

Passion for Innovation.  
Compassion for Patients.™



# FY2022 Q2 Financial Results Presentation

**DAIICHI SANKYO CO., LTD.**

**Sunao Manabe**  
President and CEO

**October 31, 2022**

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# Agenda

① **FY2022 Q2 Financial Results**

② FY2022 Forecast

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# Overview of FY2022 Q2 Results

(Bn JPY)

	FY2021 Q2 YTD Results	FY2022 Q2 YTD Results	YoY	
<b>Revenue</b>	<b>530.0</b>	<b>607.8</b>	+14.7%	<b>77.8</b>
<b>Cost of sales *</b>	<b>172.6</b>	<b>159.4</b>		<b>-13.2</b>
<b>SG&amp;A expenses *</b>	<b>165.7</b>	<b>209.8</b>		<b>44.0</b>
<b>R&amp;D expenses *</b>	<b>109.0</b>	<b>153.9</b>		<b>44.8</b>
<b>Core operating profit *</b>	<b>82.7</b>	<b>84.8</b>	+2.5%	<b>2.1</b>
<b>Temporary income *</b>	<b>2.1</b>	<b>10.8</b>		<b>8.7</b>
<b>Temporary expenses *</b>	<b>0.1</b>	<b>0.0</b>		<b>-0.0</b>
<b>Operating profit</b>	<b>84.7</b>	<b>95.6</b>	+12.8%	<b>10.8</b>
<b>Profit before tax</b>	<b>86.0</b>	<b>91.3</b>		<b>5.3</b>
<b>Profit attributable to owners of the Company</b>	<b>62.5</b>	<b>58.3</b>	-6.7%	<b>-4.2</b>
<b>Currency</b>	<b>USD/JPY</b>	<b>109.80</b>		<b>+24.18</b>
<b>Rate</b>	<b>EUR/JPY</b>	<b>130.89</b>		<b>+7.83</b>

As an indicator of ordinary profitability, "core operating profit" which excludes temporary income and expenses from operating income is disclosed. Income and expenses related to: sale of fixed assets, restructuring (excluding the sales of pipeline and launched products), impairment, loss compensation, reconciliation, and other non-temporary and material gains and losses are included in the "temporary income and expenses".

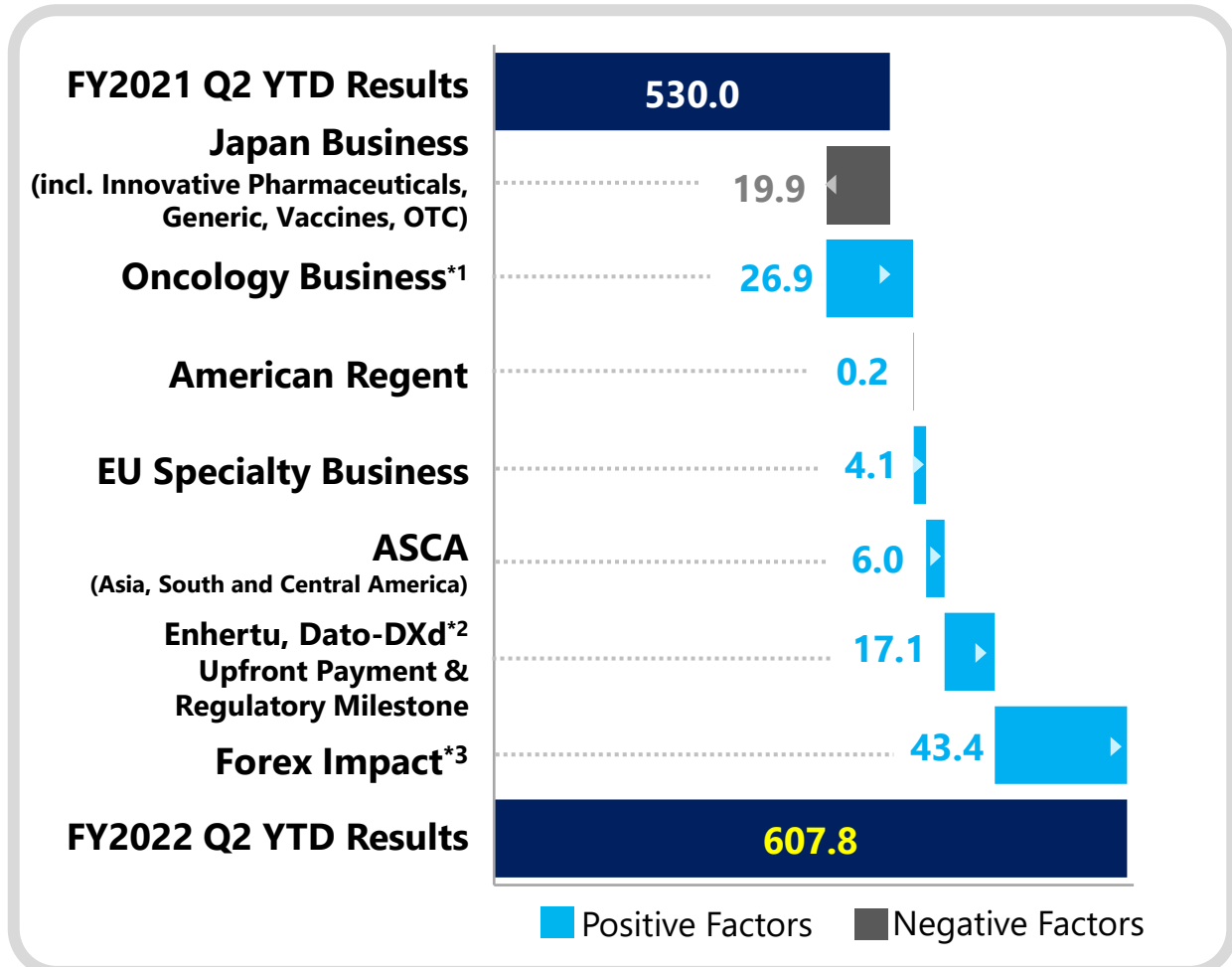
Temporary income and expenses are excluded from results and forecast for cost of sales, SG&A expenses and R&D expenses shown in the list above.

