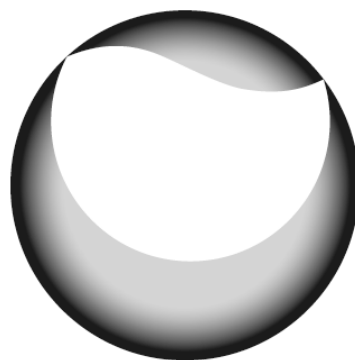


Reference Data

(Consolidated Financial Results for Q4 FY2017)



Daiichi-Sankyo

April 27, 2018

Daiichi Sankyo Co., Ltd.

<https://www.daiichisankyo.com>

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1. Consolidated Statement of Profit or Loss

JPY Bn	FY2016		FY2017					FY2018			
	to revenue	Results	to revenue	Results	(vs. Forecast (%))	YoY	YoY (%)	to revenue	Forecast	YoY	YoY (%)
Revenue	100.0%	955.1	100.0%	960.2	(101.1%)	5.1	+0.5%	100.0%	910.0	-50.2	-5.2%
Cost of sales	36.6%	349.4	36.0%	346.0	(99.7%)	-3.4	-1.0%	36.3%	330.0	-16.0	-4.6%
(excl. Special items)	34.0%	325.2	36.1%	347.0		21.9	+6.7%				
(Special items)	2.5%	24.2	-0.1%	-1.0		-25.2	-104.2%				
Gross Profit	63.4%	605.8	64.0%	614.2	(101.9%)	8.4	+1.4%	63.7%	580.0	-34.2	-5.6%
SG&A expenses	31.7%	302.5	31.4%	301.8	(101.6%)	-0.6	-0.2%	32.1%	292.0	-9.8	-3.3%
(excl. Special items)	30.4%	290.8	31.0%	297.4		6.6	+2.3%				
(Special items)	1.2%	11.7	0.5%	4.5		-7.2	-61.6%				
R&D expenses	22.4%	214.3	24.6%	236.0	(102.2%)	21.7	+10.1%	23.1%	210.0	-26.0	-11.0%
(excl. Special items)	22.0%	209.8	21.4%	205.9		-4.0	-1.9%				
(Special items)	0.5%	4.5	3.1%	30.2		25.7	+567.4%				
Operating Profit	9.3%	88.9	7.9%	76.3	(101.7%)	-12.6	-14.2%	8.6%	78.0	1.7	+2.3%
(Operating Profit before Special items)	13.5%	129.3	11.4%	109.9		-19.4	-15.0%				
Financial income/expenses		-1.3		4.4		5.7					
Share of profit or loss of investments accounted for using the equity method		0.2		0.3		0.2					
Profit before tax	9.2%	87.8	8.4%	81.0	(108.0%)	-6.8	-7.7%	8.6%	78.0	-3.0	-3.7%
Income taxes		40.3		21.2		-19.1	-47.4%				
Profit for the year	5.0%	47.5	6.2%	59.8		12.3	+26.0%	6.0%	55.0	-4.8	-8.0%
Profit attributable to owners of the Company	5.6%	53.5	6.3%	60.3	(120.6%)	6.8	+12.7%	6.0%	55.0	-5.3	-8.8%

Forex impact: +14.0
(USD: +4.1, EUR: +6.7, ASCA: +3.2)

Forex impact: +3.3
(USD: +1.7, EUR: +1.2, ASCA: +0.4)

Forex impact: +5.9
(USD: +1.6, EUR: +3.1, ASCA: +1.2)

Forex impact: +2.9
(USD: +1.8, EUR: +1.0)

Forex impact: +1.9
(USD: -1.0, EUR: +1.4, ASCA: +1.5)

Improvement in forex gains/losses

FY2016:
Due to unrealized tax effect by impairment loss (Vaccine)

FY2017:
Impact of the tax rate reduction in US

Special items

	FY2016		FY2017	
Cost of Sales	Restructuring costs in SC	3.6	Gain on sales of fixed assets	-6.1
	Impairment loss (Vaccine)	20.6	Impairment loss (Intangible)	5.1
SG&A expenses	Restructuring costs in EU	10.6	Restructuring costs in US	2.8
	Impairment loss (Vaccine)	1.0	Litigation fee	1.7
R&D expenses	Restructuring costs in R&D	2.5	Impairment loss (Intangible)	30.2
	Impairment loss (Vaccine)	0.2		
	Impairment loss (Intangible)	1.8		
Total		40.4		33.6

Tax rate	45.9%	26.2%
Overseas sales ratio	39.3%	35.6%
Currency Rate (Average)		
USD/JPY	108.42	110.86
EUR/JPY	118.84	129.70

Currency Rate (Average)	
USD/JPY	110.00
EUR/JPY	130.00

Annual impact of one yen change

	Forecast	
	USD	EUR
Revenue	1.5 JPY Bn	0.6 JPY Bn
Operating Profit	-0.5 JPY Bn	0.1 JPY Bn

*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	FY2016		FY2017			FY2018			
	Results		Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
Olmesartan antihypertensive agent	218.0		149.7	(102.5%)	-68.3	-31.3%	100.0	-49.7	-33.2%
Olmetec (JPN)	69.4		44.6	(94.9%)	-24.8	-35.8%	19.0	-25.6	-57.4%
Rezaltas (JPN)	17.5		16.8	(104.7%)	-0.8	-4.4%	14.0	-2.8	-16.5%
Olmesartan (US)	66.4		21.3	(118.5%)	-45.0	-67.8%	7.0	-14.3	-67.2%
Olmesartan (EU)	43.2		33.5	(104.7%)	-9.7	-22.4%	23.0	-10.5	-31.4%
Other subsidiaries, export, etc	21.5		33.5	(101.4%)	12.0	+55.6%	37.0	3.5	+10.6%
Edoxaban anticoagulant	37.3		77.1	(102.8%)	39.8	+106.5%	105.0	27.9	+36.2%
Lixiana (JPN)	25.0		45.3	(100.8%)	20.3	+81.4%	54.0	8.7	+19.1%
Savaysa (US)	1.9		2.2	(108.4%)	0.3	+15.6%	2.0	-0.2	-7.8%
Lixiana (EU)	9.7		27.0	(103.8%)	17.3	+179.1%	45.0	18.0	+66.7%
Other subsidiaries	0.8		2.6	(129.1%)	1.8	+230.3%	4.0	1.4	+54.9%
Prasugrel antiplatelet agent	41.6		32.8	-	-8.8	-21.1%	not disclosed	-	-
Effient alliance revenue (US)	22.2		10.7	-	-11.5	-52.0%	not disclosed	-	-
Efient (EU)	7.9		8.0	(100.2%)	0.1	+0.8%	7.0	-1.0	-12.7%
Efient (JPN)	10.4		12.8	(98.7%)	2.4	+23.2%	15.0	2.2	+16.9%
Other subsidiaries, export, etc	1.0		1.3	-	0.3	+27.4%	not disclosed	-	-

