

# Q4 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.

Apr.10th, 2025

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	2024.08 Q1-Q2	2024.11 Q1-Q3	2025.02 Q1-Q4	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	36,786	56,088	75,399	104.7%
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	26,463	39,628	52,382	96.2%
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	7,471	11,895	16,605	144.0%
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	2,852	4,564	6,410	106.6%
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	37,037	52,675	77,255	116.2%
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	13,369	17,971	26,629	114.1%
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	11,328	16,491	22,289	114.3%
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	12,338	18,212	28,335	119.9%
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	1,631	2,489	3,352	103.1%

(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	2024.08 Q2	2024.11 Q3	2025.02 Q4	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	19,357	19,301	19,310	107.0%
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	13,381	13,165	12,753	94.3%
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	4,063	4,423	4,710	184.3%
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	1,912	1,712	1,846	94.4%
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	19,457	15,637	24,579	123.1%
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	6,907	4,601	8,658	113.3%
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	5,681	5,162	5,797	110.0%
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	6,868	5,873	10,123	143.3%
Others	656	672	711	710	712	720	717	752	761	763	772	830	765	809	812	863	801	830	857	862	99.9%

**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	2024.08	2024.11	2025.02	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	Q1-Q2	Q1-Q3	Q1-Q4	
MOHRUS <sub>®</sub> 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	11,022	15,999	20,820	81.6%
ZICHTORU <sub>®</sub> Tapes	-	-	-	-	34	82	155	238	93	913	1,365	2,219	1,086	2,296	3,724	5,443	1,756	3,897	6,216	8,870	163.0%
HARUROPI <sub>®</sub> Tapes	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	2,005	3,098	4,010	115.0%
MOHRUS <sub>®</sub> 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	1,611	2,372	3,046	85.1%
FENTOS <sub>®</sub> 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	1,499	2,431	3,269	94.3%
APOHIDE <sub>®</sub> Lotion	-	-	-	-	-	-	-	-	-	-	-	-	226	629	845	984	277	788	1,111	1,393	141.6%
ESTRANA <sub>®</sub> 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	945	1,459	1,960	97.5%
CombiPatch <sub>®</sub> 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	3,752	6,086	8,391	112.9%
Vivelle-Dot <sub>®</sub> 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	3,819	5,731	7,587	134.3%
Minivelle <sub>®</sub> 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	1,458	2,415	3,379	130.4%
Xelstrym <sub>®</sub>	-	-	-	-	-	-	-	-	-	-	-	-	-	(0)	67	64	86	133	360	616	959.0%
Secuado <sub>®</sub>	61	75	88	148	70	148	252	383	148	282	453	642	145	308	521	740	235	507	770	1,041	140.6%
Daytrana <sub>®</sub> products	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	583	828	1,401	204.7%
Salonpas <sub>®</sub> 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	25,799	37,479	53,917	115.5%
Feitas <sub>®</sub> 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	2,187	3,226	4,461	115.7%
Bye Bye Fever <sub>®</sub> 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	1,935	2,680	4,038	108.8%
S-Cups <sub>®</sub> products	-	-	-	-	-	-	-	-	-	-	-	-	-	-	816	1,460	1,344	1,921	2,012	2,146	146.9%
Allegra <sub>®</sub> FX	95	69	103	2,255	362	527	827	4,014	125	228	563	3,261	367	628	1,389	4,201	535	591	982	4,059	96.6%
Salonip <sub>®</sub> 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	1,466	2,090	2,971	106.4%
Air <sub>®</sub> Salonpas <sub>®</sub> 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	901	1,328	1,838	105.6%
Butenolock <sub>®</sub> products	476	884	1,048	1,311	629	1,025	1,146	1,453	425	674	487	618	624	740	695	826	*403	709	705	874	105.8%

