



# Hisamitsu Pharmaceutical Co., Inc.

## Q3 FY02/2009 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.

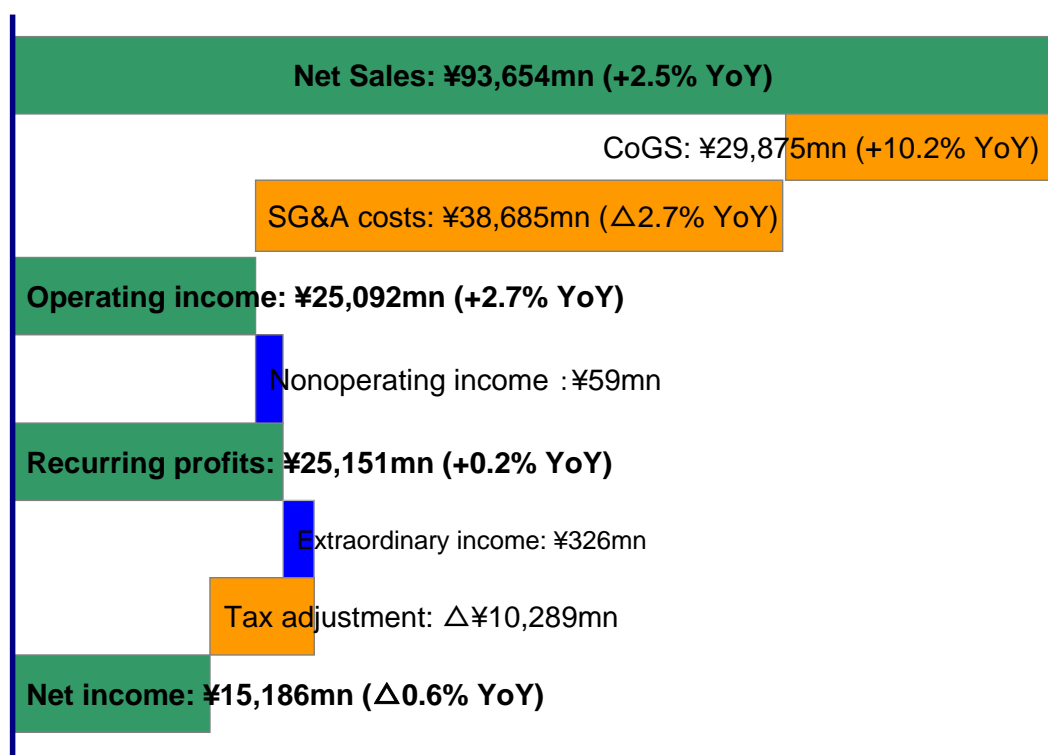
Dec 25th, 2008

Patch and Care of People around the World

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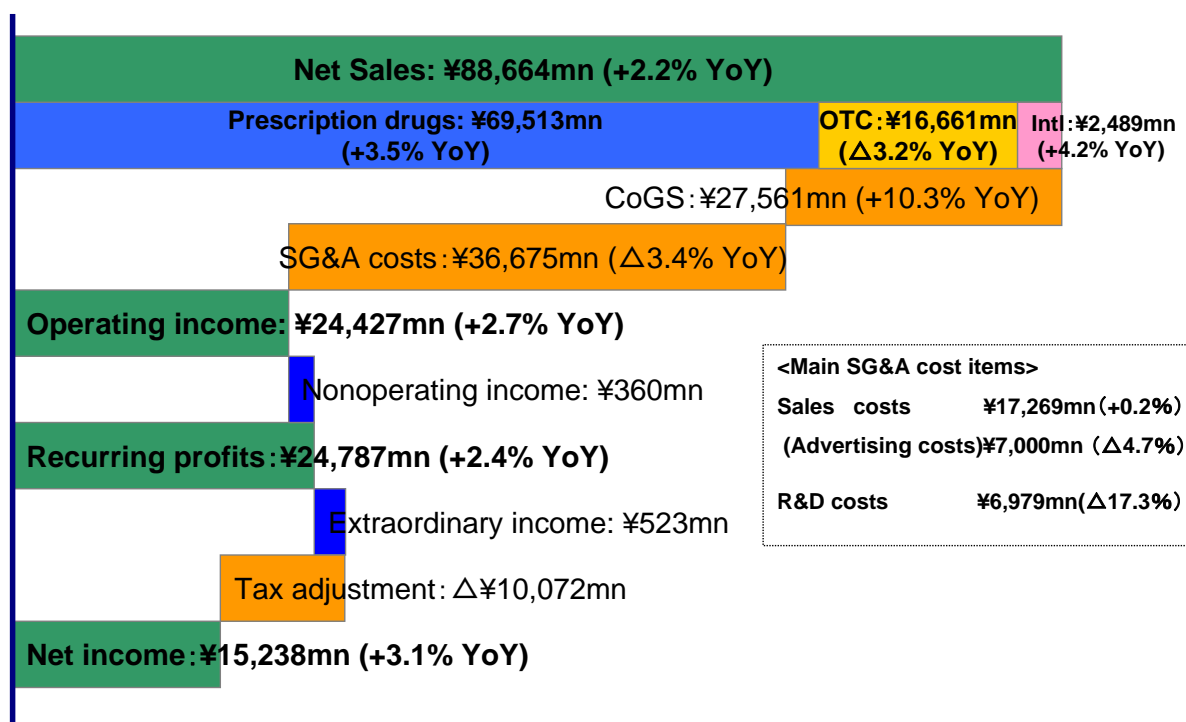
## Consolidated P/L



