

# Q3 FY2/11

## 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. 6th, 2011

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

Consolidated financial statement

Jan 6th, 2011

<b>&lt;Balance sheet&gt;</b> (Unit: ¥mn)	2006.2 Q4	2007.2 Q4	2008.2 Q4	2008.5 Q1	2008.8 Q2	2008.11 Q3	2009.2 Q4	2009.5 Q1	2009.8 Q2	2009.11 Q3	2010.2 Q4	2010.5 Q1	2010.8 Q2	2010.11 Q3	As a % of total
<b>Current assets</b>	<b>74,560</b>	<b>72,466</b>	<b>80,488</b>	<b>82,205</b>	<b>96,214</b>	<b>90,804</b>	<b>95,009</b>	<b>88,529</b>	<b>83,662</b>	<b>90,210</b>	<b>86,100</b>	<b>85,444</b>	<b>92,781</b>	<b>91,077</b>	<b>47.2%</b>
Cash & deposits	36,579	29,817	36,129	29,964	36,994	31,784	39,354	29,220	18,440	26,367	26,935	28,191	29,717	27,574	
Notes and accounts receivable	23,820	28,386	31,307	37,411	42,553	39,872	39,415	41,324	41,285	40,115	42,324	36,692	42,083	36,917	
Marketable securities	849	3,111	2,332	3,165	4,027	4,113	4,169	4,347	5,462	2,607	0	2,791	2,870	5,839	
Inventory	8,526	8,931	8,635	8,824	8,347	8,999	9,180	9,672	11,246	11,122	12,271	12,603	11,518	12,322	
Deferred tax assets	1,415	1,251	1,345	1,335	1,344	1,336	2,133	2,180	2,846	2,946	2,258	2,113	1,977	2,071	
Other current assets	3,496	1,123	909	1,706	3,180	4,917	975	2,009	4,603	7,265	2,577	3,292	4,891	6,596	
Bad debt provision	-128	-156	-171	-202	-233	-219	-217	-225	-220	-215	-267	-240	-277	-244	
<b>Fixed assets</b>	<b>62,024</b>	<b>68,676</b>	<b>69,262</b>	<b>70,854</b>	<b>71,444</b>	<b>72,111</b>	<b>72,632</b>	<b>74,351</b>	<b>114,435</b>	<b>113,728</b>	<b>107,450</b>	<b>105,851</b>	<b>104,342</b>	<b>101,939</b>	<b>52.8%</b>
Tangible fixed assets	36,169	38,497	40,299	39,790	39,932	39,644	40,325	40,576	44,027	44,576	46,218	45,802	45,336	44,542	
Buildings and structures	13,071	13,445	16,668	16,398	16,218	15,906	15,971	15,464	18,020	17,851	20,082	19,752	19,475	19,043	
Machinery and transport equipment	5,266	5,786	7,023	7,050	6,793	6,893	6,589	6,583	7,978	7,649	9,692	9,259	8,552	7,863	
Tools, instruments, etc.	3,157	2,486	2,052	1,982	2,050	2,138	2,287	2,191	2,226	2,387	2,347	2,235	2,135	2,294	
Land	11,346	11,354	11,374	11,366	11,412	11,411	11,389	11,394	11,647	11,650	12,438	12,430	12,377	12,325	
Construction in progress	3,326	5,424	3,181	2,992	3,457	3,294	4,088	4,906	4,040	4,924	1,479	1,629	2,309	2,554	
Lease assets								35	117	112	177	494	485	461	
Intangible fixed assets	8,759	6,403	5,464	4,930	4,388	5,331	4,840	4,283	31,106	30,848	15,756	15,523	14,434	13,486	
Investments, etc.	17,095	23,775	23,497	26,132	27,123	27,135	27,466	29,491	39,301	38,303	45,475	44,524	44,571	43,910	
Investment securities	13,767	17,935	14,872	17,902	16,517	13,790	13,465	14,605	20,297	18,486	31,979	31,100	30,877	30,501	
Long-term loans	800	855	312	312	250	250	361	358	286	283	210	211	131	130	
Deferred tax assets	796	-	2,154	1,627	2,264	3,507	4,588	3,822	9,216	9,518	3,829	3,904	4,246	4,259	
Other	2,079	5,148	6,316	6,447	8,249	9,745	9,206	10,837	9,634	10,157	9,596	9,448	9,448	9,150	
Bad debt provision	-348	-164	-159	-157	-158	-157	-154	-132	-132	-140	-140	-140	-132	-132	
<b>Total assets</b>	<b>136,584</b>	<b>141,143</b>	<b>149,750</b>	<b>153,060</b>	<b>167,658</b>	<b>162,915</b>	<b>167,642</b>	<b>162,880</b>	<b>198,098</b>	<b>203,938</b>	<b>193,551</b>	<b>191,295</b>	<b>197,124</b>	<b>193,017</b>	
<b>Current liabilities</b>	<b>34,177</b>	<b>27,919</b>	<b>27,606</b>	<b>27,795</b>	<b>36,863</b>	<b>32,773</b>	<b>34,646</b>	<b>29,907</b>	<b>42,724</b>	<b>49,960</b>	<b>42,825</b>	<b>36,915</b>	<b>42,310</b>	<b>38,827</b>	<b>20.1%</b>
