

# Hisamitsu Pharmaceutical Co., Inc.

## Q1 FY02/2015 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.

Jul. 10<sup>th</sup>, 2014

Care of People Around the World with Patch

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## Agenda

1. Looking back on the Q1 FY02/2015
  2. Consolidated PL
  3. Non Consolidated PL
  4. Noven PL
  5. Sales results by product
  6. Trends of Second-generation non-steroidal anti-inflammatory patch in Japan
  7. R&D Pipeline
- Additional data

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# 1. Looking back on the Q1 FY02/2015

Japan / Developed products	Completion of Phase II clinical study on HP-3060 in Japan (a transdermal system for the treatment of allergic rhinitis)
Japan / OTC products	Launch of Butenalock® L powder gel
US / Noven	Settlement of HP-1010(lidocaine topical patch 5% product) patent litigation The commencement of Phase I clinical trial of HP-3070 in the United States (a transdermal system for the treatment of schizophrenia)
Others	The Establishment of the 5th Medium-term Management Plan 2014 National Commendation for Invention "The Prize of the Commissioner of Japan Patent Office" - For Invention of anti-inflammatory analgesic patch superior in percutaneous absorbability - "Hisamitsu Springs" 2013-14 season V• Premium League(for women) ranked at 1st AVC Women's Club Championship 2014 (Nakhonpathom,Thailand) ranked at 1st FIVB Women's Club World Championship 2014 (Zurich,Switzerland) ranked at 6th

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# 2. Consolidated PL (1) - Comparison with the previous period performance -

Unit:¥ million

	Actual performance for FY02/14 (Q1)	Actual performance for FY02/15 (Q1)	Change	Percentage Change	Earnings forecast for FY02/15 (Q1-Q2)
<b>Net sales</b>	<b>37,065</b>	<b>37,756</b>	<b>+691</b>	<b>+1.9%</b>	<b>79,900</b>
CoGS	13,841	13,931	+90	+0.7%	29,500
as a % of sales	37.3%	36.9%	-	-	36.9%
SG&A costs	18,152	19,234	+1,082	+6.0%	41,400
Sales promotion costs	3,463	4,790	+1,327	+38.3%	9,300
Advertising costs	3,428	2,493	-935	-27.3%	6,100
R&D spending	3,106	3,466	+360	+11.6%	7,100
Others	8,155	8,485	+330	+4.0%	18,900
<b>Operating profits</b>	<b>5,071</b>	<b>4,590</b>	<b>-481</b>	<b>-9.5%</b>	<b>9,000</b>
<b>Recurring profits</b>	<b>6,720</b>	<b>6,656</b>	<b>-64</b>	<b>-1.0%</b>	<b>15,200</b>
<b>Net profits</b>	<b>7,514</b>	<b>3,998</b>	<b>-3,516</b>	<b>-46.8%</b>	<b>10,100</b>

\*Change of earnings forecast for FY02/15 as of Apr 10, 2014.  
(Please refer to page 15 of this slide for detail.)

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## 2. Consolidated PL (2) - Summary of Profit and Loss -

Unit:¥ million

	Actual performance for FY02/14 (Q1)	Actual performance for FY02/15 (Q1)	Change	Main factor
<b>Net sales</b>	<b>37,065</b>	<b>37,756</b>	<b>+691</b>	
Hisamitsu (Non consolidated)	30,848	29,968	-880	•Decrease in sales of Rx Business.
Noven	3,868	4,875	+1,007	•Increase in sales of major products. •Influence of the currency exchange.
Others *	2,351	2,913	+562	•Increase in sales of overseas subsidiaries.
CoGS	13,841	13,931	+90	•Increase in Net sales.
as a % of sales	37.3%	36.9%	-	•Change of sales structure.
SG&A costs	18,152	19,234	+1,082	•Increase in SG&A costs of Noven. •Influence of the currency exchange.
<b>Operating profits</b>	<b>5,071</b>	<b>4,590</b>	<b>-481</b>	
Non-operating balance	1,648	2,065	+417	•Equity-method investment profits of Noven. •Influence of the currency exchange.
<b>Recurring profits</b>	<b>6,720</b>	<b>6,656</b>	<b>-64</b>	
Extraordinary balance	5,082	-6	-5,088	•[Previous year] License revenue.
<b>Net profits</b>	<b>7,514</b>	<b>3,998</b>	<b>-3,516</b>	

\* "Others" includes consolidated adjustment.

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## 3. Non Consolidated PL - Comparison with the previous period performance -

Unit:¥ million

	Actual performance for FY02/14 (Q1)	Actual performance for FY02/15 (Q1)	Change	Percentage Change	Earnings forecast for FY02/15 (Q1-Q2) *
<b>Net sales</b>	<b>30,848</b>	<b>29,968</b>	<b>-880</b>	<b>-2.9%</b>	<b>64,000</b>
Rx Business	23,485	22,615	-870	-3.7%	49,000
OTC Business	5,887	6,005	+118	+2.0%	11,500
Intl Business	1,474	1,347	-127	-8.6%	3,500
CoGS	10,591	9,955	-636	-6.0%	21,000
as a % of sales	34.3%	33.2%	-	-	32.8%
SG&A costs	13,469	13,425	-44	-0.3%	28,800
Sales promotion costs	2,837	2,867	+30	+1.1%	6,100
Advertising costs	2,710	2,248	-462	-17.0%	5,200
R&D spending	2,216	2,716	+500	+22.6%	5,300
Others	5,706	5,594	-112	-2.0%	12,200
<b>Operating profits</b>	<b>6,786</b>	<b>6,587</b>	<b>-199</b>	<b>-2.9%</b>	<b>14,200</b>
<b>Recurring profits</b>	<b>7,149</b>	<b>6,744</b>	<b>-405</b>	<b>-5.7%</b>	<b>14,700</b>
<b>Net profits</b>	<b>7,798</b>	<b>4,336</b>	<b>-3,462</b>	<b>-44.4%</b>	<b>9,500</b>

\* As of Apr 10, 2014

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## 4. Noven PL - Comparison with the previous period performance -

