

Q1 FY 02/15

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 to the nearest million yen.

Jul. 10th, 2014

Hisamitsu Pharmaceutical Co., Inc.
(Security code number: 4530)

Consolidated Financial Statement

Jul. 10th, 2014

<Balance sheet> (Unit: ¥mn)	2011.05 Q1	2011.08 Q2	2011.11 Q3	2012.02 Q4	2012.05 Q1	2012.08 Q2	2012.11 Q3	2013.02 Q4	2013.05 Q1	2013.08 Q2	2013.11 Q3	2014.02 Q4	2014.05 Q1	As a % of total
Current assets	85,967	88,915	90,979	87,455	94,196	101,055	102,248	107,719	117,319	136,389	137,134	139,107	141,500	56.2%
Cash & deposits	25,158	22,293	23,545	27,789	31,490	31,767	31,287	41,157	45,338	53,481	54,033	66,307	63,541	
Notes and accounts receivable	37,098	38,419	38,665	33,635	36,059	39,498	39,307	36,986	39,137	46,737	45,643	37,092	41,788	
Marketable securities	3,626	6,475	4,730	7,083	6,367	9,054	9,015	12,338	12,948	15,054	14,397	15,453	15,281	
Inventory	12,506	12,443	13,324	12,551	13,933	12,698	13,399	13,329	14,237	13,995	14,201	15,195	14,763	
Deferred tax assets	3,869	3,668	3,516	2,896	3,045	2,898	2,865	2,281	2,322	2,410	2,471	2,921	2,760	
Other current assets	3,926	5,846	7,445	3,702	3,510	5,361	6,597	1,838	3,556	4,987	6,671	2,389	3,648	
Bad debt provision	-218	-230	-247	-202	-211	-223	-222	-211	-225	-283	-285	-255	-292	
Fixed assets	105,908	105,432	103,007	105,382	103,606	102,572	101,591	106,421	108,749	108,632	110,784	112,745	110,082	43.8%
Tangible fixed assets	44,365	43,993	43,147	43,357	43,381	42,845	42,782	43,219	43,257	43,334	42,985	43,330	43,576	
Buildings and structures	19,128	18,715	18,627	19,385	19,234	18,677	18,198	17,643	18,139	17,862	17,886	17,735	17,332	
Machinery and transport equipment	7,327	7,394	7,016	6,972	7,705	7,120	6,967	6,094	6,463	6,124	6,595	6,159	6,635	
Tools, instruments, etc.	2,590	2,539	2,386	2,470	2,372	2,237	2,139	2,354	2,378	2,360	2,388	2,320	2,242	
Land	12,444	12,421	12,353	12,364	12,422	12,373	12,355	12,462	12,557	12,601	12,591	12,677	12,652	
Construction in progress	2,420	2,496	2,352	1,772	1,275	2,088	2,774	4,518	3,587	4,268	3,404	4,321	4,609	
Lease assets	452	427	411	390	370	347	349	145	133	119	118	116	107	
Intangible fixed assets	18,017	18,059	16,982	16,548	16,352	15,399	14,558	17,163	17,612	17,421	16,638	16,812	16,104	
Investments, etc.	43,526	43,380	42,877	45,477	43,872	44,327	44,250	46,038	47,879	47,876	51,160	52,602	50,401	
Investment securities	29,564	29,611	29,208	34,549	33,339	34,319	34,598	36,685	38,861	39,325	42,369	42,947	41,576	
Long-term loans	126	121	118	123	120	115	110	81	80	69	69	66	64	
Deferred tax assets	4,056	3,979	4,053	1,402	1,674	1,301	1,135	460	81	224	544	1,239	1,420	
Other	9,909	9,892	9,724	9,630	8,967	8,819	8,635	9,028	9,076	8,471	8,396	8,565	7,555	
Bad debt provision	-131	-226	-226	-228	-228	-228	-228	-218	-218	-218	-218	-218	-218	
Total assets	191,876	194,347	193,987	192,838	197,802	203,628	203,839	214,141	226,068	245,021	247,918	251,852	251,583	