The adjustment table from operating profit to core operating profit is stated in the reference data

# Revenue

**Increased by 77.8 Bn JPY** (Increased by 34.4 Bn JPY excl. forex impact)

(Bn JPY)



Positive Factors		Negative Factors	
<b>Japan Business Unit</b>			
Lixiana	+5.9	Nexium	-39.6
Tarlige	+4.2		
Vaccines business	+3.2		
Gains on sales of products in US	+3.2		
Gains on sales of product in EU	+2.7		
<b>Oncology Business*1 Unit</b>			
Enhertu	+34.2	Transferred products	-3.3
<b>American Regent Unit</b>			
Venofer	+4.0	Injectafer	-6.5
HBT products	+1.9		
GE injectables	+1.4		
<b>EU Specialty Business Unit</b>			
Lixiana	+5.6	Gain on sales of transferring long-listed products	-1.1
<b>Enhertu, Dato-DXd*2 Upfront Payment &amp; Regulatory Milestone</b>			
Enhertu Regulatory Milestone	+15.7		

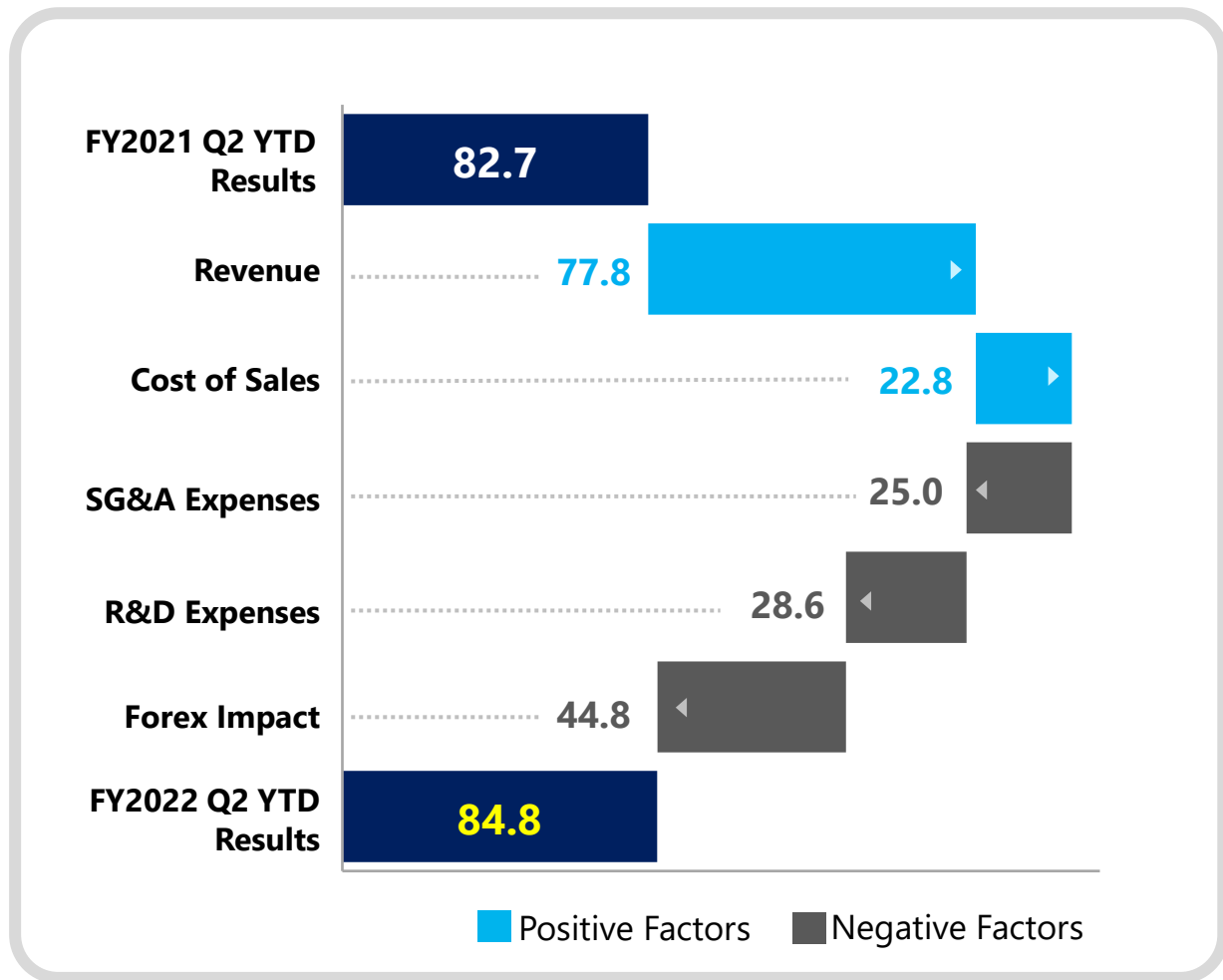
\*1 Revenue for Daiichi Sankyo, Inc. and Daiichi Sankyo Europe's oncology products

