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Compassion for Patients.™



Results Briefing

Results for 3Q FY2012 (April 1 - December 31, 2012)

Thursday, January 31, 2013 2:30pm ~ 3:00pm

Manabu Sakai
Senior Executive Officer,
Head of Corporate Management Division

Overview of FY2012 3Q YTD Results

- compared with FY2011 3Q YTD results -



Consolidated Income Statement

	FY2011 3Q Results	FY2012 3Q Results	FY2012		
			Forecast (Oct-2012)	Revised Forecast (Jan-2013)	Progress
Net Sales	696.4	745.6	980.0	990.0	75%
Cost of Sales	200.5	230.2	302.0	307.0	75%
SG&A Expenses	404.0	421.9	578.0	583.0	72%
R&D Expenses	128.8	131.8	188.0	188.0	70%
Other Expenses	275.2	290.0	390.0	395.0	73%
Operating Income	91.9	93.5	100.0	100.0	94%
Ordinary Income	86.4	95.7	100.0	95.0	101%
Net Income	17.5	51.5	50.0	50.0	103%

Ranbaxy Group

Note : Figures of Ranbaxy are pre-adjusted before consolidation

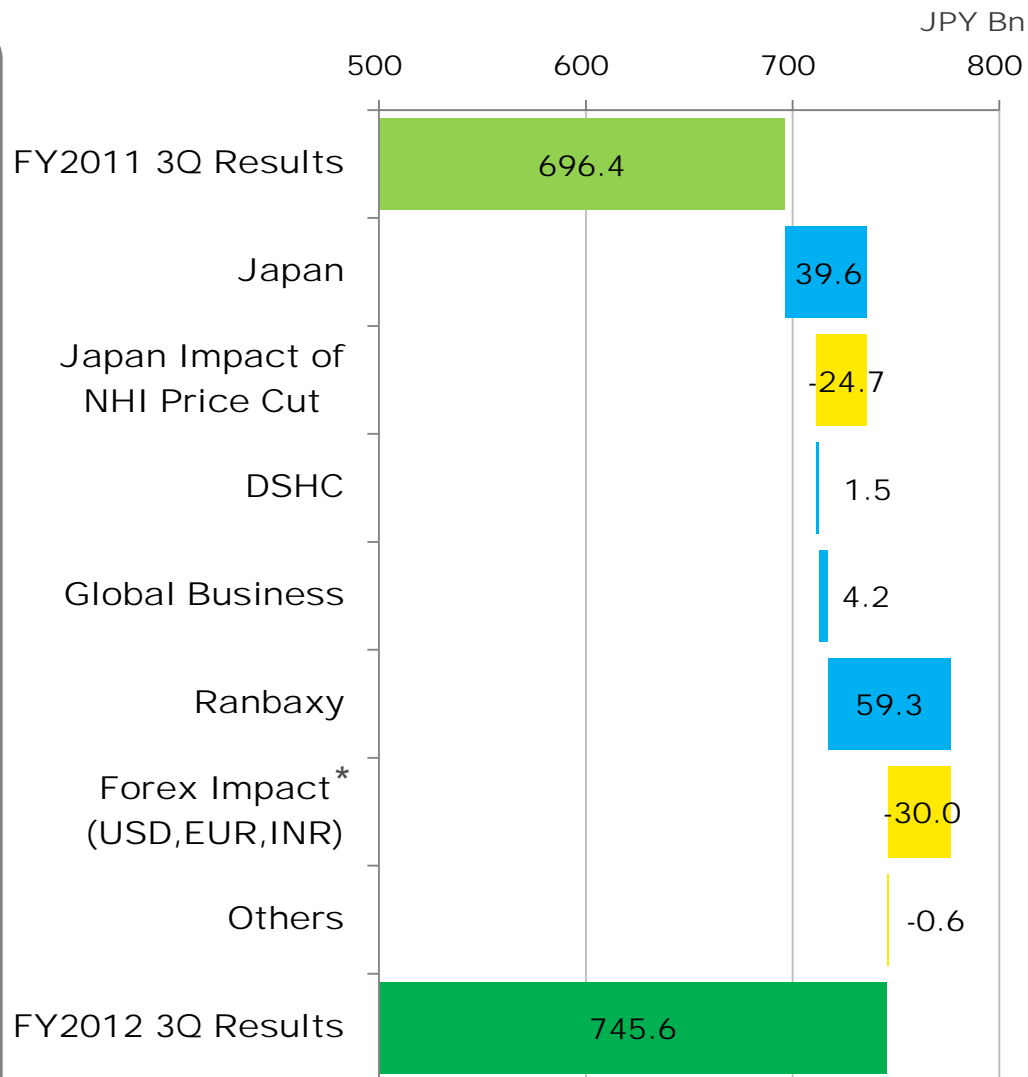
FY2011 (Jan-Sep) Results	FY2012 (Jan-Sep) Results	FY2012 (Jan-Dec)	
		Forecast	Progress
114.5	146.3	179.0	82%
59.0	61.0		
47.8	63.0		
7.0	6.1		
40.8	57.0		
7.8	22.3		
0.5	23.0		
4.7	15.5		

