

# **Material for Financial Announcement Q1 FY 2020**

**July 31, 2020**

# 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 2020**

(April 1 to June 30, 2020)

# Revenue

Revenue	YoY Change
¥ 74.9 billion	+ 1.3 %

## Breakdown of Revenue

(Billion yen)

	FY 2019 Q1	FY 2020 Q1	YoY Change
Revenue of Goods and Products	53.2	53.6	+ 0.8 %
Royalty & other revenue (Opdivo)	20.8 (15.4)	21.3 (14.0)	+ 2.5 % (- 9.3 %)
Total	74.0	74.9	+ 1.3 %

# Revenue

## Sales of Major Products

(Billion yen)

	FY 2019 Q1	FY 2020 Q1	YoY Change
Opdivo	22.3	24.4	+ 9.5 %
Glactiv	6.9	6.5	- 5.9 %
Forxiga	4.4	5.2	+ 17.8 %
Orencia SC	4.9	5.4	+ 10.6 %
Rivastach	2.3	2.0	- 10.0 %
Parsabiv	1.7	1.9	+ 11.1 %
Kyprolis	1.4	1.7	+ 21.3 %
Onoact	1.3	1.0	- 19.1 %
Proemend	0.7	0.7	- 3.1 %
New products (FY2020)	—	0.1	—

# Revenue

## Sales of Long-term Listed Products

(Billion yen)

	FY 2019 Q1	FY 2020 Q1	YoY Change
<b>Opalmon</b>	2.3	1.5	- <b>36.8 %</b>
<b>Emend</b>	2.2	0.8	- <b>64.1 %</b>
<b>Onon capsule</b>	0.9	0.7	- <b>28.4 %</b>
<b>Recalbon</b>	1.4	0.8	- <b>42.5 %</b>

# Operating Profit

Operating Profit	YoY Change
¥ 27.0 billion	+ 35.3 %

## Costs, etc.

		(YoY Change)
• Cost of sales	¥ 20.6 billion	( - 0.8% )
• R&D expenses	¥ 12.3 billion	( - 22.7% ) ①
• SG&A expenses	¥ 14.2 billion	( - 14.3% ) ②
①+② Total	¥ 26.5 billion	( - 18.4% )
• Other income	¥ 0.1 billion	( - 25.8% )
• Other expenses	¥ 0.9 billion	( + 0.2% )

# Profit before Tax

Profit before Tax	YoY Change
¥ 28.3 billion	+ 33.5 %

## Net financial income

+ ¥ 1.3 billion ( + ¥ 0.0 billion )

**Finance income :** ¥ 1.3 billion

( Interest and dividend income received, etc. )

**Finance costs :** ¥ 0.0 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 Change
¥ 21.5 billion	+ 31.6 %

## Income tax expense

¥ 6.8 billion ( YoY Change + 40.7 % )

### (Major change factors)

Increase in profit before tax	¥ 7.1 billion
Increase in corporate tax	¥ 2.0 billion



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