Current liabilities	39,060	41,156	38,746	31,134	34,351	35,574	33,993	34,385	35,793	46,616	44,395	41,745	41,854	16.6%
Notes and accounts payable	12,774	14,342	13,313	11,932	14,258	13,464	12,338	12,991	10,198	10,196	8,372	8,987	9,024	
Electronically recorded obligations-operating	-	-	-	-	-	-	-	-	3,827	8,770	8,258	5,625	7,503	
Short-term borrowing	9,618	6,774	6,992	4,445	4,287	1,730	1,729	1,674	1,690	1,718	1,698	1,677	1,693	
Accrued expenses	4,961	5,861	5,557	6,177	5,729	5,923	5,053	7,035	5,300	6,715	5,437	6,656	5,964	
Unpaid expenses	1,752	361	1,818	466	1,831	392	1,916	538	1,967	494	2,074	707	2,140	
Unpaid tax, etc.	2,486	5,139	2,106	3,839	2,166	5,952	4,056	6,576	4,613	8,039	5,606	7,354	2,746	
Bonus reserves	502	1,493	836	1,550	527	1,312	879	1,714	637	1,510	1,023	1,942	691	
Reserve for returned goods unsold	204	228	235	198	269	276	265	229	198	226	226	180	170	
Other current liabilities	6,759	6,956	7,885	5,222	5,281	6,521	7,754	3,620	7,356	8,938	11,693	8,614	11,912	
Fixed liabilities	15,410	12,419	12,409	12,441	12,428	12,277	11,778	11,822	11,978	11,964	12,935	13,799	13,711	5.4%
Long-term borrowing	3,961	1,348	1,282	1,224	1,169	1,107	1,048	989	950	928	890	852	815	
Provision for pension and remuneration obligations	6,075	6,112	6,178	6,157	6,239	6,317	6,362	6,421	6,272	6,319	6,381	6,465	6,522	
Deferred tax liabilities	4,097	3,686	3,685	3,389	3,137	3,096	2,565	2,286	2,955	2,623	3,617	3,775	3,788	
Other fixed liabilities	1,275	1,272	1,262	1,669	1,881	1,755	1,800	2,124	1,801	2,090	2,045	2,704	2,582	
Total liabilities	54,470	53,576	51,156	43,575	46,779	47,852	45,772	46,207	47,771	58,581	57,331	55,544	55,565	22.1%
Owners' Equity	142,023	146,352	150,933	154,702	155,317	161,036	163,724	167,511	172,025	178,191	180,698	182,865	183,436	72.9%
Common stock	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	
Capital surplus	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	
Retained earnings	146,996	151,326	155,907	159,677	160,291	166,012	168,700	172,488	177,003	183,170	185,678	187,846	188,417	
Treasury stock	-21,842	-21,843	-21,843	-21,844	-21,844	-21,845	-21,845	-21,846	-21,848	-21,849	-21,850	-21,851	-21,852	
Net unrealized gain and translation adjustments	-5,672	-6,642	-9,141	-6,476	-5,341	-6,311	-6,696	-325	5,472	7,379	9,053	12,577	11,656	4.6%
Other marketable securities revaluation account	-1,618	-1,532	-1,887	47	-996	-387	-2	2,175	4,323	4,259	6,472	6,611	6,685	
Land revaluation account	3,189	3,189	3,189	3,459	3,459	3,459	3,459	3,459	3,459	3,459	3,459	3,459	3,459	
Forex adjustment account	-7,244	-8,299	-10,443	-9,983	-7,805	-9,383	-10,153	-5,961	-2,310	-340	-878	2,506	1,511	
Minority interest	1,054	1,061	1,039	1,036	1,047	1,050	1,039	747	798	870	836	865	924	0.4%
Total Net assets	137,405	140,771	142,831	149,263	151,023	155,775	158,067	167,933	178,296	186,440	190,587	196,308	196,017	77.9%
Liabilities and Net assets	191,876	194,347	193,987	192,838	197,802	203,628	203,839	214,141	226,068	245,021	247,918	251,852	251,583	

