



# Consolidated Financial Results for the Third Quarter of Fiscal Year 2022 (IFRS)

January 30, 2023

Name of Listed Company: **SHIONOGI & CO., LTD.**

Listed Exchanges: Tokyo

Code: 4507

URL: <https://www.shionogi.com>

Representative: Isao Teshirogi, Ph.D., Representative Director, Chairman and President

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Scheduled date of quarterly securities report submission: February 13, 2023

Scheduled date of dividend payments: -

Preparation of supplemental material for the quarterly financial results: Yes

Holding of presentation for the quarterly financial results: Yes (for investment analysts)

(Note: All amounts are rounded down to the nearest million yen.)

## 1. Consolidated results for the period from April 1, 2022 to December 31, 2022

### (1) Consolidated operating results

(% shows changes from the same period of the previous fiscal year)

	Revenue		Operating profit		Profit before tax		Profit		Profit attributable to owners of parent		Comprehensive income	
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%
Nine months ended December 31, 2022	338,347	54.1	146,473	142.4	198,786	165.8	157,773	123.1	157,729	122.2	165,830	105.3
Nine months ended December 31, 2021	219,626	(2.1)	60,422	(42.5)	74,784	(37.6)	70,731	(20.6)	71,000	(20.3)	80,790	(16.3)

	Basic earnings per share	Diluted earnings per share
	Yen	Yen
Nine months ended December 31, 2022	527.81	527.63
Nine months ended December 31, 2021	235.51	235.43

### (2) Consolidated financial position

	Total assets	Total equity	Equity attributable to owners of parent	Ratio of equity attributable to owners of parent to total assets
	Millions of yen	Millions of yen	Millions of yen	%
As of December 31, 2022	1,261,616	1,078,526	1,055,240	83.6
As of March 31, 2022	1,150,601	993,285	975,661	84.8

## 2. Dividends

(Date of record)	Dividends per share				
	End of first quarter	End of second quarter	End of third quarter	Year-end	Annual
	Yen	Yen	Yen	Yen	Yen
Year ended March 31, 2022	—	55.00	—	60.00	115.00
Year ending March 31, 2023	—	60.00	—		
Year ending March 31, 2023 (forecast)				60.00	120.00

Note: Revisions of the most recent dividend forecast: None

## 3. Consolidated financial forecast for the year ending March 31, 2023

(% shows changes from the same period of the previous fiscal year)

	Revenue		Operating profit		Profit before tax		Profit attributable to owners of parent		Basic earnings per share
	Millions of yen	%	Millions of yen	%	Millions of yen	%	Millions of yen	%	Yen
Year ending March 31, 2023	421,000	25.6	147,000	33.3	210,000	66.3	170,000	48.9	568.87

Note: Revisions of the most recent consolidated financial forecast: Yes

## ※ Notes

- (1) Significant changes in subsidiaries during the period (changes in specified subsidiaries involving changes in scope of consolidation) : None
- (2) Changes in accounting policies, changes/restatements of accounting estimates
- a) Changes in accounting policies required by IFRS : None
  - b) Changes in accounting policies other than a) above : None
  - c) Changes in accounting estimates : None
- (3) Number of shares issued (common stock)
- a) Number of shares issued (including treasury stock)

As of December 31, 2022:	311,586,165 shares
As of March 31, 2022:	311,586,165 shares
  - b) Number of treasury stock

As of December 31, 2022:	17,279,573 shares
As of March 31, 2022:	10,103,385 shares
  - c) Average number of shares issued during the period

Nine months ended December 31, 2022:	298,837,625 shares
Nine months ended December 31, 2021:	301,477,545 shares

*Note: The average number of treasury shares during the period include the Company's shares held by the trust account of Sumitomo Mitsui Trust Bank, Limited. (Second-tier trustee: the trust account of Custody Bank of Japan, Ltd.) related to Shionogi Infectious Disease Research Promotion Foundation. (Q3 ended December 31, 2022: 3,000,000 shares) The number of treasury shares deducted for calculation of the average number of shares during the period include these treasury shares. (Q3 ended December 31, 2022: 3,000,000 shares)*

※ This report of financial results is unaudited.

※ Explanation Concerning the Appropriate Use of Financial Results Forecasts and Other Special Instructions  
(Cautionary note concerning forward-looking statements)

*The forecast of financial results and forward-looking statements contained in this report are based on information currently available to the Company as well as certain assumptions that it judges to be reasonable. Actual results may differ materially due to a variety of factors. For the assumptions used in forecasts and precautionary statements regarding the use of the forecasts, please refer to "1. Overview of Operating Results and Financial Position (4) Outlook" on page 3 of the accompanying materials.*

*(Method of Obtaining Financial Results Supplementary Materials and Details of Results Briefing Meeting)*

*Financial results supplementary materials are posted via TDnet on the date of disclosure. The Company plans to hold a results briefing meeting for analysts on Monday, January 30, 2023. Plans are also in place to post explanatory details (Transcript) together with financial results explanatory materials distributed to analysts on January 30, 2023 on the Company's website in a timely manner after the results briefing.*

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## 1. Overview of Operating Results and Financial Position

### (1) Operating Results for the Third Quarter of the Fiscal Year Ending March 31, 2023

For the Nine months ended December 31, 2022 (April 1, 2022 to December 31, 2022), operating results were as follows.

