

# Q1 FY 02/21

## 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 to the nearest million yen.

Jul. 9th, 2020

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

**Consolidated Financial Statement**

<b>&lt;Balance sheet&gt;</b> <b>(Unit: ¥mn)</b>	2017.05	2017.08	2017.11	2018.02	2018.05	2018.08	2018.11	2019.02	2019.05	2019.08	2019.11	2020.02	2020.05	As a % of total
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	
<b>Current assets</b>	<b>171,444</b>	<b>180,103</b>	<b>184,926</b>	<b>186,225</b>	<b>180,018</b>	<b>191,553</b>	<b>193,241</b>	<b>191,418</b>	<b>192,461</b>	<b>200,319</b>	<b>205,531</b>	<b>209,251</b>	<b>195,780</b>	<b>65.9%</b>
Cash & deposits	84,939	87,563	90,453	117,189	110,016	116,896	104,241	110,283	115,710	108,901	104,555	107,051	101,158	
Notes and accounts receivable	32,621	34,707	34,250	35,185	35,122	35,940	35,060	39,961	33,701	41,535	39,587	49,232	37,898	
Marketable securities	31,774	35,374	35,512	14,759	13,981	15,828	21,390	20,946	21,045	21,879	34,893	34,878	33,995	
Inventory	17,379	16,523	17,400	16,972	17,323	16,924	17,742	15,760	16,816	16,185	18,204	15,460	18,203	
Other current assets	4,996	6,201	7,557	2,359	3,824	6,220	15,072	4,766	5,430	12,127	8,583	2,952	4,797	
Bad debt provision	-267	-266	-248	-239	-249	-258	-267	-299	-242	-311	-293	-325	-273	
<b>Fixed assets</b>	<b>106,626</b>	<b>107,101</b>	<b>111,632</b>	<b>110,310</b>	<b>109,880</b>	<b>109,814</b>	<b>110,586</b>	<b>104,368</b>	<b>97,660</b>	<b>96,411</b>	<b>102,455</b>	<b>98,150</b>	<b>101,305</b>	<b>34.1%</b>
Tangible fixed assets	41,989	41,755	41,510	40,064	39,134	39,666	39,790	39,556	39,100	38,936	38,695	38,596	37,973	
Buildings and structures	16,527	16,455	16,195	15,955	15,422	15,194	14,967	14,816	15,120	14,714	14,498	14,939	14,829	
Machinery and transport equipment	7,651	7,201	6,854	6,869	7,141	7,046	6,757	6,658	6,493	6,085	6,119	6,633	6,154	
Tools, instruments, etc.	1,893	1,983	1,922	1,909	1,844	1,795	1,804	1,781	2,003	2,055	1,983	1,978	2,081	
Land	13,091	13,085	13,096	12,628	12,497	12,535	12,571	12,348	12,353	12,324	12,320	12,340	12,317	
Construction in progress	2,720	2,933	3,352	2,619	2,155	3,027	3,599	3,860	3,017	3,652	3,640	2,520	2,407	
Lease assets	105	96	88	81	73	66	91	91	112	105	133	184	183	
Intangible fixed assets	5,399	4,987	4,523	4,100	3,526	3,213	2,856	1,990	1,867	1,688	1,565	1,469	1,570	
