# Kyowa Kirin Co., Ltd.

# Appendix to the Consolidated Financial Summary (IFRS) Fiscal 2021 First Quarter

(January 1, 2021 - March 31, 2021)

- Figures inside parenthesis presented in these materials indicate negative values.

<sup>-</sup> These materials were made as a supplement to the Kessan Tanshin (Consolidated Financial Summary, IFRS), disclosed at the Tokyo Stock Exchange on May 6, 2021 for the first three months of Fiscal 2021, from January 1, 2021 to March 31, 2021.

<sup>-</sup> This document is an English translation of the Japanese-language original. The statements, including earnings forecasts, contained in these materials are based on the information currently available to the Company and on certain assumptions deemed to be reasonable by management. As such, they do not constitute guarantees by the Company of future performance. Actual results may differ materially from these projections for a wide variety of reasons.

<sup>-</sup> Figures presented in these materials have been rounded to the nearest tenth.

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The average exchange rates for each period were as follows:

						Unit: Yen
		FY 2	2020		FY 2021	FY 2021
		res	ults		results	forecasts
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Dec
USD	110	109	108	107	105	105
GBP	143	138	137	137	143	140
CNY	15.7	15.5	15.4	15.5	16.1	15.4

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# **Gyowa KIRIN**

### I . Consolidated Financial Results

#### 1. Trends in consolidated profit

		FY 2020	) results		F	Y 2021 result	s	FY 2021	forecasts	FY2021-2025
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Change amount	Year-on-year	Jan - Dec	Progress	Medium Term Business Plar Financial KPI
Revenue	77.3	157.8	234.0	318.4	81.1	3.8	5%	351.0	23%	★CAGR 10% or higher
Cost of sales	(19.4)	(41.0)	(58.6)	(80.4)	(22.4)	(3.0)	15%	(81.0)	28%	
Gross profit	57.9	116.9	175.4	237.9	58.7	0.8	1%	270.0	22%	
Gross profit to revenue ratio	74.9%	74.1%	74.9%	74.7%	72.4%	-	-	76.9%	-	
Selling, general and administrative expenses	(29.7)	(58.2)	(88.1)	(126.6)	(31.7)	(1.9)	7%	(141.0)	22%	
Research and development expenses	(11.8)	(24.1)	(37.0)	(52.3)	(12.2)	(0.4)	3%	(65.0)	19%	
★ R&D expense ratio	15.3%	15.3%	15.8%	16.4%	15.0%	-	-	18.5%	-	Target of 18-20
Share of profit (loss) of investments accounted for using equity method	0.4	(0.1)	0.5	1.0	0.6	0.3	66%	1.0	64%	
Core operating profit	16.8	34.5	50.7	60.0	15.5	(1.2)	(7)%	65.0	24%	
★ Core operating profit ratio	21.7%	21.8%	21.7%	18.8%	19.1%	-	-	18.5%	-	25% or higher
Other income	0.2	0.7	1.0	1.7	0.2	(0.0)	(16)%			
Other expenses	(1.9)	(5.3)	(8.7)	(10.8)	(0.2)	1.7	(91)%			
Finance income (costs)	0.4	1.0	1.2	1.5	0.6	0.2	68%			
Profit before tax	15.5	30.9	44.2	52.3	16.2	0.6	4%	64.0	25%	
Income tax expense	(1.7)	(3.1)	(6.7)	(5.2)	(3.2)	(1.6)	94%	(14.0)	23%	
Ratio of income tax burden	10.8%	10.0%	15.2%	10.0%	20.0%	-	-	21.9%	-	
Profit	13.8	27.8	37.5	47.0	12.9	(0.9)	(7)%	50.0	26%	
Profit to revenue ratio	17.9%	17.6%	16.0%	14.8%	15.9%	-	-	14.2%	-	
EPS (¥/share)	25.78	51.76	69.80	87.56	24.05	(1.73)	-	93.08	-	
Core EPS (¥/share) <sup>*1</sup>				102.95				94.94	-	
Annual dividend (¥/share) ★ Dividend payout ratio (%) <sup>*2</sup>				44.00 50.3				46.00 48.5	-	Target of 40%
★ROE (%)				6.8				7.0	-	10% or higher

\*1 Core EPS is calculated as an indicator showing recurring profitability by dividing core profit (determined by subtracting "other income," "other expenses" and the related "income tax expense" from "profit") by the average number of shares during the period.

\*2 Dividend payout ratio is shown based on EPS until 2020 and based on core EPS in 2021.

<quarterly> Unit: Bit FY 2020 results FY 2021 results</quarterly>								
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar	Change amount	Year-on-year	
Revenue	77.3	80.5	76.2	84.3	81.1	3.8	5%	
Cost of sales	(19.4)	(21.5)	(17.7)	(21.8)	(22.4)	(3.0)	15%	
Gross profit	57.9	59.0	58.5	62.5	58.7	0.8	1%	
Gross profit to revenue ratio	74.9%	73.3%	76.8%	74.2%	72.4%	-	-	
Selling, general and administrative expenses	(29.7)	(28.5)	(29.9)	(38.5)	(31.7)	(1.9)	7%	
Research and development expenses	(11.8)	(12.3)	(13.0)	(15.3)	(12.2)	(0.4)	3%	
★ R&D expense ratio	15.3%	15.2%	17.0%	18.1%	15.0%	-	-	
Share of profit (loss) of investments accounted for using equity method	0.4	(0.5)	0.6	0.5	0.6	0.3	66%	
Core operating profit	16.8	17.7	16.2	9.3	15.5	(1.2)	(7)%	
★ Core operating profit ratio	21.7%	22.0%	21.3%	11.0%	19.1%	-	-	
Other income	0.2	0.4	0.3	0.7	0.2	(0.0)	(16)%	
Other expenses	(1.9)	(3.4)	(3.4)	(2.1)	(0.2)	1.7	(91)%	
Finance income (costs)	0.4	0.7	0.2	0.3	0.6	0.2	68%	
Profit before tax	15.5	15.4	13.3	8.1	16.2	0.6	4%	
Income tax expense	(1.7)	(1.4)	(3.6)	1.5	(3.2)	(1.6)	94%	
Profit	13.8	14.0	9.7	9.5	12.9	(0.9)	(7)%	
Profit to revenue ratio	17.9%	17.3%	12.7%	11.3%	15.9%	-	-	