*Millions of yen*

	Nine months ended December 31, 2022	Nine months ended December 31, 2021	Change	Percentage change (%)
Revenue	338,347	219,626	118,721	54.1
Operating profit	146,473	60,422	86,051	142.4
Core operating profit *	144,029	61,917	82,112	132.6
Profit before tax	198,786	74,784	124,002	165.8
Profit attributable to owners of parent	157,729	71,000	86,728	122.2

\* The Company has established “core operating profit” as a profit indicator to present ordinary profitability. This has been adopted as the Company's proprietary earnings management indicator. Core operating profit is an adjusted profit in which non-recurring items (impairment, gain on sales of property, plant, and equipment, etc.) are deducted from operating profit.

Revenue increased 54.1 percent year on year. As for COVID-19-related products, the Japanese government purchased doses of the COVID-19 antiviral treatment Xocova for 2 million people under a contract for domestic supply that Shionogi signed with the Ministry of Health, Labour and Welfare, recording revenue of 100 billion yen. In domestic sales of prescription drugs, revenue for Intuniv expanded, but overall revenue decreased 21.4 percent, reflecting a decrease in revenue for Cymbalta due to the market entry of a generic version, as well as returns of Xofluza and Rapiacta in the second quarter. In overseas subsidiary sales and exports, despite the absence of a one-time payment the Shionogi Group received in the first quarter of the previous fiscal year in connection with the transfer of marketing rights for FORTAMET in the United States, revenue increased 16.9 percent because cefiderocol (U.S. brand name: Fetroja, European brand name: Fetcroja), which has shown effectiveness against multidrug-resistant Gram-negative bacteria, continued to perform well in the United States and Europe. Royalty income increased 28.7 percent due to growth in sales of the HIV franchise out-licensed to ViiV, centered on Dovato, Cabenuva and other products as well as the impact of exchange rates.

Research and development expenses increased because of investment in key projects and priority issues such as potential treatments and vaccines for COVID-19. However, operating profit surged 142.4 percent year on year because of increase in revenue. Core operating profit climbed 132.6 percent as a result of adjustment of non-recurring items, including the sale of investment property in the second quarter. Profit before tax increased 165.8 percent due to an increase in dividends because sales of the HIV franchise by ViiV expanded steadily, ViiV received a one-time payment in connection with the settlement of litigation with Gilead Sciences, Inc. and the Shionogi Group received dividends from ViiV in the current fiscal year that were originally scheduled to be received in the fourth quarter of fiscal 2021. Profit attributable to owners of parent increased 122.2 percent year on year, reflecting the refund received in the first quarter of fiscal 2021 in connection with a favorable judgement regarding the complaint for the rescission of tax reassessment by the Osaka Regional Taxation Bureau.

### (2) Financial Position for the Third Quarter of the Fiscal Year Ending March 31, 2023

As of December 31, 2022, total assets were ¥1,261,616 million, an increase of ¥111,014 million from the end of the previous fiscal year.

Non-current assets were ¥512,064 million, an increase of ¥20,668 million from the end of the previous fiscal year due to an increase in intangible assets, including in-process R&D assets. Current assets were ¥749,552 million, an increase of ¥90,346 million from the end of the previous fiscal year due to increases in inventories and trade receivables, as well as increases and decreases in cash and cash equivalents, and in time deposits and bonds of more than three months (included in “Other financial assets” in current assets).

Equity was ¥1,078,526 million, an increase of ¥85,241 million from the end of the previous fiscal year. This was due to recording of profit, payment of cash dividends, purchase of treasury shares, an increase in exchange differences on translation of foreign operations (included in “Other components of equity”), and an increase in non-controlling interests resulting from a third-party allotment at a subsidiary.

Liabilities totaled ¥183,089 million, an increase of ¥25,773 million from the end of the previous fiscal year.

Non-current liabilities were ¥37,767 million, an increase of ¥4,847 million from the end of the previous fiscal year. Current liabilities were ¥145,322 million, an increase of ¥20,926 million from the end of the previous fiscal year.

(3) Cash Flows for the Third Quarter of the Fiscal Year Ending March 31, 2023

Net cash provided by operating activities during the nine months ended December 31, 2022 was ¥116,387 million, an increase of ¥39,677 million year on year. Factors included profit before tax and increases in dividends received from ViiV, trade receivables and inventories.

Net cash used in investing activities was ¥79,298 million, a decrease of ¥38,665 million year on year. Factors included purchase of intangible assets and increases and decreases of time deposits.

Net cash used in financing activities was ¥83,633 million, an increase of ¥47,899 million year on year, mainly because of an increase due to purchase of treasury shares, which was offset by a capital increase through third-party allotment at a subsidiary.

As a result, cash and cash equivalents at the end of the third quarter totaled ¥218,669 million, a decrease of ¥35,751 million from the end of the previous fiscal year.

(4) Outlook

Based on recent performance trends, the Shionogi Group has revised its financial forecast for the fiscal year ending March 31, 2023, released on October 24, 2022, as follows.

