

# Consolidated Financial Results for the Fiscal Year 03/2013

Consolidated Subsidiaries: 3

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

Consolidated	Fiscal Y03/2012 Apr. 2011 - Mar. 2012		Fiscal Y03/2013 Apr. 2012 - Mar. 2013			YoY
	Mil. of US\$	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	687.4	100.0%	664.8	62,491	100.0%	△ 3.3%
Cost of Sales	243.1	35.4%	224.9	21,143	33.8%	△ 7.5%
Gross Profit	444.4	64.6%	439.9	41,348	66.2%	△ 1.0%
Selling, General and Administrative Expenses	364.9	53.1%	357.3	33,586	53.7%	△ 2.1%
Operating Income	79.4	11.6%	82.6	7,761	12.4%	4.0%
Net Income	50.7	7.4%	53.4	5,019	8.0%	5.2%
Comprehensive Income	60.0	8.7%	141.5	13,304	21.3%	135.8%

Note: US dollar amounts are translated at the rate of ¥94 = US\$1.

# Financial Forecasts for Annual 03/2014

Consolidated	Results of Annual 03/2013 Apr. 2012 - Mar. 2013			Forecasts for Annual 03/2014 Apr. 2013 - Mar. 2014			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	664.8	62,491	100.0%	674.5	63,400	100.0%	1.5%
Cost of Sales	224.9	21,143	33.8%	222.3	20,900	33.0%	△ 1.1%
Gross Profit	439.9	41,348	66.2%	452.1	42,500	67.0%	2.8%
Selling, General and Administrative Expenses	357.3	33,586	53.7%	368.1	34,600	54.6%	3.0%
Operating Income	82.6	7,761	12.4%	84.0	7,900	12.5%	1.8%
Net Income	53.4	5,019	8.0%	62.8	5,900	9.3%	17.6%

¥94 = US\$1

# Trends in Business Performance

( Millions of Yen except Number of Employees)

Consolidated	03/2010	03/2011	03/2012	03/2013	03/2014 Forecasts
Net Sales	62,178	64,393	64,618	62,491	63,400
Operating Income	6,584	6,463	7,465	7,761	7,900
(% of Net Sales)	(10.6)	(10.0)	(11.6)	(12.4)	(12.5)
Extraordinary Gain or Loss	△ 604	△ 604	△ 251	△ 857	—
Net Income	4,371	4,004	4,769	5,019	5,900
(% of Net Sales)	(7.0)	(6.2)	(7.4)	(8.0)	(9.3)
R&D Expenses	10,786	12,037	10,043	10,312	11,100
(% of Net Sales)	(17.3)	(18.7)	(15.5)	(16.5)	(17.5)
Depreciation and Amortization	3,233	2,809	2,635	2,390	2,300
Capital Investment	2,037	1,322	1,893	1,664	2,390
Export Value	1,746	2,647	2,793	4,018	3,400
Number of Employees	1,920	1,911	1,893	1,894	—

< Years ended / ending March 31 >

# Trends in Main Product Sales

( Millions of Yen )

Products	03/2010 Results	03/2011 Results	03/2012 Results	03/2013 Results	03/2014 Forecasts
URIEF	8,706	9,723	11,156	11,714	13,090
GLUFAST	4,911	5,160	4,299	3,447	3,490
GLUBES	—	—	668	1,694	2,390
SALAGEN	828	990	1,046	1,140	1,190
EPOETIN ALFA BS INJECTION	—	1,251	2,899	4,426	5,300
BEZATOL	8,495	7,459	7,091	5,947	5,460
UTEMERIN	4,876	4,627	4,338	4,012	3,870
XANBON	2,030	1,697	1,467	1,219	1,100
RIZABEN Eye Drops	2,384	2,665	2,086	2,329	1,780
RIZABEN	1,909	1,911	1,723	1,606	1,540
DOMENAN	349	312	257	226	200
FRAGMIN	1,261	837	595	466	400
RYSMON TG	1,050	874	648	553	510
ZOLADEX 1.8mg Depot	731	805	693	687	660
FULSTAN	617	647	622	641	610
Nutritional food products	3,443	3,599	3,618	3,727	3,850

< Years ended / ending March 31 >