

Q3 FY2/10

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.

Jan 8th, 2010

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

Consolidated financial statement

Jan 8th, 2010

<Balance sheet>	2006.2	2007.2	2007.5	2007.8	2007.11	2008.2	2008.5	2008.8	2008.11	2009.2	2009.5	2009.8	2009.11	As a %
(Unit: ¥mn)	Q4	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	of total
Current assets	74,560	72,466	72,535	78,491	80,836	80,488	82,205	96,214	90,804	95,009	88,529	83,662	90,210	44.2%
Cash & deposits	36,579	29,817	26,207	27,907	28,618	36,129	29,964	36,994	31,784	39,354	29,220	18,440	26,367	
Notes and accounts receivable	23,820	28,386	32,267	35,170	35,652	31,307	37,411	42,553	39,872	39,415	41,324	41,285	40,115	
Marketable securities	849	3,111	2,710	2,516	2,017	2,332	3,165	4,027	4,113	4,169	4,347	5,462	2,607	
Inventory	8,526	8,931	8,642	8,574	8,496	8,635	8,824	8,347	8,999	9,180	9,672	11,246	11,122	
Deferred tax assets	1,415	1,251	1,229	1,244	1,237	1,345	1,335	1,344	1,336	2,133	2,180	2,846	2,946	
Other current assets	3,496	1,123	1,654	3,268	5,010	909	1,706	3,180	4,917	975	2,009	4,603	7,265	
Bad debt provision	-128	-156	-176	-190	-195	-171	-202	-233	-219	-217	-225	-220	-215	
Fixed assets	62,024	68,676	67,766	69,002	70,522	69,262	70,854	71,444	72,111	72,632	74,351	114,435	113,728	55.8%
Tangible fixed assets	36,169	38,497	38,285	38,851	40,416	40,299	39,790	39,932	39,644	40,325	40,576	44,027	44,576	
Buildings and structures	13,071	13,445	13,185	13,172	17,719	16,668	16,398	16,218	15,906	15,971	15,464	18,020	17,851	
Machinery and transport equipment	5,266	5,786	5,424	5,180	6,303	7,023	7,050	6,793	6,893	6,589	6,583	7,978	7,649	
Tools, instruments, etc.	3,157	2,486	2,453	1,851	1,891	2,052	1,982	2,050	2,138	2,287	2,191	2,226	2,387	
Land	11,346	11,354	11,356	11,364	11,362	11,374	11,366	11,412	11,411	11,389	11,394	11,647	11,650	
Construction in progress	3,326	5,424	5,865	7,282	3,139	3,181	2,992	3,457	3,294	4,088	4,906	4,040	4,924	
Lease assets											35	117	112	
Intangible fixed assets	8,759	6,403	5,870	6,527	5,999	5,464	4,930	4,388	5,331	4,840	4,283	31,106	30,848	
Investments, etc.	17,095	23,775	23,610	23,628	24,106	23,497	26,132	27,123	27,135	27,466	29,491	39,301	38,303	
Investment securities	13,767	17,935	18,189	17,021	16,762	14,872	17,902	16,517	13,790	13,465	14,605	20,297	18,486	
Long-term loans	800	855	500	375	375	312	312	250	250	361	358	286	283	
Deferred tax assets	796	-	-	989	1,319	2,154	1,627	2,264	3,507	4,588	3,822	9,216	9,518	
Other	2,079	5,148	5,083	5,404	5,815	6,316	6,447	8,249	9,745	9,206	10,837	9,634	10,157	
Bad debt provision	-348	-164	-162	-167	-165	-159	-157	-158	-157	-154	-132	-132	-140	
Total assets	136,584	141,143	140,302	147,494	151,359	149,750	153,060	167,658	162,915	167,642	162,880	198,098	203,938	
Current liabilities	34,177	27,919	24,825	30,515	31,128	27,606	27,795	36,863	32,773	34,646	29,907	42,724	49,960	24.5%
