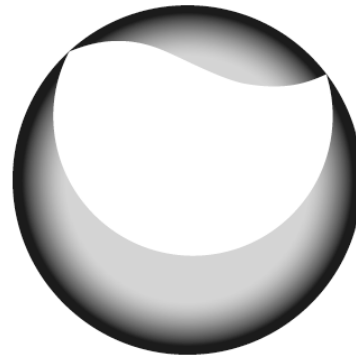


# Reference Data

(Consolidated Financial Results for Q4 FY2016)



Daiichi-Sankyo

May 11, 2017

Daiichi Sankyo Co., Ltd.

<http://www.daiichisankyo.com>

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# 1. Consolidated Statement of Profit or Loss

JPY Bn	FY2015		FY2016					FY2017			
	to revenue	Results	to revenue	Results	(vs. Forecast (%))	YoY	YoY (%)	to revenue	Forecast	YoY	YoY (%)
<b>Revenue</b>	<b>100.0%</b>	<b>986.4</b>	<b>100.0%</b>	<b>955.1</b>	<b>(100.5%)</b>	<b>-31.3</b>	<b>-3.2%</b>	<b>100.0%</b>	<b>930.0</b>	<b>-25.1</b>	<b>-2.6%</b>
Cost of sales	32.3%	318.6	36.6%	349.4	(109.9%)	30.8	+9.7%	36.6%	340.0	-9.4	-2.7%
(excl. Special items)	32.0%	315.6	34.0%	325.2		9.6	+3.0%				
(Special items)	0.3%	3.0	2.5%	24.2		21.2	+697.2%				
<b>Gross Profit</b>	<b>67.7%</b>	<b>667.8</b>	<b>63.4%</b>	<b>605.8</b>	<b>(95.8%)</b>	<b>-62.1</b>	<b>-9.3%</b>	<b>63.4%</b>	<b>590.0</b>	<b>-15.8</b>	<b>-2.6%</b>
SG&A expenses	33.3%	328.8	31.7%	302.5	(96.0%)	-26.3	-8.0%	32.3%	300.0	-2.5	-0.8%
(excl. Special items)	32.3%	319.0	30.4%	290.8		-28.2	-8.8%				
(Special items)	1.0%	9.8	1.2%	11.7		1.9	+19.1%				
R&D expenses	21.2%	208.7	22.4%	214.3	(103.5%)	5.7	+2.7%	20.4%	190.0	-24.3	-11.4%
(excl. Special items)	20.6%	203.0	22.0%	209.8		6.8	+3.4%				
(Special items)	0.6%	5.6	0.5%	4.5		-1.1	-19.8%				
<b>Operating Profit</b>	<b>13.2%</b>	<b>130.4</b>	<b>9.3%</b>	<b>88.9</b>	<b>(80.8%)</b>	<b>-41.5</b>	<b>-31.8%</b>	<b>10.8%</b>	<b>100.0</b>	<b>11.1</b>	<b>+12.4%</b>
(Operating Profit before Special items)	15.1%	148.9	13.5%	129.3		-19.6	-13.1%				
Financial income/expenses		-7.7		-1.3		6.4					
Share of profit or loss of investments accounted for using the equity method		-0.3		0.2		0.5					
<b>Profit before tax</b>	<b>12.4%</b>	<b>122.4</b>	<b>9.2%</b>	<b>87.8</b>	<b>(79.8%)</b>	<b>-34.6</b>	<b>-28.3%</b>	<b>10.8%</b>	<b>100.0</b>	<b>12.2</b>	<b>+13.9%</b>
Income taxes		42.0		40.3		-1.7	-4.0%				
<b>Profit for the year</b>	<b>8.2%</b>	<b>80.4</b>	<b>5.0%</b>	<b>47.5</b>		<b>-32.9</b>	<b>-40.9%</b>				
<b>Profit attributable to owners of the Company</b>	<b>8.3%</b>	<b>82.3</b>	<b>5.6%</b>	<b>53.5</b>	<b>(76.4%)</b>	<b>-28.8</b>	<b>-35.0%</b>	<b>7.1%</b>	<b>66.0</b>	<b>12.5</b>	<b>+23.4%</b>
Tax rate		34.3%		45.9%							
Overseas sales ratio		43.7%		39.3%							
<b>Currency Rate (Average)</b>											
USD/JPY		120.14		108.42							
EUR/JPY		132.57		118.84							

Forex impact: -41.6  
(USD: -25.4, EUR: -8.3, ASCA: -8.0)

Forex impact: -11.4  
(USD: -7.5, EUR: -1.4, ASCA: -2.5)

Forex impact: -16.6  
(USD: -8.2, EUR: -5.1, ASCA: -3.3)

Forex impact: -10.1  
(USD: -8.9, EUR: -1.0)

Forex impact: -3.5  
(USD: -0.8, EUR: -0.7, ASCA: -2.0)

Improvement in forex gains/losses  
FY2015:  
Expenses relating to sale of Sun Pharma shares etc.

Due to unrealized tax effect by impairment loss (Vaccine)

Special items		FY2015	FY2016	
Cost of Sales	Gain on sales of subsidiary / Gain on sales of fixed assets	-3.5	Restructuring costs in SC	3.6
	Impairment loss (Intangible)	1.9	Impairment loss (Vaccine)	20.6
	Restructuring costs in SC	4.6		
	Restructuring costs in US	15.2	Restructuring costs in EU	10.6
SG&A expenses	Restructuring costs in EU	2.9	Impairment loss (Vaccine)	1.0
	Gain on sales of fixed assets	-8.2		
R&D expenses	Restructuring costs in R&D	5.6	Restructuring costs in R&D	2.5
			Impairment loss (Vaccine)	0.2
			Impairment loss (Intangible)	1.8
<b>Total</b>		<b>18.5</b>	<b>40.4</b>	

**Currency Rate (Average)**  
110.00  
120.00

	Forecast	
	USD	EUR
Revenue	1.5 JPY Bn	0.5 JPY Bn
Operating Profit	-0.4 JPY Bn	minor

\*This report is not subject to audit procedures.

\*Special items : Items having a transitory and material impact on operating profit are defined as "Special items". Specifically, gains and losses related to: sale of fixed assets, restructuring, impairment, litigation, etc. amounting to 1 billion JPY or more are defined as "Special items".

## 2. Revenue of Global Products

JPY Bn	FY2015		FY2016				FY2017		
	Results	Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)	
<b>Olmesartan</b> antihypertensive agent	<b>284.1</b>	<b>218.0</b>	<b>(98.2%)</b>	<b>-66.1</b>	<b>-23.3%</b>	<b>134.0</b>	<b>-84.0</b>	<b>-38.5%</b>	
Olmetec (JPN)	73.9	69.4	(100.6%)	-4.4	-6.0%	47.0	-22.4	-32.3%	
Rezaltas (JPN)	18.2	17.5	(97.4%)	-0.6	-3.5%	16.0	-1.5	-8.7%	
Benicar/Benicar HCT incl. AG (US)	79.5	46.6	(86.3%)	-32.9	-41.4%	10.0	-36.6	-78.5%	
Azor (US)	19.7	11.2	(111.5%)	-8.6	-43.5%	2.0	-9.2	-82.1%	
Tribenzor (US)	12.4	8.6	(107.4%)	-3.8	-30.7%	2.0	-6.6	-76.7%	
Olmetec/Olmetec Plus (EU)	32.8	21.9	(99.4%)	-11.0	-33.4%	9.0	-12.9	-58.8%	
Sevikar (EU)	16.5	12.4	(103.0%)	-4.1	-25.0%	9.0	-3.4	-27.2%	
Sevikar HCT (EU)	9.6	9.0	(112.1%)	-0.7	-6.8%	8.0	-1.0	-10.8%	
Other subsidiaries, export, etc	21.6	21.5	(102.4%)	-0.1	-0.4%	31.0	9.5	+44.2%	
<b>Prasugrel</b> antiplatelet agent	<b>32.2</b>	<b>41.6</b>	<b>-</b>	<b>9.4</b>	<b>+29.2%</b>	<b>not disclosed</b>	<b>-</b>	<b>-</b>	
Effient alliance revenue (US)	20.7	22.2	-	1.5	+7.2%	not disclosed	-	-	
Efient (EU)	5.4	7.9	-	2.6	+47.9%	7.0	-0.9	-11.9%	
Efient (JPN)	4.9	10.4	(94.7%)	5.5	+112.7%	13.0	2.6	+24.8%	
Other subsidiaries, export, etc	1.2	1.0	-	-0.2	-14.6%	not disclosed	-	-	
<b>Edoxaban</b> anticoagulant agent	<b>15.0</b>	<b>37.3</b>	<b>(101.7%)</b>	<b>22.3</b>	<b>+148.5%</b>	<b>65.0</b>	<b>27.7</b>	<b>+74.1%</b>	
Lixiana (JPN)	13.0	25.0	(100.0%)	12.0	+92.6%	39.0	14.0	+56.0%	
Savaysa (US)	0.4	1.9	(93.8%)	1.4	+317.0%	2.0	0.1	+6.6%	
Lixiana (EU)	1.5	9.7	(107.5%)	8.1	+525.7%	22.0	12.3	+127.5%	
Other subsidiaries	0.0	0.8	(109.7%)	0.7	-	2.0	1.2	+155.9%	