Unit: Dillions of you

#### 2. Revenue by location of customer Unit: Billions of yen FY 2020 results FY 2021 results FY 2021 forecasts Percentage of consolidated revenue ercentage Percentage of consolidated Jan - Mar Jan - Jun Jan - Sep Jan - Dec Jan - Mar Jan - Dec Japan 434 86.0 124 8 166.6 52 3% 40.9 50.4% 162.0 46 2% International 33.9 71.8 109.2 151.7 47.7% 40.3 49.6% 189.0 53.8% 15.8 32.5 50.9 72.2 22.7% 20.6 25.4% 102.5 29.2% Americas Europe 11.1 23.9 35.4 48.5 15.2% 11.3 14.0% 54.0 15.4% Asia 7.0 15.2 22.8 30.8 9.7% 8.2 10.2% 32.0 9.1% Others 0.0 0.2 0.1 0.2 0.0% 0.0 0.1% 0.5 0.1% 77.3 157.8 234.0 318.4 100.0% 81.1 100.0% 351.0 100.0% Total consolidated revenue

Revenue by location of customer is classified by region or country based on location of customer.

#### 3. Revenue by regional control function

<ol><li>Revenue by regional control function</li></ol>	3. Revenue by regional control function Unit: Billions of yen										
	FY 2020 results FY 2021 results							FY 2021 forecasts			
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Change amount	Jan - Dec	Progress			
Japan	41.1	82.1	119.5	159.9	39.2	(1.8)	155.0	25.3%			
North America	13.2	27.6	43.7	59.9	15.9	2.7	81.0	19.6%			
EMEA	11.6	25.1	36.3	48.4	12.0	0.4	56.0	21.5%			
Asia/Oceania	5.8	12.3	19.1	25.9	6.9	1.0	28.0	24.6%			
Others	5.5	10.7	15.4	24.2	7.1	1.6	31.0	22.9%			
Total consolidated revenue	77.3	157.8	234.0	318.4	81.1	3.8	351.0	23.1%			

Revenue by regional control functions is classified based on consolidated revenue from products of regional control functions in the One Kyowa Kirin structure (a global management structure with axes combining four regions – Japan, North America, EMEA, and Asia/Oceania – and the functions needed by a global specialty pharmaceutical

company). EMEA consists of Europe, the Middle East, Africa, etc.

\* Others consists of technology out-licensing and original equipment manufacturing, etc.

#### 4. Capital expenditures and intangible assets investment

4. Capital expenditures and intangible assets investment Unit: Billions of yen												
FY 2020 results FY 2021 results FY 2021 results FY 2021 results												
Jan - Mar Jan - Jun Jan - Sep Jan - Dec Jan - Mar Jan - Dec												
Capital expenditures (property, plant and equipment)	3.1	5.1	6.9	9.5	2.0	15.5						
Intangible assets investment	0.1	13.5	19.7	25.2	2.2	14.7						
Total	3.2	18.6	26.6	34.8	4.2	30.3						

\* Acquisitions of right-of-use assets are not included.

#### 5. Depreciation and amortization

		FY 2020		FY 2021 results	FY 2021 forecasts	
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Dec
Depreciation (property, plant and equipment)	2.9	5.8	8.5	13.5	2.8	11.4
Amortization (intangible assets)	1.8	3.5	5.3	7.0	1.9	8.0
Total	4.7	9.2	13.8	20.5	4.7	19.4

#### II. Consolidated Statement of Cash Flows

II. Consolidated Statement of Cash Flows					L	Init: Billions of yen
		FY 2020	) results		FY 202	l results
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Change amount
Cash flows from operating activities	0.6	20.6	31.9	39.5	14.4	13.8
Cash flows from investing activities	100.3	216.5	258.7	252.6	(4.6)	(104.9)
Cash flows from financing activities	(12.5)	(13.3)	(25.9)	(26.0)	(13.5)	(1.0)
Effect of exchange rate changes on cash and cash equivalents	(1.2)	(1.0)	(0.4)	0.2	0.4	1.6
Net increase (decrease) in cash and cash equivalents	87.2	222.8	264.2	266.3	(3.3)	(90.5)
Cash and cash equivalents at beginning of period	20.8	20.8	20.8	20.8	287.0	266.3
Cash and cash equivalents at end of period*	108.0	243.5	285.0	287.0	283.8	175.8
* Cash reserves at end of period						
Cash and cash equivalents at end of period	108.0	243.5	285.0	287.0	283.8	175.8
+ Loans receivable from parent in excess of three months	182.4	51.9	-	-	-	(182.4)
Cash reserves at end of period	290.4	295.4	285.0	287.0	283.8	(6.6)



