



**Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending December 31, 2012  
(Nine Months Ended September 30, 2012)**

[Japanese GAAP]

November 6, 2012

Company name: tella, Inc. Stock Exchange Listing: Osaka Securities Exchange (JASDAQ)  
 Stock code: 2191 URL: <http://www.tella.jp/>  
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 Scheduled submission of Quarterly Report: November 6, 2012  
 Scheduled date of dividend payment: -  
 Preparation of supplementary materials for quarterly financial results: None  
 Holding of quarterly financial results meeting: None

Note: The original disclosure in Japanese was released on November 6, 2012 at 15:30 (GMT +9)

(All amounts are rounded down to the nearest million yen)

**1. Consolidated Financial Results for the Nine Months Ended September 30, 2012 (Jan. 1, 2012 to Sep. 30, 2012)**

(1) Consolidated results of operations (Percentages represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended Sep. 30, 2012	1,179	20.0	205	199.9	198	288.4	88	266.4
Nine months ended Sep. 30, 2011	982	-	68	-	50	-	24	-

Note: Comprehensive income (millions of yen) Nine months ended Sep. 30, 2012: 103 (up 241.4%)  
 Nine months ended Sep. 30, 2011: 30 (n.a.)

	Net income per share	Diluted net income per share
	Yen	Yen
Nine months ended Sep. 30, 2012	6.76	6.67
Nine months ended Sep. 30, 2011	1.98	1.93

(2) Consolidated financial position

	Total assets	Net assets	Equity ratio	Net assets per share
	Millions of yen	Millions of yen	%	Yen
As of Sep. 30, 2012	2,260	1,417	61.5	105.72
As of Dec. 31, 2011	2,212	1,305	58.3	98.75

Reference: Shareholders' equity (millions of yen) As of Sep. 30, 2012: 1,388 As of Dec. 31, 2011: 1,291

**2. Dividends**

	Dividend per share				
	1Q-end	2Q-end	3Q-end	Year-end	Total
	Yen	Yen	Yen	Yen	Yen
FY12/2011	-	0.00	-	0.00	0.00
FY12/2012	-	0.00	-	-	-
FY12/2012 (Forecast)	-	-	-	0.00	0.00

Note: Revisions to the most recently announced dividend forecast: None

**3. Consolidated Forecast for the Fiscal Year Ending December 31, 2012 (Jan. 1, 2012 to Dec. 31, 2012)**

(Percentages represent year-on-year changes)

	Net sales		Operating income		Ordinary income		Net income		Net income per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Full year	1,537	16.3	180	153.9	170	226.2	73	343.3	5.61

Note: Revision to the most recently announced consolidated forecast: Yes

**\* Notes**

- (1) Changes in significant subsidiaries during the period (change in scope of consolidation): None
- (2) Application of special accounting methods for presenting quarterly consolidated financial statements: None
- (3) Changes in accounting policies and accounting-based estimates, and restatements
  - 1) Changes in accounting policies due to revisions in accounting standards, others: None
  - 2) Changes in accounting policies other than 1) above: None
  - 3) Changes in accounting-based estimates: None
  - 4) Restatements: None

(4) Number of shares outstanding (common stock)

1) Number of shares outstanding at the end of period (including treasury stock)

As of Sep. 30, 2012:	13,137,000 shares	As of Dec. 31, 2011:	13,074,000 shares
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2) Number of shares of treasury stock at the end of period

As of Sep. 30, 2012:	239 shares	As of Dec. 31, 2011:	211 shares
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3) Average number of shares outstanding during the period

Nine months ended Sep. 30, 2012:	13,120,079 shares	Nine months ended Sep. 30, 2011:	12,213,565 shares
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Note 1: Information regarding the implementation of quarterly review procedures

At the time of disclosure, the review procedures based on the Financial Instruments and Exchange Law for the quarterly consolidated financial statements had been completed.

Note 2: Cautionary statement with respect to forward-looking statements

Forecasts regarding future performance in these materials are based on assumptions judged to be valid and information available to the Company at the time these materials were created. Actual performance may differ significantly from these forecasts for a number of reasons. Please refer to "Qualitative Information Regarding Consolidated Forecast" on page 4 of the attachments for forecast assumptions and notes of caution for usage.

