

# Kyowa Kirin Co., Ltd.

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

(January 1, 2021 - December 31, 2021)

- These materials were made as a supplement to the Kessan Tanshin (Consolidated Financial Summary, IFRS), disclosed at the Tokyo Stock Exchange on February 7, 2022 for Fiscal 2021, from January 1, 2021 to December 31, 2021.
- 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.
- Figures presented in these materials have been rounded to the nearest tenth.
- Figures inside parenthesis presented in these materials indicate negative values.

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The average exchange rates for each period were as follows:

*Unit: Yen*

	FY 2020 results				FY 2021 results				FY 2022 forecasts
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Dec
USD	110	109	108	107	105	107	108	109	110
GBP	143	138	137	137	143	147	149	150	150
CNY	15.7	15.5	15.4	15.5	16.1	16.4	16.6	16.9	17.1

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**I. Consolidated Financial Results**
**1. Trends in consolidated profit**

&lt;Accumulative&gt;

The "\*" symbol indicates financial KPIs (numerical guidance) that were set as targets in the FY2021-2025 Medium Term Business Plan.

Unit: Billions of yen

	FY 2020 results				FY 2021 results				FY 2022 forecasts				FY2021-2025 Medium Term Business Plan Financial KPIs	
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Change amount	Rate of change	Jan - Dec latest forecasts	% of forecasts		Jan - Dec
Revenue	77.3	157.8	234.0	318.4	81.1	165.0	254.0	352.2	33.9	11%	351.0	100%	380.0	8%
★ CAGR (compared to FY 2020)	-	-	-	-	-	-	-	-	10.8%	-	10.3%	-	9.3%	-
Cost of sales	(19.4)	(41.0)	(58.6)	(80.4)	(22.4)	(41.2)	(64.1)	(87.8)	(7.4)	9%	(81.0)	108%	(82.0)	(7)%
Gross profit	57.9	116.9	175.4	237.9	58.7	123.8	189.9	264.4	26.5	11%	270.0	98%	298.0	13%
Gross profit to revenue ratio	74.9%	74.1%	74.9%	74.7%	72.4%	75.0%	74.8%	75.1%	-	-	76.9%	-	78.4%	-
Selling, general and administrative expenses	(29.7)	(58.2)	(88.1)	(126.6)	(31.7)	(67.2)	(104.1)	(145.6)	(19.0)	15%	(141.0)	103%	(164.0)	13%
Research and development expenses	(11.8)	(24.1)	(37.0)	(52.3)	(12.2)	(26.5)	(40.2)	(57.7)	(5.4)	10%	(65.0)	89%	(70.0)	21%
★ R&D expense ratio	15.3%	15.3%	15.8%	16.4%	15.0%	16.1%	15.8%	16.4%	-	-	18.5%	-	18.4%	-
Share of profit (loss) of investments accounted for using equity method	0.4	(0.1)	0.5	1.0	0.6	0.9	1.3	4.6	3.6	374%	1.0	457%	3.0	(34)%
Core operating profit	16.8	34.5	50.7	60.0	15.5	30.9	46.8	65.7	5.7	10%	65.0	101%	67.0	2%
★ Core operating profit ratio	21.7%	21.8%	21.7%	18.8%	19.1%	18.8%	18.4%	18.6%	-	-	18.5%	-	17.6%	-
Other income	0.2	0.7	1.0	1.7	0.2	0.4	0.7	1.0	(0.7)	(40)%				
Other expenses	(1.9)	(5.3)	(8.7)	(10.8)	(0.2)	(1.1)	(5.8)	(6.6)	4.2	(39)%				
Finance income (costs)	0.4	1.0	1.2	1.5	0.6	0.9	0.1	(0.0)	(1.5)	-				
Profit before tax	15.5	30.9	44.2	52.3	16.2	31.1	41.9	60.1	7.8	15%	64.0	94%	66.0	10%
Income tax expense	(1.7)	(3.1)	(6.7)	(5.2)	(3.2)	(6.0)	(9.0)	(7.7)	(2.5)	47%	(14.0)	55%	(13.0)	69%
Ratio of income tax burden	10.8%	10.0%	15.2%	10.0%	20.0%	19.4%	21.4%	12.8%	-	-	21.9%	-	19.7%	-
Profit	13.8	27.8	37.5	47.0	12.9	25.1	32.9	52.3	5.3	11%	50.0	105%	53.0	1%
Profit to revenue ratio	17.9%	17.6%	16.0%	14.8%	15.9%	15.2%	13.0%	14.9%	-	-	14.2%	-	13.9%	-

