

FY2/11

results supplementary material

The figures in these materials are rounded to the nearest million yen.

Apr. 8th, 2011
Hisamitsu Pharmaceutical Co., Inc.
(Security code number: 4530)

Consolidated financial statement

Apr 8th, 2011

<Balance sheet>															
(Unit: ¥mn)	2007.2	2008.2	2008.5	2008.8	2008.11	2009.2	2009.5	2009.8	2009.11	2010.2	2010.5	2010.8	2010.11	2011.2	As a %
	Q4	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	of total
Current assets	72,466	80,488	82,205	96,214	90,804	95,009	88,529	83,662	90,210	86,100	85,444	92,781	91,077	92,896	47.7%
Cash & deposits	29,817	36,129	29,964	36,994	31,784	39,354	29,220	18,440	26,367	26,935	28,191	29,717	27,574	33,186	
Notes and accounts receivable	28,386	31,307	37,411	42,553	39,872	39,415	41,324	41,285	40,115	42,324	36,692	42,083	36,917	36,860	
Marketable securities	3,111	2,332	3,165	4,027	4,113	4,169	4,347	5,462	2,607	0	2,791	2,870	5,839	5,380	
Inventory	8,931	8,635	8,824	8,347	8,999	9,180	9,672	11,246	11,122	12,271	12,603	11,518	12,322	11,303	
Deferred tax assets	1,251	1,345	1,335	1,344	1,336	2,133	2,180	2,846	2,946	2,258	2,113	1,977	2,071	3,620	
Other current assets	1,123	909	1,706	3,180	4,917	975	2,009	4,603	7,265	2,577	3,292	4,891	6,596	2,786	
Bad debt provision	-156	-171	-202	-233	-219	-217	-225	-220	-215	-267	-240	-277	-244	-241	
Fixed assets	68,676	69,262	70,854	71,444	72,111	72,632	74,351	114,435	113,728	107,450	105,851	104,342	101,939	101,890	52.3%
Tangible fixed assets	38,497	40,299	39,790	39,932	39,644	40,325	40,576	44,027	44,576	46,218	45,802	45,336	44,542	44,260	
Buildings and structures	13,445	16,668	16,398	16,218	15,906	15,971	15,464	18,020	17,851	20,082	19,752	19,475	19,043	18,825	
Machinery and transport equipment	5,786	7,023	7,050	6,793	6,893	6,589	6,583	7,978	7,649	9,692	9,259	8,552	7,863	7,452	
Tools, instruments, etc.	2,486	2,052	1,982	2,050	2,138	2,287	2,191	2,226	2,387	2,347	2,235	2,135	2,294	2,223	
Land	11,354	11,374	11,366	11,412	11,411	11,389	11,394	11,647	11,650	12,438	12,430	12,377	12,325	12,422	
Construction in progress	5,424	3,181	2,992	3,457	3,294	4,088	4,906	4,040	4,924	1,479	1,629	2,309	2,554	2,882	
Lease assets							35	117	112	177	494	485	461	454	
Intangible fixed assets	6,403	5,464	4,930	4,388	5,331	4,840	4,283	31,106	30,848	15,756	15,523	14,434	13,486	12,943	
Investments, etc.	23,775	23,497	26,132	27,123	27,135	27,466	29,491	39,301	38,303	45,475	44,524	44,571	43,910	44,686	
Investment securities	17,935	14,872	17,902	16,517	13,790	13,465	14,605	20,297	18,486	31,979	31,100	30,877	30,501	31,799	
Long-term loans	855	312	312	250	250	361	358	286	283	210	211	131	130	128	
Deferred tax assets	-	2,154	1,627	2,264	3,507	4,588	3,822	9,216	9,518	3,829	3,904	4,246	4,259	3,833	
Other	5,148	6,316	6,447	8,249	9,745	9,206	10,837	9,634	10,157	9,596	9,448	9,448	9,150	9,056	
Bad debt provision	-164	-159	-157	-158	-157	-154	-132	-132	-140	-140	-140	-132	-132	-131	
Total assets	141,143	149,750	153,060	167,658	162,915	167,642	162,880	198,098	203,938	193,551	191,295	197,124	193,017	194,787	
