



ロート製薬株式会社

ROHTO Pharmaceutical Co., Ltd.



FACT BOOK 2010

2010年3月期
For the year ended March 31, 2010

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会社概要 / Corporate Data

(2010年3月31日現在 / as of March 31, 2010)

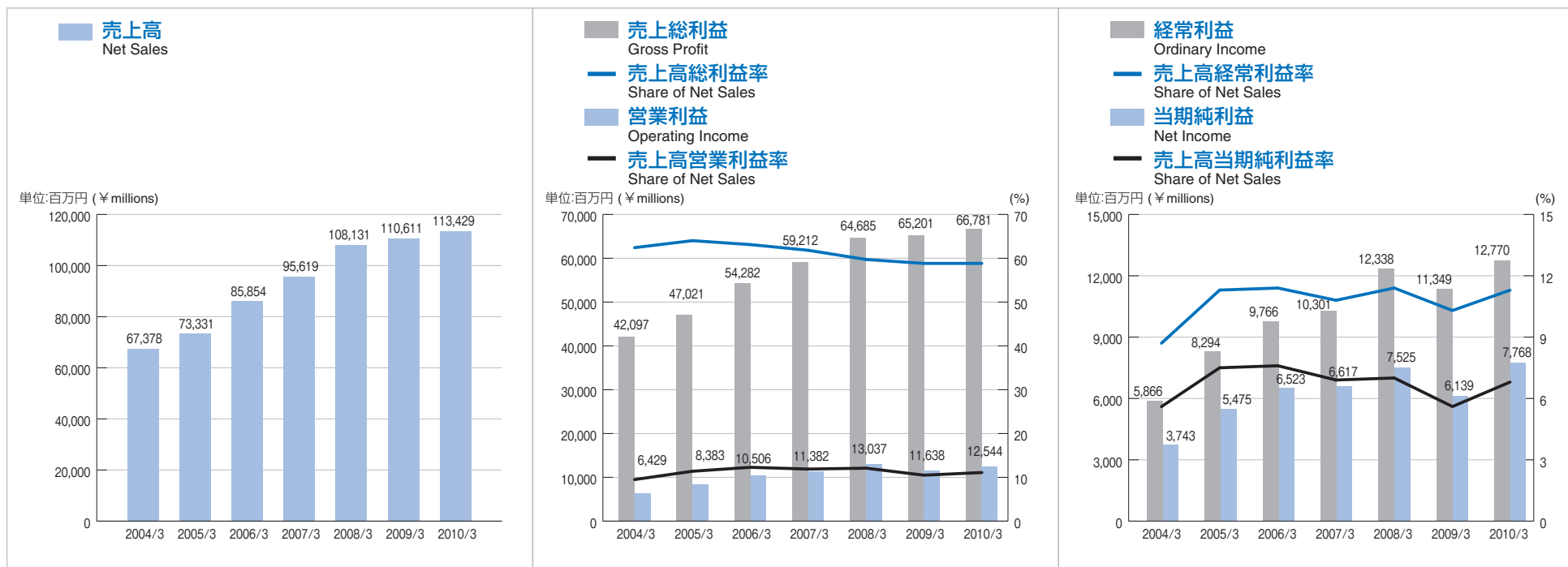
社名 NAME	ロート製薬株式会社 ROHTO Pharmaceutical Co., Ltd.
創業 Originated	1899年（明治32年）2月22日 February 22, 1899
設立 Established	1949年（昭和24年）9月15日 September 15, 1949
資本金 Paid-in-capital	6,398,856,115円 ¥6,398,856,115
従業員数 Number of Employees	1,457名（単体）、4,878名（連結） 1,457 (Non-Consolidated), 4,878 (Consolidated)
主な事業内容 Business line	医薬品等の製造販売 Production, processing and sales of medicines, and other business
事業所 Headquarter	本社 〒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

セグメント紹介 / Segments

アイケア関連 Eye care products	目薬、洗眼薬、コンタクトレンズ関連品など Eye drops, eyewash preparations, contact lens products, etc.
スキンケア関連 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 Dermal medicines, lip balm, sunscreens, functional cosmetics, etc.
内服関連 Internal Medicines	胃腸薬、総合感冒薬、サプリメントなど Gastrointestinal medicines, cold remedies, supplements, etc.
その他 Others	体外検査薬、花粉症関連品など In-vitro test kits, hay fever products, etc.

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

		2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3
売上高 (百万円)	Net Sales (¥ millions)	67,378	73,331	85,854	95,619	108,131	110,611	113,429
前期比増減 (%)	Change (%)	2.2	8.8	17.1	11.4	13.1	2.3	2.5
売上総利益 (百万円)	Gross Profit (¥ millions)	42,097	47,021	54,282	59,212	64,685	65,201	66,781
売上高総利益率 (%)	Share of Net Sales (%)	62.5	64.1	63.2	61.9	59.8	59.0	58.9
販売費及び一般管理費 (百万円)	Selling, General and Administrative Expenses (¥ millions)	35,727	38,527	43,730	47,788	51,647	53,563	54,236
売上高販管費率 (%)	Share of Net Sales (%)	53.1	52.6	50.9	50.0	47.7	48.4	47.8
営業利益 (百万円)	Operating Income (¥ millions)	6,429	8,383	10,506	11,382	13,037	11,638	12,544
売上高営業利益率 (%)	Share of Net Sales (%)	9.5	11.4	12.3	11.9	12.1	10.5	11.1
経常利益 (百万円)	Ordinary Income (¥ millions)	5,866	8,294	9,766	10,301	12,338	11,349	12,770
売上高経常利益率 (%)	Share of Net Sales (%)	8.7	11.3	11.4	10.8	11.4	10.3	11.3
当期純利益 (百万円)	Net Income (¥ millions)	3,743	5,475	6,523	6,617	7,525	6,139	7,768
売上高当期純利益率 (%)	Share of Net Sales (%)	5.6	7.5	7.6	6.9	7.0	5.6	6.8



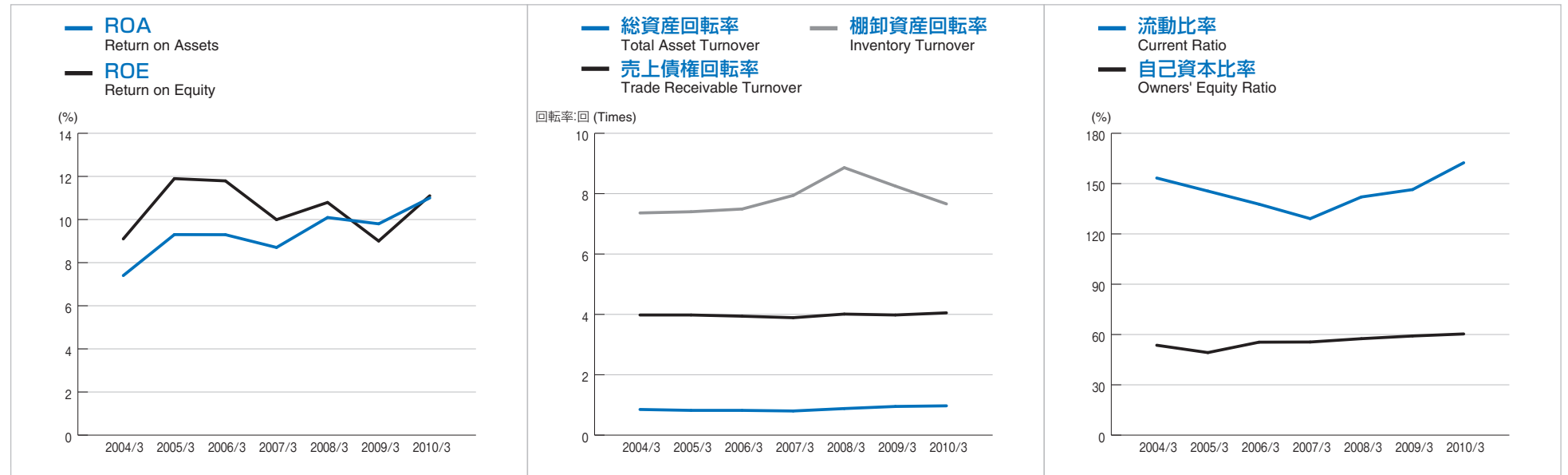
主要財務指標 (連結) / Mainly Financial Indicators (Consolidated)

