

Hisamitsu Pharmaceutical Co., Inc.

FY02/2023 Results

and Outlook for the FY02/2024

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.

Apr.13th , 2023



FY02/2023 Results

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1. Looking back on the FY02/2023(1)

Rx Business

- Mar. •FDA Approves Once-Daily XELSTRYM™ (dextroamphetamine) Transdermal System(Theme : ATS) , CII, for the Treatment of Attention-Deficit/Hyperactivity Disorder (ADHD) in Adults and Pediatric Patients 6 Years and Older
- Apr. •Application for manufacturing and marketing approval of HP-5070 in Japan (primary palmar hyperhidrosis treatment drug)
- Jun. •Notification of approval for manufacturing and marketing approval of the additional indications of “low back pain, humeroscapular periarthrits, cervico-omo-brachial syndrome and tenosynovitis” for ZICTHORU[®] Tapes (Transdermal, pain treatment NSAID patch, development code: HP-3150) in Japan
- Oct. •Notification of the Results of the Phase III Clinical Study of HP-5000 for Osteoarthritis Pain of the Knee in the U.S.(Pain Relief and Anti-Inflammatory Patch)

OTC Business

- May. •Launch of Bye Bye Fever[®] Band fastening type and Cooling Pillow in Japan
- Jun. •Launch of new package “Nobinobi[®] Salonsip[®] Fit[®].H(Hot Type)”
“Nobinobi[®] Salonsip[®] Fit[®].α(Odorless type)”, 10 patches in Japan
- Jun. •Launch of “Lifecella[®] SACRISE[®].” in Japan
- Jul. •Collaboration Campaign between “Hisamitsu Pharmaceutical” and “Demon Slayer” in Japan
- Sep. •Launch of new package “Feitas[®] Shippu”, “Feitas[®] Shippu Onkan”, 10 patches in Japan
- Oct. •Obtainment of “Good Design Award 2022” for Nobinobi[®] Salonsip[®] Fit[®].
- Oct. •Launch of new package “Salonpas[®] Tsubokori[®] Patch”, 64 patches in Japan
- Feb. •Launch of “Hisamitsu[®] METASAPO[®].” in Japan
- Feb. •Launch of new package “Nobinobi[®] Salonsip[®] Fit[®].” 20 patches and 40 patches, “Nobinobi[®] Salonsip[®] Fit[®].α(Odorless type)”, 20 patches , “Nobinobi[®] Salonsip[®] Fit[®].H(Hot Type)” 20 patches in Japan



1. Looking back on the FY02/2023(2)

Hisamitsu® METASAPO®



当社従来品に比べて
包装サイズを小さく
しました。

《Product Features》

- Functional Ingredients: Tea catechin
Decreases visceral fat in obese people
- Functional Ingredients: Epigallocatechin gallate (EGCg)
Epigallocatechin gallate (EGCg) moderates the increase in postprandial blood glucose levels.

Product Information

<https://www.e-hisamitsu.jp/shop/g/g4987-188-310137/>



Nobinobi® Salonsip® Fit®



Nobinobi. Salonsip.
Fit. 20 patches

Nobinobi. Salonsip.
Fit. 40 patches

Nobinobi. Salonsip.
Fit.α (Odorless type)
20 patches

Nobinobi. Salonsip.
Fit.H (Hot Type)
20 patches

- Reduction of package material
approximately 80%
- Reduction of material waste
approximately 121t/year



当社従来品に比べて
包装サイズを小さく
しました。

Product Information

<https://www.hisamitsu.info/nobisalo/>





1. Looking back on the FY02/2023(3)

Others

- Mar. • Notice regarding Revision of Earnings Forecast
- Mar. • Acquisition of Shares of AYM HD . (AYM HD : Wholly-owningparent company of Ayumi Pharmaceutical Holdings .)
- Apr. • Providing Humanitarian Assistance to Ukraine
- May. • Salonpas[®] certified as the World's No. 1 OTC topical analgesic patch brand for the 6th consecutive year since 2016. Hisamitsu Pharmaceutical certified as the holder of the world's largest share in the corresponding market category for the 5th consecutive year since 2017. *Based on research by Euromonitor International (UK)
- Jul. • Stock compensation-type stock options (stock acquisition rights) issue
- Jul. • Finalized Stock compensation-type stock options (stock acquisition rights) issue details
- Sep. • Open "Pharmaceutical Research Institute" pavilion at KidZania Fukuoka
- Sep. • Passing away and resignation of an outside director
- Sep. • Support for the heavy rain disaster from August 3, 2022
- Sep. • Construction of New Research Center and Reorganization of Research Sites
- Oct. • Acquisition of treasury stock
- Oct. • Hisamitsu Springs Practice Site Named "Salonpas[®] Arena"
- Dec. • Additional energy saving and CO₂ reduction efforts in the Smart Energy Networks Project in the Kiyohara Industrial Complex
- Jan. • Hisamitsu Pharmaceutical Hot Heart Club decided to donate to support organizations in FY2022
- Jan. • Receive the "Environmental Consideration Award" in the 2022 Chiyoda Ward Global Warming Prevention Planning System
- Feb. • Notice regarding Results and Completion of Acquisition of Treasury Shares
- Feb. • Notice of Price Revision of OTC products in Japan
- Feb. • Support for Turkey-Syria Earthquake



