

# FINANCIAL DATA 2013

Year Ended March 31, 2014

## Results of the First Quarter (Apr.1 to Jun.30) 〔 第1四半期累計 〕

### Sawai Pharmaceutical Co., Ltd.

Code No. 4555 , 1st section of TSE

|                       |                                                                                                                                                              |
|-----------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------|
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\*当資料に記載されている見通し数値は、当社が現在入手可能な情報から判断したものであり、経済情勢、薬事制度などの動向により、変動する場合のあることをご了承ください。  
The plans and forecasts regarding the Sawai group contained in this document involve certain risks and uncertainties, except for historical facts. Therefore, there is no guarantee as to the accuracy of this information.

Date of Issue: August 8, 2013

## 1. 連結財務ハイライト Consolidated Financial Highlights

(単位: 百万円、% / Unit: Millions of Yen, %)

| 会計期間(3月期決算)<br>Fiscal Year (Years Ended March 31, ) |                              | 2013年3月期<br>FY2012                     | 2014年3月期<br>FY2013 |                | 2014年3月期(予想)<br>FY2013 Forecast |                |                 |                |
|-----------------------------------------------------|------------------------------|----------------------------------------|--------------------|----------------|---------------------------------|----------------|-----------------|----------------|
|                                                     |                              | 1Q<br>1Q                               | 1Q<br>1Q           | 前期比<br>YoY (%) | 2Q累計<br>1H                      | 前期比<br>YoY (%) | 通期<br>Full Year | 前期比<br>YoY (%) |
| 損益計算書項目                                             |                              | Key Income Statements Data             |                    |                |                                 |                |                 |                |
| 売上高                                                 | Net Sales                    | 19,684                                 | 21,906             | 11.3           | 41,000                          | 6.6            | 87,000          | 8.1            |
| 売上原価                                                | Cost of Sales                | 10,670                                 | 11,064             | 3.7            | 21,700                          | 6.5            | 45,500          | 7.0            |
| 売上総利益                                               | Gross Profit                 | 9,014                                  | 10,841             | 20.3           | 19,300                          | 6.8            | 41,500          | 9.2            |
| 販管費                                                 | SG&A Expenses                | 4,911                                  | 5,009              | 2.0            | 11,100                          | 10.6           | 23,500          | 14.0           |
| 営業利益                                                | Operating Income             | 4,103                                  | 5,831              | 42.1           | 8,200                           | 2.0            | 18,000          | 3.5            |
| 経常利益                                                | Ordinary Income              | 4,273                                  | 5,873              | 37.4           | 8,200                           | ▲ 0.1          | 18,000          | 2.3            |
| 当期純利益                                               | Net Income                   | 2,701                                  | 3,770              | 39.5           | 5,500                           | 0.5            | 11,600          | ▲ 3.5          |
| 貸借対照表項目                                             |                              | Key Balance Sheets Data                |                    |                |                                 |                |                 |                |
| 総資産                                                 | Total Assets                 | 127,842 *                              | 130,156            | 1.8            | -                               | -              | -               | -              |
| 純資産                                                 | Net Assets                   | 61,479 *                               | 63,843             | 3.8            | -                               | -              | -               | -              |
| 自己資本比率(%)                                           | Capital Adequacy Ratio(%)    | 48.0 *                                 | 49.0               | 1.0            | -                               | -              | -               | -              |
| 収益性・効率性指標                                           |                              | Profitability & Efficiency Indication  |                    |                |                                 |                |                 |                |
|                                                     |                              | (単位: % / Unit: %)                      |                    |                |                                 |                |                 |                |
| 売上総利益率                                              | Gross Profit Ratio           | 45.8                                   | 49.5               | 3.7            | 47.1                            | 0.1            | 47.7            | 0.5            |
| 売上高販管費率                                             | SG&A Expenses Ratio          | 25.0                                   | 22.9               | ▲ 2.1          | 27.1                            | 1.0            | 27.0            | 1.4            |
