We would like to express our deepest condolences to the victims, their families, and all those involved in the Noto Peninsula Earthquake of 2024. We extend our deepest sympathies to all those affected by the disaster.

# Hisamitsu Pharmaceutical Co., Inc. FY02/2024 Results and Outlook for the FY02/2025

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. 11th, 2024



# **Agenda**



## FY02/2024 Results

- 1. Looking back on the FY02/2024
- 2. Promotion of Sustainability
- 3. HX2025 Initiatives
- 4. Consolidated P&L
- 5. Sales Results by Region
- **6. Sales Results by Product**

### **Outlook for the FY02/2025**

- 10. Forecast of Consolidated P&L
- 11. Forecast of Sales by Region
- 12. Forecast of Sales by Product
- 13. Forecast of Dividend
- 14. Reduction of Policy on Strategic Shareholdings
- 7. Trends of second-generation non-steroidal anti-inflammatory patch(Topical formulations) in Japan
- 8. Trends of non-steroidal anti-inflammatory drugs (Systemic formulations) in Japan
- 9. R&D Pipeline



# 1. Looking back on the FY02/2024 (1)



Rx Business Mar. • Notification of approval for manufacturing and marketing approval of APOHIDE<sub>®</sub> Lotion 20% in Japan (Primary palmar hyperhidrosis treatment drug, development code: HP-5070)

May. • Notification of Launch of APOHIDE<sub>®</sub> Lotion 20% in Japan (Primary palmar hyperhidrosis treatment drug)

Jun. •Launch of APOHIDE<sub>®</sub> Lotion 20% in Japan (Primary palmar hyperhidrosis treatment drug)

Jun. · Launch of TV commercial for primary palmar hyperhidrosis in Japan

Jun. • "MOHRUS® TAPE 20mg" "MOHRUS® TAPE L40mg" Announcement of our wining 47th Kinoshita Prize for "Packaging Technology"

Aug. • "MOHRUS® TAPE 20mg" "MOHRUS® TAPE L40mg" Announcement of our wining Optimum Packaging Award in Japan Packaging Contest 2023

Sep. •Notification of the commencement of the Phase II clinical study of HP-6050 in Japan (a transdermal formulation for sedation)

OTC Business Mar. •Launch of "Feitas<sub>®</sub>Z Dicsas<sub>®</sub> ShippuF" 7 patches in Japan

Apr. · Launch of "SALONPAS HOT<sub>®</sub>" 3 patches in Japan

Apr. · Launch of Feitas<sub>®</sub> new TV Commercials in Japan

Feb. •Launch of renewal "Feitas<sub>®</sub> 5.0" and "Feitas<sub>®</sub> 5.0 Large Size" in Japan

Feb. •Launch of "Butenalock<sub>®</sub> Medical Soap Foot & Body" and "Butenalock<sub>®</sub> Medical Soap Foot & Body refillable" in Japan

Feb. \*Launch of new package "S-Cup<sub>®</sub>" and "Lacalut<sub>®</sub> new 5" in Japan

Mar.25 ·Launch of new product "SALONPAS<sub>®</sub>" 90th Anniversary Limited Package Products



# 1. Looking back on the FY02/2024 (2)



# Launch of renewal "Feitas<sub>®</sub> 5.0" Feitas<sub>®</sub> 5.0 Large Size"

#### **Current Product**



disamitsu.



#### [Modified Product]









Feitas<sub>®</sub> 5.0 approximately 81.5% Feitas<sub>®</sub> 5.0 Large Size approximately 82.2%

 Reduction of material waste approximately 9.3t/year

\*Comparison with conventional products





Product Information: <a href="https://www.hisamitsu.info/feitas/index.html">https://www.hisamitsu.info/feitas/index.html</a>



# 1. Looking back on the FY02/2024 (3)



# Launch of Butenalock® Medical Soap Foot & Body



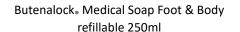


Butenalock<sub>®</sub> Medical Soap Foot & Body 300ml

- Bactericidal ingredients kill germs on feet and body
- Creamy and fine lather
- First of its kind in our company! Adoption of "Peelable film"



HELLO





Product Information: <a href="https://www.hisamitsu.info/butena/">https://www.hisamitsu.info/butena/</a>



# 1. Looking back on the FY02/2024 (4)



# Launch of new package "S-Cup<sub>®</sub>""Lacalut<sub>®</sub> new 5"





「歯を支える歯ぐき」に ギュッとひきしめ感!





