

Q1 FY 02/25

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.

Jul.11th, 2024

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

Sales results by region

(Unit: ¥mn)	2020.05 Q1	2020.08 Q1-Q2	2020.11 Q1-Q3	2021.02 Q1-Q4	2021.05 Q1	2021.08 Q1-Q2	2021.11 Q1-Q3	2022.02 Q1-Q4	2022.05 Q1	2022.08 Q1-Q2	2022.11 Q1-Q3	2023.02 Q1-Q4	2023.05 Q1	2023.08 Q1-Q2	2023.11 Q1-Q3	2024.02 Q1-Q4	2024.05 Q1	YoY
Rx Business	15,545	32,118	48,316	66,066	16,468	33,885	51,039	68,469	15,853	33,935	52,041	69,808	16,915	35,040	53,941	71,983	17,429	103.0%
Japan	12,079	25,377	38,816	52,181	13,180	27,061	41,040	54,546	12,509	26,343	40,162	53,135	13,120	26,801	40,907	54,437	13,081	99.7%
USA	2,574	5,066	7,247	10,169	2,377	4,651	6,780	9,586	2,531	5,472	8,496	11,567	2,491	5,522	8,975	11,530	3,407	136.8%
Other regions	892	1,675	2,253	3,715	909	2,172	3,218	4,336	812	2,119	3,382	5,105	1,303	2,716	4,059	6,015	940	72.1%
OTC Business	8,680	19,479	30,466	45,693	10,581	23,233	33,474	48,822	9,778	24,159	37,542	55,394	14,415	30,361	46,498	66,471	17,579	121.9%
Japan	3,688	8,856	13,916	20,239	4,891	10,370	14,042	21,280	3,049	8,073	11,745	18,373	4,735	10,180	15,697	23,337	6,462	136.5%
USA	3,254	5,966	8,986	12,087	3,573	7,258	10,079	12,519	3,529	7,723	12,024	16,727	4,792	9,428	14,237	19,506	5,646	117.8%
Other regions	1,737	4,656	7,562	13,367	2,116	5,603	9,352	15,021	3,198	8,362	13,772	20,292	4,887	10,752	16,563	23,627	5,470	111.9%
Others	656	1,328	2,039	2,749	712	1,432	2,149	2,901	761	1,524	2,297	3,127	765	1,574	2,387	3,251	801	104.7%

(Unit: ¥mn)	2020.05 Q1	2020.08 Q2	2020.11 Q3	2021.02 Q4	2021.05 Q1	2021.08 Q2	2021.11 Q3	2022.02 Q4	2022.05 Q1	2022.08 Q2	2022.11 Q3	2023.02 Q4	2023.05 Q1	2023.08 Q2	2023.11 Q3	2024.02 Q4	2024.05 Q1	YoY
Rx Business	15,545	16,572	16,198	17,749	16,468	17,417	17,153	17,430	15,853	18,082	18,106	17,766	16,915	18,125	18,900	18,041	17,429	103.0%
Japan	12,079	13,297	13,439	13,365	13,180	13,880	13,978	13,506	12,509	13,833	13,818	12,973	13,120	13,680	14,106	13,530	13,081	99.7%
USA	2,574	2,491	2,181	2,922	2,377	2,274	2,128	2,806	2,531	2,941	3,024	3,070	2,491	3,031	3,452	2,555	3,407	136.8%
Other regions	892	782	578	1,462	909	1,262	1,046	1,117	812	1,306	1,263	1,722	1,303	1,413	1,342	1,955	940	72.1%
OTC Business	8,680	10,798	10,986	15,227	10,581	12,651	10,241	15,347	9,778	14,381	13,382	17,852	14,415	15,945	16,136	19,973	17,579	121.9%
Japan	3,688	5,168	5,060	6,322	4,891	5,478	3,672	7,237	3,049	5,023	3,672	6,627	4,735	5,445	5,516	7,640	6,462	136.5%
USA	3,254	2,711	3,020	3,100	3,573	3,685	2,820	2,440	3,529	4,193	4,300	4,703	4,792	4,636	4,808	5,269	5,646	117.8%
Other regions	1,737	2,918	2,906	5,805	2,116	3,487	3,748	5,669	3,198	5,163	5,409	6,520	4,887	5,864	5,811	7,063	5,470	111.9%
Others	656	672	711	710	712	720	717	752	761	763	772	830	765	809	812	863	801	104.7%