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## 1. Qualitative Information on Quarterly Consolidated Financial Performance

### (1) Qualitative Information Regarding Consolidated Results of Operations

In the first nine months of 2012, the Japanese economy experienced a gentle trend towards recovery in response to reconstruction demand following the Great East Japan Earthquake and other factors. However, the economic outlook remained uncertain because of factors including the European sovereign debt crisis, the strength of the yen and the risk of an overseas downturn.

The tella Group continued to perform R&D involving the dendritic cell (DC) vaccine therapy and other therapies, which is one type of cancer vaccine therapy. We conducted sales activities targeting medical institutions nationwide, and academic and information activities which include mainly using seminars and other methods to provide information to patients and making announcements at academic events. Activities also include the ongoing provision of maintenance and management services of cell processing facilities by contract chiefly to university and research institutions.

In the first nine months of 2012, net sales increased 196,965 thousand yen, or 20.0%, from one year earlier to 1,179,785 thousand yen. This was attributable to firm sales in the Cell Therapy Support segment. Earnings benefited from the growth in net sales and from successful efforts to reduce selling, general and administrative (SG&A) expenses in the Cell Therapy Technology Development segment from the level recorded in the same period in the previous fiscal year. As a result, operating income increased by 137,021 thousand yen, or 199.9%, to 205,564 thousand yen, ordinary income rose by 147,063 thousand yen, or 288.4%, to 198,050 thousand yen, and net income grew by 64,451 thousand yen, or 266.4%, to 88,646 thousand yen.

First nine-month performance by reportable segment was as follows.

#### 1) Cell Therapy Technology Development Business

In this business segment, we provide unique cancer treatment technologies and know-how, chiefly the DC vaccine therapy, to contracted medical institutions.

Regarding sales activities targeting medical institutions nationwide, we entered into client medical institution agreements with Medical Corporation Hakutokai (Myojincho Clinic, Hachioji City, Tokyo) in August 2012, Suzuki Clinic (Akita City, Akita) in September 2012, and Medical Corporation Seisyoukai (Hamamatsu-kita Hospital, Hamamatsu City, Shizuoka) in October 2012. Adding these alliances raised to 24 the number of contracted medical institutions as of November 6, 2012.

To provide information to patients, we held cancer treatment seminars jointly with contracted medical institutions in the prefectures of Hokkaido, Miyagi, Tokyo, Aichi, Kyoto, Hyogo, and Fukuoka.

We have signed an agreement with Cancer Immunity Research Institute Co., Ltd. to revise the contract for exclusive patent licensing rights for the WT1 peptides patent held by Cancer Immunity Research Institute in August 2012. In addition to Japan and China, this agreement will give us the exclusive right to use the WT1 peptides patent in other countries in Asia, including Indonesia, Malaysia, Singapore and other ASEAN nations, and thus enable us to supply technologies and know-how in this region concerning the WT1 peptide pulsed DC vaccine therapy and other therapies.

In September 2012, Shinshu University Hospital, a contracted medical institution of tella has been approved as a medical institution providing DC vaccine therapy (a cancer vaccine therapy employing dendritic cells and tumor antigen peptide) as an advanced medical treatment. tella signed a joint research agreement with the National University Corporation Shinshu University in July 2008. Shinshu University Hospital has been conducting clinical research on the basis of these technologies and know-how related to the DC vaccine therapy. Subsequently, Shinshu University Hospital has been providing DC vaccine therapy as an advanced medical treatment for breast cancer, lung cancer, pancreatic cancer, stomach cancer, and colorectal cancer. tella continues to support application for advanced medical treatment and to promote the reinforcement of the scientific evidence to back it up.

During the third quarter (July-September) of 2012, there were approximately 370 cases in which the DC vaccine therapy was used. This raises to about 6,000 the total number of DC vaccine therapy cases since tella was established.

Segment sales for the first nine months increased by 27,040 thousand yen, or 3.0%, to 926,570 thousand yen as a result of a generally firm trend in the number of DC vaccine therapy cases. Operating income rose strongly from one year earlier by 111,450 thousand yen, or 232.0%, to 159,485 thousand yen due to a decrease in depreciation and successful measures to reduce costs.

