

# Hisamitsu Pharmaceutical Co., Inc.

## Q3 FY02/2025 Results

This presentation material may contain information that constitutes forward-looking statements. These forecasts and opinions are based on internal and other materials that we believe to be reliable, but we cannot guarantee the actual outcomes and results. The realization of these forecasts is subject to various risks and uncertainties. Please be aware that actual results could differ materially from these forward-looking statements.

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Hisamitsu Pharmaceutical Co., Inc.

January 9th, 2025



# Agenda

- 1. Revision of consolidated earnings forecast**
- 2. Progress for FY02/2025**
- 3. Consolidated P&L**
- 4. Sales Results by Region**
- 5. Sales Results by Product**
- 6. R&D Pipeline**
- 7. Capital management policy**



# 1. Revision of consolidated earnings forecast

Unit: ¥ mn

	Previous forecast	Revised forecast	Amount of change	Ratio of change	Results of the previous fiscal year (FY02/2024)
<b>Net sales</b>	152,000	<b>154,000</b>	+2,000	+1.3%	141,706
<b>Operating profit</b>	14,500	<b>18,000</b>	+3,500	+24.1%	13,167
<b>Ordinary profit</b>	18,900	<b>23,000</b>	+4,100	+21.7%	19,649
<b>Profit attributable to owners of parent</b>	15,800	<b>20,500</b>	+4,700	+29.7%	13,969

## <Net sales>

- Steadily increasing of "ZICHTORU<sup>®</sup> Tapes" in Japanese
- Steadily increasing of "Salonpas<sup>®</sup>" and female hormone preparations "COMBIPATCH<sup>®</sup>" and "VIVELLE-DOT<sup>®</sup>"
- The depreciation of the yen

## <Operating income, ordinary income, and net income>

- Increasing in net sales
- Effects of continuous cost reduction activities
- Initiatives to reduce returns
- Improvements in cost of sales ratio because of changes in sales composition

Aiming to achieve ROE 8% and more, that announced in the 7th Medium-term Management Policy



## 2. Progress for FY02/2025

Unit: ¥ mn

Consolidated P&L	Q3 FY02/2025	FY02/2025 Total	
	Actual	Earnings forecast	Progress ratio
Net sales	111,253	154,000	72.2%
Operating profit	13,220	18,000	73.4%
Ordinary profit	16,471	23,000	71.6%
Profit attributable to owners of parent	13,660	20,500	66.6%

\*Revision Jan.9<sup>th</sup> 2025.



# 3. Consolidated P&L

- Comparison with the previous period performance -

Unit:¥ mn

	Actual performance for FY02/2024 Q3	Actual performance for FY02/2025 Q3	Change	Percentage Change
<b>Net sales</b>	<b>102,827</b>	<b>111,253</b>	<b>+8,425</b>	<b>+8.2%</b>
CoGS	44,227	44,865	+638	+1.4%
as a % of sales	43.0%	40.3%		
SG&A costs	46,353	53,167	+6,813	+14.7%
Sales promotion costs	8,974	10,726	+1,751	+19.5%
Advertising costs	10,385	11,599	+1,213	+11.7%
R&D spending	6,042	7,850	+1,807	+29.9%
Others	20,950	22,991	+2,040	+9.7%
<b>Operating profit</b>	<b>12,246</b>	<b>13,220</b>	<b>+973</b>	<b>+8.0%</b>
<b>Ordinary profit</b>	<b>16,638</b>	<b>16,471</b>	<b>-167</b>	<b>-1.0%</b>
<b>Profit attributable to owners of parent</b>	<b>12,092</b>	<b>13,660</b>	<b>+1,567</b>	<b>+13.0%</b>
Exchange rate (¥/USD)	139.55	151.59		

## Summary of FY02/2025 Q3

### Increased sales and profits for 4th consecutive periods

■ Net Sales (+8,425)

Increased overseas sales, mainly Salonpas.  
Increased sales of ZICTHORU. Tapes and new products

■ CoGS (+638), as a % of sales (-2.7 points)

Effects of continuous cost reduction activities, changes in sales composition  
Initiatives to reduce returns, impact of weak yen

■ SG&A costs (+6,813)

Sales promotion costs : XELSTRYM® promotional costs at  
Noven Pharmaceuticals (USA)

Advertising costs : Aggressive investment for brand value  
enhancement

R&D spending : Early phase of pipeline-related costs,  
depreciation costs of SAGA Global Research Center