### 3. Revenue by Business Units and Products (1)

JPY Bn

	FY2015		FY2016				FY2017		
	Results	Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)	
<b>Japan</b>	<b>494.7</b>	<b>506.6</b>	<b>(100.3%)</b>	<b>11.9</b>	<b>+2.4%</b>	<b>536.0</b>	<b>29.4</b>	<b>+5.8%</b>	
Nexium ulcer treatment	82.4	84.0	(101.2%)	1.6	+1.9%	92.0	8.0	+9.5%	
Olmotec antihypertensive agent	73.9	69.4	(100.6%)	-4.4	-6.0%	47.0	-22.4	-32.3%	
Memary Alzheimer's disease treatment	42.4	46.9	(95.6%)	4.4	+10.4%	54.0	7.1	+15.2%	
Loxonin anti-inflammatory analgesic	48.1	37.4	(101.1%)	-10.7	-22.3%	33.0	-4.4	-11.8%	
Tenelia type 2 diabetes mellitus inhibitor	16.5	24.2	(93.0%)	7.6	+46.1%	30.0	5.8	+24.1%	
Lixiana anticoagulant agent	13.0	25.0	(100.0%)	12.0	+92.6%	39.0	14.0	+56.0%	
Rezaltas antihypertensive agent	18.2	17.5	(97.4%)	-0.6	-3.5%	16.0	-1.5	-8.7%	
Pralia treatment for osteoporosis	12.5	18.0	(105.6%)	5.5	+44.1%	23.0	5.0	+28.1%	
Ranmark treatment for bone complications caused by bone metastases from tumors	12.4	13.9	(107.1%)	1.5	+12.4%	15.0	1.1	+7.7%	
Inavir anti-influenza treatment	14.0	19.6	(139.7%)	5.5	+39.3%	13.0	-6.6	-33.5%	
Cravit synthetic antibacterial agent	18.4	15.1	(107.9%)	-3.3	-17.8%	13.0	-2.1	-13.9%	
Omnipaque contrast medium	16.9	14.2	(109.2%)	-2.7	-15.9%	11.0	-3.2	-22.5%	
Urief treatment for dysuria	11.8	11.4	(103.9%)	-0.4	-3.4%	11.0	-0.4	-3.7%	
Artist treatment for hypertension, angina pectoris and chronic heart failure	15.1	10.6	(96.8%)	-4.4	-29.3%	9.0	-1.6	-15.5%	
Mevalotin antihyperlipidemic agent	13.4	10.4	(104.5%)	-3.0	-22.2%	10.0	-0.4	-4.3%	
Efient antiplatelet agent	4.9	10.4	(94.7%)	5.5	+112.7%	13.0	2.6	+24.8%	
Daiichi Sankyo Espha products	18.5	20.2	-	1.7	+9.2%	not disclosed	-	-	
Vaccines business	36.8	38.5	-	1.7	+4.7%	not disclosed	-	-	
<b>Daiichi Sankyo Healthcare (OTC)</b>	<b>53.4</b>	<b>66.7</b>	<b>(101.1%)</b>	<b>13.4</b>	<b>+25.0%</b>	<b>69.0</b>	<b>2.3</b>	<b>+3.4%</b>	

### 3. Revenue by Business Units and Products (2)

JPY Bn

	FY2015		FY2016				FY2017		
	Results		Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
<b>Daiichi Sankyo, Inc. (US)</b>	<b>185.1</b>		<b>142.3</b>	<b>(98.8%)</b>	<b>-42.8</b>	<b>-23.1%</b>	<b>62.0</b>	<b>-80.3</b>	<b>-56.4%</b>
Olmesartan antihypertensive agent	111.6		66.4	(92.2%)	-45.3	-40.6%	14.0	-52.4	-78.9%
Benicar/Benicar HCT incl. AG	79.5		46.6	(86.3%)	-32.9	-41.4%	10.0	-36.6	-78.5%
Azor	19.7		11.2	(111.5%)	-8.6	-43.5%	2.0	-9.2	-82.1%
Tribenzor	12.4		8.6	(107.4%)	-3.8	-30.7%	2.0	-6.6	-76.7%
Welchol hypercholesterolemia treatment/ type 2 diabetes mellitus inhibitor	48.4		45.5	(111.0%)	-2.9	-6.0%	27.0	-18.5	-40.7%
Effient antiplatelet agent	20.7		22.2	-	1.5	+7.2%	not disclosed	-	-
Savaysa anticoagulant agent	0.4		1.9	(93.8%)	1.4	+317.0%	2.0	0.1	+6.6%
Movantik opioid-induced constipation treatment	2.0		4.2	-	2.1	+106.8%	not disclosed	-	-
<b>Luitpold Pharmaceuticals, Inc. (US)</b>	<b>91.0</b>		<b>88.1</b>	<b>(100.1%)</b>	<b>-2.9</b>	<b>-3.2%</b>	<b>103.0</b>	<b>14.9</b>	<b>+16.9%</b>
Venofer treatment for iron deficiency anemia	31.2		28.5	(101.7%)	-2.8	-8.8%	28.0	-0.5	-1.6%
Injectafer treatment for iron deficiency anemia	18.6		24.0	(99.9%)	5.3	+28.6%	33.0	9.0	+37.7%
<b>Daiichi Sankyo Europe GmbH</b>	<b>77.8</b>		<b>71.0</b>	<b>(101.4%)</b>	<b>-6.8</b>	<b>-8.8%</b>	<b>66.0</b>	<b>-5.0</b>	<b>-7.0%</b>
Olmesartan antihypertensive agent	58.9		43.2	(102.8%)	-15.7	-26.7%	26.0	-17.2	-39.8%
Olmetec/Olmetec Plus	32.8		21.9	(99.4%)	-11.0	-33.4%	9.0	-12.9	-58.8%
Sevikar	16.5		12.4	(103.0%)	-4.1	-25.0%	9.0	-3.4	-27.2%
Sevikar HCT	9.6		9.0	(112.1%)	-0.7	-6.8%	8.0	-1.0	-10.8%
Effient antiplatelet agent	5.4		7.9	-	2.6	+47.9%	7.0	-0.9	-11.9%
Lixiana anticoagulant agent	1.5		9.7	(107.5%)	8.1	+525.7%	22.0	12.3	+127.5%
<b>Asia, South and Central America (ASCA)</b>	<b>75.3</b>		<b>72.1</b>	<b>(101.6%)</b>	<b>-3.2</b>	<b>-4.2%</b>	<b>84.0</b>	<b>11.9</b>	<b>+16.4%</b>
Daiichi Sankyo China	34.2		33.8	-	-0.5	-1.3%	not disclosed	-	-
Daiichi Sankyo Taiwan	5.4		5.2	-	-0.2	-3.3%	not disclosed	-	-
Daiichi Sankyo Korea	9.3		8.8	-	-0.5	-5.2%	not disclosed	-	-
Daiichi Sankyo Thailand	4.1		2.5	-	-1.5	-37.4%	not disclosed	-	-
Daiichi Sankyo Brasil Farmacêutica	8.1		8.8	-	0.7	+9.1%	not disclosed	-	-
Daiichi Sankyo Venezuela	0.2		0.1	-	-0.0	-26.4%	not disclosed	-	-

### 3. Revenue by Business Units and Products (3)

#### [Reference] Revenue in Local Currency

	FY2015 Results	FY2016				FY2017		
		Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
USD Mn								
<b>Daiichi Sankyo, Inc. (US)</b>	<b>1,540</b>	<b>1,312</b>	<b>(98.0%)</b>	<b>-228</b>	<b>-14.8%</b>	<b>564</b>	<b>-749</b>	<b>-57.1%</b>
Olmesartan antihypertensive agent	929	612	(91.4%)	-317	-34.1%	127	-485	-79.2%
Benicar/Benicar HCT incl. AG	661	430	(85.6%)	-232	-35.0%	91	-339	-78.9%
Azor	164	103	(110.6%)	-61	-37.4%	18	-85	-82.3%
Tribenzor	103	79	(106.5%)	-24	-23.3%	18	-61	-77.1%
Welchol hypercholesterolemia treatment/ type 2 diabetes mellitus inhibitor	403	420	(110.0%)	17	+4.2%	245	-174	-41.5%
Effient antiplatelet agent	173	205	-	32	+18.7%	not disclosed	-	-
Savaysa anticoagulant agent	4	17	(93.0%)	14	+362.1%	18	1	+5.0%
Movantik opioid-induced constipation treatment	17	38	-	22	+129.2%	not disclosed	-	-
USD Mn								
<b>Luitpold Pharmaceuticals, Inc. (US)</b>	<b>758</b>	<b>812</b>	<b>(99.3%)</b>	<b>55</b>	<b>+7.2%</b>	<b>936</b>	<b>124</b>	<b>+15.2%</b>
Venofer treatment for iron deficiency anemia	260	263	(100.8%)	3	+1.0%	255	-8	-3.1%
Injectafer treatment for iron deficiency anemia	155	221	(99.0%)	66	+42.5%	300	79	+35.7%
EUR Mn								
<b>Daiichi Sankyo Europe GmbH</b>	<b>587</b>	<b>597</b>	<b>(101.1%)</b>	<b>10</b>	<b>+1.8%</b>	<b>550</b>	<b>-47</b>	<b>-7.9%</b>
Olmesartan antihypertensive agent	444	363	(102.6%)	-81	-18.2%	217	-147	-40.4%
Olmetec/Olmetec Plus	248	184	(99.2%)	-64	-25.7%	75	-109	-59.2%
Sevikar	124	104	(102.7%)	-20	-16.3%	75	-29	-27.9%
Sevikar HCT	73	75	(111.9%)	3	+4.0%	67	-9	-11.7%
Effient antiplatelet agent	41	67	-	26	+65.0%	58	-9	-12.8%
Lixiana anticoagulant agent	12	81	(107.2%)	70	+598.0%	183	102	+125.3%