1. Looking back on the FY02/2023(4)

※Announced in FY02/2024 (after March 1, 2023)

- The Minister of Economy, Trade and Industry Award at the 31st Global Environment Awards for the Kiyohara Industrial Park SmartEnergy Project *Announced on March 1
- Became an official partner of TEAM JAPAN (topical analgesic anti-inflammatory drugs, muscle fatigue care products, and medical supporters) *Announced on March 13
- JLPGA Step Up Tour "Salonpas Ladies Open" Newly Announced *Announced on March 14
- Establishment of a new research base at Shonan iPark *Announced on March 20
- Launch of “Feitas[®]Z Dicsas[®] ShippuF” 7 patches in Japan *Announced on March 27
- Notification of approval for manufacturing and marketing approval of APOHIDE[®] Lotion 20% in Japan (Primary palmar hyperhidrosis treatment drug, development code: HP-5070) *Announced on March 27
- Notice regarding Revision of Earnings Forecast *Announced on March 30
- Launch of “SALONPAS HOT[®]” 3 patches in Japan *Announced on April 6



2. Promotion of Sustainability (1)



Hisamitsu Pharmaceutical Group's Materiality (Priority Issues) Promoting environmental management

Receive the "Environmental Consideration Award" in the 2022 Chiyoda Ward Global Warming Prevention Planning System

<Evaluation points>

- Displaying the "HELLO! eco!" mark on products that meet eco-standards
- Local Contribution Activities through Donations to Social Contribution Organizations
- Establishment of a system for confirming the safety of individuals and their families in the event of a disaster



From left side,
Masayuki Nagano (Hisamitsu Pharmaceutical Co., Inc.)
Takaaki Higuchi (Mayor of Chiyoda Ward)
Koji Takiyama (Hisamitsu Pharmaceutical Co., Inc.)

■ news release

https://www.hisamitsu.co.jp/company/pdf/news_release_230126.pdf



The Minister of Economy, Trade and Industry Award at the 31st Global Environment Awards for the Kiyohara Industrial Park SmartEnergy Project

<Evaluation points>

- Under public-private partnerships, multiple businesses in different industries pursue optimization for the entire region, achieving energy saving and CO2 reduction
- Continued efforts after full-scale operation in 2020 have led to results



Kiyohara Smart Energy Center

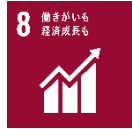
■ news release

https://www.hisamitsu.co.jp/company/pdf/news_release_230301.pdf





2. Promotion of Sustainability (2)



Hisamitsu Pharmaceutical Group's Materiality (Priority Issues) Contributing to local communities

Official partner of TEAM JAPAN
(topical analgesic anti-inflammatory drugs, muscle fatigue care products, and medical supporters)

～ さあ！ 全力発揮。気になるそこに、手当てのチカラを。～



Contract period : Until December 31, 2024
Target of right utilization : Japanese national team, TEAM JAPAN

■ news release

https://www.hisamitsu.co.jp/company/pdf/news_release_230313.pdf



JLPGA Step Up Tour "Salonpas Ladies Open"

九州佐賀から、世界へ。

Through the "Salonpas Ladies Open", we will work to spread from Saga Prefecture to the world and contribute to the promotion of sports in Saga Prefecture and regional revitalization.

DATE : October 20–22, 2023
GOLF COURSE : Wakagi GC, Saga

■ news release

https://www.hisamitsu.co.jp/whatsnew/pdf/info_230314.pdf





3. HX2025 Initiatives (1)



**7th Mid-Term
Management Policy**
～HX2025 (Hisamitsu Transformation 2025)～
September 17, 2021
President and CEO
NAKATOMI, Kazuhide

Hisamitsu Pharmaceutical Homepage
7th Mid-Term Management Policy
<https://global.hisamitsu/ir/medium-term.html>





