

Summary Report of Consolidated Financial Results

For the Six Months Period ended September 30, 2018



November 8, 2018
TSE-1st section

Company name: NIPRO CORPORATION

Code No.8086

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Supplemental material on quarterly reporting: Yes

Presentation on quarterly results: Yes (for institutional investors and analysts)

(Note: Amounts less than one million yen are rounded down)

1. Consolidated Results for the Six Months ended September 30, 2018 (From April 1, 2018 to September 30, 2018)

(1) Consolidated Results of Operations

(%: Changes from the corresponding period of the previous fiscal year)

	Net Sales		Operating Income		Ordinary Income		Profit attributable to owners of parent	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
6 months ended September 30, 2018	208,325	10.9	12,022	4.6	13,699	16.3	7,615	(8.1)
6 months ended September 30, 2017	187,903	5.8	11,495	(27.9)	11,776	76.8	8,282	183.3

Note: Comprehensive income 6 months ended September 30, 2018: 3,662 million yen ((79.1)%)
6 months ended September 30, 2017: 17,497 million yen (- %)

	Earnings per share	Diluted Earnings per share
	Yen	Yen
6 months ended September 30, 2018	45.86	41.58
6 months ended September 30, 2017	49.83	45.18

(2) Consolidated Financial Position

	Total Assets	Net Assets	Equity Ratio
	Millions of yen	Millions of yen	%
As of September 30, 2018	843,493	182,415	20.4
As of March 31, 2018	826,447	183,485	20.9

Note: Equity September 30, 2018: 171,655 million yen March 31, 2018: 172,621 million yen

2. Dividends

	Annual Dividends per Year				
	First-quarter	Second-quarter	Third-quarter	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
Year ended March, 2018	-	17.50	-	11.00	28.50
Year ending March, 2019	-	19.00	-	-	-
Year ending March, 2019 (Forecast)	-	-	-	13.00	32.00

Note: Revisions to the forecast of cash dividends in the current quarter: No

3. Forecast of Consolidated Financial Results for the Year ending March 31, 2019 (From April 1, 2018 to March 31, 2019)

(%: Changes from the corresponding period of the previous fiscal year)

	Net Sales		Operating Income		Ordinary Income		Profit attributable to owners of parent		Earnings per Share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Year ending March 31, 2019	428,200	8.3	24,900	(8.1)	24,100	6.2	14,700	24.3	89.40

Note: Revisions to the forecast of consolidated financial results in the current quarter: No

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1. Qualitative Information for the Six-Months Period ended September 30, 2018

(1) Commentary on Business Results

The global economy, during the second quarter of the consolidated cumulative period, saw a continued persistence of the gradual recovery, despite the sense of uncertainty about the future deepening on political and policy levels. Meanwhile, in the Japanese economy, although corporate earnings continued to recover, the sense of uncertainty about the future deepened owing to the impact of natural disasters. There was a significant impact in the medical device and pharmaceutical industries from the 2018 drug price revisions. Even under these circumstances, the Nipro Group has made efforts to achieve top share in Japan, increase international sales and cut production costs, and worked to improve business performance, advancing the development of the products which are more concerned about the users.

As a result, sales for the second quarter of the consolidated cumulative period increased YoY by 10.9% from the same period of the previous year to 208,325 million yen. As for profit, increased profit owing to increased sales absorbed an impact from the revised drug prices and due to cost reduction operating income increased by 4.6% YoY to 12,022 million yen. Ordinary income rose 16.3% YoY to 13,699 million yen due to increased gains on foreign exchange and miscellaneous income. Additionally, the second quarter profit attributable to owners of parent decreased YoY by 8.1% to 7,615 million yen due to an increase in corporate tax and income taxes—deferred.

The overview of the results for the second quarter of the consolidated cumulative period by business segment is as follows.

From the first quarter of this fiscal year, we made changes to the reporting segments. For more information, please refer to “2. Notes Concerning Changes to Reporting Segments” under “2. Quarterly Consolidated Financial Statements and Major Notes, (4) Notes Regarding Quarterly Consolidated Financial Statements, (Segment Information), II Six months ended September 30, 2018”. The following year-on-year comparisons have been calculated using numerical values of the same period last year which have been rearranged into the revised segments.