#### 4. Consolidated Statement of Financial Position

<Assets>

JPY Bn

	Mar. 2016	Mar. 2017	vs. Mar. 2016
Assets			
Current assets			
Cash and cash equivalents	222.2	246.1	23.9
Trade and other receivables	248.8	231.9	-16.9
Other financial assets	493.8	552.9	59.1
Inventories	144.3	153.1	8.9
Other current assets	15.2	10.5	-4.8
Subtotal	1,124.2	1,194.4	70.2
Assets held for sale	1.1	3.4	2.3
<b>Total current assets</b>	<b>1,125.3</b>	<b>1,197.8</b>	<b>72.5</b>
Non-current assets			
Property, plant and equipment	250.2	217.8	-32.4
Goodwill	78.7	78.4	-0.2
Intangible assets	210.4	217.0	6.6
Investments accounted for using the equity method	1.2	1.4	0.2
Other financial assets	168.2	140.9	-27.3
Deferred tax assets	55.7	53.5	-2.2
Other non-current assets	10.9	8.1	-2.7
<b>Total non-current assets</b>	<b>775.3</b>	<b>717.2</b>	<b>-58.1</b>
<b>Total assets</b>	<b>1,900.5</b>	<b>1,915.0</b>	<b>14.5</b>
* Liquidity on hand	714.7	798.2	83.5
Debt with interest	203.6	282.1	78.5
Net Cash	511.1	516.1	5.0

Profit before tax +87.8,  
 Payment of income taxes -30.4,  
 Issuance of bonds +100.0,  
 Acquisition of own shares -50.1,  
 Repayment of borrowings -20.0,  
 Payment of dividends -43.9,

Acquisition +24.2, Amortization -29.9,  
 Impairment loss

Acquisition +28.1, Amortization -16.3,  
 Impairment loss

Evaluation loss -21.1



## &lt;Liabilities and equity&gt;

JPY Bn

	Mar. 2016	Mar. 2017	vs. Mar. 2016	
Liabilities				
Current liabilities				
Trade and other payables	241.8	219.8	-22.1	
Bonds and borrowings	20.0	-	-20.0	Repayment of borrowings
Other financial liabilities	0.8	0.5	-0.3	
Income taxes payable	53.9	58.0	4.0	
Provisions	28.3	41.2	12.9	
Other current liabilities	34.8	6.3	-28.5	
Subtotal	379.7	325.8	-53.9	
Liabilities directly associated with assets held for sale	-	1.1	1.1	
<b>Total current liabilities</b>	<b>379.7</b>	<b>326.8</b>	<b>-52.9</b>	
Non-current liabilities				
Bonds and borrowings	181.0	280.5	99.5	Issuance of bonds
Other financial liabilities	9.1	9.1	-0.1	
Post employment benefit liabilities	14.0	11.4	-2.6	
Provisions	12.3	16.4	4.1	
Deferred tax liabilities	33.7	32.3	-1.4	
Other non-current liabilities	37.2	67.1	29.9	
<b>Total non-current liabilities</b>	<b>287.3</b>	<b>416.7</b>	<b>129.4</b>	
<b>Total liabilities</b>	<b>667.0</b>	<b>743.6</b>	<b>76.6</b>	
Equity				
Equity attributable to owners of the Company				
Share capital	50.0	50.0	-	
Capital surplus	103.9	103.8	-0.2	
Treasury shares	-64.2	-114.0	-49.8	Acquisition -50.0 (20 million shares)
Other components of equity	146.7	124.5	-22.2	
Retained earnings	994.9	1,011.6	16.7	Profit for the period +53.5, Payment of dividends -43.9
Total equity attributable to owners of the Company	1,231.4	1,175.9	-55.5	
Non-controlling interests				
Non-controlling interests	2.1	-4.5	-6.6	
<b>Total equity</b>	<b>1,233.5</b>	<b>1,171.4</b>	<b>-62.1</b>	
<b>Total liabilities and equity</b>	<b>1,900.5</b>	<b>1,915.0</b>	<b>14.5</b>	

## 5. Consolidated Statement of Cash Flows

JPY Bn

	FY2015	FY2016	YoY
Cash flows from operating activities			
Profit before tax	122.4	87.8	-34.6
Depreciation and amortization	44.3	47.4	3.1
(Increase) decrease in receivables and payables	18.0	-1.8	-19.8
Others, net	27.1	33.3	6.2
Income taxes paid	-37.4	-30.4	7.1
<b>Net cash flows from operating activities</b>	<b>174.3</b>	<b>136.2</b>	<b>-38.0</b>
Cash flows from investing activities			
Net (increase) decrease in time deposits and securities	-316.4	-64.3	252.1
(Acquisition of) proceeds from sales of fixed assets	-63.9	-50.6	13.3
Proceeds from sale of subsidiary	7.0	-	-7.0
Net (increase) decrease in investment securities	376.8	14.9	-361.9
Others, net	-9.5	3.1	12.6
<b>Net cash flows from investing activities</b>	<b>-6.0</b>	<b>-96.8</b>	<b>-90.8</b>
Cash flows from financing activities			
Net (increase) decrease in borrowings	-23.0	-20.0	3.0
Proceeds from bonds and borrowings	-	100.0	100.0
Purchase of treasury shares	-50.2	-50.1	0.1
Dividends paid	-48.5	-43.9	4.6
Others, net	-1.2	-1.0	0.2
<b>Net cash flows from financing activities</b>	<b>-122.9</b>	<b>-15.0</b>	<b>107.9</b>
<b>Net increase (decrease) in cash and cash equivalents</b>	<b>45.4</b>	<b>24.4</b>	<b>-21.0</b>
<b>Cash and cash equivalents at the beginning of the period</b>	<b>189.4</b>	<b>222.2</b>	<b>32.8</b>
<b>Effect of exchange rate changes on cash and cash equivalents</b>	<b>-12.6</b>	<b>-0.5</b>	<b>12.1</b>
<b>Cash and cash equivalents at the end of the period</b>	<b>222.2</b>	<b>246.1</b>	<b>23.9</b>
* <b>Free cash flows (Cash flows from operating activities and investing activities)</b>	<b>168.3</b>	<b>39.4</b>	<b>-128.9</b>

FY2015: Increase in time deposits and securities

FY2015: Sale of Sun Pharma shares

FY2015: Acquisition of Im shares

## 6. Number of Employees

	Mar. 2016	Mar. 2017
	Results	Results
Consolidated	15,249	14,670
Japan	8,589	8,648
North America	2,321	2,464
Europe	1,997	1,578
Others	2,342	1,980

## 7. Capital Expenditure, Depreciation and Amortization

		FY2015	FY2016	FY2017
	JPY Bn	Results	Results	Forecast
Capital expenditure		23.3	23.9	35.5
Depreciation and amortization		44.3	47.4	43.5
Property, plant and equipment		28.0	31.1	-
Intangible assets		16.3	16.3	-

## 8. Other Financial Indicators

	FY2015	FY2016
	Results	Results
Profit attributable to owners of the Company	82.3 JPY Bn	53.5 JPY Bn
Dividends	47.8 JPY Bn	46.6 JPY Bn
Purchase of treasury shares	50.0 JPY Bn	50.0 JPY Bn
Total return ratio	118.9 %	180.7 %
Average equity attributable to owners of the Company for the period	1,267.7 JPY Bn	1,203.7 JPY Bn
Return on Equity	6.5 %	4.4 %

