

FY02/2025 Results and Forecast for FY02/2026

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.

This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

Hisamitsu Pharmaceutical Co., Inc.

April 10th, 2025



Agenda

FY02/2025 Results

1. Initiatives for HX2025
2. Towards Enhancing Corporate Value in the Medium to Long Term
3. Consolidated P&L
4. Sales Results by Region
5. Sales Results by Product
6. R&D Pipeline
7. Capital management policy

FY02/2026 Forecast

8. Forecast for Consolidated P&L
9. Forecast for Sales by Region
10. Forecast for Sales by Product



1. Initiatives for HX2025(1)



7th Mid-Term Management Policy

～HX2025 (Hisamitsu Transformation 2025)～

September 17, 2021

President and CEO
NAKATOMI, Kazuhide

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





1. Initiatives for HX2025(2)

		(First Year)	(Second Year)	(Third Year)	(Fourth Year)	
	FY02/2021	FY02/2022	FY02/2023	FY02/2024	FY02/2025	Targets at FY02/2026
Sales Growth Rate	114.5 billion yen	120.1 billion yen	128.3 billion yen (CAGR 5.9%)	141.7 billion yen (CAGR 7.4%)	156.0 billion yen (CAGR 8.0%)	Over CAGR5.0%
Overseas Sales Ratio (Overseas Sales)	34.4% (39.3 billion yen)	34.5% (41.4 billion yen)	41.8% (53.6 billion yen)	42.8% (60.6 billion yen)	47.2% (73.6 billion yen)	Over 50.0%
ROE	3.7%	3.8% ✓ Repurchase of 2 million shares	4.7% ✓ Dividends increase for 10 consecutive years ✓ Repurchase of 2 million shares	5.4% ✓ Dividends increase for 11 consecutive years ✓ Repurchase of 2 million shares	8.0% ✓ Dividends increase for 12 consecutive years ✓ Repurchase of 2.4 million shares (ToSTNeT-3)	Over 8.0%
Growth Investment		✓ Investment in GAIA Biomedicine, a bio-venture company ✓ Signed a license agreement with RaQualia Pharma Inc.	✓ Acquisition of shares of AYM HD Co. ✓ Construction of new research center and reorganization of research sites	✓ Completion of partial transfer of assets, related to S-Cup® and Lacalut® from SSP Co., Ltd	✓ Investment in ReEir, Inc., Bio-venture for regenerative medicine and cell medicine development	Over 150 billion yen in five years



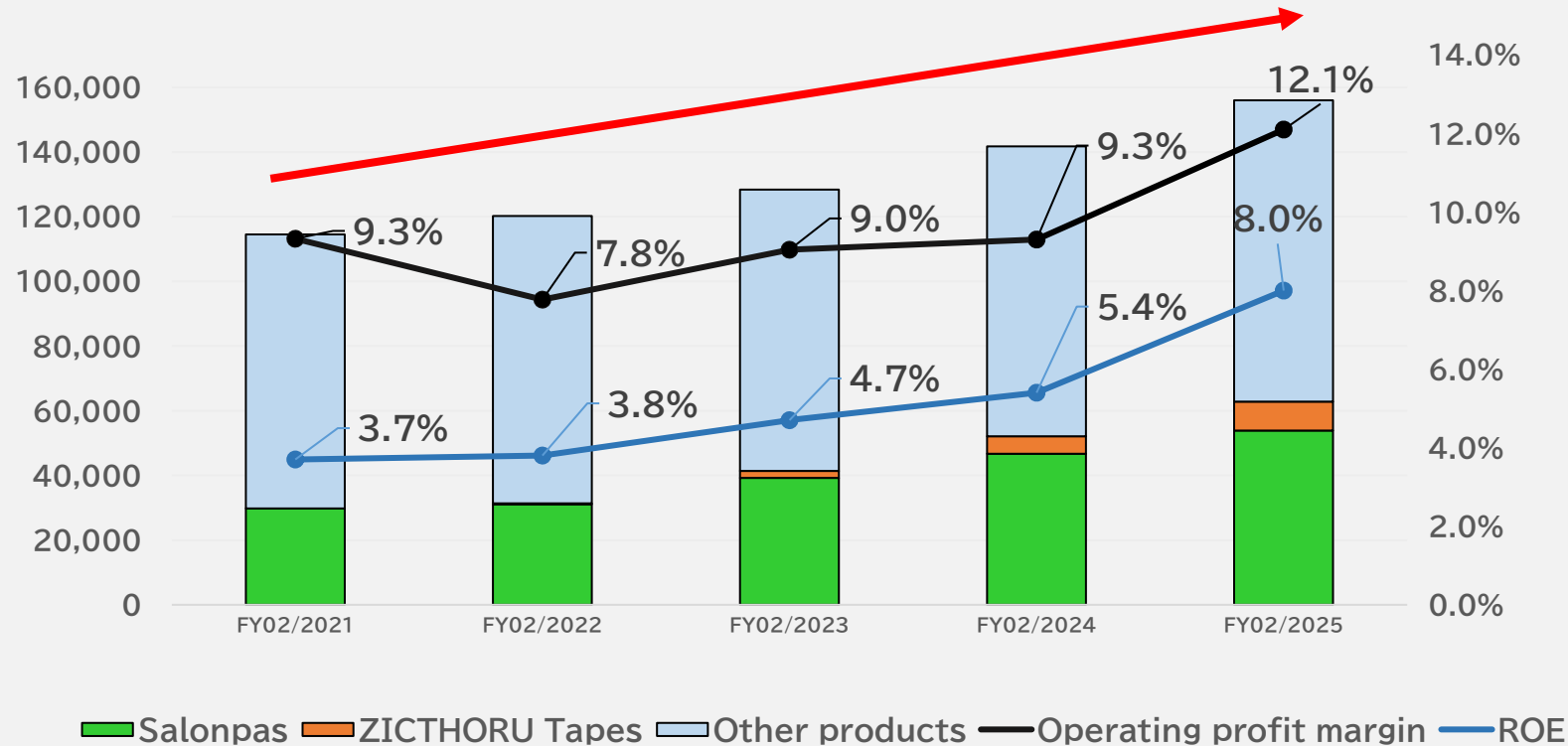
2. Towards Enhancing Corporate Value in the Medium to Long Term

