

Hisamitsu Pharmaceutical Co., Inc.

Q3 FY02/2013 Results

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.

Jan. 10th, 2013

Patch and Care of People around the World

Consolidated PL

Unit: ¥'1' million

	Q3 FY02/12	Q3 FY02/13	YoY	Consolidated / Non-consolidated
Net sales	103,773	107,357	+3.5%	1.16
CoGS	34,588	38,358	+10.9%	
as a % of sales	33.3%	35.7%		
SG&A costs	48,356	48,226	-0.3%	
Advertising costs	7,277	7,522	+3.4%	
R&D spending	10,800	9,537	-11.7%	
Operating profits	20,827	20,773	-0.3%	0.90
Recurring profits	25,372	26,056	+2.7%	1.09
Net profits	14,669	15,021	+2.4%	1.07

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Summary of Profit and Loss



Unit: ¥'1'' million

	① Q3 FY02/12	② Q3 FY02/13	②-①	Main factor
Net sales	103,773	107,357	+3,584	
Rx Business	72,832	74,822	+1,990	*[Last year] Impact of Disaster. *Increase in sales of major products.
OTC Business	13,745	13,605	-140	*Intensified competitive environment.
Intl Business	3,642	4,018	+376	*Increase in sales of major products.
Noven	8,667	9,077	+410	*Increase in sales of major products.
Other	4,887	5,835	+948	*Increase in sales of overseas subsidiaries.
CoGS	34,588	38,358	+3,770	*Increase in CoGS ratio of National Health Insurance price reduction. *Change of sales structure.
as a % of sales	33.3%	35.7%	+2.4%	
SG&A costs	48,356	48,226	-130	*Decrease in R&D spending.
Operating profits	20,827	20,773	-54	
Non-operating balance	4,545	5,283	+738	*Increase in Equity-method investment profits.
Recurring profits	25,372	26,056	+684	
Extraordinary balance	-224	-467	-243	
Net profits	14,669	15,021	+352	

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Non-consolidated PL



Unit: ¥'1'' million

	Q3 FY02/12	Q3 FY02/13	YoY
Net sales	90,221	92,447	+2.5%
Rx Business	72,832	74,822	+2.7%
OTC Business	13,745	13,605	-1.0%
Intl Business	3,642	4,018	+10.3%
CoGS	27,426	30,299	+10.5%
as a % of sales	30.4%	32.8%	
SG&A costs	39,335	39,006	-0.8%
Advertising costs	7,105	6,875	-3.2%
R&D spending	8,065	7,336	-9.0%
Operating profits	23,458	23,141	-1.4%
Recurring profits	23,915	23,855	-0.3%
Net profits	14,370	14,091	-1.9%

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	Unit: ¥'1" million			Unit: \$'1" thousand	
	Q3 FY02/12	Q3 FY02/13	YoY	Q3 FY02/13	YoY
Net sales	8,667	9,077	+4.7%	114,572	+6.0%
Daytrana	3,337	3,514	+5.3%	44,355	+6.6%
Vivelle-dot	2,857	3,145	+10.1%	39,699	+11.4%
Noven Therapeutics	1,563	1,188	-24.0%	15,005	-23.0%
Other	910	1,230	+35.2%	15,513	+37.0%
CoGS	4,808	5,284	+9.9%	66,700	+11.3%
SG&A costs	6,364	6,446	+1.3%	81,364	+2.5%
R&D spending	2,752	2,211	-19.7%	27,917	-18.6%
Other	3,611	4,234	+17.3%	53,446	+18.7%
Operating profits	-2,505	-2,653	-	-33,492	-
Nonoperating balance	4,043	4,610	+14.0%	58,193	+15.4%
Equity in earnings of Novogyne	4,744	5,810	+22.5%	73,331	+24.0%
Amortization of fair value adjustment to investment in Novogyne	-711	-1,215	-	-15,335	-
Recurring profits	1,537	1,957	+27.3%	24,701	+28.9%
Net profits	987	1,369	+38.7%	17,291	*40.4%

* Noven Therapeutics: Pexeva , Lithobid , Stavzor

Exchange rate(USD): ¥79.23 (Q3 FY02/13) 、 ¥80.21 (Q3 FY02/12)