(i) Medical-Related Business

The market environment in domestic sales became severe as medical fees and drug prices were revised in April of this year. Under these circumstances, in the Medical Sales Division, sales remained solid in each category of injection-transfusion products, enteral-alimentation products, testing products, dialysis products, and cardiovascular products and cardiac surgery (CVS) products. Sales growth was particularly high for HDF filters (dialysis products) and dialysis machines. In the Pharmaceutical Sales Division, despite an impact from the revised drug prices, sales of oral and external use drugs grew mainly centered on dispensing pharmacies, owing in part to the effects of collaborations with pharmaceutical wholesalers. Furthermore, in DPC hospitals, there was not only a switching from original drugs, but there was also an increase in switching from the generic drugs of other companies, from a stable supply perspective and sales of injection grew mainly centered on DPC hospitals. Moreover, in regard to regenerative medicine, on June 29 of this year we submitted an application to the Ministry of Health, Labour and Welfare for the manufacture and sales approval as a “regenerative medicine product” of the “autologous bone marrow mesenchymal stem cells for use in spinal cord injury treatments” (Investigational drug identification code: STR01) that we are jointly developing with Sapporo Medical University.

Meanwhile, overseas sales revenues displayed steady growth as a result of proactive sales activities around the world. In North America, which we have positioned as one of our most important markets, we renewed a long-term contract with a leading dialysis provider and further strengthened our partnership. In China and India, sales of dialysis machines remained favorable and accordingly sales of dialyzers were also favorable. In other regions, especially, sales of dialysis products expanded steadily. Going forward, we will continue working to enhance customer satisfaction by quickly responding to front line needs, making the best utilization of our sales networks all over the world, and expand sales.

Regarding our overseas manufacturing facilities, the new dialyzer production line at our factory in Hefei/China is operating smoothly and the preparations for the start-up of the new line at our factory in India from the beginning of the

next year are now well underway. We are steadily enhancing our overseas dialyzer production frameworks.

As a result, net sales of this business increased 14.6% YoY to 159,686 million yen.

(ii) Pharmaceutical-Related Business

In the Pharmaceutical-Related Business, we have promoted the contract manufacturing and contract development of pharmaceuticals to respond accurately to the diverse needs of our corporate customers. We have focused on proposals for the comprehensive contract manufacturing of oral, injection and external use drug formulations manufacturable by the Nipro Group in addition to various highly pharmacologically active formulations such as antibiotics, steroids, and carcinostatic agents. Furthermore, we have also focused on the manufacturing of investigational drugs and the contract services for inspection and packaging. Moreover, we have also been proactive in the proposal-based sales of the use and set-packaging proposals of pharmaceutical containers and administration systems which we have developed and for which we own production frameworks.

As a result, while production increased year on year, net sales of this business decreased 3.2% from the previous year to 30,375 million yen, due to the impact from switching to in-house manufactured products from products for other companies.

(iii) PharmaPackaging Business

In the PharmaPackaging Business, we have domestically and internationally promoted proactive technical sales activities aimed at capturing the needs and new demands of our globalizing customers and the development of high-performance and high-quality products for medical devices such as devices for the preparation and administration of pharmaceuticals and pharmaceutical packaging materials including rubber, plastic and kit products as well as existing glass products.

Overseas sales faced difficulties in China due to the repercussions from environmental regulations and drug supply issues in pharmaceutical companies as well as the impact from the increase in manufacturers that temporarily suspended production due to the extreme heat. However, in Europe, sales grew year on year due to the significant growth of syringes in Germany and glass tubes in France. In India, sales of high value-added glass tube were solid.

In Japan, sales of vials and rubber stopper were favorable and we had also secured consistent sales of glass tube. While assembly manufacturer inventory adjustment continues for thermos bottles, we will strive to maintain a stable supply in the second half of the fiscal year and enhance sales. As to medical device, sales of dental special needles and transfusion system were solid. At the Biwako Plant, through a thorough enhancement of quality and further automation and efficiency, we are optimizing the production environment through the introduction of new equipment, in order to promote the establishment of production frameworks for pharmaceutical containers. Furthermore, we are focusing on enhancing production and sales frameworks through an expansion of the portfolio, centered on vials.