Notes and accounts payable	10,129	9,004	9,933	12,792	14,265	14,530	13,062	12,528	12,124	12,650	14,669	12,511	13,343	12,342	
Short-term borrowing	5,822	3,467	1,038	1,103	1,151	981	1,047	1,106	6,039	15,004	10,484	8,478	6,354	6,224	
Accrued expenses	8,947	9,254	7,699	6,661	9,164	7,038	9,936	9,034	8,058	5,949	5,317	5,308	7,173	5,349	
Unpaid tax, etc.	6,846	4,530	6,980	3,454	7,656	4,504	8,838	3,046	5,947	2,882	4,694	4,037	8,221	5,514	
Reserve for returned goods unsold	220	167	157	201	215	210	213	264	246	230	237	183	196	183	
Bonus reserves	617	688	808	237	879	232	844	236	942	248	880	493	1,357	740	
Other current liabilities	1,593	805	988	3,344	3,531	5,276	704	3,690	9,368	12,993	6,541	5,901	5,662	8,472	
<b>Fixed liabilities</b>	<b>11,142</b>	<b>9,257</b>	<b>8,215</b>	<b>8,298</b>	<b>8,450</b>	<b>8,691</b>	<b>8,890</b>	<b>8,852</b>	<b>25,303</b>	<b>24,657</b>	<b>19,749</b>	<b>20,056</b>	<b>17,115</b>	<b>16,948</b>	<b>8.8%</b>
Long-term borrowing	3,549	1,058	842	824	760	782	881	806	10,799	10,689	8,142	8,097	5,541	5,539	
Deferred tax liabilities	1,887	2,579	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,200	3,027	5,129	4,746	4,551	
Pension provisions	4,537	4,384	4,071	4,151	4,302	4,459	4,554	4,596	4,651	4,675	4,707	4,785	4,822	4,883	
Reserve for directors' retirement benefits	1,078	1,166	1,102	1,116	1,123	1,148	1,172	1,112	1,133	1,153	1,174	1,181	1,187	1,194	
Other fixed liabilities	89	69	35	41	99	137	117	172	6,556	5,938	2,697	863	816	779	
<b>Total liabilities</b>	<b>45,320</b>	<b>37,176</b>	<b>35,819</b>	<b>36,094</b>	<b>45,314</b>	<b>41,465</b>	<b>43,536</b>	<b>38,759</b>	<b>68,028</b>	<b>74,617</b>	<b>62,574</b>	<b>56,971</b>	<b>59,425</b>	<b>55,776</b>	<b>28.9%</b>
<b>Owners' Equity</b>	<b>85,716</b>	<b>96,486</b>	<b>110,376</b>	<b>112,981</b>	<b>118,900</b>	<b>120,019</b>	<b>123,948</b>	<b>122,648</b>	<b>127,266</b>	<b>130,361</b>	<b>130,647</b>	<b>133,783</b>	<b>139,699</b>	<b>141,331</b>	<b>73.2%</b>
<b>Common stock</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	
Capital surplus	8,289	8,376	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	
Retained earnings	81,460	92,137	106,010	108,616	114,543	115,716	119,650	121,253	125,872	129,395	132,298	135,435	141,352	142,985	
Treasury stock	-12,506	-12,501	-12,504	-12,505	-12,513	-12,567	-12,571	-15,474	-15,476	-15,904	-18,521	-18,522	-18,522	-18,523	
<b>Net unrealized gain and translation adjustment</b>	<b>4,802</b>	<b>6,744</b>	<b>2,803</b>	<b>3,258</b>	<b>2,688</b>	<b>637</b>	<b>-561</b>	<b>743</b>	<b>2,058</b>	<b>-1,861</b>	<b>-560</b>	<b>-419</b>	<b>-2,964</b>	<b>-5,069</b>	<b>-2.6%</b>
Other marketable securities revaluation account	2,858	4,248	326	1,145	277	-1,559	-2,154	-991	182	-1,152	-780	-849	-1,349	-1,344	
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	3,189	3,189	3,189	
Forex adjustment account	-836	-692	-712	-1,074	-777	-991	-1,596	-1,453	-1,313	-3,897	-2,968	-2,759	-4,804	-6,914	
<b>Minority interest</b>	<b>744</b>	<b>735</b>	<b>750</b>	<b>725</b>	<b>755</b>	<b>794</b>	<b>719</b>	<b>728</b>	<b>745</b>	<b>821</b>	<b>889</b>	<b>960</b>	<b>963</b>	<b>978</b>	<b>0.5%</b>
<b>Total Net assets</b>	<b>91,262</b>	<b>103,966</b>	<b>113,929</b>	<b>116,965</b>	<b>122,344</b>	<b>121,450</b>	<b>124,105</b>	<b>124,120</b>	<b>130,070</b>	<b>129,321</b>	<b>130,976</b>	<b>134,323</b>	<b>137,698</b>	<b>137,241</b>	<b>71.1%</b>
<b>Liabilities and Net assets</b>	<b>136,584</b>	<b>141,143</b>	<b>149,750</b>	<b>153,060</b>	<b>167,658</b>	<b>162,915</b>	<b>167,642</b>	<b>162,880</b>	<b>198,098</b>	<b>203,938</b>	<b>193,551</b>	<b>191,295</b>	<b>197,124</b>	<b>193,017</b>	