EPS (¥/share)	25.78	51.76	69.80	87.56	24.05	46.67	61.25	97.43	9.87	-	93.08		98.64	
Core EPS (¥/share) <sup>1</sup>				102.95	24.00	47.75	68.62	106.57	3.61	-	94.94		100.13	
Annual dividend (¥/share)				44.00				46.00	2.00		46.00		48.00	
★ Dividend payout ratio (%) <sup>2</sup>				50.3				43.2	(7.1)		48.5		47.9	
★ ROE (%)				6.8				7.3	0.5		7.0		7.1	

<sup>1</sup> 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.

<sup>2</sup> Dividend payout ratio is shown based on EPS until 2020 and based on core EPS in 2021 and 2022.

&lt;Quarterly&gt;

Unit: Billions of yen

	FY 2020 results				FY 2021 results				Change amount	Rate of change
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec		
Revenue	77.3	80.5	76.2	84.3	81.1	83.9	88.9	98.3	13.9	17%
Cost of sales	(19.4)	(21.5)	(17.7)	(21.8)	(22.4)	(18.9)	(22.9)	(23.7)	(1.9)	9%
Gross profit	57.9	59.0	58.5	62.5	58.7	65.0	66.1	74.5	12.0	19%
Gross profit to revenue ratio	74.9%	73.3%	76.8%	74.2%	72.4%	77.5%	74.3%	75.8%	-	-
Selling, general and administrative expenses	(29.7)	(28.5)	(29.9)	(38.5)	(31.7)	(35.6)	(36.9)	(41.5)	(3.0)	8%
Research and development expenses	(11.8)	(12.3)	(13.0)	(15.3)	(12.2)	(14.3)	(13.7)	(17.4)	(2.2)	14%
★ R&D expense ratio	15.3%	15.2%	17.0%	18.1%	15.0%	17.0%	15.4%	17.8%	-	-
Share of profit (loss) of investments accounted for using equity method	0.4	(0.5)	0.6	0.5	0.6	0.3	0.4	3.3	2.8	597%
Core operating profit	16.8	17.7	16.2	9.3	15.5	15.4	15.9	18.9	9.6	104%
★ Core operating profit ratio	21.7%	22.0%	21.3%	11.0%	19.1%	18.4%	17.8%	19.2%	-	-
Other income	0.2	0.4	0.3	0.7	0.2	0.1	0.4	0.2	(0.4)	(63)%
Other expenses	(1.9)	(3.4)	(3.4)	(2.1)	(0.2)	(0.9)	(4.7)	(0.8)	1.3	(61)%
Finance income (costs)	0.4	0.7	0.2	0.3	0.6	0.3	(0.8)	(0.1)	(0.4)	-
Profit before tax	15.5	15.4	13.3	8.1	16.2	14.9	10.8	18.2	10.1	125%
Income tax expense	(1.7)	(1.4)	(3.6)	1.5	(3.2)	(2.8)	(3.0)	1.3	(0.2)	(12)%
Profit	13.8	14.0	9.7	9.5	12.9	12.2	7.8	19.4	9.9	104%
Profit to revenue ratio	17.9%	17.3%	12.7%	11.3%	15.9%	14.5%	8.8%	19.8%	-	-

## 2. Revenue by regional control function

Unit: Billions of yen

	FY 2020 results				FY 2021 results					FY 2022 forecasts
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Change amount	Jan - Dec
Japan	41.1	82.1	119.5	159.9	39.2	76.7	114.9	156.9	(3.1)	149.0
North America	13.2	27.6	43.7	59.9	15.9	34.6	54.2	78.8	18.9	100.9
EMEA	11.6	25.1	36.3	48.4	12.0	25.9	39.8	56.1	7.7	62.5
Asia/Oceania	5.8	12.3	19.1	25.9	6.9	14.3	22.1	28.4	2.5	26.6
Others	5.5	10.7	15.4	24.2	7.1	13.6	23.0	32.1	7.9	41.0
<b>Total consolidated revenue</b>	<b>77.3</b>	<b>157.8</b>	<b>234.0</b>	<b>318.4</b>	<b>81.1</b>	<b>165.0</b>	<b>254.0</b>	<b>352.2</b>	<b>33.9</b>	<b>380.0</b>

\* Revenue by regional control function 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 revenue from technology out-licensing, original equipment manufacturing, etc.