Investments, etc.	59,237	60,357	65,598	66,145	67,220	66,934	67,939	62,820	56,692	55,786	62,194	58,083	61,761	
Investment securities	50,793	51,623	56,895	57,170	58,086	57,620	58,554	53,521	47,716	46,805	53,274	48,379	52,526	
Long-term loans	37	36	35	34	30	29	28	27	27	26	21	20	21	
Deferred tax assets	1,285	1,418	1,471	815	720	786	711	814	638	779	838	1,287	923	
Other	7,336	7,495	7,412	8,342	8,600	8,715	8,861	8,673	8,525	8,390	8,275	8,609	8,504	
Bad debt provision	-216	-216	-216	-216	-216	-216	-216	-215	-215	-215	-215	-214	-214	
<b>Total assets</b>	<b>278,070</b>	<b>287,204</b>	<b>296,559</b>	<b>296,536</b>	<b>289,899</b>	<b>301,367</b>	<b>303,827</b>	<b>295,786</b>	<b>290,121</b>	<b>296,731</b>	<b>307,986</b>	<b>307,401</b>	<b>297,085</b>	
<b>Current liabilities</b>	<b>33,933</b>	<b>36,417</b>	<b>37,403</b>	<b>34,938</b>	<b>31,058</b>	<b>34,773</b>	<b>35,098</b>	<b>30,354</b>	<b>31,490</b>	<b>36,708</b>	<b>40,685</b>	<b>41,055</b>	<b>31,046</b>	<b>10.5%</b>
Notes and accounts payable	8,873	8,721	8,373	7,709	7,715	7,990	7,073	8,290	8,554	8,735	9,789	10,488	8,813	
Electronically recorded obligations-operating	6,554	5,936	6,131	6,202	5,875	6,292	6,057	5,864	6,073	8,102	8,117	8,536	7,992	
Short-term borrowing	1,536	1,621	1,486	1,461	1,436	1,411	1,386	1,361	1,320	1,282	1,245	1,209	1,211	
Accrued expenses	4,534	5,566	4,481	7,278	4,514	5,321	4,622	5,936	4,758	5,454	4,243	7,865	3,675	
Unpaid expenses	2,493	659	2,456	956	2,419	790	2,605	1,484	2,909	1,269	2,610	1,374	2,635	
Unpaid tax, etc.	1,641	3,390	2,273	4,891	1,326	2,569	907	868	818	3,052	4,061	5,745	513	
Bonus reserves	583	1,435	780	1,674	490	1,415	805	1,629	444	1,376	742	1,558	383	
Reserve for returned goods unsold	116	125	114	106	86	95	98	101	99	125	120	127	93	
Other current liabilities	7,598	8,960	11,305	4,657	7,193	8,886	11,541	4,818	6,512	7,308	9,754	4,150	5,727	
<b>Fixed liabilities</b>	<b>15,073</b>	<b>15,428</b>	<b>17,048</b>	<b>15,900</b>	<b>15,795</b>	<b>16,031</b>	<b>16,120</b>	<b>16,802</b>	<b>15,327</b>	<b>15,202</b>	<b>17,053</b>	<b>15,598</b>	<b>16,329</b>	<b>5.5%</b>
Long-term borrowing	559	540	524	504	488	469	452	433	420	405	388	368	349	
Provision for pension and remuneration obligations	7,061	7,131	7,221	7,297	7,352	7,434	7,446	7,465	7,515	7,517	7,580	7,600	7,650	
Deferred tax liabilities	3,457	3,731	5,115	3,978	4,177	4,318	4,466	5,223	3,511	3,013	4,545	2,978	4,350	
