

# Results Presentation Fiscal 2020

Kyowa Kirin Co., Ltd.

The logo for Kyowa Kirin, featuring a stylized 'K' icon followed by the text 'KYOWA KIRIN' in a bold, sans-serif font. The logo is positioned on an orange semi-circular background element in the bottom right corner of the slide.

**KYOWA KIRIN**

# Agenda

FY2020 Financial Review & FY2021 Plan  
Shareholder Return Plan  
R&D Review  
Business Topics

President and Chief Executive Officer **Masashi Miyamoto, Ph.D.**

## Q&A

President and Chief Executive Officer **Masashi Miyamoto, Ph.D.**

Executive Officer, Head of Finance **Motohiko Kawaguchi**

Executive Officer, Vice President, Head of R&D **Yoshifumi Torii, Ph.D.**

Executive Officer, Head of Strategic Product Planning **Tomohiro Sudo**

*This document contains certain forward-looking statements relating to such items as the company's (including its domestic and overseas subsidiaries) forecasts, targets and plans. These forward-looking statements are based upon information available to the company at the present time and upon reasonable assumptions made by the company in making its forecasts, but the actual results in practice may differ substantially due to uncertain factors.*

*These uncertain factors include, but are not limited to, potential risks of the business activities in the pharmaceutical industry in Japan and overseas, intellectual property risks, risk of side effects, regulatory risks, product defect risks, risks of changes to the prices for raw materials, risks of changes to market prices, as well as risks of changes to foreign exchange rates and financial markets.*

*This document is used only for the purpose of providing the information to investors. Though it may contain the information concerning pharmaceutical products (including products under development), it is not for the purpose of promotion, advertising, or medical advice.*

# **FY2020 Financial Review & FY2021 Plan**

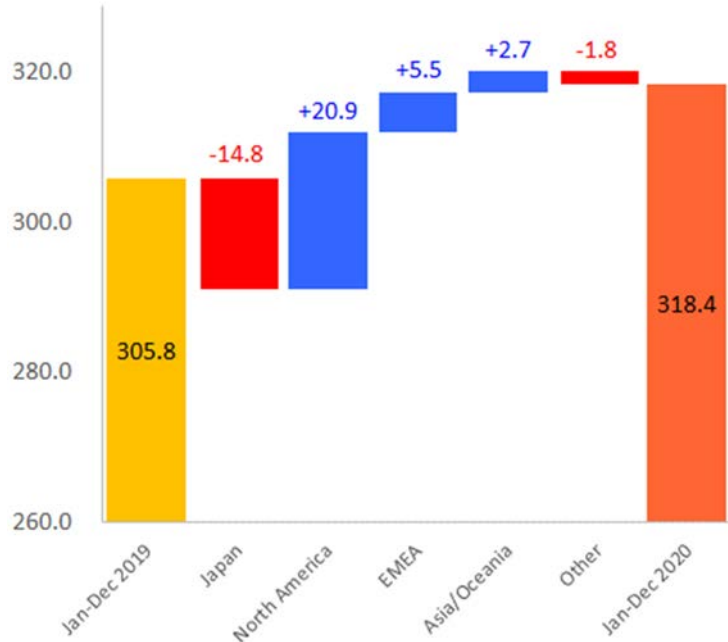
# Summary of Result & Plan

( Billion Yen / Rounded )

	2019 Result	2020 Result	Change	2020 Plan	Progress	2021 Plan	Change
Revenue <i>[Overseas Ratio]</i>	305.8 <i>[39%]</i>	318.4 <i>[48%]</i>	+12.5 (+4%)	313.0 <i>[47%]</i>	102%	351.0 <i>[54%]</i>	+32.6 (+10%)
Gross Profit <i>[Gross Profit Margin]</i>	226.2 <i>[74%]</i>	237.9 <i>[75%]</i>	+11.7 (+5%)	236.0 <i>[75%]</i>	101%	270.0 <i>[77%]</i>	+32.1 (+13%)
Core OP <i>[Core OP Margin]</i>	59.4 <i>[19%]</i>	60.0 <i>[19%]</i>	+0.6 (+1%)	60.0 <i>[19%]</i>	100%	65.0 <i>[19%]</i>	+5.0 (+8%)
Profit from continued operation	37.7	47.0	+9.4 (+25%)	44.0	107%		
Profit from discontinued operation	29.4	—	-29.4 (-)	—	—		
Profit	67.1	47.0	-20.1 (-30%)	44.0	107%	50.0	+3.0 (-6%)

# FY2019 vs FY2020 -Revenue-

**+12.5 billion yen  
(incl. forex effect -2.9)**



## ● Japan -14.8

In addition to newly-launched Crysvida, Romiplate (Additional indication), Rituximab BS (Penetration) and G-Lasta (Expanded market) made strong growth. However, Nesp (Shift to Nesp-AG) and Patanol/Allelock (Lower pollen) were down greatly. In addition, there were negative impact by NHI price-cut applied on Oct 2019 & Apr 2020 and the pandemic.