	Unit:¥ million				Unit:\$ thousand			
	Actual performance for FY02/14 (Q1)	Actual performance for FY02/15 (Q1)	Change	Percentage Change	Actual performance for FY02/14 (Q1)	Actual performance for FY02/15 (Q1)	Change	Percentage Change
<b>Net sales *</b>	<b>3,868</b>	<b>4,875</b>	<b>+1,007</b>	<b>+26.0%</b>	<b>41,795</b>	<b>47,528</b>	<b>+5,733</b>	<b>+13.7%</b>
Noven Women's Health	1,529	2,710	+1,181	+77.2%	16,528	26,446	+9,918	+60.0%
Noven Others	2,339	2,165	-174	-7.4%	25,267	21,082	-4,185	-16.6%
CoGS	2,073	2,685	+612	+29.5%	22,396	26,182	+3,786	+16.9%
as a % of sales	53.6%	55.1%	-	-	53.6%	55.1%	-	-
SG&A costs	3,575	4,472	+897	+25.1%	38,626	43,603	+4,977	+12.9%
Sales promotion costs	286	1,439	+1,153	+403.1%	3,095	14,037	+10,942	+353.5%
Advertising costs	583	25	-558	-95.7%	6,303	244	-6,059	-96.1%
R&D spending	893	751	-142	-15.9%	9,650	7,329	-2,321	-24.1%
Others	1,813	2,257	+444	+24.5%	19,578	21,993	+2,415	+12.3%
<b>Operating profits</b>	<b>-1,779</b>	<b>-2,282</b>	<b>-503</b>	<b>-</b>	<b>-19,227</b>	<b>-22,256</b>	<b>-3,029</b>	<b>-</b>
Nonoperating balance	1,582	2,192	+610	+38.6%	17,097	21,370	+4,273	+25.0%
Equity in earnings of Novogyne	2,278	2,676	+398	+17.5%	24,614	26,090	+1,476	+6.0%
Amortization of fair value adjustment to investment in Novogyne	-826	-474	+352	-	-8,927	-4,625	+4,302	-
<b>Recurring profits</b>	<b>-197</b>	<b>-90</b>	<b>+107</b>	<b>-</b>	<b>-2,130</b>	<b>-886</b>	<b>+1,244</b>	<b>-</b>
<b>Net profits</b>	<b>86</b>	<b>-54</b>	<b>-140</b>	<b>-</b>	<b>930</b>	<b>-534</b>	<b>-1,464</b>	<b>-</b>
Exchange rate (¥/USD)	¥92.57	¥102.57						

\* Results before consolidated adjustment.

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## 5. Sales results by product (1) - Rx Business -

Unit:¥ million

	Actual performance for FY02/14 (Q1)			Actual performance for FY02/15 (Q1)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>Rx Business</b>	<b>27,480</b>	<b>23,483</b>	<b>3,997</b>	<b>27,463</b>	<b>22,611</b>	<b>4,852</b>
<b>New products</b>	<b>1,386</b>	<b>1,386</b>	<b>-</b>	<b>1,531</b>	<b>1,531</b>	<b>-</b>
Fentos <sup>®</sup> Tape	836	836	-	746	746	-
Norspan <sup>®</sup> Tape	439	439	-	498	498	-
Neoxy <sup>®</sup> Tape	10	10	-	157	157	-
Others of New products	101	101	-	130	130	-
<b>Mohrus<sup>®</sup> products+Others</b>	<b>22,274</b>	<b>22,097</b>	<b>177</b>	<b>21,117</b>	<b>21,080</b>	<b>37</b>
Mohrus <sup>®</sup> Tape	18,515	18,496	19	17,794	17,771	23
Mohrus <sup>®</sup> Pap	1,726	1,726	-	1,596	1,596	-
Others	2,033	1,875	158	1,727	1,713	14
<b>Noven Women's Health</b>	<b>1,529</b>	<b>-</b>	<b>1,529</b>	<b>2,710</b>	<b>-</b>	<b>2,710</b>
Minivelle <sup>®</sup>	178	-	178	1,578	-	1,578
Vivelle-Dot <sup>®</sup> products	1,073	-	1,073	806	-	806
CombiPatch <sup>®</sup> products	278	-	278	221	-	221
Brisdelle <sup>®</sup>	-	-	-	105	-	105
<b>Noven Others</b>	<b>2,291</b>	<b>-</b>	<b>2,291</b>	<b>2,105</b>	<b>-</b>	<b>2,105</b>
Daytrana <sup>®</sup>	1,665	-	1,665	1,725	-	1,725
Others of Noven products	626	-	626	380	-	380

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## 5. Sales results by product (2) - OTC Business -