Current liabilities	27,919	27,606	27,795	36,863	32,773	34,646	29,907	42,724	49,960	42,825	36,915	42,310	38,827	39,275	20.2%
Notes and accounts payable	9,004	9,933	12,792	14,265	14,530	13,062	12,528	12,124	12,650	14,669	12,511	13,343	12,342	11,279	
Short-term borrowing	3,467	1,038	1,103	1,151	981	1,047	1,106	6,039	15,004	10,484	8,478	6,354	6,224	6,055	
Accrued expenses	9,254	7,699	6,661	9,164	7,038	9,936	9,034	8,058	5,949	5,317	5,308	7,173	5,349	7,192	
Unpaid tax, etc.	4,530	6,980	3,454	7,656	4,504	8,838	3,046	5,947	2,882	4,694	4,037	8,221	5,514	10,239	
Reserve for returned goods unsold	167	157	201	215	210	213	264	246	230	237	183	196	183	176	
Bonus reserves	688	808	237	879	232	844	236	942	248	880	493	1,357	740	1,499	
Other current liabilities	805	988	3,344	3,531	5,276	704	3,690	9,368	12,993	6,541	5,901	5,662	8,472	2,833	
Fixed liabilities	9,257	8,215	8,298	8,450	8,691	8,890	8,852	25,303	24,657	19,749	20,056	17,115	16,948	14,288	7.3%
Long-term borrowing	1,058	842	824	760	782	881	806	10,799	10,689	8,142	8,097	5,541	5,539	3,089	
Deferred tax liabilities	2,579	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,200	3,027	5,129	4,746	4,551	4,133	
Pension provisions	4,384	4,071	4,151	4,302	4,459	4,554	4,596	4,651	4,675	4,707	4,785	4,822	4,883	4,910	
Reserve for directors' retirement benefits	1,166	1,102	1,116	1,123	1,148	1,172	1,112	1,133	1,153	1,174	1,181	1,187	1,194	1,200	
Other fixed liabilities	69	35	41	99	137	117	172	6,556	5,938	2,697	863	816	779	954	
Total liabilities	37,176	35,819	36,094	45,314	41,465	43,536	38,759	68,028	74,617	62,574	56,971	59,425	55,776	53,564	27.5%
Owners' Equity	96,486	110,376	112,981	118,900	120,019	123,948	122,648	127,266	130,361	130,647	133,783	139,699	141,331	145,616	74.8%
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	8,473	
Capital surplus	8,376	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	92,137	106,010	108,616	114,543	115,716	119,650	121,253	125,872	129,395	132,298	135,435	141,352	142,985	147,272	
Treasury stock	-12,501	-12,504	-12,505	-12,513	-12,567	-12,571	-15,474	-15,476	-15,904	-18,521	-18,522	-18,522	-18,523	-18,525	
Net unrealized gain and translation adjustment	6,744	2,803	3,258	2,688	637	-561	743	2,058	-1,861	-560	-419	-2,964	-5,069	-5,324	-2.7%
Other marketable securities revaluation account	4,248	326	1,145	277	-1,559	-2,154	-991	182	-1,152	-780	-849	-1,349	-1,344	-564	
Land revaluation account	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,189	3,189	3,189	3,189	
Forex adjustment account	-692	-712	-1,074	-777	-991	-1,596	-1,453	-1,313	-3,897	-2,968	-2,759	-4,804	-6,914	-7,949	
Minority interest	735	750	725	755	794	719	728	745	821	889	960	963	978	930	0.5%
Total Net assets	103,966	113,929	116,965	122,344	121,450	124,105	124,120	130,070	129,321	130,976	134,323	137,698	137,241	141,222	72.5%
Liabilities and Net assets	141,143	149,750	153,060	167,658	162,915	167,642	162,880	198,098	203,938	193,551	191,295	197,124	193,017	194,787	