Notes and accounts payable	10,129	9,004	9,943	10,627	10,957	9,933	12,792	14,265	14,530	13,062	12,528	12,124	12,650	
Short-term borrowing	5,822	3,467	944	836	854	1,038	1,103	1,151	981	1,047	1,106	6,039	15,004	
Accrued expenses	8,947	9,254	6,737	8,397	7,677	7,699	6,661	9,164	7,038	9,936	9,034	8,058	5,949	
Unpaid tax, etc.	6,846	4,530	3,518	5,952	5,564	6,980	3,454	7,656	4,504	8,838	3,046	5,947	2,882	
Reserve for returned goods unsold	220	167	158	161	161	157	201	215	210	213	264	246	230	
Bonus reserves	617	688	230	849	238	808	237	879	232	844	236	942	248	
Other current liabilities	1,593	805	3,292	3,690	5,674	988	3,344	3,531	5,276	704	3,690	9,368	12,993	
Fixed liabilities	11,142	9,257	8,534	8,111	8,244	8,215	8,298	8,450	8,691	8,890	8,852	25,303	24,657	12.1%
Long-term borrowing	3,549	1,058	1,083	1,055	1,038	842	824	760	782	881	806	10,799	10,689	
Deferred tax liabilities	1,887	2,579	2,451	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,200	
Pension provisions	4,537	4,384	3,733	3,809	3,931	4,071	4,151	4,302	4,459	4,554	4,596	4,651	4,675	
Reserve for directors' retirement benefits	1,078	1,166	1,203	1,027	1,064	1,102	1,116	1,123	1,148	1,172	1,112	1,133	1,153	
Other fixed liabilities	89	69	62	53	46	35	41	99	137	117	172	6,556	5,938	
Total liabilities	45,320	37,176	33,360	38,626	39,373	35,819	36,094	45,314	41,465	43,536	38,759	68,028	74,617	36.6%
Owners' Equity	85,716	96,486	99,661	103,211	106,959	110,376	112,981	118,900	120,019	123,948	122,648	127,266	130,361	63.9%
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 reserves	-	-	-	-	-	-	-	-	-	-	-	-	-	
Capital surplus	8,289	8,376	8,376	8,376	8,376	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	
Retained earnings	81,460	92,137	95,314	98,868	102,618	106,010	108,616	114,543	115,716	119,650	121,253	125,872	129,395	
Treasury stock	-12,506	-12,501	-12,503	-12,507	-12,509	-12,504	-12,505	-12,513	-12,567	-12,571	-15,474	-15,476	-15,904	
Net unrealized gain and translation adjustment	4,802	6,744	6,544	4,884	4,252	2,803	3,258	2,688	637	-561	743	2,058	-1,861	-0.9%
Other marketable securities revaluation account	2,858	4,248	4,056	2,220	1,751	326	1,145	277	-1,559	-2,154	-991	182	-1,152	
Land revaluation account	2,780	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	
Forex adjustment account	-836	-692	-700	-523	-687	-712	-1,074	-777	-991	-1,596	-1,453	-1,313	-3,897	
Revaluation account	-	-	-	-	-	-	-	-	-	-	-	-	-	
Consolidated surplus	-	-	-	-	-	-	-	-	-	-	-	-	-	
Minority interest	744	735	736	771	774	750	725	755	794	719	728	745	821	0.4%
Total Net assets	91,262	103,966	106,942	108,868	111,986	113,929	116,965	122,344	121,450	124,105	124,120	130,070	129,321	63.4%
Liabilities and Net assets	136,584	141,143	140,302	147,494	151,359	149,750	153,060	167,658	162,915	167,642	162,880	198,098	203,938	