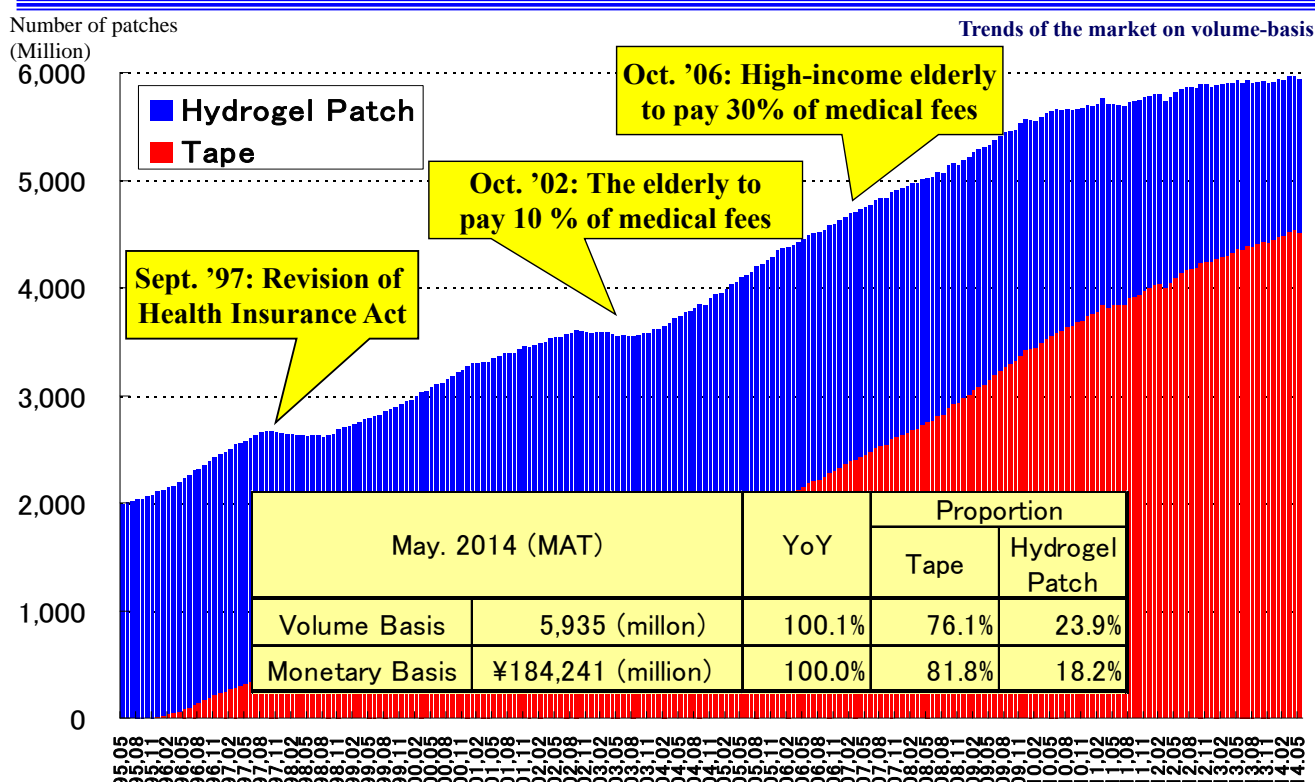
Unit:¥ million

	Actual performance for FY02/14 (Q1)			Actual performance for FY02/15 (Q1)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>OTC Business</b>	<b>8,767</b>	<b>5,884</b>	<b>2,883</b>	<b>9,488</b>	<b>6,003</b>	<b>3,485</b>
Salonpas® products	3,593	1,472	2,121	4,371	1,727	2,644
Salonsip® products	990	674	316	1,104	739	365
Air® Salonpas® products	497	360	135	514	351	163
Feitas® products	777	777	-	848	848	-
Butenlock® products	1,112	1,112	-	1,291	1,291	-
Allegra® FX	1,183	1,183	-	723	723	-
Others	617	306	311	637	324	313

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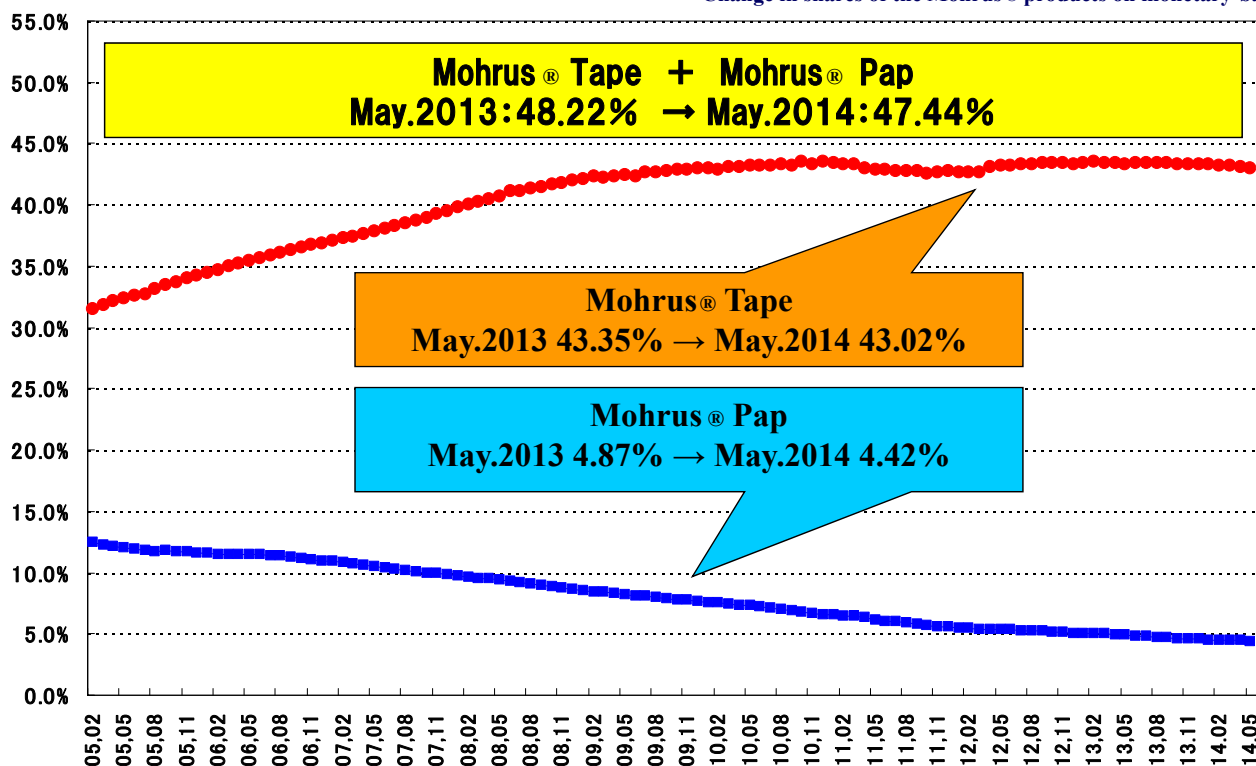
## 6. Trends of Second-generation non-steroidal anti-inflammatory patch in Japan (1)



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## 6. Trends of Second-generation non-steroidal anti-inflammatory patch in Japan (2)

Change in shares of the Mohrus® products on monetary-basis



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## 7. R&D Pipeline

	Stage	Theme	Target	Dosage Form	Characteristics	Next Step
1	Approval	HFT-290 (Additional Indication of FENTOS <sub>®</sub> Tape)	JPN	Adhesive skin patch	Relief of non-malignant chronic pain	—
2	Filed (ANDA)	HP-1010	USA	Adhesive skin patch	Relief of pain associated with post-herpetic neuralgia	To be approved in FY15
3	Filed (ANDA)	HP-1030	USA	Adhesive skin patch	Alzheimer's disease	No disclosure
4	Phase3 being prepared	ATS	USA	Adhesive skin patch	Attention Deficit Hyperactivity Disorder (ADHD)	Phase3 in FY14
5	Phase3 being prepared	HP-3000	JPN	Adhesive skin patch	Parkinson's disease	Phase3 in FY14
6	Phase3 being prepared	HP-3060	JPN	Adhesive skin patch	Allergic rhinitis	Phase3 in FY15
7	Phase2	HP-3000	JPN	Adhesive skin patch	Idiopathic restless legs syndrome	Phase3 in FY15
8	Phase1	HP-3070	USA	Adhesive skin patch	Schizophrenia	Phase2 in FY15

※Yellow-highlighted parts are changes from the previous announcement made on Apr.10<sup>th</sup>, 2014

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# Improving Quality of Life Around the World



Q1 FY02/2015 Results

Jul. 10th, 2014

Hisamitsu Pharmaceutical Co., Inc.

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## Additional data

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## Forecast of Consolidated PL

Unit:¥ million

	Earnings forecast for FY02/15 (Q1-Q2)	Earnings forecast for FY02/15 (Q1-Q4)
<b>Net sales</b>	<b>79,900</b>	<b>161,900</b>
CoGS	29,500	59,500
as a % of sales	36.9%	36.8%
SG&A costs	41,400	82,000
Sales promotion costs	9,300	18,700
Advertising costs	6,100	13,000
R&D spending	7,100	14,000
Others	18,900	36,300
<b>Operating profits</b>	<b>9,000</b>	<b>20,400</b>
<b>Recurring profits</b>	<b>15,200</b>	<b>27,800</b>
<b>Net profits</b>	<b>10,100</b>	<b>18,000</b>

\*Change of earnings forecast for FY02/15 as of Apr 10, 2014.

