

# Financial Results Summary for Q1 FY 2018 (April 1 to June 30, 2018)

 ONO PHARMACEUTICAL CO.,LTD.

# Revenue ¥71.2 billion (+17.0%)

## Breakdown of Revenue

(Billion yen)

	FY 2017 Q1	FY 2018 Q1	Change
Revenue of Goods and Products	48.5	53.9	+11.1%
Royalty & other revenue (Opdivo)	12.4 (8.9)	17.4 (13.4)	+39.6% (+50.7%)
Total	60.9	71.2	+17.0%

# Revenue ¥71.2 billion (+17.0%)

## (1) Sales of Major Products

(Billion yen)

	FY 2017 Q1	FY 2018 Q1	Change
<b>Opdivo</b>	19.8	22.8	+15.0%
<b>Glactiv</b>	7.0	7.1	+0.7%
<b>Orencia SC</b>	3.3	4.3	+32.9%
<b>Forxiga</b>	2.6	3.6	+38.7%
<b>Emend/Proemend</b>	2.5	2.7	+8.4%
<b>Recalbon</b>	2.7	2.7	+0.1%
<b>Rivastach</b>	2.2	2.3	+3.9%
<b>Kyprolis</b>	1.2	1.3	+15.3%
<b>Parsabiv</b>	0.6	1.3	+132.5%
<b>Onoact</b>	1.5	1.1	-21.3%
<b>Staybla</b>	1.1	1.0	-5.3%



# Revenue ¥ 71.2 billion (+17.0%)

## (2) Sales of Major Products

(Billion yen)

	FY 2017 Q1	FY 2018 Q1	Change
Opalmon	3.8	2.9	-23.1%
Onon capsule	1.3	1.1	-14.6%
Onon dry syrup	0.8	0.7	-14.3%

# Operating Profit ¥18.0 billion (+26.0%)

(Change)

▪ Cost of sales	¥20.1 billion ( + 33.1% )
▪ R&D costs	¥15.7 billion ( + 5.2% ) ①
▪ SG&A expenses	¥17.0 billion ( + 4.8% ) ②
①+② Total	¥32.7 billion ( + 5.0% )
▪ Other income	¥0.2 billion ( +253.0% )
▪ Other expenses	¥0.6 billion ( + 57.4% )

**Profit before Tax ¥19.4 billion (+23.0%)**

**Financial account balance**

**+ ¥1.4 billion (-0.1 billion)**

**Finance income: ¥1.6 billion**

**(Interest and dividend income received, etc.)**

**Financial expense: ¥0.1 billion**

**(Interest expense: lease obligations,  
employee retirement benefit,  
exchange loss, etc.)**

**Profit for the Period ¥15.2 billion (+29.4%)**  
**(Owners of the Parent Company)**

**Corporate income tax**

**¥4.2 billion (+4.6%)**

**(Major change factors)**

**Increase in profit before tax**