# Material for Financial Announcement Q1 FY 2022

August 01, 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:

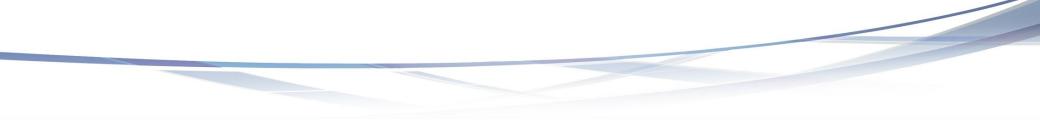
- (*i*) failures in new product development
- (*ii*) changes in general economic conditions due to reform of medical insurance system
- (*iii*) failures in obtaining the expected results due to effects of competing products or generic drugs
- (*iv*) infringements of the Company's intellectual property 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 Q1 FY 2022

(April 1 to June 30, 2022)





## Revenue

Revenue	YoY Change
¥ 106.7 billion	+ 22.2 %

#### Breakdown of Revenue

(Billion yen)

	FY 2021 Q1	FY 2022 Q1	YoY Change
Revenue of Goods and Products	60.5	72.2	+ 19.2 %
Royalty & other revenue	26.8	34.6	+ 28.8 %
Total	87.4	106.7	+ 22.2 %

## Revenue

#### Sales of Major Products

(Billion yen)

	FY 2021 Q1	FY 2022 Q1	YoY Change
Opdivo	29.0	34.1	+ 17.4 %
Forxiga	7.5	13.1	+ 75.3 %
Orencia SC	5.7	6.2	+ 9.4 %
Glactiv	6.5	6.0	- 6.7 %
Kyprolis	2.0	2.2	+ 12.6 %
Parsabiv	2.2	2.1	- 3.1 %
Velexbru	1.4	2.1	+ 45.1 %
Ongentys	0.2	1.2	+ 399.8 %
Onoact	1.2	1.1	- 8.7 %
Braftovi	0.7	0.9	+ 30.6 %
Mektovi	0.5	0.7	+ 29.5 %

## Revenue

#### Sales of Long-term Listed Products

(Billion yen)

	FY 2021 Q1	FY 2022 Q1	YoY Change	
Opalmon	1.2	1.1	- 6.5 %	
Onon capsule	1.1	0.7	- 36.3 %	



## **Operating Profit**

Operating Profit	YoY Change
¥ 38.2 billion	+ 28.1 %

Costs, etc.

(Billion yen)

	FY 2022 Q1 YoY Change		
<ul> <li>Cost of Sales</li> </ul>	26.9	(+ <b>18.1</b> %)	
<ul> <li>R&amp;D Expenses</li> </ul>	19.4	(+ <b>27.3%</b> ) ①	
• SG&A Expenses	21.7	(+ 14.6%) ②	
1+2 Total	41.1	(+ 20.3%)	
Other Income	0.1	(- 43.8%)	
Other Expenses	0.6	(- 22.4%)	



Profit before Tax	YoY Change
¥ 39.0 billion	+ 26.7 %

Net financial income, etc.

+ ¥ 0.9 billion (YoY Change - ¥ 0.1 billion)
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Finance income :	¥	1.2 billion
(Dividend income received, et	tc. )	
Finance costs :	¥	0.3 billion
(Exchange losses, etc.)		

## Profit for the Period (Owners of the Parent Company)

Profit for the Period (Owners of the Parent Company)	YoY Change	
¥ 29.5 billion	+ 22.4 %	

Income tax expense

¥	9.5 billion	( Yo	Y Cha	inge + 42.1 % )
(Major	change factors)			
Ir	crease in profit before tax	¥	8.2	billion
l Ir	crease in corporate tax	¥	2.8	billion



# Financial Forecasts for FY 2022

### (Year ending March 31, 2023)





## Financial Forecasts for FY 2022

# Financial forecasts are unchanged from those announced on May 11, 2022

(Billion yen)

	FY 2021 (Result)	FY 2022 (Forecast)	YoY Change
Revenue	361.4	425.0	+ 17.6 %
Operating profit	103.2	145.0	+ 40.5 %
Profit before tax	105.0	146.0	+ 39.0 %
Profit for the year (Owners of the Parent Company)	80.5	110.0	+ 36.6 %

Exchange rate FY 2022: 1USD = 110 yen



# ONO PHARMACEUTICAL CO.,LTD.

Dedicated to the Fight against Disease and Pain