•Detail of “Sales promotion costs” &amp; “Others” for SG&amp;A costs were changed.

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## Forecast of Noven PL

Unit:¥ million

Unit:\$ thousand

	Unit:¥ million		Unit:\$ thousand	
	Earnings forecast for FY02/15 (Q1-Q2)	Earnings forecast for FY02/15 (Q1-Q4)	Earnings forecast for FY02/15 (Q1-Q2)	Earnings forecast for FY02/15 (Q1-Q4)
<b>Net sales</b>	<b>10,100</b>	<b>22,400</b>	<b>101,000</b>	<b>224,000</b>
Noven Women's Health	6,200	15,100	62,000	151,000
Noven Others	3,900	7,300	39,000	73,000
CoGS	6,100	12,200	61,000	122,000
as a % of sales	60.4%	54.5%	60.4%	54.5%
SG&A costs	9,900	20,500	99,000	205,000
Sales promotion costs	3,100	5,200	31,000	52,000
Advertising costs	500	3,000	5,000	30,000
R&D spending	1,900	4,000	19,000	40,000
Others	4,400	8,300	44,000	83,000
<b>Operating profits</b>	<b>-5,900</b>	<b>-10,300</b>	<b>-59,000</b>	<b>-103,000</b>
Nonoperating balance	5,000	6,500	50,000	65,000
Equity in earnings of Novogyne	6,000	7,000	60,000	70,000
Amortization of fair value adjustment to investment in Novogyne	-950	-1,100	-9,500	-11,000
<b>Recurring profits</b>	<b>-900</b>	<b>-3,800</b>	<b>-9,000</b>	<b>-38,000</b>
<b>Net profits</b>	<b>-400</b>	<b>-2,100</b>	<b>-4,000</b>	<b>-21,000</b>
Exchange rate (¥/USD)	100.00円	100.00円		

\*Change of earnings forecast for FY02/15 as of Apr 10, 2014.

•Detail of “Net sales” was changed.

•Detail of “Sales promotion costs” &amp; “Others” for SG&amp;A costs were changed.

•Earnings forecast for FY02/15(Q1-Q2) &amp; the dollar base were changed.

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# Modification of disclosed information of sales results by product (1)

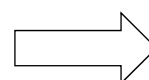
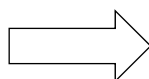
## i . Modifications

	Actual performance for FY02/13 (Q1-Q4)	Actual performance for FY02/14 (Q1-Q4)	Change	Percentage Change	Earnings forecast for FY02/13 As of Apr 11, 2013
Unit: ¥ million					
<b>Ethical drugs</b>					
Mohrus <sup>®</sup> Tape	77,678	75,733	-1,945	-2.5%	77,900
Mohrus <sup>®</sup> Pap	7,846	6,935	-911	-11.6%	7,200
Fentos <sup>®</sup> Tape	3,792	3,944	+152	+4.0%	3,900
Norspan <sup>®</sup> Tape	1,330	1,834	+504	+37.9%	1,900
Neoxy <sup>®</sup> Tape	1,762	1,307	-455	-25.8%	1,500
Estrenax <sup>®</sup> Tape	1,248	1,290	+42	+2.6%	1,300
Neoxoy <sup>®</sup> Tape	-	630	+630	-	-
Daytrana <sup>®</sup>	4,895	5,973	+1,078	+22.0%	6,400
Vivelle-Dot <sup>®</sup>	4,234	4,732	+498	+13.2%	4,100
Minivelle <sup>®</sup>	-	2,859	+2,859	-	2,150
Brisdelle <sup>®</sup>	-	-12	-12	-	-
Noven <sup>®</sup> Therapeutics	1,534	1,810	+276	+5.0%	1,200
<b>OTC drugs</b>					
Salonpas <sup>®</sup> products	6,852	7,744	+892	+13.0%	7,000
Salonpas <sup>®</sup> products	3,805	3,800	-5	-0.1%	4,000
Perlasta <sup>®</sup> products	3,439	3,474	+35	+1.0%	3,600
Allegria <sup>®</sup> FX	970	2,512	+1,542	+159.0%	1,400
Butenolol <sup>®</sup> products	1,394	1,704	+310	+22.2%	1,800
Novo <sup>®</sup> Salonpas <sup>®</sup> products	1,707	1,651	-56	-2.6%	1,700

FY 02/14 results (as of Apr 10, 2014)

### 【 Previous 】

- Sales results of major products were intermixed in Japan or overseas only and in the world.
- Overseas sales results including in some products were not consolidated but non-consolidated.



### 【 Hereafter 】

- Sales results by product are divided into Japan and overseas.
- Sales results by product are changed to consolidated.

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# Modification of disclosed information of sales results by product (2)

## ii . Hereafter (1)

	Actual performance for FY02/14 (Q1)		
	Total	Japan	Overseas
<b>Rx Business</b>	<b>27,480</b>	<b>23,483</b>	<b>3,997</b>
<b>New products</b>	<b>1,386</b>	<b>1,386</b>	<b>-</b>
Fentos <sup>®</sup> Tape	836	836	-
Norspan <sup>®</sup> Tape	439	439	-
Neoxy <sup>®</sup> Tape	10	10	-
Others of New products	101	101	-
<b>Mohrus<sup>®</sup> products+Others</b>	<b>22,274</b>	<b>22,097</b>	<b>177</b>
Mohrus <sup>®</sup> Tape	18,515	18,496	19
Mohrus <sup>®</sup> Pap	1,726	1,726	-
Others	2,033	1,875	158
<b>Noven Women's Health</b>	<b>1,529</b>	<b>-</b>	<b>1,529</b>
Minivelle <sup>®</sup>	178	-	178
Vivelle-Dot <sup>®</sup> products	1,073	-	1,073
CombiPatch <sup>®</sup> products	278	-	278
Brisdelle <sup>®</sup>	-	-	-
<b>Noven Others</b>	<b>2,291</b>	<b>-</b>	<b>2,291</b>
Daytrana <sup>®</sup>	1,665	-	1,665
Others of Noven products	626	-	626

Fentanyl 3 day tape 「HMT」 and Abstral<sup>®</sup> Sublingual Tablets were included.

Vivelle-Dot<sup>®</sup> and other estrogen patches were included.

CombiPatch<sup>®</sup> and other estrogen-progesterone combination patches were included.

