TSE:4568

# Reference Data

(Consolidated Financial Results for Q3 FY2011)



January 31, 2012

Daiichi Sankyo Co., Ltd.

http://www.daiichisankyo.com

# **MEMO**

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# **Supplemental Information**

Historical Data Summary of Product Outlines



### 1. Summary of Consolidated Income Statement

		Q1		Q2			Q3			Q4			Q	3 YTD		$\neg$
JPY Bn	to sales	Results YoY	to sales	Results	YoY	to sales	Results	YoY	to sales		YoY	to sales	Results	YoY	YoY	to forecast
Net sales	100%	231.7 <b>-9.7</b> %	100%	224.4	-7.5%	100%	240.4	-3.5%				100%	696.4	-51.7	-6.9%	74%
Cost of sales	26%	59.9 <b>-6.5%</b>	31%	69.0	-7.4%	30%	71.7	-3.9%				29%	200.5	-12.5	-5.9%	73%
Gross Profit	74%	171.8 -10.7%	69%	155.4	-7.5%	70%	168.7	-3.4%				71%	495.9	-39.1	-7.3%	74%
SG&A expenses	55%	128.3 <b>-2.3%</b>	61%	136.7	-1.6%	58%	139.0	-3.5%				58%	404.0	-10.4	-2.5%	71%
R&D expenses	18%	41.0 -5.9%	19%	43.0	-5.8%	19%	44.7	-15.6%				18%	128.8	-13.5	-9.5%	70%
Other expenses	38%	87.3 <b>-0.5%</b>	42%	93.7	+0.4%	39%	94.3	+3.5%				40%	275.2	3.2	+1.2%	72%
Operating Income	19%	43.5 -28.8%	8%	18.7	-35.6%	12%	29.7	-2.8%				13%	91.9	-28.8	-23.8%	92%
Non-operating income / expen	ses	1.4		2.8			-9.6						-5.5	-15.4		
Non-operating income		4.5		4.8			-1.0						8.3	-9.3		
Non-operating expenses		3.1		2.0			8.6						13.7	6.1		
Ordinary Income	19%	44.8 -36.0%	10%	21.5	-4.6%	8%	20.1	-47.1%				12%	86.4	-44.2	-33.8%	112%
Extraordinary income / losses		-1.1		-3.2			-41.7						-46.0	-46.3		
Extraordinary income		1.2	***************************************	0.7			0.2						2.1	-6.4		
Extraordinary losses		2.3		4.0			41.9						48.1	39.8		
Income before income taxes and minority interest	ts <u>19%</u>	43.8 -33.8%	8%	18.3	-34.8%	-9%	-21.6					6%	40.4	-90.4	-69.1%	101%
Income taxes / minority interes	sts	18.5		6.5			-2.1						22.9	-28.3		
Income taxes		16.4		6.3			15.2						37.9	-4.8		
Minority interests		2.1		0.2			-17.4						-15.1	-23.5		
Net Income	11%	25.3 -23.5%	5%	11.7	-38.5%	-8%	-19.5	-				3%	17.5	-62.1	-78.0%	117%
Effective tax rate Overseas sales ratio resu	lto	<u>37%</u> 51%		<u>34%</u> 48%			<u>-</u> 45%						<u>94%</u> 48%			
Overseas sales fallo fesu	ito .	3170		40 / 0			45%						40 /0			

		FY2011		
to sale	s Forecast	from Dec	YoY	YoY
100%	<sub>6</sub> 940.0	10.0	-27.4	-2.8%
29%	6 273.0	8.0	-8.7	-3.1%
719	667.0	2.0	-18.7	-2.7%
60%	6 567.0		3.5	+0.6%
20%				-4.8%
419	6 382.0	7.0	12.8	+3.5%
440	/ 400.0		20.4	40.40/
119	6 100.0	0.0	-22.1	-18.1%
	-23.0		-32.6	,
	not disclosed			
	not disclosed	l		
8%	6 77.0	-13.0	-54.8	-41.6%
	-37.0		-25.7	
	not disclosed			
	not disclosed			
4%	6 40.0	-8.5	-80.4	-66.8%
	25.0	2.5	-25.3	
	not disclosed			
	not disclosed	l		
2%	6 15.0	-11.0	-55.1	-78.6%

#### Notes to FY2011 Q3 YTD Results Year-on-Year Comparisons

Memary +6.7, Loxonin +5.8, Plexxikon +5.1, Prasugrel alliance revenue +3.8, Nexium +3.2, Daiichi Sankyo Healthcare (OTC) +2.0

Net Sales -Ranbaxy -20.1 (appreciation of JPY to INR -11.0), Return of sales rights -21.0, Levofloxacin -11.7, Denosumab milestone payment -5.5, Pravastatin -4.5, Luitpold -2.8

(appreciation of JPY to USD and EUR -15.0)

Forex impact (appreciation of JPY to USD, EUR, and INR) -5.0, Nexium in-license cost -8.2 R&D expenses

Other expenses Forex Impact (appreciation of JPY to USD, EUR, and INR) -12.0, Cost increase from new subsidiaries including Plexxikon and Kitasato Daiichi Sankyo Vaccine and new product launches

Non-operating items Increase in "forex losses" and "loss on valuation of derivatives" of Ranbaxy, etc

Extraordinary income Decrease in "gain on sales of non-current assets", "gain on sales of subsidiaries and affiliates' stocks", and "gain on sales of investment securities", etc

Provision for settlement expenses (Ranbaxy's provision in connection with the investigations by the U.S. Department of Justice)

Decrease in income before income taxes and minority interests

Special factors below worsened the effective tax rate Income taxes ·

Provision for settlement expenses not tax deductible

Reversal in deferred tax asset following the cut in income tax rate in Japan

Minority interests Minority interests on provision for settlement expenses

#### Notes to Revision in FY2011 Forecast

Extraordinary losses

Net Sales Contribution of Ranbaxy's US Atorvastatin launch, partially off set by sales decrease in Japan

Aggregate loss of approximately Rs 8.0 Bn from "forex losses" and "loss on valuation of derivatives" is expected, following the appreciation of INR to USD by Rs 4 from Sep-2011 to Dec-2011 Non-operating items

Extraordinary items Gain on sales of non-current assets, etc

2. Currency Rate	Q1	Q2 <u>YTD</u>	Q3 <u>YTD</u>	Q4 <u>YTD</u>	Q3 <u>YTD</u>
·	Results	Results	Results	Results	Results YoY
USD/JPY (average)	81.75	79.81	79.00		79.00 <b>-7.53</b>
EUR/JPY (average)	117.40	113.78	110.62		110.62 -2.69
INR/JPY (average)	1.83	1.83	1.79		1.79 - <mark>0.17</mark>

FY2011 Forecast from Dec 78.50 1.50 107.00 -2.00 1.73 0.00

Appreciation of JPY to USD, EUR, and INR negatively affected the FY2011 Q3 YTD results by 26.0 bil yen in net sales and 2.0 bil yen in operating income.

Annual impact of one yen change is estimated to affect the group's FY2011 perfomance by; USD: net sales 2.4 bil yen, operating income minor / EUR: net sales 0.7 bil yen, operating income 0.1 bil yen