(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	2024.08	2024.11	2025.02	YoY
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
MOHRUS <sub>®</sub> 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	5,589	4,976	4,821	73.4%
ZICHTORU <sub>®</sub> Tapes	-	-	-	-	34	48	72	82	93	820	451	854	1,086	1,210	1,427	1,718	1,756	2,140	2,319	2,653	154.4%
HARUROPI <sub>®</sub> Tapes	441	189	211	343	798	982	731	1,102	604	933	833	462	939	998	762	787	1,075	929	1,093	911	115.8%
MOHRUS <sub>®</sub> 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	816	761	673	80.8%
FENTOS <sub>®</sub> Tapes	1,031	682	962	893	936	975	833	761	1,013	986	887	839	913	898	845	809	745	753	932	837	103.5%
APOHIDE <sub>®</sub> Lotion	-	-	-	-	-	-	-	-	-	-	-	-	226	403	215	139	277	510	323	281	202.2%
ESTRANA <sub>®</sub> Tapes	342	451	492	465	432	477	506	478	464	532	562	495	483	501	531	493	470	474	514	501	101.6%
CombiPatch <sub>®</sub> 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	2,036	2,334	2,304	109.9%
Vivelle-Dot <sub>®</sub> 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	2,247	1,912	1,855	165.9%
Minivelle <sub>®</sub> products	617	550	611	731	517	476	442	538	447	529	615	563	656	607	706	620	667	790	956	964	155.4%
Xelstrym <sub>®</sub>	-	-	-	-	-	-	-	-	-	-	-	-	-	(0)	68	(3)	86	46	227	256	-
Secuado <sub>®</sub>	61	13	13	59	70	78	104	131	148	134	171	188	145	162	212	219	235	271	263	271	123.6%
Daytrana <sub>®</sub> products	631	653	345	552	691	384	410	594	330	473	248	229	48	240	226	167	213	369	244	573	341.5%
Salonpas <sub>®</sub> 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	14,007	11,679	16,438	126.2%
Feitas <sub>®</sub> 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	1,295	1,039	1,234	128.6%
Bye Bye Fever <sub>®</sub> products	290	357	170	462	297	561	451	593	485	1,015	734	912	917	942	745	1,104	867	1,067	744	1,358	123.0%
S-Cups <sub>®</sub> products	-	-	-	-	-	-	-	-	-	-	-	-	-	-	816	643	1,344	576	91	133	20.8%
Allegra <sub>®</sub> FX	95	(26)	34	2,151	362	165	300	3,186	125	102	335	2,697	367	260	761	2,812	535	56	390	3,076	109.4%
Salonip <sub>®</sub> products	422	948	801	1,051	600	1,117	708	777	621	995	798	638	585	795	865	547	698	767	624	880	160.8%
Air <sub>®</sub> Salonpas <sub>®</sub> products	268	528	347	348	338	407	273	278	330	492	295	372	357	674	292	416	400	501	427	510	122.6%
Butenolock <sub>®</sub> products	476	407	163	263	629	396	121	306	425	248	(186)	131	624	116	(45)	130	*403	306	(4)	168	129.3%

\*It has been corrected because it included non-pharmaceutical achievements.

## Earnings Forecasts

(Unit: ¥mn)

<Consolidated>	Feb 2025A	
	Q1-Q4	YoY
<b>Sales</b>	<b>156,006</b>	<b>110.1%</b>
CoGS	64,810	103.3%
(CoGS ratio %)	41.5%	
Gross profits	91,196	115.5%
(as a % of sales)	58.5%	
SG&A costs	72,300	109.9%
(Sales promotion costs)	15,371	119.3%
(Advertising costs)	14,582	95.1%
(R&D spending)	10,903	126.6%
(Other SG&A expenses)	31,442	108.5%
<b>Operating profits</b>	<b>18,895</b>	<b>143.5%</b>
(as a % of sales)	12.1%	
<b>Recurring profits</b>	<b>24,010</b>	<b>122.2%</b>
(as a % of sales)	15.4%	
<b>Profit attributable to owners of parent</b>	<b>21,758</b>	<b>155.8%</b>
(as a % of sales)	13.9%	
Capex	14,815	80.9%
Depreciation	6,133	121.2%
Goodwill amortization	197	179.0%

