

# Consolidated Financial Results for the First Quarter of FY2018

## Consolidated Subsidiaries: 3

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

Consolidated	First Quarter of FY2017 Apr. 2017 - Jun. 2017			First Quarter of FY2018 Apr. 2018 - Jun. 2018			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	171.3	18,846	100.0%	162.3	17,851	100.0%	△5.3%
Cost of Sales	56.8	6,249	33.2%	58.1	6,393	35.8%	2.3%
Gross Profit	114.5	12,597	66.8%	104.2	11,458	64.2%	△9.0%
Selling, General and Administrative Expenses	98.0	10,783	57.2%	77.0	8,473	47.5%	△21.4%
Operating Income	16.5	1,813	9.6%	27.1	2,984	16.7%	64.6%
Profit Attributable to Owners of Parent	19.1	2,101	11.2%	24.9	2,741	15.4%	30.4%

Note: US dollar amounts are translated at the rate of ¥110= 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	672.8	74,009	100.0%	651.8	71,700	100.0%	△3.1%
Cost of Sales	235.4	25,889	35.0%	243.6	26,800	37.4%	3.5%
Gross Profit	437.5	48,120	65.0%	408.2	44,900	62.6%	△6.7%
Selling, General and Administrative Expenses	347.6	38,232	51.7%	336.4	37,000	51.6%	△3.2%
Operating Income	89.9	9,887	13.4%	71.8	7,900	11.0%	△20.1%
Profit Attributable to Owners of Parent	82.2	9,045	12.2%	60.0	6,600	9.2%	△27.0%

¥110= 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	FY2016	FY2017	FY2017 1Q	FY2018 1Q	FY2018 Forecasts
URIEF	16,164	17,235	4,312	4,469	17,700
GLUBES	4,204	4,477	1,146	1,150	4,600
GLUFAST	3,681	2,762	821	484	1,530
P-TOL	3,070	4,274	1,102	1,186	5,800
SALAGEN	1,526	1,561	409	428	1,630
RECTABUL	–	228	–	143	570
EPOETIN ALFA BS INJECTION	5,792	6,093	1,472	1,478	5,600
BEZATOL	3,016	2,564	717	479	1,720
UTEMERIN	2,296	1,904	526	328	1,180
XANBON	563	483	124	117	330
RIZABEN Eye Drops	1,141	989	178	158	800
RIZABEN	959	812	227	97	340
DOMENAN	122	102	28	24	100
FRAGMIN	201	182	49	40	140
ZOLADEX 1.8mg Depot	577	560	138	124	520
FULSTAN	624	557	158	119	400

< Years ended / ending March 31 >