# Summary of Financial Statements (Japanese GAAP) (Consolidated) Financial Results for the 2nd Quarter of the Fiscal Year Ending March 31, 2013

November 2, 2012

Listed exchanges : Tokyo, Osaka

Listed company name: Kobayashi Pharmaceutical Co. Ltd.

Code : 4967

URL: http://www.kobayashi.co.jp

Representative officer: Yutaka Kobayashi, President & COO

Contact : Satoshi Yamane,

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Expected date for submitting quarterly securities report : November 7, 2012 Scheduled date of dividend payment commencement : December 6, 2012

Preparation of supplementary explanation documents for quarterly financial results: Yes Holding of an analyst meeting for quarterly financial results : Yes

(For institutional investors

and analysts)

(Any fraction less than 1 million yen is rounded down to the nearest million yen.)

# 1. Consolidated Results for 2nd Quarter of Fiscal Year Ending March 31, 2013 (April 1, 2012 to September 30, 2012)

## (1) Consolidated Operating Results (accumulation)

(% figures represent changes from same period in previous year.)

	Q2 of FY ending March	า 31, 2013	Q2 of FY ended March 31, 2012	
Net sales	58,253 millions of yen	-9.0 %	64,023 millions of yen	-0.4 %
Operating income	8,237	-23.1	10,710	1.4
Ordinary income	8,830	-19.4	10,961	4.4
Net income	7,120	15.8	6,150	-2.0
Net income per share	173.88 yen		150.19 yen	
Net income per share after full dilution	_		_	

(Note) Comprehensive income: Q2 of FY ending March 31, 2013: 7,921 million yen (26.8%)

Q2 of FY ended March 31, 2012: 6,249 million yen (21.4%)

## (2) Consolidated Financial Position

	Q2 of FY ending March 31, 2013	As of March 31, 2012
Total assets	147,490 millions of yen	147,890 millions of yen
Net assets	107,880	101,879
Shareholders' equity ratio	73.1 %	68.8 %
Net assets per share	2,634.52 yen	2,484.08 yen

(Reference) Shareholders' equity

Q2 of FY ending March 31, 2013: 107,879 million yen As of March 31, 2012: 101,719 million yen

## 2. Dividends

	Year ended March 2012	Year ending March 2013	Year ending March 2013 (forecasts)
Dividends per share			
Q1 end	_	_	_
Q2 end	35.00 yen	39.00 yen	yen
Q3 end	_		_
Year-end	43.00		39.00
Total	78.00		78.00

(Note) Revision of the latest dividend forecast: None

# 3. Forecasts of Consolidated Operational Results for Year Ending March 31, 2013 (April 1, 2012 to March 31, 2013)

(Percentage figures represent changes from previous period.)

	FY ending March 31, 2013			
Net sales	132,000 millions of yen	0.6 %		
Operating income	20,000	3.6		
Ordinary income	20,900	4.0		
Net income	12,500	6.6		
Earnings per share	305.26 yen			

(Note) Revision of the latest forecasts of operational results: None

### \* Notes

- (1) Changes in significant subsidiaries during the period (Changes in specified subsidiaries accompanying change of scope of consolidation): None

  Newly consolidated: (company name: ), Eliminated from the scope of consolidation: (company name: )
- (2) Adoption of special accounting methods for preparing quarterly consolidated financial statements: None
- (3) Change in accounting policies, changes in accounting estimates and retrospective restatement
  - ① Changes in accounting policies associated with revision of accounting standards: None
  - ② Changes in accounting policies other than ①: None
  - 3 Changes in accounting estimates: None
  - Retrospective restatement: None
- (4) Issued shares (common shares)
  - Number of shares issued at period-end (including treasury stock):
  - ② Number of shares of treasury stock at period-end
  - Average number of shares outstanding during period (consolidated cumulative quarters)

Q2 of FY ending			42,525,000
March 31, 2013	shares	March 31, 2012	shares
Q2 of FY ending			1,576,287
March 31, 2013	shares	March 31, 2012	shares
Q2 of FY ending	40,948,595	Q2 of FY ended	40,948,990
March 31, 2013	shares	March 31, 2012	shares

- \* Information on implementation of quarterly review procedures

  This brief report of quarterly financial statements is not subject to audit procedures under the Financial
  Instruments and Exchange Act. Audit procedures concerning quarterly financial statements have not been
  completed under the Financial Instruments and Exchange Act at the date of disclosure of this brief report of
  quarterly financial statements.
- \* Explanation on appropriate use of forecasts of business results and other special items
  The forward-looking statements in this document concerning forecasts of business results are based on
  information available to the Company and assumptions considered reasonable by the Company. Please note
  that actual business results may differ significantly from the forecast due to various factors. Concerning
  assumptions for forecasting business results and precautionary statements, please refer to "1. Qualitative
  Information on Quarterly Results, (3) Qualitative information on the forecast of consolidated results" on page 4
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	Consolidated quarterly statements of income	
	For the first six-month period of the fiscal year ending March 31, 2013 (six months from April 1 to	
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## 1. Qualitative Information on Quarterly Results

#### (1) Qualitative information on consolidated results

In the first six-month period of the fiscal year ending March 31, 2013, the outlook for the Japanese economy remained unclear. This was because consumer spending and corporate activities were still weak with concern over a stable supply of electricity, although there were signs that businesses were gradually recovering, due to reconstruction in the areas stricken by the Great East Japan Earthquake. In such a situation, with the belief that it was about time to show the spirit of the Group's management policy, "Providing people and society with comfort," the Group focused on providing new products and services that meet potential customers' needs, expanding existing brands to accelerate the market activation and putting its resources into businesses with high future growth potential.

