

**Financial Result of  
3<sup>rd</sup> Quarter  
(Financial Year Ending Mar. 2017)**

 **KAWASUMI LABORATORIES, INC.**

**February 9<sup>th</sup> 2017**

# 3<sup>rd</sup> Quarter Business Result

## Consolidated

Unit: Billion YEN

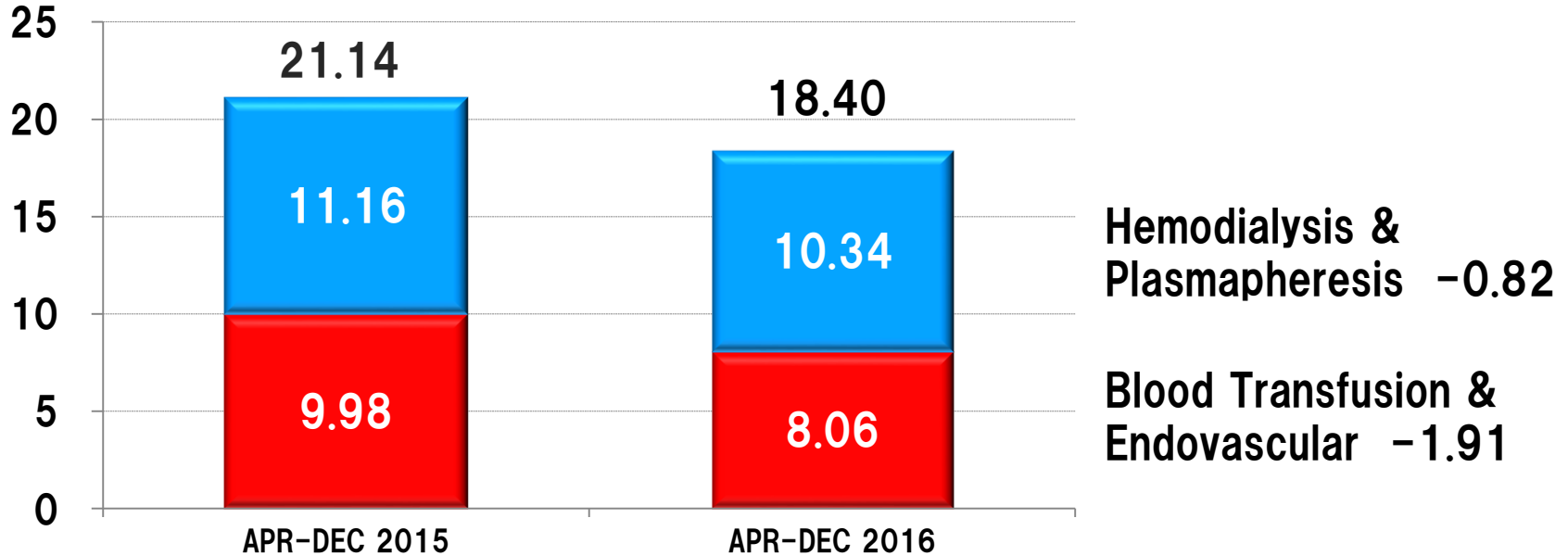
	Q3 APR-DEC 2015	Q3 APR-DEC 2016	Increase / Decrease	Ratio
Net sales	21.14	18.40	-2.73	-12.9%
Gross profit	7.52	6.63	-0.89	-11.8%
Operating income	1.59	0.80	-0.79	-49.7%
Ordinary income	1.70	0.92	-0.78	-46.1%
Net income	1.24	0.98	-0.26	-21.0%

Exchange Rate	Q3 APR-DEC 2015	Q3 APR-DEC 2016
US\$	121.6	107.3
EUR	133.8	117.5
Baht	3.47	3.05

- Net sales drops by 2.73 Billion Yen compared to the same period in the last FY due to exchange rate effect and the decline of Blood Bag sales in Japan, reimbursement price and sales at OEM clients, although the domestic sales of Blood Tubing Lines increases in contrast.
- Gross Profit drops by 0.89 Billion Yen compared to the same period in the last FY due to the declines of Net sales, although Cost of sales is decreased by cost reduction activities and exchange rate.