Growth Driver for Sales and Profits Global Salonpas® and ZICTHORU® Tapes

Growth in Sales and Profits Driven by Global Sales of Salonpas® and ZICTHORU® Tapes Accelerating Growth Investments to Aim for Continuous Growth

Sales (Global Salonpas® and ZICTHORU® Tapes),
Operating Profit Margin, ROE Trends

Unit: ¥ mn



For Continuous Growth

■ Global Salonpas®

- Focused on the highly profitable and large market of the United States and expanding the number of countries.
- Enhancement of production capacity

■ ZICTHORU® Tapes

- Aiming for sales of over ¥10 billion as quickly as possible in Japan (Shipment basis)
- Accelerating expansion of ZICTHORU® Tapes to US and other regions (Phase 3 is scheduled to begin in FY2026)



2. Towards Enhancing Corporate Value in the Medium to Long Term

Basic Policy on Cash Allocation FY02/2027 to FY02/2031

By utilizing operating cash flow and financial assets, we will execute growth investments of approx. 200 billion yen and shareholder returns of over 50 billion yen.

To further enhance corporate and shareholder value, we aim to accelerate business growth and improve capital profitability.

Cash inflow ^{*1}	Cash outflow	
<div>Operating CF + Financial assets</div> <div>Approx. 250 billion yen^{*2}</div>	Prioritize growth investments to accelerate business growth and significantly enhance shareholder returns.	
	Growth investment	<div>Capital investment Over 50 billion yen</div> <div>Salonpas[®]: Accelerating global growth, adapting to new TDDS technology</div> <ul style="list-style-type: none">• Establishing a stable global supply and production system• Mass production of microneedle formulations, etc.
		<div>R&D investment Over 80 billion yen</div> <div>Expanding the pipeline</div> <ul style="list-style-type: none">• Advancing the development of HP-3150US and HP-6050• Active investment in the early development pipeline
		<div>Strategic investment Over 70 billion yen</div> <div>Achieving sustainable growth</div> <ul style="list-style-type: none">• Introduction of the late-stage development pipeline and acquisition of OTC brands• Expansion of new businesses through M&A
		<div>Shareholder returns Over 50 billion yen</div> <div>Significantly enhancing the steadily increasing shareholder returns</div> <ul style="list-style-type: none">• Dividends of approx. 45 billion yen (over 5 years)• Flexibility in purchasing treasury shares <div>Maintaining the current shareholders' equity</div>

*1 We will also consider utilizing interest-bearing debt as appropriate while ensuring financial soundness.

*2 Before deducting R&D expenses.



2. Towards Enhancing Corporate Value in the Medium to Long Term Forecast for Dividends; MOHRUS® Tapes 30th Anniversary Dividend

MOHRUS® Tapes 30th Anniversary Dividend **¥30**





2. Towards Enhancing Corporate Value in the Medium to Long Term

The path of drug development for MOHRUS® Tape of 30 years

Launch
in Dec. 1995

30th Anniversary
in Dec. 2025

Addition of Indications

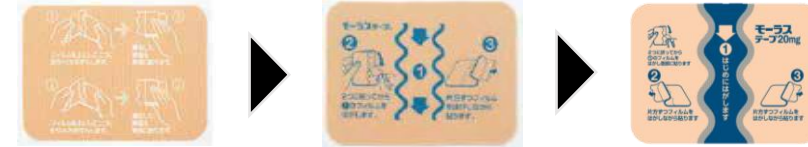
Dec. 1995
Low back pain
(First approval in Japan)

Nov. 2009
Localized joint pain
relief in rheumatoid
arthritis (additional indication)

Feb. 2011
Muscle pain, post-
traumatic swelling and
pain (additional indication)

Enhancing Customer Usability

Film
Improvements



Packing Pouch
Improvements



Packing Case
Improvements



Sustainability

Environmentally-
friendly
improvements

- Compact Packaging
- Using Recycled PET
- Using Biomass Ink





90th Anniversary of Salonpas® High Five Project Donation to SAGA Sports Pyramid Initiatives

Initiatives for regional contribution to Saga Prefecture, a key location in our business strategy

High Five Project

The power of high fives for Saga's future

Summary As a symbol of 'TE-A-TE,' high fives will be linked to sampling events of Salonpas®. Donations shall be made to the SAGA Sports Pyramid Initiative (SSP)* based on the number of high-fives participants give.

