

# Financial Results for the First Half of Fiscal Year Ending March 31, 2009 (Six Months Ended September 30, 2008)

| Company name:     | <b>ROHTO</b> Pharmaceutical   | Co., Ltd.        | Stock Exchange listing: TSE/OSE, First Section |
|-------------------|-------------------------------|------------------|--|
| Stock code:       | 4527                          |                  | URL: http://www.rohto.co.jp                    |
| Representative:   | Kunio Yamada, President an    | nd CEO           |  |
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| Scheduled date of | f filing of Quarterly Report: | November 13, 20  | 08   |
| Scheduled date of | f dividend payment:           | December 10, 20  | 08   |

(All amounts are rounded down to the nearest million yen)

## 1. Consolidated Financial Results for the Six Months Ended September 30, 2008

## (April 1, 2008 – September 30, 2008)

(1) Consolidated results of operations

| (1) Consolidated results of o | operations      |      |                  |     | (Percentages    | represe | nt year-on-year cha | anges) |
|-------------------------------|-----------------|------|------------------|-----|-----------------|---------|---------------------|--------|
|                               | Net sales       |      | Operating income |     | Ordinary income |         | Net income          | ;      |
|                               | Millions of yen | %    | Millions of yen  | %   | Millions of yen | %       | Millions of yen     | %      |
| Six months ended Sep. 2008    | 51,665          | -    | 4,464            | -   | 4,515           | -       | 2,751               | -      |
| Six months ended Sep. 2007    | 49,450          | 13.7 | 4,702            | 0.7 | 4,462           | 5.1     | 2,823               | 7.5    |

|                            | Net income per share | Diluted net income per<br>share |  |
|----------------------------|----------------------|---------------------------------|--|
|                            | Yen                  | Yen                             |  |
| Six months ended Sep. 2008 | 23.58                | 23.38                           |  |
| Six months ended Sep. 2007 | 24.43                | 23.99                           |  |

## (2) Consolidated financial position

|                               | Total assets          | Net assets      | Equity ratio | Net assets per share |
|-------------------------------|-----------------------|-----------------|--------------|----------------------|
|                               | Millions of yen       | Millions of yen | %            | Yen                  |
| As of Sep. 30, 2008           | 117,016               | 68,188          | 57.7         | 574.27               |
| As of Mar. 31, 2008           | 120,183               | 69,417          | 57.7         | 598.87               |
| Reference: Shareholders' equi | ty (Millions of yen): | Sep. 30, 2008:  | 67,543 Mar.  | 31, 2008: 69,370     |

## 2. Dividends

Dividends by cash

|   | Dividend per share |        |        |          |        |  |  |  |
|---|--------------------|--------|--------|----------|--------|--|--|--|
| (Record date)                           | 1Q-end             | 2Q-end | 3Q-end | Year-end | Annual |  |  |  |
|   | Yen                | Yen    | Yen    | Yen      | Yen    |  |  |  |
| Fiscal year ended Mar. 2008             | -                  | 6.00   | -      | 6.00     | 12.00  |  |  |  |
| Fiscal year ending Mar. 2009            | -                  | 6.00   |        |          | 13.00  |  |  |  |
| Fiscal year ending Mar. 2009 (forecast) |                    |        | -      | 7.00     | 15.00  |  |  |  |

Note: Revision of dividend forecast during the period: Yes

## 3. Consolidated Forecast for the Fiscal Year Ending March 31, 2009 (April 1, 2008 – March 31, 2009)

|           |                 |     |                   |                 |     | (Percentages rep | present | year-on-year changes) |
|-----------|-----------------|-----|-------------------|-----------------|-----|------------------|---------|-----------------------|
|           | Net sales       |     | Operating income  | Ordinary income |     | Net incom        | e       | Net income per share  |
|           | Millions of yen | %   | Millions of yen % | Millions of yen | %   | Millions of yen  | %       | Yen                   |
| Full year | 111,000         | 2.7 | 11,700 (10.3)     | 11,600 ( 6.     | .0) | 7,300            | (3.0)   | 62.07                 |

Note: Revision of consolidated forecast during the period: Yes

### 4. Others

- (1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in change in scope of consolidation): None
- (2) Application of simplified accounting methods and special accounting methods in the preparation of quarterly consolidated financial statements: Yes
- (3) Changes in accounting principles, procedures and presentation methods for preparation of quarterly consolidated financial statements

1) Changes caused by revision of accounting standards: Yes

2) Other changes: Yes

Note: Please refer to "Qualitative Information and Financial Statements, 4. Others" on pages 5-7 for further information.

