

Hisamitsu Pharmaceutical Co., Inc. FY02/2012 Results and future outlook

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. 10th, 2012

Patch and Care of People around the World

Business Performance for the FY02/2012

Consolidated PL



	FY02/12	YoY	Consolidated / Non-consolidated	Remarks
Net sales	137,794	+0.4%	1.15	•Eleven straight terms of earning growth.
CoGS	46,785	-1.9%		
as a % of sales	34.0%			
SG&A costs	65,070	+6.2%		
Advertising costs	9,565	+11.5%		
R&D spending	14,758	+6.9%		
Operating profits	25,937	-8.0%	0.87	•Three straight terms of decreased profits.
Recurring profits	33,494	+0.8%	1.09	•Two straight terms of increased profits.
Net profits	18,439	-12.0%	1.10	•First decreased profits in two terms.

Unit: ¥'1' million

3

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Summary of Profit and Loss



	①FY02/11	②FY02/12	②-①	Main factor
Net sales	137,184	137,794	610	
Rx Business	96,544	95,036	-1,508	•Impact of Disaster(quake and Tsunami).
OTC Business	19,020	18,424	-596	•Market reduction. •Impact of Disaster(quake and Tsunami).
Intl Business	4,973	5,865	892	
Noven	9,323	11,675	2,352	•Start of marketing of Daytrana by Noven.
Other	7,324	6,794	-530	•[Last year]CATV Business"special procurements".
CoGS	47,697	46,785	-912	•Change of a sales mix. •Increased production efficiency.
SG&A costs	61,292	65,070	3,778	•Progress of development themes. •Start of marketing of Daytrana by Noven.
Operating profits	28,193	25,937	-2,256	
Non-operating balance	5,042	7,556	2,514	•Increase in Equity-method investment profits.
Recurring profits	33,236	33,494	258	
Extraordinary balance	2,868	-1,114	-3,982	•[Last year]The consideration of distributorship. •Valuation losses on investment securities.
Net profits	20,956	18,439	-2,517	

Unit: ¥'1' million

4

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Non-consolidated PL

	FY02/12	YoY	Remarks
Net sales	119,326	-1.0%	• Two straight terms of decreased sales.
CoGS	37,009	-4.5%	
as a % of sales	31.0%		
SG&A costs	52,335	+2.7%	
Advertising costs	8,728	+10.8%	
R&D spending	10,628	-7.7%	
Operating profits	29,980	-2.6%	• Three straight terms of decreased profits.
Recurring profits	30,628	-2.6%	• Three straight terms of decreased profits.
Net profits	16,761	-18.7%	• First decreased profits in 31 terms.

Unit: ¥'1' million

5

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Sales according to section

	FY02/12	YoY	Q4 FY02/12	YoY
Prescription Drugs Division	95,036	-1.6%	22,204	-3.9%
OTC Division	18,424	-3.1%	4,679	-2.6%
International Division	5,865	+17.9%	2,223	+21.9%
Total	119,326	-1.0%	29,105	-2.1%

Unit: ¥'1' million

6

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	Unit: ¥'1" million		Unit: \$'1" million	
	FY02/12	YoY	FY02/12	YoY
Net sales	11,675	+25.2%	146	+37.3%
Vivelle-dot	3,780	-7.4%	47	+1.6%
Noven Therapeutics	1,926	-19.8%	24	-12.1%
Daytrana	4,625	+151.5%	58	+175.7%
Other	1,344	+34.1%	16	+47.2%
CoGS	6,685	+17.6%	83	+29.0%
SG&A costs	9,027	+33.5%	113	+46.3%
R&D spending	4,150	+49.4%	52	+63.9%
Other	4,877	+22.3%	61	+34.1%
Operating profits	-4,037	-	-50	-
Nonoperating balance	5,427	+22.7%	68	+34.5%
Equity in earnings of Novogyne	6,549	+14.8%	82	+25.9%
Amortization of fair value adjustment to investment in Novogyne	-1,053	-	-13	-
Recurring profits	1,389	+7.0%	17	+17.4%
Net profits	992	+12.5%	12	+23.3%

* Exchange rate(USD): ¥79.63 (FY02/12)、¥87.32 (FY02/11)

7

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Sales results of major products

		FY02/12	YoY
Ethical drugs	Mohrus Tape	75,369	-1.6%
	Mohrus Pap	8,240	-16.4%
	Naboal	2,046	-6.5%
	Fentos Tape	3,272	+155.0%
	Norspan Tape	320	-
	Estrana	1,133	+5.8%
	Vivelle-Dot	3,780	-7.4%
	Noven Therapeutics	1,926	-19.8%
	Daytrana	4,625	+151.5%
OTC drugs	Salonpas products	6,658	+3.4%
	Feitas products	3,548	-3.2%
	Salonship products	3,688	+6.6%
	Butenolock products	1,779	-14.7%
	Air Salonpas products	1,804	+1.5%