3. Revenue by Business Units and Products (1)

JPY Bn	FY2016		FY2017				FY2018		
	Results		Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
Japan	506.6		540.0	(100.8%)	33.5	+6.6%	498.0	-42.0	-7.8%
Nexium ulcer treatment	84.0		86.5	(104.3%)	2.6	+3.0%	76.0	-10.5	-12.2%
Memary Alzheimer's disease treatment	46.9		48.6	(97.1%)	1.7	+3.6%	51.0	2.4	+5.0%
Olmotec antihypertensive agent	69.4		44.6	(94.9%)	-24.8	-35.8%	19.0	-25.6	-57.4%
Lixiana anticoagulant	25.0		45.3	(100.8%)	20.3	+81.4%	54.0	8.7	+19.1%
Loxonin anti-inflammatory analgesic	37.4		36.5	(101.3%)	-1.0	-2.6%	31.0	-5.5	-15.0%
Tenelia type 2 diabetes mellitus treatment	24.2		26.3	(101.1%)	2.1	+8.8%	27.0	0.7	+2.7%
Pralia treatment for osteoporosis/ inhibitor of the progression of bone erosion associated with rheumatoid arthritis	18.0		23.2	(100.8%)	5.2	+29.1%	27.0	3.8	+16.5%
Rezaltas antihypertensive agent	17.5		16.8	(104.7%)	-0.8	-4.4%	14.0	-2.8	-16.5%
Ranmark treatment for bone complications caused by bone metastases from tumors	13.9		15.4	(102.7%)	1.5	+10.6%	16.0	0.6	+3.9%
Efient antiplatelet agent	10.4		12.8	(98.7%)	2.4	+23.2%	15.0	2.2	+16.9%
Inavir anti-influenza treatment	19.6		25.3	(140.4%)	5.7	+29.2%	19.0	-6.3	-24.8%
Cravit synthetic antibacterial agent	15.1		12.7	(97.5%)	-2.4	-16.1%	7.0	-5.7	-44.8%
Urief treatment for dysuria	11.4		11.1	(101.1%)	-0.3	-2.7%	10.0	-1.1	-10.1%
Omnipaque contrast medium	14.2		14.0	(107.4%)	-0.2	-1.6%	10.0	-4.0	-28.4%
Mevalotin antihyperlipidemic agent	10.4		8.6	(95.7%)	-1.8	-17.6%	6.0	-2.6	-30.3%
Daiichi Sankyo Espha products	20.2		46.7	-	26.5	+131.5%	not disclosed	-	-
Vaccines business	38.5		41.9	-	3.4	+8.8%	not disclosed	-	-
Daiichi Sankyo Healthcare (OTC)	66.7		72.9	(102.7%)	6.2	+9.3%	74.0	1.1	+1.5%

3. Revenue by Business Units and Products (2)

JPY Bn	FY2016		FY2017				FY2018		
	Results		Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
Daiichi Sankyo, Inc. (US)	142.3		74.8	(106.8%)	-67.5	-47.5%	44.0	-30.8	-41.1%
Olmesartan	antihypertensive agent	66.4	21.3	(118.5%)	-45.0	-67.8%	7.0	-14.3	-67.2%
Welchol	hypercholesterolemia treatment/ type 2 diabetes mellitus treatment	45.5	33.9	(102.8%)	-11.6	-25.5%	25.0	-8.9	-26.3%
Effient	antiplatelet agent	22.2	10.7	-	-11.5	-52.0%	not disclosed	-	-
Savaysa	anticoagulant	1.9	2.2	(108.4%)	0.3	+15.6%	2.0	-0.2	-7.8%
Movantik	opioid-induced constipation treatment	4.2	4.7	-	0.5	+12.3%	not disclosed	-	-
Luitpold Pharmaceuticals, Inc. (US)	88.1		105.4	(100.4%)	17.3	+19.7%	110.0	4.6	+4.4%
Venofer	treatment for iron deficiency anemia	28.5	31.0	(99.9%)	2.5	+8.7%	27.0	-4.0	-12.8%
Injectafer	treatment for iron deficiency anemia	24.0	34.3	(98.1%)	10.4	+43.3%	39.0	4.7	+13.6%
Daiichi Sankyo Europe GmbH	71.0		79.4	(101.9%)	8.5	+12.0%	85.0	5.6	+7.0%
Olmesartan	antihypertensive agent	43.2	33.5	(104.7%)	-9.7	-22.4%	23.0	-10.5	-31.4%
Efient	antiplatelet agent	7.9	8.0	(100.2%)	0.1	+0.8%	7.0	-1.0	-12.7%
Lixiana	anticoagulant	9.7	27.0	(103.8%)	17.3	+179.1%	45.0	18.0	+66.7%
Asia, South and Central America (ASCA)	72.1		80.4	(101.8%)	8.2	+11.4%	90.0	9.6	+12.0%
Daiichi Sankyo China		33.8	35.3	-	1.5	+4.6%	not disclosed	-	-
Daiichi Sankyo Taiwan		5.2	6.6	-	1.4	+27.5%	not disclosed	-	-
Daiichi Sankyo Korea		8.8	11.8	-	3.0	+33.5%	not disclosed	-	-
Daiichi Sankyo Thailand		2.5	2.9	-	0.4	+14.6%	not disclosed	-	-
Daiichi Sankyo Brasil Farmacêutica		8.8	10.1	-	1.3	+14.6%	not disclosed	-	-

3. Revenue by Business Units and Products (3)

[Reference] Revenue in Local Currency

USD Mn

	FY2016	FY2017				FY2018		
	Results	Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
Daiichi Sankyo, Inc. (US)	1,312	674	(107.2%)	-638	-48.6%	400	-274	-40.7%
Olmesartan antihypertensive agent	612	192	(119.0%)	-420	-68.5%	64	-129	-66.9%
Welchol hypercholesterolemia treatment/ type 2 diabetes mellitus treatment	420	306	(103.2%)	-114	-27.1%	227	-79	-25.7%
Effient antiplatelet agent	205	96	-	-109	-53.0%	not disclosed	-	-
Savaysa anticoagulant	17	20	(108.8%)	2	+13.0%	18	-1	-7.0%
Movantik opioid-induced constipation treatment	38	42	-	4	+9.9%	not disclosed	-	-

USD Mn

Luitpold Pharmaceuticals, Inc. (US)	812	951	(100.8%)	138	+17.0%	1,000	49	+5.2%
Venofer treatment for iron deficiency anemia	263	279	(100.2%)	17	+6.3%	245	-34	-12.1%
Injectafer treatment for iron deficiency anemia	221	310	(98.5%)	89	+40.1%	355	45	+14.5%