Consolidated Financial Statement

Jul. 10th, 2014

<Profit and Loss statement> (Unit: ¥mn)	2011.05	2011.08	2011.11	2012.02	2012.05	2012.08	2012.11	2013.02	2013.05	2013.08	2013.11	2014.02	2014.05	Cons- parent ratio	
	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	YoY	
Sales	33,039	69,169	103,773	137,794	34,670	71,932	107,357	142,772	37,065	77,382	115,129	150,635	37,756	1.26	101.9%
CoGS	10,938	23,047	34,588	46,785	12,532	26,013	38,358	51,659	13,841	28,018	41,112	55,471	13,931		100.7%
(as a % of sales)	33.1%	33.3%	33.3%	34.0%	36.1%	36.2%	35.7%	36.2%	37.3%	36.2%	35.7%	36.8%	36.9%		
Gross profits	22,101	46,112	69,184	91,008	22,138	45,918	68,999	91,112	23,224	49,363	74,016	95,163	23,825	1.19	102.6%
(as a % of sales)	66.9%	66.7%	66.7%	66.0%	63.9%	63.8%	64.3%	63.8%	62.7%	63.8%	64.3%	63.2%	63.1%		
SG&A expenses	15,301	32,897	48,356	65,070	16,825	32,669	48,226	65,786	18,152	36,900	55,529	76,040	19,234		106.0%
(as a % of sales)	46.3%	47.6%	46.6%	47.2%	48.5%	45.4%	44.9%	46.1%	49.0%	47.7%	48.2%	50.5%	50.9%		
Sales promotion costs	2,826	6,396	9,131	12,601	2,953	6,065	9,140	12,549	3,463	7,098	10,776	15,290	4,790		138.3%
Advertising costs	2,105	5,035	7,277	9,565	3,093	5,498	7,522	10,086	3,428	6,638	9,482	11,950	2,493		72.7%
R&D spending	3,535	7,487	10,800	14,758	3,423	6,278	9,537	12,662	3,106	6,570	10,327	13,924	3,466		111.6%
Other SG&A expenses	6,836	13,979	21,148	28,146	7,356	14,826	22,027	30,489	8,155	16,594	24,943	34,876	8,485		104.0%
Operating profits	6,800	13,214	20,827	25,937	5,313	13,248	20,773	25,326	5,071	12,462	18,487	19,123	4,590	0.70	90.5%
(as a % of sales)	20.6%	19.1%	20.1%	18.8%	15.3%	18.4%	19.3%	17.7%	13.7%	16.1%	16.1%	12.7%	12.2%		
Nonoperating income	1,074	2,959	4,860	7,875	1,374	3,371	5,360	7,800	1,667	4,439	7,095	9,872	2,110		126.6%
Interest received	14	32	49	71	16	33	49	67	14	36	54	84	15		107.1%
Dividends received	27	212	339	392	27	232	383	433	28	264	386	477	29		103.6%
Royalty income	38	67	98	127	33	62	93	122	31	48	60	74	11		35.5%
Foreign exchange gains	3	-	-	-	-	-	-	253	232	134	212	294	-		-
Equity-method investment profits	915	2,427	4,085	6,881	1,209	2,869	4,588	6,540	1,269	3,693	6,056	8,456	1,959		154.4%
Other	76	218	287	402	87	173	245	382	91	262	324	484	93		102.2%
Nonoperating expenses	42	265	315	319	67	138	76	74	19	46	68	85	45		236.8%
Interest paid	24	52	72	92	14	27	35	38	11	17	26	34	11		100.0%
Foreign exchange losses	-	79	97	44	44	89	13	-	-	-	-	-	26		-
Other	17	132	145	182	8	21	27	36	7	28	41	49	7		100.0%
Recurring profits	7,833	15,908	25,372	33,494	6,621	16,481	26,056	33,051	6,720	16,856	25,513	28,910	6,656	0.99	99.0%
(as a % of sales)	23.7%	23.0%	24.4%	24.3%	19.1%	22.9%	24.3%	23.2%	18.1%	21.8%	22.2%	19.2%	17.6%		
Extraordinary profits	4,615	4,615	7,999	8,260	-	1	1	501	5,084	5,087	5,088	5,108	4		0.1%
Public subsidies	4,611	4,611	4,611	4,611	-	-	-	-	-	-	-	-	-		-
Gain on sales of investment securities	-	-	-	-	-	1	1	1	84	87	88	108	-		-
Reversal of allowance for doubtful receivables	3	3	3	20	-	-	-	-	-	-	-	-	-		-
Other	-	-	3,384	3,628	-	-	-	500	5,000	5,000	5,000	5,000	4		0.1%
Extraordinary losses	7,259	7,919	8,223	9,375	389	456	469	1,561	2	95	47	291	10		500.0%
Losses on fixed asset disposal	7	107	110	189	2	78	151	208	2	33	47	291	10		500.0%
Losses on fixed asset reduction	4,611	4,611	4,611	4,611	-	-	-	-	-	-	-	-	-		-
Impairment loss	-	-	-	-	-	-	-	1,353	-	-	-	-	-		-
Valuation losses on investment securities	-	487	758	1,940	387	378	318	-	-	61	-	-	-		-
Loss due to disaster	2,639	2,712	2,742	2,584	-	-	-	-	-	-	-	-	-		-
Other	-	-	-	49	-	-	-	-	-	-	-	-	-		-
Pretax profits	5,189	12,604	25,149	32,379	6,232	16,025	25,589	31,991	11,801	21,849	30,554	33,727	6,649	0.99	56.3%
Tax, etc.	2,430	5,516	10,480	13,940	2,619	6,691	10,567	13,182	4,287	8,166	11,365	12,369	2,559		
Net profits	2,758	7,087	14,669	18,439	3,613	9,334	15,021	18,809	7,514	13,681	19,188	21,357	3,998	0.92	53.2%
(as a % of sales)	8.3%	10.2%	14.1%	13.4%	10.4%	13.0%	14.0%	13.2%	20.3%	17.7%	16.7%	14.2%	10.6%		
Capex		3,168		5,744		1,940		5,882		1,610		3,968			
(as a % of sales)		4.6%		4.2%		2.7%		4.1%		2.1%		2.6%			
Depreciation		2,569		5,882		2,901		5,814		2,665		5,534			
(as a % of sales)		3.7%		4.3%		4.0%		4.1%		3.4%		3.7%			
Goodwill amortization		453		1,332		888		1,780		959		1,958			
Number of employees		2,751		2,718		2,826		2,826		2,911		2,949			