1) Revisions of Financial Forecast

Revised forecasts for the year ending March 31, 2023

	Revenue	Operating profit	Profit before tax	Profit attributable to owners of parent	Basic earnings per share
	<i>Millions of yen</i>	<i>Millions of yen</i>	<i>Millions of yen</i>	<i>Millions of yen</i>	<i>Yen</i>
Previous forecast (A)	410,000	120,000	174,000	142,000	471.58
New forecast (B)	421,000	147,000	210,000	170,000	568.87
Change (B-A)	11,000	27,000	36,000	28,000	—
Percentage Change (%)	2.7	22.5	20.7	19.7	—
(Reference) For the year ended March 31, 2022	335,138	110,312	126,268	114,185	378.75
(Reference) Y on Y change (%)	25.6	33.3	66.3	48.9	—

2) Reasons for revisions to consolidated earnings forecasts

Related to the HIV franchise partnered with ViiV, we received increasing royalty and dividend income exceeding previous forecasts due to the sales growth of Dovato and Cabenuva. In addition, the base business, including the sales of cefiderocol in Europe and the United States, is showing steady progress.

Furthermore, we invested the largest amount of R&D expense in our history, primarily on projects related to COVID-19. As a result, we obtained domestic manufacturing and marketing approval for Xocova and signed a purchase agreement for a total of 2 million people with the Japanese government. Regarding the earnings forecast for COVID-19-related projects, there were many uncertainties such as a timing of Xocova's approval and the number of purchases, so cost of goods sold and selling, general and administrative expenses were conservatively calculated. Therefore, all profit items are expected to exceed the previous forecast. Regarding the overseas expansion of Xocova, we are making steady progress in development, in constructing a production system, and in consultations with governments around the world on provisions, and further increases in sales are expected.

In addition, we expected to make a certain amount of investment in this fiscal year as a growth investment, but because we are focusing on COVID-19 related businesses, some of the originally planned growth investments will be shifted to the next fiscal year, and we expect a decrease in selling, general and administrative expenses. On the other hand, R&D expenses are expected to increase as we continue to actively invest in future growth drivers, including COVID-19 related projects, but we will continue to appropriately control these expenses.

As a result, revenue and all profit items are expected to exceed the previous forecasts, and we have revised our full-year consolidated earnings forecast for the fiscal year ending March 31, 2023 upward accordingly.

Revenue and all profit items in the revised forecast are expected to increase year-on-year. If the revised forecast is achieved, revenue and all profit items are expected to be the highest performance since Shionogi's founding.

## 2. Consolidated Financial Statements and Notes

- (1) Consolidated statement of profit or loss and Consolidated statement of comprehensive income  
Consolidated statement of profit or loss

*Millions of yen*

	Nine months ended December 31, 2021	Nine months ended December 31, 2022
Revenue	219,626	338,347
Cost of sales	(39,853)	(44,566)
Gross profit	179,772	293,781
Selling, general and administrative expenses	(66,542)	(70,686)
Research and development expenses	(48,219)	(74,808)
Amortization of intangible assets associated with products	(2,479)	(2,874)
Other income	1,741	3,632
Other expenses	(3,850)	(2,570)
Operating profit	60,422	146,473
Finance income	15,017	53,140
Finance costs	(655)	(827)
Profit before tax	74,784	198,786
Income tax expense	(4,052)	(41,013)
Profit	70,731	157,773
Profit attributable to		
Owners of parent	71,000	157,729
Non-controlling interests	(269)	43
Profit	70,731	157,773
Earnings per share		
Basic earnings per share	235.51	527.81
Diluted earnings per share	235.43	527.63

Consolidated statement of comprehensive income

*Millions of yen*

	Nine months ended December 31, 2021	Nine months ended December 31, 2022
Profit	70,731	157,773
Other comprehensive income		
Items that will not be reclassified to profit or loss		
Net change in fair value of equity instruments designated as measured at fair value through other comprehensive income	(6,106)	(768)
Remeasurements of defined benefit plans	828	(1,265)
Total of items that will not be reclassified to profit or loss	(5,278)	(2,034)
Items that may be reclassified to profit or loss		
Exchange differences on translation of foreign operations	12,500	8,615
Effective portion of cash flow hedges	2,836	1,476
Total of items that may be reclassified to profit or loss	15,337	10,091
Total other comprehensive income, net of tax	10,058	8,056
Comprehensive income	80,790	165,830
Comprehensive income attributable to		
Owners of parent	80,642	164,133
Non-controlling interests	147	1,696
Comprehensive income	80,790	165,830

(2) Consolidated statement of financial position

*Millions of yen*

	As of March 31, 2022	As of December 31, 2022
<b>Assets</b>		
<b>Non-current assets</b>		
Property, plant and equipment	108,893	110,309
Goodwill	9,638	10,075
Intangible assets	81,223	108,208
Right-of-use assets	3,524	5,671
Investment property	26,672	25,617
Other financial assets	242,479	236,271
Deferred tax assets	12,907	9,660
Other non-current assets	6,055	6,250
<b>Total non-current assets</b>	<b>491,396</b>	<b>512,064</b>
<b>Current assets</b>		
Inventories	45,892	58,688
Trade receivables	122,965	164,334
Other financial assets	210,757	273,396
Income taxes receivable	51	24
Other current assets	25,117	34,437
Cash and cash equivalents	254,420	218,669
<b>Total current assets</b>	<b>659,205</b>	<b>749,552</b>
<b>Total assets</b>	<b>1,150,601</b>	<b>1,261,616</b>