## ● North America +20.9 (incl. forex effect -0.9)

Crysvida (launched in 2018) maintained a steady growth. Nourianz (launched in 2019) was also up. Poteligeo was at the same level as 2019 due to the pandemic.

## ● EMEA +5.5 (incl. forex effect -1.1)

Crysvida (launched in 2018) maintained steady growth (including EAP revenue; label expanded to adolescent & adult in Sep). Poteligeo increased after its launch in Germany etc. On the other hand, Abstral was down due to emergence of generics.

## ● Asia/Oceania +2.7 (incl. forex effect -0.5)

Regpara kept growing in China.

## ● Other -1.8 (incl. forex effect -0.4)

- Sales royalties of Fasenna (Benralizumab) made steady growth, but revenue from FKB, contracted manufacturing, and exports etc shrank.

# Revenue of Major Items (Japan)

( Billion Yen / Rounded )

Item	2019 Result	2020 Result	Change	Reason
Nesp + Nesp-AG*	47.6	29.5	-18.1 (-38%)	Nesp-AG launched in Aug 2019 and Biosimilars' penetration
Nesp	33.6	4.4	-29.3 (-87%)	
Nesp-AG	14.0	25.4	+11.2 (+80%)	
Duvroq	—	0.6	+0.6 (—)	Launched in Aug 2020
Regpara	6.5	3.8	-2.7 (-41%)	Switch to Orkedia
Orkedia	6.9	9.1	+2.2 (+31%)	Steady market penetration
G-Lasta	24.6	26.7	+2.1 (+8%)	Market expansion
Poteligeo	2.0	2.1	+0.1 (+6%)	
Rituximab BS	9.7	11.8	+2.1 (+22%)	Market penetration
Romiplate	4.9	7.6	+2.8 (+57%)	Indication expanded in Jun 2019
Allelock	10.8	8.6	-2.2 (-21%)	Lower pollen and COVID-19
Patanol	13.6	10.6	-3.0 (-22%)	Lower pollen and COVID-19
Nourias	9.7	9.4	-0.4 (-4%)	COVID-19 and competitors
Haruropi	0.1	0.9	+0.8 (+878%)	Launched in Dec 2019
Crysvita	0.1	3.8	+37 (—)	Launched in Dec 2019
Tech-licensing	4.6	2.0	-2.6 (-57%)	FKB

2021 Plan	Change	Reason
23.2	-6.3 (-21%)	Biosimilars' penetration and NHI price-cut
3.8	-0.6 (-13%)	
19.4	-5.8 (-23%)	
4.0	+3.4 (+593%)	Market penetration
2.0	-1.8 (-48%)	Switch to Orkedia
10.4	+1.3 (+14%)	Switch from Regpara
29.8	+3.1 (+12%)	Market expansion
2.0	-0.1 (-5%)	
11.5	-0.3 (-2%)	NHI price-cut
8.7	+1.1 (+15%)	Market penetration
6.8	-1.8 (-21%)	Competitors
10.9	+0.3 (+3%)	
9.1	-0.3 (-3%)	Competitors
4.6	+3.6 (+402%)	Market penetration
5.5	+1.7 (+46%)	Market penetration
2.5	+0.5 (+23%)	

\* AG stands for Authorized Generic. Official product name is Darbeapoetin Alfa [KKF]. Kyowa Kirin Frontier is a marketing authorization holder; Kyowa Kirin is a distributor.

# Revenue of Major Items (Overseas)

( Billion Yen / Rounded )

Item	2019 Result	2020 Result	Change	Reason
Crysvita* <sup>1</sup>	32.5	54.4	+21.9 (+67%)	Market penetration and expanded indication (TIO in US & Adult in EU)
North America	25.1	42.4	+17.3 (+69%)	
EMEA	7.4	12.0	+4.6 (+61%)	
Poteligeo* <sup>2</sup>	10.8	11.5	+0.7 (+7%)	Launched in Germany in Jun 2020
Nourianz	0.1	2.6	+2.5 (—)	Launched in Oct 2019
Abstral	11.2	10.2	-1.0 (-9%)	Generic's emergence
Regpara	5.0	8.3	+3.3 (+66%)	Listed on Chinese NEDL* <sup>3</sup> in Oct 2018
Tech-licensing	13.3	17.5	+4.2 (+32%)	Growth of Benralizumab etc
Benralizumab	8.9	11.0	+2.1 (+24%)	
Royalty* <sup>4</sup>				

2021 Plan	Change	Reason
77.2	+22.8 (+42%)	Market penetration and market expansion
17.3	+5.8 (+50%)	Market penetration and market expansion
6.7	+4.1 (+158%)	Market penetration
8.1	-2.1 (-21%)	Generic's penetration
9.3	+1.0 (+12%)	Growth in China
23.7	+6.2 (+35%)	Growth of Benralizumab etc