Non-consolidated Financial Statement

Jul. 10th, 2014

<u><Balance sheet></u> (Unit: ¥mn)	2011.05 Q1	2011.08 Q2	2011.11 Q3	2012.02 Q4	2012.05 Q1	2012.08 Q2	2012.11 Q3	2013.02 Q4	2013.05 Q1	2013.08 Q2	2013.11 Q3	2014.02 Q4	2014.05 Q1	As a % of total
Current assets	64,272	67,263	70,487	66,865	70,650	76,294	79,278	81,419	87,008	102,227	103,603	101,484	103,899	46.1%
Cash & deposits	14,772	14,101	15,703	20,031	21,734	24,227	25,105	34,190	36,652	42,740	44,003	54,654	51,586	
Notes and accounts receivable	34,463	36,578	36,436	31,970	33,195	36,913	37,050	34,743	36,297	44,638	42,928	33,309	37,928	
Marketable securities	500	500	-	2,000	1,000	-	-	-	-	-	-	-	-	
Inventory	9,839	9,527	10,177	9,617	10,729	9,493	10,043	10,136	10,743	10,032	10,288	11,029	10,574	
Deferred tax assets	2,946	2,946	2,946	2,370	2,370	2,370	2,370	1,661	1,661	1,661	1,661	1,763	1,763	
Other current assets	1,942	3,812	5,426	1,054	1,804	3,493	4,913	875	1,856	3,400	4,958	912	2,254	
Bad debt provision	-191	-202	-202	-178	-185	-204	-205	-193	-201	-245	-236	-185	-210	
Fixed assets	116,735	116,782	116,233	117,653	115,519	116,280	115,818	119,032	120,654	119,168	122,044	122,012	121,354	53.9%
Tangible fixed assets	31,911	31,157	30,671	30,794	30,465	30,260	29,748	30,159	29,686	29,443	29,074	29,059	29,479	
Buildings and structures	11,935	11,553	11,274	12,062	11,745	11,383	11,055	10,955	11,060	10,764	10,891	10,645	10,383	
Machinery and transport equipment	5,503	5,074	4,634	4,668	5,255	4,823	4,728	4,355	4,586	4,217	3,870	3,513	3,921	
Tools, instruments, etc.	1,897	1,860	1,763	1,737	1,632	1,545	1,465	1,676	1,653	1,656	1,731	1,692	1,641	
Land	10,949	10,949	10,949	10,949	10,949	10,949	10,949	10,949	10,949	10,949	10,949	10,949	10,949	
Construction in progress	1,574	1,671	2,005	1,336	845	1,525	1,520	2,190	1,407	1,832	1,610	2,239	2,568	
Lease assets	51	47	44	40	36	33	29	34	30	26	22	19	16	
Intangible fixed assets	7,798	8,486	8,220	7,953	7,687	7,421	7,155	6,889	6,623	6,356	6,140	5,854	5,583	
Investments, etc.	77,025	77,137	77,342	78,905	77,366	78,598	78,914	81,983	84,345	83,367	86,829	87,098	86,291	
Investment securities	16,018	15,914	16,175	19,085	17,902	19,190	19,824	23,606	26,706	26,715	30,204	30,729	30,932	
Advances to and shares in related companies	47,141	47,141	47,141	48,477	48,477	48,722	48,722	48,148	48,148	48,148	48,148	48,148	48,148	
Long-term loans	337	784	780	942	934	1,120	1,123	1,360	1,380	1,362	1,432	1,265	1,162	
Deferred tax assets	4,251	4,198	4,302	1,569	1,916	1,607	1,482	783	-	-	-	-	-	
Other investments, etc.	9,624	9,529	9,371	9,256	8,564	8,377	8,177	8,502	8,533	7,551	7,453	7,375	6,474	
Bad debt provision	-348	-430	-429	-425	-428	-419	-415	-419	-425	-413	-410	-419	-426	
Total assets	181,007	184,044	186,721	184,518	186,169	192,575	195,096	200,451	207,663	221,395	225,647	223,497	225,254	
Current liabilities	29,512	30,685	29,354	22,866	25,077	25,566	25,216	24,051	24,318	32,324	30,832	25,089	25,788	11.4%