<Income statement> (Unit: ¥mn)	2007.2 Q4	2008.2 Q4	2008.5 Q1	2008.8 Q2	2008.11 Q3	2009.2 Q4	2009.5 Q1	2009.8 Q2	2009.11 Q3	2010.2 Q4	2010.5 Q1	2010.8 Q2	2010.11 Q3	2011.2 Q4	YoY
Sales	109,791	119,061	30,033	63,578	93,654	124,655	30,328	64,801	98,378	129,834	32,869	71,079	102,584	137,184	+5.7%
CoGS	32,903	36,101	9,364	20,019	29,875	39,884	9,803	20,759	31,581	42,659	11,440	24,412	35,170	47,697	+11.8%
(as a % of sales)	30.0%	30.3%	31.2%	31.5%	31.9%	32.0%	32.3%	32.0%	32.1%	32.9%	34.8%	34.3%	34.3%	34.8%	
Gross profits	76,888	82,960	20,668	43,559	63,778	84,771	20,525	44,042	66,797	87,174	21,428	46,666	67,414	89,486	+2.7%
(as a % of sales)	70.0%	69.7%	68.8%	68.5%	68.1%	68.0%	67.7%	68.0%	67.9%	67.1%	65.2%	65.7%	65.7%	65.2%	
SG&A expenses	50,754	53,888	12,245	26,606	38,685	52,239	13,373	28,449	41,786	58,589	14,746	30,897	45,073	61,292	+4.6%
(as a % of sales)	46.2%	45.3%	40.8%	41.8%	41.3%	41.9%	44.1%	43.9%	42.5%	45.1%	44.9%	43.5%	43.9%	44.7%	
Advertising costs	10,347	9,595	2,911	5,620	7,460	9,306	2,720	5,624	7,449	9,039	2,542	5,228	7,073	8,581	△5.1%
Sales promotion costs	10,466	11,838	2,385	5,734	8,135	11,029	2,820	6,450	9,304	12,431	2,841	6,209	8,367	11,702	△5.9%
R&D spending	9,295	11,234	1,990	4,591	6,984	9,615	2,093	4,393	6,637	10,447	2,725	5,851	9,482	13,809	+32.2%
Other SG&A expenses	20,646	21,221	4,959	10,661	16,106	22,289	5,740	11,982	18,396	26,672	6,638	13,609	20,151	27,200	+2.0%
Operating profits	26,134	29,071	8,422	16,952	25,092	32,532	7,152	15,592	25,010	28,585	6,682	15,768	22,340	28,193	△1.4%
(as a % of sales)	23.8%	24.4%	28.0%	26.7%	26.8%	26.1%	23.6%	24.1%	25.4%	22.0%	20.3%	22.2%	21.8%	20.6%	△6.4%
Nonoperating income	1,034	1,422	218	712	964	1,319	263	616	1,378	2,918	840	2,315	3,915	5,448	
Interest received	74	152	38	114	180	237	33	70	75	96	11	28	43	59	
Dividends received	118	170	28	140	168	241	26	156	183	291	22	198	312	356	
NC Equity-method investment profits	0	264	13	20	28	42	25	49	660	1,901	669	1,846	3,206	4,539	
Amortisation of consolidated adjustment account	23	24	-	-	-	-	-	-	-	-	-	-	-	-	
Other	817	809	137	435	586	799	177	341	460	627	135	240	352	494	
Nonoperating expenses	167	288	43	82	905	1,375	26	131	289	272	58	207	226	406	
Interest paid	41	21	5	9	14	19	5	17	60	108	36	67	92	125	
Other	125	266	38	72	891	1,356	20	114	229	163	22	140	134	280	
Extraordinary balance															
Recurring profits	27,001	30,204	8,597	17,582	25,151	32,476	7,388	16,077	26,100	31,231	7,464	17,876	26,029	33,236	+6.4%
(as a % of sales)	24.6%	25.4%	28.6%	27.7%	26.9%	26.1%	24.4%	24.8%	26.5%	24.1%	22.7%	25.1%	25.4%	24.2%	
Extraordinary profits	42	707	270	1,448	1,626	1,854	333	334	1,316	1,357	3,066	3,047	3,072	3,099	
Profit on sale of fixed assets	0	-	-	-	-	-	-	-	-	-	-	-	-	-	
Public subsidies	-	-	92	92	92	92	310	310	310	310	18	18	18	19	
Reversal of allowance for doubtful receivables	41	5	1	4	5	4	23	23	23	24	30	4	29	34	
Other	-	701	175	1,350	1,527	1,757	-	1	982	1,022	3,018	3,024	3,024	3,046	
Extraordinary losses	1,125	705	92	111	1,300	2,122	347	358	368	740	31	36	77	231	
Losses on fixed asset disposal	346	121	0	18	90	515	2	14	24	73	21	26	53	83	
Losses on fixed asset reduction	-	-	92	92	92	92	294	294	294	294	9	9	9	9	
Impairment loss	154	-	-	-	-	-	50	50	50	191	-	-	-	-	
Valuation losses on investment securities	-	22	-	-	1,116	1,509	-	-	-	181	-	-	14	138	
Valuation losses on memberships	-	5	-	-	-	-	-	-	-	-	-	-	-	-	
Other	623	556	-	-	-	4	-	-	-	-	-	-	-	-	
Net profit before tax, etc.	25,917	30,206	8,774	18,919	25,477	32,208	7,374	16,052	27,048	31,848	10,499	20,887	29,023	36,104	+13.4%
Tax, etc.	10,069	11,543	3,506	7,699	10,289	13,087	2,978	6,482	10,949	13,423	4,413	8,884	12,353	15,148	
Net profits	15,847	18,663	5,268	11,219	15,186	19,120	4,396	9,569	16,099	18,423	6,085	12,002	16,669	20,956	+13.7%
(as a % of sales)	14.4%	15.7%	17.5%	17.6%	16.2%	15.3%	14.5%	14.8%	16.4%	14.2%	18.5%	16.9%	16.2%	15.3%	
Capex	7,211	7,545		1,989		7,415		2,651		6,467		2,053		4,595	
(as a % of sales)	6.6%	6.3%		3.1%		5.9%		4.1%		5.0%		2.9%		3.3%	
Depreciation	3,118	3,434		2,145		4,765		2,228		5,245		3,094		6,374	
(as a % of sales)	2.8%	2.9%		3.4%		3.8%		3.4%		4.0%		4.4%		4.6%	
Goodwill amortization	2,117	2,057		1,057		2,114		1,051		2,379		406		779	
(as a % of sales)	1.9%	1.7%		1.7%		1.7%		1.6%		1.8%		0.6%		0.6%	
Number of employees	1,628	1,752		1,865		1,890		2,636		2,600		2,656		2,635	