## 3. Revenue by location of customer

Unit: Billions of yen

	FY 2020 results					FY 2021 results					FY 2022 forecasts	
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Percentage of consolidated revenue	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Percentage of consolidated revenue	Jan - Dec	Percentage of consolidated revenue
Japan	43.4	86.0	124.8	166.6	52%	40.9	79.9	119.1	162.0	46%	154.5	41%
International	33.9	71.8	109.2	151.7	48%	40.3	85.1	134.9	190.3	54%	225.5	59%
Americas	15.8	32.5	50.9	72.2	23%	20.6	43.4	69.9	102.2	29%	133.5	35%
Of which, the U.S.	15.5	31.8	49.5	70.3	22%	20.0	41.7	67.9	99.3	28%		
Europe	11.1	23.9	35.4	48.5	15%	11.3	24.4	38.2	53.4	15%	61.0	16%
Asia	7.0	15.2	22.8	30.8	10%	8.2	17.1	26.7	34.5	10%	31.0	8%
Others	0.0	0.2	0.1	0.2	0%	0.0	0.1	0.1	0.2	0%	0.0	0%
<b>Total consolidated revenue</b>	<b>77.3</b>	<b>157.8</b>	<b>234.0</b>	<b>318.4</b>	<b>100%</b>	<b>81.1</b>	<b>165.0</b>	<b>254.0</b>	<b>352.2</b>	<b>100%</b>	<b>380.0</b>	<b>100%</b>

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

## 4. Capital expenditures and intangible assets investment

Unit: Billions of yen

	FY 2020 results				FY 2021 results				FY 2022 forecasts
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Dec
Capital expenditures (property, plant and equipment)	3.1	5.1	6.9	9.5	2.0	2.8	4.7	9.1	18.3
Intangible assets investment	0.1	13.5	19.7	25.2	1.6	2.9	11.1	13.2	11.7
<b>Total</b>	<b>3.2</b>	<b>18.6</b>	<b>26.6</b>	<b>34.8</b>	<b>3.7</b>	<b>5.7</b>	<b>15.8</b>	<b>22.3</b>	<b>30.0</b>

\* Acquisitions of right-of-use assets are not included. In addition, in-licensing expenses for cloud computing agreements in 2021 and 2022 are not included.

## 5. Depreciation and amortization

Unit: Billions of yen

	FY 2020 results				FY 2021 results				FY 2022 forecasts
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Dec
Depreciation (property, plant and equipment)	2.9	5.8	8.5	13.5	2.8	5.5	8.3	11.2	12.1
Amortization (intangible assets)	1.8	3.5	5.3	7.0	1.9	3.7	5.6	8.3	7.0
<b>Total</b>	<b>4.7</b>	<b>9.2</b>	<b>13.8</b>	<b>20.5</b>	<b>4.6</b>	<b>9.2</b>	<b>13.9</b>	<b>19.5</b>	<b>19.0</b>

\* In-licensing expenses for cloud computing agreements in 2021 and 2022 are not included.