Other fixed liabilities	3,995	4,025	4,186	4,120	3,777	3,809	3,754	3,680	3,880	4,266	4,538	4,652	3,977	
<b>Total liabilities</b>	<b>49,007</b>	<b>51,846</b>	<b>54,452</b>	<b>50,839</b>	<b>46,853</b>	<b>50,805</b>	<b>51,218</b>	<b>47,157</b>	<b>46,817</b>	<b>51,911</b>	<b>57,738</b>	<b>56,654</b>	<b>47,376</b>	<b>15.9%</b>
<b>Owners' Equity</b>	<b>204,608</b>	<b>210,319</b>	<b>213,341</b>	<b>216,490</b>	<b>216,497</b>	<b>222,201</b>	<b>221,896</b>	<b>222,657</b>	<b>221,159</b>	<b>225,515</b>	<b>226,728</b>	<b>229,945</b>	<b>226,711</b>	<b>76.3%</b>
Common stock	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	
Capital surplus	5,914	5,914	5,914	5,914	5,914	5,914	5,914	5,914	5,914	5,914	2,272	2,272	2,284	
Retained earnings	224,926	230,638	233,660	236,811	236,819	242,525	243,244	249,156	247,659	253,293	227,712	230,929	227,653	
Treasury stock	-34,706	-34,707	-34,707	-34,709	-34,709	-34,712	-35,735	-40,886	-40,887	-42,166	-11,730	-11,730	-11,699	
<b>Net unrealized gain and translation adjustments</b>	<b>23,068</b>	<b>23,605</b>	<b>27,265</b>	<b>27,679</b>	<b>24,971</b>	<b>26,742</b>	<b>29,044</b>	<b>24,284</b>	<b>20,364</b>	<b>17,490</b>	<b>21,636</b>	<b>18,838</b>	<b>21,147</b>	<b>7.1%</b>
Other marketable securities revaluation account	15,651	16,285	19,462	19,101	19,891	19,648	20,268	17,009	13,012	11,984	16,119	12,047	15,362	
Land revaluation account	3,685	3,685	3,685	3,814	3,827	3,827	3,827	3,790	3,790	3,790	3,790	3,790	3,790	
Forex adjustment account	4,790	4,628	5,046	5,088	1,510	3,468	5,095	3,581	3,630	1,751	1,728	2,700	1,652	
Remeasurements of defined benefit plans	-1,059	-994	-929	-325	-257	-201	-145	-97	-69	-35	-1	299	341	
Stock acquisition right	225	250	274	299	323	346	369	392	415	440	466	491	472	
<b>Minority interest</b>	<b>1,161</b>	<b>1,183</b>	<b>1,225</b>	<b>1,227</b>	<b>1,252</b>	<b>1,271</b>	<b>1,298</b>	<b>1,295</b>	<b>1,363</b>	<b>1,373</b>	<b>1,417</b>	<b>1,470</b>	<b>1,378</b>	<b>0.5%</b>
<b>Total Net assets</b>	<b>229,063</b>	<b>235,357</b>	<b>242,107</b>	<b>245,696</b>	<b>243,045</b>	<b>250,561</b>	<b>252,609</b>	<b>248,629</b>	<b>243,303</b>	<b>244,820</b>	<b>250,248</b>	<b>250,746</b>	<b>249,709</b>	<b>84.1%</b>
<b>Liabilities and Net assets</b>	<b>278,070</b>	<b>287,204</b>	<b>296,559</b>	<b>296,536</b>	<b>289,899</b>	<b>301,367</b>	<b>303,827</b>	<b>295,786</b>	<b>290,121</b>	<b>296,731</b>	<b>307,986</b>	<b>307,401</b>	<b>297,085</b>	