		2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3
<収益性指標>		Profitability indicators						
ROA: 総資本経常利益率 (%)	Return on Assets (%)	7.4	9.3	9.3	8.7	10.1	9.8	11.0
ROE: 自己資本当期純利益率 (%)	Return on Equity (%)	9.1	11.9	11.8	10.0	10.8	9.0	11.1
<効率性指標>		Efficiency indicators						
総資産回転率 (回)	Total Asset Turnover (Times)	0.85	0.82	0.82	0.80	0.88	0.95	0.97
売上債権回転率 (回)	Trade Receivable Turnover (Times)	3.98	3.98	3.94	3.89	4.01	3.98	4.05
たな卸資産回転率 (回)	Inventory Turnover (Times)	7.36	7.40	7.49	7.94	8.86	8.25	7.66
<安全性指標>		Stability indicators						
流動比率 (%)	Current Ratio (%)	153.5	145.8	137.9	129.3	142.2	146.6	162.6
自己資本比率 (%)	Owners' Equity Ratio (%)	53.8	49.4	55.6	55.7	57.7	59.3	60.5
インタレスト・カバレッジ・レシオ (倍)	Interest Coverage Ratio (Times)	65.5	42.4	25.8	21.4	29.4	27.0	51.4
デット・エクイティ・レシオ (倍)	Debt-to-Equity Ratio (Times)	0.20	0.32	0.27	0.26	0.19	0.13	0.11

(注) Notes

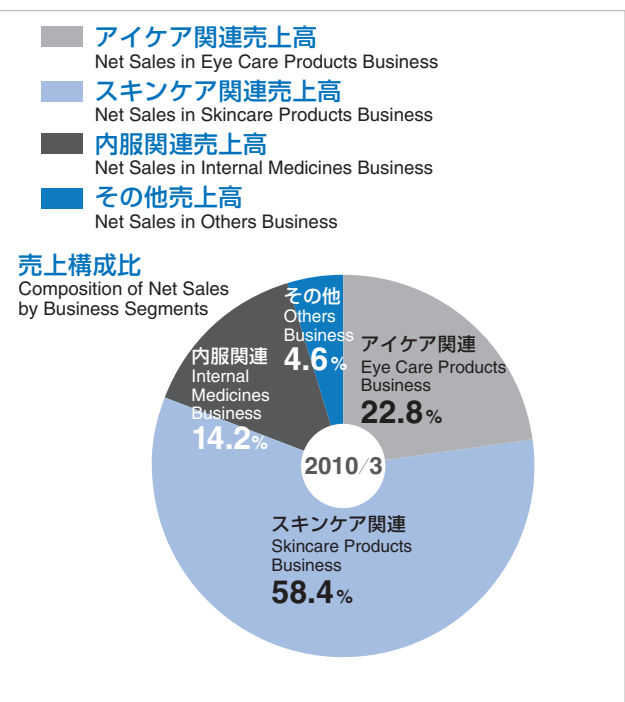
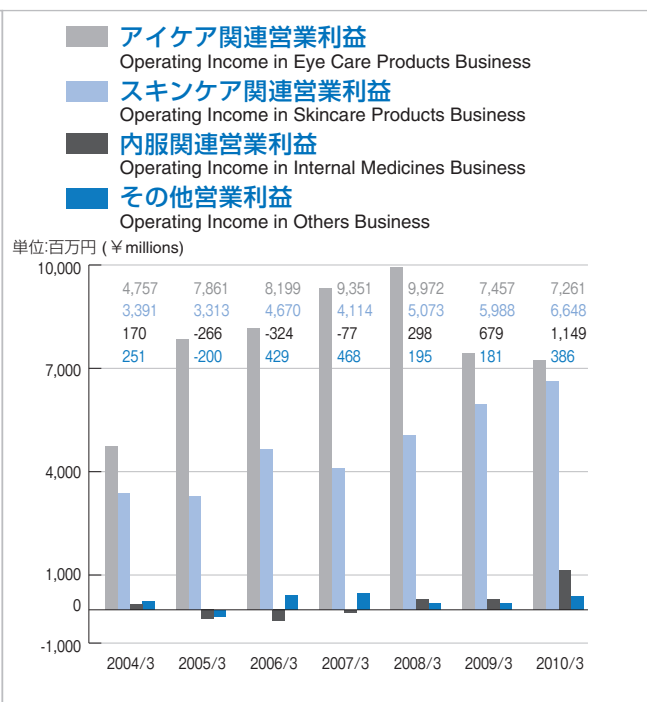
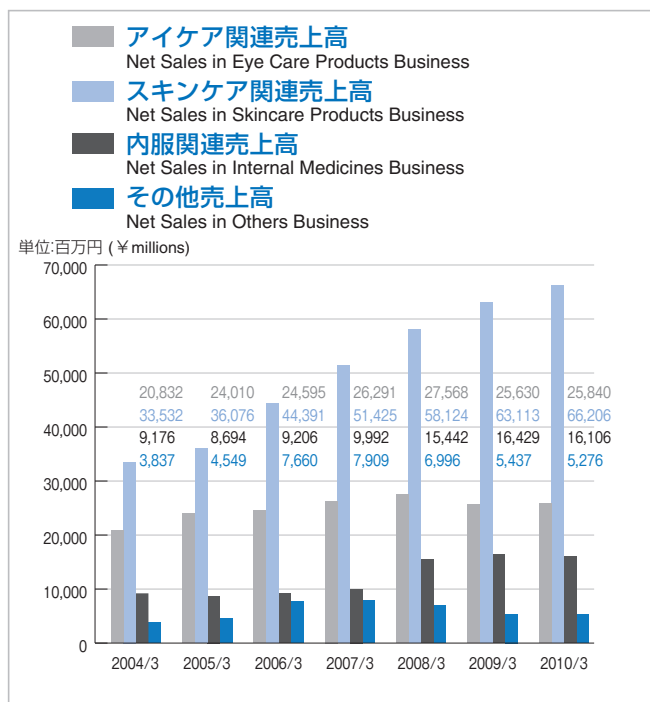
ROA: 総資本経常利益率 = 経常利益 ÷ 期首・期末平均総資産 × 100 (%)
 ROE: 自己資本当期純利益率 = 当期純利益 ÷ 期首・期末平均自己資本 × 100 (%)
 総資産回転率 = 売上高 ÷ 期首・期末平均総資産 (回)
 売上債権回転率 = 売上高 ÷ 期首・期末平均売上債権 (回)
 たな卸資産回転率 = 売上高 ÷ 期首・期末平均たな卸資産 (回)
 流動比率 = 流動資産 ÷ 流動負債 × 100 (%)
 自己資本比率 = 自己資本 ÷ 総資産 × 100 (%)
 インタレスト・カバレッジ・レシオ = 営業キャッシュ・フロー ÷ 利払い (倍)
 デット・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 / Interest Expenses (Times)
 Debt-to-Equity Ratio = (Short-Term Debt + Long-Term Debt) / Net Assets (Shareholders' Equity, until 2005/3)