## **2) Cell Therapy Support Business**

Activities in this segment include the operation of cell processing facilities by contract for research and medical institutions, the provision of maintenance and management services for these facilities, sales of replacement supplies and devices, sales support and others.

Segment sales for the first nine months rose strongly from one year earlier with growth of 169,925 thousand yen, or 204.0%, to 253,215 thousand yen. One reason was the inclusion of the entire first nine-month sales of Bio Medica Solution Co., Ltd., which became a consolidated subsidiary in February 2011. Another reason was the strong new orders for sales support and maintenance and management services. Although affected by an increase in the cost of sales as a result of this growth in orders, operating income increased sharply from one year earlier by 25,571 thousand yen, or 124.7%, to 46,079 thousand yen.

## **(2) Qualitative Information Regarding Consolidated Financial Position**

### **1) Assets, Liabilities and Net Assets**

Total assets increased 47,338 thousand yen from the end of the previous fiscal year to 2,260,137 thousand yen as of the end of the third quarter of the current fiscal year. Current assets increased 55,625 thousand yen to 1,561,266 thousand yen, mainly due to increases in cash and deposits and prepaid expenses, and a decrease in notes and accounts receivable-trade. Noncurrent assets decreased 8,286 thousand yen to 698,870 thousand yen, mainly due to an increase from the purchase of noncurrent assets and a decrease caused by the retirement and depreciation of noncurrent assets.

Liabilities decreased 65,317 thousand yen to 842,356 thousand yen. Current liabilities increased 157,514 thousand yen to 597,463 thousand yen, mainly due to increases in short-term loans payable and income taxes payable, and the repayments of bonds payable and long-term loans payable. Noncurrent liabilities decreased 222,831 thousand yen to 244,892 thousand yen, mainly due to decreases in bonds payable, long-term loans payable and lease obligations.

Net assets increased 112,656 thousand yen to 1,417,780 thousand yen and shareholders' equity ratio was 61.5%.

### **2) Cash Flows**

Cash and cash equivalents as of the end of the first nine months of the current fiscal year totaled 1,160,927 thousand yen, 68,257 thousand yen more than as of the end of the previous fiscal year.

The cash flow components during the first nine months and the main reasons for changes are as described below.

#### **Cash Flow from Operating Activities**

Net cash provided by operating activities totaled 300,596 thousand yen, compared with net cash provided of 162,827 thousand yen in the same period of the previous fiscal year. Major items included income before income taxes and minority interests of 188,292 thousand yen, depreciation and amortization of 117,056 thousand yen, a decrease in notes and accounts receivable-trade of 36,408 thousand yen, an increase in notes and accounts payable-trade of 10,962 thousand yen, an increase in prepaid expenses of 18,720 thousand yen, and income taxes paid of 45,900 thousand yen.

#### **Cash Flow from Investing Activities**

Net cash used in investing activities totaled 109,876 thousand yen, compared with net cash used of 64,589 thousand yen in the same period of the previous fiscal year. There were payments of 79,317 thousand yen for the purchase of property, plant and equipment to support our facilities and basic affiliated medical institutions, and 27,934 thousand yen for the purchase of intangible assets.

### Cash Flow from Financing Activities

Net cash used in financing activities totaled 122,463 thousand yen, compared with net cash provided of 215,537 thousand yen in the same period of the previous fiscal year. There were 250,000 thousand yen in proceeds from short-term loans payable, a 100,000 thousand yen decrease in short-term loans payable, 121,700 thousand yen in repayment of long-term loans payable, 124,400 thousand yen in redemption of bonds, 35,359 thousand yen in repayments of lease obligations, and 9,023 thousand yen in proceeds from issuance of stock resulting from exercise of subscription rights to shares.

### (3) Qualitative Information Regarding Consolidated Forecast

Net sales benefited mainly from strong performance in the Cell Therapy Support segment, we anticipate that our previous forecast will be exceeded as a result. We also expect earnings to exceed our former forecasts due to increase in net sales and other factors including cost reductions and revisions to our research and development plans.

