

**Consolidated Financial Results for the Fiscal Year Ended March 31, 2012**
**[Japanese GAAP]**

Company name: ROHTO Pharmaceutical Co., Ltd.      Stock Exchange listing: TSE/OSE, First Sections  
 Stock code: 4527      URL: <http://www.rohto.co.jp>  
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 Scheduled date of Annual General Meeting of Shareholders: June 26, 2012  
 Scheduled date of filing of Annual Securities Report: June 27, 2012  
 Scheduled date of dividend payment: June 12, 2012  
 Preparation of supplementary materials for financial results: Yes  
 Holding of financial results meeting: Yes (for institutional investors and analysts)

*Note: The original disclosure in Japanese was released on May 11, 2012 at 15:10 (GMT +9).*

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

**1. Consolidated Financial Results for the Fiscal Year Ended March 31, 2012 (April 1, 2011 – March 31, 2012)**

(1) Consolidated results of operations (Percentages for net sales and incomes represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Fiscal year ended Mar. 31, 2012	120,292	4.2	13,624	4.0	13,684	2.9	8,184	2.7
Fiscal year ended Mar. 31, 2011	115,472	1.8	13,105	4.5	13,293	4.1	7,966	2.5

Note: Comprehensive income (Millions of yen): Fiscal year ended Mar. 31, 2012: 7,497 (up 31.8%)  
 Fiscal year ended Mar. 31, 2011: 5,688 (down 30.9%)

	Net income per share	Diluted net income per share	ROE	Ordinary income on total assets	Operating income to net sales
	Yen	Yen	%	%	%
Fiscal year ended Mar. 31, 2012	69.60	69.31	10.2	10.4	11.3
Fiscal year ended Mar. 31, 2011	67.75	67.46	10.6	10.8	11.3

Reference: Equity in earnings of affiliates (Millions of yen): Fiscal year ended Mar. 31, 2012: (56)  
 Fiscal year ended Mar. 31, 2011: 115

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of Mar. 31, 2012	136,008	83,627	60.9	703.93
As of Mar. 31, 2011	126,472	77,911	60.9	655.53

Reference: Shareholders' equity (Millions of yen): As of Mar. 31, 2012: 82,773 As of Mar. 31, 2011: 77,076

(3) Consolidated cash flow

	Cash flows from operating activities	Cash flows from investing activities	Cash flows from financing activities	Cash and cash equivalents at end of period
	Millions of yen	Millions of yen	Millions of yen	Millions of yen
Fiscal year ended Mar. 31, 2012	10,391	(9,605)	800	15,381
Fiscal year ended Mar. 31, 2011	12,924	(8,587)	(3,301)	14,005

**2. Dividends**

	Dividend per share					Total dividends	Payout ratio (consolidated)	Dividends on equity (consolidated)
	1Q-end	2Q-end	3Q-end	Year-end	Total			
	Yen	Yen	Yen	Yen	Yen	Millions of yen	%	%
Fiscal year ended Mar. 31, 2011	-	7.00	-	8.00	15.00	1,763	22.1	2.4
Fiscal year ended Mar. 31, 2012	-	8.00	-	8.00	16.00	1,881	23.0	2.4
Fiscal year ending Mar. 31, 2013 (forecast)	-	8.00	-	8.00	16.00		22.1	

**3. Consolidated Forecast for the Fiscal Year Ending March 31, 2013 (April 1, 2012 – March 31, 2013)**

(Percentages represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
First half	56,500	1.5	5,500	(12.8)	5,700	(12.6)	3,400	(16.6)	28.91

Full year	124,000	3.1	14,000	2.8	14,200	3.8	8,500	3.9	72.29
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**\* Notes**

(1) Changes in significant subsidiaries during the period (changes in specified subsidiaries resulting in change in scope of consolidation): None

(2) Changes in accounting policies and accounting estimates, and restatements

1) Changes in accounting policies due to revisions in accounting standards, others: None

2) Changes in accounting policies other than 1) above: None

3) Changes in accounting estimates: None

4) Restatements: None

(3) Number of outstanding shares (common stock shares)

1) Number of shares outstanding at end of period (including treasury stock):

As of Mar. 31, 2012: 117,919,596 shares As of Mar. 31, 2011: 117,907,528 shares

2) Number of shares of treasury stock at end of period:

As of Mar. 31, 2012: 330,789 shares As of Mar. 31, 2011: 329,159 shares

3) Average number of shares outstanding during the period:

Fiscal year ended Mar. 31, 2012: 117,585,981 shares Fiscal year ended Mar. 31, 2011: 117,582,238 shares

**Reference: Summary of Non-consolidated Financial Results**

**1. Non-consolidated Financial Results for the Fiscal Year Ended March 31, 2012 (April 1, 2011 – March 31, 2012)**

(1) Non-consolidated results of operations (Percentages represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Fiscal year ended Mar. 31, 2012	77,509	0.4	10,965	1.8	11,530	2.3	5,591	(18.6)
Fiscal year ended Mar. 31, 2011	77,215	5.9	10,767	6.3	11,275	7.4	6,865	9.9

	Net income per share		Diluted net income per share	
	Yen		Yen	
Fiscal year ended Mar. 31, 2012	47.55		47.35	
Fiscal year ended Mar. 31, 2011	58.39		58.14	

(2) Non-consolidated financial position

	Total assets		Net assets		Equity ratio		Net assets per share	
	Millions of yen		Millions of yen		%		Yen	
As of Mar. 31, 2012	107,533		79,818		73.7		673.87	
As of Mar. 31, 2011	104,915		76,275		72.1		643.68	

Reference: Shareholders' equity (Millions of yen): As of Mar. 31, 2012: 79,239 As of Mar. 31, 2011: 75,682

**2. Non-consolidated Forecast for the Fiscal Year Ending March 31, 2013 (April 1, 2012 – March 31, 2013)**

(Percentages represent year-on-year changes)

	Net sales		Ordinary income		Net income		Net income per share	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen	
First half	38,000	2.2	5,400	(5.7)	3,400	(8.4)	28.91	
Full year	78,500	1.3	11,600	0.6	7,200	28.8	61.23	

Note 1: Indication of audit procedure implementation status

This summary report is not subject to the audit procedures based on the Financial Instruments and Exchange Law. At the time when this report was released, the audit procedures for financial statements have not been completed.

Note 2: Cautionary statement with respect to forward-looking statements and other special items

Forecasts regarding future performance in these materials are based on assumptions judged to be valid and information available to the Company at the time the materials were created. Actual results of operations may differ significantly from the forecasts depending on various factors. For discussion of the assumptions and other factors considered by the Company in

preparing the above projections, please refer to page 2 of the attachments “Analysis of Results of Operations.”