3. HX2025 Initiatives (2)

		(1st year)	(2nd year)	
	FY02/2021	FY02/2022	FY02/2023	Targets at FY02/2026
Sales growth rate	114.5 billion yen	120.1 billion yen	128.3 billion yen (CAGR 5.9%)	CAGR 5.0% or more
Overseas Sales Ratio (Overseas Sales)	34.4% (39.3 billion yen)	34.5% (41.4 billion yen)	41.8% (53.6 billion yen)	50.0% or more
ROE	3.7%	3.8%	4.7%	8.0% or more
		<ul style="list-style-type: none"> ✓ Repurchase of 2 million shares 	<ul style="list-style-type: none"> ✓ Dividend increase for 10 consecutive years ✓ Repurchase of 2 million shares 	
Growth investment		<ul style="list-style-type: none"> ✓ Investment in GAIA Biomedicine, a bio-venture company from Kyushu University ✓ Signed a license agreement with RaQualia Pharma Inc. for a novel sodium channel blocker. 	<ul style="list-style-type: none"> ✓ Acquisition of Shares of AYM HD Co. ✓ Construction of New Research Center and Reorganization of Research Sites 	Over 150 billion yen in five years



3. HX2025 Initiatives (3)

policy

Initiatives for FY 02/2024

① Expand

"Pillars of Growth"

Hisamitsu Group Growth Drivers in the Five Years

- Expanded sales of ZICTHORU[®] Tapes
- Launch of APOHIDE[®] Lotion
- Inbound demand capturing

② Exceed

"Overcoming Challenges. "
~Beyond the barrier ~

Overcoming Challenges and Becoming the Next Generation's Growth Driver

- Launch of Xelstrym[™]
- Further expansion of Poke-Sip[®] (Responding to the SDGs)

③ Enhance

"Enhancing Functions"

Strengthening our capabilities and Establish a foundation for growth

- Reorganization and expansion of research and development
Completion of new research building
Establishment of a research base at Shonan iPark



ZICTHORU[®] Tapes

APOHIDE[®] Lotion

XELSTRYM[™]

Poke-Sip[®]



New Research Center (image)



4. Consolidated P&L (1) - Comparison with the previous period performance -

	Actual for FY02/22	Actual for FY02/23	Change	Percentage Change	Earnings forecast for FY02/2023*
Net sales	120,193	128,330	+8,136	+6.8%	128,300
CoGS	50,126	55,630	+5,504	+11.0%	55,700
as a % of sales	41.7%	43.3%			43.4%
SG&A costs	60,730	61,099	+369	+0.6%	61,100
Sales promotion costs	13,925	11,340	-2,585	-18.6%	11,400
Advertising costs	11,481	12,209	+727	+6.3%	12,200
R&D costs	10,613	9,785	-827	-7.8%	9,800
Others	24,710	27,763	+3,053	+12.4%	27,700
Operating profit	9,337	11,599	+2,262	+24.2%	11,500
Ordinary profit	12,638	16,051	+3,412	+27.0%	16,000
Net profit	9,658	11,742	+2,084	+21.6%	12,000
Exchange rate (¥/USD)	110.37	132.08			

Unit:¥ Million

*Published on
Mar. 30, 2023

※Effective from the fiscal year ended February, 2023, the Company has adopted the "Accounting Standard for Revenue Recognition" and other related standards.



4. Consolidated P&L (2) – Summary of Profit and Loss -

	Actual for FY02/22	Actual for FY02/23	Change	Main factor
Net sales	120,193	128,330	+8,136	
CoGS	50,126	55,630	+5,504	
as a % of sales	41.7%	43.3%		<ul style="list-style-type: none"> ▪ Application of Accounting Standard for Revenue Recognition ▪ Impact of the drug price revision in Japan ▪ Soaring raw material costs
SG&A costs	60,730	61,099	+369	
Sales promotion costs	13,925	11,340	-2,585	▪ Application of Accounting Standard for Revenue Recognition
Advertising costs	11,481	12,209	+727	
R&D costs	10,613	9,785	-827	
Others	24,710	27,763	+3,053	▪ Increase in logistics costs
Operating profit	9,337	11,599	+2,262	
Non-operating balance	3,301	4,451	+1,149	▪ Foreign exchange gain
Ordinary profit	12,638	16,051	+3,412	
Extraordinary balance	317	62	-255	▪ [FY02/2022]Sales of investment securities
Net profit	9,658	11,742	+2,084	

Unit:¥ Million

※Effective from the fiscal year ended February, 2023, the Company has adopted the "Accounting Standard for Revenue Recognition" and other related standards.



5. Sales Results by Region

Unit:¥ Million

		Actual for FY02/22	Actual for FY02/23	change	percentage Change
Net sales		120,193	128,330	+8,136	+6.8%
Rx Business	Japan	54,546	53,135	-1,411	-2.6%
	Overseas	13,923	16,672	+2,749	+19.7%
	USA	9,586	11,567	+1,981	+20.7%
	Other regions	4,336	5,105	+768	+17.7%
OTC Business	Japan	21,280	18,373	-2,906	-13.7%
	Overseas	27,541	37,020	+9,479	+34.4%
	USA	12,519	16,727	+4,208	+33.6%
	Other regions	15,021	20,292	+5,270	+35.1%
Others	Japan	2,901	3,127	+225	+7.8%
Overseas Sales Ratio		34.5%	41.8%		

※Effective from the fiscal year ended February, 2023, the Company has adopted the "Accounting Standard for Revenue Recognition" and other related standards.