*Millions of yen*

	As of March 31, 2022	As of December 31, 2022
Equity and liabilities		
Equity		
Share capital	21,279	21,279
Capital surplus	14,455	15,204
Treasury shares	(57,857)	(89,349)
Retained earnings	832,958	937,461
Other components of equity	164,824	170,645
Equity attributable to owners of parent	975,661	1,055,240
Non-controlling interests	17,624	23,286
Total equity	993,285	1,078,526
Liabilities		
Non-current liabilities		
Lease liabilities	3,729	5,879
Other financial liabilities	5,616	4,792
Retirement benefit liability	15,412	17,505
Deferred tax liabilities	7,807	8,254
Other non-current liabilities	354	1,335
Total non-current liabilities	32,920	37,767
Current liabilities		
Lease liabilities	2,945	2,778
Trade payables	16,372	16,780
Other financial liabilities	22,027	19,406
Income taxes payable	17,973	31,020
Other current liabilities	65,078	75,336
Total current liabilities	124,396	145,322
Total liabilities	157,316	183,089
Total equity and liabilities	1,150,601	1,261,616

(3) Consolidated statement of changes in equity  
Nine months ended December 31, 2021

*Millions of yen*

	Share capital	Capital surplus	Treasury shares	Retained earnings	Other components of equity	Equity attributable to owners of parent	Non-controlling interests	Total equity
Balance as of April 1, 2021	21,279	13,733	(57,989)	752,248	116,836	846,108	18,442	864,550
Profit				71,000		71,000	(269)	70,731
Total other comprehensive income, net of tax					9,642	9,642	416	10,058
Comprehensive income	—	—	—	71,000	9,642	80,642	147	80,790
Purchase of treasury shares			(10)			(10)		(10)
Disposal of treasury shares		(5)	147			141		141
Dividends				(33,162)		(33,162)		(33,162)
Transfer from other components of equity to retained earnings				828	(828)	—		—
Other		955		(5)		949	(949)	—
Balance as of December 31, 2021	21,279	14,683	(57,853)	790,909	125,650	894,670	17,639	912,309

Nine months ended December 31, 2022

*Millions of yen*

	Share capital	Capital surplus	Treasury shares	Retained earnings	Other components of equity	Equity attributable to owners of parent	Non-controlling interests	Total equity
Balance as of April 1, 2022	21,279	14,455	(57,857)	832,958	164,824	975,661	17,624	993,285
Profit				157,729		157,729	43	157,773
Total other comprehensive income, net of tax					6,404	6,404	1,652	8,056
Comprehensive income	—	—	—	157,729	6,404	164,133	1,696	165,830
Purchase of treasury shares			(49,415)			(49,415)		(49,415)
Disposal of treasury shares		31	170			202		202
Disposal of treasury shares for trust fund		(17,749)	17,752			3		3
Dividends				(36,156)		(36,156)		(36,156)
Changes in ownership interest in subsidiaries		748				748	3,965	4,714
Transfer from other components of equity to retained earnings				583	(583)	—		—
Other		17,717		(17,653)		63		63
Balance as of December 31, 2022	21,279	15,204	(89,349)	937,461	170,645	1,055,240	23,286	1,078,526

(4) Consolidated statement of cash flows

*Millions of yen*

	Nine months ended December 31, 2021	Nine months ended December 31, 2022
Cash flows from operating activities		
Profit before tax	74,784	198,786
Depreciation and amortization	12,029	12,950
Impairment Losses	135	—
Finance income and finance costs	(14,626)	(53,546)
Decrease (increase) in trade and other receivables	(1,283)	(40,623)
Decrease (increase) in inventories	(3,195)	(12,450)
Increase (decrease) in trade and other payables	6,152	13,408
Other	10,324	(11,733)
Subtotal	84,319	106,791
Interest and dividends received	18,972	37,694
Interest paid	(131)	(56)
Income taxes paid	(39,715)	(28,042)
Income taxes refund	13,264	—
Net cash provided by (used in) operating activities	76,709	116,387
Cash flows from investing activities		
Payments into time deposits	(256,331)	(339,308)
Proceeds from withdrawal of time deposits	188,901	264,372
Purchase of property, plant and equipment	(17,579)	(10,122)
Purchase of intangible assets	(3,890)	(24,366)
Purchase of investments	(89,796)	(60,637)
Proceeds from sale and redemption of investments	61,300	86,964
Other	(566)	3,798
Net cash provided by (used in) investing activities	(117,964)	(79,298)

*Millions of yen*

	Nine months ended December 31, 2021	Nine months ended December 31, 2022
Cash flows from financing activities		
Repayments of lease liabilities	(2,556)	(2,650)
Purchase of treasury shares	(10)	(49,535)
Dividends paid	(33,166)	(36,164)
Capital contribution from non-controlling interests	—	4,714
Other	—	3
Net cash provided by (used in) financing activities	(35,733)	(83,633)
Effect of exchange rate changes on cash and cash equivalents	2,097	10,793
Net increase (decrease) in cash and cash equivalents	(74,890)	(35,751)
Cash and cash equivalents at beginning of period	276,173	254,420
Cash and cash equivalents at end of period	201,282	218,669

(5) Notes

Going concern assumption

None

Segment information

The SHIONOGI Group has a single business segment related to prescription drugs. We operate research, development, purchase, manufacturing, and distributing prescription drugs and related businesses. While analysis of each product sales and profits or expenses of each subsidiary are made, decision of business strategy and allocation of the management resources, especially allocation of R&D expenses, are made on a company-wide basis. Therefore disclosure of segment information is omitted.

