

# Consolidated Financial Results for FY2015

## Consolidated Subsidiaries: 3

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

Consolidated	FY2014 Apr. 2014 - Mar. 2015		FY2015 Apr. 2015 - Mar. 2016			YoY
	Mil. of US\$	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	622.1	100.0%	632.6	71,294	100.0%	1.7%
Cost of Sales	213.5	34.3%	209.2	23,580	33.1%	△2.0%
Gross Profit	408.6	65.7%	423.4	47,714	66.9%	3.6%
Selling, General and Administrative Expenses	334.6	53.8%	332.2	37,440	52.5%	△0.7%
Operating Income	74.0	11.9%	91.2	10,275	14.4%	23.3%
Profit Attributable to Owners of Parent	63.6	10.2%	72.5	8,165	11.5%	14.0%
Comprehensive Income	162.6	26.1%	84.4	9,511	13.3%	△48.1%

Note: US dollar amounts are translated at the rate of ¥112.7= US\$1.

# Financial Forecasts for FY2016

Consolidated	Results of FY2015 Apr. 2015 - Mar. 2016			Forecasts for FY2016 Apr. 2016 - Mar. 2017			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	632.6	71,294	100.0%	630.0	71,000	100.0%	△0.4%
Cost of Sales	209.2	23,580	33.1%	221.8	25,000	35.2%	6.0%
Gross Profit	423.4	47,714	66.9%	408.2	46,000	64.8%	△3.6%
Selling, General and Administrative Expenses	332.2	37,440	52.5%	331.9	37,400	52.7%	△0.1%
Operating Income	91.2	10,275	14.4%	76.3	8,600	12.1%	△16.3%
Profit Attributable to Owners of Parent	72.5	8,165	11.5%	62.1	7,000	9.9%	△14.3%

¥112.7= US\$1

# Trends in Business Performance

( Millions of Yen except Number of Employees )

Consolidated	FY2012	FY2013	FY2014	FY2015	FY2016 Forecasts
Net Sales	62,491	70,399	70,111	71,294	71,000
Operating Income	7,761	12,301	8,334	10,275	8,600
(% of Net Sales)	(12.4)	(17.5)	(11.9)	(14.4)	(12.1)
Extraordinary Gain or Loss	△ 857	△ 140	△ 119	△ 217	—
Profit Attributable to Owners of Parent	5,020	9,093	7,165	8,165	7,000
(% of Net Sales)	(8.0)	(12.9)	(10.2)	(11.5)	(9.9)
R&D Expenses	10,312	11,299	14,488	14,106	12,300
(% of Net Sales)	(16.5)	(16.0)	(20.7)	(19.8)	(17.3)
Depreciation and Amortization	2,390	2,190	2,204	2,344	2,420
Capital Investment	1,664	2,382	1,826	1,943	1,270
Export Value	4,018	7,757	7,257	7,232	6,190
Number of Employees	1,894	1,883	1,883	1,908	—

< Years ended / ending March 31 >

# Trends in Main Product Sales

( Millions of Yen )

Products	FY2012	FY2013	FY2014	FY2015	FY2016 Forecasts
URIEF	11,714	13,332	14,088	15,474	15,800
GLUFAST	3,447	3,410	3,405	3,624	3,150
GLUBES	1,695	2,551	3,310	3,925	4,500
P-TOL	–	–	–	627	3,500
SALAGEN	1,140	1,267	1,270	1,456	1,620
EPOETIN ALFA BS INJECTION	4,427	5,596	5,715	6,050	5,400
BEZATOL	5,947	5,543	4,375	3,818	3,000
UTEMERIN	4,012	3,910	3,291	2,867	2,340
XANBON	1,219	1,074	816	728	540
RIZABEN Eye Drops	2,329	1,526	1,547	1,340	1,200
RIZABEN	1,607	1,444	1,262	1,135	1,000
DOMENAN	226	197	159	147	130
FRAGMIN	467	419	328	267	210
ZOLADEX 1.8mg Depot	687	796	692	730	600
FULSTAN	642	660	619	628	660
Nutritional food products	3,727	3,861	3,666	3,735	3,840

< Years ended / ending March 31 >