**Consolidated Financial Statement**

<Profit and Loss statement> (Unit: ¥mn)	2017.05	2017.08	2017.11	2018.02	2018.05	2018.08	2018.11	2019.02	2019.05	2019.08	2019.11	2020.02	2020.05	YoY
	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	
Sales	36,090	73,480	110,138	148,466	33,507	69,400	102,587	143,408	29,233	63,401	99,078	140,992	24,882	85.1%
CoGS	14,004	27,584	40,267	55,688	13,600	26,130	38,175	54,727	10,901	22,892	34,554	53,388	9,672	
(as a % of sales)	38.8%	37.5%	36.6%	37.5%	40.6%	37.7%	37.2%	38.2%	37.3%	36.1%	34.9%	37.9%	38.9%	
Gross profits	22,086	45,895	69,870	92,777	19,906	43,270	64,412	88,680	18,331	40,509	64,523	87,603	15,210	83.0%
(as a % of sales)	61.2%	62.5%	63.4%	62.5%	59.4%	62.3%	62.8%	61.8%	62.7%	63.9%	65.1%	62.1%	61.1%	
SG&A costs	16,987	33,249	48,598	65,836	15,543	32,024	48,458	66,401	15,552	30,319	46,106	64,875	14,132	
(as a % of sales)	47.1%	45.2%	44.1%	44.3%	46.4%	46.1%	47.2%	46.3%	53.2%	47.8%	46.5%	46.0%	56.8%	
Sales promotion costs	3,068	6,335	9,364	13,227	3,019	6,439	10,155	13,283	2,987	6,131	9,655	13,873	3,032	
Advertising costs	2,861	5,774	8,162	10,987	2,857	6,229	9,399	13,089	3,309	6,551	10,154	14,758	2,661	
R&D spending	4,436	7,935	11,561	15,076	3,012	6,329	9,369	13,032	2,978	5,330	7,547	10,504	2,676	
Other SG&A expenses	6,619	13,204	19,510	26,545	6,653	13,027	19,533	26,995	6,276	12,305	18,749	25,739	5,761	
Operating profits	5,099	12,646	21,272	26,940	4,362	11,245	15,954	22,278	2,778	10,190	18,417	22,727	1,078	38.8%
(as a % of sales)	14.1%	17.2%	19.3%	18.1%	13.0%	16.2%	15.6%	15.5%	9.5%	16.1%	18.6%	16.1%	4.3%	
Nonoperating income	285	832	1,132	1,803	285	906	1,485	2,582	453	1,182	1,729	3,165	379	
Interest received	76	180	302	493	115	278	467	800	256	520	808	1,142	235	
Dividends received	68	403	501	724	70	422	535	763	67	436	537	811	69	
Foreign exchange gains	0	0	0	0	0	0	74	0	0	0	0	0	0	
Equity-method investment profits	0	0	0	129	0	19	124	619	0	0	82	786	0	
Other	140	248	328	456	99	186	284	399	129	225	300	425	75	
Nonoperating expenses	443	609	361	498	198	139	28	214	368	730	229	264	1,040	
Interest paid	6	15	25	32	2	5	16	19	12	8	13	19	2	
Foreign exchange losses	35	174	21	426	149	121	0	178	178	595	197	149	737	
Other	401	419	315	39	47	12	11	17	177	126	19	95	299	
Recurring profits	4,941	12,869	22,043	28,245	4,449	12,012	17,412	24,647	2,863	10,641	19,917	25,628	418	14.6%
(as a % of sales)	13.7%	17.5%	20.0%	19.0%	13.3%	17.3%	17.0%	17.2%	9.8%	16.8%	20.1%	18.2%	1.7%	
Extraordinary profits	487	487	487	487	0	218	218	1,312	0	0	1,610	1,685	1	
Gain on sales of investment securities	487	487	487	487	0	218	218	1,312	0	0	0	0	1	
Other	0	0	0	0	0	0	0	0	0	0	1,610	1,685	0	
Extraordinary losses	0	2	6	1,038	0	10	9	285	1	4	10	1,159	0	
Losses on fixed asset disposal	0	2	6	15	0	10	9	72	1	4	10	28	0	
Impairment loss	0	0	0	1,023	0	0	0	138	0	0	0	953	0	
Valuation losses on investment securities	0	0	0	0	0	0	0	0	0	0	0	176	0	
Other	0	0	0	0	0	0	74	74	0	0	0	0	0	
Pretax profits	5,428	13,354	22,524	27,694	4,449	12,221	17,621	25,673	2,862	10,637	21,518	26,155	418	14.6%
Tax, etc.	1,753	3,968	6,684	8,574	996	3,063	4,292	6,468	948	3,088	6,097	7,461	305	
Net profits	3,674	9,386	15,840	19,119	3,452	9,158	13,329	19,204	1,913	7,548	15,420	18,694	113	5.9%
(as a % of sales)	10.2%	12.8%	14.4%	12.9%	10.3%	13.2%	13.0%	13.4%	6.5%	11.9%	15.6%	13.3%	0.5%	
Capex		1,218		2,759		1,829		4,066		1,412		3,743		
(as a % of sales)		1.7%		1.9%		2.6%		2.8%		2.2%		2.7%		
Depreciation		2,464		4,901		2,075		4,213		2,607		4,214		
(as a % of sales)		3.4%		3.3%		3.0%		2.9%		4.1%		3.0%		
Goodwill amortization		552		1,104		542		1,528		10		20		
Number of employees		2,800		2,823		2,892		2,792		2,787		2,745		

