

Material for Financial Announcement Q3 FY 2021

January 31, 2022

Cautionary Notes

Forecasts and other forward-looking statements included in this document are based on information currently available and certain assumptions that the Company deems reasonable.

Actual performance and other results may differ significantly due to various factors. Such factors include, but are not limited to:

- (i) failures in new product development***
- (ii) changes in general economic conditions due to reform of medical insurance system***
- (iii) failures in obtaining the expected results due to effects of competing products or generic drugs***
- (iv) infringements of the Company's intellectual property rights by third parties***
- (v) stagnation of product supply from the delay in production due to natural disasters, fires and so on***
- (vi) onset of new side effect of post-licensure medical product***
- and, (vii) currency exchange rate fluctuations and interest rate trend.***

Information about pharmaceutical products (including products currently in development) included in this document is not intended to constitute an advertisement of medical advice.

Financial Results Summary for Q3 FY 2021

(April 1 to December 31, 2021)

Revenue

Revenue	YoY Change
¥ 271.4 billion	+ 15.5 %

Breakdown of Revenue

(Billion yen)

	FY 2020 Q3	FY 2021 Q3	YoY Change
Revenue of Goods and Products	165.4	185.9	+ 12.4 %
Royalty & other revenue	69.5	85.5	+ 23.0 %
Total	234.9	271.4	+ 15.5 %

Revenue

Sales of Major Products

(Billion yen)

	FY 2020 Q3	FY 2021 Q3	YoY Change
Opdivo	76.3	85.1	+ 11.4 %
Forxiga	16.6	26.5	+ 59.9 %
Glactiv	19.9	19.3	- 2.9 %
Orencia SC	16.8	17.5	+ 4.4 %
Parsabiv	6.3	6.9	+ 10.1 %
Kyprolis	5.4	6.5	+ 19.8 %
Velexbru	1.2	4.7	+ 289.4 %
Onoact	3.6	3.9	+ 8.4 %
Braftovi	0.6	2.1	+ 271.0 %
Mektovi	0.6	1.7	+ 210.3 %
Ongentys	0.2	2.0	+ 955.2 %
New Products (FY2021)	—	0.8	—

Revenue

Sales of Long-term Listed Products

(Billion yen)

	FY 2020 Q3	FY 2021 Q3	YoY Change
Opalmon	4.3	3.7	- 14.2 %
Rivastach	6.0	2.3	- 61.0 %
Onon capsule	1.9	2.7	+ 39.9 %

Operating Profit

Operating Profit	YoY Change
¥ 82.2 billion	- 0.0 %

Costs, etc.

(Billion yen)

	FY 2021 Q3	YoY Change
• Cost of Sales	¥ 70.6	(+ 6.8%)
• R&D Expenses	¥ 49.5	(+ 12.8%) ①
• SG&A Expenses	¥ 57.5	(+ 19.2%) ②
①+② Total	¥ 107.0	(+ 16.2%)
• Other Income	¥ 0.7	(- 89.5%)
• Other Expenses	¥ 12.4	(+ 663.2%)

Profit before Tax

Profit before Tax	YoY Change
¥ 84.3 billion	- 0.4 %

Net financial income, etc.

+ ¥ 2.2 billion (YoY Change - ¥ 0.3 billion)

Finance income : ¥ 2.5 billion

(Dividend income received and gain on sale of investment securities, etc.)

Finance costs : ¥ 0.4 billion

(Loss on valuation of investment securities and interest expenses, etc.)

Profit for the Period (Owners of the Parent Company)

Profit for the Period (Owners of the Parent Company)	YoY Change
¥ 64.6 billion	- 2.8 %

Income tax expense

¥ 19.7 billion (YoY Change + 8.6 %)

(Major change factors)

Decrease in profit before tax	¥ 0.3 billion
Increase in corporate tax	¥ 1.6 billion

Financial Forecasts for FY 2021

(Year ending March 31, 2022)

Revenue (Forecasts)

Revenue	YoY Change
¥ 360.0 billion	+ 16.4 %

Breakdown of Revenue

(Billion yen)

	FY 2020 (Result)	FY 2021 (Forecast)	YoY Change
Revenue of Goods and Products	214.5	245.0	+ 14.2 %
Royalty & other revenue	94.7	115.0	+ 21.4 %
Total	309.3	360.0	+ 16.4 %

Revenue (Forecasts)

Sales Forecasts of Major Products

(Billion yen)

	FY 2020 (Result)	FY 2021 (Forecast)	YoY Change
Opdivo	98.8	110.0	+ 11.3 %
Forxiga	22.4	36.5	+ 63.3 %
Glactiv	25.5	24.5	- 3.9 %
Orencia SC	21.9	22.5	+ 2.7 %
Parsabiv	8.1	9.0	+ 11.8 %
Kyprolis	7.1	8.5	+ 19.4 %
Velexbru	2.1	6.0	+ 191.2 %
Onoact	4.7	5.0	+ 7.3 %
Braftovi	1.1	3.0	+ 180.6 %
Mektovi	1.0	2.5	+ 150.9 %
Ongentys	0.3	3.0	+ 777.3 %
New Products (FY2021)	—	1.0	—

Revenue (Forecasts)

Sales Forecasts of Long-term listed products

(Billion yen)

	FY 2020 (Result)	FY 2021 (Forecast)	YoY Change
Opalmon	5.5	5.0	- 8.4 %
Rivastach	6.6	3.0	- 54.6 %
Onon capsule	2.9	4.0	+ 37.2 %

Operating Profit (Forecasts)

Operating Profit	YoY Change
¥ 107.0 billion	+ 8.8 %

Costs, etc.

(Billion yen)

	FY 2021 (Forecast)	YoY Change
• Cost of Sales	93.0	(+ 8.7 %)
• R&D Expenses	72.0	(+ 15.4 %) ①
• SG&A Expenses	77.0	(+ 11.2 %) ②
①+② Total	149.0	(+ 13.2 %)
• Other Income	1.5	(- 81.6 %)
• Other Expenses	12.5	(+ 547.1 %)

Profit before Tax (Forecasts)

Profit before Tax	YoY Change
¥ 109.0 billion	+ 8.0 %

Net financial income, etc.

+ ¥ 2.0 billion (YoY Change - ¥ 0.6 billion)

Profit for the Period /Owners of the Parent Company (Forecasts)

Profit for the Period (Owners of the Parent Company)	YoY Change
¥ 83.0 billion	+ 10.0 %

Income tax expense

¥ 25.9 billion (YoY Change + 2.0 %)

(Major change factors)

Increase in profit before tax	¥ 8.1 billion
Increase in corporate tax	¥ 0.5 billion



ONO PHARMACEUTICAL CO.,LTD.

Dedicated to the Fight against Disease and Pain