



# Consolidated Financial Results for the Fiscal Year Ended February 29, 2024 [Japanese GAAP]

April 11, 2024

Company name: Hisamitsu Pharmaceutical Co., Inc.  
 Stock exchange listing: Tokyo, Nagoya, Fukuoka  
 Securities code: 4530  
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 Representative: NAKATOMI Kazuhide, President & CEO  
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 TEL: +81-3-5293-1704  
 Scheduled date of Annual General Meeting of Shareholders: May 23, 2024  
 Scheduled date of dividend payment: May 24, 2024  
 Scheduled date of filing annual securities report: May 24, 2024  
 Preparation of supplementary materials for financial results: Yes  
 Holding of annual financial results meeting: Yes (for institutional investors and analysts, etc.)

(Amounts are rounded down to the nearest millions of yen)

## 1. Consolidated Financial Results for the Fiscal Year Ended February 29, 2024 (March 1, 2023 to February 29, 2024)

### (1) Consolidated Operating Results

(Percentages represent year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Fiscal year 2024	141,706	10.4	13,167	13.5	19,649	22.4	13,969	19.0
Fiscal year 2023	128,330	6.8	11,599	24.2	16,051	27.0	11,742	21.6

(Note) Comprehensive income: Fiscal year 2024 25,727 millions of yen (7.9%)  
 Fiscal year 2023 23,844 millions of yen (50.1%)

	Profit per share	Diluted profit per share	Return on equity	Ordinary profit on total assets	Operating profit to net sales
	yen	yen	%	%	%
Fiscal year 2024	181.62	181.42	5.4	6.1	9.3
Fiscal year 2023	148.01	147.88	4.7	5.2	9.0

(Reference) Share of profit (loss) of entities accounted for using equity method: Fiscal year 2024 585 millions of yen  
 Fiscal year 2023 424 millions of yen

### (2) Consolidated Financial Position

	Total assets	Net assets	Shareholders' equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
Fiscal year 2024	328,779	267,082	80.5	3,492.62
Fiscal year 2023	313,917	258,408	81.6	3,294.20

(Reference) Shareholders' equity: Fiscal year 2024 264,541 millions of yen  
 Fiscal year 2023 256,105 millions of yen

### (3) Consolidated Cash Flows

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Fiscal year 2024	18,188	△2,512	△16,691	66,366
Fiscal year 2023	12,727	△23,868	△14,687	65,424

## 2. Dividends

	Annual dividends					Total dividends	Payout ratio (consolidated)	Dividends to net assets (consolidate)
	First quarter	Second quarter	Third quarter	Fourth quarter	Total			
	yen	yen	yen	yen	yen	Millions of yen	%	%
Fiscal year 2023	—	42.25	—	42.25	84.50	6,656	57.1	2.6
Fiscal year 2024	—	42.50	—	42.50	85.00	6,513	46.8	2.5
Fiscal year 2025 (Forecast)	—	45.00	—	45.00	90.00		43.8	

(Note) Breakdown of annual dividend for the fiscal year 2025

Ordinary dividend 86.00 yen

Commemorative dividend 4.00 yen (A commemorative dividend for the 90th anniversary of the launch of SALONPAS®)

## 3. Consolidated Earnings Forecast for the Fiscal Year Ended February 28, 2025 (March 1, 2024 to February 28, 2025)

(Percentages represent year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent		Profit per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	yen
Full year	152,000	7.3	14,500	10.1	18,900	△3.8	15,800	13.1	205.41

\*Notes

(1) Changes in significant subsidiaries during the period : None  
 (Changes in specified subsidiaries resulting in changes in scope of consolidation)

(2) Changes in accounting policies, changes in accounting estimates, and restatement

1) Changes in accounting policies due to revision of accounting standards : None  
 2) Changes in accounting policies other than 1) above : None  
 3) Changes in accounting estimates : None  
 4) Restatement : None

(3) The number of shares outstanding (common stock)

1) Total number of shares outstanding at the end of the period (including treasury stock)

Fiscal year 2024: 85,164,895 shares

Fiscal year 2023: 85,164,895 shares

2) Total number of treasury stock at the end of the period

Fiscal year 2024: 9,421,781 shares

Fiscal year 2023: 7,420,560 shares

3) Average number of shares outstanding during the period

Fiscal year 2024: 76,918,545 shares

Fiscal year 2023: 79,340,062 shares

(Reference) Summary of Non-consolidated Financial Results

1. Non-consolidated Financial Results for the Fiscal Year Ended February 29, 2024

(March 1, 2023 to February 29, 2024)

(1) Non-consolidated Operating Results

(Percentages represent year-on-year changes)