As a result, net sales of this business increased 6.2% YoY to 18,247 million yen. As a comprehensive manufacturer of pharmaceutical packaging materials, the PharmaPackaging Business Division will continue to strive to expand business by developing and introducing advanced products to the market that meet medical needs of countries all over the world.

(iv) Other Business

Among other business, net sales from the real-estate rental business, etc. were 15 million yen (down 4.0% YoY).

(2) Analysis Concerning Financial Position

(i) Assets, liabilities, and net assets

Total assets increased 17,046 million yen from the end of the previous consolidated fiscal year to 843,493 million yen at the end of the second quarter under review. Current assets increased 11,822 million yen and noncurrent assets increased 5,223 million yen. The main reason for the increase in current assets was an increase of 3,529 million yen in notes and accounts receivable-trade, and the main reason for the increase in noncurrent assets was an increase of 6,459 million yen in investment securities.

Total liabilities increased 18,116 million yen from the end of the previous consolidated fiscal year to 661,077 million yen. Current liabilities increased 10,263 million yen and noncurrent liabilities increased 7,853 million yen. The main reason for the increase in current liabilities was an increase of 17,371 million yen in short-term loans payable, and the main reason for the increase in noncurrent liabilities was an increase of 6,797 million yen in long-term loans payable.

Total net assets decreased 1,069 million yen from the end of the previous consolidated fiscal year to 182,415 million yen. Shareholders' equity increased 2,920 million yen and accumulated other comprehensive income decreased 3,886 million yen. As a result, equity ratio decreased by 0.5% from the end of the previous year to 20.4%.

(ii) Consolidated Cash Flows

The ending balance of cash and cash equivalents increased 456 million yen from the end of the previous consolidated fiscal year to 136,056 million yen at the end of the second quarter under review.

(Cash flows from operating activities)

Net cash provided by operating activities was 19,659 million yen. The main accounts of cash inflow were depreciation, 16,411 million yen and profit before income taxes, 13,769 million yen. The main account of cash outflow was increase in notes and accounts receivable-trade, 5,853 million yen.

(Cash flows from investing activities)

Net cash used in investing activities was 37,572 million yen. The main account of cash inflow was proceeds from withdrawal of time deposits, 2,577 million yen. The main account of cash outflow was purchase of non-current assets, 33,089 million yen.

(Cash flows from financing activities)

Net cash provided by financing activities was 20,175 million yen. The main account of cash inflow was proceeds from long-term loans payable, 64,920 million yen. The main account of cash outflow was repayment of long-term loans payable, 33,178 million yen.

(3) Commentary on Forward-Looking Statements Including Forecast of Consolidated Financial Results

At this moment, we have not made any revision to the forecast of consolidated financial results for the year ending March 31, 2019, which was announced on November 6, 2018.

2. Quarterly Consolidated Financial Statements and Major Notes
(1) [Quarterly Consolidated Balance Sheets]

(Millions of yen)

	As of March 31, 2018	As of September 30, 2018
Assets		
Current Assets		
Cash and deposits	141,940	143,620
Notes and accounts receivable-trade	140,511	144,040
Merchandise and finished goods	89,146	92,025
Work in process	11,431	11,754
Raw materials and supplies	28,640	29,489
Other	18,854	21,297
Allowance for doubtful accounts	(1,437)	(1,317)
Total current assets	429,087	440,910
Non-current assets		
Property, plant and equipment		
Buildings and structures	207,198	208,992
Accumulated depreciation and impairment loss	(98,987)	(101,812)
Buildings and structures, net	108,211	107,180
Machinery, equipment and vehicles	258,817	261,347
Accumulated depreciation and impairment loss	(180,543)	(184,775)
Machinery equipment and vehicles, net	78,273	76,571
Land	32,079	31,912
Leased assets	3,707	5,166
Accumulated depreciation	(2,746)	(2,829)
Leased assets, net	960	2,337
Construction in progress	37,537	40,641
Other	54,423	56,284
Accumulated depreciation and impairment loss	(41,213)	(42,861)
Other, net	13,210	13,422
Total property, plant and equipment	270,273	272,066
Intangible assets		
Goodwill	27,358	26,169
Leased assets	2,366	2,311
Other	16,268	17,003
Total intangible assets	45,994	45,484
Investments and other assets		
Investment securities	62,936	69,396
Deferred tax assets	10,354	8,078
Other	12,644	10,977
Allowance for doubtful accounts	(4,844)	(3,420)
Total investments and other assets	81,091	85,032
Total non-current assets	397,359	402,583
Total assets	826,447	843,493