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## Modification of disclosed information of sales results by product (3)

### ii . Hereafter (2)

	Actual performance for FY02/14 (Q1)		
	Total	Japan	Overseas
<b>OTC Business</b>	<b>8,767</b>	<b>5,884</b>	<b>2,883</b>
Salonpas <sup>®</sup> products	3,593	1,472	2,121
Salonsip <sup>®</sup> products	990	674	316
Air <sup>®</sup> Salonpas <sup>®</sup> products	497	360	135
Feitas <sup>®</sup> products	777	777	-
Butenalock <sup>®</sup> products	1,112	1,112	-
Allegra <sup>®</sup> FX	1,183	1,183	-
Others	617	306	311

List the sales results by product of Japan and overseas, respectively.

List the sales results by product on consolidated.

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## Forecast of sales by product - Rx Business -

Unit:¥ million

	Earnings forecast for FY02/15 (Q1-Q2)			Earnings forecast for FY02/15 (Q1-Q4)		
	Total	Japan	Overseas	Total	Japan	Overseas
Fentos <sup>®</sup> Tape	2,050	2,050	-	4,700	4,700	-
Norspan <sup>®</sup> Tape	1,500	1,500	-	4,000	4,000	-
Neoxy <sup>®</sup> Tape	450	450	-	1,550	1,550	-
Mohrus <sup>®</sup> Tape	38,100	38,000	100	74,550	74,300	250
Mohrus <sup>®</sup> Pap	3,250	3,250	-	6,100	6,100	-
Minivelle <sup>®</sup>	3,650	-	3,650	8,200	-	8,200
Vivelle-Dot <sup>®</sup> products	1,800	-	1,800	3,600	-	3,600
CombiPatch <sup>®</sup> products	500	-	500	2,000	-	2,000
Brisdelle <sup>®</sup>	250	-	250	1,300	-	1,300
Daytrana <sup>®</sup>	3,200	-	3,200	6,000	-	6,000

\*Change of earnings forecast for FY02/15 as of Apr 10, 2014.

•Earnings forecast was divided into Japan and overseas.

•CombiPatch<sup>®</sup> products were added.

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## Forecast of sales by product - OTC Business -

Unit:¥ million

	Earnings forecast for FY02/15 (Q1-Q2)			Earnings forecast for FY02/15 (Q1-Q4)		
	Total	Japan	Overseas	Total	Japan	Overseas
Salonpas <sup>®</sup> products	9,350	3,650	5,700	19,750	7,300	12,450
Salonsip <sup>®</sup> products	2,550	1,700	850	4,950	3,200	1,750
Air <sup>®</sup> Salonpas <sup>®</sup> products	1,350	950	400	2,100	1,250	850
Feitas <sup>®</sup> products	2,300	2,300	-	4,100	4,100	-
Butenalock <sup>®</sup> products	1,450	1,450	-	1,850	1,850	-
Allegra <sup>®</sup> FX	700	700	-	2,000	2,000	-

\*Change of earnings forecast for FY02/15 as of Apr 10, 2014.

•Earnings forecast was divided into Japan and overseas.

•List the sales results of products on a consolidated basis.

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## Sales results by product for Q1 FY 02/13 - Rx Business -

Unit:¥ million

	Actual performance for FY02/12 (Q1)			Actual performance for FY02/13 (Q1)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>Rx Business</b>	<b>26,246</b>	<b>23,086</b>	<b>3,160</b>	<b>27,978</b>	<b>24,656</b>	<b>3,322</b>
<b>New products</b>	<b>624</b>	<b>624</b>	<b>-</b>	<b>1,140</b>	<b>1,140</b>	<b>-</b>
Fentos <sup>®</sup> Tape	624	624	-	883	883	-
Norspan <sup>®</sup> Tape	-	-	-	257	257	-
Neoxy <sup>®</sup> Tape	-	-	-	-	-	-
Others of New products	-	-	-	-	-	-
<b>Mohrus<sup>®</sup> products+Others</b>	<b>22,638</b>	<b>22,462</b>	<b>176</b>	<b>23,668</b>	<b>23,516</b>	<b>152</b>
Mohrus <sup>®</sup> Tape	18,437	18,424	13	19,514	19,485	29
Mohrus <sup>®</sup> Pap	1,969	1,969	-	2,038	2,038	-
Others	2,232	2,069	163	2,116	1,993	123
<b>Noven Women's Health</b>	<b>940</b>	<b>-</b>	<b>940</b>	<b>1,252</b>	<b>-</b>	<b>1,252</b>
Minivelle <sup>®</sup>	-	-	-	-	-	-
Vivelle-Dot <sup>®</sup> products	793	-	793	1,014	-	1,014
CombiPatch <sup>®</sup> products	147	-	147	238	-	238
Brisdelle <sup>®</sup>	-	-	-	-	-	-
<b>Noven Others</b>	<b>2,044</b>	<b>-</b>	<b>2,044</b>	<b>1,918</b>	<b>-</b>	<b>1,918</b>
Daytrana <sup>®</sup>	1,425	-	1,425	1,356	-	1,356
Others of Noven products	619	-	619	562	-	562

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## Sales results by product for Q2 FY 02/13 - Rx Business -

Unit:¥ million

	Actual performance for FY02/12 (Q1-Q2)			Actual performance for FY02/13 (Q1-Q2)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>Rx Business</b>	<b>53,856</b>	<b>47,683</b>	<b>6,173</b>	<b>56,382</b>	<b>49,775</b>	<b>6,607</b>
<b>New products</b>	<b>1,412</b>	<b>1,412</b>	<b>-</b>	<b>2,335</b>	<b>2,335</b>	<b>-</b>
Fentos <sup>®</sup> Tape	1,368	1,368	-	1,699	1,699	-
Norspan <sup>®</sup> Tape	44	44	-	588	588	-
Neoxy <sup>®</sup> Tape	-	-	-	-	-	-
Others of New products	-	-	-	48	48	-
<b>Mohrus<sup>®</sup> products+Others</b>	<b>46,719</b>	<b>46,271</b>	<b>448</b>	<b>47,898</b>	<b>47,440</b>	<b>458</b>
Mohrus <sup>®</sup> Tape	37,667	37,622	45	39,390	39,340	50
Mohrus <sup>®</sup> Pap	4,340	4,340	-	4,164	4,164	-
Others	4,712	4,309	403	4,344	3,936	408
<b>Noven Women's Health</b>	<b>2,090</b>	<b>-</b>	<b>2,090</b>	<b>2,342</b>	<b>-</b>	<b>2,342</b>
Minivelle <sup>®</sup>	-	-	-	-	-	-
Vivelle-Dot <sup>®</sup> products	1,730	-	1,730	1,948	-	1,948
CombiPatch <sup>®</sup> products	360	-	360	394	-	394
Brisdelle <sup>®</sup>	-	-	-	-	-	-
<b>Noven Others</b>	<b>3,635</b>	<b>-</b>	<b>3,635</b>	<b>3,807</b>	<b>-</b>	<b>3,807</b>
Daytrana <sup>®</sup>	2,486	-	2,486	2,483	-	2,483
Others of Noven products	1,149	-	1,149	1,324	-	1,324

