

Profit and loss summary

Consolidated

¥ millions

Highlights

	3/99	Pct sales	3/00	Pct sales	Pct total	Value chg
Sales	46,932	100.0%	52,776	100.0%	12.5%	5,843
COGS	13,817	29.4%	16,742	31.7%	21.2%	2,925
Gross margins	33,115	70.5%	36,033	68.3%	8.8%	2,918
SG&A	26,748	57.0%	27,387	51.9%	2.4%	638
Of which R&D ratio	5,578	11.9%	5,764	10.9%	3.3%	186
Operating profit	6,366	13.5%	8,646	16.4%	35.8%	2,279
Non-operating income	902	1.9%	731	1.4%	-18.9%	-170
Non-operating expense	581	1.2%	581	1.1%	0.0%	0
Recurring profit	6,687	14.2%	8,795	16.7%	31.5%	2,108
Extraordinary profit	76	0.2%	18	0.0%	-75.7%	-57
Extraordinary loss	732	1.5%	559	1.0%	-23.5%	-172
Pretax profit	6,031	12.9%	8,254	15.7%	36.9%	2,223
Income taxes	3,705	7.9%	4,493	8.5%	21.2%	787
Translation adjustments	0		-549	-1.0%	-	-549
Net profit	2,325	5.0%	4,310	8.2%	85.3%	1,984

- Consolidated and affiliate companies
Consolidated companies (1): Kyobundo
Affiliated companies (2): Nissin Kyorin Seiyaku . Nihon Rikagaku Yakuhiin)

■ Sales	99/3	2000/3	(¥ mil)
Pharmaceuticals	44,100	48,200	(+4,100)
Pharm. business, other	1,700	32,000	(+1,500)
Advertising and publicity	1,000	1,200	(+200)
■ Sales by product	99/3	2000/3	(¥ mil)
Mucodyne	14,300	15,500	
Baccidal	6,600	5,200	
Ketas	6,500	7,100	
Aplace	4,400	4,800	
Rocaltrol	3,300	3,800	
Megalocin	1,400	1,300	
Pentasa	2,600	3,300	
Milton	1,600	3,000	(+1,400)
■ Exports	99/3	2000/3	(¥ mil)
	4,800	6,900	(+2,100)

- COGS (Sales ratio rose from 29.4% to 31.7%)

- SG&A (Sales ratio fell from 57.0% to 51.9%)
SGA grew 2.4% compared to 12.5% growth in sales
Reductions in headcount, sales expenses offset a rise in amortization expenses for Milton (from ¥0.7 billion to ¥1.0 billion)

■ Non-operating expenses	99/3	2000/3	(¥ mil)
Securities reevaluation loss	117	0	
Foreign exchange loss	94	38	

■ Extraordinary loss			(¥ mil)
Delayed start of operation of Noshiro Plant			
	99/3	2000/3	
	494	426	

- New treatment of inter-period tax allocation increased net income by ¥549, retained earnings by ¥2,918 million

Balance sheet summary

Consolidated

¥millions

Highlights

	3/99	Pct total	3/00	Pct total	Value chg
Current assets	85,405	76.3%	89,820	76.4%	4,414
Cash & time deposits	57,789		59,903		
Trade receivables	17,234		18,242		
Marketable securities	2,598		2,902		
Inventories	6,540		6,457		
Other current assets	1,242		2,314		
Fixed assets	26,601	23.7%	27,785	23.6%	1,184
Tangible assets	13,564	12.1%	13,037	11.1%	
Intangible assets	8,157	7.3%	7,428	6.3%	
Investments, other	4,879	4.3%	7,319	6.2%	
Liabilities	13,210	11.8%	13,529	11.5%	318
Trade payables	3,930		4,503		
Short-term borrowings	0		0		
Other current assets	9,280		9,026		
Long-term liabilities	6,248	5.6%	6,208	5.3%	-40
Total liabilities	19,459	17.4%	19,738	16.8%	278
Common stock	3,623	3.2%	3,623	3.1%	
Add'l paid-in capital	1,642	1.5%	1,642	1.4%	
Retained earnings	87,292	77.9%	92,606	78.7%	
Shareholders' equity	92,547	82.6%	97,868	83.2%	5,320
Total liab & sh/s' eq.	112,007	100.0%	117,606	100.0%	5,599

- Cash & time deposits: (increase of ¥2,114 million)
- Trade receivables: (increase of ¥1,007 million)
- Reflecting sales increases in Japan
- Other current assets: (increase ¥1,072 million)
- Deferred tax assets up ¥1,035 million
- Investments, other: (increase ¥2,440 million)
- Deferred tax assets up ¥1,882 million
- Retained earnings
The new treatment of inter-period tax allocation increased net income by ¥549 as well as unappropriated retained earnings by ¥2,918

Performance measures

Consolidated

Full-year

¥ millions

	3/96	3/97	3/98	3/99	3/2000
Sales	48,973	50,956	47,179	46,932	52,776
Exports	5,098	5,900	5,009	4,804	6,900
COGS	12,056	13,323	13,023	13,817	16,742
COGS ratio (%)	24.7%	26.1%	27.6%	29.4%	31.7%
SGA	29,400	29,480	27,764	26,748	27,387
SGA ratio (%)	60.0%	57.9%	58.9%	57.0%	51.9%
R&D expense	6,475	6,213	5,707	5,578	5,764
R&D expense ratio (%)	13.2%	12.2%	12.1%	11.9%	10.9%
Operating profits	7,516	8,153	6,392	6,366	8,646
Operating profits ratio (%)	15.3%	16.0%	13.5%	13.5%	16.4%
Recurring profits	8,306	8,615	6,137	6,687	8,795
Recurring profits ratio (%)	16.9%	16.9%	13.0%	14.2%	16.7%
Net profits	4,009	3,954	2,303	2,325	4,310
Net profits ratio (%)	8.2%	7.8%	4.9%	5.0%	8.2%
EPS (¥)	70.51	69.05	40.01	40.41	74.89
Capital	3,186	3,623	3,623	3,623	3,623
Total assets	114,341	110,920	113,190	112,007	117,606
Shareholders' equity	85,298	89,395	90,951	92,547	97,868
BPS	1500.03	1552.96	1580.21	1607.97	1700.20
ROE (%)	5.3%	4.5%	2.6%	2.5%	4.5%
Equity ratio (%)	74.6%	80.6%	80.4%	82.6%	83.2%
Capital expenditures	5,063	1,439	865	3,399	1,303
Depreciation expense	1,783	2,312	2,434	2,932	2,903