### **III. Revenue from Main Products**

< AC	cumulative>		FY 2020	) results		FY 202	U 1 results		ns of yen 2021 casts
	Product name	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Change amount		Progress
	Nesp	1.2	2.2	3.3	4.4	1.0	(0.2)	3.8	25%
	Darbepoetin Alfa Injection Syringe [KKF]	6.3	12.4	18.6	25.2	5.5	(0.7)	19.4	28%
	Duvroq	-	-	0.5	0.6	0.2	0.2	4.0	4%
	Regpara	1.0	2.0	2.9	3.8	0.7	(0.3)	2.0	33%
	Orkedia	2.0	4.3	6.6	9.1	2.1	0.1	10.4	20%
	Rocaltrol	0.8	1.6	2.5	3.4	0.7	(0.1)	3.3	22%
	Onglyza	1.6	3.3	5.1	6.9	1.5	(0.1)	5.9	24%
	Coniel	0.8	1.6	2.4	3.2	0.6	(0.2)	2.9	22%
	G-Lasta	6.1	12.8	19.6	26.7	6.6	0.5	29.8	22%
c	Fentos	0.9	1.9	2.9	4.0	0.8	(0.0)	3.4	25%
Japan	Poteligeo	0.5	1.0	1.5	2.1	0.5	(0.0)	2.0	24%
ŗ	Rituximab BS [KHK]	2.6	5.4	8.6	11.8	2.6	0.1	11.5	23%
	Romiplate	2.0	4.1	5.8	7.6	1.5	(0.5)	8.7	17%
	Allelock	3.0	4.9	6.5	8.6	2.9	(0.1)	6.8	43%
	Patanol	5.9	7.1	8.7	10.6	6.5	0.6	10.9	60%
	Dovobet	1.6	3.4	5.0	6.9	1.5	(0.1)	7.4	20%
	Lumicef	0.6	1.3	2.0	2.8	0.6	(0.0)	2.9	22%
	Nouriast	2.2	4.6	6.9	9.4	1.9	(0.3)	9.1	21%
	HARUROPI	0.1	0.2	0.4	0.9	0.6	0.5	4.6	12%
	Depakene	1.0	1.9	2.9	3.9	0.8	(0.1)	3.4	24%
	Crysvita	0.5	1.3	2.4	3.8	1.5	1.0	5.5	27%
	Crysvita	12.0	24.7	38.5	54.4	16.3	4.3	77.2	21%
	Poteligeo	2.9	5.4	8.4	11.5	3.2	0.2	17.3	18%
	Nourianz	0.4	1.0	1.7	2.6	1.0	0.6	6.7	14%
al	Abstral	2.8	5.8	7.6	10.2	1.8	(1.0)	8.1	22%
on	Pecfent	1.0	2.0	3.3	4.2	1.0	0.0	4.6	22%
lati	Moventig	0.6	1.2	1.7	2.3	0.6	(0.0)	2.8	20%
International	Adcal-D3	0.9	1.6	2.4	3.2	0.6	(0.3)	2.6	25%
Ē	Nesp	1.6	3.2	4.7	6.0	1.6	0.0	6.1	26%
	Regpara	1.7	3.9	6.1	8.3	2.2	0.5	9.3	24%
	Neulasta/Peglasta	1.0	2.0	3.0	4.1	1.3	0.3	4.5	30%
	Gran	1.4	2.9	4.4	6.1	1.3	(0.1)	5.8	22%
Tec	nnology out-licensing	3.4	8.0	12.5	19.5	5.5	2.1	26.2	21%
	Of which, Benralizumab royalty	2.7	5.2	8.3	11.0	3.8	1.1		

\* Revenue from products is classified as Japan or International (other than Japan) based on consolidated revenue from regional control functions. \* Revenue from main products does not include revenue from the Early Access Program (EAP).

Revenue listed as "Technology out-licensing" specifies revenue from the upfront payment, milestone revenue, and running royalties revenue that are obtained based on licensing agreements recognizing the granting to third parties the rights for development, manufacturing and sales of the Group's pipeline compounds or the use of technology, etc.

\* Benralizumab royalty only refers to the royalty on sales of Fasenra by AstraZeneca (including the Company's own estimates).