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## 1. Results of Operations

### (1) Analysis of Results of Operations

(Millions of yen)

	Net sales	Operating income	Ordinary income	Net income
<b>Fiscal year ended Mar. 31, 2012</b>	120,292	13,624	13,684	8,184
Fiscal year ended Mar. 31, 2011	115,472	13,105	13,293	7,966
Year onYear change (%)	4.2	4.0	2.9	2.7

This fiscal year, the impact of the yen's strong appreciation left the economic outlook for Japan very uncertain, despite signs that the country has begun to recover moderately from the weakened of corporate and consumer activity after the Great East Japan Earthquake. Overseas, economic expansion in China and the emerging economies continued to drive a gradual recovery trend, but even this pace is slowing due to the effect of financial crisis in Europe, persistent high unemployment in the United States, and other factors.

In this situation, the Rohto Group is planning to move into new fields with customer-oriented product development and marketing activities. In its existing categories, the Group endeavored to develop high value-added products and activate markets.

In Japan, net sales rose on the back of strong sales from "Hada-Labo", which benefited from changes in purchasing habits as consumers grew increasingly cost-benefit-conscious; the new "Mentholatum Mediquick H" treatment for scalp eczema sold well; and "Rohto Zi" (ultracooling eye drops) and invigorating male cosmetic "OXY", which propelled by the summer heat wave and the energy-saving drive. Overseas, net sales fell in the United States and Europe due to poor economic performance and the impact of the strong yen on exchange rates, but surged in the Asian economies that have been driving growth. In total, net sales rose 4.2% year on year to 120,292 million yen, the 19th successive year of increase.

Regarding profits, efforts to enhance efficiency in the area of selling, general and administrative expenses combined with strong sales led to record figures as operating income rose 4.0% year on year to 13,624 million yen, ordinary income rose 2.9% to 13,684 million yen and net income rose 2.7% to 8,184 million yen.

The sales summary by reportable segment is as follows.

(Millions of yen)

		Net sales (Sales to customers)			
		Fiscal year ended Mar. 31, 2011	Fiscal year ended Mar. 31, 2012	Year onYear change (Amount)	Year onYear change (%)
Reportable segment	Japan	83,994	85,387	1,392	1.7
	America	6,077	5,574	(503)	(8.3)
	Europe	4,015	3,914	(101)	(2.5)
	Asia	20,121	24,014	3,892	19.3
	Subtotal	114,209	118,890	4,680	4.1
Others		1,262	1,402	139	11.1
Total		115,472	120,292	4,820	4.2

#### Japan

Sales to customers reached 85,387 million yen, a year-on-year rise amounting to 1.7%.

The outlook for healthcare market in Japan remained uncertain due to such factors as intensifying competition with the entry of cross-industry newcomers, ongoing deflation, and the yen's strong

appreciation. Moreover, the Great Earthquake led to the spread of consumer belt-tightening. In this situation, Rohto has undertaken to sell new products in response to changing consumer needs and aggressively strengthen marketing activities.

By product category, the new eyecare product “*Rohto Gold 40*”, and “*Rohto Zi*” (ultracooling eye drops benefiting from the hot summer and electricity cutting drive) performed well, while sales for hay fever products fell sharply due to a decreased pollen count.

In skin care, consumer purchasing behavior came to focus still more on cost effectiveness after the earthquake. The “*Hada-Labo*” series continued to perform well as the range profited from strong sales of the new all-in-one gel “*Gokujoyun Perfect Gel*”, “*Shirojoyun*”, and other products. The new scalp eczema product “*Mentholatum Mediquick H*” also fared well; and the male cosmetic *OXY* performed strongly thanks to the benefit of its ultra-refreshing quality in the hot summer of 2011.

Regarding internal medicines and food, the core “*Rohto Bofu-Tsusho-Sanjo*” product sold well following a relaunch but the “*Wakansen*” series saw an overall decline due to intensifying competition. However, the operation of Shizuoka No. 2 Plant of our subsidiary Meguro Kako Inc. contributed to a rise in sales.

Segment profits increased 0.4% year on year to 10,384 million yen due to strong sales.

## America

Sales to customers fell 8.3 % year on year to 5,574 million yen.

The harsh business environment continues, exacerbated by the yen’s appreciation, the stubbornly high jobless rate in the U.S., and stagnant consumption. The eye care category, focused on “*Rohto Cool*” eye drops, performed well, while in the skincare category, sales fell for the leading products *OXY* and “*Soft Lips*.”

Segment profits amounted to 550 million yen (up from 39 million in the previous fiscal year) due to effective use of the sales promotion and advertising budget.

## Europe

Sales to customers fell 2.5% year on year to 3,914 million yen.

In the skincare category, the anti-inflammatory analgesic “*Deep Heat*” series performed strongly in spite of the financial crisis affecting the whole of Europe. Due to the strong yen, however, sales declined after conversion from foreign currencies.

Segment profits fell 49.7% year on year to 164 million yen due to rise in cost of sales ratio.

## Asia

Sales to customers rose 19.3% year on year to 24,014 million yen.

Skincare products such as “*Hada-Labo*”, “*Mentholatum Men*” cosmetics, and “*Sunplay*” sunscreen, which are being aggressively marketed in Asia (especially China), performed well and contributed to the rise in sales. For the “*Hada-Labo*” series, especially, sales rose sharply despite the impact of the strong yen due to aggressive introduction of new products and full-scale marketing in the ASEAN nations.

Segment profits rose 6.0% year on year to 2,302 million yen due to aggressive sales promotion of mainly “*Hada-Labo*” and “*Mentholatum Men*” products.

## Others

In "Others", excluded from reportable segments, sales to customers increased 11.1% year on year to 1,402 million yen.

Segment profits rose 33.1% year on year to 84 million yen.

Reference: Sales by product and service segment

Sales by product and service segment are as follows.

(Millions of yen)

	Net sales			
	Fiscal year ended Mar. 31, 2011	Fiscal year ended Mar. 31, 2012	Year onYear change (Amount)	Year onYear change (%)
Eye care	26,404	25,308	(1,096)	(4.2)
Skincare	68,265	73,777	5,512	8.1
Internal medicines and food	15,988	16,512	523	3.3
Others	4,814	4,694	(120)	(2.5)
Total	115,472	120,292	4,820	4.2

### Outlook for the fiscal year ending March 31, 2013

(Millions of yen)

	Net sales	Operating income	Ordinary income	Net income
<b>Fiscal year ending Mar. 31, 2013</b>	124,000	14,000	14,200	8,500
Fiscal year ended Mar. 31, 2012	120,292	13,624	13,684	8,184
Year onYear change (%)	3.1	2.8	3.8	3.9

Net sales, operating income, ordinary income, and net income all performed strongly in the current fiscal year, reaching record levels amid a harsh environment. In the current economic climate, however, the recovery of Japan's consumer spending lacks strength, and business confidence remains unpredictable.

Under such conditions, the Rohto Group will adapt to the changes in the business environment, aiming to expand business further and improve earnings by creating new products and brands that respond appropriately to changing customer needs. At the same time it will rise to the challenge of diverse innovations, including alliances with a wide range of companies.