# Supplemental material for financial results for the 3rd quarter of fiscal year 2022

January 30, 2023  
Shionogi & Co., Ltd.

## 1. Revenue by segment

(Billions of yen)

	FY2022 2H forecast	FY2022 forecast	FY2022 3Q actual	FY2021 3Q actual	FY2022 1Q-3Q actual	FY2021 1Q-3Q actual	Progress % vs.FY2022 forecast
Prescription drugs	43.1	76.4	21.3	22.4	54.7	69.5	71.5
<i>change %</i>	2.6	(14.3)	(4.9)	(9.2)	(21.4)	(3.2)	
INTUNIV	10.5	20.0	5.3	4.5	14.8	12.1	74.0
VYVANSE	0.6	1.3	0.4	0.2	1.1	0.6	84.4
Infectious Disease Drugs	9.3	8.8	3.5	3.0	2.9	8.8	32.8
CYMBALTA	3.0	6.1	1.4	2.7	4.4	14.1	73.0
OXYCONTIN Franchise	2.2	4.5	1.2	1.3	3.5	3.8	78.3
SYMPROIC	1.8	3.4	1.0	0.7	2.6	2.0	76.4
ACTAIR	0.3	0.6	0.1	0.1	0.4	0.4	70.2
MULPLETA	0.1	0.1	0.0	0.0	0.1	0.1	68.9
PIRESPA	1.0	2.4	0.7	1.1	2.0	3.1	85.7
Others	14.2	29.4	7.7	8.7	22.9	24.6	77.8
CRESTOR	1.8	3.9	1.1	1.6	3.2	4.7	81.9
Overseas subsidiaries/Export	19.4	39.3	10.6	8.7	30.6	26.2	77.8
<i>change %</i>	14.3	14.4	21.7	35.1	16.9	49.7	
Shionogi Inc.	7.1	14.4	4.1	3.3	11.5	11.1	79.4
Ping An-Shionogi / C&O	4.8	10.4	2.7	2.5	8.4	7.2	80.5
Shionogi B.V.	4.3	8.6	2.3	1.6	6.6	3.8	77.4
Contract manufacturing	7.4	14.8	2.9	3.5	10.3	11.8	69.6
<i>change %</i>	(18.3)	(15.3)	(15.5)	(3.1)	(13.0)	15.3	
OTC and quasi-drugs	7.0	13.2	3.8	2.4	10.1	8.4	76.0
<i>change %</i>	36.3	18.7	60.8	(28.8)	19.8	(4.5)	
Royalty income	82.8	166.0	48.5	37.0	131.7	102.4	79.3
<i>change %</i>	(28.6)	(8.4)	31.0	(1.4)	28.7	(10.8)	
HIV Franchise	79.6	159.9	46.6	35.0	126.9	96.2	79.4
CRESTOR	1.3	1.3	1.3	1.2	1.3	1.2	100.0
Others	1.9	4.8	0.6	0.9	3.5	5.0	72.8
COVID-19 related products	110.0	110.0	100.0	—	100.0	—	90.9
<i>change %</i>	—	—	—	—	—	—	
Others	0.6	1.2	0.4	0.6	1.0	1.3	85.0
<i>change %</i>	(40.9)	(32.6)	(26.1)	37.3	(23.6)	8.7	
Total	270.2	421.0	187.6	74.5	338.3	219.6	80.4
<i>change %</i>	42.2	25.6	151.6	(1.9)	54.1	(2.1)	

Note: Change % shows changes from the same period of the previous fiscal year.

Sales of prescription drugs are shown on non-consolidated basis.

Products included in infectious disease drugs are bellow.

• Xofluz • Rapiacta • Brightpoc Flu Neo • Finibax • Flumarin • Flomox  
• Shiomarin • Vancomycin • Baktar • Flagyl • Isodine

COVID-19 related products : Revenue from Xocova and S-268019

## 2-1. Quarterly trend for FY2021 and FY2022 (Revenue by segment)

Fiscal year ended March 31, 2022

(Billions of yen)