Consolidated financial statement

Jan 8th, 2010

<Income statement> (Unit: ¥mn)	2006.2 Q4	2007.2 Q4	2007.5 Q1	2007.8 Q2	2007.11 Q3	2008.2 Q4	2008.5 Q1	2008.8 Q2	2008.11 Q3	2009.2 Q4	2009.5 Q1	2009.8 Q2	2009.11 Q3	YoY
Sales	102,665	109,791	29,373	60,383	91,336	119,061	30,033	63,578	93,654	124,655	30,328	64,801	98,378	+5.0%
CoGS	29,840	32,903	8,605	17,890	27,119	36,101	9,364	20,019	29,875	39,884	9,803	20,759	31,581	+5.7%
(as a % of sales)	29.1%	30.0%	29.3%	29.6%	29.7%	30.3%	31.2%	31.5%	31.9%	32.0%	32.3%	32.0%	32.1%	
Gross profits	72,824	76,888	20,768	42,492	64,217	82,960	20,668	43,559	63,778	84,771	20,525	44,042	66,797	+4.7%
(as a % of sales)	70.9%	70.0%	70.7%	70.4%	70.3%	69.7%	68.8%	68.5%	68.1%	68.0%	67.7%	68.0%	67.9%	
SG&A expenses	50,054	50,754	12,274	28,365	39,776	53,888	12,245	26,606	38,685	52,239	13,373	28,449	41,786	+8.0%
(as a % of sales)	48.7%	46.2%	41.8%	47.0%	43.5%	45.3%	40.8%	41.8%	41.3%	41.9%	44.1%	43.9%	42.5%	
Advertising costs	8,492	10,347	2,838	5,572	7,562	9,595	2,911	5,620	7,460	9,306	2,720	5,624	7,449	△.1%
Sales promotion costs	10,524	10,466	2,506	5,445	7,957	11,838	2,385	5,734	8,135	11,029	2,820	6,450	9,304	+14.4%
R&D spending	11,267	9,295	1,866	6,543	8,442	11,234	1,990	4,591	6,984	9,615	2,093	4,393	6,637	△5.0%
Other SG&A expenses	19,771	20,646	5,064	10,805	15,815	21,221	4,959	10,661	16,106	22,289	5,740	11,982	18,396	+14.2%
Operating profits	22,770	26,134	8,494	14,127	24,440	29,071	8,422	16,952	25,092	32,532	7,152	15,592	25,010	△.3%
(as a % of sales)	22.2%	23.8%	28.9%	23.4%	26.8%	24.4%	28.0%	26.7%	26.8%	26.1%	23.6%	24.1%	25.4%	△5.1%
Nonoperating income	1,568	1,034	367	571	846	1,422	218	712	964	1,319	263	616	1,378	
Interest received	50	74	27	78	107	152	38	114	180	237	33	70	75	
Dividends received	83	118	14	87	122	170	28	140	168	241	26	156	183	
Equity-method investment profits	112	0	22	53	82	264	13	20	28	42	25	49	77	
Amortisation of consolidated adjustment accou	24	23	5	11	17	24	-	-	-	-	-	-	-	
Other	1,296	817	296	340	516	809	137	435	586	799	177	341	1,042	
Nonoperating expenses	178	167	31	78	177	288	43	82	905	1,375	26	131	289	
Interest paid	41	41	9	17	17	21	5	9	14	19	5	17	60	
Other	137	125	21	60	160	266	38	72	891	1,356	20	114	229	
Recurring profits	24,159	27,001	8,830	14,620	25,109	30,204	8,597	17,582	25,151	32,476	7,388	16,077	26,100	+3.8%
(as a % of sales)	23.5%	24.6%	30.1%	24.2%	27.5%	25.4%	28.6%	27.7%	26.9%	26.1%	24.4%	24.8%	26.5%	
Extraordinary profits	1,510	42	177	351	527	707	270	1,448	1,626	1,854	333	334	1,316	
Profit on sale of fixed assets	0	0	-	-	-	-	-	-	-	-	-	-	-	
Public subsidies	1	-	-	-	-	-	92	92	92	92	310	310	310	
Reversal of allowance for doubtful receivables	25	41	1	1	1	5	1	4	5	4	23	23	23	
Other	1,483	-	175	350	526	701	175	1,350	1,527	1,757	-	1	982	
Extraordinary losses	1,163	1,125	153	193	212	705	92	111	1,300	2,122	347	358	368	
Losses on fixed asset disposal	380	346	19	31	50	121	0	18	90	515	2	14	24	
Losses on fixed asset reduction	-	-	-	-	-	-	92	92	92	92	294	294	294	
Impairment loss	-	154	-	-	-	-	-	-	-	-	50	50	50	
Valuation losses on investment securities	-	-	-	22	22	22	-	-	1,116	1,509	-	-	-	
Transfer to bad debt provisions	-	-	-	-	-	-	-	-	-	-	-	-	-	
Valuation losses on memberships	1	-	-	5	5	5	-	-	-	-	-	-	-	
Other	781	623	133	133	133	556	-	-	-	4	-	-	-	
Net profit before tax, etc.	24,507	25,917	8,854	14,778	25,425	30,206	8,774	18,919	25,477	32,208	7,374	16,052	27,048	+6.2%
Taxes	10,831	9,365	3,490	5,892	10,123	11,521	3,476	7,642	10,256	14,584	3,005	6,546	10,991	
Tax adjustment	-828	693	17	-41	-51	-44	-3	-	-68	-1,564	-62	-110	-122	
Minority interest (subtracted)	55	11	39	67	81	66	33	57	101	67	35	46	80	
Net profits	14,448	15,847	5,306	8,860	15,271	18,663	5,268	11,219	15,186	19,120	4,396	9,569	16,099	+6.0%
(as a % of sales)	14.1%	14.4%	18.1%	14.7%	16.7%	15.7%	17.5%	17.6%	16.2%	15.3%	14.5%	14.8%	16.4%	
Capex	15,974	7,211		3,603		7,545		1,989		7,415			2,651	
(as a % of sales)	15.6%	6.6%		6.0%		6.3%		3.1%		5.9%			4.1%	
Depreciation	3,114	3,118		1,495		3,434		2,145		4,765			2,228	
(as a % of sales)	3.0%	2.8%		2.5%		2.9%		3.4%		3.8%			3.4%	
Goodwill amortization	2,222	2,117		1,012		2,057		1,057		2,114			1,051	
(as a % of sales)	2.2%	1.9%		1.7%		1.7%		1.7%		1.7%			1.6%	
Number of employees	1,671	1,628		1,722		1,752		1,865		1,890			2,636	

