

# Consolidated Financial Results for Fiscal 2018

(Reference Data of Financial Statements Fiscal 2018)

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1. Summary of Consolidated Financial Statements for Fiscal 2018

( Figures less than one million yen have been omitted)

	FY 2016	FY 2017	FY 2018	Y o Y increase(decrease)		Plan FY2019	Y o Y increase(decrease)	
				Yen	%		Yen	%
Net sales	101,479	98,430	94,165	(4,264)	95.7%	92,900	(1,265)	98.7%
Operating income	30,707	27,496	24,592	(2,903)	89.4%	22,300	(2,292)	90.7%
Ratio of net sales	30.3%	27.9%	26.1%			24.0%		
Ordinary income	30,981	27,854	24,972	(2,882)	89.7%	22,700	(2,272)	90.9%
Ratio of net sales	30.5%	28.3%	26.5%			24.4%		
Net income	22,017	19,043	17,775	(1,267)	93.3%	16,100	(1,675)	90.6%
Ratio of net sales	21.7%	19.3%	18.9%			17.3%		
Per share profit(Yen)	536.70	470.54	445.78			405.36		
ROE	22.9%	17.6%	15.1%					

Comprehensive income	22,587	20,753	16,782	(3,971)	80.9%
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Capital investment	1,415	1,907	2,305	398	120.9%	1,700	(605)	73.8%
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R&D expenses	6,450	8,152	10,261	2,109	125.9%	10,600	339	103.3%
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Depreciation and amortization	1,937	2,124	2,153	29	101.4%	2,400	247	111.5%
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Employee number	1,405	1,389	1,341	(48)	
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2. Breakdown of Consolidated Net Sales by Segment

( Figures less than one million yen have been omitted)

	FY 2016	FY 2017	FY 2018	Y o Y increase(decrease)	
				Yen	%
Pharmaceuticals, medical devices & agrochemicals	99,093	96,022	91,804	(4,218)	95.6%
Real estate	2,386	2,407	2,360	(46)	98.1%
Total	101,479	98,430	94,165	(4,264)	95.7%

### 3. Summary of Consolidated Balance Sheets

( Figures less than one million yen have been omitted)

	As of March 31, 2017	Ratio	As of March 31, 2018	Ratio	As of March 31, 2019	Ratio	Y o Y increase (decrease)
Assets	135,060	100.0%	152,417	100.0%	155,985	100.0%	3,567
Current assets	89,566	66.3%	103,859	68.1%	103,731	66.5%	(128)
Noncurrent assets	45,494	33.7%	48,557	31.9%	52,254	33.5%	3,696
Liabilities	32,405	24.0%	38,543	25.3%	34,854	22.3%	(3,688)
Current liabilities	24,020	17.8%	31,401	20.6%	27,580	17.7%	(3,821)
Noncurrent liabilities	8,384	6.2%	7,141	4.7%	7,274	4.7%	132
Net assets	102,655	76.0%	113,874	74.7%	121,131	77.7%	7,256
Capital stock	23,853	17.7%	23,853	15.7%	23,853	15.3%	—
Capital surplus	11,407	8.4%	11,408	7.5%	11,408	7.3%	—
Retained earnings	84,331	62.4%	97,284	63.8%	109,057	69.9%	11,772
Treasury stock	(19,813)	(14.7%)	(23,259)	(15.3%)	(26,782)	(17.2%)	(3,523)
Valuation difference on available-for-sale securities	4,611	3.4%	5,510	3.6%	4,524	2.9%	(985)
Remeasurements of defined benefit plans	(1,734)	(1.3%)	(923)	(0.6%)	(930)	(0.6%)	(6)

### 4. Summary of Consolidated Statements of Cash Flows

( Figures less than one million yen have been omitted)

	FY 2016	FY 2017	FY 2018	Y o Y increase (decrease)
Net cash provided by (used in) operating activities	15,327	21,703	21,129	(573)
Net cash provided by (used in) investing activities	(3,503)	(3,245)	(5,744)	(2,498)
Net cash provided by (used in) financing activities	(9,800)	(9,530)	(9,524)	5
Cash and cash equivalents at end of period	43,767	52,694	58,555	5,860