| 売上高営業利益率                                            | Operating Income Ratio       | 20.8                                   | 26.6               | 5.8            | 20.0                            | ▲ 0.9          | 20.7            | ▲ 0.9          |
| 売上高経常利益率                                            | Ordinary Income Ratio        | 21.7                                   | 26.8               | 5.1            | 20.0                            | ▲ 1.3          | 20.7            | ▲ 1.2          |
| 売上高当期純利益率                                           | Return on Sales              | 13.7                                   | 17.2               | 3.5            | 13.4                            | ▲ 0.8          | 13.3            | ▲ 1.6          |
| 自己資本利益率 [ROE]                                       | Return on Equity             | -                                      | -                  | -              | -                               | -              | -               | -              |
| 1株当たり情報                                             |                              | Amounts Per Common Share               |                    |                |                                 |                |                 |                |
|                                                     |                              | (単位: 円、% / Unit: Yen, %)               |                    |                |                                 |                |                 |                |
| 1株当たり当期純損益                                          | Net Income per Share         | 170.98                                 | 248.79             | 45.5           | 362.93                          | 4.7            | 765.46          | ▲ 1.0          |
| (潜在株式調整後)                                           | Diluted Net Income per Share | 140.94                                 | 203.90             | 44.7           | -                               | -              | -               | -              |
| 1株当たり純資産                                            | Shareholders' Equity         | 4,054.29 *                             | 4,208.63           | 3.8            | -                               | -              | -               | -              |
| 1株当たり年間(中間)配当金                                      | Dividend (interim)           | -                                      | -                  | -              | (90)                            | (28.6)         | 180             | 5.9            |
| 配当金総額及び配当性向                                         |                              | Dividend Amount & Payout Ratio         |                    |                |                                 |                |                 |                |
|                                                     |                              | (単位: 百万円、% / Unit: Millions of Yen, %) |                    |                |                                 |                |                 |                |
| 年間(中間)配当金総額                                         | Total Amount of Dividend     | -                                      | -                  | -              | (1,364)                         | (23.5)         | 2,728           | 4.2            |
| 配当性向(連結)(%)                                         | Payout Ratio(%)              | -                                      | -                  | -              | 24.8                            | 4.6            | 23.5            | 1.5            |
| 発行済株式情報                                             |                              | Common Stock; Issued and Outstanding   |                    |                |                                 |                |                 |                |
|                                                     |                              | (単位: 千株 / Unit: Thousands)             |                    |                |                                 |                |                 |                |
| 期中平均株式数                                             | Average Number               | 15,801                                 | 15,154             | -              | -                               | -              | -               | -              |
| 期末発行済株式数                                            | at Fiscal Years-end          | 15,841 *                               | 15,861             | -              | -                               | -              | -               | -              |
| 期末自己株式数                                             | Treasury Stock               | 71.512                                 | 703.212            | -              | -                               | -              | -               | -              |
| その他                                                 |                              | Other Information                      |                    |                |                                 |                |                 |                |
|                                                     |                              | (単位: 社 / Unit: Company)                |                    |                |                                 |                |                 |                |
| 連結子会社数                                              | Number of Subsidiaries       | 3                                      | 2                  | -              | 2                               | -              | 2               | -              |

\* 2013年3月末との対比 (Comparison with Q4 of FY2012)