<b>&lt;Income statement&gt;</b> (Unit: ¥mn)	2006.2 Q4	2007.2 Q4	2008.2 Q4	2008.5 Q1	2008.8 Q2	2008.11 Q3	2009.2 Q4	2009.5 Q1	2009.8 Q2	2009.11 Q3	2010.2 Q4	2010.5 Q1	2010.8 Q2	2010.11 Q3	YoY
<b>Sales</b>	<b>102,665</b>	<b>109,791</b>	<b>119,061</b>	<b>30,033</b>	<b>63,578</b>	<b>93,654</b>	<b>124,655</b>	<b>30,328</b>	<b>64,801</b>	<b>98,378</b>	<b>129,834</b>	<b>32,869</b>	<b>71,079</b>	<b>102,584</b>	<b>+4.3%</b>
CoGS	29,840	32,903	36,101	9,364	20,019	29,875	39,884	9,803	20,759	31,581	42,659	11,440	24,412	35,170	+11.4%
(as a % of sales)	29.1%	30.0%	30.3%	31.2%	31.5%	31.9%	32.0%	32.3%	32.0%	32.1%	32.9%	34.8%	34.3%	34.3%	
<b>Gross profits</b>	<b>72,824</b>	<b>76,888</b>	<b>82,960</b>	<b>20,668</b>	<b>43,559</b>	<b>63,778</b>	<b>84,771</b>	<b>20,525</b>	<b>44,042</b>	<b>66,797</b>	<b>87,174</b>	<b>21,428</b>	<b>46,666</b>	<b>67,414</b>	<b>+9%</b>
(as a % of sales)	70.9%	70.0%	69.7%	68.8%	68.5%	68.1%	68.0%	67.7%	68.0%	67.9%	67.1%	65.2%	65.7%	65.7%	
<b>SG&amp;A expenses</b>	<b>50,054</b>	<b>50,754</b>	<b>53,888</b>	<b>12,245</b>	<b>26,606</b>	<b>38,685</b>	<b>52,239</b>	<b>13,373</b>	<b>28,449</b>	<b>41,786</b>	<b>58,589</b>	<b>14,746</b>	<b>30,897</b>	<b>45,073</b>	<b>+7.9%</b>
(as a % of sales)	48.7%	46.2%	45.3%	40.8%	41.8%	41.3%	41.9%	44.1%	43.9%	42.5%	45.1%	44.9%	43.5%	43.9%	
Advertising costs	8,492	10,347	9,595	2,911	5,620	7,460	9,306	2,720	5,624	7,449	9,039	2,542	5,228	7,073	△5.0%
Sales promotion costs	10,524	10,466	11,838	2,385	5,734	8,135	11,029	2,820	6,450	9,304	12,431	2,841	6,209	8,367	△10.1%
R&D spending	11,267	9,295	11,234	1,990	4,591	6,984	9,615	2,093	4,393	6,637	10,447	2,725	5,851	9,482	+42.9%
Other SG&A expenses	19,771	20,646	21,221	4,959	10,661	16,106	22,289	5,740	11,982	18,396	26,672	6,638	13,609	20,151	+9.5%
<b>Operating profits</b>	<b>22,770</b>	<b>26,134</b>	<b>29,071</b>	<b>8,422</b>	<b>16,952</b>	<b>25,092</b>	<b>32,532</b>	<b>7,152</b>	<b>15,592</b>	<b>25,010</b>	<b>28,585</b>	<b>6,682</b>	<b>15,768</b>	<b>22,340</b>	<b>△10.7%</b>
(as a % of sales)	22.2%	23.8%	24.4%	28.0%	26.7%	26.8%	26.1%	23.6%	24.1%	25.4%	22.0%	20.3%	22.2%	21.8%	△14.2%
<b>Nonoperating income</b>	<b>1,568</b>	<b>1,034</b>	<b>1,422</b>	<b>218</b>	<b>712</b>	<b>964</b>	<b>1,319</b>	<b>263</b>	<b>616</b>	<b>1,378</b>	<b>2,918</b>	<b>840</b>	<b>2,315</b>	<b>3,915</b>	
Interest received	50	74	152	38	114	180	237	33	70	75	96	11	28	43	
Dividends received	83	118	170	28	140	168	241	26	156	183	291	22	198	312	
Nc Equity-method investment profits	112	0	264	13	20	28	42	25	49	660	1,901	669	1,846	3,206	
Amortisation of consolidated adjustment account	24	23	24	-	-	-	-	-	-	-	-	-	-	-	
Other	1,296	817	809	137	435	586	799	177	341	460	627	135	240	352	
<b>Nonoperating expenses</b>	<b>178</b>	<b>167</b>	<b>288</b>	<b>43</b>	<b>82</b>	<b>905</b>	<b>1,375</b>	<b>26</b>	<b>131</b>	<b>289</b>	<b>272</b>	<b>58</b>	<b>207</b>	<b>226</b>	
Interest paid	41	41	21	5	9	14	19	5	17	60	108	36	67	92	
Other	137	125	266	38	72	891	1,356	20	114	229	163	22	140	134	
Extraordinary balance															
<b>Recurring profits</b>	<b>24,159</b>	<b>27,001</b>	<b>30,204</b>	<b>8,597</b>	<b>17,582</b>	<b>25,151</b>	<b>32,476</b>	<b>7,388</b>	<b>16,077</b>	<b>26,100</b>	<b>31,231</b>	<b>7,464</b>	<b>17,876</b>	<b>26,029</b>	<b>△3.3%</b>
(as a % of sales)	23.5%	24.6%	25.4%	28.6%	27.7%	26.9%	26.1%	24.4%	24.8%	26.5%	24.1%	22.7%	25.1%	25.4%	
<b>Extraordinary profits</b>	<b>1,510</b>	<b>42</b>	<b>707</b>	<b>270</b>	<b>1,448</b>	<b>1,626</b>	<b>1,854</b>	<b>333</b>	<b>334</b>	<b>1,316</b>	<b>1,357</b>	<b>3,066</b>	<b>3,047</b>	<b>3,072</b>	
Profit on sale of fixed assets	0	0	-	-	-	-	-	-	-	-	-	-	-	-	
Public subsidies	1	-	-	92	92	92	92	310	310	310	310	18	18	18	
Reversal of allowance for doubtful receivables	25	41	5	1	4	5	4	23	23	23	24	30	4	29	
Other	1,483	-	701	175	1,350	1,527	1,757	-	1	982	1,022	3,018	3,024	3,024	
<b>Extraordinary losses</b>	<b>1,163</b>	<b>1,125</b>	<b>705</b>	<b>92</b>	<b>111</b>	<b>1,300</b>	<b>2,122</b>	<b>347</b>	<b>358</b>	<b>368</b>	<b>740</b>	<b>31</b>	<b>36</b>	<b>77</b>	
Losses on fixed asset disposal	380	346	121	0	18	90	515	2	14	24	73	21	26	53	
Losses on fixed asset reduction	-	-	-	92	92	92	92	294	294	294	294	9	9	9	
Impairment loss	-	154	-	-	-	-	-	50	50	50	191	-	-	-	
Valuation losses on investment securities	-	-	22	-	-	1,116	1,509	-	-	-	181	-	-	14	
Valuation losses on memberships	1	-	5	-	-	-	-	-	-	-	-	-	-	-	
Other	781	623	556	-	-	-	4	-	-	-	-	-	-	-	
<b>Net profit before tax, etc.</b>	<b>24,507</b>	<b>25,917</b>	<b>30,206</b>	<b>8,774</b>	<b>18,919</b>	<b>25,477</b>	<b>32,208</b>	<b>7,374</b>	<b>16,052</b>	<b>27,048</b>	<b>31,848</b>	<b>10,499</b>	<b>20,887</b>	<b>29,023</b>	<b>+7.3%</b>
Tax, etc.	10,058	10,069	11,543	3,506	7,699	10,289	13,087	2,978	6,482	10,949	13,423	4,413	8,884	12,353	
<b>Net profits</b>	<b>14,448</b>	<b>15,847</b>	<b>18,663</b>	<b>5,268</b>	<b>11,219</b>	<b>15,186</b>	<b>19,120</b>	<b>4,396</b>	<b>9,569</b>	<b>16,099</b>	<b>18,423</b>	<b>6,085</b>	<b>12,002</b>	<b>16,669</b>	<b>+3.5%</b>
(as a % of sales)	14.1%	14.4%	15.7%	17.5%	17.6%	16.2%	15.3%	14.5%	14.8%	16.4%	14.2%	18.5%	16.9%	16.2%	
<b>Capex</b>	<b>15,974</b>	<b>7,211</b>	<b>7,545</b>		<b>1,989</b>		<b>7,415</b>		<b>2,651</b>		<b>6,467</b>			<b>2,053</b>	
(as a % of sales)	15.6%	6.6%	6.3%		3.1%		5.9%		4.1%		5.0%			2.9%	
<b>Depreciation</b>	<b>3,114</b>	<b>3,118</b>	<b>3,434</b>		<b>2,145</b>		<b>4,765</b>		<b>2,228</b>		<b>5,245</b>			<b>3,094</b>	
(as a % of sales)	3.0%	2.8%	2.9%		3.4%		3.8%		3.4%		4.0%			4.4%	
<b>Goodwill amortization</b>	<b>2,222</b>	<b>2,117</b>	<b>2,057</b>		<b>1,057</b>		<b>2,114</b>		<b>1,051</b>		<b>2,379</b>			<b>406</b>	
(as a % of sales)	2.2%	1.9%	1.7%		1.7%		1.7%		1.6%		1.8%			0.6%	
<b>Number of employees</b>	<b>1,671</b>	<b>1,628</b>	<b>1,752</b>		<b>1,865</b>		<b>1,890</b>		<b>2,636</b>		<b>2,600</b>			<b>2,656</b>	

