

# Financial Results Summary in FY2017 (Year ended March 31, 2018)

 ONO PHARMACEUTICAL CO.,LTD.

# Revenue ¥261.8 billion (+7.0%)

## Breakdown of Revenue

(Billion yen)

	FY 2016	FY 2017	Change
Revenue of Goods and Products	214.3	205.9	-3.9%
Royalty & other revenue (Opdivo)	30.5 (26.7)	55.9 (39.8)	+83.7% (+49.2%)
Total	244.8	261.8	+7.0%

# Revenue ¥261.8 billion (+7.0%)

## (1) Sales of Major Products

(Billion yen)

	FY 2016	FY 2017	Change
<b>Opdivo</b>	103.9	90.1	<b>-13.3%</b>
<b>Glactiv</b>	29.4	27.4	<b>-6.7%</b>
<b>Orencia SC</b>	11.6	14.1	<b>+22.0%</b>
<b>Recalbon</b>	11.3	10.9	<b>-3.3%</b>
<b>Forxiga</b>	7.8	11.1	<b>+41.8%</b>
<b>Rivastach</b>	8.9	8.9	<b>+0.3%</b>
<b>Emend/Proemend</b>	9.9	9.9	<b>+0.7%</b>
<b>Kyprolis</b>	2.0	5.5	<b>+182.4%</b>
<b>Onoact</b>	5.7	5.6	<b>-1.8%</b>
<b>Staybla</b>	4.8	4.1	<b>-13.4%</b>
<b>Parsabiv</b>	0.2	3.4	<b>+1660.3%</b>

**Revenue ¥261.8 billion (+7.0%)**

**(2) Sales of Major Products**

(Billion yen)

	<b>FY 2016</b>	<b>FY 2017</b>	<b>Change</b>
<b>Opalmon</b>	<b>17.0</b>	<b>14.4</b>	<b>-15.6%</b>
<b>Onon capsule</b>	<b>6.8</b>	<b>5.5</b>	<b>-19.5%</b>
<b>Onon dry syrup</b>	<b>4.1</b>	<b>3.3</b>	<b>-18.8%</b>
<b>Foipan</b>	<b>3.8</b>	<b>2.9</b>	<b>-24.7%</b>
<b>Kinedak</b>	<b>2.9</b>	<b>2.1</b>	<b>-26.4%</b>

# Operating Profit ¥60.7 billion (-16.0%)

(Change)

· Cost of sales	¥65.4 billion	(-0.2%)	
· R&D costs	¥68.8 billion	(+19.7%)	①
· SG&A expenses	¥68.1 billion	(+9.7%)	②
①+② Total	¥136.9 billion	(+14.5%)	
· Other income	¥3.3 billion	(-82.1%)	
· Other expenses	¥2.1 billion	(-61.6%)	

## Financial Change Excluding Impact of Lump-sum Payment for Settlement with Merck in FY 2016

	FY 2015	FY 2016		FY 2017	
	Billion yen	Billion yen	change (%)	Billion yen	change (%)
Revenue	160.3	244.8	52.7	261.8	7.0
Cost of sales	41.5	65.5	57.8	65.4	△ 0.2
Gross profit	118.8	179.3	51.0	196.4	9.6
SG&A expenses	44.0	62.0	41.1	68.1	9.7
R&D costs	43.4	57.5	32.6	68.8	19.7
Other income	0.7	0.3	△ 58.1	3.3	996.5
Other expenses	1.6	2.6	59.6	2.1	△ 16.9
Operating profit	30.5	57.4	88.3	60.7	5.6

Lump-sum payment of ¥17.8 billion is deducted from “other income” and the expense of ¥3.0 billion including its litigation cost related to the lump-sum payment is deducted from “other expenses”.

**Profit before Tax ¥63.9 billion (-14.2%)**

**Financial account balance**

**+ ¥3.2 billion (+15.9%)**

**Finance income: ¥3.3 billion**

**(Interest and dividend income received,  
exchange profit, etc.)**

**Financial expense: ¥ 0**

**(Interest expense: lease obligations,  
employee retirement benefit, etc.)**

**Profit for the Period ¥50.3 billion (-9.9%)**  
**(Owners of the Parent Company)**

**Corporate income tax ¥13.5 billion (-26.9%)**

Applicable tax rate 30.8% (30.8% prior year)

Actual av. burden tax rate 21.2% (24.8% prior year)

**(Major change factors)**

**Decrease in profit before tax**

**Various tax credit**



# Financial Forecasts in FY 2018 (Year ending March 31, 2019)

 ONO PHARMACEUTICAL CO.,LTD.

**Revenue ¥277.0 billion (+5.8%)**

## Breakdown of Revenue

(Billion yen)

	FY 2017	FY 2018 (Forecast)	Change
Revenue of Goods and Products	205.9	206.0	+0.0%
Royalty & other revenue	55.9	71.0	+27.0%
Total	261.8	277.0	+5.8%



# Revenue ¥277.0 billion (+5.8%)

## Sales forecast for FY 2018

(Billion yen)

	FY 2017	FY 2018 (Forecast)	Change
<b>Opdivo</b>	90.1	90.0	-0.1%
<b>Glactiv</b>	27.4	26.0	-5.1%
<b>Orencia SC</b>	14.1	16.5	+16.8%
<b>Forxiga</b>	11.1	13.0	+17.4%
<b>Emend/Proemend</b>	9.9	10.5	+5.5%
<b>Recalbon</b>	10.9	9.5	-13.0%
<b>Rivastach</b>	8.9	9.0	+1.3%
<b>Kyprolis</b>	5.5	6.5	+17.4%
<b>Parsabiv</b>	3.4	5.5	+60.4%
<b>Onoact</b>	5.6	4.0	-26.0%
<b>Staybla</b>	4.1	3.5	-15.3%

**Revenue ¥277.0 billion (+5.8%)**

**Sales forecast for FY 2018**

(Billion yen)

	<b>FY 2017</b>	<b>FY 2018 (Forecast)</b>	<b>Change</b>
<b>Opalmon</b>	14.4	10.5	<b>-26.9%</b>
<b>Onon capsule</b>	5.5	4.5	<b>-17.6%</b>
<b>Onon dry syrup</b>	3.3	2.5	<b>-25.0%</b>

# Operating Profit ¥61.5 (+1.3%)

	(Change)
· Cost of sales	¥76.0 billion (+16.2%)
· R&D costs	¥70.0 billion (+1.7%) ①
· SG&A expenses	¥69.0 billion (+1.4%) ②
①+② Total	¥139.0 billion (+1.6%)
· Other income	¥1.0 billion (-69.3%)
· Other expenses	¥1.5 billion (-29.9%)

**Profit before Tax ¥65.0 billion (+1.7%)**

**Financial account balance**

**+ ¥3.5 billion (+8.0%)**

Finance income: ¥3.6 billion

Financial expense: ¥0.1 billion

# Profit for the Period **¥50.5 billion** (+0.4%) (Owners of the Parent Company)

**Corporate tax**      **¥14.4 billion**  
(+6.5%)

## (Major change factors)

Increase in profit before tax      **¥1.1 billion**

Increase in corporate tax      **¥0.9 billion**

Various tax credit