

Q3 FY 02/17

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 to the nearest million yen.

Jan. 13th, 2017

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

Consolidated Financial Statement

Jan. 13th, 2017

<Balance sheet> (Unit: ¥mn)	2013.05 Q1	2013.08 Q2	2013.11 Q3	2014.02 Q4	2014.05 Q1	2014.08 Q2	2014.11 Q3	2015.02 Q4	2015.05 Q1	2015.08 Q2	2015.11 Q3	2016.02 Q4	2016.05 Q1	2016.08 Q2	2016.11 Q3	As a % of total
Current assets	117,319	136,389	137,134	139,107	141,500	153,646	161,675	165,315	163,978	173,516	171,268	171,760	168,699	171,805	167,285	61.4%
Cash & deposits	45,338	53,481	54,033	66,307	63,541	71,030	66,942	71,298	72,045	79,941	73,824	81,584	79,658	87,090	76,558	
Notes and accounts receivable	39,137	46,737	45,643	37,092	41,788	45,517	44,345	46,587	43,152	41,598	39,386	37,638	36,804	33,755	33,618	
Marketable securities	12,948	15,054	14,397	15,453	15,281	15,061	22,692	25,192	25,124	25,887	30,423	30,895	27,841	25,451	28,169	
Inventory	14,237	13,995	14,201	15,195	14,763	14,334	14,970	15,450	16,314	16,666	16,382	15,917	16,852	16,129	16,654	
Deferred tax assets	2,322	2,410	2,471	2,921	2,760	2,698	2,712	3,480	3,179	2,889	2,949	4,293	3,778	3,454	3,400	
Other current assets	3,556	4,987	6,671	2,389	3,648	5,329	10,379	3,641	4,457	6,817	8,579	1,714	4,053	6,205	9,176	
Bad debt provision	-225	-283	-285	-255	-292	-331	-373	-335	-295	-284	-279	-283	-290	-282	-293	
Fixed assets	108,749	108,632	110,784	112,745	110,082	113,294	111,032	120,125	121,118	120,780	121,384	113,194	114,135	104,350	104,984	38.6%
Tangible fixed assets	43,257	43,334	42,985	43,330	43,576	43,326	44,049	45,003	44,195	44,593	44,129	43,851	43,464	42,376	42,063	
Buildings and structures	18,139	17,862	17,886	17,735	17,332	17,387	17,294	18,105	17,883	17,621	17,533	18,122	17,561	17,132	16,813	
Machinery and transport equipment	6,463	6,124	6,595	6,159	6,635	6,661	6,534	7,375	6,908	7,142	7,312	7,213	7,022	6,706	6,641	
Tools, instruments, etc.	2,378	2,360	2,388	2,320	2,242	2,223	2,245	2,220	2,131	2,246	2,159	2,080	1,983	2,021	1,995	
Land	12,557	12,601	12,591	12,677	12,652	12,636	12,722	12,843	12,819	12,850	12,797	13,015	12,928	12,875	12,856	
Construction in progress	3,587	4,268	3,404	4,321	4,609	4,320	5,171	4,374	4,380	4,670	4,273	3,361	3,919	3,596	3,719	
Lease assets	133	119	118	116	107	98	86	83	71	62	54	58	49	43	37	
Intangible fixed assets	17,612	17,421	16,638	16,812	16,104	15,207	16,129	16,303	15,434	14,675	13,554	12,522	11,028	9,610	8,461	
Investments, etc.	47,879	47,876	51,160	52,802	50,401	54,760	50,854	58,818	61,487	61,512	63,700	58,820	59,643	52,363	54,459	
Investment securities	38,861	39,325	42,369	42,947	41,576	45,207	41,970	48,779	51,719	51,055	53,179	48,234	51,628	44,481	48,091	
Long-term loans	80	69	69	66	64	61	60	58	57	52	51	47	46	45	42	
Deferred tax assets	81	224	544	1,239	1,420	1,555	1,696	1,705	1,664	1,742	1,857	2,056	1,790	1,690	215	
Other	9,076	8,471	8,396	8,565	7,555	8,150	7,341	8,491	8,262	8,878	8,830	6,697	6,394	6,363	6,327	
Bad debt provision	-218	-218	-218	-218	-218	-216	-216	-216	-216	-216	-216	-216	-216	-216	-216	
Total assets	226,068	245,021	247,918	251,852	251,583	266,940	272,708	285,440	285,096	294,297	292,653	284,954	282,835	276,155	272,269	
Current liabilities	35,793	46,616	44,395	41,745	41,854	49,637	47,295	44,299	41,652	44,196	43,939	40,997	37,930	37,929	37,385	13.7%