Consequently, the Group reported net sales of 58,253 million yen, a decrease of 5,770 million yen (-9.0%) from the previous year, operating income of 8,237 million yen, a decrease of 2,473 million yen (-23.1%), ordinary income of 8,830 million yen, a decrease of 2,130 million yen (-19.4%), and net income of 7,120 million yen, an increase of 969 million yen (+15.8%).

Here are summaries of the business results by segment.

#### Consumer Products Business

The Consumer Products Division launched 15 new products this spring, comprising items that are expected to create new markets and expand existing markets. In particular, sales of *Sawaday Happy* (a fragrant room deodorizer that enables consumers to easily enjoy new scents) increased steadily, contributing to the Group's business performance.

Among existing products, sales of *Inochi No Haha* (a women's health medicine), *Eyebon* (an eye wash solution), *Ito Yoji* and *Yawaraka Shikan Brush* (dental tools that remove the food debris and dental plaque that cause caries and periodontal disease) and *Breathcare* (an oral breath freshener capsule) grew solidly. In the meantime, sales of OTC pharmaceutical products and sanitary products decreased from a year earlier, as the Group struggled to increase sales of athlete's foot remedies and heat rash-related goods among OTC pharmaceutical products and products for easing the heat, such as *Netsusama Sheet* (a stick-on cooling gel sheet for the forehead) and *Netsusamahinyari Gel Mat* (a gel mat that keeps users cool while sleeping) among sanitary products, due to cooler-than-usual weather. Furthermore, sales of deodorizing products declined from the previous year, since sales of mainstay brand products, such as *Sawaday* (toilet air freshener) and *Bluelet* (a toilet bowl cleaner), were sluggish.

Consequently, net sales of the Consumer Products Business decreased by 2,501 million yen (-4.6%) from the previous year to 52,342 million yen. Segment income (ordinary income) decreased by 2,229 million yen (-21.7%) to 8,038 million yen, while operating income fell by 2,457 million yen (-23.4%) to 8,056 million yen.

#### (Sales Breakdown)

	Q2 ended September 30, 2011 (April 1, 2011 to September 30, 2011)		Q2 ended September 30, 2012 (April 1, 2012 to September 30, 2012)		Change	
	Amount (millions of yen)	Ratio (%)	Amount (millions of yen)	Ratio (%)	Amount (millions of yen)	Change (%)
Pharmaceutical products	11,814	21.6	11,611	22.2	-203	-1.7
Oral hygiene products	7,900	14.4	8,002	15.3	101	1.3
Sanitary products	7,975	14.5	7,262	13.9	-712	-8.9
Deodorizing air fresheners	16,225	29.6	15,719	30.0	-506	-3.1
Household sundries	2,348	4.3	2,203	4.2	-145	-6.2
Food products	4,682	8.5	3,984	7.6	-697	-14.9
Body warmers	3,896	7.1	3,558	6.8	-337	-8.7
Total	54,843	100.0	52,342	100.0	-2,501	-4.6

(Note) Net sales included inter-segment sales or transfers, amounting to 1,579 million yen in the six-month period ended September 30, 2011 and 1,359 million yen in the six-month period ended September 30, 2012.

#### Mail Order Business

The Mail Order Business markets nutritional supplement products and skin care products and the like. The Division strived to cultivate new customers and encourage existing customers to reorder through sales promotions, primarily advertisements and direct mail campaigns.

Although sales of *Hifmid* (skin moisturizing cosmetics) and *Aloe Ikumo Eki* (hair growth tonic) grew steadily, the Group struggled to increase sales of nutritional supplements, which account for most of the mail order business sales.

Consequently, net sales of the Mail Order Business decreased by 40 million yen (-0.8%) from the previous year to 4,917 million yen. Segment loss (ordinary loss) amounted to 123 million yen, a decrease of 77 million yen from the previous year, while operating loss stood at 125 million yen, a decrease of 78 million yen from the previous year.

Net sales do not include inter-segment sales or transfers.

#### **Medical Devices Business**

In the Medical Devices Business, Kobayashi Medical Co., Ltd., a consolidated subsidiary, pursued selection and concentration to specialize in the areas of orthopedics and operating room devices; both of these markets are expected to grow in Japan. Furthermore, Kobayashi Medical Co., Ltd. was changed from a consolidated subsidiary to an equity method affiliate, because Kobayashi Pharmaceutical Co., Ltd. transferred 80% of its outstanding shares in Kobayashi Medical Co., Ltd. to Mitsubishi Corporation on May 31, 2012. Kobayashi Medical Co., Ltd. changed its name to Japan Medical Next Co., Ltd. on November 1, 2012.

In addition, the Group sold its entire stake in eVent Medical, Inc. through an MBO as of July 31, 2011. Consequently, net sales of the Medical Devices Business decreased by 3,505 million yen (-65.9%) from the previous year to 1,811 million yen. Segment income (ordinary income) increased by 286 million yen (+106.3%) to 555 million yen, while operating income stood at 15 million yen (operating loss of 45 million yen in the same period the previous year).

#### (Sales Breakdown)

	Q2 ended September 30, 2011 (April 1, 2011 to September 30, 2011)		Q2 ended September 30, 2012 (April 1, 2012 to September 30, 2012)		Change	
	Amount (millions of yen)	Ratio (%)	Amount (millions of yen)	Ratio (%)	Amount (millions of yen)	Change (%)
Kobayashi Medical	4,395	82.7	1,296	71.6	-3,098	-70.5
eVent	427	8.0	_	_	-427	_
Other	494	9.3	514	28.4	20	4.2
Total	5,316	100.0	1,811	100.0	-3,505	-65.9

(Note) Net sales do not include inter-segment sales or transfers.