# Net sales (By Segment)

(Billion YEN)



## 【Blood Transfusion & Endovascular】

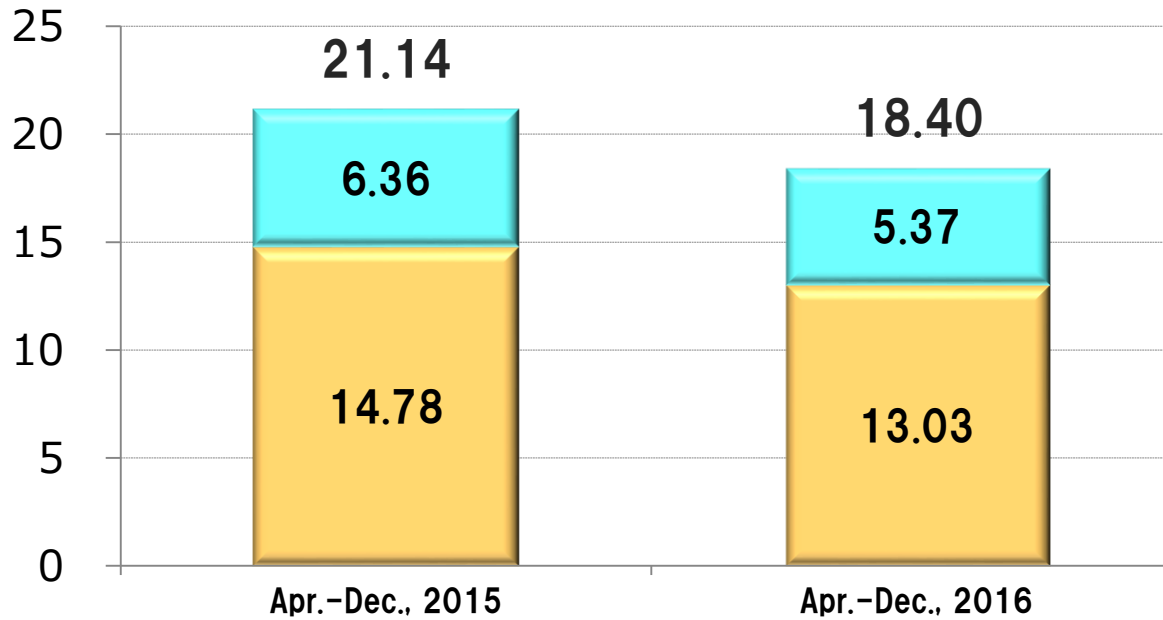
- Increase
  - Stent Graft
- Decrease
  - Blood Bags (Japan)
  - IV-set (Overseas OEM)
  - Apheresis Kits (OEM)

## 【Hemodialysis & Plasmapheresis】

- Increase
  - Blood Tubing Lines (Japan)
- Decrease
  - Dialyzer
  - Blood Tubing Lines (Overseas)

# Net sales (By Region)

(Billion YEN)



Overseas -0.99

Japan -1.75

## 【Japan】

- Increase
  - Blood Tubing Lines
  - Stent Graft
- Decrease
  - Blood Bags
  - Apheresis Kits (OEM)
  - Dialyzer