\*1 Launched countries as of December 31, 2020 (excluding South America):

USA, Canada, Germany, Netherland, Luxembourg, England, Wales, North Ireland, Slovakia, Sweden, Israel, UAE, Czech, Denmark, Italy, Norway, Bahrain, Scotland, Oman, Kuwait, Qatar, Romania, Slovenia, France, Spain

\*2 Launched countries as of December 31, 2020:

USA, Germany, Austria, Luxembourg

\*3 National Essential Drug List

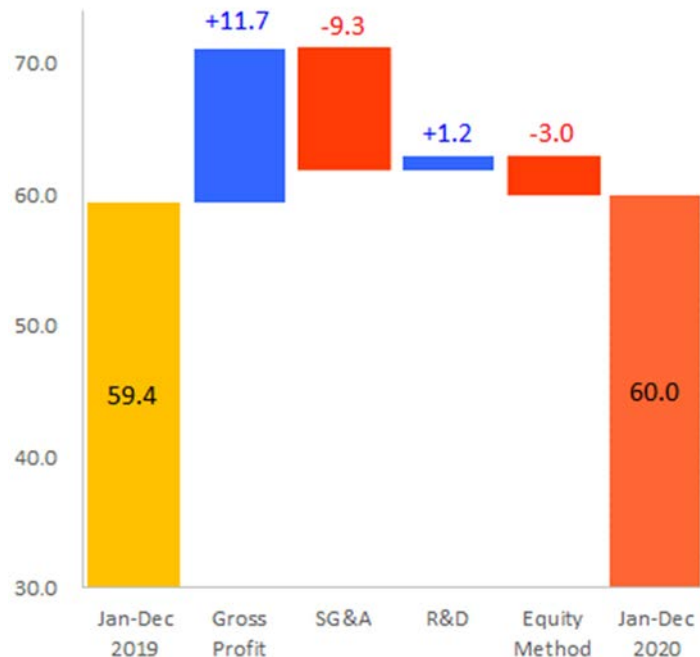
\*4 Sales royalties of Fasenna, marketed by AstraZeneca (Including our own estimation)

\*5 Revenue from Early Access Program (EAP) are not included in revenue of major items above.



# FY2019 vs FY2020 -Core OP-

**+0.6 billion yen  
(incl. forex effect -1.3)**



- **Gross Profit +11.7 (incl. forex effect -2.6)**

- Increased in conjunction with 12.5B yen rise in revenue. Gross profit margin made 1 point improvement from 74% to 75%.

- **SG&A -9.3 (incl. forex effect +1.0)**

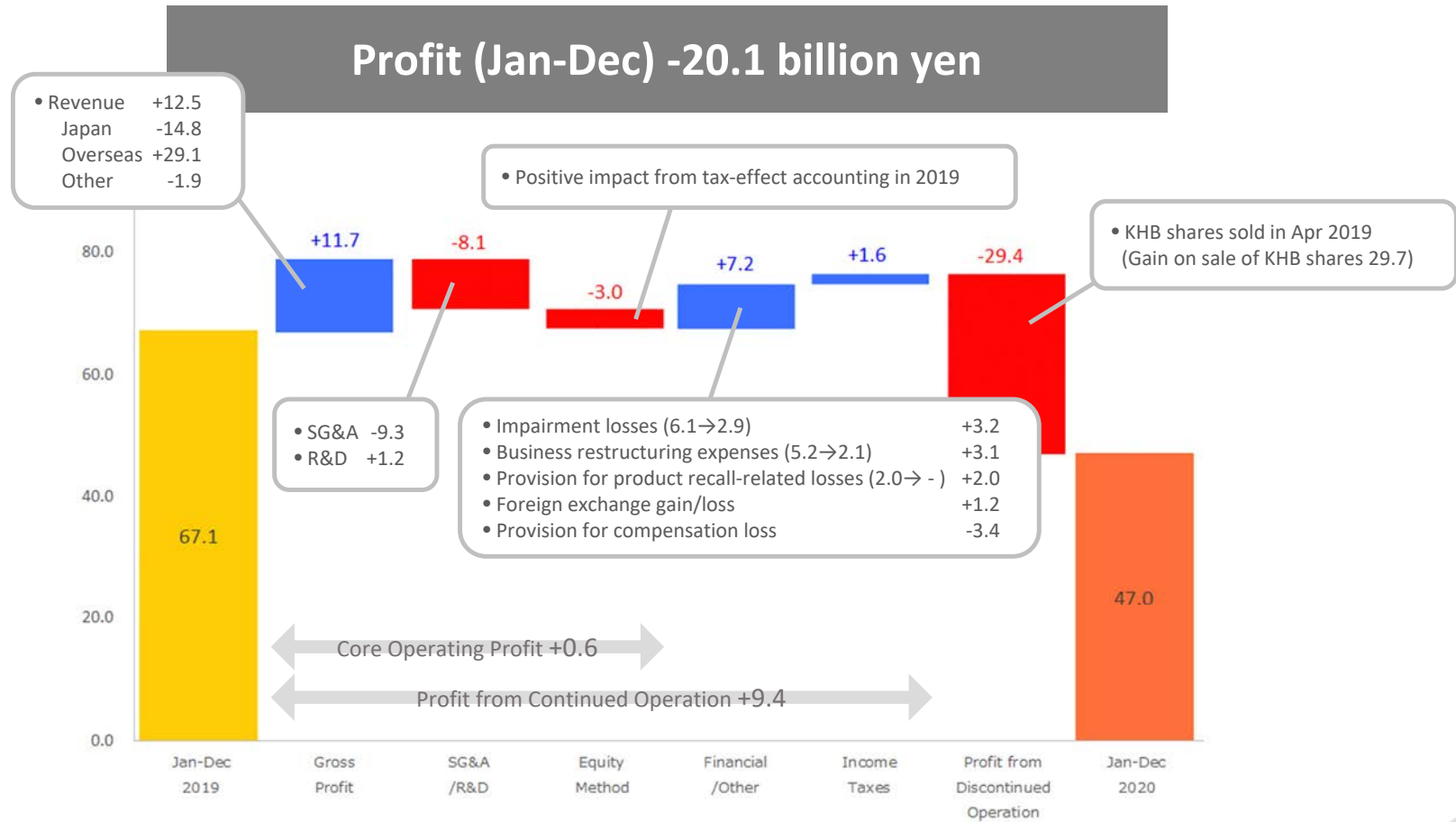
- Increased selling and launch readiness expenses in the EU/US market, including Crysvida's profit sharing expenses in North America.