# **Gyowa KIRIN**

### III. Revenue from Main Products

Nesp         1.2         1.0         1.1         1.0         0.0         0.0           Darbepoetin Alfa Injection Syringe [KKF]         6.3         6.1         6.2         6.6         5.5         0.0           Durroq         -         -         0.5         0.1         0.2         0.0           Regpara         1.0         1.0         0.9         1.0         0.7         0.0           Orkedia         2.0         2.3         2.3         2.6         2.1         0.0           Orkedia         2.0         2.3         2.3         2.6         2.1         0.0           Orkedia         0.8         0.8         0.9         0.9         0.7         0.0           Onglyza         1.6         1.7         1.7         1.8         1.5         0.0           Coniel         0.8         0.8         0.8         0.7         0.8         0.6         0.5           Coniel         0.5         0.5         0.6         0.5         0.6         0.5         0.6           Poteligeo         0.5         0.5         0.6         0.5         0.6         0.5         0.6           Rotiuxmab BS [KHK]         2.6         2.9	<qı< th=""><th colspan="12"><quarterly> Unit: Billions of yen EV 2020 results EV 2021 results</quarterly></th></qı<>	<quarterly> Unit: Billions of yen EV 2020 results EV 2021 results</quarterly>											
Jan MarApr - JunJul - SepOct - DecJan - MarApr - JunJun - SepApr - JunJun - JunJun - JunJun - SepApr - JunJun - SepJun - SepJun - SepApr - JunJun - SepApr - JunJun - SepJun - Sep <t< td=""><td></td><td>Due due te nome</td><td></td><td>FY 202</td><td>0 results</td><td></td><td>FY 202</td><td>1 results</td></t<>		Due due te nome		FY 202	0 results		FY 202	1 results					
Darbepoetin Alfa Injection Syringe [KKF]         6.3         6.1         6.2         6.6         5.5         0.0           Durroq           0.5         0.1         0.2         0.2           Regpara         1.0         1.0         0.9         1.0         0.7         0.0           Orkedia         2.0         2.3         2.3         2.6         2.1         0.0           Rocaltrol         0.8         0.8         0.8         0.9         0.9         0.7         0.0           Onglyza         1.6         1.7         1.7         1.8         1.5         0.0           Coniel         0.8         0.8         0.8         0.7         0.8         0.6         0.0           Fentos         0.9         1.0         1.0         1.1         0.8         0.6         0.5           Poteligeo         0.5         0.5         0.6         0.5         0.5         0.6         0.5           Romiplate         2.0         2.1         1.7         1.8         1.5         0.0           Alelook         3.0         1.8         1.6         1.9         1.5         0.0           Dovobet         1.6			Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar	Change amount					
Duvroq         -         -         0.5         0.1         0.2         C           Regpara         1.0         1.0         0.9         1.0         0.7         (C           Regpara         2.0         2.3         2.3         2.6         2.1         C           Orkedia         2.0         2.3         2.3         2.6         2.1         C           Rocaltrol         0.8         0.8         0.9         0.9         0.7         (C           Onglyza         1.6         1.7         1.7         1.8         1.5         (C           Coniel         0.8         0.8         0.7         0.8         0.6         (C           Ge-Lasta         6.1         6.6         6.8         7.2         6.6         C           Fentos         0.9         1.0         1.0         1.1         0.8         (C           Romiplate         2.0         2.1         1.7         1.8         1.5         (C           Allelock         3.0         1.8         1.7         2.0         2.9         (C           Patanol         5.9         1.3         1.6         1.9         1.5         (C		Nesp	1.2	1.0	1.1	1.0	1.0	(0.2)					
Regara         1.0         1.0         0.9         1.0         0.7         0.0           Orkedia         2.0         2.3         2.3         2.6         2.1         0.0           Rocaltrol         0.8         0.8         0.9         0.9         0.7         0.0           Onglyza         1.6         1.7         1.7         1.8         1.5         0.0           Coniel         0.8         0.8         0.7         0.8         0.6         0.0           G-Lasta         6.1         6.6         6.8         7.2         6.6         0.0           Fentos         0.9         1.0         1.0         1.1         0.8         0.6         0.0           Poteligeo         0.5         0.5         0.5         0.6         0.5         0.5         0.6         0.5         0.6           Romiplate         2.0         2.1         1.7         1.8         1.5         0.0           Alelock         3.0         1.8         1.7         2.0         2.9         0.0           Patanol         5.9         1.3         1.6         1.9         1.5         0.0           Nouriast         2.2         2.4 <t< td=""><td></td><td>Darbepoetin Alfa Injection Syringe [KKF]</td><td>6.3</td><td>6.1</td><td>6.2</td><td>6.6</td><td>5.5</td><td>(0.7)</td></t<>		Darbepoetin Alfa Injection Syringe [KKF]	6.3	6.1	6.2	6.6	5.5	(0.7)					
Orkedia         2.0         2.3         2.3         2.6         2.1         1.0           Rocaltrol         0.8         0.8         0.9         0.9         0.7         00           Onglyza         1.6         1.7         1.7         1.8         1.5         00           Coniel         0.8         0.8         0.7         0.8         0.6         00           G-Lasta         6.1         6.6         6.8         7.2         6.6         0.0           Fentos         0.9         1.0         1.0         1.1         0.8         0.6           Poteligeo         0.5         0.5         0.5         0.6         0.5         0.0           Romiplate         2.0         2.1         1.7         1.8         1.5         0.0           Allelock         3.0         1.8         1.7         2.0         2.9         0.0           Patanol         5.9         1.3         1.6         1.9         6.5         0.0           Dovobet         1.6         1.8         1.6         1.9         1.5         0.0           Lumicef         0.6         0.7         0.7         0.8         0.6         0.0		Duvroq	-	-	0.5	0.1	0.2	0.2					
Rocaltrol         0.8         0.8         0.9         0.7         0.0           Onglyza         1.6         1.7         1.7         1.8         1.5         0.0           Coniel         0.8         0.8         0.7         0.8         0.6         0.0         0.7         0.0           G-Lasta         6.1         6.6         6.8         7.2         6.6         0.0         0.5         0.5         0.6         0.5         0.0           Poteligeo         0.5         0.5         0.5         0.6         0.5         0.0         0.0		Regpara	1.0	1.0	0.9	1.0	0.7	(0.3)					
Onglyza         1.6         1.7         1.7         1.8         1.5         1.6           Coniel         0.8         0.8         0.7         0.8         0.6         0.6           G-Lasta         6.1         6.6         6.8         7.2         6.6         0.0           Fentos         0.9         1.0         1.0         1.1         0.8         0.6         0.6           Poteligeo         0.5         0.5         0.5         0.6         0.5         0.6         0.5         0.6           Romiplate         2.0         2.1         1.7         1.8         1.5         0.0           Allelock         3.0         1.8         1.7         2.0         2.9         0.0           Dovobet         1.6         1.8         1.6         1.9         6.5         0.0           Lumicef         0.6         0.7         0.7         0.8         0.6         0.0           Nouriast         2.2         2.4         2.3         2.5         1.9         0.0           Depakeme         1.0         1.0         0.9         1.0         0.8         0.0           Nourianz         0.4         0.6         0.7		Orkedia	2.0	2.3	2.3	2.6	2.1	0.1					
Coniel         0.8         0.8         0.7         0.8         0.6         0.0           G-Lasta         6.1         6.6         6.8         7.2         6.6         0.0           Fentos         0.9         1.0         1.0         1.1         0.8         0.0           Poteligeo         0.5         0.5         0.5         0.6         0.5         0.6         0.5           Romiplate         2.0         2.1         1.7         1.8         1.5         0.0           Allelock         3.0         1.8         1.7         2.0         2.9         0.0           Patanol         5.9         1.3         1.6         1.9         6.5         0.0           Dovobet         1.6         1.8         1.6         1.9         1.5         0.0           Lumicef         0.6         0.7         0.7         0.8         0.6         0.7           HARUROPI         0.1         0.1         0.2         0.5         0.6         0.5           Depakene         1.0         1.0         0.9         1.0         0.8         0.0           Rourianz         0.4         0.6         0.7         0.9         1.0		Rocaltrol	0.8	0.8	0.9	0.9	0.7	(0.1)					