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(Unit: ¥mn)

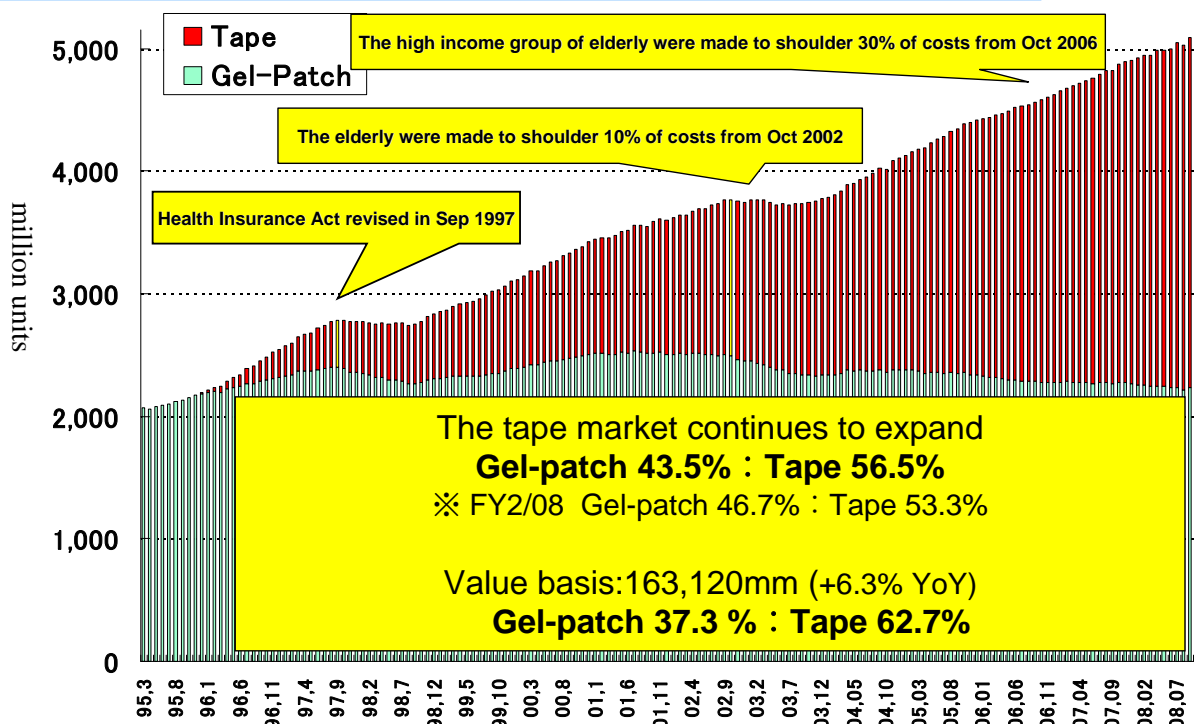
	Q3FY2/09	YoY change (%)	FY2/09 Target	Targeted YoY increase
Mohrus tape	53,447	+ 7.8%	72,000	+ 10.3%
(Mohrus Tape L)	23,110	+ 22.3%	31,000	+ 22.9%
Mohrus	9,221	Δ 10.1%	12,500	Δ 3.7%
Naboal	1,495	Δ 7.9%	2,000	Δ 3.5%
Inside Pap	747	Δ 17.0%	850	Δ 26.5%
Salonpas	5,261	Δ 3.6%	7,200	+ 4.3%
Salonsip	3,099	Δ 10.2%	4,200	+ 0.3%
Air-Salonpas	1,857	+ 18.3%	2,100	+ 19.2%
Butenalock	1,419	Δ 9.7%	2,300	Δ 10.1%
Feitas	3,450	+ 6.5%	4,500	+ 11.3%