Non-consolidated financial statement

Jan 6th, 2011

<Balance sheet> (Unit: ¥mn)	2006.2	2007.2	2008.2	2008.5	2008.8	2008.11	2009.2	2009.5	2009.8	2009.11	2010.2	2010.5	2010.8	2010.11	As a % of total
	Q4	Q4	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
<b>&lt;Current assets&gt;</b>	<b>70,690</b>	<b>69,142</b>	<b>76,527</b>	<b>78,038</b>	<b>91,543</b>	<b>86,449</b>	<b>91,286</b>	<b>84,952</b>	<b>67,032</b>	<b>74,614</b>	<b>69,339</b>	<b>68,201</b>	<b>73,512</b>	<b>73,570</b>	<b>39.7%</b>
Cash & deposits	33,866	27,801	33,842	27,169	33,994	29,242	36,921	27,074	12,538	19,209	17,466	20,615	20,821	19,172	
Notes receivable	1,559	2,560	152	80	215	203	329	253	283	251	422	147	315	194	
Accounts receivable	21,942	25,605	30,561	36,933	41,820	39,131	38,708	40,712	39,263	38,311	39,486	34,247	38,945	35,507	
Marketable securities	799	2,997	2,280	3,119	3,977	4,065	4,126	4,301	0	0	0	0	0	3,000	
Inventory	7,671	8,062	7,762	8,043	7,447	8,206	8,367	8,857	8,930	8,912	9,860	10,265	9,051	9,912	
Deferred tax assets	1,392	1,155	1,319	1,319	1,319	1,319	2,150	2,150	2,150	2,150	1,260	1,260	1,260	1,260	
Other current assets	3,581	1,106	772	1,569	2,992	4,491	891	1,820	4,077	5,986	1,057	1,851	3,328	4,714	
Bad debt provision	-123	-148	-163	-197	-223	-209	-208	-218	-210	-205	-213	-185	-210	-191	
<b>&lt;Fixed assets&gt;</b>	<b>57,491</b>	<b>63,324</b>	<b>64,781</b>	<b>66,753</b>	<b>67,200</b>	<b>67,995</b>	<b>68,760</b>	<b>70,578</b>	<b>111,610</b>	<b>111,932</b>	<b>111,200</b>	<b>110,759</b>	<b>111,758</b>	<b>111,747</b>	<b>60.3%</b>
Tangible fixed assets	30,618	33,167	34,939	34,519	34,547	34,388	35,142	35,369	35,311	36,153	35,140	34,447	34,149	33,668	
Buildings	9,070	9,471	12,620	12,338	12,124	11,896	12,070	11,574	12,539	12,479	13,523	13,186	12,895	12,729	
Machinery and equipment	7,327	7,374	8,278	8,291	8,028	8,277	8,033	7,912	8,147	8,157	9,554	8,963	8,331	7,972	
Land	10,890	10,891	10,902	10,902	10,937	10,948	10,948	10,948	10,948	10,966	10,996	10,949	10,949	10,949	
Construction in progress	3,330	5,429	3,137	2,986	3,457	3,265	4,088	4,898	3,634	4,510	1,026	1,281	1,911	1,958	
Lease assets								35	41	39	69	66	62	58	
Intangible fixed assets	6,531	4,755	5,439	4,909	4,370	5,317	4,831	4,274	3,746	3,298	2,837	2,845	2,736	2,748	
Investments, etc.	20,341	25,401	24,402	27,324	28,282	28,289	28,787	30,934	72,553	72,480	73,223	73,466	74,872	75,330	
Investment securities	12,986	16,585	13,326	16,367	15,219	12,516	12,255	14,596	15,508	13,819	14,658	14,610	15,026	15,498	
Advances to and shares in related companies	4,377	3,729	2,995	2,995	3,035	3,035	2,973	2,973	44,585	44,870	45,568	45,838	46,671	46,711	
Long-term loans	1,618	1,311	995	959	790	740	582	557	431	621	473	473	368	362	
Deferred tax assets	1,902	272	2,451	1,908	2,498	3,722	4,809	4,027	3,239	4,135	3,835	3,881	4,220	4,216	
Other investments, etc.	1,812	4,572	5,563	5,997	7,519	9,013	8,954	9,502	9,444	9,640	9,164	9,072	8,977	8,881	
Provision for losses on investments	-1,167	-235	-183	-178	-138	-138	-263	-229	-192	-161	-109	-37	-35	-65	
Bad debt provision	-1,188	-835	-745	-725	-641	-599	-525	-493	-464	-446	-368	-373	-357	-275	
<b>Total assets</b>	<b>128,181</b>	<b>132,466</b>	<b>141,308</b>	<b>144,792</b>	<b>158,744</b>	<b>154,445</b>	<b>160,046</b>	<b>155,530</b>	<b>178,643</b>	<b>186,546</b>	<b>180,540</b>	<b>178,961</b>	<b>185,270</b>	<b>185,317</b>	
<b>&lt;Current liabilities&gt;</b>	<b>31,627</b>	<b>25,335</b>	<b>24,445</b>	<b>24,593</b>	<b>32,996</b>	<b>29,321</b>	<b>31,346</b>	<b>26,964</b>	<b>33,821</b>	<b>40,152</b>	<b>34,444</b>	<b>29,793</b>	<b>33,416</b>	<b>31,688</b>	<b>17.1%</b>