Consolidated forecasts for the fiscal year ending December 31, 2012

	Net sales	Operating income	Ordinary income	Net income	Net income per share
	Millions of yen	Millions of yen	Millions of yen	Millions of yen	Yen
Previous forecast (A)	1,513	107	96	29	2.25
Revised forecast (B)	1,537	180	170	73	5.61
Change (B – A)	24	73	73	44	-
Percentage change (%)	1.6	68.3	76.3	149.0	-
(Reference) Previous year's results (Fiscal year ended Dec. 31, 2011)	1,322	71	52	16	1.35

Forecasts regarding future performance in these materials are based on information available to the Company at the time these materials were created. Consequently, these statements incorporate many uncertainties. Actual performance may differ from the above forecasts due to changes in economic conditions and other factors.

## 2. Matters Related to Summary Information (Others)

### (1) Changes in Significant Subsidiaries during the Period

Not applicable.

### (2) Application of Special Accounting Methods for Presenting Quarterly Consolidated Financial Statements

Not applicable.

### (3) Changes in Accounting Policies and Accounting-based Estimates, and Restatements

Not applicable.

### (4) Additional Information

Application of Accounting Standard for Accounting Changes and Error Corrections

The Company has adopted the "Accounting Standard for Accounting Changes and Error Corrections" (Accounting Standards Board of Japan (ASBJ) Statement No. 24, December 4, 2009) and "Guidance on Accounting Standard for Accounting Changes and Error Corrections" (ASBJ Guidance No. 24, December 4, 2009) for accounting method revisions and for corrections to past errors from the beginning of the first quarter of the current fiscal year.

**3. Quarterly Consolidated Financial Statements****(1) Quarterly Consolidated Balance Sheets**

(Thousands of yen)

	FY12/2011 (As of Dec. 31, 2011)	Third quarter of FY12/2012 (As of Sep. 30, 2012)
Assets		
Current assets		
Cash and deposits	1,092,670	1,160,927
Notes and accounts receivable-trade	338,881	302,473
Raw materials	4,540	3,243
Prepaid expenses	52,984	71,587
Deferred tax assets	5,874	9,528
Other	19,126	21,944
Allowance for doubtful accounts	(8,437)	(8,437)
Total current assets	1,505,641	1,561,266
Noncurrent assets		
Property, plant and equipment		
Buildings, net	247,186	220,988
Tools, furniture and fixtures, net	185,813	226,709
Lease assets, net	95,493	63,125
Total property, plant and equipment	528,492	510,823
Intangible assets		
Software	7,902	9,829
Software in progress	7,560	31,067
Right of using patent	19,291	15,916
Total intangible assets	34,753	56,813
Investments and other assets		
Investment securities	46,750	37,003
Lease deposits	69,163	64,666
Insurance funds	7,724	9,668
Deferred tax assets	15,998	17,842
Other	6,383	3,998
Allowance for doubtful accounts	(2,109)	(1,946)
Total investments and other assets	143,910	131,232
Total noncurrent assets	707,156	698,870
Total assets	2,212,798	2,260,137

	(Thousands of yen)	
	FY12/2011 (As of Dec. 31, 2011)	Third quarter of FY12/2012 (As of Sep. 30, 2012)
<b>Liabilities</b>		
<b>Current liabilities</b>		
Notes and accounts payable-trade	11,200	22,162
Short-term loans payable	-	150,000
Current portion of bonds	124,400	95,900
Current portion of long-term loans payable	158,200	131,000
Lease obligations	44,432	37,424
Accounts payable-other	59,714	70,073
Income taxes payable	22,867	68,093
Other	19,135	22,810
<b>Total current liabilities</b>	<b>439,949</b>	<b>597,463</b>
<b>Noncurrent liabilities</b>		
Bonds payable	209,100	113,200
Long-term loans payable	138,900	44,400
Lease obligations	59,190	31,903
Long-term lease deposited	55,741	50,537
Asset retirement obligations	4,792	4,851
<b>Total noncurrent liabilities</b>	<b>467,724</b>	<b>244,892</b>
<b>Total liabilities</b>	<b>907,673</b>	<b>842,356</b>
<b>Net assets</b>		
<b>Shareholders' equity</b>		
Capital stock	588,418	593,017
Capital surplus	460,095	464,694
Retained earnings	242,767	331,414
Treasury stock	(258)	(270)
<b>Total shareholders' equity</b>	<b>1,291,023</b>	<b>1,388,856</b>
<b>Minority interests</b>	<b>14,101</b>	<b>28,923</b>
<b>Total net assets</b>	<b>1,305,124</b>	<b>1,417,780</b>
<b>Total liabilities and net assets</b>	<b>2,212,798</b>	<b>2,260,137</b>



