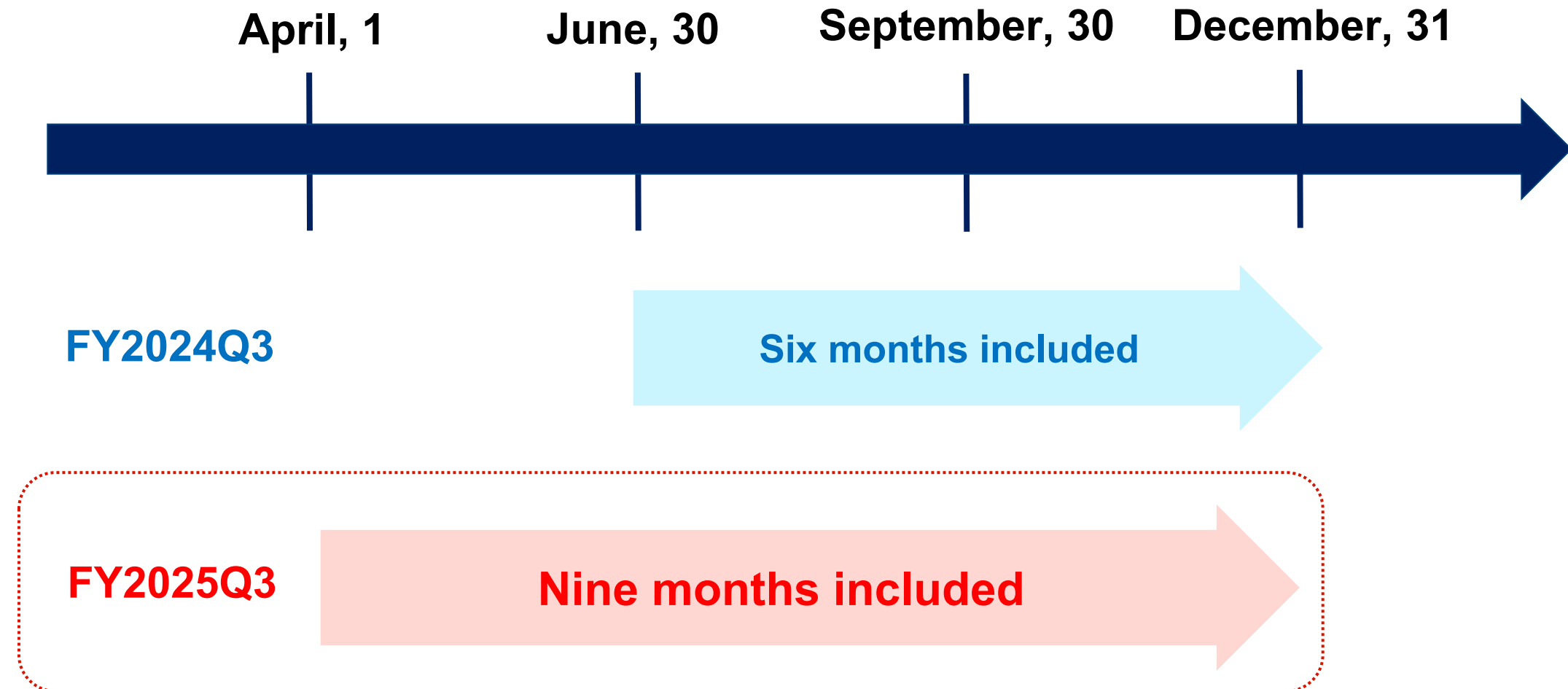


# **FY2025Q3 Financial Results**

# Profit and Loss Recognition Period for Deciphera Pharmaceuticals, Inc.



Regarding the profit and loss recognition for Deciphera Pharmaceuticals, Inc., six months were recorded in the same period last year, while nine months have been recorded this year.



# Highlights of Financial Results for FY2025Q3 (Core Basis)

**For the FY2025Q3 ending March 2026, we recorded increased revenue and profit.**

## FY2025Q3 Sales Revenue

Revenue increased by ¥22.5 billion (6.0%) year on year to ¥397.0 billion, which is the highest third-quarter sales in our history.

**Domestic Sales** : Despite the entry of generic products in December, sales of FORXIGA increased due to its expanded use, particularly in treatment for chronic kidney disease and chronic heart failure. However, overall sales slightly decreased mainly due to a decline in OPDIVO sales.