Notes and accounts payable	10,198	10,196	8,372	8,987	9,024	11,971	10,274	9,928	9,300	8,357	8,220	7,669	8,254	8,145	8,119	
Electronically recorded obligations-operating	3,827	8,770	8,258	5,625	7,503	8,028	7,781	7,923	8,211	6,219	6,330	6,347	6,562	6,367	5,852	
Short-term borrowing	1,690	1,718	1,698	1,677	1,693	1,715	1,694	1,685	1,784	1,666	1,671	1,683	1,667	1,665	1,663	
Accrued expenses	5,300	6,715	5,437	6,656	5,964	7,159	5,736	7,785	5,460	6,935	5,207	7,012	5,367	5,765	5,064	
Unpaid expenses	1,967	494	2,074	707	2,140	617	2,157	720	2,315	738	2,361	990	2,562	757	2,479	
Unpaid tax, etc.	4,613	8,039	5,606	7,354	2,746	5,582	2,429	3,978	2,361	4,926	3,414	6,208	1,981	3,641	1,356	
Bonus reserves	637	1,510	1,023	1,942	691	1,629	1,235	2,249	673	1,593	1,121	1,940	593	1,515	857	
Reserve for returned goods unsold	198	226	226	180	170	178	181	175	155	158	151	126	138	141	139	
Other current liabilities	7,356	8,938	11,693	8,614	11,912	12,748	15,800	9,852	11,390	13,600	15,461	9,017	10,802	9,929	11,852	
Fixed liabilities	11,978	11,964	12,935	13,799	13,711	14,717	15,924	19,086	19,012	19,191	19,764	17,862	18,255	16,210	16,795	6.2%
Long-term borrowing	950	928	890	852	815	773	756	727	710	687	668	647	631	612	595	
Provision for pension and remuneration obligations	6,272	6,319	6,381	6,465	6,522	6,628	6,734	7,211	5,877	5,924	5,972	6,817	6,955	7,025	7,078	
Deferred tax liabilities	2,955	2,623	3,617	3,775	3,788	4,648	5,494	7,250	7,339	7,294	8,056	5,730	6,478	4,485	5,621	
Other fixed liabilities	1,801	2,090	2,045	2,704	2,582	2,664	2,936	3,897	5,084	5,285	5,067	4,666	4,190	4,086	3,500	
Total liabilities	47,771	58,581	57,331	55,544	55,565	64,355	63,220	63,386	60,664	63,388	63,703	58,859	56,186	54,140	54,180	19.9%
Owners' Equity	172,025	178,191	180,698	182,865	183,436	189,009	190,698	195,006	194,919	200,759	199,098	201,561	202,617	207,399	201,831	74.1%
Common stock	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	
Capital surplus	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	
Retained earnings	177,003	183,170	185,678	187,846	188,417	193,992	195,681	199,990	199,904	205,745	208,259	210,725	211,782	216,564	222,148	
Treasury stock	-21,848	-21,849	-21,850	-21,851	-21,852	-21,853	-21,853	-21,854	-21,855	-21,856	-26,031	-26,033	-26,034	-23,553	-34,704	
Net unrealized gain and translation adjustments	5,472	7,379	9,053	12,577	11,656	12,624	17,812	26,016	28,498	29,087	28,813	23,430	22,850	13,442	15,026	5.5%
Other marketable securities revaluation account	4,323	4,259	6,472	6,611	6,685	8,402	9,990	13,087	16,003	15,552	17,027	13,367	16,170	11,145	13,542	
Land revaluation account	3,459	3,459	3,459	3,459	3,459	3,459	3,459	3,459	3,637	3,637	3,637	3,637	3,723	3,697	3,697	
Forex adjustment account	-2,310	-340	-878	2,506	1,511	762	4,362	9,243	8,598	9,640	7,899	8,360	4,842	373	-560	
Remeasurements of defined benefit plans	0	0	0	0	0	0	0	225	258	255	248	-1,934	-1,885	-1,774	-1,662	
Subscription rights to shares									0	33	67	101	135	158	180	
Non-controlling interests	798	870	836	865	924	951	977	1,031	1,014	1,029	969	1,000	1,045	1,015	1,049	0.4%
Total Net assets	178,296	186,440	190,587	196,308	196,017	202,585	209,487	222,054	224,431	230,909	228,949	226,095	226,649	222,015	218,089	80.1%
Liabilities and Net assets	226,068	245,021	247,918	251,852	251,583	266,940	272,708	285,440	285,096	294,297	292,653	284,954	282,835	276,155	272,269	