#### (4) Number of outstanding shares (common shares)

| 1) Shares outstanding at end of period | od (including treasury stock): |                             |                    |
|--|--------------------------------|-----------------------------|--------------------|
| Sep. 30, 2008:                         | 117,907,528 shares             | Mar. 31, 2008:              | 116,107,795 shares |
| 2) Treasury stock at end of period:    |                                |                             |                    |
| Sep. 30, 2008:                         | 289,918 shares                 | Mar. 31, 2008:              | 271,805 shares     |
| 3) Average number of shares outstan    | ding during the period:        |                             |                    |
| Six months ended Sep. 2008:            | 116,702,961 shares             | Six months ended Sep. 2007: | 115,539,046 shares |

#### \* Cautionary statement with respect to forward-looking statements

 Effective from the current fiscal year, the Company has adopted "Accounting Standards for Quarterly Financial Statements" (ASBJ Statement No. 12: Accounting Standards Board of Japan, March 14, 2007) and "Guidance on Accounting Standards for Quarterly Financial Statements" (ASBJ Guidance No. 14: Accounting Standards Board of Japan, March 14, 2007). In addition, the quarterly consolidated financial statements are prepared in accordance with "Regulations for Quarterly Consolidated Financial Statements." The Company has elected early application of the amended Regulations for Quarterly Consolidated Financial Statements pursuant to the proviso of Article 7, Paragraph 1, Item 5 of the Supplementary Provision of the "Cabinet Office Ordinance Partially Revising Regulation for Terminology, Forms and Preparation Methods of Financial Statements" (Cabinet Office Ordinance No. 50, August 7, 2008).

2. Please refer to "Qualitative Information and Financial Statements, 3. Qualitative information regarding consolidated forecast" on page 4 for precondition and assumption as the basis of the above forecasts.

Reference: Non-consolidated Forecast for the Fiscal Year Ending March 31, 2009 (April 1, 2008 - March 31, 2009)

|           |                 |     |                 |     |                 |      | (Percentages rep | resent | year-on-year changes) |
|-----------|-----------------|-----|-----------------|-----|-----------------|------|------------------|--------|-----------------------|
|           | Net sales       |     | Operating inc   | ome | Ordinary inco   | ome  | Net income       | e      | Net income per share  |
|           | Millions of yen | %   | Millions of yen | %   | Millions of yen | %    | Millions of yen  | %      | Yen                   |
| Full year | 70,000          | 3.8 | 9,700           | 3.8 | 10,100          | 11.0 | 6,200            | 12.9   | 52.71                 |

Note: Revision of non-consolidated forecast during the period: Yes

## **Qualitative Information and Financial Statements**

|                            |           |                  |                 | (Millions of yen) |
|----------------------------|-----------|------------------|-----------------|-------------------|
|                            | Net sales | Operating income | Ordinary income | Net income        |
| Six months ended Sep. 2008 | 51,665    | 4,464            | 4,515           | 2,751             |
| Six months ended Sep. 2007 | 49,450    | 4,702            | 4,462           | 2,823             |
| YoY change (%)             | 4.5       | (5.1)            | 1.2             | (2.5)             |

## 1. Qualitative information regarding consolidated results of operations

In the first half of the current fiscal year the financial crisis stemming from the US spread throughout the global economy, affecting the real economy in such areas as employment and consumption. Symptoms of a downturn have appeared everywhere. In Japan, soaring prices for crude oil and raw materials have led to declining corporate earnings, while consumer spending and capital investment has been weak, exacerbating economic uncertainty. In the healthcare-related industry, as elsewhere, the management environment remains harsh, with competition intensifying in all industries.

In this situation, the Rohto Group is planning to move into new fields with customer-oriented development and marketing activities for new products. In its existing markets, the Group has endeavored to develop high value-added products and activate markets. As a result, ordinary income and net income both exceeded projections, although net sales underperformed somewhat as overseas subsidiaries struggled.

In Japan's eye care market, hay fever products struggled while the focus on our core eye drops produced strong returns. Among the latter, *Rohto V 11* offers a combination of 11 active ingredients, the largest number among Japanese eye-care products, while eye drops for middle-aged and senior customers became topical due to the appeal of a unique commercial. In the domestic skincare market, the *Hada (Skin) Labo* and *50-no-Megumi* series of beauty care products performed well, with new products such as the *Mama Hug* brand and the *Mentholatum Flady CC Vaginal Tablets*, treatment for vaginal candida, also contributing to the rise in sales. Regarding internal medicines, the *Wakansen* series centered on *Rohto Bofu-Tsusho-San* performed strongly amid growing interest in the prevention of a series of metabolic syndromes.

Overseas, the strong yen and other factors led to a fall in sales in North America and Europe.