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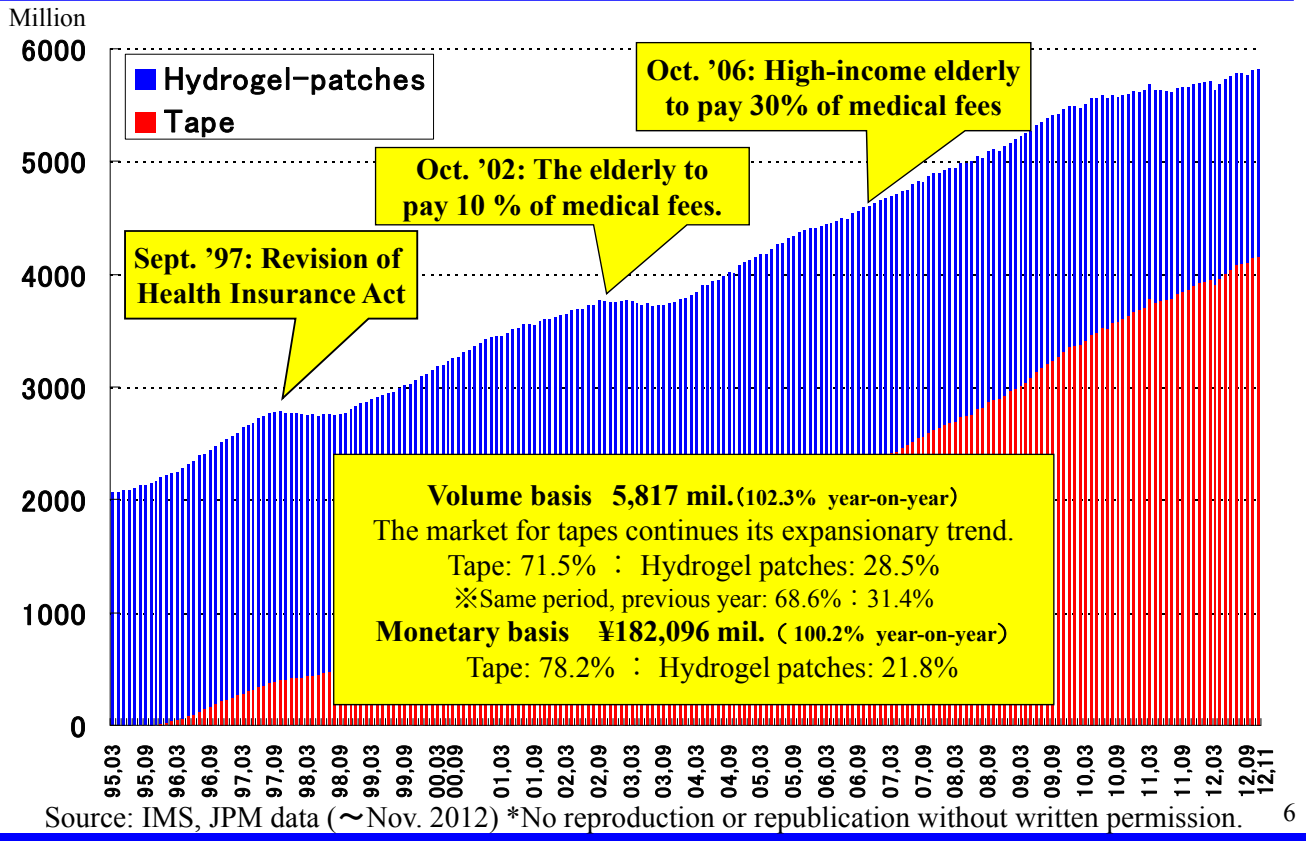
Sales results of major products

		Unit: ¥'1" million		
		Q3 FY02/12	Q3 FY02/13	YoY
Ethical drugs	Mohrus Tape	57,705	59,206	+2.6%
	Mohrus Pap	6,543	6,166	-5.8%
	Fentos Tape	2,280	2,734	+19.9%
	Naboal	1,545	1,360	-12.0%
	Estrana Tape	867	951	+9.7%
	Norspan Tape	152	937	+516.4%
	Daytrana	3,337	3,514	+5.3%
	Vivelle-Dot	2,857	3,145	+10.1%
	Noven Therapeutics	1,563	1,188	-24.0%
OTC drugs	Salonpas products	4,634	4,915	+6.1%
	Salonship products	2,692	2,863	+6.4%
	Feitas products	2,754	2,659	-3.4%
	Air Salonpas products	1,539	1,457	-5.3%
	Butenlock products	1,029	1,055	+2.5%
	Allegra FX	-	200	-