6. Sales Results by Product (1) – Rx Business -

Unit:¥ Million

	Actual for FY02/23		
	Total	Japan	Overseas
Rx Business	69,808	53,135	16,672
Mohrus® Tape products	28,891	27,930	961
Zicthoru® Tapes	2,219	2,219	-
Haruropi® Tape	2,833	2,833	-
Mohrus® Pap products	3,948	3,948	-
Fentos® Tapes	3,726	3,726	-
Estrana® Tapes	2,055	2,055	-
Allesaga® Tapes	398	398	-
Others	9,477	8,525	952
CombiPatch® products	6,722	1,498	5,224
Vivelle-Dot® products	5,453	-	5,453
Minivelle® products	2,156	-	2,156
Daytrana®	1,282	-	1,282
Secuado®	642	-	642

	Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas
	+1,338	-1,411	+2,749	+2.0%	-2.6%	+19.7%
	-3,271	-3,582	+311	-10.2%	-11.4%	+48.0%
	+1,981	+1,981	-	+831.4%	+831.4%	-
	-781	-781	-	-21.6%	-21.6%	-
	-897	-897	-	-18.5%	-18.5%	-
	+218	+218	-	+6.2%	+6.2%	-
	+159	+159	-	+8.4%	+8.4%	-
	-23	-23	-	-5.6%	-5.6%	-
	+1,515	+1,280	+234	+19.0%	+17.7%	+32.6%
	+1,559	+233	+1,326	+30.2%	+18.5%	+34.0%
	+1,240	-	+1,240	+29.5%	-	+29.5%
	+181	-	+181	+9.2%	-	+9.2%
	-799	-	-799	-38.4%	-	-38.4%
	+258	-	+258	+67.2%	-	+67.2%

※Effective from the fiscal year ended February, 2023, the Company has adopted the "Accounting Standard for Revenue Recognition" and other related standards.

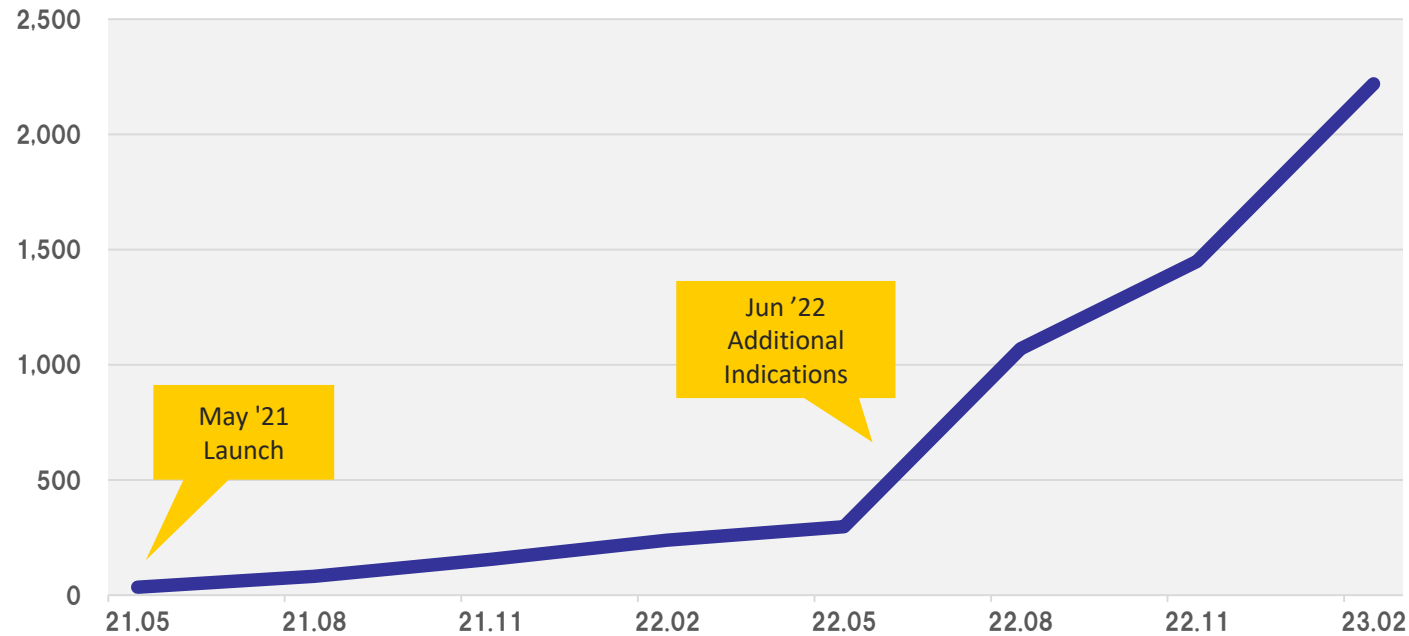


Supplementary Data: ZICTHORU® Tapes 75mg

Properly communicate the features of "systemic formulations" to physicians through Product information sessions and Lectures

