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Compassion for Patients.™



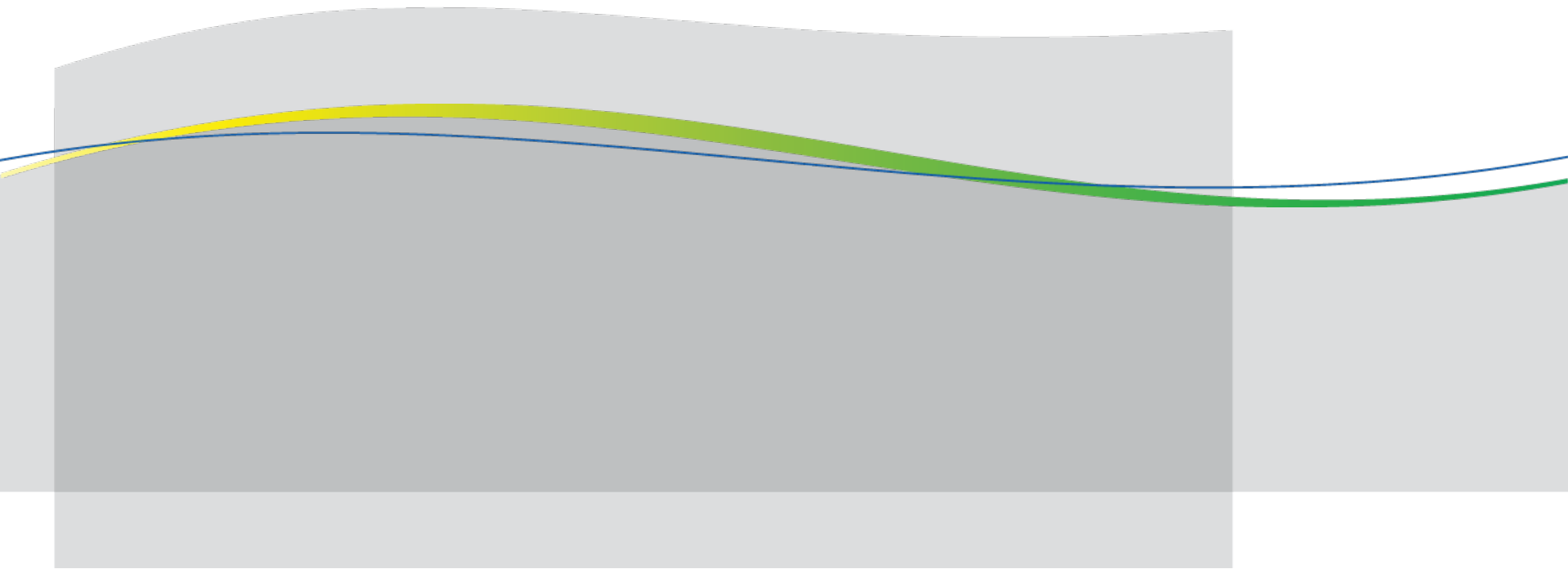
Results Briefing

Results for Q1 FY2012 (April 1 - June 30, 2012)

Tuesday, July 31, 2012 2:45pm ~ 3:40pm

Manabu Sakai
Senior Executive Officer,
Head of Corporate Management Division

Financial Overview



Overview of FY2012 Q1 Results

- compared with FY2011 Q1 results -

Consolidated Income Statement

	FY2011 Q1 Results	FY2012 Q1 Results	FY2012	
			Forecast	Progress
Net Sales	231.7	242.6	980.0	25%
Cost of Sales	59.9	66.7	297.0	22%
SG&A Expenses	128.3	143.4	583.0	25%
R&D Expenses	41.0	42.0	193.0	22%
Other Expenses	87.3	101.4	390.0	26%
Operating Income	43.5	32.5	100.0	33%
Ordinary Income	44.8	40.8	100.0	41%
Net Income	25.3	20.4	50.0	41%

Currency Rate	USD/JPY (average)	81.75	80.21	80.00
	EUR/JPY (average)	117.40	102.91	100.00