- **R&D +1.2 (incl. forex effect +0.3)**

- **Gain/Loss on Equity Method -3.0**

- Sales of Hulio (FKB327, Adalimumab BS) increased. However, there was one-time positive impact related to tax-effect accounting (recognition of differed tax assets based on future taxable income) in 2019.

# FY2019 vs FY2020 -Profit-



# FY2021 Plan

( Billion Yen / Rounded )

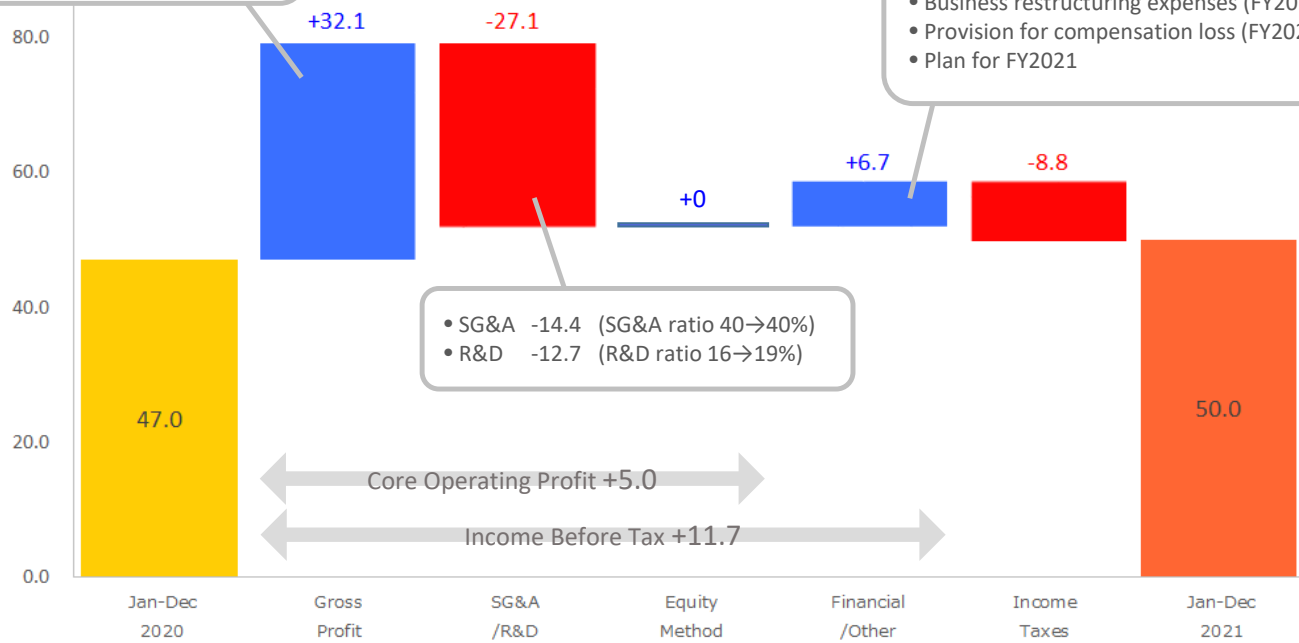
	2019 Result	2020 Result	2021 Plan	Change
Revenue <i>[Overseas Ratio]</i>	305.8 <i>[39%]</i>	318.4 <i>[48%]</i>	351.0 <i>[54%]</i>	+32.6 (+10%)
Gross Profit <i>[Gross Profit Margin]</i>	226.2 <i>[74%]</i>	237.9 <i>[75%]</i>	270.0 <i>[77%]</i>	+32.1 (+13%)
SG&A <i>[S&amp;G Ratio]</i>	117.3 <i>[38%]</i>	126.6 <i>[40%]</i>	141.0 <i>[40%]</i>	+14.4 (+11%)
R&D <i>[R&amp;D Ratio]</i>	53.5 <i>[17%]</i>	52.3 <i>[16%]</i>	65.0 <i>[19%]</i>	+12.7 (+24%)
Gain/Loss on Equity Method	4.0	1.0	1.0	+0.0 (+4%)
Core Operating Profit <i>[Core OP Margin]</i>	59.4 <i>[19%]</i>	60.0 <i>[19%]</i>	65.0 <i>[19%]</i>	+5.0 (+8%)
<b>Profit</b>	<b>37.7</b> (Only Continued Business)	<b>47.0</b>	<b>50.0</b>	<b>+3.0 (+6%)</b>

