

Consolidated Financial Results for FY2018

Consolidated Subsidiaries: 3

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

Consolidated	FY2017 Apr. 2017 - Mar. 2018		FY2018 Apr. 2018 - Mar. 2019			YoY
	Mil. of US\$	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	666.8	100.0%	651.3	72,297	100.0%	△2.3%
Cost of Sales	233.2	35.0%	240.8	26,731	37.0%	3.3%
Gross Profit	433.5	65.0%	410.5	45,566	63.0%	△5.3%
Selling, General and Administrative Expenses	344.4	51.7%	354.6	39,363	54.4%	3.0%
Operating Income	89.1	13.4%	55.9	6,202	8.6%	△37.3%
Profit Attributable to Owners of Parent	81.5	12.2%	49.4	5,481	7.6%	△39.4%
Comprehensive Income	225.6	33.8%	80.2	8,903	12.3%	△64.4%

Note: US dollar amounts are translated at the rate of ¥111= 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	651.3	72,297	100.0%	553.2	61,400	100.0%	△15.1%
Cost of Sales	240.8	26,731	37.0%	238.7	26,500	43.2%	△0.9%
Gross Profit	410.5	45,566	63.0%	314.4	34,900	56.8%	△23.4%
Selling, General and Administrative Expenses	354.6	39,363	54.4%	305.4	33,900	55.2%	△13.9%
Operating Income	55.9	6,202	8.6%	9.0	1,000	1.6%	△83.9%
Profit Attributable to Owners of Parent	49.4	5,481	7.6%	24.3	2,700	4.4%	△50.7%

¥111= 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	61,400
Operating Income	10,274	8,491	9,887	6,202	1,000
Extraordinary Gain or Loss	△216	478	283	△48	1,800
Profit Attributable to Owners of Parent	8,165	7,726	9,045	5,481	2,700
R&D Expenses	14,106	13,877	14,179	15,711	11,000
(% of Net Sales)	(19.8)	(19.4)	(19.2)	(21.7)	(17.9)
Depreciation and Amortization	2,343	2,370	2,492	2,607	2,700
Capital Investment	1,942	1,477	1,989	1,177	830
Export Value	7,231	6,318	8,343	6,153	5,400
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	FY2015	FY2016	FY2017	FY2018	FY2019 Forecasts
URIEF	15,473	16,164	17,235	17,810	6,200
BEOVA	–	–	–	706	2,100
P-TOL	626	3,070	4,274	4,801	6,700
EPOETIN ALFA BS INJECTION	6,049	5,792	6,093	6,015	5,000
GLUBES	3,925	4,204	4,477	4,428	4,700
GLUFAST	3,623	3,681	2,762	1,678	1,300
SALAGEN	1,456	1,526	1,561	1,617	1,570
RECTABUL	–	–	228	663	1,170
BEZATOL	3,817	3,016	2,564	1,709	1,420
Nutritional food products	3,734	3,840	3,796	3,789	4,000

< Years ended / ending March 31 >