# Summary of Profit and Loss (Y o Y)

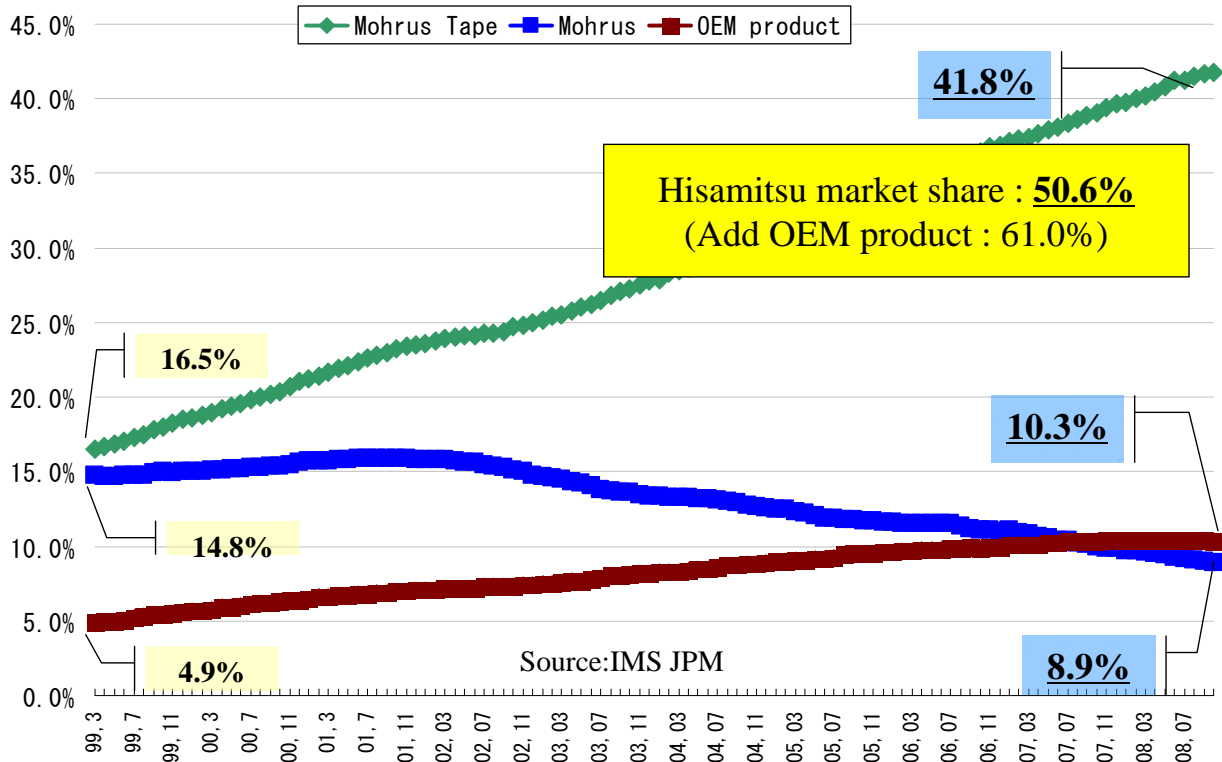
- **Sales : +2.5%**
  - Rx Business Div.: Favorable transition of sales of Mohrus Tape and Mohrus Tape L
  
- **Cost of sales : +10.2%**
  - National Health Insurance price reduction rate of hisamitsu : 3.9%
  - New plants operation at Tosu factory ( November 2007 ~ ),new production line operation for FS-67 approved by U.S.FDA,change of depreciation rule
  
- **Sales management expense : +2.7%**
  - R&D cost ⇒ Presence of new commodity introduction cost
  
- **Nonoperating,Extraordinary balance : Δ60.9%**
  - Investment securities appraisal loss and exchange losses
  - Upfront and mileston payments for out-licensing of HFT-290
  - Increase of dividend due to liquidation of an affiliated company (consolidated setoff)
  - Reversal of allowances in relation to subsidiary companies (consolidated setoff)

# The second generation anti-inflammatory analgesic patches market in Japan (Quantity)

Source:IMS JPM



# Domestic market share



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# R&D Pipeline

Stage	Theme	Country	Dosage form	Characteristics	Next step
Filed	SG-01	J	Patch	Bedsore, etc. (Medical equipment)	Planned approval in FY08
Filed	HFT-290	J	Patch	Alleviation of cancer pain	Planned approval in FY09
Filed	BTDS (obtained exclusive sales rights in Japan from Mundipharma K.K.)	J	Patch	Alleviation of non-cancer pain	Planned approval in FY10
Filed	KPT-220	J	Patch	Relief of pain in rheumatoid arthritis	Planned approval in FY10
Filed	HFG-512	US	Patch	Alleviation of moderate to severe chronic pain	Nondisclosure of information
P III	HKT-500	US	Patch	Short term management of mild to moderate localized pain	Filed in FY10
P II	HTU-520	J	Patch	Tinea unguium	P III in FY10
P II	HOB-294	J	Patch	Overactive bladder	P III in FY10

\* Yellow-highlighted parts are changes from the previous announcement made on October 9th.

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# “Improving Quality of Life (QOL) for People in the World”

Dec 25th, 2008

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