Passion for Innovation. Compassion for Patients.™



# **Top Management Presentation Financial Results of FY2017 Q1**

## DAIICHI SANKYO CO., LTD

Kazunori Hirokawa
Executive Vice President and CFO

July 31, 2017

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## **Agenda**



FY2017 Q1 Financial Results

- Major Management Topics
  - Edoxaban
  - Japan Business
  - Injectafer
  - Business Growth in China

R&D Update



## **FY2017 Q1 Financial Results**

## **Overview of FY2017 Q1 Results**

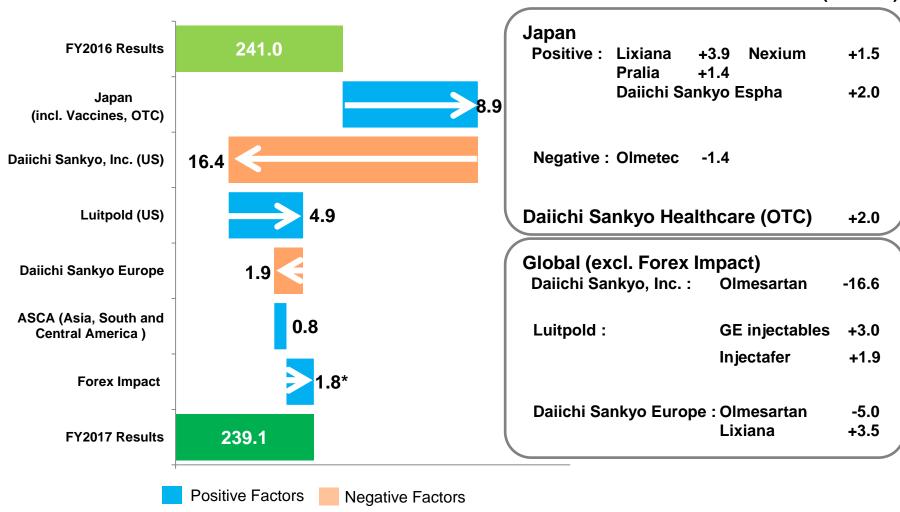


	FY2016 Q1 Results	FY2017 Q1 Results	YoY
Revenue	241.0	239.1	-1.9
Cost of Sales	77.6	80.1	+2.5
SG&A Expenses	69.5	70.8	+1.3
R&D Expenses	46.6	48.0	+1.4
Operating Profit	47.3	40.3	-14.8% - <b>7.0</b>
Profit before Tax	45.2	42.2	-3.0
Profit attributable to owners of the Company	30.6	29.2	-1.4
Currency USD/JPY	108.25	111.10	+2.85
Rate EUR/JPY	122.17	122.19	+0.02