	Net sales		Operating profit		Ordinary profit		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Fiscal year 2024	96,647	3.9	10,704	△1.3	14,226	1.2	9,855	△5.4
Fiscal year 2023	92,979	2.6	10,850	25.9	14,057	32.5	10,414	45.3

	Profit per share	Diluted profit per share
	yen	yen
Fiscal year 2024	128.08	127.93
Fiscal year 2023	131.21	131.10

(2) Non-consolidated Financial Position

	Total assets	Net assets	Shareholders' equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
Fiscal year 2024	255,997	212,829	83.0	2,804.37
Fiscal year 2023	254,043	214,501	84.3	2,754.67

(Reference) Shareholders' equity: Fiscal year 2024 212,494 millions of yen  
 Fiscal year 2023 214,240 millions of yen

\*Financial results reports are not subjected to audit.

\*Explanation for appropriate use of financial forecasts and other special notes

The forecasts and other forward looking statements contained in this summary are based on the information currently available to the Company and certain assumptions considered reasonable by the Company. Therefore, they are not guaranteed to be achieved by the Company. As a result, the forecasts of operating results may differ significantly from the actual operating results due to various factors.

Financial settlement briefings for institutional investors and analysts will be held on April 11, 2024. Presentation materials of financial results will be posted promptly on the company's website after the financial settlement briefings.

# Consolidated Financial Statements

## (1) Consolidated Balance sheets

(Millions of yen)

	Prior Fiscal Year End (As of Feb. 28, 2023)	Current Fiscal Year End (As of Feb. 29, 2024)
<b>Assets</b>		
Current assets		
Cash and deposits	122,154	112,459
Notes and accounts receivable - trade, and contract assets	40,014	43,237
Securities	14,714	12,862
Merchandise and finished goods	10,330	11,501
Work in process	562	842
Raw materials and supplies	8,030	8,833
Other	3,629	4,542
Allowance for doubtful accounts	△261	△254
Total current assets	199,174	194,022
Non-current assets		
Property, plant and equipment		
Buildings and structures	48,508	51,783
Accumulated depreciation	△34,528	△35,932
Buildings and structures, net	13,980	15,851
Machinery, equipment and vehicles	45,778	47,279
Accumulated depreciation	△38,312	△40,099
Machinery, equipment and vehicles, net	7,466	7,180
Tools, furniture and fixtures	12,901	13,357
Accumulated depreciation	△10,014	△10,606
Tools, furniture and fixtures, net	2,886	2,750
Land	11,587	11,424
Leased assets	1,677	1,564
Accumulated depreciation	△605	△669
Leased assets, net	1,071	895
Construction in progress	6,217	11,360
Total property, plant and equipment	43,209	49,462
Intangible assets		
Sales rights	394	347
Software	75	228
Goodwill	—	1,444
Other	476	4,811
Total intangible assets	946	6,831
Investments and other assets		
Investment securities	60,845	67,121
Net defined benefit asset	5,060	6,099
Deferred tax assets	1,342	1,649
Other	3,546	3,798
Allowance for doubtful accounts	△207	△207
Total investments and other assets	70,586	78,462
Total non-current assets	114,742	134,756
Total assets	313,917	328,779

(Millions of yen)

	Prior Fiscal Year End (As of Feb. 28, 2023)	Current Fiscal Year End (As of Feb. 29, 2024)
<b>Liabilities</b>		
Current liabilities		
Notes and accounts payable - trade	8,351	9,612
Electronically recorded obligations - operating	6,567	6,651
Short-term loans payable	1,071	1,071
Lease obligations	327	350
Accounts payable - other	6,249	7,972
Income taxes payable	2,338	1,889
Provision for bonuses	1,340	1,831
Contract liabilities	5,920	4,539
Other	10,411	12,019
Total current liabilities	42,578	45,938
Non-current liabilities		
Long-term loans payable	147	76
Lease obligations	750	603
Deferred tax liabilities for land revaluation	1,697	1,697
Deferred tax liabilities	116	2,821
Net defined benefit liability	8,408	8,598
Other	1,811	1,961
Total non-current liabilities	12,931	15,758
<b>Total liabilities</b>	<b>55,509</b>	<b>61,696</b>
<b>Net assets</b>		
Shareholders' equity		
Capital stock	8,473	8,473
Capital surplus	2,361	2,361
Retained earnings	235,569	242,578
Treasury shares	△27,196	△36,993
Total shareholders' equity	219,208	216,420
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	17,042	22,052
Revaluation reserve for land	3,403	3,403
Foreign currency translation adjustment	15,819	21,621
Remeasurements of defined benefit plans	631	1,042
Total accumulated other comprehensive income	36,896	48,120
Share acquisition rights	260	334
Non-controlling interests	2,042	2,205
<b>Total net assets</b>	<b>258,408</b>	<b>267,082</b>
<b>Total liabilities and net assets</b>	<b>313,917</b>	<b>328,779</b>

