

# Consolidated Financial Results for the Third Quarter of FY2021

## Consolidated Subsidiaries: 3

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

Consolidated	Third Quarter of FY2020 Apr. 2020 - Dec. 2020			Third Quarter FY2021 Apr. 2021 - Dec.2021			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	453.9	52,195	100.0%	435.5	50,085	100.0%	-4.0%
Cost of Sales	232.0	26,677	51.1%	225.9	25,976	51.9%	-2.6%
Gross Profit	221.9	25,517	48.9%	209.6	24,108	48.1%	-5.5%
Selling, General and Administrative Expenses	194.2	22,327	42.8%	212.2	24,402	48.7%	9.3%
Operating Income	27.7	3,190	6.1%	- 2.6	-294	—	—
Profit Attributable to Owners of Parent	56.0	6,440	12.3%	59.3	6,819	13.6%	5.9%

Note: US dollar amounts are translated at the rate of ¥115= 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	600.4	69,044	100.0%	568.7	65,400	100.0%	-5.3%
Cost of Sales	315.8	36,322	52.6%	300.0	34,500	52.8%	-5.0%
Gross Profit	284.5	32,722	47.4%	268.7	30,900	47.2%	-5.6%
Selling, General and Administrative Expenses	271.5	31,217	45.2%	282.6	32,500	49.7%	4.1%
Operating Income	13.1	1,505	2.2%	- 13.9	-1,600	—	—
Profit Attributable to Owners of Parent	46.0	5,285	7.7%	103.5	11,900	18.2%	125.2%

¥115= 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	65,400
Operating Income	9,887	6,202	1,857	1,505	-1,600
Extraordinary Gain or Loss	283	-48	2,201	4,000	16,000
Profit Attributable to Owners of Parent	9,045	5,481	2,817	5,285	11,900
R&D Expenses	14,179	15,711	10,767	9,626	10,000
(% of Net Sales)	(19.2)	(21.7)	(17.0)	(13.9)	(15.3)
Depreciation and Amortization	2,492	2,607	2,562	3,148	3,700
Capital Investment	1,989	1,177	970	1,180	1,600
Export Value	8,343	6,153	5,731	4,600	3,700
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 3Q	FY2021 3Q	FY2021 Forecasts
BEOVA	3,185	7,024	5,241	6,151	8,300
MINIRIN MELT, etc.*	—	3,464	2,651	3,132	4,100
URIEF	5,857	3,671	2,976	2,287	2,800
P-TOL	5,752	5,885	4,643	4,555	6,300
DARBEPOETIN ALFA BS INJECTION	812	4,883	4,216	2,823	4,100
EPOETIN ALFA BS INJECTION	5,520	4,416	3,496	3,011	3,500
GLUBES	4,501	4,308	3,373	3,037	4,000
GLUFAST	1,406	1,161	932	887	1,100
MARIZEV	—	1,547	1,234	1,003	1,400
SALAGEN	1,604	1,526	1,217	1,151	1,500
RECTABUL	756	791	633	625	800
Nutritional food products	3,840	3,726	2,890	2,765	3,700

\*:MINIRIN MELT, DESMOPRESSIN Intranasal, DESMOPRESSIN Nasal Spray, DESMOPRESSIN I.V. Injection

< Years ended / ending March 31 >