Currency Rate	USD/JPY (average)	79.00	80.01	80.00	81.26	4Q Forecast
						85.00
	EUR/JPY (average)	110.62	102.18	100.00	105.39	115.00

JPY Bn

Overview of FY2012 3Q YTD Results - compared with FY2011 3Q YTD results -

Net Sales factors



Japan

- New products:
Memyry +10.7, Nexium +9.5, Ranmark +3.0
- Current products:
Olmetec•Rezaltas•Calblock -3.6
Mevalotin -6.4

Global business

- Daiichi Sankyo Inc. (DSI) +10.1
- Luitpold Pharmaceuticals, Inc. (LPI) -7.1
- Daiichi Sankyo Europe GmbH (DSE) -1.5
- Asia, South and Central America (ASCA) +2.6

Ranbaxy (RLL)

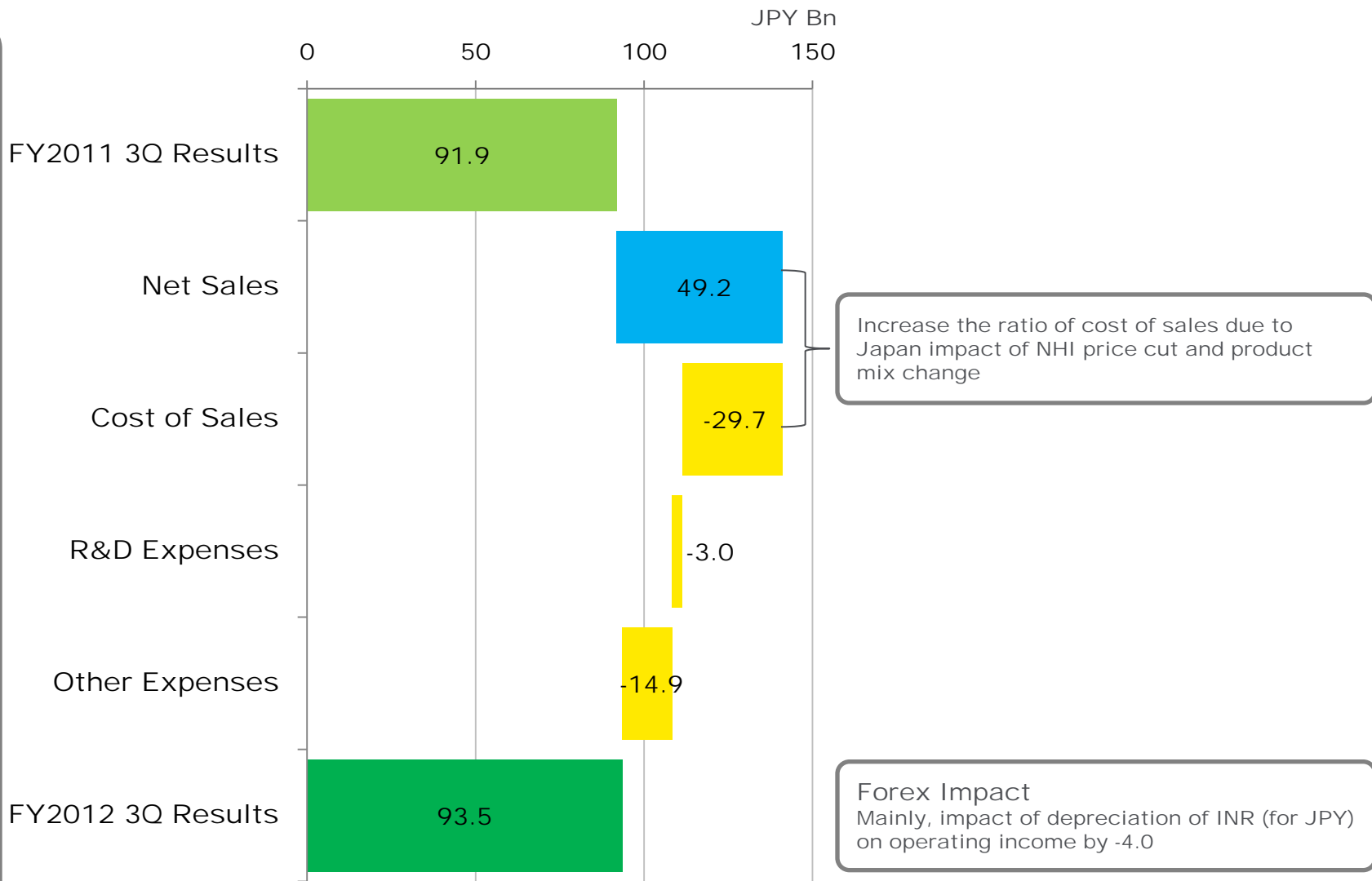
- Contribution of Atorvastatin etc.