Notes and accounts payable	8,555	9,377	9,251	8,485	9,519	8,937	9,066	9,313	5,715	3,700	3,729	4,017	3,475	
Electronically recorded obligations—operating short-term debt	-	-	-	-	-	-	-	-	3,827	8,770	8,258	5,625	7,503	
Accrued expenses	5,755	6,501	6,045	6,603	6,905	6,269	5,413	7,036	6,033	7,079	5,941	6,939	6,783	
Unpaid expenses	1,608	215	1,655	219	1,646	213	1,693	218	1,711	240	1,753	240	1,765	
Unpaid tax, etc.	1,888	4,706	1,784	3,642	2,030	5,745	3,756	6,198	4,384	7,661	4,888	6,699	2,442	
Bonus reserves	222	942	232	892	248	949	251	916	257	984	245	955	251	
Reserve for returned goods unsold	204	228	235	198	269	276	265	229	198	226	226	180	170	
Other current liabilities	3,177	3,613	5,050	274	1,906	3,174	4,769	135	2,188	3,657	5,786	429	3,392	
Fixed liabilities	10,632	8,106	8,173	7,881	7,949	8,018	8,059	8,111	8,178	8,138	9,213	9,547	9,606	4.3%
Long-term borrowing	2,550	-	-	-	-	-	-	-	-	-	-	-	-	
Provision for pension and remuneration obligations	5,878	5,905	5,975	5,958	6,030	6,102	6,147	6,195	6,032	6,076	6,147	6,220	6,273	
Deferred tax liabilities related to revaluation	2,164	2,164	2,164	1,894	1,894	1,894	1,894	1,894	1,894	1,894	1,894	1,894	1,894	
Other fixed liabilities	39	36	32	29	25	21	18	21	251	166	1,171	1,433	1,439	
Total liabilities	40,145	38,791	37,527	30,748	33,026	33,584	33,276	32,162	32,496	40,462	40,045	34,636	35,395	15.7%
Owners' Equity	139,321	143,619	147,908	150,299	150,707	155,942	158,391	162,767	167,565	173,386	175,853	179,000	179,909	79.9%
Common stock	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	
Capital surplus	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	
Capital reserves	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	
Other capital surplus	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	
Retained earnings	144,421	148,720	153,009	155,400	155,809	161,044	163,493	167,869	172,669	178,491	180,959	184,107	185,016	
Voluntary reserve	135,000	135,000	135,000	135,000	146,000	146,000	146,000	146,000	158,000	158,000	158,000	158,000	173,000	
Unappropriated profit for the year (net profit)	9,421	13,720	18,009	20,400	9,809	15,044	17,493	21,869	14,669	20,491	22,959	26,107	12,016	
Treasury stock	2,783	7,081	14,370	16,761	3,408	8,643	14,091	18,467	7,798	13,620	19,088	22,235	4,336	
Treasury stock	-21,816	-21,817	-21,817	-21,817	-21,817	-21,817	-21,818	-21,818	-21,819	-21,820	-21,821	-21,821	-21,822	
Net unrealized gain and translation adjustments	1,541	1,633	1,286	3,471	2,434	3,047	3,429	5,521	7,602	7,546	9,748	9,860	9,948	4.4%
Marketable securities revaluation account	-1,647	-1,555	-1,903	11	-1,025	-411	-30	2,061	4,142	4,086	6,288	6,400	6,489	
Revaluation account	3,189	3,189	3,189	3,459	3,459	3,459	3,459	3,459	3,459	3,459	3,459	3,459	3,459	
Total Net assets	140,862	145,253	149,194	153,770	153,142	158,990	161,820	168,289	175,167	180,932	185,602	188,860	189,858	84.3%
Liabilities and Net assets	181,007	184,044	186,721	184,518	186,169	192,575	195,096	200,451	207,663	221,395	225,647	223,497	225,254	