Sales Results of Major Products

(Unit: ¥mn)	2020.05	2020.08	2020.11	2021.02	2021.05	2021.08	2021.11	2022.02	2022.05	2022.08	2022.11	2023.02	2023.05	2023.08	2023.11	2024.02	2024.05	YoY
	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	
Mohrus [®] Tape products	7,545	16,313	24,866	33,450	7,689	15,745	24,097	32,162	6,872	14,121	21,480	28,891	5,854	12,121	18,946	25,518	5,433	92.8%
Zichoru [®] Tapes	-	-	-	-	34	82	155	238	93	913	1,365	2,219	1,086	2,296	3,724	5,443	1,756	161.6%
Haruropi [®] Tape	441	630	842	1,185	798	1,780	2,512	3,614	604	1,537	2,370	2,833	939	1,937	2,699	3,487	1,075	114.6%
Mohrus [®] Pap products	1,129	2,543	3,901	5,125	1,185	2,445	3,736	4,846	981	2,021	3,066	3,948	859	1,809	2,748	3,582	794	92.5%
Fentos [®] Tapes	1,031	1,713	2,676	3,569	936	1,912	2,745	3,507	1,013	1,999	2,886	3,726	913	1,812	2,657	3,467	745	81.6%
Aphide [®] Lotion	-	-	-	-	-	-	-	-	-	-	-	-	226	629	845	984	277	122.4%
Estrana [®] Tapes	342	794	1,286	1,751	432	909	1,416	1,895	464	996	1,559	2,055	483	984	1,516	2,010	470	97.3%
CombiPatch [®] products	1,159	2,367	3,440	4,882	1,103	2,504	3,728	5,163	1,415	2,971	4,793	6,722	1,535	3,349	5,332	7,430	1,715	111.7%
Vivelle-Dot [®] products	891	1,708	2,451	3,778	1,067	2,255	3,320	4,212	1,138	2,411	3,990	5,453	1,495	2,988	4,530	5,648	1,572	105.1%
Minivelle [®] products	617	1,167	1,779	2,510	517	993	1,436	1,975	447	977	1,593	2,156	656	1,264	1,970	2,591	667	101.7%
Xelstrym [®]	-	-	-	-	-	-	-	-	-	-	-	-	-	(0)	67	64	86	-
Secuado [®]	61	75	88	148	70	148	252	383	148	282	453	642	145	308	521	740	235	162.1%
Daytrana [®]	631	1,285	1,630	2,183	691	1,076	1,486	2,081	330	803	1,052	1,282	48	289	516	684	213	436.9%
Salonpas [®] products	5,724	12,639	20,528	29,803	6,932	15,233	22,505	31,095	7,108	17,238	27,360	39,187	10,609	22,120	33,670	46,696	11,791	111.1%
Feitas [®] products	903	2,173	3,374	4,582	1,065	2,441	3,293	4,603	598	1,776	2,735	3,721	884	2,112	2,894	3,854	892	100.9%
Bye Bye Fever [®] products	290	647	817	1,279	297	858	1,310	1,903	485	1,500	2,234	3,147	917	1,860	2,605	3,710	867	94.6%
S-Cup [®] products	-	-	-	-	-	-	-	-	-	-	-	-	-	-	816	1,460	1,344	-
Allegra [®] FX	95	69	103	2,255	362	527	827	4,014	125	228	563	3,261	367	628	1,389	4,201	535	145.8%
Salonsip [®] products	422	1,370	2,172	3,224	600	1,718	2,426	3,204	621	1,616	2,415	3,054	585	1,380	2,245	2,793	698	119.5%
Air [®] Salonpas [®] products	268	796	1,144	1,493	338	746	1,019	1,297	330	822	1,118	1,491	357	1,032	1,325	1,741	400	111.9%
Butenalock [®] products	476	884	1,048	1,311	629	1,025	1,146	1,453	425	674	487	618	624	740	695	826	503	80.6%

(Unit: ¥mn)	2020.05	2020.08	2020.11	2021.02	2021.05	2021.08	2021.11	2022.02	2022.05	2022.08	2022.11	2023.02	2023.05	2023.08	2023.11	2024.02	2024.05	YoY
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	
Mohrus [®] Tape products	7,545	8,767	8,552	8,584	7,689	8,055	8,352	8,065	6,872	7,249	7,358	7,411	5,854	6,266	6,825	6,572	5,433	92.8%
Zichoru [®] Tapes	-	-	-	-	34	48	72	82	93	820	451	854	1,086	1,210	1,427	1,718	1,756	161.6%
Haruropi [®] Tape	441	189	211	343	798	982	731	1,102	604	933	833	462	939	998	762	787	1,075	114.6%
Mohrus [®] Pap products	1,129	1,414	1,357	1,223	1,185	1,259	1,291	1,109	981	1,039	1,045	882	859	949	939	833	794	92.5%
Fentos [®] Tapes	1,031	682	962	893	936	975	833	761	1,013	986	887	839	913	898	845	809	745	81.6%
Aphide [®] Lotion	-	-	-	-	-	-	-	-	-	-	-	-	226	403	215	139	277	122.4%
Estrana [®] Tapes	342	451	492	465	432	477	506	478	464	532	562	495	483	501	531	493	470	97.3%
CombiPatch [®] products	1,159	1,207	1,073	1,442	1,103	1,401	1,224	1,434	1,415	1,556	1,821	1,929	1,535	1,813	1,982	2,098	1,715	111.7%
Vivelle-Dot [®] products	891	816	742	1,327	1,067	1,187	1,064	892	1,138	1,272	1,579	1,462	1,495	1,493	1,541	1,118	1,572	105.1%
Minivelle [®] products	617	550	611	731	517	476	442	538	447	529	615	563	656	607	706	620	667	101.7%
Xelstrym [®]	-	-	-	-	-	-	-	-	-	-	-	-	-	(0)	68	(3)	86	-
Secuado [®]	61	13	13	59	70	78	104	131	148	134	171	188	145	162	212	219	235	162.1%
Daytrana [®]	631	653	345	552	691	384	410	594	330	473	248	229	48	240	226	167	213	436.9%
Salonpas [®] products	5,724	6,915	7,889	9,274	6,932	8,301	7,271	8,589	7,108	10,130	10,122	11,826	10,609	11,511	11,549	13,026	11,791	111.1%
Feitas [®] products	903	1,269	1,201	1,208	1,065	1,376	852	1,309	598	1,177	959	986	884	1,227	782	960	892	100.9%
Bye Bye Fever [®] products	290	357	170	462	297	561	451	593	485	1,015	734	912	917	942	745	1,104	867	94.6%
S-Cup [®] products	-	-	-	-	-	-	-	-	-	-	-	-	-	-	816	643	1,344	-
Allegra [®] FX	95	(26)	34	2,151	362	165	300	3,186	125	102	335	2,697	367	260	761	2,812	535	145.8%
Salonsip [®] products	422	948	801	1,051	600	1,117	708	777	621	995	798	638	585	795	865	547	698	119.5%
Air [®] Salonpas [®] products	268	528	347	348	338	407	273	278	330	492	295	372	357	674	292	416	400	111.9%
Butenalock [®] products	476	407	163	263	629	396	121	306	425	248	(186)	131	624	116	(45)	130	503	80.6%

