

# FY2/09

## 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.

Jul 1st, 2008

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

## Consolidated financial statement

Apr 8th, 2008

<b>&lt;Balance sheet&gt;</b> (Unit: ¥mn)	2006.2 Q4	2006.5 Q1	2006.8 Q2	2006.11 Q3	2007.2 Q4	2007.5 Q1	2007.8 Q2	2007.11 Q3	2008.2 Q4	2009.2 Q1	As a % of total
<b>Current assets</b>	<b>74,560</b>	<b>72,303</b>	<b>79,435</b>	<b>75,764</b>	<b>72,466</b>	<b>72,535</b>	<b>78,491</b>	<b>80,836</b>	<b>80,488</b>	<b>82,205</b>	<b>53.7%</b>
Cash & deposits	36,579	26,425	28,343	22,343	29,817	26,207	27,907	28,618	36,129	29,964	
Notes and accounts receivable	23,820	27,556	32,102	32,209	28,386	32,267	35,170	35,652	31,307	37,411	
Marketable securities	849	3,921	3,147	3,978	3,111	2,710	2,516	2,017	2,332	3,165	
Inventory	8,526	8,615	8,651	8,663	8,931	8,642	8,574	8,496	8,635	8,824	
Deferred tax assets	1,415	1,435	1,422	1,444	1,251	1,229	1,244	1,237	1,345	1,335	
Other current assets	3,496	4,498	5,942	7,316	1,123	1,654	3,268	5,010	909	1,706	
Bad debt provision	-128	-148	-174	-192	-156	-176	-190	-195	-171	-202	
<b>Fixed assets</b>	<b>62,024</b>	<b>60,187</b>	<b>62,324</b>	<b>63,925</b>	<b>68,676</b>	<b>67,766</b>	<b>69,002</b>	<b>70,522</b>	<b>69,262</b>	<b>70,854</b>	<b>46.3%</b>
Tangible fixed assets	36,169	36,401	36,519	38,021	38,497	38,285	38,851	40,416	40,299	39,790	
Buildings and structures	13,071	12,930	12,914	12,797	13,445	13,185	13,172	17,719	16,668	16,398	
Machinery and transport equipment	5,266	4,986	6,055	5,786	5,786	5,424	5,180	6,303	7,023	7,050	
Tools, instruments, etc.	3,157	3,064	2,697	2,713	2,486	2,453	1,851	1,891	2,052	1,982	
Land	11,346	11,350	11,312	11,315	11,354	11,356	11,364	11,362	11,374	11,366	
Construction in progress	3,326	4,068	3,538	5,408	5,424	5,865	7,282	3,139	3,181	2,992	
Intangible fixed assets	8,759	8,204	7,682	7,092	6,403	5,870	6,527	5,999	5,464	4,930	
Investments, etc.	17,095	15,581	18,122	18,811	23,775	23,610	23,628	24,106	23,497	26,132	
Investment securities	13,767	12,315	15,034	15,397	17,935	18,189	17,021	16,762	14,872	17,902	
Long-term loans	800	800	675	675	855	500	375	375	312	312	
Deferred tax assets	796	751	404	486	-	-	989	1,319	2,154	1,627	
Other	2,079	2,062	2,320	2,564	5,148	5,083	5,404	5,815	6,316	6,447	
Bad debt provision	-348	-347	-312	-311	-164	-162	-167	-165	-159	-157	
<b>Total assets</b>	<b>136,584</b>	<b>132,490</b>	<b>141,759</b>	<b>139,690</b>	<b>141,143</b>	<b>140,302</b>	<b>147,494</b>	<b>151,359</b>	<b>149,750</b>	<b>153,060</b>	
<b>Current liabilities</b>	<b>34,177</b>	<b>31,351</b>	<b>35,506</b>	<b>29,757</b>	<b>27,919</b>	<b>24,825</b>	<b>30,515</b>	<b>31,128</b>	<b>27,606</b>	<b>27,795</b>	<b>18.2%</b>
Notes and accounts payable	10,129	10,736	10,865	9,147	9,004	9,943	10,627	10,957	9,933	12,792	