#### Other Businesses

Businesses in this segment (transportation, manufacturing and sales of synthetic resin containers, insurance agents, property management, advertising design and production, etc.) support the above-mentioned three core businesses. Although companies in this business segment operate individually on a financially independent basis, their business purposes also include contributing to the profits of the three core businesses of the Group. Accordingly, their delivery prices of materials and services to the three core businesses were reviewed and revised as necessary.

Consequently, net sales increased by 148 million yen (+4.6%) from the previous year to 3,370 million yen. Segment income (ordinary income) decreased by 33 million yen (-5.3%) to 591 million yen, while operating income grew by 3 million (+1.3%) yen to 293 million yen.

Net sales included inter-segment sales or transfers, amounting to 2,737 million yen in the first six-month period ended September 30, 2011 and 2,829 million yen in the first six-month period ended September 30, 2012.

## (2) Qualitative information on financial positions

Total assets decreased by 399 million yen from the end of the previous year to 147,490 million yen. This was mainly due to a decrease in cash and cash equivalents (12,088 million yen) and short-term investment securities (3,498 million yen) and an increase in merchandise and finished goods (1,402 million yen) and investment securities (14,948 million yen).

Liabilities decreased by 6,401 million yen from the end of the previous year to 39,609 million yen. Major factors were a decrease in notes and accounts payable–trade (1,013 million yen), account payable-other (2,547 million yen), income taxes payable (889 million yen), other in current liabilities (381 million yen) and provision for retirement benefits (472 million yen).

Net assets increased by 6,001 million yen from the end of the previous year to 107,880 million yen, with a capital adequacy ratio of 73.1%. This was mainly due to an increase in retained earnings (5,359 million yen).

#### Cash flows from operating activities

Net cash used in operating activities totaled 2,077 million yen, mainly due to income before income taxes of 10,802 million yen, a gain on sales of subsidiaries' stocks of 2,285 million yen, an increase in inventories of 3,123 million yen, a decrease in accounts payable-other of 2,438 million yen and income taxes paid of 4,701 million yen.

## Cash flows from investing activities

Net cash used in investing activities totaled 20,571 million yen, mainly due to payments into time deposits of 12,500 million yen, purchases of short-term investment securities of 16,495 million yen, proceeds from sales and redemption of securities of 20,500 million yen, and purchase of investment securities of 14,569 million yen.

## Cash flows from financing activities

Net cash used in financing activities totaled 1,957 million yen, mainly due to cash dividends paid of 1,759 million yen, and repayments of lease obligations of 192 million yen.

Consequently, cash and cash equivalents as of September 30, 2012 decreased by 24,588 million yen from the end of the previous year to 18,247 million yen.

#### (3) Qualitative information on the forecast of consolidated results

The Group did not revise its full-year forecasts of consolidated operational results for the year ending March 31, 2013 announced via "Brief Report of Financial Statements for the Year Ended March 31, 2012" dated on May 1, 2012.

# 2. Items concerning Summary Information (Notes)

- (1) Changes in significant subsidiaries during the period Not applicable
- (2) Adoption of special accounting methods for preparing quarterly consolidated financial statements Not applicable
- (3) Changes in accounting policies, changes in accounting estimates and retrospective restatement Not applicable

# 3. Quarterly Financial Statements

# (1) Consolidated quarterly balance sheet

		(millions of yen)
	Previous consolidated fiscal	End of 1st six-month period
	year	of FY ending March 2013
	(March 31, 2012)	(September 30, 2012)
ASSETS		
Current assets		
Cash and cash equivalents	42,835	30,747
Notes and accounts receivable-trade	32,113	31,749
Short-term investment securities	11,004	7,506
Merchandise and finished goods	9,505	10,908
Work in process	457	477
Raw materials and supplies	2,049	2,171
Deferred tax assets	3,287	3,101
Other	1,353	1,142
Allowance for doubtful accounts	(69)	(44)
Total current assets	102,538	87,759
Non-current assets		
Property, plant and equipment		
Buildings and structures, net	6,064	5,950
Machinery, equipment and vehicles, net	2,159	2,129
Tools, furniture and fixtures, net	1,049	936
Land	3,468	3,468
Leased assets, net	788	529
Construction in progress	98	363
Total property, plant and equipment	13,628	13,378
Intangible assets		
Goodwill	3,592	3,531
Trademark rights	513	432
Software	884	872
Leased assets	46	24
Other	249	245
Total intangible assets	5,287	5,105
Investments and other assets		
Investment securities	19,131	34,079
Long-term loans receivable	600	1,010
Deferred tax assets	1,302	916
Real estate for investment, net	3,103	3,085
Other	2,455	2,229
Allowance for doubtful accounts	(154)	(144)
Total investments and other assets	26,437	41,24 <del>7</del>
Total non-current assets	45,352	59,730
Total assets	147,890	147,490
		, 100