Non-consolidated Financial Statement

Jan. 13th, 2017

<Balance sheet> (Unit: ¥mn)	2013.05 Q1	2013.08 Q2	2013.11 Q3	2014.02 Q4	2014.05 Q1	2014.08 Q2	2014.11 Q3	2015.02 Q4	2015.05 Q1	2015.08 Q2	2015.11 Q3	2016.02 Q4	2016.05 Q1	2016.08 Q2	2016.11 Q3	As a % of total
Current assets	87,008	102,227	103,603	101,484	103,899	113,419	114,147	113,498	113,315	121,262	119,690	119,837	120,036	125,587	118,361	47.7%
Cash & deposits	36,652	42,740	44,003	54,654	51,586	55,884	55,565	60,828	59,894	66,371	64,048	72,687	71,024	75,669	64,868	
Notes and accounts receivable	36,297	44,638	42,928	33,309	37,928	41,288	39,702	39,354	37,179	36,313	34,882	31,970	30,997	30,345	31,186	
Marketable securities	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Inventory	10,743	10,032	10,288	11,029	10,574	10,298	10,682	10,934	11,829	11,810	11,868	11,640	12,774	12,123	12,733	
Deferred tax assets	1,661	1,661	1,661	1,763	1,763	1,763	1,763	1,538	1,538	1,538	1,538	2,475	2,475	2,475	2,475	
Other current assets	1,856	3,400	4,958	912	2,254	4,407	6,648	1,060	3,080	5,430	7,546	1,247	2,943	5,147	7,277	
Bad debt provision	-201	-245	-236	-185	-210	-227	-219	-217	-207	-201	-194	-183	-178	-174	-179	
Fixed assets	120,654	119,168	122,044	122,012	121,354	125,215	126,423	133,747	136,549	135,270	137,380	131,296	134,495	127,144	129,978	52.3%
Tangible fixed assets	29,686	29,443	29,074	29,059	29,479	29,478	29,442	29,584	29,276	29,174	29,390	29,020	29,120	29,090	29,065	
Buildings and structures	11,060	10,764	10,891	10,645	10,383	10,561	10,339	10,807	10,742	10,503	10,626	10,430	10,195	10,185	9,990	
Machinery and transport equipment	4,586	4,217	3,870	3,513	3,921	4,030	3,719	4,382	4,046	3,737	4,170	3,969	3,708	3,755	3,752	
Tools, instruments, etc.	1,653	1,656	1,731	1,692	1,641	1,631	1,678	1,631	1,592	1,694	1,651	1,585	1,531	1,603	1,587	
Land	10,949	10,949	10,949	10,949	10,949	10,949	10,949	10,949	10,949	10,949	10,949	11,155	11,155	11,210	11,210	
Construction in progress	1,407	1,832	1,610	2,239	2,568	2,292	2,743	1,796	1,930	2,278	1,983	1,871	2,523	2,331	2,521	
Lease assets	30	26	22	19	16	14	16	17	14	12	9	7	5	4	3	
Intangible fixed assets	6,623	6,356	6,140	5,854	5,583	5,312	5,041	4,770	4,499	4,227	3,956	3,685	3,414	3,143	2,895	
Investments, etc.	84,345	83,367	86,829	87,098	86,291	90,424	91,939	99,393	102,773	101,868	104,032	98,590	101,960	94,910	98,016	
Investment securities	26,706	26,715	30,204	30,729	30,932	34,456	36,573	43,737	46,974	46,361	48,563	43,367	46,925	39,910	43,125	
Advances to and shares in related companies	48,148	48,148	48,148	48,148	48,148	48,148	48,148	48,148	48,148	47,903	47,903	47,903	47,903	47,903	47,903	
Long-term loans	1,380	1,362	1,432	1,265	1,162	1,663	2,014	2,225	2,315	2,066	1,952	1,602	1,485	1,376	1,364	
Deferred tax assets	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other investments, etc.	8,533	7,551	7,453	7,375	6,474	6,572	5,618	5,700	5,754	5,951	6,029	6,131	6,058	6,127	6,034	
Bad debt provision	-425	-413	-410	-419	-426	-418	-418	-419	-418	-416	-417	-414	-412	-407	-411	
Total assets	207,663	221,395	225,647	223,497	225,254	238,635	240,571	247,245	249,865	256,532	257,070	251,134	254,532	252,732	248,340	
Current liabilities	24,318	32,324	30,832	25,089	25,788	31,547	29,395	26,974	25,845	27,658	28,337	24,890	23,837	24,967	25,841	10.4%
Notes and accounts payable	5,715	3,700	3,729	4,017	3,475	3,635	3,901	5,307	3,790	3,128	3,238	3,940	3,264	2,658	4,144	
