

Hisamitsu Pharmaceutical Co., Inc.

Q1 FY02/2011 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.
June 30th, 2010

Patch and Care of People around the World

Consolidated PL

	① Q1 FY02/10	② Q1 FY02/11	YoY	②-①
Net sales	30,328	32,869	+8.4%	2,541
CoGS	9,803	11,440	+16.7%	1,637
as a % of sales	32.3%	34.8%		2.5%
SG&A costs	13,373	14,746	+10.3%	1,373
Advertising costs	2,720	2,542	△6.5%	-178
R&D spending	2,093	2,725	+30.2%	632
Operating profits	7,151	6,682	△6.6%	-469
Recurring profits	7,388	7,464	+1.0%	76
Net profits	4,396	6,085	+38.4%	1,689

Unit: ¥1 million

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Summary of Profit and Loss

• **Net sales : +2,541 (+8.4%)**

- Noven : +2,191 - Addition of Noven's sales
- Rx Business Div.: +1,684 - Growth of sales of Mohrus Tape
- OTC Business Div.: Δ 1,644 - Market reduction , Adjustment of trading stock
- International Div.: Δ 268 - Delay of shipment

• **Operating profits : Δ 469 (Δ 6.6%)**

- CoGS : Δ 1,637
 - National Health Insurance price reduction
 - Addition of costs of Noven
- SG&A expenses : Δ 1,373
 - Addition of SG&A expenses of Noven

• **Recurring profits : +76 (+1.0%)**

- Novogyne profit on equity method

• **Net profits : +1,689 (+38.4%)**

- Sales right permission fee

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Sales results of major products

Unit: ¥1 million

		Q1FY02/11	YoY	FY02/11 Target	YoY
Ethical drugs	Mohrus Tapes	19,030	+9.5%	81,200	+7.2%
	Mohrus Paps	2,604	Δ 2.1%	10,300	Δ 7.4%
	Naboal	556	+0.4%	2,200	+2.3%
	Estrana	260	+12.1%	1,000	+1.9%
	Vivelle-Dot	1,129	-	4,100	-
	Noven therapeutics	653	-	2,200	-
	Daytrana	237	-	1,300	-
OTC drugs	Salonpas products	988	Δ 36.0%	6,500	Δ 4.1%
	Feitas products	781	Δ 17.4%	3,900	Δ 2.5%
	Salonship products	667	Δ 34.4%	3,600	Δ 3.0%
	Butena rock products	655	Δ 36.5%	2,200	+1.6%
	Air Salonpas products	423	Δ 24.6%	1,850	+11.3%

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Stage	Theme	Target	Dosage form	Characteristics	Next step
Approval	HFT-290 (Co-marketed with Kyowa Hakko Kirin)	Japan	Adhesive skin patch	Relief of cancer pain	-
Application being field	BTDS (In licensed from Mundipharma K.K.)	Japan	Adhesive skin patch	Relief of noncancer pain	Approval expected in FY10
Application being field	KPT-220 (Additional Indication of Mohrus®Tape)	Japan	Adhesive skin patch	Relief of pain and inflammation in acute symptom	Approval expected in FY12
PⅢ	HKT-500	US	Adhesive skin patch	Relief of joint pain, lower back pain and muscle pain	Under consideration
PⅢ	Mesafem	US	Oral	Vasomotor symptoms (hot flashes)	Filed in FY11
PⅢ	HTU-520	Japan	Adhesive skin patch	Onychomycosis	Filed in FY12
PⅢ (in preparation)	HOB-294	Japan	Adhesive skin patch	Overactive bladder	Phase III in FY10
PⅢ (in preparation)	HFT-290 (Additional Indication of FENTOS®TAPE)	Japan	Adhesive skin patch	Relief of noncancer pain	Phase III in FY10

※Yellow-highlighted parts are changes from the previous announcement made on Apr. 8.

