

Hisamitsu Pharmaceutical Co., Inc.

Q1 FY02/2024 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.

Jul. 13th, 2023



- 1. Looking back on the Q1 FY02/2024**
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- 8. Trends of non-steroidal anti-inflammatory drugs, anti-rheumatic drugs (Systemic formulations) Market Trend in Japan**
- 9. R&D Pipeline**



1. Looking back on the Q1 FY02/2024(1)

Rx Business

- Mar. • Notification of approval for manufacturing and marketing approval of APOHIDE[®] Lotion 20% in Japan (Primary palmar hyperhidrosis treatment drug, development code: HP-5070)
- May. • Notification of Launch of APOHIDE[®] Lotion 20% in Japan (Primary palmar hyperhidrosis treatment drug)

OTC Business

- Mar. • Launch of “Feitas[®]Z Dicsas[®] ShippuF” 7 patches in Japan
- Apr. • Launch of “SALONPAS HOT[®]” 3 patches in Japan
- Apr. • Feitas[®] TV Commercials will feature SHIGEOKA Daiki (Johnny's WEST) and IWAMOTO Hikaru (Snow Man) as image characters.

Others

- Mar. • The Minister of Economy, Trade and Industry Award at the 31st Global Environment Awards for the Kiyohara Industrial Park SmartEnergy Project
- Mar. • Became an official partner of TEAM JAPAN (topical analgesic anti-inflammatory drugs, muscle fatigue care products, and medical supporters)
- Mar. • JLPGA Step Up Tour "Salonpas Ladies Open" Newly Announced
- Mar. • Establishment of a new research base at Shonan iPark
- Mar. • Notice regarding Revision of Earnings Forecast
- May. • Salonpas[®] certified as the World's No. 1 OTC topical analgesic patch brand for the 7th consecutive year since 2016.
Hisamitsu Pharmaceutical certified as the holder of the world's largest share in the corresponding market category for the 6th consecutive year since 2017.



1. Looking back on the Q1 FY02/2024(2)

Feitas® Z Dicsas® ShippuF



- Reduction of package material approximately 88%
- Reduction of material waste approximately 3.1t/year



■ Product Information
<https://www.hisamitsu.info/feitas/product/26.html>



Poke-Sip® Series

Nobinobi® Salonsip® Fit.

Nobinobi® Salonsip® Fit.α
(Odorless type)

Nobinobi® Salonsip® Fit.H
(Hot Type)

Feitas® Shippu

Feitas® Shippu Onkan
(Hot Type)



10patches 20patches 40patches



10patches 20patches



10patches 20patches



10patches



10patches



1. Looking back on the Q1 FY02/2024(3)

SALONPAS HOT®



当社従来品に比べて
包装サイズを小さく
しました。

- Reduction of package material approximately 40%
- Reduction of material waste approximately 0.22t/year

■ Product Information

https://www.salonpas.jp/lineup/salonpas_hot.html





1. Looking back on the Q1 FY02/2024(4)

- Salonpas[®] certified as the World's No. 1 OTC Topical Analgesic Patch Brand for the 7th consecutive year since 2016.
- Hisamitsu Pharmaceutical certified as the holder of the world's largest share in the corresponding market category for the 6th consecutive year since 2017.



NAKATOMI Kazuhide
(President and CEO, Hisamitsu Pharmaceutical Co., Inc.)

Sean Kreidler
(Head of Research, Euromonitor International)

Awarded on May 18th, Salonpas[®] Day.

Base on research by Euromonitor International



2. Latest topics(1)

※Announced in Q2 FY02/2024 (after June 1, 2023)

- Jun. Launch of APOHIDE[®] Lotion 20% in Japan (Primary palmar hyperhidrosis treatment drug)
- Jun. TV commercial for awareness of primary palmar hyperhidrosis will feature NINOMIYA Kazunari in Japan
- Jun. MOHRUS[®] TAPE 20mg and MOHRUS[®] TAPE L40mg receive the 47th Kinoshita Award for Packaging Technology.
- Jul. Conclusion of a contract with SSP Co., Ltd. for the partial transfer of assets, related to S-Cup and Lacalut
- Jul. Conclusion of Absorption-Type Demerger Agreement with Hisamitsu Wellness Co.
- Jul. Acquisition of treasury stock
- Jul. Stock compensation-type stock options (stock acquisition rights) issue



2. Latest topics(2)-1

First in Japan*

APOHIDE[®] Lotion 20%, for the primary palmar hyperhidrosis treatment drug



Active ingredient	:Oxybutynin hydrochloride
Specification	:Oxybutynin hydrochloride 200 mg / 1 g
Indications	: Primary palmar hyperhidrosis
Dosage and administration	:Apply an appropriate amount to both palms once a day before bedtime

- The product is a topical formulation developed using Hisamitsu's TDDS (Transdermal Drug Delivery System) technology
- The product is the first drug in Japan to demonstrate efficacy and safety in the Phase III clinical study conducted in patients with primary palmar hyperhidrosis.
- Apply to palms once a day before bedtime for good results.