<Balance sheet>	2007.2	2008.2	2009.2	2009.5	2009.8	2009.11	2010.2	2010.5	2010.8	2010.11	2011.2	As a %
(Unit: ¥mn)	Q4	Q4	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	of total
Current assets	69,142	76,527	91,286	84,952	67,032	74,614	69,339	68,201	73,512	73,570	74,394	39.7%
Cash & deposits	27,801	33,842	36,921	27,074	12,538	19,209	17,466	20,615	20,821	19,172	24,847	
Notes receivable	2,560	152	329	253	283	251	422	147	315	194	365	
Accounts receivable	25,605	30,561	38,708	40,712	39,263	38,311	39,486	34,247	38,945	35,507	34,101	
Marketable securities	2,997	2,280	4,126	4,301	0	0	0	0	0	3,000	2,500	
Inventory	8,062	7,762	8,367	8,857	8,930	8,912	9,860	10,265	9,051	9,912	8,902	
Deferred tax assets	1,155	1,319	2,150	2,150	2,150	2,150	1,260	1,260	1,260	1,260	2,946	
Other current assets	1,106	772	891	1,820	4,077	5,986	1,057	1,851	3,328	4,714	923	
Bad debt provision	-148	-163	-208	-218	-210	-205	-213	-185	-210	-191	-191	
Fixed assets	63,324	64,781	68,760	70,578	111,610	111,932	111,200	110,759	111,758	111,747	112,993	60.3%
Tangible fixed assets	33,167	34,939	35,142	35,369	35,311	36,153	35,140	34,447	34,149	33,668	33,077	
Buildings	9,471	12,620	12,070	11,574	12,539	12,479	13,523	13,186	12,895	12,729	12,450	
Machinery and equipment	7,374	8,278	8,033	7,912	8,147	8,157	9,554	8,963	8,331	7,972	7,464	
Land	10,891	10,902	10,948	10,948	10,948	10,966	10,996	10,949	10,949	10,949	10,949	
Construction in progress	5,429	3,137	4,088	4,898	3,634	4,510	1,026	1,281	1,911	1,958	2,158	
Lease assets				35	41	39	69	66	62	58	55	
Intangible fixed assets	4,755	5,439	4,831	4,274	3,746	3,298	2,837	2,845	2,736	2,748	2,824	
Investments, etc.	25,401	24,402	28,787	30,934	72,553	72,480	73,223	73,466	74,872	75,330	77,090	
Investment securities	16,585	13,326	12,255	14,596	15,508	13,819	14,658	14,610	15,026	15,498	17,350	
Advances to and shares in related companies	3,729	2,995	2,973	2,973	44,585	44,870	45,568	45,838	46,671	46,711	47,141	
Long-term loans	1,311	995	582	557	431	621	473	473	368	362	347	
Deferred tax assets	272	2,451	4,809	4,027	3,239	4,135	3,835	3,881	4,220	4,216	3,853	
Other investments, etc.	4,572	5,563	8,954	9,502	9,444	9,640	9,164	9,072	8,977	8,881	8,746	
Provision for losses on investments	-235	-183	-263	-229	-192	-161	-109	-37	-35	-65	0	
Bad debt provision	-835	-745	-525	-493	-464	-446	-368	-373	-357	-275	-349	
Total assets	132,466	141,308	160,046	155,530	178,643	186,546	180,540	178,961	185,270	185,317	187,388	
Current liabilities	25,335	24,445	31,346	26,964	33,821	40,152	34,444	29,793	33,416	31,688	31,229	16.7%
Notes payable and Accounts payable	6,901	7,895	11,006	10,684	9,225	8,984	11,071	8,523	8,875	8,985	8,190	
