

# Consolidated Financial Results for Fiscal 2018

(Reference Data of Financial Statements for the 3Q of Fiscal 2018)

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1. Summary of Consolidated Financial Statements for the Third Quarter of Fiscal 2018

( Figures less than one million yen have been omitted)

	FY2017 3rd Q	FY2017	FY2018 3rd Q	Y o Y increase (decrease)		FY2018 Forecasts	Y o Y increase (decrease)	
				Yen	%		Yen	%
Net sales	76,891	98,430	72,584	(4,306)	94.4%	94,800	(3,630)	96.3%
Operating profit	23,706	27,496	19,903	(3,802)	84.0%	22,500	(4,996)	81.8%
Ratio of net sales	30.8%	27.9%	27.4%			23.7%		
Ordinary profit	24,062	27,854	20,254	(3,808)	84.2%	22,800	(5,054)	81.9%
Ratio of net sales	31.3%	28.3%	27.9%			24.1%		
Profit	16,859	19,043	14,247	(2,612)	84.5%	16,400	(2,643)	86.1%
Ratio of net sales	21.9%	19.3%	19.6%			17.3%		
Comprehensive income	18,481	20,753	13,901	(4,579)	75.2%			
R&D expenses	5,778	8,152	7,744	1,965	134.0%	11,700	3,548	143.5%

2. Breakdown of Sales by Main Pharmaceuticals and Medical Devices

( Figures less than one million yen have been omitted)

	FY2017 3rd Q	FY2017	FY2018 3rd Q	%	FY2018 Forecasts	%
Anti-osteoarthritis Artz	22,960	28,351	19,468	84.8%	24,800	87.5%
Anti-nail fungus Clenafin	17,897	22,185	18,107	101.2%	22,900	103.2%
Post-operative anti-adhesive Seprafilm	8,037	10,162	7,741	96.3%	10,200	100.4%
Wound healing agent Fiblast Spray	2,746	3,616	2,370	86.3%	3,100	85.7%
Anti-hyperlipidemia Lipidil	3,502	4,208	1,976	56.4%	2,900	68.9%
Generic products	9,192	11,793	8,018	87.2%	11,200	95.0%