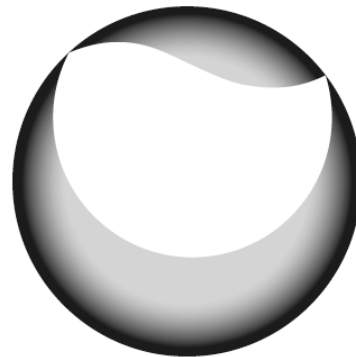


Reference Data

(Consolidated Financial Results for Q1 FY2018)



Daiichi-Sankyo

July 31, 2018

Daiichi Sankyo Co., Ltd.

<https://www.daiichisankyo.com>

Contents

1.	Consolidated Statement of Profit or Loss	P1
2.	Revenue of Global Products	P2
3.	Revenue by Business Units and Products	P3
4.	Consolidated Statement of Financial Position	P6
5.	Consolidated Statement of Cash Flows	P8
6.	Number of Employees	P9
7.	Capital Expenditure, Depreciation and Amortization	P9
8.	Summary of Product Outlines	P10
9.	Quarterly Data	P11
10.	Historical Data	P16
11.	Major R&D Pipeline (Innovative pharmaceuticals)	P20

1. Consolidated Statement of Profit or Loss

JPY Bn	FY2017 Q1		FY2018 Q1					FY2018			
	to revenue	Results	to revenue	Results	(vs. Forecast (%))	YoY	YoY (%)	to revenue	Forecast	YoY	YoY (%)
Revenue	100.0%	239.1	100.0%	225.7	(24.8%)	-13.4	-5.6%	100.0%	910.0	-50.2	-5.2%
Cost of sales	33.5%	80.1	37.5%	84.7	(25.7%)	4.7	+5.8%	36.3%	330.0	-16.0	-4.6%
(excl. Special items)	33.5%	80.1	37.5%	84.7		4.7	+5.8%				
(Special items)	-	-	-	-		-					
Gross Profit	66.5%	159.0	62.5%	141.0	(24.3%)	-18.0	-11.3%	63.7%	580.0	-34.2	-5.6%
SG&A expenses	29.6%	70.8	29.1%	65.6	(22.5%)	-5.2	-7.3%	32.1%	292.0	-9.8	-3.3%
(excl. Special items)	29.6%	70.8	29.1%	65.6		-5.2	-7.3%				
(Special items)	-	-	-	-		-					
R&D expenses	20.1%	48.0	20.1%	45.5	(21.6%)	-2.5	-5.2%	23.1%	210.0	-26.0	-11.0%
(excl. Special items)	20.1%	48.0	20.1%	45.5		-2.5	-5.2%				
(Special items)	-	-	-	-		-					
Operating Profit	16.8%	40.3	13.3%	29.9	(38.4%)	-10.4	-25.7%	8.6%	78.0	1.7	+2.3%
(Operating Profit before Special items)	16.8%	40.3	13.3%	29.9		-10.4	-25.7%				
Financial income/expenses		2.1		-0.2		-2.3					
Share of profit or loss of investments accounted for using the equity method		-0.1		-0.1		0.0					
Profit before tax	17.7%	42.2	13.1%	29.6	(38.0%)	-12.6	-29.8%	8.6%	78.0	-3.0	-3.7%
Income taxes		13.4		5.7		-7.8	-57.7%				
Profit for the year	12.0%	28.8	10.6%	24.0	(43.6%)	-4.9	-16.8%	6.0%	55.0	-4.8	-8.0%
Profit attributable to owners of the Company	12.2%	29.2	10.6%	24.0	(43.5%)	-5.2	-17.8%	6.0%	55.0	-5.3	-8.8%
Tax rate		31.8%		19.2%							
Overseas sales ratio		37.6%		36.5%							
<u>Currency Rate (Average)</u>								<u>Currency Rate (Average)</u>			
USD/JPY		111.10		109.07				110.00			
EUR/JPY		122.19		130.06				130.00			

Forex impact: +0.8
(USD: -0.8, EUR: +1.4, ASCA: +0.2)

Forex impact: -0.5
(USD: -0.3, EUR: -0.3, ASCA: +0.1)

Forex impact: +0.4
(USD: -0.3, EUR: +0.6, ASCA: +0.1)

Forex impact: -0.2
(USD: -0.3, EUR: +0.2)

Forex impact: +1.2
(USD: +0.1, EUR: +0.9, ASCA: +0.1)

Deterioration in forex gains/losses

Impact of the tax rate reduction in US etc.