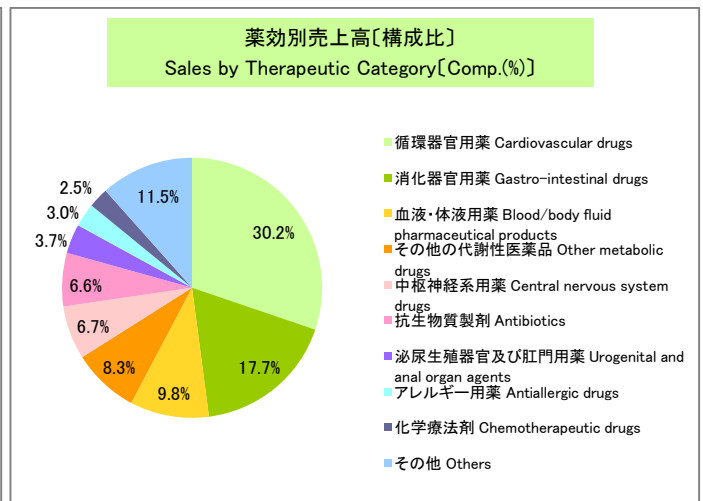
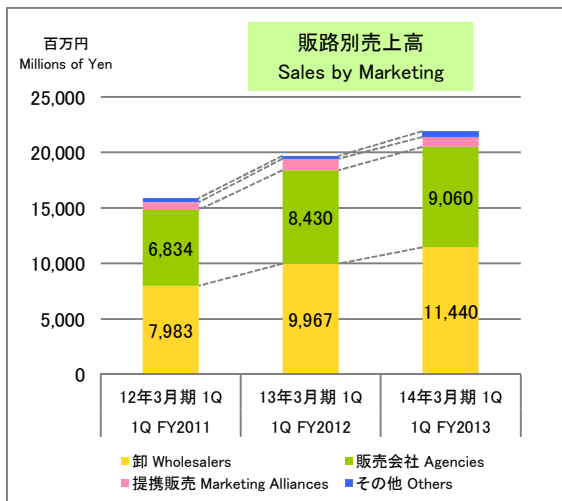
※期末発行済株式数は、自己株式を含む (Total sum of the numbers of stocks at Fiscal Year-end includes treasury stocks.)

## 2. 連結財務指標-1 Consolidated Financial Data-1

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(単位: 百万円、% / Unit: Millions of Yen, %)