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## Sales results by product for Q3 FY 02/13 - Rx Business -

Unit:¥ million

	Actual performance for FY02/12 (Q1-Q3)			Actual performance for FY02/13 (Q1-Q3)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>Rx Business</b>	<b>82,013</b>	<b>72,830</b>	<b>9,183</b>	<b>84,434</b>	<b>74,819</b>	<b>9,615</b>
<b>New products</b>	<b>2,432</b>	<b>2,432</b>	<b>-</b>	<b>3,797</b>	<b>3,797</b>	<b>-</b>
Fentos <sup>®</sup> Tape	2,280	2,280	-	2,734	2,734	-
Norspan <sup>®</sup> Tape	152	152	-	937	937	-
Neoxy <sup>®</sup> Tape	-	-	-	-	-	-
Others of New products	-	-	-	126	126	-
<b>Mohrus<sup>®</sup> products+Others</b>	<b>71,167</b>	<b>70,398</b>	<b>769</b>	<b>71,710</b>	<b>71,022</b>	<b>688</b>
Mohrus <sup>®</sup> Tape	57,705	57,563	142	59,205	59,105	100
Mohrus <sup>®</sup> Pap	6,543	6,543	-	6,166	6,166	-
Others	6,919	6,292	627	6,339	5,751	588
<b>Noven Women's Health</b>	<b>3,185</b>	<b>-</b>	<b>3,185</b>	<b>3,481</b>	<b>-</b>	<b>3,481</b>
Minivelle <sup>®</sup>	-	-	-	-	-	-
Vivelle-Dot <sup>®</sup> products	2,594	-	2,594	2,819	-	2,819
CombiPatch <sup>®</sup> products	591	-	591	662	-	662
Brisdelle <sup>®</sup>	-	-	-	-	-	-
<b>Noven Others</b>	<b>5,229</b>	<b>-</b>	<b>5,229</b>	<b>5,446</b>	<b>-</b>	<b>5,446</b>
Daytrana <sup>®</sup>	3,337	-	3,337	3,514	-	3,514
Others of Noven products	1,892	-	1,892	1,932	-	1,932

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## Sales results by product for FY 02/13 - Rx Business -

Unit:¥ million

	Actual performance for FY02/12 (Q1-Q4)			Actual performance for FY02/13 (Q1-Q4)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>Rx Business</b>	<b>107,573</b>	<b>95,033</b>	<b>12,540</b>	<b>111,236</b>	<b>98,000</b>	<b>13,236</b>
<b>New products</b>	<b>3,592</b>	<b>3,592</b>	<b>-</b>	<b>5,337</b>	<b>5,337</b>	<b>-</b>
Fentos <sup>®</sup> Tape	3,272	3,272	-	3,792	3,792	-
Norspan <sup>®</sup> Tape	320	320	-	1,330	1,330	-
Neoxy <sup>®</sup> Tape	-	-	-	-	-	-
Others of New products	-	-	-	215	215	-
<b>Mohrus<sup>®</sup> products+Others</b>	<b>92,609</b>	<b>91,441</b>	<b>1,168</b>	<b>93,650</b>	<b>92,663</b>	<b>987</b>
Mohrus <sup>®</sup> Tape	75,368	75,113	255	77,678	77,480	198
Mohrus <sup>®</sup> Pap	8,240	8,240	-	7,846	7,846	-
Others	9,001	8,088	913	8,126	7,337	789
<b>Noven Women's Health</b>	<b>4,177</b>	<b>-</b>	<b>4,177</b>	<b>4,611</b>	<b>-</b>	<b>4,611</b>
Minivelle <sup>®</sup>	-	-	-	-	-	-
Vivelle-Dot <sup>®</sup> products	3,442	-	3,442	3,822	-	3,822
CombiPatch <sup>®</sup> products	735	-	735	789	-	789
Brisdelle <sup>®</sup>	-	-	-	-	-	-
<b>Noven Others</b>	<b>7,195</b>	<b>-</b>	<b>7,195</b>	<b>7,638</b>	<b>-</b>	<b>7,638</b>
Daytrana <sup>®</sup>	4,625	-	4,625	4,895	-	4,895
Others of Noven products	2,570	-	2,570	2,743	-	2,743

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## Sales results by product for Q1 FY 02/14 - Rx Business -

Unit:¥ million

	Actual performance for FY02/13 (Q1)			Actual performance for FY02/14 (Q1)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>Rx Business</b>	<b>27,978</b>	<b>24,656</b>	<b>3,322</b>	<b>27,480</b>	<b>23,483</b>	<b>3,997</b>
<b>New products</b>	<b>1,140</b>	<b>1,140</b>	<b>-</b>	<b>1,386</b>	<b>1,386</b>	<b>-</b>
Fentos <sup>®</sup> Tape	883	883	-	836	836	-
Norspan <sup>®</sup> Tape	257	257	-	439	439	-
Neoxy <sup>®</sup> Tape	-	-	-	10	10	-
Others of New products	-	-	-	101	101	-
<b>Mohrus<sup>®</sup> products+Others</b>	<b>23,668</b>	<b>23,516</b>	<b>152</b>	<b>22,274</b>	<b>22,097</b>	<b>177</b>
Mohrus <sup>®</sup> Tape	19,514	19,485	29	18,515	18,496	19
Mohrus <sup>®</sup> Pap	2,038	2,038	-	1,726	1,726	-
Others	2,116	1,993	123	2,033	1,875	158
<b>Noven Women's Health</b>	<b>1,252</b>	<b>-</b>	<b>1,252</b>	<b>1,529</b>	<b>-</b>	<b>1,529</b>
Minivelle <sup>®</sup>	-	-	-	178	-	178
Vivelle-Dot <sup>®</sup> products	1,014	-	1,014	1,073	-	1,073
CombiPatch <sup>®</sup> products	238	-	238	278	-	278
Brisdelle <sup>®</sup>	-	-	-	-	-	-
<b>Noven Others</b>	<b>1,918</b>	<b>-</b>	<b>1,918</b>	<b>2,291</b>	<b>-</b>	<b>2,291</b>
Daytrana <sup>®</sup>	1,356	-	1,356	1,665	-	1,665
Others of Noven products	562	-	562	626	-	626

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## Sales results by product for Q2 FY 02/14 - Rx Business -