Non-consolidated financial statement

Jan 8th, 2010

<Balance sheet> (Unit: ¥mn)	2006.2 Q4	2007.2 Q4	2007.5 Q1	2007.8 Q2	2007.11 Q3	2008.2 Q4	2008.5 Q1	2008.8 Q2	2008.11 Q3	2009.2 Q4	2009.5 Q1	2009.8 Q2	2009.11 Q3	As a % of total
Current assets	70,690	69,142	68,968	74,387	76,520	76,527	78,038	91,543	86,449	91,286	84,952	67,032	74,614	40.0%
Cash & deposits	33,866	27,801	23,910	25,361	25,845	33,842	27,169	33,994	29,242	36,921	27,074	12,538	19,209	
Notes receivable	1,559	2,560	107	166	125	152	80	215	203	329	253	283	251	
Accounts receivable	21,942	25,605	31,969	34,736	35,269	30,561	36,933	41,820	39,131	38,708	40,712	39,263	38,311	
Marketable securities	799	2,997	2,597	2,397	1,896	2,280	3,119	3,977	4,065	4,126	4,301	0	0	
Inventory	7,671	8,062	7,818	7,625	7,621	7,762	8,043	7,447	8,206	8,367	8,857	8,930	8,912	
Deferred tax assets	1,392	1,155	1,155	1,155	1,155	1,319	1,319	1,319	1,319	2,150	2,150	2,150	2,150	
Other current assets	3,581	1,106	1,578	3,127	4,794	772	1,569	2,992	4,491	891	1,820	4,077	5,986	
Bad debt provision	-123	-148	-168	-183	-188	-163	-197	-223	-209	-208	-218	-210	-205	
Fixed assets	57,491	63,324	63,344	65,000	66,555	64,781	66,753	67,200	67,995	68,760	70,578	111,610	111,932	60.0%
Tangible fixed assets	30,618	33,167	32,857	33,376	35,020	34,939	34,519	34,547	34,388	35,142	35,369	35,311	36,153	
Buildings	9,070	9,471	9,263	9,098	13,684	12,620	12,338	12,124	11,896	12,070	11,574	12,539	12,479	
Machinery and equipment	7,327	7,374	7,025	6,100	7,333	8,278	8,291	8,028	8,277	8,033	7,912	8,147	8,157	
Land	10,890	10,891	10,891	10,891	10,891	10,902	10,902	10,937	10,948	10,948	10,948	10,948	10,966	
Construction in progress	3,330	5,429	5,676	7,285	3,110	3,137	2,986	3,457	3,265	4,088	4,898	3,634	4,510	
Lease assets											35	41	39	
Intangible fixed assets	6,531	4,755	5,839	6,499	5,974	5,439	4,909	4,370	5,317	4,831	4,274	3,746	3,298	
Investments, etc.	20,341	25,401	24,647	25,119	25,560	24,402	27,324	28,282	28,289	28,787	30,934	72,553	72,480	
Investment securities	12,986	16,585	16,843	15,676	15,404	13,326	16,367	15,219	12,516	12,255	14,596	15,508	13,819	
Advances to and shares in related companies	4,377	3,729	3,017	3,011	2,994	2,995	2,995	3,035	3,035	2,973	2,973	44,585	44,870	
Long-term loans	1,618	1,311	1,172	1,124	1,065	995	959	790	740	582	557	431	621	
Deferred tax assets	1,902	272	395	1,630	1,943	2,451	1,908	2,498	3,722	4,809	4,027	3,239	4,135	
Other investments, etc.	1,812	4,572	4,275	4,631	5,063	5,563	5,997	7,519	9,013	8,954	9,502	9,444	9,640	
Provision for losses on investments	-1,167	-235	-235	-169	-169	-183	-178	-138	-138	-263	-229	-192	-161	
Bad debt provision	-1,188	-835	-823	-783	-740	-745	-725	-641	-599	-525	-493	-464	-446	
Total assets	128,181	132,466	132,312	139,382	143,075	141,308	144,792	158,744	154,445	160,046	155,530	178,643	186,546	