In Japan segment, we anticipate that sales will expand, accompanied by newly operated the Shizuoka No. 2 Plant in Meguro Kako, but we are assuming that severe environment will be continued due to the impact of growing competition and a cooling consumer mindset. We will focus on beauty products while undertaking to improve our existing brands. In Overseas, we anticipate rising sales in Asia led by China.

In the next fiscal year we anticipate that net sales will rise 3.1% year on year to 124 billion yen, operating income 2.8% to 14 billion yen, ordinary income 3.8% to 14.2 billion yen, and net income 3.9% to 8.5 billion yen. Furthermore, we expect net sales to rise for 20th consecutive fiscal year, and to set a new profit record.

These forecasts are based on an exchange rate of 80 yen to the US dollar.



**(2) Analysis of Financial Position****Balance sheet and cash flow position**

## Balance sheet position

Total assets at the end of the current fiscal year rose 9,535 million yen from the end of the previous fiscal year to 136,008 million yen. This was mainly due to the factors that include rises of 3,200 million yen in property, plant and equipment, 2,038 million yen in notes and accounts receivable-trade, 1,274 million yen in cash and deposits and 1,000 million yen in other under current assets.

Total liabilities rose 3,819 million yen from the end of the previous fiscal year to 52,380 million yen. This was due to such factors as rises of 1,904 million yen in short-term loans payable, 1,404 million yen in notes and accounts payable-trade, 1,143 million yen in accrued expenses set against a fall of 831 million yen in accrued income taxes.

Net assets rose 5,715 million yen from the end of the previous fiscal year to 83,627 million yen, due to such factors as falls of 272 million yen in adjustments to foreign subsidiaries' pension liabilities, 179 million yen in translation adjustments and 165 million yen in valuation difference on available-for-sale securities set against a rise of 6,302 million yen in retained earnings.

## Cash flow position

(Millions of yen)

Item	Fiscal year ended Mar. 31, 2011	Fiscal year ended Mar. 31, 2012	Year on Year change (Amount)
Cash and cash equivalents at beginning of year	13,272	14,005	732
Cash flows from operating activities	12,924	10,391	(2,533)
Cash flows from investing activities	(8,587)	(9,605)	(1,018)
Cash flows from financing activities	(3,301)	800	4,102
Effect of exchange rate changes on cash and cash equivalents	(303)	(210)	93
Increase (decrease) in cash and cash equivalents	732	1,375	642
Cash and cash equivalents at end of period	14,005	15,381	1,375

During the current fiscal year, there was a net increase of 1,375 million yen in cash and cash equivalents to 15,381 million yen.

## Operating activities

Net cash provided by operating activities fell 2,533 million yen year on year to 10,391 million yen. This was mainly attributable to income before income taxes and minority interests of 14,088 million yen, up from 13,430 million yen in the previous fiscal year, as well as an increase of 1,799 million yen in inventories, up from 1,481 million yen and income taxes paid of 6,314 million yen, up from 4,835 million yen.

## Investing activities

Net cash used in investing activities rose 1,018 million yen year on year to 9,605 million yen. This was mainly attributable to a year-on-year rise in purchases of investment securities from 292 million yen to 1,049 million yen, a fall in proceeds from sales of investment securities from 1,162 million yen to 833 million yen, and a fall in purchases of property, plant and equipment from 8,462 million yen to 8,276 million yen.

## Financing activities

Net cash provided by financing activities amounted to 800 million yen, compared with 3,301 million yen used a year earlier. This was because the proceeds from long-term loans payable exceeded repayments by 2,231 million yen while proceeds were 2,020 million yen less than repayments in the previous fiscal year.

**Trends in cash flow indicators**

Item	74th Fiscal year ended Mar. 31, 2010	75th Fiscal year ended Mar. 31, 2011	76th Fiscal year ended Mar. 31, 2012
Shareholders' equity ratio (%)	60.5	60.9	60.9
Shareholders' equity ratio based on market price (%)	100.0	82.8	89.3
Interest-bearing debt to cash flow ratio	0.6	0.5	0.7
Interest coverage ratio	51.4	50.0	74.1

\* Shareholders' equity ratio = Shareholders' equity / Total assets

Shareholders' equity ratio based on market price = Market capitalization / Total assets

Interest-bearing debt to cash flow ratio = Interest-bearing debt / Operating cash flows (before interests and income taxes paid)

Interest coverage ratio = Operating cash flows (before interests and income taxes paid) / Interest payments

1. All indices are calculated based on consolidated figures.

2. Market capitalization: Closing stock price on the balance sheet date x number of shares outstanding (net of treasury stock shares) on the balance sheet date

3. Operating cash flows (before interests and income taxes paid) are calculated using the figures for cash flows from operating activities (before interests and income taxes paid) in the consolidated statements of cash flows.

Interest-bearing debt includes all liabilities on the consolidated balance sheets that incur interest. Interest payments are calculated using the figures for interest expenses paid in the consolidated statements of cash flows.

**(3) Basic Policy of Profit Distribution and Dividends for the Current and Next Fiscal Years**

Constantly and consistently returning to shareholders the profits earned through business activities is one of our highest priorities. The fundamental policy is to pay a dividend based on operating results. Retained earnings will be used effectively for the development of new products, the investments in manufacturing equipment, and others to respond to changes in the operating environment. We believe that these investments will contribute to future earnings, thereby enabling the Company to pay a large and stable dividend to shareholders.

We plan to distribute a year-end dividend of 8 yen per share for the current fiscal year. Added to the interim dividend of 8 yen, which has been already distributed, this will bring the annual dividend to a total of 16 yen per share.

For the next fiscal year, we plan to pay 8 yen per share as interim and year-end dividends to bring the annual total to 16 yen per share.

## 2. Corporate Group

The Rohto Group comprises ROHTO Pharmaceutical Co., Ltd. (“the Company”), 32 subsidiaries and 7 affiliates. These companies are engaged primarily in the manufacture and sale of eye care products (including eye drops and eyewash preparations), skincare products (including dermal medicines, lip balm, sunscreen, and functional cosmetics), internal medicines and food products (including gastrointestinal medicines, traditional Chinese herbal medicines, and supplements), and other products (including in-vitro test kits) in the health and beauty care domains.

The positioning and segmentation of the Rohto Group companies is as follows:

**Japan:** Rohto manufactures and sells eye care products, skincare products, internal, and food products, and other products and services. Medicare Systems Co., Ltd. (\*3.) mainly sells internal and food products. Meguro Kako Inc. mainly manufactures by contract and sells internal and foodstuff products and services.

**America:** The Mentholatum Company Inc. mainly manufactures and sells skincare products and services.

**Europe:** The Mentholatum Company Limited mainly manufactures and sells skincare products and services.

**Asia:** The Mentholatum (Asia Pacific) Ltd., Mentholatum (China) Pharmaceutical Co., Ltd., and other local subsidiaries mainly manufacture and sell eye care and skincare products and services.