**Overseas Sales** : Sales of QINLOCK increased by ¥11.3 billion to ¥28.6 billion. Sales of ROMVIMZA were ¥5.4 billion. Royalty revenue associated with OPDIVO and other products continued to increase steadily.

## FY2025Q3 Core Profit for the Period

Core profit for the period increased by ¥13.5 billion (17.6%) to ¥90.0 billion.

Although expenses increased due to the inclusion of three additional months of R&D and SG&A expenses for Deciphera compared to the previous year, the increase in sales exceeded these expenses, resulting in the profit increase.

## FY2025 Financial Result Forecast

Sales and profit for the year is expected to increase compared to the previous fiscal year.

Although sales of FORXIGA is expected to decrease due to the entry of generic products, an increase in sales and profits is anticipated mainly due to growth in sales of QINLOCK and ROMVIMZA, as well as an increase in overseas royalty revenue.



**Revenue**  
**¥397.0 billion**  
YoY +22.5 billion  
(+6.0%)



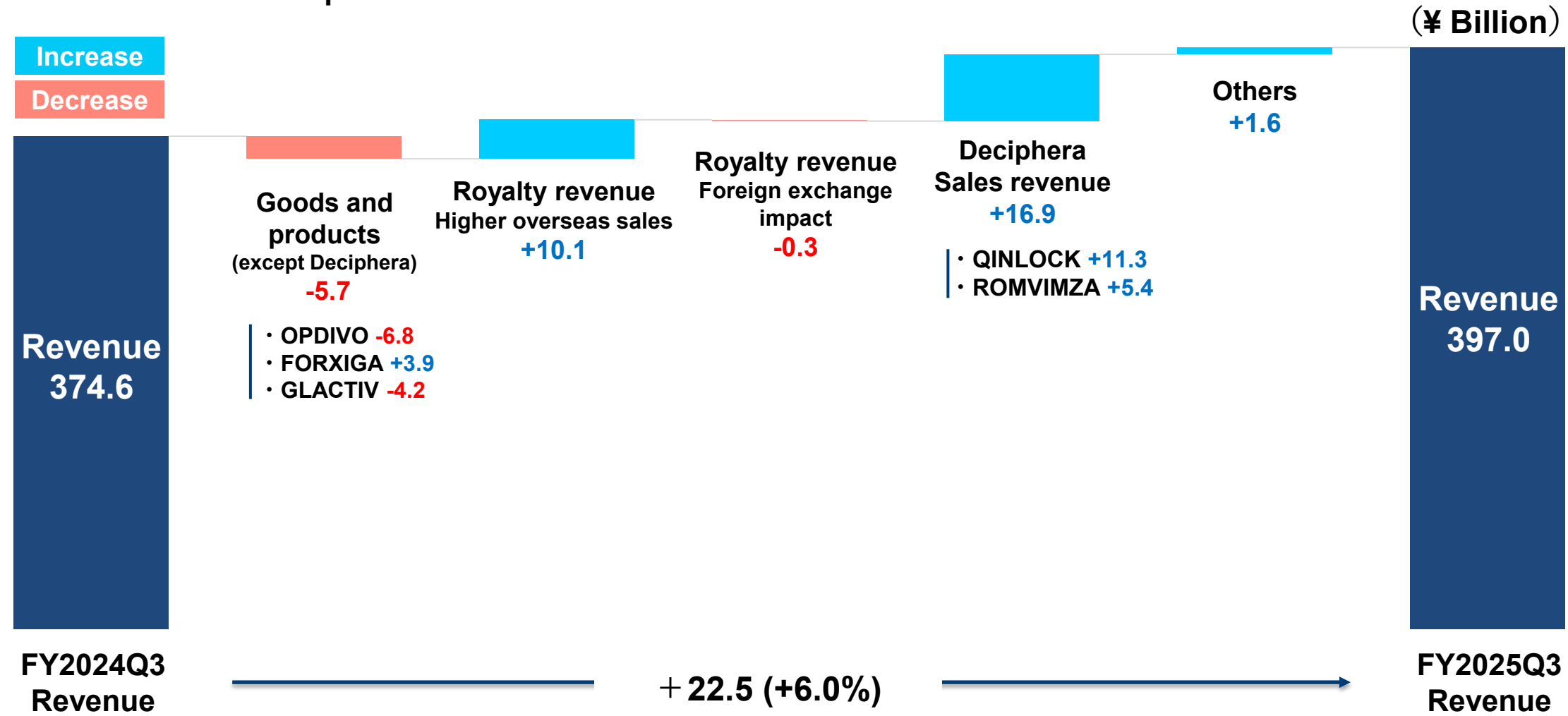
**Goods and Products Sales**  
**¥267.9 billion**  
YoY +11.0 billion (+4.3%)