Unit:¥ Million

Sales trends (MAT)



【Product Strengths】

- Systemic transdermal formulations containing non-steroidal anti-inflammatory drugs (NSAIDs)
- Keeping the stable drug levels in the blood for 24 hours by applying Once-daily
- Available for the patients who have difficulty administering or swallowing oral medications



6. Sales Results by Product (2) – OTC Business -

Unit:¥ Million

	Actual for FY02/23			Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas
OTC Business	55,394	18,373	37,020	+6,572	-2,906	+9,479	+13.5%	-13.7%	+34.4%
Salonpas® products	39,187	7,031	32,155	+8,091	+251	+7,840	+26.0%	+3.7%	+32.2%
Feitas® products	3,721	3,700	21	-882	-874	-7	-19.2%	-19.1%	-25.2%
Salonsip® products	3,054	1,825	1,228	-149	-352	+202	-4.7%	-16.2%	+19.7%
Allegra® FX	3,261	3,261	-	-753	-753	-	-18.8%	-18.8%	-
Bye Bye Fever® products	3,147	371	2,775	+1,243	-25	+1,268	+65.3%	-6.4%	+84.2%
Air® Salonpas® products	1,491	719	771	+194	-56	+250	+15.0%	-7.3%	+48.1%
Butenalock® products	618	617	1	-834	-836	+1	-57.4%	-57.5%	+959.3%
Others	912	846	65	-337	-260	-77	-27.0%	-23.5%	-54.0%

※Effective from the fiscal year ended February, 2023, the Company has adopted the "Accounting Standard for Revenue Recognition" and other related standards.