Previous consolidated fiscal year (March 31, 2012)			(millions of yen)
Clarification   Company   Company		Previous consolidated fiscal	
LIABILITIES         Current liabilities           Notes and accounts payable-trade         12,823         11,810           Short-term loans payable         5         0           Accounts payable-other         14,669         12,122           Lease obligations         391         332           Income taxes payable         4,497         3,608           Accrued consumption taxes         382         375           Provision for sales returns         1,038         802           Provision for bonuses         2,095         1,844           Asset retirement obligations         13         10           Other         1,873         1,492           Total current liabilities         37,791         32,397           Non-current liabilities         37,791         32,397           Non-current liabilities         483         260           Provision for retirement benefits         5,312         4,839           Provision for directors' retirement benefits         17         17           Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,200         7,211           Total ilabilities         4,601			
Current liabilities         Notes and accounts payable-trade         12,823         11,810           Short-term loans payable         5         0           Accounts payable-other         14,669         12,122           Lease obligations         391         332           Income taxes payable         4,497         3,608           Accrued consumption taxes         382         375           Provision for sales returns         1,038         802           Provision for sales returns         1,038         802           Provision for bonuses         2,095         1,844           Asset retirement obligations         13         10           Other         1,873         1,492           Total current liabilities         37,791         32,397           Non-current liabilities         483         260           Provision for retirement benefits         5,312         4,839           Provision for retirement benefits         17         17           Asset retirement obligations         87         7           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total liabilities         8,220         7,211           Total	LIABILITIES	(March 31, 2012)	(September 30, 2012)
Notes and accounts payable - trade         12,823         11,810           Short-term loans payable         5         0           Accounts payable-other         14,669         12,122           Lease obligations         391         332           Income taxes payable         4,4497         3,608           Accrued consumption taxes         382         375           Provision for sales returns         1,038         802           Provision for bonuses         2,095         1,844           Asset retirement obligations         13         10           Other         1,873         1,492           Total current liabilities         37,791         32,397           Non-current liabilities         483         260           Provision for retirement benefits         5,312         4,839           Provision for retirement benefits         5,312         4,839           Provision for retirement benefits         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total isbilities         8,220         7,211           Total isbilities         3,450         3,450           Capital stock         3,450<			
Short-term loans payable         5         0           Accounts payable-other         14,669         12,122           Lease obligations         391         332           Income taxes payable         4,497         3,608           Accrued consumption taxes         382         375           Provision for sales returns         1,038         802           Provision for bonuses         2,095         1,844           Asset retirement obligations         13         10           Other         1,873         1,492           Total current liabilities         37,791         32,397           Non-current liabilities         483         260           Provision for retirement benefits         5,312         4,839           Provision for directors' retirement benefits         17         17           Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total liabilities         46,011         39,609           NET ASSETS         Shareholders' equity         44,011         39,609           Capital stock         3,450         3,450         3,450           C			
Accounts payable-other         14,669         12,122           Lease obligations         391         332           Income taxes payable         4,497         3,608           Accrued consumption taxes         382         375           Provision for sales returns         1,038         802           Provision for bonuses         2,095         1,844           Asset retirement obligations         13         10           Other         1,873         1,492           Total current liabilities         37,791         32,397           Non-current liabilities         483         260           Provision for retirement benefits         5,312         4,839           Provision for directors' retirement benefits         17         17           Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total surplus         46,011         39,609           NET ASSETS         Shareholders' equity         3,450         3,450           Capital stock         3,450         3,450           Capital stock         3,450         3,450           Capital stock         4,		•	11,810
Lease obligations         391         332           Income taxes payable         4,497         3,608           Accrued consumption taxes         382         375           Provision for sales returns         1,038         802           Provision for bonuses         2,095         1,844           Asset retirement obligations         13         10           Other         1,873         1,492           Total current liabilities         37,791         32,397           Non-current liabilities         37,791         32,397           Non-current liabilities         483         260           Provision for retirement benefits         5,312         4,839           Provision for directors' retirement benefits         17         17           Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total solities         46,011         39,609           NET ASSETS         Shareholders' equity         3,450         3,450           Capital stock         3,450         3,450           Capital stock         3,450         3,450           Capital surplus <t< td=""><td></td><td>•</td><td>· ·</td></t<>		•	· ·
Income taxes payable         4,497         3,608           Accrued consumption taxes         382         375           Provision for sales returns         1,038         802           Provision for bonuses         2,095         1,844           Asset retirement obligations         13         10           Other         1,873         1,492           Total current liabilities         37,791         32,397           Non-current liabilities         483         260           Lease obligations         483         260           Provision for retirement benefits         5,312         4,839           Provision for directors' retirement benefits         17         17           Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total liabilities         46,011         39,609           NET ASSETS         Shareholders' equity         46,011         39,609           NET ASSETS         Shareholders' equity         4,219         4,219           Retained earnings         101,127         106,486           Treasury stock         (4,702)         (4,703)			•
Accrued consumption taxes         382         375           Provision for sales returns         1,038         802           Provision for bonuses         2,095         1,844           Asset retirement obligations         13         10           Other         1,873         1,492           Total current liabilities         37,791         32,397           Non-current liabilities         483         260           Provision for retirement benefits         5,312         4,839           Provision for directors' retirement benefits         17         17           Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total liabilities         8,220         7,211           Total liabilities         46,011         39,609           NET ASSETS         Shareholders' equity         3,450         3,450           Capital surplus         4,219         4,219           Retained earnings         101,127         106,486           Treasury stock         (4,702)         (4,703)           Accumulated other comprehensive income         104,094         109,453 <td< td=""><td></td><td></td><td></td></td<>			