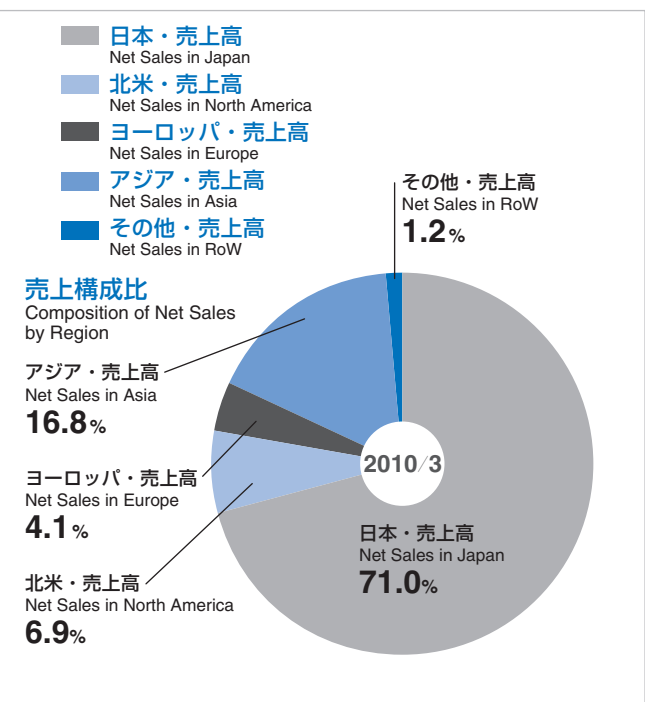
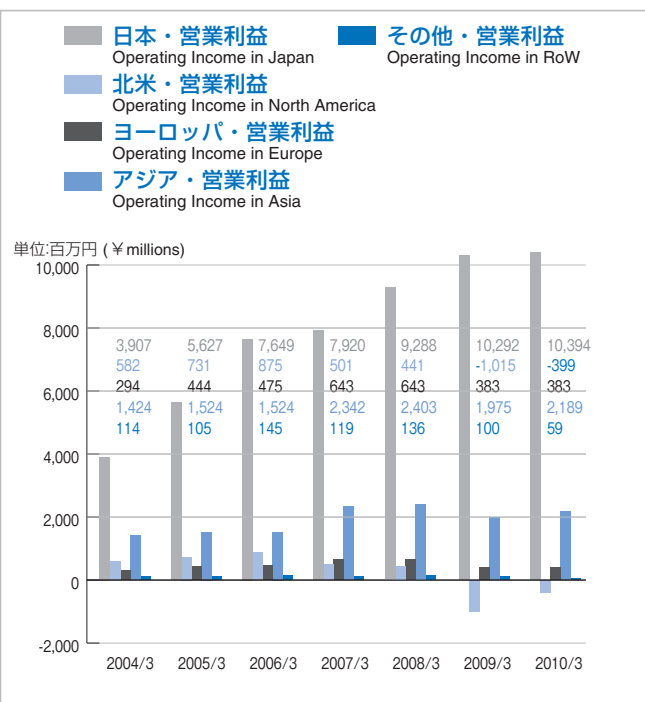
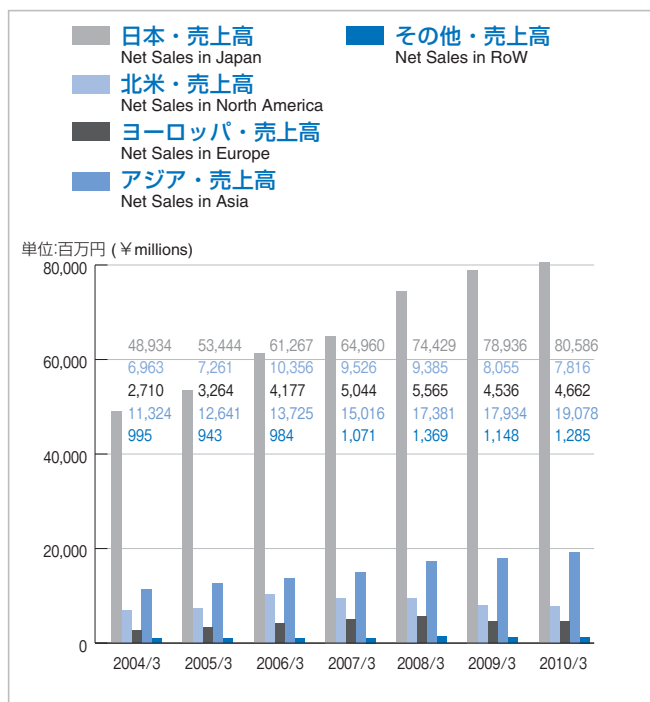
事業セグメント別経営成績 (連結) / Results of Operations by Business Segments (Consolidated)

		2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3
アイケア関連売上高 (百万円)	Net Sales in Eye Care Products Business (¥ millions)	20,832	24,010	24,595	26,291	27,568	25,630	25,840
アイケア関連営業利益 (百万円)	Operating Income in Eye Care Products Business (¥ millions)	4,757	7,861	8,199	9,351	9,972	7,457	7,261
スキンケア関連売上高 (百万円)	Net Sales in Skincare Products Business (¥ millions)	33,532	36,076	44,391	51,425	58,124	63,113	66,206
スキンケア関連営業利益 (百万円)	Operating Income in Skincare Products Business (¥ millions)	3,391	3,313	4,670	4,114	5,073	5,988	6,648
内服関連売上高 (百万円)	Net Sales in Internal Medicines Business (¥ millions)	9,176	8,694	9,206	9,992	15,442	16,429	16,106
内服関連営業利益 (百万円)	Operating Income in Internal Medicines Business (¥ millions)	170	△ 266	△ 324	△ 77	298	679	1,149
その他売上高 (百万円)	Net Sales in Others Business (¥ millions)	3,837	4,549	7,660	7,909	6,996	5,437	5,276
その他営業利益 (百万円)	Operating Income in Others Business (¥ millions)	251	△ 200	429	468	195	181	386



