

# Consolidated Financial Results for the Third Quarter of FY2015

## Consolidated Subsidiaries: 3

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

Consolidated	Third Quarter of FY2014 Apr. 2014 - Dec. 2014		Third Quarter of FY2015 Apr. 2015 - Dec. 2015			YoY
	Mil. of US\$	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	436.3	100.0%	445.7	53,749	100.0%	2.1%
Cost of Sales	146.8	33.7%	140.8	16,986	31.6%	△ 4.1%
Gross Profit	289.5	66.3%	304.8	36,763	68.4%	5.3%
Selling, General and Administrative Expenses	216.8	49.7%	211.6	25,518	47.5%	△ 2.4%
Operating Income	72.7	16.7%	93.2	11,246	20.9%	28.3%
Profit Attributable to Owners of Parent	61.8	14.2%	73.0	8,808	16.4%	18.2%

Note: US dollar amounts are translated at the rate of ¥120.6= US\$1.

# Financial Forecasts for FY2015

Consolidated	Results of FY2014 Apr. 2014 - Mar. 2015			Forecasts for FY2015 Apr. 2015 - Mar. 2016			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	581.3	70,111	100.0%	594.5	71,700	100.0%	2.3%
Cost of Sales	199.5	24,066	34.3%	199.8	24,100	33.6%	0.1%
Gross Profit	381.8	46,045	65.7%	394.7	47,600	66.4%	3.4%
Selling, General and Administrative Expenses	312.7	37,711	53.8%	311.8	37,600	52.4%	△ 0.3%
Operating Income	69.1	8,334	11.9%	82.9	10,000	13.9%	20.0%
Profit Attributable to Owners of Parent	59.4	7,165	10.2%	65.5	7,900	11.0%	10.3%

¥120.6= US\$1

# Trends in Business Performance

( Millions of Yen except Number of Employees)

Consolidated	FY2011	FY2012	FY2013	FY2014	FY2015 Forecasts
Net Sales	64,619	62,491	70,399	70,111	71,700
Operating Income	7,466	7,761	12,301	8,334	10,000
(% of Net Sales)	(11.6)	(12.4)	(17.5)	(11.9)	(13.9)
Extraordinary Gain or Loss	△ 252	△ 857	△ 140	△ 119	△ 150
Profit Attributable to Owners of Parent	4,770	5,020	9,093	7,165	7,900
(% of Net Sales)	(7.4)	(8.0)	(12.9)	(10.2)	(11.0)
R&D Expenses	10,043	10,312	11,299	14,488	14,500
(% of Net Sales)	(15.5)	(16.5)	(16.0)	(20.7)	(20.2)
Depreciation and Amortization	2,635	2,390	2,190	2,204	2,330
Capital Investment	1,893	1,664	2,382	1,826	1,780
Export Value	2,794	4,018	7,757	7,257	7,140
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	FY2013	FY2014	FY2014 3Q	FY2015 3Q	FY2015 Forecasts
URIEF	13,332	14,088	10,769	11,830	15,100
GLUFAST	3,410	3,405	2,599	2,831	3,500
GLUBES	2,551	3,310	2,503	3,045	4,200
P-TOL	–	–	–	309	700
SALAGEN	1,267	1,270	960	1,155	1,500
EPOETIN ALFA BS Injection	5,596	5,715	4,487	4,777	6,200
BEZATOL	5,543	4,375	3,451	3,068	3,840
UTEMERIN	3,910	3,291	2,667	2,321	2,800
XANBON	1,074	816	676	596	730
RIZABEN Eye Drops	1,526	1,547	858	791	1,240
RIZABEN	1,444	1,262	966	883	1,120
DOMENAN	197	159	123	114	140
FRAGMIN	419	328	266	218	270
ZOLADEX 1.8mg Depot	796	692	534	580	690
FULSTAN	660	619	484	496	620

< Years ended / ending March 31 >