

Consolidated Financial Results for FY2017

Consolidated Subsidiaries: 3

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

Consolidated	FY2016 Apr. 2016 - Mar. 2017		FY2017 Apr. 2017 - Mar. 2018			YoY
	Mil. of US\$	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	676.5	100.0%	698.2	74,009	100.0%	3.2%
Cost of Sales	236.6	35.0%	244.2	25,889	35.0%	3.2%
Gross Profit	439.9	65.0%	454.0	48,120	65.0%	3.2%
Selling, General and Administrative Expenses	359.8	53.2%	360.7	38,232	51.7%	0.2%
Operating Income	80.1	11.8%	93.3	9,887	13.4%	16.4%
Profit Attributable to Owners of Parent	72.9	10.8%	85.3	9,045	12.2%	17.1%
Comprehensive Income	33.1	4.9%	236.3	25,044	33.8%	613.7%

Note: US dollar amounts are translated at the rate of ¥106= US\$1.
Amounts are rounded down. As a result, the sum and breakdown of data may not equal the totals.

Financial Forecasts for FY2018

Consolidated	Results of FY2017 Apr. 2017 - Mar. 2018			Forecasts for FY2018 Apr. 2018 - Mar. 2019			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	698.2	74,009	100.0%	676.4	71,700	100.0%	△3.1%
Cost of Sales	244.2	25,889	35.0%	252.8	26,800	37.4%	3.5%
Gross Profit	454.0	48,120	65.0%	423.6	44,900	62.6%	△6.7%
Selling, General and Administrative Expenses	360.7	38,232	51.7%	349.1	37,000	51.6%	△3.2%
Operating Income	93.3	9,887	13.4%	74.5	7,900	11.0%	△20.1%
Profit Attributable to Owners of Parent	85.3	9,045	12.2%	62.3	6,600	9.2%	△27.0%

¥106= US\$1

Trends in Business Performance

(Millions of Yen except Number of Employees)

Consolidated	FY2014	FY2015	FY2016	FY2017	FY2018 Forecasts
Net Sales	70,110	71,294	71,706	74,009	71,700
Operating Income	8,334	10,274	8,491	9,887	7,900
(% of Net Sales)	(11.9)	(14.4)	(11.8)	(13.4)	(11.0)
Extraordinary Gain or Loss	△ 118	△ 216	478	283	–
Profit Attributable to Owners of Parent	7,165	8,165	7,726	9,045	6,600
(% of Net Sales)	(10.2)	(11.5)	(10.8)	(12.2)	(9.2)
R&D Expenses	14,488	14,106	13,877	14,179	13,000
(% of Net Sales)	(20.7)	(19.8)	(19.4)	(19.2)	(18.1)
Depreciation and Amortization	2,203	2,343	2,370	2,492	2,700
Capital Investment	1,825	1,942	1,477	1,989	940
Export Value	7,256	7,231	6,318	8,343	6,900
Number of Employees	1,883	1,908	1,905	1,903	–

< Years ended / ending March 31 >

Trends in Main Product Sales

(Millions of Yen)

Products	FY2014	FY2015	FY2016	FY2017	FY2018 Forecasts
URIEF	14,087	15,473	16,164	17,235	17,700
GLUBES	3,309	3,925	4,204	4,477	4,600
GLUFAST	3,404	3,623	3,681	2,762	1,530
P-TOL	–	626	3,070	4,274	5,800
SALAGEN	1,270	1,456	1,526	1,561	1,630
RECTABUL	–	–	–	228	570
EPOETIN ALFA BS INJECTION	5,714	6,049	5,792	6,093	5,600
BEZATOL	4,374	3,817	3,016	2,564	1,720
UTEMERIN	3,291	2,866	2,296	1,904	1,180
XANBON	816	728	563	483	330
RIZABEN Eye Drops	1,546	1,339	1,141	989	800
RIZABEN	1,261	1,135	959	812	340
DOMENAN	158	146	122	102	100
FRAGMIN	328	266	201	182	140
ZOLADEX 1.8mg Depot	691	730	577	560	520
FULSTAN	618	628	624	557	400
Nutritional food products	3,665	3,734	3,840	3,796	4,000

< Years ended / ending March 31 >