

## Whom It May Concern

Company: KYORIN Holdings, Inc.  
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The Revision of Consolidated Financial Forecasts  
for Fiscal Year Ending March 31, 2021

TOKYO, Japan (November 5, 2020) —KYORIN Holdings, Inc., today announced that, at a meeting of the Board of Directors held on November 5, 2020, the Company made the following revisions to the consolidated earnings forecasts for the fiscal year ending March 31, 2021 disclosed (at the time of the financial results announcement) on May 12, 2020.

## 1. The Revision of Consolidated Financial Forecasts for Fiscal Year Ending March 31, 2021

(Unit: Millions of yen)

	Net sales	Operating Income	Ordinary income	Net income	Basic earnings per share (yen)
Original forecast (A)	115,500	9,700	10,200	7,600	132.67
<b>Revised forecast (B)</b>	<b>108,000</b>	<b>7,800</b>	<b>8,400</b>	<b>7,200</b>	<b>125.68</b>
Change (B-A)	−7,500	−1,900	−1,800	−400	—
Change (%)	−6.5	−19.6	−17.6	−5.3	—
(for reference) Results of the previous period	109,983	7,503	8,175	6,149	107.35

## 2. Reason for revision of consolidated financial forecast

Taking into account the results for the first half of the current fiscal year and the impact of the COVID-19 from the third quarter onward (October 1st - March 31st, 2021), we will revise the sales downward.

In terms of profits, gross profit is expected to decrease as sales decrease. On the other hand, R & D expenses are expected to exceed initial expectations due to a lump-sum contract payment associated with a license agreement for development of candidate compounds, while SG&A (excluding R & D expenses) will be reduced from the initial forecast. However such reduction is not expected to absorb the decrease in gross profit, so we will revise operating income, ordinary income and profit attributable to owners of parent downward.

There is no change to the dividend forecast announced on May 12, 2020 (annual dividend of 75 yen per share).

(Note) The above forecasts are based on information that is currently available and actual results may differ materially from those in the forecasts.

## Supplementary material

### 1. About Sales

unit : ¥ billion

	FY2019(A)	FY2020 (B) (original forecast)	<b>FY2020(C) (revised forecast)</b>	Change (C)–(A)	Change (C)–(B)
Sales	110.0	115.5	<b>108.0</b>	−2.0	−7.5
New ethical drugs, etc. (Japan)	77.5	79.7	<b>73.8</b>	−3.7	−5.9
New ethical drugs (Overseas)	1.5	1.0	<b>1.1</b>	−0.4	+0.1
Generic drugs	31.0	34.9	<b>33.0</b>	+2.0	−1.9

### 2. About Main Product Sales

unit : ¥ billion

	FY2019(A)	FY2020(B) (original forecast)	<b>FY2020(C) (revised forecast)</b>	Change (C)–(A)	Change (C)–(B)
New ethical drugs, etc. (Japan)					
Flutiform	14.6	15.0	<b>14.5</b>	−0.1	−0.5
Desalex	2.6	8.8	<b>7.5</b>	+4.9	−1.3
Beova	4.3	7.0	<b>7.3</b>	+3.0	+0.3
Lasvic tablets	1.1	4.1	<b>1.7</b>	+0.6	−2.4
Pentasa	13.3	11.7	<b>12.5</b>	−0.8	+0.8
Uritos(KYORIN)	5.8	2.7	<b>2.2</b>	−3.6	−0.5
Nasonex	6.0	2.6	<b>2.4</b>	−3.6	−0.2
Kipres(for adult)	5.3	4.2	<b>3.8</b>	−1.5	−0.4
Kipres(for children)	6.5	5.3	<b>4.3</b>	−2.2	−1.0
Mucodyne	5.8	4.9	<b>3.3</b>	−2.5	−1.6
Milton	2.4	2.2	<b>2.3</b>	−0.1	+0.1
Generic drugs					
MONTELUKAST Tablets “KM” ※ <sub>1</sub>	11.5	10.7	<b>10.2</b>	−1.3	−0.5
Mometasone Nasal 50 µg “KYORIN” ※ <sub>2</sub>	2.8	3.5	<b>3.5</b>	+0.7	±0
Imidafenacin tablets & OD “KYORIN” ※ <sub>3</sub>	—	1.0	<b>0.8</b>	+0.8	−0.2

※<sub>1</sub> Authorized generic drug for KIPRES

※<sub>2</sub> Authorized generic drug for Nasonex

※<sub>3</sub> Authorized generic drug for Uritos