Duration Apr.2024～Feb.2025

Donation ¥1,015,605

Amount / the number of high fives: 112,845people × ¥9



*: This project aims to expand the base of sports culture (participation, spectating, supporting, nurturing, and earning) by fostering top athletes from Saga who challenge the world. By establishing a virtuous cycle that leads to the development of more top athletes, the project promotes community and human development through the power of sports.

Presentation of Donation Certificate

April 4, 2025, at Saga Prefectural Office



From left: Saga Prefecture Governor YAMAGUCHI, Yoshinori
Hisamitsu Pharmaceutical Co., Inc. President and CEO NAKATOMI, Kazuhide

https://www.hisamitsu.co.jp/company/pdf/news_release_250407.pdf





3. Consolidated P&L

- Comparison with the previous period performance -

Unit:¥ mn

	Actual performance for FY02/2024	Actual performance for FY02/2025	Change	Percentage Change
Net sales	141,706	156,006	+14,300	+10.1%
CoGS	62,735	64,810	+2,074	+3.3%
as a % of sales	44.3%	41.5%		
SG&A costs	65,803	72,300	+6,496	+9.9%
Sales promotion costs	12,887	15,371	+2,484	+19.3%
Advertising costs	15,327	14,582	-744	-4.9%
R&D costs	8,614	10,903	+2,289	+26.6%
Others	28,973	31,442	+2,468	+8.5%
Operating profit	13,167	18,895	+5,728	+43.5%
Ordinary profit	19,649	24,010	+4,361	+22.2%
Profit attributable to owners of parent	13,969	21,758	+7,788	+55.8%
Exchange rate (¥/USD)	141.20	152.24		

Summary of FY02/2025

Increased sales and profits for 4 consecutive periods

■ Net Sales (+14,300)

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

■ CoGS (+2,074), as a % of sales (-2.8 points)

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

■ SG&A costs (+6,496)

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

Advertising costs : Effective investment for brand value
enhancement

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

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

■ Ordinary profit (+4,361)

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

■ Net profit attributable to owners of parent (+7,788)

Gain on sale of investment securities

Supplementary data ⇒ <https://global.hisamitsu/ir/presentations.html>



Unit:¥ mn

		Actual performance for FY02/2024	Actual performance for FY02/2025	Change	Percentage Change
Net sales		141,706	156,006	+14,300	+10.1%
Rx Business	Japan	54,437	52,382	-2,055	-3.8%
	Overseas	17,545	23,016	+5,470	+31.2%
	USA	11,530	16,605	+5,074	+44.0%
	Other regions	6,015	6,410	+395	+6.6%
OTC Business	Japan	23,337	26,629	+3,291	+14.1%
	Overseas	43,133	50,625	+7,491	+17.4%
	USA	19,506	22,289	+2,783	+14.3%
	Other regions	23,627	28,335	+4,708	+19.9%
Others	Japan	3,251	3,352	+101	+3.1%
Overseas sales ratio		42.8%	47.2%		

Sales Results by Region

- Net Sales (+14,300)
 - <Rx business in Japan (-2,055)>
 - Increased sales of ZICTHORU[®] Tapes
 - Drug price revisions and patient-selected services
 - < Rx business overseas (+5,470)>
 - Increased sales of female hormone products
 - < OTC business in Japan (+3,291)>
 - Increased sales of Salonpas[®]
 - < OTC business overseas (+7,491)>
 - Increased sales of Salonpas[®]

Overseas Sales Ratio 47.2% (+4.4 points)



5. Sales Results by Product |

- Rx business, comparison with the previous period performance

Unit:¥ mn

	Actual performance for FY02/25			Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas
Rx Business	75,399	52,382	23,016	+3,415	-2,055	+5,470	+4.7%	-3.8%	+31.2%
MOHRUS® Tape products	20,820	19,751	1,068	-4,698	-4,521	-176	-18.4%	-18.6%	-14.2%
ZICTHORU® Tapes	8,870	8,870	-	+3,426	+3,426	-	+63.0%	+63.0%	-
HARUROPI® Tapes	4,010	4,010	-	+523	+523	-	+15.0%	+15.0%	-
MOHRUS® Pap products	3,046	3,046	-	-535	-535	-	-14.9%	-14.9%	-
FENTOS® Tapes	3,269	3,269	-	-197	-197	-	-5.7%	-5.7%	-
APOHIDE® Lotion	1,393	1,393	-	+409	+409	-	+41.6%	+41.6%	-
ESTRANA® Tapes	1,960	1,960	-	-49	-49	-	-2.5%	-2.5%	-
Others	9,603	8,949	653	-727	-615	-112	-7.0%	-6.4%	-14.7%
Combipatch® products	8,391	1,128	7,262	+961	-495	+1,456	+12.9%	-30.5%	+25.1%
Vivelle-Dot® products	7,587	-	7,587	+1,938	-	+1,938	+34.3%	-	+34.3%
Minivelle® products	3,379	-	3,379	+788	-	+788	+30.4%	-	+30.4%
Xelstrym®	616	-	616	+552	-	+552	+859.0%	-	+859.0%
Secuado®	1,041	-	1,041	+301	-	+301	+40.6%	-	+40.6%
Daytrana® products	1,401	-	1,401	+716	-	+716	+104.7%	-	+104.7%

