

Q1 FY 02/18

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.

Jul. 7th, 2017

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

Consolidated Financial Statement

Jul. 7th, 2017

<Balance sheet> (Unit: ¥mn)	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	2017.02 Q4	2017.05 Q1	As a % of total
Current assets	141,500	153,646	161,675	165,315	163,978	173,516	171,268	171,760	168,699	171,805	167,285	172,097	174,302	62.2%
Cash & deposits	63,541	71,030	66,942	71,298	72,045	79,941	73,824	81,584	79,658	87,090	76,558	80,280	84,939	
Notes and accounts receivable	41,788	45,517	44,345	46,587	43,152	41,598	39,386	37,638	36,804	33,755	33,618	36,087	32,621	
Marketable securities	15,281	15,061	22,692	25,192	25,124	25,887	30,423	30,895	27,841	25,451	28,169	32,767	31,774	
Inventory	14,763	14,334	14,970	15,450	16,314	16,666	16,382	15,917	16,852	16,129	16,654	17,688	17,379	
Deferred tax assets	2,760	2,698	2,712	3,480	3,179	2,889	2,949	4,293	3,778	3,454	3,400	2,960	2,858	
Other current assets	3,648	5,329	10,379	3,641	4,457	6,817	8,579	1,714	4,053	6,205	9,176	2,628	4,996	
Bad debt provision	-292	-331	-373	-335	-295	-284	-279	-283	-290	-282	-293	-315	-267	
Fixed assets	110,082	113,294	111,032	120,125	121,118	120,780	121,384	113,194	114,135	104,350	104,984	106,722	105,969	37.8%
Tangible fixed assets	43,576	43,326	44,049	45,003	44,195	44,593	44,129	43,851	43,464	42,376	42,063	43,031	41,989	
Buildings and structures	17,332	17,387	17,294	18,105	17,883	17,621	17,533	18,122	17,561	17,132	16,813	16,979	16,527	
Machinery and transport equipment	6,635	6,661	6,534	7,375	6,908	7,142	7,312	7,213	7,022	6,706	6,641	8,178	7,651	
Tools, instruments, etc.	2,242	2,223	2,245	2,220	2,131	2,246	2,159	2,080	1,983	2,021	1,995	1,972	1,893	
Land	12,652	12,636	12,722	12,843	12,819	12,850	12,797	13,015	12,928	12,875	12,856	13,138	13,091	
Construction in progress	4,609	4,320	5,171	4,374	4,380	4,670	4,273	3,361	3,919	3,596	3,719	2,718	2,720	
Lease assets	107	98	86	83	71	62	54	58	49	43	37	42	105	
Intangible fixed assets	16,104	15,207	16,129	16,303	15,434	14,675	13,554	12,522	11,028	9,610	8,461	5,973	5,399	
Investments, etc.	50,401	54,760	50,854	58,818	61,487	61,512	63,700	56,820	59,643	52,363	54,459	57,718	58,579	
Investment securities	41,576	45,207	41,970	48,779	51,719	51,055	53,179	48,234	51,628	44,481	48,091	49,989	50,793	
Long-term loans	64	61	60	58	57	52	51	47	46	45	42	40	37	
Deferred tax assets	1,420	1,555	1,696	1,705	1,664	1,742	1,857	2,056	1,790	1,690	215	512	628	
Other	7,555	8,150	7,341	8,491	8,262	8,878	8,830	6,697	6,394	6,363	6,327	7,392	7,336	
Bad debt provision	-218	-216	-216	-216	-216	-216	-216	-216	-216	-216	-216	-216	-216	
Total assets	251,583	266,940	272,708	285,440	285,096	294,297	292,653	284,954	282,835	276,155	272,269	278,820	280,271	
Current liabilities	41,854	49,637	47,295	44,299	41,652	44,196	43,939	40,997	37,930	37,929	37,385	32,425	33,933	12.1%
Notes and accounts payable	9,024	11,971	10,274	9,928	9,300	8,357	8,220	7,669	8,254	8,145	8,119	8,005	8,873	
Electronically recorded obligations-operating	7,503	8,028	7,781	7,923	8,211	6,219	6,330	6,347	6,562	6,367	5,852	6,375	6,692	
Short-term borrowing	1,693	1,715	1,694	1,685	1,784	1,666	1,671	1,683	1,667	1,665	1,663	1,561	1,536	
Accrued expenses	5,964	7,159	5,736	7,785	5,460	6,935	5,207	7,012	5,367	5,765	5,064	6,264	4,534	
Unpaid expenses	2,140	617	2,157	720	2,315	738	2,361	990	2,562	757	2,479	986	2,493	
Unpaid tax, etc.	2,746	5,582	2,429	3,978	2,361	4,926	3,414	6,208	1,981	3,641	1,356	2,559	1,641	
Bonus reserves	691	1,629	1,235	2,249	673	1,593	1,121	1,940	593	1,515	857	1,708	583	
Reserve for returned goods unsold	170	178	181	175	155	158	151	126	138	141	139	134	116	
Other current liabilities	11,912	12,748	15,800	9,852	11,390	13,600	15,461	9,017	10,802	9,929	11,852	4,829	7,461	
Fixed liabilities	13,711	14,717	15,924	19,086	19,012	19,191	19,764	17,862	18,255	16,210	16,795	17,189	17,743	6.3%
Long-term borrowing	815	773	756	727	710	687	668	647	631	612	595	576	559	
Provision for pension and remuneration obligations	6,522	6,628	6,734	7,211	5,877	5,924	5,972	6,817	6,955	7,025	7,078	7,028	7,061	
Deferred tax liabilities	3,788	4,648	5,494	7,250	7,339	7,294	8,056	5,730	6,478	4,485	5,621	5,525	6,126	
Other fixed liabilities	2,582	2,664	2,936	3,897	5,084	5,285	5,067	4,666	4,190	4,086	3,500	4,058	3,995	
Total liabilities	55,565	64,355	63,220	63,386	60,664	63,388	63,703	58,859	56,186	54,140	54,180	49,614	51,676	18.4%
Owners' Equity	183,436	189,009	190,698	195,006	194,919	200,759	199,098	201,561	202,617	207,399	201,831	203,897	204,139	72.8%
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	
Capital surplus	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	8,396	5,914	5,914	5,914	5,914	
Retained earnings	188,417	193,992	195,681	199,990	199,904	205,745	208,259	210,725	211,782	216,564	222,148	224,214	224,457	
Treasury stock	-21,852	-21,853	-21,853	-21,854	-21,855	-21,856	-26,031	-26,033	-26,034	-23,553	-34,704	-34,705	-34,706	
Net unrealized gain and translation adjustments	11,656	12,624	17,812	26,016	28,498	29,087	28,813	23,430	22,850	13,442	15,026	24,007	23,068	8.2%
Other marketable securities revaluation account	6,685	8,402	9,990	13,087	16,003	15,552	17,027	13,367	16,170	11,145	13,542	14,531	15,651	
Land revaluation account	3,459	3,459	3,459	3,459	3,637	3,637	3,637	3,637	3,723	3,697	3,697	3,685	3,685	
Forex adjustment account	1,511	762	4,362	9,243	8,598	9,640	7,899	8,360	4,842	373	-550	6,904	4,790	
Remeasurements of defined benefit plans	0	0	0	225	258	255	248	-1,934	-1,885	-1,774	-1,662	-1,115	-1,059	
Subscription rights to shares					0	33	67	101	135	158	180	203	225	
Non-controlling interests	924	951	977	1,031	1,014	1,029	969	1,000	1,045	1,015	1,049	1,097	1,161	0.4%
Total Net assets	196,017	202,585	209,487	222,054	224,431	230,909	228,949	226,095	226,649	222,015	218,089	229,205	228,595	81.6%
Liabilities and Net assets	251,583	266,940	272,708	285,440	285,096	294,297	292,653	284,954	282,835	276,155	272,269	278,820	280,271	