#### Revenue



#### Decreased by 1.9 Bn JPY (Decreased by 3.7 Bn JPY excl. forex impact)

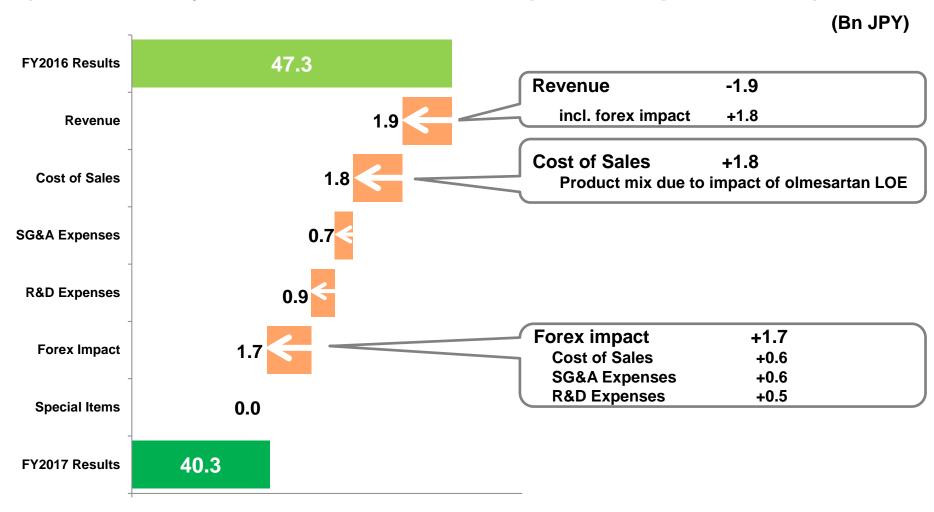


<sup>\*</sup> Forex impact USD: +1.4, ASCA: +0.4

## **Operating Profit**



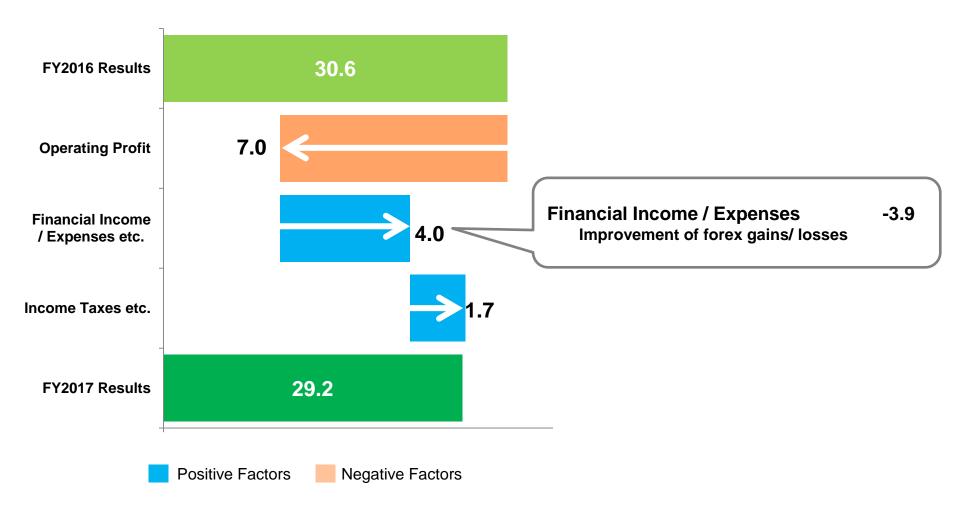
# Decreased by 7.0 Bn JPY (Decreased by 7.1 Bn JPY excl. forex impact and special items)



## **Profit Attributable to Owners of the Company**



#### **Decreased by 1.4 Bn JPY**



## Revenue: Major Business Units (Incl. Forex impact)



FY2016 Q1 Results	FY2017 Q1 Results	YoY	vs. Forecast (%)
123.4	130.0	+6.6	24.3%
14.8	16.8	+2.0	24.4%
40.7	25.0	-15.7	40.3%
23.2	6.8	-16.4	48.4%
10.0	10.1	+0.2	37.5%
6.0	6.1	+0.1	-
0.3	0.5	+0.2	24.1%
0.9	1.3	+0.4	-
22.0	27.6	+5.6	26.8%
7.4	7.4	+0.0	26.4%
5.9	8.1	+2.1	24.4%
7.4	10.7	+3.3	-
20.4	18.5	-1.9	28.1%
14.0	9.0	-5.0	34.5%
2.3	1.9	-0.4	27.2%
1.4	4.9	+3.5	22.3%
17.7	19.0	+1.2	22.6%
	123.4 14.8 40.7 23.2 10.0 6.0 0.3 0.9 22.0 7.4 5.9 7.4 20.4 14.0 2.3 1.4	Q1 Results       Q1 Results         123.4       130.0         14.8       16.8         40.7       25.0         23.2       6.8         10.0       10.1         6.0       6.1         0.3       0.5         0.9       1.3         22.0       27.6         7.4       7.4         5.9       8.1         7.4       10.7         20.4       18.5         14.0       9.0         2.3       1.9         1.4       4.9	Q1 Results       YoY         123.4       130.0       +6.6         14.8       16.8       +2.0         40.7       25.0       -15.7         23.2       6.8       -16.4         10.0       10.1       +0.2         6.0       6.1       +0.1         0.3       0.5       +0.2         0.9       1.3       +0.4         22.0       27.6       +5.6         7.4       7.4       +0.0         5.9       8.1       +2.1         7.4       10.7       +3.3         20.4       18.5       -1.9         14.0       9.0       -5.0         2.3       1.9       -0.4         1.4       4.9       +3.5

Currency	USD/JPY	108.25	111.10	+2.85
Rate	EUR/JPY	122.17	122.19	+0.02

## Revenue: Major Products in Japan



		FY2016 Q1 Results	FY2017 Q1 Results	YoY	vs. Forecast (%)
Nexium	ulcer treatment	21.0	22.6	+1.5	24.6%
Memary	Alzheimer's disease treatment	12.1	12.5	+0.4	23.2%
Olmetec	antihypertensive agent	18.3	16.8	-1.4	35.8%
Lixiana	anticoagulant	5.5	9.4	+3.9	24.0%
Loxonin	anti-inflammatory analgesic	10.3	9.6	-0.7	29.0%
Tenelia	type 2 diabetes mellitus treatment	6.7	7.6	+0.9	25.3%
Pralia	treatment for osteoporosis	4.1	5.5	+1.4	23.9%
Rezaltas	antihypertensive agent	4.7	4.5	-0.2	28.1%
Ranmark	treatment for bone complications caused by bone metastases from tumors	3.4	3.8	+0.4	25.1%
Efient	antiplatelet agent	2.5	3.3	+0.8	25.4%
Inavir	anti-influenza treatment	0.6	0.7	+0.2	5.5%
Cravit	synthetic antibacterial agent	3.8	3.3	-0.4	25.4%
Urief	treatment for dysuria	3.0	2.9	-0.1	26.3%
Omnipaque	contrast medium	3.7	3.6	-0.0	33.1%
Mevalotin	antihyperlipidemic agent	2.9	2.4	-0.5	24.5%