	2017.05	2017.08	2017.11	2018.02	2018.05	2018.08	2018.11	2019.02	2019.05	2019.08	2019.11	2020.02	2020.05	前期比
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	
Sales	36,090	37,389	36,657	38,327	33,507	35,893	33,186	40,820	29,233	34,168	35,676	41,913	24,882	85.1%
CoGS	14,004	13,580	12,682	15,420	13,600	12,529	12,044	16,552	10,901	11,990	11,662	18,834	9,672	
(as a % of sales)	38.8%	36.3%	34.6%	40.2%	40.6%	34.9%	36.3%	40.5%	37.3%	35.1%	32.7%	44.9%	38.9%	
Gross profits	22,086	23,809	23,975	22,906	19,906	23,363	21,142	24,268	18,331	22,177	24,014	23,079	15,210	83.0%
(as a % of sales)	61.2%	63.7%	65.4%	59.8%	59.4%	65.1%	63.7%	59.5%	62.7%	64.9%	67.3%	55.1%	61.1%	
SG&A costs	16,987	16,261	15,348	17,238	15,543	16,480	16,433	17,943	15,552	14,766	15,786	18,769	14,132	
(as a % of sales)	47.1%	43.5%	41.9%	45.0%	46.4%	45.9%	49.5%	44.0%	53.2%	43.2%	44.2%	44.8%	56.8%	
Sales promotion costs	3,068	3,266	3,029	3,863	3,019	3,419	3,715	3,128	2,987	3,144	3,523	4,218	3,032	
Advertising costs	2,861	2,912	2,387	2,825	2,857	3,371	3,170	3,690	3,309	3,241	3,602	4,604	2,661	
R&D spending	4,436	3,498	3,626	3,514	3,012	3,316	3,040	3,663	2,978	2,351	2,216	2,957	2,676	
Other SG&A expenses	6,619	6,584	6,305	7,035	6,653	6,373	6,506	7,461	6,276	6,028	6,444	6,990	5,761	
Operating profits	5,099	7,547	8,626	5,667	4,362	6,882	4,708	6,324	2,778	7,411	8,227	4,309	1,078	38.8%
(as a % of sales)	14.1%	20.2%	23.5%	14.8%	13.0%	19.2%	14.2%	15.5%	9.5%	21.7%	23.1%	10.3%	4.3%	
Nonoperating income	285	547	299	670	285	621	579	1,096	453	782	1,056	1,483	379	
Interest received	76	104	121	191	115	163	188	332	256	263	287	334	235	
Dividends received	68	335	98	222	70	351	113	227	67	368	101	273	69	
Foreign exchange gains	0	0	153	0	0	27	196	0	0	0	398	47	0	
Equity-method investment profits	0	0	118	410	0	36	104	495	0	54	193	703	0	
Other	140	107	80	127	99	86	98	114	129	96	75	124	75	
Nonoperating expenses	443	166	24	416	198	-14	9	260	368	416	8	82	1,040	
Interest paid	6	9	9	7	2	3	10	3	12	5	4	6	2	
Foreign exchange losses	35	139	0	405	149	0	0	252	178	417	0	0	737	
Other	401	18	14	4	47	-17	0	5	177	-6	3	76	299	
Recurring profits	4,941	7,928	9,173	6,202	4,449	7,562	5,399	7,234	2,863	7,777	9,276	5,710	418	14.6%
(as a % of sales)	13.7%	21.2%	25.4%	16.2%	13.3%	21.1%	16.3%	17.7%	9.8%	22.8%	26.0%	13.6%	1.7%	
Extraordinary profits	487	0	0	0	0	218	0	1,093	0	0	1,610	74	1	
Gain on sales of investment securities	487	0	0	0	0	218	0	1,093	0	0	0	0	1	
Other	0	0	0	0	0	0	0	0	0	0	1,610	74	0	
Extraordinary losses	0	1	3	1,032	0	9	0	276	1	2	5	1,148	0	
Losses on fixed asset disposal	0	1	3	9	0	9	0	63	1	2	5	18	0	
Impairment loss	0	0	0	1,023	0	0	0	138	0	0	0	953	0	
Valuation losses on investment securities	0	0	0	0	0	0	0	0	0	0	0	176	0	
Other	0	0	0	0	0	0	0	74	0	0	0	0	0	
Pretax profits	5,428	7,926	9,169	5,169	4,449	7,772	5,400	8,051	2,862	7,774	10,881	4,636	418	14.6%
Tax, etc.	1,753	2,214	2,716	1,890	996	2,066	1,229	2,176	948	2,140	3,009	1,363	305	
Net profits	3,674	5,712	6,453	3,279	3,452	5,705	4,171	5,875	1,913	5,634	7,872	3,273	113	5.9%
(as a % of sales)	10.2%	15.3%	17.9%	8.6%	10.3%	15.9%	12.6%	14.4%	6.5%	16.5%	22.1%	7.8%	0.5%	