Electronically recorded obligations-operating	3,827	8,770	8,258	5,625	7,503	8,028	7,781	7,925	8,214	6,220	6,331	6,352	6,562	6,376	5,858	
short-term debt	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Accrued expenses	6,033	7,079	5,941	6,939	6,783	8,008	6,044	8,105	6,359	7,464	5,460	6,950	6,399	6,133	5,152	
Unpaid expenses	1,711	240	1,753	240	1,765	254	1,787	239	1,820	268	1,864	268	1,916	254	1,922	
Unpaid tax, etc.	4,384	7,661	4,888	6,699	2,442	5,219	2,028	3,196	2,191	4,577	3,120	5,726	2,061	3,708	1,284	
Bonus reserves	257	984	245	955	251	999	223	955	234	1,040	241	985	253	1,058	262	
Reserve for returned goods unsold	198	226	226	180	170	178	181	175	155	158	151	126	138	141	139	
Other current liabilities	2,188	3,657	5,786	429	3,392	5,217	7,443	1,070	3,079	4,798	7,929	539	3,242	4,634	7,077	
Fixed liabilities	8,178	8,138	9,213	9,547	9,606	10,506	11,398	13,164	13,335	13,237	13,996	12,821	13,620	11,686	12,659	5.1%
Long-term borrowing	0	0	0	0	0	0	0	0	0	0	0	0	0	0	0	
Provision for pension and remuneration obligations	6,032	6,076	6,147	6,220	6,273	6,373	6,471	6,615	5,302	5,367	5,438	5,540	5,682	5,824	5,938	
Deferred tax liabilities related to revaluation	1,894	1,894	1,894	1,894	1,894	1,894	1,894	1,894	1,716	1,716	1,716	1,716	1,630	1,619	1,619	
Other fixed liabilities	251	166	1,171	1,433	1,439	2,238	3,032	4,654	6,316	6,153	6,841	5,564	6,307	4,241	5,101	
Total liabilities	32,496	40,462	40,045	34,636	35,395	42,053	40,793	40,138	39,181	40,895	42,334	37,712	37,458	36,653	38,501	15.5%
Owners' Equity	167,565	173,386	175,853	179,000	179,909	184,917	186,552	190,771	191,263	196,640	194,196	196,517	197,239	201,204	192,592	77.6%
Common stock	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	
Capital surplus	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	5,759	5,759	
Capital reserves	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	2,118	
Other capital surplus	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	3,641	3,641	
Retained earnings	172,669	178,491	180,959	184,107	185,016	190,024	191,660	195,879	196,372	201,750	203,480	205,803	206,525	210,491	213,031	
Voluntary reserve	158,000	158,000	158,000	158,000	173,000	173,000	173,000	173,000	185,000	185,000	185,000	185,000	195,000	195,000	195,000	
Unappropriated profit for the year (net profit)	14,669	20,491	22,959	26,107	12,016	17,024	18,660	22,879	11,372	16,750	18,480	20,803	11,525	15,491	18,031	
Treasury stock	-21,819	-21,820	-21,821	-21,821	-21,822	-21,823	-21,823	-21,823	-21,824	-21,825	-26,000	-26,001	-26,002	-23,520	-34,672	
Net unrealized gain and translation adjustments	7,602	7,546	9,748	9,860	9,948	11,664	13,224	16,335	19,420	18,963	20,472	16,802	19,698	14,715	17,066	6.9%
Marketable securities revaluation account	4,142	4,086	6,288	6,400	6,489	8,204	9,764	12,875	15,783	15,325	16,834	13,165	15,975	11,018	13,368	
Revaluation account	3,459	3,459	3,459	3,459	3,459	3,459	3,459	3,459	3,637	3,637	3,637	3,637	3,723	3,697	3,697	
Subscription rights to shares										33	67	101	135	158	180	
Total Net assets	175,167	180,932	185,602	188,860	189,858	196,581	199,777	207,107	210,683	215,637	214,736	213,422	217,073	216,078	209,839	84.5%
Liabilities and Net assets	207,663	221,395	225,647	223,497	225,254	238,635	240,571	247,245	249,865	256,532	257,070	251,134	254,532	252,732	248,340	

