

**Financial Result of
1st Quarter
Fiscal Year Ending Mar. 2018**

 **KAWASUMI LABORATORIES, INC.**

August 10th, 2017

FYE Mar. 2018

Financial Result

Consolidated

Unit: Million YEN

	FYE Mar. 2017 Q1	FYE Mar. 2018 Q1	Valiance	Ratio
Net sales	6,048	6,226	+ 178	+ 2.9%
Gross profit	2,245	2,166	(79)	(3.5%)
Operating income	309	178	(131)	(42.4%)
Ordinary income	173	251	+ 78	+ 45.1%
Net income	393	190	(203)	(51.7%)

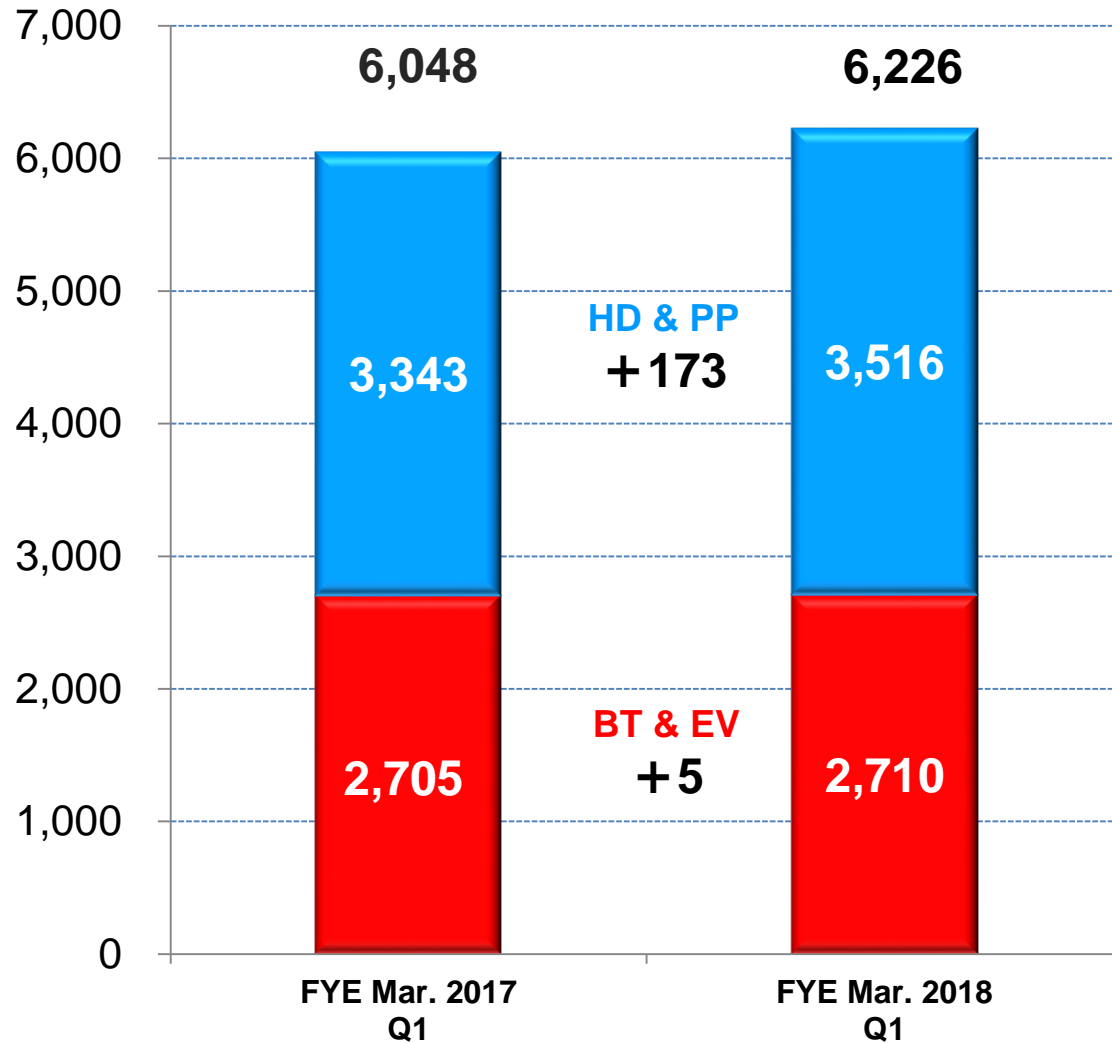
Exchange rate	FYE Mar. 2017 Q1	FYE Mar. 2018 Q1
US\$	107.87	111.42
EUR	120.72	121.23
Baht	3.05	3.25

- Net sales rose by 178 Million Yen mainly because of the sales increase of Blood Tubing Line, A.V. Fistula Needle, Blood Bag and Winged Blood Collecting Kit.
- Gross profit became 79 Million Yen less due to the cost increase by the exchange rate.
- Ordinary income increased by 78 Million yen because of the smaller exchange rate loss.
- Net income became 203 Million Yen less since there had been the reversal of income taxes paid in Thailand last year.