<Japan>

ZICTHORU® Tapes



Increased awareness for systemic transdermal drug

MOHRUS® Tapes products



Drug price revisions, impact of patient-selected services

<Overseas>

Combipatch® products



Increased demand for female hormone transdermal preparation products

Vivelle-Dot® products

Xelstrym®



Optimization of Co-Pay Card usage

Daytrana® products



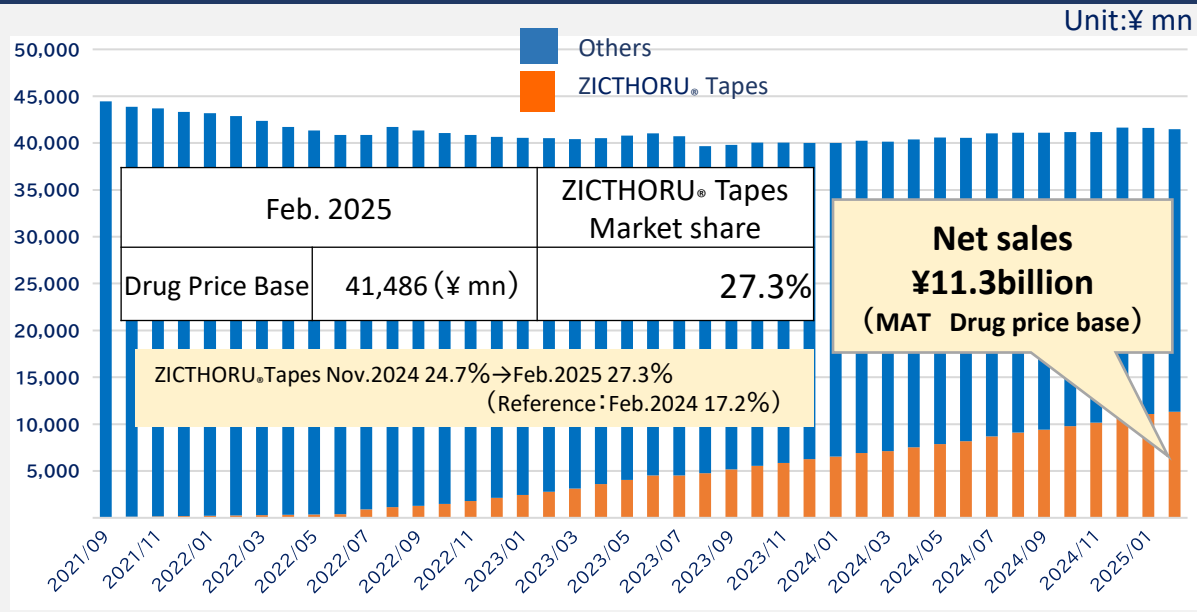
Increased in sales of authorized generic products



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

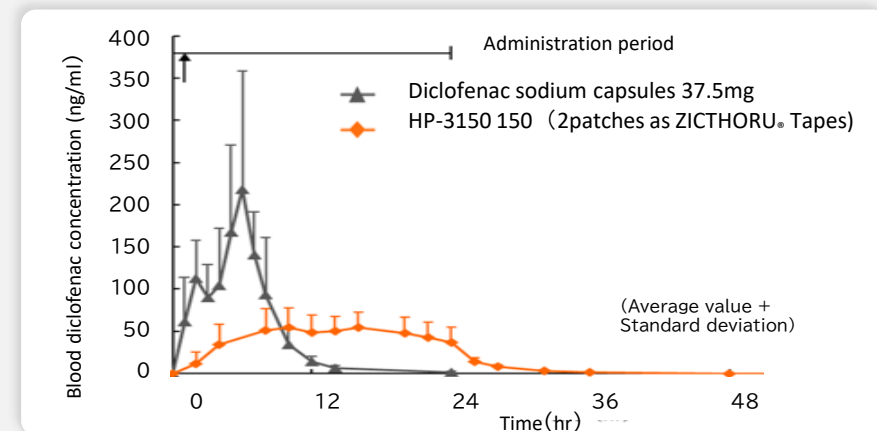
- FY 02/2025 Sales Results: 8,870 million yen (YoY +63.0%)
- Market share: 27.3% as of Feb. 2025 (YoY +10.1%, moving annual total)
- Providing information on the features of “transdermal systemic drugs” through academic conferences and lectures

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



Maintains stable plasma drug concentrations and provides sustained pain relief

[Blood concentration] Changes in plasma diclofenac concentration



※Internal data

※ Based on our own calculations using IQVIA JPM(2021/9-2025/2) Copyright © 2025 IQVIA.Reprinted with permission