Consolidated Financial Statement

Jul. 7th, 2017

<Profit and Loss statement> (Unit: ¥mn)	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	2017.02 Q1-Q4	2017.05 Q1	YoY
Sales	37,756	77,052	114,940	156,743	39,680	82,428	122,283	161,852	38,153	74,447	109,729	145,925	36,081	94.6%
CoGS	13,931	27,901	40,954	57,063	14,512	29,268	42,431	58,319	13,539	26,193	38,778	53,155	14,004	103.4%
(as a % of sales)	36.9%	36.2%	35.6%	36.4%	36.6%	35.5%	34.7%	36.0%	35.5%	35.2%	35.3%	36.4%	38.8%	
Gross profits	23,825	49,150	73,986	99,680	25,168	53,159	79,851	103,532	24,614	48,254	70,951	92,770	22,077	89.7%
(as a % of sales)	63.1%	63.8%	64.4%	63.6%	63.4%	64.5%	65.3%	64.0%	64.5%	64.8%	64.7%	63.6%	61.2%	
SG&A costs	19,234	38,795	58,348	79,153	19,430	38,650	56,527	75,802	18,870	35,378	48,955	66,464	16,987	90.0%
(as a % of sales)	50.9%	50.3%	50.8%	50.5%	49.0%	46.9%	46.2%	46.8%	49.5%	47.5%	44.6%	45.5%	47.1%	
Sales promotion costs	4,790	9,248	13,361	18,411	4,047	8,412	12,582	17,648	3,393	6,865	9,643	13,740	3,068	90.4%
Advertising costs	2,493	5,800	9,288	13,134	3,581	6,216	8,289	10,005	3,236	5,351	7,224	9,661	2,861	88.4%
R&D spending	3,466	6,732	10,602	13,718	3,421	6,908	10,915	14,965	4,093	7,791	10,224	14,378	4,436	108.4%
Other SG&A expenses	8,485	17,015	25,097	33,889	8,379	17,112	24,738	33,181	8,148	15,370	21,863	28,684	6,619	81.2%
Operating profits	4,590	10,355	15,637	20,527	5,737	14,509	23,324	27,730	5,744	12,875	21,995	26,306	5,090	88.6%
(as a % of sales)	12.2%	13.4%	13.6%	13.1%	14.5%	17.6%	19.1%	17.1%	15.1%	17.3%	20.0%	18.0%	14.1%	
Nonoperating income	2,110	5,269	7,067	8,062	258	592	800	1,214	214	682	1,146	2,034	294	137.6%
Interest received	15	38	55	104	25	64	100	184	42	101	169	292	76	180.8%
Dividends received	29	289	407	519	41	329	415	615	67	377	467	675	68	101.8%
Royalty income	11	23	37	47	10	21	33	43	7	16	27	37	8	127.1%
Foreign exchange gains	0	27	477	597	93	0	0	0	0	0	0	0	0	-
Equity-method investment profits	1,959	4,675	5,705	6,201	0	0	0	0	0	0	55	471	0	-
Other	93	214	383	591	87	177	251	370	97	187	425	557	140	144.3%
Nonoperating expenses	45	52	66	100	333	478	657	936	396	1,002	256	160	443	111.8%
Interest paid	11	18	26	34	7	16	25	32	8	18	29	39	6	83.9%
Foreign exchange losses	26	0	0	0	0	184	450	832	201	783	188	8	35	17.5%
Other	7	33	39	65	325	277	181	71	187	200	39	112	401	214.2%
Recurring profits	6,656	15,572	22,637	28,489	5,663	14,622	23,467	28,008	5,561	12,554	22,885	28,179	4,941	88.8%
(as a % of sales)	17.6%	20.2%	19.7%	18.2%	14.3%	17.7%	19.2%	17.3%	14.6%	16.9%	20.9%	19.3%	13.7%	
Extraordinary profits	4	20	851	1,012	0	1	1	2	1,303	1,303	4,198	4,231	487	37.4%
Gain on sales of investment securities	0	0	0	22	0	0	0	0	0	0	0	0	487	58652%
Other	4	20	851	989	0	1	1	2	1,303	1,303	4,197	4,230	0	-
Extraordinary losses	10	10	16	84	24	24	29	89	6	46	52	2,426	0	14.0%
Losses on fixed asset disposal	10	10	16	24	24	24	29	89	6	46	52	71	0	14.0%
Impairment loss	0	0	0	0	0	0	0	0	0	0	0	2,354	0	-
Valuation losses on investment securities	0	0	0	60	0	0	0	0	0	0	0	0	0	-
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	-
Pretax profits	6,649	15,582	23,472	29,416	5,639	14,599	23,439	27,922	6,859	13,812	27,031	29,984	5,428	79.1%
Tax, etc.	2,650	6,007	8,995	10,631	2,103	5,223	8,121	10,138	2,330	4,526	8,691	9,589	1,753	75.3%
Net profits	3,998	9,574	14,476	18,784	3,535	9,376	15,318	17,784	4,529	9,286	18,340	20,395	3,674	81.1%
(as a % of sales)	10.6%	12.4%	12.6%	12.0%	8.9%	11.4%	12.5%	11.0%	11.9%	12.5%	16.7%	14.0%	10.2%	
Capex		2,730		5,761		1,992		4,053		1,964		3,772		
(as a % of sales)		3.5%		3.7%		2.4%		2.5%		2.6%		2.6%		
Depreciation		2,550		5,600		3,064		6,460		2,736		5,491		
(as a % of sales)		3.3%		3.6%		3.3%		4.0%		3.7%		3.8%		
Goodwill amortization		998		2,031		1,074		2,153		1,034		2,015		
Number of employees		2,965		2,942		2,960		2,900		2,798		2,752		

