

# Q3 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.

Jan.13th, 2022

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	2021.11 Q1-Q3	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	51,039	105.6%
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	41,040	105.7%
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	6,780	93.6%
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	3,218	142.9%
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	33,474	109.9%
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	14,042	100.9%
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	10,079	112.2%
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	9,352	123.7%
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	2,149	105.4%

(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	2021.11 Q3	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	17,153	105.9%
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	13,978	104.0%
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	2,128	97.6%
Other regions	804	803	687	1,031	511	929	632	796	759	924	958	1,394	892	782	578	1,462	909	1,262	1,046	181.0%
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	10,241	93.2%
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	3,672	72.6%
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	2,820	93.4%
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	3,748	129.0%
Others	879	822	838	849	856	864	861	865	661	652	655	671	656	672	711	710	712	720	717	100.9%

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	2020.08 Q1-Q2	2020.11 Q1-Q3	2021.02 Q1-Q4	2021.05 Q1	2021.08 Q1-Q2	2021.11 Q1-Q3	YoY
Fentos <sub>®</sub> 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	1,713	2,676	3,569	936	1,912	2,745	102.6%
Norspan <sub>®</sub> Tape	500	1,059	1,560	2,079	488	999	1,496	2,060	-	-	-	-	-	-	-	-	-	-	-	-
Neoxy <sub>®</sub> Tape	227	427	617	834	181	345	514	696	159	313	443	605	115	233	357	500	118	239	356	99.8%
Abstral <sub>®</sub>	55	115	164	217	50	104	156	209	53	102	152	198	48	101	153	205	53	103	154	100.7%
Allesaga <sub>®</sub> Tape	-	-	-	-	99	102	109	230	75	98	136	356	55	86	148	291	149	203	284	191.7%
Haruropi <sub>®</sub> Tape	-	-	-	-	-	-	-	-	-	-	-	674	441	630	842	1,185	798	1,780	2,512	298.1%
Zichoru <sub>®</sub> Tape	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	34	82	155	-
Mohrus <sub>®</sub> 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	16,313	24,866	33,450	7,689	15,745	24,097	96.9%
Mohrus <sub>®</sub> 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	2,543	3,901	5,125	1,185	2,445	3,736	95.8%
(Mohrus <sub>®</sub> 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	1,863	2,860	3,774	880	1,823	2,805	98.0%
Minivelle <sub>®</sub> 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	1,167	1,779	2,510	517	993	1,436	80.8%
Vivelle-Dot <sub>®</sub> 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	1,708	2,451	3,778	1,067	2,255	3,320	135.5%
CombiPatch <sub>®</sub> 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	2,367	3,440	4,882	1,103	2,504	3,728	108.4%
Brisdelle <sub>®</sub>	-10	-10	-10	-116	0	0	0	0	0	-	-	-	-	-	-	-	-	-	-	-
Daytrana <sub>®</sub>	784	1,747	2,447	3,170	615	1,108	1,830	2,520	661	1,156	1,793	2,490	631	1,285	1,630	2,183	691	1,076	1,486	91.1%
Secuado <sub>®</sub>	-	-	-	-	-	-	-	-	-	-	-	-	61	75	88	148	70	148	252	284.2%
Salonpas <sub>®</sub> 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	12,639	20,528	29,803	6,932	15,233	22,472	109.5%
Salonip <sub>®</sub> products	975	2,606	3,502	4,674	822	1,814	2,568	3,414	575	1,636	2,624	3,988	422	1,370	2,172	3,224	600	1,718	2,426	111.7%
Air <sub>®</sub> Salonpas <sub>®</sub> products	388	1,032	1,382	1,716	421	1,017	1,411	1,789	370	907	1,276	1,701	268	796	1,144	1,493	338	746	1,051	91.9%
Feitas <sub>®</sub> 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	2,173	3,374	4,582	1,065	2,441	3,293	97.6%
Butenolock <sub>®</sub> products	817	1,199	1,366	1,568	948	1,228	1,401	1,672	818	1,124	1,262	1,683	476	884	1,048	1,311	629	1,025	1,146	109.4%
Allegra <sub>®</sub> FX	941	1,005	1,292	3,365	1,393	1,420	1,681	4,509	413	644	1,059	5,303	95	69	103	2,255	362	527	827	796.9%

(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	2021.11 Q3	YoY
Fentos <sub>®</sub> 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	682	962	893	936	975	833	86.6%
Norspan <sub>®</sub> Tape	500	559	500	519	488	510	496	564	-	-	-	-	-	-	-	-	-	-	-	-
Neoxy <sub>®</sub> Tape	227	200	189	217	181	163	168	181	159	154	129	161	115	117	123	143	118	121	117	94.8%
Abstral <sub>®</sub>	55	59	49	53	50	53	51	53	53	49	49	46	48	52	52	51	53	50	51	97.4%
Allesaga <sub>®</sub> Tape	-	-	-	-	99	2	6	121	75	22	37	220	55	30	61	142	149	54	80	130.7%
Haruropi <sub>®</sub> Tape	-	-	-	-	-	-	-	-	-	-	-	674	441	189	211	343	798	982	731	345.4%
Zichoru <sub>®</sub> Tape	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	34	48	72	-
Mohrus <sub>®</sub> 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	8,767	8,552	8,584	7,689	8,055	8,352	97.7%
Mohrus <sub>®</sub> 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	1,414	1,357	1,223	1,185	1,259	1,291	95.1%
(Mohrus <sub>®</sub> 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	1,043	997	913	880	943	981	98.4%
Minivelle <sub>®</sub> products	2,648	1,206	1,982	1,790	1,433	2,007	1,410	1,246	818	837	838	755	617	550	611	731	517	476	442	72.5%
Vivelle-Dot <sub>®</sub> products	1,253	1,030	1,207	1,347	883	1,459	954	892	1,324	1,727	720	1,145	891	816	742	1,327	1,067	1,187	1,064	143.3%
CombiPatch <sub>®</sub> 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	1,207	1,073	1,442	1,103	1,401	1,224	114.1%
Brisdelle <sub>®</sub>	-10	0	0	-105	0	0	0	0	0	-	-	-	-	-	-	-	-	-	-	-
Daytrana <sub>®</sub>	784	963	699	723	615	493	722	689	661	495	636	696	631	653	345	552	691	384	410	118.7%
Secuado <sub>®</sub>	-	-	-	-	-	-	-	-	-	-	-	-	61	13	13	59	70	78	104	773.6%
Salonpas <sub>®</sub> 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	6,915	7,889	9,274	6,932	8,301	7,239	91.8%
Salonip <sub>®</sub> products	975	1,630	896	1,172	822	992	753	845	575	1,060	987	1,364	422	948	801	1,051	600	1,117	708	88.3%
Air <sub>®</sub> Salonpas <sub>®</sub> products	388	644	348	335	421	595	393	378	370	536	369	425	268	528	347	348	338	407	305	87.9%
Feitas <sub>®</sub> 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	1,269	1,201	1,208	1,065	1,376	852	71.0%
Butenolock <sub>®</sub> products	817	382	166	201	948	279	173	271	818	306	137	420	476	407	163	263	629	396	121	74.1%
Allegra <sub>®</sub> FX	941	64	287	2,072	1,393	27	261	2,827	413	230	415	4,244	95	-26	34	2,151	362	165	300	865.4%

## Earnings Forecasts

<Consolidated>	(Unit: ¥mn)		(Unit: ¥mn)	
	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%