

Q4 FY 02/23

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.13th, 2023

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

Sales results by region

(Unit: ¥mn)	2018.05 Q1	2018.08 Q1-Q2	2018.11 Q1-Q3	2019.02 Q1-Q4	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	YoY
Rx Business	19,861	42,085	63,298	85,881	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	102.0%
Japan	15,726	32,578	49,358	67,384	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	97.4%
USA	3,624	8,066	11,867	15,628	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	120.7%
Other regions	511	1,440	2,072	2,869	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	117.7%
OTC Business	12,790	25,594	36,707	54,079	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	113.5%
Japan	8,077	14,619	20,579	28,529	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	86.3%
USA	2,181	5,836	8,231	11,137	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	133.6%
Other regions	2,531	5,138	7,896	14,413	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	135.1%
Others	856	1,720	2,582	3,447	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	107.8%

(Unit: ¥mn)	2018.05 Q1	2018.08 Q2	2018.11 Q3	2019.02 Q4	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	YoY
Rx Business	19,861	22,223	21,213	22,582	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	101.9%
Japan	15,726	16,852	16,779	18,025	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	96.1%
USA	3,624	4,442	3,800	3,761	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	109.4%
Other regions	511	929	632	796	759	924	958	1,394	892	782	578	1,462	909	1,262	1,046	1,117	812	1,306	1,263	1,722	154.1%
OTC Business	12,790	12,804	11,112	17,372	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	116.3%
Japan	8,077	6,542	5,959	7,949	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	91.6%
USA	2,181	3,655	2,394	2,906	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	192.8%
Other regions	2,531	2,606	2,758	6,516	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	115.0%
Others	856	864	861	865	661	652	655	671	656	672	711	710	712	720	717	752	761	763	772	830	110.4%

Sales Results of Major Products

(Unit: ¥mn)	2018.05	2018.08	2018.11	2019.02	2019.05	2019.08	2019.11	2020.02	2020.05	2020.08	2020.11	2021.02	2021.05	2021.08	2021.11	2022.02	2022.05	2022.08	2022.11	2023.02	YoY
	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	
Mohrus _® Tape products	9,973	20,805	31,586	42,115	8,950	19,454	28,650	39,091	7,545	16,313	24,866	33,450	7,689	15,745	24,097	32,162	6,872	14,121	21,480	28,891	89.8%
Zichoru _® Tapes	-	-	-	-	-	-	-	-	-	-	-	-	34	82	155	238	93	913	1,365	2,219	931.4%
Haruropi _® Tape	-	-	-	-	-	-	-	674	441	630	842	1,185	798	1,780	2,512	3,614	604	1,537	2,370	2,833	78.4%
Mohrus _® Pap products	1,745	3,727	5,674	7,447	1,509	3,315	4,849	6,407	1,129	2,543	3,901	5,125	1,185	2,445	3,736	4,846	981	2,021	3,066	3,948	81.5%
Fentos _® Tapes	1,333	2,652	3,897	4,852	1,090	2,176	3,313	4,155	1,031	1,713	2,676	3,569	936	1,912	2,745	3,507	1,013	1,999	2,886	3,726	106.2%
Estrana _® Tapes	394	801	1,237	1,681	391	864	1,293	1,752	342	794	1,286	1,751	432	909	1,416	1,895	464	996	1,559	2,055	108.4%
Allesaga _® Tapes	99	102	109	230	75	98	136	356	55	86	148	291	149	203	284	422	134	192	269	398	94.4%
CombiPatch _® products	1,082	2,172	3,289	4,428	1,003	1,924	3,117	4,335	1,159	2,367	3,440	4,882	1,103	2,504	3,728	5,163	1,415	2,971	4,793	6,722	130.2%
Vivelle-Dot _® products	883	2,343	3,298	4,190	1,324	3,051	3,772	4,917	891	1,708	2,451	3,778	1,067	2,255	3,320	4,212	1,138	2,411	3,990	5,453	129.5%
Minivelle _® products	1,433	3,441	4,851	6,098	818	1,656	2,494	3,249	617	1,167	1,779	2,510	517	993	1,436	1,975	447	977	1,593	2,156	109.2%
Daytrana _®	615	1,108	1,830	2,520	661	1,156	1,793	2,490	631	1,285	1,630	2,183	691	1,076	1,486	2,081	330	803	1,052	1,282	61.6%
Secuado _®	-	-	-	-	-	-	-	-	61	75	88	148	70	148	252	383	148	282	453	642	167.2%
Salonpas _® products	7,024	15,606	22,737	33,062	6,636	15,382	22,828	34,456	5,724	12,639	20,528	29,803	6,932	15,233	22,505	31,095	7,108	17,238	27,360	39,187	126.0%
Feitas _® products	1,427	2,925	4,526	5,811	1,384	3,169	4,495	5,914	903	2,173	3,374	4,582	1,065	2,441	3,293	4,603	598	1,776	2,735	3,721	80.8%
Salonip _® products	822	1,814	2,568	3,414	575	1,636	2,624	3,988	422	1,370	2,172	3,224	600	1,718	2,426	3,204	621	1,616	2,415	3,054	95.3%
Allegra _® FX	1,393	1,420	1,681	4,509	413	644	1,059	5,303	95	69	103	2,255	362	527	827	4,014	125	228	563	3,261	81.2%
Bye Bye Fever _® products	293	721	1,061	2,084	317	790	1,041	2,073	290	647	817	1,279	297	858	1,310	1,903	614	1,500	2,234	3,147	165.3%
Air _® Salonpas _® products	421	1,017	1,411	1,789	370	907	1,276	1,701	268	796	1,144	1,493	338	746	1,019	1,297	330	822	1,118	1,491	115.0%
Butenalock _® products	948	1,228	1,401	1,672	818	1,124	1,262	1,683	476	884	1,048	1,311	629	1,025	1,146	1,453	425	674	487	618	42.6%