Provision for sales returns         1,038         802           Provision for bonuses         2,095         1,844           Asset retirement obligations         13         10           Other         1,873         1,492           Total current liabilities         37,791         32,397           Non-current liabilities         87         260           Provision for retirement benefits         5,312         4,839           Provision for directors' retirement benefits         17         17           Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total liabilities         46,011         39,609           NET ASSETS         Shareholders' equity         3,450         3,450           Capital stock         3,450         3,450         3,450           Capital surplus         4,219         4,219         4,219           Retained earnings         101,127         106,486           Treasury stock         (4,702)         (4,703)           Total shareholders' equity         104,094         109,453           Accumulated other comprehensive income         1,998			
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Asset retirement obligations         13         10           Other         1,873         1,492           Total current liabilities         37,791         32,397           Non-current liabilities         8         260           Provision for retirement benefits         5,312         4,839           Provision for directors' retirement benefits         17         17           Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total liabilities         46,011         39,609           NET ASSETS         Shareholders' equity         46,011         39,609           NET ASSETS         Shareholders' equity         4,219         4,219           Capital stock         3,450         3,450         3,450           Capital surplus         4,219         4,219         4,219           Retained earnings         101,127         106,486         101,409         109,453           Accumulated other comprehensive income         Valuation difference on available-for-sale securities         1,998         2,414           Deferred gains or losses on hedges         (323)         (121)           Foreign c			
Other         1,873         1,492           Total current liabilities         37,791         32,397           Non-current liabilities         8         260           Lease obligations         483         260           Provision for retirement benefits         5,312         4,839           Provision for directors' retirement benefits         17         17           Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total isabilities         46,011         39,609           NET ASSETS         Shareholders' equity         3,450         3,450           Capital stock         3,450         3,450           Capital surplus         4,219         4,219           Retained earnings         101,127         106,486           Treasury stock         (4,702)         (4,703)           Total shareholders' equity         104,094         109,453           Accumulated other comprehensive income         Valuation difference on available-for-sale securities         1,998         2,414           Deferred gains or losses on hedges         (323)         (121)           Foreign currency translation adju			· · · · · · · · · · · · · · · · · · ·
Total current liabilities         37,791         32,397           Non-current liabilities         483         260           Provision for retirement benefits         5,312         4,839           Provision for directors' retirement benefits         17         17           Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total liabilities         46,011         39,609           NET ASSETS         Shareholders' equity         2           Capital stock         3,450         3,450           Capital surplus         4,219         4,219           Retained earnings         101,127         106,486           Treasury stock         (4,702)         (4,703)           Total shareholders' equity         104,094         109,453           Accumulated other comprehensive income         Valuation difference on available-for-sale securities         1,998         2,414           Deferred gains or losses on hedges         (323)         (121)           Foreign currency translation adjustment         (4,050)         (3,866)           Total accumulated other comprehensive income         (2,374)         (1,573) <t< td=""><td></td><td></td><td></td></t<>			
Non-current liabilities			
Lease obligations       483       260         Provision for retirement benefits       5,312       4,839         Provision for directors' retirement benefits       17       17         Asset retirement obligations       87       72         Other       2,318       2,021         Total non-current liabilities       8,220       7,211         Total liabilities       46,011       39,609         NET ASSETS         Shareholders' equity       2       4,219         Capital stock       3,450       3,450         Capital surplus       4,219       4,219         Retained earnings       101,127       106,486         Treasury stock       (4,702)       (4,703)         Total shareholders' equity       104,094       109,453         Accumulated other comprehensive income       1,998       2,414         Deferred gains or losses on hedges       (323)       (121)         Foreign currency translation adjustment       (4,050)       (3,866)         Total accumulated other comprehensive income       (2,374)       (1,573)         Subscription rights to shares       159       -         Minority interests       -       1         Total net assets       101,879		37,791	32,397
Provision for retirement benefits         5,312         4,839           Provision for directors' retirement benefits         17         17           Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total liabilities         46,011         39,609           NET ASSETS         Shareholders' equity         2           Capital stock         3,450         3,450           Capital surplus         4,219         4,219           Retained earnings         101,127         106,486           Treasury stock         (4,702)         (4,703)           Total shareholders' equity         104,094         109,453           Accumulated other comprehensive income         Valuation difference on available-for-sale securities         1,998         2,414           Deferred gains or losses on hedges         (323)         (121)           Foreign currency translation adjustment         (4,050)         (3,866)           Total accumulated other comprehensive income         (2,374)         (1,573)           Subscription rights to shares         159         -           Minority interests         -         1 <t< td=""><td></td><td></td><td></td></t<>			
Provision for directors' retirement benefits         17         17           Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total liabilities         46,011         39,609           NET ASSETS         Shareholders' equity         2           Capital stock         3,450         3,450           Capital surplus         4,219         4,219           Retained earnings         101,127         106,486           Treasury stock         (4,702)         (4,703)           Total shareholders' equity         104,094         109,453           Accumulated other comprehensive income         1,998         2,414           Deferred gains or losses on hedges         (323)         (121)           Foreign currency translation adjustment         (4,050)         (3,866)           Total accumulated other comprehensive income         (2,374)         (1,573)           Subscription rights to shares         159         -           Minority interests         -         1           Total net assets         101,879         107,880			
Asset retirement obligations         87         72           Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total liabilities         46,011         39,609           NET ASSETS         Shareholders' equity         8,220         7,211           Capital stock         46,011         39,609           NET ASSETS         Shareholders' equity         3,450         3,450           Capital stock         3,450         3,450         3,450           Capital surplus         4,219         4,219         4,219           Retained earnings         101,127         106,486           Treasury stock         (4,702)         (4,703)           Total shareholders' equity         104,094         109,453           Accumulated other comprehensive income         1,998         2,414           Deferred gains or losses on hedges         (323)         (121)           Foreign currency translation adjustment         (4,050)         (3,866)           Total accumulated other comprehensive income         (2,374)         (1,573)           Subscription rights to shares         159         -           Minority interests         -         1           Tota			
Other         2,318         2,021           Total non-current liabilities         8,220         7,211           Total liabilities         46,011         39,609           NET ASSETS         Shareholders' equity         3,450         3,450           Capital stock         3,450         3,450         4,219         4,219           Retained earnings         101,127         106,486         101,127         106,486         101,127         106,486         101,127         106,486         101,127         109,453         101,127         109,453         101,4094         109,453			