Short-term borrowing	5,822	5,947	5,996	3,448	3,467	944	836	854	1,038	1,103	
Accrued expenses	8,947	8,114	8,644	6,555	9,254	6,737	8,397	7,677	7,699	6,661	
Unpaid tax, etc.	6,846	2,311	5,152	3,689	4,530	3,518	5,952	5,564	6,980	3,454	
Reserve for returned goods unsold	220	197	199	207	167	158	161	161	157	201	
Bonus reserves	617	187	879	215	688	230	849	238	808	237	
Other current liabilities	1,593	3,857	3,769	6,493	805	3,292	3,690	5,674	988	3,344	
<b>Fixed liabilities</b>	<b>11,142</b>	<b>8,705</b>	<b>8,901</b>	<b>8,887</b>	<b>9,257</b>	<b>8,534</b>	<b>8,111</b>	<b>8,244</b>	<b>8,215</b>	<b>8,298</b>	<b>5.4%</b>
Long-term borrowing	3,549	1,154	1,128	1,120	1,058	1,083	1,055	1,038	842	824	
Deferred tax liabilities	1,887	1,887	2,164	2,164	2,579	2,451	2,164	2,164	2,164	2,164	
Pension provisions	4,537	4,487	4,415	4,392	4,384	3,733	3,809	3,931	4,071	4,151	
Reserve for directors' retirement benefits	1,078	1,093	1,117	1,142	1,166	1,203	1,027	1,064	1,102	1,116	
Other fixed liabilities	89	82	75	69	69	62	53	46	35	41	
<b>Total liabilities</b>	<b>45,320</b>	<b>40,057</b>	<b>44,408</b>	<b>41,742</b>	<b>37,176</b>	<b>33,360</b>	<b>38,626</b>	<b>39,373</b>	<b>35,819</b>	<b>36,094</b>	<b>23.6%</b>
<b>Owners' Equity</b>	<b>85,716</b>	<b>86,913</b>	<b>90,510</b>	<b>94,262</b>	<b>96,486</b>	<b>99,661</b>	<b>103,211</b>	<b>106,959</b>	<b>110,376</b>	<b>112,981</b>	<b>73.8%</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>	
Capital reserves	-	-	-	-	-	-	-	-	-	-	
Capital surplus	8,289	8,289	8,289	8,289	8,376	8,376	8,376	8,376	8,396	8,396	
Retained earnings	81,460	82,658	86,259	90,024	92,137	95,314	98,868	102,618	106,010	108,616	
Treasury stock	-12,506	-12,507	-12,512	-12,524	-12,501	-12,503	-12,507	-12,509	-12,504	-12,505	
<b>Net unrealized gain and translation adjustme</b>	<b>4,802</b>	<b>4,795</b>	<b>6,138</b>	<b>5,610</b>	<b>6,744</b>	<b>6,544</b>	<b>4,884</b>	<b>4,252</b>	<b>2,803</b>	<b>3,258</b>	<b>2.1%</b>
Other marketable securities revaluation account	2,858	2,777	3,750	3,599	4,248	4,056	2,220	1,751	326	1,145	
Land revaluation account	2,780	2,780	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	
Forex adjustment account	-836	-762	-801	-1,177	-692	-700	-523	-687	-712	-1,074	
Revaluation account	-	-	-	-	-	-	-	-	-	-	
Consolidated surplus	-	-	-	-	-	-	-	-	-	-	
<b>Minority interest</b>	<b>744</b>	<b>724</b>	<b>703</b>	<b>1,171</b>	<b>735</b>	<b>736</b>	<b>771</b>	<b>774</b>	<b>750</b>	<b>725</b>	<b>0.5%</b>
<b>Total Net assets</b>	<b>91,262</b>	<b>92,432</b>	<b>97,351</b>	<b>101,045</b>	<b>103,966</b>	<b>106,942</b>	<b>108,868</b>	<b>111,986</b>	<b>113,929</b>	<b>116,965</b>	<b>76.4%</b>
<b>Liabilities and Net assets</b>	<b>136,584</b>	<b>132,490</b>	<b>141,759</b>	<b>139,690</b>	<b>141,143</b>	<b>140,302</b>	<b>147,494</b>	<b>151,359</b>	<b>149,750</b>	<b>153,060</b>	