	FY2011 3Q Results	FY2012 3Q Results
*Currency Rate		
USD/JPY (average)	79.00	80.01
EUR/JPY (average)	110.62	102.18
INR/JPY (average)	1.79	1.50

Overview of FY2012 3Q YTD Results

- compared with FY2011 3Q YTD results -

Operating Income factors



FY2012 Revised Forecast

JPY Bn

	Forecast (Oct-2012)	Forecast (Jan-2013)	Change
Net Sales	980.0	990.0	+10.0
Cost of Sales	302.0	307.0	+5.0
SG&A Expenses	578.0	583.0	+5.0
R&D Expenses	188.0	188.0	0
Other Expenses	390.0	395.0	+5.0
Operating Income	100.0	100.0	0
Ordinary Income	100.0	95.0	-5.0
Net Income	50.0	50.0	0

Remarks

- Japan Company -10.0 (Olmetec, Nexium etc.)
- DSI +24.0 (Olmesartan)
- LPI -6.0

- Change of products' mix, expansion products with higher COS

- Increase expenses due to yen's depreciation (4Q)

- Negative impact on non-operating expenses due to INR's depreciation (for USD)

		4Q(average)		
Currency Rate	USD/JPY (average)	80.00	81.26	85.00
	EUR/JPY (average)	100.00	105.39	115.00