G-Lasta         6.1         6.6         6.8         7.2         6.6           Fentos         0.9         1.0         1.0         1.1         0.8         0.0           Poteligeo         0.5         0.5         0.5         0.5         0.5         0.6         0.5         0.6           Romiplate         2.0         2.1         1.7         1.8         1.5         0.0           Allelock         3.0         1.8         1.7         2.0         2.9         0.0           Patanol         5.9         1.3         1.6         1.9         1.5         0.0           Dovobet         1.6         1.8         1.6         1.9         1.5         0.0           Lumicef         0.6         0.7         0.7         0.8         0.6         0.0           Nouriast         2.2         2.4         2.3         2.5         1.9         0.0           HARUROPI         0.1         0.1         0.2         0.5         0.6         0.0           Depakene         1.0         1.0         0.9         1.0         0.8         0.0           Nourianz         0.4         0.6         0.7         0.9         1.0		Onglyza	1.6	1.7	1.7	1.8	1.5	(0.1)					
Fentos         0.9         1.0         1.0         1.1         0.8         0.0           Poteligeo         0.5         0.5         0.5         0.6         0.7         0.7         1.8         1.5         0.6         0.5         0.6         0.6         0.7         0.7         0.8         0.6		Coniel	0.8	0.8	0.7	0.8	0.6	(0.2)					
Potelligeo         0.5         0.5         0.6         0.5         0.6           Rituximab BS [KHK]         2.6         2.9         3.1         3.2         2.6         0.0           Romiplate         2.0         2.1         1.7         1.8         1.5         0.6           Allelock         3.0         1.8         1.7         2.0         2.9         0.0           Patanol         5.9         1.3         1.6         1.9         6.5         0.6           Dovobet         1.6         1.8         1.6         1.9         1.5         0.0           Lumicef         0.6         0.7         0.7         0.8         0.6         0.0           Nouriast         2.2         2.4         2.3         2.5         1.9         0.0           Depakene         1.0         0.1         0.1         0.2         0.5         0.6         0.7           Orysvita         0.5         0.8         1.1         1.4         1.5         1.0           Poteligeo         2.9         2.4         3.1         3.1         3.2         0.0           Nourianz         0.4         0.6         0.7         0.9         1.0		G-Lasta	6.1	6.6	6.8	7.2	6.6	0.5					
Induiting DS [N IN]         2.0         2.0         2.1         1.1         0.2         2.0         0.0           Romiplate         2.0         2.1         1.7         1.8         1.5         0.0           Allelock         3.0         1.8         1.7         2.0         2.9         0.0           Patanol         5.9         1.3         1.6         1.9         6.5         0.0           Dovobet         1.6         1.8         1.6         1.9         1.5         0.0           Lumicef         0.6         0.7         0.7         0.8         0.6         0.0           Nouriast         2.2         2.4         2.3         2.5         1.9         0.0           HARUROPI         0.1         0.1         0.2         0.5         0.6         0.0           Depakene         1.0         1.0         0.9         1.0         0.8         0.0           Crysvita         0.5         0.8         1.1         1.4         1.5         1.0           Poteligeo         2.9         2.4         3.1         3.1         3.2         0.0           Nourianz         0.4         0.6         0.7         0.9         1	Ę	Fentos	0.9	1.0	1.0	1.1	0.8	(0.0)					
Induiting DS [N IN]         2.0         2.0         2.1         1.1         0.2         2.0         0.0           Romiplate         2.0         2.1         1.7         1.8         1.5         0.0           Allelock         3.0         1.8         1.7         2.0         2.9         0.0           Patanol         5.9         1.3         1.6         1.9         6.5         0.0           Dovobet         1.6         1.8         1.6         1.9         1.5         0.0           Lumicef         0.6         0.7         0.7         0.8         0.6         0.0           Nouriast         2.2         2.4         2.3         2.5         1.9         0.0           HARUROPI         0.1         0.1         0.2         0.5         0.6         0.0           Depakene         1.0         1.0         0.9         1.0         0.8         0.0           Crysvita         0.5         0.8         1.1         1.4         1.5         1.0           Poteligeo         2.9         2.4         3.1         3.1         3.2         0.0           Nourianz         0.4         0.6         0.7         0.9         1	apa	Poteligeo	0.5	0.5	0.5	0.6	0.5	(0.0)					
Allelock       3.0       1.8       1.7       2.0       2.9       0         Patanol       5.9       1.3       1.6       1.9       6.5       0         Dovobet       1.6       1.8       1.6       1.9       1.5       0         Lumicef       0.6       0.7       0.7       0.8       0.6       0         Nouriast       2.2       2.4       2.3       2.5       1.9       0         HARUROPI       0.1       0.1       0.2       0.5       0.6       0         Depakene       1.0       1.0       0.9       1.0       0.8       0         Crysvita       0.5       0.8       1.1       1.4       1.5       1         Poteligeo       2.9       2.4       3.1       3.1       3.2       0         Nourianz       0.4       0.6       0.7       0.9       1.0       0         Abstral       2.8       3.0       1.9       2.5       1.8       0         Moventig       0.6       0.6       0.6       0.5       0.6       0         Acal-D3       0.9       0.7       0.7       0.8       0.6       0         Nesp	ŗ	Rituximab BS [KHK]	2.6	2.9	3.1	3.2	2.6	0.1					
Patanol         5.9         1.3         1.6         1.9         6.5         0.0           Dovobet         1.6         1.8         1.6         1.9         1.5         0.0           Lumicef         0.6         0.7         0.7         0.8         0.6         0.0           Nouriast         2.2         2.4         2.3         2.5         1.9         0.0           HARUROPI         0.1         0.1         0.1         0.2         0.5         0.6         0.0           Depakene         1.0         1.0         0.9         1.0         0.8         0.0           Crysvita         0.5         0.8         1.1         1.4         1.5         1.0           Nourianz         0.4         0.6         0.7         0.9         1.0         0.0           Abstral         2.8         3.0         1.9         2.5         1.8         0.1           Moventig         0.6         0.6         0.6         0.5         0.6         0.0           Resp         1.6         1.6         1.5         1.3         1.6         0.0		Romiplate	2.0	2.1	1.7	1.8	1.5	(0.5)					
Dovobet         1.6         1.8         1.6         1.9         1.5         00           Lumicef         0.6         0.7         0.7         0.8         0.6         0.7           Nouriast         2.2         2.4         2.3         2.5         1.9         00           HARUROPI         0.1         0.1         0.2         0.5         0.6         0.7           Depakene         1.0         1.0         0.9         1.0         0.8         0.0           Crysvita         0.5         0.8         1.1         1.4         1.5         1.4           Poteligeo         2.9         2.4         3.1         3.1         3.2         0.0           Nourianz         0.4         0.6         0.7         0.9         1.0         0.0           Abstral         2.8         3.0         1.9         2.5         1.8         0.4           Pecfent         1.0         1.1         1.2         0.9         1.0         0.0           Moventig         0.6         0.6         0.6         0.5         0.6         0.6           Nesp         1.6         1.6         1.5         1.3         1.6         0.6  <		Allelock	3.0	1.8	1.7	2.0	2.9	(0.1)					