## 3. Segment Information

		Q1			Q2			Q3			Q4			Q3 Y	TD	1
Daiichi Sankyo Group	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	YoY
Sales to outside customers		191.9	-4.8%		185.9	-6.5%		204.7	-4.2%					582.6	-31.5	-5.1%
Inter-segment sales		0.1			0.1	0.070		0.3						0.5	0.4	0.170
Net sales	100%		-4.8%	100%	186.0	-6.4%	100%	205.0	-4.1%				100%	583.0	-31.1	-5.1%
Cost of sales	21%	41.1	-8.4%	26%		-11.2%	26%	52.5	-4.4%				24%	142.0	-12.3	-8.0%
Gross Profit	79%	150.8	-3.8%	74%	137.7	-4.6%	74%	152.5	-3.9%				76%	441.1	-18.8	-4.1%
SG&A expenses	58%	111.2	-2.0%	64%	119.1	-1.8%	60%	122.3	-4.2%				61%	352.6	-9.8	-2.7%
R&D expenses	20%	39.1	-3.1%	22%	40.9	-5.9%	21%	42.7	-15.6%				21%	122.7	-11.7	-8.7%
Other expenses	38%	72.1	-1.4%	42%	78.1	+0.5%	39%	79.6	+3.3%				39%	229.9		
Operating Income	21%	39.6	-8.5%	10%		-19.4%	15%		-2.9%				15%	88.4	-9.0	-9.3%
Non-operating income		3.8			1.7			1.6						7.1	0.7	
Non-operating expenses		1.8			1.4			0.7						3.9	0.3	
Ordinary Income	22%	41.6	-4.2%	10%		-17.8%	15%		-7.9%				16%	91.6		-8.6%
Extraordinary income		1.2			0.7			-0.0						1.8	-4.1	
Extraordinary losses	040/	2.3	. 4. 00/	00/	3.8	00.00/	4.40/	1.5	4.4.007				450/	7.6	1.8	4.4.407
Income before income taxes and minority interests	21%	40.4 17.8	+1.2%	9%		-38.9%	14%	18.9	-14.2%				15%	85.8	9.0	-14.4%
Income taxes		-0.2			5.9 -0.8			-0.4						42.7 -1.4	-1.4	
Minority interests Net Income	12%		+2.5%	6%		-41.9%	5%		-57.5%				8%	44.6		-33.1%
Net ilicollie	12 /0	22.3	TZ.J /0	078	10.7	-41.970	378	11.0	-37.370				070	44.0	-22.0	-33.1 /0
Ranbaxy Group																
Only to the late of the second		00.0	07.50/		00.4	40.00/		05.7	. 0. 00/					440.0	00.4	45.00/
Sales to outside customers			-27.5%			-12.0%			+0.6%					113.9		-15.0%
Inter-segment sales	10001	0.2	07.40/	40004	0.2	44 70/	40004	0.2	4.40/				40004	0.7	0.5	44.007
Net sales	100%		-27.1%	100%		-11.7%	100%		+1.1%				100%	114.5		-14.6%
Cost of sales	47%	18.8	-2.2%	54%		+3.3%	54%	19.5	-0.1%				52%	59.0		+0.4%
Gross Profit	<u>53%</u> 40%	15.9	-40.6%	<u>46%</u> 42%		-24.5%	<u>46%</u> 43%		+2.5%				49% 42%	55.6 47.8		-26.4%
SG&A expenses R&D expenses	6%		-2.6% -30.8%		16.3	-5.0% -21.3%	6%		-19.1%				6%	7.0	-1.1	-2.2% -24.1%
Other expenses	34%		+4.5%	6% 36%		-21.3% -1.4%	37%		+5.8%				36%	40.8		+2.8%
Operating Income	13%		<b>-72.7%</b>	4%		<b>-74.9%</b>	2%		+34.5%				7%	7.8		<del>-70.7%</del>
Non-operating income	1370	1.7	-12.170	770	3.1	-14.570	270	-2.5	TJ4.5 /0				7 70	2.4	-9.6	-10.170
Non-operating expenses		1.3			0.5			7.9						9.7	5.8	
Ordinary Income	14%		-79.6%	11%		+353.5%	-26%	-9.5	_				0%	0.5		-98.6%
Extraordinary income	1170	0.0		1170	0.0	10001070	2070	0.8					- 070	0.9	-4.3	00.070
Extraordinary losses		0.0			0.1			0.0						0.2	-2.1	
Income before income taxes and minority interests	14%	5.7	-79.2%	11%		-31.2%	-24%	-8.7	-				1%	1.2		-96.9%
Income taxes		-1.1			0.6		-	-3.2						-3.7	-14.5	
Minority interests		0.0			0.0			0.0						0.1	-0.1	
Net Income	17%	6.9	-62.7%	9%	3.5	-22.7%	-16%	-5.6	-				4%	4.7	-21.9	-82.2%
Inter-segment Transactions																
mior cogmon transactions																
Net sales		-0.3			-0.3			-0.6						-1.1		
Cost of sales		0.0			-0.1			-0.3						-0.4		
Gross Profit		-0.3			-0.2			-0.2						-0.8		
SG&A expenses		1.1			1.4			1.1						3.6		
R&D expenses		-0.4			-0.3			-0.3						-0.9		]
Other expenses		1.4			1.7			1.4						4.5		
Operating Income		-1.4			-1.6			-1.3						-4.4		
Non-operating income		-1.1			-0.1			-0.1						-1.2		]
Non-operating expenses		0.0			0.0			0.1						0.1		
Ordinary Income		-2.5			-1.7			-1.5						-5.7		
Extraordinary income		0.1			0.0			-0.7						-0.6		
Extraordinary losses								40.3						40.3		J
Income before income taxes and minority interests		-2.4			-1.7			-42.5						-46.6		
Income taxes		-0.3			-0.2			-0.5						-1.1		
Minority interests		2.3			1.0			-17.0						-13.8		
Net Income		-4.4			-2.4			-24.9						-31.8		

# 4. Sales by Business Units

	FY2011	Q1	Q2	Q3	Q4	Q3 YTD
	Plan *2 YoY	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY YoY to plan
JPY Bn						
Consolidated Net Sales	970.0 +0.3%	231.7 -9.7% 24%	224.4 <b>-7.5%</b> 23%	240.4 -3.5% 25%		696.4 -51.7 -6.9% 72%
Japan Company (domestic sales)	435.0 +4.6%	100.4 -4.6% 23%	100.5 -2.4% 23%	113.9 <b>-2.4%</b> 26%		314.9 <b>-10.2 -3.1%</b> 72%
Olmetec	93.0 +13.0%	20.4 -1.3% 22%	20.4 <b>-3.1%</b> 22%	22.6 <b>-1.4%</b> 24%		63.5 -1.2 -1.9% 68%
Rezaltas	17.0 +264.3%	2.9 +58.1% 17%	3.2 +3938.1% 19%	3.9 +190.8% 23%		9.9 6.7 +207.6% 58%
Calblock	15.0 +7.5%	3.2 -13.4% 21%	3.2 - <mark>9.4% 21%</mark>	3.3 <b>-13.8%</b> 22%		9.7 -1.3 -12.2% 64%
Loxonin	58.0 +7.1%	14.4 +10.7% 25%	15.7 +13.3% 27%	17.2 +17.6% 30%		47.3 5.8 +14.0% 82%
Cravit	38.0 +17.4%	8.4 +8.5% 22%	8.4 +11.5% 22%	10.8 +16.8% 29%		27.7 3.1 +12.5% 73%
Mevalotin	32.0 -15.9%	8.8 <b>-14.0%</b> 27%	8.6 -14.4% 27%	8.8 -11.6% 28%		26.3 -4.0 -13.4% 82%
Artist	23.0 <b>-3.0%</b>	6.1 +0.0% 27%	6.2 +6.8% 27%	6.5 +3.6% 29%		18.9 0.6 +3.4% 82%
Omnipaque	23.0 -8.0%	5.7 -11.6% 25%	6.3 <b>-5.1%</b> 27%	6.4 <b>-2.0%</b> 28%		18.3 <b>-1.2 -6.2%</b> 80%
Urief	11.0 +9.4%	2.6 +6.8% 24%	2.8 +13.6% 25%	3.0 +7.6% 27%		8.4 0.7 +9.3% 77%
Inavir	9.0 +35.6%	0.4 - 4%	-0.1	1.7 -38.5% 19%		2.0 -0.8 -27.7% 22%
New Memary	not disclosed -	2.2	1.6	2.8		6.7 6.7
New Nexium	not disclosed -		2.6	0.6		3.2 3.2
Vaccines	not disclosed -	4.6 +166.4% -	5.3 +14.8% -	6.9 -19.7% -		16.7 1.9 +12.4% -
Daiichi Sankyo Espha products	not disclosed -	2.4	2.4	2.9		7.7
D !!	40.0 0.00/	2 - 4 204 2004	40 - 0 00/ 000/	10 = 110/ 000/		201 20 5 50 5 401
Daiichi Sankyo Healthcare (OTC)	49.0 +9.3%	9.7 +4.9% 20%	12.7 +8.2% 26%	13.7 +4.1% 28%		36.1 2.0 +5.7% 74%
Daiichi Sankyo, Inc. (US)	130.0 -0.4%	34.6 +3.2% 27%	29.7 -12.4% 23%	30.1 <b>-13.0%</b> 23%		94.5 -7.6 -7.5% 73%
Olmesartan	88.0 -6.8%	24.9 -1.5% 28%	29.7 -12.4% 23%	20.6 -16.3% 23%		65.8 -8.7 -11.7% 75%
Benicar/Benicar HCT	67.0 -15.9%	20.1 -6.1% 30%	16.8 -18.7% 25%	16.2 -21.3% 24%		53.2 -9.6 -15.3% 79%
Azor	13.5 +1.5%	3.6 -7.0% 26%	2.5 <b>-26.5</b> % 18%	3.2 -8.7% 23%		9.2 -1.5 -13.7% 68%
Tribenzor	7.5 +415.9%	1.2 - 16%	1.1 +71.6% 15%	1.2 +139.2% 16%		3.5 2.3 +203.4% 47%
Welchol	32.0 +12.2%	7.0 +0.5% 22%	6.5 -11.5% 20%	6.6 -16.0% 21%		20.2 -2.1 -9.3% 63%
Effient (alliance revenue)	not disclosed -	1.6 +345.5% -	1.7 +124.3% -	1.9 +75.5% -		5.2 3.0 +137.0% -
Lilletti (alliance revenue)	not disclosed -	1.0 +343.376 -	1.7 +124.376	1.9 +73.376		3.2 3.0 +137.0%
Luitpold Pharmaceuticals, Inc. (US)	49.0 <b>-9.1%</b>	12.7 -13.6% 26%	9.3 -31.7% 19%	15.0 +31.0% 31%		37.1 <b>-2.8 -7.0%</b> 76%
Venofer	25.0 -18.5%	7.4 -12.5% 30%	5.5 -28.5% 22%	9.1 +55.6% 36%		22.0 0.0 -0.1% 88%
Venolei	25.0 -10.570	7.4 -12.570 3070	3.3 -20.370 2270	9.1 +33.070 3070		22.0 0.0 -0.170 0070
Daiichi Sankyo Europe GmbH	77.0 +15.9%	16.9 +14.0% 22%	16.9 +2.0% 22%	17.4 <b>-4.3%</b> 23%		51.1 1.6 +3.3% 66%
Olmesartan	55.0 +19.1%	11.9 +23.5% 22%	12.2 +4.2% 22%	12.7 -5.4% 23%		36.7 2.0 +5.9% 67%
Olmetec/Olmetec Plus	40.0 +9.0%	8.7 +9.8% 22%	8.8 -5.1% 22%	9.2 -8.4% 23%		26.8 -0.5 -2.0% 67%
Sevikar	12.0 +43.1%	2.4 +44.1% 20%	2.6 +10.5% 22%	2.6 +13.1% 22%		7.6 1.3 +20.3% 64%
Sevikar HCT	3.0 +172.3%	0.7 - 25%	0.7 - 24%	0.9 -16.6% 29%		2.3 1.3 +125.5% 77%
*1 Efient (alliance revenue)	not disclosed -	0.6	0.6	0.7		1.9
. =511 (amario 10101140)	2.00.000	0.0	0.0	<b>0.1</b>		