<Profit and Loss statement> (Unit: ¥mn)	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	2017.02 Q4	2017.05 Q1	YoY
Sales	37,756	39,296	37,888	41,803	39,680	42,747	39,854	39,569	38,153	36,293	35,282	36,195	36,081	94.6%
CoGS	13,931	13,970	13,053	16,109	14,512	14,755	13,163	15,887	13,539	12,654	12,584	14,376	14,004	103.4%
(as a % of sales)	36.9%	35.6%	34.5%	38.5%	36.6%	34.5%	33.0%	40.2%	35.5%	34.9%	35.7%	39.7%	38.8%	
Gross profits	23,825	25,325	24,836	25,694	25,168	27,991	26,691	23,681	24,614	23,639	22,697	21,818	22,077	89.7%
(as a % of sales)	63.1%	64.4%	65.6%	61.5%	63.4%	65.5%	67.0%	59.8%	64.5%	65.1%	64.3%	60.3%	61.2%	
SG&A costs	19,234	19,561	19,553	20,805	19,430	19,220	17,876	19,275	18,870	16,508	13,576	17,508	16,987	90.0%
(as a % of sales)	50.9%	49.8%	51.6%	49.8%	49.0%	45.0%	44.9%	48.7%	49.5%	45.5%	38.5%	48.4%	47.1%	
Sales promotion costs	4,790	4,458	4,113	5,050	4,047	4,364	4,170	5,065	3,393	3,472	2,778	4,096	3,068	90.4%
Advertising costs	2,493	3,307	3,488	3,846	3,581	2,634	2,073	1,716	3,236	2,114	1,873	2,437	2,861	88.4%
R&D spending	3,466	3,266	3,870	3,116	3,421	3,487	4,006	4,050	4,093	3,698	2,432	4,153	4,436	108.4%
Other SG&A expenses	8,485	8,530	8,082	8,792	8,379	8,733	7,626	8,442	8,148	7,221	6,493	6,820	6,619	81.2%
Operating profits	4,590	5,765	5,282	4,890	5,737	8,771	8,815	4,406	5,744	7,131	9,120	4,310	5,090	88.6%
(as a % of sales)	12.2%	14.7%	13.9%	11.7%	14.5%	20.5%	22.1%	11.1%	15.1%	19.6%	25.8%	11.9%	14.1%	
Nonoperating income	2,110	3,159	1,798	995	258	333	208	414	214	467	464	888	294	137.6%
Interest received	15	23	17	49	25	38	36	84	42	58	68	122	76	180.8%
Dividends received	29	260	118	112	41	288	85	200	67	310	89	207	68	101.8%
Royalty income	11	12	14	10	10	10	12	9	7	8	11	9	8	127.1%
Foreign exchange gains	0	27	450	120	93	-93	0	0	0	0	0	0	0	-
Equity-method investment profits	1,959	2,716	1,030	496	0	0	0	0	0	0	55	416	0	-
Other	93	121	169	208	87	89	73	119	97	89	238	131	140	144.3%
Nonoperating expenses	45	7	14	34	333	145	178	278	396	606	-746	-95	443	111.8%
Interest paid	11	7	8	8	7	8	9	7	8	10	10	10	6	83.9%
Foreign exchange losses	26	-26	0	0	0	184	266	381	201	582	-595	-179	35	17.5%
Other	7	26	6	26	325	-47	-96	-110	187	13	-161	73	401	214.2%
Recurring profits	6,656	8,916	7,065	5,852	5,663	8,959	8,844	4,541	5,561	6,992	10,330	5,294	4,941	88.8%
(as a % of sales)	17.6%	22.7%	18.6%	14.0%	14.3%	21.0%	22.2%	11.5%	14.6%	19.3%	29.3%	14.6%	13.7%	
Extraordinary profits	4	16	831	161	0	1	0	1	1,303	0	2,894	32	487	37.4%
Gain on sales of investment securities	0	0	0	22	0	0	0	0	0	0	0	0	487	58652%
Other	4	16	831	138	0	1	0	1	1,303	0	2,894	32	0	-
Extraordinary losses	10	0	6	68	24	0	4	59	6	40	6	2,374	0	14.0%
Losses on fixed asset disposal	10	0	6	8	24	0	4	59	6	40	6	19	0	14.0%
Impairment loss	0	0	0	0	0	0	0	0	0	0	0	2,354	0	-
Valuation losses on investment securities	0	0	0	60	0	0	0	0	0	0	0	0	0	-
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	-
Pretax profits	6,649	8,933	7,890	5,944	5,639	8,960	8,840	4,482	6,859	6,952	13,219	2,952	5,428	79.1%
Tax, etc.	2,650	3,357	2,988	1,636	2,103	3,119	2,898	2,016	2,330	2,195				