Unit:¥ million

	Actual performance for FY02/13 (Q1-Q2)			Actual performance for FY02/14 (Q1-Q2)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>Rx Business</b>	<b>56,382</b>	<b>49,775</b>	<b>6,607</b>	<b>58,360</b>	<b>49,693</b>	<b>8,667</b>
<b>New products</b>	<b>2,335</b>	<b>2,335</b>	<b>-</b>	<b>3,359</b>	<b>3,359</b>	<b>-</b>
Fentos <sup>®</sup> Tape	1,699	1,699	-	1,757	1,757	-
Norspan <sup>®</sup> Tape	588	588	-	903	903	-
Neoxy <sup>®</sup> Tape	-	-	-	493	493	-
Others of New products	48	48	-	206	206	-
<b>Mohrus<sup>®</sup> products+Others</b>	<b>47,898</b>	<b>47,440</b>	<b>458</b>	<b>46,733</b>	<b>46,334</b>	<b>399</b>
Mohrus <sup>®</sup> Tape	39,390	39,340	50	38,939	38,853	86
Mohrus <sup>®</sup> Pap	4,164	4,164	-	3,679	3,679	-
Others	4,344	3,936	408	4,115	3,802	313
<b>Noven Women's Health</b>	<b>2,342</b>	<b>-</b>	<b>2,342</b>	<b>3,808</b>	<b>-</b>	<b>3,808</b>
Minivelle <sup>®</sup>	-	-	-	783	-	783
Vivelle-Dot <sup>®</sup> products	1,948	-	1,948	2,547	-	2,547
CombiPatch <sup>®</sup> products	394	-	394	478	-	478
Brisdelle <sup>®</sup>	-	-	-	-	-	-
<b>Noven Others</b>	<b>3,807</b>	<b>-</b>	<b>3,807</b>	<b>4,460</b>	<b>-</b>	<b>4,460</b>
Daytrana <sup>®</sup>	2,483	-	2,483	3,240	-	3,240
Others of Noven products	1,324	-	1,324	1,220	-	1,220

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## Sales results by product for Q3 FY 02/14 - Rx Business -

Unit:¥ million

	Actual performance for FY02/13 (Q1-Q3)			Actual performance for FY02/14 (Q1-Q3)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>Rx Business</b>	<b>84,434</b>	<b>74,819</b>	<b>9,615</b>	<b>87,242</b>	<b>74,264</b>	<b>12,978</b>
<b>New products</b>	<b>3,797</b>	<b>3,797</b>	<b>-</b>	<b>5,174</b>	<b>5,174</b>	<b>-</b>
Fentos <sup>®</sup> Tape	2,734	2,734	-	2,867	2,867	-
Norspan <sup>®</sup> Tape	937	937	-	1,355	1,355	-
Neoxy <sup>®</sup> Tape	-	-	-	643	643	-
Others of New products	126	126	-	309	309	-
<b>Mohrus<sup>®</sup> products+Others</b>	<b>71,710</b>	<b>71,022</b>	<b>688</b>	<b>69,686</b>	<b>69,090</b>	<b>596</b>
Mohrus <sup>®</sup> Tape	59,205	59,105	100	58,292	58,129	163
Mohrus <sup>®</sup> Pap	6,166	6,166	-	5,500	5,500	-
Others	6,339	5,751	588	5,894	5,461	433
<b>Noven Women's Health</b>	<b>3,481</b>	<b>-</b>	<b>3,481</b>	<b>5,957</b>	<b>-</b>	<b>5,957</b>
Minivelle <sup>®</sup>	-	-	-	1,689	-	1,689
Vivelle-Dot <sup>®</sup> products	2,819	-	2,819	3,422	-	3,422
CombiPatch <sup>®</sup> products	662	-	662	846	-	846
Brisdelle <sup>®</sup>	-	-	-	-	-	-
<b>Noven Others</b>	<b>5,446</b>	<b>-</b>	<b>5,446</b>	<b>6,425</b>	<b>-</b>	<b>6,425</b>
Daytrana <sup>®</sup>	3,514	-	3,514	4,561	-	4,561
Others of Noven products	1,932	-	1,932	1,864	-	1,864

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**Care of People Around the World with Patch**

## Sales results by product for FY 02/14 - Rx Business -

Unit:¥ million

	Actual performance for FY02/13 (Q1-Q4)			Actual performance for FY02/14 (Q1-Q4)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>Rx Business</b>	<b>111,236</b>	<b>98,000</b>	<b>13,236</b>	<b>113,654</b>	<b>96,248</b>	<b>17,406</b>
<b>New products</b>	<b>5,337</b>	<b>5,337</b>	<b>-</b>	<b>6,927</b>	<b>6,927</b>	<b>-</b>
Fentos <sup>®</sup> Tape	3,792	3,792	-	3,944	3,944	-
Norspan <sup>®</sup> Tape	1,330	1,330	-	1,834	1,834	-
Neoxy <sup>®</sup> Tape	-	-	-	690	690	-
Others of New products	215	215	-	459	459	-
<b>Mohrus<sup>®</sup> products+Others</b>	<b>93,650</b>	<b>92,663</b>	<b>987</b>	<b>90,100</b>	<b>89,321</b>	<b>779</b>
Mohrus <sup>®</sup> Tape	77,678	77,480	198	75,732	75,449	283
Mohrus <sup>®</sup> Pap	7,846	7,846	-	6,935	6,935	-
Others	8,126	7,337	789	7,433	6,937	496
<b>Noven Women's Health</b>	<b>4,611</b>	<b>-</b>	<b>4,611</b>	<b>8,139</b>	<b>-</b>	<b>8,139</b>
Minivelle <sup>®</sup>	-	-	-	2,858	-	2,858
Vivelle-Dot <sup>®</sup> products	3,822	-	3,822	4,251	-	4,251
CombiPatch <sup>®</sup> products	789	-	789	1,042	-	1,042
Brisdelle <sup>®</sup>	-	-	-	-12	-	-12
<b>Noven Others</b>	<b>7,638</b>	<b>-</b>	<b>7,638</b>	<b>8,488</b>	<b>-</b>	<b>8,488</b>
Daytrana <sup>®</sup>	4,895	-	4,895	5,973	-	5,973
Others of Noven products	2,743	-	2,743	2,515	-	2,515

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## Sales results by product for Q1 FY 02/13 - OTC Business -

Unit:¥ million

	Actual performance for FY02/12 (Q1)			Actual performance for FY02/13 (Q1)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>OTC Business</b>	<b>6,007</b>	<b>4,405</b>	<b>1,602</b>	<b>5,848</b>	<b>3,788</b>	<b>2,060</b>
Salonpas <sup>®</sup> products	2,463	1,202	1,261	2,739	1,141	1,598
Salonsip <sup>®</sup> products	744	574	170	752	547	205
Air <sup>®</sup> Salonpas <sup>®</sup> products	418	386	32	447	371	76
Feitas <sup>®</sup> products	938	938	-	601	601	-
Butenlock <sup>®</sup> products	778	778	-	816	816	-
Allegra <sup>®</sup> FX	-	-	-	-	-	-
Others	666	527	139	493	312	181

