

# **Material for Financial Announcement Q1 FY 2019**

**August 1, 2019**

# 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 2019**

(April 1 to June 30, 2019)

# Revenue

Revenue	YoY Change
¥ 74.0 billion	+ 3.8 %

## Breakdown of Revenue

(Billion yen)

	FY 2018 Q1	FY 2019 Q1	YoY Change
Revenue of Goods and Products	53.9	53.2	- 1.3 %
Royalty & other revenue (Opdivo)	17.4 (13.4)	20.8 (15.4)	+ 20.0 % (+ 15.7 %)
Total	71.2	74.0	+ 3.8 %

# Revenue

## Sales of Major Products

(Billion yen)

	FY 2018 Q1	FY 2019 Q1	YoY Change
Opdivo	22.8	<b>22.3</b>	- 2.0 %
Glactiv	7.1	<b>6.9</b>	- 2.1 %
Orencia SC	4.3	<b>4.9</b>	+ 13.6 %
Forxiga	3.6	<b>4.4</b>	+ 22.5 %
Emend/Proemend	2.7	<b>2.9</b>	+ 8.8 %
Rivastach	2.3	<b>2.3</b>	- 2.0 %
Parsabiv	1.3	<b>1.7</b>	+ 33.2 %
Kyprolis	1.3	<b>1.4</b>	+ 3.1 %
Onoact	1.1	<b>1.3</b>	+ 13.1 %
Staybla	1.0	<b>0.9</b>	- 15.6 %

# Revenue

## Sales of Long-term Listed Products

(Billion yen)

	FY 2018 Q1	FY 2019 Q1	YoY Change
<b>Opalmon</b>	2.9	2.3	- <b>20.2 %</b>
<b>Recalbon</b>	2.7	1.4	- <b>49.3 %</b>
<b>Onon capsule</b>	1.1	0.9	- <b>19.5 %</b>
<b>Onon dry syrup</b>	0.7	0.6	- <b>14.4 %</b>

# Operating Profit

Operating Profit	YoY Change
¥ 20.0 billion	+ 11.1 %

## Costs, etc.

		(YoY Change)
• Cost of sales	¥ 20.7 billion	( + 2.9% )
• R&D expenses	¥ 16.0 billion	( + 1.6% ) ①
• SG&A expenses	¥ 16.6 billion	( - 2.7% ) ②
①+② Total	¥ 32.5 billion	( - 0.6% )
• Other income	¥ 0.1 billion	( - 44.2% )
• Other expenses	¥ 0.9 billion	( + 42.1% )

# Profit before Tax

Profit before Tax	YoY Change
¥ 21.2 billion	+ 9.1 %

## Net financial income

+ ¥ 1.2 billion ( - ¥ 0.2 billion )

**Finance income :** ¥ 1.5 billion

( Interest and dividend income received, etc. )

**Finance costs :** ¥ 0.3 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
¥ 16.3 billion	+ 7.2 %

## Income tax expense

¥ 4.8 billion ( YoY Change + 15.3 % )

### (Major change factors)

Increase in profit before tax	¥ 1.8 billion
Increase in corporate tax	¥ 0.6 billion



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