Sales Results of Major Products

Jan. 13th, 2017

(Unit: ¥mn)	2013.05 Q1	2013.08 Q1-Q2	2013.11 Q1-Q3	2014.02 Q1-Q4	2014.05 Q1	2014.08 Q1-Q2	2014.11 Q1-Q3	2015.02 Q1-Q4	2015.05 Q1	2015.08 Q1-Q2	2015.11 Q1-Q3	2016.02 Q1-Q4	2016.05 Q1	2016.08 Q1-Q2	2016.11 Q1-Q3	YoY
Fentos® Tape	836	1,757	2,867	3,944	746	1,973	3,338	4,577	1,462	2,778	4,602	5,978	919	2,302	3,816	82.9%
Norspan® Tape	439	903	1,355	1,834	498	1,039	1,530	2,087	523	1,145	1,679	2,229	572	1,153	1,671	99.5%
Neoxy® Tape	10	493	643	690	157	367	673	913	224	471	715	966	269	752	961	134.3%
Abstral®	-	-	-	49	36	79	118	165	45	98	146	194	46	94	150	102.7%
Mohrus® Tape products	18,515	38,939	58,292	75,732	17,794	35,665	52,599	69,292	15,549	33,563	49,896	64,508	13,944	27,388	40,244	80.7%
Mohrus® Pap products	1,726	3,679	5,500	6,935	1,596	3,274	4,786	6,141	1,307	2,885	4,248	6,019	1,760	3,628	5,454	128.4%
Minivelle®	178	783	1,689	2,858	1,578	3,436	5,643	9,083	2,433	5,220	7,956	11,059	2,694	5,300	7,374	92.7%
Vivelle-Dot® products	1,073	2,547	3,422	4,251	806	1,795	3,106	4,942	1,597	2,792	4,090	5,012	847	2,063	2,921	71.4%
CombiPatch® products	278	478	846	1,042	221	365	954	2,009	1,218	2,482	3,869	5,194	1,326	2,233	3,431	88.7%
Brisdelle®	-	-	-	-12	105	297	595	1,074	437	1,063	1,655	2,124	486	841	978	59.1%
Daytrana®	1,665	3,240	4,561	5,973	1,725	3,478	4,950	6,509	1,955	3,694	4,916	6,149	1,015	1,825	2,941	59.8%
Salonpas® products	3,593	8,312	12,753	17,149	4,371	9,685	14,318	19,780	5,106	10,884	16,307	22,407	5,674	11,528	16,916	103.7%
Salonip® products	990	2,389	3,531	4,568	1,104	2,567	3,808	4,919	1,179	2,660	3,904	4,949	1,220	2,351	4,026	103.1%
Air® Salonpas® products	495	1,277	1,695	2,038	514	1,235	1,703	2,097	501	1,241	1,672	2,017	539	1,181	1,684	100.8%
Feitas® products	777	1,602	2,939	3,543	848	2,247	3,283	4,104	1,066	2,297	3,506	4,482	1,399	2,414	3,614	103.1%
Butenolock® products	1,082	1,365	1,435	1,651	1,249	1,503	1,568	1,766	1,013	1,290	1,421	1,662	1,001	1,317	1,493	105.1%