**Royalty and Others**  
**¥129.2 billion**  
YoY +11.5 billion (+9.7%)

# FY2025Q3 : Sales Revenue (Breakdown)

Although sales of OPDIVO decreased due to intensified competitive environment, overall sales increased by ¥22.5 billion year on year mainly due to higher royalty revenue associated with Opdivo and other products and revenue from Deciphera.



# FY2025Q3 : Sales Revenue by Product (Domestic)

¥ in Billion	FY2024Q3	FY2025Q3	YoY		FY2025 Forecast*
			Change	Change(%)	
<b>Revenue</b>	<b>374.6</b>	<b><u>397.0</u></b>	<b>22.5</b>	<b>6.0%</b>	<b>490.0</b>
Goods and products	256.9	<u>267.9</u>	11.0	4.3%	330.0
Royalty and others	117.7	<u>129.2</u>	11.5	9.7%	160.0

<u>Goods and Products (Domestic)</u>	FY2024Q3	FY2025Q3	YoY		FY2025 Forecast*
			Change	Change(%)	
OPDIVO Intravenous Infusion	96.0	<u>89.2</u>	-6.8	-7.1%	120.0
FORXIGA Tablets	68.7	<u>72.7</u>	3.9	5.7%	80.0
ORENCIA for Subcutaneous Injection	20.8	<u>21.0</u>	0.2	1.0%	28.0
GLACTIV Tablets	14.7	<u>10.4</u>	-4.2	-28.9%	12.0
VELEXBRU Tablets	8.2	<u>9.2</u>	1.0	12.3%	11.0
ONGENTYS Tablets	6.0	<u>6.9</u>	1.0	16.6%	9.0
PARSABIV Intravenous Injection	6.6	<u>6.9</u>	0.3	5.1%	9.0
KYPROLIS for Intravenous Infusion	6.9	<u>6.0</u>	-0.9	-12.9%	9.0

\* The consolidated financial forecast for the fiscal year ending March 2026, announced on October 30, 2025, is provided.

• Sales revenue of domestic products is shown in a gross sales basis (shipment price), and sales revenue of overseas products is shown in a net sales basis.

# FY2025Q3 : Sales Revenue by Product / Overseas / Royalty

¥ in Billion	FY2024Q3	FY2025Q3	YoY		FY2025 Forecast*
			Change	Change(%)	
<b>Revenue</b>	<b>374.6</b>	<b><u>397.0</u></b>	<b>22.5</b>	<b>6.0%</b>	<b>490.0</b>
Goods and products	<b>256.9</b>	<b><u>267.9</u></b>	<b>11.0</b>	<b>4.3%</b>	<b>330.0</b>
Royalty and others	<b>117.7</b>	<b><u>129.2</u></b>	<b>11.5</b>	<b>9.7%</b>	<b>160.0</b>

<b>Goods and Products (Overseas)</b>	FY2024Q3	FY2025Q3	YoY		FY2025 Forecast*
			Change	Change(%)	
OPDIVO	10.0	<b><u>10.8</u></b>	0.8	7.8%	13.5
QINLOCK®	17.3	<b><u>28.6</u></b>	11.3	65.1%	36.0
ROMVIMZA®	—	<b><u>5.4</u></b>	—	—	8.0

<b>Royalty and others</b>	FY2024Q3	FY2025Q3	YoY		
			Change	Change(%)	
OPDIVO	86.3	<b><u>92.5</u></b>	6.2	7.2%	
KEYTRUDA®	19.4	<b><u>21.5</u></b>	2.1	10.6%	

\* The consolidated financial forecast for the fiscal year ending March 2026, announced on October 30, 2025, is provided.

• Sales revenue of domestic products is shown in a gross sales basis (shipment price), and sales revenue of overseas products is shown in a net sales basis.