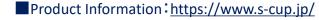












Product Information: https://www.hisamitsu.info/lacalut/





# 1. Looking back on the FY02/2024 (5)



# Launch of new product "Salonpas<sub>®</sub>" 90th Anniversary Limited Package Products

"Salonpas<sub>®</sub>" launched in 1934





"Salonpas<sub>®</sub>" 90th Anniversary Limited Package **Products** 



"Salonpas<sub>®</sub>" series has undergone more than 50 improvements













Product Information: https://www.salonpas.jp/index.html





Others

# 1. Looking back on the FY02/2024 (6)



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

Mar. • Became an official partner of TEAM JAPAN (topical analgesic anti-inflammatory drugs, muscle fatigue care products, and medical supporters)

Mar. •JLPGA Step Up Tour Notice of the New Salonpas Ladies' Open to Be Held

Mar. • Establishment of a new R&D center inside Shonan iPark

Mar. • Notice regarding Revision of Earnings Forecast

May. •Salonpas® Named the World's No. 1 OTC Topical Analgesic Patch Brand\*1 for the Seventh Consecutive Year

Jul. •Conclusion of a contract with SSP Co., Ltd. for the partial transfer of assets, related to S-Cup and Lacalut

Jul. • Notice Regarding Company Split (Simplified Absorption-Type Split) with Hisamitsu Wellness Co., Ltd.

Jul. • Notification Regarding Concerning the Decision of MattersRelating to Acquisition of Company's Own Shares

Jul. • Notice regarding Issuance of Stock Compensation-Type Share Options(Stock Acquisition Rights)

Jul. •Notice regarding Providing Relief Supplies in Response to the Torrential Rains from July 7, 2023

Jul. •Notice regarding Determination of Details of Issuance of Stock CompensationType Share Options (Stock Acquisition Rights)

Aug. • Products to solve issues for living in Space and living on Earth" Odorleship. "Notification to be used in the International Space Station

Sep. • Notification regarding Skin Care Cosmetics with Microneedle Technology

Oct. • Announcement regarding completion of partial transfer of assets, related to S-Cup and Lacalut from SSP Co., Ltd.

Dec. • Conclusion of Cooperation Agreement with Tosu City, Saga Prefecture, on the Provision of Disaster Shelter "Salonpas® Arena" to be offered as an evacuation center in times of disaster

Dec. • Notice regarding Results and Completion of Acquisition of Treasury Shares

Jan. • Notice regarding Revision of Earnings Forecast

Jan. • Notice regarding Support for Disaster of the 2024 Noto Peninsula Earthquake

Feb. • Hisamitsu Pharmaceutical Hot Heart Club decided to donate to support organizations in FY2023

Feb. • Notice regarding Providing Relief Supplies in Disaster of the 2024 Noto Peninsula Earthquake

Mar.11 · Notification of Completion of Construction of the New Research Laboratory "SAGA Global Research Center"

Mar.29 • Expansion of domestic logistics system

Apr.1 • Notice of Price Revision of products in Japan

8



# 1. Looking back on the FY02/2024 (7)



## New Research Laboratory "SAGA Global Research Center"



SAGA Global Research Center

- Consolidation of domestic research bases into a single location to speed up research and development
- Establishment of "Joint Laboratory" to promote open innovation
- Obtained "ZEB Ready" certification\*.



Joint Laboratory



\*Building energy consumption 53% reduction

news release⇒ https://global.hisamitsu/pdf/news\_release\_E\_240311.pdf



# 2. Promotion of Sustainability



Hisamitsu Pharmaceutical Group's Materiality (Priority Issues)

Contributing to local communities



#### Support for Disaster of the 2024 Noto Peninsula Earthquake

A total of 10 million yen will be contributed through the Saga Branch of the Japanese Red Cross Society.