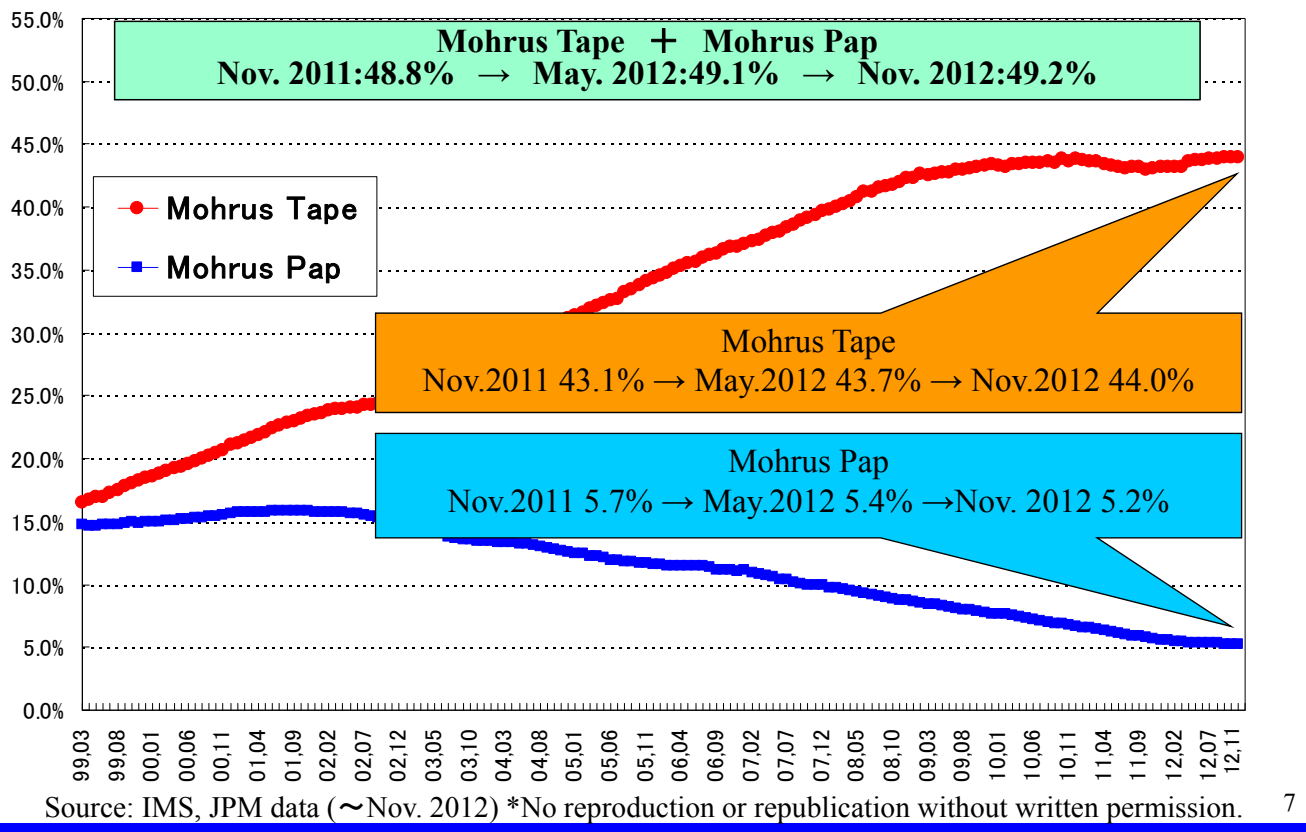
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Trends of second-generation Non-Steroidal anti-inflammatory patch market (volume-basis)



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



Stage	Theme	Target	Dosage form	Characteristics	Next step
Approval	Minivelle	US	Adhesive skin patch	Vasomotor symptoms (hot flashes)	Launched
Filed	HP-1010	US	Adhesive skin patch	Relief of pain associated with post-herpetic neuralgia	Undisclosed
Filed	HOB-294	Japan	Adhesive skin patch	Overactive bladder	Approval expected in FY13
Filed	LDMP	US	Oral	Vasomotor symptoms (hot flashes)	Approval expected in FY13
Filed	HTU-520	Japan	Adhesive skin patch	Onychomycosis	Under consideration
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	ATS	US	Adhesive skin patch	Attention Deficit Hyperactivity Disorder (ADHD)	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 Oct.10. 8

Patch and Care of People around the World

Aiming at improving the QOL of people around the world

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