<Balance sheet> (Unit: ¥mn)	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	2017.02 Q4	2017.05 Q1	As a % of total
Current assets	103,899	113,419	114,147	113,498	113,315	121,262	119,690	119,837	120,036	125,587	118,361	117,581	117,127	47.2%
Cash & deposits	51,586	55,884	55,565	60,828	59,894	66,371	64,048	72,687	71,024	75,669	64,868	68,962	71,365	
Notes and accounts receivable	37,928	41,289	39,702	39,354	37,179	36,313	34,882	31,970	30,997	30,345	31,186	32,545	28,338	
Marketable securities	0	0	0	0	0	0	0	0	0	0	0	0	0	
Inventory	10,574	10,298	10,682	10,934	11,829	11,810	11,868	11,640	12,774	12,123	12,733	12,762	12,754	
Deferred tax assets	1,763	1,763	1,763	1,538	1,538	1,538	1,538	2,475	2,475	2,475	2,475	1,943	1,943	
Other current assets	2,254	4,407	6,648	1,060	3,080	5,430	7,546	1,247	2,943	5,147	7,277	1,554	2,890	
Bad debt provision	-210	-227	-219	-217	-207	-201	-194	-183	-178	-174	-179	-187	-165	
Fixed assets	121,354	125,215	126,423	133,747	136,549	135,270	137,380	131,296	134,495	127,144	129,978	130,771	131,220	52.8%
Tangible fixed assets	29,479	29,478	29,442	29,584	29,276	29,174	29,390	29,020	29,120	29,090	29,065	29,048	28,544	
Buildings and structures	10,383	10,561	10,339	10,807	10,742	10,503	10,626	10,430	10,195	10,185	9,990	9,806	9,615	
Machinery and transport equipment	3,921	4,030	3,719	4,382	4,046	3,737	4,170	3,969	3,708	3,755	3,752	5,045	4,731	
Tools, instruments, etc.	1,641	1,631	1,678	1,631	1,592	1,694	1,651	1,585	1,531	1,603	1,587	1,560	1,512	
Land	10,949	10,949	10,949	10,949	10,949	10,949	10,949	11,155	11,155	11,210	11,210	11,312	11,312	
Construction in progress	2,568	2,292	2,743	1,796	1,930	2,278	1,983	1,871	2,523	2,331	2,521	1,320	1,370	
Lease assets	16	14	16	17	14	12	9	7	5	4	3	2	1	
Intangible fixed assets	5,583	5,312	5,041	4,770	4,499	4,227	3,956	3,685	3,414	3,143	2,895	2,622	2,350	
Investments, etc.	86,291	90,424	91,939	99,393	102,773	101,868	104,032	98,590	101,960	94,910	98,016	99,100	100,325	
Investment securities	30,932	34,456	36,573	43,737	46,974	46,361	48,563	43,367	46,925	39,910	43,125	44,435	45,815	
Advances to and shares in related companies	48,148	48,148	48,148	48,148	48,148	47,903	47,903	47,903	47,903	47,903	47,903	47,903	47,903	
Long-term loans	1,162	1,663	2,014	2,225	2,315	2,066	1,952	1,602	1,485	1,376	1,364	1,190	1,064	
Deferred tax assets	0	0	0	0	0	0	0	0	0	0	0	0	0	
Other investments, etc.	6,474	6,572	5,618	5,700	5,754	5,951	6,029	6,131	6,058	6,127	6,034	5,983	5,954	
Bad debt provision	-426	-418	-418	-419	-418	-416	-417	-414	-412	-407	-411	-412	-413	
Total assets	225,254	238,635	240,571	247,245	249,865	256,532	257,070	251,134	254,532	252,732	248,340	248,353	248,347	
Current liabilities	25,788	31,547	29,395	26,974	25,845	27,658	28,337	24,890	23,837	24,967	25,841	21,914	20,842	8.4%
Notes and accounts payable	3,475	3,635	3,901	5,307	3,790	3,128	3,238	3,940	3,264	2,658	4,144	4,271	2,544	
Electronically recorded obligations-operating	7,503	8,028	7,781	7,925	8,214	6,220	6,331	6,352	6,562	6,376	5,858	6,377	6,560	
short-term debt	0	0	0	0	0	0	0	0	0	0	0	0	0	
Accrued expenses	6,783	8,008	6,044	8,105	6,359	7,464	5,460	6,950	6,399	6,133	5,152	6,889	5,776	
Unpaid expenses	1,765	254	1,787	239	1,820	268	1,864	268	1,916	254	1,922	272	1,934	
Unpaid tax, etc.	2,442	5,219	2,028	3,196	2,191	4,577	3,120	5,726	2,061	3,708	1,284	2,181	1,029	
Bonus reserves	251	999	223	955	234	1,040	241	985	253	1,058	262	1,000	267	
Reserve for returned goods unsold	170	178	181	175	155	158	151	126	138	141	139	134	116	
Other current liabilities	3,392	5,217	7,443	1,070	3,079	4,798	7,929	539	3,242	4,634	7,077	787	2,611	
Fixed liabilities	9,606	10,506	11,398	13,164	13,335	13,237	13,996	12,821	13,620	11,686	12,659	13,063	13,700	5.5%
Long-term borrowing	0	0	0	0	0	0	0	0	0	0	0	0	0	
Provision for pension and remuneration obligations	6,273	6,373	6,471	6,615	5,302	5,367	5,438	5,540	5,682	5,824	5,938	6,002	6,089	
Deferred tax liabilities related to revaluation	1,894	1,894	1,894	1,894	1,716	1,716	1,716	1,716	1,630	1,619	1,619	1,614	1,614	
Other fixed liabilities	1,439	2,238	3,032	4,654	6,316	6,153	6,841	5,564	6,307	4,241	5,101	5,447	5,996	
Total liabilities	35,395	42,053	40,793	40,138	39,181	40,895	42,334	37,712	37,458	36,653	38,501	34,978	34,542	13.9%
Owners' Equity	179,909	184,917	186,552	190,771	191,263	196,640	194,196	196,517	197,239	201,204	192,592	195,199	194,467	78.3%
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	
Capital surplus	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	5,759	5,759	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	
Other capital surplus	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	6,123	3,641	3,641	3,641	3,641	
Retained earnings	185,016	190,024	191,660	195,879	196,372	201,750	203,480	205,803	206,525	210,491	213,031	215,638	214,906	
Voluntary reserve	173,000	173,000	173,000	173,000	185,000	185,000	185,000	185,000	195,000	195,000	195,000	195,000	205,000	
Unappropriated profit for the year (net profit)	12,016	17,024	18,660	22,879	11,372	16,750	18,480	20,803	11,525	15,491	18,031	20,638	9,906	
Treasury stock	4,336	9,345	14,194	18,413	4,069	9,447	14,605	16,928	4,195	8,134	14,145	16,741	2,699	
Net unrealized gain and translation adjustments	-21,822	-21,823	-21,823	-21,823	-21,824	-21,825	-26,000	-26,001	-26,002	-23,520	-34,672	-34,672	-34,673	
Marketable securities revaluation account	9,948	11,664	13,224	16,335	19,420	18,963	20,472	16,802	19,698	14,715	17,066	17,971	19,111	7.7%
Revaluation account	6,489	8,204	9,764	12,875	15,783	15,325	16,834	13,165	15,975	11,018	13,368	14,285	15,425	
Subscription rights to shares	3,459	3,459	3,459	3,459	3,637	3,637	3,637	3,637	3,723	3,697	3,697	3,685	3,685	
Total Net assets	189,858	196,581	199,777	207,107	210,683	215,637	214,736	213,422	217,073	216,078	209,839	213,374	213,804	86.1%
Liabilities and Net assets	225,254	238,635	240,571	247,245	249,865	256,532	257,070	251,134	254,532	252,732	248,340	248,353	248,347	