*As a preparation indicated for the treatment of primary palmar hyperhidrosis (covered by insurance)

■ news release

https://www.hisamitsu.co.jp/company/pdf/news_release_230524.pdf





2. Latest topics(2)-2

●Disease awareness activities for primary palmar hyperhidrosis●

TV and Web Commercial Featuring NINOMIYA Kazunari aired nationwide in Japan

June 1, 2023 - Information Site for Solving Sweaty Hands Problems Launched “MINNANO TENOASE “ website.

Palmar Hyperhidrosis Explained / Symptom Check Sheet / Medical institutions where you can consult /
Voices of people suffering from sweaty hands etc.



手の汗 久光



<https://www.hisamitsu.co.jp/tenoase/>



2. Latest topics(2)-3

【Web Public Seminar】

Web市民公開講座 事前予約制・参加費無料



2023.7.13(木) 20:00~21:00

手汗の量が多くて、困っていませんか？ 手汗が気になって、何かをためらってしまった経験はありませんか？
汗を味方につけて毎日を楽しむために、知っておきたい情報や体験談をご紹介します。

1 講演 20:00~20:20
**汗はどんなはたらきをしているの？
手の汗が多い「手掌多汗症」について**
大嶋 雄一郎 先生 愛知医科大学 皮膚科学講座 特任教授

2 講演 20:20~20:40
手汗と向き合うために今できること
藤本 智子 先生 池袋西口ふくろう皮膚科クリニック 院長

3 患者さん×専門医トークセッション 20:40~21:00
**ちょっと聞きにくい、でも知りたい、
手掌多汗症のこと**
大嶋 雄一郎 先生 愛知医科大学 皮膚科学講座 特任教授
藤本 智子 先生 池袋西口ふくろう皮膚科クリニック 院長
NPO法人 多汗症サポートグループ

みなさまからお寄せいただいた
質問に、専門医がお答えします

事前予約の際に質問を受け付けておりますので、ぜひご予約ください！また、当日は講演中およびトークセッション中に、チャット機能を使って質問することもできます。気軽に情報交換できる場として考えておりますので、この機会をぜひご活用ください。

※ 時間の関係ですべての質問にお答えできない場合がございます。
※ また、治療薬についてのご質問等、内容によりお答えできない場合もございますので予めご了承ください。



大嶋 雄一郎 先生



藤本 智子 先生

詳しくは特設サイトをご覧ください

<https://onl.bz/bXK1Yvh>



オンライン配信について

ご視聴には事前予約が必要です。事前予約をするとリマインドメールを受け取ることができます。上記のURLまたは二次元コードより事前予約をご活用ください。事前予約は、当日のセミナー終了時まで受け付けております。

※電話、はがき、メールでのお申し込みは受け付けておりません。
※開始時間前までに余裕をもってお申し込みください。

事前予約締切 2023年7月13日(木) 20:00

セミナーに関するお問い合わせ 「Web 市民公開講座 いっしょに考えよう！手汗のこと」参加受付事務局 office.2@qlife.co.jp



2. Latest topics(3)

Conclusion of a contract with SSP Co., Ltd. for the partial transfer of assets, related to S-Cup and Lactalut

■ Schedule

- Date of contract conclusion: Jul. 13, 2023
- Date of asset transfer: During 2023
- Target products: S-Cup, S-Cup NEXT, S-Cup E, S-Cup V, Lactalut New-5

■ Aim of this transaction

- We have been “Promoting the TE-A-TE culture worldwide” as the corporate mission.

We will meet the needs of an even greater number of customers by making use of our management resources accumulated through our past business activities.