# FY2025Q3 : Core Operating Profit



**Core Operating Profit**  
**¥116.3 billion**

**YoY +18.6 billion**  
**(+19.1%)**



**Revenue ¥397.0 billion**

**YoY +22.5 billion (+6.0%)**



**R&D Expense ¥104.6 billion**

**YoY +1.2billion (+1.1%)**



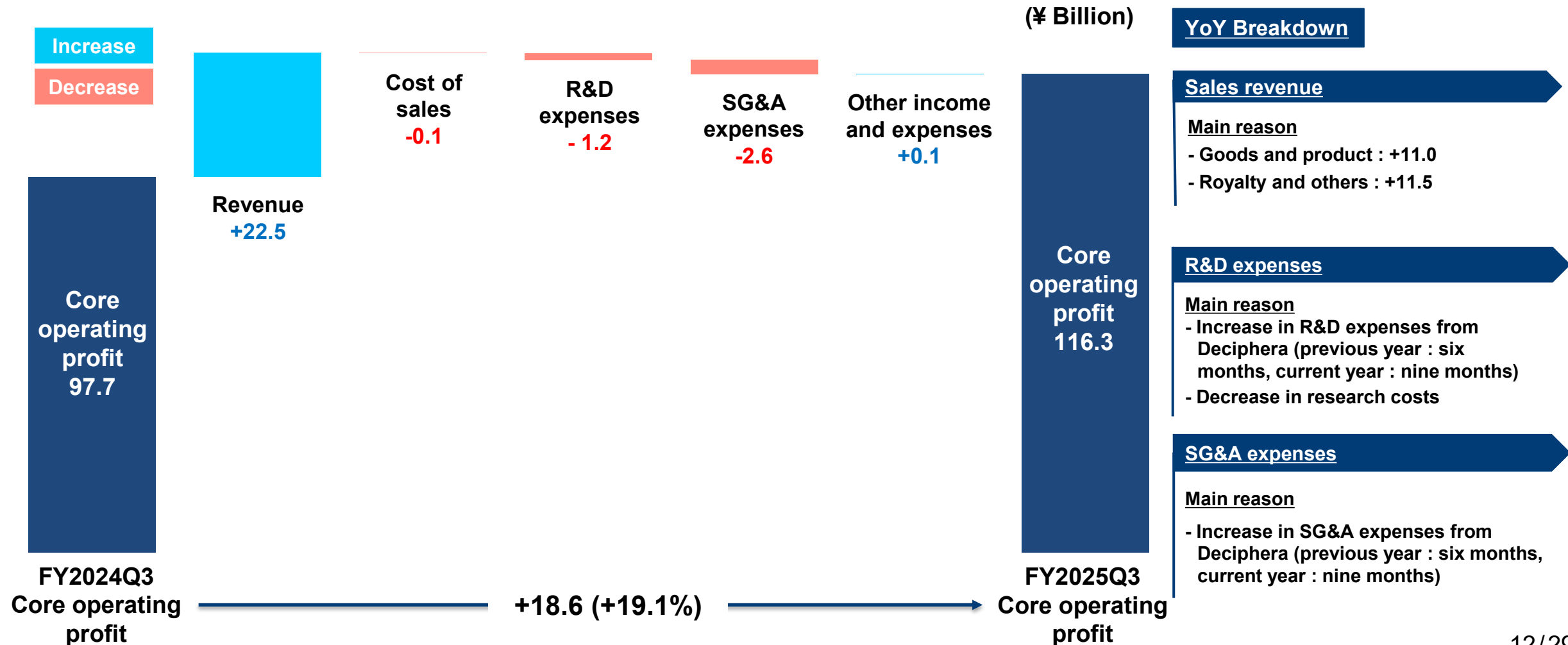
**SG&A Expense ¥92.8 billion**

**YoY +2.6billion (+2.9%)**



# FY2025Q3 : Core Operating Profit (Breakdown)

While R&D and SG&A expenses have been recorded by Deciphera (the previous period accounted for six months, and the current period includes nine months), core operating profit increased by ¥18.6 billion year on year to ¥116.3 billion mainly due to an increase in sales revenue.