(Millions of yen)

	As of March 31, 2018	As of September 30, 2018
Liabilities		
Current liabilities		
Notes and accounts payable-trade	62,105	66,694
Short-term loans payable	117,666	135,037
Commercial papers	10,000	10,000
Current portion of bonds	1,215	900
Lease obligations	1,198	1,324
Accounts payable-other	16,461	11,484
Accrued directors' bonuses	328	—
Income taxes payable	4,993	5,408
Provision for bonuses	4,364	6,949
Provision for directors' bonuses	131	361
Notes payable-facilities	11,304	5,275
Other	21,415	18,012
Total current liabilities	251,184	261,447
Non-current liabilities		
Bonds payable	5,000	4,700
Convertible bond-type bonds with share acquisition rights	25,000	25,000
Long-term loans payable	350,517	357,315
Lease obligations	2,544	3,885
Deferred tax liabilities	473	350
Net defined benefit liability	4,530	4,621
Provision for directors' retirement benefits	647	679
Provision for loss on litigation	202	169
Other	2,861	2,908
Total non-current liabilities	391,776	399,630
Total liabilities	642,961	661,077
Net assets		
Shareholders' equity		
Capital stock	84,397	84,397
Retained earnings	83,570	89,352
Treasury shares	(6,004)	(8,867)
Total shareholders' equity	161,963	164,883
Accumulated other comprehensive income		
Valuation difference on available-for-sale securities	(712)	2,719
Deferred gains or losses on hedges	(69)	(49)
Foreign currency translation adjustment	11,404	4,031
Remeasurements of defined benefit plans	36	71
Total accumulated other comprehensive income	10,658	6,772
Non-controlling interests	10,863	10,760
Total net assets	183,485	182,415
Total liabilities and net assets	826,447	843,493

(2) [Quarterly Consolidated Statements of Income and Quarterly Consolidated Statements of Comprehensive Income]
 Quarterly Consolidated Statements of Income

(Millions of yen)

	Six months ended September 30, 2017 (From April 1, 2017 to September 30, 2017)	Six months ended September 30, 2018 (From April 1, 2018 to September 30, 2018)
Net sales	187,903	208,325
Cost of sales	128,509	144,380
Gross profit	59,393	63,944
Selling, general and administrative expenses	47,897	51,922
Operating profit	11,495	12,022
Non-operating income		
Interest income	285	339
Dividends income	777	908
Foreign exchange gains	1,081	1,620
Share of profit of entities accounted for using equity method	36	45
Other	658	1,014
Total non-operating income	2,839	3,928
Non-operating expenses		
Interest expenses	1,743	1,455
Other	815	796
Total non-operating expenses	2,558	2,251
Ordinary profit	11,776	13,699
Extraordinary income		
Gain on sales of non-current assets	56	70
State subsidy	589	557
Gain on sales of investment securities	225	—
Other	23	—
Total extraordinary income	895	627
Extraordinary loss		
Loss on retirement of non-current assets	162	78
Loss on reduction of non-current assets	590	114
Compensation expenses	928	19
Other	651	344
Total extraordinary losses	2,332	557
Profit before income taxes	10,339	13,769
Income taxes-current	4,541	5,388
Income taxes-deferred	(2,659)	646
Total income taxes	1,882	6,034
Profit	8,456	7,735
Profit attributable to non-controlling interests	174	120
Profit attributable to owners of parent	8,282	7,615