# **Major Management Topics**

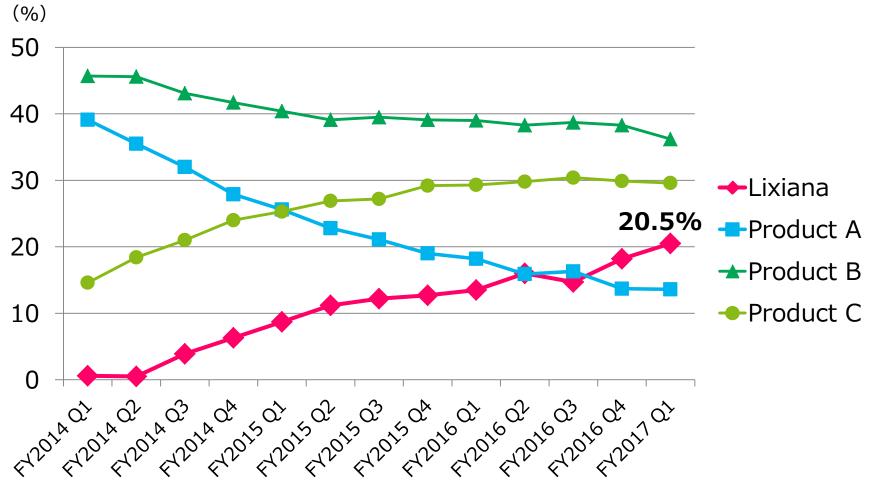


# **Edoxaban Update**

## **Growth in Japan**



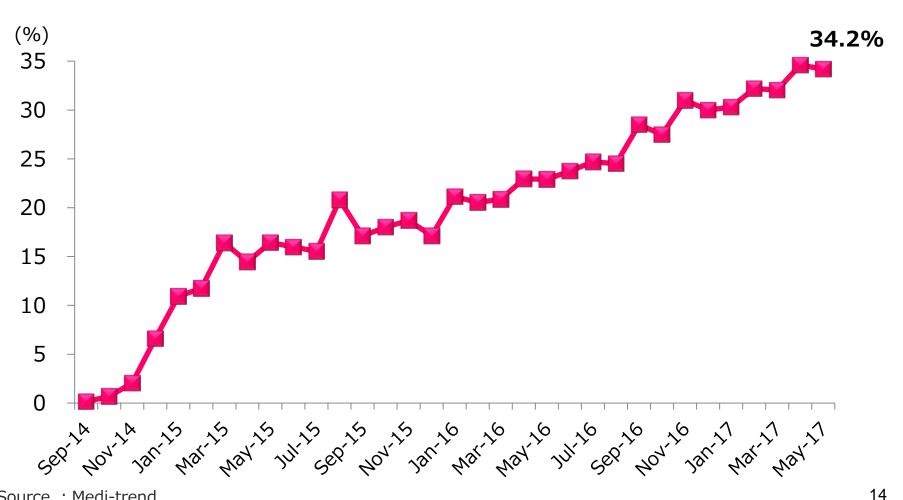
As of FY2017 Q1, Lixiana increased its sales share to 20.5%.



## **Growth in Japan**



Lixiana has reached top Rxs share since Mar. 2017 in prescription number of new patients for AF+VTE. The share expanded to 34.2% in May 2017.

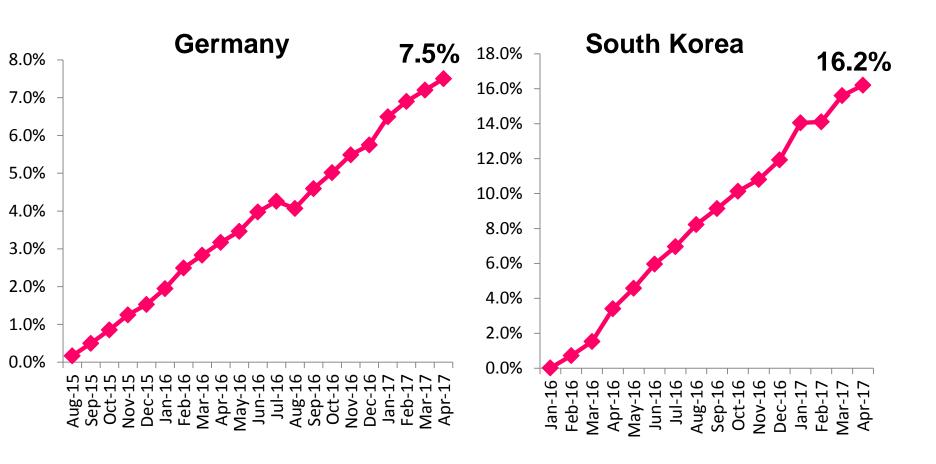


Source: Medi-trend

## **Growth in Germany and South Korea**



#### Steady uptake of sales share after launch



## LCM update



- Based on data from ENSURE-AF
  - ➤ Following the positive opinion of European CHMP\*¹ for LIXIANA (edoxaban) in patients with NVAF undergoing cardioversion, SmPC of LIXIANA was updated in "Posology and method of administration".
    - Approx. 24 % of newly diagnosed AF patients estimated to undergo cardioversion\*2.
  - The label update provides guidance on LIXIANA use in NVAF patients undergoing cardioversion. Physicians now rely on the guidance and use LIXIANA for such patients with more confident than ever.