Consolidated financial statement

Apr 8th, 2008

<u>&lt;Income statement&gt;</u> (Unit: ¥mn)	2006.2 Q4	2006.5 Q1	2006.8 Q2	2006.11 Q3	2007.2 Q4	2007.5 Q1	2007.8 Q2	2007.11 Q3	2008.2 Q4	2009.2 Q1	YoY
<b>Sales</b>	<b>102,665</b>	<b>27,385</b>	<b>56,775</b>	<b>84,427</b>	<b>109,791</b>	<b>29,373</b>	<b>60,383</b>	<b>91,336</b>	<b>119,061</b>	<b>30,033</b>	<b>+2.2%</b>
CoGS	29,840	7,950	16,700	24,980	32,903	8,605	17,890	27,119	36,101	9,364	+8.8%
(as a % of sales)	29.1%	29.0%	29.4%	29.6%	30.0%	29.3%	29.6%	29.7%	30.3%	31.2%	
<b>Gross profits</b>	<b>72,824</b>	<b>19,434</b>	<b>40,075</b>	<b>59,446</b>	<b>76,888</b>	<b>20,768</b>	<b>42,492</b>	<b>64,217</b>	<b>82,960</b>	<b>20,668</b>	<b>△.5%</b>
(as a % of sales)	70.9%	71.0%	70.6%	70.4%	70.0%	70.7%	70.4%	70.3%	69.7%		
<b>SG&amp;A expenses</b>	<b>50,054</b>	<b>13,053</b>	<b>26,862</b>	<b>36,834</b>	<b>50,754</b>	<b>12,274</b>	<b>28,365</b>	<b>39,776</b>	<b>53,888</b>	<b>12,245</b>	<b>△.2%</b>
(as a % of sales)	48.7%	47.7%	47.3%	43.6%	46.2%	41.8%	47.0%	43.5%	45.3%	40.8%	
Advertising costs	8,492	3,517	5,692	7,436	10,347	2,838	5,572	7,562	9,595	2,911	+2.6%
Sales promotion costs	10,524	2,487	5,611	7,069	10,466	2,506	5,445	7,957	11,838	2,385	△4.8%
R&D spending	11,267	2,247	5,278	7,091	9,295	1,866	6,543	8,442	11,234	1,990	+6.6%
Other SG&A expenses	19,771	4,802	10,281	15,238	20,646	5,064	10,805	15,815	21,221	4,959	△2.1%
<b>Operating profits</b>	<b>22,770</b>	<b>6,381</b>	<b>13,212</b>	<b>22,612</b>	<b>26,134</b>	<b>8,494</b>	<b>14,127</b>	<b>24,440</b>	<b>29,071</b>	<b>8,422</b>	<b>△.8%</b>
(as a % of sales)	22.2%	23.3%	23.3%	26.8%	23.8%	28.9%	23.4%	26.8%	24.4%	28.0%	
<b>Nonoperating income</b>	<b>1,568</b>	<b>351</b>	<b>582</b>	<b>684</b>	<b>1,034</b>	<b>367</b>	<b>571</b>	<b>846</b>	<b>1,422</b>	<b>218</b>	
Interest received	50	7	24	45	74	27	78	107	152	38	
Dividends received	83	15	71	74	118	14	87	122	170	28	
Equity-method investment profits	112	26	16	23	0	22	53	82	264	13	
Amortisation of consolidated adjustment accou	24	5	11	17	23	5	11	17	24	-	
Other	1,296	295	457	521	817	296	340	516	809	137	
<b>Nonoperating expenses</b>	<b>178</b>	<b>33</b>	<b>89</b>	<b>154</b>	<b>167</b>	<b>31</b>	<b>78</b>	<b>177</b>	<b>288</b>	<b>43</b>	
Interest paid	41	14	21	34	41	9	17	17	21	5	
Other	137	19	67	120	125	21	60	160	266	38	
<b>Recurring profits</b>	<b>24,159</b>	<b>6,700</b>	<b>13,704</b>	<b>23,142</b>	<b>27,001</b>	<b>8,830</b>	<b>14,620</b>	<b>25,109</b>	<b>30,204</b>	<b>8,597</b>	<b>△2.6%</b>
(as a % of sales)	23.5%	24.5%	24.1%	27.4%	24.6%	30.1%	24.2%	27.5%	25.4%	28.6%	
<b>Extraordinary profits</b>	<b>1,510</b>	<b>1</b>	<b>0</b>	<b>0</b>	<b>42</b>	<b>177</b>	<b>351</b>	<b>527</b>	<b>707</b>	<b>270</b>	
Profit on sale of fixed assets	0	-	-	-	0	-	-	-	-	-	
Public subsidies	1	-	-	-	-	-	-	-	-	92	
Reversal of allowance for doubtful receivables	25	1	0	-	41	1	1	1	5	1	
Other	1,483	-	-	-	-	175	350	526	701	175	
<b>Extraordinary losses</b>	<b>1,163</b>	<b>428</b>	<b>638</b>	<b>722</b>	<b>1,125</b>	<b>153</b>	<b>193</b>	<b>212</b>	<b>705</b>	<b>92</b>	
Losses on fixed asset disposal	380	143	181	216	346	19	31	50	121	0	
Losses on fixed asset reduction	-	-	92	92	154	-	-	-	-	92	
Valuation losses on investment securities	-	84	83	83	-	-	22	22	22	-	
Transfer to bad debt provisions	-	-	-	-	-	-	-	-	-	-	
Valuation losses on memberships	1	-	-	-	-	-	5	5	5	-	
Other	781	200	280	414	623	133	133	133	556	-	
<b>Net profit before tax, etc.</b>	<b>24,507</b>	<b>6,272</b>	<b>13,066</b>	<b>22,420</b>	<b>25,917</b>	<b>8,854</b>	<b>14,778</b>	<b>25,425</b>	<b>30,206</b>	<b>8,774</b>	<b>△.9%</b>
Taxes	10,831	2,105	4,907	8,599	9,365	3,490	5,892	10,123	11,521	3,476	
Tax adjustment	-828	97	68	69	693	17	-41	-51	-44	-3	
Minority interest (subtracted)	55	27	15	16	11	39	67	81	66	33	
<b>Net profits</b>	<b>14,448</b>	<b>4,097</b>	<b>8,106</b>	<b>13,734</b>	<b>15,847</b>	<b>5,306</b>	<b>8,860</b>	<b>15,271</b>	<b>18,663</b>	<b>5,268</b>	<b>△.7%</b>
(as a % of sales)	14.1%	15.0%	14.3%	16.3%	14.4%	18.1%	14.7%	16.7%	15.7%	17.5%	
<b>Capex</b>	<b>15,974</b>		<b>2,490</b>		<b>7,211</b>		<b>3,603</b>		<b>7,545</b>		
(as a % of sales)	15.6%		4.4%		6.6%		6.0%		6.3%		
<b>Depreciation</b>	<b>3,114</b>		<b>1,550</b>		<b>3,118</b>		<b>1,495</b>		<b>3,434</b>		
(as a % of sales)	3.0%		2.7%		2.8%		2.5%		2.9%		
<b>Goodwill amortization</b>	<b>2,222</b>		<b>1,067</b>		<b>2,117</b>		<b>1,012</b>		<b>2,057</b>		
(as a % of sales)	2.2%		1.9%		1.9%		1.7%		1.7%		
<b>Number of employees</b>	<b>1,671</b>		<b>1,691</b>		<b>1,628</b>		<b>1,722</b>		<b>1,752</b>		