# FY2025Q3 : Financial Overview (Core)

¥ in Billion	FY2024Q3	FY2025Q3	YoY		FY2025 Forecast*
			Change	Change(%)	
Revenue	374.6	<u>397.0</u>	22.5	6.0%	490.0
Cost of sales	83.1	<u>83.2</u>	0.1	0.1%	103.5
R&D expenses	103.4	<u>104.6</u>	1.2	1.1%	150.0
SG&A expenses	90.2	<u>92.8</u>	2.6	2.9%	120.0
Core operating profit	97.7	<u>116.3</u>	18.6	19.1%	114.0
Core profit before tax	100.0	<u>117.8</u>	17.8	17.8%	114.0
Core profit for the period (attributable to owners of the Company)	76.5	<u>90.0</u>	13.5	17.6%	91.0

## YoY Breakdown

**Cost of sales +¥0.1 billion (+0.1%)**

COGS ratio : 21.0%

**R&D expenses +¥1.2 billion (+1.1%)**

R&D ratio : 26.3%

- Increase in R&D expenses from Deciphera (previous year : six months, current year : nine months)
- Decrease in research costs

**SG&A expenses +¥2.6 billion (+2.9%)**

## Main reason

- Increase in SG&A expenses from Deciphera (previous year : six months, current year : nine months)

\* The consolidated financial forecast for the fiscal year ending March 2026, announced on October 30, 2025, is provided.

# (Ref) FY2025Q3 : Financial Overview (Full Basis)

¥ in Billion	FY2024Q3	FY2025Q3	YoY		FY2025 Forecast*
			Change	Change(%)	
Revenue	374.6	<u>397.0</u>	22.5	6.0%	490.0
Cost of sales	102.7	<u>108.7</u>	5.9	5.8%	135.0
R&D expenses	107.1	<u>104.6</u>	-2.5	-2.4%	150.0
SG&A expenses	93.7	<u>92.9</u>	-0.8	-0.9%	120.0
Operating profit	70.8	<u>88.3</u>	17.5	24.8%	85.0
Profit before tax	72.0	<u>89.4</u>	17.3	24.1%	85.0
Profit for the period (attributable to owners of the Company)	56.6	<u>68.9</u>	12.4	21.8%	67.0

## YoY Breakdown

### Cost of sales +¥5.9billion (+5.8%)

#### Main reason

- Amortization expenses related to intangible assets acquired through acquisitions

### R&D expenses -¥2.5 billion (-2.4%)

#### R&D ratio : 26.3%

#### Main reason

- Absence of impairment loss related to development compounds

### SG&A expenses -¥0.8 billion (-0.9%)

#### Main reasons

- Increase in SG&A expenses from Deciphera
- Absence of expenses associated with the acquisition of Deciphera

\* The consolidated financial forecast for the fiscal year ending March 2026, announced on October 30, 2025, is provided.

# (Ref) FY2025Q3 : Reconciliation from Full to Core Basis

¥ in Billion	IFRS (Full) basis	Adjustment				Core basis
		Amortization	Impairment loss	Others	Total	
Sales revenue	397.0				—	397.0
Cost of sales	108.7	-19.0		-6.4	-25.5	83.2
Gross profit	288.4	+19.0	—	+6.4	+25.5	313.8
R&D expenses	104.6				—	104.6
SG&A expenses	92.9			-0.1	-0.1	92.8
Other income /expenses	-2.6			-2.4	-2.4	-0.2
Operating profit	88.3	+19.0	—	+9.0	+28.0	116.3
Operating profit ratio	22.2%				—	29.3%
Finance income / Finance cost	1.1			+0.4	+0.4	1.5
Profit before tax	89.4	+19.0	—	+9.4	+28.4	117.8
Income tax expense	20.5	+4.9		+2.4	+7.4	27.9
Profit for the year	68.9	+14.1	—	+7.0	+21.0	90.0

## Breakdown

### Cost of sales

#### Main reasons

- Amortization expenses related to intangible assets acquired through acquisitions or in-licensing
- Amortization expenses related to inventories from PPA

### R&D expenses

#### No Adjustment

### SG&A expenses and Other income&expense

#### Main reason

- Loss on retirement benefit plan amendments : +¥1.7 billion

# FY2025 : Financial Forecast

## (Core/Compared to the Previous Year)

There is no change from the consolidated financial forecasts, announced on October 30, 2025.