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		FY2017 Q1	FY2018 Q1				FY2018		
		Results	Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
Edoxaban anticoagulant		15.3	25.8	(24.6%)	10.5	+68.5%	105.0	27.9	+36.2%
	Lixiana (JPN)	9.4	14.7	(27.3%)	5.4	+57.3%	54.0	8.7	+19.1%
	Savaysa (US)	0.5	0.4	(20.1%)	-0.1	-16.7%	2.0	-0.2	-7.8%
	Lixiana (EU)	4.9	9.7	(21.6%)	4.8	+98.2%	45.0	18.0	+66.7%
	Other subsidiaries	0.6	1.0	(24.1%)	0.4	+71.0%	4.0	1.4	+54.9%
Olmesartan antihypertensive agent		42.8	28.5	(28.5%)	-14.3	-33.4%	100.0	-49.7	-33.2%
	Olmetec (JPN)	16.8	4.2	(21.9%)	-12.6	-75.2%	19.0	-25.6	-57.4%
	Rezaltas (JPN)	4.5	4.1	(29.1%)	-0.4	-9.3%	14.0	-2.8	-16.5%
	Olmesartan (US)	6.8	3.2	(45.0%)	-3.6	-53.5%	7.0	-14.3	-67.2%
	Olmesartan (EU)	9.0	8.2	(35.5%)	-0.8	-8.9%	23.0	-10.5	-31.4%
	Other subsidiaries, export, etc	5.8	9.0	(24.2%)	3.2	+54.9%	37.0	3.5	+10.6%
Prasugrel antiplatelet agent		11.5	6.4	-	-5.1	-44.5%	not disclosed	-	-
	Effient alliance revenue (US)	6.1	0.6	-	-5.5	-89.8%	not disclosed	-	-
	Efient (EU)	1.9	1.9	(27.2%)	-0.0	-0.1%	7.0	-1.0	-12.7%
	Efient (JPN)	3.3	3.6	(24.0%)	0.3	+9.1%	15.0	2.2	+16.9%
	Other subsidiaries, export, etc	0.2	0.3	-	0.0	+11.4%	not disclosed	-	-

3. Revenue by Business Units and Products (1)

JPY Bn	FY2017 Q1		FY2018 Q1				FY2018		
	Results		Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
Japan	130.0		123.9	(24.9%)	-6.1	-4.7%	498.0	-42.0	-7.8%
Nexium	ulcer treatment	22.6	19.8	(26.0%)	-2.8	-12.5%	76.0	-10.5	-12.2%
Lixiana	anticoagulant	9.4	14.7	(27.3%)	5.4	+57.3%	54.0	8.7	+19.1%
Memary	Alzheimer's disease treatment	12.5	12.9	(25.3%)	0.4	+3.2%	51.0	2.4	+5.0%
Loxonin	anti-inflammatory analgesic	9.6	7.9	(25.5%)	-1.6	-17.2%	31.0	-5.5	-15.0%
Pralia	treatment for osteoporosis/ inhibitor of the progression of bone erosion associated with rheumatoid arthritis	5.5	6.6	(24.4%)	1.1	+20.2%	27.0	3.8	+16.5%
Tenelia	type 2 diabetes mellitus treatment	7.6	6.4	(23.8%)	-1.2	-15.3%	27.0	0.7	+2.7%
Inavir	anti-influenza treatment	0.7	0.1	(0.3%)	-0.7	-92.3%	19.0	-6.3	-24.8%
Olmotec	antihypertensive agent	16.8	4.2	(21.9%)	-12.6	-75.2%	19.0	-25.6	-57.4%
Ranmark	treatment for bone complications caused by bone metastases from tumors	3.8	3.9	(24.6%)	0.2	+4.4%	16.0	0.6	+3.9%
Efient	antiplatelet agent	3.3	3.6	(24.0%)	0.3	+9.1%	15.0	2.2	+16.9%
Rezaltas	antihypertensive agent	4.5	4.1	(29.1%)	-0.4	-9.3%	14.0	-2.8	-16.5%
Urief	treatment for dysuria	2.9	2.7	(27.2%)	-0.2	-6.2%	10.0	-1.1	-10.1%
Omnipaque	contrast medium	3.6	3.3	(32.7%)	-0.4	-10.2%	10.0	-4.0	-28.4%
Daiichi Sankyo Espha products		7.2	13.7	-	6.5	+90.3%	not disclosed	-	-
Vaccines business		7.6	8.2	-	0.6	+8.1%	not disclosed	-	-
Daiichi Sankyo Healthcare (OTC)	16.8		18.4	(24.8%)	1.5	+9.1%	74.0	1.1	+1.5%