Non-consolidated financial statement

Apr 8th, 2008

<b>&lt;Balance sheet&gt;</b>	2006.2	2006.5	2006.8	2006.11	2007.2	2007.5	2007.8	2007.11	2008.2	2009.2	As a %
(Unit: ¥mn)	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	of total
<b>Current assets</b>	<b>70,690</b>	<b>67,850</b>	<b>75,537</b>	<b>72,480</b>	<b>69,142</b>	<b>68,968</b>	<b>74,387</b>	<b>76,520</b>	<b>76,527</b>	<b>78,038</b>	<b>53.9%</b>
Cash & deposits	33,866	23,144	25,380	20,309	27,801	23,910	25,361	25,845	33,842	27,169	
Notes receivable	1,559	1,444	2,570	2,657	2,560	107	166	125	152	80	
Accounts receivable	21,942	25,852	29,490	29,467	25,605	31,969	34,736	35,269	30,561	36,933	
Marketable securities	799	3,871	3,097	3,927	2,997	2,597	2,397	1,896	2,280	3,119	
Inventory	7,671	7,786	7,783	7,769	8,062	7,818	7,625	7,621	7,762	8,043	
Deferred tax assets	1,392	1,392	1,392	1,392	1,155	1,155	1,155	1,155	1,319	1,319	
Other current assets	3,581	4,503	5,991	7,140	1,106	1,578	3,127	4,794	772	1,569	
Bad debt provision	-123	-143	-169	-186	-148	-168	-183	-188	-163	-197	
<b>Fixed assets</b>	<b>57,491</b>	<b>55,053</b>	<b>57,140</b>	<b>58,610</b>	<b>63,324</b>	<b>63,344</b>	<b>65,000</b>	<b>66,555</b>	<b>64,781</b>	<b>66,753</b>	<b>46.1%</b>
Tangible fixed assets	30,618	30,850	31,052	32,626	33,167	32,857	33,376	35,020	34,939	34,519	
Buildings	9,070	8,887	8,883	8,794	9,471	9,263	9,098	13,684	12,620	12,338	
Machinery and equipment	7,327	7,019	7,770	7,581	7,374	7,025	6,100	7,333	8,278	8,291	
Land	10,890	10,890	10,854	10,854	10,891	10,891	10,891	10,891	10,902	10,902	
Construction in progress	3,330	4,052	3,543	5,395	5,429	5,676	7,285	3,110	3,137	2,986	
Intangible fixed assets	6,531	6,118	5,736	5,285	4,755	5,839	6,499	5,974	5,439	4,909	
Investments, etc.	20,341	18,084	20,351	20,698	25,401	24,647	25,119	25,560	24,402	27,324	
Investment securities	12,986	11,487	14,243	14,091	16,585	16,843	15,676	15,404	13,326	16,367	
Advances to and shares in related companies	4,377	4,039	4,039	4,559	3,729	3,017	3,011	2,994	2,995	2,995	
Long-term loans	1,618	1,612	1,449	1,445	1,311	1,172	1,124	1,065	995	959	
Deferred tax assets	1,902	1,622	1,266	1,374	272	395	1,630	1,943	2,451	1,908	
Other investments, etc.	1,812	1,847	1,819	1,766	4,572	4,275	4,631	5,063	5,563	5,997	
Provision for losses on investments	-1,167	-1,337	-1,401	-1,473	-235	-235	-169	-169	-183	-178	
Bad debt provision	-1,188	-1,187	-1,065	-1,064	-835	-823	-783	-740	-745	-725	
<b>Total assets</b>	<b>128,181</b>	<b>122,904</b>	<b>132,678</b>	<b>131,090</b>	<b>132,466</b>	<b>132,312</b>	<b>139,382</b>	<b>143,075</b>	<b>141,308</b>	<b>144,792</b>	
<b>Current liabilities</b>	<b>31,627</b>	<b>28,136</b>	<b>32,442</b>	<b>27,310</b>	<b>25,335</b>	<b>21,713</b>	<b>27,257</b>	<b>27,686</b>	<b>24,445</b>	<b>24,593</b>	<b>17.0%</b>
Notes payable and Accounts payable	8,330	8,359	8,628	7,671	6,901	7,566	7,883	8,444	7,895	10,609	