	Clinical Setting (Comparator)	Primary Outcome	Presentaion
ENSURE-AF	Cardioversion (enoxaparin/warfarin)	<ul><li>Stroke, SEE, MI, CV mortality</li><li>Major and CRNM bleeding</li></ul>	ESC 2016

<sup>\*1:</sup> Committee for Medicinal Products for Human Use

<sup>\*2:</sup> Nabauer M., et al. Europace (2009) 11, 423-434



# **Japan Business Update**

## **Expansion of Product Portfolio in Japan**



#### Approval for PRALIA for additional indication (July 2017)

- Indications: Inhibition of the progression of bone erosion\*1 associated with rheumatoid arthritis
- Denosumab's approval for rheumatoid arthritis is first in the world
- First product to have both indications for osteoporosis and rheumatoid arthritis
  - √About 45% of RA patients complicated with osteoporosis\*2



#### Approval for CANALIA combination tablets (July 2017)

- Combination product of Tenelia and Canaglu tablets, two agents for type 2 diabetes mellitus treatments, created by Mitsubishi Tanabe Pharma Corporation
- Marketing by Daiichi Sankyo, and co-promoting with Mitsubishi Tanabe

- BERTHANDER DEN 100 M
- DPP-4 inhibitor/SGLT2 inhibitor combination drug, first approval in Japan

<sup>\*1:</sup> Bone erosion is a radiological term and reflects the fact that imaging is used for detection. Erosions are visible on plain radiographs as breaks and holes in the bone surface.

<sup>\*2: 2010</sup> Rheumatism White Paper (The Japan Rheumatism Friendship Association)

## **Expansion of Product Portfolio in Japan**



- Launch of Narurapid and Narusus for cancer pain treatment (June 2017)
  - Indications: Analgesic for moderate to severe cancer pain
  - Developed as unapproved drugs and indications with high medical needs in Japan
- Strengthen authorized generic (AG) business through Daiichi Sankyo Espha
  - Launched telmisartan (original brand name: Micardis) and its combination products (June 2017)
  - Launch olmesartan and rosuvastatin (original brand name: Crestor) in September ahead of competitors' generics



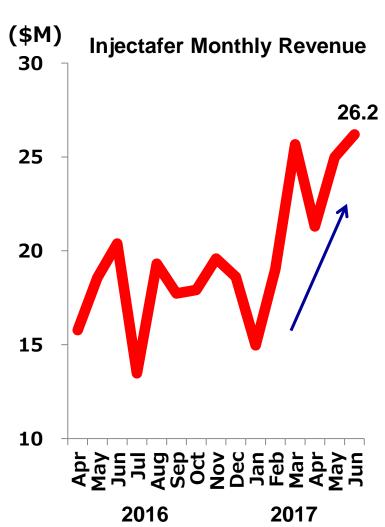


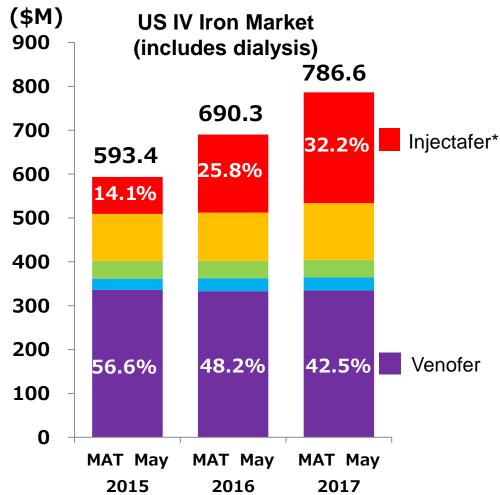
# **Injectafer Update**

## **Growth of Injectafer**



 Expanding monthly revenue under the integrated team (Daiichi Sankyo, Inc. and Luitpold) launched in Jan 2017





\*Injectafer is not indicated for patients who are dialysis dependent Copyright © 2017 QuintilesIMS. Reprinted with permission

Source: IMS National Sales Perspectives May 2017 (includes all US IV Iron sales in all channels including dialysis chains)

## Injectafer Life-Cycle Management



# Heart Failure : HEART-FID (Phase 3 Study)

Randomized, double-blind, placebo-controlled study for patients in heart failure (HF) with reduced ejection fraction (HFrEF) with iron deficiency (ID)

FDA Agreement of Special Protocol Assessment to conduct a single pivotal study in HF

Enrolling more than 3,000 adults across North America, Australia and New Zealand

Primary composite outcome measure includes:

- 12-month rate of death
- 12-month number of hospitalizations for worsening HF
- 6-month change in 6-minute walk test

Started March 2017; expected completion in 2022

Iron deficiency is a comorbid condition in 50% of HF patients

HF prevalence
has increased 5.8
million (2014)
Americans ≥20
years of age.

#### **Restless Leg Syndrome (RLS)**

A phase 2, randomized, placebo-controlled study, investigators will assess the efficacy and safety of Injectafer for the treatment of RLS in patients with IDA.



