



Hisamitsu Pharmaceutical Co., Inc.

Q2 FY02/2009 Results

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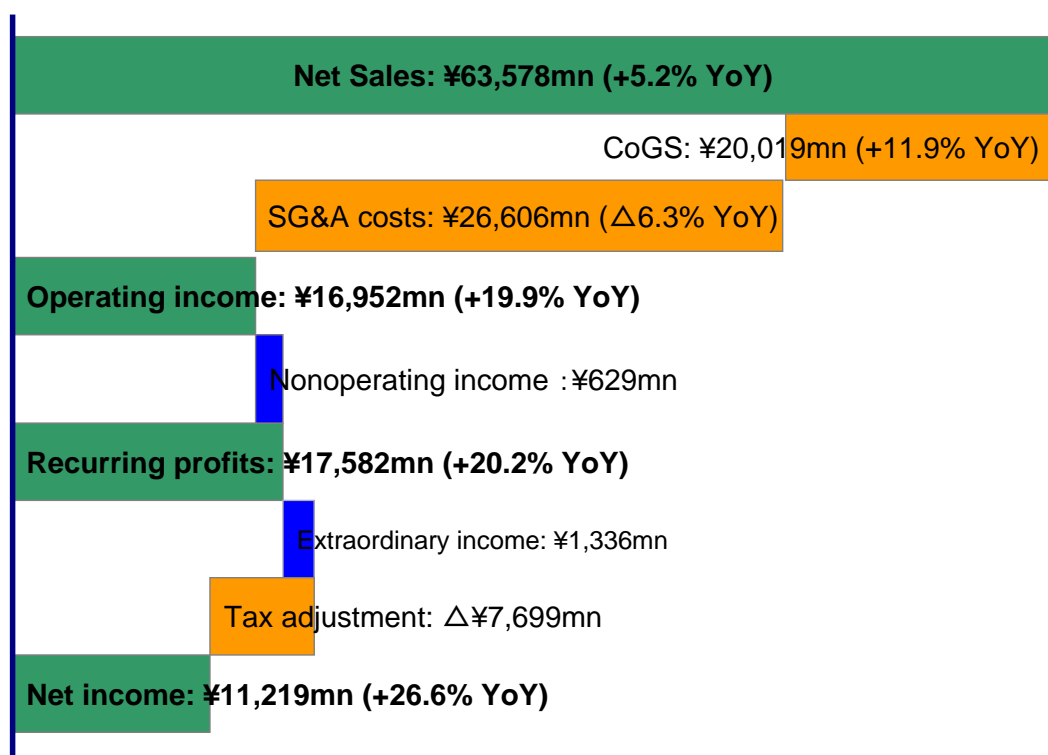
Oct 9th, 2008