Notes payable and Accounts payable	8,330	6,901	7,895	10,609	11,415	11,939	11,006	10,684	9,225	8,984	11,071	8,523	8,875	8,985	
short-term debt	-	-	-	-	-	-	-	-	5,000	14,000	9,500	7,300	5,000	5,100	
Long-term debt due within 1 yr	5,000	2,500	-	-	-	-	-	-	-	-	-	-	-	-	
Accrued and unpaid expenses	9,688	10,239	8,013	8,324	9,729	7,659	10,215	11,014	9,473	8,840	8,144	7,910	7,390	7,239	
Unpaid tax, etc.	6,697	4,433	6,831	3,382	7,494	4,380	8,693	2,911	5,705	2,695	4,542	3,851	7,757	5,122	
Bonus reserves	594	663	783	205	838	192	811	201	902	213	847	210	921	227	
Reserve for returned goods unsold	220	167	157	201	215	210	213	264	246	230	237	183	196	183	
Provision for losses on debt guarantees	159	136	196	179	196	196	210	179	179	179	0	0	0	0	
Other current liabilities	936	292	567	1,690	3,106	4,742	194	1,709	3,089	5,008	99	1,813	3,274	4,829	
<b>&lt;Fixed liabilities&gt;</b>	<b>8,352</b>	<b>6,271</b>	<b>7,176</b>	<b>7,280</b>	<b>7,418</b>	<b>7,591</b>	<b>7,738</b>	<b>7,752</b>	<b>17,817</b>	<b>17,867</b>	<b>15,458</b>	<b>15,511</b>	<b>13,031</b>	<b>13,199</b>	<b>7.1%</b>
Long-term borrowing	2,500	-	-	-	-	-	-	-	10,000	10,000	7,500	7,500	5,000	5,100	
Provision for pension and remuneration obligations	3,951	4,091	4,995	5,099	5,237	5,412	5,551	5,535	5,597	5,649	5,717	5,778	5,816	5,887	
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	2,164	
Other fixed liabilities	13	15	17	17	17	15	22	53	55	53	76	68	50	46	
<b>Total liabilities</b>	<b>39,979</b>	<b>31,607</b>	<b>31,622</b>	<b>31,873</b>	<b>40,414</b>	<b>36,913</b>	<b>39,084</b>	<b>34,717</b>	<b>51,639</b>	<b>58,019</b>	<b>49,902</b>	<b>45,305</b>	<b>46,448</b>	<b>44,888</b>	<b>24.2%</b>
<b>Owners' Equity</b>	<b>82,700</b>	<b>93,526</b>	<b>106,214</b>	<b>108,646</b>	<b>114,925</b>	<b>115,933</b>	<b>119,942</b>	<b>118,641</b>	<b>123,672</b>	<b>126,515</b>	<b>128,259</b>	<b>131,345</b>	<b>137,011</b>	<b>138,612</b>	<b>74.8%</b>
<b>&lt;Common stock&gt;</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	<b>8,473</b>	
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	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	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	6,123	
Retained earnings	78,448	89,282	101,979	104,413	110,699	111,761	115,774	117,376	122,407	125,679	130,040	133,126	138,792	140,395	
Voluntary reserve	62,000	72,000	82,000	94,000	94,000	94,000	94,000	104,000	104,000	104,000	104,000	120,000	120,000	120,000	
Unappropriated profit for the year (net profit)	16,448	17,282	19,979	10,413	16,699	17,761	21,774	13,376	18,407	21,679	26,040	13,126	18,792	20,395	
Treasury stock	-12,462	-12,472	-12,480	-12,482	-12,489	-12,544	-12,547	-15,450	-15,451	-15,879	-18,496	-18,496	-18,497	-18,498	
Net unrealized gain and translation adjustments	5,499	7,333	3,472	4,272	3,403	1,598	1,019	2,171	3,331	2,011	2,377	2,310	1,810	1,816	<b>1.0%</b>
Marketable securities revaluation account	2,719	4,144	283	3,188	215	-1,589	-2,169	-1,016	143	-1,177	-810	-878	-1,378	-1,372	
Revaluation account	2,780	3,188	3,188	1,083	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,189	3,189	3,189	
<b>Total Net assets</b>	<b>88,202</b>	<b>100,859</b>	<b>109,686</b>	<b>112,918</b>	<b>118,329</b>	<b>117,532</b>	<b>120,962</b>	<b>120,813</b>	<b>127,003</b>	<b>128,527</b>	<b>130,637</b>	<b>133,656</b>	<b>138,822</b>	<b>140,429</b>	<b>75.8%</b>
<b>Liabilities and Net assets</b>	<b>128,181</b>	<b>132,446</b>	<b>141,308</b>	<b>144,792</b>	<b>158,744</b>	<b>154,445</b>	<b>160,046</b>	<b>155,530</b>	<b>178,643</b>	<b>186,546</b>	<b>180,540</b>	<b>178,961</b>	<b>185,270</b>	<b>185,317</b>	

