Supplemental material for financial results for the 3rd quarter of fiscal year 2020

February 1, 2021
Shionogi & Co., Ltd.

1. Revenue by segment

(Billions of yen)

	FY2020 2H forecast	FY2020 forecast	FY2020 3Q actual	FY2019 3Q actual	FY2020 1Q-3Q actual	FY2019 1Q-3Q actual	Progress %vs.FY2020 forecast
Prescription drugs	51.2	98.3	24.7	28.8	71.8	80.3	73.0
change %	*(6.6)*	*(7.5)*	*(14.4)*	-	*(10.5)*	-	
CYMBALTA	13.9	27.4	7.0	7.3	20.5	20.2	74.7
INTUNIV	7.9	14.0	3.6	2.6	9.6	7.1	68.6
VYVANSE	0.4	0.5	0.1	0.0	0.2	0.0	37.8
Infectious Disease Drugs	5.8	10.6	2.7	5.5	7.6	12.8	71.5
OXYCONTIN Franchise	2.8	5.5	1.3	1.6	4.1	4.7	73.8
SYMPROIC	1.2	2.3	0.6	0.5	1.7	1.5	72.1
ACTAIR	0.2	0.3	0.1	0.1	0.2	0.2	71.1
MULPLETA	0.1	0.1	0.0	0.0	0.1	0.1	67.9
PIRESPA	2.4	5.2	1.2	1.5	4.0	5.0	76.7
Others	16.5	32.3	8.1	9.7	23.9	28.7	74.0
CRESTOR	3.2	6.9	1.4	2.1	5.1	6.6	74.1
IRBETAN Franchise	1.7	3.4	0.9	1.1	2.6	3.2	75.1
Overseas subsidiaries/Export	13.5	24.5	6.5	6.5	17.5	24.0	71.2
change %	*2.0*	*(20.3)*	*0.1*	-	*(27.2)*	-	
Shionogi Inc.	3.6	7.0	2.1	1.7	5.4	8.5	77.4
C&O	5.8	10.1	2.7	3.0	6.9	10.2	68.7
Contract manufacturing	12.3	19.0	3.6	1.9	10.3	12.0	54.1
change %	*63.3*	*7.8*	*88.0*	-	*(14.3)*	-	
OTC and quasi-drugs	6.4	11.9	3.3	2.6	8.8	7.0	74.2
change %	*20.5*	*22.3*	*27.3*	-	*25.5*	-	
Royalty income	68.8	146.2	37.5	50.7	114.8	129.8	78.6
change %	*(21.6)*	*(12.4)*	*(26.0)*	-	*(11.5)*	-	
HIV Franchise	60.4	124.3	31.1	32.8	95.1	97.8	76.5
CRESTOR	5.8	16.9	5.4	5.5	16.6	16.7	98.1
Others	2.7	5.0	0.9	12.4	3.2	15.3	64.2
Others	0.7	1.5	0.4	0.6	1.2	1.7	80.5
change %	*(30.9)*	*(28.9)*	*(33.0)*	-	*(29.1)*	-	
Total	152.9	301.4	76.0	91.1	224.4	254.8	74.5
change %	*(9.9)*	*(9.6)*	*(16.6)*	-	*(11.9)*	-	

Note: Change % shows changes from the same period of the previous fiscal year.
Revenue of prescription drugs are shown on non-consolidated basis.
Products included in infectious disease drugs are bellow.
・Xofluza ・Rapiacta ・Brightpoc Flu Neo ・Finibax ・Flumarin ・Flomox
・Seftem ・Shiomarin ・Vancomycin ・Baktar ・Flagyl ・Fluconazole ・Isodine
The forecast for FY2020 reflects the revision of the forecast for February 1,2021.