We has decided to contribute relief money of 9 million yen and 1 million yen through the matching gift program called "Hisamitsu Pharmaceutical Co., Inc. Hot Heart Club" \* to support victims of the 2024 Noto Peninsula Earthquake

news release ⇒ https://global.hisamitsu/pdf/news\_release\_E\_240111-2.pdf

#### Providing Relief Supplies

Free provision of relief supplies based on the "Agreement on Cooperation in Disaster Relief" signed with the Japanese Red Cross Society on January 31, 2020.



Jikabari<sub>®</sub>



Jikabari. Onkan Plus



Feitas<sub>®</sub> MEDICAL SUPPORTER (for knee)



Feitas<sub>®</sub> MEDICAL SUPPORTER (for low back)



news release⇒https://www.hisamitsu.co.jp/company/pdf/news\_release\_240219.pdf



# 3. HX2025 Initiatives (1)







# 7<sup>th</sup> Mid-Term Management Policy

 $\sim$  HX2025 (Hisamitsu Transformation 2025)  $\sim$ 

September 17, 2021

**President and CEO** 

NAKATOMI, Kazuhide

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





# 3. HX2025 Initiatives (2)



		(First Year)	(Second Year)	(Third Year)	
	FY02/2021	FY02/2022	FY02/2023	FY02/2024	Targets at FY02/2026
Sales growth rate	114.5 billion yen	120.1 billion yen	128.3 billion yen (CAGR 5.9%)	141.7billion yen (CAGR 7.4%)	CAGR5.0% or more
Overseas Sales Ratio (Overseas Sales)	34.4% (39.3 billion yen)	34.5% (41.4 billion yen)	<b>41.8%</b> (53.6 billion yen)	42.8% (60.6 billion yen)	50.0% or more
		3.8%	4.7%	5.4%	8.0%
ROE	3.7%	✓ Repurchase of 2 million shares	<ul> <li>✓ Dividend increase for 10 consecutive years</li> <li>✓ Repurchase of 2 million shares</li> </ul>	<ul> <li>✓ Dividend increase for 11         consecutive years</li> <li>✓ Repurchase of 2 million shares</li> </ul>	or more
Growth investment		<ul> <li>✓ Investment in GAIA         Biomedicine, a bioventure company</li> <li>✓ Signed a license         agreement with RaQualia         Pharma Inc.</li> </ul>	<ul> <li>✓ Acquisition of Shares of AYM HD Co.</li> <li>✓ Construction of New Research Center and Reorganization of Research Sites</li> </ul>	<ul> <li>✓ Completion of partial transfer of assets, related to S-Cup<sub>®</sub> and Lacalut<sub>®</sub> from SSP Co., Ltd</li> </ul>	Over 150 billion yen in five years



# **3. HX2025 Initiatives (3)**



#### policy

Initiatives for FY 02/2025

**1** Expand

"Pillars of Growth"

2Exceed

"Overcoming Challenges."

~Beyond the barrier ~

Overcoming Challenges and Becoming the Next Generation's

**3**Enhance

"Enhancing Functions"

Hisamitsu Group Growth Drivers in the Five Years

**Growth Driver** 

Strengthening our capabilities and Establish a foundation for growth

- Nurture into a mainstay product (ZICTHORU<sub>®</sub> Tapes)
- •Raise awareness of the disease and expand recognition (APOHIDE<sub>®</sub>Lotion)
- ·Launch products in Africa
- •Increase in overseas Rx sales (XELSTRYM®)
- Completion of the domestic Phase II trial of HP-6050
- Expand the line of products using "Eco & Compact" packaging
- Launch of new package "S-Cup<sub>®</sub>" and "Lacalut<sub>®</sub>"
- Commencement of SAGA Global Research Center Operations
- ⇒ "Improved development speed and strengthened collaboration with the production department."















