

Consolidated Financial Results for FY2013

Consolidated Subsidiaries: 3

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

Consolidated	FY2012 Apr. 2012 - Mar. 2013		FY2013 Apr. 2013 - Mar. 2014			YoY
	Mil. of US\$	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	606.7	100.0%	683.5	70,399	100.0%	12.7%
Cost of Sales	205.3	33.8%	225.1	23,181	32.9%	9.6%
Gross Profit	401.4	66.2%	458.4	47,219	67.1%	14.2%
Selling, General and Administrative Expenses	326.1	53.7%	339.0	34,917	49.6%	4.0%
Operating Income	75.4	12.4%	119.4	12,301	17.5%	58.5%
Net Income	48.7	8.0%	88.3	9,093	12.9%	81.1%
Comprehensive Income	129.2	21.3%	107.2	11,043	15.7%	△17.0%

Note: US dollar amounts are translated at the rate of ¥103 = US\$1.

Financial Forecasts for FY2014

Consolidated	Results of FY2013 Apr. 2013 - Mar. 2014			Forecasts for FY2014 Apr. 2014 - Mar. 2015			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	683.5	70,399	100.0%	652.4	67,200	100.0%	Δ4.5%
Cost of Sales	225.1	23,181	32.9%	229.1	23,600	35.1%	1.8%
Gross Profit	458.4	47,219	67.1%	423.3	43,600	64.9%	Δ7.7%
Selling, General and Administrative Expenses	339.0	34,917	49.6%	347.6	35,800	53.3%	2.5%
Operating Income	119.4	12,301	17.5%	75.7	7,800	11.6%	Δ36.6%
Net Income	88.3	9,093	12.9%	59.2	6,100	9.1%	Δ32.9%

¥103 = US\$1

Trends in Business Performance

(Millions of Yen except Number of Employees)

Consolidated	FY2010	FY2011	FY2012	FY2013	FY2014 Forecasts
Net Sales	64,394	64,619	62,491	70,399	67,200
Operating Income	6,464	7,466	7,761	12,301	7,800
(% of Net Sales)	(10.0)	(11.6)	(12.4)	(17.5)	(11.6)
Extraordinary Gain or Loss	△ 604	△ 252	△ 857	△ 140	—
Net Income	4,004	4,770	5,020	9,093	6,100
(% of Net Sales)	(6.2)	(7.4)	(8.0)	(12.9)	(9.1)
R&D Expenses	12,037	10,043	10,312	11,299	12,400
(% of Net Sales)	(18.7)	(15.5)	(16.5)	(16.0)	(18.5)
Depreciation and Amortization	2,810	2,635	2,390	2,190	2,330
Capital Investment	1,322	1,893	1,664	2,382	2,310
Export Value	2,648	2,794	4,018	7,757	6,660
Number of Employees	1,911	1,893	1,894	1,883	—

< Years ended / ending March 31 >

Trends in Main Product Sales

(Millions of Yen)

Products	FY2010	FY2011	FY2012	FY2013	FY2014 Forecasts
URIEF	9,724	11,157	11,714	13,332	13,770
GLUFAST	5,161	4,300	3,447	3,410	3,630
GLUBES	—	668	1,695	2,551	3,020
SALAGEN	991	1,046	1,140	1,267	1,300
EPOETIN ALFA BS INJECTION	1,251	2,899	4,427	5,596	5,330
BEZATOL	7,459	7,092	5,947	5,543	4,600
UTEMERIN	4,628	4,339	4,012	3,910	3,390
XANBON	1,698	1,468	1,219	1,074	910
RIZABEN Eye Drops	2,665	2,086	2,329	1,526	1,450
RIZABEN	1,911	1,724	1,607	1,444	1,350
DOMENAN	313	258	226	197	170
FRAGMIN	837	596	467	419	370
RYSMON TG	874	649	553	493	430
ZOLADEX 1.8mg Depot	806	694	687	796	740
FULSTAN	647	623	642	660	600
Nutritional food products	3,600	3,619	3,727	3,861	3,980

< Years ended / ending March 31 >