# FY2020 vs FY2021 (Plan) -Profit-

**Profit (Jan-Dec) +3.0 billion yen**

- Revenue +32.6
- Japan -4.9 (Nesp-AG -5.8)
- Overseas +30.8 (Global 3 products +32.7)
- Other +6.8 (Tech-licensing +6.7)

- Impairment losses (FY2020) +2.9
- Business restructuring expenses (FY2020) +2.1
- Provision for compensation loss (FY2020) +3.4
- Plan for FY2021 -1.0

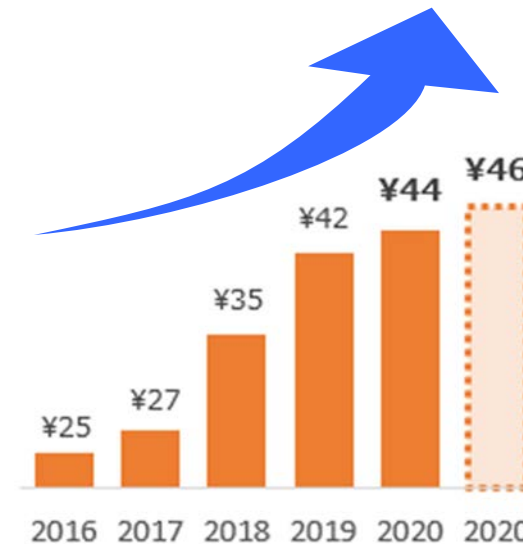


# Shareholder Return Plan

# Shareholder Return Plan

- ✓ FY2020 dividend to be **44** yen, and FY2021 planned to be **46** yen
- ✓ **Consecutive up** during FY16-20 term aiming “Leap forward to GSP”
- ✓ 5yr average payout ratio is **39.7%** (against the policy to make it approx. 40%)

Year	Dividend (yen)		Payout Ratio <sup>*1</sup>	Return on Equity	
	Interim	Year-end			
2016	12.50	12.50	25.00	44.9%	5.3%
2017	12.50	14.50	27.00	34.4%	7.2%
2018	15.00	20.00	35.00	35.2%	8.6%
2019 <sup>*2</sup>	20.00	22.00	42.00	33.7%	10.1%
2020	22.00	22.00	44.00	50.3%	6.8%
2021 (Plan)	23.00	23.00	46.00	48.5%	7.0%



\*1 Payout ratio for 2021 is the one based on the core earnings (Profit - Other income/loss - Income tax related to the other income/loss)

\*2 Repurchase of 10.7M own shares (¥22.6B) executed on February 6, 2019. Total return ratio is 67.3% in 2019.

# R&D Review

## Key Development Updates in 20Q4

- **Initiation of the pivotal phase 2 study of ME-401 for the treatment of indolent B-cell non-Hodgkin's lymphoma in Japan (October)**
- **Announcement of the positive phase 2b results for KW-6356 in patients with Parkinson's disease in Japan (October)**
- **Presentation of phase 2 study data on KHK7791 for the treatment of hemodialysis patients with hyperphosphatemia in Japan at ASN (October)**
- **Marketing authorization application of KRN23 for TIO in China (October)**
- **Approval of marketing authorization of KHK4827 for psoriasis in Malaysia (November) and partial change approval for the treatment of ankylosing spondylitis and non-radiographic axial spondyloarthritis in Japan (November)**
- **Completion of phase 1 study of automated injection device of KRN125 (G-lasta®) in Japan**  
 > To be filed during 21Q3 in collaboration with Terumo Corporation
- **Initiation of an innovative collaboration with Axcelead in small-molecule drug development in Japan (October)**
- **Initiation of an AI-powered novel target discovery collaboration with InveniAI (December)**



