

Consolidated Financial Results for FY2020

Consolidated Subsidiaries: 3

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

Consolidated	FY2019 Apr. 2019 - Mar. 2020		FY2020 Apr. 2020 - Mar. 2021			YoY
	Mil. of US\$	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	569.7	100.0%	622.0	69,044	100.0%	9.2%
Cost of Sales	255.2	44.8%	327.2	36,322	52.6%	28.2%
Gross Profit	314.5	55.2%	294.8	32,722	47.4%	-6.3%
Selling, General and Administrative Expenses	297.7	52.3%	281.2	31,217	45.2%	-5.5%
Operating Income	16.7	2.9%	13.6	1,505	2.2%	-19.0%
Profit Attributable to Owners of Parent	25.4	4.5%	47.6	5,285	7.7%	87.6%
Comprehensive Income	113.9	20.0%	277.1	30,762	44.6%	143.3%

Note: US dollar amounts are translated at the rate of ¥111= US\$1.
Amounts are rounded down. As a result, the sum and breakdown of data may not equal the totals.

Financial Forecasts for FY2021

Consolidated	Results of FY2020 Apr. 2020 - Mar. 2021			Forecasts for FY2021 Apr. 2021 - Mar. 2022			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	622.0	69,044	100.0%	572.1	63,500	100.0%	-8.0%
Cost of Sales	327.2	36,322	52.6%	308.1	34,200	53.9%	-5.8%
Gross Profit	294.8	32,722	47.4%	264.0	29,300	46.1%	-10.5%
Selling, General and Administrative Expenses	281.2	31,217	45.2%	287.4	31,900	50.2%	2.2%
Operating Income	13.6	1,505	2.2%	- 23.4	-2,600	-4.1%	—
Profit Attributable to Owners of Parent	47.6	5,285	7.7%	29.7	3,300	5.2%	-37.6%

¥111= US\$1

Trends in Business Performance

(Millions of Yen except Number of Employees)

Consolidated	FY2017	FY2018	FY2019	FY2020	FY2021 Forecasts
Net Sales	74,009	72,297	63,234	69,044	63,500
Operating Income	9,887	6,202	1,857	1,505	-2,600
Extraordinary Gain or Loss	283	-48	2,201	4,000	6,000
Profit Attributable to Owners of Parent	9,045	5,481	2,817	5,285	3,300
R&D Expenses	14,179	15,711	10,767	9,626	9,500
(% of Net Sales)	(19.2)	(21.7)	(17.0)	(13.9)	(15.0)
Depreciation and Amortization	2,492	2,607	2,562	3,148	3,800
Capital Investment	1,989	1,177	970	1,180	1,450
Export Value	8,343	6,153	5,731	4,600	3,900
Number of Employees	1,903	1,907	1,892	1,863	—

< Years ended / ending March 31 >

Trends in Main Product Sales

(Millions of Yen)

Products	FY2017	FY2018	FY2019	FY2020	FY2021 Forecasts
BEOVA	—	706	3,185	7,024	8,300
MINIRIN MELT, etc.*	—	—	—	3,464	4,000
URIEF	17,235	17,810	5,857	3,671	2,900
P-TOL	4,274	4,801	5,752	5,885	6,600
DARBEPOETIN ALFA BS INJECTION	—	—	812	4,883	3,500
EPOETIN ALFA BS INJECTION	6,093	6,015	5,520	4,416	2,900
GLUBES	4,477	4,428	4,501	4,308	4,000
GLUFAST	2,762	1,678	1,406	1,161	1,000
MARIZEV	—	—	—	1,547	1,700
SALAGEN	1,561	1,617	1,604	1,526	1,400
RECTABUL	228	663	756	791	800
Nutritional food products	3,796	3,789	3,840	3,726	3,600

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

< Years ended / ending March 31 >