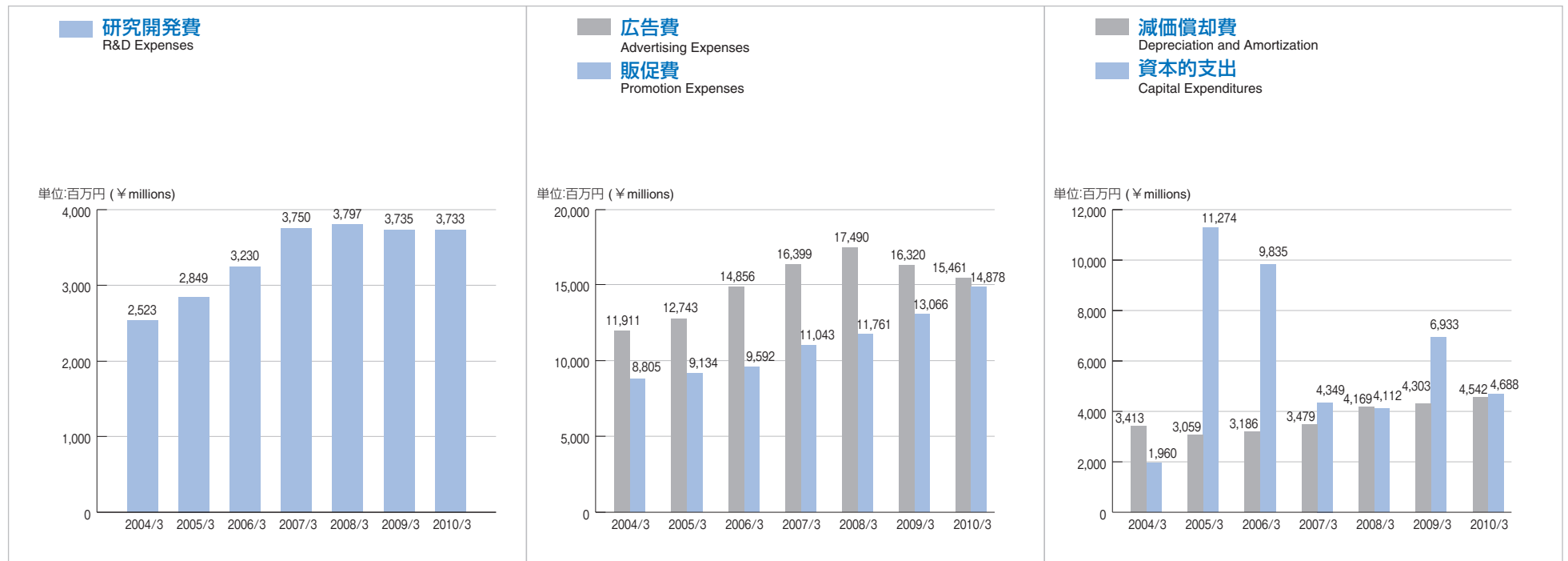
地域セグメント別経営成績 (連結) / Results of Operations by Regional Segments (Consolidated)

		2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3
日本・売上高 (百万円)	Net Sales in Japan (¥ millions)	48,934	53,444	61,267	64,960	74,429	78,936	80,586
日本・営業利益 (百万円)	Operating Income in Japan (¥ millions)	3,907	5,627	7,649	7,920	9,288	10,292	10,394
北米・売上高 (百万円)	Net Sales in North America (¥ millions)	6,963	7,261	10,356	9,526	9,385	8,055	7,816
北米・営業利益 (百万円)	Operating Income in North America (¥ millions)	582	731	875	501	441	△ 1,015	△ 399
ヨーロッパ・売上高 (百万円)	Net Sales in Europe (¥ millions)	2,710	3,264	4,177	5,044	5,565	4,536	4,662
ヨーロッパ・営業利益 (百万円)	Operating Income in Europe (¥ millions)	294	444	475	643	643	383	383
アジア・売上高 (百万円)	Net Sales in Asia (¥ millions)	11,324	12,641	13,725	15,016	17,381	17,934	19,078
アジア・営業利益 (百万円)	Operating Income in Asia (¥ millions)	1,424	1,524	1,524	2,342	2,403	1,975	2,189
その他・売上高 (百万円)	Net Sales in RoW (¥ millions)	995	943	984	1,071	1,369	1,148	1,285
その他・営業利益 (百万円)	Operating Income in RoW (¥ millions)	114	105	145	119	136	100	59



主な費用・支出（連結） / Expenses (Consolidated)

		2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3
研究開発費 (百万円)	R&D Expenses (¥ millions)	2,523	2,849	3,230	3,750	3,797	3,735	3,733
広告費 (百万円)	Advertising Expenses (¥ millions)	11,911	12,743	14,856	16,399	17,490	16,320	15,461
販促費 (百万円)	Promotion Expenses (¥ millions)	8,805	9,134	9,592	11,043	11,761	13,066	14,878
期末従業員数 (人)	Employees (People)	2,028	2,103	2,265	3,017	3,964	4,617	4,878
減価償却費 (百万円)	Depreciation and Amortization (¥ millions)	3,413	3,059	3,186	3,479	4,169	4,303	4,542
受取利息・配当金 (百万円)	Interest and Dividend Income (¥ millions)	220	260	335	369	454	421	350
支払利息 (百万円)	Interest Expenses (¥ millions)	172	192	464	628	587	473	359
資本的支出 (百万円)	Capital Expenditures (¥ millions)	1,960	11,274	9,835	4,349	4,112	6,933	4,688

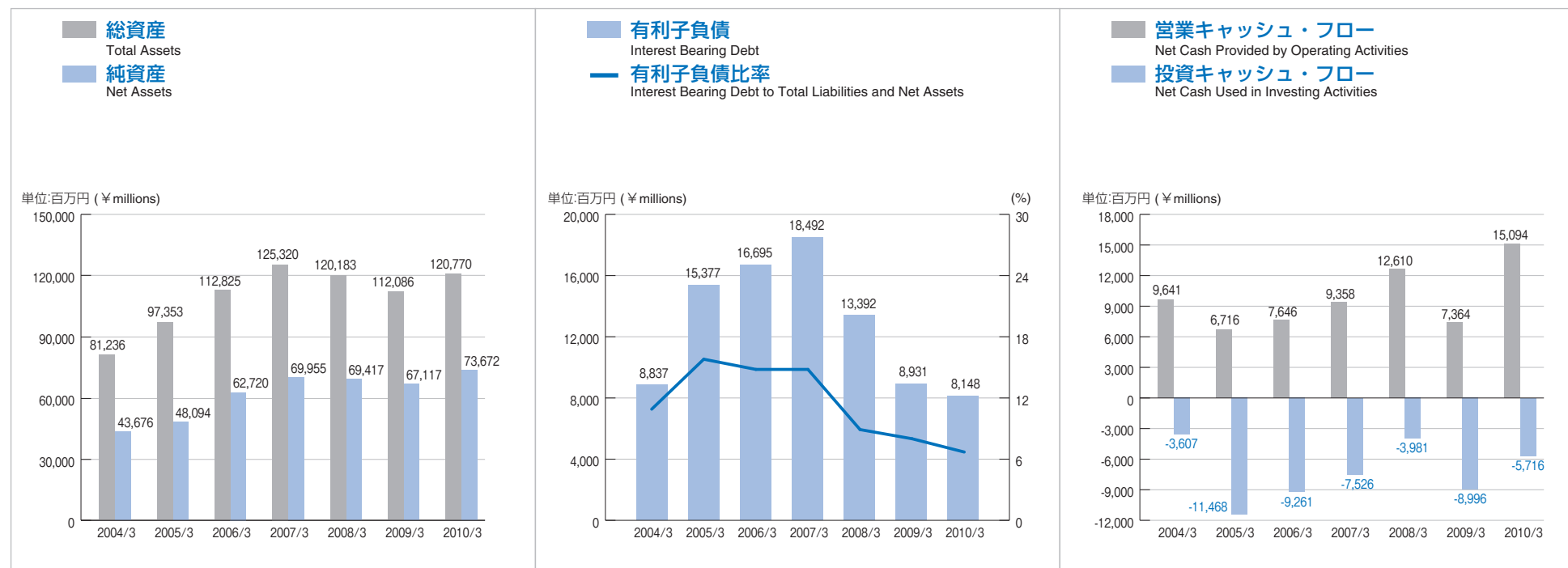


財政状態／キャッシュ・フローの状態 (連結) / Financial Position (Consolidated)