Quarterly Consolidated Statements of Comprehensive Income

	Six months ended September 30, 2017 (From April 1, 2017 to September 30, 2017)	Six months ended September 30, 2018 (From April 1, 2018 to September 30, 2018)
Profit	8,456	7,735
Other comprehensive income		
Valuation difference on available-for-sale securities	10,047	3,432
Deferred gains or losses on hedges	42	19
Foreign currency translation adjustment	(1,106)	(7,407)
Remeasurements of defined benefit plans	125	31
Share of other comprehensive income of entities accounted for using equity method	(67)	(148)
Total other comprehensive income	9,040	(4,073)
Comprehensive income	17,497	3,662
Comprehensive income attributable to owners of parent	17,451	3,728
Comprehensive income attributable to non-controlling interests	45	(66)

(3) [Quarterly Consolidated Statements of Cash Flows]

(Millions of yen)

	Six months ended September 30, 2017 (From April 1, 2017 to September 30, 2017)	Six months ended September 30, 2018 (From April 1, 2018 to September 30, 2018)
Cash flows from operating activities		
Profit before income taxes	10,339	13,769
Depreciation	15,751	16,411
Impairment loss	50	70
Amortization of goodwill	1,502	1,742
Share of (profit) loss of entities accounted for using equity method	(36)	(45)
Increase (decrease) in allowance for doubtful accounts	191	(79)
Increase (decrease) in net defined benefit liability	146	198
Interest and dividend income	(1,068)	(1,247)
Interest expenses	1,743	1,455
Foreign exchange losses (gains)	(530)	851
Loss (gain) on sales of investment securities	(225)	—
State subsidy	(589)	(557)
Loss on reduction of non-current assets	590	114
Decrease (increase) in notes and accounts receivable-trade	(5,862)	(5,853)
Decrease (increase) in inventories	(3,649)	(3,276)
Increase (decrease) in notes and accounts payable-trade	(74)	5,764
Decrease (increase) in other assets	4,454	(249)
Increase (decrease) in other liabilities	2,913	(5,142)
Other loss (gain)	131	(0)
Subtotal	25,778	23,928
Interest and dividend income received	1,071	1,266
Interest expenses paid	(1,698)	(1,416)
Other proceeds	87	394
Other payments	(277)	(199)
Income taxes paid	(3,915)	(4,314)
Net cash provided by (used in) operating activities	21,045	19,659
Cash flows from investing activities		
Payments into time deposits	(2,479)	(4,203)
Proceeds from withdrawal of time deposits	1,209	2,577
Purchase of investment securities	(415)	(140)
Proceeds from sales of investment securities	2,287	112
Purchase of shares of subsidiaries	—	(61)
Purchase of shares of associates	(445)	(1,352)
Payments for transfer of business	—	(72)
Purchase of non-current assets	(32,401)	(33,089)
Proceeds from sales of non-current assets	238	339
Payments for retirement of non-current assets	(120)	(4)
Proceeds from governmental subsidy income for investment in property and equipment	1,592	1,580
Net decrease (increase) in short-term loans receivable	628	(2,734)
Payments of loans receivable	(177)	(523)
Collection of loans receivable	16	0
Other payments	(28)	—
Net cash provided by (used in) investing activities	(30,096)	(37,572)

(Millions of yen)

	Six months ended September 30, 2017 (From April 1, 2017 to September 30, 2017)	Six months ended September 30, 2018 (From April 1, 2018 to September 30, 2018)
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	7,907	(5,481)
Proceeds from long-term loans payable	51,379	64,920
Repayment of long-term loans payable	(36,238)	(33,178)
Redemption of bonds	(645)	(615)
Proceeds from sales of treasury shares	116	150
Purchase of treasury shares	(0)	(3,012)
Purchase of treasury shares of subsidiaries	(21)	—
Repayments of finance lease obligations	(566)	(629)
Cash dividends paid	(3,574)	(1,831)
Dividends paid to non-controlling interests	(20)	(36)
Payments from changes in ownership interests in subsidiaries that do not result in change in scope of consolidation	(57)	(111)
Net cash provided by (used in) financing activities	18,278	20,175
Effect of exchange rate change on cash and cash equivalents	875	(1,879)
Net increase (decrease) in cash and cash equivalents	10,103	383
Cash and cash equivalents at beginning of period	112,046	135,599
Increase in cash and cash equivalents from newly consolidated subsidiary	—	73
Cash and cash equivalents at end of period	122,150	136,056

(4) Notes Regarding Quarterly Consolidated Financial Statements

(Notes Regarding Going Concern)

N/A

(Notes Regarding Significant Changes in the Amount of Shareholders' Equity)

Based on a resolution passed on July 3, 2018, at the meeting of the board of directors, the Company acquired treasury stocks of 2,149,400 shares. Due to the acquisition, treasury stocks increased by 2,862 million yen during the six-month period ended September 30, 2018 to 8,867 million yen as of the end of the period.

