

# **Material for Financial Announcement Q1 FY 2022**

**August 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 Q1 FY 2022

(April 1 to June 30, 2022)

# Revenue

Revenue	YoY Change
¥ 106.7 billion	+ 22.2 %

## Breakdown of Revenue

(Billion yen)

	FY 2021 Q1	FY 2022 Q1	YoY Change
Revenue of Goods and Products	60.5	72.2	+ 19.2 %
Royalty & other revenue	26.8	34.6	+ 28.8 %
<b>Total</b>	87.4	<b>106.7</b>	<b>+ 22.2 %</b>

# Revenue

## Sales of Major Products

(Billion yen)

	FY 2021 Q1	FY 2022 Q1	YoY Change
Opdivo	29.0	34.1	+ 17.4 %
Forxiga	7.5	13.1	+ 75.3 %
Orencia SC	5.7	6.2	+ 9.4 %
Glactiv	6.5	6.0	- 6.7 %
Kyprolis	2.0	2.2	+ 12.6 %
Parsabiv	2.2	2.1	- 3.1 %
Velexbru	1.4	2.1	+ 45.1 %
Ongentys	0.2	1.2	+ 399.8 %
Onoact	1.2	1.1	- 8.7 %
Braftovi	0.7	0.9	+ 30.6 %
Mektovi	0.5	0.7	+ 29.5 %

# Revenue

## Sales of Long-term Listed Products

(Billion yen)

	FY 2021 Q1	FY 2022 Q1	YoY Change
<b>Opalmon</b>	1.2	1.1	- <b>6.5 %</b>
<b>Onon capsule</b>	1.1	0.7	- <b>36.3 %</b>

# Operating Profit

Operating Profit	YoY Change
¥ 38.2 billion	+ 28.1 %

## Costs, etc.

(Billion yen)

	FY 2022 Q1	YoY Change
• Cost of Sales	26.9	( + 18.1% )
• R&D Expenses	19.4	( + 27.3% ) ①
• SG&A Expenses	21.7	( + 14.6% ) ②
①+② Total	41.1	( + 20.3% )
• Other Income	0.1	( - 43.8% )
• Other Expenses	0.6	( - 22.4% )

# Profit before Tax

Profit before Tax	YoY Change
¥ 39.0 billion	+ 26.7 %

## Net financial income, etc.

+ ¥ 0.9 billion ( YoY Change - ¥ 0.1 billion )

**Finance income :** ¥ 1.2 billion

( Dividend income received, etc. )

**Finance costs :** ¥ 0.3 billion

( Exchange losses, etc. )



# Profit for the Period (Owners of the Parent Company)

Profit for the Period (Owners of the Parent Company)	YoY Change
¥ 29.5 billion	+ 22.4 %

## Income tax expense

¥ 9.5 billion ( YoY Change + 42.1 % )

### (Major change factors)

Increase in profit before tax	¥ 8.2 billion
Increase in corporate tax	¥ 2.8 billion

# **Financial Forecasts for FY 2022**

(Year ending March 31, 2023)

# Financial Forecasts for FY 2022

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

(Billion yen)

	FY 2021 (Result)	FY 2022 ( Forecast )	YoY Change
Revenue	361.4	425.0	+ 17.6 %
Operating profit	103.2	145.0	+ 40.5 %
Profit before tax	105.0	146.0	+ 39.0 %
Profit for the year (Owners of the Parent Company)	80.5	110.0	+ 36.6 %

Exchange rate FY 2022: 1USD = 110 yen



**ONO PHARMACEUTICAL CO.,LTD.**

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