		2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3
総資産 (百万円)	Total Assets (¥ millions)	81,236	97,353	112,825	125,320	120,183	112,086	120,770
純資産 (百万円)	Net Assets (¥ millions)	43,676	48,094	62,720	69,955	69,417	67,117	73,672
有利子負債 (百万円)	Interest Bearing Debt (¥ millions)	8,837	15,377	16,695	18,492	13,392	8,931	8,148
有利子負債比率 (%)	Interest Bearing Debt to Total Liabilities and Net Assets (%)	10.9	15.8	14.8	14.8	8.9	8.0	6.7
営業キャッシュ・フロー (百万円)	Net Cash Provided by Operating Activities (¥ millions)	9,641	6,716	7,646	9,358	12,610	7,364	15,094
投資キャッシュ・フロー (百万円)	Net Cash Used in Investing Activities (¥ millions)	△ 3,607	△ 11,468	△ 9,261	△ 7,526	△ 3,981	△ 8,996	△ 5,716
財務キャッシュ・フロー (百万円)	Net Cash Used in Financing Activities (¥ millions)	△ 4,314	5,915	△ 506	△ 1,504	△ 5,660	△ 1,373	△ 1,940
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)	7,342	8,416	6,657	7,108	9,709	6,051	13,272

(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

		2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3
1株当たり当期純利益 (円)	Net Income per Share (¥)	69.60	101.79	58.62	57.62	65.10	52.42	66.06
株価収益率 (倍)	Price-Earnings Ratio (Times)	14.3	12.8	22.0	23.4	19.2	17.0	15.5
1株当たり純資産 (円)	Net Assets per Share (¥)	816.94	898.17	547.97	605.07	598.87	565.23	621.03
株価純資産倍率 (倍)	Price-Book Value Ratio (Times)	1.2	1.4	2.4	2.2	2.1	1.6	1.7
1株当たり配当 (円)	Dividends per Share (¥)	15.0	17.5	15.0	11.0	12.0	13.0	14.0
配当性向 (%)	Dividend Payout Ratio (%)	21.6	17.2	17.1	19.1	25.3	24.8	21.2
期末発行済み株式数 (千株)	Number of Shares Issued and Outstanding (Thousands)	53,717	53,725	114,595	115,712	115,835	117,610	117,907
期末株価 (円)	Stock Price at Year-End (¥)	995	1,300	1,289	1,349	1,249	892	1,027

(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 (¥)

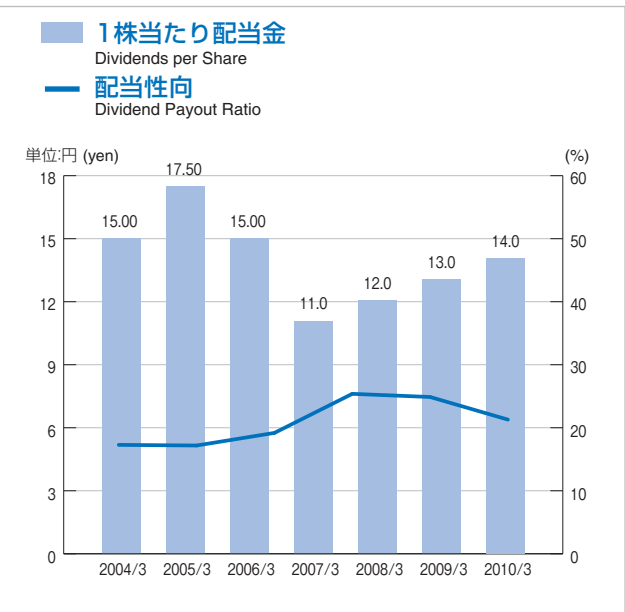
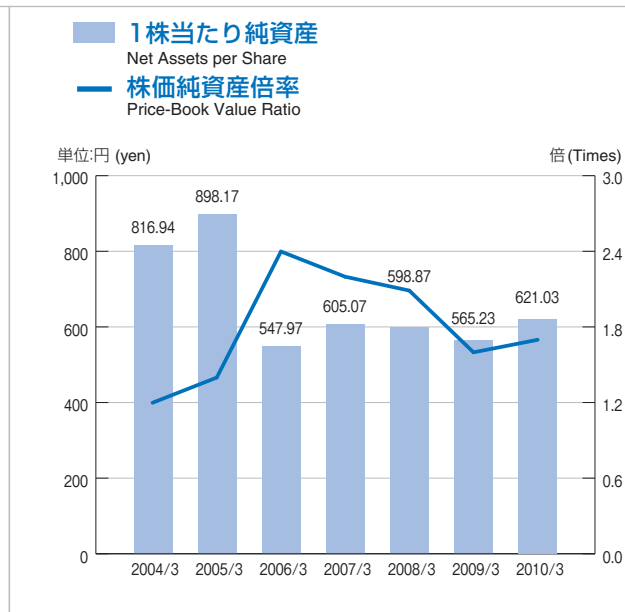
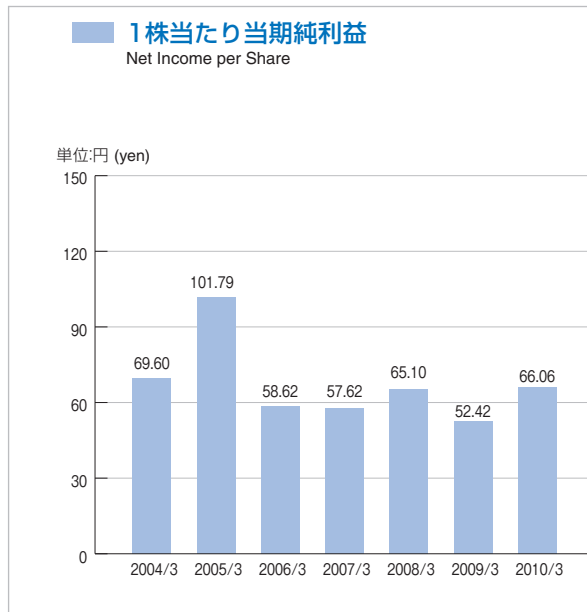
Price-Earnings Ratio = Stock Price at Year-End / Net Income per Share (Times)

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)