As a result, net sales rose just 4.5% year-on-year to 51,665 million yen.

Regarding profits, operating income fell 5.1% year-on-year to 4,464 million yen, ordinary income rose 1.2% to 4,515 million yen, and net income fell 2.5% to 2,751 million yen. Contributing factors included the new accounting procedures introduced in Japan in the first quarter, which require unified accounts processing with foreign subsidiaries, together with amortization of goodwill implemented at these subsidiaries.

Furthermore, in order to apply the regulations for quarterly consolidated financial statements from the current fiscal year, actual results and percentage change over the same period of the previous fiscal year are recorded for reference purposes.

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#### 2. Qualitative information regarding consolidated financial position

Assets totaled 117,016 million yen at the end of first half of the current fiscal year, 3,166 million yen less than at the end of the previous fiscal year. There was an increase of 1,932 million yen in notes and accounts receivable-trade and 1,860 million yen in merchandise and finished goods, but intangible fixed assets declined by 8,052 million yen.

Liabilities decreased 1,937 million yen to 48,828 million yen. This is due to such factors as a 1,075 million yen fall in convertible bonds and a 640 million yen fall in reserve for directors' retirement benefits accompanying the termination of the retirement benefit plan for directors and corporate auditors.

Net assets decreased 1,229 million yen to 68,188 million yen. Although capital stock and capital surplus increased 538 million yen and 536 million yen respectively, there was a decline of 3,294 million yen in retained earnings.

Moreover, the decline in intangible fixed assets and retained earnings (mentioned above) is mainly attributable to the Company adopting the "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" (PITF No. 18: Accounting Standards Board of Japan, May 17, 2006) from the first quarter of the current fiscal year, and to implementing amortization of goodwill possessed by the foreign subsidiaries.

|                              |           |                  |                 | (Millions of yen) |
|------------------------------|-----------|------------------|-----------------|-------------------|
|                              | Net sales | Operating income | Ordinary income | Net income        |
| Fiscal year ending Mar. 2009 | 111,000   | 11,700           | 11,600          | 7,300             |
| Fiscal year ended Mar. 2008  | 108,131   | 13,037           | 12,338          | 7,525             |
| YoY change (%)               | 2.7       | (10.3)           | (6.0)           | (3.0)             |

#### 3. Qualitative information regarding consolidated forecast

Amid a harsh environment, first-half results stayed generally in line with projections. However, the impact of the financial crisis on the real economy has led to fears of an economic recession and predictions of an uncertain future.

In this environment, the Rohto Group will take advantage of opportunities created by deregulation and shifts in the healthcare industry's operating environment. Two priorities are entering new market sectors and introducing value-added products. In addition, plans include using the overseas network to expand operations while conducting extensive actions to cut costs and use expenses more productively. All activities will be focused on the goals of achieving further growth in operations and improving earnings.

In Japan, we are committed to cultivating beauty care products and existing brands while planning to establish ourselves in new areas with products such as the *Wakansen* series. Another goal is reinforcing R&D capabilities, primarily at Rohto Research Village Kyoto, in order to develop new products. To grow overseas, the Rohto Group will use its collective resources to launch new brands and rapidly increase sales of new products.

Results forecasts for the full fiscal year announced on August 7, 2008 have changed. Influenced by the appreciating yen, we anticipate net sales will rise 2.7% year-on-year to 111 billion yen. Due to such factors as the change in accounting procedures, we forecast a 10.3% fall in operating income to 11.7 billion yen, a 6.0% fall in ordinary income to 11.6 billion yen, and a 3.0% fall in net income to 7.3 billion yen. We expect to ensure a substantial rise in income after excluding factors such as amortization of goodwill. These forecasts are based on an exchange rate of 100 yen to the US dollar over the full-year period.

<sup>\*</sup> The forecasts above have been prepared based on information available at the time this report was prepared. Actual results of operations may differ from the forecasts depending on various factors.

### 4. Others

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in change in scope of consolidation)

No reportable information.

- (2) Application of simplified accounting methods and special accounting methods in the preparation of quarterly consolidated financial statements
- 1) Simplified accounting methods

Calculation method of depreciation expense for fixed assets

For assets subject to the declining balance method, depreciation for the first half of the current fiscal year was calculated pro rata based on the amount for the full year.

- 2) Special accounting methods in the preparation of quarterly consolidated financial statements
- Calculation of tax expense

Tax expense was calculated by first estimating the effective tax rate after the application of tax effect accounting with respect to income before income taxes and minority interests during the fiscal year, and multiplying that rate by the quarterly income before income taxes and minority interests.

Deferred income taxes were included and displayed with current income taxes.