Patch and Care of People around the World

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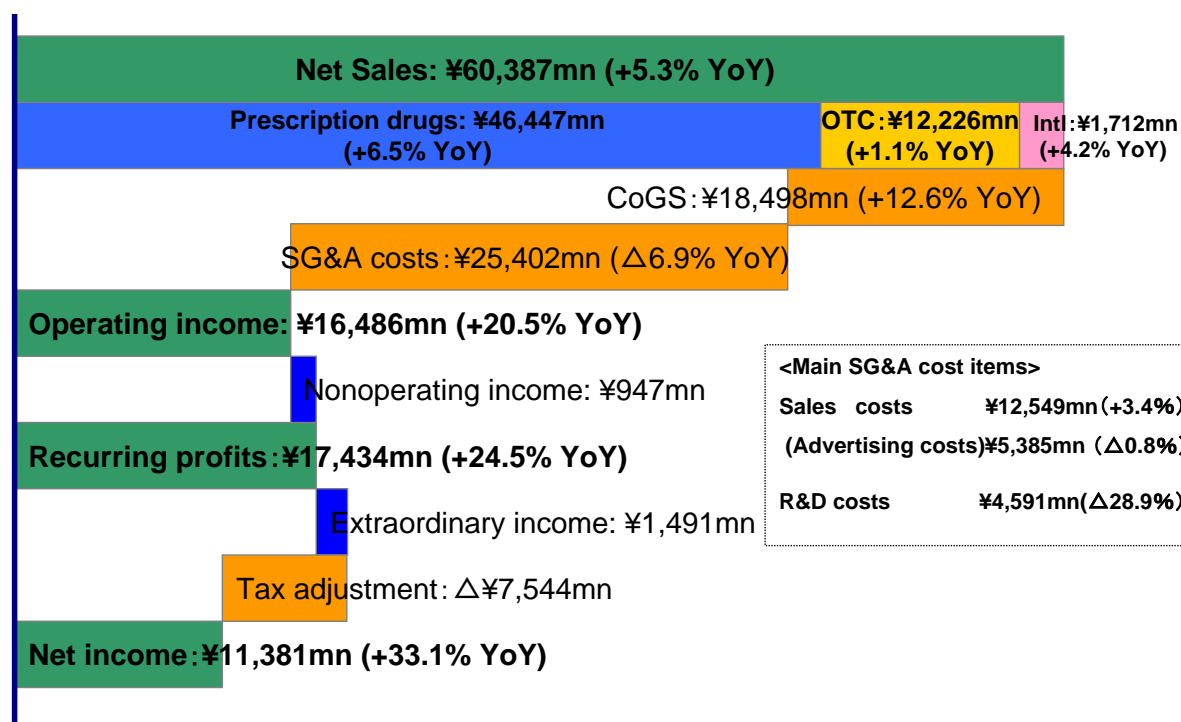
Consolidated P/L



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(Unit: ¥mn)

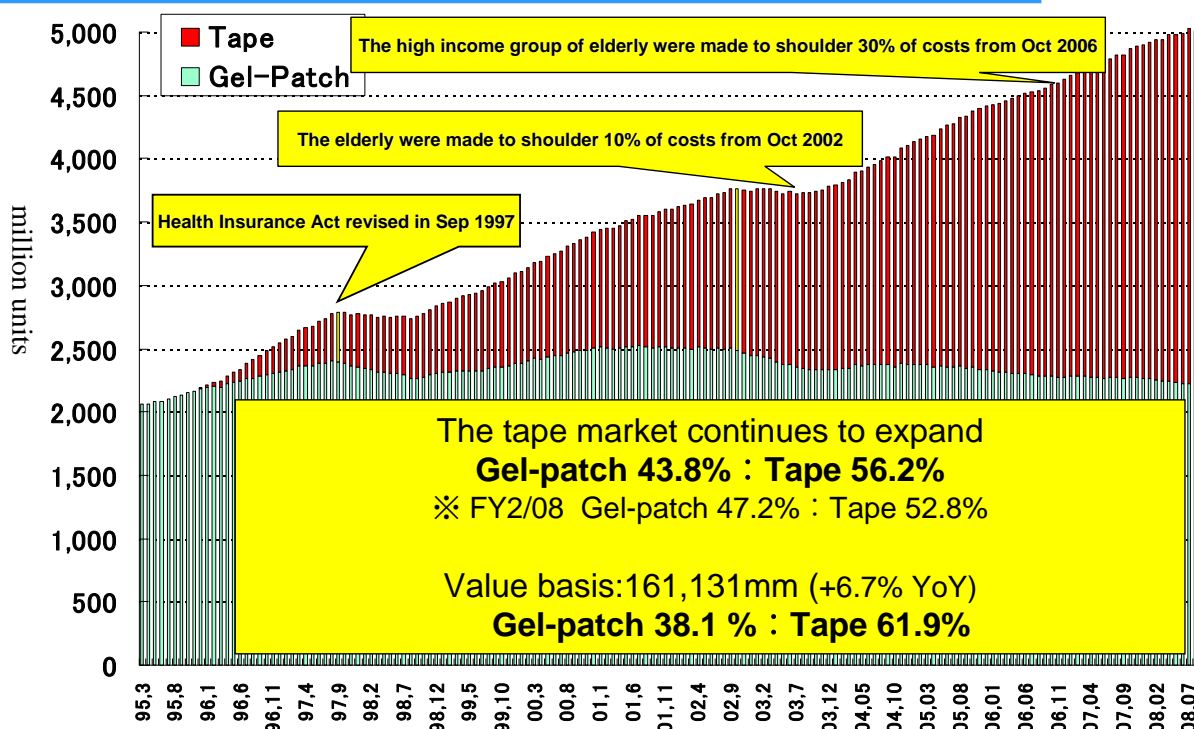
	Q2FY2/09	YoY change (%)	FY2/09 Target	Targeted YoY increase
Mohrus tape	35,492	+ 10.9%	72,000	+ 10.3%
(Mohrus Tape L)	15,014	+ 26.2%	31,000	+ 22.9%
Mohrus	6,301	Δ 6.7%	12,500	Δ 3.7%
Naboal	1,007	Δ 8.3%	2,000	Δ 3.5%
Inside Pap	517	Δ 14.8%	850	Δ 26.5%
Salonpas	3,677	+ 0.5%	7,200	+ 4.3%
Salonsip	2,344	Δ 0.9%	4,200	+ 0.3%
Air-Salonpas	1,604	+ 38.5%	2,100	+ 19.2%
Butenalock	1,389	Δ 4.3%	2,300	Δ 10.1%
Feitas	2,103	Δ 3.3%	4,500	+ 11.3%

