

We would like to express our deepest condolences to the victims, their families, and all those involved in the Noto Peninsula Earthquake of 2024. We extend our deepest sympathies to all those affected by the disaster.

# **Hisamitsu Pharmaceutical Co., Inc.**

## **Q3 FY02/2024 Results**

This presentation material contains information that constitutes forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors including changes in material circumstances.

Hisamitsu Pharmaceutical Co., Inc.

Jan. 11th, 2024



# Agenda

- 1. Looking back on the Q3 FY02/2024**
- 2. Support for the Noto Peninsula Earthquake of 2024**
- 3. Promotion of Sustainability**
- 4. Regarding Revision of Earnings Forecast**
- 5. Progress for FY02/2024**
- 6. Consolidated P&L**
- 7. Sales Results by Region**
- 8. Sales Results by Product**
- 9. Trends of second-generation non-steroidal anti-inflammatory patch (Topical formulations) in Japan**
- 10. Trends of non-steroidal anti-inflammatory drugs (Systemic formulations) in Japan**
- 11. R&D Pipeline**



# 1. Looking back on the Q3 FY02/2024 (1)

## Rx Business

- Mar. • Notification of approval for manufacturing and marketing approval of APOHIDE<sup>®</sup> Lotion 20% in Japan (Primary palmar hyperhidrosis treatment drug, development code: HP-5070)
- May. • Notification of Launch of APOHIDE<sup>®</sup> Lotion 20% in Japan (Primary palmar hyperhidrosis treatment drug)
- Jun. • Launch of APOHIDE<sup>®</sup> Lotion 20% in Japan (Primary palmar hyperhidrosis treatment drug)
- Jun. • Launch of TV commercial for primary palmar hyperhidrosis in Japan
- Jun. • “MOHRUS<sup>®</sup> TAPE 20mg” “MOHRUS<sup>®</sup> TAPE L40mg” Announcement of our wining 47th Kinoshita Prize for “Packaging Technology”
- Aug. • “MOHRUS<sup>®</sup> TAPE 20mg” “MOHRUS<sup>®</sup> TAPE L40mg” Announcement of our wining Optimum Packaging Award in Japan Packaging Contest 2023
- Sep. • Notification of the commencement of the Phase II clinical study of HP-6050 in Japan (a transdermal formulation for sedation)

## OTC Business

- Mar. • Launch of “Feitas<sup>®</sup> Z Dicsas<sup>®</sup> ShippuF” 7 patches in Japan
- Apr. • Launch of “SALONPAS HOT<sup>®</sup>” 3 patches in Japan
- Apr. • Launch of Feitas<sup>®</sup> new TV Commercials in Japan



# 1. Looking back on the Q3 FY02/2024 (2)

## Others

- Mar. • The Minister of Economy, Trade and Industry Award at the 31st Global Environment Awards for the Kiyohara Industrial Park SmartEnergy Project
- Mar. • Became an official partner of TEAM JAPAN (topical analgesic anti-inflammatory drugs, muscle fatigue care products, and medical supporters)
- Mar. • JLPGA Step Up Tour "Salonpas Ladies Open" Newly Announced
- Mar. • Establishment of a new research base at Shonan iPark
- Mar. • Notice regarding Revision of Earnings Forecast
- May. • Salonpas<sup>®</sup> certified as the World's No. 1 OTC topical analgesic patch brand for the 7th consecutive year since 2016  
Hisamitsu Pharmaceutical certified as the holder of the world's largest share in the corresponding market category for the 6th consecutive year since 2017
- Jul. • Conclusion of a contract with SSP Co., Ltd. for the partial transfer of assets, related to S-Cup and Lactalut
- Jul. • Notice Regarding Company Split (Simplified Absorption-Type Split) with Hisamitsu Wellness Co., Ltd.
- Jul. • Notification Regarding Concerning the Decision of Matters Relating to Acquisition of Company's Own Shares
- Jul. • Notice regarding Issuance of Stock Compensation-Type Share Options (Stock Acquisition Rights)
- Jul. • Providing Relief Supplies in Response to The Torrential Rains from July 7, 2023
- Jul. • Finalized Stock compensation-type stock options (stock acquisition rights) issue details
- Aug. • Products to solve issues for living in Space and living on Earth "Odorleship<sup>®</sup>" Notification to be used in the International Space Station
- Sep. • Notification regarding Skin Care Cosmetics with Microneedle Technology
- Oct. • Announcement regarding completion of partial transfer of assets, related to S-Cup and Lactalut from SSP Co., Ltd.
- Dec.4 • Signed an agreement with Tosu City, Saga Prefecture, to provide evacuation shelters in the event of a disaster
- Dec.26 • Notice regarding Results and Completion of Acquisition of Treasury Shares
- Jan.11 • Notice regarding Revision of Earnings Forecast
- Jan.11 • Support for the Noto Peninsula Earthquake of 2024