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## Sales results by product for Q2 FY 02/13 - OTC Business -

Unit:¥ million

	Actual performance for FY02/12 (Q1-Q2)			Actual performance for FY02/13 (Q1-Q2)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>OTC Business</b>	<b>13,672</b>	<b>10,080</b>	<b>3,592</b>	<b>13,931</b>	<b>9,334</b>	<b>4,597</b>
Salonpas® products	6,069	3,261	2,808	6,743	3,255	3,488
Salonsip® products	1,959	1,569	390	2,178	1,633	545
Air® Salonpas® products	1,259	1,129	130	1,241	1,027	214
Feitas® products	2,080	2,080	-	1,745	1,745	-
Butenalock® products	1,053	1,053	-	1,046	1,046	-
Allegra® FX	-	-	-	-	-	-
Others	1,252	988	264	978	628	350

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## Sales results by product for Q3 FY 02/13 - OTC Business -

Unit:¥ million

	Actual performance for FY02/12 (Q1-Q3)			Actual performance for FY02/13 (Q1-Q3)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>OTC Business</b>	<b>19,348</b>	<b>13,742</b>	<b>5,606</b>	<b>20,501</b>	<b>13,602</b>	<b>6,899</b>
Salonpas® products	9,360	4,934	4,426	10,223	4,959	5,264
Salonsip® products	2,924	2,359	565	3,239	2,416	823
Air® Salonpas® products	1,601	1,406	195	1,607	1,292	315
Feitas® products	2,767	2,767	-	2,671	2,671	-
Butenalock® products	1,029	1,029	-	1,055	1,055	-
Allegra® FX	-	-	-	200	200	-
Others	1,667	1,247	420	1,506	1,009	497

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## Sales results by product for FY 02/13 - OTC Business -

Unit:¥ million

	Actual performance for FY02/12 (Q1-Q4)			Actual performance for FY02/13 (Q1-Q4)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>OTC Business</b>	<b>27,027</b>	<b>18,423</b>	<b>8,604</b>	<b>28,325</b>	<b>18,034</b>	<b>10,291</b>
Salonpas <sup>®</sup> products	13,466	6,715	6,751	14,240	6,353	7,887
Salonsip <sup>®</sup> products	4,042	3,161	881	4,290	3,098	1,192
Air <sup>®</sup> Salonpas <sup>®</sup> products	1,922	1,566	356	1,911	1,423	488
Feitas <sup>®</sup> products	3,566	3,566	-	3,455	3,455	-
Butenalock <sup>®</sup> products	1,779	1,779	-	1,394	1,394	-
Allegra <sup>®</sup> FX	-	-	-	970	970	-
Others	2,252	1,636	616	2,065	1,341	724

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## Sales results by product for Q1 FY 02/14 - OTC Business -

Unit:¥ million

	Actual performance for FY02/13 (Q1)			Actual performance for FY02/14 (Q1)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>OTC Business</b>	<b>5,848</b>	<b>3,788</b>	<b>2,060</b>	<b>8,767</b>	<b>5,884</b>	<b>2,883</b>
Salonpas <sup>®</sup> products	2,739	1,141	1,598	3,593	1,472	2,121
Salonsip <sup>®</sup> products	752	547	205	990	674	316
Air <sup>®</sup> Salonpas <sup>®</sup> products	447	371	76	495	360	135
Feitas <sup>®</sup> products	601	601	-	777	777	-
Butenalock <sup>®</sup> products	816	816	-	1,112	1,112	-
Allegra <sup>®</sup> FX	-	-	-	1,183	1,183	-
Others	493	312	181	617	306	311

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## Sales results by product for Q2 FY 02/14 - OTC Business -

Unit:¥ million

	Actual performance for FY02/13 (Q1-Q2)			Actual performance for FY02/14 (Q1-Q2)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>OTC Business</b>	<b>13,931</b>	<b>9,334</b>	<b>4,597</b>	<b>17,415</b>	<b>10,886</b>	<b>6,529</b>
Salonpas <sup>®</sup> products	6,743	3,255	3,488	8,312	3,473	4,839
Salonsip <sup>®</sup> products	2,178	1,633	545	2,389	1,615	774
Air <sup>®</sup> Salonpas <sup>®</sup> products	1,241	1,027	214	1,277	923	354
Feitas <sup>®</sup> products	1,745	1,745	-	1,602	1,602	-
Butenalock <sup>®</sup> products	1,046	1,046	-	1,407	1,407	-
Allegra <sup>®</sup> FX	-	-	-	1,186	1,186	-
Others	978	628	350	1,242	680	562

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## Sales results by product for Q3 FY 02/14 - OTC Business -

Unit:¥ million

	Actual performance for FY02/13 (Q1-Q3)			Actual performance for FY02/14 (Q1-Q3)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>OTC Business</b>	<b>20,501</b>	<b>13,602</b>	<b>6,899</b>	<b>25,487</b>	<b>15,571</b>	<b>9,916</b>
Salonpas <sup>®</sup> products	10,223	4,959	5,264	12,753	5,290	7,463
Salonsip <sup>®</sup> products	3,239	2,416	823	3,531	2,418	1,113
Air <sup>®</sup> Salonpas <sup>®</sup> products	1,607	1,292	315	1,695	1,140	555
Feitas <sup>®</sup> products	2,671	2,671	-	2,939	2,939	-
Butenalock <sup>®</sup> products	1,055	1,055	-	1,481	1,481	-
Allegra <sup>®</sup> FX	200	200	-	1,323	1,323	-
Others	1,506	1,009	497	1,765	980	785

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## Sales results by product for FY 02/14 - OTC Business -

Unit:¥ million

	Actual performance for FY02/13 (Q1-Q4)			Actual performance for FY02/14 (Q1-Q4)		
	Total	Japan	Overseas	Total	Japan	Overseas
<b>OTC Business</b>	<b>28,325</b>	<b>18,034</b>	<b>10,291</b>	<b>33,773</b>	<b>20,047</b>	<b>13,726</b>
Salonpas® products	14,240	6,353	7,887	17,149	6,754	10,395
Salonsip® products	4,290	3,098	1,192	4,568	3,016	1,552
Air® Salonpas® products	1,911	1,423	488	2,038	1,263	775
Feitas® products	3,455	3,455	-	3,543	3,543	-
Butenolock® products	1,394	1,394	-	1,704	1,704	-
Allegra® FX	970	970	-	2,512	2,512	-
Others	2,065	1,341	724	2,259	1,255	1,004