## 9. Summary of Product Outlines

Brand Name	Generic Name	Therapeutic Category	Launched	Origin	Marketing Alliance	Type of Alliance
<b>Japan</b>						
Nexium	esomeprazole	ulcer treatment	2011	AstraZeneca	AstraZeneca	Co-promotion (DS: Sales)
Olmetec	olmesartan	antihypertensive agent	2004	Daiichi Sankyo		
Memary	memantine	Alzheimer's disease treatment	2011	Merz		
Loxonin			1986	Daiichi Sankyo		
Loxonin Poultice	loxoprofen	anti-inflammatory analgesic	2006	Lead Chemical		
Loxonin Tape			2008	Lead Chemical		
Loxonin Gel			2010	Daiichi Sankyo		
Tenelia	teneligliptin	type 2 diabetes mellitus inhibitor	2012	Mitsubishi Tanabe	Mitsubishi Tanabe	Co-promotion (DS: Sales)
Lixiana	edoxaban	anticoagulant agent	2011	Daiichi Sankyo		
Rezaltas	olmesartan / azelnidipine	antihypertensive agent	2010	Daiichi Sankyo		
Pralia	denosumab	treatment for osteoporosis	2013	Amgen		
Ranmark	denosumab	treatment for bone complications caused by bone metastases from tumors	2012	Amgen		
Inavir	laninamivir	anti-influenza treatment	2010	Daiichi Sankyo		
Cravit	levofloxacin	synthetic antibacterial agent	1993	Daiichi Sankyo		
Omnipaque	iohexol	contrast medium	1987	GE Healthcare		
Urief	silodosin	treatment for dysuria	2006	Kissei	Kissei	Co-marketing
Artist	carvedilol	treatment for hypertension, angina pectoris and chronic heart failure	1993	Roche		
Mevalotin	pravastatin	antihyperlipidemic agent	1989	Daiichi Sankyo		
Efient	prasugrel	antiplatelet agent	2014	Daiichi Sankyo Ube Industries		
<b>Daiichi Sankyo, Inc. (US)</b>						
Olmesartan						
Benicar	olmesartan		2002			
Benicar HCT	olmesartan / hydrochlorothiazide	antihypertensive agent	2003	Daiichi Sankyo		
Azor	olmesartan / amlodipine		2007			
Tribenzor	olmesartan / amlodipine / hydrochlorothiazide		2010			
Welchol	colesevelam	hypercholesterolemia treatment/ type 2 diabetes mellitus inhibitor	2000	Genzyme		
Effient	prasugrel	antiplatelet agent	2009	Daiichi Sankyo Ube Industries	Lilly	Co-promotion (DS: Co-pro revenue)
Savaysa	edoxaban	anticoagulant agent	2015	Daiichi Sankyo		
Movantik	naloxegol	opioid-induced constipation treatment	2015	Nektar AstraZeneca	AstraZeneca	Co-promotion (DS: Co-pro revenue)
<b>Luitpold Pharmaceuticals, Inc. (US)</b>						
Venofer	iron sucrose injection	treatment for iron deficiency anemia	2000	Vifor Pharma	Fresenius	Co-marketing
Injectafer	ferric carboxymaltose injection	treatment for iron deficiency anemia	2013	Vifor Pharma	Daiichi Sankyo, Inc.	Promotion (Daiichi Sankyo, Inc.)
<b>Daiichi Sankyo Europe GmbH</b>						
Olmesartan						
Olmetec	olmesartan		2002			
Olmetec Plus	olmesartan / hydrochlorothiazide	antihypertensive agent	2005	Daiichi Sankyo	Menarini Pfizer	Co-marketing
Sevikar	olmesartan / amlodipine		2009			
Sevikar HCT	olmesartan / amlodipine / hydrochlorothiazide		2010			
Efient	prasugrel	antiplatelet agent	2009	Daiichi Sankyo Ube Industries		
Lixiana	edoxaban	anticoagulant agent	2015	Daiichi Sankyo	Merck (MSD)	Co-marketing

<10. Quarterly Data>

1. Consolidated Statement of Profit or Loss

JPY Bn	FY2015	FY2015	FY2015	FY2015	FY2015		FY2016	FY2016	FY2016	FY2016	FY2016			
	Q1	Q2	Q3	Q4	to revenue	Results	Q1	Q2	Q3	Q4	to revenue	Results	YoY	YoY (%)
	Results	Results	Results	Results			Results	Results	Results	Results				
<b>Revenue</b>	<b>238.4</b>	<b>240.4</b>	<b>279.8</b>	<b>227.9</b>	<b>100.0%</b>	<b>986.4</b>	<b>241.0</b>	<b>217.0</b>	<b>276.4</b>	<b>220.7</b>	<b>100.0%</b>	<b>955.1</b>	<b>-31.3</b>	<b>-3.2%</b>
Cost of sales	74.0	75.0	88.8	80.9	32.3%	318.6	77.6	69.7	94.5	107.6	36.6%	349.4	30.8	+9.7%
(excl. Special items)	76.3	76.1	88.8	74.4	32.0%	315.6	77.6	69.7	94.5	83.4	34.0%	325.2	9.6	+3.0%
(Special items)	-2.4	-1.1	-	6.5	0.3%	3.0	-	-	-	24.2	2.5%	24.2	21.2	+697.2%
<b>Gross Profit</b>	<b>164.5</b>	<b>165.4</b>	<b>191.0</b>	<b>147.0</b>	<b>67.7%</b>	<b>667.8</b>	<b>163.4</b>	<b>147.4</b>	<b>181.9</b>	<b>113.1</b>	<b>63.4%</b>	<b>605.8</b>	<b>-62.1</b>	<b>-9.3%</b>
SG&A expenses	71.6	72.8	87.8	96.5	33.3%	328.8	69.5	72.2	78.8	82.0	31.7%	302.5	-26.3	-8.0%
(excl. Special items)	75.6	77.1	81.7	84.6	32.3%	319.0	69.5	66.2	74.2	80.9	30.4%	290.8	-28.2	-8.8%
(Special items)	-3.9	-4.3	6.1	11.9	1.0%	9.8	-	6.0	4.6	1.1	1.2%	11.7	1.9	+19.1%
R&D expenses	43.7	44.7	49.8	70.5	21.2%	208.7	46.6	49.2	47.7	70.9	22.4%	214.3	5.7	+2.7%
(excl. Special items)	43.7	44.7	49.5	65.2	20.6%	203.0	46.6	49.2	47.7	66.3	22.0%	209.8	6.8	+3.4%
(Special items)	-	-	0.3	5.4	0.6%	5.6	-	-	-	4.5	0.5%	4.5	-1.1	-19.8%
<b>Operating Profit</b>	<b>49.1</b>	<b>47.9</b>	<b>53.4</b>	<b>-20.0</b>	<b>13.2%</b>	<b>130.4</b>	<b>47.3</b>	<b>26.0</b>	<b>55.4</b>	<b>-39.8</b>	<b>9.3%</b>	<b>88.9</b>	<b>-41.5</b>	<b>-31.8%</b>
(Operating Profit before Special items)	42.9	42.5	59.8	3.7	15.1%	148.9	47.3	32.0	60.0	-10.0	13.5%	129.3	-19.6	-13.1%
Financial income/expenses	-3.7	-2.1	1.0	-2.9		-7.7	-1.9	0.7	4.6	-4.8		-1.3	6.4	
Share of profit or loss of investments accounted for using the equity method	-0.2	-0.1	0.2	-0.2		-0.3	-0.2	-0.0	0.4	-0.0		0.2	0.5	
<b>Profit before tax</b>	<b>45.2</b>	<b>45.6</b>	<b>54.6</b>	<b>-23.0</b>	<b>12.4%</b>	<b>122.4</b>	<b>45.2</b>	<b>26.7</b>	<b>60.5</b>	<b>-44.6</b>	<b>9.2%</b>	<b>87.8</b>	<b>-34.6</b>	<b>-28.3%</b>
Income taxes	11.1	10.3	14.7	5.9		42.0	15.1	9.0	21.0	-4.8		40.3	-1.7	-4.0%
<b>Profit for the year</b>	<b>34.1</b>	<b>35.3</b>	<b>39.9</b>	<b>-28.9</b>	<b>8.2%</b>	<b>80.4</b>	<b>30.1</b>	<b>17.7</b>	<b>39.5</b>	<b>-39.8</b>	<b>5.0%</b>	<b>47.5</b>	<b>-32.9</b>	<b>-40.9%</b>
<b>Profit attributable to owners of the Company</b>	<b>34.9</b>	<b>35.8</b>	<b>40.0</b>	<b>-28.4</b>	<b>8.3%</b>	<b>82.3</b>	<b>30.6</b>	<b>18.4</b>	<b>39.2</b>	<b>-34.7</b>	<b>5.6%</b>	<b>53.5</b>	<b>-28.8</b>	<b>-35.0%</b>
Tax rate	24.6%	22.5%	27.0%	-25.5%		34.3%	33.4%	33.7%	34.7%	10.7%		45.9%		
Overseas sales ratio	46.8%	46.2%	40.6%	41.5%		43.7%	42.0%	37.9%	37.6%	39.8%		39.3%		
<u>Currency Rate (Average)</u>														
USD/JPY	121.37	121.80	121.70	120.14		120.14	108.25	105.35	106.68	108.42		108.42		
EUR/JPY	134.16	135.07	134.37	132.57		132.57	122.17	118.22	118.09	118.84		118.84		