Sales of Major Products

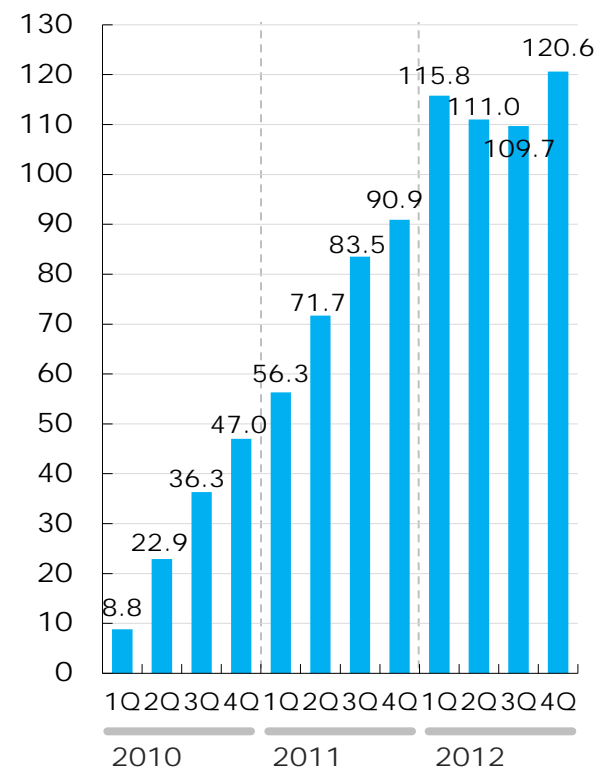
JPY Bn

		FY2011 3Q Results	FY2012 3Q Results	FY2012		
				Plan (May-2012)	Revised Plan (Jan-2013)	Progress
Global	Olmesartan	188.0	189.0	237.0	251.0	75%
	Prasugrel (alliance revenue)	7.1	10.2	-	-	-
Japan	Loxonin	47.3	45.9	62.0	60.0	77%
	Cravit	27.7	27.1	37.0	35.0	78%
	Nexium	3.2	12.7	29.0	22.0	58%
	Memary	6.7	17.4	26.0	26.0	67%
	Mevalotin	26.3	19.9	26.0	26.0	76%
	Artist	18.9	17.1	21.0	22.0	78%
	Omnipaque	18.3	15.5	18.0	20.0	78%
	Calblock	9.7	8.4	13.0	10.0	84%
	Urief	8.4	8.4	11.0	11.0	76%
U.S.	Welchol	20.2	23.8	31.0	31.0	77%
	Venofer	22.0	19.0	23.0	23.0	82%

Currency Rate	USD/JPY (average)	79.00	80.01	80.00	81.26
	EUR/JPY (average)	110.62	102.18	100.00	105.39

Prasugrel Global Sales

USD Mn



*Source: financial announcements of Lilly

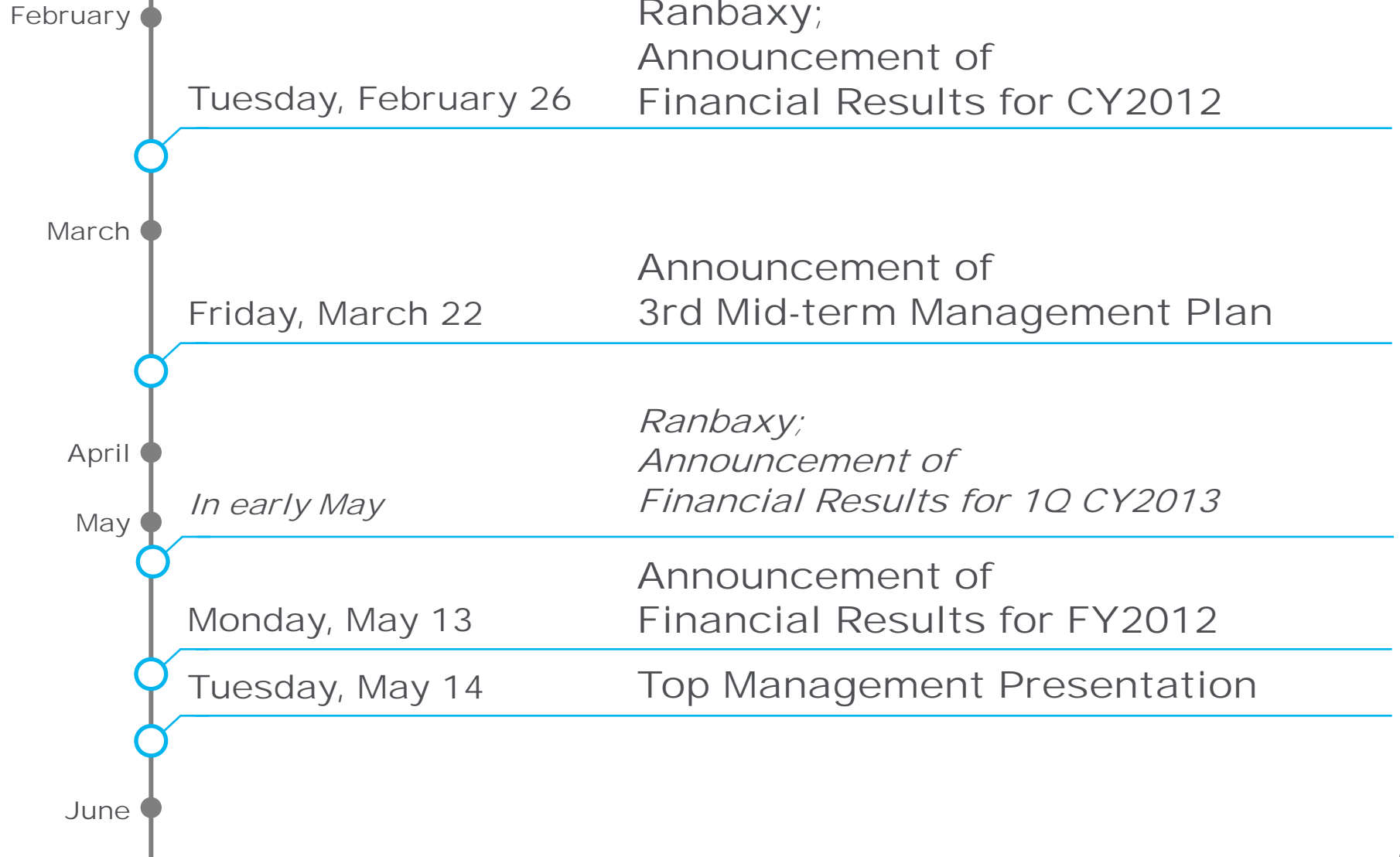
1Q= Jan - Mar
2Q= Apr - Jun
3Q= Jul - Sep
4Q= Oct - Dec