(Unit: ¥mn)	2018.05	2018.08	2018.11	2019.02	2019.05	2019.08	2019.11	2020.02	2020.05	2020.08	2020.11	2021.02	2021.05	2021.08	2021.11	2022.02	2022.05	2022.08	2022.11	2023.02	YoY
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Mohrus _® Tape products	9,973	10,832	10,780	10,529	8,950	10,504	9,195	10,441	7,545	8,767	8,552	8,584	7,689	8,055	8,352	8,065	6,872	7,249	7,358	7,411	91.9%
Zichoru _® Tapes	-	-	-	-	-	-	-	-	-	-	-	-	34	48	72	82	93	820	451	854	1,029.5%
Haruropi _® Tape	-	-	-	-	-	-	-	674	441	189	211	343	798	982	731	1,102	604	933	833	462	42.0%
Mohrus _® Pap products	1,745	1,982	1,946	1,773	1,509	1,806	1,533	1,558	1,129	1,414	1,357	1,223	1,185	1,259	1,291	1,109	981	1,039	1,045	882	79.5%
Fentos _® Tapes	1,333	1,318	1,244	954	1,090	1,086	1,136	841	1,031	682	962	893	936	975	833	761	1,013	986	887	839	110.2%
Estrana _® Tapes	394	407	435	443	391	472	428	459	342	451	492	465	432	477	506	478	464	532	562	495	103.5%
Allesaga _® Tapes	99	2	6	121	75	22	37	220	55	30	61	142	149	54	80	137	134	57	77	129	93.9%
CombiPatch _® products	1,082	1,090	1,116	1,138	1,003	921	1,193	1,218	1,159	1,207	1,073	1,442	1,103	1,401	1,224	1,434	1,415	1,556	1,821	1,929	134.5%
Vivelle-Dot _® products	883	1,459	954	892	1,324	1,727	720	1,145	891	816	742	1,327	1,067	1,187	1,064	892	1,138	1,272	1,579	1,462	163.9%
Minivelle _® products	1,433	2,007	1,410	1,246	818	837	838	755	617	550	611	731	517	476	442	538	447	529	615	563	104.6%
Daytrana _®	615	493	722	689	661	495	636	696	631	653	345	552	691	384	410	594	330	473	248	229	38.6%
Secuado _®	-	-	-	-	-	-	-	-	61	13	13	59	70	78	104	131	148	134	171	188	142.9%
Salonpas _® products	7,024	8,582	7,130	10,324	6,636	8,745	7,446	11,628	5,724	6,915	7,889	9,274	6,932	8,301	7,271	8,589	7,108	10,130	10,122	11,826	137.7%
Feitas _® products	1,427	1,498	1,600	1,284	1,384	1,785	1,326	1,419	903	1,269	1,201	1,208	1,065	1,376	852	1,309	598	1,177	959	986	75.3%
Salonip _® products	822	992	753	845	575	1,060	987	1,364	422	948	801	1,051	600	1,117	708	777	621	995	798	638	82.1%
Allegra _® FX	1,393	27	261	2,827	413	230	415	4,244	95	-26	34	2,151	362	165	300	3,186	125	102	335	2,697	84.7%
Bye Bye Fever _® products	293	427	340	1,022	317	472	251	1,032	290	357	170	462	297	561	451	593	614	885	734	912	153.7%
Air _® Salonpas _® products	421	595	393	378	370	536	369	425	268	528	347	348	338	407	273	278	330	492	295	372	134.0%
Butenalock _® products	948	279	173	271	818	306	137	420	476	407	163	263	629	396	121	306	425	248	-186	131	43.0%