	FY2011 Plan *2 YoY	Q1 Results YoY to plan	Q2 Results YoY to plan	Q3 Results YoY to plan	Q4 Results YoY to plan	Q3 YTD Results YoY YoY to plan
	TIGHT 2 TOT	Troound For to plain	recounts for to plain	resource for to plan	Troodite 101 to plain	Troodice For For to plan
Asia, South and Central America (ASCA)	30.0 +9.3%	6.5 +8.7% 22%	7.3 +3.8% 24%	6.9 +2.0% 23%		20.7 0.9 +4.6% 69%
Daiichi Sankyo Pharmaceutical (Beijing)	not disclosed -	0.9 -19.9% -	0.9 -15.0% -	0.8 -28.4% -		2.6 -0.7 -21.0% -
Daiichi Sankyo Pharmaceutical (Shanghai	) not disclosed -	1.7 +21.9% -	1.7 <b>-3.8%</b> -	1.3 -18.7% -		4.7 0.0 -1.0% -
Daiichi Sankyo Taiwan	not disclosed -	0.8 +4.6% -	0.8 <b>-2.8%</b> -	0.8 <b>-2.7%</b> -		2.4 0.0 - <mark>0.3%</mark> -
Daiichi Sankyo Korea	not disclosed -	1.2 +23.0% -	1.1 +27.0% -	1.1 +14.6% -		3.5 0.6 +21.4% -
Daiichi Sankyo (Thailand)	not disclosed -	0.3 +10.1% -	0.3 +2.3% -	0.3 <b>-1.6%</b> -		0.9 0.0 +2.9% -
Daiichi Sankyo Brasil Farmacêutica	not disclosed -	1.1 +2.6% -	1.5 +4.4% -	1.5 +6.7% -		4.1 0.2 +4.8% -
Daiichi Sankyo Venezuela	not disclosed -	0.5 +22.5% -	1.0 +33.2% -	1.1 +74.6% -		2.5 0.8 +46.1% -
New Daiichi Sankyo Mexico S.A. de C.V	not disclosed -			0.1		0.1 0.1
Ranbaxy Laboratories Limited	162.0 - <del>5</del> .8%	39.8 <del>-27.5</del> % 25%	38.4 -12.0% 24%	35.7 +0.6% 22%		113.9 -20.1 -15.0% 70%
Others	38.0 - <del>32.5</del> %	11.1 <b>-38.7%</b> 29%	9.5 <b>-25</b> .9% 25%	7.5 -40.5% 20%		28.1 - <del>15.4 -35.5%</del> 74%
Levofloxacin export, royalty, etc	7.0 -75.1%	3.1 -56.2% 45%	2.3 -67.5% 33%	1.2 -82.6% 17%		6.6 -14.3 -68.5% 94%
New Plexxikon	not disclosed -	3.0	1.9	0.3		5.1 5.1

Currency rates for overseas su	ubsidiaries					
	Plan *2	Q1 Results	Q2 YTD Results	Q3 YTD results	Q4 YTD Results	Q3 <u>YTD</u> results
USD/JPY (average)	83.00	81.75	79.81	79.00		79.00
EUR/JPY (average)	115.00	117.40	113.78	110.62		110.62
INR/JPY (average)	1.90	1.83	1.83	1.79		1.79

### New Product Launches

May 2011: Sprix (analgesic and anti-inflammatory drug) lanched in US. Sales of Sprix are / will be included in "Luitpold" and "Daiichi Sankyo Inc".

Jun 2011: Memary (treatment for Alzheimer's Disease) launched in Japan.

Jul 2011: Lixiana (direct oral factor Xa inhibitor for the prevention of venous thromboembolism after major orthopedic surgery ) launched in Japan. Sales of Lixiana are included in "Japan Company (domestic sales)".

Aug 2011: Zelboraf (personalized treatment for melanoma) launched in US. Zelboraf related revenue are / will be included in Plexxikon under "Others".

Sep 2011: Nexium (proton pump inhibitor for the treatment of gastric ulcer, duodenal ulcer, reflux esophagitis, etc) launched in Japan.

#### <u>Notes</u>

<sup>\*1</sup> Alliance revenue of Efient (Europe) is included in Daiichi Sankyo Europe GmbH from FY2011

<sup>\*2 2011</sup> Plan are those announced at the beginning of the fiscal year (May 2011)

# [Reference] Sales in Local Currency

	FY2011	Q1	Q2	Q3	Q4	Q3 YTD	
	Plan *2 YoY	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY YoY to	to plan
USD Mn							
Daiichi Sankyo, Inc. (US)	1,566 +2.9%	424 +16.1% 27%	382 <b>-2.9%</b> 24%	390 <b>-7.5%</b> 25%		1,196 16 +1.3%	76%
Olmesartan	1.060 -3.8%	304 +10.9% 29%	263 -8.4% 25%	266 -11.2% 25%		,	79%
Benicar/Benicar HCT	807 -13.2%	246 +5.7% 31%	217 -10.0% 27%	210 -16.5% 26%			83%
Azor	163 +4.8%	43 +4.7% 27%	32 -18.4% 20%	41 -3.5% 25%		116 -7 -5.5%	72%
Tribenzor	90 +432.8%	14 - 16%	14 +96.0% 16%	15 +158.0% 17%		44 31 +232.3% 4	49%
Welchol	386 +15.9%	86 +13.2% 22%	84 <b>-1</b> .9% 22%	85 <b>-10.5%</b> 22%		255 <mark>-2 -0.6%</mark> 6	66%
Effient (alliance revenue)	not disclosed -	20 +401.5% -	22 +151.6% -	24 +90.2% -		65 40 +159.6%	-
USD Mn							
Luitpold Pharmaceuticals, Inc. (US)	590 <b>-6.1%</b>	156 <b>-2.8%</b> 26%	121 <b>-24.2%</b> 21%	193 +36.4% 33%			80%
Venofer	301 -15.8%	90 -1.5% 30%	71 <b>-20.7%</b> 24%	116 +60.8% 39%		278 24 +9.5% 9	92%
EUR Mn							
Daiichi Sankyo Europe GmbH	670 +14.1%	144 +13.6% 21%	153 +2.7% 23%	165 +2.5% 25%		462 25 +5.8%	69%
Olmesartan	478 +17.2%	101 +23.1% 21%	110 +5.1% 23%	121 +1.3% 25%			69%
Olmetec/Olmetec Plus	348 +7.3%	74 +9.4% 21%	80 -4.4% 23%	88 -2.0% 25%			70%
Sevikar	104 +40.8%	21 +43.7% 20%	24 +11.5% 23%	25 +21.1% 24%			66%
Sevikar HCT	26 +167.9%	6 - 24%	6 - 25%	8 -10.6% 31%			80%
*1 Efient (alliance revenue)	not disclosed -	5	6	7		17	-
· = iioiii (aiiiaiioo iovoiiao)		· ·	· ·	•			
INR Bn							
Ranbaxy Laboratories Limited	85 -4.6%	22 -21.5% 26%	21 -1.5% 25%	21 +8.0% 25%		64 <b>-5 -6.9</b> %	75%