Long-term debt due within 1 yr	5,000	5,000	5,000	2,500	2,500	-	-	-	-	-	
Accrued and unpaid expenses	9,688	9,956	9,312	8,456	10,239	8,550	9,163	8,486	8,013	8,324	
Unpaid tax, etc.	6,697	2,236	5,027	3,665	4,433	3,474	5,828	5,436	6,831	3,382	
Bonus reserves	594	166	851	188	663	206	817	209	783	205	
Reserve for returned goods unsold	220	197	199	207	167	158	161	161	157	201	
Provision for losses on debt guarantees	159	159	159	159	136	136	190	190	196	179	
Other current liabilities	936	2,061	3,262	4,460	292	1,620	3,211	4,758	567	1,690	
<b>Fixed liabilities</b>	<b>8,352</b>	<b>5,872</b>	<b>6,179</b>	<b>6,229</b>	<b>6,271</b>	<b>6,952</b>	<b>6,851</b>	<b>7,010</b>	<b>7,176</b>	<b>7,280</b>	<b>5.0%</b>
Long-term borrowing	2,500	-	-	-	-	-	-	-	-	-	
Provision for pension and remuneration obligatio	3,951	3,972	4,001	4,049	4,091	4,773	4,671	4,831	4,995	5,099	
Deferred tax liabilities related to revaluation	1,887	1,887	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164	
Other fixed liabilities	13	13	13	15	15	15	15	15	17	17	
<b>Total liabilities</b>	<b>39,979</b>	<b>34,009</b>	<b>38,622</b>	<b>33,539</b>	<b>31,607</b>	<b>28,666</b>	<b>34,108</b>	<b>34,697</b>	<b>31,622</b>	<b>31,873</b>	<b>22.0%</b>
<b>Owners' Equity</b>	<b>82,700</b>	<b>83,493</b>	<b>87,265</b>	<b>90,915</b>	<b>93,526</b>	<b>96,494</b>	<b>99,939</b>	<b>103,506</b>	<b>106,214</b>	<b>108,646</b>	<b>75.0%</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>	
Capital surplus	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	
Other capital surplus	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	
Retained earnings	78,448	79,242	83,018	86,668	89,282	92,253	95,701	99,270	101,979	104,413	
Voluntary reserve	62,000	72,000	72,000	72,000	72,000	82,000	82,000	82,000	82,000	94,000	
Unappropriated profit for the year	16,448	7,242	11,018	14,668	17,282	10,253	13,701	17,270	19,979	10,413	
(net profit)	13,850	3,692	7,875	13,389	16,003	5,099	8,547	14,777	17,487	5,095	
Treasury stock	-12,462	-12,463	-12,467	-12,469	-12,472	-12,474	-12,477	-12,479	-12,480	-12,482	
<b>Net unrealized gain and translation adjustments</b>	<b>5,499</b>	<b>5,398</b>	<b>6,788</b>	<b>6,635</b>	<b>7,333</b>	<b>7,151</b>	<b>5,323</b>	<b>4,871</b>	<b>3,472</b>	<b>4,272</b>	<b>3.0%</b>
Marketable securities revaluation account	2,719	2,618	3,600	3,447	4,144	3,962	2,145	1,683	283	3,188	
Revaluation account	2,780	2,780	3,188	3,188	3,188	3,188	3,188	3,188	3,188	1,083	
<b>Total Net assets</b>	<b>88,202</b>	<b>88,891</b>	<b>94,056</b>	<b>97,550</b>	<b>100,859</b>	<b>103,646</b>	<b>105,273</b>	<b>108,378</b>	<b>109,686</b>	<b>112,918</b>	<b>78.0%</b>
<b>Liabilities and Net assets</b>	<b>128,181</b>	<b>122,904</b>	<b>132,678</b>	<b>131,090</b>	<b>132,466</b>	<b>132,312</b>	<b>139,382</b>	<b>143,075</b>	<b>141,308</b>	<b>144,792</b>	

