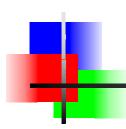
# Financial results for the 1<sup>st</sup> half of the year ending March 2008

**November 9, 2007** 

**Towa Pharmaceutical Co., Ltd.** 

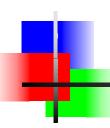
(stock ticker number :4553)



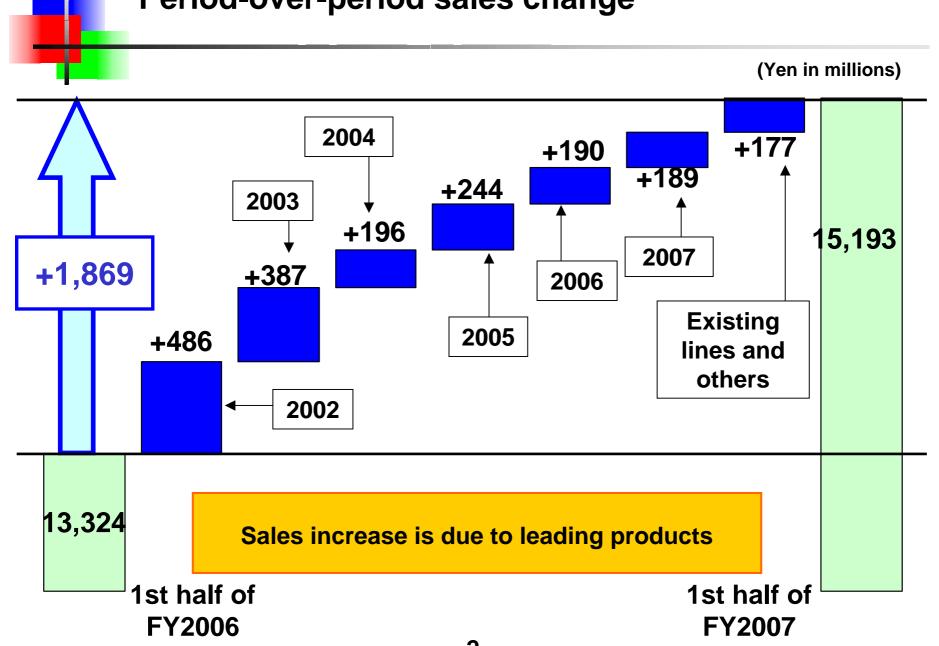
## Outline of the financial results for the 1st half of the year ending March 2008 (FY2007)

(Yen in millions)

|                    | 1st half of FY2007 |                | 1st half of FY2006 |        |                   |
|--------------------|--------------------|----------------|--------------------|--------|-------------------|
|                    |                    | ratio to sales | change in %        |        | ratio to<br>sales |
| Net Sales          | 15,193             | -              | + 14.0 %           | 13,324 | -                 |
| Gross Margin       | 7,113              | 46.8 %         | + 18.1 %           | 6,024  | 45.2 %            |
| SGA                | 4,647              | 30.6 %         | - 0.2 %            | 4,654  | 34.9 %            |
| Operating Income   | 2,466              | 16.2 %         | + 80.0 %           | 1,369  | 10.3 %            |
| Ordinary<br>Income | 2,501              | 16.5 %         | + 64.0 %           | 1,525  | 11.5 %            |
| Net Income         | 1,422              | 9.4 %          | + 69.8 %           | 837    | 6.3 %             |

