

Q4 FY 02/24

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 down to the nearest million yen.

Apr.11th, 2024

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

Sales results by region

(Unit: ¥mn)	2019.05 Q1	2019.08 Q1-Q2	2019.11 Q1-Q3	2020.02 Q1-Q4	2020.05 Q1	2020.08 Q1-Q2	2020.11 Q1-Q3	2021.02 Q1-Q4	2021.05 Q1	2021.08 Q1-Q2	2021.11 Q1-Q3	2022.02 Q1-Q4	2022.05 Q1	2022.08 Q1-Q2	2022.11 Q1-Q3	2023.02 Q1-Q4	2023.05 Q1	2023.08 Q1-Q2	2023.11 Q1-Q3	2024.02 Q1-Q4	YoY
Rx Business	17,729	37,728	61,344	81,379	15,545	32,118	48,316	66,066	16,468	33,885	51,039	68,469	15,853	33,935	52,041	69,808	16,915	35,040	53,941	71,983	103.1%
Japan	13,792	29,467	49,468	65,080	12,079	25,377	38,816	52,181	13,180	27,061	41,040	54,546	12,509	26,343	40,162	53,135	13,120	26,801	40,907	54,437	102.5%
USA	3,177	6,577	9,233	12,262	2,574	5,066	7,247	10,169	2,377	4,651	6,780	9,586	2,531	5,472	8,496	11,567	2,491	5,522	8,975	11,530	99.7%
Other regions	759	1,683	2,642	4,036	892	1,675	2,253	3,715	909	2,172	3,218	4,336	812	2,119	3,382	5,105	1,303	2,716	4,059	6,015	117.8%
OTC Business	10,842	24,359	35,765	56,971	8,680	19,479	30,466	45,693	10,581	23,233	33,474	48,822	9,778	24,159	37,542	55,394	14,415	30,361	46,498	66,471	120.0%
Japan	6,574	13,659	19,223	29,682	3,688	8,856	13,916	20,239	4,891	10,370	14,042	21,280	3,049	8,073	11,745	18,373	4,735	10,180	15,697	23,337	127.0%
USA	2,897	5,972	8,644	12,103	3,254	5,966	8,986	12,087	3,573	7,258	10,079	12,519	3,529	7,723	12,024	16,727	4,792	9,428	14,237	19,506	116.6%
Other regions	1,371	4,727	7,897	15,186	1,737	4,656	7,562	13,367	2,116	5,603	9,352	15,021	3,198	8,362	13,772	20,292	4,887	10,752	16,563	23,627	116.4%
Others	661	1,313	1,969	2,640	656	1,328	2,039	2,749	712	1,432	2,149	2,901	761	1,524	2,297	3,127	765	1,574	2,387	3,251	103.9%

(Unit: ¥mn)	2019.05 Q1	2019.08 Q2	2019.11 Q3	2020.02 Q4	2020.05 Q1	2020.08 Q2	2020.11 Q3	2021.02 Q4	2021.05 Q1	2021.08 Q2	2021.11 Q3	2022.02 Q4	2022.05 Q1	2022.08 Q2	2022.11 Q3	2023.02 Q4	2023.05 Q1	2023.08 Q2	2023.11 Q3	2024.02 Q4	YoY
Rx Business	17,729	19,999	23,615	20,035	15,545	16,572	16,198	17,749	16,468	17,417	17,153	17,430	15,853	18,082	18,106	17,766	16,915	18,125	18,900	18,041	101.5%
Japan	13,792	15,675	20,000	15,612	12,079	13,297	13,439	13,365	13,180	13,880	13,978	13,506	12,509	13,833	13,818	12,973	13,120	13,680	14,106	13,530	104.3%
USA	3,177	3,400	2,655	3,029	2,574	2,491	2,181	2,922	2,377	2,274	2,128	2,806	2,531	2,941	3,024	3,070	2,491	3,031	3,452	2,555	83.2%
Other regions	759	924	958	1,394	892	782	578	1,462	909	1,262	1,046	1,117	812	1,306	1,263	1,722	1,303	1,413	1,342	1,955	113.5%
OTC Business	10,842	13,516	11,405	21,206	8,680	10,798	10,986	15,227	10,581	12,651	10,241	15,347	9,778	14,381	13,382	17,852	14,415	15,945	16,136	19,973	111.9%
Japan	6,574	7,085	5,563	10,458	3,688	5,168	5,060	6,322	4,891	5,478	3,672	7,237	3,049	5,023	3,672	6,627	4,735	5,445	5,516	7,640	115.3%
USA	2,897	3,074	2,672	3,458	3,254	2,711	3,020	3,100	3,573	3,685	2,820	2,440	3,529	4,193	4,300	4,703	4,792	4,636	4,808	5,269	112.0%
Other regions	1,371	3,356	3,169	7,289	1,737	2,918	2,906	5,805	2,116	3,487	3,748	5,669	3,198	5,163	5,409	6,520	4,887	5,864	5,811	7,063	108.3%
Others	661	652	655	671	656	672	711	710	712	720	717	752	761	763	772	830	765	809	812	863	104.0%