5. Summary of Non-consolidated Financial Statements for Fiscal 2018

( Figures less than one million yen have been omitted)

	FY 2016	FY 2017	FY 2018	Y o Y increase(decrease)		Plan FY2019	Y o Y increase(decrease)	
				Yen	%		Yen	%
Net sales	99,949	96,891	92,549	(4,341)	95.5%	91,400	(1,149)	98.8%
Operating income	30,588	27,388	24,471	(2,917)	89.3%	22,200	(2,271)	90.7%
Ratio of net sales	30.6%	28.3%	26.4%			24.3%		
Ordinary income	30,863	27,747	24,850	(2,896)	89.6%	22,600	(2,250)	90.9%
Ratio of net sales	30.9%	28.6%	26.9%			24.7%		
Net income	21,940	18,974	17,696	(1,277)	93.3%	16,000	(1,696)	90.4%
Ratio of net sales	22.0%	19.6%	19.1%			17.5%		
Per share profit(Yen)	534.84	468.84	443.80			402.84		

Capital investment	1,415	1,907	2,304	397	120.8%	1,700	(604)	73.8%
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R&D expenses	6,450	8,152	10,261	2,109	125.9%	10,600	339	103.3%
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Depreciation and amortization	1,937	2,123	2,153	29	101.4%	2,400	247	111.5%
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Export volume	7,223	7,047	8,951	1,904	127.0%
Pharmaceuticals	5,186	4,827	6,696	1,869	138.7%
Agrochemicals	2,036	2,219	2,254	34	101.6%

Employee number	1,398	1,382	1,333	(49)	
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6. Breakdown of Non-consolidated Net Sales by Segment

( Figures less than one million yen have been omitted)

	FY 2016	FY 2017	FY 2018	Y o Y increase(decrease)		Plan FY2019	Y o Y increase(decrease)	
				Yen	%		Yen	%
Pharmaceuticals & medical devices	91,934	88,844	84,548	(4,296)	95.2%	83,340	(1,208)	98.6%
Agrochemicals	5,629	5,639	5,640	1	100.0%	5,670	30	100.5%
Renting real estate	2,386	2,407	2,360	(46)	98.1%	2,390	30	101.3%
Total	99,949	96,891	92,549	(4,341)	95.5%	91,400	(1,149)	98.8%

## 7. Breakdown of Sales by Main Pharmaceuticals and Medical Devices

( Figures less than one hundred million yen have been omitted)

	FY 2017	FY 2018	%	Plan FY2019	%
Anti-osteoarthritis Artz	28,351	24,333	85.8%	24,400	100.3%
Anti-nail fungus Clenafin	22,185	22,584	101.8%	23,200	102.7%
Post-operative anti-adhesive Seprafilm	10,162	9,825	96.7%	9,900	100.8%
Wound healing agent Fiblast Spray	3,616	3,126	86.5%	3,200	102.4%
Anti-hyperlipidemia Lipidil	4,208	2,400	57.0%	1,900	79.2%
Generic products	11,793	10,279	87.2%	10,400	101.2%

## 8. Development Status

Code	Indication	Stage	Remarks
BBI-4000	Primary focal hyperhidrosis	PIII	Licensed from Brickell Biotech, Inc.; Topical anticholinergic
KMW-1	Removal of eschar with thermal burns	PIII	Licensed from MediWound Ltd.; Topically-applied enzymatic product Overseas product name : NexoBrid
KP-607	Onychomycosis	PI	In-house drug discovery Post Clenafin
KAR ( Ivermectin )	Head Lice infestation	Preparing for clinical trial	Licensed from Arbor Pharmaceuticals, LLC.

### 【 Clinical trial being conducted by partner 】

Lenabasum	Systemic Sclerosis	PIII	Licensed from Corbus Pharmaceuticals Holdings, Inc. ; Corbus is conducting the global clinical trial.
Lenabasum	Dermatomyositis	PIII	Licensed from Corbus Pharmaceuticals Holdings, Inc. ; Corbus is planning as a global clinical trial. ( Just started in the United States )
KP-470	Psoriasis	PI	In-house drug discovery Licensing partner, Bausch Health Companies Inc. is conducting the clinical trial.