Earnings Forecasts

<Consolidated>	(Unit: ¥mn)		(Unit: ¥mn)	
	Feb 2023A		Feb 2024E	
	Q1-Q4	YoY	Q1-Q4	YoY
Sales	128,330	106.8%	132,300	103.1%
CoGS	55,630	111.0%	56,300	101.2%
(CoGS ratio %)	43.3%		42.6%	
Gross profits	72,699	103.8%	76,000	104.5%
(as a % of sales)	56.7%		57.4%	
SG&A costs	61,099	100.6%	64,200	105.1%
(Sales promotion costs)	11,340	81.4%	12,300	108.5%
(Advertising costs)	12,209	106.3%	13,100	107.3%
(R&D spending)	9,785	92.2%	9,800	100.2%
(Other SG&A expenses)	27,763	112.4%	29,000	104.5%
Operating profits	11,599	124.2%	11,800	101.7%
(as a % of sales)	9.0%		8.9%	
Recurring profits	16,051	127.0%	14,600	91.0%
(as a % of sales)	12.5%		11.0%	
Profit attributable to owners of parent	11,742	121.6%	10,600	90.3%
(as a % of sales)	9.2%		8.0%	
Capex	8,009	150.7%	18,200	227.2%
Depreciation	4,904	114.4%	5,200	106.0%
Goodwill amortization	47	134.9%	50	104.8%
<By regions>				
Rx Business	69,808	102.0%	70,800	101.4%
Japan	53,135	97.4%	54,600	102.8%
USA	11,567	120.7%	10,300	89.0%
Other regions	5,105	117.7%	5,900	115.6%
OTC Business	55,394	113.5%	58,200	105.1%
Japan	18,373	86.3%	20,200	109.9%
USA	16,727	133.6%	16,900	101.0%
Other regions	20,292	135.1%	21,100	104.0%
Others	3,127	107.8%	3,300	105.5%
<By product>				
Mohrus [®] Tape products	28,891	89.8%	25,000	86.5%
Zicthoru [®] Tapes	2,219	931.4%	6,400	288.4%
Haruropi [®] Tape	2,833	78.4%	3,900	137.7%
Fentos [®] Tapes	3,726	106.2%	3,400	91.3%
Mohrus [®] Pap products	3,948	81.5%	3,400	86.1%
Estrana [®] Tapes	2,055	108.4%	2,100	102.2%
Allesaga [®] Tapes	398	94.4%	400	100.5%
Others	9,477	119.0%	10,800	113.9%
Vivelle-Dot [®] products	5,453	129.5%	6,500	119.2%
CombiPatch [®] products	6,722	130.2%	5,600	83.3%
Minivelle [®] products	2,156	109.2%	1,800	83.5%
Daytrana [®]	1,282	61.6%	800	62.4%
Secuado [®]	642	167.2%	700	109.0%
Salonpas [®] products	39,187	126.0%	40,700	103.9%
Feitas [®] products	3,721	80.8%	4,100	110.2%
Allegra [®] FX	3,261	81.2%	3,400	104.3%
Salonsip [®] products	3,054	95.3%	3,300	108.1%
Bye Bye Fever [®] products	3,147	165.3%	3,200	101.7%
Air [®] Salonpas [®] products	1,491	115.0%	1,600	107.3%
Butenalock [®] products	618	42.6%	700	113.3%
Others	912	73.0%	1,200	131.6%