- (3) Changes in accounting principles, procedures and presentation methods for preparation of quarterly consolidated financial statements
- 1) Changes caused by revision of accounting standards

Application of the "Accounting Standard for Quarterly Financial Statements"

Effective from the current fiscal year, the Company has adopted "Accounting Standards for Quarterly Financial Statements" (ASBJ Statement No. 12: Accounting Standards Board of Japan, March 14, 2007) and "Guidance on Accounting Standards for Quarterly Financial Statements" (ASBJ Guidance No. 14: Accounting Standards Board of Japan, March 14, 2007). In addition, the quarterly consolidated financial statements are prepared in accordance with "Regulations for Quarterly Consolidated Financial Statements. The Company has elected early application of the amended Regulations for Quarterly Consolidated Financial Statements pursuant to the proviso of Article 7, Paragraph 1, Item 5 of the Supplementary Provision of the "Cabinet Office Ordinance Partially Revising Regulation for Terminology, Forms and Preparation Methods of Financial Statements" (Cabinet Office Ordinance No. 50, August 7, 2008).

Application of the "Accounting Standard for Measurement of Inventories"

The Company and its domestic consolidated subsidiaries have adopted the "Accounting Standard for Measurement of Inventories" (ASBJ Statement No. 9: Accounting Standards Board of Japan, July 5, 2006) from the first quarter of the current fiscal year. The measurement method has been changed from the cost method to the cost method (by which the amounts of inventories are subject to write-down due to decreased profitability of assets). The effect of this change was to decrease gross profit, operating income, ordinary income and income before income taxes and minority interests by 31 million yen each in the first half of the current fiscal year. The effect of these changes on segment operations is shown in the Segment Information section.

Also from the first quarter of the current fiscal year, the Company has changed the accounting for loss on disposal on inventories by reporting it as cost of sales instead of previously reported non-operating expense. The decision to reconsider the presentation method of loss on disposal of inventories was made in conjunction with the adoption of the abovementioned "Accounting Standard for Measurement of Inventories" in order to present operating results more appropriately through including in cost of sales such an expense item as is unavoidable in the course of sales and production operations. The effect of this change was to decrease gross profit and operating income by 180 million yen each, and increase ordinary income and income before income taxes and minority interests by 26 million yen each in the first half of the current fiscal year. The effect of these changes on segment operations is shown in the Segment Information section.

#### Application of the "Accounting Standard for Lease Transactions" and other pronouncements

The Company and its domestic consolidated subsidiaries have adopted the following accounting standards ahead of schedule, beginning with consolidated financial statements for the first quarter of the current fiscal year: "Accounting Standards for Lease Transactions" (ASBJ Statement No. 13: revised on March 30, 2007 by the Accounting Standards Board of Japan); and "Guidance on Accounting Standards for Lease Transactions" (ASBJ Guidance No. 16: revised on March 30, 2007 by the Accounting Standards Board of Japan). Regarding finance leases where there is no transfer of ownership will be booked as leased assets, as the Company and its domestic consolidated subsidiaries have changed from an accounting method that is based on the method used for ordinary lease transactions, to an accounting method that is based on the method used for ordinary purchases and sales transactions.

Furthermore, the depreciation of lease assets use a method where the lease period is considered the useful life of the asset, and residual value is set at zero.

For finance lease transactions where there is no transfer of ownership beginning prior to the fiscal year when these standards are first applied, the Company and its domestic consolidated subsidiaries will continue to use an accounting method that is based on the method used for ordinary lease transactions.

These changes have no effect on assets and profit/loss.

Application of the "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements"

Effective from the first quarter of the current fiscal year, the "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" (PITF No. 18: Accounting Standards Board of Japan, May 17, 2006) has been adopted to make necessary adjustments for the purpose of consolidated financial statement preparation. The effect of this change was to decrease operating income, ordinary income and income before income taxes and minority interests by 812 million yen each, and decrease beginning balance of retained earnings by 5,349 million yen in the first half of the current fiscal year. The effect of this change on segment operations is shown in the Segment Information section.

#### 2) Other changes

(Change in useful lives concerning depreciation of machinery and equipment)

As a result of reviewing asset utilization status in conjunction with the revision of Corporation Tax Law (Law for Partial Revision of Corporation Tax Law, etc., Law No. 23, April 30, 2008), the Company and its domestic consolidated subsidiaries have changed the useful lives of machinery and equipment effective from the first quarter of the current fiscal year. The effect of this change was to increase operating income, ordinary income and income before income taxes and minority interests by 46 million yen each in the first half of the current fiscal year. The effect of these changes on segment operations is shown in the Segment Information section.