(2) Consolidated Statements of Income and Comprehensive Income  
Consolidated Statements of Income

(Millions of yen)

	Prior Fiscal Year (Mar. 1, 2022 – Feb. 28 2023)	Current Fiscal Year (Mar. 1, 2023 – Feb. 29 2024)
Net sales	128,330	141,706
Cost of sales	55,630	62,735
Gross profit	72,699	78,970
Selling, general and administrative expenses	61,099	65,803
Operating profit	11,599	13,167
Non-operating income		
Interest income	894	2,564
Dividend income	978	1,120
Foreign exchange gains	1,973	1,778
Share of profit of entities accounted for using equity method	424	585
Other	520	556
Total non-operating income	4,791	6,605
Non-operating expenses		
Interest expenses	15	18
Loss on cancellation of insurance policies	14	47
Cost for idle operation	248	—
Other	61	58
Total non-operating expenses	340	123
Ordinary profit	16,051	19,649
Extraordinary income		
Gain on disposal of non-current assets	453	1
Gain on sale of investment securities	—	389
Total extraordinary income	453	391
Extraordinary losses		
Loss on disposal of non-current assets	133	7
Loss on sale of investment securities	47	—
Loss on valuation of investment securities	210	—
Impairment losses	—	847
Total extraordinary losses	391	854
Profit before income taxes	16,113	19,186
Income taxes - current	4,419	3,903
Income taxes - deferred	△432	851
Total income taxes	3,987	4,754
Profit	12,126	14,431
Profit attributable to non-controlling interests	383	461
Profit attributable to owners of parent	11,742	13,969

(Millions of yen)

	Prior Fiscal Year (Mar. 1, 2022 – Feb. 28 2023)	Current Fiscal Year (Mar. 1, 2023 – Feb. 29 2024)
Profit	12,126	14,431
Other comprehensive income		
Valuation difference on available-for-sale securities	1,991	4,887
Foreign currency translation adjustment	10,188	5,874
Remeasurements of defined benefit plans, net of tax	△456	428
Share of other comprehensive income of entities accounted for using equity method	△5	104
Total other comprehensive income	11,718	11,295
Comprehensive income	23,844	25,727
Comprehensive income attributable to		
Comprehensive income attributable to owners of parent	23,458	25,193
Comprehensive income attributable to non-controlling interests	386	533

(3) Consolidated Statements of Changes in Shareholders' Equity  
For the Fiscal Year Ended February 28, 2023 (March 1, 2022 to February 28, 2023)

(Millions of yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at March 1, 2022	8,473	2,356	236,192	△19,527	227,495
Cumulative effects of changes in accounting policies			△5,883		△5,883
Restated balance	8,473	2,356	230,309	△19,527	221,612
Changes in items during period					
Dividends of surplus			△6,720		△6,720
Profit attributable to owners of parent			11,742		11,742
Reversal of revaluation reserve for land			237		237
Purchase of treasury shares				△7,695	△7,695
Disposal of treasury shares		5		27	32
Net changes in items other than shareholders' equity					—
Total changes of items during period	—	5	5,259	△7,668	△2,403
Balance at February 28, 2023	8,473	2,361	235,569	△27,196	219,208

(Millions of yen)

	Accumulated other comprehensive income					Share acquisition rights	Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income			
Balance at March 1, 2022	15,070	3,641	5,633	1,073	25,419	254	1,717	254,885
Cumulative effects of changes in accounting policies								△5,883
Restated balance	15,070	3,641	5,633	1,073	25,419	254	1,717	249,002
Changes in items during period								
Dividends of surplus								△6,720
Profit attributable to owners of parent								11,742
Reversal of revaluation reserve for land								237
Purchase of treasury shares								△7,695
Disposal of treasury shares								32
Net changes in items other than shareholders' equity	1,971	△237	10,185	△442	11,477	6	325	11,809
Total changes of items during period	1,971	△237	10,185	△442	11,477	6	325	9,405
Balance at February 28, 2023	17,042	3,403	15,819	631	36,896	260	2,042	258,408



For the Fiscal Year Ended February 29, 2024 (March 1, 2023 to February 29, 2024)

(Millions of yen)

	Shareholders' equity				
	Capital stock	Capital surplus	Retained earnings	Treasury shares	Total shareholders' equity
Balance at March 1, 2023	8,473	2,361	235,569	△27,196	219,208
Changes in items during period					
Dividends of surplus			△6,579		△6,579
Profit attributable to owners of parent			13,969		13,969
Reversal of revaluation reserve for land			△0		△0
Purchase of treasury shares				△9,796	△9,796
Change in scope of consolidation			△380		△380
Net changes in items other than shareholders' equity					—
Total changes of items during period	—	—	7,009	△9,796	△2,787
Balance at February 29, 2024	8,473	2,361	242,578	△36,993	216,420

