



ロート製薬株式会社

# ROHTO Pharmaceutical Co., Ltd.



# FACT BOOK 2011

2011年3月期  
For the year ended March 31, 2011

## 目次 / Contents

|    |  |
|----|--|
| 01 | 目次 / 会社概要 / セグメント紹介<br>Contents Corporate Data Segments  |
| 02 | 経営成績（連結）<br>Results of Operations (Consolidated)   |
| 03 | 主要財務指標（連結）<br>Mainly Financial Indicators (Consolidated)   |
| 04 | 事業セグメント別売上高（連結）<br>Net Sales by Business Segments (Consolidated)   |
| 05 | 報告セグメント別売上高（連結）<br>Net Sales by Reportable Segments (Consolidated)   |
| 06 | 主な費用・支出（連結）<br>Expenses (Consolidated)   |
| 07 | 財政状態／キャッシュ・フローの状態（連結）<br>Financial Position (Consolidated)   |
| 08 | 1株当たり情報（連結・単体）<br>Per Share Information  |
| 09 | 連結貸借対照表<br>Consolidated Balance Sheets   |
| 10 | 連結貸借対照表<br>Consolidated Balance Sheets   |
| 11 | 要約連結損益計算書<br>Consolidated Statements of Income<br><br>連結包括利益計算書<br>Consolidated Statements of Comprehensive Income |
| 12 | 連結キャッシュ・フロー計算書<br>Consolidated Statements of Cash Flows  |
| 13 | 要約財務諸表<br>Non-Consolidated Financial Statements  |
| 14 | 株式の状況<br>Stock information   |

## 会社概要 / Corporate Data

(2011年3月31日現在 / as of March 31, 2011)

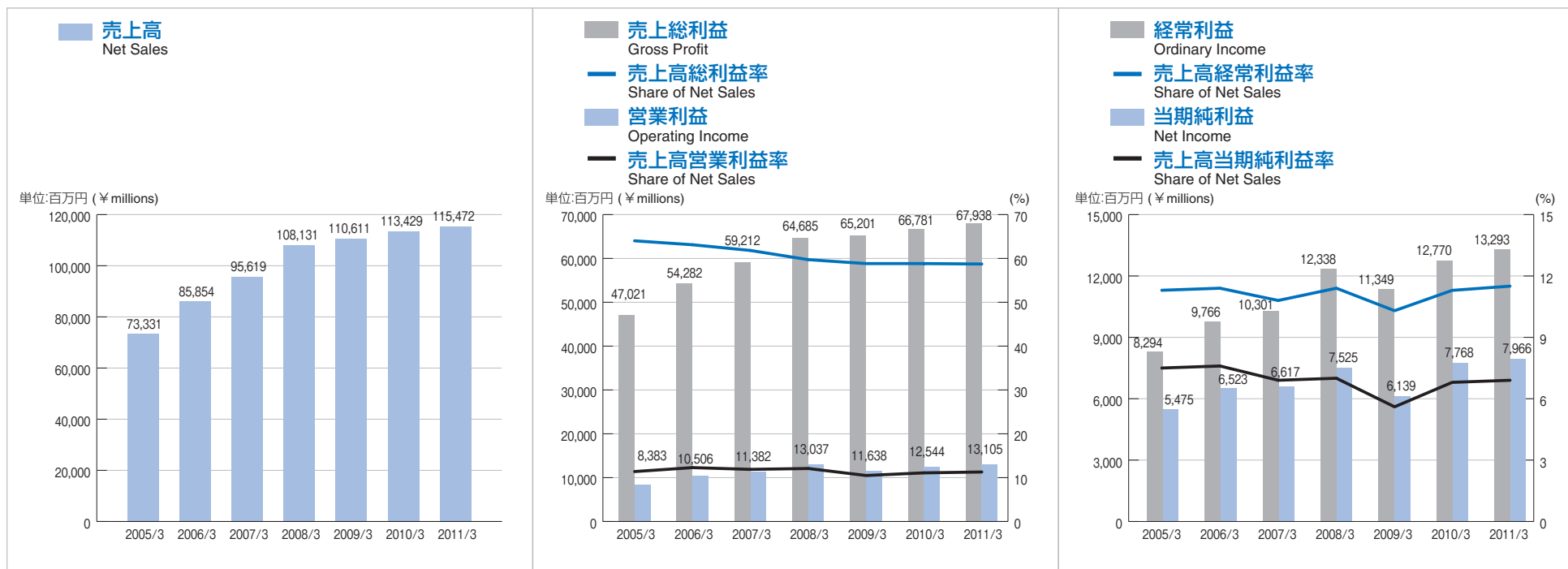
|                             |  |
|-----------------------------|--|
| 社名<br>NAME                  | ロート製薬株式会社<br>ROHTO Pharmaceutical Co., Ltd.  |
| 創業<br>Originated            | 1899年（明治32年）2月22日<br>February 22, 1899   |
| 設立<br>Established           | 1949年（昭和24年）9月15日<br>September 15, 1949  |
| 資本金<br>Paid-in-capital      | 6,398,856,115円<br>¥6,398,856,115   |
| 従業員数<br>Number of Employees | 1,482名（単体）、5,201名（連結）<br>1,482 (Non-Consolidated), 5,201 (Consolidated)              |
| 主な事業内容<br>Business line     | 医薬品等の製造販売<br>Production, processing and sales of medicines, and other business       |
| 事業所<br>Headquarter          | 本社 〒544-8666 大阪市生野区巽西一丁目8番1号<br>1-8-1 Tatsumi-nishi, Ikuno-ku, Osaka 544-8666, Japan |

## セグメント紹介 / Segments

|                              |  |
|------------------------------|--|
| アイケア関連<br>Eye care products  | 目薬、洗眼薬、コンタクトレンズ関連品など<br>Eye drops, eyewash preparations, contact lens products, etc.             |
| スキンケア関連<br>Skincare products | 外用薬、リップクリーム、日焼け止め、機能性化粧品など<br>Dermal medicines, lip balm, sunscreens, functional cosmetics, etc. |
| 内服関連<br>Internal Medicines   | 胃腸薬、総合感冒薬、サプリメントなど<br>Gastrointestinal medicines, cold remedies, supplements, etc.               |
| その他<br>Others                | 体外検査薬、花粉症関連品など<br>In-vitro test kits, hay fever products, etc.                                   |

## 経営成績 (連結) / Results of Operations (Consolidated)

|                  |  | 2005/3 | 2006/3 | 2007/3 | 2008/3  | 2009/3  | 2010/3  | 2011/3  |
|------------------|--|--------|--------|--------|---------|---------|---------|---------|
| 売上高 (百万円)        | Net Sales ( ¥ millions)                                    | 73,331 | 85,854 | 95,619 | 108,131 | 110,611 | 113,429 | 115,472 |
| 前期比増減 (%)        | Change (%)   | 8.8    | 17.1   | 11.4   | 13.1    | 2.3     | 2.5     | 1.8     |
| 売上総利益 (百万円)      | Gross Profit ( ¥ millions)                                 | 47,021 | 54,282 | 59,212 | 64,685  | 65,201  | 66,781  | 67,938  |
| 売上高総利益率 (%)      | Share of Net Sales (%)                                     | 64.1   | 63.2   | 61.9   | 59.8    | 59.0    | 58.9    | 58.8    |
| 販売費及び一般管理費 (百万円) | Selling, General and Administrative Expenses ( ¥ millions) | 38,527 | 43,730 | 47,788 | 51,647  | 53,563  | 54,236  | 54,832  |
| 売上高販管費率 (%)      | Share of Net Sales (%)                                     | 52.6   | 50.9   | 50.0   | 47.7    | 48.4    | 47.8    | 47.5    |
| 営業利益 (百万円)       | Operating Income ( ¥ millions)                             | 8,383  | 10,506 | 11,382 | 13,037  | 11,638  | 12,544  | 13,105  |
| 売上高営業利益率 (%)     | Share of Net Sales (%)                                     | 11.4   | 12.3   | 11.9   | 12.1    | 10.5    | 11.1    | 11.3    |
| 経常利益 (百万円)       | Ordinary Income ( ¥ millions)                              | 8,294  | 9,766  | 10,301 | 12,338  | 11,349  | 12,770  | 13,293  |
| 売上高経常利益率 (%)     | Share of Net Sales (%)                                     | 11.3   | 11.4   | 10.8   | 11.4    | 10.3    | 11.3    | 11.5    |
| 当期純利益 (百万円)      | Net Income ( ¥ millions)                                   | 5,475  | 6,523  | 6,617  | 7,525   | 6,139   | 7,768   | 7,966   |
| 売上高当期純利益率 (%)    | Share of Net Sales (%)                                     | 7.5    | 7.6    | 6.9    | 7.0     | 5.6     | 6.8     | 6.9     |