## II. Consolidated Statement of Cash Flows

Unit: Billions of yen

	FY 2020 results				FY 2021 results				Change amount
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	
<b>Cash flows from operating activities</b>	0.6	20.6	31.9	39.5	14.4	23.0	81.2	86.5	47.0
<b>Cash flows from investing activities</b>	100.3	216.5	258.7	252.6	(4.6)	(1.9)	(10.8)	(11.4)	(263.9)
<b>Cash flows from financing activities</b>	(12.5)	(13.3)	(25.9)	(26.0)	(13.5)	(14.3)	(27.6)	(28.4)	(2.4)
Effect of exchange rate changes on cash and cash equivalents	(1.2)	(1.0)	(0.4)	0.2	0.4	(1.1)	0.6	1.3	1.1
Net increase (decrease) in cash and cash equivalents	87.2	222.8	264.2	266.3	(3.3)	5.7	43.4	48.1	(218.2)
Cash and cash equivalents at beginning of period	20.8	20.8	20.8	20.8	287.0	287.0	287.0	287.0	266.3
<b>Cash and cash equivalents at end of period*</b>	<b>108.0</b>	<b>243.5</b>	<b>285.0</b>	<b>287.0</b>	<b>283.8</b>	<b>292.8</b>	<b>330.4</b>	<b>335.1</b>	<b>48.1</b>

\* Cash reserves at end of period

Cash and cash equivalents at end of period	108.0	243.5	285.0	287.0	283.8	292.8	330.4	335.1	48.1
+ Loans receivable from parent in excess of three months	182.4	51.9	-	-	-	-	-	-	-
Cash reserves at end of period	290.4	295.4	285.0	287.0	283.8	292.8	330.4	335.1	48.1

### III. Revenue from Main Products

<Accumulative>

Unit: Billions of yen

Product name	FY 2020 results				FY 2021 results							FY 2022 forecasts	
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Change amount	Jan - Dec latest forecasts	% of forecasts	Jan - Dec	Rate of change
<b>Japan</b>													
Nesp	1.2	2.2	3.3	4.4	1.0	1.9	2.9	4.0	(0.4)	3.8	105%	3.1	(23)%
Darbepoetin Alfa Injection Syringe [KKF]	6.3	12.4	18.6	25.2	5.5	11.0	16.7	22.3	(2.9)	19.4	115%	16.4	(26)%
Duvroq	-	-	0.5	0.6	0.2	0.5	1.4	2.6	2.0	4.0	64%	5.5	116%
Regpara	1.0	2.0	2.9	3.8	0.7	1.5	2.1	2.9	(1.0)	2.0	143%	2.4	(15)%
Orkedia	2.0	4.3	6.6	9.1	2.1	4.6	7.1	9.9	0.7	10.4	95%	10.0	2%
Rocaltrol	0.8	1.6	2.5	3.4	0.7	1.5	2.3	3.2	(0.2)	3.3	97%	3.0	(8)%