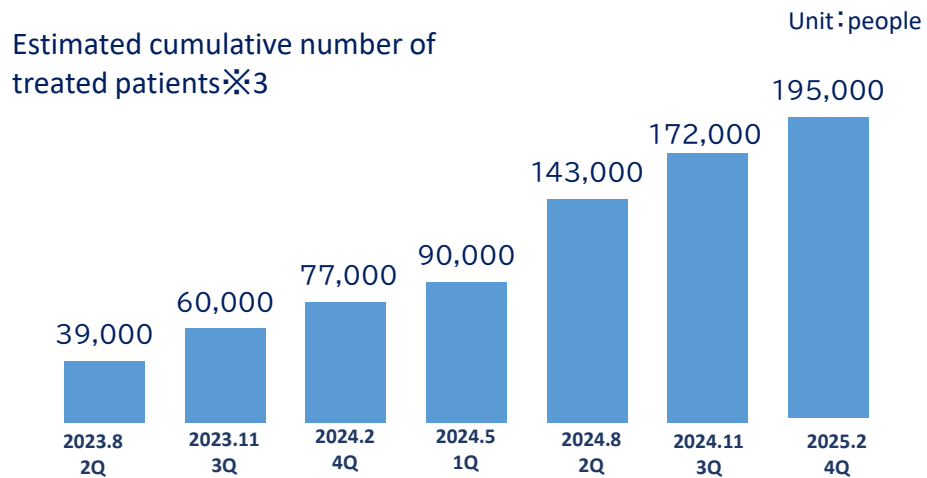


Primary palmar hyperhidrosis

- A disease characterized by excessive sweating on the palms of the hands.
It is 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

- FY 02/2025 Sales Results : 1,393 million yen *launched in Jun. 2023
- Cumulative administration: Approx. 190,000 people by Feb. 2025



The disease awareness video won the 62nd JAA Advertising Award in the Consumer's Choice Advertising Contest in the Film Advertising Category (Medium-length) and received the Medalist award



■ Primary Palmar Hyperhidrosis Disease Awareness Video
The title of the video: "The Day I Could Go to the Hospital".
URL: <https://www.hisamitsu.co.jp/tenoase/cm/>



※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(2023/06-2025/2) Copyright © 2025 IQVIA.Reprinted with permission



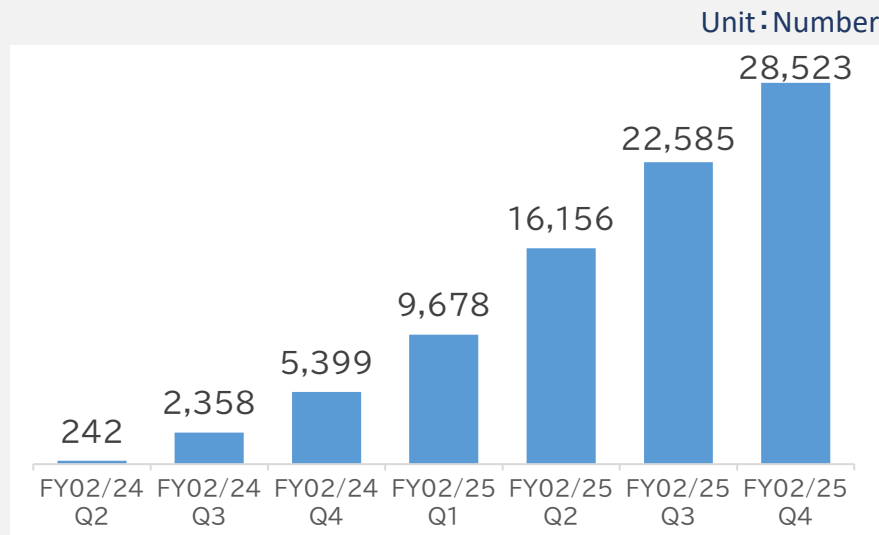
Xelstrym® | Treatment drug for Attention Deficit/Hyperactivity Disorder (ADHD)

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

- FY 02/2025 Sales Results : 616 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

Provision of 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			Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas
OTC Business	77,255	26,629	50,625	+10,783	+3,291	+7,491	+16.2%	+14.1%	+17.4%
Salonpas® products	53,917	10,325	43,591	+7,220	+770	+6,450	+15.5%	+8.1%	+17.4%
Feitas® products	4,461	4,175	285	+606	+384	+221	+15.7%	+10.2%	+346.1%
Bye Bye FEVER® products	4,038	44	3,993	+328	-261	+589	+8.8%	-85.3%	+17.3%
S-Cup® products	2,146	2,146	-	+685	+685	-	+46.9%	+46.9%	-
Allegra® FX	4,059	4,059	-	-142	-142	-	-3.4%	-3.4%	-
Salonsip® products	2,971	1,499	1,471	+177	+1	+176	+6.4%	+0.1%	+13.6%
Air® Salonpas® products	1,838	783	1,054	+97	-15	+112	+5.6%	-2.0%	+12.0%
Butenalock® products	874	867	6	+47	+50	-2	+5.8%	+6.2%	-26.0%
Others*	2,948	2,727	220	+1,761	+1,818	-57	+148.5%	+200.2%	-20.6%

*Includes amounts recorded as refund liabilities

<Japan>			<Overseas>		
Salonpas®	↑	Aggressive promotional activities	Salonpas®	↑	Aggressive promotional activities
S-Cup®	↑	Acquired from SSP CO., LTD, in Oct. 2023			

Hisamitsu is working to reduce returns from retailers and wholesalers to reduce environmental impact and costs.