Lacalut<sub>®</sub>







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



	Actual performance for FY02/2023	Actual performance for FY02/2024	Change	Percentage Change
Net sales	128,330	141,706	+13,375	+10.4%
CoGS	55,630	62,735	+7,104	+12.8%
as a % of sales	43.3%	44.3%		
SG&A costs	61,099	65,803	+4,703	+7.7%
Sales promotion costs	11,340	12,887	+1,546	+13.6%
Advertising costs	12,209	15,327	+3,118	+25.5%
R&D costs	9,785	8,614	-1,171	-12.0%
Others	27,763	28,973	+1,210	+4.4%
Operating profit	11,599	13,167	+1,567	+13.5%
Ordinary profit	16,051	19,649	+3,597	+22.4%
Net profit	11,742	13,969	+2,227	+19.0%
Exchange rate (¥/USD)	132.08	141.20		



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



	Actual performance for FY02/2023	Actual performance for FY02/2024	Change	Main factor
Net sales	128,330	141,706	+13,375	
CoGS	55,630	62,735	+7,104	
as a % of sales	43.3%	44.3%		<ul><li>Increase in production costs</li><li>Impact of the drug price revision in Japan.</li><li>Change of sales mix.</li></ul>
SG&A costs	61,099	65,803	+4,703	
Sales promotion costs	11,340	12,887	+1,546	Aggressive investment to improve new products and brand value in
Advertising costs	12,209	15,327	+3,118	llanan and overceas
R&D costs	9,785	8,614	-1,171	[FY02/2023]Expenses of Phase 3 clinical study of HP-5000.
Others	27,763	28,973	+1,210	Increase in activity expenses, depreciation
Operating profit	11,599	13,167	+1,567	
Non-operating balance	4,451	6,481	+2,030	Increase in interest income
Ordinary profit	16,051	19,649	+3,597	
Extraordinary balance	62	-462	-524	Impairment loss on idle assets
Net profit	11,742	13,969	+2,227	



# 5. Sales Results by Region



		Actual performance for FY02/23	Actual performance for FY02/24	change	percentage Change
Net sales		128,330	141,706	+13,375	+10.4%
	Japan	53,135	54,437	+1,302	+2.5%
Dy Ducinoss	Overseas	16,672	17,545	+873	+5.2%
Rx Business	USA	11,567	11,530	-36	-0.3%
	Other regions	5,105	6,015	+909	+17.8%
	Japan	18,373	23,337	+4,964	+27.0%
OTC Business	Overseas	37,020	43,133	+6,113	+16.5%
OTC Business	USA	16,727	19,506	+2,778	+16.6%
	Other regions	20,292	23,627	+3,334	+16.4%
Others	Japan	3,127	3,251	+123	+3.9%
Overseas Sales Ratio		41.8%	42.8%		



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



	Actual performance for FY02/24		
	Total	Japan	Overseas
Rx Business	71,983	54,437	17,545
Mohrus <sub>®</sub> Tape products	25,518	24,273	1,245
Zicthoru® Tapes	5,443	5,443	-
Haruropi <sub>®</sub> Tape	3,487	3,487	-
Fentos <sub>®</sub> Tapes	3,467	3,467	-
Mohrus <sub>®</sub> Pap products	3,582	3,582	-
Estrana <sub>®</sub> Tape	2,010	2,010	-
Allesaga <sub>®</sub> Tapes	403	403	-
Apohide <sub>®</sub> Lotion	984	984	-
Others	9,928	9,161	766
Vivelle-Dot <sup>®</sup> products	5,648	-	5,648
CombiPatch <sup>®</sup> products	7,430	1,623	5,806
Minivelle <sup>®</sup> products	2,591	-	2,591
Daytrana products	684	-	684
Secuado <sub>®</sub>	740	-	740
Xelstrym <sup>®</sup>	64	-	64

	Change		Per	centage Chang	e
Total	Japan	Overseas	Total	Japan	Overseas
+2,175	+1,302	+873	+3.1%	+2.5%	+5.2%
-3,372	-3,656	+284	-11.7%	-13.1%	+29.6%
+3,223	+3,223	-	+145.2%	+145.2%	-
+653	+653	-	+23.1%	+23.1%	-
-258	-258	-	-6.9%	-6.9%	-
-366	-366	-	-9.3%	-9.3%	-
-45	-45	-	-2.2%	-2.2%	-
+4	+4	-	+1.1%	+1.1%	-
+984	+984	-	-	-	-
+450	+636	-186	+4.7%	+7.5%	-19.6%
+194	-	+194	+3.6%	_	+3.6%
+707	+125	+581	+10.5%	+8.4%	+11.1%
+434	-	+434	+20.1%	_	+20.1%
-597	-	-597	-46.6%	-	-46.6%
+98	-	+98	+15.4%	_	+15.4%
+64	-	+64	-	-	-