# 5. Sales of Global Products

	FY2011	Q1	Q2	Q3	Q4	Q3 YTD
	Plan *2 YoY	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY YoY to plan
JPY Bn						
Olmesartan	270.0 +11.8%	63.3 +5.2% 24%	60.4 <b>-1.6%</b> 22%	64.2 <b>-2.3%</b> 24%		188.0 0.7 +0.4% 70%
Olmetec (JPN)	93.0 +13.0%	20.4 -1.3% 22%	20.4 -3.1% 22%	22.6 -1.4% 24%		63.5 -1.2 -1.9% 68%
Rezaltas (JPN)	17.0 +264.3%	2.9 +58.1% 17%	3.2 +3938.1% 19%	3.9 +190.8% 23%		9.9 6.7 +207.6% 58%
	67.0 -15.9%	20.1 -6.1% 30%	16.8 -18.7% 25%	16.2 -21.3% 24%		53.2 -9.6 -15.3% 79%
Benicar/Benicar HCT (US)			2.5 -26.5% 18%	3.2 -8.7% 23%		9.2 -1.5 -13.7% 68%
Azor (US)	13.5 +1.5%	3.6 <b>-7.0%</b> 26% 1.2 - 16%		3.2 -8.7% 23% 1.2 +139.2% 16%		
Tribenzor (US)	7.5 +415.9%					
Olmetec/Olmetec Plus (EU)	40.0 +9.0%	8.7 +9.8% 22%	8.8 <b>-5.1%</b> 22%	9.2 -8.4% 23%		
Sevikar (EU)	12.0 +43.1%	2.4 +44.1% 20%	2.6 +10.5% 22%	2.6 +13.1% 22%		7.6 1.3 +20.3% 64%
Sevikar HCT (EU)	3.0 +172.3%	0.7 - 25%	0.7 - 24%	0.9 -16.6% 29%		2.3 1.3 +125.5% 77%
Other subsidiaries, export, etc	17.0 +22.0%	3.3 +16.4% 20%	4.3 +10.4% 25%	4.4 +28.8% 26%		12.0 1.9 +18.3% 71%
Levofloxacin	53.0 <b>-23.3</b> %	13.5 <b>-20.2%</b> 26%	12.8 <b>-24.1%</b> 24%	13.9 <b>-23.3%</b> 26%		40.2 -11.7 -22.6% 76%
Cravit (JPN)	38.0 +17.4%	8.4 +8.5% 22%	8.4 +11.5% 22%	10.8 +16.8% 29%		27.7 3.1 +12.5% 73%
Export, royalty, etc	7.0 -75.1%	3.1 <b>-56.2%</b> 45%	2.3 -67.5% 33%	1.2 -82.6% 17%		6.6 -14.3 -68.5% 94%
Other subsidiaries	8.0 -7.7%	2.0 -4.7% 25%	2.1 -4.9% 26%	1.9 -12.9% 23%		6.0 -0.5 -7.5% 75%
	-10					
Pravastatin	38.0 -15.3%	10.2 -13.9% 27%	10.0 <b>-15.5%</b> 26%	10.6 -8.6% 28%		30.8 -4.5 -12.7% 81%
Mevalotin (JPN)	32.0 -15.9%	8.8 -14.0% 27%	8.6 -14.4% 27%	8.8 -11.6% 28%		26.3 -4.0 -13.4% 82%
Other subsidiaries, export, etc	6.0 -11.9%	1.5 <b>-12</b> .9% 25%	1.3 -22.1% 22%	1.7 +10.7% 29%		4.5 <b>-0.4 -8.7%</b> 76%
Prasugrel	not disclosed -	2.2 +176.5% -	2.3 +134.2% -	2.6 +72.6% -		7.1 3.8 +116.4% -
Effient alliance revenue (US)	not disclosed -	1.6 +345.5% -	1.7 +124.3% -	1.9 +75.5% -		5.2 3.0 +137.0% -
Efient alliance revenue (EU)	not disclosed -	0.6 +34.9% -	0.6 +165.9% -	0.7 +65.5% -		1.9 0.8 +75.4% -

# 6. Number of Employees

	Mar 2011 Results	Jun 2011 Results	Sep 2011 Results	Dec 2011 Results	Mar 2012 Results
Total Number of Employees	30,488	31,556	31,572	31,608	
Japan	9,002	9,402	9,359	9,391	
* Overseas	21,486	22,154	22,213	22,217	
Daiichi Sankyo Group	17,065	17,771	17,777	17,884	
* Ranbaxy Group	13,423	13,785	13,795	13,724	

<sup>\*</sup> For overseas subsidiaries with different fiscal year-ends, numbers as of Sep-end are shown in the Dec-end columns

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# 7. Consolidated Balance Sheets

	Mar 2011	Dec 2011	YoY	Notes
ASSETS				
Current assets				
Cash and time deposits	262,037	87,986	-174,051	PBT +40.4 Bn, Plexxikon acquisition -71.2 Bn, Loans / Bonds -39.4 Bn
Trade notes and accounts receivable	205,590	222,005	16,415	Dividend paid -42.8 Bn, Income taxes paid -23.2 Bn
Marketable securities	157,653	185,121	27,468	₽
Merchandise and finished goods	89,143	104,481	15,338	
Work in process	21,598	19,381	-2,217	
Raw materials and supplies	32,050	32,031	-19	
Deferred tax assets	90,245	82,151	-8,094	Reversal in deferred tax asset following the cut in income tax rate in Japan
Other current assets	38,075	40,000	1,925	
Allowance for doubtful accounts	-2,319	-2,175	144	
Total current assets	894,075	770,984	-123,091	
Non-current assets				
Property, plant and equipment				
Buildings and structures, net	119,962	126,889	6,927	
Machinery, equipment and vehicles, net	46,706	44,764	-1,942	
Land	38,407	37,021	-1,386	
Construction in progress	20,599	31,314	10,715	
Other, net	12,034	12,389	355	
Total property, plant and equipment	237,710	252,379	14,669	Addition of Kitasato Daiichi Sankyo Vaccine (KDSV) +7.9 Bn
Intangible assets				
Goodwill, net	67,316	83,556	16,240	Newly added: Plexxikon +25.6 Bn, KDSV +2.3 Bn
Other intangible assets, net	89,606	152,034	62,428	Newly added: Plexxikon +81.1 Bn, KDSV +2.6 Bn
Total intangible assets	156,923	235,591	78,668	
Investments and other assets				
Investment securities	102,416	105,726	3,310	
Deferred tax assets	73,245	67,070	-6,175	Reversal in deferred tax asset following the cut in income tax rate in Japan
Other	16,149	14,110	-2,039	
Allowance for doubtful accounts	-281	-311	-30	
Total investments and other assets	191,531	186,597	-4,934	
Total non-current assets	586,164	674,568	88,404	
Total assets	1,480,240	1,445,552	-34,688	