Non-consolidated financial statement

Jan 6th, 2011

<b>&lt;Income statement&gt;</b>		2006.2	2007.2	2008.2	2008.5	2008.8	2008.11	2009.2	2009.5	2009.8	2009.11	2010.2	2010.5	2010.8	2010.11	YoY
(Unit: ¥mn)		Q4	Q4	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	
<b>Sales</b>		<b>97,169</b>	<b>104,037</b>	<b>112,635</b>	<b>28,475</b>	<b>60,387</b>	<b>88,664</b>	<b>118,142</b>	<b>28,893</b>	<b>61,828</b>	<b>93,056</b>	<b>120,813</b>	<b>28,667</b>	<b>62,619</b>	<b>90,814</b>	<b>Δ2.4%</b>
Prescription drugs		74,932	79,169	87,417	22,419	46,447	69,513	92,775	22,242	48,268	73,820	95,740	23,926	50,021	73,449	Δ1.5%
OTC products		19,432	21,631	21,946	5,394	12,226	16,661	21,668	5,696	11,464	16,225	20,625	4,052	10,528	14,215	Δ12.4%
International business		2,804	3,236	3,270	661	1,712	2,489	3,698	955	2,096	3,010	4,447	687	2,070	3,149	+4.6%
CoGS		26,911	30,075	33,128	8,613	18,498	27,561	36,906	9,055	19,256	28,799	37,540	9,080	20,022	28,943	+5.5%
(as a % of sales)		27.7%	28.9%	29.4%	30.2%	30.6%	31.1%	31.2%	31.3%	31.1%	30.9%	31.1%	31.7%	32.0%	31.9%	
<b>Gross profits</b>		<b>70,258</b>	<b>73,961</b>	<b>79,507</b>	<b>19,862</b>	<b>41,889</b>	<b>61,103</b>	<b>81,236</b>	<b>19,838</b>	<b>42,572</b>	<b>64,257</b>	<b>83,273</b>	<b>19,586</b>	<b>42,597</b>	<b>61,871</b>	<b>Δ3.7%</b>
(as a % of sales)		72.3%	71.1%	70.6%	69.8%	69.4%	68.9%	68.8%	68.7%	68.9%	69.1%	68.9%	68.3%	68.0%	68.1%	
<b>SG&amp;A expenses</b>		<b>47,392</b>	<b>48,047</b>	<b>51,240</b>	<b>11,816</b>	<b>25,402</b>	<b>36,675</b>	<b>49,342</b>	<b>12,797</b>	<b>27,357</b>	<b>39,513</b>	<b>51,790</b>	<b>12,593</b>	<b>26,271</b>	<b>37,940</b>	<b>Δ4.0%</b>
(as a % of sales)		48.8%	46.2%	45.5%	41.5%	42.1%	41.4%	41.8%	44.3%	44.2%	42.5%	42.9%	43.9%	42.0%	41.8%	
Sales costs		20,826	22,736	23,425	6,117	12,549	17,269	22,344	6,085	13,334	18,561	23,477	5,997	12,456	16,747	Δ9.8%
Advertising costs		8,099	9,913	9,131	2,866	5,385	7,000	8,613	2,577	5,456	7,164	8,481	2,500	4,959	6,577	Δ8.2%
(as a % of sales)		8.3%	9.5%	8.1%	10.1%	8.9%	7.9%	7.3%	8.9%	8.8%	7.7%	7.0%	8.7%	7.9%	7.2%	
R&D spending		11,334	9,416	11,253	1,990	4,591	6,979	9,609	2,092	4,393	6,521	8,637	2,145	4,829	7,903	+21.2%
(as a % of sales)		11.7%	9.1%	10.0%	7.0%	7.6%	7.9%	8.1%	7.2%	7.1%	7.0%	7.1%	7.5%	7.7%	8.7%	
Administration costs		15,232	15,895	16,562	3,709	8,262	12,427	17,389	4,620	9,630	14,431	19,676	4,451	8,986	13,290	Δ7.9%
<b>Operating profits</b>		<b>22,865</b>	<b>25,914</b>	<b>28,265</b>	<b>8,045</b>	<b>16,486</b>	<b>24,427</b>	<b>31,893</b>	<b>7,040</b>	<b>15,214</b>	<b>24,744</b>	<b>31,482</b>	<b>6,992</b>	<b>16,325</b>	<b>23,930</b>	<b>Δ3.3%</b>
(as a % of sales)		23.5%	24.9%	25.1%	28.3%	27.3%	27.6%	27.0%	24.4%	24.6%	26.6%	26.1%	24.4%	24.4%	26.4%	
Nonoperating balance		578	891	644	210	947	360	284	222	434	418	674	135	372	522	
Nonoperating income		1,373	967	942	222	977	1,164	1,438	232	561	692	880	179	515	724	
Nonoperating expenses		795	75	298	12	29	804	1,154	9	126	274	205	44	143	154	
