

# Consolidated Financial Results for the Third Quarter of FY2019

## Consolidated Subsidiaries: 3

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

Consolidated	Third Quarter of FY2018 Apr. 2018 - Dec. 2018			Third Quarter of FY2019 Apr. 2019 - Dec. 2019			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	504.6	55,255	100.0%	443.4	48,552	100.0%	-12.1%
Cost of Sales	184.2	20,167	36.5%	189.5	20,753	42.7%	2.9%
Gross Profit	320.4	35,088	63.5%	253.9	27,799	57.3%	-20.8%
Selling, General and Administrative Expenses	275.1	30,118	54.5%	228.9	25,060	51.6%	-16.8%
Operating Income	45.4	4,970	9.0%	25.0	2,739	5.6%	-44.9%
Profit Attributable to Owners of Parent	39.0	4,270	7.7%	32.4	3,542	7.3%	-17.0%

Note: US dollar amounts are translated at the rate of ¥109.5= US\$1.  
Amounts are rounded down. As a result, the sum and breakdown of data may not equal the totals.

# Financial Forecasts for FY2019

Consolidated	Results of FY2018 Apr. 2018 - Mar. 2019			Forecasts for FY2019 Apr. 2019 - Mar. 2020			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	660.3	72,297	100.0%	566.2	62,000	100.0%	-14.2%
Cost of Sales	244.1	26,731	37.0%	251.1	27,500	44.4%	2.9%
Gross Profit	416.1	45,566	63.0%	315.1	34,500	55.6%	-24.3%
Selling, General and Administrative Expenses	359.5	39,363	54.4%	301.4	33,000	53.2%	-16.2%
Operating Income	56.6	6,202	8.6%	13.7	1,500	2.4%	-75.8%
Profit Attributable to Owners of Parent	50.1	5,481	7.6%	26.5	2,900	4.7%	-47.1%

¥109.5= US\$1

# Trends in Business Performance

( Millions of Yen except Number of Employees )

Consolidated	FY2015	FY2016	FY2017	FY2018	FY2019 Forecasts
Net Sales	71,294	71,706	74,009	72,297	62,000
Operating Income	10,274	8,491	9,887	6,202	1,500
Extraordinary Gain or Loss	-216	478	283	-48	1,600
Profit Attributable to Owners of Parent	8,165	7,726	9,045	5,481	2,900
R&D Expenses	14,106	13,877	14,179	15,711	10,600
(% of Net Sales)	(19.8)	(19.4)	(19.2)	(21.7)	(17.1)
Depreciation and Amortization	2,343	2,370	2,492	2,607	2,600
Capital Investment	1,942	1,477	1,989	1,177	900
Export Value	7,231	6,318	8,343	6,153	5,300
Number of Employees	1,908	1,905	1,903	1,907	—

< Years ended / ending March 31 >

# Trends in Main Product Sales

( Millions of Yen)

Products	FY2017	FY2018	FY2018 3Q	FY2019 3Q	FY2019 Forecasts
URIEF	17,235	17,810	14,126	4,919	6,200
BEOVA	—	706	712	1,954	2,100
P-TOL	4,274	4,801	3,792	4,526	6,300
EPOETIN ALFA BS INJECTION	6,093	6,015	4,762	4,531	5,000
DARBEPOETIN ALFA BS INJECTION	—	—	—	166	500
GLUBES	4,477	4,428	3,478	3,589	4,800
GLUFAST	2,762	1,678	1,351	1,129	1,300
SALAGEN	1,561	1,617	1,276	1,287	1,600
RECTABUL	228	663	507	595	1,000
BEZATOL	2,564	1,709	1,373	1,106	1,420
Nutritional food products	3,796	3,789	2,957	2,997	4,000

< Years ended / ending March 31 >