Unit: ¥'1" million

8

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Outlook for the FY02/2013

9

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Forecast of Consolidated PL

	FY02/12	FY02/13E	YoY	Consolidated / Non-consolidated
Net sales	137,794	142,500	+3.4%	1.16
CoGS	46,785	51,000	+9.0%	
as a % of sales	34.0%	35.8%		
SG&A costs	65,070	68,200	+4.8%	
Advertising costs	9,565	10,300	+7.7%	
R&D spending	14,758	13,700	-7.2%	
Operating profits	25,937	23,300	-10.2%	0.83
Recurring profits	33,494	30,200	-9.8%	1.04
Net profits	18,439	18,100	-1.8%	1.01

Unit: ¥'1'' million

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Forecast of Non-consolidated PL



	FY02/12	FY02/13E	YoY
Net sales	119,326	122,600	+2.7%
Rx Business	95,036	95,500	+0.5%
OTC Business	18,424	20,200	+9.6%
Intl Business	5,865	6,900	+17.6%
CoGS	37,009	40,700	+10.0%
as a % of sales	31.0%	33.2%	
SG&A costs	52,335	53,700	+2.6%
Advertising costs	8,728	9,300	+6.6%
R&D spending	10,628	10,000	-5.9%
Operating profits	29,980	28,200	-5.9%
Recurring profits	30,628	29,100	-5.0%
Net profits	16,761	17,900	+6.8%

Unit: ¥'1' million

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Forecast of Noven PL



	Unit: ¥'1' million		Unit: \$'1' million	
	FY02/13E	YoY	FY02/13E	YoY
Net sales	12,500	+7.1%	153	+4.4%
Vivelle-Dot	4,250	+12.4%	52	+9.6%
Noven Therapeutics	1,650	-14.3%	20	-15.8%
Daytrana	5,000	+8.1%	61	+5.5%
Other	1,600	+19.0%	20	+15.0%
CoGS	7,600	+13.7%	92	+10.6%
SG&A costs	9,900	+9.7%	121	+6.9%
R&D spending	3,700	-10.8%	45	-13.7%
Other	6,200	+27.1%	76	+24.5%
Operating profits	-5,000	-	-60	-
Nonoperating balance	5,850	+7.8%	71	+5.0%
Equity in earnings of Novogyne	7,500	+14.5%	91	+11.9%
Amortization of fair value adjustment to investment in Novogyne	-1,650	-	-20	-
Recurring profits	850	-38.8%	11	-39.5%
Net profits	550	-44.6%	6	-45.8%

* Exchange rate: ¥82.00 (FY02/13E)

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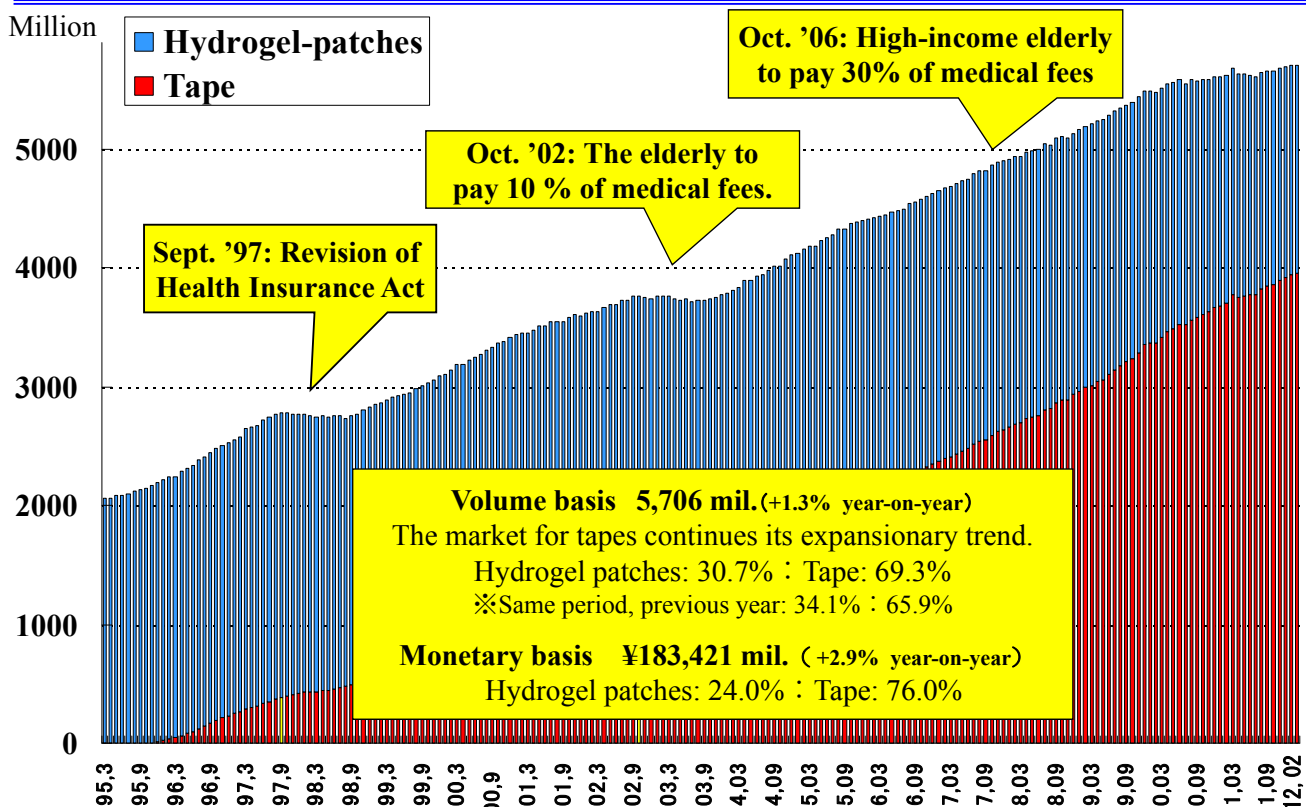
Forecast of Sales results of major products