Current liabilities	31,627	25,335	21,713	27,257	27,686	24,445	24,593	32,996	29,321	31,346	26,964	33,821	40,152	21.5%
Notes payable and Accounts payable	8,330	6,901	7,566	7,883	8,444	7,895	10,609	11,415	11,939	11,006	10,684	9,225	8,984	
short-term debt	-	-	-	-	-	-	-	-	-	-	-	5,000	14,000	
Long-term debt due within 1 yr	5,000	2,500	-	-	-	-	-	-	-	-	-	-	-	
Accrued and unpaid expenses	9,688	10,239	8,550	9,163	8,486	8,013	8,324	9,729	7,659	10,215	11,014	9,473	8,840	
Unpaid tax, etc.	6,697	4,433	3,474	5,828	5,436	6,831	3,382	7,494	4,380	8,693	2,911	5,705	2,695	
Bonus reserves	594	663	206	817	209	783	205	838	192	811	201	902	213	
Reserve for returned goods unsold	220	167	158	161	161	157	201	215	210	213	264	246	230	
Provision for losses on debt guarantees	159	136	136	190	190	196	179	196	196	210	179	179	179	
Other current liabilities	936	292	1,620	3,211	4,758	567	1,690	3,106	4,742	194	1,709	3,089	5,008	
Fixed liabilities	8,352	6,271	6,952	6,851	7,010	7,176	7,280	7,418	7,591	7,738	7,752	17,817	17,867	9.6%
Long-term borrowing	2,500	-	-	-	-	-	-	-	-	-	-	10,000	10,000	
Provision for pension and remuneration obligation	3,951	4,091	4,773	4,671	4,831	4,995	5,099	5,237	5,412	5,551	5,535	5,597	5,649	
Deferred tax liabilities related to revaluation	1,887	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164	
Other fixed liabilities	13	15	15	15	15	17	17	17	15	22	53	55	53	
Total liabilities	39,979	31,607	28,666	34,108	34,697	31,622	31,873	40,414	36,913	39,084	34,717	51,639	58,019	31.1%
Owners' Equity	82,700	93,526	96,494	99,939	103,506	106,214	108,646	114,925	115,933	119,942	118,641	123,672	126,515	67.8%
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	78,448	89,282	92,253	95,701	99,270	101,979	104,413	110,699	111,761	115,774	117,376	122,407	125,679	
Voluntary reserve	62,000	72,000	82,000	82,000	82,000	82,000	94,000	94,000	94,000	94,000	104,000	104,000	104,000	
Unappropriated profit for the year (net profit)	16,448	17,282	10,253	13,701	17,270	19,979	10,413	16,699	17,761	21,774	13,376	18,407	21,679	
Treasury stock	-12,462	-12,472	-12,474	-12,477	-12,479	-12,480	-12,482	-12,489	-12,544	-12,547	-15,450	-15,451	-15,879	
Net unrealized gain and translation adjustments	5,499	7,333	7,151	5,323	4,871	3,472	4,272	3,403	1,598	1,019	2,171	3,331	2,011	1.1%
Marketable securities revaluation account	2,719	4,144	3,962	2,145	1,683	283	3,188	215	-1,589	-2,169	-1,016	143	-1,177	
Revaluation account	2,780	3,188	3,188	3,188	3,188	3,188	1,083	3,188	3,188	3,188	3,188	3,188	3,188	
Total Net assets	88,202	100,859	103,646	105,273	108,378	109,686	112,918	118,329	117,532	120,962	120,813	127,003	128,527	68.9%
Liabilities and Net assets	128,181	132,446	132,312	139,382	143,075	141,308	144,792	158,744	154,445	160,046	155,530	178,643	186,546	