EUR Mn

Daiichi Sankyo Europe GmbH	597	613	(99.3%)	15	+2.6%	654	41	+6.7%
Olmesartan antihypertensive agent	363	258	(102.1%)	-105	-28.9%	177	-82	-31.5%
Efient antiplatelet agent	67	62	(97.6%)	-5	-7.6%	54	-8	-12.9%
Lixiana anticoagulant	81	208	(101.2%)	127	+155.7%	346	138	+66.3%

4. Consolidated Statement of Financial Position

<Assets>

JPY Bn

	Mar. 2017	Mar. 2018	vs. Mar. 2017
Assets			
Current assets			
Cash and cash equivalents	246.1	357.7	111.7
Trade and other receivables	231.9	231.5	-0.3
Other financial assets	552.9	429.4	-123.5
Inventories	153.1	172.6	19.4
Other current assets	10.5	10.3	-0.1
Subtotal	1,194.4	1,201.5	7.1
Assets held for sale	3.4	-	-3.4
Total current assets	1,197.8	1,201.5	3.8
Non-current assets			
Property, plant and equipment	217.8	217.9	0.2
Goodwill	78.4	75.5	-3.0
Intangible assets	217.0	173.5	-43.5
Investments accounted for using the equity method	1.4	1.7	0.3
Other financial assets	140.9	179.2	38.3
Deferred tax assets	53.5	40.3	-13.2
Other non-current assets	8.1	8.0	-0.1
Total non-current assets	717.2	696.2	-21.0
Total assets	1,915.0	1,897.8	-17.2
* Liquidity on hand	798.2	786.5	-11.8
Debt with interest	282.1	282.1	-0.0
Net Cash	516.1	504.4	-11.7

Acquisition +28.8, Depreciation -27.1

Acquisition +19.8, Amortization -19.3, Impairment loss

Insurance credit for olmesartan litigation settlement

Impact of the tax rate reduction in US etc. -7.1

<Liabilities and equity>

JPY Bn

	Mar. 2017	Mar. 2018	vs. Mar. 2017
Liabilities			
Current liabilities			
Trade and other payables	219.8	226.2	6.4
Bonds and borrowings	-	20.0	20.0
Other financial liabilities	0.5	0.5	-0.0
Income taxes payable	58.0	64.6	6.7
Provisions	41.2	34.0	-7.2
Other current liabilities	6.3	7.8	1.5
Subtotal	325.8	353.1	27.3
Liabilities directly associated with assets held for sale	1.1	-	-1.1
Total current liabilities	326.8	353.1	26.3
Non-current liabilities			
Bonds and borrowings	280.5	260.6	-20.0
Other financial liabilities	9.1	8.2	-0.9
Post employment benefit liabilities	11.4	10.5	-0.8
Provisions	16.4	48.8	32.4
Deferred tax liabilities	32.3	18.7	-13.6
Other non-current liabilities	67.1	64.9	-2.2
Total non-current liabilities	416.7	411.6	-5.1
Total liabilities	743.6	764.7	21.2
Equity			
Equity attributable to owners of the Company			
Share capital	50.0	50.0	-
Capital surplus	103.8	94.6	-9.1
Treasury shares	-114.0	-163.5	-49.6
Other components of equity	124.5	120.5	-4.0
Retained earnings	1,011.6	1,031.4	19.8
Total equity attributable to owners of the Company	1,175.9	1,133.0	-42.9
Non-controlling interests			
Non-controlling interests	-4.5	0.1	4.5
Total equity	1,171.4	1,133.0	-38.4
Total liabilities and equity	1,915.0	1,897.8	-17.2

Provisions for olmesartan litigation settlement

Impact of the tax rate reduction in US etc.
-10.8

Acquisition -50.0 (15.7 million shares)

Profit for the period +60.3,
Payment of dividends -46.4

5. Consolidated Statement of Cash Flows

JPY Bn

	FY2016	FY2017	YoY
Cash flows from operating activities			
Profit before tax	87.8	81.0	-6.8
Depreciation and amortization	47.4	46.7	-0.7
(Increase) decrease in receivables and payables	-1.8	2.8	4.6
Others, net	33.3	0.1	-33.1
Income taxes paid	-30.4	-22.2	8.2
Net cash flows from operating activities	136.2	108.4	-27.8
Cash flows from investing activities			
Net (increase) decrease in time deposits and securities	-64.3	123.3	187.6
(Acquisition of) proceeds from sales of fixed assets	-50.6	-37.9	12.7
Proceeds from sale of subsidiary	-	-	-
Net (increase) decrease in investment securities	14.9	13.8	-1.1
Others, net	3.1	9.3	6.1
Net cash flows from investing activities	-96.8	108.6	205.4
Cash flows from financing activities			
Net (increase) decrease in borrowings	-20.0	-	20.0
Proceeds from bonds and borrowings	100.0	-	-100.0
Purchase of treasury shares	-50.1	-50.1	0.0
Dividends paid	-43.9	-46.4	-2.5
Others, net	-1.0	-5.3	-4.2
Net cash flows from financing activities	-15.0	-101.8	-86.7
Net increase (decrease) in cash and cash equivalents	24.4	115.2	90.8
Cash and cash equivalents at the beginning of the period	222.2	246.1	23.9
Effect of exchange rate changes on cash and cash equivalents	-0.5	-3.6	-3.1
Cash and cash equivalents at the end of the period	246.1	357.7	111.7
* Free cash flows (Cash flows from operating activities and investing activities)	39.4	217.0	177.6

6. Number of Employees

	Mar. 2017	Mar. 2018
	Results	Results
Consolidated	14,670	14,446
Japan	8,648	8,765
North America	2,464	2,191
Europe	1,578	1,582
Others	1,980	1,908

7. Capital Expenditure, Depreciation and Amortization

		FY2016	FY2017	FY2018
	JPY Bn	Results	Results	Forecast
Capital expenditure		23.9	26.9	41.5
Depreciation and amortization		47.4	46.7	47.0
Property, plant and equipment		31.1	27.4	-
Intangible assets		16.3	19.3	-

8. Other Financial Indicators

	FY2016	FY2017
	Results	Results
Profit attributable to owners of the Company	53.5 JPY Bn	60.3 JPY Bn
Dividends	46.6 JPY Bn	45.9 JPY Bn
Purchase of treasury shares	50.0 JPY Bn	50.0 JPY Bn
Total return ratio	180.7 %	159.1 %
Average equity attributable to owners of the Company for the period	1,203.7 JPY Bn	1,154.4 JPY Bn
Return on Equity	4.4 %	5.2 %

