

# Consolidated Financial Results for the Second Quarter of FY2015

## Consolidated Subsidiaries: 3

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

Consolidated	Second Quarter of FY2014 Apr. 2014 - Sep. 2014		Second Quarter of FY2015 Apr. 2015 - Sep. 2015			YoY
	Mil. of US\$	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	288.4	100.0%	280.0	33,596	100.0%	△2.9%
Cost of Sales	97.1	33.7%	89.7	10,767	32.0%	△7.6%
Gross Profit	191.4	66.3%	190.2	22,829	68.0%	△0.6%
Selling, General and Administrative Expenses	147.2	51.0%	148.2	17,784	52.9%	0.7%
Operating Income	44.2	15.3%	42.0	5,045	15.0%	△4.9%
Profit Attributable to Owners of Parent	37.5	13.0%	32.9	3,947	11.7%	△12.4%

Note: US dollar amounts are translated at the rate of ¥120= 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	584.3	70,111	100.0%	597.5	71,700	100.0%	2.3%
Cost of Sales	200.5	24,066	34.3%	200.8	24,100	33.6%	0.1%
Gross Profit	383.7	46,045	65.7%	396.7	47,600	66.4%	3.4%
Selling, General and Administrative Expenses	314.3	37,711	53.8%	313.3	37,600	52.4%	△0.3%
Operating Income	69.5	8,334	11.9%	83.3	10,000	13.9%	20.0%
Profit Attributable to Owners of Parent	59.7	7,165	10.2%	65.8	7,900	11.0%	10.3%

¥120= 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 2Q	FY2015 2Q	FY2015 Forecasts
URIEF	13,332	14,088	6,919	7,548	15,100
GLUFAST	3,410	3,405	1,628	1,824	3,500
GLUBES	2,551	3,310	1,586	1,938	4,200
P-TOL	–	–	–	–	700
SALAGEN	1,267	1,270	588	737	1,500
EPOETIN ALFA BS Injection	5,596	5,715	2,896	3,080	6,200
BEZATOL	5,543	4,375	2,288	2,000	3,840
UTEMERIN	3,910	3,291	1,770	1,526	2,800
XANBON	1,074	816	439	384	730
RIZABEN Eye Drops	1,526	1,547	555	484	1,240
RIZABEN	1,444	1,262	635	566	1,120
DOMENAN	197	159	80	71	140
FRAGMIN	419	328	173	143	270
ZOLADEX 1.8mg Depot	796	692	336	372	690
FULSTAN	660	619	303	322	620
Nutritional food products	3,861	3,666	1,814	1,880	3,800

< Years ended / ending March 31 >