(Additional Information)

Application of Partial Amendments to Accounting Standard for Tax Effect Accounting, etc.

The company has applied the "Partial Amendments to Accounting Standard for Tax Effect Accounting" (ASBJ Statement No. 28, February 16, 2018) from the beginning of the first quarter of the consolidated cumulative period. Due to this application, deferred tax assets are presented under investments and other assets and deferred tax liabilities are presented under non-current liabilities.

(Segment Information)

I Six months ended September 30, 2017 (From April 1, 2017 to September 30, 2017)

1. Sales and Profit by Reportable Operating Segment

(Millions of yen)

	Segment				Other (Note.1)	Total	Adjust- ment (Note.2)	Quarterly Consolidated Statements of Income (Note.3)
	Medical- Related	Pharmace- utical- Related	Pharma Packaging	Total				
Net sales								
(1)Sales to third parties	139,341	31,363	17,183	187,888	14	187,903	—	187,903
(2)Inter-segment sales and transfers	871	6,155	2,524	9,551	518	10,069	(10,069)	—
Total	140,212	37,519	19,707	197,439	533	197,973	(10,069)	187,903
Segment profit (loss)	16,442	5,056	16	21,515	26	21,542	(10,046)	11,495

(Notes)

1. "Other" is the business segment which is not included in the segment and consist of real estate income and sales by headquarter.
2. Adjustment for the segment profit (loss) of (10,046) million yen includes deduction of intercompany profits on inventories of (233) million yen and corporate cost of (9,812) million yen. Corporate cost primarily consists of general and administrative expenses and research and development cost which do not belong to the reporting segment.
3. Segment profit (loss) is adjusted to the operating income on the quarterly consolidated statements of income.

2. Information about Impairment Loss on Fixed Assets and Goodwill by Reportable Operating Segment

N/A

II Six months ended September 30, 2018 (From April 1, 2018 to September 30, 2018)

1. Sales and Profit by Reportable Operating Segment

(Millions of yen)

	Segment				Other (Note.1)	Total	Adjust- ment (Note.2)	Quarterly Consolidated Statements of Income (Note.3)
	Medical- Related	Pharmace- utical- Related	Pharma Packaging	Total				
Net sales								
(1)Sales to third parties	159,686	30,375	18,247	208,309	15	208,325	—	208,325
(2)Inter-segment sales and transfers	4,332	8,478	2,389	15,200	706	15,907	(15,907)	—
Total	164,018	38,854	20,637	223,510	721	224,232	(15,907)	208,325
Segment profit (loss)	18,959	4,281	323	23,564	40	23,604	(11,582)	12,022

(Notes)

1. "Other" is the business segment which is not included in the segment and consist of real estate income and sales by headquarter.
2. Adjustment for the segment profit (loss) of (11,582) million yen includes deduction of intercompany profits on inventories of (1,199) million yen and corporate cost of (10,382) million yen. Corporate cost primarily consists of general and administrative expenses and research and development cost which do not belong to the reporting segment.
3. Segment profit (loss) is adjusted to the operating income on the quarterly consolidated statements of income.

2. Change in Reportable Segment

Since the first quarter of this fiscal year we have performed a comprehensive development of the PharmaPackaging business and, in order to enhance the synergy effects with pharmaceutical sales, we carried out organizational changes. As a result of this change, some business divisions previously categorized as Pharmaceutical-Related have been included in PharmaPackaging.

The segment information for the period ended September 30, 2017 is prepared based on the reportable segment after the reclassification.

3. Information about Impairment Loss on Fixed Assets and Goodwill by Reportable Operating Segment
N/A