

Consolidated Financial Results for FY2016

Consolidated Subsidiaries: 3

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

Consolidated	FY2015 Apr. 2015 - Mar. 2016		FY2016 Apr. 2016 - Mar. 2017			YoY
	Mil. of US\$	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	636.6	100.0%	640.2	71,706	100.0%	0.6%
Cost of Sales	210.5	33.1%	223.9	25,075	35.0%	6.3%
Gross Profit	426.0	66.9%	416.4	46,631	65.0%	△2.3%
Selling, General and Administrative Expenses	334.3	52.5%	340.5	38,140	53.2%	1.9%
Operating Income	91.7	14.4%	75.8	8,491	11.8%	△17.4%
Profit Attributable to Owners of Parent	72.9	11.5%	69.0	7,726	10.8%	△5.4%
Comprehensive Income	84.9	13.3%	31.3	3,509	4.9%	△63.1%

Note: US dollar amounts are translated at the rate of ¥112= US\$1.

Financial Forecasts for FY2017

Consolidated	Results of FY2016 Apr. 2016 - Mar. 2017			Forecasts for FY2017 Apr. 2017 - Mar. 2018			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	640.2	71,706	100.0%	653.6	73,200	100.0%	2.1%
Cost of Sales	223.9	25,075	35.0%	232.1	26,000	35.5%	3.7%
Gross Profit	416.4	46,631	65.0%	421.4	47,200	64.5%	1.2%
Selling, General and Administrative Expenses	340.5	38,140	53.2%	341.1	38,200	52.2%	0.2%
Operating Income	75.8	8,491	11.8%	80.4	9,000	12.3%	6.0%
Profit Attributable to Owners of Parent	69.0	7,726	10.8%	69.6	7,800	10.7%	1.0%

¥112= US\$1

Trends in Business Performance

(Millions of Yen except Number of Employees)

Consolidated	FY2013	FY2014	FY2015	FY2016	FY2017 Forecasts
Net Sales	70,399	70,111	71,294	71,706	73,200
Operating Income	12,301	8,334	10,275	8,491	9,000
(% of Net Sales)	(17.5)	(11.9)	(14.4)	(11.8)	(12.3)
Extraordinary Gain or Loss	△ 140	△ 119	△ 217	479	–
Profit Attributable to Owners of Parent	9,093	7,165	8,165	7,726	7,800
(% of Net Sales)	(12.9)	(10.2)	(11.5)	(10.8)	(10.7)
R&D Expenses	11,299	14,488	14,106	13,877	13,500
(% of Net Sales)	(16.0)	(20.7)	(19.8)	(19.4)	(18.4)
Depreciation and Amortization	2,190	2,204	2,344	2,370	2,450
Capital Investment	2,382	1,826	1,943	1,478	1,550
Export Value	7,757	7,257	7,232	6,319	6,420
Number of Employees	1,883	1,883	1,908	1,905	–

< Years ended / ending March 31 >

Trends in Main Product Sales

(Millions of Yen)

Products	FY2013	FY2014	FY2015	FY2016	FY2017 Forecasts
URIEF	13,332	14,088	15,474	16,164	17,000
GLUFAST	3,410	3,405	3,624	3,681	2,600
GLUBES	2,551	3,310	3,925	4,205	4,800
P-TOL	–	–	627	3,071	4,800
SALAGEN	1,267	1,270	1,456	1,527	1,700
EPOETIN ALFA BS Injection	5,596	5,715	6,050	5,793	6,000
BEZATOL	5,543	4,375	3,818	3,017	2,500
UTEMERIN	3,910	3,291	2,867	2,296	1,950
XANBON	1,074	816	728	563	550
RIZABEN Eye Drops	1,526	1,547	1,340	1,142	1,000
RIZABEN	1,444	1,262	1,135	959	820
DOMENAN	197	159	147	122	110
FRAGMIN	419	328	267	202	170
ZOLADEX 1.8mg Depot	796	692	730	577	580
FULSTAN	660	619	628	624	580
Nutritional food products	3,861	3,666	3,735	3,840	3,950

< Years ended / ending March 31 >