<Profit and Loss statement> (Unit: ¥mn)	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	2017.02 Q1-Q4	2017.05 Q1	YoY
Sales	29,968	61,113	90,012	119,971	28,867	60,857	90,287	119,305	28,436	56,076	83,187	112,671	25,997	91.4%
Rx Business	22,615	46,192	68,547	90,379	20,753	44,428	66,578	86,778	19,130	38,469	57,055	75,854	16,863	88.1%
OTC Business	6,005	11,534	16,172	21,379	6,289	12,107	17,235	22,906	7,549	13,314	19,608	25,867	7,477	99.0%
Intl Business	1,347	3,386	5,292	8,212	1,824	4,321	6,473	9,619	1,755	4,292	6,523	10,949	1,656	94.4%
CoGS	9,955	20,013	29,256	40,756	9,627	20,088	29,342	40,902	9,943	19,332	28,653	40,560	9,478	95.3%
(as a % of sales)	33.2%	32.7%	32.5%	34.0%	33.3%	33.0%	32.5%	34.3%	35.0%	34.5%	34.4%	36.0%	36.5%	
Gross profits	20,012	41,100	60,756	79,215	19,240	40,769	60,945	78,403	18,492	36,743	54,534	72,111	16,519	89.3%
(as a % of sales)	66.8%	67.3%	67.5%	66.0%	66.7%	67.0%	67.5%	65.7%	65.0%	65.5%	65.6%	64.0%	63.5%	
SG&A costs	13,425	27,215	40,010	52,903	13,544	27,035	39,757	52,716	13,893	26,458	36,647	50,567	13,671	98.4%
(as a % of sales)	44.8%	44.5%	44.4%	44.1%	46.9%	44.4%	44.0%	44.2%	48.9%	47.2%	44.1%	44.9%	52.6%	
Sales promotion costs	2,867	5,654	8,170	11,447	2,578	5,546	8,233	11,615	2,411	5,187	7,462	10,707	2,467	102.3%
Advertising costs	2,248	5,044	6,860	8,612	2,736	4,836	6,552	7,578	2,856	4,612	6,004	7,426	2,178	76.3%
R&D spending	2,716	5,021	8,092	10,113	2,555	5,086	8,101	11,316	3,169	5,855	7,317	11,371	3,768	118.9%
Other SG&A expenses	5,594	11,496	16,888	22,728	5,674	11,565	16,870	22,205	5,456	10,803	15,862	21,062	5,257	96.4%
Operating profits	6,587	13,885	20,745	26,311	5,695	13,734	21,187	25,686	4,598	10,284	17,887	21,543	2,847	61.9%
(as a % of sales)	22.0%	22.7%	23.0%	21.9%	19.7%	22.6%	23.5%	21.5%	16.2%	18.3%	21.5%	19.1%	11.0%	
Nonoperating income	194	678	1,364	1,570	419	698	888	1,167	203	575	929	1,233	332	163.2%
Interest received	5	16	23	37	7	21	28	41	4	12	15	24	3	72.8%
Dividends received	69	446	563	676	106	501	587	788	101	418	508	783	208	204.3%
Royalty income	58	69	125	154	71	81	144	153	42	51	96	105	47	111.1%
Foreign exchange gains	0	41	440	439	193	0	0	0	0	0	25	0	0	-
Other	60	103	210	263	40	93	128	183	54	93	283	320	73	134.4%
Nonoperating expenses	37	30	37	45	6	107	41	558	146	590	16	69	11	7.9%
Interest paid	0	0	0	0	0	0	0	0	0	0	0	0	0	-
Foreign exchange losses	23	0	0	0	0	89	16	526	140	579	0	47	7	5.1%
Other	12	30	37	45	6	17	24	31	5	11	16	22	4	75.1%
Recurring profits	6,744	14,533	22,072	27,836	6,108	14,324	22,034	26,295	4,656	10,268	18,800	22,706	3,168	68.0%
(as a % of sales)	22.5%	23.8%	24.5%	23.2%	21.2%	23.5%	24.4%	22.0%	16.4%	18.3%	22.6%	20.2%	12.2%	
Extraordinary profits	0	0	0	22	0	0	0	1	1,303	1,303	1,303	1,317	487	37.4%
Gain on sales of investment securities	0	0	0	22	0	0	0	0	0	0	0	0	487	58652%
Other	0	0	0	0	0	0	0	1	1,303	1,303	1,303	1,316	0	-
Extraordinary losses	1	7	9	76	14	259	259	284	0	32	33	47	0	94.2%
Losses on fixed asset disposal	1	7	9	15	14	14	14	39	0	32	33	47	0	94.2%
Valuation losses on investment securities	0	0	0	60	0	244	244	244	0	0	0	0	0	-
Other	0	0	0	0	0	0	0	0	0	0	0	0	0	-
Pretax profits	6,743	14,526	22,063	27,782	6,093	14,065	21,775	26,011	5,959	11,540	20,070	23,976	3,655	61.3%
Tax, etc.	2,407	5,181	7,869	9,369	2,024	4,617	7,169	9,083	1,764	3,405	5,925	7,234	955	54.2%
Net profits	4,336	9,345	14,194	18,413	4,069	9,447	14,605	16,928	4,195	8,134	14,145	16,741	2,699	64.4%
(as a % of sales)	14.5%	15.3%	15.8%	15.3%	14.1%	15.5%	16.2%	14.2%	14.8%	14.5%	17.0%	14.9%	10.4%	
Capex		1,927		3,887		1,055		2,563		1,428		2,926		
(as a % of sales)		3.2%		3.2%		1.7%		2.1%		2.5%		2.6%		
Depreciation		1,460		3,116		1,442		3,054		1,286		2,761		
(as a % of sales)		2.4%		2.6%		2.4%		2.6%		2.3%		2.5%		
Goodwill amortization		542		1,084		542		1,084		542		1,085		
Number of employees		1,583		1,548		1,613		1,580		1,621		1,581		