# 6. Sales Results by Product (2) - отс Business -



	Actual performance for FY02/24		
	Total	Japan	Overseas
OTC Business	66,471	23,337	43,133
Salonpas <sub>®</sub> products	46,696	9,555	37,141
Feitas <sub>®</sub> products	3,854	3,790	64
Allegra <sup>®</sup> FX	4,201	4,201	-
Salonsip <sub>®</sub> products	2,793	1,497	1,295
Bye Bye Fever <sub>®</sub> products	3,710	306	3,403
Air <sub>®</sub> Salonpas <sub>®</sub> products	1,741	799	941
Butenalock <sub>®</sub> products	826	817	9
S-Cup <sub>®</sub> products	1,460	1,460	-
Others*	1,186	908	277

	Change		Per	centage Chan	ge
Total	Japan	Overseas	Total	Japan	Overseas
+11,077	+4,964	+6,113	+20.0%	+27.0%	+16.5%
+7,509	+2,523	+4,985	+19.2%	+35.9%	+15.5%
+133	+90	+42	+3.6%	+2.5%	+195.9%
+940	+940	-	+28.8%	+28.8%	-
-261	-328	+67	-8.5%	-18.0%	+5.5%
+562	-65	+628	+17.9%	-17.6%	+22.6%
+249	+79	+170	+16.8%	+11.1%	+22.1%
+207	+199	+7	+33.5%	+32.4%	+388.4%
+1,460	+1,460		-	-	-
+274	+62	+212	+30.1%	+7.3%	+321.9%





















<sup>\*</sup>Includes amounts recorded as refund liabilities



# **Supplementary Data: Overseas OTC Business FY02/2024 New Products**



New Release	Category	Region	Items
		North	3
	OTC Business	America Asia	4
	Others*	South America	1
Mar.2023- Feb.2024	Others	Asia	4
	ОТ	7	
		5	
		12	

















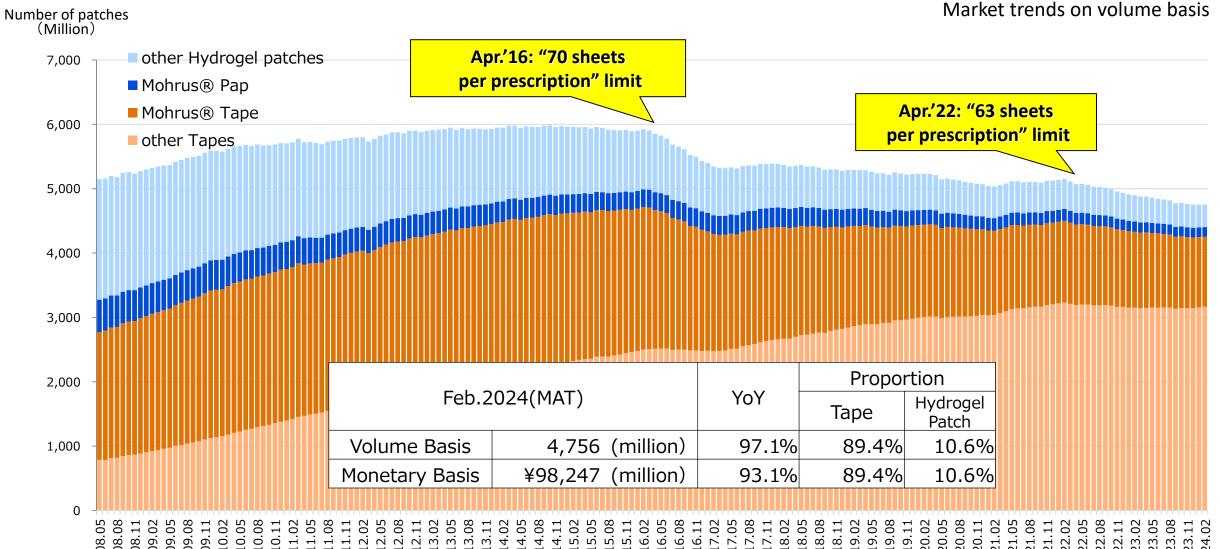


<sup>\*</sup>Others: Medical devices, quasi-drugs, etc.