Total non-current liabilities         8,220         7,211           Total liabilities         46,011         39,609           NET ASSETS         Shareholders' equity           Capital stock         3,450         3,450           Capital surplus         4,219         4,219           Retained earnings         101,127         106,486           Treasury stock         (4,702)         (4,703)           Total shareholders' equity         104,094         109,453           Accumulated other comprehensive income         Valuation difference on available-for-sale securities         1,998         2,414           Deferred gains or losses on hedges         (323)         (121)           Foreign currency translation adjustment         (4,050)         (3,866)           Total accumulated other comprehensive income         (2,374)         (1,573)           Subscription rights to shares         159         -           Minority interests         -         1           Total net assets         101,879         107,880			
Total liabilities         46,011         39,609           NET ASSETS         Shareholders' equity         3,450         3,450           Capital stock         3,450         3,450           Capital surplus         4,219         4,219           Retained earnings         101,127         106,486           Treasury stock         (4,702)         (4,703)           Total shareholders' equity         104,094         109,453           Accumulated other comprehensive income         1,998         2,414           Deferred gains or losses on hedges         (323)         (121)           Foreign currency translation adjustment         (4,050)         (3,866)           Total accumulated other comprehensive income         (2,374)         (1,573)           Subscription rights to shares         159         -           Minority interests         -         1           Total net assets         101,879         107,880			
NET ASSETS         Shareholders' equity       3,450       3,450         Capital stock       3,450       4,219         Capital surplus       4,219       4,219         Retained earnings       101,127       106,486         Treasury stock       (4,702)       (4,703)         Total shareholders' equity       104,094       109,453         Accumulated other comprehensive income       1,998       2,414         Deferred gains or losses on hedges       (323)       (121)         Foreign currency translation adjustment       (4,050)       (3,866)         Total accumulated other comprehensive income       (2,374)       (1,573)         Subscription rights to shares       159       -         Minority interests       -       1         Total net assets       101,879       107,880			·
Shareholders' equity       3,450       3,450         Capital surplus       4,219       4,219         Retained earnings       101,127       106,486         Treasury stock       (4,702)       (4,703)         Total shareholders' equity       104,094       109,453         Accumulated other comprehensive income       1,998       2,414         Deferred gains or losses on hedges       (323)       (121)         Foreign currency translation adjustment       (4,050)       (3,866)         Total accumulated other comprehensive income       (2,374)       (1,573)         Subscription rights to shares       159       -         Minority interests       -       1         Total net assets       101,879       107,880		46,011	39,609
Capital stock       3,450       3,450         Capital surplus       4,219       4,219         Retained earnings       101,127       106,486         Treasury stock       (4,702)       (4,703)         Total shareholders' equity       104,094       109,453         Accumulated other comprehensive income       2,414         Valuation difference on available-for-sale securities       1,998       2,414         Deferred gains or losses on hedges       (323)       (121)         Foreign currency translation adjustment       (4,050)       (3,866)         Total accumulated other comprehensive income       (2,374)       (1,573)         Subscription rights to shares       159       -         Minority interests       -       1         Total net assets       101,879       107,880	NET ASSETS		
Capital surplus       4,219       4,219         Retained earnings       101,127       106,486         Treasury stock       (4,702)       (4,703)         Total shareholders' equity       104,094       109,453         Accumulated other comprehensive income       2,414         Valuation difference on available-for-sale securities       1,998       2,414         Deferred gains or losses on hedges       (323)       (121)         Foreign currency translation adjustment       (4,050)       (3,866)         Total accumulated other comprehensive income       (2,374)       (1,573)         Subscription rights to shares       159       -         Minority interests       -       1         Total net assets       101,879       107,880			
Retained earnings         101,127         106,486           Treasury stock         (4,702)         (4,703)           Total shareholders' equity         104,094         109,453           Accumulated other comprehensive income         Valuation difference on available-for-sale securities         1,998         2,414           Deferred gains or losses on hedges         (323)         (121)           Foreign currency translation adjustment         (4,050)         (3,866)           Total accumulated other comprehensive income         (2,374)         (1,573)           Subscription rights to shares         159         -           Minority interests         -         1           Total net assets         101,879         107,880			
Treasury stock         (4,702)         (4,703)           Total shareholders' equity         104,094         109,453           Accumulated other comprehensive income         2,414           Valuation difference on available-for-sale securities         1,998         2,414           Deferred gains or losses on hedges         (323)         (121)           Foreign currency translation adjustment         (4,050)         (3,866)           Total accumulated other comprehensive income         (2,374)         (1,573)           Subscription rights to shares         159         -           Minority interests         -         1           Total net assets         101,879         107,880			
Total shareholders' equity  Accumulated other comprehensive income  Valuation difference on available-for-sale securities Deferred gains or losses on hedges Foreign currency translation adjustment Total accumulated other comprehensive income Subscription rights to shares Minority interests Total net assets  104,094 109,453 1,998 2,414 (4,050) (3,866) (323) (121) (4,050) (3,866) (2,374) (1,573) 159 - 101,879			
Accumulated other comprehensive income Valuation difference on available-for-sale securities Deferred gains or losses on hedges Foreign currency translation adjustment Total accumulated other comprehensive income Subscription rights to shares Minority interests Total net assets  1,998 2,414 (4,050) (3,866) (3,866) (2,374) (1,573) - 101,879 107,880			
Valuation difference on available-for-sale securities       1,998       2,414         Deferred gains or losses on hedges       (323)       (121)         Foreign currency translation adjustment       (4,050)       (3,866)         Total accumulated other comprehensive income       (2,374)       (1,573)         Subscription rights to shares       159       -         Minority interests       -       1         Total net assets       101,879       107,880	Total shareholders' equity	104,094	109,453
Deferred gains or losses on hedges       (323)       (121)         Foreign currency translation adjustment       (4,050)       (3,866)         Total accumulated other comprehensive income       (2,374)       (1,573)         Subscription rights to shares       159       -         Minority interests       -       1         Total net assets       101,879       107,880	Accumulated other comprehensive income		
Foreign currency translation adjustment         (4,050)         (3,866)           Total accumulated other comprehensive income         (2,374)         (1,573)           Subscription rights to shares         159         -           Minority interests         -         1           Total net assets         101,879         107,880			
Total accumulated other comprehensive income(2,374)(1,573)Subscription rights to shares159-Minority interests-1Total net assets101,879107,880			
Subscription rights to shares         159         -           Minority interests         -         1           Total net assets         101,879         107,880	Foreign currency translation adjustment		(3,866)
Minority interests         -         1           Total net assets         101,879         107,880	Total accumulated other comprehensive income	(2,374)	(1,573)
Total net assets 101,879 107,880	Subscription rights to shares	159	_
	Minority interests		1
Total liabilities and net assets 147,890 147,490	Total net assets	101,879	107,880
	Total liabilities and net assets	147,890	147,490