Non-consolidated financial statement

Jan 8th, 2010

<Income statement>	2006.2	2007.2	2007.5	2007.8	2007.11	2008.2	2008.5	2008.8	2008.11	2009.2	2009.5	2009.8	2009.11	YoY
(Unit: ¥mn)	Q4	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
Sales	97,169	104,037	27,785	57,366	86,752	112,635	28,475	60,387	88,664	118,142	28,893	61,828	93,056	+5.0%
Prescription drugs	74,932	79,169	21,060	43,626	67,155	87,417	22,419	46,447	69,513	92,775	22,242	48,268	73,820	+6.2%
OTC products	19,432	21,631	5,917	12,096	17,207	21,946	5,394	12,226	16,661	21,668	5,696	11,464	16,225	△2.6%
International business	2,804	3,236	808	1,643	2,389	3,270	661	1,712	2,489	3,698	955	2,096	3,010	+20.9%
CoGS	26,911	30,075	7,860	16,426	24,985	33,128	8,613	18,498	27,561	36,906	9,055	19,256	28,799	+4.5%
(as a % of sales)	27.7%	28.9%	28.3%	28.6%	28.8%	29.4%	30.2%	30.6%	31.1%	31.2%	31.3%	31.1%	30.9%	-0.5%
Gross profits	70,258	73,961	19,925	40,940	61,767	79,507	19,862	41,889	61,103	81,236	19,838	42,572	64,257	+5.2%
(as a % of sales)	72.3%	71.1%	71.7%	71.4%	71.2%	70.6%	69.8%	69.4%	68.9%	68.8%	68.7%	68.9%	69.1%	
SG&A expenses	47,392	48,047	11,678	27,262	37,981	51,240	11,816	25,402	36,675	49,342	12,797	27,357	39,513	+7.7%
(as a % of sales)	48.8%	46.2%	42.0%	47.5%	43.8%	45.5%	41.5%	42.1%	41.4%	41.8%	44.3%	44.2%	42.5%	
Sales costs	20,826	22,736	5,892	12,133	17,241	23,425	6,117	12,549	17,269	22,344	6,085	13,334	18,561	+7.5%
Advertising costs	8,099	9,913	2,756	5,426	7,339	9,131	2,866	5,385	7,000	8,613	2,577	5,456	7,164	+2.3%
(as a % of sales)	8.3%	9.5%	9.9%	9.5%	8.5%	8.1%	10.1%	8.9%	7.9%	7.3%	8.9%	8.8%	7.7%	
R&D spending	11,334	9,416	1,866	6,452	8,437	11,253	1,990	4,591	6,979	9,609	2,092	4,393	6,521	△6.6%
(as a % of sales)	11.7%	9.1%	6.7%	11.2%	9.7%	10.0%	7.0%	7.6%	7.9%	8.1%	7.2%	7.1%	7.0%	
Administration costs	15,232	15,895	3,920	8,677	12,303	16,562	3,709	8,262	12,427	17,389	4,620	9,630	14,431	+16.1%
Operating profits	22,865	25,914	8,246	13,677	23,786	28,265	8,045	16,486	24,427	31,893	7,040	15,214	24,744	+1.3%
(as a % of sales)	23.5%	24.9%	29.7%	23.8%	27.4%	25.1%	28.3%	27.3%	27.6%	27.0%	24.4%	24.6%	26.6%	
Nonoperating balance	578	891	266	324	420	644	210	947	360	284	222	434	418	
Nonoperating income	1,373	967	280	452	669	942	222	977	1,164	1,438	232	561	692	
Nonoperating expenses	795	75	13	127	249	298	12	29	804	1,154	9	126	274	