(Change in retirement benefit plan for directors and corporate auditors)

The Company has abolished the retirement benefit plan for directors and corporate auditors at the close of the 72nd annual general meeting of shareholders held on June 25, 2008. Regarding final payment to the directors and corporate auditors reappointed at the general meeting of the amounts equivalent to retirement benefits corresponding to each service period, which starts at the time of first appointment and ends at the close of the general meeting, the Company has granted each of them the alternative of receiving either a lump-sum payment in cash or stock acquisition rights of equivalent value under the stock option scheme as share-based compensation. As a result, out of the balance of "Reserve for directors' retirement benefits" account reported at the end of the first quarter of the current fiscal year, 37 million yen has been transferred to "Accrued retirement benefits" account, which is included in the line item "Other" in the non-current liabilities section of the balance sheet, and 593 million yen transferred to the "stock acquisition rights" account, which is presented in the net assets section of the balance sheet.

The domestic consolidated subsidiaries have continued to record reserve for directors' retirement benefits in the full amount payable at each fiscal year end in accordance with the bylaws of each subsidiary.

## (Reporting of reserve for retirement benefits)

To provide for retirement benefits to the employees, the Company and its domestic consolidated subsidiaries recognize the amount of net retirement benefit obligation which is deemed to be accrued at the end of the second quarter of the current fiscal year based on the projected benefit obligation and the estimated value of pension assets also at end of the second quarter, and then report it as reserve for retirement benefit obligations, unrecognized actuarial gains and losses, and unrecognized prior service cost under the Company's defined benefit corporate pension plan at the end of the second quarter, the exceeded amount, which is 28 million yen, is accounted for as prepaid pension expense, and reported in the line item "Other" of "Investment and other assets" section of the balance sheet.

The Company's U. S. consolidated subsidiaries continue to account for the retirement benefit obligations based on the reporting standard for reserve for retirement benefits adopted in the previous consolidated fiscal year.

# 5. Quarterly Consolidated Financial Statements

# (1) Consolidated Balance Sheets

|  |                       | (Millions of yen      |
|--|-----------------------|-----------------------|
|  | First half of FY3/09  | FY3/08 Summary        |
|  | (As of Sep. 30, 2008) | (As of Mar. 31, 2008) |
| Assets                                 |                       |                       |
| Current assets                         |                       |                       |
| Cash and deposits                      | 4,550                 | 9,80                  |
| Notes and accounts receivable-trade    | 29,639                | 27,70                 |
| Marketable securities                  | 0                     | 2                     |
| Merchandise and finished goods         | 9,514                 | 7,65                  |
| Work in process                        | 985                   | 83                    |
| Raw materials and supplies             | 5,536                 | 3,98                  |
| Other                                  | 4,211                 | 3,65                  |
| Allowance for doubtful accounts        | (250)                 | (25                   |
| Total current assets                   | 54,188                | 53,41                 |
| Fixed assets                           |                       |                       |
| Property, plant and equipment          |                       |                       |
| Buildings and structures, net          | 15,913                | 16,12                 |
| Machinery, equipment and vehicles, net | 6,107                 | 6,18                  |
| Other                                  | 13,662                | 11,59                 |
| Total property, plant and equipment    | 35,683                | 33,90                 |
| Intangible fixed assets                |                       |                       |
| Goodwill                               | 3,546                 | 9,65                  |
| Other                                  | 1,687                 | 3,63                  |
| Total intangible fixed assets          | 5,233                 | 13,28                 |
| Investments and other assets           |                       |                       |
| Investment securities                  | 18,466                | 18,34                 |
| Other                                  | 3,462                 | 1,24                  |
| Allowance for doubtful accounts        | (18)                  | (2:                   |
| Total investments and other assets     | 21,910                | 19,57                 |
| Total fixed assets                     | 62,827                | 66,76                 |
| Total assets                           | 117,016               | 120,18                |