2-1. Quarterly trend for FY2019 and FY2020 (Revenue by segment)

Fiscal year ended March 31, 2020 *(Billions of yen)*

FY2019	FY2019 1Q actual	Y on Y change %	FY2019 2Q actual	Y on Y change %	FY2019 3Q actual	Y on Y change %	FY2019 4Q actual	Y on Y change %
Prescription drugs	26.3	-	25.1	-	28.8	-	26.0	-
CYMBALTA	6.7	-	6.1	-	7.3	-	6.0	-
INTUNIV	1.8	-	2.6	-	2.6	-	3.6	-
VYVANSE	-	-	-	-	0.0	-	0.0	-
Infectious Disease Drugs	3.6	-	3.7	-	5.5	-	3.2	-
OXYCONTIN Franchise	1.7	-	1.4	-	1.6	-	1.1	-
SYMPROIC	0.5	-	0.5	-	0.5	-	0.6	-
ACTAIR	0.1	-	0.1	-	0.1	-	0.1	-
MULPLETA	0.0	-	0.0	-	0.0	-	0.0	-
PIRESPA	1.7	-	1.7	-	1.5	-	1.8	-
Others	10.2	-	8.9	-	9.7	-	9.6	-
CRESTOR	2.4	-	2.0	-	2.1	-	2.0	-
IRBETAN Franchise	1.2	-	1.0	-	1.1	-	1.0	-
Overseas subsidiaries/Export	10.7	-	6.8	-	6.5	-	6.8	-
Shionogi Inc.	5.3	-	1.5	-	1.7	-	1.6	-
C&O	3.8	-	3.4	-	3.0	-	2.9	-
Contract manufacturing	2.4	-	7.6	-	1.9	-	5.6	-
OTC and quasi-drugs	1.8	-	2.6	-	2.6	-	2.7	-
Royalty income	38.9	-	40.1	-	50.7	-	37.1	-
HIV Franchise	31.7	-	33.2	-	32.8	-	30.3	-
CRESTOR	5.7	-	5.6	-	5.5	-	5.6	-
Others	1.5	-	1.3	-	12.4	-	1.2	-
Others	0.5	-	0.6	-	0.6	-	0.4	-
Total	80.8	-	82.9	-	91.1	-	78.6	-

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

Fiscal year ending March 31, 2021

FY2020	FY2020 1Q actual	Y on Y change %	FY2020 2Q actual	Y on Y change %	FY2020 3Q actual	Y on Y change %
Prescription drugs	22.4	(15.1)	24.8	(1.2)	24.7	(14.4)
CYMBALTA	6.9	2.9	6.6	6.8	7.0	(4.2)
INTUNIV	2.6	42.2	3.4	30.1	3.6	36.3
VYVANSE	0.0	-	0.1	-	0.1	1,586.9
Infectious Disease Drugs	2.1	(40.7)	2.7	(26.5)	2.7	(50.4)
OXYCONTIN Franchise	1.4	(17.3)	1.4	(1.5)	1.3	(19.9)
SYMPROIC	0.5	(7.9)	0.6	9.2	0.6	22.3
ACTAIR	0.1	3.4	0.1	40.1	0.1	44.3
MULPLETA	0.0	(26.3)	0.0	(19.8)	0.0	(28.6)
PIRESPA	1.4	(17.1)	1.4	(18.2)	1.2	(22.1)
Others	7.3	(28.4)	8.5	(3.5)	8.1	(16.2)
CRESTOR	1.5	(35.3)	2.1	4.7	1.4	(34.2)
IRBETAN Franchise	0.8	(30.5)	0.9	(11.4)	0.9	(17.8)
Overseas subsidiaries/Export	5.5	(49.1)	5.5	(18.5)	6.5	0.1
Shionogi Inc.	1.7	(68.6)	1.7	11.1	2.1	20.9
C&O	2.4	(37.5)	1.9	(44.1)	2.7	(11.5)
Contract manufacturing	2.9	17.6	3.8	(50.1)	3.6	88.0
OTC and quasi-drugs	2.3	26.1	3.2	23.4	3.3	27.3
Royalty income	38.0	(2.4)	39.3	(2.1)	37.5	(26.0)
HIV Franchise	31.0	(2.4)	33.0	(0.7)	31.1	(5.2)
CRESTOR	5.6	(1.6)	5.6	(0.8)	5.4	(0.4)
Others	1.5	(3.6)	0.8	(40.7)	0.9	(92.5)
Others	0.4	(17.2)	0.4	(36.0)	0.4	(33.0)
Total	71.4	(11.6)	77.1	(7.0)	76.0	(16.6)

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

2-2. Quarterly trend for FY2019 and FY2020 (Consolidated statement of profit or loss)