FY2021	FY2021 1Q actual	Y on Y change %	FY2021 2Q actual	Y on Y change %	FY2021 3Q actual	Y on Y change %	FY2021 4Q actual	Y on Y change %
Prescription drugs	23.5	5.1	23.7	(4.6)	22.4	(9.2)	19.6	(14.3)
CYMBALTA	6.8	(1.5)	4.7	(29.0)	2.7	(62.0)	1.8	(70.7)
INTUNIV	3.6	37.3	4.0	18.2	4.5	27.4	4.2	21.6
VYVANSE	0.1	436.2	0.2	223.0	0.2	170.0	0.2	124.6
Infectious Disease Drugs	2.1	(1.6)	3.7	34.4	3.0	9.3	3.0	40.3
OXYCONTIN Franchise	1.3	(8.9)	1.2	(12.0)	1.3	(1.1)	1.0	(18.4)
SYMPROIC	0.6	24.8	0.7	11.8	0.7	26.5	0.7	9.9
ACTAIR	0.1	79.1	0.1	56.2	0.1	36.2	0.1	25.4
MULPLETA	0.0	18.0	0.0	(4.3)	0.0	21.0	0.0	(0.5)
PIRESPA	1.0	(32.2)	1.0	(27.6)	1.1	(8.5)	0.8	(31.4)
Others	7.9	8.1	8.1	(5.6)	8.7	7.4	7.8	(3.8)
CRESTOR	1.4	(7.7)	1.6	(22.4)	1.6	12.9	1.3	(20.1)
IRBETAN Franchise	0.8	(7.3)	0.8	(10.7)	0.9	0.4	0.8	(2.1)
Overseas subsidiaries/Export	9.3	70.0	8.1	46.7	8.7	35.1	8.2	14.6
Shionogi Inc.	4.7	182.7	3.2	89.2	3.3	58.6	2.6	27.8
Ping An-Shionogi / C&O	2.4	0.2	2.4	24.1	2.5	(7.4)	3.0	(5.0)
Shionogi B.V.	0.9	144.1	1.4	267.6	1.6	180.6	1.2	72.3
Contract manufacturing	3.7	30.2	4.6	21.3	3.5	(3.1)	5.6	(40.7)
OTC and quasi-drugs	2.5	9.0	3.6	11.1	2.4	(28.8)	2.8	(5.6)
Royalty income	29.6	(22.1)	35.8	(9.1)	37.0	(1.4)	78.9	164.7
HIV Franchise	28.8	(6.8)	32.4	(1.7)	35.0	12.3	77.8	174.8
CRESTOR	—	—	—	—	1.2	(78.9)	—	—
Others	0.8	(47.4)	3.3	328.6	0.9	(3.4)	1.1	(25.6)
Others	0.4	(17.3)	0.4	8.6	0.6	37.3	0.4	(14.6)
<b>Total</b>	<b>69.0</b>	<b>(3.4)</b>	<b>76.1</b>	<b>(1.2)</b>	<b>74.5</b>	<b>(1.9)</b>	<b>115.5</b>	<b>58.8</b>

Note: Sales of prescription drugs are shown on non-consolidated basis.

Fiscal year ending March 31, 2023

FY2022	FY2022 1Q actual	Y on Y change %	FY2022 2Q actual	Y on Y change %	FY2022 3Q actual	Y on Y change %
Prescription drugs	19.0	(19.0)	14.4	(39.3)	21.3	(4.9)
INTUNIV	4.7	29.5	4.8	19.7	5.3	17.2
VYVANSE	0.3	105.8	0.3	91.0	0.4	80.1
Infectious Disease Drugs	2.1	(2.3)	(2.6)	—	3.5	15.9
CYMBALTA	1.7	(75.6)	1.4	(70.3)	1.4	(47.5)
OXYCONTIN Franchise	1.2	(4.4)	1.1	(10.0)	1.2	(6.9)
SYMPROIC	0.8	31.7	0.8	27.2	1.0	31.0
ACTAIR	0.1	18.0	0.1	3.4	0.1	11.5
MULPLETA	0.0	(12.4)	0.0	(3.0)	0.0	(23.2)
PIRESPA	0.7	(29.0)	0.7	(33.2)	0.7	(38.3)
Others	7.5	(4.4)	7.7	(4.8)	7.7	(11.7)
CRESTOR	1.1	(25.7)	1.1	(34.3)	1.1	(31.5)
Overseas subsidiaries/Export	8.8	(5.3)	11.1	37.2	10.6	21.7
Shionogi Inc.	3.0	(36.2)	4.4	38.2	4.1	25.2
Ping An-Shionogi / C&O	2.5	7.4	3.1	30.7	2.7	10.6
Shionogi B.V.	1.9	108.6	2.4	75.3	2.3	50.4
Contract manufacturing	3.4	(10.2)	4.0	(13.4)	2.9	(15.5)
OTC and quasi-drugs	1.9	(21.2)	4.3	20.9	3.8	60.8
Royalty income	38.4	29.7	44.9	25.4	48.5	31.0
HIV Franchise	37.3	29.3	43.1	32.9	46.6	33.2
CRESTOR	—	—	—	—	1.3	15.4
Others	1.1	42.6	1.8	(46.4)	0.6	(35.7)
COVID-19 related products	—	—	—	—	100.0	—
Others	0.3	(13.8)	0.3	(29.1)	0.4	(26.1)
<b>Total</b>	<b>71.8</b>	<b>4.2</b>	<b>78.9</b>	<b>3.7</b>	<b>187.6</b>	<b>151.6</b>

Note: Sales of prescription drugs are shown on non-consolidated basis.

## 2-2. Quarterly trend for FY2021 and FY2022 (Consolidated statement of profit or loss)

Fiscal year ended March 31, 2022

(Billions of yen)