Onglyza	1.6	3.3	5.1	6.9	1.5	3.0	4.6	6.2	(0.7)	5.9	104%	5.1	(17)%
Coniel	0.8	1.6	2.4	3.2	0.6	1.3	2.0	2.7	(0.5)	2.9	92%	2.2	(18)%
G-Lasta	6.1	12.8	19.6	26.7	6.6	13.8	21.2	29.4	2.7	29.8	98%	31.5	7%
Fentos	0.9	1.9	2.9	4.0	0.8	1.8	2.8	3.9	(0.1)	3.4	114%	3.3	(13)%
Poteligeo	0.5	1.0	1.5	2.1	0.5	0.9	1.5	2.0	(0.1)	2.0	102%	1.9	(3)%
Rituximab BS [KHK]	2.6	5.4	8.6	11.8	2.6	5.3	8.1	11.2	(0.6)	11.5	97%	9.7	(13)%
Romiplat	2.0	4.1	5.8	7.6	1.5	2.8	4.9	7.3	(0.3)	8.7	83%	10.0	38%
Allelock	3.0	4.9	6.5	8.6	2.9	4.8	6.3	8.0	(0.5)	6.8	118%	6.6	(18)%
Patanol	5.9	7.1	8.7	10.6	6.5	7.8	9.2	10.7	0.1	10.9	98%	3.9	(63)%
Dovobet	1.6	3.4	5.0	6.9	1.5	3.5	5.2	7.2	0.3	7.4	97%	7.4	2%
Lumicef	0.6	1.3	2.0	2.8	0.6	1.4	2.1	2.9	0.1	2.9	102%	3.0	4%
Nourias	2.2	4.6	6.9	9.4	1.9	4.2	6.4	8.7	(0.7)	9.1	95%	8.4	(3)%
HARUROPI	0.1	0.2	0.4	0.9	0.6	1.3	2.2	3.1	2.2	4.6	68%	5.5	78%
Depakene	1.0	1.9	2.9	3.9	0.8	1.7	2.7	3.6	(0.3)	3.4	106%	3.0	(19)%
Crysvita	0.5	1.3	2.4	3.8	1.5	3.3	5.1	7.2	3.4	5.5	130%	10.0	40%
Technology out-licensing	0.3	1.0	1.6	2.0	0.6	1.3	1.5	1.6	(0.3)	2.5	67%	1.0	(41)%
<b>International</b>													
Crysvita	12.0	24.7	38.5	54.4	16.3	35.4	55.1	78.3	23.9	77.2	101%	105.2	34%
Poteligeo	2.9	5.4	8.4	11.5	3.2	7.0	11.0	15.3	3.7	17.3	88%	22.5	48%
Nouriaz	0.4	1.0	1.7	2.6	1.0	1.9	3.1	4.5	1.9	6.7	68%	6.6	46%
Abstral	2.8	5.8	7.6	10.2	1.8	4.0	6.3	8.5	(1.6)	8.1	106%	6.7	(21)%
Pecfent	1.0	2.0	3.3	4.2	1.0	1.9	2.9	3.9	(0.2)	4.6	85%	4.2	6%
Moventig	0.6	1.2	1.7	2.3	0.6	1.4	2.0	2.8	0.6	2.8	102%	3.2	11%
Adcal-D3	0.9	1.6	2.4	3.2	0.6	1.3	2.1	3.0	(0.2)	2.6	113%	2.6	(11)%
Nesp	1.6	3.2	4.7	6.0	1.6	3.2	4.9	6.4	0.4	6.1	104%	6.6	3%
Regpara	1.7	3.9	6.1	8.3	2.2	4.6	6.7	7.4	(0.9)	9.3	79%	3.7	(49)%
Neulasta/Peglata	1.0	2.0	3.0	4.1	1.3	2.6	4.0	5.3	1.3	4.5	119%	4.7	(12)%
Gran	1.4	2.9	4.4	6.1	1.3	3.0	4.9	6.3	0.2	5.8	109%	6.7	6%
Technology out-licensing	3.1	7.0	10.9	17.5	4.9	9.1	16.4	24.5	6.9	23.7	103%	34.3	40%
Of which, Benralizumab royalty	2.7	5.2	8.3	11.0	3.8	7.1	11.7	16.8	5.8				