Ranbaxy Group

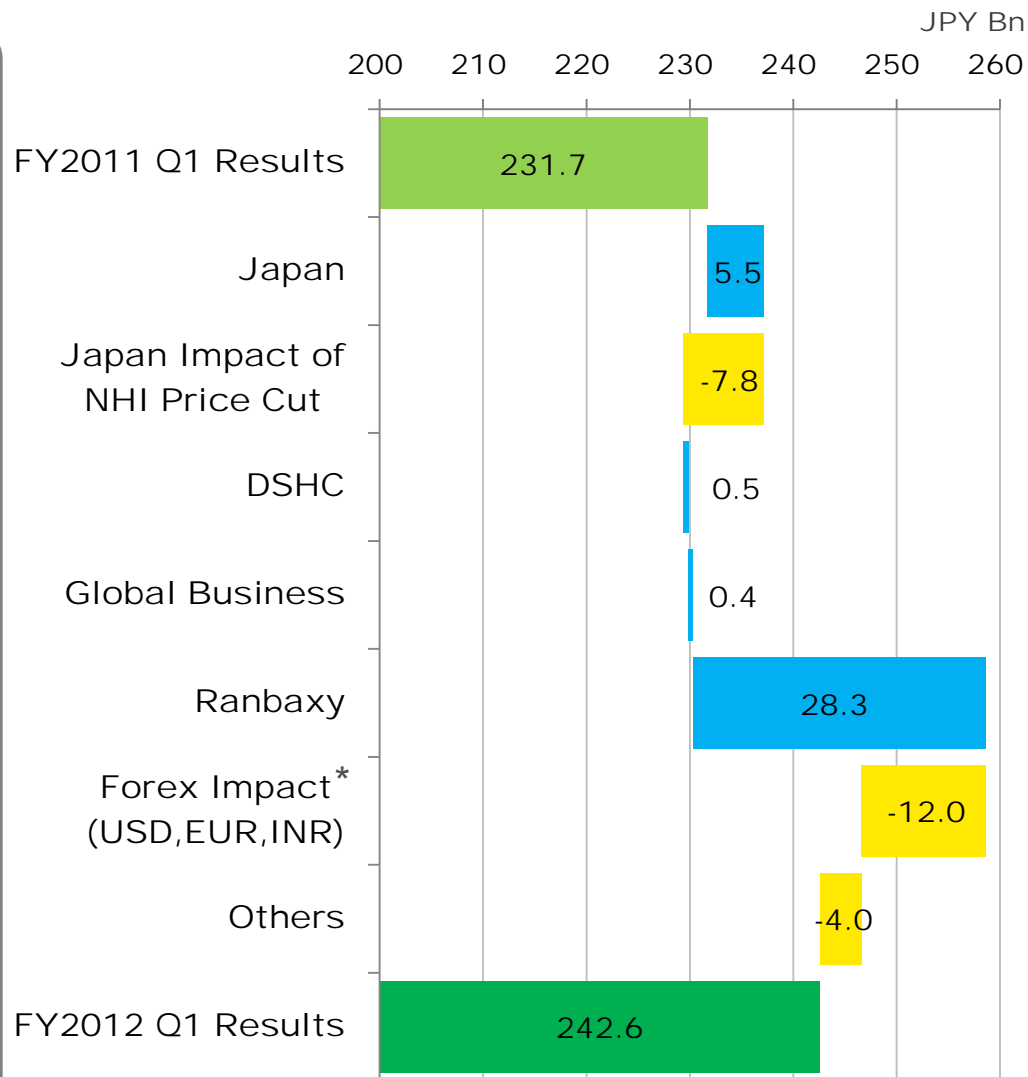
Note : Figures of Ranbaxy are pre-adjusted before consolidation

FY2011 (Jan-Mar) Results	FY2012 (Jan-Mar) Results	FY2012 (Jan-Dec)	
		Plan	Progress
40.0	59.8	179.0	33%
18.8	19.5		
15.9	26.5		
2.3	2.0		
13.7	24.5		
5.3	13.8		
5.8	21.2		
6.9	15.0		

JPY Bn

Overview of FY2012 Q1 Results - compared with FY2011 Q1 results -

Net Sales factors



Japan

- New products:
Memary +2.9, Nexium +1.7, Ranmark +0.6
- Current products:
Olmetec, Rezaltas, Calblock -1.5
Mevalotin -2.3

※Incl. impact of NHI price cut

Global business

- Daiichi Sankyo Inc. (DSI) +2.0
- Luitpold Pharmaceuticals, Inc. (LPI) -1.2
- Daiichi Sankyo Europe GmbH (DSE) -1.0
- Asia, South and Central America (ASCA) +0.6

Ranbaxy (RLL)

- Contribution of Atorvastatin etc.