9. Summary of Product Outlines

Brand Name	Generic Name	Therapeutic Category	Launched	Origin	Marketing Alliance	Type of Alliance
Japan						
Nexium	esomeprazole	ulcer treatment	2011	AstraZeneca	AstraZeneca	Co-promotion (DS: Sales)
Memary	memantine	Alzheimer's disease treatment	2011	Merz		
Olmetec	olmesartan	antihypertensive agent	2004	Daiichi Sankyo		
Lixiana	edoxaban	anticoagulant	2011	Daiichi Sankyo		
Loxonin			1986	Daiichi Sankyo		
Loxonin Poultice			2006	Lead Chemical		
Loxonin Tape	loxoprofen	anti-inflammatory analgesic	2008	Lead Chemical		
Loxonin Gel			2010	Daiichi Sankyo		
Tenelia	teneligliptin	type 2 diabetes mellitus treatment	2012	Mitsubishi Tanabe	Mitsubishi Tanabe	Co-promotion (DS: Sales)
Pralia	denosumab	treatment for osteoporosis/ inhibitor of the progression of bone erosion associated with rheumatoid arthritis	2013	Amgen		
Rezaltas	olmesartan / azelnidipine	antihypertensive agent	2010	Daiichi Sankyo		
Ranmark	denosumab	treatment for bone complications caused by bone metastases from tumors	2012	Amgen		
Efient	prasugrel	antiplatelet agent	2014	Daiichi Sankyo Ube Industries		
Inavir	laninamivir	anti-influenza treatment	2010	Daiichi Sankyo		
Cravit	levofloxacin	synthetic antibacterial agent	1993	Daiichi Sankyo		
Urief	silodosin	treatment for dysuria	2006	Kissei	Kissei	Co-marketing
Omnipaque	iohexol	contrast medium	1987	GE Healthcare		
Mevalotin	pravastatin	antihyperlipidemic agent	1989	Daiichi Sankyo		
Daiichi Sankyo, Inc. (US)						
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 treatment	2000	Genzyme		
Effient	prasugrel	antiplatelet agent	2009	Daiichi Sankyo Ube Industries	Lilly	Co-promotion (DS: Co-pro revenue)
Savaysa	edoxaban	anticoagulant	2015	Daiichi Sankyo		
Movantik	naloxegol	opioid-induced constipation treatment	2015	Nektar AstraZeneca	AstraZeneca	Co-promotion (DS: Co-pro revenue)
Luitpold Pharmaceuticals, Inc. (US)						
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.)
Daiichi Sankyo Europe GmbH						
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	2015	Daiichi Sankyo	Merck (MSD)	Co-marketing

<10. Quarterly Data>

1. Consolidated Statement of Profit or Loss

JPY Bn	FY2016	FY2016	FY2016	FY2016	FY2016		FY2017	FY2017	FY2017	FY2017	FY2017			
	Q1	Q2	Q3	Q4	to revenue	Results	Q1	Q2	Q3	Q4	to revenue	Results	YoY	YoY (%)
	Results	Results	Results	Results			Results	Results	Results	Results				
Revenue	241.0	217.0	276.4	220.7	100.0%	955.1	239.1	230.3	271.7	219.1	100.0%	960.2	5.1	+0.5%
Cost of sales	77.6	69.7	94.5	107.6	36.6%	349.4	80.1	77.0	98.4	90.6	36.0%	346.0	-3.4	-1.0%
(excl. Special items)	77.6	69.7	94.5	83.4	34.0%	325.2	80.1	83.1	98.4	85.5	36.1%	347.0	21.9	+6.7%
(Special items)	-	-	-	24.2	2.5%	24.2	-	-6.1	-	5.1	-0.1%	-1.0	-25.2	-104.2%
Gross Profit	163.4	147.4	181.9	113.1	63.4%	605.8	159.0	153.3	173.3	128.6	64.0%	614.2	8.4	+1.4%
SG&A expenses	69.5	72.2	78.8	82.0	31.7%	302.5	70.8	69.2	76.7	85.1	31.4%	301.8	-0.6	-0.2%
(excl. Special items)	69.5	66.2	74.2	80.9	30.4%	290.8	70.8	69.2	76.7	80.6	31.0%	297.4	6.6	+2.3%
(Special items)	-	6.0	4.6	1.1	1.2%	11.7	-	-	-	4.5	0.5%	4.5	-7.2	-61.6%
R&D expenses	46.6	49.2	47.7	70.9	22.4%	214.3	48.0	75.6	52.0	60.4	24.6%	236.0	21.7	+10.1%
(excl. Special items)	46.6	49.2	47.7	66.3	22.0%	209.8	48.0	45.4	52.0	60.4	21.4%	205.9	-4.0	-1.9%
(Special items)	-	-	-	4.5	0.5%	4.5	-	30.2	-	-	3.1%	30.2	25.7	+567.4%
Operating Profit	47.3	26.0	55.4	-39.8	9.3%	88.9	40.3	8.5	44.5	-16.9	7.9%	76.3	-12.6	-14.2%
(Operating Profit before Special items)	47.3	32.0	60.0	-10.0	13.5%	129.3	40.3	32.6	44.5	-7.4	11.4%	109.9	-19.4	-15.0%
Financial income/expenses	-1.9	0.7	4.6	-4.8		-1.3	2.1	0.5	1.5	0.3		4.4	5.7	
Share of profit or loss of investments accounted for using the equity method	-0.2	-0.0	0.4	-0.0		0.2	-0.1	-0.1	0.6	-0.1		0.3	0.2	
Profit before tax	45.2	26.7	60.5	-44.6	9.2%	87.8	42.2	9.0	46.5	-16.7	8.4%	81.0	-6.8	-7.7%
Income taxes	15.1	9.0	21.0	-4.8		40.3	13.4	4.0	8.2	-4.4		21.2	-19.1	-47.4%
Profit for the year	30.1	17.7	39.5	-39.8	5.0%	47.5	28.8	4.9	38.4	-12.3	6.2%	59.8	12.3	+26.0%
Profit attributable to owners of the Company	30.6	18.4	39.2	-34.7	5.6%	53.5	29.2	5.1	38.3	-12.3	6.3%	60.3	6.8	+12.7%
Tax rate	33.4%	33.7%	34.7%	10.7%		45.9%	31.8%	44.8%	17.5%	26.3%		26.2%		
Overseas sales ratio	42.0%	37.9%	37.6%	39.8%		39.3%	37.6%	35.5%	33.2%	36.4%		35.6%		
<u>Currency Rate (YTD Average)</u>														
USD/JPY	108.25	105.35	106.68	108.42		108.42	111.10	111.07	111.71	110.86		110.86		
EUR/JPY	122.17	118.22	118.09	118.84		118.84	122.19	126.29	128.53	129.70		129.70		