Major R&D Pipeline

Therapeutic area	Phase 1	Phase 2	Phase 3	Application
Cardiovascular- Metabolics	<ul style="list-style-type: none"> ■ DS-7309 (Anti-diabetes / Glucokinase activator) ■ DS-6930 (Anti-diabetes / Selective PPAR-gamma modulator) ■ DS-8500 (Anti-diabetes / GPR119 agonist) ■ DS-1442 (Dyslipidemia / CETP inhibitor) 	<ul style="list-style-type: none"> ■ CS-747 (US) (prasugrel / Sickle cell disease / anti-platelet agent) ■ CS-3150 (JP) (Anti-hypertensive / MR antagonist) ■ DS-7250 (JP) (Anti-diabetes / DGAT1 inhibitor) 	<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 (JP) (prasugrel / PCI / anti-platelet agent) ■ CS-747 (JP) (prasugrel / ischemic stroke / anti-platelet agent) 	
Oncology	<ul style="list-style-type: none"> ■ U3-1565 (US/JP) (Anti-HB-EGF antibody) ■ DS-2248 (US) (HSP90 inhibitor) ■ DS-7423 (US/JP) (PI3K/mTOR inhibitor) ■ ARQ 092 (US) (Akt inhibitor) ■ DS-3078 (US/EU) (mTOR inhibitor) 	<ul style="list-style-type: none"> ■ ARQ 197 (US/EU) (tivantinib / MET inhibitor) ■ CS-1008 (Global) (tigatuzumab / anti-DR5 antibody) ■ DE-766 (JP) (nimotuzumab / anti-EGFR antibody) ■ CS-7017 (US/EU) (efatutazone / PPARγ agonist) ■ U3-1287 (US/EU) (patritumab / anti-HER3 antibody) ■ PLX4032 (US/EU) (vemurafenib / BRAF inhibitor) ■ PLX3397 (US) (Fms/Kit/Flt3-ITD inhibitor) 	<ul style="list-style-type: none"> ■ AMG 162 (JP) (denosumab / breast cancer adjuvant / anti-RANKL antibody) 	
Others	<ul style="list-style-type: none"> ■ CS-8958 (US/EU) (laninamivir / anti-influenza / Outlicensing with Biota) ■ DS-8587 (Anti-bacterial / Topoisomerase inhibitor) ■ CS-4771 (Anti-sepsis / TLR4 inhibitor) ■ PLX5622 (Rheumatoid arthritis / FMS kinase inhibitor) ■ CS-0777 (Immunomodulator / S1P receptor modulator) ■ DS-7113 (hydromorphone / Narcotic analgesic / opioid mu-receptor regulator) 	<ul style="list-style-type: none"> ■ AMG 162 (JP) (denosumab / Rheumatoid arthritis / anti-RANKL antibody) ■ DS-5565 (Global) (Chronic pain / $\alpha 2\delta$ ligand) ■ SUN13837 (US/EU) (Spinal cord injury / Modulator of bFGF signaling system) ■ ASB17061 (US) (Atopic Dermatitis / chymase inhibitor) 	<ul style="list-style-type: none"> ■ DR-3355 (JP) (levofloxacin / anti-infection / New quinolone) 	<ul style="list-style-type: none"> ■ CS-8958 (JP) (laninamivir / anti-influenza, prophylactic / Neuraminidase inhibitor) ■ AMG 162 (JP) (denosumab / osteoporosis / anti-RANKL antibody)

Schedule onward

2013



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