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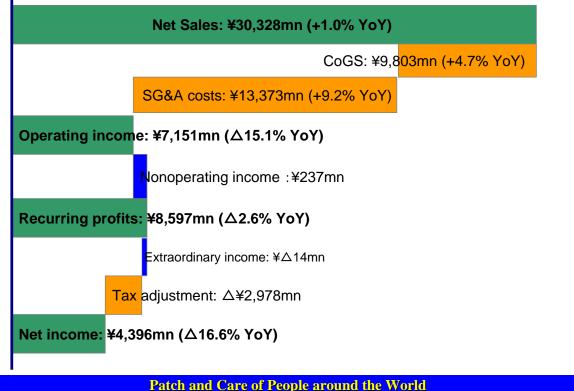
# Hisamitsu Pharmaceutical Co., Inc. Q1 FY02/2010 Results

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.

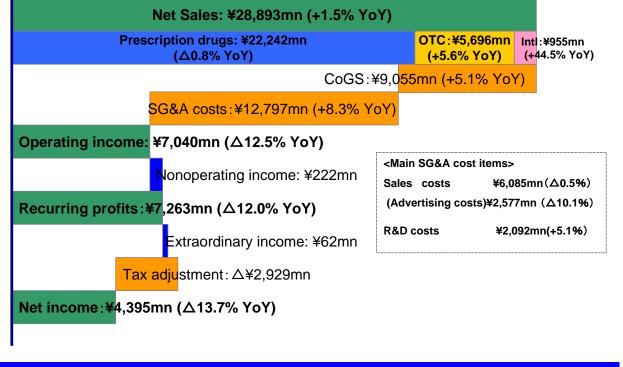
### June 30th, 2009

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### Consolidated P/L



## Non-consolidated P/L



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### Core product sales

			(Unit: ¥mn)			
	Q1FY2/10	YoY change (%)	FY2/10 Target	Targeted YoY increase		
Mohrus tape	17,377	+ 1.6%	76,350	+ 6.2%		
Mohrus	2,661	△ 12.0%	11,200	△ 6.6%		
Naboal	554	+ 15.9%	2,000	△ 0.2%		
Inside Pap	205	△ 21.5%	800	△ 16.1%		
Salonpas	1,543	+ 14.5%	7,200	+ 2.1%		
Salonsip	1,016	+ 11.9%	3,450	<i>∆ 12.1%</i>		
Air-Salonpas	561	△ 28.4%	1,900	△ 6.2%		
Butenalock	1,032	+ 8.6%	2,100	△ 17.1%		
Feitas	946	+ 13.4%	5,200	+ 18.9%		

(Linit: ¥mn)

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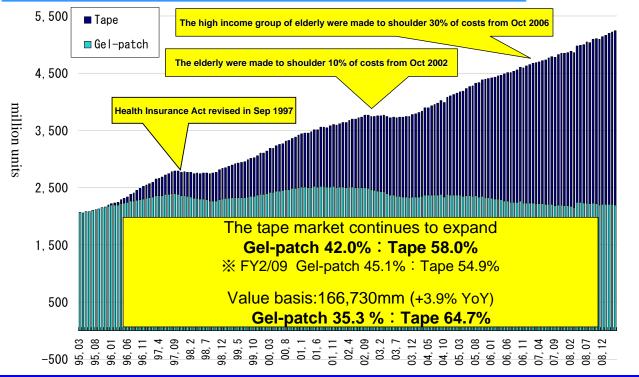
### Summary of Profit and Loss (Y o Y)



- Sales : +1.5%
  - Rx Business Div.: Adjustment of trading stock at the end of the previous fisical year Decrease in working actually days of medical institution
  - OTC Business Div.: Adjustment of trading stock executed in the Q1 FY02/2009
  - International Div.: Strengthening of business operation in Asia
- Cost of sales : +5.1%
  - Influence by change in sales composition ratio of product
- Sales administrative expense : +8.3%
  - Increase of labor cost by sales reps increase
  - Increase of reserve for retirement benefits according to deterioration of operational environment

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#### The second generation anti-inflammatory analgesic disamitsu patches market in Japan (Quantity) Source: IMS JPM



## Domestic market share

#### 42.6% 45.0% 🔶 Mohrus Tape 💶 Mohrus 📲 OEM product 40.0% 35.0% Hisamitsu market share : 51.0% (Add OEM product : 61.1%) 30.0% 25.0% 16.5% 20.0% 10.1% 15.0% 14.8% 10.0% 5.0% Source: IMS JPM 8.4% 4.9% 0.0% 00, 3 00, 7 00, 11 01, 3 01, 7 က **99, 11** 02, 03 02, 11 03, 03 03, 11 04, 03 04, 07 04, 11 05, 03 05, 07 05, 11 06, 03 06, 07 07, 03 07, 07 07, 11 08, 03 08, 07 02, 07 03, 07 06, 11 08, 11 09, 03 03 01, 11 <u>9</u>6, 99, Patch and Care of People around the World 7

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## **R&D** Pipeline

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Stage	Theme	Target	Dosage form	Characteristics	Next step
Approval	SG-01	Japan	Adhesive skin patch	Bedsores, etc. (medical device)	_
Application being filed	HFT-290 (Co-marketed with Kyowa Hakko Kirin)	Japan	Adhesive skin patch	Alleviation of cancerous pain	Approval expected in FY'09
Application being filed	BTDS (Introduced from Mundipharma K.K.)	Japan	Adhesive skin patch	Alleviation of non-cancerous pain	Approval expected in FY'10
Application being filed	КРТ-220	Japan	Adhesive skin patch	Easing of pain due to rheumatoid arthritis	Approval expected in FY'10
Application being filed	HFG-512	US	Adhesive skin patch	Alleviation of moderate to severe chronic pain	Undisclosed
P III	НКТ-500	US	Adhesive skin patch	Alleviation of joint pain, lower back pain and muscle pain	Filed in FY'11
ΡII	HTU-520	Japan	Adhesive skin patch	Onychomycosis	Phase III in FY'10
P II	HOB-294	Japan	Adhesive skin patch	Overactive	Phase III in FY'10

\* Yellow-highlighted parts are changes from the previous announcement made on April 7.

# "Improving Quality of Life (QOL) for People in the World"

June 30th, 2009

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