

**Financial Result of  
3<sup>rd</sup> Quarter  
Fiscal Year Ending Mar. 2018**

The logo for KAWASUMI LABORATORIES, INC., featuring a blue circle with a white 'K' inside, followed by the text 'KAWASUMI LABORATORIES, INC.' in blue capital letters.  
**KAWASUMI LABORATORIES, INC.**

**February 9<sup>th</sup>, 2018**

## Consolidated

Unit: Million YEN

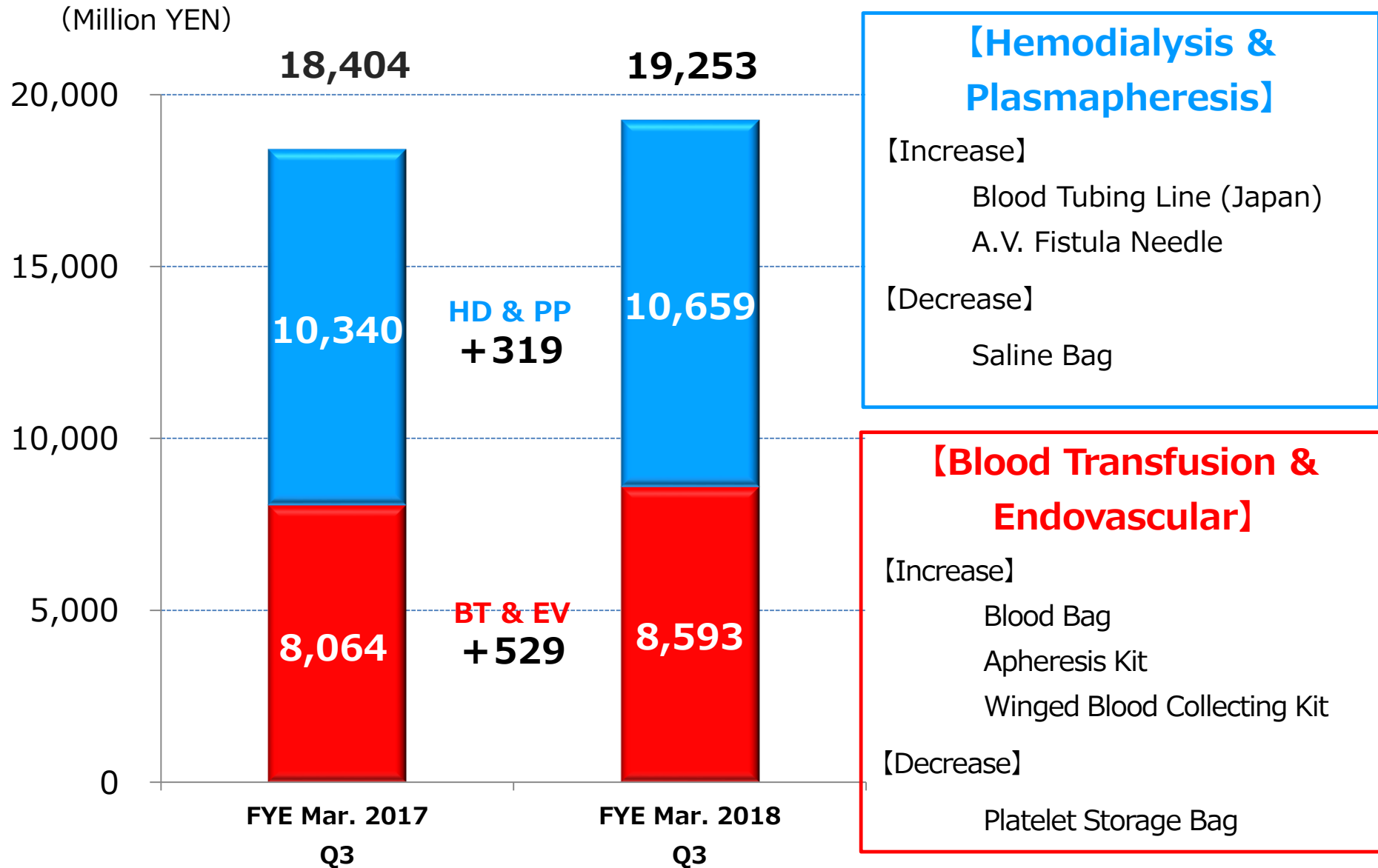
	FYE Mar. 2017 Q3	FYE Mar. 2018 Q3	Variance	Ratio
Net sales	18,404	19,253	+ 848	+ 4.6%
Gross profit	6,630	6,603	-26	-0.4%
Operating income	802	621	-180	-22.5%
Ordinary income	916	744	-171	-18.8%
Net income	979	492	-487	-49.7%