## 【Overseas】

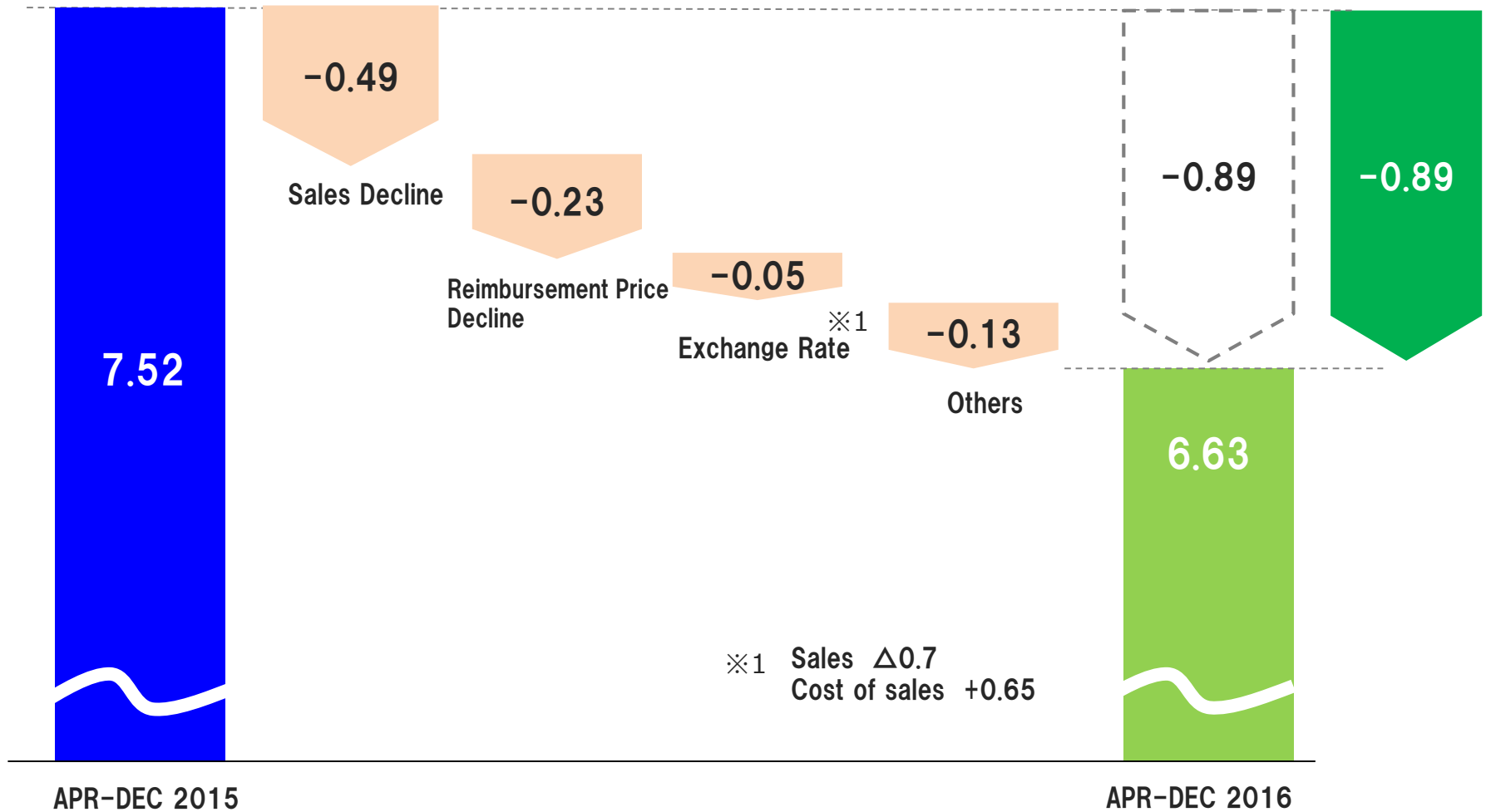
- Increase
  - ME machines
- Decrease
  - Blood Tubing Lines
  - Dialyzer
  - IV-set (OEM)

FYE Mar. 2017

# Gross Profit Valiance Analysis

<Year-to-Year Comparison>

(Unit: Billion)



## Selling, General and Administrative Expenses

Consolidated

Unit: Billion

	Q3 APR-DEC 2015	Q3 APR-DEC 2016	Increase / Decrease
Salaries & Wages	2.40	2.43	+0.03
Logistical Costs	0.73	0.68	-0.05
R&D Expenses	0.48	0.65	+0.17
Others	2.31	2.07	-0.24
Total	5.92	5.83	-0.09

- R&D Expenses increase due to the personnel recruitment to enforce R&D and outsource testing expense increase.
- Others declines since the relocation of manufacturing equipment among the subsidiary companies in Thailand has finished, and SGA Expenses are reduced by improving the efficiency of sales activities.

 **KAWASUMI LABORATORIES, INC.**

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