## 2. Support for the Noto Peninsula Earthquake of 2024

# Decision to donate a total of 10 million yen

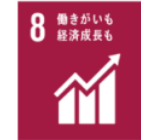
9 million yen donated by Hisamitsu Pharmaceutical Co., Ltd. and 1 million yen donated by the matching gift program "Hisamitsu Pharmaceutical Co., Inc. Hot Heart Club" \* (donated through the Saga Branch of the Japanese Red Cross Society)

\* "Hisamitsu Pharmaceutical Co., Inc. Hot Heart Club" is a matching gift club program established in 2007 as part of the commemorative project for the company's 160th anniversary. Executives and employees who agree with the purpose of the club become members, and the company adds the same amount to the monthly contributions made by the members, and the operating funds collected are used for social contribution activities.



# 3. Promotion of Sustainability (1)

## Hisamitsu Pharmaceutical Group's Materiality (Priority Issues) Contributing to local communities



～九州佐賀から、世界へ。～

第1回

JLPGA ステップ・アップ・ツアー



# サロンパス レディスオープン

DATE : October 20–22, 2023  
GOLF COURSE : Wakagi GC, Saga

Contributing to the promotion of sports and regional revitalization in Saga Prefecture, the birthplace of our company



News Release ⇒ [https://global.hisamitsu/pdf/news\\_release\\_E\\_230314.pdf](https://global.hisamitsu/pdf/news_release_E_230314.pdf)

## 2023-24 V.LEAGUE DIVISION1 WOMEN



# Hisamitsu Springs

season opener

Date : October 21 and 22, 2023  
Venue : SAGA Arena

10/21 7,372 visitors (V.LEAGUE WOMEN's highest attendance)  
10/22 7,355 visitors (V.LEAGUE WOMEN's 2nd highest attendance )

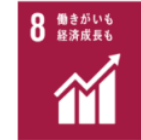


Hisamitsu Springs Website ⇒ <https://saga-springs.co.jp/>



# 3. Promotion of Sustainability (2)

## Hisamitsu Pharmaceutical Group's Materiality (Priority Issues) Contributing to local communities



Signed an agreement with Tosu City, Saga Prefecture, to provide evacuation shelters in the event of a disaster.

"Salonpas<sup>®</sup> Arena" is offered as a shelter in the event of a disaster.



Mayor of Tosu City MUKAIKADO Yoshihito,  
President of Hisamitsu Pharmaceutical Co., Inc. NAKATOMI Kazuhide  
Representative of SAGA Hisamitsu Springs Co., Ltd. KAYASHIMA Akira



Salonpas<sup>®</sup> Arena



News Release ⇒ [https://www.hisamitsu.co.jp/company/pdf/news\\_release\\_231204.pdf](https://www.hisamitsu.co.jp/company/pdf/news_release_231204.pdf)



## 4. Regarding Revision of Earnings Forecast

Unit:¥ Million

	Previous forecast	Revised forecast	Amount of change	Ratio of change	Results of the previous fiscal year (Fiscal year ended February 28, 2023)
<b>Net Sales</b>	132,300	<b>141,000</b>	+8,700	+6.6%	128,330
<b>Operating Profits</b>	11,800	<b>14,400</b>	+2,600	+22.0%	11,599
<b>Ordinary Profits</b>	14,600	<b>19,900</b>	+5,300	+36.3%	16,051
<b>Net Profits</b>	10,600	<b>14,600</b>	+4,000	+37.7%	11,742

Sales in Japan and overseas market grew for OTC pharmaceuticals, focusing on Salonpas<sup>®</sup>.

- < Main Factors >
- Aggressive sales promotion activities in Japan and overseas
  - Recovery of domestic economic activity and inbound demand
  - Impact of the weaker yen

Operating Profits, Ordinary and net profits are also expected to surpass the previously-announced forecasts.