\*2 Dato-DXd: Datopotamab deruxtecan (DS-1062)

\*3 Forex impact USD: +29.6, EUR: +5.0, ASCA: +8.8

# Core Operating Profit

**Increased by 2.1 Bn JPY** (Increased by 3.5 Bn JPY excl. forex impact)



(Bn JPY)

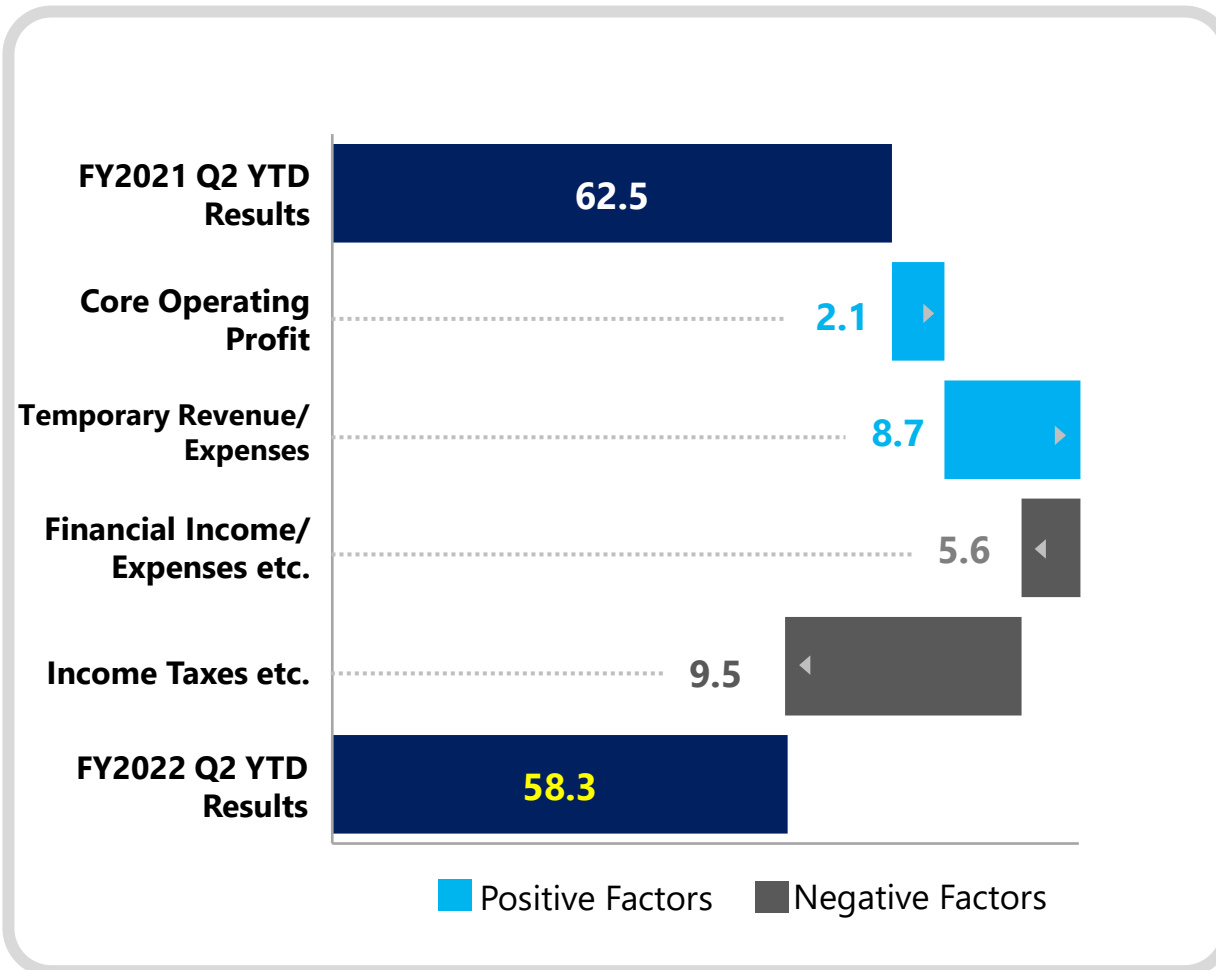
<b>Revenue</b>	<b>+77.8</b>
incl. forex impact of +43.4	
<b>Cost of Sales</b>	<b>-22.8</b>
Improvement in cost of sales ratio by change in product mix	
<b>SG&amp;A Expenses</b>	<b>+25.0</b>
Increase in expenses related to Enhertu due to an increase in profit share of gross profit with AstraZeneca	
<b>R&amp;D Expenses</b>	<b>+28.6</b>
Increase in 3ADCs* R&D investments	
<b>Forex Impact</b>	<b>+44.8 (Profit Decreased)</b>
Cost of Sales	+9.6
SG&A Expenses	+19.0
R&D Expenses	+16.2

\* 3ADCs: 1) Enhertu, Trastuzumab deruxtecan (T-DXd, DS-8201), 2) Datopotamab deruxtecan (Dato-DXd, DS-1062) and 3) Patritumab deruxtecan (HER3-DXd, U3-1402)

# Profit Attributable to Owners of the Company

## Decreased by 4.2 Bn JPY

(Bn JPY)