<10. Quarterly Data>

**2. Revenue of Global Products**

JPY Bn	FY2015 Q1	FY2015 Q2	FY2015 Q3	FY2015 Q4	FY2015	FY2016 Q1	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY2016		
	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results	YoY	YoY (%)
<b>Olmesartan</b>	<b>75.6</b>	<b>71.9</b>	<b>80.9</b>	<b>55.7</b>	<b>284.1</b>	<b>65.7</b>	<b>49.7</b>	<b>63.7</b>	<b>38.9</b>	<b>218.0</b>	<b>-66.1</b>	<b>-23.3%</b>
Olmetec (JPN)	18.5	17.7	24.3	13.4	73.9	18.3	16.6	19.2	15.3	69.4	-4.4	-6.0%
Rezaltas (JPN)	4.6	4.3	5.2	4.1	18.2	4.7	4.2	4.8	3.9	17.5	-0.6	-3.5%
Benicar/Benicar HCT incl. AG (US)	19.8	20.5	22.8	16.3	79.5	17.3	8.9	18.7	1.7	46.6	-32.9	-41.4%
Azor (US)	5.8	4.6	5.2	4.1	19.7	3.3	2.5	3.1	2.2	11.2	-8.6	-43.5%
Tribenzor (US)	3.1	3.2	3.3	2.8	12.4	2.5	2.1	2.5	1.5	8.6	-3.8	-30.7%
Olmetec/Olmetec Plus (EU)	8.9	8.2	7.8	7.9	32.8	7.7	5.9	4.8	3.4	21.9	-11.0	-33.4%
Sevikar (EU)	4.5	4.1	3.5	4.4	16.5	3.6	3.0	3.0	2.8	12.4	-4.1	-25.0%
Sevikar HCT (EU)	2.5	2.2	2.8	2.2	9.6	2.7	1.8	2.2	2.4	9.0	-0.7	-6.8%
Other subsidiaries, export, etc	7.9	7.1	6.0	0.5	21.6	5.6	4.7	5.5	5.7	21.5	-0.1	-0.4%
<b>Prasugrel</b>	<b>7.8</b>	<b>7.4</b>	<b>8.7</b>	<b>8.2</b>	<b>32.2</b>	<b>10.9</b>	<b>9.3</b>	<b>10.9</b>	<b>10.5</b>	<b>41.6</b>	<b>9.4</b>	<b>+29.2%</b>
Effient alliance revenue (US)	5.2	5.4	5.8	4.3	20.7	6.0	4.9	5.7	5.7	22.2	1.5	+7.2%
Efient (EU)	1.1	1.1	1.1	2.1	5.4	2.3	1.9	1.9	1.9	7.9	2.6	+47.9%
Efient (JPN)	1.2	0.6	1.5	1.6	4.9	2.5	2.4	2.9	2.6	10.4	5.5	+112.7%
Other subsidiaries, export, etc	0.3	0.4	0.3	0.2	1.2	0.2	0.2	0.4	0.3	1.0	-0.2	-14.6%
<b>Edoxaban</b>	<b>1.8</b>	<b>3.5</b>	<b>5.2</b>	<b>4.5</b>	<b>15.0</b>	<b>7.3</b>	<b>8.7</b>	<b>9.9</b>	<b>11.3</b>	<b>37.3</b>	<b>22.3</b>	<b>+148.5%</b>
Lixiana (JPN)	2.1	3.2	4.2	3.4	13.0	5.5	6.0	6.4	7.1	25.0	12.0	+92.6%
Savaysa (US)	-0.3	0.1	0.5	0.2	0.4	0.3	0.6	0.5	0.5	1.9	1.4	+317.0%
Lixiana (EU)	0.0	0.1	0.5	0.9	1.5	1.4	1.9	2.8	3.5	9.7	8.1	+525.7%
Other subsidiaries	-	-	-	0.0	0.0	0.1	0.3	0.2	0.2	0.8	0.7	-

### 3. Revenue by Business Units and Products (1)

JPY Bn	FY2015 Q1	FY2015 Q2	FY2015 Q3	FY2015 Q4	FY2015	FY2016 Q1	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY2016		
	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results	YoY	YoY (%)
<b>Japan</b>	<b>114.2</b>	<b>113.6</b>	<b>149.6</b>	<b>117.2</b>	<b>494.7</b>	<b>123.4</b>	<b>115.6</b>	<b>151.2</b>	<b>116.3</b>	<b>506.6</b>	<b>11.9</b>	<b>+2.4%</b>
Nexium	19.1	19.6	23.3	20.4	82.4	21.0	21.0	25.4	16.6	84.0	1.6	+1.9%
Olmetec	18.5	17.7	24.3	13.4	73.9	18.3	16.6	19.2	15.3	69.4	-4.4	-6.0%
Memary	10.2	10.2	12.2	9.7	42.4	12.1	11.3	12.9	10.5	46.9	4.4	+10.4%
Loxonin	12.6	11.8	13.9	9.9	48.1	10.3	8.5	10.5	8.1	37.4	-10.7	-22.3%
Tenelia	2.4	3.0	6.6	4.6	16.5	6.7	5.1	7.9	4.5	24.2	7.6	+46.1%
Lixiana	2.1	3.2	4.2	3.4	13.0	5.5	6.0	6.4	7.1	25.0	12.0	+92.6%
Rezaltas	4.6	4.3	5.2	4.1	18.2	4.7	4.2	4.8	3.9	17.5	-0.6	-3.5%
Pralia	2.6	2.8	3.7	3.4	12.5	4.1	4.2	5.0	4.7	18.0	5.5	+44.1%
Ranmark	2.9	3.0	3.5	3.0	12.4	3.4	3.4	3.8	3.3	13.9	1.5	+12.4%
Inavir	0.0	0.0	2.5	11.5	14.0	0.6	0.0	7.4	11.6	19.6	5.5	+39.3%
Cravit	4.6	4.4	5.6	3.8	18.4	3.8	3.6	4.7	3.1	15.1	-3.3	-17.8%
Omnipaque	4.2	4.2	4.8	3.6	16.9	3.7	3.5	3.9	3.1	14.2	-2.7	-15.9%
Urief	2.9	2.8	3.3	2.8	11.8	3.0	2.7	3.1	2.5	11.4	-0.4	-3.4%
Artist	4.1	3.8	4.2	3.0	15.1	3.1	2.6	2.8	2.1	10.6	-4.4	-29.3%
Mevalotin	3.6	3.4	3.8	2.7	13.4	2.9	2.5	2.8	2.2	10.4	-3.0	-22.2%
Efient	1.2	0.6	1.5	1.6	4.9	2.5	2.4	2.9	2.6	10.4	5.5	+112.7%
Daiichi Sankyo Espha products	4.3	4.3	5.6	4.3	18.5	5.2	4.7	5.8	4.5	20.2	1.7	+9.2%
Vaccines business	6.4	8.0	15.6	6.8	36.8	6.6	8.0	16.6	7.3	38.5	1.7	+4.7%
<b>Daiichi Sankyo Healthcare (OTC)</b>	<b>10.8</b>	<b>13.8</b>	<b>15.2</b>	<b>13.5</b>	<b>53.4</b>	<b>14.8</b>	<b>17.4</b>	<b>19.7</b>	<b>14.9</b>	<b>66.7</b>	<b>13.4</b>	<b>+25.0%</b>