Recurring profits	23,444	26,805	8,513	14,001	24,206	28,909	8,256	17,434	24,787	32,177	7,263	15,648	25,163	+1.5%
(as a % of sales)	24.1%	25.8%	30.6%	24.4%	27.9%	25.7%	29.0%	28.9%	28.0%	27.2%	25.1%	25.3%	27.0%	
Extraordinary balance	-381	-484	-11	226	421	87	217	1,491	523	-112	62	120	1,147	
Extraordinary profits	1,600	751	187	471	688	852	217	1,502	1,721	1,977	277	344	1,375	
Extraordinary losses	1,981	1,236	199	248	266	765	0	10	1,198	2,089	215	223	228	
Pretax profits	23,062	26,321	8,502	14,225	24,628	28,997	8,473	18,925	25,310	32,065	7,325	15,769	26,310	+4.0%
Tax, etc.	10,520	9,142	3,402	5,677	9,850	11,231	3,378	7,544	10,072	14,337	2,929	6,343	10,630	
Tax adjustment	-1,307	1,176	-	-	-	278	0	0	0	-1,524	0	0	0	
Effective tax rate	39.9%	39.2%	40.0%	39.9%	40.0%	39.7%	39.9%	39.9%	39.8%	40.0%	40.0%	40.2%	40.4%	
Net profits	13,850	16,003	5,099	8,547	14,777	17,487	5,095	11,381	15,238	19,251	4,395	9,426	15,680	+2.9%
(as a % of sales)	14.3%	15.4%	18.4%	14.9%	17.0%	15.5%	17.9%	18.8%	17.2%	16.3%	15.2%	15.2%	16.9%	
Capex	12,704	6,866		3,355		7,117		1,657		6,739		2,394		
(as a % of sales)	13.1%	6.6%		5.8%		6.3%		2.7%		5.7%		3.9%		
Depreciation	2,510	2,889		1,288		2,999		1,937		4,336		1,993		
(as a % of sales)	2.6%	2.6%		2.2%		2.7%		3.2%		3.7%		3.2%		
Goodwill amortization	1,664	1,572		1,006		2,057		1,051		2,102		1,051		
(as a % of sales)	1.7%	1.5%		1.8%		1.8%		1.7%		1.8%		1.7%		
Number of employees	1,180	1,137		1,190		1,216		1,297		1,285		1,410		
Major products														
Mohrus tape	50,968	56,189	15,408	31,993	49,572	65,280	17,101	35,492	53,447	71,897	17,377	37,735	58,060	+8.6%
Mohrus	14,064	13,490	3,234	6,750	10,256	12,976	3,025	6,301	9,221	11,996	2,661	5,893	8,852	△4.0%
Estrana	388	471	96	224	368	496	129	285	515	751	232	492	755	+46.6%
Naboal	1,375	2,026	544	1,098	1,624	2,073	478	1,007	1,495	2,004	554	1,151	1,691	+13.1%
Inside Pap	1,510	1,324	301	607	900	1,157	261	517	747	954	205	432	655	△12.3%
Salonpas	6,277	6,800	1,581	3,657	5,401	6,901	1,348	3,677	5,261	7,053	1,543	3,399	5,058	△3.9%
Salonsip	3,887	4,115	1,122	2,366	3,452	4,188	908	2,344	3,099	3,927	1,016	2,079	2,970	△4.2%
Air-Salonpas	1,637	1,659	494	1,158	1,570	1,762	783	1,604	1,857	2,026	561	1,100	1,436	△22.7%
Butenalock	2,187	2,636	1,021	1,452	1,571	2,557	950	1,389	1,419	2,534	1,032	1,258	1,299	△8.5%
Feitas	2,094	3,712	1,097	2,174	3,238	4,042	834	2,103	3,450	4,375	946	2,089	3,172	△8.1%

