

# **Financial Results Summary for FY 2022**

(Year ended March 31, 2023)

**May 11, 2023**

# 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.***

# Revenue

Revenue	YoY Change
¥ 447.2 billion	+ 23.8 %

## Breakdown of Revenue

(Billion yen)

	FY 2021	FY 2022	YoY Change
Revenue of Goods and Products	246.0	295.0	+ 20.0 %
Royalty & other revenue	115.4	152.1	+ 31.8 %
<b>Total</b>	361.4	447.2	+ 23.8 %

# Revenue

## Sales of Major Products

(Billion yen)

	FY 2021	FY 2022	YoY Change
<b>Opdivo</b>	112.4	<b>142.3</b>	<b>+ 26.6 %</b>
<b>Forxiga</b>	36.7	<b>56.5</b>	<b>+ 54.3 %</b>
<b>Orencia SC</b>	22.9	<b>24.8</b>	<b>+ 8.1 %</b>
<b>Glactiv</b>	24.5	<b>22.5</b>	<b>- 8.3 %</b>
<b>Kyprolis</b>	8.4	<b>8.7</b>	<b>+ 4.0 %</b>
<b>Parsabiv</b>	8.9	<b>8.4</b>	<b>- 5.3 %</b>
<b>Velexbru</b>	6.3	<b>8.5</b>	<b>+ 36.2 %</b>
<b>Ongentys</b>	2.9	<b>5.0</b>	<b>+ 72.9 %</b>
<b>Onoact</b>	4.9	<b>4.5</b>	<b>- 7.9 %</b>
<b>Braftovi</b>	2.7	<b>3.2</b>	<b>+ 18.2 %</b>
<b>Mektovi</b>	2.2	<b>2.5</b>	<b>+ 13.4 %</b>

# Revenue

## Sales of Long-term Listed Products

(Billion yen)

	FY 2021	FY 2022	YoY Change
Opalmon	4.7	4.4	- 7.6 %
Onon capsule	3.6	2.5	- 30.7 %

# Operating Profit

Operating Profit	YoY Change
¥ 142.0 billion	+ 37.6 %

## Costs, etc.

(Billion yen)

	FY 2022	YoY Change
• Cost of Sales	110.1	( + 17.7% )
• R&D Expenses	95.3	( + 25.7% ) ①
• SG&A Expenses	89.5	( + 16.1% ) ②
①+② Total	184.8	( + 20.9% )
• Other Income	0.7	( - 25.1% )
• Other Expenses	11.1	( - 12.9% )

# Profit before Tax

Profit before Tax	YoY Change
¥ 143.5 billion	+ 36.7 %

## Net financial income, etc.

+ ¥ 1.6 billion ( YoY Change - ¥ 0.3 billion )

**Finance income :** ¥ 2.5 billion

( Dividend income received, etc. )

**Finance costs :** ¥ 0.9 billion

(Exchange losses, etc. )

# Profit for the Year (Owners of the Company)

Profit for the Year (Owners of the Company)	YoY Change
¥ 112.7 billion	+ 40.0 %

## Income tax expense

<b>¥ 30.6 billion</b>	<b>( YoY Change + 25.8 % )</b>		
Statutory effective tax rate	30.6 %	(	30.6 % prior year )
Tax burden rate	21.3 %	(	23.2 % prior year )

### (Major change factors)

Increase in profit before tax



# Financial Forecast for FY 2023

(Year ending March 31, 2024)

# Financial Forecast for FY 2023

(Billion yen)

	FY 2022 (Result)	FY 2023 ( Forecast )	YoY Change
Revenue	447.2	475.0	+ 6.2 %
Operating profit	142.0	153.0	+ 7.8 %
Profit before tax	143.5	154.0	+ 7.3 %
Profit for the year (Owners of the Company)	112.7	115.0	+ 2.0 %

Exchange rate

FY 2023 (Forecast): 1USD = 130 yen

# Revenue (Forecast)

Revenue	YoY Change
¥ 475.0 billion	+ 6.2 %

## Breakdown of Revenue

(Billion yen)

	FY 2022 (Result)	FY 2023 ( Forecast )	YoY Change
Revenue of Goods and Products	295.0	310.0	+ 5.1 %
Royalty & other revenue	152.1	165.0	+ 8.5 %
Total	447.2	475.0	+ 6.2 %

# Revenue (Forecast)

## Sales Forecast of Major Products

(Billion yen)

	FY 2022 (Result)	FY 2023 ( Forecast )	YoY Change
Opdivo	142.3	155.0	+ 8.9 %
Forxiga	56.5	65.0	+ 15.0 %
Orencia SC	24.8	25.5	+ 3.0 %
Glactiv	22.5	21.0	- 6.7 %
Velexbru	8.5	9.5	+ 11.3 %
Kyprolis	8.7	8.5	- 2.3 %
Parsabiv	8.4	8.0	- 4.8 %
Ongentys	5.0	6.5	+ 30.5 %
Onoact	4.5	4.5	+ 0.4 %
Braftovi	3.2	4.0	+ 23.2 %
Mektovi	2.5	3.0	+ 18.1 %

# Revenue (Forecast)

## Sales Forecast of Long-term listed products

(Billion yen)

	FY 2022 (Result)	FY 2023 ( Forecast )	YoY Change
Opalmon	4.4	3.5	- 19.9 %

# Operating Profit (Forecast)

Operating Profit	YoY Change
¥ 153.0 billion	+ 7.8 %

## Costs, etc.

(Billion yen)

	FY 2023 ( Forecast )	YoY Change
• Cost of Sales	113.0	( + 2.7 % )
• R&D Expenses	109.0	( + 14.3 % ) ①
• SG&A Expenses	96.0	( + 7.3 % ) ②
①+② Total	205.0	( + 10.9 % )
• Other Income	0.5	( - 31.8 % )
• Other Expenses	4.5	( - 59.3 % )

# Profit before Tax (Forecast)

Profit before Tax	YoY Change
¥ 154.0 billion	+ 7.3 %

## Net financial income, etc.

+ ¥ 1.0 billion ( YoY Change - ¥ 0.6 billion )

# Profit for the Year /Owners of the Company (Forecast)

Profit for the Year (Owners of the Company)	YoY Change
¥ 115.0 billion	+ 2.0 %

## Income tax expense

¥ 38.8 billion ( YoY Change + 26.7 % )

## (Major change factors)

Increase in profit before tax	¥ 10.5 billion
Increase in corporate tax	¥ 8.2 billion





**ONO PHARMACEUTICAL CO.,LTD.**

*Dedicated to the Fight against Disease and Pain*