### Temporary Income/Expenses ..... +8.7 (Profit increased)

	FY2021 Q2 YTD	FY2022 Q2 YTD	YoY
Temporary Income	2.1 <sup>*1</sup>	10.8 <sup>*2</sup>	+8.7
Temporary Expenses	1	0	-0.0

\*1 Gains related to sale of Osaka logistics center (2.1)

\*2 Gains related to sales of subsidiary of Daiichi Sankyo (China) (6.0)  
Gains on reversal related to closure of Plexxikon (3.2)

### Financial Income/Expenses etc. .... +5.6 (Profit Decreased)

- Deterioration in forex gains/losses ..... +3.8

### Income Taxes etc. .... +9.5

	FY2021 Q2 YTD	FY2022 Q2 YTD	YoY
Profit before Tax	86.0	91.3	+5.3
Income Taxes etc.	23.5	33.0	+9.5
Tax rate	27.3%	36.1%	+8.8%

# Revenue: Business Units (incl. Forex Impact)

(Bn JPY)

	FY2021 Q2 YTD Results	FY2022 Q2 YTD Results	YoY	
<b>Japan Business</b>	<b>255.6</b>	<b>225.1</b>	<b>-30.5</b>	
<b>Daiichi Sankyo Healthcare</b>	<b>33.8</b>	<b>33.6</b>	<b>-0.2</b>	
<b>Oncology Business</b>	<b>31.0</b>	<b>70.7</b>	<b>+39.7</b>	
Enhertu	22.4	69.0	+46.6	
Turalio	1.3	1.7	+0.4	
<b>American Regent</b>	<b>77.0</b>	<b>94.1</b>	<b>+17.2</b>	
Injectafer	28.9	27.4	-1.5	
Venofer	16.5	25.0	+8.5	
GE injectables	26.5	34.1	+7.6	
<b>EU Speciality Business</b>	<b>63.7</b>	<b>71.8</b>	<b>+8.2</b>	
Lixiana	47.1	55.8	+8.7	
Nilemdo/Nustendi	1.6	2.8	+1.2	
Olmesartan	10.3	9.8	-0.5	
<b>ASCA (Asia, South and Central America) Business</b>	<b>55.1</b>	<b>69.8</b>	<b>+14.8</b>	
<b>Currency Rate</b>	<b>USD/JPY</b>	<b>109.80</b>	<b>133.98</b>	<b>+24.18</b>
	<b>EUR/JPY</b>	<b>130.89</b>	<b>138.72</b>	<b>+7.83</b>



# Revenue: Major Products in Japan

(Bn JPY)

		FY2021 Q2 YTD Results	FY2022 Q2 YTD Results	YoY
<b>Lixiana</b>	anticoagulant	44.8	50.7	+5.9
<b>Tarlige</b>	pain treatment	14.2	18.3	+4.2
<b>Pralia</b>	treatment for osteoporosis/ inhibitor of the progression of bone erosion associated with rheumatoid arthritis	18.4	19.3	+0.9
<b>Efient</b>	antiplatelet agent	8.0	9.9	+1.9
<b>Tenelia</b>	type 2 diabetes mellitus treatment	12.1	11.0	-1.1
<b>Vimpat</b>	anti-epileptic agent	8.9	10.6	+1.7
<b>Ranmark</b>	treatment for bone complications caused by bone metastases from tumors	10.1	10.1	-0.1
<b>Canalia</b>	type 2 diabetes mellitus treatment	8.4	8.1	-0.3
<b>Loxonin</b>	anti-inflammatory analgesic	11.3	9.4	-1.9
<b>Enhertu</b>	anti-cancer agent (HER2-directed antibody drug conjugate)	4.4	5.2	+0.8
<b>Emgality</b>	prophylaxis of migraine attacks	2.1	3.0	+1.0

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# Revision to the forecast

(Bn JPY)

	FY2022 Forecast (as of Apr.)	FY2022 Forecast (as of Oct.)	vs. Forecast as of Apr.
<b>Revenue</b>	<b>1,150.0</b>	<b>1,250.0</b>	<b>+100.0</b>
<b>Cost of sales *</b>	<b>328.0</b>	<b>338.0</b>	<b>+10.0</b>
<b>SG&amp;A expenses *</b>	<b>410.0</b>	<b>468.0</b>	<b>+58.0</b>
<b>R&amp;D expenses *</b>	<b>307.0</b>	<b>324.0</b>	<b>17.0</b>
<b>Core operating profit *</b>	<b>105.0</b>	<b>120.0</b>	<b>+15.0</b>
<b>Temporary income *</b>	-	<b>10.0</b>	<b>+10.0</b>
<b>Temporary expenses *</b>	-	-	-
<b>Operating profit</b>	<b>105.0</b>	<b>130.0</b>	<b>+25.0</b>
<b>Profit before tax</b>	<b>105.0</b>	<b>130.0</b>	<b>+25.0</b>
<b>Profit attributable to owners of the Company</b>	<b>83.0</b>	<b>100.0</b>	<b>+17.0</b>

<b>Currency Rate</b>	<b>USD/JPY</b>	<b>130.00</b>	<b>136.99</b>	<b>+6.99</b>
	<b>EUR/JPY</b>	<b>140.00</b>	<b>139.36</b>	<b>-0.64</b>

Assumption of currency rate for Q3 and Q4 : USD/JPY 140, EUR/JPY 140

## **Revenue**

- Sales increase mainly driven by Enhertu growth, increase by forex impact

## **Cost of sales**

- Increase by revenue increase, increase by forex impact,  
Improvement in cost of sales ratio by change in product mix

## **SG&A Expenses**

- Increase in profit share of gross profit with AstraZeneca due to sales expansion of Enhertu, increase by forex impact

## **R&D Expenses**

- Increase in cost share of R&D investments with AstraZeneca due to acceleration of the development of Enhertu, increase by forex impact

## **Temporary expenses**

- Gains related to sales of subsidiary of Daiichi Sankyo (China) ,  
Gains on reversal related to closure of Plexxikon etc.