## 5. Progress for FY02/2024

Unit:¥ Million

Consolidated P&L	Q3 FY02/2024	FY02/2024	
	Actual	Forecast*	Progress Rate
Net Sales	102,827	141,000	72.9%
Operating Profits	12,270	14,400	85.2%
Ordinary Profits	16,661	19,900	83.7%
Net Profits	12,110	14,600	82.9%

\*Published on Jan.11, 2024



## 6. Consolidated P&L (1) - Comparison with the previous period performance -

Unit:¥ Million

	Actual performance for FY02/2023 (Q3)	Actual performance for FY02/2024 (Q3)	Change	Percentage Change
<b>Net sales</b>	<b>91,881</b>	<b>102,827</b>	<b>+10,946</b>	<b>+11.9%</b>
CoGS	39,100	44,227	+5,126	+13.1%
as a % of sales	42.6%	43.0%		
SG&A costs	44,274	46,330	+2,055	+4.6%
Sales promotion costs	7,911	8,974	+1,062	+13.4%
Advertising costs	8,733	10,385	+1,651	+18.9%
R&D costs	7,174	6,042	-1,132	-15.8%
Others	20,454	20,927	+473	+2.3%
<b>Operating profit</b>	<b>8,506</b>	<b>12,270</b>	<b>+3,763</b>	<b>+44.2%</b>
<b>Ordinary profit</b>	<b>13,003</b>	<b>16,661</b>	<b>+3,658</b>	<b>+28.1%</b>
<b>Profit attributable to owners of parent</b>	<b>9,522</b>	<b>12,110</b>	<b>+2,587</b>	<b>+27.2%</b>
Exchange rate(¥/USD)	129.46	139.55		



## 6. Consolidated P&L (2) - Summary of Profit and Loss -

Unit:¥ Million

	Actual performance for FY02/2023 (Q3)	Actual performance for FY02/2024 (Q3)	Change	Main factor
<b>Net sales</b>	<b>91,881</b>	<b>102,827</b>	<b>+10,946</b>	
CoGS	39,100	44,227	+5,126	
as a % of sales	42.6%	43.0%		<ul style="list-style-type: none"> <li>▪ Impact of the drug price revision in Japan.</li> <li>▪ Change of sales mix.</li> </ul>
SG&A costs	44,274	46,330	+2,055	
Sales promotion costs	7,911	8,974	+1,062	Aggressive investment to improve new products and brand value in Japan and overseas.
Advertising costs	8,733	10,385	+1,651	
R&D costs	7,174	6,042	-1,132	[FY02/2023]Expenses of Phase 3 clinical study of HP-5000.
Others	20,454	20,927	+473	
<b>Operating profit</b>	<b>8,506</b>	<b>12,270</b>	<b>+3,763</b>	
Non-operating balance	4,497	4,391	-105	
<b>Ordinary profit</b>	<b>13,003</b>	<b>16,661</b>	<b>+3,658</b>	
Extraordinary balance	26	-2	-28	
<b>Profit attributable to owners of parent</b>	<b>9,522</b>	<b>12,110</b>	<b>+2,587</b>	



# 7. Sales Results by Region

Unit:¥ Million

		Actual performance for FY02/23(Q3)	Actual performance for FY02/24 (Q3)	change	percentage Change
<b>Net sales</b>		<b>91,881</b>	<b>102,827</b>	<b>+10,946</b>	<b>+11.9%</b>
Rx Business	Japan	40,162	40,907	+745	+1.9%
	Overseas	11,879	13,034	+1,154	+9.7%
	USA	8,496	8,975	+478	+5.6%
	Other regions	3,382	4,059	+676	+20.0%
OTC Business	Japan	11,745	15,697	+3,951	+33.6%
	Overseas	25,796	30,800	+5,004	+19.4%
	USA	12,024	14,237	+2,213	+18.4%
	Other regions	13,772	16,563	+2,791	+20.3%
Others	Japan	2,297	2,387	+90	+3.9%
Overseas Sales Ratio		41.0%	42.6%		



# 8. Sales Results by Product (1) - Rx Business -

Unit:¥ Million

	Actual performance for FY02/24 Q3		
	Total	Japan	Overseas
<b>Rx Business</b>	<b>53,941</b>	<b>40,907</b>	<b>13,034</b>
Mohrus® Tape products	18,946	18,210	736
Zicthoru® Tapes	3,724	3,724	-
Haruopi® Tape	2,699	2,699	-
Fentos® Tapes	2,657	2,657	-
Mohrus® Pap products	2,748	2,748	-
Estrana® Tape	1,516	1,516	-
Allesaga® Tapes	271	271	-
Apohide® Lotion	845	845	-
Others	7,594	7,002	591
Vivelle-Dot® products	4,530	-	4,530
CombiPatch® products	5,332	1,230	4,101
Minivelle® products	1,970	-	1,970
Daytrana® products	516	-	516
Secuado®	521	-	521
Xelstrym®	67	-	67

	Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>Rx Business</b>	<b>+1,899</b>	<b>+745</b>	<b>+1,154</b>	<b>+3.7%</b>	<b>+1.9%</b>	<b>+9.7%</b>
Mohrus® Tape products	-2,533	-2,845	+312	-11.8%	-13.5%	+73.7%
Zicthoru® Tapes	+2,359	+2,359	-	+172.8%	+172.8%	-
Haruopi® Tape	+328	+328	-	+13.9%	+13.9%	-
Fentos® Tapes	-228	-228	-	-7.9%	-7.9%	-
Mohrus® Pap products	-318	-318	-	-10.4%	-10.4%	-
Estrana® Tape	-43	-43	-	-2.8%	-2.8%	-
Allesaga® Tapes	+1	+1	-	+0.6%	+0.6%	-
Apohide® Lotion	+845	+845	-	-	-	-
Others	+434	+560	-125	+6.1%	+8.7%	-17.5%
Vivelle-Dot® products	+539	-	+539	+13.5%	-	+13.5%
CombiPatch® products	+538	+85	+453	+11.2%	+7.5%	+12.4%
Minivelle® products	+377	-	+377	+23.7%	-	+23.7%
Daytrana® products	-535	-	-535	-50.9%	-	-50.9%
Secuado®	+67	-	+67	+14.8%	-	+14.8%
Xelstrym®	+67	-	+67	-	-	-



# 8. Sales Results by Product (2) - OTC Business -

Unit:¥ Million

	Actual performance for FY02/24 Q3			Change			Percentage Change		
	Total	Japan	Overseas	Total	Japan	Overseas	Total	Japan	Overseas
<b>OTC Business</b>	<b>46,498</b>	<b>15,697</b>	<b>30,800</b>	<b>+8,955</b>	<b>+3,951</b>	<b>+5,004</b>	<b>+23.9%</b>	<b>+33.6%</b>	<b>+19.4%</b>
Salonpas® products	33,670	7,253	26,416	+6,309	+2,284	+4,025	+23.1%	+46.0%	+18.0%
Feitas® products	2,894	2,858	35	+159	+135	+24	+5.8%	+5.0%	+205.9%
Allegra® FX	1,389	1,389	-	+825	+825	-	+146.4%	+146.4%	-
Salonsip® products	2,245	1,156	1,089	-169	-306	+136	-7.0%	-20.9%	+14.3%
Bye Bye Fever® products	2,605	242	2,363	+371	-81	+452	+16.6%	-25.1%	+23.7%
Air® Salonpas® products	1,325	674	650	+206	+73	+132	+18.4%	+12.3%	+25.5%
Butenalock® products	695	689	5	+208	+203	+5	+42.8%	+41.7%	+974.7%
S-Cup® products	816	816	-	+816	+816	-	-	-	-
Others*	854	615	239	+228	+0	+227	+36.5%	+0.1%	+2044.3%

\*Includes amounts recorded as refund liabilities





# Supplementary Data: Overseas OTC Business FY02/2024 New Products

New Release	Region	Category	Items	
Mar-Nov. 2023	North America	OTC Business	2	
	South America	Others*	1	
	Asia	OTC Business	3	
		Others*	4	
			OTC Business	5
			Others*	5
			Total	10

\*Others: Medical devices, quasi-drugs, etc.