FY2021	FY2021 1Q actual	Y on Y change %	FY2021 2Q actual	Y on Y change %	FY2021 3Q actual	Y on Y change %	FY2021 4Q actual	Y on Y change %
Revenue	69.0	(3.4)	76.1	(1.2)	74.5	(1.9)	115.5	58.8
Cost of sales	17.9 (12.3)	7.3	19.2 (14.7)	28.9	17.3 (12.9)	(1.7)	13.5 (15.6)	(6.1)
Gross profit	56.6	(5.5)	61.5	(6.4)	61.7	(1.9)	99.9	77.9
SG & A expenses	31.5 (21.8)	4.2	29.6 (22.5)	0.9	29.9 (22.3)	(3.4)	21.8 (25.2)	(1.7)
R & D expenses	21.4 (14.7)	21.1	17.7 (13.4)	6.0	26.9 (20.0)	39.4	21.4 (24.8)	65.0
Amortization of intangible assets associated with products	1.2 (0.8)	1.2	1.1 (0.8)	2.6	1.1 (0.8)	5.4	0.9 (1.0)	24.1
Other income & expenses	(0.5)		(0.8)		(0.7)		0.9	
Operating profit	27.3 18.8	(34.2)	31.4 23.9	(19.6)	23.8 17.8	(62.1)	43.2 49.9	306.3
Finance income & costs	4.1	(6.7)	4.0	(45.9)	6.2	125.4	1.6	(85.4)
Profit before tax	33.3 22.9	(30.5)	36.6 27.9	(24.9)	32.1 24.0	(51.7)	44.6 51.5	121.6
Income tax expense etc.	9.3	(209.0)	(7.0)	(24.6)	(6.1)	(53.0)	(8.3)	—
Profit attributable to owners of parent	46.7 32.2	31.6	27.4 20.9	(25.0)	24.0 17.9	(51.3)	37.4 43.2	89.2

Fiscal year ending March 31, 2023

FY2022	FY2022 1Q actual	Y on Y change %	FY2022 2Q actual	Y on Y change %	FY2022 3Q actual	Y on Y change %
Revenue	71.8	4.2	78.9	3.7	187.6	151.6
Cost of sales	18.0 (12.9)	5.0	18.3 (14.4)	(1.6)	9.2 (17.2)	33.6
Gross profit	58.9	4.0	64.5	5.0	170.4	176.3
SG & A expenses	31.2 (22.4)	3.2	30.5 (24.1)	7.0	12.9 (24.2)	8.4
R & D expenses	31.4 (22.5)	53.0	33.2 (26.2)	94.8	13.9 (26.1)	30.1
Amortization of intangible assets associated with products	1.3 (1.0)	16.9	1.3 (1.0)	20.9	0.5 (0.9)	10.2
Other income & expenses	(0.5)		2.5		(0.9)	
Operating profit	17.3 12.4	(33.9)	20.0 15.8	(33.8)	63.0 118.2	565.9
Finance income & costs	27.9	572.5	11.9	195.1	12.6	102.7
Profit before tax	56.1 40.3	75.7	35.0 27.7	(0.8)	69.7 130.8	446.1
Income tax expense etc.	(5.6)	—	(5.1)	(26.8)	(30.3)	398.8
Profit attributable to owners of parent	48.3 34.7	7.7	28.6 22.5	7.9	53.6 100.5	462.2



### 3. Pipeline (as of January 30, 2023)

Areas	Code No. (Generic name) [Product name]	Mechanism of action (Administration)	Indication	Stage	Origin	Development
Infectious disease	S-649266 (Cefiderocol Tosilate Sulfate Hydrate) [US:Fetroja®] [EU:Fetroja®]	Cell-wall synthesis inhibition (injection)	USA: Complicated urinary tract infections, including pyelonephritis and nosocomial pneumonia Europe: Infections due to aerobic gram-negative bacteria in adult patients with limited treatment options Japan: Various infectious diseases caused by Gram-negative bacteria that are resistant to carbapenem antibiotics Taiwan: Infections due to aerobic Gram-negative bacteria in adult patients with limited treatment options	Global: Phase III (pediatric) Japan: NDA submission (Mar. 2022) Taiwan: NDA submission (Dec. 2022)	In-house	In-house
	S-033188 (baloxavir marboxil) [Japan: Xofluza®]	Cap-dependent endonuclease inhibition (oral, granule)	Influenza virus infection	Japan: NDA submission (body weight <20kg) (Aug. 2018)	In-house	SHIONOGI/ Roche (Switzerland)
	S-268019	Vaccine (muscular injection)	Prevention of COVID-19	Japan: NDA submission (Nov. 2022) Japan: Phase III Global: Phase III	In-house	In-house
	S-268019	Vaccine (muscular injection)	Prevention of COVID-19 (Adolescent)	Japan: Phase II/III	In-house	In-house
	S-268019	Vaccine (muscular injection)	Prevention of COVID-19 (Children, 5 to 11 years)	Japan: Phase I/II/III	In-house	In-house
	S-217622 (Ensitrelvir Fumaric Acid) [Japan: Xocova®]	3CL protease inhibitor (oral)	Treatment of COVID-19	Japan: Approval under the Emergency Regulatory Approval System (Nov. 2022) Japan: Phase II/III Global: Phase III South Korea: NDA submission (Jan. 2023)	In-house	In-house
	F901318 (olorofim)	Dihydroorotate dehydrogenase (DHODH) inhibition (oral)	Invasive aspergillosis	Global: Phase III	F2G (UK)	SHIONOGI/ F2G
Pain/CNS	S-297995 (naldemedine tosilate) [US/Japan: Symproic®] [EU: Rizmoic®]	Peripheral opioid receptor antagonist (oral, powder)	Opioid-induced constipation (pediatric)	Europe: Phase I/II	In-house	In-house
	S-600918 (sivopixant)	P2X <sub>3</sub> receptor antagonist (oral)	Neuropathic pain	Japan: Phase I	In-house	In-house
	S-600918 (sivopixant)	P2X <sub>3</sub> receptor antagonist (oral)	Refractory/unexplained chronic cough	Global: Phase II	In-house	In-house
	S-812217 (zuranolone)	GABA <sub>A</sub> receptor positive allosteric modulator (oral)	Depression	Japan: Phase III	Sage (USA)	SHIONOGI/Sage
	SDT-001	Treatment digital application based on cerebral mechanism	Inattention symptom in ADHD patients (pediatric)	Japan: Phase III	Akili (USA)	SHIONOGI/ Akili
	BPN14770 (zatolmilast)	PDE4D negative allosteric modulator (oral)	Fragile X syndrome	USA: Phase II/III	Tetra (USA)	SHIONOGI/ Tetra
	BPN14770 (zatolmilast)	PDE4D negative allosteric modulator (oral)	Alzheimer's disease	USA: Phase II Japan: Phase II	Tetra (USA)	SHIONOGI/ Tetra
	GRT7039 (resiniferatoxin)	TRPV1 agonist (Intra-articular injection)	Pain associated with osteoarthritis of knee	Global: Phase III	Grünenthal (Germany)	Grünenthal
Metabolic disorder Areas	ADR-001	Human mesenchymal stem cells (injection)	Decompensated liver cirrhosis	Japan: Phase I/II	Rohto (Japan)	SHIONOGI/ Rohto
	S-309309	Monoacylglycerol acyltransferase 2 inhibitor (oral)	Obesity	USA: Phase I	In-house	In-house