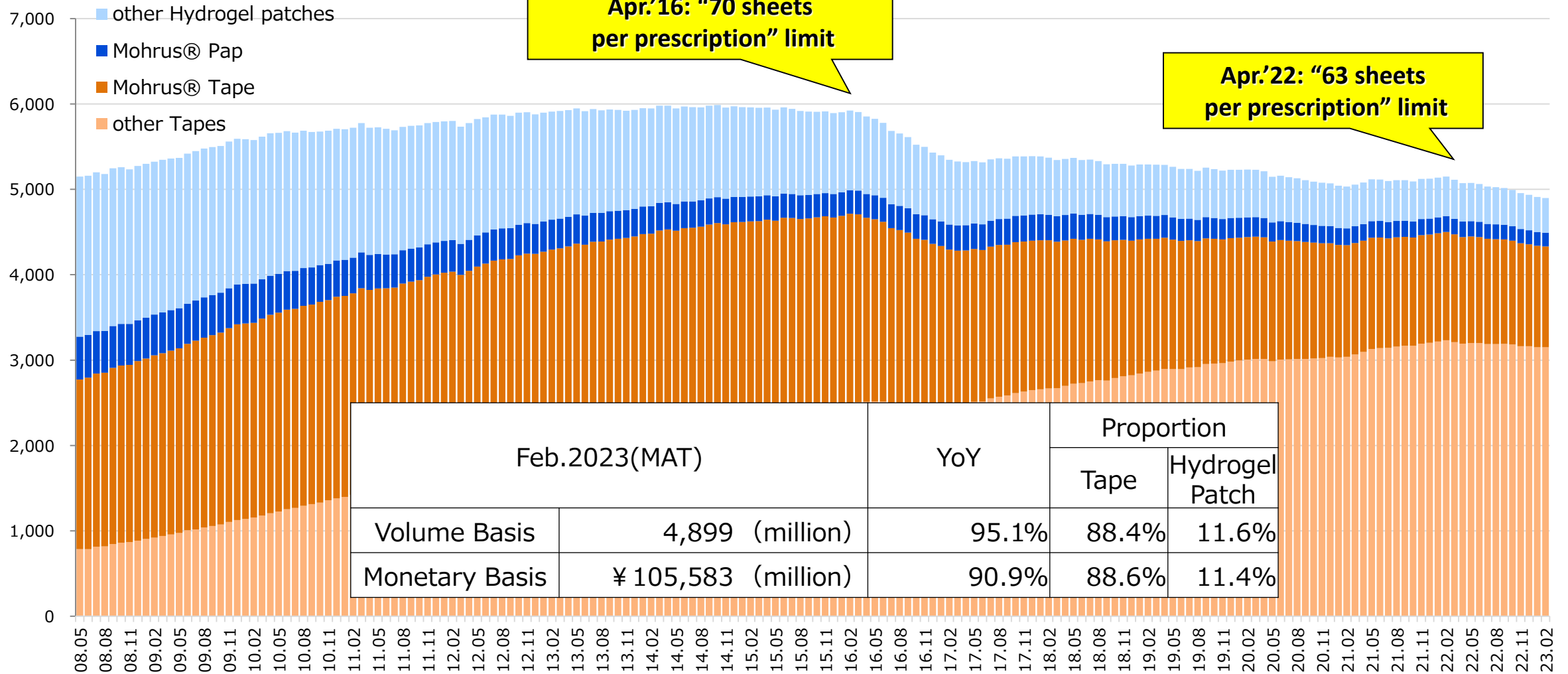




7. Trends of second-generation non-steroidal anti-inflammatory patch in Japan

Number of patches
(Million)

Market trends on volume basis





8. R&D Pipeline(1)

	Stage	Theme	Target	Dosage Form	Characteristics	Next Step
1	launch being prepared	XELSTRYM™(ATS)	USA	Patch	Attention Deficit Hyperactivity Disorder(ADHD)	To be launched in FY23
2	Approved	APOHIDE®Lotion(HP-5070)	JPN	Lotion	Primary palmar hyperhidrosis	To be launched in FY23
3	Phase3	HP-5000	USA	Patch	Osteoarthritis of the knee	Under consideration

※Yellow-highlighted parts are changes from the previous announcement made on Jan.12th,2023



8. R&D Pipeline(2)

First in Japan*

APOHIDE[®] Lotion 20%, for the primary palmar hyperhidrosis treatment drug



Active ingredient	:Oxybutynin hydrochloride
Specification	:Oxybutynin hydrochloride 200 mg / 1 g
Indications	: Primary palmar hyperhidrosis
Dosage and administration	:Apply an appropriate amount to both palms once a day before bedtime

- The product has a topical formulation developed using Hisamitsu’s TDDS (Transdermal Drug Delivery System) technology
- The product is the first drug in Japan to demonstrate efficacy and safety in the Phase III clinical study conducted in patients with primary palmar hyperhidrosis.
- Apply to palms once a day before bedtime for best results.

*As a preparation indicated for the treatment of primary palmar hyperhidrosis (covered by insurance)

■ news release

https://global.hisamitsu/pdf/news_release_E_230327.pdf





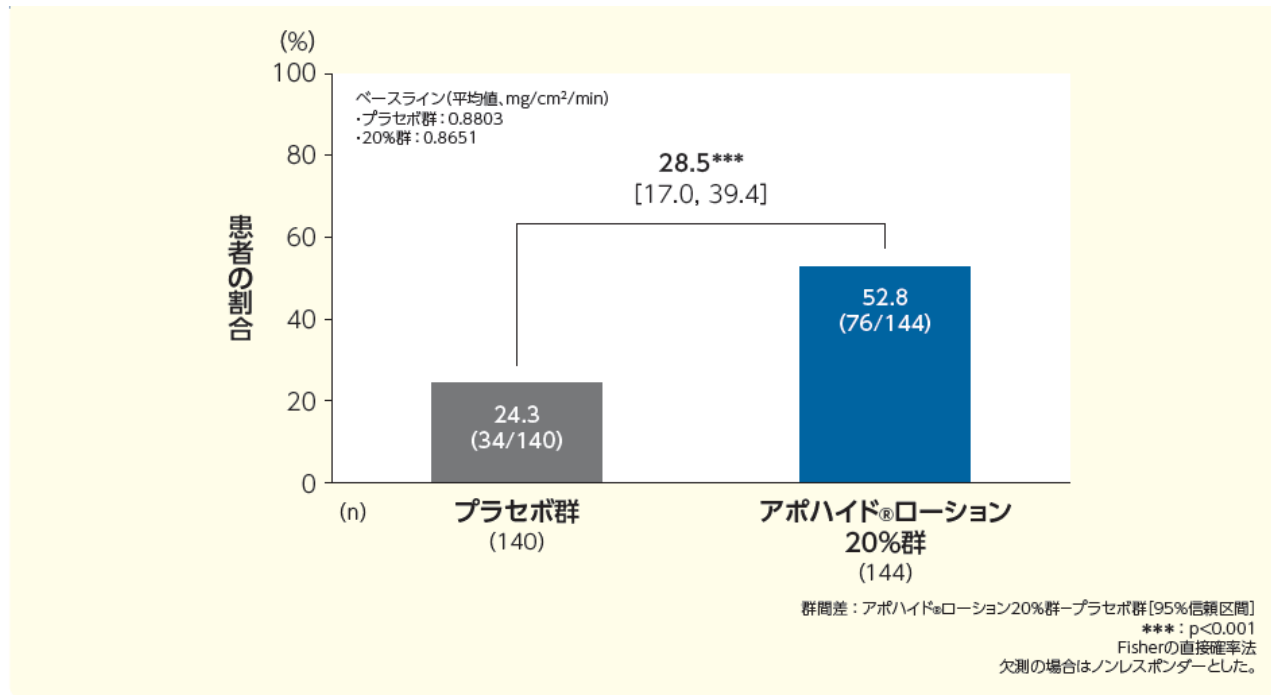
8. R&D Pipeline(3)