<sup>\*</sup> All amounts have been rounded down to the nearest million yen

	Mar 2011	Dec 2011	YoY	Notes			
LIABILITIES							
Current liabilities							
Trade notes and accounts payable	58,407	59,242	835				
Current portion of convertible bond-type bonds with subscription rights to shares	46,020	_	-46,020	Redeemed in Mar-2011			
Short-term bank loans	29,342	54,293	24,951	Change from long-term financing +20.0 Bn			
Income taxes payable	7,545	8,819	1,274				
Allowance for sales returns	1,244	1,709	465				
Allowance for sales rebates	1,623	1,984	361				
Provision for loss on disaster	4,570	3,540	-1,030				
Provision for settlement expenses	_	38,315	38,315	Ranbaxy's provision in connection with the investigations by the U.S. Department of Justice			
Asset retirement obligations	178	212	34				
Other current liabilities	158,019	163,975	5,956				
Total current liabilities	306,952	332,092	25,140				
Long-term liabilities							
Bonds payable	100,000	100,000	_				
Long-term debt	124,036	103,735	-20,301	Change to short-term financing -20.0 Bn			
Deferred tax liabilities	28,463	53,534	25,071	1 Tax effect on intangible assets of Plexxikon acquisition +30.6 Bn			
Accrued employees' severance and retirement benefits	11,541	9,555	-1,986				
Accrued directors' severance and retirement benefits	155	170	15				
Other long-term liabilities	21,388	22,385	997				
Total long-term liabilities	285,585	289,381	3,796				
Total liabilities	592,537	621,473	28,936				
NET ASSETS							
Shareholders' equity							
Common stock	50,000	50,000	_				
Capital surplus	105,194	105,194	_				
Retained earnings	774,274	749,575	-24,699	Net Income +17.5 Bn, Dividend paid -42.2 Bn			
Treasury stock, at cost	-14,581	-14,566	15				
Total shareholders' equity	914,888	890,202	-24,686				
Accumulated other comprehensive income							
Net unrealized gain on investment securities	16,559	16,457	-102				
Deferred gains or losses on hedges	1,193	667	-526				
Foreign currency translation adjustments	-83,636	-114,088	-30,452	Decrease in net assets of overseas subsidiaries in JPY basis -30.5 Bn			
Total accumulated other comprehensive income	-65,883	-96,962	-31,079				
Subscription rights to shares	3,544	3,575	31				
Minority interests	35,153	27,263		Investment in KDSV from The Kitasato Institute (49%) +9.9 Bn, Ranbaxy -17.7 Bn			
Total net assets	887,702	824,079	-63,623				
Total liabilities and net assets	1,480,240	1,445,552	-34,688				

<sup>\*</sup> All amounts have been rounded down to the nearest million yen

# 8. Consolidated Statements of Cash Flows

	FY2010 Q3 YTD	FY2011 Q3 YTD	YoY	Notes
	Results	Results		
Cash flows from operating activities				
Income before income taxes and minority interests	130,850	40,410	-90,440	
Depreciation	32,548	33,623	1,075	
Loss on impairment of long-lived assets	1,034	308	-726	
Amortization of goodwill	6,796	8,278	1,482	
(Gain) loss on valuation of derivatives	-8,822	4,155	12,977	
Increase (decrease) in allowance for doubtful accounts	283	197	-86	
Increase (decrease) in accrued severance and retirement benefits	500	-2,574	-3,074	
(Increase) decrease in prepaid pension costs	1,721	939	-782	
Interest and dividend income	-5,560	-4,701	859	
Interest expense	4,266	3,053	-1,213	
Foreign exchange (gains) losses	957	6,398	5,441	
(Gain) loss on valuation of investment securities	3,281	303	-2,978	
(Gain) loss on sales of investment securities	-3,002	-0	3,002	
(Gain) loss on sales of investments in affiliates	-814	_	814	
(Gain) loss on sales and disposal of property, plant and equipment	-3,567	-2	3,565	
Equity in net (income) losses of affiliated companies	194	163	-31	
Provision for settlement expenses	_	40,330	40,330	
(Increase) decrease in trade notes and accounts receivable	-23,620	-22,244	1,376	
(Increase) decrease in inventories	-7,382	-20,938	-13,556	
Increase (decrease) in trade notes and accounts payable	7,206	4,523	-2,683	
Increase (decrease) in accounts payable and accrued expenses	-13,073	-709	12,364	
Other, net	91	-1,583	-1,674	
Subtotal	123,889	89,930	-33,959	
Interest and dividends received	4,678	6,310	1,632	
Interest paid	-2,526	-2,930	-404	
Income taxes paid	-26,810	-23,217	3,593	
Net cash provided by operating activities	99,231	70,093	-29,138	

<sup>\*</sup> All amounts have been rounded down to the nearest million yen

	FY2010 Q3 YTD	FY2011 Q3 YTD	YoY	Notes
	Results	Results		
Cash flows from investing activities				
Payments into time deposits	-68,181	-34,555	33,626	
Proceeds from maturities in time deposits	34,700	55,278	20,578	
Purchases of marketable securities	-111,958	-110,945	1,013	
Proceeds from sales of marketable securities	69,850	122,485	52,635	
Acquisitions of property, plant and equipment	-21,275	-33,555	-12,280	
Proceeds from sales of property, plant and equipment	8,205	5,139	-3,066	
Acquisitions of intangible assets	-3,393	-5,980	-2,587	
Acquisitions of investment securities	-940	-6,818	-5,878	
Proceeds from sales of investment securities	8,916	1	-8,915	
Acquisition of investments in subsidiaries	-1,910	-33	1,877	FY2010: Zenotech
Acquisition of investments in subsidiaries resulting in change in scope of consolidation	-6,846	-71,228	-64,382	FY2010: Roxro, FY2011: Plexxikon
Proceeds from sales of investments in subsidiaries resulting in changes in scope of consolidation	5,641	_	-5,641	Transfer of Shizuoka Factory
Payment for loans receivable	-14	-338	-324	
Payments for transfer of business	_	-16,096	-16,096	Kitasato Daiichi Sankyo Vaccine (KDSV)
Other, net	418	-42	-460	
Net cash provided by (used in) investing activities	-86,788	-96,689	-9,901	
Cash flows from financing activities				
Net increase (decrease) in short-term bank loans	13,591	3,542	-10,049	
Proceeds from long-term debt	7,260	7,209	-51	
Repayments of long-term debt	-4,711	-3,558	1,153	
Redemption of bonds	_	-46,602	-46,602	Redemption of Ranbaxy's Foreign Currency Convertible Bond
Proceeds from stock issuance to minority shareholders	196	11,270	11,074	Investment in KDSV from The Kitasato Institute (49%)
Purchases of treasury stock	-28	-9	19	
Proceeds from sale of treasury stock	1	16	15	
Dividends paid	-42,255	-42,273	-18	
Other, net	-189	-486	-297	
Net cash used in financing activities	-26,134	-70,892	-44,758	
Effect of exchange rate changes on cash and cash equivalents	-11,825	-10,526	1,299	
Net increase (decrease) in cash and cash equivalents	-25,517	-108,015	-82,498	
Cash and cash equivalents, beginning of period	259,215	302,402	43,187	
Cash and cash equivalents, at end of period	233,698	194,387	-39,311	

<sup>\*</sup> All amounts have been rounded down to the nearest million yen

## 9. Major R&D Pipeline

Jan 2012

Therapeutic				Jan 2012
Area	Phase1	Phase2	Phase3	Application
Cardiovascular-	CS-3150 (Antihypertensive)  DS-7309 (Anti-diabetes)  DS-7250		DU-176b (US/EU/JP/Asia) (Edoxaban / AF / oral factor Xa inhibitor)  DU-176b (US/EU/JP/Asia) (Edoxaban / VTE / oral factor Xa inhibitor)  CS-747 (US/EU/Asia)	
Metabolics	(Anti-diabetes)		(Prasugrel / ACS-MM / anti-platelet agent)	
			CS-747 (JP) (Prasugrel / PCI / anti-platelet agent)	
			CS-747 (JP) (Prasugrel / ischemic stroke / anti-platelet agent)	
	<b>CS-7017 (JP/Asia)</b> (Efatutazone / PPARγ agonist)	U3-1287 (US/EU) (Anti-HER3 antibody)	ARQ 197 (US/EU) (Tivantinib / NSCLC / c-Met inhibitor)	PLX4032 (EU) (Vemurafenib / Melanoma / BRAF inhibitor)
	<b>U3-1565 (US/JP)</b> (Anti-HB-EGF antibody)	CS-1008 (US/EU/JP/Asia) (Tigatuzumab / anti-DR5 antibody)	AMG 162 (JP) (Denosumab / breast cancer adjuvant / anti-RANKL antibody)	AMG 162 (JP)  (Denosumab / bone metastases of cancer / anti-RANKL antibody)
Oncology	<b>U3-1287 (JP)</b> (Anti-HER3 antibody)	CS-7017 (US/EU) (Efatutazone / PPARγ agonist)	, and to the anisody,	, and rounce anabody,
Oncology	DS-2248 (US) (Hsp90 inhibitor)	<b>DE-766 (JP)</b> (Nimotuzumab / anti-EGFR antibody)		
	<b>DS-7423 (US)</b> (PI3K/mTOR inhibitor)	PLX3397 (US) (Fms/Kit/Flt3-ITD inhibitor)		
	ARQ 092 (US) (AKT inhibitor)			
	CS-8958 (US/EU) (Laninamivir / anti-influenza / Outlicensing with Biota)		CS-8958 (JP) (Laninamivir / anti-influenza, prophylactic / Neuraminidase inhibitor)	
Infectious diseases	CS-4771 (Anti-Sepsis)			
	DS-8587 (Broad spectrum antibacterial agent)			
Bone/Joint diseases	PLX5622 (Rheumatoid arthritis)	AMG 162 (JP) (Denosumab / rheumatoid arthritis / anti-RANKL antibody)	AMG 162 (JP) (Denosumab / osteoporosis / anti-RANKL antibody)	
Immunological allergic diseases	CS-0777 (Immunomodulator)	SUN13834 (US) (Atopic Dermatitis / Chymase inhibitor)		
		DS-5565(US/JP) (Chronic pain / α2δ ligand)	SUN11031 (JP) (Human ghrelin / anorexia nervosa)	
Others	SUN13837 (Spinal cord injury)		DD-723-B (JP) (Perflubutane / Contrast enhanced ultrasonography for prostate cancer / ultrasound contrast agent)	
				DD-723-B (JP) (Perflubutane / Contrast enhanced ultrasonography for breast tumor/ ultrasound contrast agent)