主要財務指標 (連結) / Mainly Financial Indicators (Consolidated)

|                      |                                   | 2005/3                          | 2006/3 | 2007/3 | 2008/3 | 2009/3 | 2010/3 | 2011/3 |
|----------------------|-----------------------------------|---------------------------------|--------|--------|--------|--------|--------|--------|
| <b>&lt;収益性指標&gt;</b> |                                   | <b>Profitability indicators</b> |        |        |        |        |        |        |
| ROA: 総資本経常利益率 (%)    | Return on Assets (%)              | 9.3                             | 9.3    | 8.7    | 10.1   | 9.8    | 11.0   | 10.8   |
| ROE: 自己資本当期純利益率 (%)  | Return on Equity (%)              | 11.9                            | 11.8   | 10.0   | 10.8   | 9.0    | 11.1   | 10.6   |
| <b>&lt;効率性指標&gt;</b> |                                   | <b>Efficiency indicators</b>    |        |        |        |        |        |        |
| 総資産回転率 (回)           | Total Asset Turnover (Times)      | 0.82                            | 0.82   | 0.80   | 0.88   | 0.95   | 0.97   | 0.93   |
| 売上債権回転率 (回)          | Trade Receivable Turnover (Times) | 3.98                            | 3.94   | 3.89   | 4.01   | 3.98   | 4.05   | 3.98   |
| たな卸資産回転率 (回)         | Inventory Turnover (Times)        | 7.40                            | 7.49   | 7.94   | 8.86   | 8.25   | 7.66   | 7.30   |
| <b>&lt;安全性指標&gt;</b> |                                   | <b>Stability indicators</b>     |        |        |        |        |        |        |
| 流動比率 (%)             | Current Ratio (%)                 | 145.8                           | 137.9  | 129.3  | 142.2  | 146.6  | 162.6  | 156.0  |
| 自己資本比率 (%)           | Owners' Equity Ratio (%)          | 49.4                            | 55.6   | 55.7   | 57.7   | 59.3   | 60.5   | 60.9   |
| インタレスト・カバレッジ・レシオ (倍) | Interest Coverage Ratio (Times)   | 42.4                            | 25.8   | 21.4   | 29.4   | 27.0   | 51.4   | 50.0   |
| デット・エクイティ・レシオ (倍)    | Debt-to-Equity Ratio (Times)      | 0.32                            | 0.27   | 0.26   | 0.19   | 0.13   | 0.11   | 0.08   |

(注) Notes

ROA: 総資本経常利益率 = 経常利益 ÷ 期首・期末平均総資産 × 100 (%)

ROE: 自己資本当期純利益率 = 当期純利益 ÷ 期首・期末平均自己資本 × 100 (%)

総資産回転率 = 売上高 ÷ 期首・期末平均総資産 (回)

売上債権回転率 = 売上高 ÷ 期首・期末平均売上債権 (回)

たな卸資産回転率 = 売上高 ÷ 期首・期末平均たな卸資産 (回)

流動比率 = 流動資産 ÷ 流動負債 × 100 (%)

自己資本比率 = 自己資本 ÷ 総資産 × 100 (%)

インタレスト・カバレッジ・レシオ = 営業キャッシュ・フロー (利息及び法人税等控除前) ÷ 利払い (倍)

デット・エクイティ・レシオ = (短期有利子負債 + 長期有利子負債) ÷ 純資産 (2005/3以前は株主資本) (倍)

Return on Assets = Ordinary Income / Total Assets (Yearly Average) × 100 (%)

Return on Equity = (Net Income / Average Total Owners' Equity) × 100 (%)

Total Asset Turnover = Net Sales / Average Total Assets (Times)

Trade Receivable Turnover = Net Sales / Average Trade Receivable (Times)

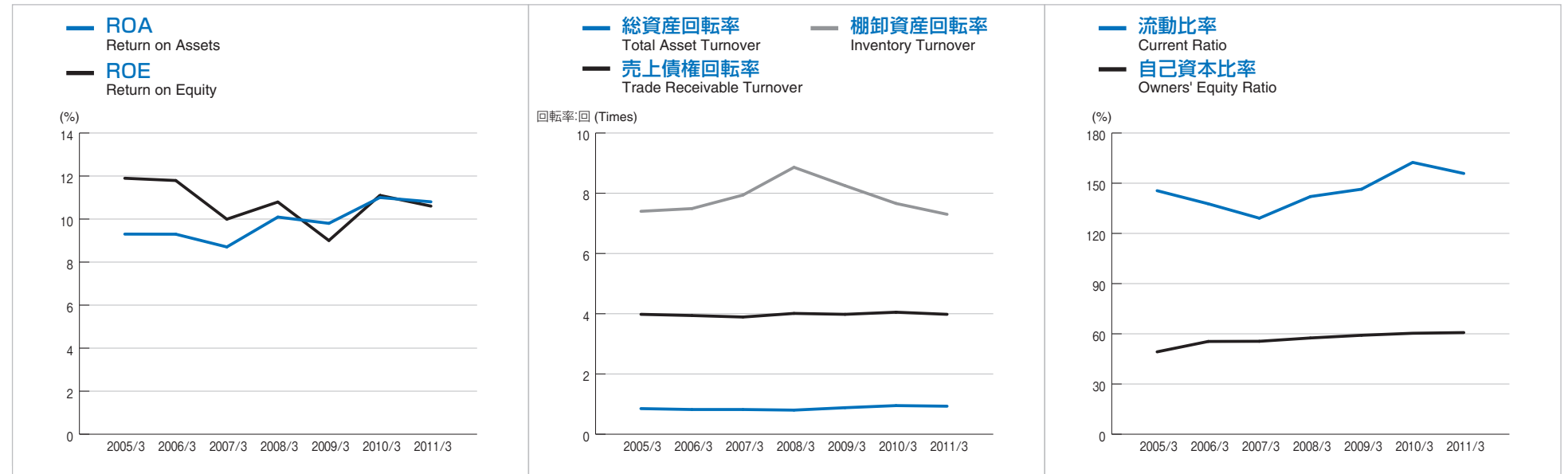
Inventory Turnover = Net Sales / Average Inventories (Times)

Current Ratio = (Current Assets / Current Liabilities) × 100 (%)

Owners' Equity Ratio = (Owners' Equity / Total Assets) × 100 (%)

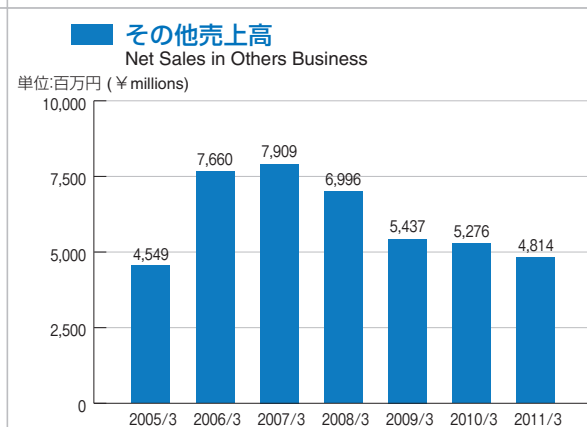
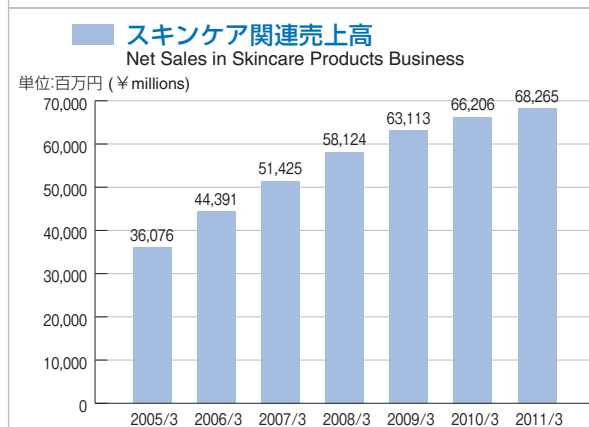
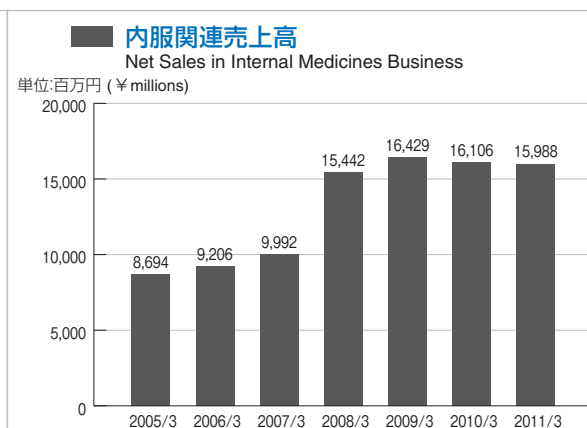
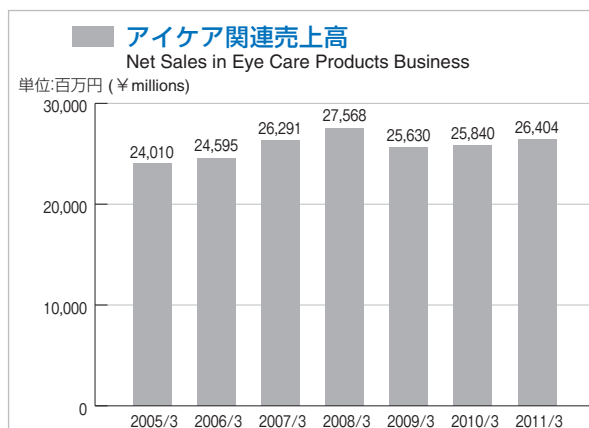
Interest Coverage Ratio = Operating Cash Flow (before interests and taxes paid) / Interest Expenses (Times)

Debt-to-Equity Ratio = (Short-Term Debt + Long-Term Debt) / Net Assets (Shareholders' Equity, until 2005/3)



## 事業セグメント別売上高 (連結) / Net Sales by Business Segments (Consolidated)

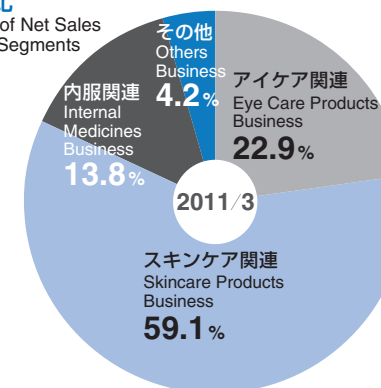
|                  |  | 2005/3 | 2006/3 | 2007/3 | 2008/3 | 2009/3 | 2010/3 | 2011/3 |
|------------------|--|--------|--------|--------|--------|--------|--------|--------|
| アイケア関連売上高 (百万円)  | Net Sales in Eye Care Products Business ( ¥ millions)  | 24,010 | 24,595 | 26,291 | 27,568 | 25,630 | 25,840 | 26,404 |
| スキンケア関連売上高 (百万円) | Net Sales in Skincare Products Business ( ¥ millions)  | 36,076 | 44,391 | 51,425 | 58,124 | 63,113 | 66,206 | 68,265 |
| 内服関連売上高 (百万円)    | Net Sales in Internal Medicines Business ( ¥ millions) | 8,694  | 9,206  | 9,992  | 15,442 | 16,429 | 16,106 | 15,988 |
| その他売上高 (百万円)     | Net Sales in Others Business ( ¥ millions)             | 4,549  | 7,660  | 7,909  | 6,996  | 5,437  | 5,276  | 4,814  |



