

# Q2 FY 02/22

## results supplementary material

These materials contain our earnings outlook. While our earnings outlook and views are based on internal and other reliable data, they do not constitute a guarantee of our future earnings. Therefore, sales and profits may differ from the figures outlined in this material.

The figures in these materials are rounded down to the nearest million yen.

Oct.14th, 2021

Hisamitsu Pharmaceutical Co., Inc.  
(Security code number: 4530)





Sales results by region

(Unit: ¥mn)	2017.05 Q1	2017.08 Q1-Q2	2017.11 Q1-Q3	2018.02 Q1-Q4	2018.05 Q1	2018.08 Q1-Q2	2018.11 Q1-Q3	2019.02 Q1-Q4	2019.05 Q1	2019.08 Q1-Q2	2019.11 Q1-Q3	2020.02 Q1-Q4	2020.05 Q1	2020.08 Q1-Q2	2020.11 Q1-Q3	2021.02 Q1-Q4	2021.05 Q1	2021.08 Q1-Q2	YoY
Rx Business	22,860	47,491	71,831	95,056	19,861	42,085	63,298	85,881	17,729	37,728	61,344	81,379	15,545	32,118	48,316	66,066	16,468	33,885	105.5%
Japan	16,872	36,821	55,607	73,544	15,726	32,578	49,358	67,384	13,792	29,467	49,468	65,080	12,079	25,377	38,816	52,181	13,180	27,061	106.6%
USA	5,183	9,061	13,927	18,184	3,624	8,066	11,867	15,628	3,177	6,577	9,233	12,262	2,574	5,066	7,247	10,169	2,377	4,651	91.8%
Other regions	804	1,607	2,295	3,327	511	1,440	2,072	2,869	759	1,683	2,642	4,036	892	1,675	2,253	3,715	909	2,172	129.7%
OTC Business	12,351	24,288	35,767	50,020	12,790	25,594	36,707	54,079	10,842	24,359	35,765	56,971	8,680	19,479	30,466	45,693	10,581	23,233	119.3%
Japan	7,477	13,899	19,875	26,865	8,077	14,619	20,579	28,529	6,574	13,659	19,223	29,682	3,688	8,856	13,916	20,239	4,891	10,370	117.1%
USA	2,451	4,724	7,049	9,698	2,181	5,836	8,231	11,137	2,897	5,972	8,644	12,103	3,254	5,966	8,986	12,087	3,573	7,258	121.7%
Other regions	2,422	5,664	8,843	13,455	2,531	5,138	7,896	14,413	1,371	4,727	7,897	15,186	1,737	4,656	7,562	13,367	2,116	5,603	120.3%
Others	879	1,701	2,539	3,389	856	1,720	2,582	3,447	661	1,313	1,969	2,640	656	1,328	2,039	2,749	712	1,432	107.8%

(Unit: ¥mn)	2017.05 Q1	2017.08 Q2	2017.11 Q3	2018.02 Q4	2018.05 Q1	2018.08 Q2	2018.11 Q3	2019.02 Q4	2019.05 Q1	2019.08 Q2	2019.11 Q3	2020.02 Q4	2020.05 Q1	2020.08 Q2	2020.11 Q3	2021.02 Q4	2021.05 Q1	2021.08 Q2	YoY
Rx Business	22,860	24,630	24,340	23,225	19,861	22,223	21,213	22,582	17,729	19,999	23,615	20,035	15,545	16,572	16,198	17,749	16,468	17,417	105.1%
Japan	16,872	19,948	18,786	17,936	15,726	16,852	16,779	18,025	13,792	15,675	20,000	15,612	12,079	13,297	13,439	13,365	13,180	13,880	104.4%
USA	5,183	3,878	4,865	4,257	3,624	4,442	3,800	3,761	3,177	3,400	2,655	3,029	2,574	2,491	2,181	2,922	2,377	2,274	91.3%
Other regions	804	803	687	1,031	511	929	632	796	759	924	958	1,394	892	782	578	1,462	909	1,262	161.3%
OTC Business	12,351	11,936	11,479	14,252	12,790	12,804	11,112	17,372	10,842	13,516	11,405	21,206	8,680	10,798	10,986	15,227	10,581	12,651	117.2%
Japan	7,477	6,421	5,975	6,990	8,077	6,542	5,959	7,949	6,574	7,085	5,563	10,458	3,688	5,168	5,060	6,322	4,891	5,478	106.0%
USA	2,451	2,272	2,324	2,649	2,181	3,655	2,394	2,906	2,897	3,074	2,672	3,458	3,254	2,711	3,020	3,100	3,573	3,685	135.9%
Other regions	2,422	3,242	3,178	4,612	2,531	2,606	2,758	6,516	1,371	3,356	3,169	7,289	1,737	2,918	2,906	5,805	2,116	3,487	119.5%
Others	879	822	838	849	856	864	861	865	661	652	655	671	656	672	711	710	712	720	107.1%