## **Business Growth in China**

### **Establish Efficient Structures and Expand Revenue**



 Sales promotion activities of each product by partners through alliance initially started from outside of major cities

To maximize revenue and profit of products

Partnering has expanded into major cities since April 2016

#### <Revenue>

Over 20% growth in FY2017

#### <Major Alliances>

Mn CNY	1,815	+15% 5	2,09	6		
	FY201 Result		Y201 Result		Y201 oreca	

Products	Alliance Start	Alliance Expansion
Olmetec	2015.12	
Olmetec HCTZ	2015.12	
Cravit	2015.1	
Asmeton	2013.9	2016.4
Mevalotin	2012.7	
Loxonin tablets	2014.2	
Loxonin tape	2016.1	

### **Enhance Production Capacity for Business Expansion**



 Daiichi Sankyo Pharmaceutical (Beijing) Co., Ltd. [Beijing Factory]

A new manufacturing line for injectable drugs has been activated since Jan. 2017.

<Cravit IV>

Daiichi Sankyo Pharmaceutical (Shanghai) Co., Ltd.
 [Shanghai Factory]

A new facility for solid-form drugs will be activated in FY2018.

<Olmesartan family, etc.>



# **R&D** Update

#### Mirogablin: Phase 3 Result and Future Schedule



	Phase 3 studies	Result (primary endpoint*)
	Fibromyalgia (FM) –E309	Not-achieved
	Fibromyalgia (FM) –E310	Not-achieved
	Fibromyalgia (FM) –E311	Not-achieved
lanan/	Post-herpetic neuralgia (PHN)	Achieved
Japan/ Asia	Diabetic peripheral neuropathic pain (DPNP)	TLR by September 2017

## Future schedule

\*comparison to placebo

- > US/EU
  - Comprehensive analysis including all studies will be conducted to determine NDA strategy after obtaining TLR of DPNP
- Japan/Asia
  - NDA strategy and timing will be determined after obtaining TLR of DPNP
  - Data disclosure at scientific conferences planned in FY2018

#### **Presentation at ASCO 2017**

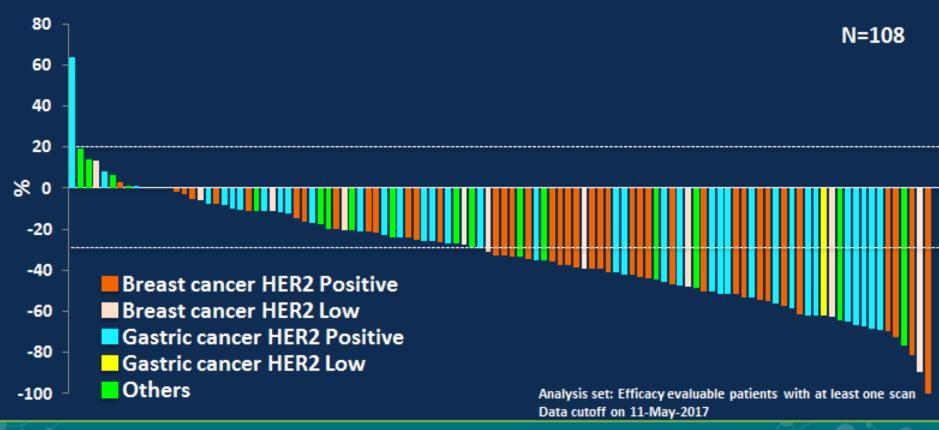


- DS-8201 (HER2-ADC)
  - Progress of ongoing phase 1 study (oral)
  - Immune response of DS-8201 (poster)
- U3-1402 (HER3-ADC)
  - Study design of ongoing phase 1/2 study (poster)





## Tumor size: best % change from baseline (5.4+6.4 mg/kg)



PRESENTED AT: ASCO ANNUAL MEETING '17 #ASCO17

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Presented by: Toshihiko <u>Doi</u>

Tumor size reductions were seen in most patients (reduction is bigger when the bar goes down lower than 0%)



## Confirmed overall response rate (5.4+6.4 mg/kg)

	ORR n (%)	DCR n (%)
Total	39/97 <mark>(40.2)</mark>	89/97 (91.8)
Breast Cancer	19/45 (42.2)	44/45 (97.8)
BC Prior T-DM1	16/35 (45.7)	35/35 (100.0)
BC Prior T-DM1+Pertuzumab	14/30 (46.7)	30/30 (100.0)
Gastric Cancer	16/36 (44.4)	32/36 (88.9)
GC Prior CPT-11	8/18 (44.4)	17/18 (94.4)

ORR: Overall Response Rate DCR: Disease Control Rate

Analysis set: Efficacy evaluable patients for confirmed overall response Data cutoff on 11-May-2017