## Key Development Updates after December

- **Initiation of the phase 3 study of RTA 402 for autosomal dominant polycystic kidney disease in Japan (January)**
- **Approval of marketing authorization of KRN23 for XLH in China (January)**
- **Marketing authorization application of KRN23 for TIO in Europe (January)**

# Business Topics

## Key Business Updates in 20Q4 and in January 2021

- **Started construction on the New Quality Building (biopharmaceutical analysis facility) at the Takasaki Plant in Japan (October 2020)**
- **Approval for Partial Change of Rituximab Biosimilar for the treatment of acquired thrombotic thrombocytopenic purpura in Japan (November 2020)**
- **Crysvita<sup>®</sup> has become available to be reimbursed as a self-injection formulation in Japan (December 2020)**
- **Approval of Dovobet<sup>®</sup> Foam for Psoriasis Vulgaris in Japan (January 2021)**

# Appendix

# FOREX Information

## Average FOREX Rate

(Yen)

Currency	2019 Results	2020 Results	Change	2021 Plan
USD/JPY	109	107	-2	105
GBP/JPY	140	137	-3	140

## FY2020 FOREX Impact (YoY)

(Billion yen)

Currency	Revenue	Core OP
USD/JPY	-1.3	-0.7
GBP/JPY	-1.1	-0.3

## FY2021 Currency Fluctuation Sensitivity

(Billion yen)

Currency	Changes	Revenue	Core OP
USD/JPY	+1 yen	-0.9	-0.5
GBP/JPY	+1 yen	-0.4	-0.1

# Key Progress in Development (2020)

Note: Listed events were completed between January 1<sup>st</sup>, 2020 and December 31<sup>st</sup>, 2020.

Month	Generic name	Code	Indication	Country/region	Event
Jan.	Istradefylline	KW-6002	Parkinson's disease	EU	Accepted MAA
Feb.	Pegfilgrastim	KRN125	Chemotherapy induced febrile neutropenia	JP	Initiated phase 1 study
Feb.	Burosumab	KRN23	Tumor-induced osteomalacia	NA	Accepted sBLA submission & priority review designation
May	Zandelisib	ME-401	follicular lymphoma and other B-cell malignancies	NA	Presented phase 1b data at ASCO
Jun.	Tenapanor	KHK7791	Hemodialysis patients with hyperphosphatemia	JP	Presented phase 2 data at ERA-EDTA
Jun.	Burosumab	KRN23	Tumor Induced osteomalacia	NA	Approved sBLA
Jul.	Burosumab	KRN23	Adult XLH	EU	Received positive CHMP opinion
Sep.	Burosumab	KRN23	Adult XLH	EU	Approved expanded MAA
Oct.	Zandelisib	ME-401	Indolent B-cell non-Hodgkin's Lymphoma	JP	Initiated phase 2 study
Oct.	-	KW-6356	Parkinson's disease	JP	Met phase 2b primary endpoint
Oct.	Tenapanor	KHK7791	Hemodialysis patients with hyperphosphatemia	JP	Presented phase 2 data at ASN
Nov.	Brodalumab	KHK4827	Ankylosing spondylitis and Non-radiographic axial spondyloarthritis	JP	Approved partial change

<sup>1</sup> Filled indication is an adjunctive treatment to levodopa-based regimens in adult patients with Parkinson's disease experiencing "OFF" time

EU: Europe, JP: Japan, NA: North America

# Submission Plan of Major Pipeline

As of December 31<sup>st</sup>, 2020

Generic name	Code	Indication	Country/region	2020 H1	2020 H2	2021H1	2021H2
Brodalumab	KHK4827	Psoriasis	CN	+			
Brodalumab	KHK4827	Psoriasis	AS		+ <sup>5</sup>		
Brodalumab	KHK4827	Ankylosing spondylitis, non-radiographic axial spondyloarthritis	JP		+		
Brodalumab	KHK4827	Psoriatic arthritis	TW	Filed	+		
Burosumab <sup>1</sup>	KRN23	XLH (adult)	EU		+		
Burosumab	KRN23	XLH <sup>2</sup>	AS	+ <sup>4</sup>	Filed <sup>6/ +7</sup>		
Burosumab <sup>1</sup>	KRN23	Tumor-induced osteomalacia	NA EU CN	+	Filed <sup>8</sup>	Submission <sup>9</sup>	
Istradefylline	KW-6002	Parkinson's disease	EU			+	
Romiplostim	AMG531	Aplastic anemia <sup>3</sup>	TW		+		
Romiplostim	AMG531	ITP	CN			+	
Darbepoietin alfa	KRN321	Renal anemia on hemodialysis	CN	+			
Pegfilgrastim	KRN125	Mobilization of HSCs into peripheral blood	JP			Submission	
Pegfilgrastim	KRN125	Chemotherapy-induced febrile neutropenia	JP				Submission <sup>10</sup>
Bardoxolone methyl	RTA 402	Alport syndrome	JP			Submission	