<b>Recurring profits</b>		<b>23,444</b>	<b>26,805</b>	<b>28,909</b>	<b>8,256</b>	<b>17,434</b>	<b>24,787</b>	<b>32,177</b>	<b>7,263</b>	<b>15,648</b>	<b>25,163</b>	<b>32,156</b>	<b>7,127</b>	<b>16,697</b>	<b>24,500</b>	<b>Δ2.6%</b>
(as a % of sales)		24.1%	25.8%	25.7%	29.0%	28.9%	28.0%	27.2%	25.1%	25.3%	27.0%	26.6%	24.9%	26.7%	27.0%	
Extraordinary balance		-381	-484	87	217	1,491	523	-112	62	120	1,147	1,132	3,109	3,102	3,150	
Extraordinary profits		1,600	751	852	217	1,502	1,721	1,977	277	344	1,375	1,728	3,111	3,106	3,175	
Extraordinary losses		1,981	1,236	765	0	10	1,198	2,089	215	223	228	595	2	4	25	
<b>Pretax profits</b>		<b>23,062</b>	<b>26,321</b>	<b>28,997</b>	<b>8,473</b>	<b>18,925</b>	<b>25,310</b>	<b>32,065</b>	<b>7,325</b>	<b>15,769</b>	<b>26,310</b>	<b>33,289</b>	<b>10,237</b>	<b>19,799</b>	<b>27,650</b>	<b>+5.1%</b>
Tax, etc.		10,520	9,142	11,231	3,378	7,544	10,072	14,337	2,929	6,343	10,630	12,306	4,201	8,098	11,312	
Tax adjustment		-1,307	1,176	278	0	0	0	-1,524	0	0	0	942	0	0	0	
Effective tax rate		39.9%	39.2%	39.7%	39.9%	39.9%	39.8%	40.0%	40.0%	40.2%	40.4%	39.8%	41.1%	40.9%	40.9%	
<b>Net profits</b>		<b>13,850</b>	<b>16,003</b>	<b>17,487</b>	<b>5,095</b>	<b>11,381</b>	<b>15,238</b>	<b>19,251</b>	<b>4,395</b>	<b>9,426</b>	<b>15,680</b>	<b>20,041</b>	<b>6,034</b>	<b>11,701</b>	<b>16,338</b>	<b>+4.2%</b>
(as a % of sales)		14.3%	15.4%	15.5%	17.9%	18.8%	17.2%	16.3%	15.2%	15.2%	16.9%	16.6%	21.0%	18.7%	18.0%	
Capex		12,704	6,866	7,117		1,657		6,739		2,394		5,816		1,314		
(as a % of sales)		13.1%	6.6%	6.3%		2.7%		5.7%		3.9%		4.8%		2.1%		
Depreciation		2,510	2,889	2,999		1,937		4,336		1,993		4,442		2,218		
(as a % of sales)		2.6%	2.6%	2.7%		3.2%		3.7%		3.2%		3.7%		3.5%		
Goodwill amortization		1,664	1,572	2,057		1,051		2,102		1,051		2,102		0		
(as a % of sales)		1.7%	1.5%	1.8%		1.7%		1.8%		1.7%		1.7%		0.0%		
Number of employees		1,180	1,137	1,216		1,297		1,285		1,410		1,389		1,462		
<b>Major products</b>																
Mohrus tape		50,968	56,189	65,280	17,101	35,492	53,447	71,897	17,377	37,735	58,060	75,765	19,030	39,488	58,119	+1%
Mohrus		14,064	13,490	12,976	3,025	6,301	9,221	11,996	2,661	5,893	8,852	11,125	2,604	5,415	7,725	Δ12.7%
Estrana		388	471	496	129	285	515	751	232	492	755	981	260	546	811	+7.4%
Naboal		1,375	2,026	2,073	478	1,007	1,495	2,004	554	1,151	1,691	2,151	556	1,171	1,654	Δ2.2%
Inside Pap		1,510	1,324	1,157	261	517	747	954	205	432	655	816	188	373	534	Δ18.5%
Salonpas		6,277	6,800	6,901	1,348	3,677	5,091	6,732	1,543	3,399	5,058	6,776	988	3,066	4,579	Δ9.5%
Salonsp		3,887	4,115	4,188	908	2,344	3,099	3,927	1,016	2,079	2,970	3,711	667	1,918	2,590	Δ12.8%
Air-Salonpas		1,637	1,659	1,762	783	1,604	1,857	2,026	561	1,100	1,436	1,662	423	1,231	1,548	+7.8%
Butenalock		2,187	2,636	2,557	950	1,389	1,419	2,534	1,032	1,258	1,299	2,165	655	1,139	1,144	Δ11.9%
Feitas		2,094	3,712	4,042	834	2,103	3,450	4,375	946	2,089	3,172	4,002	781	2,039	2,907	Δ8.4%
Vivelle-Dot											354	1,199	1,129	2,175	3,126	+783.1%
Noven Therapeutics											144	732	653	1,227	1,805	+1153.5%
Daytrana											129	431	237	503	439	+240.3%