Overseas OTC Business FY02/2025 New Products

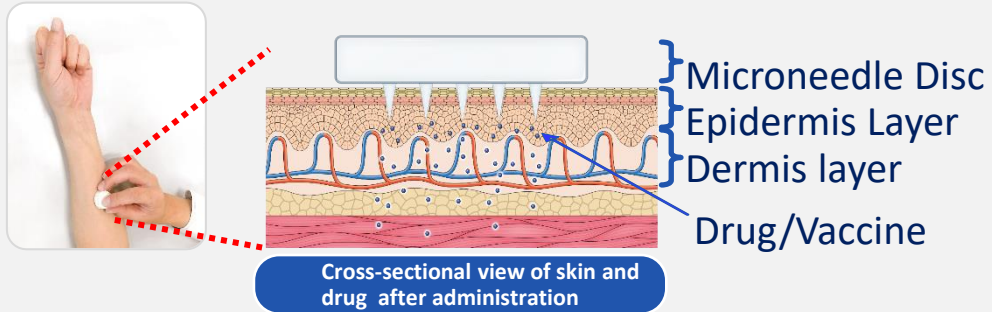
New launch	Category	Region	Items
Mar.2024～ Feb.2025	OTC Business	Asia	4
		Africa	3
	Others*	Asia	1
		South America	1
	OTC Business		7
	Others*		2
	Total		9

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





Overview of Microneedle



- Microneedle devices are a dosing applicator lined with tiny needles several hundred micrometers long.
- Microneedles can penetrate the stratum corneum.
- Drug can be administered without pain or bleeding.

HalDisc® Technology



HalDisc® Technology
device

Microneedle array and applicator in
one, easy-to-use device

Background behind development of HP-6050

In order to protect health care workers, agitated patients must be restrained to receive medical treatment.

- Percentage of patients with delirium = 10-30% of hospitalized patients*
- 85% of medical facilities use physical restraints on patients

*Reference: All Japan Hospital Association Survey and Research Project on Issues Associated with the Practice of Zero Physical Restraints (2016.3)

Heavy burden for both healthcare workers and patients



The HP-6050 project was launched to resolve this issue by easy application of HalDisc® Technology based on the following concepts.

- To reduce the burden of healthcare workers treating agitated patients (reduce human resources, reduce risk of needle stick accidents)
- To mitigate physical and psychological stress on patients (stop use of restraints)



Investment in ORPHE Inc., a Digital Transformation Startup for the Medical and Healthcare Fields

Hisamitsu Pharmaceutical has invested in ORPHE's business, which has strong synergies with our focus on orthopedics. By actively incorporating external advanced knowledge and technology in the rapidly growing digital field, this investment will strengthen Hisamitsu Pharmaceutical's business foundation for healthcare products and services.

Regarding ORPHE



Company Name:
ORPHE Inc.

■ Business Areas

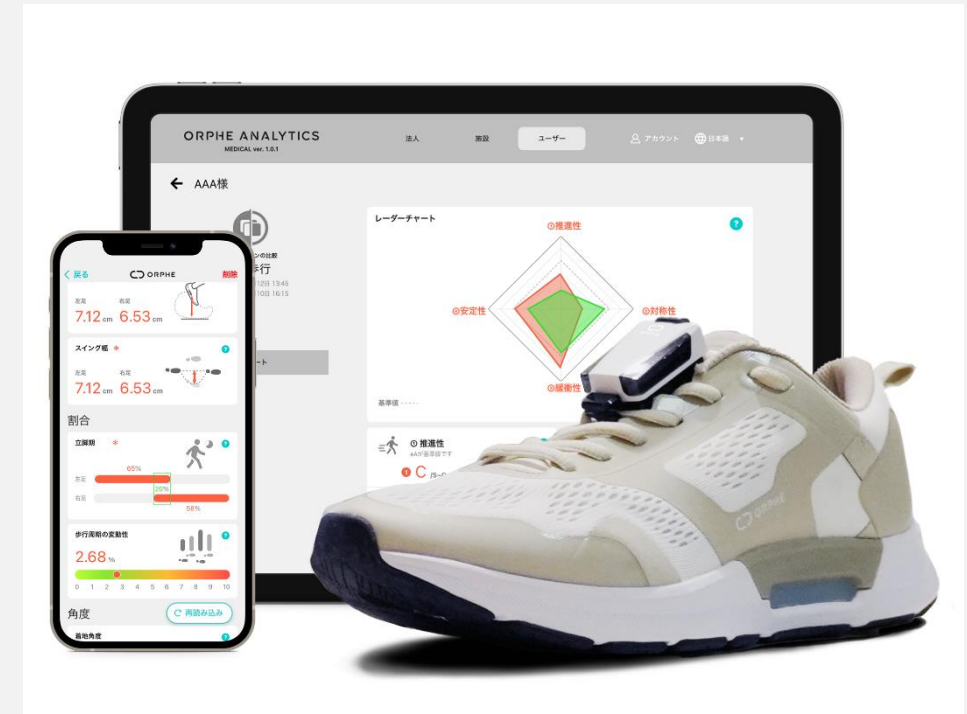
Medical and healthcare walking analysis DX business*, research and development, and sales of IoT products