Non-consolidated financial statement

Apr 8th, 2008

<b>&lt;Income statement&gt;</b>	2006.2	2006.5	2006.8	2006.11	2007.2	2007.5	2007.8	2007.11	2008.2	2009.2	YoY
(Unit: ¥mn)	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	
<b>Sales</b>	<b>97,169</b>	<b>25,855</b>	<b>53,981</b>	<b>80,247</b>	<b>104,037</b>	<b>27,785</b>	<b>57,366</b>	<b>86,752</b>	<b>112,635</b>	<b>28,475</b>	<b>+2.5%</b>
Prescription drugs	74,932	19,068	40,183	60,685	79,169	21,060	43,626	67,155	87,417	22,419	+6.5%
OTC products	19,432	5,829	12,012	17,096	21,631	5,917	12,096	17,207	21,946	5,394	△8.8%
International business	2,804	956	1,786	2,465	3,236	808	1,643	2,389	3,270	661	△18.2%
CoGS	26,911	7,183	15,322	23,005	30,075	7,860	16,426	24,985	33,128	8,613	+9.6%
(as a % of sales)	27.7%	27.8%	28.4%	28.7%	28.9%	28.3%	28.6%	28.8%	29.4%	30.2%	6.9%
<b>Gross profits</b>	<b>70,258</b>	<b>18,671</b>	<b>38,659</b>	<b>57,241</b>	<b>73,961</b>	<b>19,925</b>	<b>40,940</b>	<b>61,767</b>	<b>79,507</b>	<b>19,862</b>	<b>△.3%</b>
(as a % of sales)	72.3%	72.2%	71.6%	71.3%	71.1%	71.7%	71.4%	71.2%	70.6%	69.8%	
<b>SG&amp;A expenses</b>	<b>47,392</b>	<b>12,467</b>	<b>25,640</b>	<b>34,902</b>	<b>48,047</b>	<b>11,678</b>	<b>27,262</b>	<b>37,981</b>	<b>51,240</b>	<b>11,816</b>	<b>+1.2%</b>
(as a % of sales)	48.8%	48.2%	47.5%	43.5%	46.2%	42.0%	47.5%	43.8%	45.5%	41.5%	
Sales costs	20,826	6,552	12,389	16,151	22,736	5,892	12,133	17,241	23,425	6,117	+3.8%
Advertising costs	8,099	3,448	5,555	7,235	9,913	2,756	5,426	7,339	9,131	2,866	+4.0%
(as a % of sales)	8.3%	13.3%	10.3%	9.0%	9.5%	9.9%	9.5%	8.5%	8.1%	10.1%	
R&D spending	11,334	2,270	5,370	7,151	9,416	1,866	6,452	8,437	11,253	1,990	+6.6%
(as a % of sales)	11.7%	8.8%	9.9%	8.9%	9.1%	6.7%	11.2%	9.7%	10.0%	7.0%	
Administration costs	15,232	3,645	7,881	11,600	15,895	3,920	8,677	12,303	16,562	3,709	△5.4%
<b>Operating profits</b>	<b>22,865</b>	<b>6,203</b>	<b>13,019</b>	<b>22,339</b>	<b>25,914</b>	<b>8,246</b>	<b>13,677</b>	<b>23,786</b>	<b>28,265</b>	<b>8,045</b>	<b>△2.4%</b>
(as a % of sales)	23.5%	24.0%	24.1%	27.8%	24.9%	29.7%	23.8%	27.4%	25.1%	28.3%	
<b>Nonoperating balance</b>	<b>578</b>	<b>212</b>	<b>459</b>	<b>464</b>	<b>891</b>	<b>266</b>	<b>324</b>	<b>420</b>	<b>644</b>	<b>210</b>	
Nonoperating income	1,373	248	492	544	967	280	452	669	942	222	
Nonoperating expenses	795	35	33	80	75	13	127	249	298	12	
<b>Recurring profits</b>	<b>23,444</b>	<b>6,416</b>	<b>13,478</b>	<b>22,804</b>	<b>26,805</b>	<b>8,513</b>	<b>14,001</b>	<b>24,206</b>	<b>28,909</b>	<b>8,256</b>	<b>△3.0%</b>
(as a % of sales)	24.1%	24.8%	25.0%	28.4%	25.8%	30.6%	24.4%	27.9%	25.7%	29.0%	