| 販売実績 Sales Performance                      |                                            | 2013年3月期 FY2012 |           | 2014年3月期 FY2013 |           | 前期対比 Year on Year |            |
|---------------------------------------------|--------------------------------------------|-----------------|-----------|-----------------|-----------|-------------------|------------|
|                                             |                                            | 1Q              | 構成比(%)    | 1Q              | 構成比(%)    | 1Q                | 増減率(%)     |
| 1Q                                          |                                            | 1Q              | Comp.(%)  | 1Q              | Comp.(%)  | 1Q                | RC(%)      |
| <b>販路別売上高 Sales by Marketing Channel</b>    |                                            |                 |           |                 |           |                   |            |
| 卸                                           | Wholesalers                                | 9,967           | ( 50.7 )  | 11,440          | ( 52.2 )  | 1,473             | ( 14.8 )   |
| 販売会社                                        | Agencies                                   | 8,430           | ( 42.8 )  | 9,060           | ( 41.4 )  | 629               | ( 7.5 )    |
| 提携販売                                        | Marketing Alliances                        | 1,025           | ( 5.2 )   | 887             | ( 4.0 )   | ▲ 138             | ( ▲ 13.5 ) |
| その他                                         | Others                                     | 261             | ( 1.3 )   | 517             | ( 2.4 )   | 256               | ( 98.2 )   |
| 合 計                                         | Total                                      | 19,684          | ( 100.0 ) | 21,906          | ( 100.0 ) | 2,221             | ( 11.3 )   |
| <b>収載年度別売上高 Sales by Listed Year</b>        |                                            |                 |           |                 |           |                   |            |
| 2013年6月・12月収載                               | Listed in FY2013                           | -               | ( - )     | 185             | ( 0.8 )   | 185               | ( - )      |
| 2012年6月・12月収載                               | Listed in FY2012                           | 201             | ( 1.0 )   | 486             | ( 2.2 )   | 285               | ( 141.6 )  |
| 2011年6月・11月収載                               | Listed in FY2011                           | 1,675           | ( 8.5 )   | 2,035           | ( 9.3 )   | 360               | ( 21.5 )   |
| 2010年5月・11月収載                               | Listed in FY2010                           | 616             | ( 3.1 )   | 770             | ( 3.5 )   | 153               | ( 24.9 )   |
| 2009年5月・11月収載                               | Listed in FY2009                           | 3,162           | ( 16.1 )  | 3,508           | ( 16.0 )  | 345               | ( 10.9 )   |
| 2008年7月・11月収載                               | Listed in FY2008                           | 1,195           | ( 6.1 )   | 1,336           | ( 6.1 )   | 140               | ( 11.7 )   |
| 2007年7月・11月収載                               | Listed in FY2007                           | 1,232           | ( 6.3 )   | 1,331           | ( 6.1 )   | 98                | ( 8.0 )    |
| 2006年7月収載                                   | Listed in FY2006                           | 1,762           | ( 9.0 )   | 1,851           | ( 8.4 )   | 88                | ( 5.0 )    |
| 2005年7月収載                                   | Listed in FY2005                           | 2,006           | ( 10.2 )  | 2,159           | ( 9.9 )   | 152               | ( 7.6 )    |
| 2004年7月収載                                   | Listed in FY2004                           | 836             | ( 4.2 )   | 827             | ( 3.8 )   | ▲ 9               | ( ▲ 1.1 )  |
| 既存・承継品他                                     | Existing Drugs and transferred drugs, etc. | 6,993           | ( 35.5 )  | 7,413           | ( 33.9 )  | 420               | ( 6.0 )    |
| 合 計                                         | Total                                      | 19,684          | ( 100.0 ) | 21,906          | ( 100.0 ) | 2,221             | ( 11.3 )   |
| <b>薬効別売上高 Sales by Therapeutic Category</b> |                                            |                 |           |                 |           |                   |            |
| 循環器官用薬                                      | Cardiovascular drugs                       | 5,874           | ( 29.8 )  | 6,609           | ( 30.2 )  | 734               | ( 12.5 )   |
| 消化器官用薬                                      | Gastro-intestinal drugs                    | 3,458           | ( 17.6 )  | 3,876           | ( 17.7 )  | 417               | ( 12.1 )   |
| 血液・体液用薬                                     | Blood/body fluid pharmaceutical products   | 1,983           | ( 10.1 )  | 2,150           | ( 9.8 )   | 167               | ( 8.4 )    |
| その他の代謝性医薬品                                  | Other metabolic drugs                      | 1,656           | ( 8.4 )   | 1,815           | ( 8.3 )   | 158               | ( 9.6 )    |
| 中枢神経系用薬                                     | Central nervous system drugs               | 1,280           | ( 6.5 )   | 1,462           | ( 6.7 )   | 182               | ( 14.2 )   |
| 抗生物質製剤                                      | Antibiotics                                | 1,421           | ( 7.2 )   | 1,446           | ( 6.6 )   | 24                | ( 1.7 )    |
| 泌尿生殖器官及び肛門用薬                                | Urogenital and anal organ agents           | 750             | ( 3.8 )   | 799             | ( 3.7 )   | 48                | ( 6.5 )    |
| アレルギー用薬                                     | Antiallergic drugs                         | 657             | ( 3.3 )   | 668             | ( 3.0 )   | 10                | ( 1.7 )    |
| 化学療法剤                                       | Chemotherapeutic drugs                     | 583             | ( 3.0 )   | 547             | ( 2.5 )   | ▲ 35              | ( ▲ 6.1 )  |
| その他                                         | Others                                     | 2,017           | ( 10.3 )  | 2,529           | ( 11.5 )  | 512               | ( 25.4 )   |
| 合 計                                         | Total                                      | 19,684          | ( 100.0 ) | 21,906          | ( 100.0 ) | 2,221             | ( 11.3 )   |