(Millions of yen)

	Accumulated other comprehensive income					Share acquisition rights	Non-controlling interests	Total net assets
	Valuation difference on available-for-sale securities	Revaluation reserve for land	Foreign currency translation adjustment	Remeasurements of defined benefit plans	Total accumulated other comprehensive income			
Balance at March 1, 2023	17,042	3,403	15,819	631	36,896	260	2,042	258,408
Changes in items during period								
Dividends of surplus								△6,579
Profit attributable to owners of parent								13,969
Reversal of revaluation reserve for land								△0
Purchase of treasury shares								△9,796
Change in scope of consolidation								△380
Net changes in items other than shareholders' equity	5,010	0	5,802	411	11,224	74	163	11,461
Total changes of items during period	5,010	0	5,802	411	11,224	74	163	8,674
Balance at February 29, 2024	22,052	3,403	21,621	1,042	48,120	334	2,205	267,082

(4) Consolidated Statements of Cash Flows  
Year ended February 28, 2023 and February 29, 2024

(Millions of yen)

	Prior Fiscal Year (Mar. 1, 2022 – Feb. 28 2023)	Current Fiscal Year (Mar. 1, 2023 – Feb. 29 2024)
<b>Cash flows from operating activities</b>		
Profit before income taxes	16,113	19,186
Depreciation	4,952	5,110
Impairment losses	—	847
Amortization of goodwill	—	62
Increase (decrease) in net defined benefit liability	206	193
Increase (decrease) in provision for bonuses	△71	468
Increase (decrease) in allowance for doubtful accounts	△169	△14
Interest and dividend income	△1,873	△3,684
Interest expenses	15	18
Foreign exchange losses (gains)	△1,219	△780
Share of loss (profit) of entities accounted for using equity method	△424	△585
Loss (gain) on sales of investment securities	47	△389
Loss (gain) on valuation of investment securities	210	—
Loss (gain) on disposal of non-current assets	△319	5
Decrease (increase) in notes and accounts receivable - trade	780	△2,082
Decrease (increase) in inventories	△1,581	△1,628
Decrease (increase) in other current assets	△65	△1,047
Increase (decrease) in notes and accounts payable - trade	653	686
Increase (decrease) in contract liabilities	△1,030	△1,380
Increase (decrease) in other current liabilities	1,015	3,577
Other, net	△1,060	△87
<b>Subtotal</b>	<b>16,179</b>	<b>18,474</b>
Interest and dividend income received	1,897	3,757
Interest expenses paid	△15	△18
Income taxes paid	△5,333	△4,017
Payments of retirement benefits for directors (and other officers)	△0	△7
<b>Net cash provided by (used in) operating activities</b>	<b>12,727</b>	<b>18,188</b>

(Millions of yen)

	Prior Fiscal Year (Mar. 1, 2022 – Feb. 28 2023)	Current Fiscal Year (Mar. 1, 2023 – Feb. 29 2024)
<b>Cash flows from investing activities</b>		
Decrease (increase) in time deposits	△13,068	15,572
Purchase of property, plant and equipment	△7,859	△12,924
Proceeds from sales of property, plant and equipment	1,004	186
Purchase of intangible assets	△49	△112
Decrease (increase) in short-term investment securities	1,848	155
Purchase of investment securities	△5,897	△15
Proceeds from sales and redemption of investment securities	151	1,397
Payments for acquisition of businesses	—	△6,800
Collection of loans receivable	2	2
Other, net	—	25
Net cash provided by (used in) investing activities	△23,868	△2,512
<b>Cash flows from financing activities</b>		
Increase (decrease) in short-term loans payable	—	△4
Repayments of long-term loans payable	△71	△66
Dividends paid to non-controlling interests	△61	△111
Purchase of treasury shares	△7,694	△9,796
Cash dividends paid	△6,719	△6,578
Other, net	△140	△133
Net cash provided by (used in) financing activities	△14,687	△16,691
Effect of exchange rate change on cash and cash equivalents	5,005	1,957
Net increase (decrease) in cash and cash equivalents	△20,822	941
Cash and cash equivalents at beginning of period	86,247	65,424
Cash and cash equivalents at end of period	65,424	66,366



**Our commitments originate from each individual's determination to "start something good for ecology (eco)!"**

**Hisamitsu Pharmaceutical has designed the "HELLO! eco!" mark as a symbol of its environmental activities,**

**and products that have met the ecology standards that our company has established will display the "HELLO! eco!" mark sequentially.**

**Hisamitsu.**