

# Consolidated Financial Results for the Third Quarter of FY2020

## Consolidated Subsidiaries: 3

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

Consolidated	Third Quarter of FY2019 Apr. 2019 -Dec. 2019			Third Quarter FY2020 Apr. 2020 - Dec.2020			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	469.1	48,552	100.0%	504.3	52,195	100.0%	7.5%
Cost of Sales	200.5	20,753	42.7%	257.8	26,677	51.1%	28.5%
Gross Profit	268.6	27,799	57.3%	246.5	25,517	48.9%	-8.2%
Selling, General and Administrative Expenses	242.1	25,060	51.6%	215.7	22,327	42.8%	-10.9%
Operating Income	26.5	2,739	5.6%	30.8	3,190	6.1%	16.5%
Profit Attributable to Owners of Parent	34.2	3,542	7.3%	62.2	6,440	12.3%	81.8%

Note: US dollar amounts are translated at the rate of ¥103.5= 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	611.0	63,234	100.0%	657.0	68,000	100.0%	7.5%
Cost of Sales	273.7	28,328	44.8%	349.8	36,200	53.2%	27.8%
Gross Profit	337.3	34,905	55.2%	307.2	31,800	46.8%	-8.9%
Selling, General and Administrative Expenses	319.3	33,048	52.3%	299.5	31,000	45.6%	-6.2%
Operating Income	17.9	1,857	2.9%	7.7	800	1.2%	-56.9%
Profit Attributable to Owners of Parent	27.2	2,817	4.5%	44.4	4,600	6.8%	63.3%

¥103.5= 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	68,000
Operating Income	8,491	9,887	6,202	1,857	800
Extraordinary Gain or Loss	478	283	-48	2,201	4,000
Profit Attributable to Owners of Parent	7,726	9,045	5,481	2,817	4,600
R&D Expenses	13,877	14,179	15,711	10,767	10,000
(% of Net Sales)	(19.4)	(19.2)	(21.7)	(17.0)	(14.7)
Depreciation and Amortization	2,370	2,492	2,607	2,562	3,200
Capital Investment	1,477	1,989	1,177	970	1,000
Export Value	6,318	8,343	6,153	5,731	4,500
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 3Q	FY2020 3Q	FY2020 Forecasts
BEOVA	706	3,185	1,954	5,241	7,000
MINIRIN MELT, etc.*	—	—	—	2,651	3,900
URIEF	17,810	5,857	4,919	2,976	3,700
P-TOL	4,801	5,752	4,526	4,643	6,400
DARBEPOETIN ALFA BS INJECTION	—	812	166	4,216	4,700
EPOETIN ALFA BS INJECTION	6,015	5,520	4,531	3,496	4,000
GLUBES	4,428	4,501	3,589	3,373	4,400
GLUFAST	1,678	1,406	1,129	932	1,100
MARIZEV	—	—	—	1,234	1,800
SALAGEN	1,617	1,604	1,287	1,217	1,570
RECTABUL	663	756	595	633	820
BEZATOL	1,709	1,364	1,106	852	1,060
Nutritional food products	3,789	3,840	2,997	2,890	3,700

\*: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 >