\* Revenue from products is classified as Japan or International (other than Japan) based on consolidated revenue from regional control functions and technology out-licensing is classified as Japan or International (other than Japan) based on the location of the customer.

\* 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 Fasenera by AstraZeneca (including the Company's own estimates).

### III. Revenue from Main Products

<Quarterly>

Unit: Billions of yen

Product name		FY 2020 results				FY 2021 results				Change amount
		Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	
Japan	Nesp	1.2	1.0	1.1	1.0	1.0	1.0	1.0	1.1	0.0
	Darbepoetin Alfa Injection Syringe [KKF]	6.3	6.1	6.2	6.6	5.5	5.5	5.6	5.6	(0.9)
	Duvroq	-	-	0.5	0.1	0.2	0.4	0.8	1.2	1.1
	Regpara	1.0	1.0	0.9	1.0	0.7	0.8	0.7	0.7	(0.2)
	Orkedia	2.0	2.3	2.3	2.6	2.1	2.5	2.5	2.7	0.2
	Rocaltrol	0.8	0.8	0.9	0.9	0.7	0.8	0.8	0.9	(0.1)
	Onglyza	1.6	1.7	1.7	1.8	1.5	1.6	1.5	1.6	(0.2)
	Coniel	0.8	0.8	0.7	0.8	0.6	0.7	0.7	0.7	(0.1)
	G-Lasta	6.1	6.6	6.8	7.2	6.6	7.2	7.4	8.2	1.1
	Fentos	0.9	1.0	1.0	1.1	0.8	1.0	1.0	1.0	(0.0)
	Poteligeo	0.5	0.5	0.5	0.6	0.5	0.5	0.5	0.5	(0.0)
	Rituximab BS [KHK]	2.6	2.9	3.1	3.2	2.6	2.7	2.8	3.1	(0.1)
	Romiplate	2.0	2.1	1.7	1.8	1.5	1.3	2.1	2.4	0.6
	Allelock	3.0	1.8	1.7	2.0	2.9	1.9	1.4	1.8	(0.3)
	Patanol	5.9	1.3	1.6	1.9	6.5	1.2	1.5	1.5	(0.4)
	Dovobet	1.6	1.8	1.6	1.9	1.5	2.0	1.7	2.0	0.1
	Lumicef	0.6	0.7	0.7	0.8	0.6	0.7	0.7	0.8	0.1
	Nourias	2.2	2.4	2.3	2.5	1.9	2.3	2.2	2.3	(0.2)
	HARUROPI	0.1	0.1	0.2	0.5	0.6	0.8	0.8	1.0	0.5
	Depakene	1.0	1.0	0.9	1.0	0.8	0.9	1.0	0.9	(0.1)
Crysvita	0.5	0.8	1.1	1.4	1.5	1.9	1.8	2.1	0.7	
Technology out-licensing	0.3	0.7	0.6	0.4	0.6	0.7	0.1	0.2	(0.2)	
International	Crysvita	12.0	12.8	13.8	15.9	16.3	19.2	19.6	23.3	7.4
	Poteligeo	2.9	2.4	3.1	3.1	3.2	3.8	4.0	4.3	1.2
	Nouriaz	0.4	0.6	0.7	0.9	1.0	1.0	1.1	1.5	0.6
	Abstral	2.8	3.0	1.9	2.5	1.8	2.2	2.2	2.3	(0.3)
	Pecfent	1.0	1.1	1.2	0.9	1.0	0.9	1.0	1.0	0.1
	Moventig	0.6	0.6	0.6	0.5	0.6	0.8	0.7	0.8	0.3
	Adcal-D3	0.9	0.7	0.7	0.8	0.6	0.7	0.8	0.9	0.1
	Nesp	1.6	1.6	1.5	1.3	1.6	1.6	1.7	1.5	0.1
	Regpara	1.7	2.1	2.2	2.2	2.2	2.3	2.2	0.7	(1.6)
	Neulasta/Peglata	1.0	1.0	1.0	1.0	1.3	1.3	1.4	1.3	0.3
	Gran	1.4	1.5	1.5	1.7	1.3	1.7	1.9	1.4	(0.3)
	Technology out-licensing	3.1	3.9	4.0	6.6	4.9	4.1	7.3	8.0	1.4
Of which, Benralizumab royalty	2.7	2.5	3.1	2.7	3.8	3.4	4.6	5.1	2.4	

\* Revenue from products is classified as Japan or International (other than Japan) based on consolidated revenue from regional control functions and technology out-licensing is classified as Japan or International (other than Japan) based on the location of the customer.

\* 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 Fasenna by AstraZeneca (including the Company's own estimates).

### III. Revenue from Main Products

#### Revenue of three global strategic products

<Accumulative>

Unit: Billions of yen

Product name	FY 2020 results				FY 2021 results							FY 2022 forecasts	
	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Jan - Mar	Jan - Jun	Jan - Sep	Jan - Dec	Change amount	Jan - Dec latest forecasts	% of forecasts	Jan - Dec	Rate of change
Crysvita	12.5	26.1	40.9	58.2	17.8	38.8	60.2	85.5	27.3	82.7	103%	115.2	35%
Japan	0.5	1.3	2.4	3.8	1.5	3.3	5.1	7.2	3.4	5.5	130%	10.0	40%
North America	9.2	19.2	30.3	42.4	11.7	25.7	40.3	57.7	15.3				
EMEA	2.8	5.6	8.3	12.0	4.5	9.7	14.8	20.6	8.6	77.2	101%	105.2	34%
Asia/Oceania	-	-	-	-	-	-	0.0	0.0	0.0				
Poteligeo	3.4	6.3	9.9	13.6	3.6	7.9	12.4	17.3	3.7	19.3	90%	24.5	42%
Japan	0.5	1.0	1.5	2.1	0.5	0.9	1.5	2.0	(0.1)	2.0	102%	1.9	(3)%
North America	2.9	5.4	8.2	10.8	2.6	5.8	9.2	12.7	1.8	17.3	88%	15.0	18%
EMEA	-	0.0	0.2	0.7	0.6	1.1	1.8	2.6	1.9			7.6	192%
Nourias/Nourianz	2.5	5.6	8.6	12.0	2.9	6.1	9.4	13.2	1.2	15.8	83%	15.0	14%
Japan	2.2	4.6	6.9	9.4	1.9	4.2	6.4	8.7	(0.7)	9.1	95%	8.4	(3)%
North America	0.4	1.0	1.7	2.6	1.0	1.9	3.1	4.5	1.9	6.7	68%	6.6	46%
Total of three global strategic products	18.5	38.0	59.5	83.8	24.2	52.8	82.0	116.0	32.2	117.8	98%	154.7	33%