Lumicef         0.6         0.7         0.7         0.8         0.6         0.7           Nouriast         2.2         2.4         2.3         2.5         1.9         0.0           HARUROPI         0.1         0.1         0.2         0.5         0.6         0.7           Depakene         1.0         1.0         0.9         1.0         0.8         0.6           Crysvita         0.5         0.8         1.1         1.4         1.5         1.7           Crysvita         0.5         0.8         1.1         1.4         1.5         1.6           Poteligeo         2.9         2.4         3.1         3.1         3.2         0.0           Nourianz         0.4         0.6         0.7         0.9         1.0         0.0           Abstral         2.8         3.0         1.9         2.5         1.8         0.4           Moventig         0.6         0.6         0.6         0.5         0.6         0.0           Accal-D3         0.9         0.7         0.7         0.8         0.6         0.0           Regpara         1.7         2.1         2.2         2.2         2.2         0.0		Patanol	5.9	1.3	1.6	1.9	6.5	0.6					
Nouriast         2.2         2.4         2.3         2.5         1.9         0.0           HARUROPI         0.1         0.1         0.1         0.2         0.5         0.6         0.0           Depakene         1.0         1.0         0.9         1.0         0.8         0.1           Crysvita         0.5         0.8         1.1         1.4         1.5         1           Crysvita         12.0         12.8         13.8         15.9         16.3         4           Poteligeo         2.9         2.4         3.1         3.1         3.2         0.0           Nourianz         0.4         0.6         0.7         0.9         1.0         0.0           Abstral         2.8         3.0         1.9         2.5         1.8         (1           Moventig         0.6         0.6         0.6         0.5         0.6         0.0           Nesp         1.6         1.6         1.5         1.3         1.6         0.0           Regpara         1.7         2.1         2.2         2.2         2.2         0.0		Dovobet	1.6	1.8	1.6	1.9	1.5	(0.1)					
HARUROPI         0.1         0.1         0.2         0.5         0.6         0           Depakene         1.0         1.0         0.9         1.0         0.8         0           Crysvita         0.5         0.8         1.1         1.4         1.5         1           Crysvita         0.5         0.8         1.1         1.4         1.5         1           Poteligeo         2.9         2.4         3.1         3.1         3.2         0           Nourianz         0.4         0.6         0.7         0.9         1.0         0           Abstral         2.8         3.0         1.9         2.5         1.8         (1           Pecfent         1.0         1.1         1.2         0.9         1.0         0           Moventig         0.6         0.6         0.6         0.5         0.6         0           Nesp         1.6         1.6         1.5         1.3         1.6         0           Regpara         1.7         2.1         2.2         2.2         2.2         0		Lumicef	0.6	0.7	0.7	0.8	0.6	(0.0)					
Depakene         1.0         1.0         0.9         1.0         0.8         0.0           Crysvita         0.5         0.8         1.1         1.4         1.5         1.1           Crysvita         12.0         12.8         13.8         15.9         16.3         4           Poteligeo         2.9         2.4         3.1         3.1         3.2         0           Nourianz         0.4         0.6         0.7         0.9         1.0         0           Abstral         2.8         3.0         1.9         2.5         1.8         (1           Moventig         0.6         0.6         0.6         0.5         0.6         0.6           Actal-D3         0.9         0.7         0.7         0.8         0.6         0.6           Regpara         1.7         2.1         2.2         2.2         2.2         0		Nouriast	2.2	2.4	2.3	2.5	1.9	(0.3)					
Crysvita         0.5         0.8         1.1         1.4         1.5         1           Crysvita         12.0         12.8         13.8         15.9         16.3         4           Poteligeo         2.9         2.4         3.1         3.1         3.2         0           Nourianz         0.4         0.6         0.7         0.9         1.0         0           Abstral         2.8         3.0         1.9         2.5         1.8         (1           Pecfent         1.0         1.1         1.2         0.9         1.0         0           Moventig         0.6         0.6         0.6         0.5         0.6         0           Nesp         1.6         1.6         1.5         1.3         1.6         0           Regpara         1.7         2.1         2.2         2.2         2.2         0		HARUROPI	0.1	0.1	0.2	0.5	0.6	0.5					
Crysvita         12.0         12.8         13.8         15.9         16.3         4           Poteligeo         2.9         2.4         3.1         3.1         3.2         0           Nourianz         0.4         0.6         0.7         0.9         1.0         0           Abstral         2.8         3.0         1.9         2.5         1.8         (1           Pecfent         1.0         1.1         1.2         0.9         1.0         0           Moventig         0.6         0.6         0.6         0.5         0.6         0           Nesp         1.6         1.6         1.5         1.3         1.6         0           Regpara         1.7         2.1         2.2         2.2         2.2         0		Depakene	1.0	1.0	0.9	1.0	0.8	(0.1)					
Poteligeo         2.9         2.4         3.1         3.1         3.2         0.0           Nourianz         0.4         0.6         0.7         0.9         1.0         0.0           Abstral         2.8         3.0         1.9         2.5         1.8         (1)           Pecfent         1.0         1.1         1.2         0.9         1.0         0.0           Moventig         0.6         0.6         0.6         0.5         0.6         0.6           Adcal-D3         0.9         0.7         0.7         0.8         0.6         0.6           Nesp         1.6         1.6         1.5         1.3         1.6         0.0           Regpara         1.7         2.1         2.2         2.2         2.2         0.0		Crysvita	0.5	0.8	1.1	1.4	1.5	1.0					
Nourianz         0.4         0.6         0.7         0.9         1.0         0.0           Abstral         2.8         3.0         1.9         2.5         1.8         (1)           Pecfent         1.0         1.1         1.2         0.9         1.0         0.0           Moventig         0.6         0.6         0.6         0.6         0.5         0.6         0.0           Acal-D3         0.9         0.7         0.7         0.8         0.6		Crysvita	12.0	12.8	13.8	15.9	16.3	4.3					
Abstral         2.8         3.0         1.9         2.5         1.8         (1)           Pecfent         1.0         1.1         1.2         0.9         1.0         0.0           Moventig         0.6         0.6         0.6         0.6         0.5         0.6         0.6           Actal-D3         0.9         0.7         0.7         0.8         0.6         0.0           Resp         1.6         1.6         1.5         1.3         1.6         0.7           Regpara         1.7         2.1         2.2         2.2         2.2         0.7		Poteligeo	2.9	2.4	3.1	3.1	3.2	0.2					
Pecfent         1.0         1.1         1.2         0.9         1.0         0.0           Moventig         0.6         0.6         0.6         0.6         0.5         0.6         0.6           Adcal-D3         0.9         0.7         0.7         0.8         0.6         <		Nourianz	0.4	0.6	0.7	0.9	1.0	0.6					
Regpara         1.7         2.1         2.2         2.2         2.2         0	a	Abstral	2.8	3.0	1.9	2.5	1.8	(1.0)					
Regpara         1.7         2.1         2.2         2.2         2.2         0	ion	Pecfent	1.0	1.1	1.2	0.9	1.0	0.0					
Regpara         1.7         2.1         2.2         2.2         2.2         0	nat	Moventig	0.6	0.6	0.6	0.5	0.6	(0.0)					
Regpara         1.7         2.1         2.2         2.2         2.2         0	teri	Adcal-D3	0.9	0.7	0.7	0.8	0.6	(0.3)					
	Ē	Nesp	1.6	1.6	1.5	1.3	1.6	0.0					
Neulasta/Peglasta 10 10 10 10 13 0		Regpara	1.7	2.1	2.2	2.2	2.2	0.5					
		Neulasta/Peglasta	1.0	1.0	1.0	1.0	1.3	0.3					
Gran 1.4 1.5 1.5 1.7 1.3 (C	L	Gran	1.4	1.5	1.5	1.7	1.3	(0.1)					
Technology out-licensing         3.4         4.6         4.5         7.0         5.5         2	Tec	hnology out-licensing	3.4	4.6	4.5	7.0	5.5	2.1					
Of which, Benralizumab royalty 2.7 2.5 3.1 2.7 3.8 1		Of which, Benralizumab royalty	2.7	2.5	3.1	2.7	3.8	1.1					

