

Material for Financial Announcement Q3 FY 2023

January 31, 2024



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.

Revenue



Revenue
¥ 389.9 billion

YoY Change
+ 15.0 %

Breakdown of Revenue

(Billion yen)

	FY 2022 Q3	FY 2023 Q3	YoY Change
Revenue of Goods and Products	225.5	246.9	+ 9.5%
Royalty & other revenue	113.5	143.0	+ 26.0%
Total	339.0	389.9	+ 15.0%

Revenue

Sales of Major Products

(Billion yen)

	FY 2022 Q3	FY 2023 Q3	YoY Change
Opdivo	109.1	114.9	+5.3%
Forxiga	41.9	57.5	+37.3%
Orencia SC	19.1	20.0	+4.8%
Glactiv	17.7	16.7	-5.3%
Velexbru	6.5	8.0	+22.0%
Kyprolis	6.8	7.1	+4.8%
Parsabiv	6.5	6.4	-2.0%
Ongentys	3.8	4.9	+27.0%
Onoact	3.6	3.4	-5.2%
Braftovi	2.5	2.7	+6.2%
Opalmon	3.4	2.9	-16.0%
Mektovi	2.0	2.0	+2.1%

Operating Profit

Operating Profit
¥ 144.6 billion

YoY Change
+ 18.0 %

Costs, etc.

(Billion yen)

YoY Change

Cost of Sales	95.5	+ 13.9%
R&D Expenses	76.5	+ 15.9% ①
SG&A Expenses	73.3	+ 10.8% ②
① + ② Total	149.8	+ 13.4%
Other Income	1.0	+ 89.0%
Other Expenses	1.0	- 3.2%

Profit before Tax

Profit before Tax
¥ 147.3 billion

YoY Change
+ 18.4 %

Net financial income, etc.

+ ¥ 2.7 billion (YoY Change + ¥ 0.9 Billion)

Finance income : **¥ 3.1 billion**

(Dividend income, Interest income, etc.)

Finance costs : **¥ 0.5 billion**

(Exchange losses, etc.)

Profit for the Period (Owners of the Company)

Profit for the Period
(Owners of the Company)

¥ 110.5 billion

YoY Change

+ 15.6 %

Income tax expense

¥ 36.7 billion (YoY Change + 28.5 %)

Financial Forecast for FY 2023

Financial forecast is unchanged from that announced on November 1, 2023

(Billion yen)

	FY 2022 (Result)	FY 2023 (Forecast)	YoY Change
Revenue	447.2	500.0	+ 11.8 %
Operating profit	142.0	167.0	+ 17.6 %
Profit before tax	143.5	169.0	+ 17.7 %
Profit for the year (Owners of the Company)	112.7	126.0	+ 11.8 %

Exchange rate

FY 2023 (Forecast (2nd Half)): 1USD = 140 yen

Revenue (Forecast)

Sales Forecasts of Major Products

	(Billion yen)		
	FY 2022 (Result)	FY 2023 (Forecast)	YoY Change
Opdivo	142.3	150.0	+5.4%
Forxiga	56.5	75.0	+32.7%
Orencia SC	24.8	25.5	+3.0%
Glactiv	22.5	21.0	-6.7%
Velexbru	8.5	9.5	+11.3%
Kyprolis	8.7	8.5	-2.3%
Parsabiv	8.4	8.0	-4.8%
Ongentys	5.0	6.5	+30.5%
Onoact	4.5	4.5	+0.4%
Braftovi	3.2	4.0	+23.2%
Opalmon	4.4	3.5	-19.9%
Mektovi	2.5	3.0	+18.1%

※ The sales revenue forecast of Opdivo was revised from 155 billion yen to 150 billion yen.
The sales revenue forecast of Forxiga was revised from 70 billion yen to 75 billion yen.

Reference: FOREX rate and sensitivity



	Average rate (Yen)				FY 2023 (Revised Forecast) Impact of 1 yen depreciation in FY2023(2H) (Billion yen)	
	FY 2022 (Result)	FY 2023 (Previous Forecast)	FY 2023 (Result) (Apr-Sep)	FY 2023 (Revised Forecast) (Oct-Mar)	Revenue	Operating Profit
US \$	135	130	141	140	+0.3	+0.1



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