- **アイケア関連売上高**  
Net Sales in Eye Care Products Business
- **スキンケア関連売上高**  
Net Sales in Skincare Products Business
- **内服関連売上高**  
Net Sales in Internal Medicines Business
- **その他売上高**  
Net Sales in Others Business

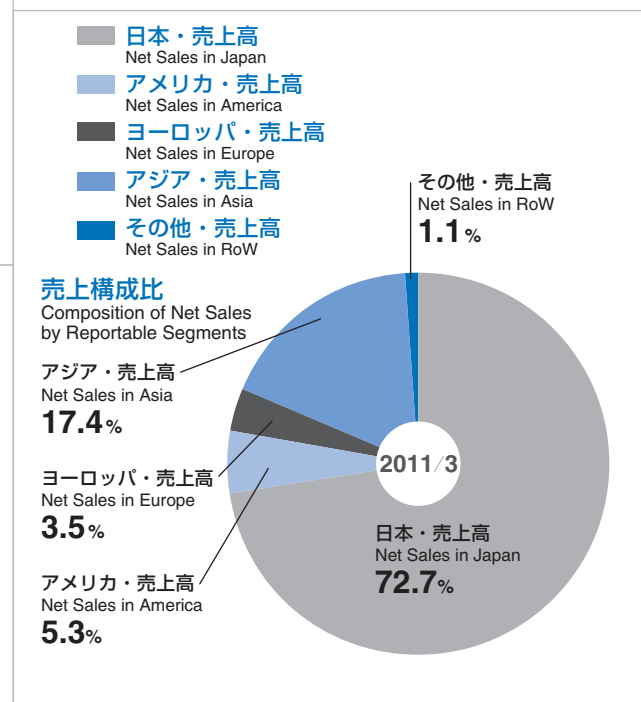
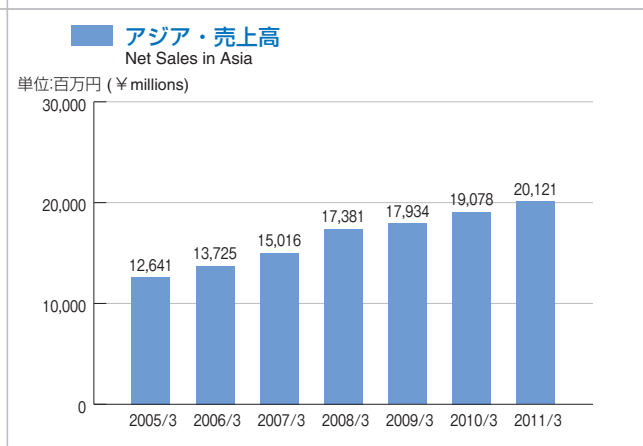
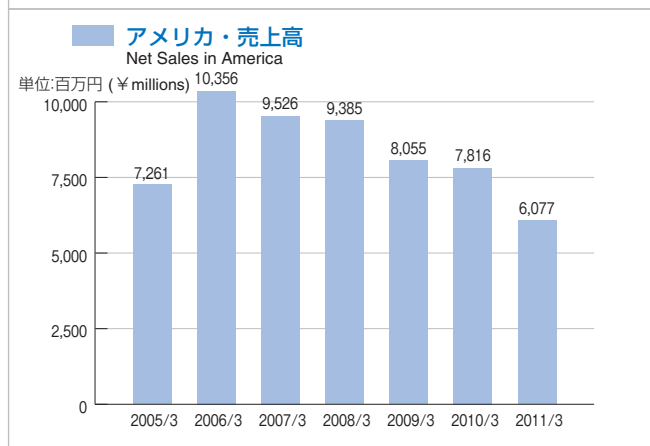
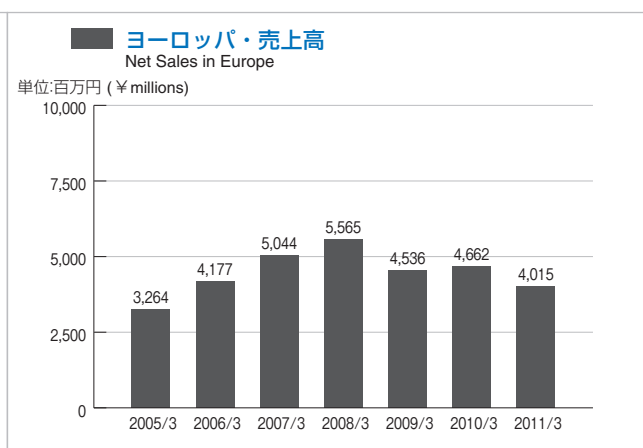
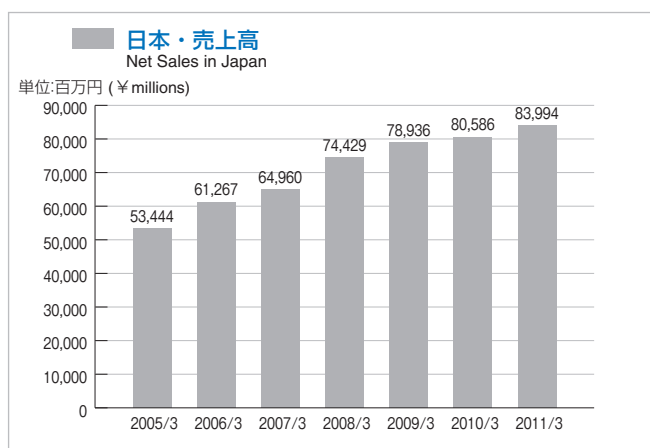
### 売上構成比

Composition of Net Sales by Business Segments



## 報告セグメント別売上高（連結） / Net Sales by Reportable Segments (Consolidated)

|         |                 | 2005/3                             | 2006/3 | 2007/3 | 2008/3 | 2009/3 | 2010/3 | 2011/3 |        |
|---------|-----------------|------------------------------------|--------|--------|--------|--------|--------|--------|--------|
| 報告セグメント | 日本・売上高 (百万円)    | Net Sales in Japan ( ¥ millions)   | 53,444 | 61,267 | 64,960 | 74,429 | 78,936 | 80,586 | 83,994 |
|         | アメリカ・売上高 (百万円)  | Net Sales in America ( ¥ millions) | 7,261  | 10,356 | 9,526  | 9,385  | 8,055  | 7,816  | 6,077  |
|         | ヨーロッパ・売上高 (百万円) | Net Sales in Europe ( ¥ millions)  | 3,264  | 4,177  | 5,044  | 5,565  | 4,536  | 4,662  | 4,015  |
|         | アジア・売上高 (百万円)   | Net Sales in Asia ( ¥ millions)    | 12,641 | 13,725 | 15,016 | 17,381 | 17,934 | 19,078 | 20,121 |
|         | その他・売上高 (百万円)   | Net Sales in RoW ( ¥ millions)     | 943    | 984    | 1,071  | 1,369  | 1,148  | 1,285  | 1,262  |