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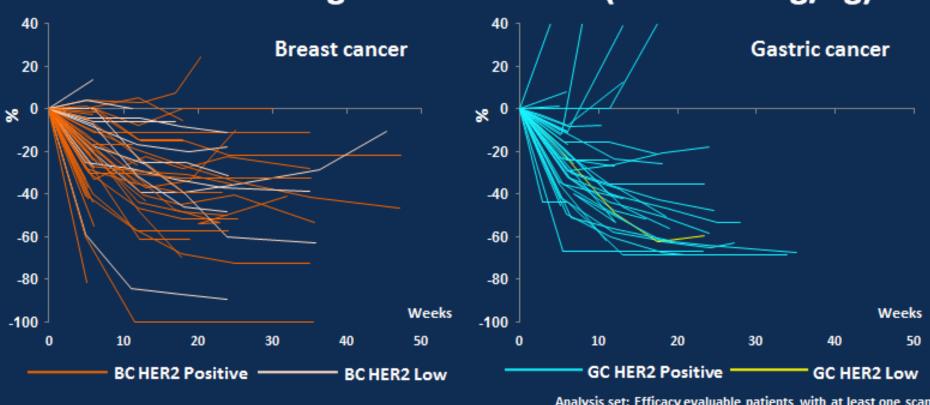
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Presented by: Toshihiko Doj

ORR was 45.7% in BC patients with prior treatment of T-DM1 (Kadcyla) ORR was 44.4 % in GC patients with prior treatment of CPT-11 (irinotecan)



## Tumor size: % Change from baseline (5.4 + 6.4 mg/kg)



Analysis set: Efficacy evaluable patients with at least one scan Data cutoff on 11-May-2017

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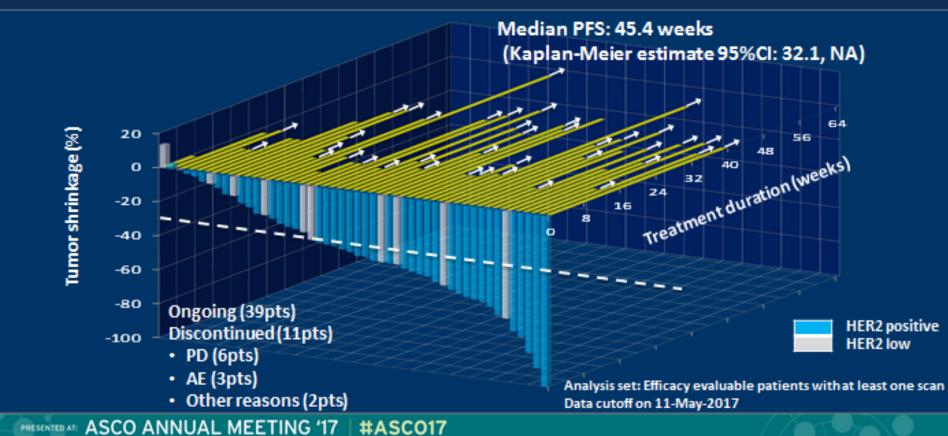
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Presented by: Toshihiko <u>Doi</u>

Tumor reductions confirmed from beginning of treatment and reductions are continuing



#### Response and treatment duration (Breast cancer, 5.4 + 6.4 mg/kg)



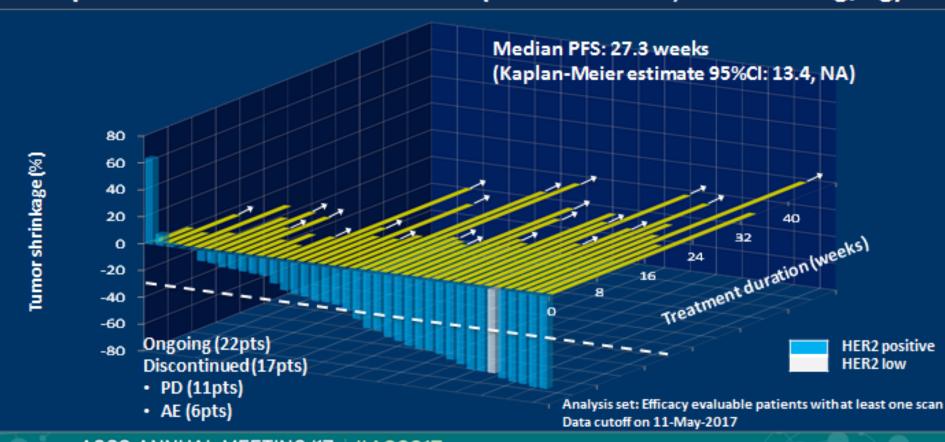
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Presented by: Toshihiko Doj

Median PFS has reached 45.4 weeks
Approximately 80% of patients continue treatment with DS-8201



## Response and treatment duration (Gastric cancer, 5.4 + 6.4 mg/kg)



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Median PFS has reached 27.3 weeks

Approximately 50% of patients continue treatment with DS-8201



## TEAE, any grade, >20% (No DLT observed)

Preferred Term (N=133)	Grade 1 (%)	Grade 2 (%)	Grade 3 (%)	Grade 4 (%)	All (%)	
Hematologic						
Platelet count decreased	13.5	9.0	8.3	3.8	34.6	
Anaemia	3.0	12.0	14.3	1.5	30.8	
Neutrophil count decreased	0.8	9.8	12.0	3.0	25.6	
White blood cell count decreased	0.8	12.8	9.0	1.5	24.1	
Gastrointestinal disorders	Gastrointestinal disorders					
Nausea	51.9	13.5	1.5	0.0	66.9	
Decreased appetite	33.8	20.3	3.8	0.0	57.9	
Vomiting	31.6	3.8	1.5	0.0	36.8	
Diarrhea	19.5	5.3	0.8	0.0	25.6	
Constipation	18.8	3.0	0.0	0.0	21.8	
Others						
Alopecia	21.1	6.0	0.0	0.0	27.1	
Malaise	18.0	4.5	0.8	0.0	24.1	