# 7. Trends of second-generation non-steroidal anti-inflammatory patch (Topical formulations) in Japan

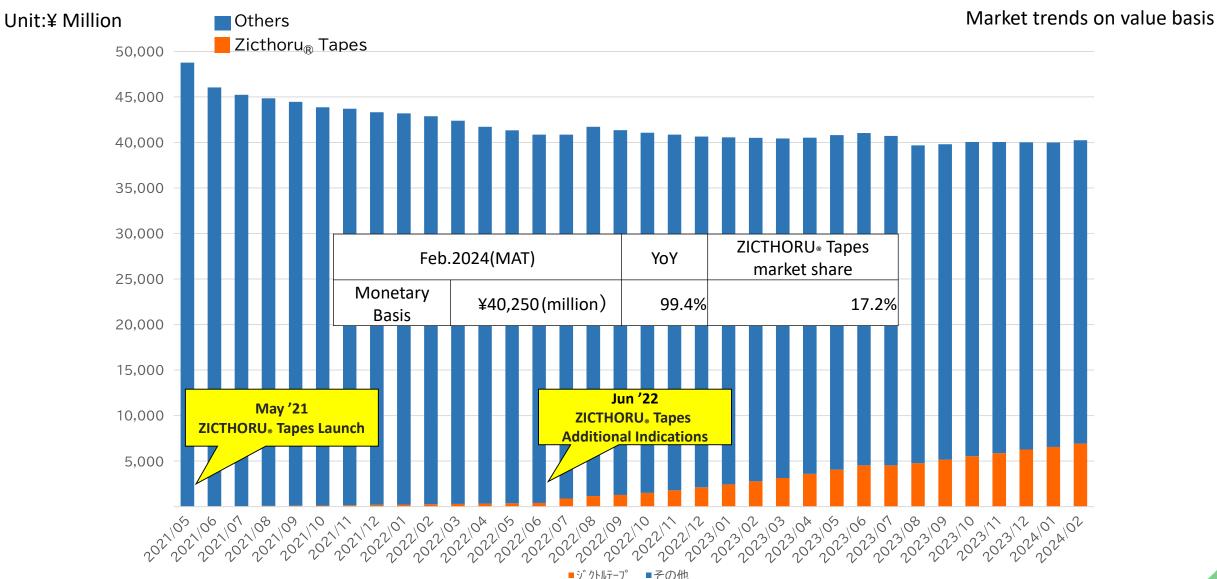






# 8. Trends of Nonsteroidal Anti-inflammatory Drugs (Systemic formulations) Market Trend in Japan







# 9. R&D Pipeline



	Stage	Theme	Target	Dosage Form	Characteristics	Next Step
1	Launched on Mar. 28th, FY24	OABLOK。EX PATCH (Neoxy。Tapes)	Asia	Patch	Overactive bladder	-
2	Launched on Mar. 28th, FY24	ALLESAGA。PATCH (Allesaga。Tapes)	Asia	Patch	Allergic rhinitis	-
3	Phase3	HP-5000	USA	Patch	Osteoarthritis of the knee	Under consideration
4	Phase2	HP-6050	JPN	Microneedle	Delirium, Psychomotor agitation and Irritability	Topline data in FY2024

# Outlook for the FY02/2025



# 10. Forecast of Consolidated P&L



	Actual for FY02/24
Net sales	141,706
CoGS	62,735
as a % of sales	44.3%
SG&A costs	65,803
Sales promotion costs	12,887
Advertising costs	15,327
R&D costs	8,614
Others	28,973
Operating profit	13,167
Ordinary profit	19,649
Net profit	13,969
Exchange rate (¥/USD)	141.2

Forecast for FY02/25	Change	Percentage Change
152,000	+10,294	+7.3%
67,300	+4,564	+7.3%
44.3%	***************************************	***************************************
70,200	+4,397	+6.7%
13,900	+1,013	+7.9%
15,800	+473	+3.1%
10,300	+1,685	+19.6%
30,200	+1,226	+4.2%
14,500	+1,333	+10.1%
18,900	-749	-3.8%
15,800	+1,830	+13.1%
141.00		