		2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3
資産の部	ASSETS							
流動資産	Current assets	34,739	42,862	44,619	48,244	53,414	52,364	60,483
現金及び預金	Cash and cash equivalents	7,342	6,815	6,657	7,108	9,809	6,151	13,373
受取手形及び売掛金	Notes and accounts receivable-trade	16,302	20,506	23,023	26,187	27,707	27,891	28,111
有価証券	Marketable securities	13	1,610	—	—	21	—	—
たな卸資産	Inventories	9,070	10,761	12,160	11,926	12,475	—	—
商品及び製品	Merchandise and finished goods	—	—	—	—	—	8,704	9,374
仕掛品	Work in process	—	—	—	—	—	1,096	936
原材料及び貯蔵品	Raw materials and supplies	—	—	—	—	—	4,545	4,974
繰延税金資産	Deferred tax assets	1,417	2,090	2,226	2,452	2,776	2,990	2,913
その他	Other	893	1,446	1,016	852	881	1,187	921
貸倒引当金	Allowance for doubtful accounts	△ 299	△ 367	△ 464	△ 284	△ 257	△ 202	△ 122
固定資産	Fixed Assets	46,496	54,490	68,205	77,076	66,769	59,721	60,286
有形固定資産	Property, plant and equipment	25,356	24,822	29,788	34,457	33,908	35,649	35,269
建物及び構築物	Buildings and structures	12,725	12,090	14,811	16,456	16,124	16,276	16,275
機械装置及び運搬具	Machinery, equipment and vehicles	6,165	5,001	5,844	6,945	6,187	7,005	5,887
工具、器具及び備品	Equipment	1,025	1,061	1,408	1,771	1,599	1,435	1,393
土地	Land	5,039	5,791	6,839	8,819	9,323	9,285	9,318
建設仮勘定	Construction in progress	401	876	885	464	673	1,624	2,365
その他	Other	—	—	—	—	—	20	28
無形固定資産	Intangible fixed assets	2,997	10,829	13,284	15,242	13,286	3,726	2,802
営業権	Goodwill	1,804	7,773	8,794	—	—	—	—
のれん	Goodwill	—	—	—	10,927	9,655	2,423	1,353
商標権	Right of trademark	—	2,040	2,866	2,953	2,287	341	—
連結調整勘定	Consolidation goodwill	208	156	104	—	—	—	—
その他	Other intangible fixed assets	984	859	1,518	1,361	1,344	960	1,449
投資その他の資産	Investments and other assets	18,142	18,837	25,133	27,376	19,574	20,345	22,214
投資有価証券	Investment securities	16,977	17,931	24,198	26,407	18,347	16,691	18,448
繰延税金資産	Deferred tax assets	83	8	10	14	9	2,247	2,373
その他	Other	1,218	1,047	1,129	991	1,239	1,488	1,476
貸倒引当金	Allowance for doubtful accounts	△ 136	△ 150	△ 204	△ 36	△ 22	△ 81	△ 83
資産合計	Total assets	81,236	97,353	112,825	125,320	120,183	112,086	120,770

連結貸借対照表 / Consolidated Balance Sheets

(百万円 / millions of yen)

		2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3
負債の部	LIABILITIES							
流動負債	Current Liabilities	22,632	29,390	32,360	37,324	37,575	35,721	37,187
支払手形及び買掛金	Notes and accounts payable-trade	5,024	5,576	6,700	6,561	8,015	8,383	8,685
短期借入金	Short-term loans payable	1,613	3,305	4,432	8,096	2,922	4,252	3,527
一年内償還予定の転換社債	Current portion of convertible bonds	—	—	—	—	1,075	—	—
未払金	Accounts payable-other	882	1,028	1,514	1,480	1,740	2,519	—
未払費用	Accrued expenses	7,389	8,419	9,204	10,692	12,526	11,416	12,571
未払法人税等	Accrued income taxes	689	2,789	1,960	2,176	2,887	1,637	2,601
未払消費税等	Accrued consumption tax	439	266	33	428	236	199	292
預り金	Deposits received	2,651	2,785	2,824	2,350	2,468	1,257	—
従業員預り金	Deposits received from employees	1,311	1,369	1,408	1,488	1,548	1,633	—
賞与引当金	Reserve for bonuses	879	1,195	1,317	1,440	1,576	1,651	1,732
役員賞与引当金	Reserve for directors' bonuses	—	—	—	49	42	30	30
返品調整引当金	Reserve for returned goods unsold	490	600	645	687	611	622	620
売上割戻引当金	Reserve for rebates of sales	1,165	1,925	1,736	1,672	1,743	1,964	1,788
その他	Other	94	127	582	201	181	154	5,338
固定負債	Non-current Liabilities	14,917	19,859	17,673	18,040	13,190	9,247	9,910
転換社債	Convertible bond	6,000	5,991	1,942	1,295	—	—	—
長期借入金	Long-term loans payable	3,297	7,966	8,110	6,665	6,603	4,679	4,621
繰延税金負債	Deferred tax liabilities	3,166	3,342	5,773	6,975	4,342	2,735	3,309
退職給付引当金	Reserve for retirement benefits	1,690	1,814	921	2,215	1,355	1,528	1,703
役員退職慰労引当金	Reserve for directors' retirement benefits	597	589	637	751	777	92	96
債務保証損失引当金	Reserve for loss on liabilities for guarantee	—	—	117	—	—	—	—
その他	Other	165	156	171	137	111	212	179
負債合計	Total Liabilities	37,549	49,249	50,034	55,365	50,765	44,969	47,097
少数株主持分	MINORITY INTERESTS							
少数株主持分	Minority interests	10	9	71	—	—	—	—
資本の部	SHAREHOLDERS' EQUITY							
資本金	Capital stock	3,284	3,288	5,409	—	—	—	—
資本剰余金	Capital surplus	2,399	2,408	4,530	—	—	—	—
利益剰余金	Retained earnings	33,860	38,519	43,959	—	—	—	—
その他有価証券評価差額金	Valuation difference on available-for-sale securities	6,023	6,147	9,599	—	—	—	—
為替換算調整勘定	Translation adjustment	△ 1,614	△ 2,058	△ 644	—	—	—	—
自己株式	Treasury stock	△ 276	△ 212	△ 135	—	—	—	—
資本合計	Total Shareholders' Equity	43,676	48,094	62,720	—	—	—	—

連結貸借対照表 / Consolidated Balance Sheets

		(百万円 / millions of yen)						
		2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3
純資産の部	NET ASSETS							
株主資本	Owners' Equity	—	—	—	59,806	66,283	66,377	72,478
資本金	Capital stock	—	—	—	5,743	5,860	6,398	6,398
資本剰余金	Capital surplus	—	—	—	4,862	4,980	5,517	5,517
利益剰余金	Retained earnings	—	—	—	49,374	55,645	54,695	60,822
自己株式	Treasury stock	—	—	—	△ 173	△ 203	△ 234	△ 261
評価・換算差額等	Valuation and translation adjustments	—	—	—	10,057	3,086	99	545
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
繰延ヘッジ損益	Deferred gains or losses on hedges	—	—	—	21	△ 13	△ 12	—
為替換算調整勘定	Translation adjustment	—	—	—	△ 49	△ 1,791	△ 3,803	△ 4,153
新株予約権	Subscription rights to shares	—	—	—	—	—	593	593
少数株主持分	Minority interests	—	—	—	92	47	46	55
純資産合計	Total Net Assets	—	—	—	69,955	69,417	67,117	73,672
負債純資産合計	Total Liabilities and Net Assets	—	—	—	125,320	120,183	112,086	120,770

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

		(百万円 / millions of yen)						
		2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3
売上高	Net sales	67,378	73,331	85,854	95,619	108,131	110,611	113,429
売上原価	Cost of sales	25,221	26,420	31,617	36,449	43,447	45,409	46,648
販売費及び一般管理費	Selling, general and administrative expenses	35,727	38,527	43,730	47,788	51,647	53,563	54,236
営業利益	Operating income	6,429	8,383	10,506	11,382	13,037	11,638	12,544
営業外収益	Non-operating income	419	549	649	556	786	623	786
営業外費用	Non-operating expenses	982	638	1,390	1,637	1,486	911	561
経常利益	Ordinary income	5,866	8,294	9,766	10,301	12,338	11,349	12,770
特別利益	Extraordinary income	163	115	227	854	1,284	53	59
特別損失	Extraordinary loss	167	132	194	392	1,253	2,158	416
税金等調整前当期純利益	Income before income taxes	5,862	8,276	9,799	10,764	12,368	9,244	12,412
法人税等	Income taxes	2,117	2,801	3,268	4,127	4,847	3,098	4,639
当期純利益	Net income	3,743	5,475	6,523	6,617	7,525	6,139	7,768