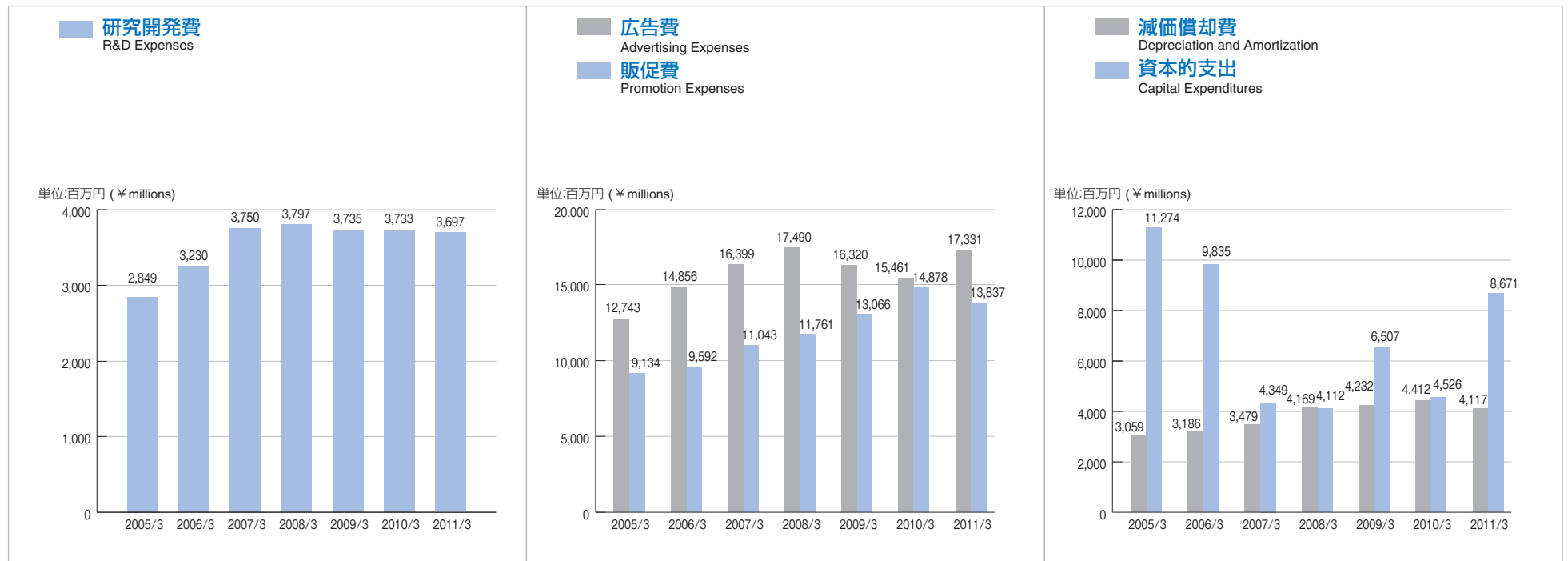


## 主な費用・支出 (連結) / Expenses (Consolidated)

|                |   | 2005/3 | 2006/3 | 2007/3 | 2008/3 | 2009/3 | 2010/3 | 2011/3 |
|----------------|---|--------|--------|--------|--------|--------|--------|--------|
| 研究開発費 (百万円)    | R&D Expenses ( ¥ millions)                  | 2,849  | 3,230  | 3,750  | 3,797  | 3,735  | 3,733  | 3,697  |
| 広告費 (百万円)      | Advertising Expenses ( ¥ millions)          | 12,743 | 14,856 | 16,399 | 17,490 | 16,320 | 15,461 | 17,331 |
| 販促費 (百万円)      | Promotion Expenses ( ¥ millions)            | 9,134  | 9,592  | 11,043 | 11,761 | 13,066 | 14,878 | 13,837 |
| 期末従業員数 (人)     | Employees (People)                          | 2,103  | 2,265  | 3,017  | 3,964  | 4,617  | 4,878  | 5,201  |
| 減価償却費 (百万円) ※  | Depreciation and Amortization ( ¥ millions) | 3,059  | 3,186  | 3,479  | 4,169  | 4,232  | 4,412  | 4,117  |
| 受取利息・配当金 (百万円) | Interest and Dividend Income ( ¥ millions)  | 260    | 335    | 369    | 454    | 421    | 350    | 463    |
| 支払利息 (百万円)     | Interest Expenses ( ¥ millions)             | 192    | 464    | 628    | 587    | 473    | 359    | 353    |
| 資本的支出 (百万円) ※  | Capital Expenditures ( ¥ millions)          | 11,274 | 9,835  | 4,349  | 4,112  | 6,507  | 4,526  | 8,671  |

※2009年3月期より、資本的支出は有形固定資産及び無形固定資産の合計額となりました。減価償却費もこれに準じます。

※From the fiscal year ending March 31, 2009, Capital Expenditures is sum of Property, Plant and Equipment and Intangible assets. Depreciation and Amortization is calculated in the same manner.

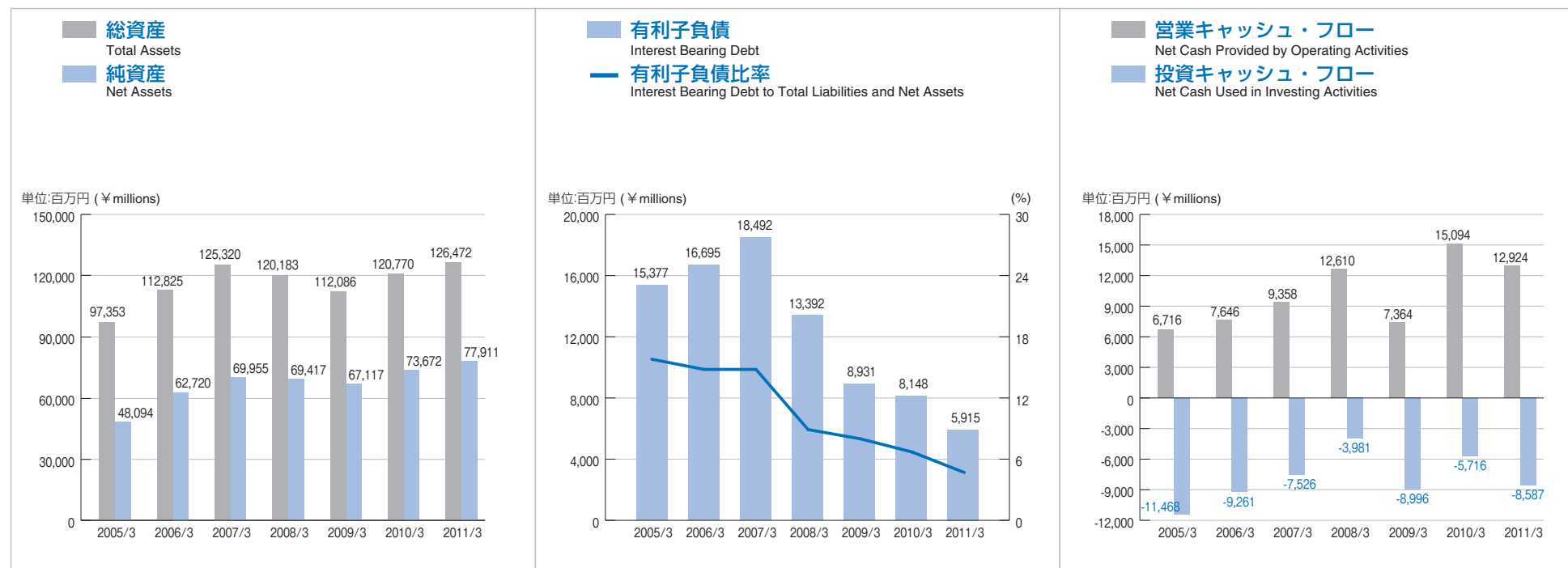


財政状態／キャッシュ・フローの状態 (連結) / Financial Position (Consolidated)

|                     |   | 2005/3   | 2006/3  | 2007/3  | 2008/3  | 2009/3  | 2010/3  | 2011/3  |
|---------------------|---|----------|---------|---------|---------|---------|---------|---------|
| 総資産 (百万円)           | Total Assets ( ¥ millions)                                    | 97,353   | 112,825 | 125,320 | 120,183 | 112,086 | 120,770 | 126,472 |
| 純資産 (百万円)           | Net Assets ( ¥ millions)                                      | 48,094   | 62,720  | 69,955  | 69,417  | 67,117  | 73,672  | 77,911  |
| 有利子負債 (百万円)         | Interest Bearing Debt ( ¥ millions)                           | 15,377   | 16,695  | 18,492  | 13,392  | 8,931   | 8,148   | 5,915   |
| 有利子負債比率 (%)         | Interest Bearing Debt to Total Liabilities and Net Assets (%) | 15.8     | 14.8    | 14.8    | 8.9     | 8.0     | 6.7     | 4.7     |
| 営業キャッシュ・フロー (百万円)   | Net Cash Provided by Operating Activities ( ¥ millions)       | 6,716    | 7,646   | 9,358   | 12,610  | 7,364   | 15,094  | 12,924  |
| 投資キャッシュ・フロー (百万円)   | Net Cash Used in Investing Activities ( ¥ millions)           | △ 11,468 | △ 9,261 | △ 7,526 | △ 3,981 | △ 8,996 | △ 5,716 | △ 8,587 |
| 財務キャッシュ・フロー (百万円)   | Net Cash Used in Financing Activities ( ¥ millions)           | 5,915    | △ 506   | △ 1,504 | △ 5,660 | △ 1,373 | △ 1,940 | △ 3,301 |
| 現金及び現金同等物期末残高 (百万円) | Cash and Cash Equivalents at End of Year ( ¥ millions)        | 8,416    | 6,657   | 7,108   | 9,709   | 6,051   | 13,272  | 14,005  |

(注) Notes

有利子負債比率 = (短期有利子負債 + 長期有利子負債) ÷ 総資産 × 100 (%) Interest Bearing Debt to Total Liabilities and Net Assets = (Short-Term Debt + Long-Term Debt) / Total Assets × 100 (%)





## 1株当たり情報 (連結・単体) / Per Share Information

|                |   | 2005/3 | 2006/3  | 2007/3  | 2008/3  | 2009/3  | 2010/3  | 2011/3  |
|----------------|---|--------|---------|---------|---------|---------|---------|---------|
| 1株当たり当期純利益 (円) | Net Income per Share ( ¥ )                          | 101.79 | 58.62   | 57.62   | 65.10   | 52.42   | 66.06   | 67.75   |
| 株価収益率 (倍)      | Price-Earnings Ratio (Times)                        | 12.8   | 22.0    | 23.4    | 19.2    | 17.0    | 15.5    | 13.2    |
| 1株当たり純資産 (円)   | Net Assets per Share ( ¥ )                          | 898.17 | 547.97  | 605.07  | 598.87  | 565.23  | 621.03  | 655.53  |
| 株価純資産倍率 (倍)    | Price-Book Value Ratio (Times)                      | 1.4    | 2.4     | 2.2     | 2.1     | 1.6     | 1.7     | 1.4     |
| 1株当たり配当 (円)    | Dividends per Share ( ¥ )                           | 17.5   | 15.0    | 11.0    | 12.0    | 13.0    | 14.0    | 15.0    |
| 配当性向 (%)       | Dividend Payout Ratio (%)                           | 17.2   | 17.1    | 19.1    | 25.3    | 24.8    | 21.2    | 22.1    |
| 期末発行済み株式数 (千株) | Number of Shares Issued and Outstanding (Thousands) | 53,725 | 114,595 | 115,712 | 115,835 | 117,610 | 117,907 | 117,907 |
| 期末株価 (円)       | Stock Price at Year-End ( ¥ )                       | 1,300  | 1,289   | 1,349   | 1,249   | 892     | 1,027   | 891     |

(注) Notes

1株当たり当期純利益 = 当期純利益 ÷ 期中平均株式数 (円)

株価収益率 = 期末株価 ÷ 1株当たり当期純利益 (倍)

1株当たり純資産 = 期末純資産 ÷ 期末発行済み株式数 (円)

株価純資産倍率 = 期末株価 ÷ 1株当たり純資産 (倍)

1株当たり配当 = 配当総額 ÷ 期中平均株式数 (円)

