

# Consolidated Financial Results for the First Quarter of FY2021

## Consolidated Subsidiaries: 3

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

Consolidated	First Quarter of FY2020 Apr. 2020 -Jun. 2020			First Quarter FY2021 Apr. 2021 - Jun.2021			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	145.3	16,061	100.0%	150.5	16,635	100.0%	3.6%
Cost of Sales	70.6	7,802	48.6%	79.3	8,769	52.7%	12.4%
Gross Profit	74.7	8,259	51.4%	71.2	7,866	47.3%	-4.8%
Selling, General and Administrative Expenses	59.9	6,625	41.3%	68.5	7,573	45.5%	14.3%
Operating Income	14.8	1,633	10.2%	2.7	293	1.8%	-82.1%
Profit Attributable to Owners of Parent	15.6	1,725	10.7%	33.0	3,644	21.9%	111.2%

Note: US dollar amounts are translated at the rate of ¥110.55= 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	624.6	69,044	100.0%	574.4	63,500	100.0%	-8.0%
Cost of Sales	328.6	36,322	52.6%	309.4	34,200	53.9%	-5.8%
Gross Profit	296.0	32,722	47.4%	265.0	29,300	46.1%	-10.5%
Selling, General and Administrative Expenses	282.4	31,217	45.2%	288.6	31,900	50.2%	2.2%
Operating Income	13.6	1,505	2.2%	- 23.5	-2,600	—	—
Profit Attributable to Owners of Parent	47.8	5,285	7.7%	29.9	3,300	5.2%	-37.6%

¥110.55= 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	FY2019	FY2020	FY2020 1Q	FY2021 1Q	FY2021 Forecasts
BEOVA	3,185	7,024	1,764	2,047	8,300
MINIRIN MELT, etc.*	—	3,464	619	1,068	4,000
URIEF	5,857	3,671	1,095	777	2,900
P-TOL	5,752	5,885	1,603	1,502	6,600
DARBEPOETIN ALFA BS INJECTION	812	4,883	1,197	912	3,500
EPOETIN ALFA BS INJECTION	5,520	4,416	1,164	1,070	2,900
GLUBES	4,501	4,308	1,162	1,030	4,000
GLUFAST	1,406	1,161	341	270	1,000
MARIZEV	—	1,547	462	358	1,700
SALAGEN	1,604	1,526	421	386	1,400
RECTABUL	756	791	216	205	800
Nutritional food products	3,840	3,726	909	874	3,600

\*: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 >