<sup>1</sup> Jointly developed with Ultragenyx; <sup>2</sup> Approved indications are FGF23-related hypophosphatemic rickets and osteomalacia in Korea; <sup>3</sup> Aplastic anemia in patients who have had an inadequate response to conventional therapy; <sup>4</sup> Hong Kong; <sup>5</sup> Macau; <sup>6</sup> Australia; <sup>7</sup> Korea and Taiwan, China; <sup>8</sup> China; <sup>9</sup> Europe; <sup>10</sup> Automated injection device  
 AS: Asia, CN: China, EU: Europe, JP: Japan, NA: North America, TW: Taiwan

+	Estimated time of regulatory decisions
	Completed
	Planned

# Development Plan of Major Pipeline

As of December 31<sup>st</sup>, 2020

Generic name	Code	Indication	Country/region	2020	2021	2022	+
Bardoxolone methyl	RTA 402	Diabetic kidney disease	JP	Phase 3			
Bleselumab <sup>1</sup>	ASKP1240	Recurrence of FSGS in <i>de novo</i> kidney transplant	NA	Phase 2			
Entinostat	KHK2375	Breast cancer	JP	Phase 2			
Evocalcet	KHK7580	SHPT	AS	Phase 3			
-	KHK4083	Atopic dermatitis	JP NA EU	Phase 2		Phase 3	
-	KW-6356	Parkinson's disease	JP	Phase 2		Phase 3	
Tenapanor	KHK7791	Hemodialysis patients with hyperphosphatemia	JP	Phase 2		Phase 3	
Zandelisib	ME-401	Follicular lymphoma <sup>3</sup>	NA EU etc	Phase 2			
Zandelisib	ME-401	Marginal zone lymphoma <sup>3</sup>	NA EU etc	Phase 2			
Zandelisib	ME-401	Follicular lymphoma <sup>4</sup> /marginal zone lymphoma <sup>4</sup>	JP NA EU etc	Phase 3			
Zandelisib	ME-401	Indolent B-cell non-Hodgkin's lymphoma <sup>3</sup>	JP	FPI Phase 2			
Antithrombin gamma	KW-3357	Preeclampsia	JP	Phase 3			
Brodalumab	KHK4827	Systemic sclerosis	JP	Phase 3			
Brodalumab	KHK4827	Palmoplantar pustulosis	JP	Phase 3			
Mogamulizumab	KW-0761	HAM	JP	Phase 3			
Pegfilgrastim	KRN125	Mobilization of HSCs into peripheral blood	JP	Phase 2			
Romiplostim	AMG531	Aplastic anemia <sup>2</sup>	JP AS	Phase 2/3			



© Kyowa Kirin Co., Ltd. <sup>1</sup> Jointly developed with Astellas; <sup>2</sup> Aplastic anemia who were previously untreated with immunosuppressive therapy; <sup>3</sup> Third-line therapy; <sup>4</sup> Second-line therapy; AS: Asia, EU: Europe, JP: Japan, NA: North America, etc: others