<b>Extraordinary balance</b>	<b>-381</b>	<b>-371</b>	<b>-550</b>	<b>-706</b>	<b>-484</b>	<b>-11</b>	<b>226</b>	<b>421</b>	<b>87</b>	<b>217</b>	
Extraordinary profits	1,600	7	92	93	751	187	471	688	852	217	
Extraordinary losses	1,981	378	642	799	1,236	199	248	266	765	0	
<b>Pretax profits</b>	<b>23,062</b>	<b>6,045</b>	<b>12,928</b>	<b>22,097</b>	<b>26,321</b>	<b>8,502</b>	<b>14,225</b>	<b>24,628</b>	<b>28,997</b>	<b>8,473</b>	<b>△.3%</b>
Tax, etc.	10,520	2,353	5,085	8,746	9,142	3,402	5,677	9,850	11,231	3,378	
Tax adjustment	-1,307	-	-33	-37	1,176	-	-	-	278	0	
Effective tax rate	39.9%	38.9%	39.1%	39.4%	39.2%	40.0%	39.9%	40.0%	38.7%	39.9%	
<b>Net profits</b>	<b>13,850</b>	<b>3,692</b>	<b>7,875</b>	<b>13,389</b>	<b>16,003</b>	<b>5,099</b>	<b>8,547</b>	<b>14,777</b>	<b>17,487</b>	<b>5,095</b>	<b>△.1%</b>
(as a % of sales)	14.3%	14.3%	14.6%	16.7%	15.4%	18.4%	14.9%	17.0%	15.5%	17.9%	
Capex	12,704		2,240		6,866		3,355		7,117		
(as a % of sales)	13.1%		4.1%		6.6%		5.8%		6.3%		
Depreciation	2,510		1,244		2,889		1,288		2,999		
(as a % of sales)	2.6%		2.2%		2.6%		2.2%		2.7%		
Goodwill amortization	1,664		788		1,572		1,006		2,057		
(as a % of sales)	1.7%		1.5%		1.5%		1.8%		1.8%		
Number of employees	1,180		1,190		1,137		1,190		1,216		
<b>Major products</b>											
<b>Mohrus tape</b>	<b>50,968</b>	<b>13,448</b>	<b>27,946</b>	<b>42,603</b>	<b>56,189</b>	<b>15,408</b>	<b>31,993</b>	<b>49,572</b>	<b>65,280</b>	<b>17,101</b>	<b>+11.0%</b>
(of which, regular)	37,137	9,370	19,213	28,780	37,609	9,862	20,095	30,677	40,045	10,034	+1.7%
(of which, Mohrus Tape L)	13,830	4,078	8,732	13,822	18,580	5,546	11,898	18,895	25,234	7,067	+27.4%
<b>Mohrus</b>	<b>14,064</b>	<b>3,383</b>	<b>7,098</b>	<b>10,592</b>	<b>13,490</b>	<b>3,234</b>	<b>6,750</b>	<b>10,256</b>	<b>12,976</b>	<b>3,025</b>	<b>△6.5%</b>
Estrana	388	108	213	336	471	96	224	368	496	129	+34.4%
Naboal	1,375	377	1,022	1,524	2,026	544	1,098	1,624	2,073	478	△12.1%
Inside Pap	1,510	360	723	1,055	1,324	301	607	900	1,157	261	△13.3%
<b>Salonpas</b>	<b>6,277</b>	<b>1,567</b>	<b>3,582</b>	<b>5,282</b>	<b>6,800</b>	<b>1,581</b>	<b>3,657</b>	<b>5,401</b>	<b>6,901</b>	<b>1,348</b>	<b>△14.7%</b>
Salonsip	<b>3,887</b>	<b>1,008</b>	<b>2,305</b>	<b>3,315</b>	<b>4,115</b>	<b>1,122</b>	<b>2,366</b>	<b>3,452</b>	<b>4,188</b>	<b>908</b>	<b>△19.1%</b>
Air-Salonpas	1,637	498	1,108	1,465	1,659	494	1,158	1,570	1,762	783	+58.5%
Lifecella	1,268	356	631	868	1,133	299	497	684	886	201	△32.8%
Butenalock	2,187	1,191	1,792	1,864	2,636	1,021	1,452	1,571	2,557	950	△7.0%
Feitas	2,094	915	1,839	3,018	3,712	1,097	2,174	3,238	4,042	834	△24.0%