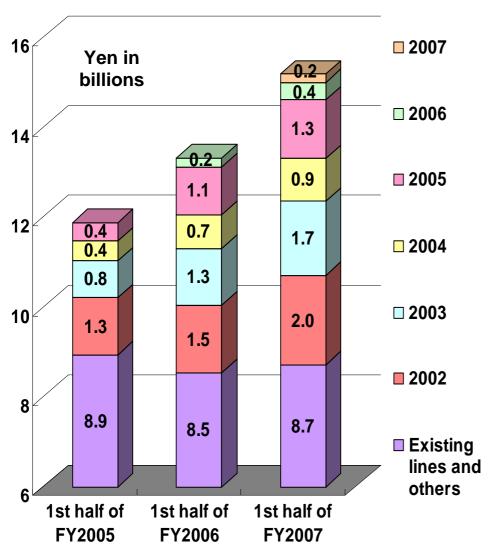


## Period-over-period sales change



-2-

## Sales of products by launched year



#### **2007 (22 products)**

Behind on sales budget. 0.19 bn Yen sales 21.5% of annual budget

#### **2006 (19 products)**

Poor sales figures because of fair pricing strategy

### **2002-2005 products**

Steady increase by leading products

2005 (35 products) Famotidine D

2004 (18 products) Nifedipine CR 2003 (14 products) Pravastatin

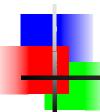
Simvastatin

2002 (23 products) Famotidine

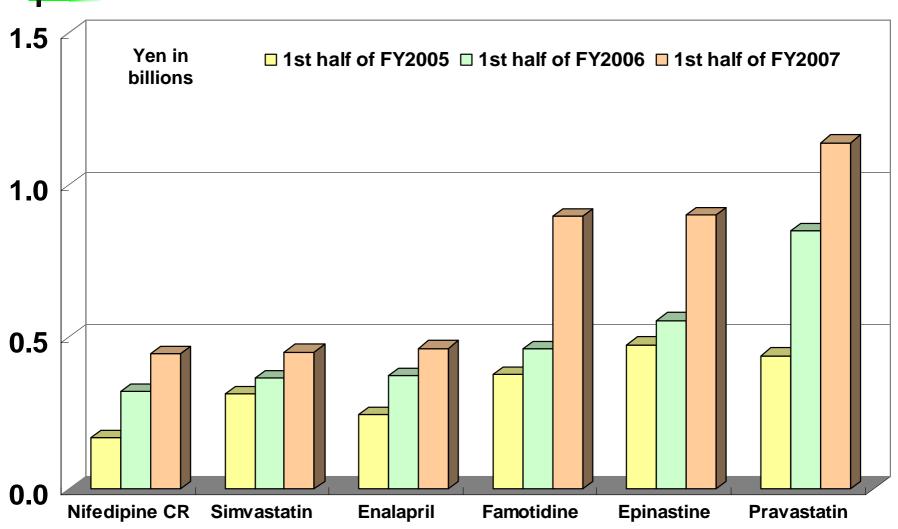
**Enalapril** 

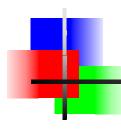
#### **Existing lines and others**

Steady sales

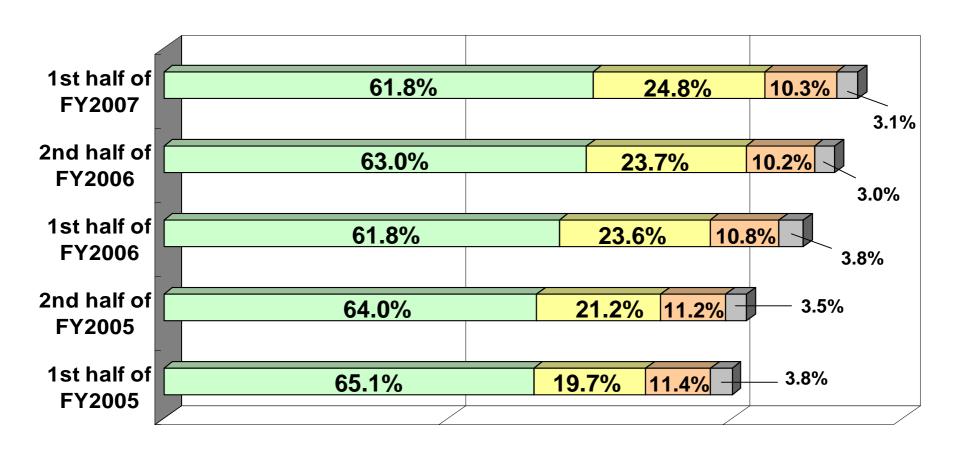


## Sales of leading products

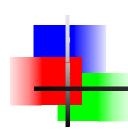




## Sales of medical institutions



□ General Practitioners
□ Dispensing Pharmacies
□ Hospitals
□ Others



## Sales and general administrative expenses

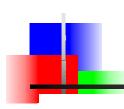
(Yen in millions)

|                      | 1st half of FY2007 |                |  |
|----------------------|--------------------|----------------|--|
|                      |                    | Period-over    |  |
|                      |                    | -period change |  |
| Labor cost           | 2,425              | + 185          |  |
| (1st half of FY2006) | (2,240)            |                |  |
| R&D expenses         | 784                | - 236          |  |
| (1st half of FY2006) | (1,020)            |                |  |
| Ad expenses          | 387                | + 15           |  |
| (1st half of FY2006) | (371)              |                |  |
| Others               | 1,050              | + 28           |  |
| (1st half of FY2006) | (1,022)            |                |  |
| SGA                  | 4,647              | - 7            |  |
| (1st half of FY2006) | (4,654)            |                |  |

Due to increase of accrued pension cost, etc.