(¥mn)	Feb 2009A	Feb 2010E		Cons-
<Consolidated>	full year	full year	YoY	parent ratio
Sales	124,655	128,600	+3.2%	1.05
CoGS	39,884	41,500		
(CoGS ratio %)	32.0%	32.3%		
Gross profits	84,771	87,100	+2.7%	
(as a % of sales)	68.0%	67.7%		
SG&A costs	52,239	54,300	+3.9%	
of which, advertising costs	9,306	9,100	$\Delta 2.2\%$	
of which, R&D spending	9,615	8,600	$\Delta 10.6\%$	
Operating profits	32,532	32,800	+0.8%	1.02
(as a % of sales)	26.1%	25.5%		
Nonoperating balance	-56	300		
Recurring profits	32,476	33,100	+1.9%	1.02
(as a % of sales)	26.1%	25.7%		
Extraordinary balance	-268	400		
Pretax profits	32,208	33,500	+4.0%	
Provision for tax	13,087	13,700		
(effective tax rate)	40.6%	40.9%		
Net profits	19,120	19,800	+3.6%	1.01
(as a % of sales)	15.3%	15.4%		
Capex	7,415	10,600		
Depreciation	4,765	5,000		
goodwill amortization	2,114	2,115		

By product

<Rx. Products>

Mohrus tape	71,897	76,350	+6.2%
Mohrus	11,996	11,200	$\Delta 6.6\%$
Estrana	751	900	+19.8%
Nabopal tape/gel/Pap/Cap	2,004	2,000	$\Delta 2.2\%$
Inside Pap	954	800	$\Delta 16.1\%$

<OTC products>

Salonpas	7,053	7,200	+2.1%
Salonsip	3,927	3,450	$\Delta 12.1\%$
Air-Salonpas	2,026	1,900	$\Delta 6.2\%$
Butenalock	2,534	2,100	$\Delta 17.1\%$
Feitas	4,375	5,200	+18.9%

	Feb 2009A	Feb 2010E	
<Non-Consolidated>	full year	full year	YoY
Sales	118,142	122,400	+3.6%
Prescription drugs	92,775	96,700	+4.2%
OTC products	21,668	21,700	+0.1%
International business	3,698	4,000	+8.2%
CoGS	36,906	38,300	
(CoGS ratio %)	31.2%	31.3%	
Gross profits	81,236	84,100	
(as a % of sales)	68.8%	68.7%	
SG&A costs	49,342	52,000	
Sales costs	22,344	23,300	
(advertising costs)	8,613	8,300	
R&D spending	9,609	8,700	
Other	17,389	20,000	
Operating profits	31,893	32,100	+0.6%
(as a % of sales)	27.0%	26.2%	
Nonoperating balance	284	400	
Recurring profits	32,177	32,500	+1.0%
(as a % of sales)	27.2%	26.6%	
Extraordinary balance	-112	200	
Pretax profits	32,065	32,700	
Provision for tax	12,813	13,100	+2.2%
(effective tax rate)	40.0%	40.1%	
Net profits	19,251	19,600	+1.8%
(as a % of sales)	16.3%	16.0%	
Capex	6,739	10,300	
Depreciation	4,336	4,600	
goodwill amortization	2,102	2,352	