FYE Mar. 2018

Net Sales (By Segment)

(Million YEN)



【Hemodialysis & Plasmapheresis】

【Increase】

Blood Tubing Line (Japan)
A.V. Fistula Needle

【Decrease】

Saline Bag

【Blood Transfusion & Endovascular】

【Increase】

Winged Blood Collecting Kit
Blood Bag (overseas)

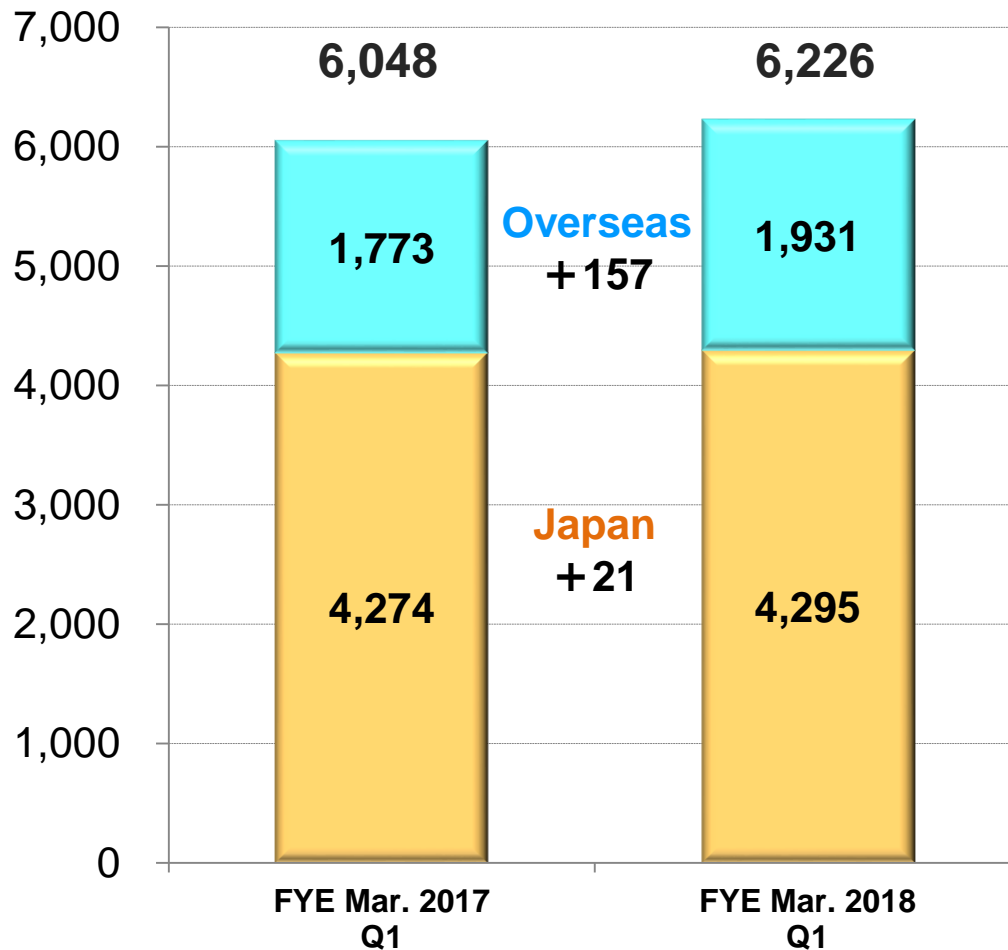
【Decrease】

Platelet Storage Bag
Machines for blood collection

FYE Mar. 2018

Net Sales (By Region)

(Million YEN)