Others : Logistics expenses, depreciation expenses,  
labor costs (wage increases)

■ Ordinary profit (-167)

[Current period] Exchange losses [Previous period] Exchange gains

■ Net profit attributable to owners of parent (+1,567)

Gain on sale of investment securities





# 4. Sales Results by Region |

- Comparison with the previous period performance -



Unit:¥ mn

		Actual performance for FY02/24 Q3	Actual performance for FY02/25 Q3	Change	Percentage change
<b>Net sales</b>		<b>102,827</b>	<b>111,253</b>	<b>+8,425</b>	<b>+8.2%</b>
Rx Business	Japan	40,907	39,628	-1,278	-3.1%
	Overseas	13,034	16,459	+3,425	+26.3%
	USA	8,975	11,895	+2,920	+32.5%
	Other regions	4,059	4,564	+505	+12.4%
OTC Business	Japan	15,697	17,971	+2,273	+14.5%
	Overseas	30,800	34,703	+3,903	+12.7%
	USA	14,237	16,491	+2,254	+15.8%
	Other regions	16,563	18,212	+1,648	+10.0%
Others	Japan	2,387	2,489	+102	+4.3%
Overseas sales ratio		42.6%	46.0%		

## Sales Results by Region

- Net Sales (+8,425)
- <Rx business in Japan (-1,278)>
  - Increased sales of ZICTHORU® Tapes
  - Drug price revisions and generic drug impacts
- < Rx business in Overseas (+3,425)>
  - Increased sales of female hormone products
- < OTC business in Japan (+2,273)>
  - Sales of S-Cup® (acquired from SSP Co., Ltd. in Oct. 2023)
- < OTC business in Overseas (+3,903)>
  - Increased sales of Salonpas®

**Overseas Sales Ratio 46.0% (+3.4%)**



# 5. Sales Results by Product

- Rx business, comparison with the previous period performance -



Unit: ¥ mn

	Actual performance for FY02/25 Q3			Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas
<b>Rx Business</b>	<b>56,088</b>	<b>39,628</b>	<b>16,459</b>	<b>+2,146</b>	<b>-1,278</b>	<b>+3,425</b>	<b>+4.0%</b>	<b>-3.1%</b>	<b>+26.3%</b>
MOHRUS® Tape products	15,999	15,344	654	-2,947	-2,866	-81	-15.6%	-15.7%	-11.1%
ZICTHORU® Tapes	6,216	6,216	-	+2,492	+2,492	-	+66.9%	+66.9%	-
HARUROPI® Tapes	3,098	3,098	-	+399	+399	-	+14.8%	+14.8%	-
MOHRUS® Pap products	2,372	2,372	-	-375	-375	-	-13.7%	-13.7%	-
FENTOS® Tapes	2,431	2,431	-	-225	-225	-	-8.5%	-8.5%	-
APOHIDE® Lotion	1,111	1,111	-	+266	+266	-	+31.6%	+31.6%	-
ESTRANA® Tapes	1,459	1,459	-	-57	-57	-	-3.8%	-3.8%	-
Others	7,200	6,745	454	-665	-528	-136	-8.5%	-7.3%	-23.1%
COMBIPATCH® products	6,086	847	5,239	+754	-383	+1,137	+14.2%	-31.2%	+27.7%
VIVELLE-DOT® products	5,731	-	5,731	+1,201	-	+1,201	+26.5%	-	+26.5%
MINIVELLE® products	2,415	-	2,415	+444	-	+444	+22.5%	-	+22.5%
XELSTRYM®	360	-	360	+293	-	+293	+433.8%	-	+433.8%
SECUADO®	770	-	770	+249	-	+249	+47.8%	-	+47.8%
DAYTRANA® products	828	-	828	+311	-	+311	+60.3%	-	+60.3%