|  |                       | (Millions of yen)     |
|--|-----------------------|-----------------------|
|  | First half of FY3/09  | FY3/08 Summary        |
| Liabilities  | (As of Sep. 30, 2008) | (As of Mar. 31, 2008) |
| Current liabilities  |                       |                       |
|  | 10.752                | 0.015                 |
| Notes and accounts payable-trade                                 | 10,753                | 8,015                 |
| Short-term loans payable<br>Current portion of convertible bonds | 2,566                 | 2,922                 |
| Accrued income taxes   | -                     | 1,075                 |
| Reserve for bonuses  | 2,057                 | 2,887                 |
| Reserve for directors' bonuses                                   | 1,611                 | 1,576                 |
| Reserve for returned goods unsold                                | 15<br>692             | 42<br>611             |
| Reserve for rebates of sales                                     |                       |                       |
| Other  | 2,196                 | 1,743                 |
| Total current liabilities  | 17,106                | 18,702                |
| Non-current liabilities  | 50,999                | 37,575                |
|  | C 295                 |                       |
| Long-term loans payable<br>Reserve for retirement benefits       | 6,385                 | 6,60.                 |
| Reserve for directors' retirement benefits                       | 1,110                 | 1,35:                 |
| Other  | 137                   | 77'                   |
| Total non-current liabilities                                    | 4,195                 | 4,454                 |
| Total liabilities  | 11,829                | 13,190                |
| Net assets   | 48,828                | 50,765                |
|  |                       |                       |
| Shareholders' equity   | < 208                 | 5.970                 |
| Capital stock  | 6,398                 | 5,860                 |
| Capital surplus<br>Retained earnings                             | 5,517                 | 4,980                 |
| Treasury stock   | 52,350<br>(225)       | 55,645<br>(203        |
| Total shareholders' equity                                       | 64,041                | 66,283                |
| Valuation and translation adjustments                            | 04,041                | 00,28.                |
| Valuation difference on available-for-sale securities            | 1 697                 | 4.90                  |
| Deferred gains or losses on hedges                               | 4,687                 | 4,89                  |
| Translation adjustments  | (9)                   | (13<br>(1,791         |
| Total valuation and translation adjustments                      | (1,175)               |                       |
| -  | 3,502                 | 3,080                 |
| Stock acquisition rights   | 593                   |                       |
| Minority interests   | 50                    | 47                    |
| Total net assets   | 68,188                | 69,417                |
| Total liabilities and net assets                                 | 117,016               | 120,183               |

## (2) Consolidated Statements of Income

## (For the Six-month Period)

|   | (Millions of yen)              |
|---|--------------------------------|
|   | First half of FY3/09           |
|   | (Apr. 1, 2008 – Sep. 30, 2008) |
| Net sales   | 51,665                         |
| Cost of sales                                     | 21,474                         |
| Gross profit                                      | 30,191                         |
| Reversal of reserve for returned goods unsold     | 80                             |
| Gross profit -net                                 | 30,110                         |
| Selling, general and administrative expenses      | 25,645                         |
| Operating income                                  | 4,464                          |
| Non-operating income                              |                                |
| Interest income                                   | 58                             |
| Dividend income                                   | 183                            |
| Other   | 117                            |
| Total non-operating income                        | 359                            |
| Non-operating expenses                            |                                |
| Interest expenses                                 | 237                            |
| Equity in losses of affiliates                    | (                              |
| Other   | 71                             |
| Total non-operating expenses                      | 308                            |
| Ordinary income                                   | 4,515                          |
| Extraordinary income                              |                                |
| Reversal of allowance for doubtful accounts       | 31                             |
| Total extraordinary income                        | 31                             |
| Extraordinary losses                              |                                |
| Loss on valuation of investment securities        | 26                             |
| Total extraordinary losses                        | 26                             |
| Income before income taxes and minority interests | 4,520                          |
| Income taxes                                      | 1,764                          |
| Minority interests (deduction) in income          |                                |
| Net income  | 2,751                          |

| (3) Consolidated Statements of Cash Flows                    | (Millions of yen)              |  |  |
|--|--------------------------------|--|--|
|  | First half of FY3/09           |  |  |
|  | (Apr. 1, 2008 – Sep. 30, 2008) |  |  |
| Cash flows from operating activities                         | 1.500                          |  |  |
| Income before income taxes and minority interests            | 4,520                          |  |  |
| Depreciation and amortization                                | 2,043                          |  |  |
| Amortization of goodwill                                     | 718                            |  |  |
| Increase (decrease) in allowance for doubtful accounts       | (31)                           |  |  |
| Increase (decrease) in reserve for bonuses                   | 36                             |  |  |
| Increase (decrease) in reserve for directors' bonuses        | (27)                           |  |  |
| Increase (decrease) in reserve for retirement benefits       | (275)                          |  |  |
| Increase (decrease) in reserve for returned goods unsold     | 80                             |  |  |
| Increase (decrease) in reserve for rebates of sales          | 453                            |  |  |
| Gain (loss) on valuation of investment securities            | 26                             |  |  |
| Interest and dividend income                                 | (241)                          |  |  |
| Interest expenses  | 237                            |  |  |
| Equity in (earnings) losses of affiliates                    | (                              |  |  |
| Decrease (increase) in notes and accounts receivable-trade   | (1,488)                        |  |  |
| Decrease (increase) in inventories                           | (3,468)                        |  |  |
| Increase (decrease) in notes and accounts payable-trade      | 2,585                          |  |  |
| Other  | (2,586)                        |  |  |
| Subtotal   | 2,583                          |  |  |
| Interest and dividends income received                       | 229                            |  |  |
| Interest expenses paid                                       | (240)                          |  |  |
| Income tax paid  | (2,868)                        |  |  |
| Net cash used in operating activities                        | (296)                          |  |  |
| Cash flows from investing activities                         |                                |  |  |
| Purchase of property, plant and equipment                    | (2,811)                        |  |  |
| Purchase of intangible fixed assets                          | (38)                           |  |  |
| Purchase of investment securities                            | (407)                          |  |  |
| Other  | (149)                          |  |  |
| Net cash used in investing activities                        | (3,406)                        |  |  |
| Cash flows from financing activities                         |                                |  |  |
| Net increase (decrease) in short-term loans payable          | (600)                          |  |  |
| Proceeds from long-term loans payable                        | 140                            |  |  |
| Repayment of long-term loans payable                         | (386)                          |  |  |
| Cash dividends paid  | (695)                          |  |  |
| Other  | (25)                           |  |  |
| Net cash used in financing activities                        | (1,566)                        |  |  |
| Effect of exchange rate changes on cash and cash equivalents | 1                              |  |  |
| Increase (decrease) in cash and cash equivalents             | (5,268)                        |  |  |
| Cash and cash equivalents at the beginning of period         | 9,709                          |  |  |
| Cash and cash equivalents at the end of period               | 4,440                          |  |  |