2. Latest topics(4)

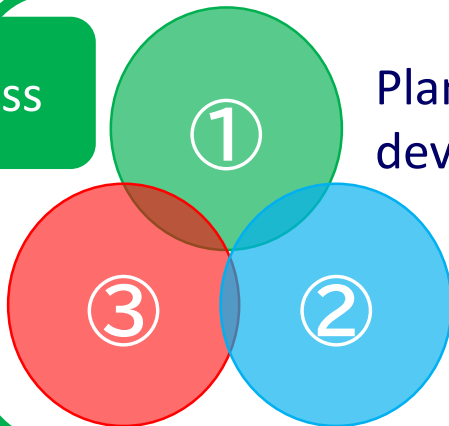
Established Hisamitsu Wellness Co., Ltd. to conduct mail order business.
Started operations on September 1

久光ウエルネス株式会社 **Hisamitsu Wellness**

Objective

Further strengthen and develop the mail order business.
Accelerate the development of product services for customers with diverse lifestyles.

Business



Planning, development, sales and agency services for pharmaceuticals, medical devices, health foods and services

- ① DtoC business on own e-commerce site
- ② Shop sales in EC malls (Amazon, Rakuten Ichiba, Yahoo! Shopping)
- ③ Agency business for directly managed EC stores



2. Latest topics(5)

Notification Regarding Concerning the Decision of Matters Relating to Acquisition of Company's Own Shares

1. Reason to acquire company's own shares

To improve capital efficiency and to attempt more distribution of profit to shareholders, and to perform mobile capital policy corresponding to the change of managerial environment.

2. Content of matters concerning acquisition

- (1) Class of targeted shares to acquire: Common shares of Hisamitsu
- (2) Total number of shares acquirable: Two million shares (ceiling)
(Ratio to total number of issued shares [excluding company's own shares] 2.57%)
- (3) Total amount of acquired value of share: 10 billion yen (ceiling)
- (4) Period for acquisition: From July 14, 2023 to February 29, 2024
- (5) Method of acquisition: Purchase on the Tokyo Stock Exchange



3. Promotion of Sustainability

Hisamitsu Pharmaceutical Group's Materiality (Priority Issues)

Contributing to local communities



Promoting environmental management



サロンパス アリーナ Salonpas Arena

May 10, 2023 Opened in Tosu City, Saga Prefecture

「世界へはばたく」SAGAから世界へ
佐賀・鳥栖の子どもたちや女性がはばたくトレーニングアリーナ



■ Salonpas® Arena Website
<https://salonpas-arena.jp/>



1 世界レベルの女性プロスポーツチームの拠点

国際基準のタラフレックスを敷設し、充実した疲労回復設備を有する世界を目指す女性プロバレーボールチームのトレーニング拠点

2 佐賀の地域スポーツ活動育成の拠点

佐賀・鳥栖を元気にする鳥栖スタジアムと連携したスポーツ拠点地域づくり

3 子どもや女性、すべての人がイキイキと輝く

鳥栖市の地の利を生かしたジュニア・中学や高校バレー、佐賀県を中心とした九州各県のママさんバレー、スポーツ活動拠点

4 地球にやさしいゼロエネルギービル

脱炭素を目指す、地球にやさしいゼロエネルギービルディング (ZEB-Ready 50%削減)アリーナ

■ Hisamitsu Springs Website
<https://saga-springs.co.jp/>





4. Consolidated P&L (1) - Comparison with the previous period performance -

Unit:¥ Million

	Actual performance for FY02/2023 (Q1)	Actual performance for FY02/2024 (Q1)	Change	Percentage Change
Net sales	26,393	32,096	+5,703	+21.6%
CoGS	11,647	13,378	+1,730	+14.9%
as a % of sales	44.1%	41.7%		
SG&A costs	14,225	14,356	+131	+0.9%
Sales promotion costs	2,481	2,684	+203	+8.2%
Advertising costs	2,538	3,121	+582	+22.9%
R&D costs	2,506	1,880	-625	-25.0%
Others	6,699	6,670	-28	-0.4%
Operating profit	519	4,361	+3,841	+739.1%
Ordinary profit	2,298	5,713	+3,415	+148.6%
Profit attributable to owners of parent	1,631	4,049	+2,418	+148.2%
Exchange rate (¥/USD)	117.79	133.44		