Fiscal year ended March 31, 2020

(Billions of yen)

FY2019	FY2019 1Q actual	Y on Y change %	FY2019 2Q actual	Y on Y change %	FY2019 3Q actual	Y on Y change %	FY2019 4Q actual	Y on Y change %
Revenue	**80.8**	-	**82.9**	-	**91.1**	-	**78.6**	-
Cost of sales	15.7 (12.7)	-	18.2 (15.0)	-	14.3 (13.0)	-	20.4 (16.1)	-
Gross profit	**68.1**	-	**67.8**	-	**78.1**	-	**62.5**	-
SG & A expenses	28.6 (23.1)	-	28.5 (23.6)	-	26.4 (24.0)	-	31.1 (24.4)	-
R & D expenses	14.5 (11.7)	-	14.1 (11.6)	-	12.6 (11.5)	-	16.7 (13.1)	-
Amortization of intangible assets associated with products	1.0 (0.8)	-	1.0 (0.8)	-	0.9 (0.8)	-	1.0 (0.8)	-
Other income & expenses	(0.9)		(0.3)		1.7		(0.3)	
Operating profit	**39.2** **31.7**	-	**38.0** **31.5**	-	**47.7** **43.5**	-	**30.4** **23.9**	-
Finance income & costs	3.7	-	3.8	-	9.5	-	10.9	-
Profit before tax	**43.8** **35.3**	-	**42.6** **35.3**	-	**58.2** **53.0**	-	**44.4** **34.9**	-
Income tax expense etc.	(8.2)	-	(8.1)	-	(13.1)	-	(6.9)	-
Profit attributable to owners of parent	**33.6** **27.1**	-	**32.9** **27.3**	-	**43.8** **39.9**	-	**35.5** **27.9**	-

Fiscal year ending March 31, 2021

FY2020	FY2020 1Q actual	Y on Y change %	FY2020 2Q actual	Y on Y change %	FY2020 3Q actual	Y on Y change %
Revenue	**71.4**	**(11.6)**	**77.1**	**(7.0)**	**76.0**	**(16.6)**
Cost of sales	16.1 (11.5)	(9.3)	14.8 (11.4)	(24.4)	17.2 (13.1)	0.6
Gross profit	**59.9**	**(12.0)**	**65.7**	**(3.1)**	**62.9**	**(19.5)**
SG & A expenses	29.2 (20.9)	(9.5)	28.9 (22.3)	(5.5)	30.4 (23.1)	(3.9)
R & D expenses	17.0 (12.2)	4.2	16.5 (12.7)	8.9	18.9 (14.4)	24.8
Amortization of intangible assets associated with products	1.1 (0.8)	(0.1)	1.0 (0.8)	(0.8)	1.0 (0.8)	(2.9)
Other income & expenses	(0.5)		(0.2)		22.3	
Operating profit	**35.9** **25.6**	**(19.1)**	**38.5** **29.7**	**(5.8)**	**61.7** **46.9**	**7.8**
Finance income & costs	4.4	21.1	7.4	96.3	2.7	(71.0)
Profit before tax	**42.1** **30.1**	**(14.9)**	**48.2** **37.1**	**5.1**	**65.3** **49.6**	**(6.3)**
Income tax expense etc.	(8.5)	3.8	(9.3)	15.2	(12.9)	(1.2)
Profit attributable to owners of parent	**30.2** **21.5**	**(20.6)**	**36.1** **27.8**	**2.2**	**48.3** **36.7**	**(8.0)**