### 3. Revenue by Business Units and Products (2)

JPY Bn	FY2015 Q1	FY2015 Q2	FY2015 Q3	FY2015 Q4	FY2015	FY2016 Q1	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY2016		
	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results	YoY	YoY (%)
<b>Daiichi Sankyo, Inc. (US)</b>	<b>48.0</b>	<b>45.4</b>	<b>52.1</b>	<b>39.6</b>	<b>185.1</b>	<b>40.7</b>	<b>29.6</b>	<b>45.5</b>	<b>26.5</b>	<b>142.3</b>	<b>-42.8</b>	<b>-23.1%</b>
Olmesartan	28.8	28.3	31.3	23.2	111.6	23.2	13.5	24.3	5.4	66.4	-45.3	-40.6%
Benicar/Benicar HCT incl. AG	19.8	20.5	22.8	16.3	79.5	17.3	8.9	18.7	1.7	46.6	-32.9	-41.4%
Azor	5.8	4.6	5.2	4.1	19.7	3.3	2.5	3.1	2.2	11.2	-8.6	-43.5%
Tribenzor	3.1	3.2	3.3	2.8	12.4	2.5	2.1	2.5	1.5	8.6	-3.8	-30.7%
Welchol	13.5	10.6	13.5	10.7	48.4	10.0	9.5	12.7	13.3	45.5	-2.9	-6.0%
Effient	5.2	5.4	5.8	4.3	20.7	6.0	4.9	5.7	5.7	22.2	1.5	+7.2%
Savaysa	-0.3	0.1	0.5	0.2	0.4	0.3	0.6	0.5	0.5	1.9	1.4	+317.0%
Movantik	0.2	0.4	0.7	0.7	2.0	0.9	0.9	1.1	1.2	4.2	2.1	+106.8%
<b>Luitpold Pharmaceuticals, Inc. (US)</b>	<b>21.5</b>	<b>24.9</b>	<b>22.6</b>	<b>22.0</b>	<b>91.0</b>	<b>22.0</b>	<b>19.8</b>	<b>22.5</b>	<b>23.8</b>	<b>88.1</b>	<b>-2.9</b>	<b>-3.2%</b>
Venofer	9.1	6.9	8.4	6.8	31.2	7.4	6.5	7.4	7.2	28.5	-2.8	-8.8%
Injectafer	3.9	4.0	5.0	5.8	18.6	5.9	5.2	6.1	6.7	24.0	5.3	+28.6%
<b>Daiichi Sankyo Europe GmbH</b>	<b>20.2</b>	<b>19.0</b>	<b>18.8</b>	<b>19.7</b>	<b>77.8</b>	<b>20.4</b>	<b>16.5</b>	<b>17.4</b>	<b>16.6</b>	<b>71.0</b>	<b>-6.8</b>	<b>-8.8%</b>
Olmesartan	15.8	14.4	14.2	14.5	58.9	14.0	10.7	10.0	8.6	43.2	-15.7	-26.7%
Olmetec/Olmetec Plus	8.9	8.2	7.8	7.9	32.8	7.7	5.9	4.8	3.4	21.9	-11.0	-33.4%
Sevikar	4.5	4.1	3.5	4.4	16.5	3.6	3.0	3.0	2.8	12.4	-4.1	-25.0%
Sevikar HCT	2.5	2.2	2.8	2.2	9.6	2.7	1.8	2.2	2.4	9.0	-0.7	-6.8%
Efient	1.1	1.1	1.1	2.1	5.4	2.3	1.9	1.9	1.9	7.9	2.6	+47.9%
Lixiana	0.0	0.1	0.5	0.9	1.5	1.4	1.9	2.8	3.5	9.7	8.1	+525.7%
<b>Asia, South and Central America (ASCA)</b>	<b>21.4</b>	<b>21.3</b>	<b>19.9</b>	<b>12.7</b>	<b>75.3</b>	<b>17.7</b>	<b>16.3</b>	<b>18.4</b>	<b>19.7</b>	<b>72.1</b>	<b>-3.2</b>	<b>-4.2%</b>
Daiichi Sankyo China	7.9	8.6	8.3	9.4	34.2	8.2	7.3	8.1	10.2	33.8	-0.5	-1.3%
Daiichi Sankyo Taiwan	1.4	1.3	1.3	1.4	5.4	1.3	1.2	1.3	1.4	5.2	-0.2	-3.3%
Daiichi Sankyo Korea	2.4	2.4	2.4	2.2	9.3	2.1	2.0	2.2	2.5	8.8	-0.5	-5.2%
Daiichi Sankyo Thailand	0.8	1.0	1.1	1.2	4.1	0.6	0.5	0.8	0.7	2.5	-1.5	-37.4%
Daiichi Sankyo Brasil Farmacêutica	2.6	1.9	2.1	1.4	8.1	2.0	2.1	2.7	2.0	8.8	0.7	+9.1%
Daiichi Sankyo Venezuela	3.1	2.4	1.6	-6.9	0.2	0.0	0.0	0.1	-0.0	0.1	-0.0	-26.4%



### 3. Revenue by Business Units and Products (3)

#### [Reference] Revenue in Local Currency

	FY2015 Q1	FY2015 Q2	FY2015 Q3	FY2015 Q4	FY2015	FY2016 Q1	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY2016		
	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results	YoY	YoY (%)
USD Mn												
<b>Daiichi Sankyo, Inc. (US)</b>	<b>396</b>	<b>371</b>	<b>429</b>	<b>345</b>	<b>1,540</b>	<b>376</b>	<b>291</b>	<b>419</b>	<b>227</b>	<b>1,312</b>	<b>-228</b>	<b>-14.8%</b>
Olmesartan	237	232	257	202	929	214	134	223	41	612	-317	-34.1%
Benicar/Benicar HCT incl. AG	163	168	187	143	661	160	89	172	9	430	-232	-35.0%
Azor	48	38	43	35	164	31	25	28	19	103	-61	-37.4%
Tribenzor	26	26	27	24	103	23	20	23	13	79	-24	-23.3%
Welchol	112	87	111	93	403	92	92	117	118	420	17	+4.2%
Effient	43	44	48	38	173	55	48	52	50	205	32	+18.7%
Savaysa	-2	1	4	1	4	3	6	5	4	17	14	+362.1%
Movantik	1	3	6	6	17	8	9	10	11	38	22	+129.2%
USD Mn												
<b>Luitpold Pharmaceuticals, Inc. (US)</b>	<b>177</b>	<b>204</b>	<b>186</b>	<b>191</b>	<b>758</b>	<b>203</b>	<b>193</b>	<b>206</b>	<b>210</b>	<b>812</b>	<b>55</b>	<b>+7.2%</b>
Venofer	75	57	69	59	260	68	63	67	63	263	3	+1.0%
Injectafer	32	33	41	49	155	55	51	56	60	221	66	+42.5%
EUR Mn												
<b>Daiichi Sankyo Europe GmbH</b>	<b>151</b>	<b>140</b>	<b>142</b>	<b>155</b>	<b>587</b>	<b>167</b>	<b>145</b>	<b>148</b>	<b>137</b>	<b>597</b>	<b>10</b>	<b>+1.8%</b>
Olmesartan	118	106	106	114	444	114	94	85	70	363	-81	-18.2%
Olmetec/Olmetec Plus	66	60	59	62	248	63	52	41	28	184	-64	-25.7%
Sevikar	33	30	27	34	124	29	26	25	23	104	-20	-16.3%
Sevikar HCT	18	16	21	17	73	22	16	18	20	75	3	+4.0%
Efient	8	8	8	16	41	19	17	16	16	67	26	+65.0%
Lixiana	0	1	4	7	12	12	16	24	29	81	70	+598.0%

## <11. Historical Data>

### 1. Revenue of Global Products

	FY2012	FY2013	FY2014	FY2015	FY2016
JPY Bn	Results	Results	Results	Results	Results
<b>Olmesartan</b>	<b>258.9</b>	<b>300.2</b>	<b>293.5</b>	<b>284.1</b>	<b>218.0</b>
Olmetec (JPN)	78.3	79.1	76.3	73.9	69.4
Rezaltas (JPN)	16.9	18.5	18.4	18.2	17.5
Benicar/Benicar HCT (US)	73.2	85.9	77.0	79.5	46.6
Azor (US)	14.8	17.4	18.3	19.7	11.2
Tribenzor (US)	6.8	9.0	11.3	12.4	8.6
Olmetec/Olmetec Plus (EU)	32.6	44.5	37.8	32.8	21.9
Sevikar (EU)	10.8	13.5	17.6	16.5	12.4
Sevikar HCT (EU)	4.7	7.6	9.9	9.6	9.0
Other subsidiaries, export, etc	20.7	24.7	27.0	21.6	21.5
<b>Prasugrel</b>	<b>14.4</b>	<b>22.3</b>	<b>24.9</b>	<b>32.2</b>	<b>41.6</b>
Effient alliance revenue (US)	10.5	15.4	17.6	20.7	22.2
Efient (EU)	3.9	4.7	4.8	5.4	7.9
Efient (JPN)	-	-	0.7	4.9	10.4
Other subsidiaries, export, etc	-	2.2	1.9	1.2	1.0
<b>Edoxaban</b>	<b>-</b>	<b>0.4</b>	<b>4.3</b>	<b>15.0</b>	<b>37.3</b>
Lixiana (JPN)	-	0.4	3.6	13.0	25.0
Savaysa (US)	-	-	0.7	0.4	1.9
Lixiana (EU)	-	-	-	1.5	9.7
Other subsidiaries	-	-	-	0.0	0.8

## 2. Revenue by Business Units and Products (1)

	FY2012	FY2013	FY2014	FY2015	FY2016
JPY Bn	Results	Results	Results	Results	Results
<b>Japan</b>	<b>442.5</b>	<b>486.0</b>	<b>480.5</b>	<b>494.7</b>	<b>506.6</b>
Nexium	21.6	54.2	69.3	82.4	84.0
Olmetec	78.3	79.1	76.3	73.9	69.4
Memary	23.8	33.3	36.8	42.4	46.9
Loxonin	59.6	59.3	49.5	48.1	37.4
Tenelia	1.3	1.5	7.6	16.5	24.2
Lixiana	0.3	0.4	3.6	13.0	25.0
Rezaltas	16.9	18.5	18.4	18.2	17.5
Pralia	-	3.2	7.3	12.5	18.0
Ranmark	4.4	8.1	10.2	12.4	13.9
Inavir	11.1	13.4	16.6	14.0	19.6
Cravit	35.9	33.5	27.8	18.4	15.1
Omnipaque	20.2	19.7	17.2	16.9	14.2
Urief	11.1	11.4	11.5	11.8	11.4
Artist	22.4	22.4	18.1	15.1	10.6
Mevalotin	25.8	21.5	16.2	13.4	10.4
Efient	-	-	0.7	4.9	10.4
Daiichi Sankyo Espha products	11.1	12.5	14.9	18.5	20.2
Vaccines business	39.1	37.5	32.2	36.8	38.5
<b>Daiichi Sankyo Healthcare (OTC)</b>	<b>47.1</b>	<b>48.1</b>	<b>47.8</b>	<b>53.4</b>	<b>66.7</b>