3. Revenue by Business Units and Products (2)

JPY Bn	FY2017 Q1		FY2018 Q1				FY2018		
	Results		Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
Daiichi Sankyo, Inc. (US)	25.0		11.0	(24.9%)	-14.0	-56.1%	44.0	-30.8	-41.1%
Olmesartan	antihypertensive agent	6.8	3.2	(45.0%)	-3.6	-53.5%	7.0	-14.3	-67.2%
Welchol	hypercholesterolemia treatment/ type 2 diabetes mellitus treatment	10.1	4.9	(19.4%)	-5.3	-52.1%	25.0	-8.9	-26.3%
Effient	antiplatelet agent	6.1	0.6	-	-5.5	-89.8%	not disclosed	-	-
Savaysa	anticoagulant	0.5	0.4	(20.1%)	-0.1	-16.7%	2.0	-0.2	-7.8%
Movantik	opioid-induced constipation treatment	1.3	0.9	-	-0.4	-29.3%	not disclosed	-	-
Luitpold Pharmaceuticals, Inc. (US)	27.6		28.6	(26.0%)	1.0	+3.8%	110.0	4.6	+4.4%
Venofer	treatment for iron deficiency anemia	7.4	8.2	(30.5%)	0.8	+11.3%	27.0	-4.0	-12.8%
Injectafer	treatment for iron deficiency anemia	8.1	11.2	(28.7%)	3.1	+39.1%	39.0	4.7	+13.6%
Daiichi Sankyo Europe GmbH	18.5		22.2	(26.1%)	3.6	+19.6%	85.0	5.6	+7.0%
Olmesartan	antihypertensive agent	9.0	8.2	(35.5%)	-0.8	-8.9%	23.0	-10.5	-31.4%
Efient	antiplatelet agent	1.9	1.9	(27.2%)	-0.0	-0.1%	7.0	-1.0	-12.7%
Lixiana	anticoagulant	4.9	9.7	(21.6%)	4.8	+98.2%	45.0	18.0	+66.7%
Asia, South and Central America (ASCA)	19.0		19.7	(21.9%)	0.7	+3.7%	90.0	9.6	+12.0%
Daiichi Sankyo China		8.3	8.4	-	0.1	+1.5%	not disclosed	-	-
Daiichi Sankyo Taiwan		1.6	1.8	-	0.2	+13.4%	not disclosed	-	-
Daiichi Sankyo Korea		2.9	3.0	-	0.2	+6.4%	not disclosed	-	-
Daiichi Sankyo Thailand		0.6	0.8	-	0.2	+30.3%	not disclosed	-	-
Daiichi Sankyo Brasil Farmacêutica		2.4	2.4	-	0.0	+1.4%	not disclosed	-	-

3. Revenue by Business Units and Products (3)

[Reference] Revenue in Local Currency

USD Mn

	FY2017 Q1	FY2018 Q1				FY2018		
	Results	Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
Daiichi Sankyo, Inc. (US)	225	101	(25.2%)	-124	-55.2%	400	-274	-40.7%
Olmesartan antihypertensive agent	61	29	(45.4%)	-32	-52.7%	64	-129	-66.9%
Welchol hypercholesterolemia treatment/ type 2 diabetes mellitus treatment	91	45	(19.6%)	-47	-51.2%	227	-79	-25.7%
Effient antiplatelet agent	55	6	-	-49	-89.6%	not disclosed	-	-
Savaysa anticoagulant	4	4	(20.2%)	-1	-15.2%	18	-1	-7.0%
Movantik opioid-induced constipation treatment	12	9	-	-3	-28.0%	not disclosed	-	-

USD Mn

Luitpold Pharmaceuticals, Inc. (US)	248	263	(26.3%)	14	+5.7%	1,000	49	+5.2%
Venofer treatment for iron deficiency anemia	67	75	(30.8%)	9	+13.3%	245	-34	-12.1%
Injectafer treatment for iron deficiency anemia	72	103	(29.0%)	30	+41.7%	355	45	+14.5%

EUR Mn

Daiichi Sankyo Europe GmbH	152	170	(26.1%)	19	+12.4%	654	41	+6.7%
Olmesartan antihypertensive agent	73	63	(35.5%)	-11	-14.4%	177	-82	-31.5%
Efient antiplatelet agent	16	15	(27.2%)	-1	-6.1%	54	-8	-12.9%
Lixiana anticoagulant	40	75	(21.6%)	35	+86.2%	346	138	+66.3%

4. Consolidated Statement of Financial Position

<Assets>

JPY Bn

	Mar. 2018	Jun. 2018	vs. Mar. 2018
Assets			
Current assets			
Cash and cash equivalents	357.7	294.0	-63.7
Trade and other receivables	231.5	230.1	-1.4
Other financial assets	429.4	456.3	27.0
Inventories	172.6	184.1	11.5
Other current assets	10.3	12.5	2.2
Total current assets	1,201.5	1,177.0	-24.5
Non-current assets			
Property, plant and equipment	217.9	217.6	-0.4
Goodwill	75.5	77.6	2.1
Intangible assets	173.5	175.1	1.6
Investments accounted for using the equity method	1.7	1.6	-0.1
Other financial assets	179.2	178.9	-0.2
Deferred tax assets	40.3	57.0	16.6
Other non-current assets	8.0	6.6	-1.4
Total non-current assets	696.2	714.4	18.2
Total assets	1,897.8	1,891.4	-6.4
* Liquidity on hand	786.5	749.5	-36.9
Debt with interest	282.1	281.9	-0.2
Net Cash	504.4	467.7	-36.7