3. Pipeline (as of February 1, 2021)

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：Fetcroja®]	Cell-wall synthesis inhibition (injection)	USA:Complicated urinary tract infections, including pyelonephritis and nosocomial pneumonia with no or limited treatment options Europe:Infections due to aerobic gram-negative bacteria in adult patients with limited treatment options	Global:PhaseIII (pediatric) USA:Approval (cUTI) (Nov.2019) Approval (Nosocomial pneumonia) (Sep.2020) Europe: Approval (Apr.2020)	In-house	In-house
	S-033188 (baloxavir marboxil) [Japan:Xofluza®]	Cap-dependent endonuclease inhibition (oral, granule)	Influenza virus infection	Japan:Approval (body weight ≧20kg) (Sep.2018) Japan:NDA submission (body weight <20kg) (Aug.2018) Japan:PhaseIII completion (high dosage for children)	In-house	Shionogi/Roche (Switzerland)
	S-033188 (baloxavir marboxil) [Japan:Xofluza®]	Cap-dependent endonuclease inhibition (oral)	Influenza virus infection (prophylaxis)	Japan:Approval (body weight≧20kg) (Nov.2020)	In-house	Shionogi/Roche (Switzerland)
	S-648414	Not disclosed (oral)	HIV infection	USA,Japan:PhaseI	In-house	In-house
	S-268019	Vaccine (muscular injection)	Prevention of COVID-19	Japan:PhaseI/II	In-house	In-house
Pain/CNS	S-297995 (naldemedine tosilate) [US/Japan:Symproic®] [EU:Rizmoic®]	Peripheral opioid receptor antagonist (oral, powder)	Opioid-induced constipation(pediatric)	Europe:PhaseI/II	In-house	In-house
	S-297995 (naldemedine tosilate)	Peripheral opioid receptor antagonist (oral)	Postoperative ileus	USA:PhaseII	In-house	In-house
	S-120083	Not disclosed (oral)	Inflammatory pain	Japan:PhaseI USA:PhaseII	Shionogi/Purdue Pharma L.P. (USA)	Shionogi/Purdue Pharma L.P.
	S-010887	Not disclosed (oral)	Neuropathic pain	Japan:PhaseI	In-house	In-house
	S-117957	Not disclosed (oral)	Insomnia	USA:PhaseI	Shionogi/Purdue Pharma L.P. (USA)	Shionogi/Purdue Pharma L.P.
	S-600918	$P2X_3$ receptor antagonist (oral)	Neuropathic pain	Japan:PhaseI	In-house	In-house
	S-600918	$P2X_3$ receptor antagonist (oral)	Refractory/unexplained chronic cough	Global:PhaseII	In-house	In-house
	S-600918	$P2X_3$ receptor antagonist (oral)	Sleep Apnea Syndrome	Japan:PhaseII	In-house	In-house
	S-637880	Not disclosed (oral)	Neuropathic Low Back pain	Japan:PhaseII	In-house	In-house
	LY248686 (duloxetine hydrochloride) [Cymbalta®]	SNRI (Serotonin–norepinephrine reuptake inhibitors) (oral)	Depression (pediatric)	Japan:PhaseIII	Eli Lilly (USA)	Shionogi/Eli Lilly Japan K.K.
	S-812217 (Zuranolone)	GABAA receptor positive allosteric modulator (oral)	Depression	Japan:PhaseII	Sage (USA)	Shionogi/Sage
	SDT-001	Treatment digital application based on cerebral mechanism	Inattention symptom in ADHD patients (pediatric)	Japan:PhaseII	Akili (USA)	Shionogi/Akili
	BPN14770	PDE4D negative allosteric modulator (oral)	Fragile X syndrome	USA:PhaseII	Tetra (USA)	Shionogi/Tetra
	BPN14770	PDE4D negative allosteric modulator (oral)	Alzheimer's disease	USA:PhaseII Japan:PhaseI	Tetra (USA)	Shionogi/Tetra