配当性向 = 1株当たり配当金額 ÷ 1株当たり当期純利益 × 100 (%)

Net Income per Share = Net Income / Average Total Number of Shares Issued and Outstanding ( ¥ )

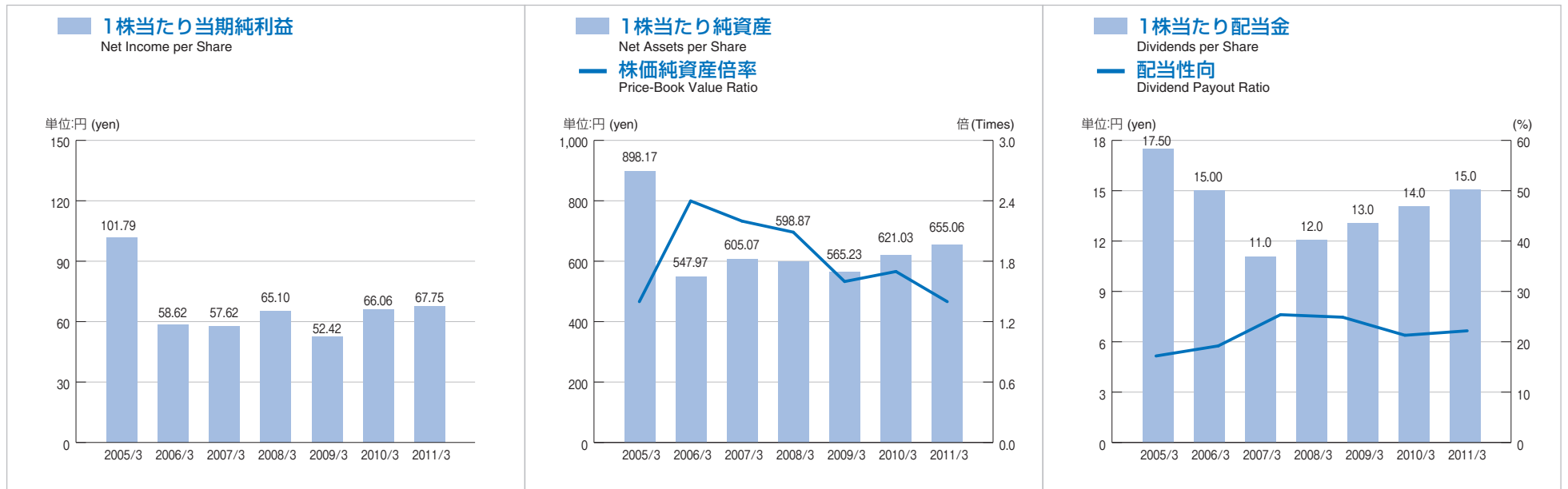
Price-Earnings Ratio = Stock Price at Year-End / Net Income per Share (Times)

Net Assets per Share = Net Assets / Total Number of Shares Issued and Outstanding ( ¥ )

Price-Book Value Ratio = Stock Price at Year-End / Net Assets per Share (Times)

Dividends per Share = Total Cash Dividends / Average Total Number of Shares Issued and Outstanding ( ¥ )

Dividend Payout Ratio = (Total Cash Dividends per Share / Net Income per Share) × 100 (%)



## 連結貸借対照表 / Consolidated Balance Sheets

(百万円 / millions of yen)

|                 |                                      | 2005/3 | 2006/3  | 2007/3  | 2008/3  | 2009/3  | 2010/3  | 2011/3  |
|-----------------|--------------------------------------|--------|---------|---------|---------|---------|---------|---------|
| <b>資産の部</b>     | <b>ASSETS</b>                        |        |         |         |         |         |         |         |
| <b>流動資産</b>     | <b>Current assets</b>                | 42,862 | 44,619  | 48,244  | 53,414  | 52,364  | 60,483  | 65,102  |
| 現金及び預金          | Cash and cash equivalents            | 6,815  | 6,657   | 7,108   | 9,809   | 6,151   | 13,373  | 14,106  |
| 受取手形及び売掛金       | Notes and accounts receivable-trade  | 20,506 | 23,023  | 26,187  | 27,707  | 27,891  | 28,111  | 29,859  |
| 有価証券            | Marketable securities                | 1,610  | —       | —       | 21      | —       | —       | 5       |
| たな卸資産           | Inventories                          | 10,761 | 12,160  | 11,926  | 12,475  | —       | —       | —       |
| 商品及び製品          | Merchandise and finished goods       | —      | —       | —       | —       | 8,704   | 9,374   | 10,133  |
| 仕掛品             | Work in process                      | —      | —       | —       | —       | 1,096   | 936     | 926     |
| 原材料及び貯蔵品        | Raw materials and supplies           | —      | —       | —       | —       | 4,545   | 4,974   | 5,277   |
| 繰延税金資産          | Deferred tax assets                  | 2,090  | 2,226   | 2,452   | 2,776   | 2,990   | 2,913   | 3,383   |
| その他             | Other                                | 1,446  | 1,016   | 852     | 881     | 1,187   | 921     | 1,548   |
| 貸倒引当金           | Allowance for doubtful accounts      | △ 367  | △ 464   | △ 284   | △ 257   | △ 202   | △ 122   | △ 137   |
| <b>固定資産</b>     | <b>Fixed Assets</b>                  | 54,490 | 68,205  | 77,076  | 66,769  | 59,721  | 60,286  | 61,370  |
| <b>有形固定資産</b>   | <b>Property, plant and equipment</b> | 24,822 | 29,788  | 34,457  | 33,908  | 35,649  | 35,269  | 39,427  |
| 建物及び構築物         | Buildings and structures             | 12,090 | 14,811  | 16,456  | 16,124  | 16,276  | 16,275  | 17,029  |
| 機械装置及び運搬具       | Machinery, equipment and vehicles    | 5,001  | 5,844   | 6,945   | 6,187   | 7,005   | 5,887   | 6,795   |
| 工具、器具及び備品       | Equipment                            | 1,061  | 1,408   | 1,771   | 1,599   | 1,435   | 1,393   | 1,370   |
| 土地              | Land                                 | 5,791  | 6,839   | 8,819   | 9,323   | 9,285   | 9,318   | 9,770   |
| 建設仮勘定           | Construction in progress             | 876    | 885     | 464     | 673     | 1,624   | 2,365   | 4,406   |
| その他             | Other                                | —      | —       | —       | —       | 20      | 28      | 54      |
| <b>無形固定資産</b>   | <b>Intangible fixed assets</b>       | 10,829 | 13,284  | 15,242  | 13,286  | 3,726   | 2,802   | 2,492   |
| 営業権             | Goodwill                             | 7,773  | 8,794   | —       | —       | —       | —       | —       |
| のれん             | Goodwill                             | —      | —       | 10,927  | 9,655   | 2,423   | 1,353   | 1,150   |
| 商標権             | Right of trademark                   | 2,040  | 2,866   | 2,953   | 2,287   | 341     | —       | —       |
| 連結調整勘定          | Consolidation goodwill               | 156    | 104     | —       | —       | —       | —       | —       |
| その他             | Other intangible fixed assets        | 859    | 1,518   | 1,361   | 1,344   | 960     | 1,449   | 1,342   |
| <b>投資その他の資産</b> | <b>Investments and other assets</b>  | 18,837 | 25,133  | 27,376  | 19,574  | 20,345  | 22,214  | 19,449  |
| 投資有価証券          | Investment securities                | 17,931 | 24,198  | 26,407  | 18,347  | 16,691  | 18,448  | 15,345  |
| 繰延税金資産          | Deferred tax assets                  | 8      | 10      | 14      | 9       | 2,247   | 2,373   | 2,350   |
| その他             | Other                                | 1,047  | 1,129   | 991     | 1,239   | 1,488   | 1,476   | 1,826   |
| 貸倒引当金           | Allowance for doubtful accounts      | △ 150  | △ 204   | △ 36    | △ 22    | △ 81    | △ 83    | △ 72    |
| <b>資産合計</b>     | <b>Total assets</b>                  | 97,353 | 112,825 | 125,320 | 120,183 | 112,086 | 120,770 | 126,472 |

## 連結貸借対照表 / Consolidated Balance Sheets

(百万円 / millions of yen)