Non-consolidated Financial Statement

Jul. 10th, 2014

<Profit and Loss statement> (Unit: ¥mn)	2011.05 Q1	2011.08 Q1-Q2	2011.11 Q1-Q3	2012.02 Q1-Q4	2012.05 Q1	2012.08 Q1-Q2	2012.11 Q1-Q3	2013.02 Q1-Q4	2013.05 Q1	2013.08 Q1-Q2	2013.11 Q1-Q3	2014.02 Q1-Q4	2014.05 Q1	YoY
Sales	28,303	60,034	90,221	119,326	29,470	61,779	92,447	122,433	30,848	64,293	95,335	123,977	29,968	97.1%
Rx Business	23,088	47,686	72,832	95,036	24,659	49,778	74,822	98,002	23,485	49,696	74,266	96,251	22,615	96.3%
OTC Business	4,408	10,083	13,745	18,424	3,790	9,335	13,605	18,037	5,887	10,889	15,573	20,049	6,005	102.0%
Intl Business	806	2,264	3,642	5,865	1,021	2,665	4,018	6,393	1,474	3,708	5,495	7,676	1,347	91.4%
CoGS	8,544	18,285	27,426	37,009	9,687	20,513	30,299	40,610	10,591	21,484	31,114	41,168	9,955	94.0%
(as a % of sales)	30.2%	30.5%	30.4%	31.0%	32.9%	33.2%	32.8%	33.2%	34.3%	33.4%	32.6%	33.2%	33.2%	
Gross profits	19,758	41,749	62,794	82,316	19,783	41,265	62,148	81,822	20,256	42,809	64,221	82,808	20,012	98.8%
(as a % of sales)	69.8%	69.5%	69.6%	69.0%	67.1%	66.8%	67.2%	66.8%	65.7%	66.6%	67.4%	66.8%	66.8%	
SG&A expenses	12,573	26,997	39,335	52,335	13,829	26,830	39,006	51,815	13,469	27,214	40,460	54,259	13,425	99.7%
(as a % of sales)	44.4%	45.0%	43.6%	43.9%	46.9%	43.4%	42.2%	42.3%	43.7%	42.3%	42.4%	43.8%	44.8%	
Sales promotion costs	2,534	5,753	8,174	11,163	2,626	5,375	7,985	10,789	2,837	5,727	8,615	11,900	2,867	101.1%
Advertising costs	2,064	4,923	7,105	8,728	2,895	5,138	6,875	8,853	2,710	5,234	7,147	8,873	2,248	83.0%
R&D spending	2,805	5,857	8,065	10,628	2,639	4,993	7,336	9,546	2,216	4,679	7,482	10,197	2,716	122.6%
Other SG&A expenses	5,170	10,464	15,991	21,816	5,669	11,324	16,810	22,627	5,706	11,574	17,216	23,289	5,594	98.0%
Operating profits	7,185	14,751	23,458	29,980	5,954	14,435	23,141	30,006	6,786	15,594	23,761	28,549	6,587	97.1%
(as a % of sales)	25.4%	24.6%	26.0%	25.1%	20.2%	23.4%	25.0%	24.5%	22.0%	24.3%	24.9%	23.0%	22.0%	
Nonoperating income	156	516	719	854	168	488	745	1,034	374	717	1,025	1,124	194	51.9%
Interest received	3	8	13	19	4	10	14	22	5	14	18	28	5	100.0%
Dividends received	48	277	404	457	57	298	449	499	65	364	486	578	69	106.2%
Royalty income	56	85	131	160	52	82	133	162	58	87	128	142	58	100.0%
Foreign exchange gains	-	-	-	-	-	-	16	190	186	92	203	162	-	-
Other	48	144	169	215	54	97	131	159	57	158	186	213	60	105.3%
Nonoperating expenses	37	238	262	206	57	89	30	47	11	14	21	27	37	336.4%
Interest paid	16	33	43	53	5	9	9	9	-	-	-	-	-	-
Foreign exchange losses	7	94	101	28	43	64	-	-	-	-	-	-	23	-
Other	13	111	117	125	8	15	21	37	11	14	21	27	12	109.1%
Recurring profits	7,304	15,029	23,915	30,628	6,065	14,834	23,855	30,999	7,149	16,298	24,765	29,645	6,744	94.3%
(as a % of sales)	25.8%	25.0%	26.5%	25.7%	20.6%	24.0%	25.8%	25.3%	23.2%	25.3%	26.0%	23.9%	22.5%	
Extraordinary profits	5	13	3,399	3,662	-	1	1	501	5,000	5,000	5,000	5,018	-	-
Gain on sales of investment securities	-	-	34	34	-	1	1	1	-	-	-	18	-	-
Reversal of allowance for doubtful receivables	5	13	15	34	-	-	-	-	-	-	-	-	-	-
Other	-	-	3,349	3,593	-	-	-	500	5,000	5,000	5,000	5,000	-	-
Extraordinary losses	2,643	3,296	3,597	4,602	387	453	418	715	-	69	9	52	1	-
Losses on fixed asset disposal	3	96	96	123	-	74	99	141	-	8	9	52	1	-
Valuation losses on investment securities	-	487	758	1,847	387	378	318	573	-	61	-	-	-	-
Loss due to disaster	2,639	2,712	2,742	2,584	-	-	-	-	-	-	-	-	-	-
Other	-	-	-	47	-	-	-	-	-	-	-	-	-	-
Pretax profits	4,666	11,746	23,717	29,688	5,678	14,382	23,438	30,785	12,149	21,228	29,755	34,612	6,743	55.5%
Tax, etc.	1,883	4,665	9,347	11,189	2,270	5,738	9,346	11,776	4,351	7,607	10,667	12,417	2,407	55.3%
Net profits	2,783	7,081	14,370	16,761	3,408	8,643	14,091	18,467	7,798	13,620	19,088	22,235	4,336	55.6%
(as a % of sales)	9.8%	11.8%	15.9%	14.0%	11.6%	14.0%	15.2%	15.1%	25.3%	21.2%	20.0%	17.9%	14.5%	
Capex		648		2,431		1,369		3,304		966		2,461		
(as a % of sales)		1.1%		2.0%		2.2%		2.7%		1.5%		2.0%		
Depreciation		1,629		3,945		1,822		3,756		1,618		3,334		
(as a % of sales)		2.7%		3.3%		2.9%		3.1%		2.5%		2.7%		
Goodwill amortization		88		621		532		1,064		532		1,084		
(as a % of sales)		0.1%		0.5%		0.9%		0.9%		0.8%		0.9%		
Number of employees		1,481		1,428		1,479		1,451		1,540		1,528		