Exchange rate	FYE Mar. 2017 Q3	FYE Mar. 2018 Q3
US\$	107.34	111.77
EUR	117.46	128.86
Baht	3.05	3.34

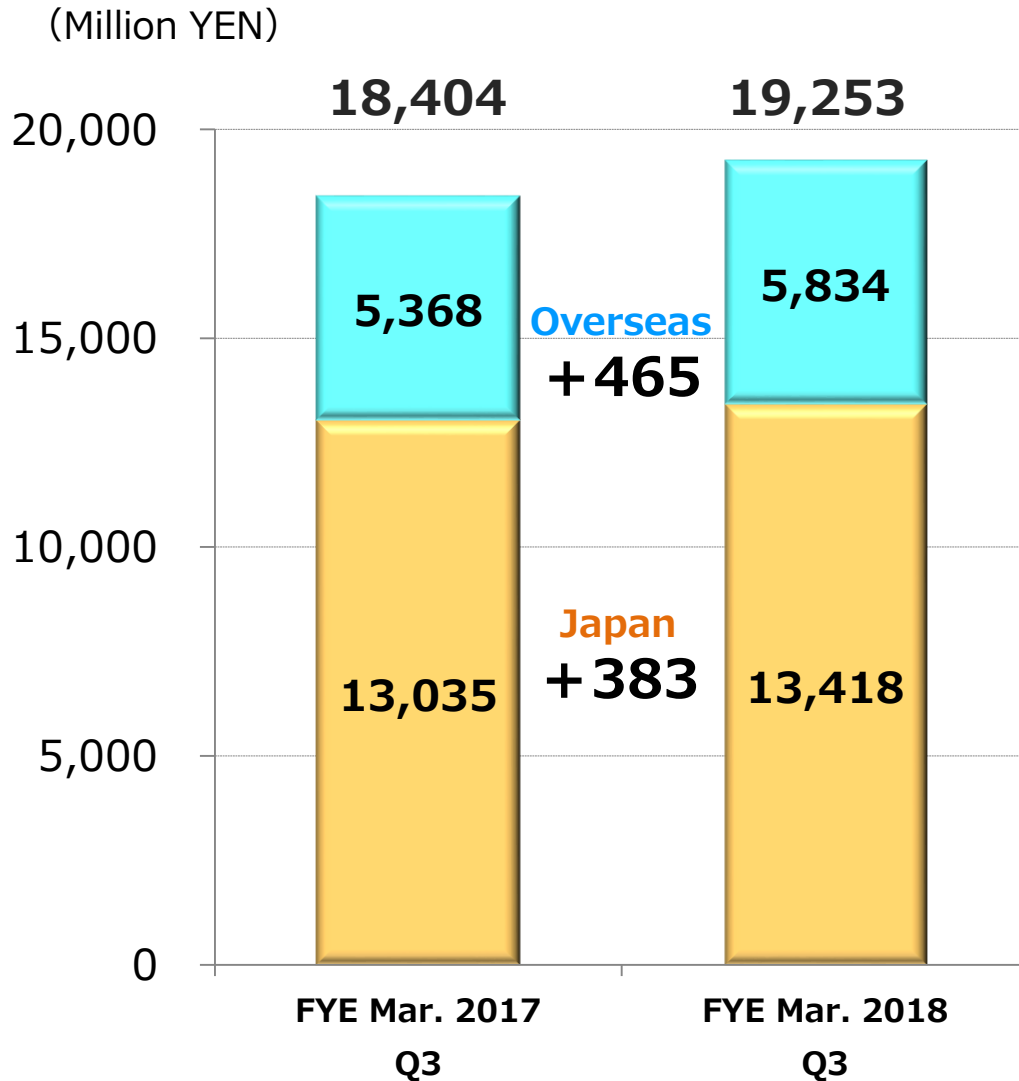
Comparing to the result in the same period of last year,

- Net sales increased by 848 Million YEN. The incremental factor is the sales growth of Blood Bag, Apheresis Kit, Winged Blood Collection Kit, Blood Tubing Line and A.V. Fistula Needle.
- Gross profit became 26 Million Yen less due to worsened ratio of manufacturing cost influenced mainly by exchange rate.
- Operating income decreased by 180 Million YEN mainly because of raising R&D expenses.
- The variance in Net income came from the reversal of income taxes paid in Thailand last year.