**(2) Quarterly Consolidated Statements of Income and Comprehensive Income****Quarterly Consolidated Statements of Income  
For the Nine-month Period**

	(Thousands of yen)	
	First nine months of FY12/2011 (Jan. 1 – Sep. 30, 2011)	First nine months of FY12/2012 (Jan. 1 – Sep. 30, 2012)
Net sales	982,819	1,179,785
Cost of sales	333,327	393,785
Gross profit	649,492	785,999
Selling, general and administrative expenses	580,948	580,434
Operating income	68,543	205,564
Non-operating income		
Interest income	136	197
Rent income of real estate	63,730	59,570
Subsidy income	910	533
Other	1,507	3,098
Total non-operating income	66,285	63,399
Non-operating expenses		
Interest expenses	9,673	7,013
Interest on bonds	1,791	2,197
Rent cost of real estate	63,730	59,570
Stock issuance cost	374	174
Bond issuance cost	2,156	-
Guarantee commission	879	1,044
Other	5,234	913
Total non-operating expenses	83,841	70,913
Ordinary income	50,987	198,050
Extraordinary income		
Gain on negative goodwill	4,274	-
Reversal of allowance for doubtful accounts	23	-
Gain on reversal of subscription rights to shares	1,187	-
Total extraordinary income	5,486	-
Extraordinary loss		
Loss on retirement of noncurrent assets	170	11
Loss on abandonment of noncurrent assets	51	-
Loss on valuation of investment securities	-	9,747
Loss on cancellation of lease contracts	26	0
Loss on adjustment for changes of accounting standard for asset retirement obligations	1,073	-
Total extraordinary losses	1,321	9,758
Income before income taxes and minority interests	55,152	188,292
Income taxes-current	32,798	90,320
Income taxes-deferred	(7,951)	(5,497)
Total income taxes	24,847	84,822
Income before minority interests	30,305	103,469
Minority interests in income	6,110	14,822
Net income	24,194	88,646

**Quarterly Consolidated Statements of Comprehensive Income**  
**For the Nine-month Period**

(Thousands of yen)

	First nine months of FY12/2011 (Jan. 1 – Sep. 30, 2011)	First nine months of FY12/2012 (Jan. 1 – Sep. 30, 2012)
Income before minority interests	30,305	103,469
Other comprehensive income		
Total other comprehensive income	-	-
Comprehensive income	30,305	103,469
Comprehensive income attributable to		
Comprehensive income attributable to owners of the parent	24,194	88,646
Comprehensive income attributable to minority interests	6,110	14,822

**(3) Quarterly Consolidated Statements of Cash Flows**

(Thousands of yen)

	First nine months of FY12/2011 (Jan. 1 – Sep. 30, 2011)	First nine months of FY12/2012 (Jan. 1 – Sep. 30, 2012)
Net cash provided by (used in) operating activities		
Income before income taxes and minority interests	55,152	188,292
Depreciation and amortization	149,154	117,056
Increase (decrease) in allowance for doubtful accounts	(23)	(162)
Interest and dividends income	(136)	(197)
Interest expenses paid on loans and bonds	11,465	9,211
Gain on negative goodwill	(4,274)	-
Subsidy income	(910)	(533)
Share-based compensation expenses	967	-
Loss (gain) on valuation of investment securities	-	9,747
Loss on retirement of noncurrent assets	170	11
Loss on abandonment of noncurrent assets	51	-
Loss (gain) on cancellation of insurance contract	4,376	-
Stock issuance cost	374	174
Loss on cancellation of leases	26	0
Gain on reversal of subscription rights to shares	(1,187)	-
Loss on adjustment for changes of accounting standard for asset retirement obligations	1,073	-
Decrease (increase) in notes and accounts receivable-trade	17,476	36,408
Decrease (increase) in inventories	(2,429)	1,297
Increase (decrease) in notes and accounts payable-trade	5,659	10,962
Decrease (increase) in prepaid expenses	(35,595)	(18,720)
Decrease (increase) in accounts receivable-other	6,000	(2,168)
Increase (decrease) in accounts payable-other	(11,806)	(2,339)
Increase (decrease) in accrued expenses	(134)	16
Increase (decrease) in accrued consumption taxes	4,165	4,282
Other, net	5,562	(3,215)
Subtotal	205,177	350,122
Interest and dividends income received	136	197
Interest expenses paid	(12,306)	(9,988)
Subsidies received	-	4,761
Income taxes paid	(30,180)	(45,900)
Income taxes refund	-	1,405
Net cash provided by (used in) operating activities	162,827	300,596