## Change from the announcement in October 2011

### New (Underlined)

DS-7250 (Anti-diabetes)

ARQ 092 (AKT inhibitor/US)

### **Change of Stage**

AMG 162 (Denosumab / bone metastases of cancer / anti-RANKL antibody / JP / Approved)

DD-723-B (Perflubutane / Contrast enhanced ultrasonography for breast tumor/ ultrasound contrast agent /JP/ Application)

DS-5565 (Chronic pain / α2δ ligand / US/JP / P2)

# 1. Summary of Consolidated Income Statement (FY2010)

		Q1			Q2			Q3			Q4			FY2	010	
JPY Bn	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	YoY
Net sales	100%	256.4	+12.9%	100%	242.5	-0.4%	100%	249.2	-2.3%	100%	219.3	-3.2%	100%	967.4	15.3	+1.6%
Cost of sales	25%	64.1	+2.5%	31%	74.4	-0.4%	30%	74.6	-1.1%	31%	68.6	+5.0%	29%	281.7	3.6	+1.3%
Gross Profit	75%	192.4	+16.9%	69%	168.0	-0.4%	70%	174.6	-2.8%	69%	150.7	-6.4%	71%	685.7	11.6	+1.7%
SG&A expenses	51%	131.3	-4.7%	57%	139.0	-3.9%	58%	144.1	+2.6%	68%	149.2	-4.1%	58%	563.5	-15.0	-2.6%
R&D expenses	17%	43.6	-3.4%	19%	45.7	-6.7%	21%	53.0	+11.4%	24%	52.0	-5.6%	20%	194.3	-2.5	-1.3%
Other expenses	34%	87.7	-5.4%	38%	93.3	-2.5%	37%	91.1	-2.0%	44%	97.2	-3.3%	38%	369.2	-12.5	-3.3%
Operating Income	24%	61.1	+128.1%	12%	29.0	+20.6%	12%	30.5	-22.2%	1%	1.5	-72.2%	13%	122.1	26.6	+27.9%
Non-operating income / expens	es	9.0			-6.5			7.4			-0.4			9.6	2.0	
Non-operating income		11.8			-1.7		***************************************	7.5			5.6		***************************************	23.2	-5.0	
Non-operating expenses		2.8			4.8			0.0			6.0			13.6	-7.0	
Ordinary Income	27%	70.1	+877.7%	9%	22.6	-50.0%	15%	38.0	-1.1%	1%	1.2	-90.7%	14%	131.8	28.6	+27.8%
Extraordinary income / losses		-4.0			5.5			-1.2			-11.6			-11.3	-5.6	
Extraordinary income		0.8			6.8			0.9			4.3			12.8	6.9	
Extraordinary losses		4.8			1.3			2.2			15.9			24.2	12.5	
Income before income taxes and minority interests	26%	66.1	+665.1%	12%	28.0	-37.7%	15%	36.7	-1.6%	-5%	-10.4		12%	120.4	23.0	+23.7%
Income taxes / minority interests	3	33.0			9.0			9.2			-0.9			50.3	-5.2	
Income taxes	·	26.6			8.2		***************************************	8.0			-0.9			41.8	-8.2	
Minority interests		6.5			0.8			1.2			0.0			8.5	3.0	
Net Income	13%	33.1		8%	19.1	-24.1%	11%	27.5	+33.8%	-4%	-9.5		7%	70.1	28.3	+67.5%
Effective tax rate		<u>40%</u>			<u>29%</u>			22%			<u>-</u>			<u>35%</u>		
Overseas sales ratio results	5	<u>52%</u>			<u>51%</u>			<u>46%</u>			<u>53%</u>			<u>51%</u>		
0. Common Bata (EV0040)																
2. Currency Rate (FY2010)		0.4			001/75			00.175			0417			E) (2	040	
		Q1 Results			Q2 <u>YTD</u> Results			Q3 <u>YTD</u> Results			Q4 <u>YTD</u> Results			FY2 Results	010 YoY	
USD/JPY (average)		92.02		-	88.95			86.53		-	85.72			85.72	-7.14	
EUR/JPY (average)		117.00			113.84			113.31			113.13			113.13	-18.03	
INR/JPY (average)		1.98			2.01			1.96			1.93			1.93	-0.02	

# 3. Segment Information (FY2010)

		Q1			Q2			Q3			Q4			FY20	010	
Daiichi Sankyo Group	to sales		YoY	to sales		YoY	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	YoY
Dancin Gankyo Group	เบ รลเธร	rtesuits	101	to sales	rtesuits	101	to sales	rtesuits	101	to sales	results	101	to sales	results	101	101
Net sales	100%	201.6	+2.1%	100%	198.8	-4.0%	100%	213.7	-2.4%	100%	181.3	-0.3%	100%	795.5	-10.0	-1.2%
Cost of sales	22%	44.9	-1.1%	27%	54.4	+0.1%	26%	55.0	-1.1%	26%	47.6	+0.5%	25%	201.8	-0.8	-0.4%
Gross Profit	78%	156.7	+3.1%	73%	144.4	-5.4%	74%	158.8		74%	133.8	-0.6%	75%	593.7	-9.1	-1.5%
SG&A expenses	56%	113.5		61%	121.2		60%		+2.7%	73%	131.5	-2.5%	62%	493.9	-13.7	-2.7%
R&D expenses	20%	40.3		22%	43.5		24%		+12.0%	27%	49.6		23%	184.0	-2.5	
Other expenses	36%		-7.4%	39%	77.7	-2.6%	36%		-2.6%	45%	81.9	-1.5%	39%	309.9	-11.2	-3.5%
Operating Income	22%		+44.0%	12%	23.2		15%		-20.6%	1%		-1422.3%	13%	99.8	4.6	
Non-operating income		1.8			1.9			2.6			0.9			7.2	0.2	
Non-operating expenses		1.7			2.0			-0.1			3.4			7.0	0.9	
Ordinary Income	22%		+34.8%	12%	23.1		16%	33.7	-12.9%	0%	-0.2	-	13%	100.0		+4.0%
Extraordinary income		0.8			3.8			1.4			4.3			10.2	5.7	
Extraordinary losses		4.2			1.0			0.7			15.0			20.9	9.3	
Income before income taxes and minority interests	20%		+18.8%	13%	25.9	-1.6%	16%		-8.6%	-6%	-10.9	-	11%	89.3		+0.2%
Income taxes Minority interests		17.7			7.5			8.5			-3.1			30.6	-23.7	
Net Income	11%	22.3	+122.8%	9%	18.3	+39.4%	12%	26.0	+30.0%	-4%	-7.8	-	7%	58.8	23.9	+68.6%
										-						
Ranbaxy Group																
Net sales	100%	54.9	+84.9%	100%	43.8	+20.1%	100%	35.5	-1.4%	100%	38.9	-12.6%	100%	173.1	26.4	+18.0%
Cost of sales	35%	19.2	+12.0%	46%	20.0	-1.8%	55%	19.5	-1.7%	54%	21.0	+16.6%	46%	79.8	4.4	+5.8%
Gross Profit	65%	35.7	+184.1%	54%	23.7	+48.0%	45%	16.0	-1.1%	46%	17.9	-32.5%	54%	93.3	22.1	+31.0%
SG&A expenses	30%	16.4	+13.9%	39%	17.1	+2.9%	43%		+5.3%	43%	16.7	-13.5%	38%	65.6	0.7	+1.0%
R&D expenses	6%	3.3	+56.2%	7%	3.0	+32.0%	8%	2.8	+19.0%	7%	2.8	-19.0%	7%	12.0	1.7	+16.7%
Other expenses	24%	13.1	+6.7%	32%	14.1	-1.8%	35%	12.5	+2.6%	36%	13.9	-12.3%	31%	53.5	-1.1	-2.0%
Operating Income	35%	19.3	-1171.9%	15%	6.6	-1214.7%	2%	0.6	-60.0%	3%	1.1	-83.9%	16%	27.7	21.4	+338.8%
Non-operating income		10.0			-3.0			4.9			4.2			16.2	-5.0	
Non-operating expenses		1.1			2.7			0.1			0.1			3.9	-10.5	
Ordinary Income	52%	28.3	-220.1%	2%	0.9	-95.4%	16%	5.5	+374.9%	14%	5.3	-65.1%	23%	40.0	27.0	+207.8%
Extraordinary income		0.0			5.2			0.0			-0.1			5.1	3.8	
Extraordinary losses		0.7			0.1			1.5			6.0			8.3	8.2	
Income before income taxes and minority interests	50%	27.6	-217.5%	14%	6.0	-70.2%	11%	4.0	+249.7%	-2%	-0.8	-	21%	36.8	22.6	+158.6%
Income taxes		9.2			1.5		<u> </u>	0.1			2.4			13.2	3.4	
Minority interests		0.1			0.1			0.1			0.1			0.3	0.1	
Net Income	33%	18.4	-	10%	4.5	-68.3%	11%	3.8	-	-9%	-3.3	-	14%	23.3	19.1	+456.4%
Inter-segment Transactions																
Net sales		-0.1			-0.1			-0.1			-0.9			-1.2		
Cost of sales		0.0			0.0		<u> </u>	0.1			0.0			0.1		
Gross Profit		-0.1			-0.1			-0.2			-0.9			-1.3		
SG&A expenses		1.5		-	0.7			1.0		·-	1.0			4.1		
R&D expenses		0.0			-0.8			-0.4			-0.4			-1.7		
Other expenses		1.5			1.5			1.4			1.4			5.8		
Operating Income		-1.5			-0.7			-1.2			-1.9			-5.4		
Non-operating income		0.0			-0.7			-0.1			0.5			-0.2		
Non-operating expenses					0.1			0.0			2.5			2.6		
Ordinary Income		-1.5			-1.5			-1.3			-3.9			-8.2		
Extraordinary income	_	0.0			-2.2			-0.5			0.1			-2.5		
Extraordinary losses					0.2			0.0			-5.2			-5.0		
Income before income taxes and minority interests	<u> </u>	-1.5			-3.9			-1.7			1.4			-5.7		
Income taxes		-0.3			-0.8			-0.6			-0.2			-2.0		
Minority interests		6.4 <b>-7.6</b>			0.7 <b>-3.8</b>			1.1 <b>-2.2</b>			-0.1 1.6			8.2 <b>-12.0</b>		