Earnings Forecasts

(Unit: ¥mn)

(Unit: ¥mn)

<Consolidated>

	Feb 2024A	
	Q1-Q4	YoY
Sales	141,706	110.4%
CoGS	62,735	112.8%
(CoGS ratio %)	44.3%	
Gross profits	78,970	108.6%
(as a % of sales)	55.7%	
SG&A costs	65,803	107.7%
(Sales promotion costs)	12,887	113.6%
(Advertising costs)	15,327	125.5%
(R&D spending)	8,614	88.0%
(Other SG&A expenses)	28,973	104.4%
Operating profits	13,167	113.5%
(as a % of sales)	9.3%	
Recurring profits	19,649	122.4%
(as a % of sales)	13.9%	
Profit attributable to owners of parent	13,969	119.0%
(as a % of sales)	9.9%	
Capex	18,317	228.7%
Depreciation	5,062	103.2%
Goodwill amortization	110	231.7%

Feb 2025E

	Q1-Q4	YoY
Sales	152,000	107.3%
CoGS	67,300	107.3%
(CoGS ratio %)	44.3%	
Gross profits	84,700	107.3%
(as a % of sales)	55.7%	
SG&A costs	70,200	106.7%
(Sales promotion costs)	13,900	107.9%
(Advertising costs)	15,800	103.1%
(R&D spending)	10,300	119.6%
(Other SG&A expenses)	30,200	104.2%
Operating profits	14,500	110.1%
(as a % of sales)	9.5%	
Recurring profits	18,900	96.2%
(as a % of sales)	12.4%	
Profit attributable to owners of parent	15,800	113.1%
(as a % of sales)	10.4%	
Capex	13,900	75.9%
Depreciation	6,100	120.5%
Goodwill amortization	600	542.9%

<By regions>

Rx Business	71,983	103.1%
Japan	54,437	102.5%
USA	11,530	99.7%
Other regions	6,015	117.8%
OTC Business	66,471	120.0%
Japan	23,337	127.0%
USA	19,506	116.6%
Other regions	23,627	116.4%
Others	3,251	103.9%

	72,900	101.3%
	53,200	97.7%
	13,300	115.3%
	6,400	106.4%
	75,700	113.9%
	29,100	124.7%
	20,900	107.1%
	25,700	108.8%
	3,400	104.6%

<By product>

Mohrus [®] Tape products	25,518	88.3%
Zichoru [®] Tapes	5,443	245.2%
Haruropi [®] Tape	3,487	123.1%
Mohrus [®] Pap products	3,582	90.7%
Fentos [®] Tapes	3,467	93.1%
Aphide [®] Lotion	984	-
Estrana [®] Tapes	2,010	97.8%
Others	10,331	104.6%
CombiPatch [®] products	7,430	110.5%
Vivelle-Dot [®] products	5,648	103.6%
Minivelle [®] products	2,591	120.1%
Xelstry [®]	64	-
Secuado [®]	740	115.4%
Daytrana [®] products	684	53.4%
Salonpas [®] products	46,696	119.2%
Feitas [®] products	3,854	103.6%
Bye Bye Fever [®] products	3,710	117.9%
S-Cup [®] products	1,460	-
Allegra [®] FX	4,201	128.8%
Salonsip [®] products	2,793	91.5%
Air [®] Salonpas [®] products	1,741	116.8%
Butenalock [®] products	826	133.5%
Others	1,186	130.1%

	21,200	83.1%
	7,900	145.1%
	4,100	117.6%
	3,200	89.3%
	2,900	83.6%
	2,400	243.8%
	1,900	94.5%
	10,100	97.8%
	6,800	91.5%
	6,100	108.0%
	2,300	88.8%
	2,200	3419.6%
	1,100	148.5%
	700	102.3%
	51,300	109.9%
	4,400	114.1%
	4,200	113.2%
	4,100	280.7%
	3,800	90.4%
	3,300	118.1%
	2,000	114.9%
	1,100	133.1%
	1,500	126.4%