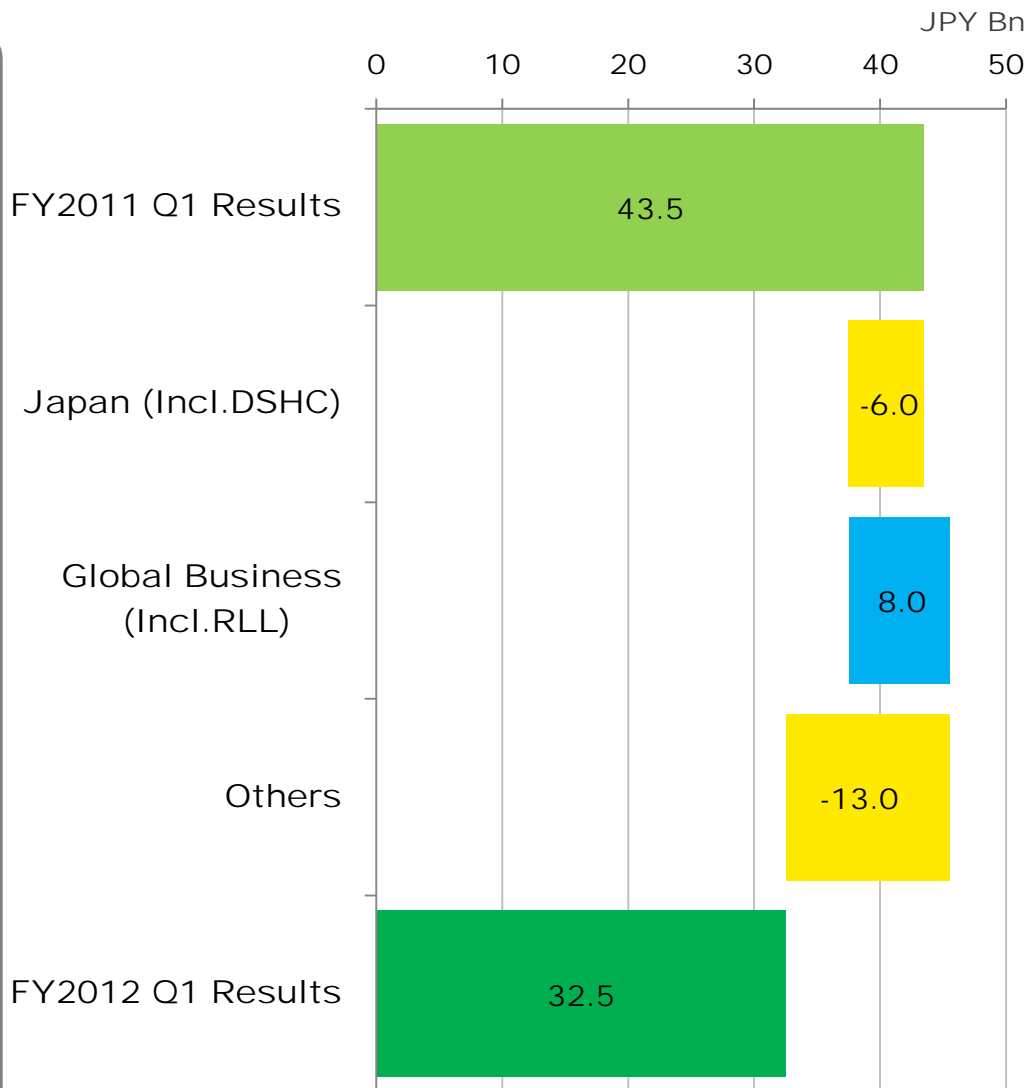
Others

- Decrease in export of Levofloxacin -1.9
- Plexxikon revenue decline -2.9

	FY2011Q1 Results	FY2012Q1 Results
*Currency Rate		
USD/JPY (average)	81.75	80.21
EUR/JPY (average)	117.40	102.91
INR/JPY (average)	1.83	1.59