Summary of Profit and Loss (Y o Y)

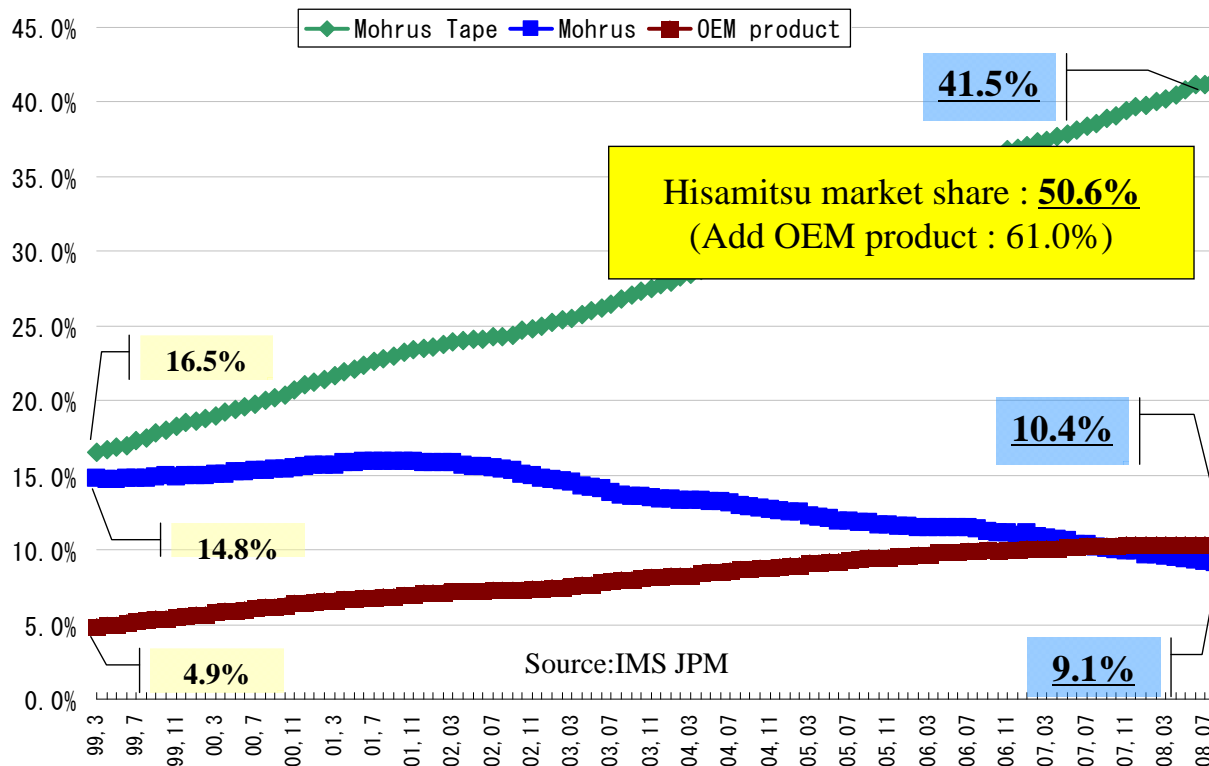
- **Sales : +5.2%**
 - Rx Business Div.: Favorable transition of sales of Mohrus Tape and Mohrus Tape L
- **Cost of sales : +11.9%**
 - National Health Insurance price reduction rate of hisamitsu : 3.9%
 - New plants operation at Tosu factory (November 2007 ~),new production line operation for FS-67 approved by U.S.FDA,change of depreciation rule
- **Sales management expense : +1.2%**
 - R&D cost ⇒ Presence of new commodity introduction cost
- **Nonoperating,Extraordinary balance : +202.1%**
 - Upfront and mileston payments for out-licensing of HFT-290
 - Increase of dividend due to liquidation of an affiliated company (consolidated setoff)
 - Reversal of allowances in relation to subsidiary companies (consolidated setoff)