<Japan>

ZICTHORU® Tapes



Expansion of awareness for systemic transdermal drug

MOHRUS® Tapes



Drug price revisions, impact of generic products and patient-selected services

<Overseas>

COMBIPATCH®  
VIVELLE-DOT®



Increasing demand for female hormone transdermal preparation products

XELSTRYM®



Optimization of Co-Pay Card usage

DAYTRANA®



Increasing of sales of authorized generic



# ZICTHORU® Tapes

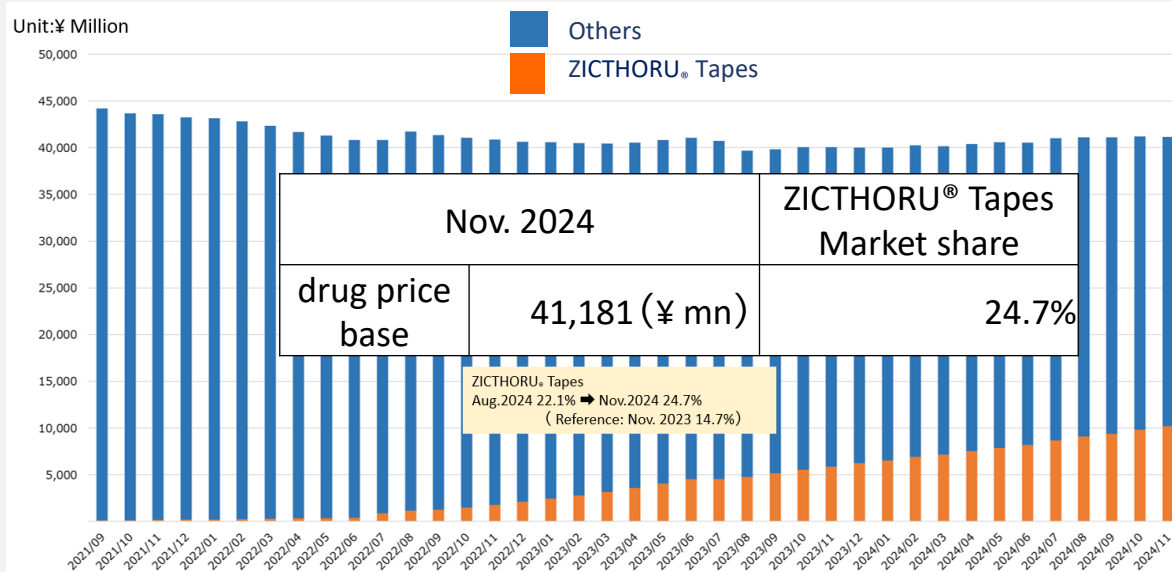
The systemic transdermal drug containing non-steroidal anti-inflammatory drugs (NSAIDs)



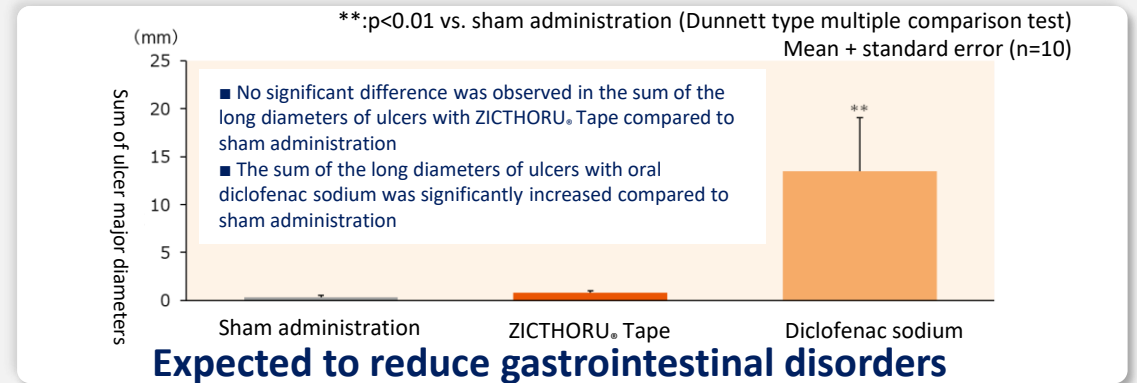
**Sales status** \* Aim for sales of over 10 billion yen (shipment basis) as soon as possible  
\* Proceed with expansion from Japan to the USA to other regions

- Q3 FY 02/2025 results: 6,216 million yen (YoY+66.9%)
- Market share: 24.7% as of Nov. 2024 (YoY+10.0%, moving annual total)
- Providing Information on the features of “transdermal systemic drugs” through academic conferences and lectures

## Market trends(Non-steroidal anti-inflammatory drugs, anti-rheumatic drugs※)



### Reference : Non-clinical trials: Gastric mucosal damage (rats)



Test method: Fasted 5-week-old SD male rats were given a single 24-hour transdermal administration of this drug to the back, and diclofenac sodium was orally administered three times every 8 hours. 24 hours after the start of administration, its stomach was removed and the gastric mucosa was observed with the naked eyes, and the long diameter (mm) of the ulcers that developed was totaled for each individual and evaluated. In order to standardize the stress conditions, all animals were restrained for transdermal administration, and the sham administration group and this drug administration group were orally administered water for injection (water for oral administrations) three times every 8 hours. The oral dose of diclofenac sodium in this test was set so that the AUC0-24 was equivalent to that of this drug.