Overview of FY2012 Q1 Results - compared with FY2011 Q1 results -

Operating Income factors



Japan

- Enhanced promotion of new products
- Negative impact on NHI price cut

Global business

- Increase factors:
DSI
RLL; Contribution of Atorvastatin
- Decrease factors:
DSE and LPI

Others

- Increase in RD and other expenses
- Decrease in export of Levofloxacin
- Plexxikon revenue decline

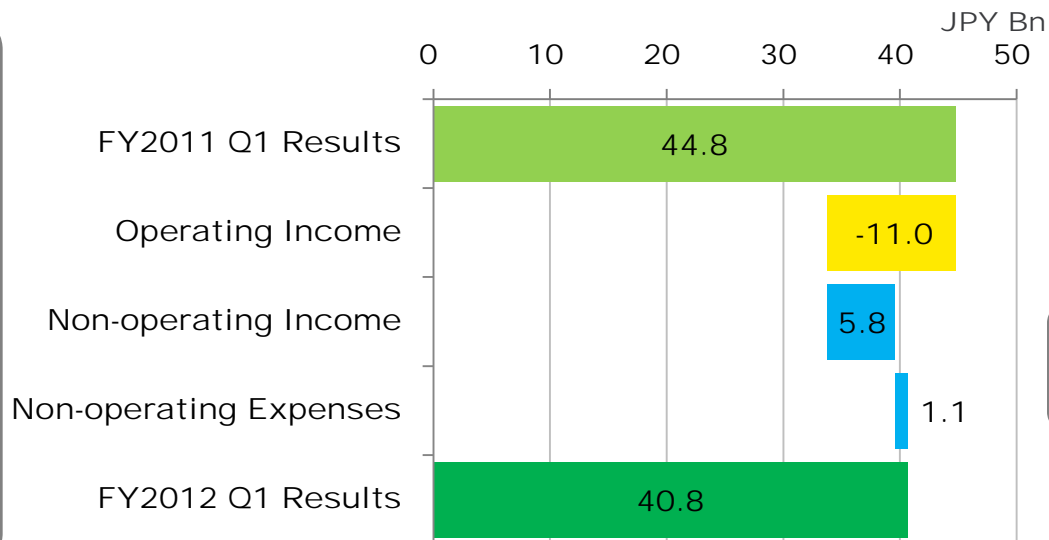
Forex Impact

Appreciation of JPY to USD, EUR and INR negatively affected the FY2012 Q1 operating income by -2.5