<10. Quarterly Data>

2. Revenue of Global Products

JPY Bn	FY2016 Q1	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY2016	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2017		
	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results	YoY	YoY (%)
Olmesartan	65.7	49.7	63.7	38.9	218.0	42.8	40.0	37.8	29.1	149.7	-68.3	-31.3%
Olmetec (JPN)	18.3	16.6	19.2	15.3	69.4	16.8	15.1	8.6	4.1	44.6	-24.8	-35.8%
Rezaltas (JPN)	4.7	4.2	4.8	3.9	17.5	4.5	4.1	4.6	3.6	16.8	-0.8	-4.4%
Olmesartan (US)	23.2	13.5	24.3	5.4	66.4	6.8	3.5	7.0	4.0	21.3	-45.0	-67.8%
Olmesartan (EU)	14.0	10.7	10.0	8.6	43.2	9.0	9.0	7.5	8.0	33.5	-9.7	-22.4%
Other subsidiaries, export, etc	5.6	4.7	5.5	5.7	21.5	5.8	8.3	10.0	9.3	33.5	12.0	+55.6%
Edoxaban	7.3	8.7	9.9	11.3	37.3	15.3	17.6	23.7	20.5	77.1	39.8	+106.5%
Lixiana (JPN)	5.5	6.0	6.4	7.1	25.0	9.4	10.3	15.0	10.7	45.3	20.3	+81.4%
Savaysa (US)	0.3	0.6	0.5	0.5	1.9	0.5	0.5	0.6	0.6	2.2	0.3	+15.6%
Lixiana (EU)	1.4	1.9	2.8	3.5	9.7	4.9	6.1	7.5	8.5	27.0	17.3	+179.1%
Other subsidiaries	0.1	0.3	0.2	0.2	0.8	0.6	0.6	0.7	0.7	2.6	1.8	+230.3%
Prasugrel	10.9	9.3	10.9	10.5	41.6	11.5	7.2	8.2	5.8	32.8	-8.8	-21.1%
Effient alliance revenue (US)	6.0	4.9	5.7	5.7	22.2	6.1	1.9	2.2	0.5	10.7	-11.5	-52.0%
Efient (EU)	2.3	1.9	1.9	1.9	7.9	1.9	2.0	2.1	2.0	8.0	0.1	+0.8%
Efient (JPN)	2.5	2.4	2.9	2.6	10.4	3.3	3.1	3.6	2.9	12.8	2.4	+23.2%
Other subsidiaries, export, etc	0.2	0.2	0.4	0.3	1.0	0.2	0.3	0.4	0.3	1.3	0.3	+27.4%

3. Revenue by Business Units and Products (1)

JPY Bn	FY2016 Q1	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY2016	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2017		
	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results	YoY	YoY (%)
Japan	123.4	115.6	151.2	116.3	506.6	130.0	127.6	160.5	121.9	540.0	33.5	+6.6%
Nexium	21.0	21.0	25.4	16.6	84.0	22.6	22.1	25.3	16.6	86.5	2.6	+3.0%
Memary	12.1	11.3	12.9	10.5	46.9	12.5	12.0	13.6	10.5	48.6	1.7	+3.6%
Olmotec	18.3	16.6	19.2	15.3	69.4	16.8	15.1	8.6	4.1	44.6	-24.8	-35.8%
Lixiana	5.5	6.0	6.4	7.1	25.0	9.4	10.3	15.0	10.7	45.3	20.3	+81.4%
Loxonin	10.3	8.5	10.5	8.1	37.4	9.6	9.3	10.1	7.4	36.5	-1.0	-2.6%
Tenelia	6.7	5.1	7.9	4.5	24.2	7.6	5.6	7.7	5.4	26.3	2.1	+8.8%
Pralia	4.1	4.2	5.0	4.7	18.0	5.5	5.4	6.4	5.9	23.2	5.2	+29.1%
Rezaltas	4.7	4.2	4.8	3.9	17.5	4.5	4.1	4.6	3.6	16.8	-0.8	-4.4%
Ranmark	3.4	3.4	3.8	3.3	13.9	3.8	3.8	4.2	3.7	15.4	1.5	+10.6%
Efient	2.5	2.4	2.9	2.6	10.4	3.3	3.1	3.6	2.9	12.8	2.4	+23.2%
Inavir	0.6	0.0	7.4	11.6	19.6	0.7	0.4	8.2	16.0	25.3	5.7	+29.2%
Cravit	3.8	3.6	4.7	3.1	15.1	3.3	3.1	3.7	2.6	12.7	-2.4	-16.1%
Urief	3.0	2.7	3.1	2.5	11.4	2.9	2.7	3.1	2.4	11.1	-0.3	-2.7%
Omnipaque	3.7	3.5	3.9	3.1	14.2	3.6	3.5	3.9	3.0	14.0	-0.2	-1.6%
Mevalotin	2.9	2.5	2.8	2.2	10.4	2.4	2.2	2.4	1.6	8.6	-1.8	-17.6%
Daiichi Sankyo Espha products	5.2	4.7	5.8	4.5	20.2	7.2	10.1	17.1	12.4	46.7	26.5	+131.5%
Vaccines business	6.6	8.0	16.6	7.3	38.5	7.6	8.6	18.4	7.4	41.9	3.4	+8.8%
Daiichi Sankyo Healthcare (OTC)	14.8	17.4	19.7	14.9	66.7	16.8	19.0	20.8	16.3	72.9	6.2	+9.3%