Acquisition +5.8, Depreciation -6.4

Acquisition +2.6, Amortization -4.9, Forex impact +3.8

DTA related to prior year's restructuring +12.6

<Liabilities and equity>

JPY Bn

	Mar. 2018	Jun. 2018	vs. Mar. 2018
Liabilities			
Current liabilities			
Trade and other payables	226.2	221.9	-4.3
Bonds and borrowings	20.0	60.0	40.0
Other financial liabilities	0.5	0.4	-0.1
Income taxes payable	64.6	6.8	-57.8
Provisions	34.0	7.4	-26.7
Other current liabilities	7.8	9.8	2.0
Total current liabilities	353.1	306.3	-46.9
Non-current liabilities			
Bonds and borrowings	260.6	220.6	-40.0
Other financial liabilities	8.2	47.6	39.5
Post employment benefit liabilities	10.5	9.5	-1.0
Provisions	48.8	10.7	-38.1
Deferred tax liabilities	18.7	19.3	0.7
Other non-current liabilities	64.9	65.8	0.9
Total non-current liabilities	411.6	373.6	-38.0
Total liabilities	764.7	679.8	-84.9
Equity			
Equity attributable to owners of the Company			
Share capital	50.0	50.0	-
Capital surplus	94.6	94.6	-
Treasury shares	-163.5	-163.5	0.0
Other components of equity	120.5	128.7	8.2
Retained earnings	1,031.4	1,101.7	70.3
Total equity attributable to owners of the Company	1,133.0	1,211.5	78.5
Non-controlling interests			
Non-controlling interests	0.1	0.1	-0.0
Total equity	1,133.0	1,211.6	78.5
Total liabilities and equity	1,897.8	1,891.4	-6.4

Reversal of tax liability related to prior year's restructuring -53.8

Profit for the period +24.0,
Payment of dividends -22.7,
Increase due to reversal of tax liability related to prior year's restructuring +66.4

5. Consolidated Statement of Cash Flows

JPY Bn

	FY2017 Q1	FY2018 Q1	YoY
Cash flows from operating activities			
Profit before tax	42.2	29.6	-12.6
Depreciation and amortization	10.6	11.2	0.6
(Increase) decrease in receivables and payables	-27.8	-23.8	4.0
Others, net	-15.4	-14.6	0.8
Income taxes paid	-10.0	-14.2	-4.2
Net cash flows from operating activities	-0.3	-11.8	-11.5
Cash flows from investing activities			
Net (increase) decrease in time deposits and securities	49.9	-23.5	-73.4
(Acquisition of) proceeds from sales of fixed assets	-9.4	-11.9	-2.5
Proceeds from sale of subsidiary	-	-	-
Net (increase) decrease in investment securities	-1.0	3.3	4.3
Others, net	0.6	1.1	0.5
Net cash flows from investing activities	40.1	-31.0	-71.1
Cash flows from financing activities			
Net (increase) decrease in borrowings	-	-	-
Proceeds from bonds and borrowings	-	-	-
Purchase of treasury shares	-0.0	-0.0	-0.0
Dividends paid	-23.2	-22.7	0.6
Others, net	-0.1	-0.4	-0.2
Net cash flows from financing activities	-23.4	-23.1	0.3
Net increase (decrease) in cash and cash equivalents	16.4	-65.8	-82.2
Cash and cash equivalents at the beginning of the period	246.1	357.7	111.7
Effect of exchange rate changes on cash and cash equivalents	2.8	2.1	-0.7
Cash and cash equivalents at the end of the period	265.2	294.0	28.8
* Free cash flows (Cash flows from operating activities and investing activities)	39.7	-42.8	-82.5

6. Number of Employees

	Jun. 2017	Mar. 2018	Jun. 2018
	Results	Results	Results
Consolidated	14,827	14,446	14,751
Japan	8,865	8,765	8,965
North America	2,486	2,191	2,206
Europe	1,540	1,582	1,611
Others	1,936	1,908	1,969

7. Capital Expenditure, Depreciation and Amortization

	JPY Bn	FY2017 Q1	FY2017	FY2018 Q1	FY2018
		Results	Results	Results	Forecast
Capital expenditure		4.5	26.9	5.8	41.5
Depreciation and amortization		10.6	46.7	11.2	47.0
Property, plant and equipment		6.0	27.4	6.4	-
Intangible assets		4.6	19.3	4.8	-

8. 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)
Lixiana	edoxaban	anticoagulant	2011	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		
Pralia	denosumab	treatment for osteoporosis/ inhibitor of the progression of bone erosion associated with rheumatoid arthritis	2013	Amgen		
Tenelia	teneligliptin	type 2 diabetes mellitus treatment	2012	Mitsubishi Tanabe	Mitsubishi Tanabe	Co-promotion (DS: Sales)
Inavir	laninamivir	anti-influenza treatment	2010	Daiichi Sankyo		
Olmetec	olmesartan	antihypertensive agent	2004	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		
Rezaltas	olmesartan / azelnidipine	antihypertensive agent	2010	Daiichi Sankyo		
Urief	silodosin	treatment for dysuria	2006	Kissei	Kissei	Co-marketing
Omnipaque	iohexol	contrast medium	1987	GE Healthcare		
Daiichi Sankyo, Inc. (US)						
Olmesartan						
Benicar	olmesartan	antihypertensive agent	2002			
Benicar HCT	olmesartan / hydrochlorothiazide		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	antihypertensive agent	2002			
Olmetec Plus	olmesartan / hydrochlorothiazide		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