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

		2004/3	2005/3	2006/3	2007/3	2008/3	(百万円 / millions of yen)	
							2009/3	2010/3
I 営業活動によるキャッシュ・フロー	I Net cash provided by operating activities							
税金等調整前当期純利益	Income before income taxes	5,862	8,276	9,799	10,764	12,368	9,244	12,412
減価償却費	Depreciation and amortization	3,413	3,059	3,186	3,479	4,169	4,303	4,542
減損損失	Impairment loss	—	—	—	—	308	218	—
連結調整勘定償却額	Amortization of consolidation goodwill	52	52	52	—	—	—	—
のれん償却額	Amortization of goodwill	—	—	—	—	—	1,385	1,028
貸倒引当金の増減額 (△は減少)	Increase (decrease) in allowance for doubtful accounts	39	95	103	△ 266	37	△ 53	△ 56
賞与引当金の増減額 (△は減少)	Increase (decrease) in reserve for bonuses	△ 44	316	122	△ 56	133	75	81
役員賞与引当金の増減額 (△は減少)	Increase (decrease) in reserve for directors' bonuses	—	—	—	49	△ 7	△ 12	—
退職給付引当金の増減額 (△は減少)	Increase (decrease) in reserve for retirement benefits	109	132	△ 923	328	△ 818	249	163
返品調整引当金の増減額 (△は減少)	Increase (decrease) in reserve for returned goods unsold	△ 60	110	45	42	△ 75	10	△ 1
売上割戻引当金の増減額 (△は減少)	Increase (decrease) in reserve for rebates of sales	△ 149	760	△ 188	△ 64	71	221	△ 176
受取利息及び受取配当金	Interest and dividends income	△ 220	△ 260	△ 335	△ 369	△ 454	△ 421	△ 350
支払利息	Interest expenses	172	192	464	628	587	473	359
持分法による投資損益 (△は益)	Equity in (earnings) losses of affiliates	△ 44	△ 57	△ 68	47	△ 22	△ 32	△ 7
売上債権の増減額 (△は増加)	Decrease (increase) in notes and accounts receivable-trade	1,145	△ 4,385	△ 1,644	△ 2,071	△ 2,180	△ 1,408	△ 531
たな卸資産の増減額 (△は増加)	Decrease (increase) in inventories	△ 24	△ 1,782	△ 1,095	523	△ 955	△ 2,994	△ 1,183
仕入債務の増減額 (△は減少)	Increase (decrease) in notes and accounts payable-trade	△ 339	521	953	△ 650	1,687	1,147	157
役員賞与の支払額	Directors' bonuses paid	△ 25	△ 25	△ 30	△ 40	—	—	—
その他	Other	1,251	899	1,425	804	1,994	161	2,054
小計	Subtotal	11,137	7,903	11,867	13,200	16,844	12,568	18,494
利息及び配当金の受取額	Interest and dividends income received	208	252	323	357	428	399	334
利息の支払額	Interest expenses paid	△ 173	△ 192	△ 471	△ 634	△ 586	△ 480	△ 366
法人税等の支払額	Income tax paid	△ 1,531	△ 1,247	△ 4,072	△ 3,564	△ 4,076	△ 5,123	△ 3,367
営業活動によるキャッシュ・フロー	Net cash provided by operating activities	9,641	6,716	7,646	9,358	12,610	7,364	15,094
II 投資活動によるキャッシュ・フロー	II Net cash used in investment activities							
有価証券の純増減額	Net Increase (Decrease) in marketable securities	318	17	9	—	—	—	—
有形固定資産の取得による支出	Purchase of property, plant and equipment	△ 1,912	△ 2,587	△ 7,305	△ 4,077	△ 3,539	△ 5,996	△ 4,120
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	△ 554	△ 8,364	△ 1,697	△ 172	△ 204	△ 376	△ 695
投資有価証券の取得による支出	Purchase of investment securities	△ 1,905	△ 691	△ 517	△ 1,448	△ 1,238	△ 2,408	△ 866
投資有価証券の売却による収入	Proceeds from sales of investment securities	575	5	275	85	1,457	19	0
子会社株式取得による支出	Purchase of investments in subsidiaries	—	—	—	△ 2,471	—	—	—
その他	Other	△ 127	△ 16	△ 30	555	△ 475	△ 234	△ 33
投資活動によるキャッシュ・フロー	Net cash used in investment activities	△ 3,607	△ 11,468	△ 9,261	△ 7,526	△ 3,981	△ 8,996	△ 5,716
III 財務活動によるキャッシュ・フロー	III Net cash used in financing activities							
短期借入金の純増減額 (△は減少)	Increase (decrease) in short-term loans payable	△ 590	1,076	1,225	1,525	△ 4,257	208	144
長期借入による収入	Proceeds from long-term loans payable	—	7,010	1,072	—	1,556	611	1,512
長期借入金の返済による支出	Repayment of long-term loans payable	△ 2,908	△ 1,428	△ 2,032	△ 1,854	△ 1,559	△ 753	△ 1,913
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	△ 801	△ 1,090	△ 1,145	△ 1,386	△ 1,400	△ 1,646
その他	Other	△ 13	59	△ 68	△ 48	△ 31	△ 39	△ 38
財務活動によるキャッシュ・フロー	Net cash used in financing activities	△ 4,314	5,915	△ 506	△ 1,504	△ 5,660	△ 1,373	△ 1,940
IV 現金及び現金同等物に係る換算差額	IV Effect of exchange rate change on cash and cash equivalents	△ 189	△ 89	362	123	△ 368	△ 651	△ 216
V 現金及び現金同等物の増減額 (△は減少)	V Increase (decrease) in cash and cash equivalents	1,529	1,074	△ 1,758	450	2,600	△ 3,657	7,221
VI 現金及び現金同等物の期首残高	VI Cash and cash equivalents at beginning of year	5,812	7,342	8,416	6,657	7,108	9,709	6,051
VII 現金及び現金同等物の期末残高	VII Cash and cash equivalents at end of year	7,342	8,416	6,657	7,108	9,709	6,051	13,272