(Unit: ¥mn)	2011.05 Q1	2011.08 Q1-Q2	2011.11 Q1-Q3	2012.02 Q1-Q4	2012.05 Q1	2012.08 Q1-Q2	2012.11 Q1-Q3	2013.02 Q1-Q4	2013.05 Q1	2013.08 Q1-Q2	2013.11 Q1-Q3	2014.02 Q1-Q4	2014.05 Q1	YoY
Fentos® Tape	624	1,368	2,280	3,272	883	1,699	2,734	3,792	836	1,757	2,867	3,944	746	89.2%
Norspan® Tape	-	44	152	320	257	588	937	1,330	439	903	1,355	1,834	498	113.4%
Neoxy® Tape	-	-	-	-	-	-	-	-	10	493	643	690	157	1570.0%
Mohrus® Tape	18,437	37,667	57,705	75,368	19,514	39,390	59,205	77,678	18,515	38,939	58,292	75,732	17,794	96.1%
Mohrus® Pap	1,969	4,340	6,543	8,240	2,038	4,164	6,166	7,846	1,726	3,679	5,500	6,935	1,596	92.5%
Minivelle®	-	-	-	-	-	-	-	-	178	783	1,689	2,858	1,578	886.5%
Vivelle-Dot® products	793	1,730	2,594	3,442	1,014	1,948	2,819	3,822	1,073	2,547	3,422	4,251	806	75.1%
CombiPatch® products	147	360	591	735	238	394	662	789	278	478	846	1,042	221	79.5%
Brisdelle®	-	-	-	-	-	-	-	-	-	-	-	-12	105	-
Daytrana®	1,425	2,486	3,337	4,625	1,356	2,483	3,514	4,895	1,665	3,240	4,561	5,973	1,725	103.6%
Salonpas® products	2,463	6,069	9,360	13,466	2,739	6,743	10,223	14,240	3,593	8,312	12,753	17,149	4,371	121.7%
Salonsip® products	744	1,959	2,924	4,042	752	2,178	3,239	4,290	990	2,389	3,531	4,568	1,104	111.5%
Air® Salonpas® products	418	1,259	1,601	1,922	447	1,241	1,607	1,911	495	1,277	1,695	2,038	514	103.8%
Feitas® products	938	2,080	2,767	3,566	601	1,745	2,671	3,455	777	1,602	2,939	3,543	848	109.1%
Butenolock® products	778	1,053	1,029	1,779	816	1,046	1,055	1,394	1,112	1,407	1,481	1,704	1,291	116.1%
Allegra® FX	-	-	-	-	-	-	200	970	1,183	1,186	1,323	2,512	723	61.1%

(¥mn)

<Consolidated>	Feb 2014A			Cons-parent ratio
	Q1-Q4	YoY	Q1-Q2	
Sales	150,635	105.5%	77,382	1.22
CoGS	55,471	107.4%	28,108	
(CoGS ratio %)	36.8%	-	36.3%	
Gross profits	95,163	104.4%	49,363	
(as a % of sales)	63.2%	-	63.8%	
SG&A costs	76,040	115.6%	36,900	
(Sales promotion costs)	15,291	121.8%	7,099	
(Advertising costs)	11,950	118.5%	6,638	
(R&D spending)	13,924	110.0%	6,570	
(Other SG&A expenses)	34,875	114.4%	16,593	
Operating profits	19,123	75.5%	12,462	0.67
(as a % of sales)	12.7%	-	16.1%	
Nonoperating balance	9,787	126.7%	4,393	
Recurring profits	28,910	87.5%	16,856	0.98
(as a % of sales)	19.2%	-	21.8%	
Extraordinary balance	4,817	-	4,992	
Pretax profits	33,727	105.4%	21,849	
Provision for tax	12,369	93.8%	8,166	
(effective tax rate)	36.7%	-	37.3%	
Net profits	21,357	113.5%	13,681	0.96
(as a % of sales)	14.2%	-	17.7%	
Capex	3,968		1,610	
Depreciation	5,534		2,665	
Goodwill amortization	1,958		959	
Amortization of stocks of subsidiaries and affiliates	3,499		1,712	