4. Consolidated P&L (2) – Summary of Profit and Loss -

Unit:¥ Million

	Actual performance for FY02/2023 (Q1)	Actual performance for FY02/2024 (Q1)	Change	Main factor
Net sales	26,393	32,096	+5,703	
CoGS	11,647	13,378	+1,730	
as a % of sales	44.1%	41.7%		Change of sales mix.
SG&A costs	14,225	14,356	+131	
Sales promotion costs	2,481	2,684	+203	
Advertising costs	2,538	3,121	+582	Reinforcement of advertising activities in conjunction with resumption of activities
R&D costs	2,506	1,880	-625	[FY02/2023]Expenses of Phase 3 clinical study of HP-5000.
Others	6,699	6,670	-28	
Operating profit	519	4,361	+3,841	
Non-operating balance	1,778	1,352	-426	Decrease in foreign exchange gain
Ordinary profit	2,298	5,713	+3,415	
Extraordinary balance	100	-0	-101	
Profit attributable to owners of parent	1,631	4,049	+2,418	



5. Sales Results by Region

Unit:¥ Million

		Actual performance for FY02/23(Q1)	Actual performance for FY02/24 (Q1)	change	percentage Change
Net sales		26,393	32,096	+5,703	+21.6%
Rx Business	Japan	12,509	13,120	+611	+4.9%
	Overseas	3,343	3,794	+450	+13.5%
	USA	2,531	2,491	-39	-1.6%
	Other regions	812	1,303	+490	+60.3%
OTC Business	Japan	3,049	4,735	+1,685	+55.3%
	Overseas	6,728	9,680	+2,951	+43.9%
	USA	3,529	4,792	+1,263	+35.8%
	Other regions	3,198	4,887	+1,688	+52.8%
Others	Japan	761	765	+3	+0.5%
Overseas Sales Ratio		38.2%	42.0%		



6. Sales Results by Product (1) – Rx Business -

Unit:¥ Million

	Actual performance for FY02/24 Q1			Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas
Rx Business	16,915	13,120	3,794	+1,061	+611	+450	+6.7%	+4.9%	+13.5%
Mohrus [®] Tape products	5,854	5,854	-	-1,017	-1,017	-	-14.8%	-14.8%	-
Zicthoru [®] Tapes	1,086	1,086	-	+993	+993	-	+1067.7%	+1067.7%	-
Haruropi [®] Tape	939	939	-	+335	+335	-	+55.5%	+55.5%	-
Fentos [®] Tapes	913	913	-	-99	-99	-	-9.8%	-9.8%	-
Mohrus [®] Pap products	859	859	-	-122	-122	-	-12.5%	-12.5%	-
Estrana [®] Tape	483	483	-	+19	+19	-	+4.1%	+4.1%	-
Allesaga [®] Tapes	149	149	-	+14	+14	-	+10.7%	+10.7%	-
Others	2,746	2,447	298	+536	+426	+110	+24.3%	+21.1%	+58.7%
Vivelle-Dot [®] products	1,495	-	1,495	+357	-	+357	+31.4%	-	+31.4%
CombiPatch [®] products	1,535	386	1,149	+120	+62	+58	+8.5%	+19.2%	+5.4%
Minivelle [®] products	656	-	656	+209	-	+209	+46.7%	-	+46.7%
Daytrana [®]	48	-	48	-281	-	-281	-85.2%	-	-85.2%
Secuado [®]	145	-	145	-2	-	-2	-1.8%	-	-1.8%



6. Sales Results by Product (2) – OTC Business -

Unit:¥ Million

	Actual performance for FY02/24 Q1			Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas
OTC Business	14,415	4,735	9,680	+4,637	+1,685	+2,951	+47.4%	+55.3%	+43.9%
Salonpas® products	10,609	2,223	8,386	+3,501	+1,083	+2,418	+49.3%	+95.1%	+40.5%
Feitas® products	884	881	3	+285	+283	+2	+47.8%	+47.5%	+192.5%
Allegra® FX	367	367	-	+241	+241	-	+192.2%	+192.2%	-
Salonsip® products	585	382	202	-36	-17	-19	-5.8%	-4.3%	-8.6%
Bye Bye Fever® products	917	91	826	+432	+14	+418	+89.2%	+18.5%	+102.5%
Air® Salonpas® products	357	230	127	+26	+55	-28	+8.1%	+31.8%	-18.4%
Butenalock® products	624	624	-	+198	+198	-	+46.7%	+46.7%	-
Others*	69	-65	134	-13	-174	+161	-16.3%	-159.5%	-600.3%

*Includes amounts recorded as refund liabilities





Supplementary Data: Overseas OTC Business FY02/2024 New Products

New Release	Region	Category	Items	
March - May 2023	North America	OTC Business	2	
	Asia	OTC Business	2	
		Others	2	
			OTC Business	4
			Others	2
			Total	6