<Profit and Loss statement> (Unit: ¥mn)	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	2017.02 Q4	2017.05 Q1	YoY
Sales	29,968	31,145	28,899	29,959	28,867	31,989	29,430	29,017	28,436	27,639	27,111	29,483	25,997	91.4%
Rx Business	22,615	23,577	22,355	21,832	20,753	23,675	22,150	20,200	19,130	19,338	18,586	18,799	16,863	88.1%
OTC Business	6,005	5,529	4,638	5,207	6,289	5,817	5,128	5,671	7,549	5,764	6,294	6,259	7,477	99.0%
Intl Business	1,347	2,039	1,906	2,920	1,824	2,497	2,151	3,146	1,755	2,537	2,231	4,425	1,656	94.4%
CoGS	9,955	10,058	9,243	11,500	9,627	10,460	9,254	11,559	9,943	9,388	9,320	11,906	9,478	95.3%
(as a % of sales)	33.2%	32.3%	32.0%	38.4%	33.3%	32.7%	31.4%	39.8%	35.0%	34.0%	34.4%	40.4%	36.5%	
Gross profits	20,012	21,088	19,656	18,459	19,240	21,528	20,175	17,458	18,492	18,250	17,791	17,577	16,519	89.3%
(as a % of sales)	66.8%	67.7%	68.0%	61.6%	66.7%	67.3%	68.6%	60.2%	65.0%	66.0%	65.6%	59.6%	63.5%	
SG&A costs	13,425	13,790	12,795	12,893	13,544	13,490	12,722	12,958	13,893	12,565	10,188	13,920	13,671	98.4%
(as a % of sales)	44.8%	44.3%	44.3%	43.0%	46.9%	42.2%	43.2%	44.7%	48.9%	45.5%	37.6%	47.2%	52.6%	
Sales promotion costs	2,867	2,787	2,516	3,277	2,578	2,968	2,686	3,382	2,411	2,776	2,275	3,244	2,467	102.3%
Advertising costs	2,248	2,796	1,816	1,752	2,736	2,099	1,716	1,026	2,856	1,756	1,391	1,421	2,178	76.3%
R&D spending	2,716	2,305	3,071	2,021	2,555	2,531	3,014	3,215	3,169	2,685	1,462	4,054	3,768	118.9%
Other SG&A expenses	5,594	5,902	5,392	5,840	5,674	5,891	5,304	5,335	5,456	5,346	5,059	5,200	5,257	96.4%
Operating profits	6,587	7,298	6,860	5,566	5,695	8,038	7,453	4,499	4,598	5,685	7,602	3,656	2,847	61.9%
(as a % of sales)	22.0%	23.4%	23.7%	18.6%	19.7%	25.1%	25.3%	15.5%	16.2%	20.6%	28.0%	12.4%	11.0%	
Nonoperating income	194	484	686	206	419	278	190	278	203	371	354	303	332	163.2%
Interest received	5	11	7	14	7	13	7	12	4	7	3	8	3	72.8%
Dividends received	69	377	117	113	106	395	85	200	101	316	89	274	208	204.3%
Royalty income	58	11	56	29	71	10	62	9	42	8	44	9	47	111.1%
Foreign exchange gains	0	41	399	-1	193	-193	0	0	0	0	25	-25	0	-
Other	60	43	107	53	40	52	34	55	54	38	189	37	73	134.4%
Nonoperating expenses	37	-7	7	8	6	100	-66	517	146	444	-573	53	11	7.9%
Interest paid	0	0	0	0	0	0	0	0	0	0	0	0	0	-
Foreign exchange losses	23	-23	0	0	0									