<Non-Consolidated>

Sales	123,977	101.3%	64,293
Rx Business	96,251	98.2%	49,696
OTC Business	20,049	111.2%	10,889
Intl Business	7,676	120.1%	3,708
CoGS	41,168	101.4%	21,484
(CoGS ratio %)	33.2%	-	33.4%
Gross profits	82,808	101.2%	42,809
(as a % of sales)	66.8%	-	66.6%
SG&A costs	54,259	104.7%	27,214
(Sales promotion costs)	11,901	110.3%	5,727
(Advertising costs)	8,873	100.2%	5,234
(R&D spending)	10,197	106.8%	4,679
(Other SG&A expenses)	23,288	102.9%	11,573
Operating profits	28,549	95.1%	15,594
(as a % of sales)	23.0%	-	24.3%
Nonoperating balance	1,097	110.6%	703
Recurring profits	29,645	95.6%	16,298
(as a % of sales)	23.9%	-	25.3%
Extraordinary balance	4,966	-	4,931
Pretax profits	34,612	112.4%	21,228
Provision for tax	12,376	100.5%	7,607
(effective tax rate)	35.8%	-	35.8%
Net profits	22,235	120.4%	13,620
(as a % of sales)	17.9%	-	21.2%
Capex	2,461		966
Depreciation	3,334		1,618
Goodwill amortization	1,084		532

<By product>

Fentos® Tape	3,944	104.0%	1,757
Norspan® Tape	1,834	137.9%	903
Neoxy® Tape	690	-	493
Mohrus® Tape products	75,732	97.5%	38,939
Mohrus® Pap products	6,935	88.4%	3,679
Minivelle®	2,858	-	783
Vivelle-Dot® products	4,251	111.2%	2,547
CombiPatch® products	1,042	132.1%	478
Brisdelle®	-12	-	-
Daytrana®	5,973	122.0%	3,240
Salonpas® products	17,149	120.4%	8,312
Salonip® products	4,568	106.5%	2,389
Air® Salonpas® products	2,038	106.6%	1,277
Feitas® products	3,543	102.5%	1,602
Butenalock® products	1,704	122.2%	1,407
Allegra® FX	2,512	259.0%	1,186

(¥mn)

Feb 2015E	Feb 2015E			Cons-parent ratio
	Q1-Q4	YoY	Q1-Q2	
Sales	161,900	107.5%	79,900	1.27
CoGS	59,500	107.3%	29,500	
(CoGS ratio %)	36.8%	-	36.9%	
Gross profits	102,400	107.6%	50,400	
(as a % of sales)	63.2%	-	63.1%	
SG&A costs	82,000	107.8%	41,400	
(Sales promotion costs)	18,700	122.3%	9,300	
(Advertising costs)	13,000	108.8%	6,100	
(R&D spending)	14,000	100.5%	7,100	
(Other SG&A expenses)	36,300	104.1%	18,900	
Operating profits	20,400	106.7%	9,000	0.69
(as a % of sales)	12.6%	-	11.3%	
Nonoperating balance	7,400	75.6%	6,200	
Recurring profits	27,800	96.2%	15,200	0.91
(as a % of sales)	17.2%	-	19.0%	
Extraordinary balance	0	-	100	
Pretax profits	27,800	82.4%	15,300	
Provision for tax	9,800	79.2%	5,200	
(effective tax rate)	35.3%	-	34.0%	
Net profits	18,000	84.3%	10,100	0.91
(as a % of sales)	11.1%	-	12.6%	
Capex	6,600		3,600	
Depreciation	6,000		2,900	
Goodwill amortization	2,000		1,000	
Amortization of stocks of subsidiaries and affiliates	1,100		900	

Sales	127,800	103.1%	64,000
Rx Business	98,200	102.0%	49,000
OTC Business	21,200	105.7%	11,500
Intl Business	8,400	109.4%	3,500
CoGS	43,000	104.5%	21,000
(CoGS ratio %)	33.6%	-	32.8%
Gross profits	84,800	102.4%	43,000
(as a % of sales)	66.4%	-	67.2%
SG&A costs	55,100	101.5%	28,800
(Sales promotion costs)	12,100	101.7%	6,100
(Advertising costs)	8,400	94.7%	5,200
(R&D spending)	10,000	98.1%	5,300
(Other SG&A expenses)	24,600	105.6%	12,200
Operating profits	29,700	104.0%	14,200
(as a % of sales)	23.2%	-	22.2%
Nonoperating balance	900	82.0%	500
Recurring profits	30,600	103.2%	14,700
(as a % of sales)	23.9%	-	23.0%
Extraordinary balance	0	-	100
Pretax profits	30,600	88.4%	14,800
Provision for tax	10,900	88.1%	5,300
(effective tax rate)	35.6%	-	35.8%
Net profits	19,700	88.6%	9,500
(as a % of sales)	15.4%	-	14.8%
Capex	4,500		2,300
Depreciation	3,400		1,700
Goodwill amortization	1,100		550