

Material for Financial Announcement Q3 FY 2020

Feb 1, 2021

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 2020

(April 1 to December 31, 2020)

Revenue

Revenue	YoY
¥ 234.9 billion	+ 4.3 %

Breakdown of Revenue

(Billion yen)

	FY 2019 Q3	FY 2020 Q3	YoY
Revenue of Goods and Products	161.1	165.4	+ 2.7 %
Royalty & Other Revenue (Opdivo)	64.2 (46.0)	69.5 (44.7)	+ 8.2 % (- 2.8 %)
Total	225.3	234.9	+ 4.3 %

Revenue

Sales of Major Products

(Billion yen)

	FY 2019 Q3	FY 2020 Q3	YoY
Opdivo	68.0	76.3	+ 12.3 %
Glactiv	20.5	19.9	- 3.2 %
Forxiga	13.8	16.6	+ 20.3 %
Orencia SC	15.2	16.8	+ 10.5 %
Parsabiv	5.5	6.3	+ 14.9 %
Kyprolis	4.6	5.4	+ 17.3 %
Onoact	4.0	3.6	- 10.2 %
Proemend	2.0	2.0	- 1.9 %
New products (FY2020)	—	1.4	—

Revenue

Sales of Long-term Listed Products

(Billion yen)

	FY 2019 Q3	FY 2020 Q3	YoY
Rivastach	6.7	6.0	- 10.7 %
Opalmon	6.7	4.3	- 35.5 %
Emend	6.8	2.0	- 70.2 %
Onon Capsule	2.5	1.9	- 23.1 %
Recalbon	3.9	2.3	- 40.8 %

Operating Profit

Operating Profit	YoY
¥ 82.2 billion	+ 24.4 %

Costs, etc.

(Billion yen)

	FY 2020 Q3	YoY
• Cost of Sales	66.2	(+ 7.5%)
• R&D Expenses	43.8	(- 3.4%) ①
• SG&A Expenses	48.2	(- 5.3%) ②
①+② Total	92.1	(- 4.4%)
• Other Income	7.1	(+ 1114.3%)
• Other Expenses	1.6	(- 17.6%)

Profit before Tax

Profit before Tax	YoY
¥ 84.7 billion	+ 23.3 %

Net Financial Income

+ ¥ 2.5 billion (- ¥ 0.2 billion YoY)

Finance Income : ¥ 2.6 billion

(Interest and dividend income received, etc.)

Finance Costs : ¥ 0.1 billion

(Interest expense arising from lease obligations and employee retirement benefit, exchange losses etc.)

Profit for the Period (Owners of the Parent Company)

Profit for the Period (Owners of the Parent Company)	YoY
¥ 66.5 billion	+ 28.3 %

Income Tax Expense

¥ 18.1 billion (+ 8.5 % YoY)

(Major Change Factors)

Increase in profit before tax	¥ 16.0 billion
Increase in corporate tax	¥ 1.4 billion

Full Year Financial Forecast for FY 2020

(Year ending March 31, 2021)

Revenue (Forecasts)

Revenue	YoY
¥ 309.0 billion	+ 5.7 %

Breakdown of Revenue

(Billion yen)

	FY 2019 (Result)	FY 2020 (Forecast)	YoY
Revenue of Goods and Products	205.6	215.0	+ 4.6 %
Royalty & other revenue	86.8	94.0	+ 8.3 %
Total	292.4	309.0	+ 5.7 %

Revenue (Forecasts)

Sales Forecasts of Major Products

(Billion yen)

	FY 2019 (Result)	FY 2020 (Forecast)	YoY
Opdivo	87.3	98.0	+ 12.2 %
Glactiv	26.1	25.0	- 4.1 %
Forxiga	18.1	22.5	+ 24.6 %
Orencia SC	19.8	22.0	+ 11.0 %
Parsabiv	7.1	8.0	+ 13.1 %
Kyprolis	6.0	7.0	+ 16.7 %
Onoact	4.9	5.5	+ 13.1 %
Proemend	2.6	2.5	- 4.8 %
New products (FY2020)	—	3.0	—

Revenue (Forecasts)

Sales Forecasts of Long-term listed products

(Billion yen)

	FY 2019 (Result)	FY 2020 (Forecast)	YoY
Rivastach	8.5	7.5	- 12.0 %
Opalmon	8.3	5.0	- 40.0 %
Emend	8.1	2.5	- 69.1 %
Onon capsule	3.5	2.5	- 27.6 %
Recalbon	4.7	2.5	- 47.3 %

Operating Profit (Forecasts)

Operating Profit	YoY
¥ 94.0 billion	+ 21.3 %

Costs, etc.

(Billion yen)

	FY 2020 (Forecast)	YoY
• Cost of Sales	88.0	(+ 11.3 %)
• R&D Expenses	65.0	(- 2.3 %) ①
• SG&A Expenses	67.0	(- 1.0 %) ②
①+② Total	132.0	(- 1.6 %)
• Other Income	8.0	(+ 873.0 %)
• Other Expenses	3.0	(+ 19.4 %)

Profit before Tax (Forecasts)

Profit before Tax	YoY
¥ 95.5 billion	+ 19.8 %

Net financial income

+ ¥ 1.5 billion (- ¥ 0.7 billion YoY)

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

Profit for the Period (Owners of the Parent Company)	YoY
¥ 74.0 billion	+ 23.9 %

Income tax expense

¥ 21.3 billion (+ 7.5 % YoY)

(Major change factors)

Increase in profit before tax	¥ 15.8 billion
Increase in corporate tax	¥ 1.5 billion



ONO PHARMACEUTICAL CO.,LTD.

Dedicated to Man's Fight against Disease and Pain