Allegra® FX	1,183	1,186	1,323	2,512	723	774	988	2,409	657	696	866	2,007	1,038	1,097	1,682	194.1%

(Unit: ¥mn)	2013.05 Q1	2013.08 Q2	2013.11 Q3	2014.02 Q4	2014.05 Q1	2014.08 Q2	2014.11 Q3	2015.02 Q4	2015.05 Q1	2015.08 Q2	2015.11 Q3	2016.02 Q4	2016.05 Q1	2016.08 Q2	2016.11 Q3	YoY
Fentos® Tape	836	921	1,110	1,077	746	1,227	1,365	1,239	1,462	1,316	1,824	1,375	919	1,382	1,514	83.0%
Norspan® Tape	439	464	452	479	498	541	491	557	523	622	534	549	572	580	518	97.0%
Neoxy® Tape	10	483	150	47	157	210	306	240	224	246	244	251	269	482	209	85.6%
Abstral®	-	-	-	-	36	43	38	47	45	53	47	47	46	47	56	118.2%
Mohrus® Tape products	18,515	20,424	19,353	17,440	17,794	17,871	16,934	16,693	15,549	18,013	16,332	14,612	13,944	13,444	12,855	78.7%
Mohrus® Pap products	1,726	1,953	1,821	1,435	1,596	1,678	1,512	1,355	1,307	1,577	1,363	1,771	1,760	1,868	1,825	134.0%
Minivelle®	178	605	906	1,169	1,578	1,858	2,207	3,440	2,433	2,787	2,735	3,103	2,694	2,606	2,074	75.8%
Vivelle-Dot® products	1,073	1,474	875	829	806	989	1,311	1,836	1,597	1,194	1,298	921	847	1,215	858	66.2%
CombiPatch® products	278	200	368	196	221	144	589	1,055	1,218	1,263	1,387	1,325	1,326	906	1,198	86.4%
Brisdelle®	-	-	-	-12	105	192	298	479	437	625	592	468	486	354	137	23.1%
Daytrana®	1,665	1,575	1,321	1,412	1,725	1,753	1,472	1,559	1,955	1,739	1,221	1,233	1,015	810	1,115	91.3%
Salonpas® products	3,593	4,719	4,441	4,396	4,371	5,314	4,633	5,462	5,106	5,777	5,423	6,099	5,674	5,853	5,387	99.3%
Salonip® products	990	1,399	1,142	1,037	1,104	1,463	1,241	1,111	1,179	1,480	1,244	1,045	1,220	1,130	1,674	134.6%
Air® Salonpas® products	495	782	418	343	514	721	468	394	501	739	431	345	539	641	503	116.9%
Feitas® products	777	825	1,337	604	848	1,399	1,036	821	1,066	1,230	1,208	976	1,399	1,015	1,199	99.3%
Butenolock® products	1,082	283	70	216	1,249	254	65	197	1,013	277	130	241	1,001	316	175	134.8%
Allegra® FX	1,183	3	137	1,189	723	51	214	1,421	657	38	170	1,140	1,038	58	584	342.6%

