III in FY15

※Yellow-highlighted parts are changes from the previous announcement made on Apr.10. 9

**Patch and Care of People around the World**

## Aiming at improving the QOL of people around the world

Q1 FY02/2013 Results

Jul. 10th, 2012

Hisamitsu Pharmaceutical Co., Inc.

**Patch and Care of People around the World**