

# Consolidated Financial Results for the First Quarter of FY2020

## Consolidated Subsidiaries: 3

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

Consolidated	First Quarter of FY2019 Apr. 2019 - Jun. 2019			First Quarter FY2020 Apr. 2020 - Jun.2020			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	149.1	16,099	100.0%	148.7	16,061	100.0%	-0.2%
Cost of Sales	56.1	6,053	37.6%	72.2	7,802	48.6%	28.9%
Gross Profit	93.0	10,046	62.4%	76.5	8,259	51.4%	-17.8%
Selling, General and Administrative Expenses	73.9	7,984	49.6%	61.4	6,625	41.3%	-17.0%
Operating Income	19.1	2,061	12.8%	15.1	1,633	10.2%	-20.8%
Profit Attributable to Owners of Parent	18.6	2,012	12.5%	16.0	1,725	10.7%	-14.3%

Note: US dollar amounts are translated at the rate of ¥108= 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	585.5	63,234	100.0%	606.5	65,500	100.0%	3.6%
Cost of Sales	262.3	28,328	44.8%	320.4	34,600	52.8%	22.1%
Gross Profit	323.2	34,905	55.2%	286.1	30,900	47.2%	-11.5%
Selling, General and Administrative Expenses	306.0	33,048	52.3%	328.7	35,500	54.2%	7.4%
Operating Income	17.2	1,857	2.9%	- 42.6	-4,600	—	—
Profit Attributable to Owners of Parent	26.1	2,817	4.5%	28.7	3,100	4.7%	10.0%

¥108= 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	FY2018	FY2019	FY2019 1Q	FY2020 1Q	FY2020 Forecasts
BEOVA	706	3,185	173	1,764	5,900
MINIRIN MELT, etc.*	—	—	—	619	4,400
URIEF	17,810	5,857	2,191	1,095	3,700
P-TOL	4,801	5,752	1,496	1,603	6,600
EPOETIN ALFA BS INJECTION	6,015	5,520	1,608	1,164	3,500
DARBEPOETIN ALFA BS INJECTION	—	812	—	1,197	2,700
GLUBES	4,428	4,501	1,316	1,162	4,700
GLUFAST	1,678	1,406	417	341	1,100
MARIZEV	—	—	—	462	2,000
SALAGEN	1,617	1,604	447	421	1,570
RECTABUL	663	756	205	216	820
BEZATOL	1,709	1,364	422	308	1,160
Nutritional food products	3,789	3,840	953	909	4,000

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

< Years ended / ending March 31 >