(2) Consolidated quarterly statements of income and consolidated quarterly statements of comprehensive income

(Consolidated quarterly statements of income)

(For the first six-month period of the fiscal year ending March 31, 2013)

(For the first six-month period of the fiscal year end	allig March 31, 2013)	(millions of yen)
	Six-month period ended	Six -month period ended
	September 30, 2011	September 30, 2012
	(April 1, 2011 to	(April 1, 2012 to
Netcolor	September 30, 2011)	September 30 2012)
Net sales	64,023	58,253
Cost of sales	26,066	23,553
Gross profit	37,956	34,699
Selling, general and administrative expenses	27,245	26,461
Operating income	10,710	8,237
Non-operating income	70	00
Interest income	70	88
Dividend income	115	128
Royalty income	225 136	252 137
Real estate rent		
Equity in earnings of affiliates	116 280	303
Other		163
Total non-operating income	945	1,074
Non-operating expenses	27	23
Interest expenses Sales discounts	538	335
Rent cost of real estate	37	
	49	37 61
Foreign exchange losses Other	41	22
	694	
Total non-operating expenses		480
Ordinary income	10,961	8,830
Extraordinary income	0	0
Gain on sales of non-current assets Gain on sales of investment securities	0	0 187
Gain on sales of investment securities  Gain on sales of subsidiaries' stocks		2,285
Insurance income	25	2,265
Other	0	164
Total extraordinary income	27	2,638
		2,036
Extraordinary loss Loss on sales and retirement of noncurrent assets	48	18
Loss on valuation of investment securities	40	618
Provision of allowance for investment loss	25	010
Loss on sales of subsidiaries' stocks	604	
Loss from subsidiary liquidation	004	_
Impairment loss	1	14
Loss on disaster	35	-
Other	2	16
Total extraordinary loss	717	667
Income before income taxes	10,270	10,802
Income taxes - current	3,811	3,820
Income taxes - deferred	309	(138)
Total income taxes	4,120	3,682
Income before minority interest in income	6,149	7,120
•		
Minority interests in income (loss)  Net income	(0)	7 120
INEL INCOME	6,150	7,120

(Consolidated quarterly statements of comprehensive income) (For the first six-month period of the fiscal year ending March 31, 2013)

		(millions of yen)
	Six-month period ended September 30, 2011 (April 1, 2011 to September 30, 2011)	Six -month period ended September 30, 2012 (April 1, 2012 to September 30 2012)
Quarterly income before minority interests	6,149	7,120
Other comprehensive income		
Valuation difference on available-for-sale securities	172	415
Deferred gains or losses on hedges	(401)	22
Foreign currency translation adjustment	162	183
Share of other comprehensive income of associates accounted for using equity method	166	178
Total other comprehensive income	99	801
Quarterly comprehensive income	6,249	7,921
(Comprehensive income attributable to)		
Comprehensive income attributable to owners of the parent	6,250	7,921
Comprehensive income attributable to minority interests	(0)	0

# (3) Consolidated statement of cash flows

	Six-month period ended	(millions of yen) Six -month period ended
	September 30, 2011	September 30, 2012 (April 1, 2012 to
	(April 1, 2011 to September 30, 2011)	September 30 2012)
Cash flows from operating activities	30ptom201 30, 2011)	Coptombol de 2012)
Income before income taxes	10,270	10,802
Depreciation	1,324	1,234
Amortization of goodwill	298	174
Increase (decrease) in allowance for doubtful accounts	(278)	(33
Increase (decrease) in provision for retirement benefits	(11)	17
Interest and dividends income	(185)	(217
Interest expenses	27	23
Equity in (earnings) losses of affiliates	(116)	(303)
Loss (gain) on sales of subsidiaries' stocks	604	(2,285
Loss (gain) on sales and retirement of non-current assets	47	17
Provision of allowance for investment loss	25	-
Decrease (increase) in notes and accounts receivable-trade	(4,084)	(1,030
Decrease (increase) in inventories	(3,358)	(3,123
Increase (decrease) in notes and accounts payable-trade	782	(353
Increase (decrease) in accounts payable-other	539	(2,438
Increase (decrease) in accrued consumption taxes	(198)	1:
Other	61	(58
Total	5,748	2,440
Interest and dividend income received	687	205
Interest expenses paid	(21)	(21
Income taxes paid	(2,497)	(4,701
Net cash provided by (used in) operating activities	3,917	(2,077
Cash flows from investing activities		(=,0::
Payments into time deposits	_	(12,500
Purchase of short-term investment securities	(19,995)	(16,495
Proceeds from sales and redemption of securities	20,500	20,500
Purchase of property, plant and equipment	(799)	(1,014
Proceeds from sales of property, plant and equipment	12	4(
Purchase of intangible assets	(200)	(217
Purchase of investment securities	(516)	(14,569
Purchase of investment assets and other assets	(116)	(149
Proceeds from sales of investment assets and other assets	45	3;
Payments of long-term loans receivable	(37)	(440
Collection of long-term loans receivable	56	3
Proceeds from sales of investments in subsidiaries resulting in change in scope of consolidation	_	4,02
Other	(40)	185
Net cash provided by (used in) investing activities	(1,091)	(20,571