# Estimated Annual Incidence/Prevalence

Disease	Country /Region	Estimated # of Incidence (i) or Prevalence (p)	Source
ATL	Japan	i: 1,150 per year p: 2,000	i: Survey and countermeasures to HTLV-1 infection and related diseases in Japan. 2009 summary research report (Yamaguchi, 2010); p: Ministry of Health, Labour and Welfare: 2017 Patient survey (illness classification)
PTCL	Japan	p: 1,000	Ministry of Health, Labour and Welfare: 2017 Patient survey (illness classification)
CTCL	Japan	p: 2,000	Ministry of Health, Labour and Welfare: 2017 Patient survey (illness classification)
CTCL	U.S.	i: 1,500 per year	SEER Data (2001-2007)
XLH	Japan	p: 5,000 (adult), 1,000 (ped.)	Estimate based on reported prevalence of 1 in 20,000 people; Nationwide survey of fibroblast growth factor 23 (FGF23)-related hypophosphatemic diseases in Japan: prevalence, biochemical data and treatment. (Endo I et al., Endocr J., 2015)
XLH	Europe	p: 12,000 (adult), 3,000 (ped.)	Estimate based on reported prevalence of 1 in 20,000 people
XLH	U.S.	p: 12,000 (adult), 3,000 (ped.)	Estimate based on reported prevalence of 1 in 20,000 people; New perspectives on the biology and treatment of X-linked hypophosphatemic rickets. (Carpenter TO, Pediatr Clin North Am., 1997)
TIO/ENS	Japan	p: 30 (TIO)	2010 Ministry of Health, Labour and Welfare Epidemiological Research on abnormalities in Hormone Receptor Mechanisms
TIO/ENS	U.S.	p: 500 - 1,000	Survey by Ultragenyx Pharmaceutical
PD	Japan	p: 162,000	Ministry of Health, Labour and Welfare: 2017 Patient survey (illness classification)
PD	U.S.	p: more than 570,000	Study by Decision Resources
AD	U.S.	p: 9,000,000 - 17,000,000	Studies by Decision Resources and Global Data
CKD	Japan	p: 13,300,000	Clinical Practice Guidebook for Diagnosis and Treatment of Chronic Kidney Disease (2012)
AA	Japan	i: 1,000 per year	Cited from the website of Japan Intractable Diseases Information Center <a href="https://www.nanbyou.or.jp/entry/106">https://www.nanbyou.or.jp/entry/106</a> Accessed January 29, 2021.
ITP	Japan	i: 3,000 per year p: 20,000	Cited from the website of Japan Intractable Diseases Information Center <a href="https://www.nanbyou.or.jp/entry/157">https://www.nanbyou.or.jp/entry/157</a> Accessed January 29, 2021.
HAM	Japan	i: 30 per year p: 3,000 - 3,600	HTLV-1 associated myelopathy (HAM) practice guideline 2019
FL	U.S.	i: 15,000 per year	Cited from Cancer.net <a href="https://www.cancer.net/">https://www.cancer.net/</a> Accessed January 29, 2021.
FL	Japan	i: 6,750 per year	Cited from Cancer Registry and Statistics. Cancer Information Service, National Cancer Center, Japan (Ministry of Health, Labour and Welfare, National Cancer Registry) and Epidemiology of malignant lymphoma and recent progress in research on adult T-cell leukemia/lymphoma in Japan (Miyoshi H et al., Int J Hematol, 2018)
MZL	U.S.	i: 6,000 per year	Cited from Lymphoma.org <a href="https://lymphoma.org/">https://lymphoma.org/</a> Accessed January 29, 2021.
MZL	Japan	i: 1,060 per year	Cited from Cancer Registry and Statistics. Cancer Information Service, National Cancer Center, Japan (Ministry of Health, Labour and Welfare, National Cancer Registry) and Epidemiology of malignant lymphoma and recent progress in research on adult T-cell leukemia/lymphoma in Japan (Miyoshi H et al., Int J Hematol, 2018)

# Crysvita - Collaboration with Ultragenyx -

	Kyowa Kirin Group	Ultragenyx
U.S.A /Canada	<ul style="list-style-type: none"> <li>● Books sales</li> <li>● For first 5 years, splits profits in half</li> <li>● After 5 years, pays mid to high 20% range sales royalty</li> </ul>	<ul style="list-style-type: none"> <li>● For first 5 years, splits profits in half</li> <li>● After 5 years, receives mid to high 20% range sales royalty</li> </ul>
Europe	<ul style="list-style-type: none"> <li>● Books sales</li> <li>● Pay up to 10% sales royalty to Ultragenyx</li> </ul>	<ul style="list-style-type: none"> <li>● Receives up to 10% sales royalty</li> </ul>
Latin America	<ul style="list-style-type: none"> <li>● Receives low single-digit sales royalty from Ultragenyx</li> </ul>	<ul style="list-style-type: none"> <li>● Books sales</li> <li>● Pays low single-digit sales royalty</li> </ul>
Turkey	<ul style="list-style-type: none"> <li>● Receives up to 20% sales royalty from Ultragenyx</li> <li>● Retains an option to take over commercialization rights after a certain period</li> </ul>	<ul style="list-style-type: none"> <li>● Books sales</li> <li>● Pays up to 20% sales royalty</li> </ul>
Japan/Asia /ROW	<ul style="list-style-type: none"> <li>● Books sales</li> </ul>	

\* Kyowa Kirin supplies commercial products in all regions.

# List of Acronyms

AA	Aplastic Anemia
AD	Atopic Dermatitis
AG	Authorized Generic
ATL	Adult T-Cell Leukemia/Lymphoma
BS	Biosimilar
CKD	Chronic Kidney Disease
CKD-MBD	Chronic Kidney Disease-Mineral and Bone Disorder
DKD	Diabetic Kidney Disease
ENS	Epidermal Nevus Syndrome
FL	Follicular Lymphoma
FSGS	Focal Segmental Glomerulosclerosis
HAM	HTLV-1 Associated Myelopathy
ITP	Idiopathic Thrombocytopenic Purpura
MBD	Mineral and Bone Disorder
MZL	Marginal Zone Lymphoma
PD	Parkinson's Disease
PHPT	Primary Hyperparathyroidism
PTCL	Peripheral T-Cell Lymphoma
SHPT	Secondary Hyperparathyroidism
TIO	Tumor Induced Osteomalacia
XLH	X-linked Hypophosphatemia



Kyowa Kirin Co., Ltd.  
Corporate Communications Dept., IR Group  
+81-3-5205-7206 / [ir@kyowakirin.com](mailto:ir@kyowakirin.com)