* Walking analysis DX business

ORPHE has developed a sensing solution that digitizes foot movements. This allows people to measure walking from various aspects and quantify gait analysis with high accuracy. By performing gait analysis and rehabilitation remotely, the company aims to optimize treatment and reduce the burden of hospital visits.



https://global.hisamitsu/pdf/news_release_E_250327.pdf





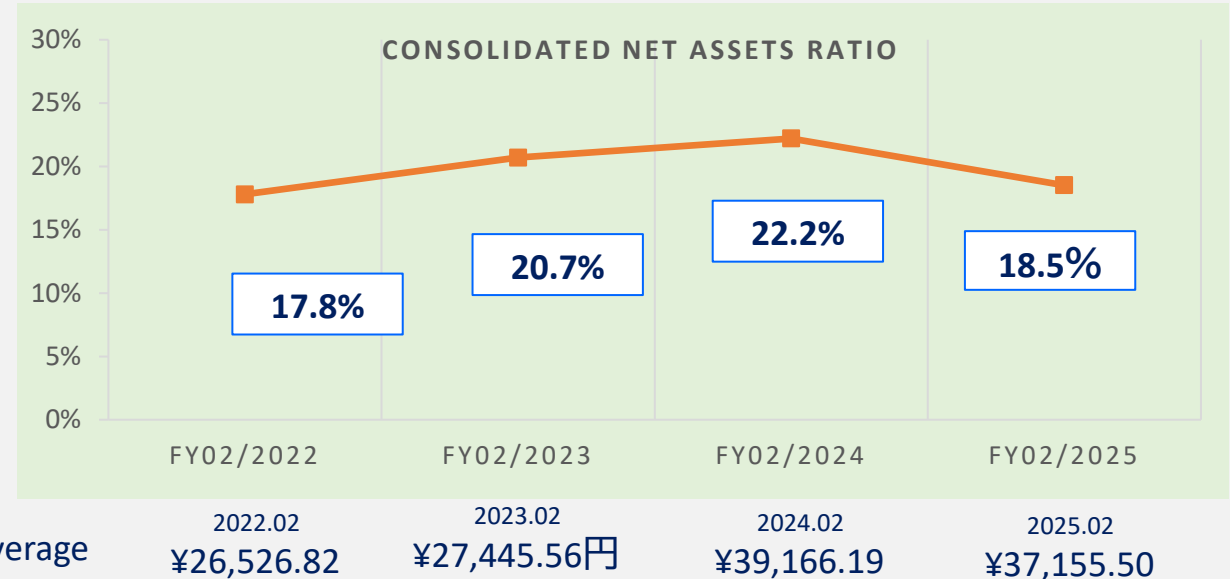
7. Capital management policy

Reducing Strategic Shareholdings

Consolidated net assets ratio 18.5%
In the end of Feb. 2025

Strategy to utilize generated cash as a source for
future growth investments

Source Nikkei Stock Average



Approach to Policy Shareholdings

- At the board of directors meeting held every May, the rationale for holdings is verified by comprehensively considering the results of a qualitative verification of the trading status of each stock, as well as the results of a quantitative verification of the economic rationale of the benefits and dividends associated with the transactions.
- For stocks that are deemed to be unreasonable to hold based on the results of the verification, Hisamitsu Pharmaceutical will engage in dialogue with the investee company and consider reducing its holdings.

FY02/2026 Forecast



8. Forecast for Consolidated P&L

Unit:¥ mn

	Actual for FY02/25	Forecast for FY02/26	Change	Percentage Change
Net sales	156,006	165,000	+8,994	+5.8%
CoGS	64,810	68,000	+3,190	+4.9%
as a % of sales	41.5%	41.2%		
SG&A costs	72,300	77,000	+4,700	+6.5%
Sales promotion costs	15,371	14,400	-971	-6.3%
Advertising costs	14,582	15,000	+418	+2.9%
R&D costs	10,903	13,200	+2,297	+21.1%
Others	31,442	34,400	+2,958	+9.4%
Operating profit	18,895	20,000	+1,105	+5.8%
Ordinary profit	24,010	24,300	+290	+1.2%
Net profit	21,758	22,000	+242	+1.1%
Exchange rate(¥/USD)	152.24	148.00		
Operating Income Before Research and Development Expenses	29,798	33,200	3,402	+11.4%

Summary of Forecast for Consolidated P&L

Aiming to Increase sales and profits for 5 consecutive periods

■ Net Sales (+8,994)

Increased overseas sales, mainly Salonpas® and female hormone transdermal preparation products

Increased sales of ZICTHORU® Tapes and new products

■ CoGS (+3,190), as a % of sales (-0.3 points)

Effects of continuous cost reduction activities, changes in sales composition

Initiatives to reduce returns

■ SG&A costs (+4,700)

Sales promotion costs: Increasing the efficiency of promotional costs of XELSTRYM® in Noven Pharmaceuticals (USA)