(¥mn)	Feb 2010A	Feb 2011E	Cons-
<Consolidated>	full year	full year	parent ratio
<b>Sales</b>	<b>129,834</b>	<b>144,000</b>	<b>+10.9%</b>
CoGS	42,659	49,000	
(CoGS ratio %)	32.9%	34.0%	
<b>Gross profits</b>	<b>87,174</b>	<b>95,000</b>	<b>+9.0%</b>
(as a % of sales)	67.1%	66.0%	
SG&A costs	58,589	67,500	+15.2%
of which, advertising costs	9,039	10,000	+10.6%
of which, R&D spending	10,447	17,300	+65.6%
<b>Operating profits</b>	<b>28,585</b>	<b>27,500</b>	<b>△3.8%</b>
(as a % of sales)	22.0%	19.1%	
Nonoperating balance	2,646	5,000	
<b>Recurring profits</b>	<b>31,231</b>	<b>32,500</b>	<b>+4.1%</b>
(as a % of sales)	24.1%	22.6%	
Extraordinary balance	616	2,000	
Pretax profits	31,848	34,500	+8.3%
Provision for tax	13,424	14,300	
(effective tax rate)	42.2%	41.4%	
<b>Net profits</b>	<b>18,423</b>	<b>20,200</b>	<b>+9.6%</b>
(as a % of sales)	14.2%	14.0%	
Capex	6,467	7,000	
Depreciation	5,245	6,100	
Amortization of stocks			
of subsidiaries and affiliates	389	1,583	
goodwill amortization	2,379	831	

**By product**

## &lt;Rx. Products&gt;

Mohrus tape	75,765	81,200	+7.2%
Mohrus	11,125	10,300	△7.4%
Estrana	981	1,000	+1.9%
Nabool tape/gel/Pap/Cap	2,151	2,200	+2.3%
Inside Pap	816	700	△14.2%

## &lt;OTC products&gt;

Salonpas	6,776	6,500	△4.1%
Salonip	3,711	3,600	△3.0%
Air-Salonpas	1,662	1,850	+11.3%
Butenalock	2,165	2,200	+1.6%
Feitas	4,002	3,900	△2.5%

## &lt;Noven products&gt;

Vivelle-Dot	-	4,100	-
Noven Therapeutics	-	2,200	-
Daytrana	-	1,300	-

	Feb 2010A	Feb 2011E	YoY
<Non-Consolidated>	full year	full year	
<b>Sales</b>	<b>120,813</b>	<b>127,300</b>	<b>+5.4%</b>
Prescription drugs	95,740	102,000	+6.5%
OTC products	20,625	20,700	+4.4%
International business	4,447	4,600	+3.4%
CoGS	37,540	40,700	
(CoGS ratio %)	31.1%	32.0%	
Gross profits	83,273	86,600	+4.0%
(as a % of sales)	68.9%	68.0%	
SG&A costs	51,790	54,600	+5.4%
Sales costs	23,477	23,000	△2.0%
(advertising costs)	8,481	8,300	△2.1%
R&D spending	8,637	14,200	+64.4%
Other	19,676	17,400	△11.6%
<b>Operating profits</b>	<b>31,482</b>	<b>32,000</b>	<b>+1.6%</b>
(as a % of sales)	26.1%	25.1%	
Nonoperating balance	674	600	
<b>Recurring profits</b>	<b>32,156</b>	<b>32,600</b>	<b>+1.4%</b>
(as a % of sales)	26.6%	25.6%	
Extraordinary balance	1,132	2,000	
Pretax profits	33,289	34,600	+3.9%
Provision for tax	13,248	13,900	
(effective tax rate)	39.8%	40.2%	
<b>Net profits</b>	<b>20,041</b>	<b>20,700</b>	<b>+3.3%</b>
(as a % of sales)	16.6%	16.3%	
Capex	5,816	6,000	
Depreciation	4,442	4,700	
goodwill amortization	2,102	0	