<9. Quarterly Data>

1. Consolidated Statement of Profit or Loss

JPY Bn	FY2017	FY2017	FY2017	FY2017	FY2017				FY2018	FY2018	FY2018	FY2018	FY2018	
	Q1	Q2	Q3	Q4	to revenue	Results	YoY	YoY (%)	Q1	Q2	Q3	Q4	to revenue	Results
	Results	Results	Results	Results					Results	Results	Results	Results		
Revenue	239.1	230.3	271.7	219.1	100.0%	960.2	5.1	+0.5%	225.7				100.0%	225.7
Cost of sales	80.1	77.0	98.4	90.6	36.0%	346.0	-3.4	-1.0%	84.7				37.5%	84.7
(excl. Special items)	80.1	83.1	98.4	85.5	36.1%	347.0	21.9	+6.7%	84.7				37.5%	84.7
(Special items)	-	-6.1	-	5.1	-0.1%	-1.0	-25.2	-104.2%	-				-	-
Gross Profit	159.0	153.3	173.3	128.6	64.0%	614.2	8.4	+1.4%	141.0				62.5%	141.0
SG&A expenses	70.8	69.2	76.7	85.1	31.4%	301.8	-0.6	-0.2%	65.6				29.1%	65.6
(excl. Special items)	70.8	69.2	76.7	80.6	31.0%	297.4	6.6	+2.3%	65.6				29.1%	65.6
(Special items)	-	-	-	4.5	0.5%	4.5	-7.2	-61.6%	-				-	-
R&D expenses	48.0	75.6	52.0	60.4	24.6%	236.0	21.7	+10.1%	45.5				20.1%	45.5
(excl. Special items)	48.0	45.4	52.0	60.4	21.4%	205.9	-4.0	-1.9%	45.5				20.1%	45.5
(Special items)	-	30.2	-	-	3.1%	30.2	25.7	+567.4%	-				-	-
Operating Profit	40.3	8.5	44.5	-16.9	7.9%	76.3	-12.6	-14.2%	29.9				13.3%	29.9
(Operating Profit before Special items)	40.3	32.6	44.5	-7.4	11.4%	109.9	-19.4	-15.0%	29.9				13.3%	29.9
Financial income/expenses	2.1	0.5	1.5	0.3		4.4	5.7		-0.2					-0.2
Share of profit or loss of investments accounted for using the equity method	-0.1	-0.1	0.6	-0.1		0.3	0.2		-0.1					-0.1
Profit before tax	42.2	9.0	46.5	-16.7	8.4%	81.0	-6.8	-7.7%	29.6				13.1%	29.6
Income taxes	13.4	4.0	8.2	-4.4		21.2	-19.1	-47.4%	5.7					5.7
Profit for the year	28.8	4.9	38.4	-12.3	6.2%	59.8	12.3	+26.0%	24.0				10.6%	24.0
Profit attributable to owners of the Company	29.2	5.1	38.3	-12.3	6.3%	60.3	6.8	+12.7%	24.0				10.6%	24.0
Tax rate	31.8%	44.8%	17.5%	26.3%		26.2%			19.2%					19.2%
Overseas sales ratio	37.6%	35.5%	33.2%	36.4%		35.6%			36.5%					36.5%
<u>Currency Rate (YTD Average)</u>														
USD/JPY	111.10	111.07	111.71	110.86		110.86			109.07					109.07
EUR/JPY	122.19	126.29	128.53	129.70		129.70			130.06					130.06