要約財務諸表 / Non-Consolidated Financial Statements

		(百万円 / millions of yen)						
		2004/3	2005/3	2006/3	2007/3	2008/3	2009/3	2010/3
【貸借対照表の要旨】								
資産の部	ASSETS							
流動資産	Current Assets	23,671	29,660	27,741	26,587	30,654	31,453	38,096
固定資産	Fixed Assets	52,398	52,310	62,729	68,614	60,931	60,703	61,690
資産合計	Total Assets	76,069	81,971	90,470	95,202	91,586	92,157	99,786
負債の部	LIABILITIES							
流動負債	Current Liabilities	17,709	21,497	22,196	22,880	24,659	22,628	24,088
固定負債	Non-current Liabilities	13,507	12,737	9,429	8,862	4,332	2,281	3,081
負債合計	Total Liabilities	31,217	34,235	31,625	31,743	28,991	24,910	27,170
純資産の部	NET ASSETS							
株主資本	Owners' Equity	38,830	41,606	49,268	53,374	57,685	62,708	67,282
資本金	Capital stock	3,284	3,288	5,409	5,743	5,860	6,398	6,398
資本剰余金	Capital surplus	2,399	2,408	4,530	4,862	4,980	5,517	5,517
利益剰余金	Retained earnings	33,423	36,122	39,464	42,942	47,047	51,026	55,626
自己株式	Treasury stock	△ 276	△ 212	△ 135	△ 173	△ 203	△ 234	△ 261
評価・換算差額等	Valuation and translation adjustments	6,022	6,127	9,575	10,083	4,909	3,944	4,740
その他有価証券評価差額金	Valuation difference on available-for-sale securities	6,022	6,127	9,575	10,083	4,909	3,944	4,740
新株予約権	Subscription rights to shares	—	—	—	—	—	593	593
純資産合計	Total Net Assets	44,852	47,735	58,844	63,458	62,594	67,246	72,616
負債純資産合計	Total Liabilities and Net Assets	76,069	81,971	90,470	95,202	91,586	92,157	99,786
【損益計算書の要旨】								
売上高	Net sales	48,238	52,767	58,608	62,723	67,426	70,946	72,921
アイケア関連	Eye care products	18,273	20,986	21,178	22,425	23,255	23,392	22,781
スキンケア関連	Skincare products	19,353	20,555	25,169	27,503	31,050	35,111	38,015
内服関連	Internal Medicines	7,803	7,529	6,963	7,280	8,459	8,637	8,668
その他	Others	2,808	3,695	5,297	5,514	4,661	3,804	3,455
売上原価	Cost of sales	18,978	20,061	22,156	24,682	26,490	28,198	29,093
販売費及び一般管理費	Selling, general and administrative expenses	25,360	27,146	28,903	30,082	31,591	32,737	33,700
営業利益	Operating income	3,900	5,560	7,548	7,958	9,344	10,010	10,126
営業外損益	Net non-operating income (expense)	△ 401	△ 88	△ 490	△ 417	△ 244	382	375
経常利益	Ordinary income	3,500	5,471	7,059	7,541	9,100	10,392	10,502
特別損益	Net extraordinary income (loss)	59	△ 25	68	196	340	△ 1,939	416
税引前当期純利益	Income before income taxes	3,559	5,445	7,127	7,737	9,439	8,452	10,086
法人税等	Income taxes	1,412	1,919	2,665	3,073	3,948	3,072	3,838
当期純利益	Net income	2,147	3,525	4,461	4,664	5,490	5,379	6,247
前期繰越利益	Retained earnings brought forward	495	525	695	—	—	—	—
中間配当額	Interim dividends	400	400	555	—	—	—	—
当期末処分利益	Unappropriated retained earnings	2,242	3,650	4,601	—	—	—	—

(注) 2006/3以前の数値は、資本の部を純資産の部に組み替えてあります。

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)	117,907,528
株主数(名)〈前期末比〉	Number of shareholders	7,962 〈108名減〉

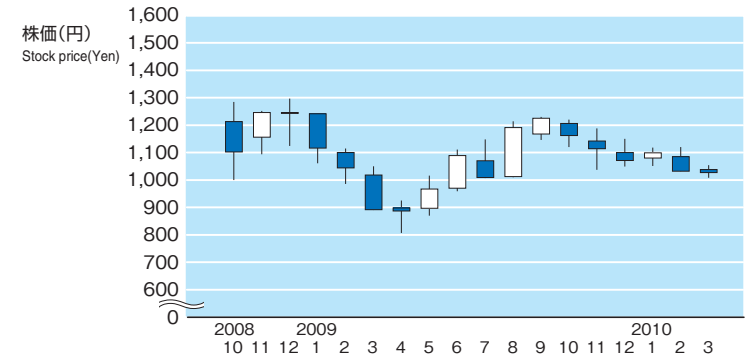
大株主

株主名	Shareholder	持株数(千株) / 出資比率(%)	
		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)	9,015	7.64
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)	8,883	7.53
株式会社 三菱東京UFJ銀行	The Bank of Tokyo-Mitsubishi UFJ, Ltd.	5,303	4.49
有限会社 山田興産	Yamada Kousan, Ltd.	4,074	3.45
山昌興産株式会社	Yamashou Kousan Co., Ltd.	3,484	2.95
山田 清子	Kiyoko Yamada	2,968	2.51
日本生命保険相互会社	Nippon Life Insurance Company	2,942	2.49
山田 茂子	Shigeko Yamada	2,900	2.45
ステートストリートバンクアンドトラストカンパニー	State Street Bank and Trust Company	2,664	2.25
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 account 9)	2,001	1.69

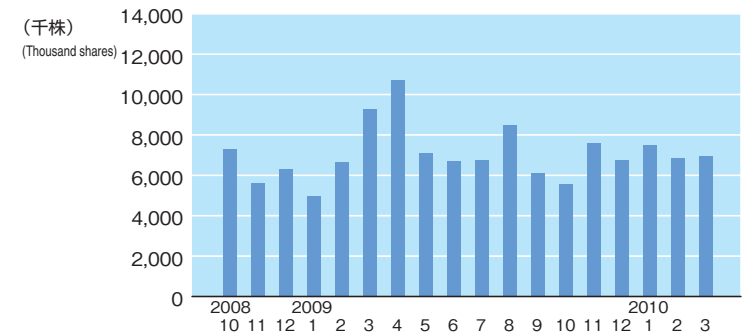
(2010年3月31日現在 / as of March 31, 2010)

株価および株式売買高の推移 Stock price trend and

株価 Stock price trend

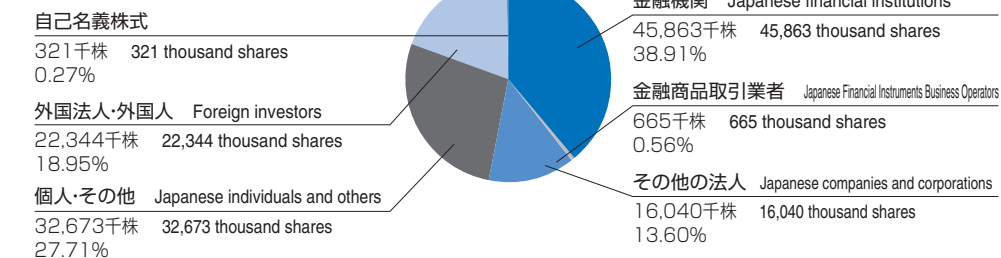


株式売買高 Trading volume

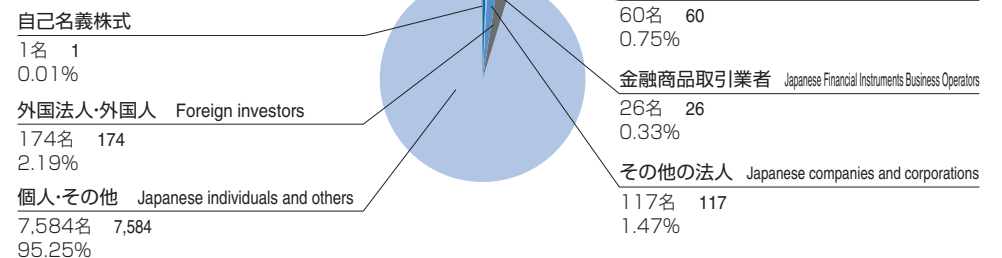


所有者別状況 Composition of Shareholders by Category

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.

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