short-term debt	-	-	-	-	5,000	14,000	9,500	7,300	5,000	5,100	5,100	
Long-term debt due within 1 yr	2,500	-	-	-	-	-	-	-	-	-	-	
Accrued and unpaid expenses	10,239	8,013	10,215	11,014	9,473	8,840	8,144	7,910	7,390	7,239	7,387	
Unpaid tax, etc.	4,433	6,831	8,693	2,911	5,705	2,695	4,542	3,851	7,757	5,122	9,383	
Bonus reserves	663	783	811	201	902	213	847	210	921	227	880	
Reserve for returned goods unsold	167	157	213	264	246	230	237	183	196	183	176	
Provision for losses on debt guarantees	136	196	210	179	179	179	0	0	0	0	0	
Other current liabilities	292	567	194	1,709	3,089	5,008	99	1,813	3,274	4,829	110	
Fixed liabilities	6,271	7,176	7,738	7,752	17,817	17,867	15,458	15,511	13,031	13,199	10,675	5.7%
Long-term borrowing	-	-	-	-	10,000	10,000	7,500	7,500	5,000	5,100	2,550	
Provision for pension and remuneration obligation	4,091	4,995	5,551	5,535	5,597	5,649	5,717	5,778	5,816	5,887	5,918	
Deferred tax liabilities related to revaluation	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164	2,164	
Other fixed liabilities	15	17	22	53	55	53	76	68	50	46	43	
Total liabilities	31,607	31,622	39,084	34,717	51,639	58,019	49,902	45,305	46,448	44,888	41,905	22.4%
Owners' Equity	93,526	106,214	119,942	118,641	123,672	126,515	128,259	131,345	137,011	138,612	142,889	76.3%
Common stock	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	8,473	
Capital surplus	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	8,241	
Capital reserves	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	
Retained earnings	89,282	101,979	115,774	117,376	122,407	125,679	130,040	133,126	138,792	140,395	144,673	
Voluntary reserve	72,000	82,000	94,000	104,000	104,000	104,000	104,000	120,000	120,000	120,000	120,000	
Unappropriated profit for the year (net profit)	17,282	19,979	21,774	13,376	18,407	21,679	26,040	13,126	18,792	20,395	24,673	
Treasury stock	16,003	17,487	19,251	4,395	9,426	15,680	20,041	6,034	11,701	16,338	20,615	
Treasury stock	-12,472	-12,480	-12,547	-15,450	-15,451	-15,879	-18,496	-18,496	-18,497	-18,498	-18,499	
Net unrealized gain and translation adjustments	7,333	3,472	1,019	2,171	3,331	2,011	2,377	2,310	1,810	1,816	2,593	1.4%
Marketable securities revaluation account	4,144	283	-2,169	-1,016	143	-1,177	-810	-878	-1,378	-1,372	-595	
Revaluation account	3,188	3,188	3,188	3,188	3,188	3,188	3,188	3,189	3,189	3,189	3,189	
Total Net assets	100,859	109,686	120,962	120,813	127,003	128,527	130,637	133,656	138,822	140,429	145,482	77.6%
Liabilities and Net assets	132,446	141,308	160,046	155,530	178,643	186,546	180,540	178,961	185,270	185,317	187,388	