### 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	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	87.7%
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	87.6%
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	81.0%
Other regions	804	1,607	2,295	3,327	511	1,440	2,072	2,869	759	1,683	2,642	4,036	892	117.5%
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	80.1%
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	56.1%
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	112.3%
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	126.7%
Others	879	1,701	2,539	3,389	856	1,720	2,582	3,447	661	1,313	1,969	2,640	656	99.2%

(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	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	87.7%
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	87.6%
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	81.0%
Other regions	804	803	687	1,031	511	929	632	796	759	924	958	1,394	892	117.5%
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	80.1%
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	56.1%
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	112.3%
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	126.7%
Others	879	822	838	849	856	864	861	865	661	652	655	671	656	99.2%

### Sales Results of Major Products

(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	YoY
Fentos <sup>®</sup> Tape	1,014	2,351	3,706	4,917	1,333	2,652	3,897	4,852	1,090	2,176	3,313	4,155	1,031	94.6%
Norspan <sup>®</sup> Tape	500	1,059	1,560	2,079	488	999	1,496	2,060	-	-	-	-	-	-
Neoxy <sup>®</sup> Tape	227	427	617	834	181	345	514	696	159	313	443	605	115	72.9%
Abstral <sup>®</sup>	55	115	164	217	50	104	156	209	53	102	152	198	48	91.1%
Allesaga <sup>®</sup> Tape	-	-	-	-	99	102	109	230	75	98	136	356	55	73.3%
Haruropi <sup>®</sup> Tape	-	-	-	-	-	-	-	-	-	-	-	674	441	-
Mohrus <sup>®</sup> Tape products	11,536	24,947	37,583	49,736	9,973	20,805	31,586	42,115	8,950	19,454	28,650	39,091	7,545	84.3%
Mohrus <sup>®</sup> Pap products	1,800	4,205	6,388	8,399	1,745	3,727	5,674	7,447	1,509	3,315	4,849	6,407	1,129	74.8%
(Mohrus <sup>®</sup> Pap XR products)	1,113	2,710	4,196	5,592	1,243	2,662	4,063	5,366	1,095	2,403	3,509	4,659	820	74.9%
Others	1,916	4,237	6,373	8,485	1,972	4,281	6,594	10,987	2,087	4,411	12,543	14,789	1,812	86.8%
Minivelle <sup>®</sup> products	2,648	3,855	5,837	7,628	1,433	3,441	4,851	6,098	818	1,656	2,494	3,249	617	75.4%
Vivelle-Dot <sup>®</sup> products	1,253	2,284	3,491	4,839	883	2,343	3,298	4,190	1,324	3,051	3,772	4,917	891	67.3%
CombiPatch <sup>®</sup> products	1,132	2,156	2,998	4,176	1,082	2,172	3,289	4,428	1,003	1,924	3,117	4,335	1,159	115.5%
Brisdelle <sup>®</sup>	-10	-10	-10	-116	0	0	0	0	0	-	-	-	-	-
Daytrana <sup>®</sup>	784	1,747	2,447	3,170	615	1,108	1,830	2,520	661	1,156	1,793	2,490	631	95.5%
Secuado <sup>®</sup>	-	-	-	-	-	-	-	-	-	-	-	-	61	-
Others of Noven products	0	113	672	687	0	0	0	43	-4	78	78	107	2	-58.3%
Salonpas <sup>®</sup> products	7,212	14,172	21,446	29,391	7,024	15,606	22,737	33,062	6,636	15,382	22,828	34,456	5,724	86.2%
Salonprip <sup>®</sup> products	975	2,606	3,502	4,674	822	1,814	2,568	3,414	575	1,636	2,624	3,988	422	73.3%
Air <sup>®</sup> Salonpas <sup>®</sup> products	388	1,032	1,382	1,716	421	1,017	1,411	1,789	370	907	1,276	1,701	268	72.6%
Feitas <sup>®</sup> products	1,252	2,625	4,055	5,178	1,427	2,925	4,526	5,811	1,384	3,169	4,495	5,914	903	65.3%
Butenalock <sup>®</sup> products	817	1,199	1,366	1,568	948	1,228	1,401	1,672	818	1,124	1,262	1,683	476	58.2%
Allegra <sup>®</sup> FX	941	1,005	1,292	3,365	1,393	1,420	1,681	4,509	413	644	1,059	5,303	95	23.1%
Others	762	1,647	2,722	4,125	752	1,580	2,379	3,820	644	1,495	2,218	3,923	789	122.6%