## **Decrease of R&D expenses**

Decrease of number of BE studies



## Non-operating income & expenses and extraordinary gain & loss

(Yen in millions)

|   | 1st half of<br>FY2007 | 1st half of<br>FY2006 |  |
|---|-----------------------|-----------------------|--|
| Net sales                               | 15,193                | 13,324                |  |
| Gross margin                            | 7,113                 | 6,024                 |  |
| SGA                                     | 4,647                 | 4,654                 |  |
| Operating income                        | 2,466                 | 1,369                 |  |
| Non-operating income                    | 214                   | 281                   |  |
| Profit on revaluation of currency swaps | ı                     | 138                   |  |
| Non-operating expenses                  | 179                   | 125                   |  |
| Loss on revaluation of currency swaps   | 29                    | -                     |  |
| Ordinary income                         | 2,501                 | 1,525                 |  |
| Extraordinary gain                      | 13                    | 15                    |  |
| Extraordinary loss                      | 177                   | 116                   |  |
| Net income                              | 1,422                 | 837                   |  |

### **Non-OP income and expenses**

- Recorded 138 profit in previous period due to weaker Yen (0.43 Yen/\$)
- 29 loss due to stronger Yen in this period

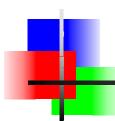
#### **Exchange rate**

As of the end of March 2007: 117.05 Yen/\$

As of the end of Sept. 2007: 114.43 Yen/\$

### **Extraordinary loss**

 177 loss of accounting for the impairment of production asset for antibiotics products in Osaka Plant



## **Balance Sheets**

(Yen in millions)

|                                     | As of Sept. 30<br>2007 | As of March 31<br>2007 | changes |
|-------------------------------------|------------------------|------------------------|---------|
| Cash and deposits                   | 1,780                  | 1,179                  | + 600   |
| Trade notes and account receivables | 11,193                 | 11,801                 | - 608   |
| Marketable securities               | 1,422                  | 316                    | + 1,106 |
| Inventories                         | 7,858                  | 8,215                  | - 357   |
| Currency swaps                      | 614                    | 644                    | - 29    |
| Other current assets                | 1,075                  | 1,223                  | - 148   |
| <b>Current assets</b>               | 23,942                 | 23,378                 | + 563   |
| Fixed assets                        | 19,530                 | 20,289                 | - 759   |
| Total assets                        | 43,473                 | 43,668                 | - 195   |

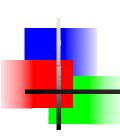
Trade notes and account 3,174 4,066 - 891 pavables - 303 Other current liabilities 4,908 5,211 8,082 9,277 **Current liabilities** - 1,195 1,172 1,120 **Fixed liabilities** + 52 Total liabilities 9,254 10,397 - 1,143 34,218 33,270 Shareholders' equity +947Total liabilities 43,668 43,473 - 195 and shareholders' equity

Due to sales decrease compared to 2nd half of FY2006

Increase in operation of safe and liquid financial product

Rebound decrease of inventory accumulation for preparing for moving to new Osaka Plant in the end of the previous period

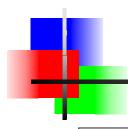
Rebound decrease of further purchasing accompanied by inventory accumulation in the end of the previous period



## Financial forecast for full year result

(Yen in millions)

|                  | <b>FY2007 (plan)</b><br>(April 2007 - March 2008) |                   |             | <b>FY2006</b> (April 2006 - March 2007) |                   |
|------------------|---|-------------------|-------------|---|-------------------|
|                  |   | ratio to<br>sales | change in % |   | ratio to<br>sales |
| Net sales        | 32,400  | _                 | +10.8 %     | 29,235                                  | -                 |
| Operating income | 5,600   | 17.3 %            | +26.8 %     | 4,416                                   | 15.1 %            |
| Ordinary income  | 5,800   | 17.9 %            | +18.7 %     | 4,886                                   | 16.7 %            |
| Net income       | 3,550   | 11.0 %            | +36.6 %     | 2,598                                   | 8.9 %             |



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