**Forex  
Impact**

**Revenue +30.0 Bn JPY**  
**Core operating profit -17.0 Bn JPY**

\* As an indicator of ordinary profitability, "core operating profit" which excludes temporary income and expenses from operating income is disclosed.  
Income and expenses related to: sale of fixed assets, restructuring (excluding the sales of pipeline and launched products), impairment, loss compensation, reconciliation, and other non-temporary and material gains and losses are included in the "temporary income and expenses".  
Temporary income and expenses are excluded from results and forecast for cost of sales, SG&A expenses and R&D expenses shown in the list above.

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(Bn JPY)

	FY2022 Q2 YTD Results		FY2022 Forecast		<Reference> Total Consideration
		YoY		vs. Forecast as of Apr.	
<b>Product Sales</b>	<b>79.5</b>	<b>52.8</b>	<b>195.2</b>	<b>66.9</b>	-
Japan	5.2	0.8	16.0	-	-
US	55.3	35.6	137.0	53.9	-
Europe	13.7	11.0	30.1	7.1	-
ASCA	5.3	5.3	12.1	5.8	-
<b>Upfront payment</b>	<b>4.9</b> <sup>*1</sup>	-	<b>9.8</b> <sup>*1</sup>	-	<b>149.0</b>
<b>Regulatory milestone payment</b>	<b>16.8</b> <sup>*1</sup>	<b>15.7</b>	<b>21.5</b> <sup>*1</sup>	<b>0.9</b>	<b>106.8</b>
US HER2+ Breast Cancer 3L	0.5	-	0.9	-	13.7
EU HER2+ Breast Cancer 3L	0.3	-	0.5	-	7.9
US HER2+ Gastric Cancer 2L + 3L	0.4	-	0.8	-	12.1
US HER2+ Breast Cancer 2L	3.0	3.0	3.5	0.0	13.1
EU HER2+ Breast Cancer 2L	2.3	2.3	2.7	0.1	10.1
US HER2-low Breast Cancer (post-chemo)	6.4	6.4	7.3	0.4	27.7
EU HER2+ Gastric Cancer 2L	-	-	1.3	0.1	4.9 <sup>*2</sup>
US HER2 Mutant NSCLC 2L	4.0	4.0	4.6	0.3	17.3
<b>Quid related payment</b>	<b>0.6</b> <sup>*1</sup>	<b>0.6</b>	<b>1.1</b> <sup>*1</sup>	-	<b>17.2</b>
<b>Sales milestone payment</b>	-	-	<b>14.0</b>	<b>14.0</b>	<b>14.0</b> <sup>*2 *3</sup>
<b>Total</b>	<b>101.9</b>	<b>69.1</b>	<b>241.7</b>	<b>81.8</b>	<b>287.1</b>