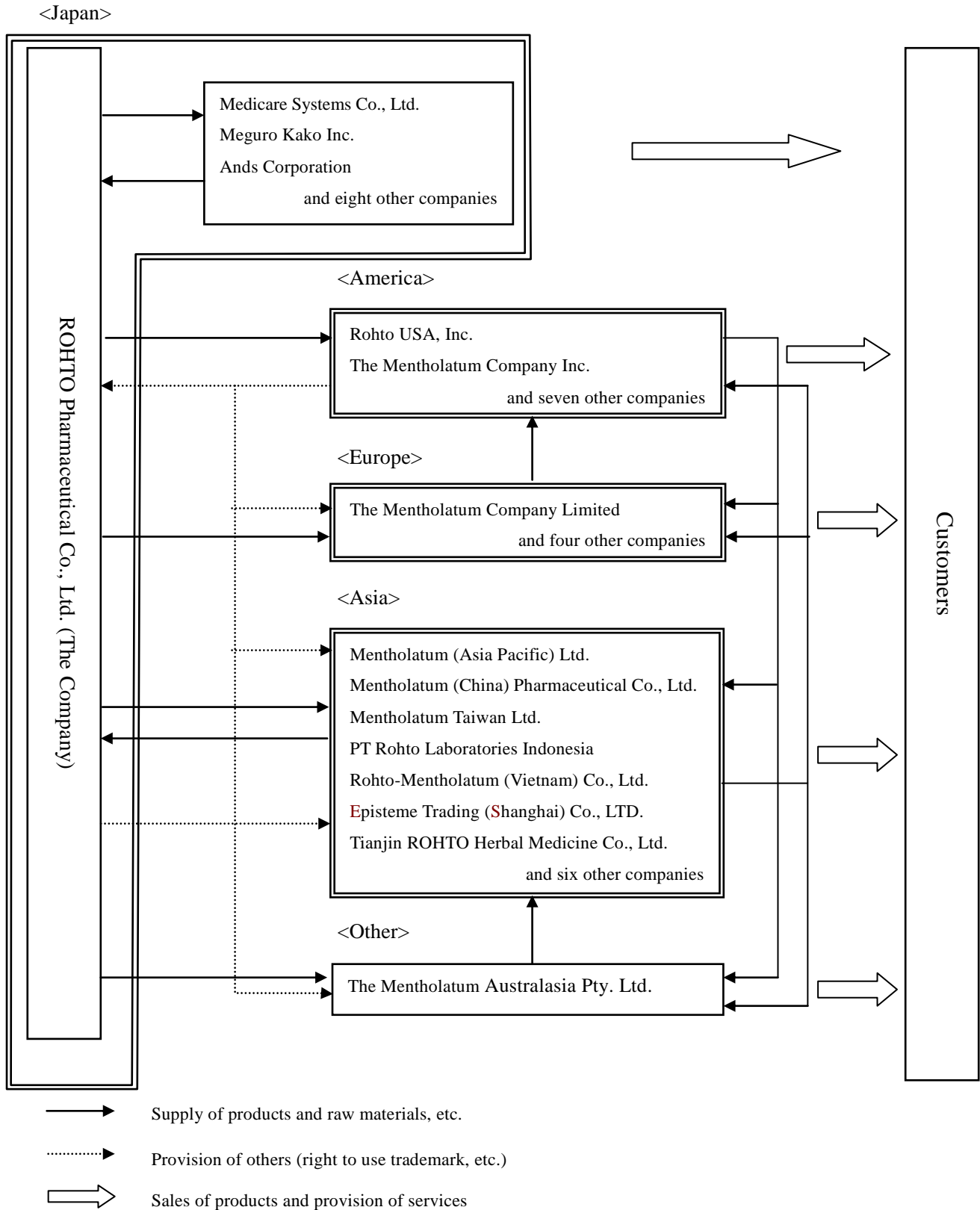
	Number of subsidiaries and affiliates	Major subsidiaries and affiliates
Japan	The Company Consolidated subsidiaries: 5 Non-consolidated subsidiary not accounted for under the equity method: 4 Equity-method affiliate: 1 Affiliates not accounted for under the equity method: 1	Manufacture/sale Meguro Kako Inc. *1 Ands Corporation *2  Sale Medicare Systems Co., Ltd. *1, *3
North America	Consolidated subsidiaries: 5 Equity-method affiliate: 1 Affiliates not accounted for under the equity method: 3	Manufacture/sale The Mentholatum Company Inc. *1  Investment management Rohto USA, Inc. *1
Europe	Consolidated subsidiaries: 5	Manufacture/sale The Mentholatum Company Limited *1
Asia	Consolidated subsidiaries: 9 Non-consolidated subsidiary accounted for under the equity method: 1 Non-consolidated subsidiaries not accounted for under the equity method: 2 Affiliates not accounted for under the equity method: 1	Manufacture/sale Mentholatum (China) Pharmaceutical Co., Ltd *1 Rohto-Mentholatum (Vietnam) Co., Ltd. *1 PT Rohto Laboratories Indonesia *1 Tianjin ROHTO Herbal Medicine Co., Ltd. *1  Sale Mentholatum (Asia Pacific) Ltd. *1 Mentholatum Taiwan Ltd. *1 Episteme Trading (Shanghai) Co., LTD. *1
Other	Consolidated subsidiary: 1	Manufacture/sale Mentholatum Australasia Pty. Ltd. *1

\*1. Consolidated subsidiaries

\*2. Equity-method affiliates

\*3. Medicare Systems Co., Ltd. will be dissolved as of June 30, 2012 following the resolution approved at the Board of Directors' meeting on April 26, 2012.

Business structures of Rohto is shown below.



### **3. Management Policies**

#### **(1) Basic Management Policy**

The Rohto Group aims to help individuals age gracefully in accordance with its corporate slogan that pledges to bring “Happy Surprises.” Since the establishment of Rohto, we have focused on creating a broad range of healthcare products, including eye drops, gastrointestinal medicine, and dermal medication, and developing new markets with the spirit of persistence and taking on new challenges. Even in times of upheaval we will remain committed to the spirit of this slogan as we aim to become a constant source of surprise and happiness for customers and society at large.

At the same time, the Rohto Group is dedicated to earning the trust and meeting the expectations of shareholders, customers, business partners, employees, society and all other stakeholders while operating in a manner that promotes mutual prosperity with others.

#### **(2) Target Performance Indicators**

Our primary goals are maximizing shareholder value and enhancing the satisfaction of all stakeholders. In the healthcare market, our objective is to establish brands that are either number one or among the leaders in their respective categories. In addition, management places priority on earnings indicators, particularly the operating margin, return on equity and ordinary income on total assets.

#### **(3) Medium- and Long-term Business Strategy and Challenges**

People are growing more health-conscious as the population ages, and are looking beyond the functions of medication to focus on staying youthful and leading long, healthy lives. Accordingly, the healthcare market is growing increasingly important. Meanwhile consumer spending remains sluggish in the harsh economic environment, and consumers are tightening their belts in the wake of the Great Earthquake.

