

# **Material for Financial Announcement Q2 FY 2021**

**November 2, 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 Q2 FY 2021

(April 1 to September 30, 2021)

# Revenue

Revenue	YoY Change
¥ 174.1 billion	+ 15.7 %

## Breakdown of Revenue

(Billion yen)

	FY 2020 Q2	FY 2021 Q2	YoY Change
Revenue of Goods and Products	106.5	119.2	+ 11.9 %
Royalty & other revenue	44.0	54.9	+ 24.8 %
Total	150.5	174.1	+ 15.7 %

# Revenue

## Sales of Major Products

(Billion yen)

	FY 2020 Q2	FY 2021 Q2	YoY Change
Opdivo	49.1	56.1	+ 14.3 %
Forxiga	10.5	15.6	+ 49.3 %
Glactiv	13.0	12.7	- 1.7 %
Orencia SC	10.9	11.2	+ 3.3 %
Parsabiv	3.9	4.5	+ 15.6 %
Kyprolis	3.5	4.2	+ 18.6 %
Velexbru	0.5	2.9	+ 497.2 %
Onoact	2.2	2.3	+ 8.8 %
Braftovi	0.3	1.4	+ 301.0 %
Mektovi	0.3	1.1	+ 234.9 %
Ongentys	0.1	0.9	+1477.7 %
New Products (FY2021)	—	0.5	—

# Revenue

## Sales of Long-term Listed Products

(Billion yen)

	FY 2020 Q2	FY 2021 Q2	YoY Change
<b>Opalmon</b>	2.9	2.4	- <b>16.8 %</b>
<b>Rivastach</b>	4.1	1.6	- <b>61.7 %</b>
<b>Onon capsule</b>	1.2	1.8	+ <b>49.6 %</b>

# Operating Profit

Operating Profit	YoY Change
¥ 58.2 billion	+ 11.0 %

## Costs, etc.

(Billion yen)

	FY 2021 Q2	YoY Change
• Cost of Sales	¥ 45.6 billion	( + 9.1% )
• R&D Expenses	¥ 32.6 billion	( + 26.5% ) ①
• SG&A Expenses	¥ 37.7 billion	( + 26.3% ) ②
①+② Total	¥ 70.2 billion	( + 26.4% )
• Other Income	¥ 0.7 billion	( + 83.1% )
• Other Expenses	¥ 0.8 billion	( - 29.0% )

# Profit before Tax

Profit before Tax	YoY Change
¥ 59.2 billion	+ 10.4 %

## Net financial income, etc.

+ ¥ 1.1 billion ( YoY Change - ¥ 0.2 Billion )

**Finance income :** ¥ 1.4 Billion

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

**Finance costs :** ¥ 0.4 billion

( Loss on valuation of investment securities and exchange losses, etc. )



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

Profit for the Period (Owners of the Parent Company)	YoY Change
¥ 46.3 billion	+ 16.2 %

## Income tax expense

¥ 12.9 billion ( YoY Change - 6.4 % )

### (Major change factors)

Increase in profit before tax	¥ 5.6 billion
Decrease in corporate tax	¥ 0.9 billion

# Financial Forecasts for FY 2021

(Year ending March 31, 2022)

# Revenue (Forecasts)

Revenue	YoY Change
¥ 345.0 billion	+ 11.5 %

## Breakdown of Revenue

(Billion yen)

	FY 2020 (Result)	FY 2021 ( Forecast )	YoY Change
Revenue of Goods and Products	214.5	240.0	+ 11.9 %
Royalty & other revenue	94.7	105.0	+ 10.8 %
Total	309.3	345.0	+ 11.5 %

# Revenue (Forecasts)

## Sales Forecasts of Major Products

(Billion yen)

	FY 2020 (Result)	FY 2021 ( Forecast )	YoY Change
Opdivo	98.8	110.0	+ 11.3 %
Forxiga	22.4	35.0	+ 56.6 %
Glactiv	25.5	24.5	- 3.9 %
Orencia SC	21.9	22.5	+ 2.7 %
Parsabiv	8.1	8.0	- 0.6 %
Kyprolis	7.1	7.5	+ 5.3 %
Velexbru	2.1	5.0	+ 142.6 %
Onoact	4.7	4.0	- 14.1 %
Braftovi	1.1	3.0	+ 180.6 %
Mektovi	1.0	2.5	+ 150.9 %
Ongentys	0.3	2.5	+ 631.1 %
New sales prospect items	—	2.5	—

# Revenue (Forecasts)

## Sales Forecasts of Long-term listed products

(Billion yen)

	FY 2020 (Result)	FY 2021 ( Forecast )	YoY Change
<b>Opalmon</b>	5.5	4.0	- 26.7 %
<b>Rivastach</b>	6.6	3.0	- 54.6 %
<b>Onon capsule</b>	2.9	2.5	- 14.2 %

# Operating Profit (Forecasts)

Operating Profit	YoY Change
¥ 103.0 billion	+ 4.7 %

## Costs, etc.

(Billion yen)

	FY 2021 ( Forecast )	YoY Change
• Cost of Sales	95.0	( + 11.0 % )
• R&D Expenses	72.0	( + 15.4 % ) ①
• SG&A Expenses	74.0	( + 6.9 % ) ②
①+② Total	146.0	( + 10.9 % )
• Other Income	1.0	( - 87.8 % )
• Other Expenses	2.0	( + 3.5 % )

# Profit before Tax (Forecasts)

Profit before Tax	YoY Change
¥ 105.0 billion	+ 4.1 %

## Net financial income, etc.

+ ¥ 2.0 billion ( YoY Change - ¥ 0.6 Billion )

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

Profit for the Period (Owners of the Parent Company)	YoY Change
¥ 81.5 billion	+ 8.1 %

## Income tax expense

¥ 23.4 billion ( YoY Change - 7.8 % )

## (Major change factors)

Increase in profit before tax	¥ 4.1 billion
Decrease in corporate tax	¥ 2.0 billion





**ONO PHARMACEUTICAL CO.,LTD.**

*Dedicated to the Fight against Disease and Pain*