## 2. Revenue by Business Units and Products (2)

	FY2012	FY2013	FY2014	FY2015	FY2016
JPY Bn	Results	Results	Results	Results	Results
<b>Daiichi Sankyo, Inc. (US)</b>	<b>142.3</b>	<b>171.8</b>	<b>173.0</b>	<b>185.1</b>	<b>142.3</b>
Olmesartan	94.9	112.3	106.6	111.6	66.4
Benicar/Benicar HCT	73.2	85.9	77.0	79.5	46.6
Azor	14.8	17.4	18.3	19.7	11.2
Tribenzor	6.8	9.0	11.3	12.4	8.6
Welchol	33.1	42.3	47.4	48.4	45.5
Effient	10.5	15.4	17.6	20.7	22.2
Savaysa	-	-	0.7	0.4	1.9
Movantik	-	-	-	2.0	4.2
<b>Luitpold Pharmaceuticals, Inc. (US)</b>	<b>38.6</b>	<b>39.6</b>	<b>57.4</b>	<b>91.0</b>	<b>88.1</b>
Venofer	23.6	24.9	28.6	31.2	28.5
Injectafer	-	1.3	7.6	18.6	24.0
<b>Daiichi Sankyo Europe GmbH</b>	<b>64.4</b>	<b>83.9</b>	<b>83.5</b>	<b>77.8</b>	<b>71.0</b>
Olmesartan	48.0	65.6	65.2	58.9	43.2
Olmetec/Olmetec Plus	32.6	44.5	37.8	32.8	21.9
Sevikar	10.8	13.5	17.6	16.5	12.4
Sevikar HCT	4.7	7.6	9.9	9.6	9.0
Efient	3.9	4.7	4.8	5.4	7.9
Lixiana	-	-	-	1.5	9.7
<b>Asia, South and Central America (ASCA)</b>	<b>45.4</b>	<b>58.8</b>	<b>67.5</b>	<b>75.3</b>	<b>72.1</b>
Daiichi Sankyo China	16.4	21.2	27.4	34.2	33.8
Daiichi Sankyo Taiwan	3.3	4.5	4.9	5.4	5.2
Daiichi Sankyo Korea	5.3	9.1	8.9	9.3	8.8
Daiichi Sankyo Thailand	1.4	2.5	3.7	4.1	2.5
Daiichi Sankyo Brasil Farmacêutica	6.6	7.5	8.4	8.1	8.8
Daiichi Sankyo Venezuela	6.7	6.9	8.1	0.2	0.1

## 2. Revenue by Business Units and Products (3)

### [Reference] Revenue in Local Currency

	FY2012	FY2013	FY2014	FY2015	FY2016
	Results	Results	Results	Results	Results
USD Mn					
<b>Daichi Sankyo, Inc. (US)</b>	<b>1,713</b>	<b>1,714</b>	<b>1,574</b>	<b>1,540</b>	<b>1,312</b>
Olmesartan	1,142	1,120	969	929	612
Benicar/Benicar HCT	881	857	700	661	430
Azor	179	174	166	164	103
Tribenzor	82	90	103	103	79
Welchol	399	422	431	403	420
Effient	127	154	160	173	205
Savaysa	-	-	6	4	17
Movantik	-	-	-	17	38
USD Mn					
<b>Luitpold Pharmaceuticals, Inc. (US)</b>	<b>465</b>	<b>395</b>	<b>522</b>	<b>758</b>	<b>812</b>
Venofer	284	248	260	260	263
Injectafer	-	13	69	155	221
EUR Mn					
<b>Daichi Sankyo Europe GmbH</b>	<b>601</b>	<b>624</b>	<b>602</b>	<b>587</b>	<b>597</b>
Olmesartan	448	488	470	444	363
Olmetec/Olmetec Plus	304	331	272	248	184
Sevikar	100	100	127	124	104
Sevikar HCT	44	57	71	73	75
Efient	36	35	34	41	67
Lixiana	-	-	-	12	81

12. Major R&D Pipeline (Innovative pharmaceuticals)

As of May 2017

◆ Oncology (Late-stage pipeline products)

Generic Name/Project Code Number (Brand Name)	Class	Target indication	Region	Stage	Dosage Form	Partner	Target FY for approval/launch	Remarks
Denosumab/AMG 162 Ranmark (JP)	Anti-RANKL antibody	Breast cancer adjuvant	JP	P3	Injection	Amgen	2020	Additional indication
The fully human monoclonal antibody to target RANK Ligand, an essential mediator of osteoclast formation.								
Vemurafenib/PLX4032 Zelboraf	BRAF inhibitor	Melanoma adjuvant	US/EU	P3	Oral	-	-	Additional indication. Licensee Roche is conducting the study. Submission in 2017 is planned.
The molecular-targeted agent to inhibit BRAF V600E mutation.								
Quizartinib/AC220	FLT3-ITD inhibitor	Acute myeloid leukemia	US/EU/Asia	P3	Oral	-	2018	Relapsed and refractory AML patients
			US/EU/Asia	P3			2021-	Newly diagnosed AML patients
			JP	<u>P2</u>			<u>2018-</u>	<u>Relapsed and refractory AML patients</u>
Kinase inhibitor against a receptor-type tyrosine kinase, FLT3. Therapeutic effect for patients with acute myeloid leukemia harboring FLT3-ITD mutation is expected.								
Pexidartinib/PLX3397	CSF-1R/KIT/FLT3-ITD inhibitor	Tenosynovial Giant Cell Tumor (TGCT)	US/EU	P3	Oral	-	2019	Including pigmented villonodular synovitis
		Solid tumors	Asia	P1			-	Including TGCT
		Glioblastoma	US	P2			-	
		c-KIT Melanoma	Asia	P1/2			-	
		Melanoma, Solid tumors	US	P1/2			-	Merck & Co., Inc.
The molecular-targeted agent to inhibit CSF-1R, KIT and FLT3-ITD. This agent is expected to reduce tumor cell proliferation and expansion of metastases.								
Nimotuzumab/DE-766	Anti-EGFR antibody	Gastric cancer	JP	P3	Injection	InnoCIMA b Pte Ltd	2020	
The humanized monoclonal antibody to target Epidermal Growth Factor Receptor(EGFR). This antibody is expected to be a best in class EGFR, safety against the skin toxicity and the efficacy comparable to the other antibodies.								
Patritumab/U3-1287	Anti-HER3 antibody	Head & neck cancer	EU	P2	Injection	-	-	
The fully human monoclonal antibody to target HER3, one of the Epidermal Growth Factor Receptor (EGFR) family of proteins. HER 3 is overexpressed in many tumors of epithelial origin and HER2/HER3 dimers and EGFR/HER3 dimers are expected more potent to induce tumor cell proliferation than homodimers of HER2 or EGFR.								
DS-1647(G47Δ)	Oncolytic HSV-1	Glioblastoma	JP	P2	Injection	ActiVec Inc.	-	Granted SAKIGAKE designation from MHLW Investigator Initiated Study is on-going
The third generation oncolytic herpes simplex virus type 1(HSV-1), genetically-engineered to restrict virus replication to tumor cells. This oncolytic virus therapy is expected equal or better safety and better efficacy profile compare to existing oncolytic virus.								

Underline: change after FY2016 Q3 Financial Announcement in January 2017

◆ Oncology (Early-stage pipeline products)

Generic Name/Project Code Number	Class	Target indication	Region	Stage	Partner	Target FY for approval/launch	Remarks
DS-3032	MDM2 inhibitor	Solid tumors	US/JP	P1	-	-	
		Leukemia	US	P1			
PLX7486	FMS/TRK inhibitor	Solid tumors	US	P1	-	-	
DS-8273	Anti-DR5 antibody	Solid tumors	US	P1	-	-	
PLX8394	BRAF inhibitor	Solid tumors	US	P1	-	-	
		Leukemia	US	P1			
DS-6051	NTRK/ROS1 inhibitor	Solid tumors	US/JP	P1	-	-	
PLX9486	KIT inhibitor	Solid tumors	US	P1	-	-	
DS-8201	Anti-HER2 antibody drug conjugate	Solid tumors	JP/US	P1	-	-	Granted Fast Track designation for HER2-positive metastatic breast cancer by U.S. FDA
DS-1123	Anti-FGFR2 antibody	Solid tumors	JP	P1	-	-	
DS-3201	EZH1/2 inhibitor	Non-Hodgkin's lymphoma	JP	P1	-	-	
		<u>Acute myeloid leukemia</u>	<u>US</u>	<u>P1</u>			
PLX73086/AC708	CSF-1R inhibitor	Tenosynovial Giant Cell Tumor (TGCT)	US	P1	-	-	
PLX51107	BRD4 inhibitor	Hematologic malignancies	US	P1	-	-	
U3-1402	Anti-HER3 antibody drug conjugate	Solid tumors	JP	P1	-	-	
<u>DS-1001</u>	<u>IDH1 mutant inhibitor</u>	<u>Glioma</u>	<u>JP</u>	<u>P1</u>	-	-	

Underline: change after FY2016 Q3 Financial Announcement in January 2017

◆ Cardiovascular-Metabolics (Late-stage pipeline products)

Generic Name/Project Code Number (Brand Name)	Class	Target indication	Region	Stage	Dosage Form	Partner	Target FY for approval/launch	Remarks
Edoxaban/DU-176b  Lixiana (JP) LIXIANA (EU, Asia) SAVAYSA (US)	Factor Xa inhibitor	Atrial fibrillation (AF)	ASCA etc.	Submitted			-	BR (14/6*), CN(15/8) * means June 2014, ditto
		Venous thromboembolism (VTE)	ASCA etc.	Submitted	Oral	-	-	BR (14/6), CN(15/8)
		Elderly patients with non-valvular atrial fibrillation	JP	P3			2021	Additional dosage and formulation for elderly (80 years and older) AF patients
The once daily oral anti coagulant (FXa inhibitor) discovered by Daiichi Sankyo. Edoxaban specifically, reversibly and directly inhibits the enzyme, Factor Xa, a clotting factor in the blood.								
Prasugrel/CS-747  Effient (US, Asia) Efiect (JP, EU)	Anti-platelet agent	Ischemic stroke	JP	P3	Oral	Ube Industries	<u>2018</u>	Additional indication, phase 3 studies completed
The oral antiplatelet agent. Prasugrel helps to keep blood platelets from clumping together and developing a blockage in an artery.								
Esaxerenone/CS-3150	MR antagonist	Hypertension	JP	P3	Oral	Exelixis, Inc.	2019	
		Diabetic nephropathy	JP	P2b			-	
The agent inhibits aldosterone binding to Mineralocorticoid Receptor (MR) which stimulate the sodium absorption into kidney. This agent is expected to exhibit antihypertensive and organ-protective effect.								