3. Revenue by Business Units and Products (2)	FY2016 Q1	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY2016	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2017		
	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results	YoY	YoY (%)
JPY Bn												
Daiichi Sankyo, Inc. (US)	40.7	29.6	45.5	26.5	142.3	25.0	17.1	22.0	10.7	74.8	-67.5	-47.5%
Olmesartan	23.2	13.5	24.3	5.4	66.4	6.8	3.5	7.0	4.0	21.3	-45.0	-67.8%
Welchol	10.0	9.5	12.7	13.3	45.5	10.1	9.6	9.6	4.7	33.9	-11.6	-25.5%
Effient	6.0	4.9	5.7	5.7	22.2	6.1	1.9	2.2	0.5	10.7	-11.5	-52.0%
Savaysa	0.3	0.6	0.5	0.5	1.9	0.5	0.5	0.6	0.6	2.2	0.3	+15.6%
Movantik	0.9	0.9	1.1	1.2	4.2	1.3	1.2	1.2	0.9	4.7	0.5	+12.3%
Luitpold Pharmaceuticals, Inc. (US)	22.0	19.8	22.5	23.8	88.1	27.6	24.8	27.6	25.5	105.4	17.3	+19.7%
Venofer	7.4	6.5	7.4	7.2	28.5	7.4	7.3	9.3	6.9	31.0	2.5	+8.7%
Injectafer	5.9	5.2	6.1	6.7	24.0	8.1	8.1	9.1	9.1	34.3	10.4	+43.3%
Daiichi Sankyo Europe GmbH	20.4	16.5	17.4	16.6	71.0	18.5	19.7	19.9	21.3	79.4	8.5	+12.0%
Olmesartan	14.0	10.7	10.0	8.6	43.2	9.0	9.0	7.5	8.0	33.5	-9.7	-22.4%
Efient	2.3	1.9	1.9	1.9	7.9	1.9	2.0	2.1	2.0	8.0	0.1	+0.8%
Lixiana	1.4	1.9	2.8	3.5	9.7	4.9	6.1	7.5	8.5	27.0	17.3	+179.1%
Asia, South and Central America (ASCA)	17.7	16.3	18.4	19.7	72.1	19.0	19.6	20.1	21.7	80.4	8.2	+11.4%
Daiichi Sankyo China	8.2	7.3	8.1	10.2	33.8	8.3	8.3	8.6	10.1	35.3	1.5	+4.6%
Daiichi Sankyo Taiwan	1.3	1.2	1.3	1.4	5.2	1.6	1.6	1.6	1.8	6.6	1.4	+27.5%
Daiichi Sankyo Korea	2.1	2.0	2.2	2.5	8.8	2.9	2.7	3.0	3.2	11.8	3.0	+33.5%
Daiichi Sankyo Thailand	0.6	0.5	0.8	0.7	2.5	0.6	0.7	0.8	0.8	2.9	0.4	+14.6%
Daiichi Sankyo Brasil Farmacêutica	2.0	2.1	2.7	2.0	8.8	2.4	2.4	3.2	2.0	10.1	1.3	+14.6%

3. Revenue by Business Units and Products (3)

[Reference] Revenue in Local Currency

	FY2016 Q1	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY2016	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2017		
	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results	YoY	YoY (%)
USD Mn												
Daiichi Sankyo, Inc. (US)	376	291	419	227	1,312	225	154	195	101	674	-638	-48.6%
Olmesartan	214	134	223	41	612	61	32	62	37	192	-420	-68.5%
Welchol	92	92	117	118	420	91	86	85	44	306	-114	-27.1%
Effient	55	48	52	50	205	55	17	19	6	96	-109	-53.0%
Savaysa	3	6	5	4	17	4	5	5	5	20	2	+13.0%
Movantik	8	9	10	11	38	12	11	11	9	42	4	+9.9%
USD Mn												
Luitpold Pharmaceuticals, Inc. (US)	203	193	206	210	812	248	223	244	235	951	138	+17.0%
Venofer	68	63	67	63	263	67	66	82	64	279	17	+6.3%
Injectafer	55	51	56	60	221	72	73	80	84	310	89	+40.1%
EUR Mn												
Daiichi Sankyo Europe GmbH	167	145	148	137	597	152	151	150	160	613	15	+2.6%
Olmesartan	114	94	85	70	363	73	69	56	60	258	-105	-28.9%
Efient	19	17	16	16	67	16	15	16	15	62	-5	-7.6%
Lixiana	12	16	24	29	81	40	47	57	64	208	127	+155.7%

<11. Historical Data>

1. Revenue of Global Products

	FY2013	FY2014	FY2015	FY2016	FY2017
JPY Bn	Results	Results	Results	Results	Results
Olmesartan	300.2	293.5	284.1	218.0	149.7
Olmetec (JPN)	79.1	76.3	73.9	69.4	44.6
Rezaltas (JPN)	18.5	18.4	18.2	17.5	16.8
Olmesartan (US)	112.3	106.6	111.6	66.4	21.3
Olmesartan (EU)	65.6	65.2	58.9	43.2	33.5
Other subsidiaries, export, etc	24.7	27.0	21.6	21.5	33.5
Edoxaban	0.4	4.3	15.0	37.3	77.1
Lixiana (JPN)	0.4	3.6	13.0	25.0	45.3
Savaysa (US)	-	0.7	0.4	1.9	2.2
Lixiana (EU)	-	-	1.5	9.7	27.0
Other subsidiaries	-	-	0.0	0.8	2.6
Prasugrel	22.3	24.9	32.2	41.6	32.8
Effient alliance revenue (US)	15.4	17.6	20.7	22.2	10.7
Efient (EU)	4.7	4.8	5.4	7.9	8.0
Efient (JPN)	-	0.7	4.9	10.4	12.8
Other subsidiaries, export, etc	2.2	1.9	1.2	1.0	1.3

2. Revenue by Business Units and Products (1)

	FY2013	FY2014	FY2015	FY2016	FY2017
JPY Bn	Results	Results	Results	Results	Results
Japan	486.0	480.5	494.7	506.6	540.0
Nexium	54.2	69.3	82.4	84.0	86.5
Memary	33.3	36.8	42.4	46.9	48.6
Olmetec	79.1	76.3	73.9	69.4	44.6
Lixiana	0.4	3.6	13.0	25.0	45.3
Loxonin	59.3	49.5	48.1	37.4	36.5
Tenelia	1.5	7.6	16.5	24.2	26.3
Pralia	3.2	7.3	12.5	18.0	23.2
Rezaltas	18.5	18.4	18.2	17.5	16.8
Ranmark	8.1	10.2	12.4	13.9	15.4
Efient	-	0.7	4.9	10.4	12.8
Inavir	13.4	16.6	14.0	19.6	25.3
Cravit	33.5	27.8	18.4	15.1	12.7
Urief	11.4	11.5	11.8	11.4	11.1
Omnipaque	19.7	17.2	16.9	14.2	14.0
Mevalotin	21.5	16.2	13.4	10.4	8.6
Daiichi Sankyo Espha products	12.5	14.9	18.5	20.2	46.7
Vaccines business	37.5	32.2	36.8	38.5	41.9
Daiichi Sankyo Healthcare (OTC)	48.1	47.8	53.4	66.7	72.9