	Feb 2016A				Cons- parent ratio	Feb 2017E			
	Q1-Q4	YoY	Q1-Q2			Q1-Q4	YoY	Q1-Q2	
<Consolidated>									
Sales	161,852	103.3%	82,428	1.36	155,000	95.8%	79,800	1.30	
CoGS	58,319	102.2%	29,268		55,300	94.8%	28,900		
(CoGS ratio %)	36.0%		35.5%		35.7%		36.2%		
Gross profits	103,532	103.9%	53,159		99,700	96.3%	50,900		
(as a % of sales)	64.0%		64.5%		64.3%		63.8%		
SG&A costs	75,802	95.8%	38,650		71,700	94.6%	39,300		
(Sales promotion costs)	17,648	95.9%	8,412		15,200	86.1%	7,900		
(Advertising costs)	10,005	76.2%	6,216		9,800	98.0%	6,400		
(R&D spending)	14,965	109.1%	6,908		16,100	107.6%	8,800		
(Other SG&A expenses)	33,181	97.9%	17,112		30,600	92.2%	16,200		
Operating profits	27,730	135.1%	14,509	1.08	28,000	101.0%	11,600	1.14	
(as a % of sales)	17.1%		17.6%		18.1%		14.5%		
Nonoperating balance	278	3.5%	113		1,000	359.7%	600		
Recurring profits	28,008	98.3%	14,622	1.11	29,000	103.5%	12,200	1.14	
(as a % of sales)	17.3%		17.7%		18.7%		15.3%		
Extraordinary balance	-86	-	-23		1,300	-	1,400		
Pretax profits	27,922	94.9%	14,599		30,300	108.5%	13,600		
Provision for tax	10,138	95.0%	5,223		10,900	107.5%	4,900		
(effective tax rate)	36.3%		35.8%		36.0%		36.0%		
Net profits	17,784	94.9%	9,376	1.05	19,400	109.1%	8,700	1.08	
(as a % of sales)	11.0%		11.4%		12.5%		10.9%		
Capex	4,053	70.4%	1,992		5,300	130.8%	2,900		
Depreciation	6,460	115.4%	3,064		5,500	85.1%	2,500		
Goodwill amortization	2,153	106.0%	1,074		2,100	97.5%	1,050		
<Non-Consolidated>									
Sales	119,305	99.4%	60,857		119,500	100.2%	60,200		
Rx Business	86,778	96.0%	44,428		84,500	97.4%	43,000		
OTC Business	22,906	107.1%	12,107		24,000	104.8%	12,600		
Intl Business	9,619	117.1%	4,321		11,000	114.4%	4,600		
CoGS	40,902	100.4%	20,088		42,000	102.7%	21,000		
(CoGS ratio %)	34.3%		33.0%		35.1%		34.9%		
Gross profits	78,403	99.0%	40,769		77,500	98.8%	39,200		
(as a % of sales)	65.7%		67.0%		64.9%		65.1%		
SG&A costs	52,716	99.6%	27,035		53,000	100.5%	28,700		
(Sales promotion costs)	11,615	101.5%	5,546		12,200	105.0%	6,000		
(Advertising costs)	7,578	88.0%	4,836		7,600	100.3%	5,300		
(R&D spending)	11,316	111.9%	5,086		10,800	95.4%	6,000		
(Other SG&A expenses)	22,205	97.7%	11,565		22,400	100.9%	11,400		
Operating profits	25,686	97.6%	13,734		24,500	95.4%	10,500		
(as a % of sales)	21.5%		22.6%		20.5%		17.4%		
Nonoperating balance	608	39.9%	590		1,000	164.5%	700		