Advertising costs : Aggressive investment for brand value enhancement

R&D spending : HP-6050 Phase 3

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



9. Forecast for Sales by Regions

Unit:¥ mn

		Actual performance for FY02/2025	Forecast for FY02/2026	Change	Percentgae Change
Net sales		156,006	165,000	+8,994	+5.8%
Rx Business	Japan	52,382	50,600	-1,782	-3.4%
	Overseas	23,016	25,300	+2,284	+9.9%
	USA	16,605	17,700	+1,095	+6.6%
	Other regions	6,410	7,600	+1,190	+18.6%
OTC	Japan	26,629	30,300	+3,671	+13.8%
	Overseas	50,625	55,200	+4,575	+9.0%
	USA	22,289	24,400	+2,111	+9.5%
	Other regions	28,335	30,800	+2,465	+8.7%
Others	Japan	3,352	3,600	+248	+7.4%
Overseas sales ratio		47.2%	48.8%		

Summary of Forecast for Sales by Regions

- Net Sales (+8,994)
<Rx business in Japan (-1,782)>
 - Drug price revisions and impact of patient-selected services
- < Rx business overseas (+2,284)>
 - Increased sales of female hormone products
- < OTC business in Japan (+3,671)>
 - Increased sales of Salonpas®
- < OTC business overseas (+4,575)>
 - Increased sales of Salonpas®

Overseas Sales Ratio 48.8% (+1.6 points)



10. Forecast for Sales by Products(1) - Rx Business -

Unit:¥ mn

	Forecast for FY02/2026			Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas
Rx Business	75,900	50,600	25,300	+501	-1,782	+2,284	+0.7%	-3.4%	+9.9%
MOHRUS® Tape products	17,900	16,600	1,300	-2,920	-3,151	+232	-14.0%	-16.0%	+21.7%
ZICTHORU® Tapes	11,200	11,200	-	+2,330	+2,330	-	+26.3%	+26.3%	-
HARUROPI® Tapes	3,800	3,800	-	-210	-210	-	-5.2%	-5.2%	-
FENTOS® Tapes	2,900	2,900	-	-369	-369	-	-11.3%	-11.3%	-
MOHRUS® Pap products	2,600	2,600	-	-446	-446	-	-14.6%	-14.6%	-
ESTRANA® Tapes	1,900	1,900	-	-60	-60	-	-3.1%	-3.1%	-
APOHIDE® Lotion	1,800	1,800	-	+407	+407	-	+29.2%	+29.2%	-
Others	9,800	8,700	1,100	+197	-249	+447	+2.1%	-2.8%	+68.5%
Combipatch® products	9,000	1,100	7,900	+609	-28	+638	+7.3%	-2.5%	8.8%
Vivelle-Dot® products	8,700	-	8,700	+1,113	-	+1,113	+14.7%	-	+14.7%
Minivelle® products	3,500	-	3,500	+121	-	+121	+3.6%	-	+3.6%
Xelstrym® ^②	1,100	-	1,100	+59	-	+59	+5.7%	-	+5.7%
Secuado® ^②	1,000	-	1,000	+384	-	+384	+62.3%	-	+62.3%
Daytrana® products	700	-	700	-701	-	-701	-50.0%	-	-50.0%

<Japan>

ZICTHORU® Tapes



Increased awareness for systemic transdermal drug

MOHRUS® Tapes products



Drug price revisions, impact of patient-selected services

<Overseas>

Combipatch® products
Vivelle-Dot® products



Increased demand for female hormone transdermal preparation products

Xelstrym®



Optimization of Co-Pay Card usage

Daytrana® products



Impact of reduced raw material allocation



10. Forecast for Sales by Products(2)- OTC Business -

Unit:¥ mn

	Forecast for FY02/2026			Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas
OTC Business	85,500	30,300	55,200	+8,245	+3,671	+4,575	+10.7%	+13.8%	+9.0%
Salonpas® products	58,000	11,500	46,500	+4,083	+1,175	+2,909	+7.6%	+11.4%	+6.7%
Feitas® products	5,800	4,800	1,000	+1,339	+625	+715	+30.0%	+15.0%	+250.9%
Bye Bye Fever® products	4,600	100	4,500	+562	+56	+507	+13.9%	+127.3%	+12.7%
S-Cup® products	3,700	3,700	-	+1,554	+1,554	-	+72.4%	+72.4%	-
Allegra® FX	4,100	4,100	-	+41	+41	-	+1.0%	+1.0%	-
Salonsip® products	3,300	1,700	1,600	+329	+201	+129	+11.1%	+13.4%	+8.8%
Air® Salonpas® products	2,200	900	1,300	+362	+117	+246	+19.7%	+14.9%	+23.3%
Butenalock® products	1,000	1,000	-	+126	+133	-	+14.4%	+15.3%	-
Others	2,800	2,500	300	-148	-227	+80	-5.0%	-8.3%	+36.4%

*Includes amounts recorded as refund liabilities

<Japan>

<Overseas>

Salonpas® products



Continue advertising and strengthen in-store activities

Salonpas® products



Actively develop new commercials and other advertising, and strengthen in-store activities

Feitas® products



Expanding sales area



Promoting“TE-A-TE” Culture Worldwide

「手当て」の文化を、世界へ。