<9. Quarterly Data>

2. Revenue of Global Products

JPY Bn	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2017			FY2018 Q1	FY2018 Q2	FY2018 Q3	FY2018 Q4	FY2018
	Results	Results	Results	Results	Results	YoY	YoY (%)	Results	Results	Results	Results	Results
Edoxaban	15.3	17.6	23.7	20.5	77.1	39.8	+106.5%	25.8				25.8
Lixiana (JPN)	9.4	10.3	15.0	10.7	45.3	20.3	+81.4%	14.7				14.7
Savaysa (US)	0.5	0.5	0.6	0.6	2.2	0.3	+15.6%	0.4				0.4
Lixiana (EU)	4.9	6.1	7.5	8.5	27.0	17.3	+179.1%	9.7				9.7
Other subsidiaries	0.6	0.6	0.7	0.7	2.6	1.8	+230.3%	1.0				1.0
Olmesartan	42.8	40.0	37.8	29.1	149.7	-68.3	-31.3%	28.5				28.5
Olmetec (JPN)	16.8	15.1	8.6	4.1	44.6	-24.8	-35.8%	4.2				4.2
Rezaltas (JPN)	4.5	4.1	4.6	3.6	16.8	-0.8	-4.4%	4.1				4.1
Olmesartan (US)	6.8	3.5	7.0	4.0	21.3	-45.0	-67.8%	3.2				3.2
Olmesartan (EU)	9.0	9.0	7.5	8.0	33.5	-9.7	-22.4%	8.2				8.2
Other subsidiaries, export, etc	5.8	8.3	10.0	9.3	33.5	12.0	+55.6%	9.0				9.0
Prasugrel	11.5	7.2	8.2	5.8	32.8	-8.8	-21.1%	6.4				6.4
Effient alliance revenue (US)	6.1	1.9	2.2	0.5	10.7	-11.5	-52.0%	0.6				0.6
Effient (EU)	1.9	2.0	2.1	2.0	8.0	0.1	+0.8%	1.9				1.9
Effient (JPN)	3.3	3.1	3.6	2.9	12.8	2.4	+23.2%	3.6				3.6
Other subsidiaries, export, etc	0.2	0.3	0.4	0.3	1.3	0.3	+27.4%	0.3				0.3

3. Revenue by Business Units and Products (1)	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2017			FY2018 Q1	FY2018 Q2	FY2018 Q3	FY2018 Q4	FY2018
	Results	Results	Results	Results	Results	YoY	YoY (%)	Results	Results	Results	Results	Results
JPY Bn												
Japan	130.0	127.6	160.5	121.9	540.0	33.5	+6.6%	123.9				123.9
Nexium	22.6	22.1	25.3	16.6	86.5	2.6	+3.0%	19.8				19.8
Lixiana	9.4	10.3	15.0	10.7	45.3	20.3	+81.4%	14.7				14.7
Memary	12.5	12.0	13.6	10.5	48.6	1.7	+3.6%	12.9				12.9
Loxonin	9.6	9.3	10.1	7.4	36.5	-1.0	-2.6%	7.9				7.9
Pralia	5.5	5.4	6.4	5.9	23.2	5.2	+29.1%	6.6				6.6
Tenelia	7.6	5.6	7.7	5.4	26.3	2.1	+8.8%	6.4				6.4
Inavir	0.7	0.4	8.2	16.0	25.3	5.7	+29.2%	0.1				0.1
Olmetec	16.8	15.1	8.6	4.1	44.6	-24.8	-35.8%	4.2				4.2
Ranmark	3.8	3.8	4.2	3.7	15.4	1.5	+10.6%	3.9				3.9
Efient	3.3	3.1	3.6	2.9	12.8	2.4	+23.2%	3.6				3.6
Rezaltas	4.5	4.1	4.6	3.6	16.8	-0.8	-4.4%	4.1				4.1
Urief	2.9	2.7	3.1	2.4	11.1	-0.3	-2.7%	2.7				2.7
Omnipaque	3.6	3.5	3.9	3.0	14.0	-0.2	-1.6%	3.3				3.3
Daiichi Sankyo Espha products	7.2	10.1	17.1	12.4	46.7	26.5	+131.5%	13.7				13.7
Vaccines business	7.6	8.6	18.4	7.4	41.9	3.4	+8.8%	8.2				8.2
Daiichi Sankyo Healthcare (OTC)	16.8	19.0	20.8	16.3	72.9	6.2	+9.3%	18.4				18.4

3. Revenue by Business Units and Products (2)	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2017			FY2018 Q1	FY2018 Q2	FY2018 Q3	FY2018 Q4	FY2018
	Results	Results	Results	Results	Results	YoY	YoY (%)	Results	Results	Results	Results	Results
JPY Bn												
Daiichi Sankyo, Inc. (US)	25.0	17.1	22.0	10.7	74.8	-67.5	-47.5%	11.0				11.0
Olmesartan	6.8	3.5	7.0	4.0	21.3	-45.0	-67.8%	3.2				3.2
Welchol	10.1	9.6	9.6	4.7	33.9	-11.6	-25.5%	4.9				4.9
Effient	6.1	1.9	2.2	0.5	10.7	-11.5	-52.0%	0.6				0.6
Savaysa	0.5	0.5	0.6	0.6	2.2	0.3	+15.6%	0.4				0.4
Movantik	1.3	1.2	1.2	0.9	4.7	0.5	+12.3%	0.9				0.9
Luitpold Pharmaceuticals, Inc. (US)	27.6	24.8	27.6	25.5	105.4	17.3	+19.7%	28.6				28.6
Venofer	7.4	7.3	9.3	6.9	31.0	2.5	+8.7%	8.2				8.2
Injectafer	8.1	8.1	9.1	9.1	34.3	10.4	+43.3%	11.2				11.2
Daiichi Sankyo Europe GmbH	18.5	19.7	19.9	21.3	79.4	8.5	+12.0%	22.2				22.2
Olmesartan	9.0	9.0	7.5	8.0	33.5	-9.7	-22.4%	8.2				8.2
Efient	1.9	2.0	2.1	2.0	8.0	0.1	+0.8%	1.9				1.9
Lixiana	4.9	6.1	7.5	8.5	27.0	17.3	+179.1%	9.7				9.7
Asia, South and Central America (ASCA)	19.0	19.6	20.1	21.7	80.4	8.2	+11.4%	19.7				19.7
Daiichi Sankyo China	8.3	8.3	8.6	10.1	35.3	1.5	+4.6%	8.4				8.4
Daiichi Sankyo Taiwan	1.6	1.6	1.6	1.8	6.6	1.4	+27.5%	1.8				1.8
Daiichi Sankyo Korea	2.9	2.7	3.0	3.2	11.8	3.0	+33.5%	3.0				3.0
Daiichi Sankyo Thailand	0.6	0.7	0.8	0.8	2.9	0.4	+14.6%	0.8				0.8
Daiichi Sankyo Brasil Farmacêutica	2.4	2.4	3.2	2.0	10.1	1.3	+14.6%	2.4				2.4