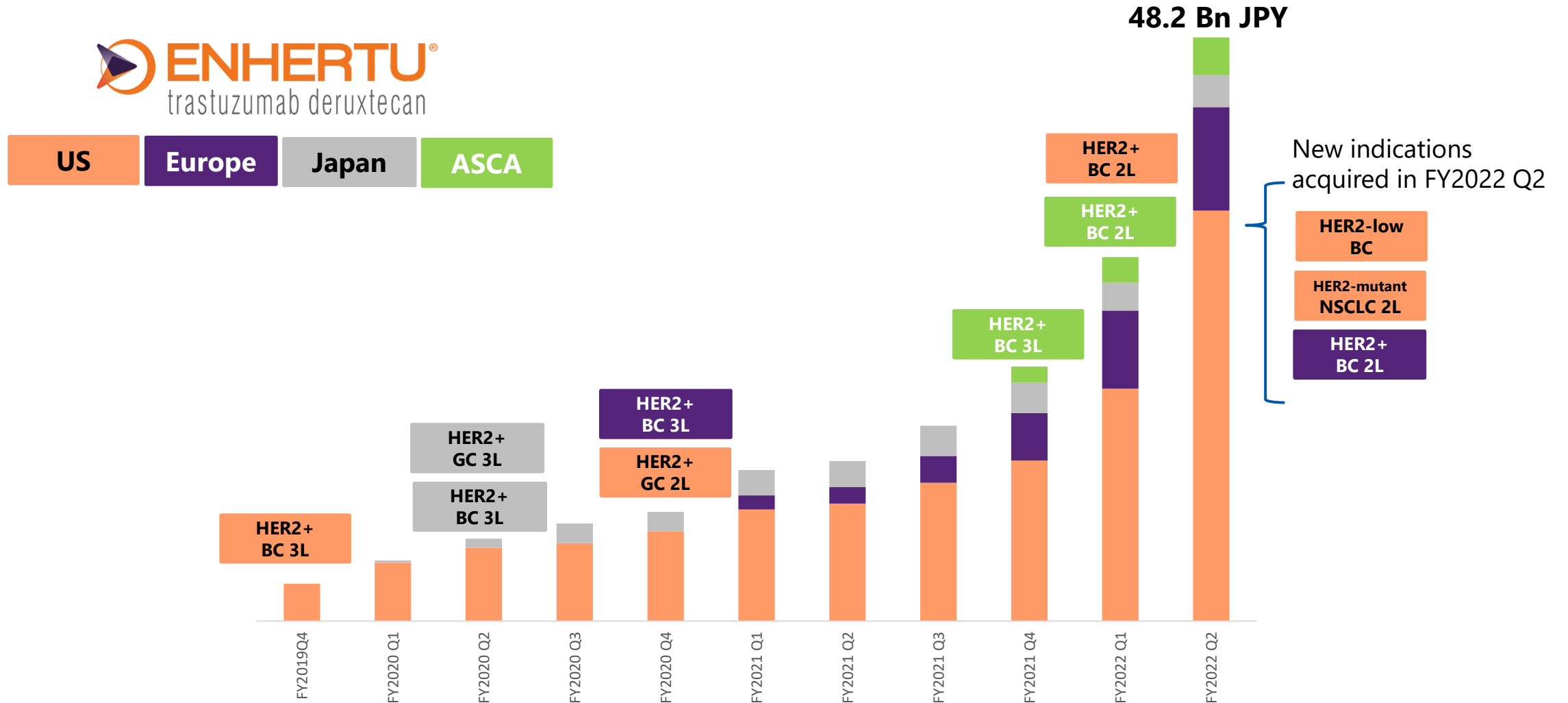
\*1 Revenue recognized in each period

\*2 Revenue based on the assumption that milestone will be achieved in FY2022; Expected consideration converted with forex rate of 140 JPY to 1 USD

\*3 Milestone of 100Mn USD for achieving annual product sales of 1 Bn USD in co-commercialization territory with AstraZeneca. (Total revenue expected to be recognized in FY2022)

Ref. Total sales milestone payment: 1.75 Bn USD (Max)

**Steady increase in product sales due to market penetration and additional indications**



## Steady increase in product sales due to market penetration and additional indications

Global product sales: FY2022 Q2 YTD results **79.5 Bn JPY** (YoY **+52.8 Bn JPY**)  
 FY2022 forecast **195.2 Bn JPY** (YoY **+129.9 Bn JPY**, vs. forecast as of Apr. **+66.9 Bn JPY**)

### US

- ◆ **Product sales:** FY2022 Q2 YTD results **55.3 Bn JPY (413 Mn USD)**  
 FY2022 forecast **137.0 Bn JPY (1,000 Mn USD)**
- ◆ **Indication:** HER2+ BC 2L/3L, **HER2-low BC (post-chemo)**,  
 HER2+ GC 2L, **HER2-mutant NSCLC 2L**
- ◆ **Market share status**
  - HER2+ BC 2L: Maintaining No.1 new patient share
  - HER2+ BC 3L: Maintaining No.1 new patient share
  - **HER2-low BC: Rapid uptake in the population**
  - HER2+ GC 2L: Maintaining No.1 new patient share
- ◆ **Other progress**
  - Approved for HER2+ BC 2L and started promotion (May 2022)
  - Classified as a category 1 preferred regimen for patients with tumors that are HER2 IHC 1+ or 2+ and ISH negative in NCCN\*1 guidelines (Jun. 2022)
  - **Approved for HER2-low BC (post chemo) and HER2-mutant NSCLC 2L and started promotion (Aug. 2022)**

### Europe

- ◆ **Product sales:** FY2022 Q2 YTD results **13.7 Bn JPY (102 Mn USD)**  
 FY2022 forecast **30.1 Bn JPY (220 Mn USD)**
- ◆ **Indication:** HER2+ BC 2L/3L
- ◆ **Market share status**
  - HER2+ BC 3L: Maintaining No.1 new patient share (UK, France, Germany)
- ◆ **Other progress**
  - Approved for HER2+ BC 2L and started promotion (Jul. 2022)



## Steady increase in product sales due to market penetration and increasing launched countries/regions

Global product sales: FY2022 Q2 YTD results **79.5 Bn JPY** (YoY **+52.8 Bn JPY**)  
 FY2022 forecast **195.2 Bn JPY** (YoY **+129.9 Bn JPY**, vs. forecast as of Apr. **+66.9 Bn JPY**)

### Japan

- ◆ **Product sales:** FY2022 Q2 YTD results **5.2 Bn JPY**  
 FY2022 forecast **16.0 Bn JPY**
- ◆ **Indication:** HER2+ BC 3L, HER2+ GC 3L
- ◆ **Market share status**
  - HER2+ BC 3L: Maintaining No.1 new patient share
  - HER2+ GC 3L: Maintaining No.1 new patient share
- ◆ **Other progress**
  - Classified as a preferred regimen for HER2+ BC 2L treatment in guidelines in Japan (Jun. 2022)

### ASCA

- ◆ **Product sales:** FY2022 Q2 YTD results **5.3 Bn JPY**  
 FY2022 forecast **12.1 Bn JPY**
- ◆ **Indication:** HER2+ BC 2L/3L
- ◆ **Market share status**
  - Sales growing in Brazil, Hong Kong and Taiwan
- ◆ **Other progress**
  - Launched in Taiwan (Apr. 2022)



# Received “Pharma Company of The Year” award



Received **“Pharma Company of The Year”** award in “Pharma Intelligence Award 2022” held in Japan for the first time as the Japan version of “Scrip Awards” .