Non-consolidated financial statement

Apr 8th, 2011

<u><Income statement></u>	2007.2	2008.2	2009.2	2009.5	2009.8	2009.11	2010.2	2010.5	2010.8	2010.11	2011.2	YoY
(Unit: ¥mn)	Q4	Q4	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	
Sales	104,037	112,635	118,142	28,893	61,828	93,056	120,813	28,667	62,619	90,814	120,537	Δ0.2%
Prescription drugs	79,169	87,417	92,775	22,242	48,268	73,820	95,740	23,926	50,021	73,449	96,544	+0.8%
OTC products	21,631	21,946	21,668	5,696	11,464	16,225	20,625	4,052	10,528	14,215	19,020	Δ7.8%
International business	3,236	3,270	3,698	955	2,096	3,010	4,447	687	2,070	3,149	4,973	+11.8%
CoGS	30,075	33,128	36,906	9,055	19,256	28,799	37,540	9,080	20,022	28,943	38,766	+3.3%
(as a % of sales)	28.9%	29.4%	31.2%	31.3%	31.1%	30.9%	31.1%	31.7%	32.0%	31.9%	32.2%	
Gross profits	73,961	79,507	81,236	19,838	42,572	64,257	83,273	19,586	42,597	61,871	50,982	Δ38.8%
(as a % of sales)	71.1%	70.6%	68.8%	68.7%	68.9%	69.1%	68.9%	68.3%	68.0%	68.1%	67.8%	
SG&A expenses	48,047	51,240	49,342	12,797	27,357	39,513	51,790	12,593	26,271	37,940	50,982	Δ1.6%
(as a % of sales)	46.2%	45.5%	41.8%	44.3%	44.2%	42.5%	42.9%	43.9%	42.0%	41.8%	42.3%	
Sales costs	22,736	23,425	22,344	6,085	13,334	18,561	23,477	5,997	12,456	16,747	21,665	Δ7.7%
Advertising costs	9,913	9,131	8,613	2,577	5,456	7,164	8,481	2,500	4,959	6,577	7,876	Δ7.1%
(as a % of sales)	9.5%	8.1%	7.3%	8.9%	8.8%	7.7%	7.0%	8.7%	7.9%	7.2%	6.5%	
R&D spending	9,416	11,253	9,609	2,092	4,393	6,521	8,637	2,145	4,829	7,903	11,517	+33.3%
(as a % of sales)	9.1%	10.0%	8.1%	7.2%	7.1%	7.0%	7.1%	7.5%	7.7%	8.7%	9.6%	
Administration costs	15,895	16,562	17,389	4,620	9,630	14,431	19,676	4,451	8,986	13,290	17,800	Δ9.5%
Operating profits	25,914	28,265	31,893	7,040	15,214	24,744	31,482	6,992	16,325	23,930	30,788	Δ2.2%
(as a % of sales)	24.9%	25.1%	27.0%	24.4%	24.6%	26.6%	26.1%	24.4%	24.4%	26.4%	25.5%	
Nonoperating balance	891	644	284	222	434	418	674	135	372	522	646	
Nonoperating income	967	942	1,438	232	561	692	880	179	515	724	861	
Nonoperating expenses	75	298	1,154	9	126	274	205	44	143	154	215	
Recurring profits	26,805	28,909	32,177	7,263	15,648	25,163	32,156	7,127	16,697	24,500	31,435	Δ2.2%