The second generation anti-inflammatory analgesic patches market in Japan (Quantity)

Source:IMS JPM



Domestic market share



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R&D Pipeline

Stage	Theme	Country	Dosage form	Characteristics	Next step
Filed	SG-01	J	Patch	Bedsore, etc. (Medical equipment)	Planned approval in FY08
Filed	HFT-290	J	Patch	Alleviation of cancer pain	Planned approval in FY09
Filed	KPT-220	J	Patch	Relief of pain in rheumatoid arthritis	Planned approval in FY10
Filed	HFG-512	US	Patch	Alleviation of moderate to severe chronic pain	Nondisclosure of information
Filing being prepared	BTDS (obtained exclusive sales rights in Japan from Mundipharma K.K.)	J	Patch	Alleviation of non-cancer pain	Filed in FY08
P III	HKT-500	US	Patch	Short term management of mild to moderate localized pain	Filed in FY10
P II	HTU-520	J	Patch	Tinea unguium	P III in FY10
P II	HOB-294	J	Patch	Overactive bladder	P III in FY10

* Yellow-highlighted parts are changes from the previous announcement made on July 1.

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- **KPT-220 (Japan: Alleviation of pain in rheumatoid arthritis)**
 - Although the application was filed in September 07, anticipated to be approved in FY10, because the reviews of Ministry of Health, Labour and Welfare are congested.
- **HFG-512 (US: Alleviation of moderate to severe chronic pain)**
 - Along with changes in the label of a branded product, a clinical trial has been required additionally.
 - Because of competitive nature of GE market, expected approval date is subject to being non-disclosed.

- **HKT-500 (US: Alleviation of joint pain, low back pain and myalgia)**
 - The clinical study for pain in OA knee did not show significantly statistical difference from placebo.
 - Other two clinical trials (pain in shoulder and ankle) are implemented.
 - Application planned to be filed in FY10.
- **HOB-294 (Japan: Overactive bladder)**
 - Although its clinical development program has been suspended in FY05, at the end of P1, we have resumed the program from P2 because of its marketability.
 - PIII study will be started in FY10.

“Improving Quality of Life (QOL) for People in the World”

Oct 9th, 2008

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