Sales Results of Major Products

Jul. 7th, 2017

(Unit: ¥mn)	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	2017.02 Q1-Q4	2017.05 Q1	YoY
Fentos® Tape	746	1,973	3,338	4,577	1,462	2,778	4,602	5,978	919	2,302	3,816	5,315	1,014	110.3%
Norspan® Tape	498	1,039	1,530	2,087	523	1,145	1,679	2,229	572	1,153	1,671	2,217	500	87.4%
Neoxy® Tape	157	367	673	913	224	471	715	966	269	752	961	1,234	227	84.4%
Abstral®	36	79	118	165	45	98	146	194	46	94	150	204	55	119.6%
Mohrus® Tape products	17,794	35,665	52,599	69,292	15,549	33,563	49,896	64,508	13,944	27,388	40,244	52,731	11,536	82.7%
Mohrus® Pap products	1,596	3,274	4,786	6,141	1,307	2,885	4,248	6,019	1,760	3,628	5,454	7,683	1,800	102.3%
(Mohrus® Pap XR products)	-	-	-	-	-	-	-	672	726	1,629	2,558	4,004	1,113	153.1%
Minivelle®	1,578	3,436	5,643	9,083	2,433	5,220	7,956	11,059	2,694	5,300	7,374	9,485	2,648	98.3%
Vivelle-Dot® products	806	1,795	3,106	4,942	1,597	2,792	4,090	5,012	847	2,063	2,921	3,700	1,253	147.9%
CombiPatch® products	221	365	954	2,009	1,218	2,482	3,869	5,194	1,326	2,233	3,431	3,821	1,132	85.4%
Brisdelle®	105	297	595	1,074	437	1,063	1,655	2,124	486	841	978	966	-10	-
Daytrana®	1,725	3,478	4,950	6,509	1,955	3,694	4,916	6,149	1,015	1,825	2,941	3,672	784	77.2%
Salonpas® products	4,371	9,685	14,318	19,780	5,106	10,884	16,307	22,407	5,674	11,528	16,916	23,326	6,670	117.6%
Salonsip® products	1,104	2,567	3,808	4,919	1,179	2,660	3,904	4,949	1,220	2,351	4,026	5,346	1,524	124.9%
Air® Salonpas® products	514	1,235	1,703	2,097	501	1,241	1,672	2,017	539	1,181	1,684	2,068	388	72.0%
Feitas® products	848	2,247	3,283	4,104	1,066	2,297	3,506	4,482	1,399	2,414	3,614	4,594	1,252	89.5%
Butenlock® products	1,249	1,503	1,568	1,766	1,013	1,290	1,421	1,662	1,001	1,317	1,493	1,733	817	81.6%
Allegra® FX	723	774	988	2,409	657	696	866	2,007	1,038	1,097	1,682	3,607	941	90.7%

(Unit: ¥mn)	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	2017.02 Q4	2017.05 Q1	YoY
Fentos® Tape	746	1,227	1,365	1,239	1,462	1,316	1,824	1,375	919	1,382	1,514	1,499	1,014	110.3%
Norspan® Tape	498	541	491	557	523	622	534	549	572	580	518	545	500	87.4%
Neoxy® Tape	157	210	306	240	224	246	244	251	269	482	209	273	227	84.4%
Abstral®	36	43	38	47	45	53	47	47	46	47	56	54	55	119.6%
Mohrus® Tape products	17,794	17,871	16,934	16,693	15,549	18,013	16,332	14,612	13,944	13,444	12,855	12,487	11,536	82.7%
Mohrus® Pap products	1,596	1,678	1,512	1,355	1,307	1,577	1,363	1,771	1,760	1,868	1,825	2,228	1,800	102.3%
(Mohrus® Pap XR products)	-	-	-	-	-	-	-	672	726	902	928	1,446	1,113	153.1%
Minivelle®	1,578	1,858	2,207	3,440	2,433	2,787	2,735	3,103	2,694	2,606	2,074	2,111	2,648	98.3%
Vivelle-Dot® products	806	989	1,311	1,836	1,597	1,194	1,298	921	847	1,215	858	778	1,253	147.9%
CombiPatch® products	221	144	589	1,055	1,218	1,263	1,387	1,325	1,326	906	1,198	390	1,132	85.4%
Brisdelle®	105	192	298	479	437	625	592	468	486	354	137	-12	-10	-
Daytrana®	1,725	1,753	1,472	1,559	1,955	1,739	1,221	1,233	1,015	810	1,115	731	784	77.2%
Salonpas® products	4,371	5,314	4,633	5,462	5,106	5,777	5,423	6,099	5,674	5,853	5,387	6,410	6,670	117.6%
Salonsip® products	1,104	1,463	1,241	1,111	1,179	1,480	1,244	1,045	1,220	1,130	1,674	1,320	1,524	124.9%
Air® Salonpas® products	514	721	468	394	501	739	431	345	539	641	503	383	388	72.0%
Feitas® products	848	1,399	1,036	821	1,066	1,230	1,208	976	1,399	1,015	1,199	979	1,252	89.5%
Butenlock® products	1,249	254	65	197	1,013	277	130	241	1,001	316	175	239	817	81.6%
Allegra® FX	723	51	214	1,421	657	38	170	1,140	1,038	58	584	1,925	941	90.7%