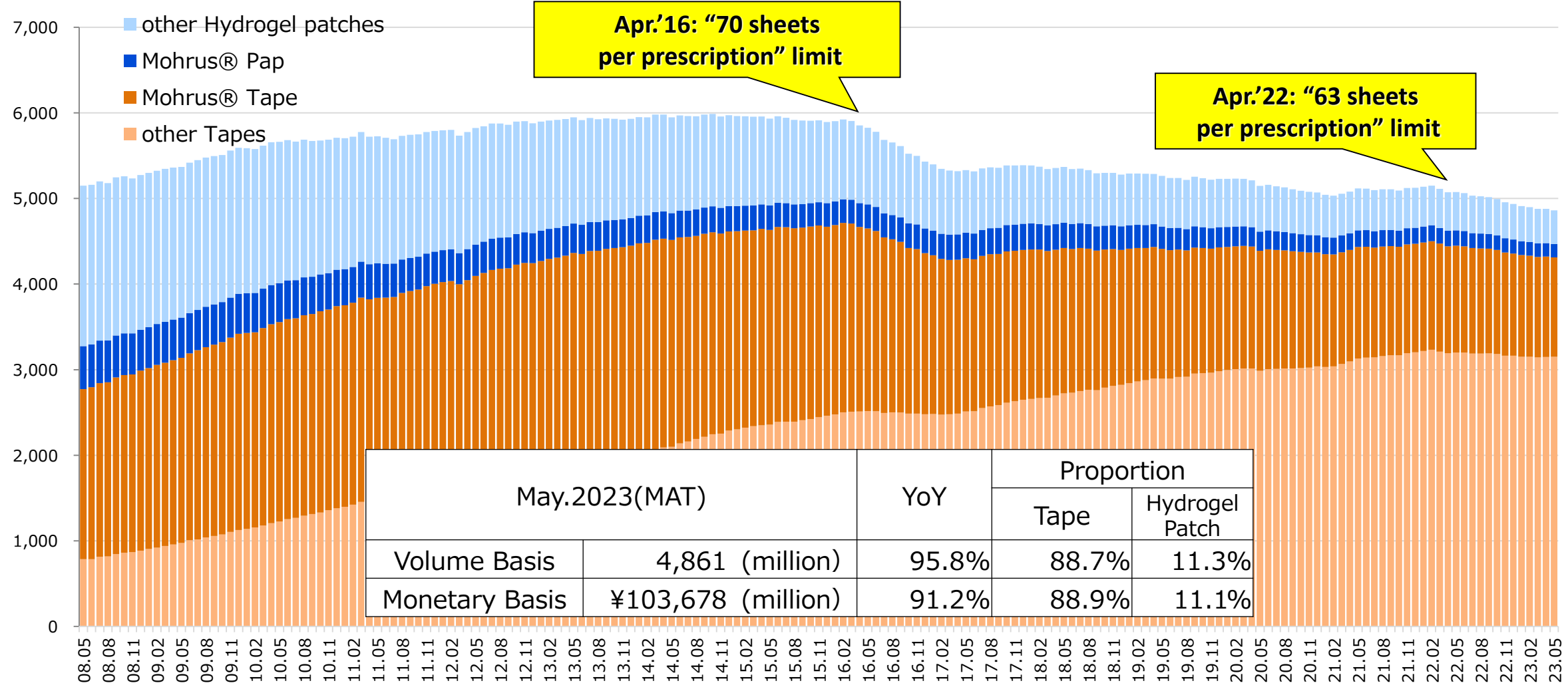




7. Trends of second-generation non-steroidal anti-inflammatory patch(Topical formulations) in Japan

Market trends on volume basis

Number of patches (Million)