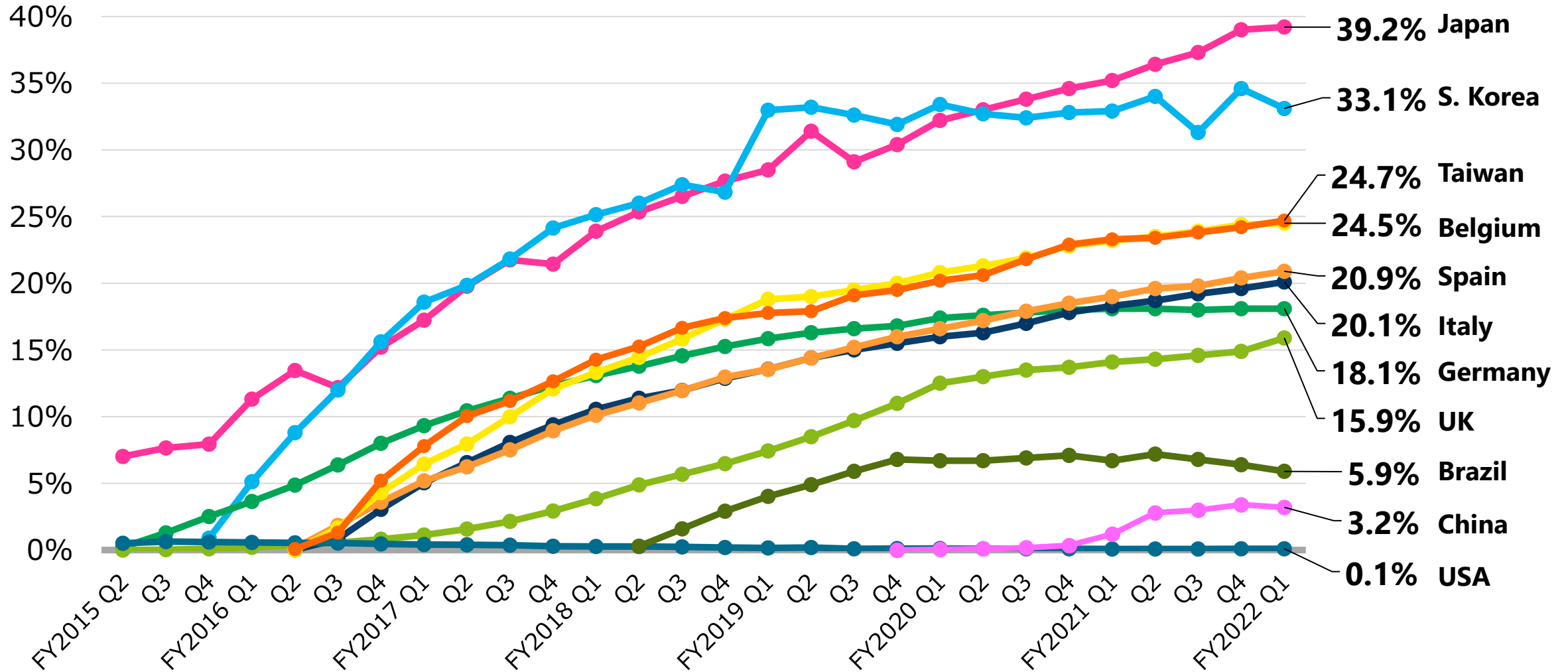
The award is to **celebrate prominent achievement of pharmaceutical company** in CY2021 evaluating various indexes such as sales, profit and expansion of pipeline.

Efforts on oncology area, **strength of the unique antibody drug conjugate (ADC) platform**, the efficacy and its broad range of possibilities of ENHERTU® for breast cancer were cited.

# LIXIANA<sup>®</sup>: Growth in Each Country/Region



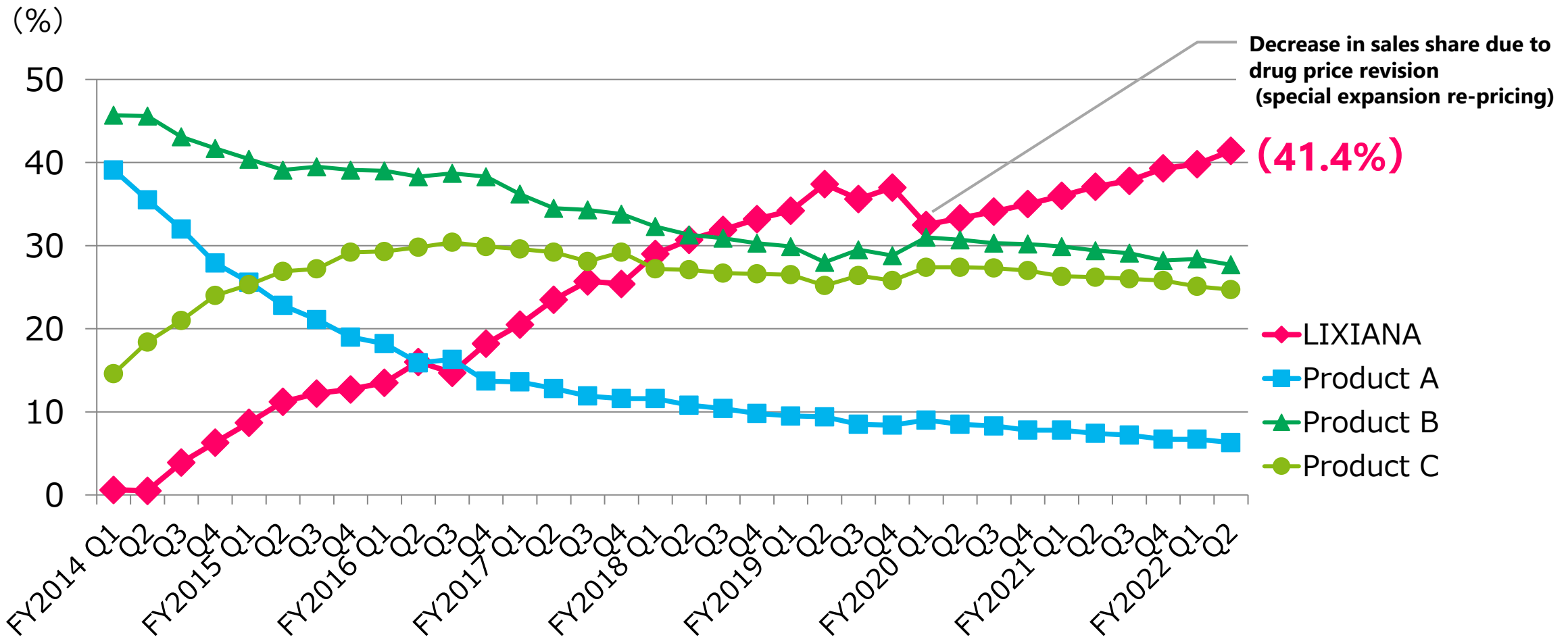
**Global revenue FY2022 Q2 YTD results: 117.3 Bn JPY (YoY +18.1 Bn JPY)**  
**FY2022 forecast: 242.1 Bn JPY (YoY +36.4 Bn JPY)**