	Code No. (Generic name) [Product name]	Mechanism of action (Administration)	Indication	Stage	Origin	Development
Frontier	S-588410	Cancer peptide vaccine (injection)	Esophageal cancer	Japan: Phase III	OncoTherapy Science, Inc. (Japan)	In-house
	S-588410	Cancer peptide vaccine (injection)	Bladder cancer	Japan,Europe: Phase II	OncoTherapy Science, Inc. (Japan)	In-house
	S-488210	Cancer peptide vaccine (injection)	Head and neck squamous cell carcinoma	Europe: Phase I/II	OncoTherapy Science, Inc. (Japan)	In-house
	S-588210	Cancer peptide vaccine (injection)	Solid tumor	UK: Phase I	OncoTherapy Science, Inc. (Japan)	In-house
	S-222611 (epertinib)	HER2/EGFR dual inhibitor (oral)	Malignant tumor	Europe: Phase I/II	In-house	In-house
	S-770108	Antifibrotic (inhalation)	Idiopathic pulmonary fibrosis	Japan: Phase I	In-house	In-house
	SR-0379	Promote granulation formation (topical)	Cutaneous ulcer (Pressure ulcer, Diabetic ulcer)	Japan: Phase III	FunPep (Japan)	SHIONOGI/ FunPep
	S-005151 (Redasemtide Trifluoroacetate)	Mobilization of mesenchymal stem cells (MSCs) to peripheral blood (injection)	Stroke	Japan: Phase II	StemRIM (Japan)	In-house
	S-005151 (Redasemtide Trifluoroacetate)	Mobilization of mesenchymal stem cells (MSCs) to peripheral blood (injection)	Epidermolysis bullosa	Japan: Phase II	StemRIM (Japan)	In-house
	S-531011	anti-CCR8 antibody (injection)	Solid tumor	Japan,USA: Phase Ib/II	In-house	In-house

<Out-Licensing Activity>

Code No. (Generic name) [Product name]	Mechanism of action (Administration)	Indication	Stage	Origin	Development
S/GSK1265744 LAP*1 (cabotegravir)	Integrase inhibitor (injection)	For the treatment and prevention for HIV infection	(CAB*2 LAP for prevention) Global: Phase III	SHIONOGI-ViiV Healthcare LLC	Collaboration among ViiV,HPTN,NIAID and Gilead Sciences, Inc.(USA)for prevention
S-0373	Non-peptide mimetic of TRH (oral)	Spinocerebellar ataxia	Japan: NDA submission(Dec. 2021)	In-house	Kissei Pharmaceutical Co., Ltd. (Japan)
S-033188 (baloxavir marboxil) [USA:Xofluza™]	Cap-dependent endonuclease inhibition (oral)	Influenza virus infection	USA: NDA submission (pediatric, >1 year old) (Mar. 2020) Global: Phase III (pediatric, < 1 year old) Global: Phase III (transmission)	In-house	SHIONOGI/Roche (Switzerland)
S-555739 (asapiprant)	Prostaglandin D2 DP1 receptor antagonist (oral)	Control of the aggravation of COVID-19	USA: Phase II	In-house	BioAge Labs, Inc. (USA)
S-723595	Acetyl-CoA carboxylase 2 inhibitor (oral)	NASH	Japan: Phase I	In-house	The Liver Company Inc.(USA)
S-365598	Integrase inhibitor (ultra long-acting injection)	HIV infection	USA: Phase I	In-house	SHIONOGI-ViiV Healthcare LLC

\*1 Long acting parenteral formulation,\*2 Cabotegravir

Since Oct.31, 2022

Change of phase	S-649266: Taiwan: NDA submission (Dec. 2022)
	S-268019: Japan: Phase III → NDA submission (Nov. 2022)
	S-217622: Japan: NDA submission (Feb. 2022), Phase II/III, Global: Phase III → Japan: Approval under the Emergency Regulatory Approval System (Nov. 2022), Phase II/III, Global: Phase III, South Korea: NDA submission (Jan. 2023)
Code No.added to the list	resiniferatoxin → GRT7039 (resiniferatoxin)
Compound added to the list	S-365598: USA: Phase I