In response, we are seeking “innovative items” that consumers demand, beyond the pharmaceuticals category. We are targeting the broad “health and beauty” field. By developing value-added products and creating brands that meet new needs, we aim to establish brands that rank either first or among the leaders in their respective markets.

To adapt to the significant changes now taking place in the operating environment, we believe that superiority in product development and technologies is vital in order to earn the trust of customers and become more competitive. Rohto Research Village Kyoto is the R&D base for these activities. The facility strengthens the technological foundation for healthcare operations. This research village is also the center for actions involving antiaging and the disease prevention; collaboration with venture capital-backed companies that have promising technologies; and joint research projects with partners in Japan and overseas. We are determined to rapidly build a broad-based research infrastructure that covers the entire health and beauty domain.

Moreover, Rohto is accelerating global development to deliver our products not just within Japan but to the rest of the world as well. In particular, we will push forward with integrated operations in Asia to accelerate business expansion in China, Vietnam, and the rest of the Asian region including in Japan. We will exploit the advantages developed from an early stage in the Asian region to achieve further growth. We will also develop our operational group synergy in America and Europe.

We are also fulfill our social responsibilities, in addition to the development of business activities.

Last year, we established a new division, post-disaster reconstruction support office, to provide help over the mid- to long-term. In order to carry out the “next-generation support” activities that comprise our CSR theme, we are supporting orphaned children in earthquake in the aspect of their lives and academics for long-term period.

Looking ahead, the Rohto Group will retain its commitment as a pharmaceutical manufacturer to supplying products that are safe and have outstanding quality. At the same time, we will seek to enter new business fields in order to earn the trust of customers and meet a diverse range of needs. All group companies will devote ceaseless effort to the goal of achieving more growth in the scale of operations as well as in sales and earnings.

**(4) Other Important Management Matters**

No reportable information.

#### 4. Consolidated Financial Statements

##### (1) Consolidated Balance Sheets

(Millions of yen)

	FY3/11 (As of Mar. 31, 2011)	FY3/12 (As of Mar. 31, 2012)
Assets		
Current assets		
Cash and deposits	14,106	15,381
Notes and accounts receivable-trade	29,859	31,898
Marketable securities	5	-
Merchandise and finished goods	10,133	10,913
Work in process	926	1,161
Raw materials and supplies	5,277	5,931
Deferred tax assets	3,383	3,539
Other	1,548	2,549
Allowance for doubtful accounts	(137)	(94)
Total current assets	65,102	71,280
Fixed assets		
Property, plant and equipment		
Buildings and structures, net	32,998	36,199
Accumulated depreciation	(15,968)	(17,176)
Buildings and structures, net	17,029	19,022
Machinery, equipment and vehicles, net	31,318	35,860
Accumulated depreciation	(24,523)	(26,518)
Machinery, equipment and vehicles, net	6,795	9,342
Equipment	8,730	8,946
Accumulated depreciation	(7,360)	(7,758)
Equipment, net	1,370	1,187
Land	9,770	10,217
Construction in progress	4,406	2,782
Other	66	95
Accumulated depreciation	(11)	(20)
Other, net	54	75
Total property, plant and equipment	39,427	42,628
Intangible fixed assets		
Goodwill	1,150	958
Other	1,342	1,315
Total intangible fixed assets	2,492	2,273
Investments and other assets		
Investment securities	15,345	14,945
Deferred tax assets	2,350	2,452
Other	1,826	2,556
Allowance for doubtful accounts	(72)	(128)
Total investments and other assets	19,449	19,826
Total fixed assets	61,370	64,727
Total assets	126,472	136,008



(Millions of yen)

	FY3/11 (As of Mar. 31, 2011)	FY3/12 (As of Mar. 31, 2012)
<b>Liabilities</b>		
<b>Current liabilities</b>		
Notes and accounts payable-trade	9,121	10,525
Short-term loans payable	3,199	5,103
Accrued expenses	14,886	16,029
Accrued income taxes	3,587	2,755
Accrued consumption tax	322	294
Deferred tax liabilities	-	252
Reserve for bonuses	1,885	1,861
Reserve for directors' bonuses	24	30
Reserve for returned goods unsold	831	700
Reserve for rebates of sales	2,437	2,651
Other	5,448	4,731
<b>Total current liabilities</b>	<b>41,743</b>	<b>44,935</b>
<b>Non-current liabilities</b>		
Long-term loans payable	2,716	3,335
Deferred tax liabilities	2,317	1,917
Reserve for retirement benefits	1,411	1,843
Reserve for directors' retirement benefits	101	69
Other	270	279
<b>Total non-current liabilities</b>	<b>6,817</b>	<b>7,445</b>
<b>Total liabilities</b>	<b>48,561</b>	<b>52,380</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Capital stock	6,398	6,405
Capital surplus	5,517	5,524
Retained earnings	67,511	73,814
Treasury stock	(268)	(270)
<b>Total shareholders' equity</b>	<b>79,159</b>	<b>85,475</b>
<b>Accumulated other comprehensive income</b>		
Valuation difference on available-for-sale securities	3,179	3,013
Translation adjustments	(4,953)	(5,133)
Adjustments to foreign subsidiaries' pension liabilities	(309)	(581)
<b>Total accumulated other comprehensive income</b>	<b>(2,083)</b>	<b>(2,701)</b>
<b>Stock acquisition rights</b>	<b>593</b>	<b>579</b>
<b>Minority interests</b>	<b>241</b>	<b>273</b>
<b>Total net assets</b>	<b>77,911</b>	<b>83,627</b>
<b>Total liabilities and net assets</b>	<b>126,472</b>	<b>136,008</b>

**(2) Consolidated Statements of Income and Consolidated Statements of Comprehensive Income****Consolidated Statements of Income**

(Millions of yen)

	FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)	FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)
Net sales	115,472	120,292
Cost of sales	47,323	49,928
Gross profit	68,149	70,363
Provision of reserve for returned goods unsold	210	-
Reversal of reserve for returned goods unsold	-	131
Gross profit -net	67,938	70,495
Selling, general and administrative expenses		
Promotion expenses	13,837	14,680
Advertising expenses	17,331	18,228
Salaries and bonuses	6,868	7,039
Provision of reserve for bonuses	888	866
Provision of reserve for directors' bonuses	24	30
Retirement benefit expenses	482	428
Provision of reserve for directors' retirement benefits	14	11
Depreciation and amortization	796	781
Amortization of goodwill	204	246
R&D expenses	3,697	3,717
Other	10,686	10,842
Total selling, general and administrative expenses	54,832	56,871
Operating income	13,105	13,624
Non-operating income		
Interest income	61	96
Dividend income	401	378
Equity in earnings of affiliates	115	-
Other	143	163
Total non-operating income	721	638
Non-operating expenses		
Interest expenses	353	223
Foreign exchange losses	-	142
Equity in losses of affiliates	-	56
Other	180	157
Total non-operating expenses	534	578
Ordinary income	13,293	13,684
Extraordinary income		
Gain on sales of investment securities	700	202
Patent royalty revenue	-	281
Reversal of allowance for doubtful accounts	2	-
Total extraordinary income	702	484