# 11. Forecast of Sales by Region



		Actual for FY02/24
Net sales		141,706
	Japan	54,437
Dy Ducinoss	Overseas	17,545
Rx Business	USA	11,530
	Other regions	6,015
OTC Business	Japan	23,337
	Overseas	43,133
	USA	19,506
	Other regions	23,627
Others	Japan	3,251
Overseas Sales Ratio		42.8%

Forecast for FY02/25	change	percentage Change
152,000	+10,294	+7.3%
53,200	-1,238	-2.3%
19,700	+2,154	+12.3%
13,300	+1,769	+15.3%
6,400	+385	+6.4%
29,100	+5,762	+24.7%
46,600	+3,466	+8.0%
20,900	+1,394	+7.1%
25,700	+2,073	+8.8%
3,400	+149	+4.6%
43.6%		



# 12. Forecast of Sales by Product (1) - Rx Business -



	Forecast for FY02/25		
	Total	Japan	Overseas
Rx Business	72,900	53,200	19,700
Mohrus <sub>®</sub> Tape products	21,200	19,900	1,300
Zicthoru® Tapes	7,900	7,900	-
Haruropi <sub>®</sub> Tape	4,100	4,100	-
Mohrus <sub>®</sub> Pap products	3,200	3,200	-
Fentos <sub>®</sub> Tape	2,900	2,900	-
Apohide <sub>®</sub> Lotion	2,400	2,400	-
Estrana® Tape	1,900	1,900	-
Others	10,100	9,700	400
CombiPatch <sup>®</sup> products	6,800	1,200	5,600
Vivelle-Dot <sup>®</sup> products	6,100	- 8	6,100
Minivelle <sup>®</sup> products	2,300	- }	2,300
Xelstrym <sup>®</sup>	2,200	- 8	2,200
Secuado <sub>®</sub>	1,100	-	1,100
Daytrana <sup>®</sup> products	700	-}	700

Change			Percentage Change		
Total	Japan	Overseas	Total	Japan	Overseas
+916	-1,238	+2,154	+1.3%	-2.3%	+12.3%
-4,319	-4,374	+55	-16.9%	-18.0%	+4.4%
+2,456	+2,456	1	+45.1%	+45.1%	-
+613	+613	-	+17.6%	+17.6%	-
-382	-382	-	-10.7%	-10.7%	-
-568	-568	-	-16.4%	-16.4%	-
+1,415	+1,415	-	+143.8%	+143.8%	-
-110	-110	-	-5.5%	-5.5%	-
-230	+135	-366	-2.2%	+1.4%	-47.8%
-630	-424	-206	-8.5%	-26.1%	-3.6%
+451	-	+451	+8.0%	-	+8.0%
-291	-	-291	-11.2%	-	-11.2%
+2,136	-	+2,136	+3319.6%	-	+3319.6%
+359	-	+359	+48.5%	-	+48.5%
+15	-	+16	+2.3%	-	+2.4%



# 12. Forecast of Sales by Product (2) – отс Business -



	Forecast for FY02/25		
	Total	Japan	Overseas
OTC Business	75,700	29,100	46,600
Salonpas <sub>®</sub> products	51,300	11,300	40,000
Feitas <sub>®</sub> products	4,400	4,300	100
Bye Bye Fever <sub>®</sub> products	4,200	400	3,800
S-Cup <sub>®</sub> products	4,100	4,100	-
Allegra <sup>®</sup> FX	3,800	3,800	-
Salonsip <sub>®</sub> products	3,300	1,900	1,400
Air <sub>®</sub> Salonpas <sub>®</sub> products	2,000	900	1,100
Butenalock <sub>®</sub> products	1,100	1,100	-
Others	1,500	1,300	200

Change		Percentage Change			
Total	Japan	Overseas	Total	Japan	Overseas
+9,228	+5,762	+3,466	+13.9%	+24.7%	+8.0%
+4,603	+1,745	+2,858	+9.9%	+18.3%	+7.7%
+545	+509	+36	+14.1%	+13.4%	+56.1%
+490	+93	+396	+13.2%	+30.5%	+11.6%
+2,639	+2,639	-	+180.7%	+180.7%	-
-402	-402	-	-9.6%	-9.6%	-
+507	+402	+105	+18.1%	+26.9%	+8.1%
+259	+100	+158	+14.9%	+12.6%	+16.8%
+274	+283	-	+33.1%	+34.6%	-
+314	+392	-78	+26.4%	+43.1%	-28.1%

