2. Revenue by Business Units and Products (2)

	FY2013	FY2014	FY2015	FY2016	FY2017
JPY Bn	Results	Results	Results	Results	Results
Daiichi Sankyo, Inc. (US)	171.8	173.0	185.1	142.3	74.8
Olmesartan	112.3	106.6	111.6	66.4	21.3
Welchol	42.3	47.4	48.4	45.5	33.9
Effient	15.4	17.6	20.7	22.2	10.7
Savaysa	-	0.7	0.4	1.9	2.2
Movantik	-	-	2.0	4.2	4.7
Luitpold Pharmaceuticals, Inc. (US)	39.6	57.4	91.0	88.1	105.4
Venofer	24.9	28.6	31.2	28.5	31.0
Injectafer	1.3	7.6	18.6	24.0	34.3
Daiichi Sankyo Europe GmbH	83.9	83.5	77.8	71.0	79.4
Olmesartan	65.6	65.2	58.9	43.2	33.5
Efient	4.7	4.8	5.4	7.9	8.0
Lixiana	-	-	1.5	9.7	27.0
Asia, South and Central America (ASCA)	58.8	67.5	75.3	72.1	80.4
Daiichi Sankyo China	21.2	27.4	34.2	33.8	35.3
Daiichi Sankyo Taiwan	4.5	4.9	5.4	5.2	6.6
Daiichi Sankyo Korea	9.1	8.9	9.3	8.8	11.8
Daiichi Sankyo Thailand	2.5	3.7	4.1	2.5	2.9
Daiichi Sankyo Brasil Farmacêutica	7.5	8.4	8.1	8.8	10.1

2. Revenue by Business Units and Products (3)**[Reference] Revenue in Local Currency**

	FY2013	FY2014	FY2015	FY2016	FY2017
	Results	Results	Results	Results	Results
USD Mn					
Daiichi Sankyo, Inc. (US)	1,714	1,574	1,540	1,312	674
Olmesartan	1,120	969	929	612	192
Welchol	422	431	403	420	306
Effient	154	160	173	205	96
Savaysa	-	6	4	17	20
Movantik	-	-	17	38	42
USD Mn					
Luitpold Pharmaceuticals, Inc. (US)	395	522	758	812	951
Venofer	248	260	260	263	279
Injectafer	13	69	155	221	310
EUR Mn					
Daiichi Sankyo Europe GmbH	624	602	587	597	613
Olmesartan	488	470	444	363	258
Effient	35	34	41	67	62
Lixiana	-	-	12	81	208

12. Major R&D Pipeline (Innovative pharmaceuticals)

As of April 2018

◆ 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 Announced TLR in Feb 2018
Quizartinib/AC220	FLT3 inhibitor	Acute Myeloid Leukemia (AML)	US/EU/Asia	P3	Oral	-	2019	Relapsed and refractory AML patients
			US/EU/Asia	P3		-	2021-	Newly diagnosed AML patients
			JP	P2		-	2019	Relapsed and refractory AML patients
			US	P1 prep		-	-	Combination with DS-3032
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 inhibitor	Tenosynovial Giant Cell Tumor (TGCT)	US/EU	P3	Oral	-	2019	Including pigmented villonodular synovitis Announced top line result
		Solid tumors	Asia	P1		-	-	Including TGCT
The molecular-targeted agent to inhibit CSF-1R, KIT and FLT3. This agent is expected to reduce tumor cell proliferation and expansion of metastases.								
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. HER3 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(G47A)	Oncolytic HSV-1	Glioblastoma	JP	P2	Injection	ActiVec Inc.	-	Granted SAKIGAKE Designation from MHLW. Investigator Initiated Study is on-going Orphan Drug Designation from MHLW in July 2017.
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.								
Trastuzumab deruxtecan/DS-8201	Anti-HER2 antibody drug conjugate	Breast cancer	JP/US/EU/Asia	P2	Injection	-	2021	Granted Fast Track Designation for HER2 positive metastatic breast cancer by U.S. FDA Granted Breakthrough Therapy Designation for HER2 positive locally advanced or metastatic breast cancer who have been treated with trastuzumab and pertuzumab and have disease progression after ado-trastuzumab emtansine (T-DM1) by U.S. FDA
		Gastric cancer	JP/Asia	P2		-	2021	Granted SAKIGAKE Designation for the treatment of HER2-positive advanced gastric or gastroesophageal junction cancer by the MHLW.
		Breast cancer, Urothelial (bladder) cancer	US/EU	P1 prep		Bristol-Myers Squibb	-	Combination with nivolumab
		Colorectal cancer	JP/US/EU	P2		-	-	
		Non-Small Cell Lung Cancer (NSCLC)	JP/US/EU	P2 prep		-	-	
The drug (payload) conjugated through linker to the fully human monoclonal antibody to target HER2, one of the Epidermal Growth Factor Receptor (EGFR) family of proteins. Payload is potent topoisomerase I inhibitor with high membrane permeability. With bystander effect it provides neighbor cell death. Drug-to antibody ratio is 7-8.								
Axicabtagene Ciloleucel/KTE-C19	Anti-CD19 CAR T cells	Large B Cell Lymphoma	JP	P2 prep	Injection	Kite/Gilead	-	

Underline: change after FY2017 Q3 Financial Announcement in Jan 2018

◆ Oncology (Early-stage pipeline products)

Generic Name/Project Code Number	Class	Target indication	Region	Stage	Partner	Target FY for approval/launch	Remarks
Milademetan/DS-3032	MDM2 inhibitor	Solid tumors	US/JP	P1	-	-	
		Acute Myeloid Leukemia (AML)	US	P1	-	-	
		Acute Myeloid Leukemia (AML)	US	P1 prep	-	-	Combination with quizartinib
PLX7486	FMS/TRK inhibitor	Solid tumors	US	P1	-	-	
PLX8394	BRAF inhibitor	Solid tumors	US	P1	-	-	
PLX9486	KIT inhibitor	Solid tumors (gastrointestinal stromal tumor)	US	P1	-	-	
DS-3201	EZH1/2 inhibitor	Non-Hodgkin's lymphoma	JP	P1	-	-	
		Acute Myeloid Leukemia (AML), Acute Lymphoblastic Leukemia (ALL)	US	P1	-	-	
PLX51107	BRD4 inhibitor	Acute Myeloid Leukemia (AML), Myelodysplastic syndrome (MDS)	US	P1	-	-	
U3-1402	Anti-HER3 antibody drug conjugate	Breast cancer	JP/US	P1/2	-	-	
		Non-Small Cell Lung Cancer (NSCLC)	US	<u>P1</u>	-	-	
DS-1001	IDH1 mutant inhibitor	Glioma	JP	P1	-	-	
DS-1205	AXL inhibitor	Non-Small Cell Lung Cancer (NSCLC)	US	P1 prep	-	-	Combination with osimertinib
PLX2853	BRD4 inhibitor	Solid tumors	US	P1	-	-	
DS-1062	Anti-TROP2 antibody drug conjugate	Solid tumors (Non-Small Cell Lung Cancer)	US/JP	<u>P1</u>	-	-	