3. Revenue by Business Units and Products (3)

[Reference] Revenue in Local Currency

	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2017			FY2018 Q1	FY2018 Q2	FY2018 Q3	FY2018 Q4	FY2018
	Results	Results	Results	Results	Results	YoY	YoY (%)	Results	Results	Results	Results	Results
USD Mn												
Daiichi Sankyo, Inc. (US)	225	154	195	101	674	-638	-48.6%	101				101
Olmesartan	61	32	62	37	192	-420	-68.5%	29				29
Welchol	91	86	85	44	306	-114	-27.1%	45				45
Effient	55	17	19	6	96	-109	-53.0%	6				6
Savaysa	4	5	5	5	20	2	+13.0%	4				4
Movantik	12	11	11	9	42	4	+9.9%	9				9
USD Mn												
Luitpold Pharmaceuticals, Inc. (US)	248	223	244	235	951	138	+17.0%	263				263
Venofer	67	66	82	64	279	17	+6.3%	75				75
Injectafer	72	73	80	84	310	89	+40.1%	103				103
EUR Mn												
Daiichi Sankyo Europe GmbH	152	151	150	160	613	15	+2.6%	170				170
Olmesartan	73	69	56	60	258	-105	-28.9%	63				63
Efient	16	15	16	15	62	-5	-7.6%	15				15
Lixiana	40	47	57	64	208	127	+155.7%	75				75

<10. Historical Data>

1. Revenue of Global Products

	FY2013	FY2014	FY2015	FY2016	FY2017
JPY Bn	Results	Results	Results	Results	Results
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
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
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
Effient (EU)	4.7	4.8	5.4	7.9	8.0
Effient (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
Lixiana	0.4	3.6	13.0	25.0	45.3
Memary	33.3	36.8	42.4	46.9	48.6
Loxonin	59.3	49.5	48.1	37.4	36.5
Pralia	3.2	7.3	12.5	18.0	23.2
Tenelia	1.5	7.6	16.5	24.2	26.3
Inavir	13.4	16.6	14.0	19.6	25.3
Olmetec	79.1	76.3	73.9	69.4	44.6
Ranmark	8.1	10.2	12.4	13.9	15.4
Efient	-	0.7	4.9	10.4	12.8
Rezaltas	18.5	18.4	18.2	17.5	16.8
Urief	11.4	11.5	11.8	11.4	11.1
Omnipaque	19.7	17.2	16.9	14.2	14.0
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

11. Major R&D Pipeline (Innovative pharmaceuticals)

As of July 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
Quizartinib/AC220	FLT3 inhibitor	Acute myeloid leukemia	US/EU/Asia	P3	Oral	-	2019	Relapsed and refractory AML patients Announced top line result in May 2018
			JP/US/EU/Asia	P3		-	2021-	Newly diagnosed AML patients
			JP	P2		-	2019	Relapsed and refractory AML patients
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	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.								
DS-1647(G47Δ)	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 (HER2 positive, post T-DM1)	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
		Breast cancer (HER2 positive, vs T-DM1)	JP/US/EU/Asia	P3 prep		-	-	
		Gastric cancer (HER2 expressing, post trasutuzumab)	JP/Asia	P2		-	2021	Granted SAKIGAKE Designation for the treatment of HER2-overexpressing 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	JP/US/EU	P2		-	-	
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	-	Chimeric antigen receptor T (CAR-T), which is a cell therapy directed against CD19, an antigen expressed on the surface of B-cell malignant lymphoma cells.