		FY02/12	FY02/13E	YoY
Ethical drugs	Mohrus Tapes	75,369	75,400	+0.0%
	Mohrus Paps	8,240	8,000	-2.9%
	Naboal	2,046	1,850	-9.6%
	FENTOS TAPE	3,272	3,800	+16.1%
	NORSPAN TAPE	320	1,300	+306.3%
	ESTRANA TAPE	1,133	1,150	+1.5%
	Vivelle-Dot	3,780	4,250	+12.4%
	Noven therapeutics	1,926	1,650	-14.3%
	Daytrana	4,625	5,000	+8.1%
OTC drugs	Salonpas products	6,658	6,700	+0.6%
	Feitas products	3,548	3,600	+1.5%
	Salonship products	3,688	4,000	+8.5%
	Butena rock products	1,779	2,600	+46.1%
	Air Salonpas products	1,804	2,000	+10.9%

Unit: ¥'1' million

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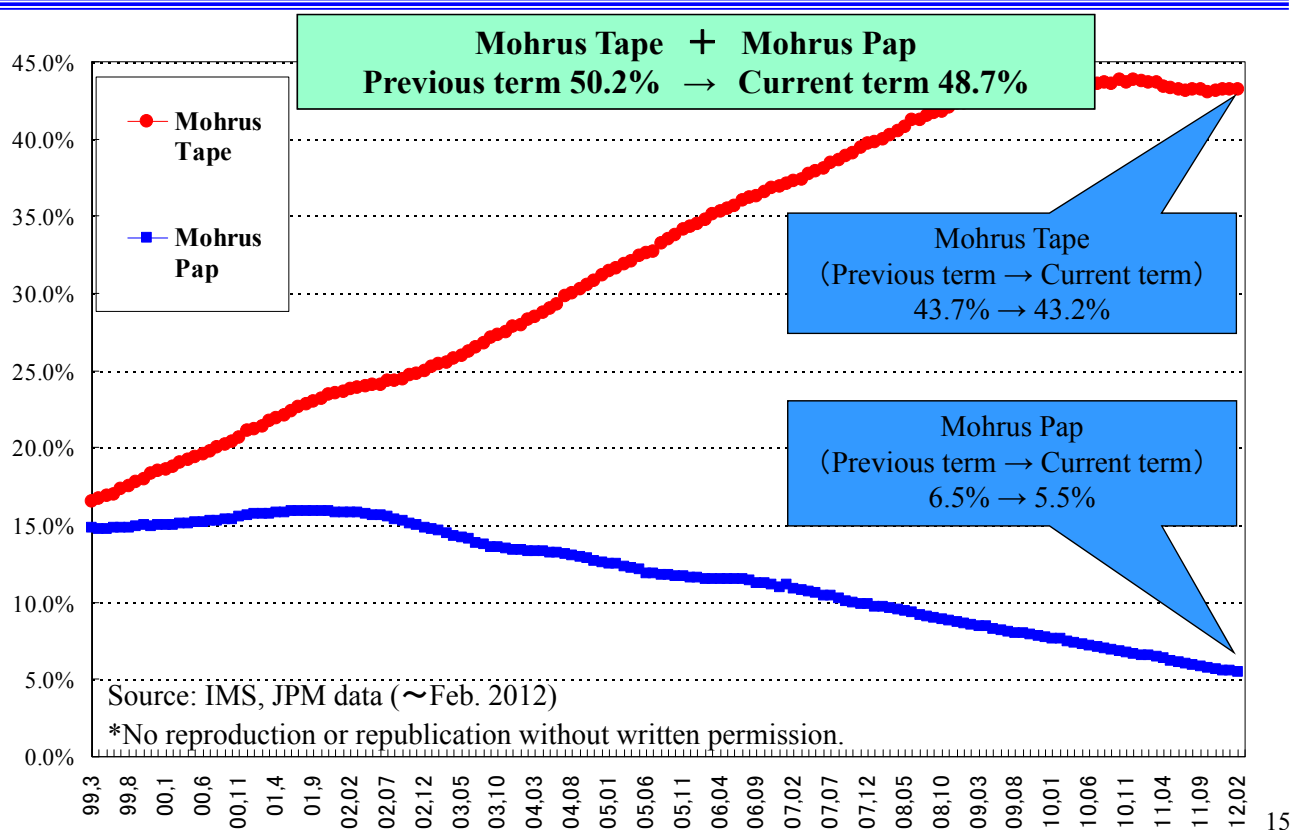
Trends of second-generation Non-Steroidal anti-inflammatory patch market (volume-basis)



