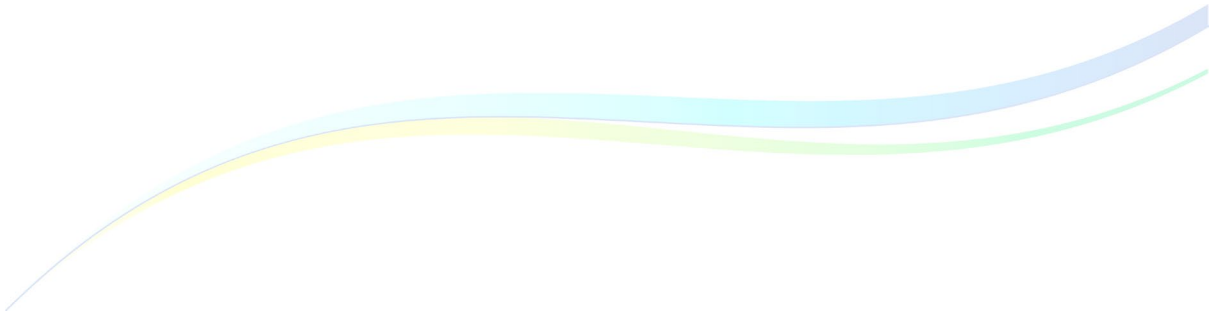


# Daiichi Sankyo Group Position Statement on Pricing



## Introduction:

Daiichi Sankyo Group's Purpose is to contribute to the enrichment of quality of life around the world. Our priorities to realize our Purpose are to fulfil unmet medical needs and to improve access to healthcare. We explore a variety of pricing and access solutions for making our medicines accessible to as many patients as possible around the world, while continuing to invest in new treatments to help the patients of tomorrow.

## Fair pricing for medicines\*

The price of medicines is one of the factors affecting access to medicines. Approaches to fair pricing depend on standards of living and healthcare systems in each country. The World Health Organization (WHO) defines a 'fair' price as "one that is affordable for health systems and patients and, at the same time, provides sufficient market incentive for industry to invest in innovation and the production of medicines," and we support this concept. We strive to set fair prices in each country, considering many factors such as clinical value, technological breakthrough, access to medicines, health finance, the number of patients and morbidity. The pricing of certain of our products may fluctuate over time due to manufacturing, regulatory, or market requirements and conditions. At all times, we strive to ensure that the price at which we supply products to our distributors is appropriate, taking into account our products' value, production costs, and the need to secure a stable supply, and we hope the cost ultimately paid by patients remains fair and appropriate.

\*All medicines and vaccines sold by Daiichi Sankyo Group

## Our approach for innovative new medicines

We believe in a pricing approach for our medicines that brings together key elements centred on value and access for patients. One pricing approach is value-based pricing, which means that prices should reflect the level of innovation and the benefits it can bring to society. There are other pricing approaches; however, in all pricing decisions, we consider several elements beyond improvements in health outcomes and patient quality of life, such as unmet medical needs, the competitive landscape, various local regulations, as well as the economic value the medicine can bring to society. We



recognize that healthcare systems and economic circumstances by country and by patient, including in developing countries. We also develop various alternatives to enhance affordability and patient access through programs tailored to different healthcare systems. We actively engage with stakeholders such as payers, governments, and business partners to develop sustainable solutions to make our medicines accessible to as many patients as possible around the world.

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## Daiichi Sankyo Group

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