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Patch and Care of People around the World

Aiming at improving the QOL of people around the world

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Hisamitsu Pharmaceutical Co., Inc.

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<Note to Editor> Sales by division

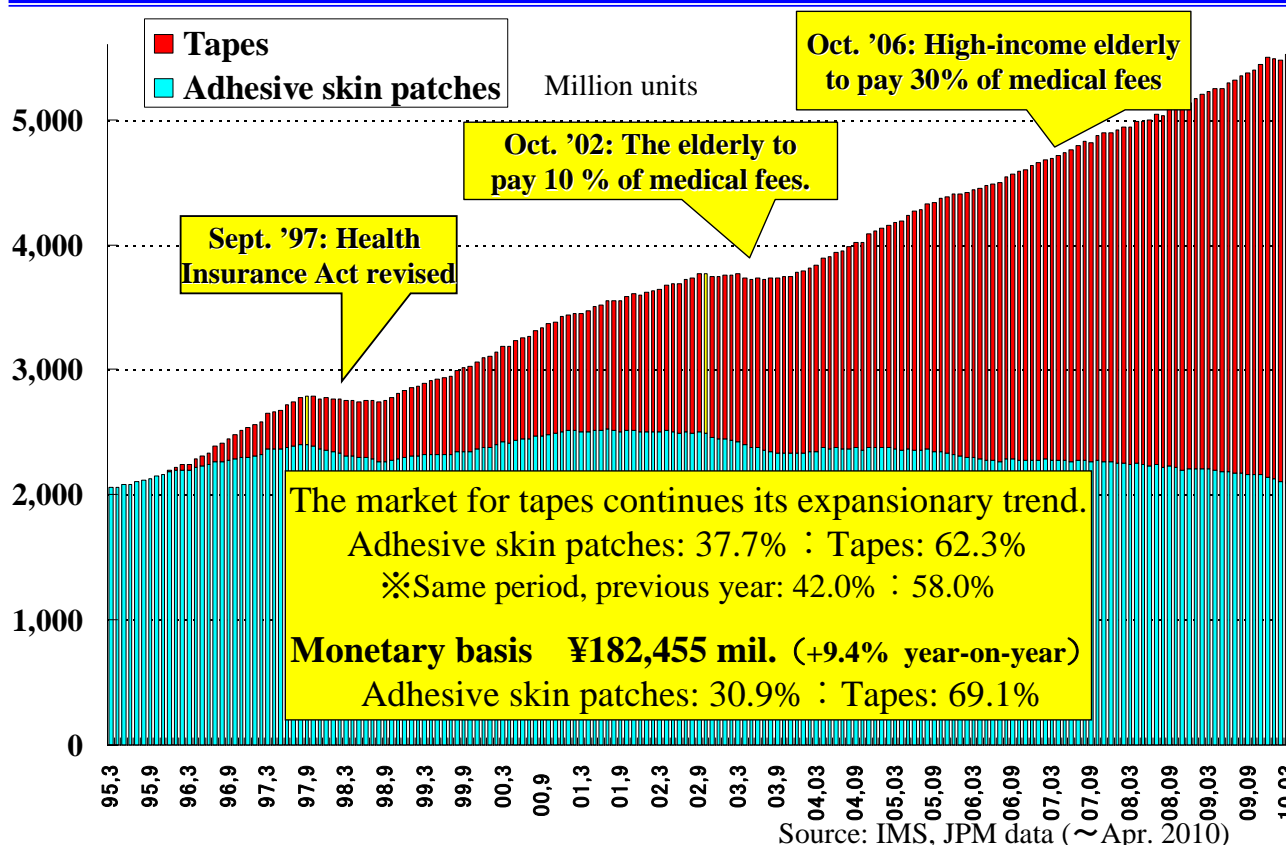
Unit: ¥1 million

	Q1FY02/11	YoY	FY02/11 Target	YoY
Rx Business	23,926	+7.6%	102,000	+6.5%
OTC Business	4,052	△28.9%	20,700	+0.4%
Intl Business	687	△28.1%	4,600	+3.4%
Total	28,667	△0.8%	127,300	+5.4%