\* Revenue from products is classified as Japan or International (other than Japan) based on consolidated revenue from regional control functions.

\* Revenue from main products does not include revenue from the Early Access Program (EAP).

Revenue listed as "Technology out-licensing" specifies revenue from the upfront payment, milestone revenue, and running royalties revenue that are obtained based on licensing agreements recognizing the granting to third parties the rights for development, manufacturing and sales of the Group's pipeline compounds or the use of technology, etc.

\* Benralizumab royalty only refers to the royalty on sales of Fasenra by AstraZeneca (including the Company's own estimates).



# III. Revenue from Main Products Revenue of three global strategic products

</th <th>Accumulative&gt;</th> <th></th> <th></th> <th></th> <th></th> <th></th> <th></th> <th>Unit: Bill</th> <th>ions of yen</th>	Accumulative>							Unit: Bill	ions of yen
	Devident		FY 2020	) results		FY 202 <sup>-</sup>	1 results	FY 2021	forecasts
	Product name	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Change amount	Jan - Dec	Progress
Cı	ysvita	12.5	26.1	40.9	58.2	17.8	5.3	82.7	21%
	Japan	0.5	1.3	2.4	3.8	1.5	1.0		
	North America	9.2	19.2	30.3	42.4	11.7	2.5		
	EMEA	2.8	5.6	8.3	12.0	4.5	1.8		
Po	oteligeo	3.4	6.3	9.9	13.6	3.6	0.2	19.3	19%
	Japan	0.5	1.0	1.5	2.1	0.5	(0.0)		
	North America	2.9	5.4	8.2	10.8	2.6	(0.3)		
	EMEA	-	0.0	0.2	0.7	0.6	0.6		
N	ouriast/Nourianz	2.5	5.6	8.6	12.0	2.9	0.3	15.8	18%
	Japan	2.2	4.6	6.9	9.4	1.9	(0.3)		
	North America	0.4	1.0	1.7	2.6	1.0	0.6		
	otal of three global rategic products	18.5	38.0	59.5	83.8	24.2	5.8	117.8	21%

<(	Quarterly>					Unit: Bill	ions of yen
	Devident		FY 2020	) results		FY 202 <sup>2</sup>	1 results
	Product name	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar	Change amount
Cr	ysvita	12.5	13.6	14.9	17.2	17.8	5.3
	Japan	0.5	0.8	1.1	1.4	1.5	1.0
	North America	9.2	10.0	11.1	12.1	11.7	2.5
	EMEA	2.8	2.8	2.7	3.8	4.5	1.8
Po	oteligeo	3.4	2.9	3.6	3.7	3.6	0.2
	Japan	0.5	0.5	0.5	0.6	0.5	(0.0)
	North America	2.9	2.4	2.8	2.6	2.6	(0.3)
	EMEA	-	0.0	0.2	0.4	0.6	0.6
No	ouriast/Nourianz	2.5	3.0	3.0	3.4	2.9	0.3
	Japan	2.2	2.4	2.3	2.5	1.9	(0.3)
	North America	0.4	0.6	0.7	0.9	1.0	0.6
	otal of three global rategic products	18.5	19.5	21.5	24.3	24.2	5.8

\* Revenue is classified based on consolidated revenue from regional control functions.

\* Revenue from main products does not include revenue from the Early Access Program (EAP).