Recurring profits	26,295	94.5%	14,324		25,500	97.0%	11,200		
(as a % of sales)	21.2%		23.5%		21.3%		18.6%		
Extraordinary balance	-283	-	-259		1,300	-	1,400		
Pretax profits	26,011	93.6%	14,065		26,800	103.0%	12,600		
Provision for tax	9,083	96.5%	4,617		8,800	96.9%	4,200		
(effective tax rate)	34.9%		32.8%		32.8%		33.3%		
Net profits	16,928	92.1%	9,447		18,000	106.3%	8,400		
(as a % of sales)	14.2%		15.5%		15.1%		14.0%		
Capex	2,563	65.9%	1,055		3,700	144.4%	2,000		
Depreciation	3,054	98.0%	1,442		3,000	98.2%	1,400		
Goodwill amortization	1,084	100.0%	542		1,100	101.5%	550		
<Noven>									
Sales	30,489	122.5%	15,723		23,400	76.7%	13,000		
Noven Women's Health	23,390	136.7%	11,559		20,600	88.1%	11,400		
Noven Others	7,098	91.2%	4,164		2,800	39.4%	1,600		
CoGS	13,206	113.5%	7,117		9,400	71.2%	5,200		
(CoGS ratio %)	43.3%		45.3%		40.2%		40.0%		
SG&A costs	15,994	79.8%	8,385		11,600	72.5%	6,900		
(Sales promotion costs)	3,371	70.0%	1,754		1,300	38.6%	900		
(Advertising costs)	646	20.4%	560		0	-	0		
(R&D spending)	3,646	101.1%	1,826		5,200	142.6%	2,800		
(Other SG&A expenses)	8,330	98.5%	4,242		5,100	61.2%	3,200		
Operating profits	1,288	-	220		2,400	186.3%	900		
(as a % of sales)	4.2%		1.4%		10.3%		6.9%		
Nonoperating balance	-131	-	31		100	-	0		
Pretax profits	1,157	366.1%	252		2,500	216.1%	900		
Net profits	853	3046.4%	156		1,300	152.4%	500		
Exchange rate(¥/USD)	121.03¥		120.48¥		115.00¥		115.00¥		
<By product>									
Fentos® Tape	5,978	130.6%	2,778		6,100	102.0%	2,800		
Norspan® Tape	2,229	106.8%	1,145		2,600	116.6%	1,300		
Neoxy® Tape	966	105.8%	471		1,300	134.6%	600		
Abstral®	194	116.9%	98		200	103.1%	100		
Mohrus® Tape products	64,508	93.1%	33,563		58,000	89.9%	30,400		
Mohrus® Pap products	6,019	98.0%	2,885		8,400	139.6%	3,800		
Minivelle®	11,059	121.8%	5,220		10,900	98.6%	5,800		
Vivelle-Dot® products	5,012	101.4%	2,792		2,900	57.9%	1,700		
CombiPatch® products	5,194	258.4%	2,482		4,600	88.6%	2,800		
Brisdelle®	2,124	197.8%	1,063		2,200	103.6%	1,100		
Daytrana®	6,149	94.5%	3,694		2,000	32.5%	1,300		
Salonpas® products	22,407	113.3%	10,884		23,700	105.8%	11,300		
Salonsip® products	4,949	100.6%	2,660		5,200	105.1%	2,800		
Air® Salonpas® products	2,017	96.2%	1,241		2,000	99.2%	1,200		
Feitas® products	4,482	109.2%	2,297		4,600	102.6%	2,400		
Butenalock® products	1,662	94.1%	1,290		1,700	102.3%	1,400		
Allegra® FX	2,007	83.3%	696		2,200	109.6%	800		