|                |   | 2005/3 | 2006/3 | 2007/3  | 2008/3  | 2009/3  | 2010/3  | 2011/3  |
|----------------|---|--------|--------|---------|---------|---------|---------|---------|
| <b>負債の部</b>    | <b>LIABILITIES</b>                                    |        |        |         |         |         |         |         |
| <b>流動負債</b>    | <b>Current Liabilities</b>                            | 29,390 | 32,360 | 37,324  | 37,575  | 35,721  | 37,187  | 41,743  |
| 支払手形及び買掛金      | Notes and accounts payable-trade                      | 5,576  | 6,700  | 6,561   | 8,015   | 8,383   | 8,685   | 9,121   |
| 短期借入金          | Short-term loans payable                              | 3,305  | 4,432  | 8,096   | 2,922   | 4,252   | 3,527   | 3,199   |
| 未払費用           | Accrued expenses                                      | 8,419  | 9,204  | 10,692  | 12,526  | 11,416  | 12,571  | 14,886  |
| 未払法人税等         | Accrued income taxes                                  | 2,789  | 1,960  | 2,176   | 2,887   | 1,637   | 2,601   | 3,587   |
| 未払消費税等         | Accrued consumption tax                               | 266    | 33     | 428     | 236     | 199     | 292     | 322     |
| 預り金            | Deposits received                                     | 4,154  | 4,232  | 3,838   | 4,016   | 2,890   | —       | —       |
| 賞与引当金          | Reserve for bonuses                                   | 1,195  | 1,317  | 1,440   | 1,576   | 1,651   | 1,732   | 1,885   |
| 役員賞与引当金        | Reserve for directors' bonuses                        | —      | —      | 49      | 42      | 30      | 30      | 24      |
| 返品調整引当金        | Reserve for returned goods unsold                     | 600    | 645    | 687     | 611     | 622     | 620     | 831     |
| 売上割戻引当金        | Reserve for rebates of sales                          | 1,925  | 1,736  | 1,672   | 1,743   | 1,964   | 1,788   | 2,437   |
| その他            | Other   | 1,155  | 2,096  | 1,681   | 2,996   | 2,673   | 5,338   | 5,448   |
| <b>固定負債</b>    | <b>Non-current Liabilities</b>                        | 19,859 | 17,673 | 18,040  | 13,190  | 9,247   | 9,910   | 6,817   |
| 転換社債・長期借入金     | Convertible bond / Long-term loans payable            | 13,957 | 10,052 | 7,960   | 6,603   | 4,679   | 4,621   | 2,716   |
| 繰延税金負債         | Deferred tax liabilities                              | 3,342  | 5,773  | 6,975   | 4,342   | 2,735   | 3,309   | 2,317   |
| 退職給付引当金        | Reserve for retirement benefits                       | 1,814  | 921    | 2,215   | 1,355   | 1,528   | 1,703   | 1,411   |
| 役員退職慰労引当金      | Reserve for directors' retirement benefits            | 589    | 637    | 751     | 777     | 92      | 96      | 101     |
| その他            | Other   | 156    | 288    | 137     | 111     | 212     | 179     | 270     |
| <b>負債合計</b>    | <b>Total Liabilities</b>                              | 49,249 | 50,034 | 55,365  | 50,765  | 44,969  | 47,097  | 48,561  |
| <b>純資産の部</b>   | <b>NET ASSETS</b>                                     |        |        |         |         |         |         |         |
| <b>株主資本</b>    | <b>Owners' Equity</b>                                 | —      | —      | 59,806  | 66,283  | 66,377  | 72,478  | 79,159  |
| 資本金            | Capital stock   | —      | —      | 5,743   | 5,860   | 6,398   | 6,398   | 6,398   |
| 資本剰余金          | Capital surplus                                       | —      | —      | 4,862   | 4,980   | 5,517   | 5,517   | 5,517   |
| 利益剰余金          | Retained earnings                                     | —      | —      | 49,374  | 55,645  | 54,695  | 60,822  | 67,511  |
| 自己株式           | Treasury stock  | —      | —      | △ 173   | △ 203   | △ 234   | △ 261   | △ 268   |
| その他の包括利益累計額    | Accumulated other comprehensive income                | —      | —      | 10,057  | 3,086   | 99      | 545     | △ 2,083 |
| その他有価証券評価差額金   | Valuation difference on available-for-sale securities | —      | —      | 10,085  | 4,891   | 3,915   | 4,698   | 3,179   |
| 繰延ヘッジ損益        | Deferred gains or losses on hedges                    | —      | —      | 21      | △ 13    | △ 12    | —       | —       |
| 為替換算調整勘定       | Foreign currency translation adjustment               | —      | —      | △ 49    | △ 1,791 | △ 3,803 | △ 4,153 | △ 4,953 |
| 在外子会社の年金債務調整額  | Pension liability adjustment of foreign subsidiaries  | —      | —      | —       | —       | —       | —       | △ 309   |
| 新株予約権          | Subscription rights to shares                         | —      | —      | —       | —       | 593     | 593     | 593     |
| 少数株主持分         | Minority interests                                    | —      | —      | 92      | 47      | 46      | 55      | 241     |
| <b>純資産合計</b>   | <b>Total Net Assets</b>                               | —      | —      | 69,955  | 69,417  | 67,117  | 73,672  | 77,911  |
| <b>負債純資産合計</b> | <b>Total Liabilities and Net Assets</b>               | —      | —      | 125,320 | 120,183 | 112,086 | 120,770 | 126,472 |

(注1) 2007年3月期より「貸借対照表の純資産の部に関する会計基準」を適用しており、それ以前の数値を組み替えて表示しています。

Note 1: Beginning the year ended March 31, 2007, the Company has adopted the new accounting standard "Accounting Standard for Presentation of Net Assets in the Balance Sheet" and figures for the previous years are reclassified for presentation.

(注2) 2011年3月期より、従来の「評価・換算差額等」を「その他の包括利益累計額」に切り替えました。

Note 2: "Valuation and translation adjustments" is referred to as "Accumulated other comprehensive income" since the year ended March 31, 2011.

## 要約連結損益計算書 / Consolidated Statements of Income

|             |  | (百万円 / millions of yen) |        |        |         |         |         |         |
|-------------|--|-------------------------|--------|--------|---------|---------|---------|---------|
|             |  | 2005/3                  | 2006/3 | 2007/3 | 2008/3  | 2009/3  | 2010/3  | 2011/3  |
| 売上高         | Net sales                                    | 73,331                  | 85,854 | 95,619 | 108,131 | 110,611 | 113,429 | 115,472 |
| 売上原価        | Cost of sales                                | 26,420                  | 31,617 | 36,449 | 43,447  | 45,409  | 46,648  | 47,534  |
| 販売費及び一般管理費  | Selling, general and administrative expenses | 38,527                  | 43,730 | 47,788 | 51,647  | 53,563  | 54,236  | 54,832  |
| 営業利益        | Operating income                             | 8,383                   | 10,506 | 11,382 | 13,037  | 11,638  | 12,544  | 13,105  |
| 営業外収益       | Non-operating income                         | 549                     | 649    | 556    | 786     | 623     | 786     | 721     |
| 営業外費用       | Non-operating expenses                       | 638                     | 1,390  | 1,637  | 1,486   | 911     | 561     | 534     |
| 経常利益        | Ordinary income                              | 8,294                   | 9,766  | 10,301 | 12,338  | 11,349  | 12,770  | 13,293  |
| 特別利益        | Extraordinary income                         | 115                     | 227    | 854    | 1,284   | 53      | 59      | 702     |
| 特別損失        | Extraordinary loss                           | 132                     | 194    | 392    | 1,253   | 2,158   | 416     | 566     |
| 税金等調整前当期純利益 | Income before income taxes                   | 8,276                   | 9,799  | 10,764 | 12,368  | 9,244   | 12,412  | 13,430  |
| 法人税等        | Income taxes                                 | 2,801                   | 3,268  | 4,127  | 4,847   | 3,098   | 4,639   | 5,493   |
| 当期純利益       | Net income                                   | 5,475                   | 6,523  | 6,617  | 7,525   | 6,139   | 7,768   | 7,966   |

## 連結包括利益計算書 / Consolidated Statements of Comprehensive Income

|                  |   | (百万円 / millions of yen) |        |        |        |        |        |         |
|------------------|---|-------------------------|--------|--------|--------|--------|--------|---------|
|                  |   | 2005/3                  | 2006/3 | 2007/3 | 2008/3 | 2009/3 | 2010/3 | 2011/3  |
| 少数株主損益調整前当期純利益   | Income before minority interests  | —                       | —      | —      | —      | —      | —      | 7,936   |
| その他の包括利益         | Other comprehensive income  |                         |        |        |        |        |        |         |
| その他有価証券評価差額金     | Valuation difference on available-for-sale securities                               | —                       | —      | —      | —      | —      | —      | △ 1,519 |
| 為替換算調整勘定         | Foreign currency translation adjustment   | —                       | —      | —      | —      | —      | —      | △ 788   |
| 在外子会社の年金債務調整額    | Changes in pension liability adjustment of foreign subsidiaries                     | —                       | —      | —      | —      | —      | —      | 58      |
| 持分法適用会社に対する持分相当額 | Share of other comprehensive income of associates accounted for using equity method | —                       | —      | —      | —      | —      | —      | 0       |
| その他の包括利益合計       | Total other comprehensive income  | —                       | —      | —      | —      | —      | —      | △ 2,248 |
| 包括利益             | Comprehensive income  | —                       | —      | —      | —      | —      | —      | 5,688   |
| (内訳)             | Comprehensive income attributable to  |                         |        |        |        |        |        |         |
| 親会社株主に係る包括利益     | Comprehensive income attributable to owners of the parent                           | —                       | —      | —      | —      | —      | —      | 5,705   |
| 少数株主に係る包括利益      | Comprehensive income attributable to minority interests                             | —                       | —      | —      | —      | —      | —      | △ 17    |