## 2. 連結財務指標-2 Consolidated Financial Data-2

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(単位:人、百万円、%/Unit:Person, Millions of Yen, %)

| 人員情報 Personnel Information |                                     | 2013年3月期 FY2012 |                       | 2014年3月期 FY2013 |                       | 前期対比 Year on Year |                 |
|----------------------------|-------------------------------------|-----------------|-----------------------|-----------------|-----------------------|-------------------|-----------------|
| 従業員数                       | Number of Employees                 | 1Q<br>1Q        | 構成比(%)<br>Comp.(%)    | 1Q<br>1Q        | 構成比(%)<br>Comp.(%)    | 1Q<br>1Q          | 増減率(%)<br>RC(%) |
| 生産                         | Manufacturing Division              | 307             | ( 29.3 )              | 338             | ( 30.6 )              | 31                | ( 10.1 )        |
| 研究開発                       | R&D Division                        | 151             | ( 14.4 )              | 162             | ( 14.7 )              | 11                | ( 7.3 )         |
| 管理・営業                      | Administration Div. & Business Div. | 589             | ( 56.3 )              | 604             | ( 54.7 )              | 15                | ( 2.5 )         |
| (うち、MR)                    | (MRs)                               | 428             | ( 40.9 )              | 443             | ( 40.1 )              | 15                | ( 3.5 )         |
| 合 計                        | Total                               | 1,047           | ( 100.0 )             | 1,104           | ( 100.0 )             | 57                | ( 5.4 )         |
| 外、平均臨時雇用                   | Contingent employees (excluded)     | 678             | -                     | 749             | -                     | 71                | ( - )           |
| 人件費                        | Personnel Costs                     | 1Q<br>1Q        | 対売上比率(%)<br>/Sales(%) | 1Q<br>1Q        | 対売上比率(%)<br>/Sales(%) | 1Q<br>1Q          | 増減率(%)<br>RC(%) |
| 合 計                        | Total                               | 3,228           | ( 16.4 )              | 3,296           | ( 15.0 )              | 67                | ( 2.1 )         |

(単位:百万円、%/Unit:Millions of Yen, %)

| 販売管理費 Selling, General and Administrative Expenses |                          | 2013年3月期 FY2012 |                       | 2014年3月期 FY2013 |                       | 2014年3月期(予想) FY2013 Forecast |                       |
|----------------------------------------------------|--------------------------|-----------------|-----------------------|-----------------|-----------------------|------------------------------|-----------------------|
|                                                    |                          | 1Q<br>1Q        | 対売上比率(%)<br>/Sales(%) | 1Q<br>1Q        | 対売上比率(%)<br>/Sales(%) | 通期<br>Full Year              | 対売上比率(%)<br>/Sales(%) |
| 試験研究費                                              | R&D Expenses             | 965             | ( 4.9 )               | 1,034           | ( 4.7 )               | 5,700                        | ( 6.6 )               |
| 前期対比                                               | Year on Year changes (%) |                 | ( ▲ 2.2 )             |                 | ( 7.1 )               |                              | ( 25.3 )              |
| 広告宣伝費                                              | Advertisement Expenses   | 372             | ( 1.9 )               | 504             | ( 2.3 )               | 2,000                        | ( 2.3 )               |
| 前期対比                                               | Year on Year changes (%) |                 | ( 131.5 )             |                 | ( 35.3 )              |                              | ( 23.5 )              |

(単位:百万円/Unit:Millions of Yen)

| 設備投資関連 Capital Expenditure & Depreciation and Amortization |                                     | 2013年3月期 FY2012 | 2014年3月期 FY2013 | 2014年3月期(予想) FY2013 Forecast |
|------------------------------------------------------------|-------------------------------------|-----------------|-----------------|------------------------------|
|                                                            |                                     | 1Q/1Q           | 1Q/1Q           | 通期/Full Year                 |
| 設備投資額(投資ベース)                                               | Capital Expenditure                 | 2,293           | 1,283           | 9,100                        |
| 減価償却費                                                      | Depreciation and Amortization       |                 |                 |                              |
| 生産                                                         | Manufacturing Division              | 642             | 927             | 4,000                        |
| 研究・開発                                                      | R&D Division                        | 136             | 146             | 600                          |
| 管理・営業                                                      | Administration Div. & Business Div. | 176             | 153             | 600                          |
| 合 計                                                        | Total                               | 954             | 1,228           | 5,200                        |