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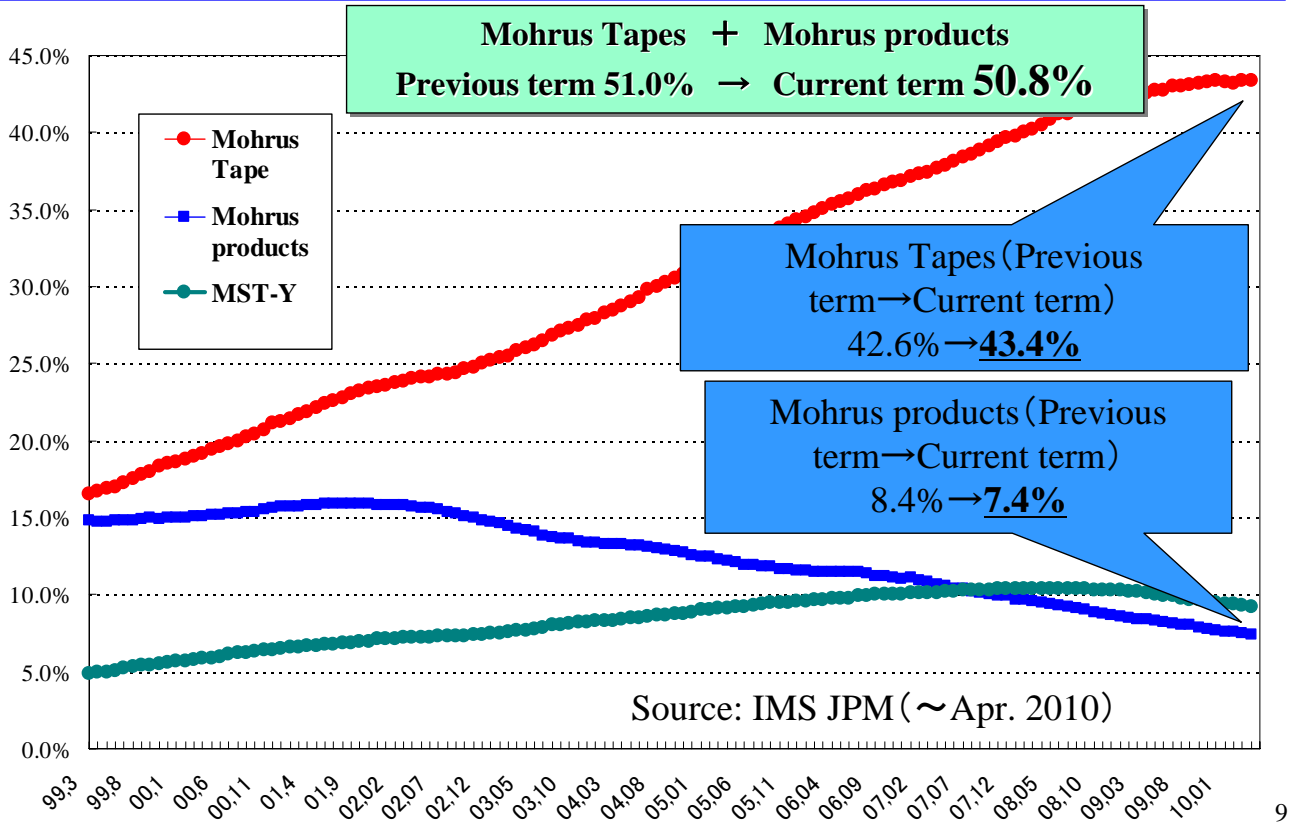
<Note to Editor> Trends of second-generation adhesive skin patch market (volume-basis)



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<Note to Editor> **Changes in shares of second-generation adhesive skin patches** 



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