

Material for Financial Announcement Q2 FY 2022

November 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 Q2 FY 2022

(April 1 to September 30, 2022)

Revenue

Revenue	YoY Change
¥ 216.7 billion	+ 24.5 %

Breakdown of Revenue

(Billion yen)

	FY 2021 Q2	FY 2022 Q2	YoY Change
Revenue of Goods and Products	119.2	144.9	+ 21.6 %
Royalty & other revenue	54.9	71.8	+ 30.8 %
Total	174.1	216.7	+ 24.5 %

Revenue

Sales of Major Products

(Billion yen)

	FY 2021 Q2	FY 2022 Q2	YoY Change
Opdivo	56.1	69.9	+ 24.6 %
Forxiga	15.6	26.4	+ 68.8 %
Orencia SC	11.2	12.5	+ 11.0 %
Glactiv	12.7	11.7	- 8.0 %
Kyprolis	4.2	4.4	+ 6.5 %
Parsabiv	4.5	4.3	- 5.3 %
Velexbru	2.9	4.1	+ 43.4 %
Ongentys	0.9	2.4	+ 156.1 %
Onoact	2.3	2.1	- 9.6 %
Braftovi	1.4	1.6	+ 21.8 %
Mektovi	1.1	1.3	+ 17.5 %

Revenue

Sales of Long-term Listed Products

(Billion yen)

	FY 2021 Q2	FY 2022 Q2	YoY Change
Opalmon	2.4	2.3	- 5.9 %
Onon capsule	1.8	1.2	- 35.3 %

Operating Profit

Operating Profit	YoY Change
¥ 80.3 billion	+ 38.0 %

Costs, etc.

(Billion yen)

	FY 2022 Q2	YoY Change
• Cost of Sales	53.7	(+ 17.9%)
• R&D Expenses	39.6	(+ 21.7%) ①
• SG&A Expenses	42.9	(+ 14.0%) ②
①+② Total	82.6	(+ 17.6%)
• Other Income	0.5	(- 31.8%)
• Other Expenses	0.6	(- 24.7%)

Profit before Tax

Profit before Tax	YoY Change
¥ 81.0 billion	+ 36.8 %

Net financial income, etc.

+ ¥ 0.7 billion (YoY Change - ¥ 0.3 billion)

Finance income : ¥ 1.2 billion

(Dividend income received, etc.)

Finance costs : ¥ 0.5 billion

(Exchange losses, etc.)

Profit for the Period (Owners of the Parent Company)

Profit for the Period (Owners of the Parent Company)	YoY Change
¥ 62.3 billion	+ 34.7 %

Income tax expense

¥ 18.6 billion (YoY Change + 44.0 %)

(Major change factors)

Increase in profit before tax	¥ 21.8 billion
Increase in corporate tax	¥ 5.7 billion

Financial Forecasts for FY 2022

(Year ending March 31, 2023)

Financial Forecasts for FY 2022

Financial forecasts are changed from those announced on May 11, 2022

(Billion yen)

	FY 2021 (Result)	FY 2022 (Previous Forecast)	FY 2022 (Revised Forecast)
Revenue	361.4	425.0 (+ 17.6%)	440.0 (+ 21.8%)
Operating profit	103.2	145.0 (+ 40.5%)	149.0 (+ 44.4%)
Profit before tax	105.0	146.0 (+ 39.0%)	150.0 (+ 42.8%)
Profit for the year (Owners of the Parent Company)	80.5	110.0 (+ 36.6%)	114.0 (+ 41.6%)

Exchange rate

FY 2022 (Previous Forecast): 1USD = 110 yen

FY 2022 (Revised Forecast (2nd Half)): **1USD = 130 yen**

Revenue (Forecasts)

Revenue	YoY Change
¥ 440.0 billion	+ 21.8 %

Breakdown of Revenue

(Billion yen)

	FY 2021 (Result)	FY 2022 (Forecast)	YoY Change
Revenue of Goods and Products	246.0	290.0	+ 17.9 %
Royalty & other revenue	115.4	150.0	+ 30.0 %
Total	361.4	440.0	+ 21.8 %

Revenue (Forecasts)

Sales Forecasts of Major Products

(Billion yen)

	FY 2021 (Result)	FY 2022 (Forecast)	YoY Change
Opdivo	112.4	155.0	+ 37.8 %
Forxiga	36.7	47.0	+ 28.2 %
Orencia SC	22.9	23.0	+ 0.5 %
Glactiv	24.5	23.0	- 6.3 %
Kyprolis	8.4	9.0	+ 7.6 %
Parsabiv	8.9	8.0	- 9.9 %
Velexbru	6.3	7.0	+ 11.7 %
Ongentys	2.9	5.0	+ 73.6 %
Onoact	4.9	4.5	- 7.6 %
Braftovi	2.7	3.5	+ 27.4 %
Mektovi	2.2	2.5	+ 11.7 %

Revenue (Forecasts)

Sales Forecasts of Long-term listed products

(Billion yen)

	FY 2021 (Result)	FY 2022 (Forecast)	YoY Change
Opalmon	4.7	3.5	- 26.0 %
Onon capsule	3.6	2.5	- 29.7 %

Operating Profit (Forecasts)

Operating Profit	YoY Change
¥ 149.0 billion	+ 44.4 %

Costs, etc.

(Billion yen)

	FY 2022 (Forecast)	YoY Change
• Cost of Sales	109.0	(+ 16.6 %)
• R&D Expenses	91.0	(+ 19.9 %) ①
• SG&A Expenses	90.0	(+ 16.8 %) ②
①+② Total	181.0	(+ 18.4 %)
• Other Income	0.5	(- 49.0 %)
• Other Expenses	1.5	(- 88.2 %)

Profit before Tax (Forecasts)

Profit before Tax	YoY Change
¥ 150.0 billion	+ 42.8 %

Net financial income, etc.

+ ¥ 1.0 billion (YoY Change - ¥ 0.8 billion)

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

Profit for the Period (Owners of the Parent Company)	YoY Change
¥ 114.0 billion	+ 41.6 %

Income tax expense

¥ 35.8 billion (YoY Change + 47.1 %)

(Major change factors)

Increase in profit before tax	¥ 45.0 billion
Increase in corporate tax	¥ 11.5 billion



ONO PHARMACEUTICAL CO.,LTD.

Dedicated to the Fight against Disease and Pain