Underline: change after FY2016 Q3 Financial Announcement in January 2017

◆ Cardiovascular-Metabolics (Early-stage pipeline products)

Generic Name/Project Code Number	Class	Target indication	Region	Stage	Partner	Target FY for approval/launch	Remarks
DS-1040	TAFIa inhibitor	Acute ischemic stroke, Acute pulmonary embolism	-	P1	-	-	
DS-2330	Hyperphosphatemia treatment	Hyperphosphatemia in chronic kidney disease (CKD)	-	P1	-	-	
DS-9231/TS23	$\alpha$ 2 plasmin inhibitor-inactivating antibody	Thrombosis (cardiovascular diseases, ischemic stroke)	-	P1	Translational Sciences, Inc.	-	In-lisencing from Translational Sciences, Inc.

Underline: change after FY2016 Q3 Financial Announcement in January 2017



◆ Internal Medicine (Late-stage pipeline products)

Generic Name/Project Code Number (Brand Name)	Class	Target indication	Region	Stage	Dosage Form	Partner	Target FY for approval/launch	Remarks
CL-108	Opioid $\mu$ -receptor agonist combination	Acute pain	US	<u>Received CRL</u>	Oral	Charleston Laboratories, Inc.	-	<u>FDA issued Complete Response Letter in the end of January 2017</u>
Combination product of immediate-release promethazine, hydrocodone and acetaminophen. Reduction of opioid-induced nausea and vomiting (OINV) is expected.								
Hydromorphone/DS-7113	Opioid $\mu$ -receptor agonist	Cancer pain	JP	<u>Approved</u>	Oral	-	-	<u>Daiichi Sankyo Propharma received approval in March 2017 Extended-release and immediate-release formulations</u>
Narurapid (JP): immediate-release formulations			JP	<u>Submitted</u>	Injection	-	<u>2017</u>	<u>Submitted by Daiichi Sankyo Propharma in February 2017 Additional dosage form</u>
Narusus (JP): extended-release formulations	Narcotic analgesics							
Mirogabalin/DS-5565	$\alpha 2\delta$ ligand	Fibromyalgia	US/EU	P3	Oral	-	2019	The pain therapy agent to reduce the neurotransmitter release from nerve terminals. This agent is expected to show the good balanced efficacy and safety profile.
		Diabetic peripheral neuropathic pain	JP/Asia	P3			2018	
		Postherpetic neuralgia	JP/Asia	P3			2018	
Denosumab/AMG 162	Anti-RANKL antibody	Rheumatoid arthritis	JP	Submitted	Injection	Amgen	<u>2017</u>	Additional Indication, submitted in September 2016
Pralia (JP)								The fully human monoclonal antibody to target RANK Ligand, an essential mediator of osteoclast formation.
CHS-0214	TNF $\alpha$ inhibitor	Rheumatoid arthritis	JP	P3	Injection	Coherus BioSciences, Inc.	<u>2018</u>	In preparation for submission
	Etanercept biosimilar							
Laninamivir/CS-8958	Neuraminidase inhibitor	Influenza	US/EU	P2	Inhalation	-	-	Out-licensing with Biota
Inavir (JP)			JP	P3			-	-
The long-acting neuraminidase inhibitor and acts directly on the pulmonary and tracheal sites of infection.								

Underline: change after FY2016 Q3 Financial Announcement in January 2017

◆ Internal Medicine (Early-stage pipeline products)

Generic Name/Project Code Number	Class	Target indication	Region	Stage	Partner	Target FY for approval/launch	Remarks
DS-1971	Analgesic agent	Chronic pain	-	P1	-	-	
DS-1501	Anti-Siglec-15 antibody	Osteoporosis	US	P1	-	-	
DS-7080	Angiogenesis inhibitor	Neovascular age-related macular degeneration (AMD)	US	P1	-	-	
DS-2969	GyrB inhibitor	Clostridium difficile infection (CDI)	<u>US</u>	P1	-	-	<u>Active in out-licensing</u>
DS-5141	ENA oligonucleotide	Duchenne muscular dystrophy (DMD)	JP	P1/2	-	-	<u>Granted SAKIGAKE designation from MHLW in April 2017</u>

Underline: change after FY2016 Q3 Financial Announcement in January 2017

◆ Vaccines

Generic Name/Project Code Number (Brand Name)	Class	Target indication	Region	Stage	Dosage Form	Partner	Target FY for approval/launch	Remarks
VN-100	Intradermal seasonal influenza vaccine	Prevention of seasonal influenza	JP	Submitted	Injection*	Terumo Corporation	-	Submitted by Japan Vaccine in April 2015 * prefilled syringe
		The Vaccine is a pre-filled syringe type, intradermal influenza HA vaccine co-developed by four companies [Daiichi Sankyo, Terumo Corporation, Japan Vaccine and Kitasato Daiichi Sankyo Vaccine Co., Ltd.]. The intradermal injection device for this vaccine is developed by Terumo Corporation. This device, which offers a more easy-to-use, surefire method to administer the vaccine than current methods. The device is also expected to ease patient hesitation to be injected and lower the risk of damaging peripheral blood vessels and nerves within the subcutaneous tissue.						
VN-0107/MEDI3250	Live attenuated influenza vaccine	Prevention of seasonal influenza	JP	Submitted	Nasal spray	AstraZeneca/ MedImmune	-	Submitted by Daiichi Sankyo in June 2016
		The US brand name of this vaccine is FluMist Quadrivalent that is a live attenuated influenza vaccine which is administered as a nasal spray and contains four protective strains.						
VN-0105	DPT-IPV/Hib vaccine	Prevention of pertussis, diphtheria, tetanus, poliomyelitis and Hib	JP	P3	Injection	Sanofi Pasteur	2019	Co-develop with Sanofi K.K.and KDSV
		A combination vaccine reconstituting Hib with precipitated and purified pertussis-diphtheria-tetanus-inactivated polio vaccine (Salk vaccine) vaccine launched in Japan, as 1st in the class of pentavalent vaccine (DPT-IPV/Hib).						
VN-0102/JVC-001	Measles-Mumps-Rubella vaccine	Prevention of Measles, Mumps and Rubella	JP	P1/2	Injection	-	-	Japan vaccine company is conducting the phase 1/2 study

Underline: change after FY2016 Q3 Financial Announcement in January 2017

◆ Stage-up (major changes from the FY2016 Q2 Financial Announcement in October 2016)

Generic Name/Project Code Number	Class	Target indication	Current region/stage	Remarks
Quizartinib/AC220	FLT3-ITD inhibitor	Acute myeloid leukemia	JP P2	Commencement of phase 2 study
DS-3201	EZH1/2 inhibitor	Acute myeloid leukemia	US P1	Commencement of phase 1 study
DS-1001	IDH1 mutant inhibitor	Glioma	JP P1	Commencement of phase 1 study
Hydromorphone/DS-7113	Opioid m-receptor agonist	Cancer pain	JP Approved	Daiichi Sankyo Propharma received approval in March 2017 Extended-release and immediate-release formulations
			JP Submitted	Submitted by Daiichi Sankyo Propharma in February 2017

◆ Discontinue (major changes from the FY2016 Q3 Financial Announcement in January 2017)

Generic Name/Project Code Number	Class	Target indication	Stage	Reason
Tivantinib/ARQ 197	MET inhibitor	Hepatocellular cancer	US/EU P3	Decided to discontinue the development after reviewing its study results.
DS-8895	Anti-EPHA2 antibody	Solid tumors	JP P1	Decided to discontinue the development considering the portfolio.
DS-5573	Anti-B7-H3 antibody	Solid tumors	JP P1	Decided to discontinue the development considering the portfolio.
U3-1784	Anti-FGFR4 antibody	Solid tumors	EU P1	Decided to discontinue the development considering the portfolio.
DS-8500	GPR119 agonist	Diabetes	JP/US P2	Decided to discontinue the development after reviewing its study results.
DS-9001	Anti-PCSK9 Anticalin-Albumod	Dyslipidemia	- P1	Decided to discontinue the development after reviewing its study results.