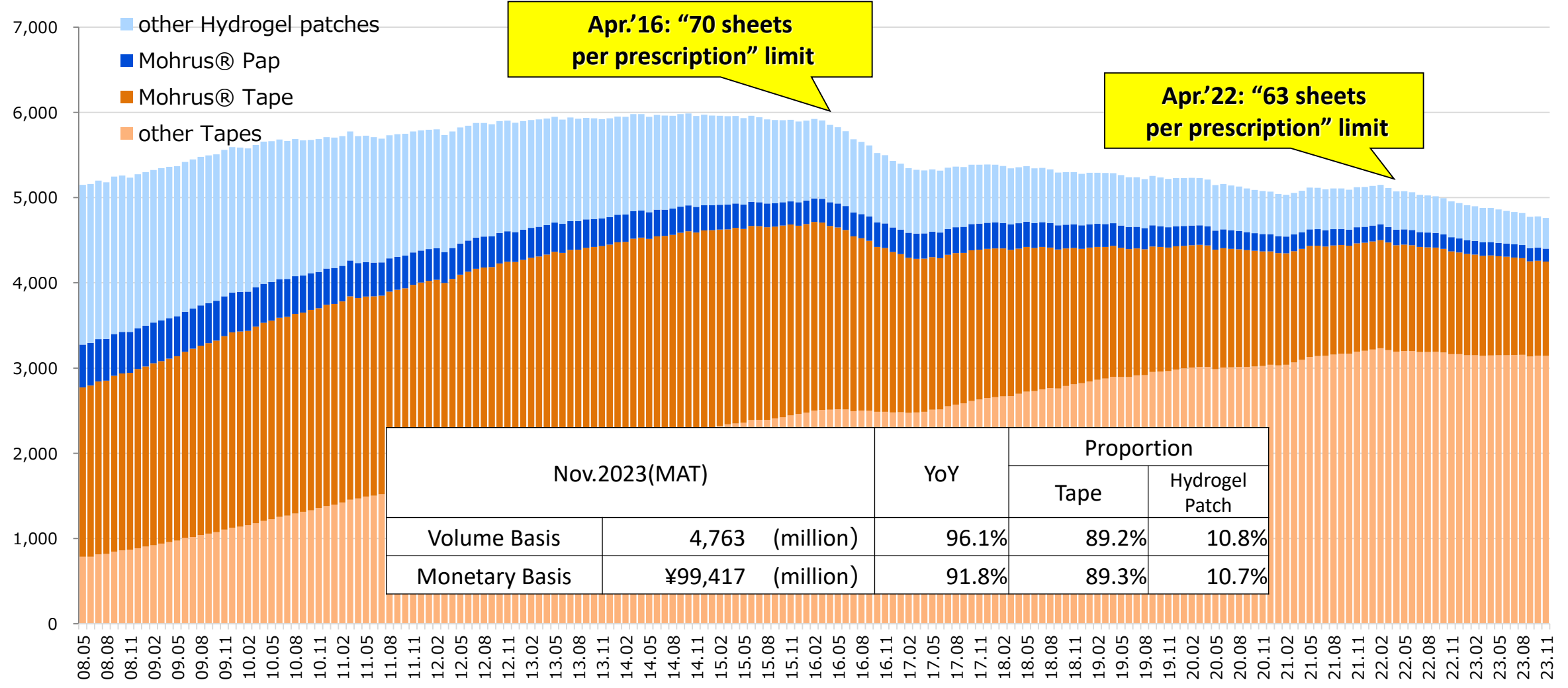




# 9. Trends of second-generation non-steroidal anti-inflammatory patch (Topical formulations) in Japan

Market trends on volume basis

Number of patches (Million)



	Nov.2023(MAT)		YoY	Proportion	
				Tape	Hydrogel Patch
Volume Basis	4,763	(million)	96.1%	89.2%	10.8%
Monetary Basis	¥99,417	(million)	91.8%	89.3%	10.7%