## IV. R&D Pipeline

Nephrol	ogy	🆞 antibody 😵	protein 🔆 small molecule	🟓 Up		r Entity Dec. 31, 20 Dec. 31, 20				As of Mar. 31, 2021
	Code Name Generic Name	Mechanism of Action	Indication	Area			Stage			[In-House or Licensed]
	Formulation	Mechanism of Action	indication	Area		Ph II	PhⅢ	Filed	Approved	Remarks
X	KHK7580 Evocalcet Oral	Calcimimetic	Secondary Hyperparathyroidism	CN Asia						[Mitsubishi Tanabe Pharma] product name in Japan: Orkedia
	© RTA 402	Antioxidant Inflammation	Diabetic Kidney Disease	JP						
**-	Bardoxolone Methyl Oral	Modulator	Autosomal Dominant Polycystic Kidney Disease	JP						[Reata]
8	KW-3357 Antithrombin Gamma Injection	Recombinant Human Antithrombin	Preeclampsia	JP						[In-House] product name in Japan:Acoalan
X-	KHK7791 Tenapanor Oral	NHE3 Inhibitor	Hyperphosphatemia Under Maintenance Dialysis	JP						[Ardelyx]

Oncolo	ЗУ										
	Code Name Generic Name	Mechanism of Action	Indication	Area			Stage	[In-House or Licensed]			
	Formulation	Meendmen er relen	indication	71100	Ph I	Ph II	PhⅢ	Filed	Approved	Remarks	
				AU							
	KW-0761			СН	_					[In-House]	
Y	Mogamulizumab	Anti-CCR4 Humanized Antibody	Mycosis Fungoides and Sézary Syndrome	SA						POTELLIGENT <sup>®</sup> product name in Japan, U.S. and	
	Injection	,		KR						Europe: Poteligeo	
				CA KW					•		
*	© KHK2375 Entinostat Oral	HDAC Inhibitor	Breast Cancer	JP						[Syndax]	
~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~~	KRN125	Long-Acting	Mobilization of Hematopoietic Stem Cells into Peripheral Blood for Allogeneic Blood Stem Cell Transplantation	JP				-		[Kirin-Amgen] product name in Japan:G-Lasta	
<i>₿</i> ₽	Pegfilgrastim Injection	Granulocyte Colony- Stimulating Factor	Automated Injection Device for Decreasing the Incidence of Febrile Neutropenia in Patients Receiving Cancer Chemotherapy	JP							
			Solid Tumor	NA						[In-House] Combination with KW-0761	
X	© KHK2455 Oral	IDO1 Inhibitor	Urothelial carcinoma	NA		•				[In-House] Combination with avelumab	
				EU	Ţ	•					
	©ME-401 Zandelisib		Indolent B-cell Non-Hodgkin's Lymphoma	JP						[MEI Pharma]	
		Pl3Kδ Inhibitor	B-cell malignancies	NA							
×1-	Oral		Follicular Lymphoma	NA EU Asia Oceania							

Immund	logy/Allergy										
	Code Name Generic Name	Mechanism of Action	Indication	Area			Stage		[In-House or Licensed]		
	Formulation		indication	7100	Ph I	Ph II	PhⅢ	Filed	Approved	Remarks	
\$4	KHK4827	Anti-IL-17 Receptor A	Systemic Sclerosis	JP						[Kirin-Amgen]	
¥		Fully Human Antibody	Palmoplantar Pustulosis	JP						product name in Japan: Lumicef	
									+	[In-House]	
¥		Anti-OX40 Fully Human Antibody	Atopic Dermatitis	JP NA EU						POTELLIGENT <sup>®</sup> Human Antibody-Producing Technology	
¥	©ASKP1240 Bleselumab Injection	Anti-CD40 Fully Human Antibody	Recurrence of Focal Segmental Glomerulosclerosis (FSGS) in de novo kidney transplant recipients							[In-House] Human Antibody-Producing Technology Jointly Developed with Astellas	



## IV. R&D Pipeline

Central	Nervous System	🆞 antibody §	protein 🔆 small molecule	🟓 Up		r Entity Dec. 31, 20 Dec. 31, 20				As of Mar. 31, 2021
	Code Name Generic Name	Mechanism of Action					Stage		[In-House or Licensed]	
	Formulation	Mechanism of Action	Indication	Area	Ph I	Ph II	PhⅢ	Filed	Approved	Remarks
*	KW-6002 Istradefylline Oral	Adenosine A2A Receptor Antagonist	Parkinson's Disease	EU						[In-House] product name in Japan:Nouriast, product name in U.S.: Nourianz
	KW-0761 Mogamulizumab Injection	Anti-CCR4 Humanized Antibody	HTLV-1 associated myelopathy (HAM)	JP						[In-House] POTELLIGENT <sup>®</sup> product name in Japan, U.S. and Europe: Poteligeo
*	© KW-6356 Oral	Adenosine A <sub>2A</sub> Receptor Antagonist/Inverse Agonist	Parkinson's Disease	JP						[In-House]
¥	© KHK6640 Injection	Anti–Amyloid Beta Peptide Antibody		JP EU						[Immunas Pharma]

	Code Name Generic Name	Mechanism of Action	Indication	Area			Stage	[In-House or Licensed]				
	Formulation	Mechanism of Action	Indication	Area	Ph I	Ph II	PhⅢ	Filed	Approved	Remarks		
KRN23 Burosum Injection			X-linked Hypophosphatemia (XLH)	CN BH					Ì			
				AU SA SG						[In-House] Human Antibody-Producing Technology Jointly Developed with Uitragenyx in US and EU product name in Japan, U.S. an Europe: Crysvita		
	Burosumab	Anti-FGF23 Fully Human Antibody		TL MY								
			Tumor Induced Osteomalacia (TIO)	CN								
				EU								
				СА					•			
			Aplastic Anemia Who Have Had an Inadequate Response to Conventional Therapy	Asia				PhⅡ/ PhⅢ				
Ê	AMG531 Romiplostim Injection	Thrombopoietin Receptor Agonist	r Idiopathic (Immune) Thrombocytopenic Purpura	CN						[Kirin-Amgen] product name in Japan: Romiplate		
			Aplastic Anemia Who Were Previously Untreated with Immunosuppressive Therapy	JP Asia				PhⅡ/ PhⅢ				
8	KW-3357 Antithrombin Gamma Injection	Recombinant Human	Disseminated Intravascular Coagulation, Congenital Antithrombin Deficiency	EU						[In-House] product name in Japan: Acoal		
4	KHK4951		Wet Age-Related Macular Degeneration	JP						[In-House]		