Hisamitsu Pharmaceutical in-house data: Evaluation of gastric mucosal damage using rats



How to apply⇒<https://www.hisamitsu-pharm.jp/medicalsupport/guidance/zicthoru/sizai05.pdf>

※ Based on our own calculations using IQVIA JPM(2021/9-2024/11) Copyright © 2024 IQVIA. Reprinted with permission



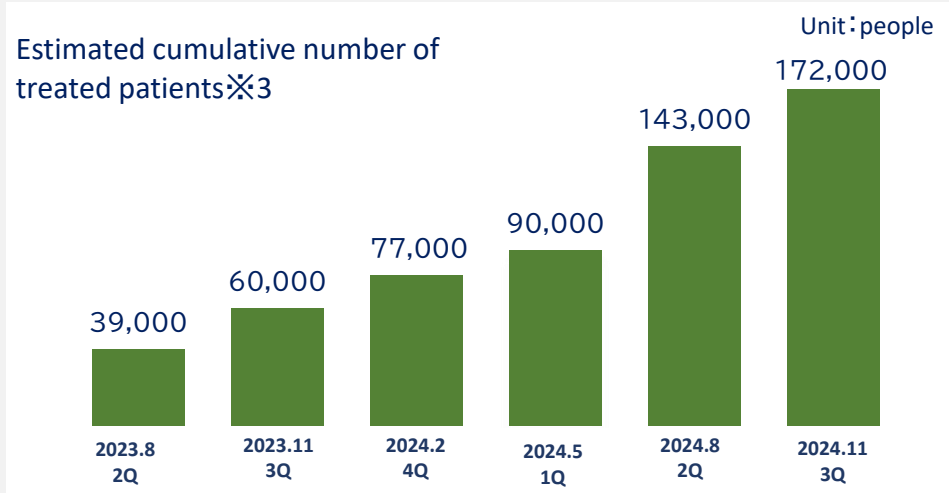


### Primary palmar hyperhidrosis

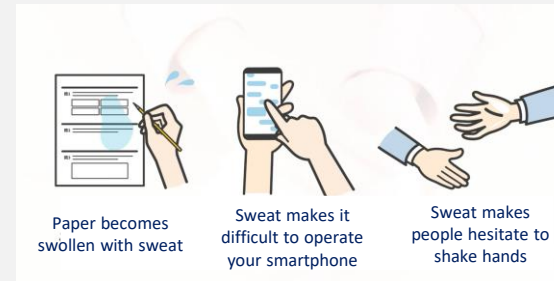
- It is a disease with excessive sweating on the palms of the hands and to be a major factor in reducing the quality of life and work efficiency in various school and social situations, as it significantly impairs social activities (e.g., handshaking), paperwork, and the operation of electronic devices ※1
- Estimated number of patients in Japan: approx. 4.93 million ※2

### Sales status

- Q3 FY 02/2025 sales : 1,111 million yen \*launched in Jun. 2023
- Cumulative administration: approx. 170,000 people by Nov. 2024



- Restrictions on the medication period lifted in Jun. 2024
- Providing information through academic conferences, lectures
- Disease awareness activities



### Digital signage advertising

Web site  
<https://www.hisamitsu.co.jp/tenoase/>



※1 Japanese Dermatological Association Guideline: Primary Focal Hyperhidrosis Treatment Guideline, 2023 Revision  
 ※2 Fujimoto T, et al.: J Dermatol 2013; 40(11): 886-90  
 ※3 Proprietary Data Compilation: Based on IQVIA Rx(2023/06-2024/11) Copyright © 2024 IQVIA.Reprinted with permission