## 4. Sales by Business Units (FY2010)

	Q1	Q2	Q3	Q4	FY2010
	Results YoY	Results YoY	Results YoY	Results YoY	Results YoY
	TCSUILS TOT	results 101	TCSGRS TOT	TCSUIS TOT	TCSuitS 101
JPY Bn					
Consolidated Net Sales	256.4 +12.9%	242.5 -0.4%	249.2 -2.3%	219.3 -3.2%	967.4 +1.6%
Japan Company (domestic sales)	105.3 +0.6%	103.0 -1.7%	116.8 <b>-1.4%</b>	91.0 +7.6%	416.0 +0.9%
Olmetec	20.7 +8.7%	21.1 +6.5%	23.0 +3.5%	17.6 +8.5%	82.3 +6.6%
Rezaltas	1.8 -	0.1 -	1.3 -	1.4 -	4.7 -
Calblock	3.7 +6.5%	3.5 +0.6%	3.8 -0.6%	2.9 +1.3%	14.0 +1.9%
Loxonin	13.0 +15.9%	13.9 +11.0%	14.7 +10.0%	12.6 +27.3%	54.2 +15.3%
Cravit	7.8 -18.3%	7.5 -36.7%	9.3 -14.5%	7.8 -31.7%	32.4 -25.8%
Mevalotin	10.2 -17.9%	10.1 -18.9%	10.0 -22.0%	7.8 -8.8%	38.1 -17.6%
Artist	6.1 +1.8%	5.8 -1.6%	6.3 -0.9%	5.4 +8.5%	23.7 +1.6%
Omnipaque	6.4 -10.1%	6.6 -12.4%	6.5 -8.5%	5.4 -0.2%	25.0 <b>-8.3</b> %
Urief	2.5 +11.2%	2.5 +9.2%	2.8 +9.2%	2.3 +16.5%	10.1 +11.3%
Inavir			2.8 -	3.9 -	6.6 -
Vaccines	1.7 +36.2%	4.6 +139.8%	8.5 -1.2%	2.9 +128.3%	17.8 +35.6%
Daiichi Sankyo Espha products			2.6 -	2.0 -	4.6 -
Daiichi Sankyo Healthcare (OTC)	9.3 -2.7%	11.7 -12.9%	13.2 +9.1%	10.6 +23.2%	44.8 +2.6%
Daiichi Sankyo, Inc. (US)	33.6 +1.7%	33.9 +1.2%	34.6 +0.6%	28.4 -11.6%	130.5 -1.9%
Olmesartan	25.2 +0.6%	24.7 <b>-2.5</b> %	24.6 <b>-6.9%</b>	19.9 -19.8%	94.5 -7.1%
Benicar/Benicar HCT	21.4 -2.9%	20.7 <b>-6.8%</b>	20.6 <b>-9.4%</b>	17.0 <b>-22.5</b> %	79.7 -10.4%
Azor	3.8 +25.8%	3.4 +6.8%	3.5 <b>-5.3%</b>	2.6 -9.7%	13.3 +4.1%
Tribenzor		0.7 -	0.5 -	0.3 -	1.5 -
Welchol	7.0 +1.8%	7.4 +13.4%	7.9 +7.6%	6.3 -8.3%	28.5 +3.6%
Effient (alliance revenue)	0.4 -	0.8 -	1.1 -	1.3 -	3.4 -
Luitpold Pharmaceuticals, Inc. (US)	14.7 +10.4%	13.7 +1.3%	11.5 <b>-8.5</b> %	14.0 +10.5%	53.9 +3.5%
Venofer	8.4 +5.2%	7.7 -5.0%	5.8 -27.1%	8.7 +8.4%	30.7 -4.6%
Daiichi Sankyo Europe GmbH	14.8 -14.6%	16.6 <b>-10.0%</b>	18.1 <b>-5.0%</b>	16.9 <b>-17.2%</b>	66.4 -11.7%
Olmesartan	9.6 +4.5%	11.7 +4.5%	13.4 +7.9%	11.5 -14.7%	46.2 -0.2%
Olmetec/Olmetec Plus	7.9 -4.2%	9.3 -6.7%	10.1 -1.6%	9.4 -17.9%	36.7 -8.1%
Sevikar	1.7 +84.9%	2.4 +97.4%	2.3 +5.7%	2.0 -0.4%	8.4 +32.5%
Sevikar HCT			1.0 -	0.1 -	1.1 -
Asia, South and Central America (ASCA)	5.9 +12.7%	7.1 +12.8%	6.8 +3.3%	7.6 <b>-0.4%</b>	27.4 +6.4%
Daiichi Sankyo Pharmaceutical (Beijing)	1.1 +17.8%	1.1 +3.6%	1.1 -6.3%	0.9 -2.2%	4.2 +2.9%
Daiichi Sankyo Pharmaceutical (Shanghai		1.7 +32.5%	1.6 +10.5%	1.8 +20.7%	6.6 +23.8%
Daiichi Sankyo Taiwan	0.8 -8.6%	0.8 +1.0%	0.8 +13.5%	1.0 +29.2%	3.4 +7.9%
Daiichi Sankyo Korea	1.0 +31.4%	0.9 +2.9%	1.0 +9.7%	1.1 +29.6%	4.0 +17.9%
Daiichi Sankyo (Thailand)	0.2 +35.8%	0.3 +22.8%	0.3 +53.4%	0.3 +26.9%	1.2 +33.8%
Daiichi Sankyo Brasil Farmacêutica	1.0 +36.5%	1.4 +39.5%	1.4 +6.4%	1.3 -19.9%	5.2 +9.5%
Daiichi Sankyo Venezuela	0.4 -46.7%	0.7 -18.7%	0.6 -25.1%	1.1 -32.7%	2.9 -30.5%
Ranbaxy Laboratories Limited	54.8 +84.7%	43.7 +19.9%	35.4 -1.6%	38.0 -14.5%	171.9 +17.3%
Others	18.0 +25.6%	12.8 -25.1%	12.7 <b>-20.2</b> %	12.8 <b>-20.0</b> %	56.3 -11.1%
Levofloxacin export, royalty, etc	7.1 -16.2%	7.2 -25.3%	6.6 -27.5%	7.2 -16.8%	28.1 -21.7%
Efient alliance revenue (Europe)	0.4 -	0.2 -	0.4 +278.5%	0.7 +97.7%	1.8 +285.9%
-normalianto revenue (Europe)	U. 1	U. <u>~</u>	J. F TZ/0.5/0	0.1 101.170	1.0 +200.070