(¥mn)	Feb 2008A	Feb 2009E		Cons-
<Consolidated>	full year	full year	YoY	parent ratio
<b>Sales</b>	<b>119,061</b>	<b>127,000</b>	<b>+6.7%</b>	<b>1.06</b>
CoGS	36,101	40,200		
(CoGS ratio %)	30.3%	31.7%		
<b>Gross profits</b>	<b>82,960</b>	<b>86,800</b>	<b>+4.6%</b>	
(as a % of sales)	69.7%	68.3%		
SG&A costs	53,888	56,800	+5.4%	
of which, advertising costs	9,595	9,500	△1.0%	
of which, R&D spending	11,234	11,200	△.3%	
<b>Operating profits</b>	<b>29,071</b>	<b>30,000</b>	<b>+3.2%</b>	<b>1.03</b>
(as a % of sales)	24.4%	23.6%		
Nonoperating balance	1,134	700		
<b>Recurring profits</b>	<b>30,204</b>	<b>30,700</b>	<b>+1.6%</b>	<b>1.04</b>
(as a % of sales)	25.4%	24.2%		
Extraordinary balance	2	800		
Pretax profits	30,206	31,500	+4.3%	
Provision for tax	11,543	12,100		
(effective tax rate)	38.2%	38.4%		
<b>Net profits</b>	<b>18,663</b>	<b>19,400</b>	<b>+3.9%</b>	<b>1.05</b>
(as a % of sales)	15.7%	15.3%		
Capex	7,545	7,300		
Depreciation	3,434	3,900		
goodwill amortization	2,057	2,115		

**By product**

## &lt;Rx. Products&gt;

Mohrus tape	65,280	71,500	+9.5%
(of which, regular)	40,045	41,000	+2.4%
(of which, Mohrus Tape L)	25,234	30,500	+20.9%
Mohrus	12,976	12,500	△3.7%
Estrana	496	600	+21.0%
Nabosal tape/gel/Pap/Cap	2,073	2,000	△3.5%
Inside Pap	1,157	850	△26.5%

## &lt;OTC products&gt;

Salonpas	6,901	7,200	+4.3%
Salonsip	4,188	4,200	+.3%
Air-Salonpas	1,762	1,800	+2.2%
Lifecella	886	910	+2.7%
Butenolock	2,557	2,600	+1.7%
Feitas	4,042	4,500	+11.3%

	Feb 2008A	Feb 2009E	
<Non-Consolidated>	full year	full year	YoY
<b>Sales</b>	<b>112,635</b>	<b>120,000</b>	<b>+6.5%</b>
Prescription drugs	87,417	93,000	+6.4%
OTC products	21,946	22,500	+2.5%
International business	3,270	4,500	+37.6%
CoGS	33,128	36,800	
(CoGS ratio %)	29.4%	30.7%	
Gross profits	79,507	83,200	
(as a % of sales)	70.6%	69.3%	
SG&A costs	51,240	54,200	
Sales costs	23,425	25,500	
(advertising costs)	9,131	9,000	
R&D spending	11,253	11,300	
Other	16,562	17,400	
<b>Operating profits</b>	<b>28,265</b>	<b>29,000</b>	<b>+2.6%</b>
(as a % of sales)	25.1%	24.2%	
Nonoperating balance	644	500	
<b>Recurring profits</b>	<b>28,909</b>	<b>29,500</b>	<b>+2.0%</b>
(as a % of sales)	25.7%	24.6%	
Extraordinary balance	87	700	
Pretax profits	28,997	30,200	
Provision for tax	11,510	11,700	+1.7%
(effective tax rate)	38.7%	38.7%	
<b>Net profits</b>	<b>17,487</b>	<b>18,500</b>	<b>+5.8%</b>
(as a % of sales)	15.5%	15.4%	
Capex	7,117	7,000	
Depreciation	2,999	3,400	
goodwill amortization	2,057	2,102	