	Feb 2017A				Cons- parent ratio	Feb 2018E				Cons- parent ratio
	Q1-Q4	YoY	Q1-Q2			Q1-Q4	YoY	Q1-Q2		
<Consolidated>										
Sales	145,925	90.2%	74,447		1.30	147,000	100.7%	75,800		1.27
CoGS	53,155	91.1%	26,193			55,700	104.8%	28,300		
(CoGS ratio %)	36.4%		35.2%			37.9%		37.3%		
Gross profits	92,770	89.6%	48,254			91,300	98.4%	47,500		
(as a % of sales)	63.6%		64.8%			62.1%		62.7%		
SG&A costs	66,464	87.7%	35,378			67,200	101.1%	34,000		
(Sales promotion costs)	13,740	77.9%	6,865			13,000	94.6%	7,200		
(Advertising costs)	9,661	96.6%	5,351			10,900	112.8%	5,900		
(R&D spending)	14,378	96.1%	7,791			15,100	105.0%	7,100		
(Other SG&A expenses)	28,684	86.4%	15,370			28,200	98.3%	13,800		
Operating profits	26,306	94.9%	12,875		1.22	24,100	91.6%	13,500		1.15
(as a % of sales)	18.0%		17.3%			16.4%		17.8%		
Nonoperating balance	1,873	672.9%	-320			1,500	80.1%	600		
Recurring profits	28,179	100.6%	12,554		1.24	25,600	90.8%	14,100		1.16
(as a % of sales)	19.3%		16.9%			17.4%		18.6%		
Extraordinary balance	1,805	-	1,257			900	49.9%	900		
Pretax profits	29,984	107.4%	13,812			26,500	88.4%	15,000		
Provision for tax	9,589	94.6%	4,526			8,000	83.4%	4,600		
(effective tax rate)	32.0%	88.1%	32.8%			30.2%		30.7%		
Net profits	20,395	114.7%	9,286		1.22	18,500	90.7%	10,400		1.16
(as a % of sales)	14.0%		12.5%			12.6%		13.7%		
Capex	3,772	93.1%	1,964			5,000	132.6%	3,000		
Depreciation	5,491	85.0%	2,736			5,300	96.5%	2,700		
Goodwill amortization	2,015	93.6%	1,034			1,100	54.6%	550		
<Non-Consolidated>										
Sales	112,671	94.4%	56,076			115,500	102.5%	57,800		
Rx Business	75,854	87.4%	38,469			76,000	100.2%	38,200		
OTC Business	25,867	112.9%	13,314			26,700	103.2%	14,500		
Intl Business	10,949	113.8%	4,292			12,800	116.9%	5,100		
CoGS	40,560	99.2%	19,332			41,900	103.3%	20,400		
(CoGS ratio %)	36.0%		34.5%			36.3%		35.3%		
Gross profits	72,111	92.0%	36,743			73,600	102.1%	37,400		
(as a % of sales)	64.0%		65.5%			63.7%		64.7%		
SG&A costs	50,567	95.9%	26,458			52,600	104.0%	27,000		
(Sales promotion costs)	10,707	92.2%	5,187			11,200	104.6%	5,900		
(Advertising costs)	7,426	98.0%	4,612			7,800	105.0%	4,600		
(R&D spending)	11,371	100.5%	5,855			11,800	103.8%	5,600		
(Other SG&A expenses)	21,062	94.9%	10,803			21,800	103.5%	10,900		
Operating profits	21,543	83.9%	10,284			21,000	97.5%	10,400		
(as a % of sales)	19.1%		18.3%			18.2%		18.0%		
Nonoperating balance	1,161	190.8%	-15			1,000	86.1%	600		
Recurring profits	22,706	86.4%	10,268			22,000	96.9%	11,000		
(as a % of sales)	20.2%		18.3%			19.0%		19.0%		
Extraordinary balance	1,271	-	1,271			900	70.8%	900		
Pretax profits	23,976	92.2%	11,540			22,900	95.5%	11,900		
Provision for tax	7,234	79.6%	3,405			6,900	95.4%	3,600		
(effective tax rate)	30.2%		29.5%			30.1%		30.3%		
Net profits	16,741	98.9%	8,134			16,000	95.6%	8,300		
(as a % of sales)	14.9%		14.5%			13.9%		14.4%		
Capex	2,926	114.1%	1,428			3,300	112.8%	1,900		
Depreciation	2,761	90.4%	1,286			2,900	105.0%	1,400		
Goodwill amortization	1,085	100.0%	542			1,100	101.4%	550		
<Noven>										
Sales	22,265	73.0%	12,608			16,100	72.3%	11,000		
CoGS	9,787	74.1%	5,255			8,700	88.9%	5,600		
(CoGS ratio %)	44.0%		41.7%			54.0%		50.9%		
SG&A costs	9,048	56.6%	5,970			7,000	77.4%	3,700		
(Sales promotion costs)	1,102	32.7%	806			300	27.2%	200		
(Advertising costs)	14	2.2%	12			0	-	0		
(R&D spending)	2,999	82.3%	1,934			3,200	106.7%	1,500		
(Other SG&A expenses)	4,932	59.2%	3,216			3,500	71.0%	2,000		
Operating profits	3,430	266.2%	1,382			400	11.7%	1,700		
(as a % of sales)	15.4%		11.0%			2.5%		15.5%		
Nonoperating balance	-7,577	-	25			700	-	100		
Pretax profits	-4,147	-	1,407			1,100	-	1,800		
Net profits	-5,838	-	985			700	-	1,200		
Exchange rate(¥/USD)	109.27¥		111.46¥			110.00¥		110.00¥		
<By product>										
Fentos® Tape	5,315	88.9%	2,302			4,900	92.2%	2,300		
Norspan® Tape	2,217	99.5%	1,153			2,400	108.3%	1,200		
Neoxy® Tape	1,234	127.7%	752			1,200	97.2%	600		
Abstral®	204	105.2%	94			200	98.0%	100		
Mohrus® Tape products	52,731	81.7%	27,388			49,900	94.6%	25,700		
Mohrus® Pap products	7,683	127.6%	3,628			9,900	128.9%	4,500		
(Mohrus® Pap XR products)	4,004	595.1%	1,629			6,900	172.3%	3,000		
Minivelle®	9,485	85.8%	5,300			8,100	85.4%	5,300		
Vivelle-Dot® products	3,700	73.8%	2,063			2,900	78.4%	2,200		
CombiPatch® products	3,821	73.6%	2,233			2,400	62.8%	1,700		
Brisdelle®	966	45.5%	841			-	-	-		
Daytrana®	3,672	59.7%	1,825			2,500	68.1%	1,600		
Salonpas® products	23,326	104.1%	11,528			27,300	117.0%	12,800		
Salonsip® products	5,346	108.0%	2,351			7,300	136.6%	3,500		
Air® Salonpas® products	2,068	102.5%	1,181			2,200	106.4%	1,200		
Feitas® products	4,594	102.5%	2,414			4,700	102.3%	2,500		
Butenalock® products	1,733	104.3%	1,317			1,700	98.1%	1,300		
Allegra® FX	3,607	179.7%	1,097			3,400	94.3%	1,500		