Any Grade 3/4 – 43.6%

Analysis set: Safety evaluable patients who received at least one dose of DS-8201a Data cutoff on 11-May-2017

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Presented by: Toshihiko Doj

No dose-limiting toxicity (DLT) was seen Low incidence of grade 4 adverse events

## **DS-8201: ASCO 2017(Poster)**



## Presented immune response of DS-8201

Purpose	To analyze MOA of combination benefit of DS-8201 and anti PD-1 antibody by using syngeneic mouse model
Result	When tumor cell was re-challenged to cured mice that were treated with DS-8201, it was rejected. Thus, activation of antitumor immunity was confirmed.  • Up-regulated dendritic cell*1 marker  • Up-regulated MHC-Class I*2 on tumor cells  • Up-regulated PD-L1*3 on tumor cells
Conclusion	This finding suggests that DS-8201 has ability to activate antitumor immunity and may have additional benefit of combining with immune checkpoint inhibitor

## Details will be disclosed in scientific journal.

<sup>&</sup>lt;sup>\*1</sup> Dendritic cells are a type of antigen-presenting cell that form an important role in the adaptive immune system

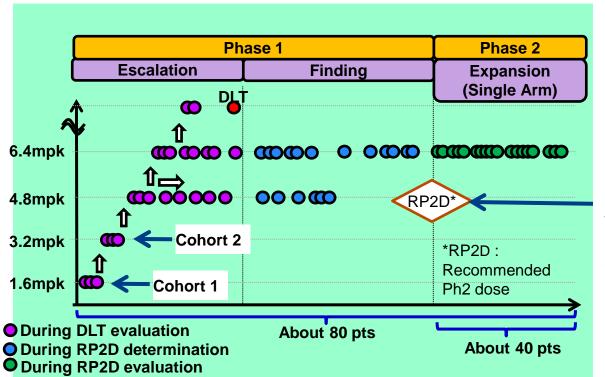
<sup>\*2</sup> MHC-Class I deliver short peptides to the cell surface allowing these peptides to be recognized by T cells

<sup>&</sup>lt;sup>\*3</sup> PD-L1 is a protein on tumor cell. When PD-L1 attach to receptors on T cells called PD-1, it inactivate T cells.

## U3-1402: ASCO 2017 (Poster)



- Presented Phase 1/2 study design
  - Target population: HER3 positive refractory/metastatic breast cancer
  - Study status:
    - Cohort 1 (1.6mg/kg): completed without dose-liming toxicity (DLT)
    - Cohort 2 (3.2mg/kg): dosing continues



Recommended phase 2 dose will be determined through dose escalation and dose finding parts.

#### **DS-8201: Future Schedule**



## Future data disclosure (Planned)

#### September 2017



HER2 positive solid tumor (eg colon cancer) excluding breast and gastric cancer

#### December 2017



HER2 positive and HER2 low breast cancer

#### Clinical trial schedule

**FY2017 FY2018 FY2019 FY2020 HER2+ Breast** HER2+ Breast Pivotal Phase 2 (JP/US/EU) (T-DM1 resistance Ph1 (T-DM1 failure) Planed to start FY2017 Q2 or refractory) HER2+ Gastric Pivotal Phase 2 (JP/Korea) HER2+ Gastric (Herceptin resistance (Herceptin failure) Planed to start FY2017 H2 or refractory)

#### U3-1402: Future Schedule



#### Clinical trial schedule

FY2017 FY2018 FY2019
Phase 1/2 study (Dec 2016~)

Phase 1/2 study (Dec 2016~)
HER3 positive refractory/metastatic breast cancer

☆TLR

Phase 1 study (start from FY2017 Q3) EGFRm NSCLC

#### Future milestone

- HER3 positive refractory/metastatic breast cancer TLR: FY2018 Q4
- Start of EGFRm NSCLC study: FY2017 Q3

## **DS R&D Day 2017**



- Date: December 13, 2017 in the afternoon
- Location: Daiichi Sankyo Headquarter Office
- Presenters:
  - Dr. Glenn Gormley (Sr. Executive Officer, Global R&D Head)
  - Dr. Antoine Yver
     (Global Head of Oncology R&D, Head of Daiichi Sankyo Cancer Enterprise)