## Earnings Forecasts

(Unit: ¥mn)

(Unit: ¥mn)

### <Consolidated>

	Feb 2021A		Feb 2022E	
	Q1-Q4	YoY	Q1-Q4	YoY
<b>Sales</b>	<b>114,510</b>	<b>81.2%</b>	<b>122,900</b>	<b>107.3%</b>
CoGS	45,337	84.9%	48,700	107.4%
(CoGS ratio %)	39.6%		39.6%	
Gross profits	69,173	79.0%	74,200	107.3%
(as a % of sales)	60.4%		60.4%	
SG&A costs	58,501	90.2%	63,500	108.5%
(Sales promotion costs)	13,466	97.1%	15,600	115.8%
(Advertising costs)	11,259	76.3%	12,100	107.5%
(R&D spending)	10,766	102.5%	11,300	105.0%
(Other SG&A expenses)	23,008	89.4%	24,500	106.5%
<b>Operating profits</b>	<b>10,671</b>	<b>47.0%</b>	<b>10,700</b>	<b>100.3%</b>
(as a % of sales)	9.3%		8.7%	
<b>Recurring profits</b>	<b>11,829</b>	<b>46.2%</b>	<b>12,700</b>	<b>107.4%</b>
(as a % of sales)	10.3%		10.3%	
<b>Profit attributable to owners of parent</b>	<b>9,250</b>	<b>49.5%</b>	<b>9,900</b>	<b>107.0%</b>
(as a % of sales)	8.1%		8.1%	
Capex	3,647	97.4%	7,400	202.9%
Depreciation	4,058	96.3%	4,900	120.7%
Goodwill amortization	20	100.0%	20	98.3%

### <By regions>

Rx Business	66,066	81.2%	65,000	98.4%
Japan	52,181	80.2%	51,400	98.5%
USA	10,169	82.9%	9,300	91.5%
Other regions	3,715	92.0%	4,300	115.7%
OTC Business	45,693	80.2%	54,900	120.1%
Japan	20,239	68.2%	26,200	129.5%
USA	12,087	99.9%	12,500	103.4%
Other regions	13,367	88.0%	16,200	121.2%
Others	2,749	104.1%	3,000	109.1%

### <By product>

Fentos <sup>®</sup> Tape	3,569	85.9%	3,300	92.4%
Neoxy <sup>®</sup> Tape	500	82.8%	600	119.8%
Abstral <sup>®</sup>	205	103.6%	200	97.2%
Allesaga <sup>®</sup> Tape	291	81.6%	500	171.7%
Haruropi <sup>®</sup> Tape	1,185	175.9%	3,300	278.3%
Zicthoru <sup>®</sup> Tape	-	-	150	-
Mohrus <sup>®</sup> Tape products	33,450	85.6%	30,400	90.9%
Mohrus <sup>®</sup> Pap products	5,125	80.0%	4,600	89.8%
Mohrus <sup>®</sup> Pap XR products	3,774	81.0%	3,300	87.4%
Others	8,232	55.7%	9,150	111.1%
Minivelle <sup>®</sup> products	2,510	77.3%	1,600	63.7%
Vivelle-Dot <sup>®</sup> products	3,778	76.8%	4,100	108.5%
CombiPatch <sup>®</sup> products	4,882	112.6%	4,700	96.3%
Daytrana <sup>®</sup>	2,183	87.7%	1,800	82.4%
Secuado <sup>®</sup>	148	-	600	404.8%
Salonpas <sup>®</sup> products	29,803	86.5%	33,000	110.7%
Salonsip <sup>®</sup> products	3,224	80.8%	3,600	111.6%
Air <sup>®</sup> Salonpas <sup>®</sup> products	1,493	87.7%	1,800	120.6%
Feitas <sup>®</sup> products	4,582	77.5%	5,240	114.3%
Butenalock <sup>®</sup> products	1,311	77.9%	1,800	137.2%
Allegra <sup>®</sup> FX	2,255	42.5%	4,500	199.5%
Others	3,022	77.0%	4,960	164.1%