Overview of FY2012 Q1 Results

- compared with FY2011 Q1 results -

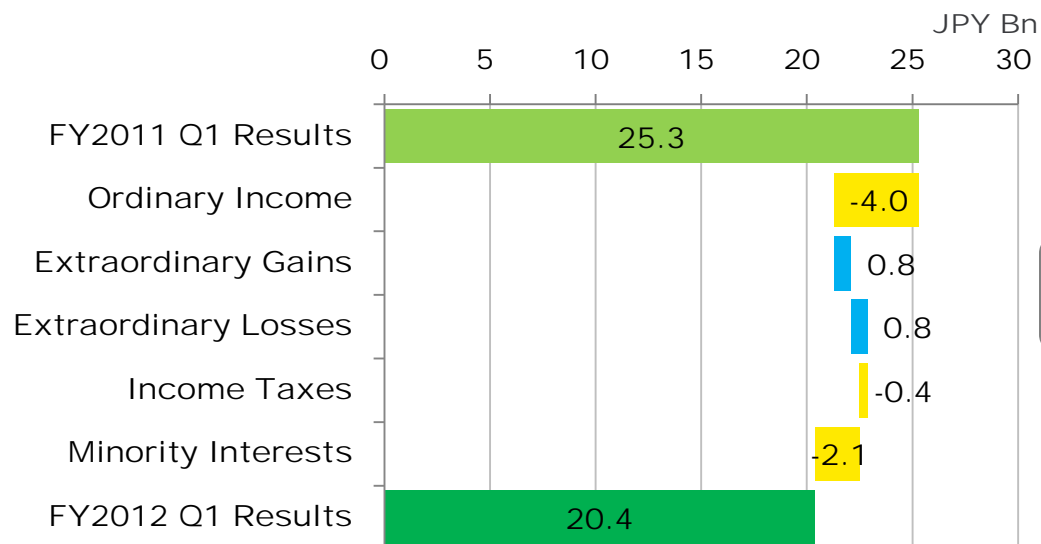
Ordinary Income factors



Non-operating income/expenses

- Increases in forex gains and gain on valuation of derivatives of RLL

Net Income factors



Extraordinary gains/losses

- Gain on sales of non-current assets
- Loss on disaster (FY2011)

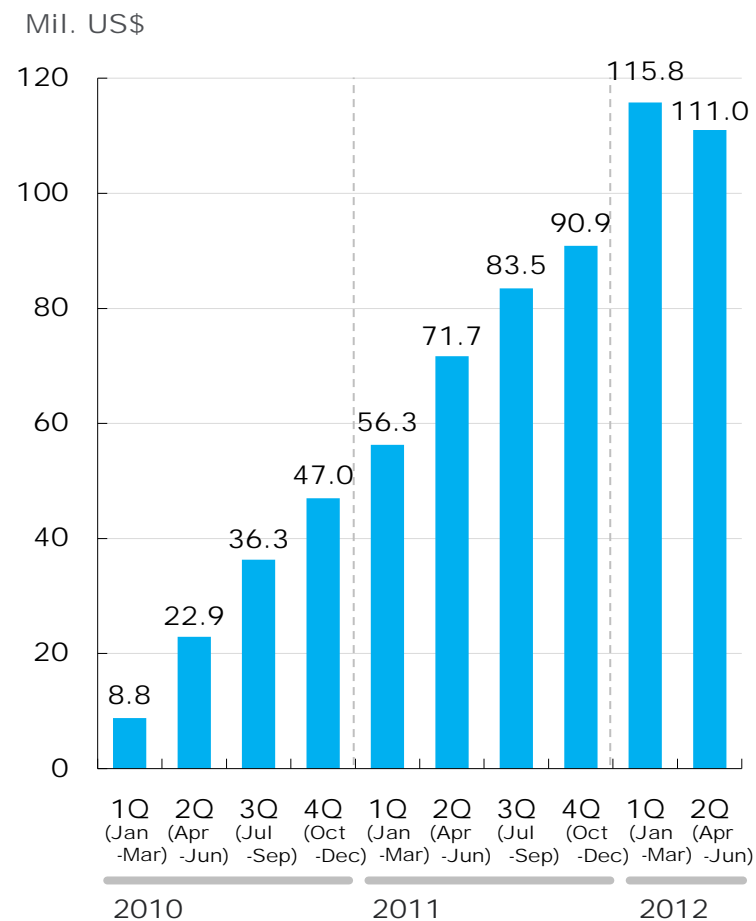
Sales of Major Products

JPY Bn

		FY2011 Q1 Results	FY2012 Q1 Results	FY2012	
				Forecast	Progress
Global	Olmesartan	63.3	60.0	237.0	25%
	Prasugrel (alliance revenue)	2.2	3.3	-	-
Japan	Loxonin	14.4	14.1	62.0	23%
	Cravit	8.4	8.1	37.0	22%
	Nexium	-	1.7	29.0	6%
	Memary	2.2	5.1	26.0	20%
	Mevalotin	8.8	6.5	26.0	25%
	Artist	6.1	5.6	21.0	27%
	Omnipaque	5.7	4.9	18.0	27%
	Calblock	3.2	2.7	13.0	21%
	Urief	2.6	2.7	11.0	24%
U.S.	Welchol	7.0	8.3	31.0	27%
	Venofer	7.4	6.8	23.0	30%