Clinical trial results of APOHIDE[®] Lotion 20%/Published in the online edition of JAAD

Results of a Phase III, placebo-controlled, randomized, double-blind, comparative study of APOHIDE[®] Lotion 20% in patients with primary palmar hyperhidrosis have been published online prior to the print version in JAAD (Journal of the American Academy of Dermatology).

【Primary endpoint (results of validation analysis): Percentage of responder sweating after 4 weeks of treatment】

※Sweating volume responder: patient with at least 50% improvement in sweating volume from baseline



- In Palmar Hyperhidrosis Sweating, APOHIDE[®] Lotion 20% was superiority over placebo in the amount of sweating in palmar hyperhidrosis.
- APOHIDE[®] Lotion 20% may be a promising treatment option for palmar hyperhidrosis. may be a promising treatment option for palmar hyperhidrosis.

Outlook for the FY02/2024



9. Forecast of Consolidated P&L

Unit:¥ Million

	Actual for FY02/23	Forecast for FY02/24	Change	Percentage Change
Net sales	128,330	132,300	+3,970	+3.1%
CoGS	55,630	56,300	+670	+1.2%
as a % of sales	43.3%	42.6%		
SG&A costs	61,099	64,200	+3,101	+5.1%
Sales promotion costs	11,340	12,300	+960	+8.5%
Advertising costs	12,209	13,100	+891	+7.3%
R&D costs	9,785	9,800	+15	+0.2%
Others	27,763	29,000	+1,237	+4.5%
Operating profit	11,599	11,800	+201	+1.7%
Ordinary profit	16,051	14,600	-1,451	-9.0%
Net profit	11,742	10,600	-1,142	-9.7%
Exchange rate (¥/USD)	132.08	127.00		



10. Forecast of Sales by Region

Unit:¥ Million

		Actual for FY02/23	Forecast for FY02/24	change	percentage Change
Net sales		128,330	132,300	+3,970	+3.1%
Rx Business	Japan	53,135	54,600	+1,465	+2.8%
	Overseas	16,672	16,200	-472	-2.8%
	USA	11,567	10,300	-1,267	-11.0%
	Other regions	5,105	5,900	+795	+15.6%
OTC Business	Japan	18,373	20,200	+1,827	+9.9%
	Overseas	37,020	38,000	+980	+2.6%
	USA	16,727	16,900	+173	+1.0%
	Other regions	20,292	21,100	+808	+4.0%
Others	Japan	3,127	3,300	+173	+5.5%



11. Forecast of Sales by Product (1) – Rx Business -

Unit:¥ Million

	Forecast for FY02/24			Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas
Rx Business	70,800	54,600	16,200	+992	+1,465	-472	+1.4%	+2.8%	-2.8%
Mohrus® Tape products	25,000	23,900	1,100	-3,891	-4,030	+139	-13.5%	-14.4%	+14.5%
Zicthoru® Tapes	6,400	6,400	-	+4,181	+4,181	-	+188.4%	+188.4%	-
Haruopi® Tape	3,900	3,900	-	+1,067	+1,067	-	+37.7%	+37.7%	-
Fentos® Tape	3,400	3,400	-	-326	-326	-	-8.7%	-8.7%	-
Mohrus® Pap products	3,400	3,400	-	-548	-548	-	-13.9%	-13.9%	-
Estrana® Tape	2,100	2,100	-	+45	+45	-	+2.2%	+2.2%	-
Allesaga® Tape	400	400	-	+2	+2	-	+0.5%	+0.5%	-
Others	10,800	9,400	1,400	+1,322	+875	+448	+13.9%	+10.3%	+47.1%
Vivelle-Dot® products	6,500	-	6,500	+1,047	-	+1,047	+19.2%	-	+19.2%
CombiPatch® products	5,600	1,700	3,900	-1,122	+202	-1,324	-16.7%	+13.5%	-25.3%
Minivelle® products	1,800	-	1,800	-356	-	-356	-16.5%	-	-16.5%
Daytrana®	800	-	800	-482	-	-482	-37.6%	-	-37.6%
Secuado®	700	-	700	+58	-	+58	+9.0%	-	+9.0%