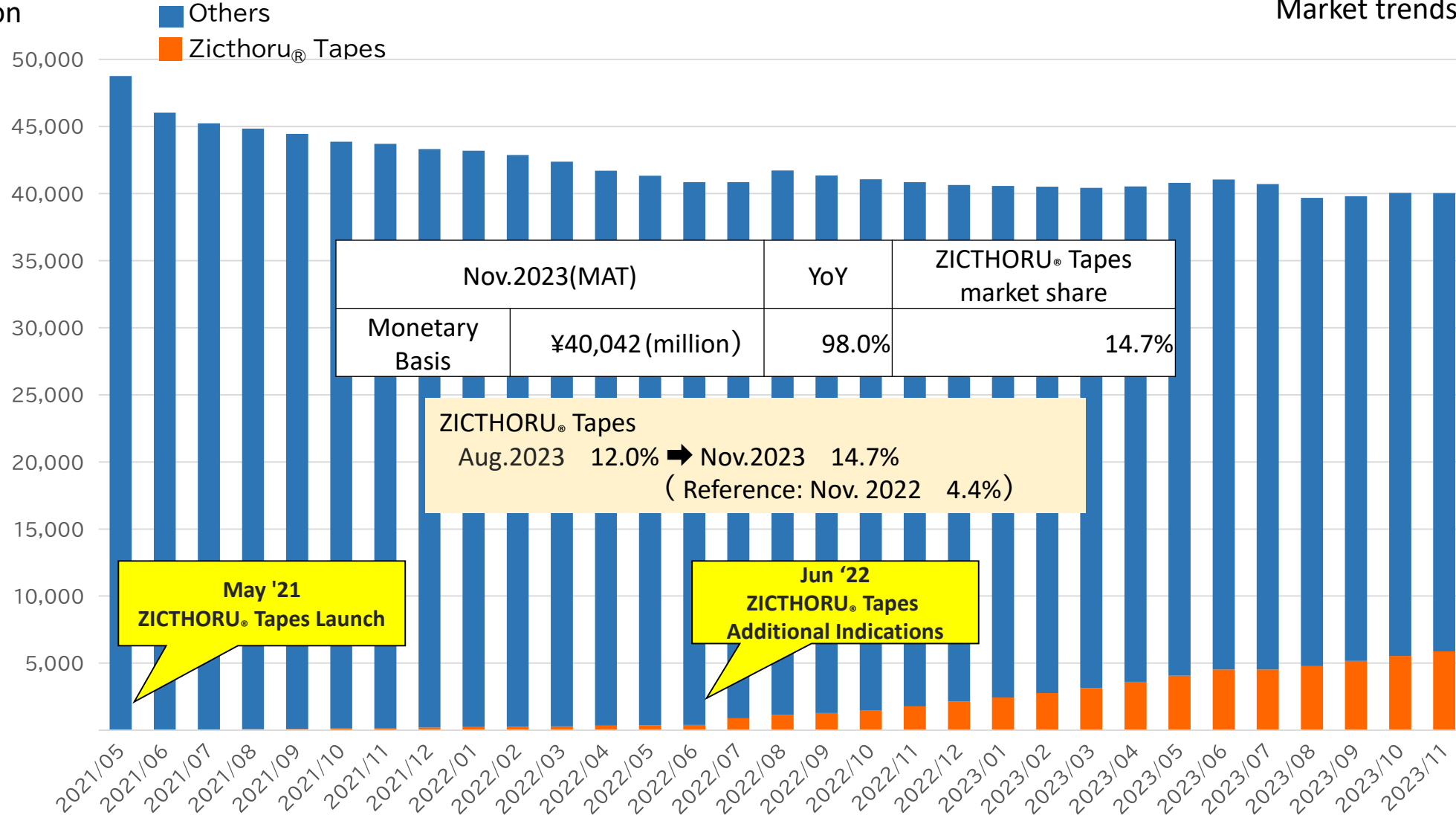




# 10. Trends of Nonsteroidal Anti-inflammatory Drugs (Systemic formulations) Market Trend in Japan

Unit:¥ Million

Market trends on value basis



Nov.2023(MAT)		YoY	ZICTHORU® Tapes market share
Monetary Basis	¥40,042 (million)	98.0%	14.7%

ZICTHORU® Tapes  
Aug.2023 12.0% → Nov.2023 14.7%  
( Reference: Nov. 2022 4.4%)

**May '21**  
ZICTHORU® Tapes Launch

**Jun '22**  
ZICTHORU® Tapes  
Additional Indications



# 11. R&D Pipeline

	Stage	Theme	Target	Dosage Form	Characteristics	Next Step
1	Approved	OABLOK <sup>®</sup> EX PATCH (Neoxy <sup>®</sup> Tapes)	Asia	Patch	Overactive bladder	To be launched In FY24
2	Approved	ALLESAGA <sup>®</sup> PATCH (Allesaga <sup>®</sup> Tapes)	Asia	Patch	Allergic rhinitis	To be launched In FY24
3	Phase3	HP-5000	USA	Patch	Osteoarthritis of the knee	Under consideration
4	Phase2	HP-6050	JPN	Microneedle	Delirium, Psychomotor agitation and Irritability	Phase 2 study results in FY2024



**Our commitments originate from each individual's determination to "start something good for ecology (eco)!"**

**Hisamitsu Pharmaceutical has designed the "HELLO! eco!" mark as a symbol of its environmental activities, and products that have met the ecology standards that our company has established will display the "HELLO! eco!" mark sequentially.**

**Hisamitsu.**