(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	YoY
Fentos <sup>®</sup> Tape	1,014	1,336	1,355	1,210	1,333	1,318	1,244	954	1,090	1,086	1,136	841	1,031	94.6%
Norspan <sup>®</sup> Tape	500	559	500	519	488	510	496	564	-	-	-	-	-	-
Neoxy <sup>®</sup> Tape	227	200	189	217	181	163	168	181	159	154	129	161	115	72.9%
Abstral <sup>®</sup>	55	59	49	53	50	53	51	53	53	49	49	46	48	91.1%
Allesaga <sup>®</sup> Tape	-	-	-	-	99	2	6	121	75	22	37	220	55	73.3%
Haruropi <sup>®</sup> Tape	-	-	-	-	-	-	-	-	-	-	-	674	441	-
Mohrus <sup>®</sup> Tape products	11,536	13,411	12,635	12,152	9,973	10,832	10,780	10,529	8,950	10,504	9,195	10,441	7,545	84.3%
Mohrus <sup>®</sup> Pap products	1,800	2,404	2,183	2,011	1,745	1,982	1,946	1,773	1,509	1,806	1,533	1,558	1,129	74.8%
(Mohrus <sup>®</sup> Pap XR products)	1,113	1,597	1,485	1,395	1,243	1,419	1,401	1,303	1,095	1,308	1,105	1,150	820	74.9%
Others	1,916	2,320	2,135	2,112	1,972	2,308	2,313	4,393	2,087	2,324	8,132	2,245	1,812	86.8%
Minivelle <sup>®</sup> products	2,648	1,206	1,982	1,790	1,433	2,007	1,410	1,246	818	837	838	755	617	75.4%
Vivelle-Dot <sup>®</sup> products	1,253	1,030	1,207	1,347	883	1,459	954	892	1,324	1,727	720	1,145	891	67.3%
CombiPatch <sup>®</sup> products	1,132	1,024	841	1,177	1,082	1,090	1,116	1,138	1,003	921	1,193	1,218	1,159	115.5%
Brisdelle <sup>®</sup>	-10	0	0	-105	0	0	0	0	0	-	-	-	-	-
Daytrana <sup>®</sup>	784	963	699	723	615	493	722	689	661	495	636	696	631	95.5%
Secuado <sup>®</sup>	-	-	-	-	-	-	-	-	-	-	-	-	61	-
Others of Noven products	0	113	558	15	0	0	0	42	-4	83	0	28	2	-58.3%
Salonpas <sup>®</sup> products	7,218	6,953	7,275	7,944	7,024	8,582	7,130	10,324	6,636	8,745	7,446	11,628	5,724	86.2%
Salonprip <sup>®</sup> products	975	1,630	896	1,172	822	992	753	845	575	1,060	987	1,364	422	73.3%
Air <sup>®</sup> Salonpas <sup>®</sup> products	388	644	348	335	421	595	393	378	370	536	369	425	268	72.6%
Feitas <sup>®</sup> products	1,252	1,372	1,429	1,122	1,427	1,498	1,600	1,284	1,384	1,785	1,326	1,419	903	65.3%
Butenalock <sup>®</sup> products	817	382	166	201	948	279	173	271	818	306	137	420	476	58.2%
Allegra <sup>®</sup> FX	941	64	287	2,072	1,393	27	261	2,827	413	230	415	4,244	95	23.1%
Others	762	884	1,075	1,403	752	827	799	1,441	644	851	723	1,704	789	122.6%

