

Material for Financial Announcement Q3 FY 2022

January 31, 2023

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 Q3 FY 2022

(April 1 to December 31, 2022)

Revenue

Revenue	YoY Change
¥ 339.0 billion	+ 24.9 %

Breakdown of Revenue

(Billion yen)

	FY 2021 Q3	FY 2022 Q3	YoY Change
Revenue of Goods and Products	185.9	225.5	+ 21.3 %
Royalty & other revenue	85.5	113.5	+ 32.7 %
Total	271.4	339.0	+ 24.9 %

Sales of Major Products

(Billion yen)

	FY 2021 Q3	FY 2022 Q3	YoY Change
Opdivo	85.1	109.1	+ 28.3 %
Forxiga	26.5	41.9	+ 58.0 %
Orencia SC	17.5	19.1	+ 9.0 %
Glactiv	19.3	17.7	- 8.5 %
Kyprolis	6.5	6.8	+ 4.4 %
Parsabiv	6.9	6.5	- 5.6 %
Velexbru	4.7	6.5	+ 38.5 %
Ongentys	2.0	3.8	+ 91.8 %
Onoact	3.9	3.6	- 9.0 %
Braftovi	2.1	2.5	+ 20.7 %
Mektovi	1.7	2.0	+ 15.5 %

Sales of Long-term Listed Products

(Billion yen)

	FY 2021 Q3	FY 2022 Q3	YoY Change
Opalmon	3.7	3.4	- 7.5 %
Onon capsule	2.7	1.7	- 34.9 %

Operating Profit

Operating Profit	YoY Change
¥ 122.6 billion	+ 49.2 %

Costs, etc.

(Billion yen)

	FY 2022 Q3	YoY Change
• Cost of Sales	83.8	(+ 18.6%)
• R&D Expenses	66.0	(+ 33.4%) ①
• SG&A Expenses	66.1	(+ 15.1%) ②
①+② Total	132.1	(+ 23.5%)
• Other Income	0.5	(- 30.5%)
• Other Expenses	1.0	(- 91.6%)

Profit before Tax

Profit before Tax	YoY Change
¥ 124.4 billion	+ 47.5 %

Net financial income, etc.

+ ¥ 1.8 billion (YoY Change - ¥ 0.4 billion)

Finance income : ¥ 2.4 billion

(Dividend income received, etc.)

Finance costs : ¥ 0.6 billion

(Exchange losses, etc.)

Profit for the Period (Owners of the Parent Company)

Profit for the Period (Owners of the Parent Company)	YoY Change
¥ 95.7 billion	+ 48.0 %

Income tax expense

¥ 28.6 billion (YoY Change + 45.1 %)

(Major change factors)

Increase in profit before tax	¥ 40.0 billion
Increase in corporate tax	¥ 8.9 billion

Financial Forecast for FY 2022

(Year ending March 31, 2023)

Financial Forecast for FY 2022

Financial forecast is unchanged from those announced on October 31, 2022

(Billion yen)

	FY 2021 (Result)	FY 2022 (Forecast)	YoY Change
Revenue	361.4	440.0	+ 21.8 %
Operating profit	103.2	149.0	+ 44.4 %
Profit before tax	105.0	150.0	+ 42.8 %
Profit for the year (Owners of the Parent Company)	80.5	114.0	+ 41.6 %

Exchange rate

FY 2022 (Forecast (2nd Half)): 1USD = 130 yen

Sales Forecast of Major Products

(Billion yen)

	FY 2021 (Result)	FY 2022 (Forecast)			YoY Change
		Previous Forecast	Change	Revised Forecast	
Opdivo	112.4	155.0	- 10.0	145.0	+ 28.9 %
Forxiga	36.7	47.0	+ 8.0	55.0	+ 50.1 %
Orencia SC	22.9	23.0	+ 1.5	24.5	+ 7.0 %
Glactiv	24.5	23.0		23.0	- 6.3 %
Kyprolis	8.4	9.0		9.0	+ 7.6 %
Parsabiv	8.9	8.0		8.0	- 9.9 %
Velexbru	6.3	7.0	+ 1.5	8.5	+ 35.6 %
Ongentys	2.9	5.0		5.0	+ 73.6 %
Onoact	4.9	4.5		4.5	- 7.6 %
Braftovi	2.7	3.5		3.5	+ 27.4 %
Mektovi	2.2	2.5		2.5	+ 11.7 %

Sales Forecast of Long-term listed products

(Billion yen)

	FY 2021 (Result)	FY 2022 (Forecast)			YoY Change
		Previous Forecast	Change	Revised Forecast	
Opalmon	4.7	3.5	+ 1.0	4.5	- 4.9 %
Onon capsule	3.6	2.5		2.5	- 29.7 %



ONO PHARMACEUTICAL CO.,LTD.

Dedicated to the Fight against Disease and Pain