Underline: change after FY2017 Q4 Financial Announcement in Apr 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	JP/US	P1	-	-	
		Acute myeloid leukemia	US	P1	-	-	Added a combination cohort with azacitidine
		Acute myeloid leukemia	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	<u>Adult T-cell leukemia/lymphoma, peripheral T-cell lymphoma</u>	JP	P1	-	-	
		Acute myeloid leukemia , Acute lymphoblastic leukemia	US	P1	-	-	
PLX51107	BRD4 inhibitor	Acute myeloid leukemia, myelodysplastic syndrome, solid tumor	US	P1	-	-	
U3-1402	Anti-HER3 antibody drug conjugate	Breast cancer	JP/US	P1/2	-	-	
		Non-small cell lung cancer	US	P1	-	-	
DS-1001	IDH1 mutant inhibitor	Glioma	JP	P1	-	-	
DS-1205	AXL inhibitor	Non-small cell lung cancer	<u>JP/US</u>	P1 prep	-	-	Combination with osimertinib (US) or gefitinib (JP)
PLX2853	BRD4 inhibitor	Acute myeloid leukemia, solid tumors	US	P1	-	-	
DS-1062	Anti-TROP2 antibody drug conjugate	Solid tumors (non-small cell lung cancer)	JP/US	P1	-	-	

Underline: change after FY2017 Q4 Financial Announcement in Apr 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	ASCA	Submitted	Oral	-	-	BR: received approval in Mar 2018 CN: submitted in Aug 2015
		Very elderly patients with non-valvular 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	2021	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	Submitted	Oral	Exelixis, Inc.	2019	Submitted in Feb 2018
		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 Q4 Financial Announcement in Apr 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	JP/US/EU	P1	-	-	
DS-2330	Hyperphosphatemia treatment	Hyperphosphatemia in chronic kidney disease	-	P1	-	-	

Underline: change after FY2017 Q4 Financial Announcement in Apr 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	Submitted	Oral	-	2018	JP: submitted in Feb 2018
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	<u>Submitted</u>	Inhalation	-	2019	<u>Additional dosage form, nebulizer formulation Submitted in Jul 2018</u>
The long-acting neuraminidase inhibitor and acts directly on the pulmonary and tracheal sites of infection.								

Underline: change after FY2017 Q4 Financial Announcement in Apr 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-5141	ENA oligonucleotide	Duchenne muscular dystrophy	JP	P1/2	ODTI	-	Granted SAKIGAKE Designation from MHLW in Apr 2017 Announced TLR in Apr 2018
DS-1211	TNAP inhibitor	Prevention of ectopic calcification diseases	US	P1	-	-	Research collaboration with Sanford Burnham Prebys Medical Discovery Institute

Underline: change after FY2017 Q4 Financial Announcement in Apr 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 Jun 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 Apr 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	-	-	<u>Japan vaccine company is preparing for the P3 study</u>

Underline: change after FY2017 Q4 Financial Announcement in Apr 2018

◆ Stage-up (major changes from the FY2017 Q4 Financial Announcement in Apr 2018)

Generic Name/Project Code Number	Class	Target indication	Current region/stage	Remarks
Trastuzumab deruxtecan/DS-8201	Anti-HER2 antibody drug conjugate	Breast cancer (HER2 positive, post T-DM1)	JP/US/EU/Asia P3 prep	
		Breast cancer (HER2 positive, vs T-DM1)	JP/US/EU/Asia P3 prep	
		Non-small cell lung cancer	JP/US/EU P2	
Laninamivir/CS-8958 Inavir (JP)	Neuraminidase inhibitor	Influenza	JP Submitted	

◆ Discontinue (major changes from the FY2017 Q4 Financial Announcement in Apr 2018)

Generic Name/Project Code Number	Class	Target indication	Region / stage when discontinued	Reason
Denosumab/AMG 162 Ranmark (JP)	Anti-RANKL antibody	Breast cancer adjuvant	JP P3	Decided to discontinue the development after reviewing its study result
Patritumab/U3-1287	Anti-HER3 antibody	Head & neck cancer	EU P2	Decided to discontinue the development after reviewing its study result
DS-7080	Angiogenesis inhibitor	Neovascular age-related macular degeneration, diabetic macular edema	US 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	JP/US P1	
Laninamivir/CS-8958 Inavir (JP)	Neuraminidase inhibitor	Influenza	US/EU P2	Out-licensing with Vaxart Inc
DS-2969	GyrB inhibitor	Clostridium difficile infection	US P1	
DS-1093	HIF-PH inhibitor	Inflammatory bowel disease	EU P1	Developed until P1 in EU for indication of neurogenic anemia
<u>DS-7080</u>	<u>Angiogenesis inhibitor</u>	<u>Neovascular age-related macular degeneration</u>	<u>US</u>	<u>P1</u>
DS-1515	PI3Kδ inhibitor	Inflammatory disease	-	Pre-clin
DS-1039	MOA undisclosed (CFTR independent fluid secretion)	Cystic fibrosis	-	Pre-clin
DS-7411	MOA undisclosed (antibody)	Hemophilia A and B	-	Pre-clin

Underline: change after FY2017 Q4 Financial Announcement in Apr 2018