

Material for Financial Announcement Q1 FY 2023

July 31, 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.

Financial Results Summary for Q1 FY 2023

(April 1 to June 30, 2023)

Revenue

Revenue	YoY Change
¥ 120.0 billion	+ 12.5 %

Breakdown of Revenue

(Billion yen)

	FY 2022 Q1	FY 2023 Q1	YoY Change
Revenue of Goods and Products	72.2	80.5	+ 11.6 %
Royalty & other revenue	34.6	39.5	+ 14.2 %
Total	106.7	120.0	+ 12.5 %

Revenue

Sales of Major Products

(Billion yen)

	FY 2022 Q1	FY 2023 Q1	YoY Change
Opdivo	34.1	37.8	+ 10.9 %
Forxiga	13.1	17.5	+ 34.0 %
Orencia SC	6.2	6.6	+ 5.6 %
Glactiv	6.0	5.6	- 7.2 %
Velexbru	2.1	2.6	+ 23.7 %
Kyprolis	2.2	2.2	- 0.1 %
Parsabiv	2.1	2.1	- 3.0 %
Ongentys	1.2	1.6	+ 28.8 %
Onoact	1.1	1.0	- 7.5 %
Braftovi	0.9	0.9	+ 1.7 %
Mektovi	0.7	0.7	+ 0.5 %

Revenue

Sales of Long-term Listed Products

(Billion yen)

	FY 2022 Q1	FY 2023 Q1	YoY Change
Opalmon	1.1	1.0	- 13.5 %

Operating Profit

Operating Profit	YoY Change
¥ 41.3 billion	+ 8.3 %

Costs, etc.

(Billion yen)

	FY 2023 Q1	YoY Change
• Cost of Sales	30.2	(+ 12.0%)
• R&D Expenses	24.6	(+ 26.6%) ①
• SG&A Expenses	23.5	(+ 8.1%) ②
①+② Total	48.1	(+ 16.8%)
• Other Income	0.1	(+ 11.8%)
• Other Expenses	0.6	(- 6.2%)

Profit before Tax

Profit before Tax	YoY Change
¥ 42.4 billion	+ 8.5 %

Net financial income, etc.

+ ¥ 1.0 billion (YoY Change + ¥ 0.2 billion)

Finance income : ¥ 1.3 billion

(Dividend income received, etc.)

Finance costs : ¥ 0.2 billion

(Exchange losses, etc.)

Profit for the Period (Owners of the Company)

Profit for the Period (Owners of the Company)	YoY Change
¥ 31.8 billion	+ 7.9 %

Income tax expense

¥ 10.6 billion (YoY Change + 11.0 %)

(Major change factors)

Increase in profit before tax	¥ 3.3 billion
Increase in corporate tax	¥ 1.0 billion

Financial Forecast for FY 2023

(Year ending March 31, 2024)

Financial Forecast for FY 2023

Financial forecast is unchanged from that announced on
May 10, 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



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