

# Consolidated Financial Results for the First Quarter of FY2016

## Consolidated Subsidiaries: 3

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

Consolidated	First Quarter of FY2015 Apr. 2015 - Jun. 2015		First Quarter of FY2016 Apr. 2016 - Jun. 2016			YoY
	Mil. of US\$	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	162.1	100.0%	186.2	19,156	100.0%	14.9%
Cost of Sales	49.7	30.7%	66.3	6,825	35.6%	33.4%
Gross Profit	112.4	69.3%	119.8	12,331	64.4%	6.7%
Selling, General and Administrative Expenses	88.3	54.5%	87.6	9,011	47.0%	△0.8%
Operating Income	24.1	14.9%	32.3	3,320	17.3%	34.0%
Profit Attributable to Owners of Parent	22.0	13.6%	27.5	2,835	14.8%	25.1%

Note: US dollar amounts are translated at the rate of ¥102.9= 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	692.8	71,294	100.0%	690.0	71,000	100.0%	△0.4%
Cost of Sales	229.2	23,580	33.1%	243.0	25,000	35.2%	6.0%
Gross Profit	463.7	47,714	66.9%	447.0	46,000	64.8%	△3.6%
Selling, General and Administrative Expenses	363.8	37,440	52.5%	363.5	37,400	52.7%	△0.1%
Operating Income	99.9	10,275	14.4%	83.6	8,600	12.1%	△16.3%
Profit Attributable to Owners of Parent	79.4	8,165	11.5%	68.0	7,000	9.9%	△14.3%

¥102.9= 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	FY2014	FY2015	FY2015 1Q	FY2016 1Q	FY2016 Forecasts
URIEF	14,088	15,474	3,830	4,168	15,800
GLUFAST	3,405	3,624	949	1,113	3,150
GLUBES	3,310	3,925	987	1,112	4,500
P-TOL	–	627	–	632	3,500
SALAGEN	1,270	1,456	386	412	1,620
EPOETIN ALFA BS INJECTION	5,715	6,050	1,548	1,514	5,400
BEZATOL	4,375	3,818	1,047	862	3,000
UTEMERIN	3,291	2,867	762	648	2,340
XANBON	816	728	204	166	540
RIZABEN Eye Drops	1,547	1,340	228	227	1,200
RIZABEN	1,262	1,135	287	265	1,000
DOMENAN	159	147	38	35	130
FRAGMIN	328	267	76	56	210
ZOLADEX 1.8mg Depot	692	730	180	147	600
FULSTAN	619	628	168	170	660

< Years ended / ending March 31 >