(Millions of yen)

	FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)	FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)
Extraordinary losses		
Loss on sales of non-current assets	129	-
Loss on sales of investment securities	56	-
Loss on valuation of investment securities	337	-
Loss on valuation of stocks of subsidiaries and affiliates	11	45
Provision of allowance for doubtful account for subsidiaries and affiliates	-	35
Loss on adjustment for changes of accounting standard for asset retirement obligations	30	-
Total extraordinary losses	566	80
Income before income taxes and minority interests	13,430	14,088
Current income taxes	5,934	5,667
Deferred income taxes	(440)	276
Total income taxes	5,493	5,944
Income before minority interests	7,936	8,144
Minority interests in loss	(29)	(39)
Net income	7,966	8,184

**Consolidated Statements of Comprehensive Income**

(Millions of yen)

	FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)	FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)
Income before minority interests	7,936	8,144
Other comprehensive income		
Valuation difference on available-for-sale securities	(1,519)	(167)
Translation adjustments	(788)	(209)
Adjustments to foreign subsidiaries' pension liabilities	58	(272)
Share of other comprehensive income of associates accounted for using equity method	0	2
Total other comprehensive income	(2,248)	(646)
Comprehensive income	5,688	7,497
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	5,705	7,566
Comprehensive income attributable to minority interests	(17)	(68)

**(3) Consolidated Statements of Change in Shareholders' Equity**

(Millions of yen)

	FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)	FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)
<b>Shareholders' equity</b>		
<b>Capital stock</b>		
Balance at the beginning of current period	6,398	6,398
Changes of items during the period		
Issuance of new shares	-	7
Total changes of items during the period	-	7
Balance at the end of current period	6,398	6,405
<b>Capital surplus</b>		
Balance at the beginning of current period	5,517	5,517
Changes of items during the period		
Issuance of new shares	-	6
Disposal of treasury stock	0	-
Total changes of items during the period	0	6
Balance at the end of current period	5,517	5,524
<b>Retained earnings</b>		
Balance at the beginning of current period	60,822	67,511
Transfer to adjustments to foreign subsidiaries' pension liabilities	368	-
Changes of items during the period		
Dividends from surplus	(1,646)	(1,881)
Net income	7,966	8,184
Total changes of items during the period	6,320	6,302
Balance at the end of current period	67,511	73,814
<b>Treasury stock</b>		
Balance at the beginning of current period	(261)	(268)
Changes of items during the period		
Purchase of treasury stock	(7)	(1)
Disposal of treasury stock	0	-
Total changes of items during the period	(7)	(1)
Balance at the end of current period	(268)	(270)
<b>Total shareholders' equity</b>		
Balance at the beginning of current period	72,478	79,159
Transfer to adjustments to foreign subsidiaries' pension liabilities	368	-
Changes of items during the period		
Issuance of new shares	-	14
Dividends from surplus	(1,646)	(1,881)
Net income	7,966	8,184
Purchase of treasury stock	(7)	(1)
Disposal of treasury stock	0	-
Total changes of items during the period	6,312	6,315
Balance at the end of current period	79,159	85,475

(Millions of yen)

	FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)	FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities		
Balance at the beginning of current period	4,698	3,179
Changes of items during the period		
Net changes of items other than shareholders' equity	(1,519)	(165)
Total changes of items during the period	(1,519)	(165)
Balance at the end of current period	3,179	3,013
Translation adjustments		
Balance at the beginning of current period	(4,153)	(4,953)
Changes of items during the period		
Net changes of items other than shareholders' equity	(800)	(179)
Total changes of items during the period	(800)	(179)
Balance at the end of current period	(4,953)	(5,133)
Adjustments to foreign subsidiaries' pension liabilities		
Balance at the beginning of current period	-	(309)
Transfer to adjustments to foreign subsidiaries' pension liabilities	(368)	-
Changes of items during the period		
Net changes of items other than shareholders' equity	58	(272)
Total changes of items during the period	58	(272)
Balance at the end of current period	(309)	(581)
Total accumulated other comprehensive income		
Balance at the beginning of current period	545	(2,083)
Transfer to adjustments to foreign subsidiaries' pension liabilities	(368)	-
Changes of items during the period		
Net changes of items other than shareholders' equity	(2,260)	(617)
Total changes of items during the period	(2,260)	(617)
Balance at the end of current period	(2,083)	(2,701)
Stock acquisition rights		
Balance at the beginning of current period	593	593
Changes of items during the period		
Net changes of items other than shareholders' equity	-	(13)
Total changes of items during the period	-	(13)
Balance at the end of current period	593	579
Minority interests		
Balance at the beginning of current period	55	241
Changes of items during the period		
Net changes of items other than shareholders' equity	186	32
Total changes of items during the period	186	32
Balance at the end of current period	241	273

(Millions of yen)

	FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)	FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)
Total net assets		
Balance at the beginning of current period	73,672	77,911
Transfer to adjustments to foreign subsidiaries' pension liabilities	-	-
Changes of items during the period		
Issuance of new shares	-	14
Dividends from surplus	(1,646)	(1,881)
Net income	7,966	8,184
Purchase of treasury stock	(7)	(1)
Disposal of treasury stock	0	-
Net changes of items other than shareholders' equity	(2,074)	(599)
Total changes of items during the period	4,238	5,715
Balance at the end of current period	77,911	83,627

**(4) Consolidated Statements of Cash Flows**

(Millions of yen)

	FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)	FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)
Cash flows from operating activities		
Income before income taxes and minority interests	13,430	14,088
Depreciation and amortization	4,257	4,890
Amortization of goodwill	204	246
Increase (decrease) in allowance for doubtful accounts	9	(20)
Increase (decrease) in reserve for bonuses	155	(21)
Increase (decrease) in reserve for directors' bonuses	(5)	5
Increase (decrease) in reserve for retirement benefits	(243)	436
Increase (decrease) in reserve for returned goods unsold	210	(131)
Increase (decrease) in reserve for rebates of sales	649	214
Provision of allowance for doubtful account for subsidiaries and affiliates	-	35
Loss (gain) on sales of investment securities	(643)	(202)
Loss (gain) on valuation of investment securities	337	1
Loss (gain) on sales of property, plant and equipment	129	-
Loss on valuation of stocks of subsidiaries and affiliates	11	45
Interest and dividend income	(463)	(474)
Interest expenses	353	223
Equity in (earnings) losses of affiliates	(115)	56
Decrease (increase) in notes and accounts receivable-trade	(1,854)	(1,968)
Decrease (increase) in inventories	(1,481)	(1,799)
Increase (decrease) in notes and accounts payable-trade	442	1,378
Other	2,312	(506)
Subtotal	17,697	16,494
Interest and dividends income received	424	438
Interest expenses paid	(362)	(228)
Income tax paid	(4,835)	(6,314)
Net cash provided by operating activities	12,924	10,391
Cash flows from investing activities		
Purchase of property, plant and equipment	(8,462)	(8,276)
Purchase of intangible fixed assets	(322)	(406)
Purchase of investment securities	(292)	(1,049)
Proceeds from sales of investment securities	1,162	833
Net decrease (increase) in short-term loans receivable	(449)	(390)
Other	(222)	(316)
Net cash used in investing activities	(8,587)	(9,605)
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	188	376
Proceeds from long-term loans payable	249	3,354
Repayment of long-term loans payable	(2,269)	(1,122)
Cash dividends paid	(1,646)	(1,881)
Other	176	74
Net cash used in financing activities	(3,301)	800
Effect of exchange rate changes on cash and cash equivalents	(303)	(210)
Increase (decrease) in cash and cash equivalents	732	1,375
Cash and cash equivalents at the beginning of period	13,272	14,005
Cash and cash equivalents at the end of period	14,005	15,381