Areas	Code No. (Generic name) [Product name]	Mechanism of action (Administration)	Indication	Stage	Origin	Development
Metabolic disorder	S-237648	Neuropeptide Y Y5 receptor antagonist (oral)	Obesity	Japan:PhaseII USA:PhaseI	In-house	In-house
	S-707106	Insulin sensitizer (oral)	Type 2 diabetes	USA:PhaseIIa	In-house	In-house
	ADR-001	Human mesenchymal stem cells（injection）	Decompensated liver cirrhosis	Japan:PhaseI/II	Rohto	Shionogi/Rohto
	S-723595	Acetyl-CoA carboxylase 2 inhibitor (oral)	NASH	Japan:PhaseI	In-house	In-house
Frontier	S-588410	Cancer peptide vaccine (injection)	Esophageal cancer	Japan:PhaseIII	OncoTherapy Science, Inc. (Japan)	In-house
	S-588410	Cancer peptide vaccine (injection)	Bladder cancer	Japan,Europe:PhaseII	OncoTherapy Science, Inc. (Japan)	In-house
	S-488210	Cancer peptide vaccine (injection)	Head and neck squamous cell carcinoma	Europe:PhaseI/II	OncoTherapy Science, Inc.(Japan)	In-house
	S-588210	Cancer peptide vaccine (injection)	Solid tumor	UK:PhaseI	OncoTherapy Science, Inc.(Japan)	In-house
	S-222611 (epertinib)	HER2/EGFR dual inhibitor (oral)	Malignant tumor	Europe:PhaseI/II	In-house	In-house
	S-770108	Antifibrotic (inhalation)	Idiopathic pulmonary fibrosis	Japan:PhaseI	In-house	In-house
	SR-0379	Promote granulation formation (topical)	Cutaneous ulcer (Pressure ulcer, Diabetic ulcer)	Japan:PhaseII	FunPep (Japan)	Shionogi/FunPep
	S-005151 (Redasemtide Trifluoroacetate)	Mobilization of mesenchymal stem cells (MSCs) to peripheral blood (injection)	Stroke	Japan:PhaseII	StemRIM (Japan)	In-house
	S-005151 (Redasemtide Trifluoroacetate)	Mobilization of mesenchymal stem cells (MSCs) to peripheral blood (injection)	Epidermolysis bullosa	Japan:PhaseII (preparing NDA submission)	StemRIM (Japan)	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+RPV*3 LAP 2-drug regimen for treatment) Canada:Approval(Mar.2020) USA:Approval (Jan. 2021) Europe:Approval (Dec. 2020) (CAB LAP for prevention) Global:PhaseIII	Shionogi-ViiV Healthcare LLC	ViiV Healthcare Ltd. (UK) for treatment Collaboration among ViiV,HPTN,NIAID and Gilead Sciences, Inc.(USA)for prevention
S-0373	Non-peptide mimetic of TRH (oral)	Spinocerebellar ataxia	Japan:PhaseIII	In-house	Kissei Pharmaceutical Co., Ltd. (Japan)
S-033188 (baloxavir marboxil) [USA:Xofluza™]	Cap-dependent endonuclease inhibition (oral)	Influenza virus infection	USA:Approval(Oct.2018) USA:Approval(high risk patients) (Oct.2019) USA:NDA submission(pediatric,≧ 1 year old) (Mar.2020) USA:Approval(Granule≧12 years old) (Nov.2020) USA:Approval(Prophylaxis≧12 years old) (Nov.2020) Europe:Approval(Treatment≧12 years old) (Prophylaxis≧12 years old)(Jan.2021) Global:PhaseIII(severe influenza virus infection) Global:PhaseIII(pediatric, < 1 year old) Global:PhaseIII(transmission)	In-house	Shionogi/Roche (Switzerland)

*1 Long acting parenteral formulation, *2 Cabotegravir, *3 Rilpivirine

Since Oct 30, 2020

Change of phase	S-033188(prophylaxis):Japan:NDA submission (Oct.2019) →Japan:Approval (body weight≧20kg) (Nov.2020)
	S-637880(Neuropathic pain):Japan:PhaseI→(Neuropathic Low Back pain):Japan:PhaseII
	S-033188(Granule≧12 years old)(Prophylaxis≧12 years old):USA:NDA submission (Mar.2020)→Approval (Nov.2020)
	S-033188(Treatment≧12 years old) (Prophylaxis≧12 years old):Europe: MAA submission(Nov. 2019)→Approval(Jan. 2021)
	S/GSK1265744 LAP(HIV infection) (2-drug regimen for treatmen):USA: NDA re-submission (Jul. 2020)→Approval (Jan. 2021)
	S/GSK1265744 LAP(HIV infection) (2-drug regimen for treatmen):Europe: MAA submission (Jul. 2019)→Approval (Dec. 2020)
Compound added to the list	S-268019(Prevention of COVID-19):Japan:PhaseI/II
	S-723595(NASH):Japan:PhaseI
Compound erased from the list	S/GSK1349572(dolutegravir) (DTG/3TC 2-drug fixed dose combination tablet):Approval (Aug. 2020)
	Oxycodone hydrochloride hydrate[OxyContin®]:Approval(Oct.2020)