

Consolidated Financial Results for FY2019

Consolidated Subsidiaries: 3

Kissei Shoji Co., Ltd. / Kissei Comtec Co., Ltd. / Hashiba Technos Co., Ltd.

| Consolidated | FY2018 | | FY2019 | | | YoY |
|--|-----------------------|--------|-----------------------|-------------|--------|--------|
| | Apr. 2018 - Mar. 2019 | | Apr. 2019 - Mar. 2020 | | | |
| | Mil. of US\$ | Ratio | Mil. of US\$ | Mil. of Yen | Ratio | |
| Net Sales | 663.3 | 100.0% | 580.1 | 63,234 | 100.0% | -12.5% |
| Cost of Sales | 245.2 | 37.0% | 259.9 | 28,328 | 44.8% | 6.0% |
| Gross Profit | 418.0 | 63.0% | 320.2 | 34,905 | 55.2% | -23.4% |
| Selling, General and Administrative Expenses | 361.1 | 54.4% | 303.2 | 33,048 | 52.3% | -16.0% |
| Operating Income | 56.9 | 8.6% | 17.0 | 1,857 | 2.9% | -70.1% |
| Profit Attributable to Owners of Parent | 50.3 | 7.6% | 25.8 | 2,817 | 4.5% | -48.6% |
| Comprehensive Income | 81.7 | 12.3% | 116.0 | 12,646 | 20.0% | 42.0% |

Note: US dollar amounts are translated at the rate of ¥109= US\$1.
Amounts are rounded down. As a result, the sum and breakdown of data may not equal the totals.

Financial Forecasts for FY2020

| Consolidated | Results of FY2019 Apr. 2019 - Mar. 2020 | | | Forecasts for FY2020 Apr. 2020 - Mar. 2021 | | | YoY |
|---|--|-------------|--------|---|-------------|--------|--------|
| | Mil. of US\$ | Mil. of Yen | Ratio | Mil. of US\$ | Mil. of Yen | Ratio | |
| Net Sales | 580.1 | 63,234 | 100.0% | 600.9 | 65,500 | 100.0% | 3.6% |
| Cost of Sales | 259.9 | 28,328 | 44.8% | 317.4 | 34,600 | 52.8% | 22.1% |
| Gross Profit | 320.2 | 34,905 | 55.2% | 283.5 | 30,900 | 47.2% | -11.5% |
| Selling, General and Administrative Expenses | 303.2 | 33,048 | 52.3% | 325.7 | 35,500 | 54.2% | 7.4% |
| Operating Income | 17.0 | 1,857 | 2.9% | - 42.2 | -4,600 | -7.0% | — |
| Profit Attributable to Owners of Parent | 25.8 | 2,817 | 4.5% | 28.4 | 3,100 | 4.7% | 10.0% |

¥109= US\$1

Trends in Business Performance

(Millions of Yen except Number of Employees)

| Consolidated | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 Forecasts |
|---|--------|--------|--------|--------|---------------------|
| Net Sales | 71,706 | 74,009 | 72,297 | 63,234 | 65,500 |
| Operating Income | 8,491 | 9,887 | 6,202 | 1,857 | -4,600 |
| Extraordinary Gain or Loss | 478 | 283 | -48 | 2,201 | 7,100 |
| Profit Attributable to Owners of Parent | 7,726 | 9,045 | 5,481 | 2,817 | 3,100 |
| R&D Expenses | 13,877 | 14,179 | 15,711 | 10,767 | 12,400 |
| (% of Net Sales) | (19.4) | (19.2) | (21.7) | (17.0) | (18.9) |
| Depreciation and Amortization | 2,370 | 2,492 | 2,607 | 2,562 | 3,500 |
| Capital Investment | 1,477 | 1,989 | 1,177 | 970 | 1,020 |
| Export Value | 6,318 | 8,343 | 6,153 | 5,731 | 3,600 |
| Number of Employees | 1,905 | 1,903 | 1,907 | 1,892 | — |

< Years ended / ending March 31 >

Trends in Main Product Sales

(Millions of Yen)

| Products | FY2016 | FY2017 | FY2018 | FY2019 | FY2020 Forecasts |
|-------------------------------|--------|--------|--------|--------|---------------------|
| BEOVA | — | — | 706 | 3,185 | 5,900 |
| MINIRIN MELT, etc.* | — | — | — | — | 4,400 |
| URIEF | 16,164 | 17,235 | 17,810 | 5,857 | 3,700 |
| P-TOL | 3,070 | 4,274 | 4,801 | 5,752 | 6,600 |
| EPOETIN ALFA BS INJECTION | 5,792 | 6,093 | 6,015 | 5,520 | 3,500 |
| DARBEPOETIN ALFA BS INJECTION | — | — | — | 812 | 2,700 |
| GLUBES | 4,204 | 4,477 | 4,428 | 4,501 | 4,700 |
| GLUFAST | 3,681 | 2,762 | 1,678 | 1,406 | 1,100 |
| MARIZEV | — | — | — | — | 2,000 |
| SALAGEN | 1,526 | 1,561 | 1,617 | 1,604 | 1,570 |
| RECTABUL | — | 228 | 663 | 756 | 820 |
| BEZATOL | 3,016 | 2,564 | 1,709 | 1,364 | 1,160 |
| Nutritional food products | 3,840 | 3,796 | 3,789 | 3,840 | 4,000 |

*:MINIRIN MELT OD Tablets 25μg/50μg/60μg/120μg/240μg, DESMOPRESSIN Intranasal 0.01% Kyowa, DESMOPRESSIN Spray 2.5 Kyowa/10 Kyowa, DESMOPRESSIN injection 4 Kyowa

< Years ended / ending March 31 >