

# Consolidated Financial Results for FY2014

## Consolidated Subsidiaries: 3

Kissei Shoji Co., Ltd. / Kissei Comtec Co., Ltd. / Hashiba Technos Co., Ltd.

| Consolidated                                    | FY2013<br>Apr. 2013 - Mar. 2014 |        | FY2014<br>Apr. 2014 - Mar. 2015 |             |        | YoY    |
|---|---------------------------------|--------|---------------------------------|-------------|--------|--------|
|   | Mil. of US\$                    | Ratio  | Mil. of US\$                    | Mil. of Yen | Ratio  |        |
| Net Sales                                       | 586.7                           | 100.0% | 584.3                           | 70,111      | 100.0% | △0.4%  |
| Cost of Sales                                   | 193.2                           | 32.9%  | 200.5                           | 24,066      | 34.3%  | 3.8%   |
| Gross Profit                                    | 393.5                           | 67.1%  | 383.7                           | 46,045      | 65.7%  | △2.5%  |
| Selling, General and<br>Administrative Expenses | 291.0                           | 49.6%  | 314.3                           | 37,711      | 53.8%  | 8.0%   |
| Operating Income                                | 102.5                           | 17.5%  | 69.5                            | 8,334       | 11.9%  | △32.2% |
| Net Income                                      | 75.8                            | 12.9%  | 59.7                            | 7,165       | 10.2%  | △21.2% |
| Comprehensive Income                            | 92.0                            | 15.7%  | 152.7                           | 18,328      | 26.1%  | 66.0%  |

Note: US dollar amounts are translated at the rate of ¥120= US\$1.

# Financial Forecasts for FY2015

| Consolidated                                    | Results of FY2014<br>Apr. 2014 - Mar. 2015 |             |        | Forecasts for FY2015<br>Apr. 2015 - Mar. 2016 |             |        | YoY   |
|---|--|-------------|--------|---|-------------|--------|-------|
|   | Mil. of US\$                               | Mil. of Yen | Ratio  | Mil. of US\$                                  | Mil. of Yen | Ratio  |       |
| Net Sales                                       | 584.3                                      | 70,111      | 100.0% | 587.5   | 70,500      | 100.0% | 0.6%  |
| Cost of Sales                                   | 200.5                                      | 24,066      | 34.3%  | 209.2   | 25,100      | 35.6%  | 4.3%  |
| Gross Profit                                    | 383.7                                      | 46,045      | 65.7%  | 378.3   | 45,400      | 64.4%  | △1.4% |
| Selling, General and<br>Administrative Expenses | 314.3                                      | 37,711      | 53.8%  | 305.8   | 36,700      | 52.1%  | △2.7% |
| Operating Income                                | 69.5                                       | 8,334       | 11.9%  | 72.5  | 8,700       | 12.3%  | 4.4%  |
| Net Income                                      | 59.7                                       | 7,165       | 10.2%  | 56.7  | 6,800       | 9.6%   | △5.1% |

¥120= US\$1

# Trends in Business Performance

( Millions of Yen except Number of Employees)

| Consolidated                  | FY2011 | FY2012 | FY2013 | FY2014 | FY2015<br>Forecasts |
|-------------------------------|--------|--------|--------|--------|---------------------|
| Net Sales                     | 64,619 | 62,491 | 70,399 | 70,111 | 70,500              |
| Operating Income              | 7,466  | 7,761  | 12,301 | 8,334  | 8,700               |
| (% of Net Sales)              | (11.6) | (12.4) | (17.5) | (11.9) | (12.3)              |
| Extraordinary Gain or Loss    | △ 252  | △ 857  | △ 140  | △ 119  | —                   |
| Net Income                    | 4,770  | 5,020  | 9,093  | 7,165  | 6,800               |
| (% of Net Sales)              | (7.4)  | (8.0)  | (12.9) | (10.2) | (9.6)               |
| R&D Expenses                  | 10,043 | 10,312 | 11,299 | 14,488 | 13,400              |
| (% of Net Sales)              | (15.5) | (16.5) | (16.0) | (20.7) | (19.0)              |
| Depreciation and Amortization | 2,635  | 2,390  | 2,190  | 2,204  | 2,520               |
| Capital Investment            | 1,893  | 1,664  | 2,382  | 1,826  | 2,280               |
| Export Value                  | 2,794  | 4,018  | 7,757  | 7,257  | 6,210               |
| Number of Employees           | 1,893  | 1,894  | 1,883  | 1,883  | —                   |

< Years ended / ending March 31 >

# Trends in Main Product Sales

( Millions of Yen )

| Products                  | FY2011 | FY2012 | FY2013 | FY2014 | FY2015<br>Forecasts |
|---------------------------|--------|--------|--------|--------|---------------------|
| URIEF                     | 11,157 | 11,714 | 13,332 | 14,088 | 14,900              |
| GLUFAST                   | 4,300  | 3,447  | 3,410  | 3,405  | 3,410               |
| GLUBES                    | 668    | 1,695  | 2,551  | 3,310  | 4,200               |
| SALAGEN                   | 1,046  | 1,140  | 1,267  | 1,270  | 1,430               |
| EPOETIN ALFA BS INJECTION | 2,899  | 4,427  | 5,596  | 5,715  | 6,040               |
| BEZATOL                   | 7,092  | 5,947  | 5,543  | 4,375  | 3,780               |
| UTEMERIN                  | 4,339  | 4,012  | 3,910  | 3,291  | 3,020               |
| XANBON                    | 1,468  | 1,219  | 1,074  | 816    | 730                 |
| RIZABEN Eye Drops         | 2,086  | 2,329  | 1,526  | 1,547  | 1,340               |
| RIZABEN                   | 1,724  | 1,607  | 1,444  | 1,262  | 1,180               |
| DOMENAN                   | 258    | 226    | 197    | 159    | 140                 |
| FRAGMIN                   | 596    | 467    | 419    | 328    | 270                 |
| RYSMON TG                 | 649    | 553    | 493    | 406    | 370                 |
| ZOLADEX 1.8mg Depot       | 694    | 687    | 796    | 692    | 670                 |
| FULSTAN                   | 623    | 642    | 660    | 619    | 600                 |
| Nutritional food products | 3,619  | 3,727  | 3,861  | 3,666  | 3,860               |

< Years ended / ending March 31 >