<Quarterly>

Unit: Billions of yen

Product name	FY 2020 results				FY 2021 results				
	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Jan - Mar	Apr - Jun	Jul - Sep	Oct - Dec	Change amount
Crysvita	12.5	13.6	14.9	17.2	17.8	21.0	21.4	25.3	8.1
Japan	0.5	0.8	1.1	1.4	1.5	1.9	1.8	2.1	0.7
North America	9.2	10.0	11.1	12.1	11.7	14.0	14.5	17.5	5.3
EMEA	2.8	2.8	2.7	3.8	4.5	5.2	5.1	5.8	2.1
Asia/Oceania	-	-	-	-	-	-	0.0	0.0	0.0
Poteligeo	3.4	2.9	3.6	3.7	3.6	4.3	4.5	4.9	1.2
Japan	0.5	0.5	0.5	0.6	0.5	0.5	0.5	0.5	(0.0)
North America	2.9	2.4	2.8	2.6	2.6	3.2	3.3	3.5	0.9
EMEA	-	0.0	0.2	0.4	0.6	0.6	0.6	0.8	0.3
Nourias/Nourianz	2.5	3.0	3.0	3.4	2.9	3.3	3.3	3.8	0.4
Japan	2.2	2.4	2.3	2.5	1.9	2.3	2.2	2.3	(0.2)
North America	0.4	0.6	0.7	0.9	1.0	1.0	1.1	1.5	0.6
Total of three global strategic products	18.5	19.5	21.5	24.3	24.2	28.6	29.2	34.0	9.7

\* 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

antibody  
 protein  
 small molecule

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 Updated since Dec. 31, 2020  
 Updated since Sep. 30, 2021

Nephrology

As of Dec. 31, 2021

Code Name Generic Name Formulation	Mechanism of Action	Indication	Area	Stage					[In-House or Licensed] Remarks
				Ph I	Ph II	Ph III	Filed	Approved	
KHK7580 Evocalcet Oral	Calcimimetic	Secondary Hyperparathyroidism	CN Asia						[Mitsubishi Tanabe Pharma] product name in Japan: Orkedia
© RTA 402 Bardoxolone Methyl Oral	Antioxidant Inflammation Modulator	Alport Syndrome	JP						[Reata]
		Diabetic Kidney Disease	JP						
		Autosomal Dominant Polycystic Kidney Disease	JP						
KW-3357 Antithrombin Gamma Injection	Recombinant Human Antithrombin	Preeclampsia	JP						[In-House] product name in Japan: Acoalan
KHK7791 Tenapanor Oral	NHE3 Inhibitor	Hyperphosphatemia in Patients on Dialysis	JP						[Ardelyx]

