

# Consolidated Financial Results for the Second Quarter of FY2020

## Consolidated Subsidiaries: 3

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

Consolidated	Second Quarter of FY2019 Apr. 2019 - Sep. 2019			Second Quarter FY2020 Apr. 2020 - Sep.2020			YoY
	Mil. of US\$	Mil. of Yen	Ratio	Mil. of US\$	Mil. of Yen	Ratio	
Net Sales	297.6	31,548	100.0%	304.6	32,284	100.0%	2.3%
Cost of Sales	121.2	12,850	40.7%	152.7	16,188	50.1%	26.0%
Gross Profit	176.4	18,698	59.3%	151.8	16,096	49.9%	-13.9%
Selling, General and Administrative Expenses	154.4	16,364	51.9%	132.6	14,051	43.5%	-14.1%
Operating Income	22.0	2,334	7.4%	19.3	2,044	6.3%	-12.4%
Profit Attributable to Owners of Parent	20.3	2,150	6.8%	41.5	4,396	13.6%	104.4%

Note: US dollar amounts are translated at the rate of ¥106= 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	596.6	63,234	100.0%	641.5	68,000	100.0%	7.5%
Cost of Sales	267.3	28,328	44.8%	341.5	36,200	53.2%	27.8%
Gross Profit	329.3	34,905	55.2%	300.0	31,800	46.8%	-8.9%
Selling, General and Administrative Expenses	311.8	33,048	52.3%	292.5	31,000	45.6%	-6.2%
Operating Income	17.5	1,857	2.9%	7.5	800	1.2%	-56.9%
Profit Attributable to Owners of Parent	26.6	2,817	4.5%	43.4	4,600	6.8%	63.3%

¥106= 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 2Q	FY2020 2Q	FY2020 Forecasts
BEOVA	706	3,185	485	3,387	7,000
MINIRIN MELT, etc.*	—	—	—	1,511	3,900
URIEF	17,810	5,857	3,540	1,969	3,700
P-TOL	4,801	5,752	2,925	3,039	6,400
DARBEPOETIN ALFA BS INJECTION	—	812	—	2,676	4,700
EPOETIN ALFA BS INJECTION	6,015	5,520	3,073	2,280	4,000
GLUBES	4,428	4,501	2,350	2,181	4,400
GLUFAST	1,678	1,406	752	619	1,100
MARIZEV	—	—	—	796	1,800
SALAGEN	1,617	1,604	828	781	1,570
RECTABUL	663	756	381	412	820
BEZATOL	1,709	1,364	748	561	1,060
Nutritional food products	3,789	3,840	1,964	1,845	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 >