Currency Rate	USD/JPY (average)	81.75	80.21	80.00
	EUR/JPY (average)	117.40	102.91	100.00

Prasugrel Global Sales



*Source: financial announcements of Lilly

Major R&D Pipeline

Therapeutic area	Phase 1	Phase 2	Phase 3	Application
Cardiovascular-Metabolics	<ul style="list-style-type: none"> ■ CS-3150 (Anti-hypertensive) ■ DS-7309 (Anti-diabetes) ■ DS-7250 (Anti-diabetes) ■ DS-6930 (Anti-diabetes) 	<ul style="list-style-type: none"> ■ CS-747 (US) (Prasugrel / Sickle cell disease / anti-platelet agent) 	<ul style="list-style-type: none"> ■ DU-176b (Global) (Edoxaban / AF / oral factor Xa inhibitor) ■ DU-176b (Global) (Edoxaban / VTE / oral factor Xa inhibitor) ■ CS-747 (Global*) (Prasugrel / ACS-MM / anti-platelet agent) ■ CS-747 (JP) (Prasugrel / PCI / anti-platelet agent) ■ CS-747 (JP) (Prasugrel / ischemic stroke / anti-platelet agent) 	
Oncology	<ul style="list-style-type: none"> ■ U3-1565 (Anti-HB-EGF antibody) ■ DS-2248 (Hsp90 inhibitor) ■ DS-7423 (PI3K/mTOR inhibitor) ■ ARQ 092 (AKT inhibitor) ■ DS-3078 (mTOR inhibitor) 	<ul style="list-style-type: none"> ■ U3-1287 (Anti-HER3 antibody) ■ CS-1008 (Tigatuzumab / anti-DR5 antibody) ■ CS-7017 (Efatutazone / PPARγ agonist) ■ DE-766 (Nimotuzumab / anti-EGFR antibody) ■ PLX3397 (Fms/Kit/Flt3-ITD inhibitor) ■ PLX4032 (Vemurafenib / BRAF inhibitor) 	<ul style="list-style-type: none"> ■ ARQ 197 (Global*) (Tivantinib / NSCLC / c-Met inhibitor) ■ AMG 162 (JP) (Denosumab / breast cancer adjuvant / Anti-RANKL antibody) 	
Others	<ul style="list-style-type: none"> ■ CS-8958 (Laninamivir / anti-influenza / Outlicensing with Biota) ■ CS-4771 (Anti-sepsis) ■ DS-8587 (Antibacterial) ■ PLX5622 (Rheumatoid arthritis) ■ CS-0777 (Immuno-modulator) ■ ASB17061 (Atopic Dermatitis) ■ DS-7113 (Narcotic analgesic) 	<ul style="list-style-type: none"> ■ AMG 162 (JP) (Denosumab / rheumatoid arthritis / anti-RANKL anti-body) ■ DS-5565 (Global) (Chronic pain / $\alpha 2\delta$ ligand) ■ SUN13834 (US) (Atopic Dermatitis / Chymase inhibitor) ■ SUN13837 (US) (Spinal cord injury / Modulator of bFGF signaling system) 	<ul style="list-style-type: none"> ■ CS-8958 (JP) (Laninamivir / anti-influenza, prophylactic / Neuraminidase inhibitor) ■ DD-723-B (JP) (Perflubutane / Contrast enhanced ultrasonography for prostate tumor / ultrasound contrast agent) ■ DR-3355 (JP) (Levofloxacin / anti-infection / new quinolone) 	<ul style="list-style-type: none"> ■ DD-723-B (JP) (Perflubutane / Contrast enhanced ultrasonography for breast tumor / ultrasound contrast agent) ■ AMG 162 (JP) (Denosumab / osteoporosis / Anti-RANKL antibody)