		(millions of yen)
	Six-month period ended September 30, 2011 (April 1, 2011 to	Six -month period ended September 30, 2012 (April 1, 2012 to
Cook flows from financing optivities	September 30, 2011)	September 30 2012)
Cash flows from financing activities		
Net increase (decrease) in short-term loans payable	(10)	(4)
Purchase of treasury stock	(0)	(0)
Proceeds from disposal of treasury stock	Ó	· <u>-</u>
Cash dividends paid	(1,350)	(1,759)
Repayments of lease obligations	(247)	(192)
Other	<del>-</del>	1
Net cash provided by (used in) financing activities	(1,609)	(1,957)
Effect of exchange rate change on cash and cash equivalents	(80)	17
Net increase (decrease) in cash and cash equivalents	1,136	(24,588)
Increase (decrease) in cash and cash equivalents resulting from change of scope of consolidation	(1)	-
Cash and cash equivalents at beginning of period	31,963	42,835
Cash and cash equivalents	33.097	18,247

- (4) Notes on assumption of going concern Not applicable
- (5) Notes on significant changes in shareholders' equity Not applicable
- (6) Segment information, etc. (Segment information)
- I. 1st six-month period ended September 30, 2011 (April 1, 2011 to September 30, 2011)
  - 1. Information on net sales and income or loss by reportable segment

(millions of yen						lions of yen)		
		Reportable	e segment		Other (Note 1)	Grand total	Adjustment (Note 2)	Figures in
	Consumer Products Business	Mail Order Business	Medical Devices Business	Total				consolidated statements of income (Note 3)
Net sales								
Net sales to outside customers	53,264	4,958	5,316	63,539	484	64,023	_	64,023
Inter-segment sales or transfers	1,579	_	ı	1,579	2,737	4,317	(4,317)	_
Total	54,843	4,958	5,316	65,119	3,221	68,341	(4,317)	64,023
Segment income (loss)	10,267	(45)	269	10,491	624	11,116	(154)	10,961

#### (Notes)

- 1. Other represents businesses that are not included in reportable segments, such as transportation, manufacturing and sales of synthetic resin containers, insurance agents, property management, and advertising design and production.
- 2. Adjustments of 154 million yen in segment income (loss) are eliminations among segments.
- 3. Segment income (loss) is adjusted with ordinary income in quarterly consolidated statements of income
- Information on assets by reportable segment
   Assets of reportable segments as of September 30, 2011 decreased by 1,969 million yen from the end of
   the previous year, because the Group withdrew from some business areas in the Medical Devices Division.
- 3. Information concerning impairment loss on noncurrent assets or goodwill by reportable segments The Group does not provide information concerning impairment loss on noncurrent assets or goodwill because it does not recognize significant impairment loss on noncurrent assets and there is no significant change in the value of goodwill.
- II. 1st six-month period ended September 30, 2012 (April 1, 2012 to September 30, 2012)
  - 1. Information on net sales and income or loss by reportable segment

	Reportable segment						Figures in	
	Consumer Products Business	Mail Order Business	Medical Devices Business	Total	Other (Note 1)	Grand total	Adjustment (Note 2)	consolidated statements of income (Note 3)
Net sales								
Net sales to outside customers	50,983	4,917	1,811	57,712	540	58,253	_	58,253
Inter-segment sales or transfers	1,359	ı	_	1,359	2,829	4,188	(4,188)	_
Total	52,342	4,917	1,811	59,071	3,370	62,442	(4,188)	58,253
Segment income (loss)	8,038	(123)	555	8,470	591	9,061	(230)	8,830

(Notes)

<sup>1.</sup> Other represents businesses that are not included in reportable segments, such as transportation, manufacturing and sales of synthetic resin containers, insurance agents, property management, and advertising design and production.

- 2. The adjustment of 230 million yen for segment income (loss) is the elimination of inter-segment transactions.
- 3. Segment income (loss) is adjusted with ordinary income in quarterly consolidated statements of income.
- 2. Information on assets by reportable segment Medical Devices Business' segment assets for the first six-month period of the fiscal year ending March 31, 2013 decreased by 3,512 million yen from the end of the previous consolidated fiscal year, because Kobayashi Pharmaceutical Co., Ltd. transferred 80% of its outstanding shares in Kobayashi Medical Co., Ltd. in the Medical Devices Business.

Note: Kobayashi Medical Co., Ltd. changed its name to Japan Medical Next Co., Ltd. on November 1, 2012.

- 3. Information concerning impairment loss on noncurrent assets or goodwill by reportable segments The Group does not provide information concerning impairment loss on noncurrent assets or goodwill because it does not recognize significant impairment loss on noncurrent assets and there is no significant change in the value of goodwill.
- (7) Significant subsequent events Not applicable