(as a % of sales)	25.8%	25.7%	27.2%	25.1%	25.3%	27.0%	26.6%	24.9%	26.7%	27.0%	26.1%	
Extraordinary balance	-484	87	-112	62	120	1,147	1,132	3,109	3,102	3,150	3,047	
Extraordinary profits	751	852	1,977	277	344	1,375	1,728	3,111	3,106	3,175	3,202	
Extraordinary losses	1,236	765	2,089	215	223	228	595	2	4	25	154	
Pretax profits	26,321	28,997	32,065	7,325	15,769	26,310	33,289	10,237	19,799	27,650	34,483	+3.6%
Tax, etc.	9,142	11,231	14,337	2,929	6,343	10,630	12,306	4,201	8,098	11,312	15,488	
Tax adjustment	1,176	278	-1,524	0	0	0	942	0	0	0	-1,620	
Effective tax rate	39.2%	39.7%	40.0%	40.0%	40.2%	40.4%	39.8%	41.1%	40.9%	40.9%	40.2%	
Net profits	16,003	17,487	19,251	4,395	9,426	15,680	20,041	6,034	11,701	16,338	20,615	+2.9%
(as a % of sales)	15.4%	15.5%	16.3%	15.2%	15.2%	16.9%	16.6%	21.0%	18.7%	18.0%	17.1%	
Capex	6,866	7,117	6,739		2,394		5,816		1,314		2,850	
(as a % of sales)	6.6%	6.3%	5.7%		3.9%		4.8%		2.1%		2.4%	
Depreciation	2,889	2,999	4,336		1,993		4,442		2,218		4,600	
(as a % of sales)	2.6%	2.7%	3.7%		3.2%		3.7%		3.5%		3.8%	
Goodwill amortization	1,572	2,057	2,102		1,051		2,102		0		0	
(as a % of sales)	1.5%	1.8%	1.8%		1.7%		1.7%		0.0%		0.0%	
Number of employees	1,137	1,216	1,285		1,410		1,389		1,462		1,435	
Major products												
Mohrus tape	56,189	65,280	71,897	17,377	37,735	58,060	75,765	19,030	39,488	58,119	76,565	+1.1%
Mohrus	13,490	12,976	11,996	2,661	5,893	8,852	11,125	2,604	5,415	7,725	9,859	Δ11.4%
Naboal	2,026	2,073	2,004	554	1,151	1,691	2,151	556	1,171	1,654	2,189	+1.8%
Fentos *									401	777	1,283	-
Estrana	471	496	751	232	492	755	981	260	546	811	1,071	+9.2%
Salonpas	6,800	6,901	6,732	1,543	3,399	5,058	6,776	988	3,066	4,579	6,439	Δ5.0%
Feitas *	3,712	4,042	4,375	946	2,089	3,172	4,002	781	2,039	2,907	3,664	Δ8.4%
Salonsep	4,115	4,188	3,927	1,016	2,079	2,970	3,711	667	1,918	2,590	3,459	Δ6.8%
Butenalock	2,636	2,557	2,534	1,032	1,258	1,299	2,165	655	1,139	1,144	2,085	Δ3.7%
Air-Salonpas	1,659	1,762	2,026	561	1,100	1,436	1,662	423	1,231	1,548	1,778	+7.0%
Vivelle-Dot						354	1,199	1,129	2,175	3,126	4,080	+240.3%
Noven Therapeutics						144	732	653	1,227	1,805	2,402	+228.1%
Daytrana						129	431	237	503	439	1,839	+326.7%

*: The data was corrected.