◆ Change from the announcement from May 2012

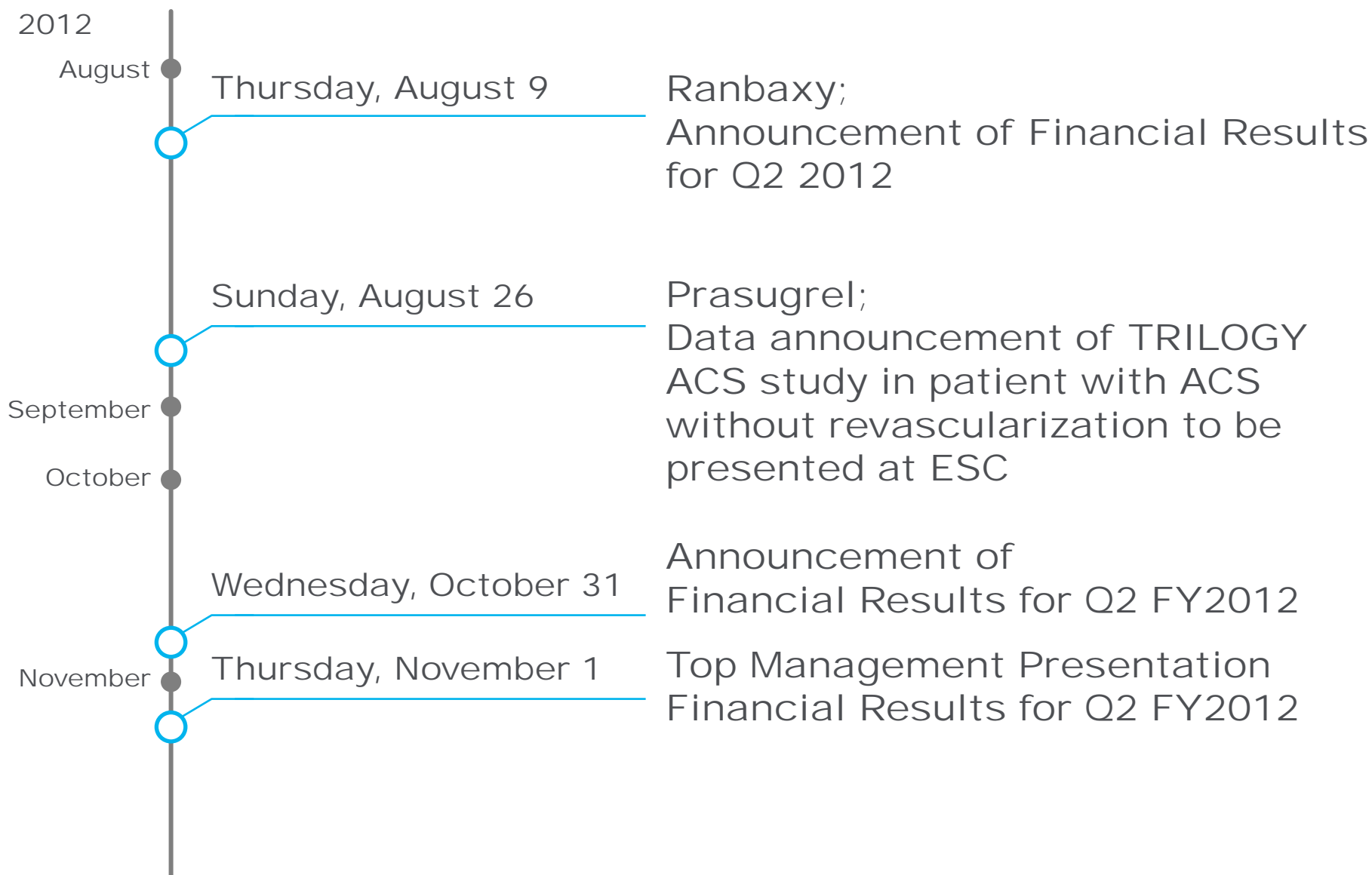
- New
- Change of stage
- Discontinued

DR-3355 (Levofloxacin/Anti-infection/New quinolone/JP/P3), DS-6930 (Anti-diabetes/P1), ASB17061 (Atopic Dermatitis/P1), DS-7113 (Narcotic analgesic/P1), SUN13837 (Spinal cord injury/Modulator of bFGF signaling system/US/P2), SUN13834 (Atopic Dermatitis/Chymase inhibitor/US/P2)

The most advanced stages are described here in oncology area

* Study on-going outside Japan

Schedule



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