## (3) Consolidated Statements of Cash Flows

Effective from the current fiscal year, the Company has adopted "Accounting Standards for Quarterly Financial Statements" (ASBJ Statement No. 12: Accounting Standards Board of Japan, March 14, 2007) and "Guidance on Accounting Standards for Quarterly Financial Statements" (ASBJ Guidance No. 14: Accounting Standards Board of Japan, March 14, 2007). In addition, the quarterly consolidated financial statements are prepared in accordance with "Regulations for Quarterly Consolidated Financial Statements." The Company has elected early application of the amended Regulations for Quarterly Consolidated Financial Statements pursuant to the proviso of Article 7, Paragraph 1, Item 5 of the Supplementary Provision of the "Cabinet Office Ordinance Partially Revising Regulation for Terminology, Forms and Preparation Methods of Financial Statements" (Cabinet Office Ordinance No. 50, August 7, 2008).

### (4) Going Concern Assumption

No reportable information.

#### (5) Segment Information

1. Operating segment information

(Millions of yen)

|  | First half of FY3/09 (Apr. 1, 2008 – Sep. 30, 2008) |          |           |        |           |              |              |  |  |
|--|---|----------|-----------|--------|-----------|--------------|--------------|--|--|
|  | Eye care  | Skincare | Internal  | Others | ers Total | Elimination  | Consolidated |  |  |
|  | products  | products | medicines | Others | Total     | or corporate |              |  |  |
| Net sales                                |   |          |           |        |           |              |              |  |  |
| (1) External sales                       | 12,232  | 29,299   | 7,495     | 2,637  | 51,665    | -            | 51,665       |  |  |
| (2) Inter-segment sales<br>and transfers | -   | -        | -         | -      | -         | -            | -            |  |  |
| Total                                    | 12,232  | 29,299   | 7,495     | 2,637  | 51,665    | -            | 51,665       |  |  |
| Operating income                         | 3,322   | 2,091    | 225       | 171    | 5,812     | (1,347)      | 4,464        |  |  |

Notes: 1. Method of segmentation

The operating segment information is presented on the basis of the similarity of its products, in use of products and how they are manufactured.

2. Summary of operating segments

(1) Eye care products: Eye drops, eyewash preparations, and contact lens products

(2) Skincare products: Mentholatum, moisturizing antipruritics, lip balm, hand cream, acne treatments, sunscreens, and functional cosmetics

(3) Internal medicines: Gastrointestinal medicines, liquid gastrointestinal medicines, cold remedies, traditional Chinese herbal medicines, and supplements

(4) Others:

In-vitro test kits, hay fever products, denture cleanser, and sanitary products 3. As described in "Qualitative Information and Financial Statements, 4. Others," the Company and its domestic

consolidated subsidiaries have adopted "Accounting Standards for Measurement of Inventories" (ASBJ Statement No. 9: Account Standards Board of Japan, July 5, 2006) from the first quarter of the current fiscal year. Given this change, operating income of the Skincare products, Internal medicines and Others segments have decreased by 16 million yen, 13 million yen and 1 million yen respectively in the first half of the current fiscal year.