Earnings Forecasts

(Unit: ¥mn)

(Unit: ¥mn)

<Consolidated>	Feb 2024A		Feb 2025E	
	Q1-Q4	YoY	Q1-Q4	YoY
Sales	141,706	110.4%	152,000	107.3%
CoGS	62,735	112.8%	67,300	107.3%
(CoGS ratio %)	44.3%		44.3%	
Gross profits	78,970	108.6%	84,700	107.3%
(as a % of sales)	55.7%		55.7%	
SG&A costs	65,803	107.7%	70,200	106.7%
(Sales promotion costs)	12,887	113.6%	13,900	107.9%
(Advertising costs)	15,327	125.5%	15,800	103.1%
(R&D spending)	8,614	88.0%	10,300	119.6%
(Other SG&A expenses)	28,973	104.4%	30,200	104.2%
Operating profits	13,167	113.5%	14,500	110.1%
(as a % of sales)	9.3%		9.5%	
Recurring profits	19,649	122.4%	18,900	96.2%
(as a % of sales)	13.9%		12.4%	
Profit attributable to owners of parent	13,969	119.0%	15,800	113.1%
(as a % of sales)	9.9%		10.4%	
Capex	18,317	228.7%	13,900	75.9%
Depreciation	5,062	103.2%	6,100	120.5%
Goodwill amortization	110	231.7%	600	542.9%

<By regions>

Rx Business	71,983	103.1%	72,900	101.3%
Japan	54,437	102.5%	53,200	97.7%
USA	11,530	99.7%	13,300	115.3%
Other regions	6,015	117.8%	6,400	106.4%
OTC Business	66,471	120.0%	75,700	113.9%
Japan	23,337	127.0%	29,100	124.7%
USA	19,506	116.6%	20,900	107.1%
Other regions	23,627	116.4%	25,700	108.8%
Others	3,251	103.9%	3,400	104.6%

<By product>

Mohrus® Tape products	25,518	88.3%	21,200	83.1%
Zichoru® Tapes	5,443	245.2%	7,900	145.1%
Haruopi® Tape	3,487	123.1%	4,100	117.6%
Mohrus® Pap products	3,582	90.7%	3,200	89.3%
Fentos® Tapes	3,467	93.1%	2,900	83.6%
Apohide® Lotion	984	-	2,400	243.8%
Estrana® Tapes	2,010	97.8%	1,900	94.5%
Others	10,331	104.6%	10,100	97.8%
CombiPatch® products	7,430	110.5%	6,800	91.5%
Vivelle-Dot® products	5,648	103.6%	6,100	108.0%
Minivelle® products	2,591	120.1%	2,300	88.8%
Xelstrym®	64	-	2,200	3419.6%
Secuado®	740	115.4%	1,100	148.5%
Daytrana®	684	53.4%	700	102.3%
Salonpas® products	46,696	119.2%	51,300	109.9%
Feitas® products	3,854	103.6%	4,400	114.1%
Bye Bye Fever® products	3,710	117.9%	4,200	113.2%
S-Cup® products	1,460	-	4,100	280.7%
Allegra® FX	4,201	128.8%	3,800	90.4%
Salonsip® products	2,793	91.5%	3,300	118.1%
Air® Salonpas® products	1,741	116.8%	2,000	114.9%
Butenalock® products	826	133.5%	1,100	133.1%
Others	1,186	130.1%	1,500	126.4%