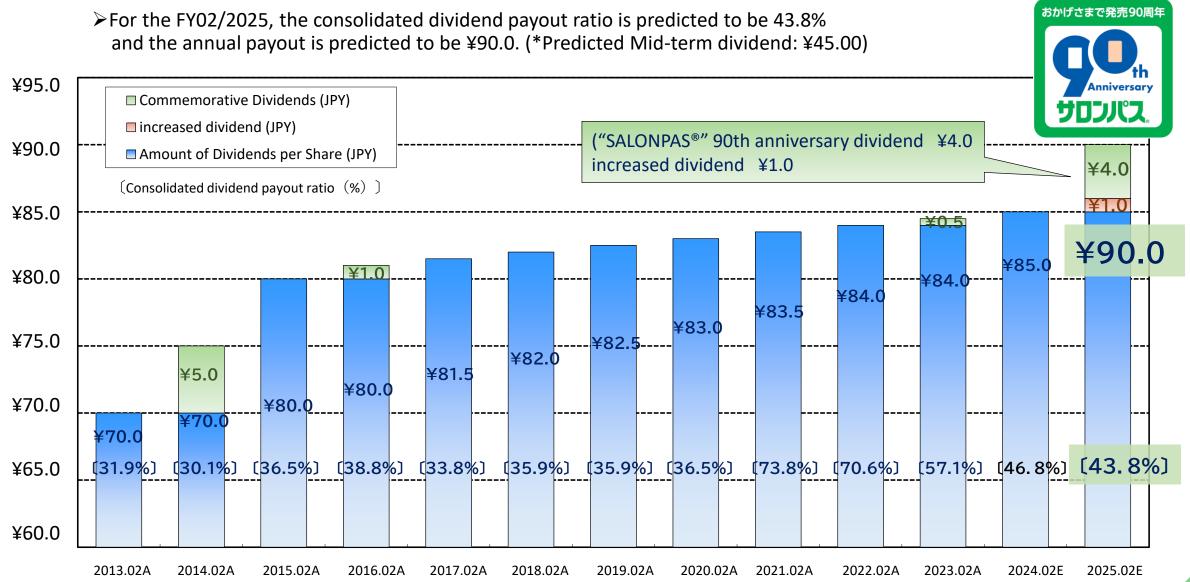






# 13. Forecast of Dividend ("SALONPAS<sub>®</sub>" 90th anniversary dividend)







# 14. Reduction of Policy on Strategic Shareholdings



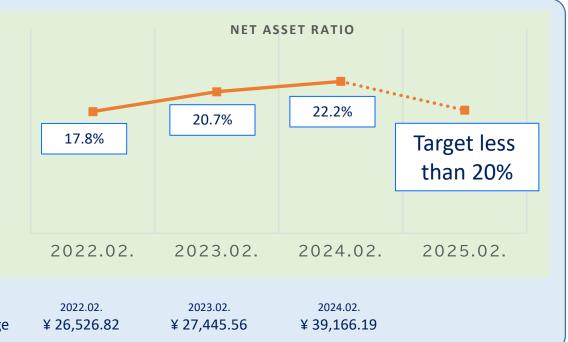
#### < Policy on Strategic Shareholdings >

- In May every year, The Board of Directors evaluates whether it is reasonable to continue respective strategic shareholdings based on comprehensive consideration of qualitative verification such as the status of transactions and quantitative verification such as economic rationality based on benefits from transactions and dividends of each stock.
- Based on the results of the evaluation, the Company will reduce strategic shareholdings that it deems unreasonable to hold, through
  ongoing discussions with the issuing companies.

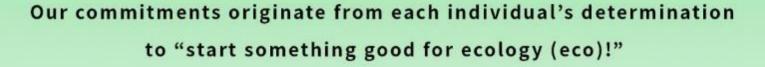
#### < Target for reducing Strategic Shareholdings >

By the end of February 2025
Reduce policy Strategic Shareholdings to
less than 20% of consolidated net assets

The cash generated will be used to invest in future growth.







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.