## **FY2017 Major R&D Milestone Events**



Project	Indication/Study	Q1	Q2	Q3	Q4	FY18-Q1
Denosumab	Rheumatoid arthritis (JP)	Approved				
CL-108	Pain/Opioid-induced nausea and vomiting (US)			Re-sub	mission	
	Fibromyalgia Phase 3 study (US/EU)	TLR				
Mirogabalin	PHN Phase 3 studies (JP/Asia)	TLR				
	DPNP Phase 3 studies (JP/Asia)		TLR			
Pexidartinib	Tenosynovial giant cell tumor Phase 3 study (US/EU)		TLR			Submission
Quizartinib	QuANTUM-R AML 2nd line treatment Phase 3 study (US/EU/Asia)	Interim Analysis				TLR 🖕
Esaxerenone	Hypertension Phase 3 study (JP)		[	TLR	Submission <	
(CS-3150)	Diabetic nephropathy Phase 3 study (JP)			Study initiation	<del>(</del>	
DS-8201	HER2-positive Breast Cancer (T-DM1 resistance or refractory) Phase 2 study (pivotal) (JP/US/EU)		Study initiation	<b>\( \)</b>		
D3-0201	HER2-positive Gastric Cancer (Herceptin resistance or refractory) Phase 2 study (pivotal) (JP/Korea)			Study i	nitiation	
U3-1402	EGFRm NSCLC Phase 1 study			Study initiation		
DS-5141	Duchenne Muscular Dystrophy Phase 1/2 study (JP)	SAKIGA KE			TI	_R

Red: Update \*TLR: Top Line Results

## **Major R&D Pipeline**



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Therapeutic area	Phase 1	Phase 2	Phase 3	Application
Oncology	■ DS-3032 (US/JP)■ DS-8273 (US) (MDM2 inhibitor) (Anti-DR5 antibody)  ■ PLX7486 (US) (SM5 / TRK inhibitor) (Anti-HER2 ADC)  ■ PLX8394 (US) (SM6 / TRK / TRK inhibitor) (Anti-HER2 ADC)  ■ DS-6051 (US/JP)■ U3-1402 (JP) (NTRK/ROS1 inhibitor) (Anti-HER3 ADC) (NTRK/ROS1 inhibitor) (IDH1m inhibitor)  ■ DS-3201 (JP/US) (EZH1/2 inhibitor)  ■ PLX73086 (US) (CSF-1R inhibitor)  ■ PLX51107 (US) (BRD4 inhibitor)	Patritumab (EU) (U3-1287 / Anti-HER3 antibody)  Pexidartinib (US) (PLX3397 / Glioblastoma / CSF-1R/KIT/FLT3-ITD inhibitor)  DS-1647 (JP) (Glioblastoma / G47∆ virus)  Quizartinib (JP) (AC220 / AML-2 <sup>nd</sup> / FLT3-ITD inhibitor)	■ Denosumab (JP)  (AMG 162 / Breast cancer adjuvant / Anti-RANKL antibody) ■ Nimotuzumab (JP)  (DE-766 / Gastric cancer / Anti-EGFR antibody) ■ Vemurafenib (US/EU)  (PLX4032 / Melanoma Adjuvant / BRAF inhibitor) ■ Quizartinib (US/EU/Asia)  (AC220 / AML-2 <sup>nd</sup> / FLT3-ITD inhibitor) ■ Pexidartinib (US/EU)  (PLX3397 / TGCT / CSF-1R/KIT/FLT3-ITD inhibitor)	
Cardiovascular- Metabolics	<ul> <li>DS-1040 (US/EU/JP)         (Acute ischemic stroke / TAFIa inhibitor)</li> <li>DS-2330         (Hyperphosphatemia)</li> <li>DS-9231/TS23         (Thrombosis / α2-PI inactivating antibody)</li> </ul>	Esaxerenone (JP) (CS-3150 / DM nephropathy / MR antagonist)	■ Edoxaban (JP) (DU-176b / AF / FXa inhibitor) ■ Prasugrel (JP) (CS-747 / Ischemic stroke / Antiplatelet agent) ■ Esaxerenone (JP) (CS-3150 / Hypertension / MR antagonist)	■ Edoxaban (ASCA etc.) (DU-176b / AF / FXa inhibitor) ■ Edoxaban (ASCA etc.) (DU-176b / VTE / FXa inhibitor)
Others	■ DS-1971 (Chronic pain) ■ DS-1501 (US) (Osteoporosis / Anti-Siglec-15 antibody) ■ DS-7080 (US) (AMD / Angiogenesis inhibitor) ■ DS-2969 (US) (Clostridium difficile infection /GyrB inhibitor) ■ DS-5141 (JP) (DMD / ENA oligonucleotide) ■ VN-0102/JVC-001 (JP) (MMR vaccine)	Laninamivir (US/EU) (CS-8958 / Anti-influenza / out-licensing with Biota)	Mirogabalin (US/EU) (DS-5565 / Fibromyalgia / α2δ ligand)  Mirogabalin (JP/Asia) (DS-5565 / DPNP/ α2δ ligand)  Mirogabalin (JP/Asia) (DS-5565 / PHN / α2δ ligand)  VN-0105 (JP) (DPT-IPV / Hib vaccine)  Laninamivir (JP) (CS-8958 / Anti-influenza / nebulizer)	Hydromorphone (JP) (DS-7113 / Cancer pain / Opioid μ- receptor agonist) <injection> CL-108 (US) (Acute pain / Opioid μ-receptor agonist) Intradermal Seasonal Influenza Vaccine (JP) (VN-100 / prefilled i.d. vaccine for seasonal flu) VN-0107/MEDI3250 (JP) (Nasal spray flu vaccine)</injection>

#### **Contact address regarding this material**

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