連結キャッシュ・フロー計算書 / Consolidated Statements of Cash Flows

|                               |   | 2005/3   | 2006/3  | 2007/3  | 2008/3  | 2009/3  | (百万円 / millions of yen) |         |
|-------------------------------|---|----------|---------|---------|---------|---------|-------------------------|---------|
|                               |   |          |         |         |         |         | 2010/3                  | 2011/3  |
| <b>I 営業活動によるキャッシュ・フロー</b>     | <b>I Net cash provided by operating activities</b>                    |          |         |         |         |         |                         |         |
| 税金等調整前当期純利益                   | Income before income taxes  | 8,276    | 9,799   | 10,764  | 12,368  | 9,244   | 12,412                  | 13,430  |
| 減価償却費                         | Depreciation and amortization   | 3,059    | 3,186   | 3,479   | 4,169   | 4,303   | 4,542                   | 4,257   |
| 減損損失                          | Impairment loss   | —        | —       | —       | 308     | 218     | —                       | —       |
| 連結調整勘定償却額                     | Amortization of consolidation goodwill                                | 52       | 52      | —       | —       | —       | —                       | —       |
| のれん償却額                        | Amortization of goodwill  | —        | —       | —       | —       | 1,385   | 1,028                   | 204     |
| 貸倒引当金の増減額 (△は減少)              | Increase (decrease) in allowance for doubtful accounts                | 95       | 103     | △ 266   | 37      | △ 53    | △ 56                    | 9       |
| 賞与引当金の増減額 (△は減少)              | Increase (decrease) in reserve for bonuses                            | 316      | 122     | △ 56    | 133     | 75      | 81                      | 155     |
| 役員賞与引当金の増減額 (△は減少)            | Increase (decrease) in reserve for directors' bonuses                 | —        | —       | 49      | △ 7     | △ 12    | —                       | △ 5     |
| 退職給付引当金の増減額 (△は減少)            | Increase (decrease) in reserve for retirement benefits                | 132      | △ 923   | 328     | △ 818   | 249     | 163                     | △ 243   |
| 返品調整引当金の増減額 (△は減少)            | Increase (decrease) in reserve for returned goods unsold              | 110      | 45      | 42      | △ 75    | 10      | △ 1                     | 210     |
| 売上割戻引当金の増減額 (△は減少)            | Increase (decrease) in reserve for rebates of sales                   | 760      | △ 188   | △ 64    | 71      | 221     | △ 176                   | 649     |
| 受取利息及び受取配当金                   | Interest and dividends income   | △ 260    | △ 335   | △ 369   | △ 454   | △ 421   | △ 350                   | △ 463   |
| 支払利息                          | Interest expenses   | 192      | 464     | 628     | 587     | 473     | 359                     | 353     |
| 持分法による投資損益 (△は益)              | Equity in (earnings) losses of affiliates                             | △ 57     | △ 68    | 47      | △ 22    | △ 32    | △ 7                     | △ 115   |
| 売上債権の増減額 (△は増加)               | Decrease (increase) in notes and accounts receivable-trade            | △ 4,385  | △ 1,644 | △ 2,071 | △ 2,180 | △ 1,408 | △ 531                   | △ 1,854 |
| たな卸資産の増減額 (△は増加)              | Decrease (increase) in inventories                                    | △ 1,782  | △ 1,095 | 523     | △ 955   | △ 2,994 | △ 1,183                 | △ 1,481 |
| 仕入債務の増減額 (△は減少)               | Increase (decrease) in notes and accounts payable-trade               | 521      | 953     | △ 650   | 1,687   | 1,147   | 157                     | 442     |
| 役員賞与の支払額                      | Directors' bonuses paid   | △ 25     | △ 30    | △ 40    | —       | —       | —                       | —       |
| その他                           | Other   | 899      | 1,425   | 804     | 1,994   | 161     | 2,054                   | 2,146   |
| 小計                            | Subtotal  | 7,903    | 11,867  | 13,200  | 16,844  | 12,568  | 18,494                  | 17,697  |
| 利息及び配当金の受取額                   | Interest and dividends income received                                | 252      | 323     | 357     | 428     | 399     | 334                     | 424     |
| 利息の支払額                        | Interest expenses paid  | △ 192    | △ 471   | △ 634   | △ 586   | △ 480   | △ 366                   | △ 362   |
| 法人税等の支払額                      | Income tax paid   | △ 1,247  | △ 4,072 | △ 3,564 | △ 4,076 | △ 5,123 | △ 3,367                 | △ 4,835 |
| 営業活動によるキャッシュ・フロー              | Net cash provided by operating activities                             | 6,716    | 7,646   | 9,358   | 12,610  | 7,364   | 15,094                  | 12,924  |
| <b>II 投資活動によるキャッシュ・フロー</b>    | <b>II Net cash used in investment activities</b>                      |          |         |         |         |         |                         |         |
| 有価証券の純増減額                     | Net Increase (Decrease) in marketable securities                      | 17       | 9       | —       | —       | —       | —                       | —       |
| 有形固定資産の取得による支出                | Purchase of property, plant and equipment                             | △ 2,587  | △ 7,305 | △ 4,077 | △ 3,539 | △ 5,996 | △ 4,120                 | △ 8,462 |
| 有形固定資産の売却による収入                | Proceeds from sales of property, plant and equipment                  | 170      | 4       | 3       | 18      | —       | —                       | —       |
| 無形固定資産の取得による支出                | Purchase of intangible fixed assets                                   | △ 8,364  | △ 1,697 | △ 172   | △ 204   | △ 376   | △ 695                   | △ 322   |
| 投資有価証券の取得による支出                | Purchase of investment securities                                     | △ 691    | △ 517   | △ 1,448 | △ 1,238 | △ 2,408 | △ 866                   | △ 292   |
| 投資有価証券の売却による収入                | Proceeds from sales of investment securities                          | 5        | 275     | 85      | 1,457   | 19      | 0                       | 1,162   |
| 子会社株式取得による支出                  | Purchase of investments in subsidiaries                               | —        | —       | △ 2,471 | —       | —       | —                       | —       |
| 短期貸付けによる支出                    | —   | —        | —       | —       | —       | —       | —                       | △ 449   |
| その他                           | Other   | △ 16     | △ 30    | 555     | △ 475   | △ 234   | △ 33                    | △ 222   |
| 投資活動によるキャッシュ・フロー              | Net cash used in investment activities                                | △ 11,468 | △ 9,261 | △ 7,526 | △ 3,981 | △ 8,996 | △ 5,716                 | △ 8,587 |
| <b>III 財務活動によるキャッシュ・フロー</b>   | <b>III Net cash used in financing activities</b>                      |          |         |         |         |         |                         |         |
| 短期借入金純増減額 (△は減少)              | Increase (decrease) in short-term loans payable                       | 1,076    | 1,225   | 1,525   | △ 4,257 | 208     | 144                     | 188     |
| 長期借入による収入                     | Proceeds from long-term loans payable                                 | 7,010    | 1,072   | —       | 1,556   | 611     | 1,512                   | 249     |
| 長期借入金の返済による支出                 | Repayment of long-term loans payable                                  | △ 1,428  | △ 2,032 | △ 1,854 | △ 1,559 | △ 753   | △ 1,913                 | △ 2,269 |
| 株式発行による収入                     | Proceeds from issuance of common stock                                | —        | 186     | 17      | 13      | —       | —                       | —       |
| 少数株主による株式払込収入                 | Proceeds from stock issuance to minority shareholders                 | —        | 54      | —       | —       | —       | —                       | —       |
| 自己株式の売却による収入                  | Proceeds from sales of treasury stock                                 | —        | 145     | 1       | 3       | —       | —                       | —       |
| 配当金の支払額                       | Cash dividends paid   | △ 801    | △ 1,090 | △ 1,145 | △ 1,386 | △ 1,400 | △ 1,646                 | △ 1,646 |
| その他                           | Other   | 59       | △ 68    | △ 48    | △ 31    | △ 39    | △ 38                    | 176     |
| 財務活動によるキャッシュ・フロー              | Net cash used in financing activities                                 | 5,915    | △ 506   | △ 1,504 | △ 5,660 | △ 1,373 | △ 1,940                 | △ 3,301 |
| <b>IV 現金及び現金同等物に係る換算差額</b>    | <b>IV Effect of exchange rate change on cash and cash equivalents</b> | △ 89     | 362     | 123     | △ 368   | △ 651   | △ 216                   | △ 303   |
| <b>V 現金及び現金同等物の増減額 (△は減少)</b> | <b>V Increase (decrease) in cash and cash equivalents</b>             | 1,074    | △ 1,758 | 450     | 2,600   | △ 3,657 | 7,221                   | 732     |
| <b>VI 現金及び現金同等物の期首残高</b>      | <b>VI Cash and cash equivalents at beginning of year</b>              | 7,342    | 8,416   | 6,657   | 7,108   | 9,709   | 6,051                   | 13,272  |
| <b>VII 現金及び現金同等物の期末残高</b>     | <b>VII Cash and cash equivalents at end of year</b>                   | 8,416    | 6,657   | 7,108   | 9,709   | 6,051   | 13,272                  | 14,005  |