## Earnings Forecasts

(Unit: ¥mn)

<Consolidated>	Feb 2020A	
	Q1-Q4	YoY
<b>Sales</b>	<b>140,992</b>	<b>98.3%</b>
CoGS	53,388	97.6%
(CoGS ratio %)	37.9%	
Gross profits	87,603	98.8%
(as a % of sales)	62.1%	
SG&A costs	64,875	97.7%
(Sales promotion costs)	13,873	104.4%
(Advertising costs)	14,758	112.8%
(R&D spending)	10,504	80.6%
(Other SG&A expenses)	25,739	95.3%
<b>Operating profits</b>	<b>22,727</b>	<b>102.0%</b>
(as a % of sales)	16.1%	
<b>Recurring profits</b>	<b>25,628</b>	<b>104.0%</b>
(as a % of sales)	18.2%	
<b>Net profits</b>	<b>18,694</b>	<b>97.3%</b>
(as a % of sales)	13.3%	
Capex	3,743	92.1%
Depreciation	4,214	100.0%
Goodwill amortization	20	1.3%

(Unit: ¥mn)

Feb 2021E	
Q1-Q4	YoY
<b>127,000</b>	<b>90.1%</b>
49,700	93.1%
39.1%	
77,300	88.2%
60.9%	
64,400	99.3%
14,700	106.0%
13,150	89.1%
11,100	105.7%
25,450	98.9%
<b>12,900</b>	<b>56.8%</b>
10.2%	
<b>14,800</b>	<b>57.7%</b>
11.7%	
<b>10,600</b>	<b>56.7%</b>
8.3%	
6,700	179.0%
4,900	116.3%
20	100.0%

### <By regions>

Rx Business	81,379	94.8%
Japan	65,080	96.6%
USA	12,262	78.5%
Other regions	4,036	140.7%
OTC Business	56,971	105.3%
Japan	29,682	104.0%
USA	12,103	108.7%
Other regions	15,186	105.4%
Others	2,640	76.6%

66,400	81.6%
52,900	81.3%
9,200	75.0%
4,300	106.5%
57,700	101.3%
28,400	95.7%
12,200	100.8%
17,100	112.6%
2,900	109.8%

### <By product>

Fentos <sup>®</sup> Tape	4,155	85.6%
Neoxy <sup>®</sup> Tape	605	86.8%
Abstral <sup>®</sup>	198	94.7%
Allesaga <sup>®</sup> Tape	356	154.8%
Haruropi <sup>®</sup> Tape	674	-
Mohrus <sup>®</sup> Tape products	39,091	92.8%
Mohrus <sup>®</sup> Pap products	6,407	86.0%
Mohrus <sup>®</sup> Pap XR products	4,659	86.8%
Minivelle <sup>®</sup> products	3,249	53.3%
Vivelle-Dot <sup>®</sup> products	4,917	117.4%
CombiPatch <sup>®</sup> products	4,335	97.9%
Daytrana <sup>®</sup>	2,490	98.8%
Secuado <sup>®</sup>	-	-
Salonpas <sup>®</sup> products	34,456	104.2%
Salonsip <sup>®</sup> products	3,988	116.8%
Air <sup>®</sup> Salonpas <sup>®</sup> products	1,701	95.0%
Feitas <sup>®</sup> products	5,914	101.8%
Butenalock <sup>®</sup> products	1,683	100.8%
Allegra <sup>®</sup> FX	5,303	117.6%

3,500	84.2%
550	90.9%
200	101.0%
900	252.8%
1,400	207.7%
32,900	84.2%
5,000	78.0%
3,500	75.1%
2,000	61.6%
3,600	73.2%
5,100	117.6%
2,000	80.3%
200	-
33,700	97.8%
3,900	97.8%
1,950	114.6%
5,950	100.6%
1,600	95.1%
4,750	89.6%