**(5) Going Concern Assumption**

No reportable information.

**(6) Significant Accounting Policies in the Preparation of Consolidated Financial Statements**

## 1. Scope of consolidation

## (1) Number of consolidated subsidiaries: 25

Name of major consolidated subsidiaries:

Rohto USA, Inc., The Mentholatum Company Inc., The Mentholatum Company Limited, Mentholatum (Asia Pacific) Ltd., Mentholatum (China) Pharmaceutical Co., Ltd, Mentholatum Taiwan Ltd., PT Rohto Laboratories Indonesia, Rohto-Mentholatum (Vietnam) Co., Ltd., Medicare Systems Co., Ltd., Meguro Kako Inc., Episteme Trading (Shanghai) Co., LTD., Tianjin ROHTO Herbal Medicine Co., Ltd.

In the current fiscal year, Rohto-Mentholatum Do Brasil Ltda is included in the consolidation as its establishment.

Following the resolution made at the Board of Directors meeting on April 26, 2012, Medicare Systems Co., Ltd. is scheduled to be dissolved on June 30, 2012.

## (2) Major non-consolidated subsidiaries

PT Rohto Farma Indonesia and Rohto Pharma (India) Pvt. Ltd.

Reason for exclusion

These subsidiaries are not included in the scope of consolidation since each of them is a small-scale business whose total assets, net sales, net income/loss (equity in earnings) and retained earnings (equity in earnings) have no significant effect on the overall results of consolidated financial statements.

## 2. Application of the equity method

## (1) Number of non-consolidated subsidiaries accounted for under the equity method: 1

Major company: PT Rohto Farma Indonesia

## (2) Number of equity-method affiliates: 2

Major company: Ands Corporation

(3) The non-consolidated subsidiaries (Rohto Pharma (India) Pvt. Ltd., etc.) and affiliates (Nagai (Vietnam) Co., Ltd., etc.) are not accounted for under the equity method since they have a very minor effect on net income/loss (equity in earnings) and retained earnings (equity in earnings), and are relatively insignificant in the context of the consolidated financial statements.

(4) Some equity-method subsidiaries and affiliates end their fiscal years on a date that differs from the end of the fiscal year for the consolidated financial statements, and financial statements for the fiscal years of these companies are used to prepare the consolidated financial statements.

**(7) Change in Significant Accounting Policies in the Preparation of Consolidated Financial Statements****Additional Information**

Application of Accounting Standard for Accounting Changes and Error Corrections

The Company applies “Accounting Standard for Accounting Changes and Error Corrections” (Accounting Standards Board of Japan (ASBJ) Statement No. 24, December 4, 2009)” and “Guidance on Accounting Standard for Accounting Changes and Error Corrections” (ASBJ Guidance No. 24, December 4, 2009) for accounting revisions and corrections of errors in prior fiscal years from the beginning of the current fiscal year.

### Revisions to deferred tax assets and liabilities due to change in the effective tax rate

Following the promulgation on December 2, 2011 of the “Act for Partial Revision of the Income Tax Act, etc. for the Purpose of Creating Taxation System Responding to Changes in Economic and Social Structures” (Act No. 114 of 2011) and the “Act on Special Measures for Securing Financial Resources Necessary to Implement Measures for Reconstruction following the Great East Japan Earthquake” (Act No. 117 of 2011), beginning on or after April 1, 2012, the effective tax rate for the calculation of deferred tax assets and deferred tax liabilities will be lowered from 40.6% to 38.0% for collection or payment to be scheduled from April 1, 2012 to March 31, 2015, and to 35.6% from April 1, 2015.

The effect of this change was to increase deferred tax assets by 122 million yen, deferred income taxes for the current consolidated fiscal year by 112 million yen, and valuation difference on available-for-sale securities by 234 million yen.

## **(8) Notes to Consolidated Financial Statements**

### **Segment and Other Information**

#### **Segment Information**

##### 1. Overview of reportable segments

Segments used for financial reporting are the Company’s constituent units for which separate financial information is available and for which the Board of Directors performs periodic studies for the purposes of determining the allocation of resources and evaluating performance.

The Company undertakes production and sales activities mainly in the health and beauty care categories. Within Japan, these operations are mainly handled by the Company. Overseas, operations are mainly handled by The Mentholatum Company, Inc. in North America, The Mentholatum Company Limited. in Europe, and The Mentholatum (Asia Pacific) Ltd. and Mentholatum (China) Pharmaceutical Co., Ltd. in Asia, together with overseas affiliates. These affiliates each operate as autonomous business units, formulating comprehensive strategies in each region and developing business activities for the products and services they undertake.

Accordingly, the Company comprises the four regional reportable segments of Japan, America, Europe, and Asia based on our production and sales structure. Each segment produces and sells eye care (including eye drops and eyewash preparations), skincare (including dermal medicines, lip balm, sunscreens, and functional cosmetics, etc.), internal medicines and food (including gastrointestinal medicines, traditional Chinese herbal medicines and supplements), and other products and services, such as in-vitro test kits.

##### 2. Calculation methods for net sales, profits/losses, assets, liabilities, and other items for each reportable segment

The accounting treatment methods for reportable segments are generally the same as those listed in “Significant Accounting Policies in the Preparation of Consolidated Financial Statements” presented in the Group’s annual securities report (Yuka Shoken Hokokusho.)

Profits for reportable segments are generally operating income figures. Inter-segment sales and transfers are determined based on market prices.