# Net Sales (By Segment)



# Net Sales (By Region)



## 【Overseas】

【Increase】

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

【Decrease】

- CTA dialyzer

## 【Japan】

【Increase】

- Blood Tubing Line
- Blood Bag
- Apheresis Kit

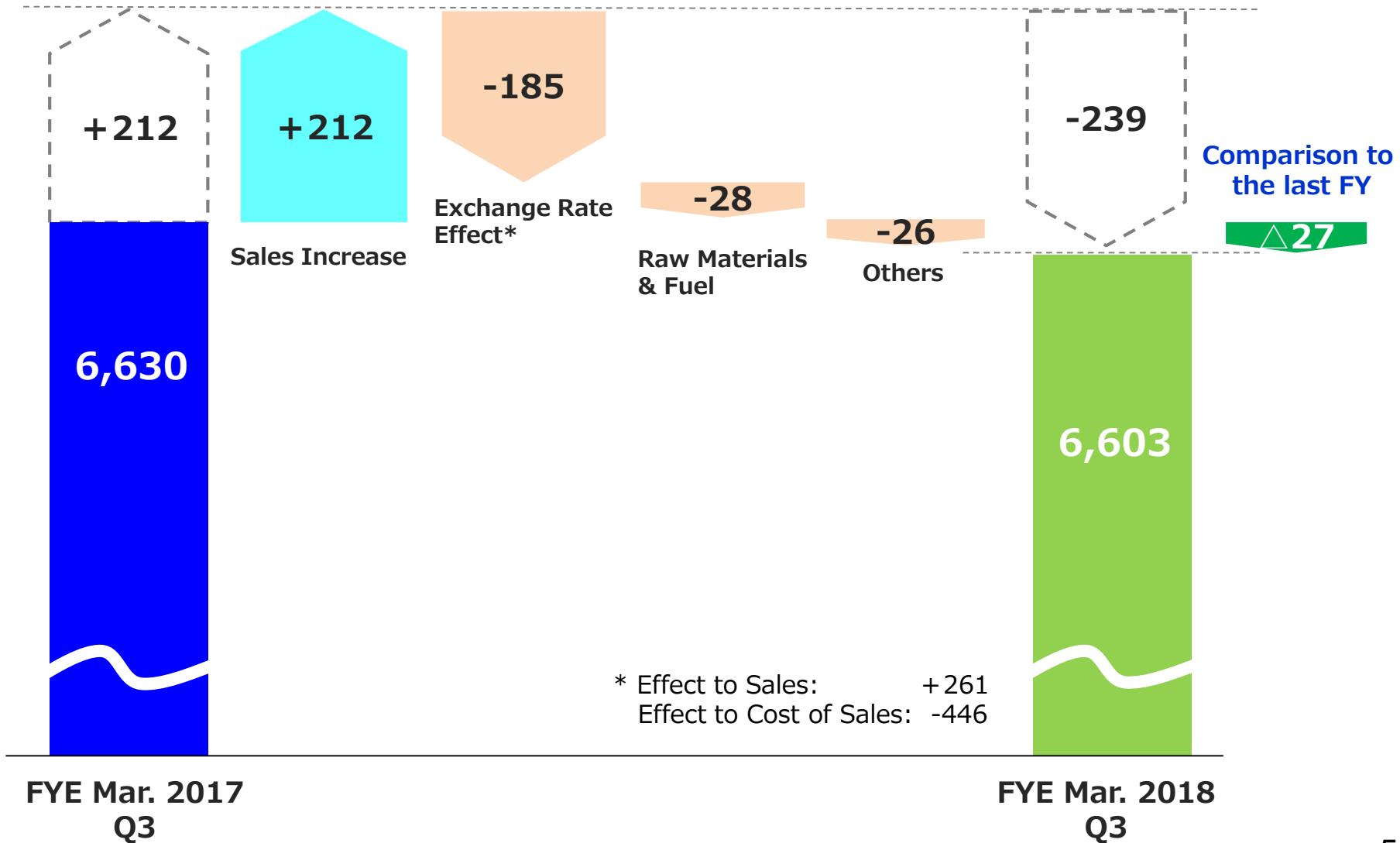
【Decrease】

- Saline Bag
- Platelet Storage Bag

# Gross Profit Variance Analysis

<Comparison to the last FY>

(Unit: Million YEN)



Consolidated

Unit: Million YEN

	FYE Mar. 2017 Q3	FYE Mar. 2018 Q3	Variance
Salaries & wages	2,814	2,647	-167
Logistical costs	685	689	+4
Others	2,329	2,645	+316
<b>Total</b>	<b>5,828</b>	<b>5,981</b>	<b>+153</b>
<b>R&amp;D expenses out of Total</b>	<b>650</b>	<b>797</b>	<b>+147</b>

Comparing to the result in the same period of last year,

- Salaries & wages decreased with improvement of productivity.
- Other raising expenses largely consist of those for R&D.

The logo for KAWASUMI LABORATORIES, INC., featuring a stylized blue 'K' inside a circle, followed by the text 'KAWASUMI LABORATORIES, INC.' in a bold, blue, sans-serif font.

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