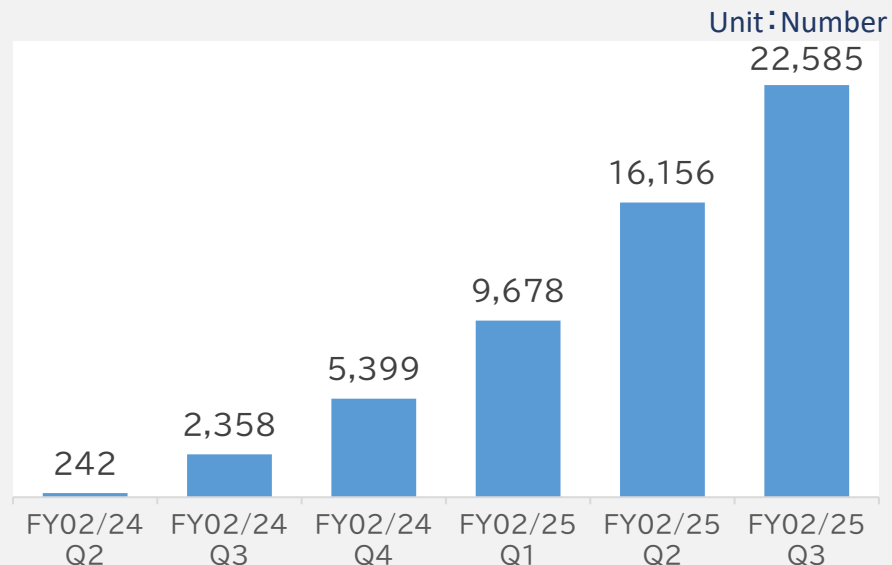


### Sales status \* US ADHD market size: approx. \$10 billion

- Q3 FY 02/2025 sales : 360 million yen \*launched in Jun. 2023
- Optimization of Co-Pay Card Usage (Jul. 2024~)

### Prescription trends

#### <Cumulative number of prescriptions※>



#### <Advantage of patches>

- Under a physician’s guidance, the application time can be adjusted according to symptoms
- Administered easily to patients (both adults and children) who have difficulties with oral administration
- Family members and caregivers can visually confirm medication adherence

Providing information on product features through academic conferences, etc., to increase awareness

※Source: This information is an estimate derived from the use of information under license from the following IQVIA information service: NPA, Total Patient Tracker™ for the period from 2023 to 2024. IQVIA expressly reserves all rights, including rights of copying, distribution and republication.



# 5. Sales Results by Product

- OTC business, comparison with the previous period performance -



Unit: ¥ mn

	Actual performance for FY02/25 Q3			Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas
<b>OTC Business</b>	<b>52,675</b>	<b>17,971</b>	<b>34,703</b>	<b>+6,176</b>	<b>+2,273</b>	<b>+3,903</b>	<b>+13.3%</b>	<b>+14.5%</b>	<b>+12.7%</b>
Salonpas® products	37,479	7,352	30,127	+3,809	+98	+3,710	+11.3%	+1.4%	+14.0%
Feitas® products	3,226	3,054	171	+331	+196	+135	+11.5%	+6.9%	+377.9%
Bye Freitas FEVER® products	2,680	44	2,635	+74	-198	+272	+2.9%	-81.6%	+11.5%
S-Cup® products	2,012	2,012	-	+1,195	+1,195	-	+146.4%	+146.4%	-
Allegra® FX	982	982	-	-407	-407	-	-29.3%	-29.3%	-
Salonsip® products	2,090	1,158	931	-155	+2	-157	-6.9%	+0.2%	-14.4%
Air® Salonpas® products	1,328	638	690	+3	-36	+39	+0.2%	-5.4%	+6.1%
Butenalock® products	705	702	2	+9	+13	-3	+1.4%	+1.9%	-58.7%
Others*	2,169	2,025	144	+1,314	+1,409	-94	+153.8%	+229.0%	-39.6%

\*Includes amounts recorded as refund liabilities

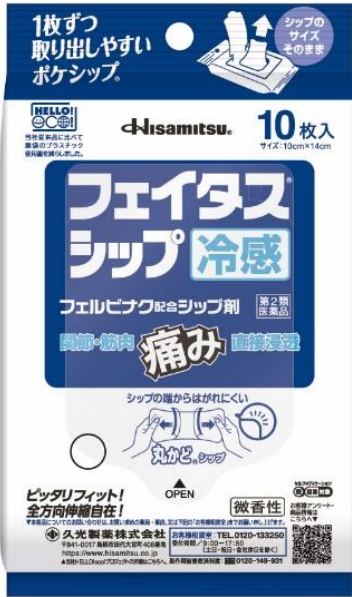
<Japan>			<Overseas>		
S-Cup®	↑	Acquired from SSP CO., LTD, in Oct. 2023	Salonpas®	↑	Aggressive promotional activities
Allegra® FX	↓	Decreasing due to reactionary increase in shipments from the previous year			

※Aiming to reduce environmental impact and costs, Hisamitsu promote reduction of returns with retailers and wholesalers.