## [Reference] Sales in Local Currency (FY2010)

	Q1	Q2	Q3	Q4	FY2010
	Results YoY	Results YoY	Results YoY	Results YoY	Results YoY
USD Mn					
Daiichi Sankyo, Inc. (US)	365 +7.6%	394 +10.2%	422 +10.3%	342 <b>-3.3%</b>	1,522 +6.3%
Olmesartan	274 +6.4%	287 +6.2%	300 +2.3%	241 -12.2%	1,102 +0.6%
,					
Benicar/Benicar HCT	233 +2.7%		251 <b>-0.5%</b>	205 -15.2%	930 -2.9%
Azor	42 +33.1%	39 +16.9%	42 +4.6%	32 -1.0%	155 +12.7%
Tribenzor		7 -	6 -	4 -	17 -
Welchol	76 +7.6%	85 +23.1%	95 +17.8%	76 +0.3%	333 +12.2%
Effient (alliance revenue)	4 -	9 -	13 -	15 -	40 -
USD Mn					
Luitpold Pharmaceuticals, Inc. (US)	160 +16.7%	159 +10.6%	142 +1.2%	168 +20.1%	629 +12.1%
Venofer	92 +11.3%	90 +3.8%	72 -18.5%	104 +17.5%	358 +3.4%
EUR Mn					
Daiichi Sankyo Europe GmbH	126 -3.2%	149 +8.3%	161 +12.1%	150 <b>-7.0%</b>	587 +2.3%
Olmesartan	82 +18.4%	105 +25.4%	119 +27.3%	102 -3.9%	408 +15.7%
Olmetec/Olmetec Plus	68 +8.5%	83 +12.0%	90 +16.1%	83 -7.6%	324 +6.5%
Sevikar	14 +109.5%	21 +136.0%	20 +24.9%	18 +12.8%	74 +53.6%
Sevikar HCT			9 -	1 -	10 -
INR Bn					
Ranbaxy Laboratories Limited	28 +76.3%	21 +17.1%	19 +4.6%	21 -9.0%	89 +18.5%

# 5. Sales of Global Products (FY2010)

	Q1	Q2	Q3	Q4	FY2010
	Results YoY	Results YoY	Results YoY	Results YoY	Results YoY
IDV D					
JPY Bn					
Olmesartan	60.2 +7.6%	61.4 +3.4%	65.7 +1.6%	54.2 <b>-7.0%</b>	241.5 +1.4%
Olmetec (JPN)	20.7 +8.7%	21.1 +6.5%	23.0 +3.5%	17.6 +8.5%	82.3 +6.6%
Rezaltas (JPN)	1.8 -	0.1 -	1.3 -	1.4 -	4.7 -
Benicar/Benicar HCT (US)	21.4 <b>-2</b> .9%	20.7 <b>-6.8%</b>	20.6 <b>-9</b> .4%	17.0 <b>-22.5</b> %	79.7 -10.4%
Azor (US)	3.8 +25.8%	3.4 +6.8%	3.5 <b>-5.3%</b>	2.6 <b>-9.7%</b>	13.3 +4.1%
Tribenzor (US)			0.5 -	0.3 -	1.5 -
Olmetec/Olmetec Plus (EU)	7.9 -4.2%	9.3 -6.7%	10.1 -1.6%	9.4 -17.9%	36.7 <b>-8.1%</b>
Sevikar (EU)	1.7 +84.9%	2.4 +97.4%	2.3 +5.7%	2.0 -0.4%	8.4 +32.5%
Sevikar HCT (EU)			1.0 -	0.1 -	1.1 -
Other subsidiaries, export, etc	2.8 +7.7%	3.9 +25.4%	3.5 -6.2%	3.8 +0.8%	13.9 +6.0%
Levofloxacin	17.0 <b>-14.3%</b>	16.9 -28.0%	18.1 <b>-18.3%</b>	17.2 <b>-21.1%</b>	69.1 -20.7%
Cravit (JPN)	7.8 -18.3%	7.5 -36.7%	9.3 -14.5%	7.8 -31.7%	32.4 -25.8%
Export, royalty, etc	7.1 -16.2%	7.2 -25.3%	6.6 -27.5%	7.2 -16.8%	28.1 -21.7%
Other subsidiaries	2.1 +15.8%	2.2 +10.6%	2.1 +2.0%	2.2 +25.6%	8.7 +12.9%
Pravastatin	11.9 -19.1%	11.8 -21.5%	11.6 -21.8%	9.6 -8.3%	44.9 -18.4%
Mevalotin (JPN)	10.2 -17.9%	10.1 -18.9%	10.0 -22.0%	7.8 -8.8%	38.1 -17.6%
Other subsidiaries, export, etc	1.7 -25.8%	1.7 -34.1%	1.6 -20.9%	1.8 -6.1%	6.8 -22.8%
Prasugrel (alliance revenue)	0.8 -	1.0 -	1.5 -	2.0 -	5.2 +889.6%
Effient alliance revenue (US)	0.4 -	0.8 -	1.1 -	1.3 -	3.4 -
Efient alliance revenue (EU)	0.4 -	0.2 -	0.4 +278.5%	0.7 +97.7%	1.8 +285.9%

# **Summary of Product Outlines**

Brand Name	Brand Name Generic Name		Launched	Origin	Marketing Alliance	
Japan Company (domestic sales)						
Olmetec	olmesartan	antihypertensive	2004	Daiichi Sankyo	Kowa	
Rezaltas	olmesartan / azelnidipine	antihypertensive	2010	Daiichi Sankyo		
Calblock	azelnidipine	antihypertensive	2003	Ube Industries		
Loxonin			1986	Daiichi Sankyo		
Loxonin Poultice	lovenrefen	analgonia and anti inflammatory	2006	Lead Chemical		
Loxonin Tape	loxoprofen	analgesic and anti-inflammatory	2008	Lead Chemical		
Loxonin Gel			2010	Daiichi Sankyo		
Cravit	levofloxacin	antibacterial	1993	Daiichi Sankyo		
Mevalotin	pravastatin	antihyperlipidemic	1989	Daiichi Sankyo	***************************************	
Artist	carvedilol	antihypertensive	1993	Roche		
Omnipaque	iohexol	contrast medium	1987	GE Healthcare		
Urief	silodosin	treatment for dysuria	2006	Kissei	Kissei	
Inavir	laninamivir	anti-influenza	2010	Daiichi Sankyo		
New Memary	memantine	treatment for Alzheimer's Disease	2011	Merz		
New Nexium	esomeprazole	proton pump inhibitor	2011	AstraZeneca	AstraZeneca	
Daiichi Sankyo, Inc. (US)						
Olmesartan		· ·		<del></del>	<del></del>	
Benicar	olmesartan		2002			
Benicar HCT	olmesartan / hydrochlorothiazide		2003	5 " 1 ' 6 ' 1		
Azor	olmesartan / amlodipine	antihypertensive	2007	Daiichi Sankyo		
Tribenzor	olmesartan / amlodipine / hydrochlorothiazide		2010			
Welchol	colesevelam	antihyperlipidemic / type 2 diabetes	2000	Genzyme		
				Daiichi Sankyo		
Effient	prasugrel	antiplatelet	2009	Ube Industries	Lilly	
Luitpold Pharmaceuticals, Inc. (US)						
Venofer	iron sucrose injection	iron deficiency anemia	2000	Vifor Pharma	Fresenius	
Venolei	non sucrose injection	non deliciency anemia	2000	VIIOI I Haiilia	i ieseillus	
Daiichi Sankyo Europe GmbH						
Olmesartan						
Olmetec	olmesartan		2002		Menarini	
Olmetec Plus	olmesartan / hydrochlorothiazide	antihypertensive	2005	Daiichi Sankyo	Pfizer	
Sevikar	olmesartan / amlodipine	anunypertensive	2009	Dalicili Salikyo	Nycomed	
Sevikar HCT	olmesartan / amlodipine / hydrochlorothiazide		2010		Nycomed	
Efient	prasugrel	antiplatelet	2009	Daiichi Sankyo Ube Industries	Lilly	