In accordance with the adoption of this accounting standard, the Company and its domestic consolidated subsidiaries have changed the accounting for loss on disposal on inventories. Given this change, operating income of the Eve care products, Skincare products, Internal medicines and Others segments have decreased by 28 million yen, 110 million yen, 33 million yen and 8 million yen respectively in the first half of the current fiscal year.

- 4. As described in "Qualitative Information and Financial Statements, 4. Others," the Company has adopted "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" (PITF No. 18: Standards Board of Japan, May 17, 2006)" from the first quarter of the current fiscal year. Given this change, operating income of the Skincare products segment has decreased by 812 million yen in the first half of the current fiscal year.
- 5. As described in "Qualitative Information and Financial Statements, 4. Others," the Company and its domestic consolidated subsidiaries have changed the useful lives of machinery and equipment effective from the first quarter of the current fiscal year, as a result of reviewing asset utilization status in conjunction with the revision of Corporation Tax Law (Law for Partial Revision of Corporation Tax Law, etc., Law No. 23, April 30, 2008.) Given this change, operating income of the Eye care products, Skincare products, Internal medicines and Others segments have increased by 10 million yen, 19 million yen, 9 million yen and 6 million yen respectively in the first half of the current fiscal year.

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## 2. Geographical segment information

| (Millions of yen)                        |   |                  |        |       |        |        |                          | nons of yen) |
|--|---|------------------|--------|-------|--------|--------|--------------------------|--------------|
|  | First half of FY3/09 (Apr. 1, 2008 – Sep. 30, 2008) |                  |        |       |        |        |                          |              |
|  | Japan   | North<br>America | Europe | Asia  | Others | Total  | Elimination or corporate | Consolidated |
| Net sales                                |   |                  |        |       |        |        |                          |              |
| (1) External sales                       | 38,061  | 4,002            | 2,503  | 6,408 | 689    | 51,665 | -                        | 51,665       |
| (2) Inter-segment sales<br>and transfers | 556   | 859              | 2      | 1,429 | 7      | 2,856  | (2,856)                  | -            |
| Total                                    | 38,618  | 4,862            | 2,506  | 7,837 | 696    | 54,521 | (2,856)                  | 51,665       |
| Operating income (loss)                  | 4,699   | (975)            | 89     | 780   | 49     | 4,643  | (178)                    | 4,464        |

Notes: 1. The classification of country or area is based on geographical proximity.

2. Major countries or areas outside Japan included in each segment

(1) North America: USA, Canada

(2) Europe: UK

(3) Asia: China, Taiwan, Vietnam

(4) Others: Australia

3. As described in "Qualitative Information and Financial Statements, 4. Others," the Company and its domestic consolidated subsidiaries have adopted "Accounting Standards for Measurement of Inventories" (ASBJ Statement No. 9: Account Standards Board of Japan, July 5, 2006) from the first quarter of the current fiscal year. Given this change, operating income of "Japan" has decreased by 31 million yen in the first half of the current fiscal year. In accordance with the adoption of this accounting standard, the Company and its domestic consolidated subsidiaries have changed the accounting for loss on disposal on inventories. Given this change, operating income of "Japan" has decreased by 180 million yen in the first half of the current fiscal year.

- 4. As described in "Qualitative Information and Financial Statements, 4. Others," the Company has adopted "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" (PITF No. 18: Account Standards Board of Japan, May 17, 2006)" from the first quarter of the current fiscal year. Given this change, operating income of "North America" has decreased by 812 million yen in the first half of the current fiscal year.
- 5. As described in "Qualitative Information and Financial Statements, 4. Others," the Company and its domestic consolidated subsidiaries have changed the useful lives of machinery and equipment effective from the first quarter of the current fiscal year, as a result of reviewing asset utilization status in conjunction with the revision of Corporation Tax Law (Law for Partial Revision of Corporation Tax Law, etc., Law No. 23, April 30, 2008.) Given this change, operating income of "Japan" has increased by 46 million yen in the first half of the current fiscal year.

### (6) Significant Changes in Shareholders' Equity

As described in "Qualitative Information and Financial Statements, 4. Others," the Company has adopted "Practical Solution on Unification of Accounting Policies Applied to Foreign Subsidiaries for Consolidated Financial Statements" (PITF No. 18: Account Standards Board of Japan, May 17, 2006)" from the first quarter of the current fiscal year. Accordingly, the Company wrote off the goodwill of its foreign subsidiaries, and this was decrease the beginning balance of retained earnings by 5,349 million yen. Retained earnings at the end of the second quarter of the current fiscal year amounted 52,350 million yen.

<sup>\*</sup> This financial report is solely a translation of "Kessan Tanshin" (in Japanese, including attachments), which has been prepared in accordance with accounting principles and practices generally accepted in Japan, for the convenience of readers who prefer an English translation.