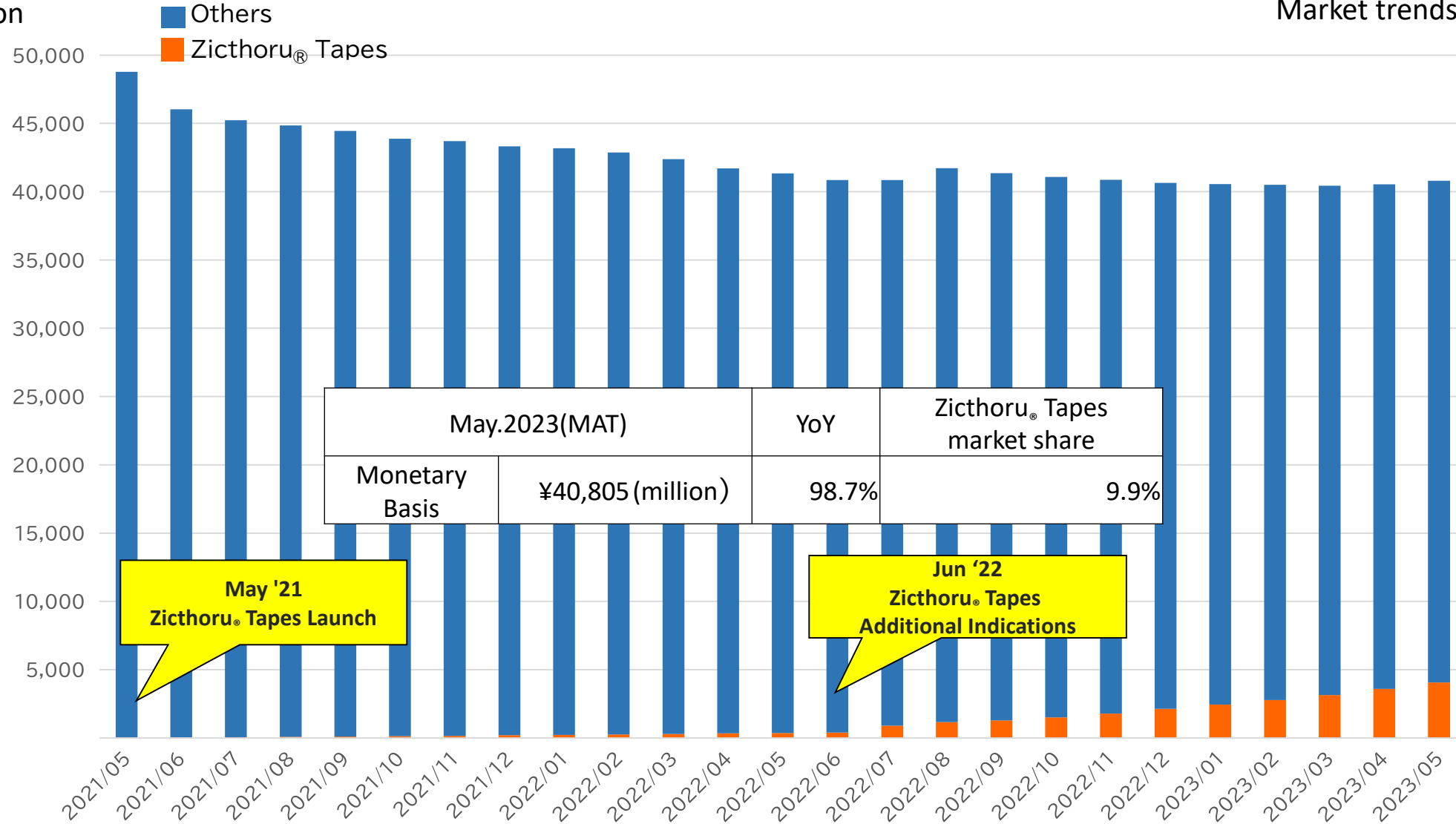




8. Trends of nonsteroidal anti-inflammatory drugs (Systemic formulations) Market Trend in Japan

Unit:¥ Million

Market trends on value basis



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9. R&D Pipeline

	Stage	Theme	Target	Dosage Form	Characteristics	Next Step
1	Launched on Jun. 5th, FY23	ATS (XELSTRYM™)	USA	Patch	Attention Deficit Hyperactivity Disorder(ADHD)	-
2	Launched on Jun. 1th, FY23	HP-5070 (APOHIDE® Lotion)	JPN	Lotion	Primary palmar hyperhidrosis	-
3	Approved	OABLOK® EX PATCH (Neoxy® Tapes)	Asia	Patch	Overactive bladder	To be launched In FY24
4	Approved	ALLESAGA® PATCH (Allesaga® Tapes)	Asia	Patch	Allergic rhinitis	To be launched In FY24
5	Phase3	HP-5000	USA	Patch	Osteoarthritis of the knee	Under consideration
6	Phase1	HP-6050	JPN	Non-disclosure	Non-disclosure	Phase 2 start in FY2023

※Yellow-highlighted parts are changes from the previous announcement made on Apr.13th,2023



Our commitments originate from each individual's determination to "start something good for ecology (eco)!"

Hisamitsu Pharmaceutical has designed the "HELLO! eco!" mark as a symbol of its environmental activities, and products that have met the ecology standards that our company has established will display the "HELLO! eco!" mark sequentially.

Hisamitsu.