Source: IMS, JPM data (~Feb. 2012) *No reproduction or republication without written permission. 14

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Changes in shares of second-generation Non-Steroidal anti-inflammatory patch



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R&D Pipeline

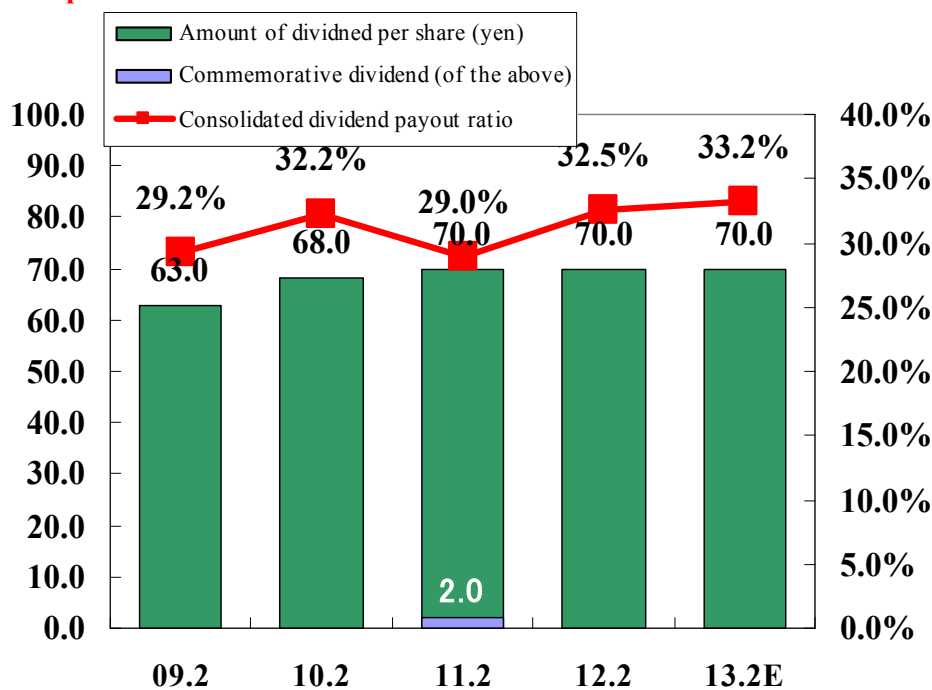
Stage	Theme	Target	Dosage form	Characteristics	Next step
Application being prepared	LDMP	US	Oral	Vasomotor symptoms (hot flashes)	Filed in FY12
Application being prepared	HOB-294	Japan	Adhesive skin patch	Overactive bladder	Filed in FY12
P III	HTU-520	Japan	Adhesive skin patch	Onychomycosis	Filed in FY12
P III	HFT-290 (Additional Indication of FENTOS@TAPE)	Japan	Adhesive skin patch	Relief of non-malignant chronic pain	Filed in FY13
P II	HTU-520	US	Adhesive skin patch	Onychomycosis	P III in FY13
P II	HP-3000	Japan	Adhesive skin patch	Parkinson's disease	P III in FY15

※Yellow-highlighted parts are changes from the previous announcement made on Jan.12.

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Forecast of dividends

➤ For the term ending February 2013, the consolidated dividend payout ratio is predicted to be 33.2% and the payout is expected to be ¥70.



Midterm dividend ¥35 predicted 17

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Aiming at improving the QOL of people around the world

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