要約財務諸表 / Non-Consolidated Financial Statements

|                   |   | (百万円 / millions of yen) |        |        |        |         |        |         |
|-------------------|---|-------------------------|--------|--------|--------|---------|--------|---------|
|                   |   | 2005/3                  | 2006/3 | 2007/3 | 2008/3 | 2009/3  | 2010/3 | 2011/3  |
| <b>【貸借対照表の要旨】</b> |   |                         |        |        |        |         |        |         |
| <b>資産の部</b>       | <b>ASSETS</b>   |                         |        |        |        |         |        |         |
| 流動資産              | Current Assets  | 29,660                  | 27,741 | 26,587 | 30,654 | 31,453  | 38,096 | 38,714  |
| 固定資産              | Fixed Assets  | 52,310                  | 62,729 | 68,614 | 60,931 | 60,703  | 61,690 | 66,200  |
| 資産合計              | Total Assets  | 81,971                  | 90,470 | 95,202 | 91,586 | 92,157  | 99,786 | 104,915 |
| <b>負債の部</b>       | <b>LIABILITIES</b>                                    |                         |        |        |        |         |        |         |
| 流動負債              | Current Liabilities                                   | 21,497                  | 22,196 | 22,880 | 24,659 | 22,628  | 24,088 | 26,728  |
| 固定負債              | Non-current Liabilities                               | 12,737                  | 9,429  | 8,862  | 4,332  | 2,281   | 3,081  | 1,910   |
| 負債合計              | Total Liabilities                                     | 34,235                  | 31,625 | 31,743 | 28,991 | 24,910  | 27,170 | 28,639  |
| <b>純資産の部</b>      | <b>NET ASSETS</b>                                     |                         |        |        |        |         |        |         |
| 株主資本              | Owners' Equity  | 41,606                  | 49,268 | 53,374 | 57,685 | 62,708  | 67,282 | 72,494  |
| 資本金               | Capital stock   | 3,288                   | 5,409  | 5,743  | 5,860  | 6,398   | 6,398  | 6,398   |
| 資本剰余金             | Capital surplus                                       | 2,408                   | 4,530  | 4,862  | 4,980  | 5,517   | 5,517  | 5,517   |
| 利益剰余金             | Retained earnings                                     | 36,122                  | 39,464 | 42,942 | 47,047 | 51,026  | 55,626 | 60,846  |
| 自己株式              | Treasury stock  | △ 212                   | △ 135  | △ 173  | △ 203  | △ 234   | △ 261  | △ 268   |
| 評価・換算差額等          | Valuation and translation adjustments                 | 6,127                   | 9,575  | 10,083 | 4,909  | 3,944   | 4,740  | 3,188   |
| その他有価証券評価差額金      | Valuation difference on available-for-sale securities | 6,127                   | 9,575  | 10,083 | 4,909  | 3,944   | 4,740  | 3,188   |
| 新株予約権             | Subscription rights to shares                         | —                       | —      | —      | —      | 593     | 593    | 593     |
| 純資産合計             | Total Net Assets                                      | 47,735                  | 58,844 | 63,458 | 62,594 | 67,246  | 72,616 | 76,275  |
| 負債純資産合計           | Total Liabilities and Net Assets                      | 81,971                  | 90,470 | 95,202 | 91,586 | 92,157  | 99,786 | 104,915 |
| <b>【損益計算書の要旨】</b> |   |                         |        |        |        |         |        |         |
| 売上高               | Net sales   | 52,767                  | 58,608 | 62,723 | 67,426 | 70,946  | 72,921 | 77,215  |
| アイケア関連            | Eye care products                                     | 20,986                  | 21,178 | 22,425 | 23,255 | 23,392  | 22,781 | 23,089  |
| スキンケア関連           | Skincare products                                     | 20,555                  | 25,169 | 27,503 | 31,050 | 35,111  | 38,015 | 42,279  |
| 内服関連              | Internal Medicines                                    | 7,529                   | 6,963  | 7,280  | 8,459  | 8,637   | 8,668  | 8,417   |
| その他               | Others  | 3,695                   | 5,297  | 5,514  | 4,661  | 3,804   | 3,455  | 3,429   |
| 売上原価              | Cost of sales   | 20,061                  | 22,156 | 24,682 | 26,490 | 28,198  | 29,093 | 30,166  |
| 販売費及び一般管理費        | Selling, general and administrative expenses          | 27,146                  | 28,903 | 30,082 | 31,591 | 32,737  | 33,700 | 36,281  |
| 営業利益              | Operating income                                      | 5,560                   | 7,548  | 7,958  | 9,344  | 10,010  | 10,126 | 10,767  |
| 営業外損益             | Net non-operating income (expense)                    | △ 88                    | △ 490  | △ 417  | △ 244  | 382     | 375    | 507     |
| 経常利益              | Ordinary income                                       | 5,471                   | 7,059  | 7,541  | 9,100  | 10,392  | 10,502 | 11,275  |
| 特別損益              | Net extraordinary income (loss)                       | △ 25                    | 68     | 196    | 340    | △ 1,939 | △ 416  | △ 1     |
| 税引前当期純利益          | Income before income taxes                            | 5,445                   | 7,127  | 7,737  | 9,439  | 8,452   | 10,086 | 11,273  |
| 法人税等              | Income taxes  | 1,919                   | 2,665  | 3,073  | 3,948  | 3,072   | 3,838  | 4,408   |
| 当期純利益             | Net income  | 3,525                   | 4,461  | 4,664  | 5,490  | 5,379   | 6,247  | 6,865   |
| 前期繰越利益            | Retained earnings brought forward                     | 525                     | 695    | —      | —      | —       | —      | —       |
| 中間配当額             | Interim dividends                                     | 400                     | 555    | —      | —      | —       | —      | —       |
| 当期末処分利益           | Unappropriated retained earnings                      | 3,650                   | 4,601  | —      | —      | —       | —      | —       |

(注) 2007年3月期より「貸借対照表の純資産の部に関する会計基準」を適用しており、それ以前の数値を組み替えて表示しています。

Note: Beginning the year ended March 31, 2007, the Company has adopted the new accounting standard "Accounting Standard for Presentation of Net Assets in the Balance Sheet" and figures for the previous years are reclassified for presentation.

## 株式の状況 / Stock information

### 株式の状況

|                     | Shares  |               |
|---------------------|---|---------------|
| 会社が発行する株式の総数(株)     | Total number of shares authorized to be issued      | 399,396,000   |
| 発行済株式の総数(株、自己株式を除く) | Number of shares outstanding(except treasury stock) | 117,578,369   |
| 株主数(名)〈前期末比〉        | Number of shareholders                              | 8,693 〈+731名〉 |

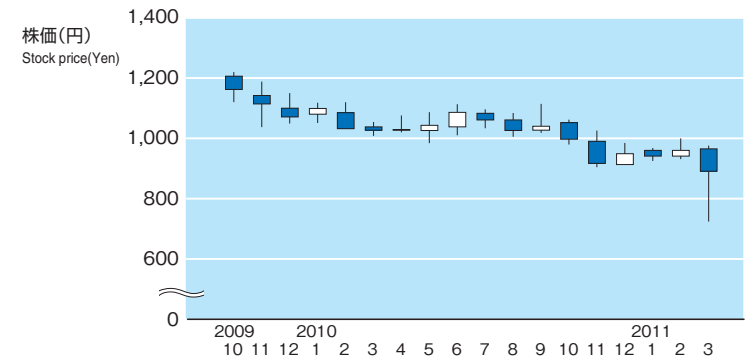
### 大株主

| Major Shareholders         |  | 持株数(千株) / 出資比率(%)                |                 |
|----------------------------|--|----------------------------------|-----------------|
| 株主名                        | Shareholder  | Shareholdings(thousand shares) / | Voting stake(%) |
| 日本マスタートラスト信託銀行株式会社(信託口)    | The Master Trust Bank of Japan, Ltd. (Trust account) | 11,048                           | 9.37            |
| 日本トラスティ・サービス信託銀行株式会社(信託口)  | Japan Trustee Services Bank, Ltd. (Trust account)    | 9,566                            | 8.11            |
| 有限会社 山田興産                  | Yamada Kousan, Ltd.                                  | 4,074                            | 3.45            |
| 株式会社 三菱東京UFJ銀行             | The Bank of Tokyo-Mitsubishi UFJ, Ltd.               | 3,800                            | 3.22            |
| 山昌興産株式会社                   | Yamashou Kousan Co., Ltd.                            | 3,508                            | 2.97            |
| 日本トラスティ・サービス信託銀行株式会社(信託口9) | Japan Trustee Services Bank, Ltd. (Trust account9)   | 3,494                            | 2.96            |
| 山田 清子                      | Kiyoko Yamada  | 2,968                            | 2.51            |
| 山田 茂子                      | Shigeko Yamada                                       | 2,900                            | 2.45            |
| 日本生命保険相互会社                 | Nippon Life Insurance Company                        | 2,648                            | 2.24            |
| 山田 邦雄                      | Kunio Yamada   | 1,954                            | 1.65            |

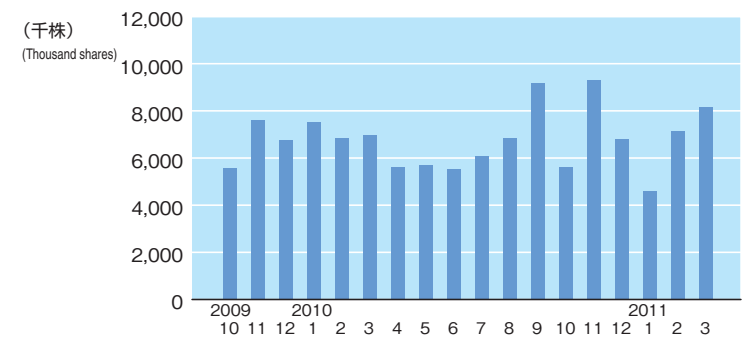
(2011年3月31日現在 / as of March 31, 2011)

### 株価および株式売買高の推移 Stock price trend and

#### 株価 Stock price trend

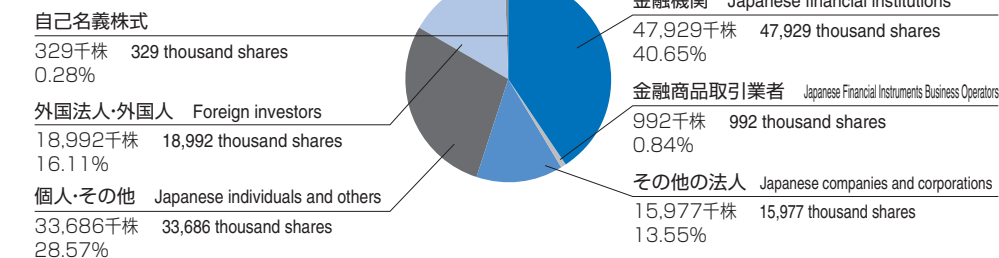


#### 株式売買高 Trading volume

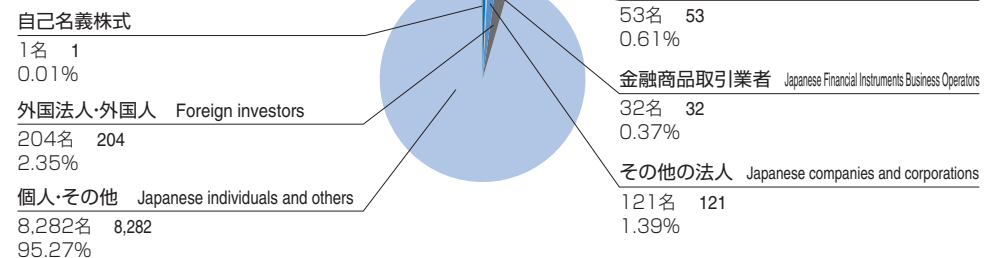


### 所有者別状況 Composition of Shareholders by Category

#### 株式数 Distribution of Shares by Number of Shares Held



#### 株主数 Distribution of Shares by Shareholder Type





ロート製薬株式会社

ROHTO Pharmaceutical Co., Ltd.

〒544-8666 大阪市生野区巽西一丁目8番1号

1-8-1 Tatsumi-nishi, Ikuno-ku, Osaka 544-8666, Japan

TEL : 06-6758-1231 (代表)