Underline: change after FY2017 Q3 Financial Announcement in Jan 2018

◆ 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	Factor Xa inhibitor	Atrial fibrillation (AF)	ASCA	Submitted			-	BR: received approval in Mar 2018 CN: submitted in Aug 2015
Lixiana (JP) LIXIANA (EU, Asia) SAVAYSA (US)		Venous thromboembolism (VTE)	ASCA	Submitted	Oral	-	-	BR: received approval in Mar 2018 CN: submitted in Aug 2015
		Very elderly patients with non-valvular atrial fibrillation (AF)	JP	P3			2021	Additional dosage and formulation for very elderly (80 years and older) AF patients
The once daily oral anti coagulant (Factor Xa inhibitor) discovered by Daiichi Sankyo. Edoxaban specifically, reversibly and directly inhibits the enzyme, Factor Xa, a clotting factor in the blood.								
Prasugrel/CS-747	Anti-platelet agent	Ischemic stroke	JP	P3	Oral	Ube Industries	<u>2021</u>	Additional indication, P3 studies completed
Effient (US, Asia) Efiect (JP, EU)	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	<u>Submitted</u>	Oral	Exelixis, Inc.	2019	<u>Submitted in Feb 2018</u>
		Diabetic nephropathy	JP	P3			2021	
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 FY2017 Q3 Financial Announcement in Jan 2018

◆ 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	US/EU/JP	P1	-	-	
DS-2330	Hyperphosphatemia treatment	Hyperphosphatemia in chronic kidney disease (CKD)	-	P1	-	-	

Underline: change after FY2017 Q3 Financial Announcement in Jan 2018

◆ 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
Mirogabalin/DS-5565	α2δ ligand	Diabetic peripheral neuropathic pain Postherpetic neuralgia	JP/Asia	<u>Submitted</u>	Oral	-	2018	<u>JP: submitted in Feb 2018</u>
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.								
Laninamivir/CS-8958 Inavir (JP)	Neuraminidase inhibitor	Influenza	JP	P3	Inhalation	-	2019	Additional dosage form, nebulizer formulation, obtained topline result of P3 study
The long-acting neuraminidase inhibitor and acts directly on the pulmonary and tracheal sites of infection.								

Underline: change after FY2017 Q3 Financial Announcement in Jan 2018

◆ Internal Medicine (Early-stage pipeline products)

Generic Name/Project Code Number	Class	Target indication	Region	Stage	Partner	Target FY for approval/launch	Remarks
DS-1501	Anti-Siglec-15 antibody	Osteoporosis	US	P1	-	-	
DS-7080	Angiogenesis inhibitor	Neovascular age-related macular degeneration (AMD), Diabetic Macular Edema (DME)	US	P1	-	-	
DS-5141	ENA oligonucleotide	Duchenne muscular dystrophy (DMD)	JP	P1/2	<u>ODTI</u>	-	<u>Granted SAKIGAKE Designation from MHLW in April 2017 Announced TLR in Apr 2018</u>
DS-1211	TNAP inhibitor	Prevention of ectopic calcification diseases	US	P1	-	-	Research collaboration with Sanford Burnham Prebys Medical Discovery Institute

Underline: change after FY2017 Q3 Financial Announcement in Jan 2018

◆ Vaccines

Generic Name/Project Code Number (Brand Name)	Class	Target indication	Region	Stage	Dosage Form	Partner	Target FY for approval/launch	Remarks
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-100	Intradermal seasonal influenza vaccine	Prevention of seasonal influenza	JP	P3	Injection*	Terumo Corporation	-	Submitted by Japan Vaccine in April 2015 * prefilled syringe Status changed: P3 study conducted in Japan met its primary endpoint; however, could not establish commercial manufacturing method and Japan Vaccine dismissed NDA. 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-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 P1/2 study

Underline: change after FY2017 Q3 Financial Announcement in Jan 2018

◆ Stage-up (major changes from the FY2017 Q3 Financial Announcement in Jan 2018)

Generic Name/Project Code Number	Class	Target indication	Current region/stage	Remarks
Trastuzumab deruxtecan/DS-8201	Anti-HER2 antibody drug conjugate	Colorectal cancer	JP/US/EU P2	
		Non-Small Cell Lung Cancer (NSCLC)	JP/US/EU P2 prep	
Axicabtagene Ciloleuce/ KTE-C19	Anti-CD19 CAR T cells	Large B Cell Lymphoma	JP P2 prep	
U3-1402	Anti-HER3 antibody drug conjugate	Non-Small Cell Lung Cancer (NSCLC)	US P1	
DS-1062	Anti-TROP2 antibody drug conjugate	Solid tumor (Non-Small Cell Lung Cancer)	US/JP P1	
Esaxerenone / CS-3150	MR antagonist	Hypertension	JP Submitted	
Mirogabalin / DS-5565	α2δ ligand	Diabetic peripheral neuropathic pain, postherpetic neuralgia	JP Submitted	

◆ Discontinue (major changes from the FY2017 Q3 Financial Announcement in Jan 2018)

Generic Name/Project Code Number	Class	Target indication	Region / stage when discontinued	Reason
Pexidartinib/PLX3397	CSF-1R/KIT/FLT3 inhibitor	c-KIT Melanoma	Asia P1/2	Strategic decision with a portfolio review
Nimotuzumab/DE-766	Anti-EGFR antibody	Gastric cancer	JP P3	Decided to discontinue the development after reviewing its study result
PLX73086/AC708	CSF-1R inhibitor	Tenosynovial Giant Cell Tumor (TGCT)	US P1	Strategic decision with a portfolio review
Mirogabalin/DS-5565	α2δ ligand	Fibromyalgia	US/EU P3	Decided to discontinue the development after reviewing its study result
DS-1971	Analgesic agent	Chronic pain	- P1	Strategic decision with a portfolio review

◆ Out-licensing

Generic Name/Project Code Number	Class	Target indication	Region / stage when out-licensing	Remarks
DS-6051	NTRK/ROS1 inhibitor	Solid tumors	US/JP P1	
Laninamivir/CS-8958 Inavir (JP)	Neuraminidase inhibitor	Influenza	EU/US P2	Out-licensing with Vaxart Inc
DS-2969	GyrB inhibitor	Clostridium difficile infection	US P1	
<u>DS-1093</u>	<u>HIF-PH inhibitor</u>	<u>Inflammatory bowel disease (IBD)</u>	<u>EU P1</u>	<u>Developed until P1 in EU for indication of neurogenic anemia</u>
DS-1515	PI3Kδ inhibitor	Inflammatory disease	- Non-clin	
DS-1039	MOA undisclosed (CFTR independent fluid secretion)	Cystic fibrosis	- Non-clin	
DS-7411	MOA undisclosed (antibody)	Hemophilia A and B	- Non-clin	

Underline: change after FY2017 Q3 Financial Announcement in Jan 2018