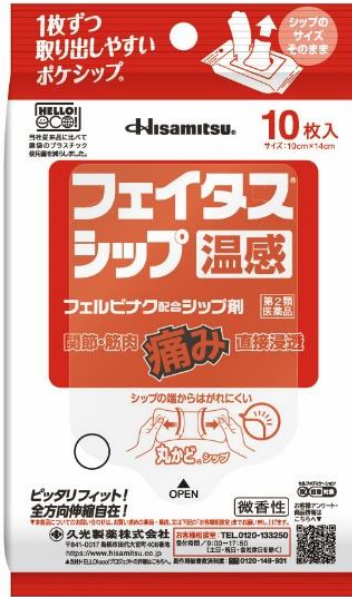


# Package renewal

## “Feitas® Sip”, “Feitas® Sip HOT”, and “Feitas® Z Dicsas® Sip F”



Feitas® Sip



Feitas® Sip HOT



Feitas® Z Dicsas® Sip F



Product information  
<https://www.hisamitsu.info/feitas/>



当社従来品に比べて  
薬袋のプラスチック  
使用量を減らしました。

### Changing to integrated label



Separated label

Easier to take out



Integrated label

Amount of packaging material used (per label)

**Approximately 3.7% reduction**

Amount of waste reduction

**Approximately 0.01 t/year**

\*comparison of previous product



# New face of Allegra® FX

## Appointed Yuriko Yoshitaka and Chocolate planet as the new face of Allegra® FX



Product information  
<https://www.allegra.jp/>





# JLPGA Step up tour Salonpas® LADIES OPEN



Hisamitsu Pharmaceutical Groups' s Materiality (Priority Issues)

## Contributing to local communities



# Contributing to sports promotion and regional revitalization in Saga Prefecture, where Hisamitsu was founded



### Road to Dream. From Kyushu Saga to the world.



Date and time:  
October 18th (Fri.) to 20th (Sun.), 2024  
Venue:  
Wakagi Golf Club (Takeo City, Saga Prefecture)



# Overseas OTC Business FY02/2025 New Products

New launch	Category	Region	Items	
Mar.2024~ Nov.2024	OTC Business	Asia	3	
		Africa	3	
	Others*	Asia	1	
		South America	1	
	OTC Business			6
	Others*			2
Total			8	

\*Others: Medical devices, quasi-drugs, etc.





# 6.R&D Pipeline

	Stage	Theme	Target	Dosage Form	Characteristics	Next Step
1	Approved	HARUROPI® PATCH (Haruropi® Tapes)	Asia	Patch	Parkinson's disease	To be launched In FY2025
2	Phase3 being prepared	HP-3150US	USA	Patch	Chronic low back pain	Phase 3 start in FY2026
3	Phase2	HP-6050	JPN	Microneedle	Delirium, Psychomotor agitation and Irritability	Phase 2b start in FY2025





# Selected for the AMED SCARDA Investment in ReEir

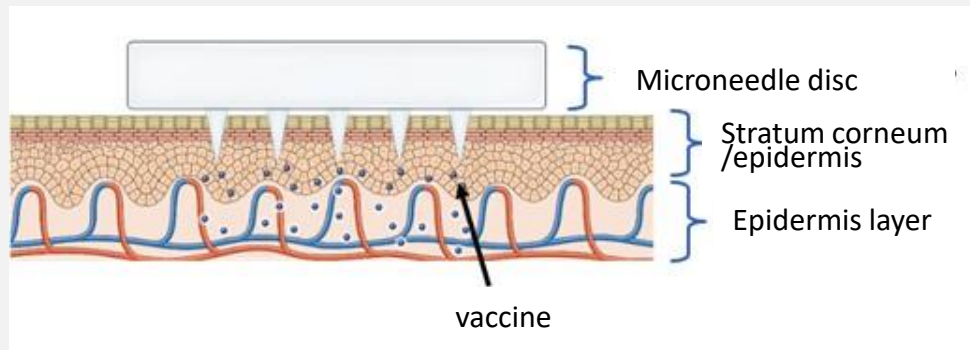
## Selected for the AMED SCARDA

### ◆ R&D theme

R&D on microneedle type transdermal vaccine equipped with new coronavirus vaccine