11. Forecast of Sales by Product (2) – OTC Business -

Unit:¥ Million

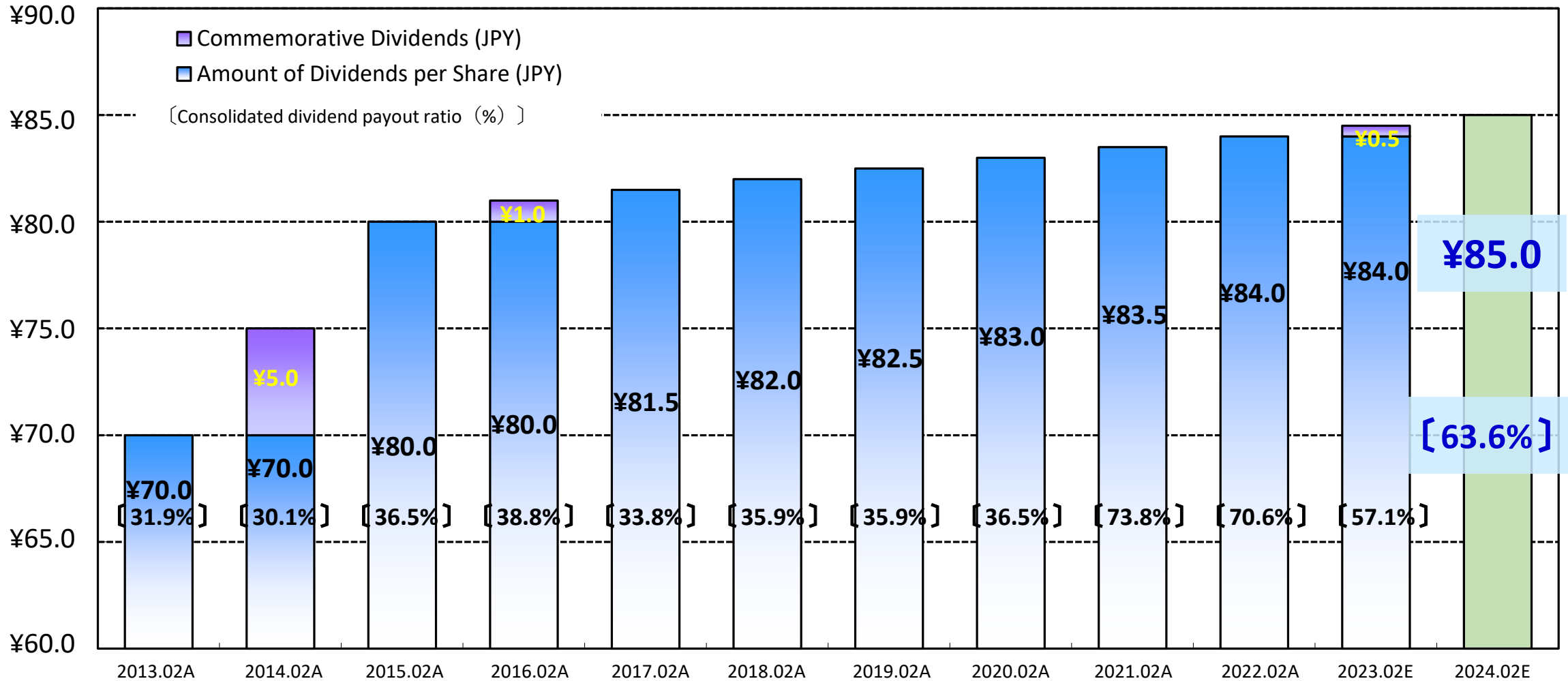
	Forecast for FY02/24			Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas
OTC Business	58,200	20,200	38,000	+2,806	+1,827	+980	+5.1%	+9.9%	+2.6%
Salonpas [®] products	40,700	7,800	32,900	+1,513	+769	+745	+3.9%	+10.9%	+2.3%
Feitas [®] products	4,100	4,000	100	+379	+300	+79	+10.2%	+8.1%	+376.2%
Allegra [®] FX	3,400	3,400	-	+139	+139	-	+4.3%	+4.3%	-
Salonsip [®] products	3,300	2,000	1,300	+246	+175	+72	+8.1%	+9.6%	+5.9%
Bye Bye Fever [®] products	3,200	400	2,800	+53	+29	+25	+1.7%	+7.8%	+0.9%
Air [®] Salonpas [®] products	1,600	800	800	+109	+81	+29	+7.3%	+11.3%	+3.8%
Butenalock [®] products	700	700	-	+82	+82	-	+13.3%	+13.5%	-
Others	1,200	1,100	100	+288	+254	+35	+31.6%	+30.0%	+53.8%





12. Forecast of Dividend

➤ For the FY02/2024, the consolidated dividend payout ratio is predicted to be 63.6% and the annual payout is predicted to be ¥85.0. (*Predicted Mid-term dividend: ¥42.50)





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.