Oncology

Code Name Generic Name Formulation	Mechanism of Action	Indication	Area	Stage					[In-House or Licensed] Remarks
				Ph I	Ph II	Ph III	Filed	Approved	
KW-0761 Mogamulizumab Injection	Anti-CCR4 Humanized Antibody	Mycosis Fungoides and Sézary Syndrome	CH SA AU						[In-House] POTELLIGENT® product name in Japan, U.S. and Europe: Poteligeo
			KR						
			CN CA KW						
KRN125 Pegfilgrastim Injection	Long-Acting Granulocyte Colony- Stimulating Factor	Mobilization of Hematopoietic Stem Cells into Peripheral Blood for Allogeneic Blood Stem Cell Transplantation	JP						[Kirin-Amgen] product name in Japan: G-Lasta
		Mobilization of Hematopoietic Stem Cells into Peripheral Blood for Autologous Blood Stem Cell Transplantation	JP						
		Automated Injection Device for Decreasing the Incidence of Febrile Neutropenia in Patients Receiving Cancer Chemotherapy	JP						
© KHK2455 Oral	IDO1 Inhibitor	Solid Tumor	NA						[In-House] Combination with KW-0761
		Urothelial carcinoma	NA						[In-House] Combination with avelumab
			Europe						
© ME-401 Zandelisib Oral	PI3Kδ Inhibitor	Follicular Lymphoma and Marginal Zone Lymphoma	JP NA Europe Asia Oceania others						[MEI Pharma] Combination with rituximab Second line +
		Follicular Lymphoma	NA						[MEI Pharma] Third line +
			Europe Asia Oceania						
		Indolent B-cell Non-Hodgkin's Lymphoma	JP						[MEI Pharma] Third line +
		B-cell malignancies	NA						[MEI Pharma] Monotherapy, combination with rituximab and combination with zanubrutinib

Immunology/Allergy

Code Name Generic Name Formulation	Mechanism of Action	Indication	Area	Stage					[In-House or Licensed] Remarks
				Ph I	Ph II	Ph III	Filed	Approved	
KHK4827 Brodalumab Injection	Anti-IL-17 Receptor A Fully Human Antibody	Ankylosing Spondylitis	TW MY						[Kirin-Amgen] product name in Japan: Lumicef
		Ankylosing Spondylitis, non- radiographic axial spondyloarthritis	TL						
		Systemic Sclerosis	JP						
		Palmoplantar Pustulosis	JP						
© KHK4083/AMG 451 Injection	Anti-OX40 Fully Human Antibody	Atopic Dermatitis	JP NA Europe						[In-House] POTELLIGENT® Human Antibody-Producing Technology Collaboration agreement with Amgen for the development of KHK4083/AMG 451 in all the countries except for Japan.



## IV. R&D Pipeline

antibody  
 protein  
 small molecule

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 Updated since Dec. 31, 2020  
 Updated since Sep. 30, 2021

Central Nervous System

As of Dec. 31, 2021

Code Name Generic Name Formulation	Mechanism of Action	Indication	Area	Stage					[In-House or Licensed] Remarks
				Ph I	Ph II	Ph III	Filed	Approved	
KW-6002 Istradefylline Oral	Adenosine A <sub>2A</sub> Receptor Antagonist	Parkinson's Disease	Europe						[In-House] product name in Japan: Nourias, product name in U.S.: Nouriaz
© 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	Alzheimer's Disease	JP Europe						[Immunas Pharma]

Other

Code Name Generic Name Formulation	Mechanism of Action	Indication	Area	Stage					[In-House or Licensed] Remarks
				Ph I	Ph II	Ph III	Filed	Approved	
KRN23 Burosumab Injection	Anti-FGF23 Fully Human Antibody	X-linked Hypophosphatemia (XLH)	CN BH SA SG AU						[In-House] Human Antibody-Producing Technology Jointly Developed with Ultragenyx in US and EU product name in Japan, U.S. and Europe: Crysvisa
			TL MY						
		Tumor Induced Osteomalacia (TIO)	IS						
			CA						
			CN						
			Europe						
AMG531 Romiplostim Injection	Thrombopoietin Receptor Agonist	Treatment of Aplastic anemia (AA) which is refractory to immunosuppressive therapy or immunosuppressive therapy being not suitable	KR						[Kirin-Amgen] product name in Japan: Romiplate
		Treatment of adult aplastic anemia refractory to conventional therapies	MY SG						
		Treatment of adult patients with chronic immune thrombocytopenia (ITP) who are refractory to other treatments and	TL						
		Treatment of adult patients with aplastic anemia who are refractory to conventional therapy	CN						
		Aplastic Anemia Who Were Previously Untreated with Immunosuppressive Therapy	JP Asia						
KW-3357 Antithrombin Gamma Injection	Recombinant Human Antithrombin	Disseminated Intravascular Coagulation, Congenital Antithrombin Deficiency	Europe						[In-House] product name in Japan: Acoalan
KHK4951		Wet Age-Related Macular Degeneration	JP						[In-House]