<u>¥ in Billion</u>	FY2024 Actual	FY2025 Forecast	Change	Change (%)
Revenue	486.9	<u>490.0</u>	3.1	0.6%
Cost of sales	106.9	<u>103.5</u>	-3.4	-3.1%
R&D expenses	143.3	<u>150.0</u>	6.7	4.7%
SG&A expenses	122.2	<u>120.0</u>	-2.2	-1.8%
Core operating profit	112.7	<u>114.0</u>	1.3	1.2%
Core profit before tax	113.9	<u>114.0</u>	0.1	0.1%
Income tax expense	23.4	<u>23.0</u>	-0.4	-1.8%
Core profit for the period (attributable to owners of the Company)	90.4	<u>91.0</u>	0.6	0.7%

### Breakdown

**Cost of sales -¥3.4 billion (-3.1%)**

#### Main reason

- Decrease in domestic sales

**R&D expenses +¥6.7 billion (+4.7%)**

#### Main reasons

- Costs related to Deciphera Pharmaceuticals (from 9 months to 12 months)
- Costs associated with Sapablursen in-licensed from Ionis Pharmaceuticals, Inc.
- Promotion of cost efficiency measures

**SG&A expenses -¥2.2 billion (-1.8%)**

#### Main reasons

- Costs related to Deciphera Pharmaceuticals (from 9 months to 12 months)
- Promotion of cost efficiency measures

\* The exchange rate assumed for the second half of the fiscal year is ¥145 per US dollar.

# FY2025 : Financial Forecast (Sales Revenue by Product)

Goods and Products (¥ in Billion) (Domestic)	FY2024 Actual	FY2025 Forecast	YoY	
			Change	Change(%)
OPDIVO Intravenous Infusion	120.3	<u>120.0</u>	-0.3	-0.3%
FORXIGA Tablets	89.6	<u>80.0</u>	-9.6	-10.7%
ORENCIA for Subcutaneous Injection	26.6	<u>28.0</u>	1.4	5.2%
GLACTIV Tablets	18.3	<u>12.0</u>	-6.3	-34.6%
VELEXBRU Tablets	10.5	<u>11.0</u>	0.5	4.4%
ONGENTYS Tablets	7.6	<u>9.0</u>	1.4	17.8%
KYPROLIS for Intravenous Infusion	8.6	<u>9.0</u>	0.4	4.6%
PARSABIV Intravenous Injection	8.4	<u>9.0</u>	0.6	6.7%
Goods and Products (¥ in Billion) (Overseas)	FY2024 Actual	FY2025 Forecast	YoY	
			Change	Change(%)
OPDIVO	13.1	<u>13.5</u>	0.4	2.9%
QINLOCK®	25.5	<u>36.0</u>	10.5	41.2%
ROMVIMZA®	—	<u>8.0</u>	—	

• Sales revenue of domestic products is shown in a gross sales basis (shipment price), and sales revenue of overseas products is shown in a net sales basis.

# FY2025 : Financial Forecast (Full / Compared to the Previous Year)

There is no change from the consolidated financial forecasts, announced on October 30<sup>th</sup>, 2025.

<u>¥ in Billion</u>	<u>FY2024 Actual</u>	<u>FY2025 Forecast</u>	<u>Change</u>	<u>Change (%)</u>
Revenue	486.9	<u>490.0</u>	3.1	0.6%
Cost of sales	147.9	<u>135.0</u>	-12.9	-8.8%
R&D expenses	149.9	<u>150.0</u>	0.1	0.1%
SG&A expenses	125.7	<u>120.0</u>	-5.7	-4.5%
Operating profit	59.7	<u>85.0</u>	25.3	42.3%
Profit before tax	59.3	<u>85.0</u>	25.7	43.3%
Income tax expense	9.2	<u>18.0</u>	8.8	96.5%
Profit for the year (attributable to owners of the Company)	50.0	<u>67.0</u>	16.9	33.8%

## Breakdown

**Cost of sales -¥12.9 billion (-8.8%)**

### Main reasons

- Absence of sales milestone on FORXIGA

**R&D expenses +¥0.1 billion (+0.1%)**

### Main reasons

- Costs related to Deciphera Pharmaceuticals (from 9 months to 12 months)
- Costs associated with Sapablursen in-licensed from Ionis Pharmaceuticals, Inc.
- Absence of impairment losses on development compounds

**SG&A expenses -¥5.7 billion (-4.5%)**

### Main reasons

- Costs related to Deciphera Pharmaceuticals (from 9 months to 12 months)
- Promotion of cost efficiency measures

\* The exchange rate assumed for the second half of the fiscal year is ¥145 per US dollar.

For the second half of the fiscal year, the sensitivity to exchange rates is assumed to be an increase of ¥0.7 billion in revenue and an increase of ¥0.2 billion in operating profit for every ¥1 depreciation of the yen.