【Overseas】

【Increase】

- A.V. Fistula Needle
- Winged Blood Collecting Kit

【Decrease】

- Machines for blood collection

【Japan】

【Increase】

- Blood Tubing Line
- Blood Bag

【Decrease】

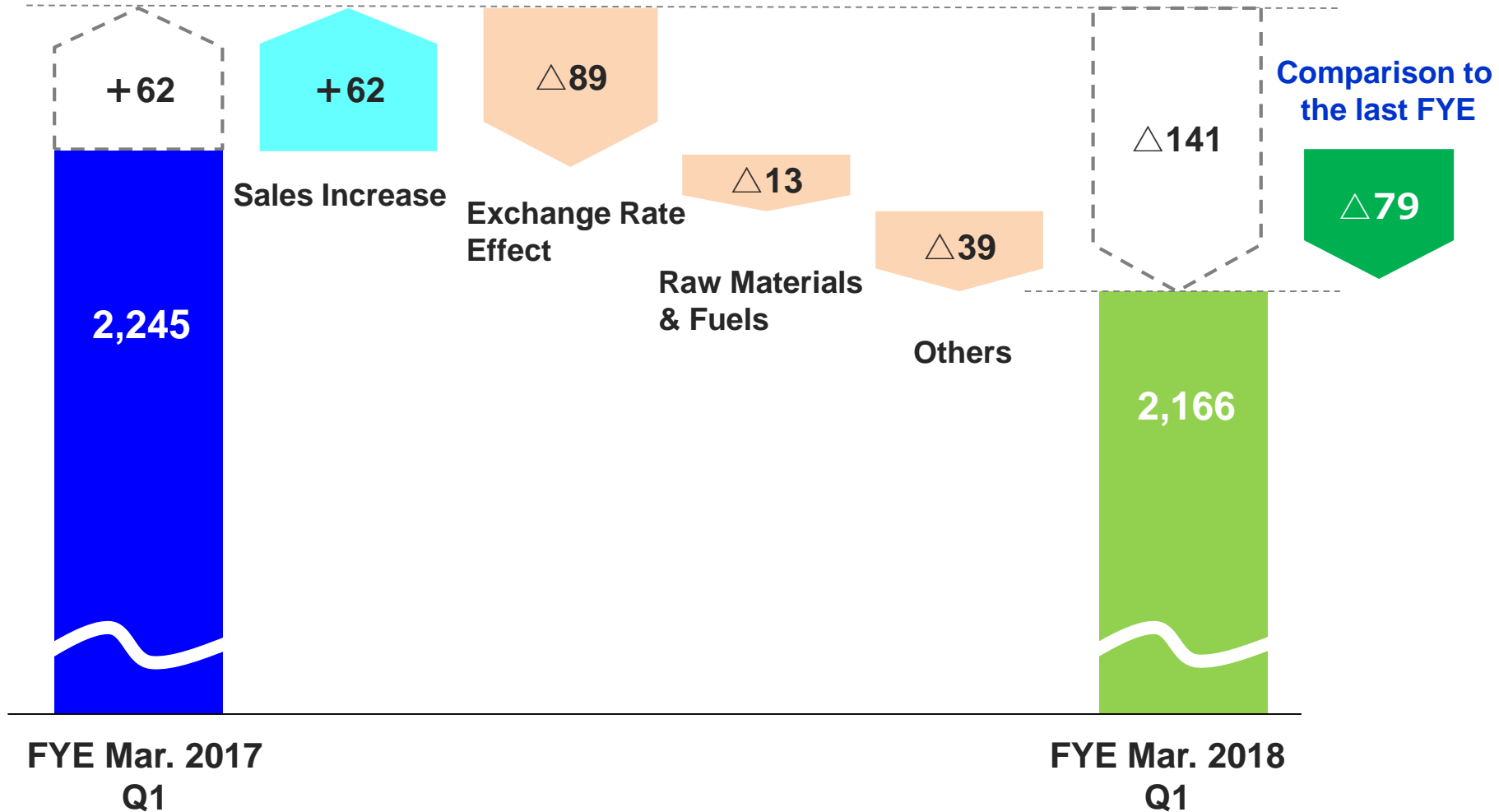
- Saline Bag

FYE Mar. 2018

Gross Profit Variance Analysis

<Comparison to the last FYE>

(Unit: Million YEN)



FYE Mar. 2018

SG&A Expenses

Consolidated

Unit: Million YEN

	FYE Mar. 2017 Q1	FYE Mar. 2018 Q1	Valiance
Salaries & Wages	928	869	(59)
Logistical Costs	226	225	(1)
Others	781	894	+ 113
Total	1,935	1,988	+ 53
R&D Expenses out of Total	186	243	+ 57

- Salaries & Wages went down with the termination of a corporate pension fund.
- Others includes the increase of R&D Expenses such as expense for the clinical trial of Anti-adhesive Material.

 **KAWASUMI LABORATORIES, INC.**

Inquiries:

KAWASUMI LABORATORIES, INC.

Corporate Planning

TEL : +81 (0) 3-5769-2698

Email : webmaster1@kawasumi.jp