### ◆ Expected results from research

It is possible to deliver vaccines directly to the surface layer of the skin, which is rich in immune cells, and high immunity induction is expected



【 Microneedle diagram 】

AMED SCARDA (Strategic Center of Biomedical Advanced Vaccine Research and Development for Preparedness and Response, Japan Agency for Medical Research and Development) was established in March 2022 as an organization to lead research and development during normal times, based on the national strategy for strengthening vaccine development and production systems decided by the Cabinet in June 2021. This is to rapidly promote vaccine development as a national policy in the event of an infectious disease emergency.”

URL⇒[https://www.hisamitsu.co.jp/company/pdf/news\\_release\\_241118.pdf](https://www.hisamitsu.co.jp/company/pdf/news_release_241118.pdf)



## Investment in ReEir

### ◆ ReEir

A bio venture company from Juntendo University  
Working on developing new treatments for vascular and tissue regeneration

### ◆ Characteristics of ReEir’s business

This minimally invasive treatment is expected to address the unmet medical need of preventing severe pain caused by lower limb ischemia, as well as the serious decline in patients' quality of life that can result from gangrene and lower limb amputation

### ◆ Aiming of Hisamitsu

Incorporate new knowledge and strengthen technical and human resources capabilities beyond the boundaries of existing businesses

URL⇒[https://www.hisamitsu.co.jp/company/pdf/news\\_release\\_241209.pdf](https://www.hisamitsu.co.jp/company/pdf/news_release_241209.pdf)





# 7. Capital management policy

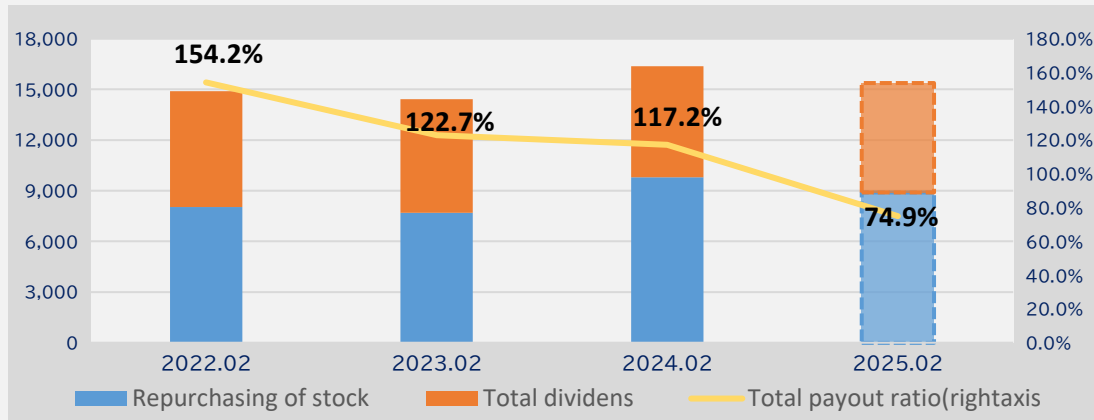
Aiming to improve shareholder capital efficiency and return profits to shareholders in the medium to long term, while considering the balance between the business environment and growth investments

## Shareholder Returns

- Dividend forecast  
End of FY02/2025 90.0 yen  
+5.0 yen YoY (Salonpas 90th anniversary commemorative dividend +4.0 yen, annual dividend +1.0 yen)  
Estimation to increase for 12 consecutive years
- Acquisition of treasury stock  
May 2024 2.4 million stocks

## Total payout ratio

unit: ¥mn



## Target and results for reducing strategic shareholdings

### ■ Target

Reduction of policy strategic shareholdings to **less than 20% of consolidated net assets**

by the end of Feb. 2025

Plans to use generated cash as capital for future growth investments

### ■ Results as of the end of Nov. 2024

**approx. 5.1 billion yen**

(1.5 billion yen increase from the end of Aug. 2024)





Promoting “TE-A-TE” Culture Worldwide

「手当て」の文化を、世界へ。