## 3. Information related to net sales, profit/loss, assets, liabilities, and other items for each reportable segment

FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)

(Millions of yen)

	Reportable segment					Others (Note 2)	Total	Adjustment (Note 3)	Amounts shown on consolidated financial statements (Note 4)
	Japan	America	Europe	Asia	Subtotal				
Net sales									
(1) Sales to customers	83,994	6,077	4,015	20,121	114,209	1,262	115,472	-	115,472
(2) Inter-segment sales and transfers	1,352	477	-	1,072	2,902	-	2,902	(2,902)	-
Total	85,347	6,554	4,015	21,194	117,112	1,262	118,375	(2,902)	115,472
Segment profit	10,338	39	326	2,171	12,875	63	12,939	166	13,105
Segment assets	111,092	9,138	3,213	21,222	144,667	887	145,555	(19,082)	126,472
Segment liabilities	34,879	4,172	1,387	8,696	49,135	264	49,400	(839)	48,561
Other items									
Depreciation	3,464	206	81	348	4,100	17	4,117	-	4,117
Amortization of goodwill	191	12	-	-	204	-	204	-	204
Increase in property, plant and equipment and intangible fixed assets	6,973	86	57	1,545	8,663	8	8,671	-	8,671

Notes: 1. "America" includes the business activities of overseas entities in the U.S. and Canada; "Europe" those in the U.K. and South Africa; and Asia those in China, Taiwan, and Vietnam.

2. "Others" is business that is excluded in reportable segments, and includes the business activities of an entity in Australia.

3. (1) "Adjustment" (166 million yen) to segment profit indicates elimination for intersegment transactions.

(2) "Adjustment" to segment assets" (-19,082 million yen) and liabilities (-839 million yen) indicates elimination for intersegment transactions.

4. Segment profit is adjusted to be consistent with operating income shown on the consolidated statements of income.

FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)

(Millions of yen)

	Reportable segment					Others (Note 2)	Total	Adjustment (Note 3)	Amounts shown on consolidated financial statements (Note 4)
	Japan	America	Europe	Asia	Subtotal				
Net sales									
(1) Sales to customers	85,387	5,574	3,914	24,014	118,890	1,402	120,292	-	120,292
(2) Inter-segment sales and transfers	1,433	1,183	2	1,523	4,142	17	4,159	(4,159)	-
Total	86,820	6,757	3,916	25,537	123,033	1,419	124,452	(4,159)	120,292
Segment profit	10,384	550	164	2,302	13,402	84	13,486	137	13,624
Segment assets	117,333	9,052	3,017	26,587	155,990	979	156,970	(20,961)	136,008
Segment liabilities	36,528	4,075	1,183	11,377	53,165	285	53,450	(1,069)	52,380
Other items									
Depreciation	4,019	193	95	421	4,729	15	4,744	-	4,744
Amortization of goodwill	191	54	-	-	246	-	246	-	246
Increase in property, plant and equipment and intangible fixed assets	6,351	237	29	1,776	8,395	17	8,412	-	8,412

Notes: 1. "America" includes the business activities of overseas entities in the U.S. and Canada; "Europe" those in the U.K. and South Africa; and "Asia" those in China, Taiwan, and Vietnam.

2. "Others" is businesses that is excluded in reportable segments, and includes the business activities of entities in Australia.

3. (1) "Adjustment" (137 million yen) to segment profit indicates elimination for intersegment transactions.

(2) "Adjustment" to segment assets (-20,961 million yen) and liabilities (-1,069 million yen) indicates elimination for intersegment transactions.

4. Segment profit is adjusted to be consistent with operating income shown on the consolidated statements of income.

## Related information

FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)

### 1. Products and services information:

(Millions of yen)

	Eye care products	Skincare products	Internal medicines and food	Others	Total
Sales to customers	26,404	68,265	15,988	4,814	115,472

### 2. Geographical areas information

#### (1) Net sales

(Millions of yen)

Japan	China	Others	Total
83,854	11,945	19,672	115,472

Notes: Classification of net sales is based on the location of the client.

#### (2) Property, plant and equipment

(Millions of yen)

Japan	Others	Total
32,700	6,727	39,427

## 3. Major customers information

(Millions of yen)

Name	Net sales	Segment
OHKI Co., Ltd.	27,401	Japan
Paltac Corporation	15,643	Japan

FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)

## 1. Products and services information:

(Millions of yen)

	Eye care products	Skincare products	Internal medicines and food	Others	Total
Sales to customers	25,308	73,777	16,512	4,694	120,292

## 2. Geographical areas information

## (1) Net sales

(Millions of yen)

Japan	China	Other	Total
85,337	14,662	20,292	120,292

Notes: Classification of net sales is based on the locations of the clients.

## (2) Property, plant and equipment

(Millions of yen)

Japan	Other	Total
34,834	7,793	42,628

## 3. Major customers information

(Millions of yen)

Name	Net sales	Segment
OHKI Co., Ltd.	29,086	Japan
Alfresa Healthcare Corporation	15,175	Japan
Paltac Corporation	14,418	Japan

Information related to impairment losses on fixed assets for each reportable segment

FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)

No reportable information.

FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)

No reportable information.

## Information related to goodwill amortization and the unamortized balance by reportable segment

FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)

(Millions of yen)

	Reportable segment					Others	Elimination or corporate	Total
	Japan	America	Europe	Asia	Subtotal			
Amortization Expense	191	12	-	-	204	-	-	204
Unamortized Balance	1,150	-	-	-	1,150	-	-	1,150

FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)

(Millions of yen)

	Reportable segment					Others	Elimination or corporate	Total
	Japan	America	Europe	Asia	Subtotal			
Amortization Expense	191	54	-	-	246	-	-	246
Unamortized Balance	958	-	-	-	958	-	-	958

## Information related to negative goodwill profits by reportable segment

FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)

No reportable information.

FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)

No reportable information.

**Per-share Information**

(Yen)

Item	FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)	FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)
Net assets per share	655.53	703.93
Net income per share	67.75	69.60
Diluted net income per share	67.46	69.31

Notes: Basis for calculation

## 1. Net assets per share

(Millions of yen)

Item	FY3/11 (As of Mar. 31, 2011)	FY3/12 (As of Mar. 31, 2012)
Total net assets on the balance sheets	77,911	83,627
Net assets available to common stock	77,076	82,773
Breakdown of differences		
Stock acquisition rights	593	579
Minority interests	241	273
Number of common stock shares outstanding (thousand shares)	117,907	117,919
Number of shares of treasury common stock (thousand shares)	329	330
Number of common stock shares used in calculation of net assets per share (thousand shares)	117,578	117,588

## 2. Net income per share and diluted net income per share

(Millions of yen)

Item	FY3/11 (Apr. 1, 2010 – Mar. 31, 2011)	FY3/12 (Apr. 1, 2011 – Mar. 31, 2012)
Net income per share		
Net income	7,966	8,184
Amount not available to common stock shareholders	-	-
Net income applicable to common stock	7,966	8,184
Average number of common stock shares outstanding during the period (thousand shares)	117,582	117,585
Diluted net income per share		
Adjusted to net income	-	-
Increase in the number of common stock shares (thousand shares)	511	499
[of which stock acquisition rights (thousand shares)]	[ 511]	[ 499]
Summary of diluted shares not included in the calculation of “diluted net income per share” since there was no dilutive effect.	—	—

**Material Subsequent Events**

No reportable information.

\* 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.*