

Material for Financial Announcement Q1 FY 2021

July 30, 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 Q1 FY 2021

(April 1 to June 30, 2021)

Revenue

Revenue	YoY Change
¥ 87.4 billion	+ 16.6 %

Breakdown of Revenue

(Billion yen)

	FY 2020 Q1	FY 2021 Q1	YoY
Revenue of Goods and Products	53.6	60.5	+ 13.0 %
Royalty & other revenue	21.3	26.8	+ 25.7 %
Total	74.9	87.4	+ 16.6 %

Revenue

Sales of Major Products

(Billion yen)

	FY 2020 Q1	FY 2021 Q1	YoY Change
Opdivo	24.4	29.0	+ 18.7 %
Forxiga	5.2	7.5	+ 43.3 %
Glactiv	6.5	6.5	- 1.1 %
Orencia SC	5.4	5.7	+ 4.5 %
Parsabiv	1.9	2.2	+ 15.3 %
Kyprolis	1.7	2.0	+ 18.9 %
Velexbru	0.1	1.4	+ 1663.5 %
Onoact	1.0	1.2	+ 15.3 %
Braftovi	0.2	0.7	+ 280.1 %
Mektovi	0.2	0.5	+ 236.3 %
Ongentys	—	0.2	—
New Products (FY2021)	—	0.3	—

Revenue

Sales of Long-term Listed Products

(Billion yen)

	FY 2020 Q1	FY 2021 Q1	YoY Change
Opalmon	1.5	1.2	- 17.5 %
Rivastach	2.0	0.8	- 60.7 %
Onon capsule	0.7	1.1	+ 67.6 %

Operating Profit

Operating Profit	YoY Change
¥ 29.8 billion	+ 10.2 %

Costs, etc.

		(YoY Change)
• Cost of Sales	¥ 22.8 billion	(+ 10.9%)
• R&D Expenses	¥ 15.2 billion	(+ 23.5%) ①
• SG&A Expenses	¥ 19.0 billion	(+ 33.5%) ②
①+② Total	¥ 34.2 billion	(+ 28.9%)
• Other Income	¥ 0.2 billion	(+ 106.5%)
• Other Expenses	¥ 0.8 billion	(- 11.3%)

Profit before Tax

Profit before Tax	YoY Change
¥ 30.8 billion	+ 8.8 %

Net financial income, etc.

+ ¥ 1.0 billion (YoY Change - ¥ 0.3 Billion)

Finance income : ¥ 1.3 Billion

(Dividend income received and gain on sale of investment securities, etc.)

Finance costs : ¥ 0.3 billion

(Loss on valuation of investment securities and interest expense arising from lease obligations, etc.)

Profit for the Period (Owners of the Parent Company)

Profit for the Period (Owners of the Parent Company)	YoY Change
¥ 24.1 billion	+ 12.0 %

Income tax expense

¥ 6.7 billion (YoY Change - 1.1 %)

(Major change factors)

Increase in profit before tax	¥ 2.5 billion
Decrease in corporate tax	¥ 0.1 billion



ONO PHARMACEUTICAL CO.,LTD.

Dedicated to the Fight against Disease and Pain