	(Thousands of yen)	
	First nine months of FY12/2011 (Jan. 1 – Sep. 30, 2011)	First nine months of FY12/2012 (Jan. 1 – Sep. 30, 2012)
Net cash provided by (used in) investing activities		
Purchase of property, plant and equipment	(66,385)	(79,317)
Proceeds from sales of property, plant and equipment	30	25
Purchase of investment securities	(10,000)	-
Purchase of intangible assets	(7,931)	(27,934)
Purchase of insurance funds	(1,944)	(1,944)
Proceeds from cancellation of insurance funds	7,980	-
Payments for lease and guarantee deposits	(496)	(705)
Proceeds from collection of lease and guarantee deposits	-	5,203
Repayments of long-term deposits received	-	(5,203)
Proceeds from purchase of investments in subsidiaries resulting in change in scope of consolidation	14,156	-
Net cash provided by (used in) investing activities	(64,589)	(109,876)
Net cash provided by (used in) financing activities		
Increase in short-term loans payable	200,000	250,000
Decrease in short-term loans payable	(117,200)	(100,000)
Proceeds from long-term loans payable	150,000	-
Repayment of long-term loans payable	(97,500)	(121,700)
Proceeds from issuance of bonds	195,924	-
Redemption of bonds	(101,000)	(124,400)
Repayments of lease obligations	(32,649)	(35,359)
Repayments of installment payables	(15,968)	-
Proceeds from issuance of stock resulting from exercise of subscription rights to shares	40,713	9,023
Proceeds from issuance of subscription rights to shares	220	-
Purchase of treasury stock	-	(11)
Cash dividends paid	(7,002)	(15)
Net cash provided by (used in) financing activities	215,537	(122,463)
Net increase (decrease) in cash and cash equivalents	313,775	68,257
Cash and cash equivalents at beginning of period	671,028	1,092,670
Cash and cash equivalents at end of period	984,803	1,160,927

**(4) Going Concern Assumption**

Not applicable.

**(5) Segment and Other Information**

I First nine months of FY12/2011 (Jan. 1 – Sep. 30, 2011)

Information related to net sales and profit or loss for each reportable segment

(Thousands of yen)

	Reportable segment			Total	Adjustments	Amounts shown on quarterly consolidated statements of income
	Cell Therapy Technology Development	Cell Therapy Support	Subtotal			
Net sales						
External sales	899,530	83,289	982,819	982,819	-	982,819
Inter-segment sales and transfers	-	-	-	-	-	-
Total	899,530	83,289	982,819	982,819	-	982,819
Segment profit	48,034	20,508	68,543	68,543	-	68,543

Note: Total segment profit is adjusted to be consistent with operating income shown on the quarterly consolidated statements of income.

II First nine months of FY12/2012 (Jan. 1 – Sep. 30, 2012)

Information related to net sales and profit or loss for each reportable segment

(Thousands of yen)

	Reportable segment			Total	Adjustments	Amounts shown on quarterly consolidated statements of income
	Cell Therapy Technology Development	Cell Therapy Support	Subtotal			
Net sales						
External sales	926,570	253,215	1,179,785	1,179,785	-	1,179,785
Inter-segment sales and transfers	-	-	-	-	-	-
Total	926,570	253,215	1,179,785	1,179,785	-	1,179,785
Segment profit	159,485	46,079	205,564	205,564	-	205,564

Note: Total segment profit is adjusted to be consistent with operating income shown on the quarterly consolidated statements of income.

**(6) Significant Changes in Shareholders' Equity**

Not applicable.

*This financial report is solely a translation of "Kessan Tanshin" (in Japanese, including attachments), which has been prepared in accordance with accounting principles and practices generally accepted in Japan, for the convenience of readers who prefer an English translation.*