(Unit: ¥mn)

Feb 2026E		
	Q1-Q4	YoY
<b>Sales</b>	<b>165,000</b>	<b>105.8%</b>
CoGS	68,000	104.9%
(CoGS ratio %)	41.2%	
Gross profits	97,000	106.4%
(as a % of sales)	58.8%	
SG&A costs	77,000	106.5%
(Sales promotion costs)	14,400	93.7%
(Advertising costs)	15,000	102.9%
(R&D spending)	13,200	121.1%
(Other SG&A expenses)	34,400	109.4%
<b>Operating profits</b>	<b>20,000</b>	<b>105.8%</b>
(as a % of sales)	12.1%	
<b>Recurring profits</b>	<b>24,300</b>	<b>101.2%</b>
(as a % of sales)	14.7%	
<b>Profit attributable to owners of parent</b>	<b>22,000</b>	<b>101.1%</b>
(as a % of sales)	13.3%	
Capex	11,000	74.2%
Depreciation	4,500	73.4%
Goodwill amortization	200	101.1%

### <By regions>

Rx Business	75,399	104.7%
Japan	52,382	96.2%
USA	16,605	144.0%
Other regions	6,410	106.6%
OTC Business	77,255	116.2%
Japan	26,629	114.1%
USA	22,289	114.3%
Other regions	28,335	119.9%
Others	3,352	103.1%

	75,900	100.7%
	50,600	96.6%
	17,700	106.6%
	7,600	118.6%
	85,500	110.7%
	30,300	113.8%
	24,400	109.5%
	30,800	108.7%
	3,600	107.4%

### <By product>

MOHRUS <sup>®</sup> Tape products	20,820	81.6%
ZICHTORU <sup>®</sup> Tapes	8,870	163.0%
HARUROPI <sup>®</sup> Tapes	4,010	115.0%
FENTOS <sup>®</sup> Tapes	3,269	94.3%
MOHRUS <sup>®</sup> Pap products	3,046	85.1%
ESTRANA <sup>®</sup> Tapes	1,960	97.5%
APOHIDE <sup>®</sup> Lotion	1,393	141.6%
Others	9,603	93.0%
CombiPatch <sup>®</sup> products	8,391	112.9%
Vivelle-Dot <sup>®</sup> products	7,587	134.3%
Minivelle <sup>®</sup> products	3,379	130.4%
Secuado <sup>®</sup>	1,041	140.6%
Xelstrym <sup>®</sup>	616	959.0%
Daytrana <sup>®</sup> products	1,401	204.7%
Salonpas <sup>®</sup> products	53,917	115.5%
Feitas <sup>®</sup> products	4,461	115.7%
Bye Bye Fever <sup>®</sup> products	4,038	108.8%
Allegra <sup>®</sup> FX	4,059	96.6%
S-Cup <sup>®</sup> products	2,146	146.9%
Salonsip <sup>®</sup> products	2,971	106.4%
Air <sup>®</sup> Salonpas <sup>®</sup> products	1,838	105.6%
Butenalock <sup>®</sup> products	874	105.8%
Others	2,948	248.5%

	17,900	86.0%
	11,200	126.3%
	3,800	94.8%
	2,900	88.7%
	2,600	85.4%
	1,900	96.9%
	1,800	129.2%
	9,800	102.1%
	9,000	107.3%
	8,700	114.7%
	3,500	103.6%
	1,100	105.7%
	1,000	162.3%
	700	50.0%
	58,000	107.6%
	5,800	130.0%
	4,600	113.9%
	4,100	101.0%
	3,700	172.4%
	3,300	111.1%
	2,200	119.7%
	1,000	114.4%
	2,800	95.0%