# LIXIANA®: Growth in Japan



◆ **No.1 sales share (FY2022 Q2: 41.4%)**  
 ◆ **Revenue FY2022 Q2 YTD results: 50.7 Bn JPY (YoY +5.9 Bn JPY)**  
**FY2022 forecast: 106.6 Bn JPY (YoY +14.1 Bn JPY)**



## American Regent, Inc. acquired HBT Labs, Inc. (August 2022)

### Overview of HBT Labs, Inc.

- ◆ Business
  - **Research and development, manufacturing, sales and marketing** etc. of **generic (GE) injectables**
- ◆ Launched product
  - Mitotic inhibitor **Abraxane®** (generic name: paclitaxel) **authorized generic**
    - The company sells Abraxane AG supplied by Bristol Myers Squibb (Celgene)
- ◆ Major pipeline
  - Mitotic inhibitor **paclitaxel**
    - **Abraxane GE** originally developed by HBT
    - Approved by FDA (July 2022)
    - Planned to be launched in FY2022 4Q
  - Atypical antipsychotic **aripiprazole (GE)**
  - Local anesthetic **bupivacaine (GE)**
- ◆ Headquarter and plant      California, USA
- ◆ Number of employees      83

### Background, Purpose, Terms of Contract

- ◆ Background
  - For mid-to-long-term growth of ARI, it is necessary to **strengthen the product portfolio of GE injectables**
- ◆ Purpose
  - Contribution to sales revenue and profit by **paclitaxel**
  - HBT's advanced manufacturing technology will enable ARI to expand its **GE injectable pipeline**, including oncology
- ◆ Terms of contract
  - Upfront payment              **225 Mn USD (30.0 Bn JPY)**
  - Milestone payment          **20 Mn USD** (maximum)
    - 10 Mn USD to each launch for aripiprazole and bupivacaine
  - Royalty payment
    - Payment of 10% and 6%, respectively, for 3 years after the launch of aripiprazole and bupivacaine

## Enhance transformation into a profit structure focused on patented drugs

US

### ◆ Transferred products in US

- Products : 8 products including antihypertensive agent BENICAR<sup>®</sup> (FY2021 revenue of 8 products: 8.9 Bn JPY)
- **Gain on transfer : 【Total 57 Mn USD】**
  - **Aug. 2022: 22 Mn USD (3.2 Bn JPY) posted**
  - 2022H2: 15 Mn USD, FY2024 /20 Mn USD

Europe

### ◆ Transferred products in EU

- Products : EFIENT<sup>®</sup> Antiplatelet agent (FY2021 Revenue : 1.5 Bn JPY)
- **Gain on transfer : 【Total 20.5 Mn EUR】**
  - **Sep. 2022: 18.7 Mn EUR (2.7 Bn JPY) posted**
  - After FY2023 (when transfer was completed in Turkey): 1.8 Mn EUR

ASCA

### ◆ Transferred products and subsidiary in China

- Product : Antibacterial agent Cravit<sup>®</sup> (FY2021 Revenue : 8.9 Bn JPY)
- Subsidiary to be divested : Daiichi Sankyo Pharmaceutical (Beijing) Co., Ltd
- **Gain on transfer : 【Total 6 Bn JPY】**
  - **Aug. 2022: Full amount posted**

## Dispute with Seagen regarding Daiichi Sankyo antibody drug conjugates

- ◆ **2022 Aug. An arbitrator issued a decision denying all claims made by Seagen.**
  - With the decision denying claims by Seagen, **Daiichi Sankyo retains all patent rights to its antibody drug conjugate (ADC) technology** and will continue to develop and commercialize these medicines as planned.
- ◆ 2022 Jul. The U.S. District Court for the Eastern District of Texas has entered judgment that ENHERTU® infringes Seagen's U.S. Patent 10,808,039 (the '039 patent). The Court has not yet addressed whether to award a running royalty on future sales of ENHERTU® until the expiry of the '039 patent in 2024.

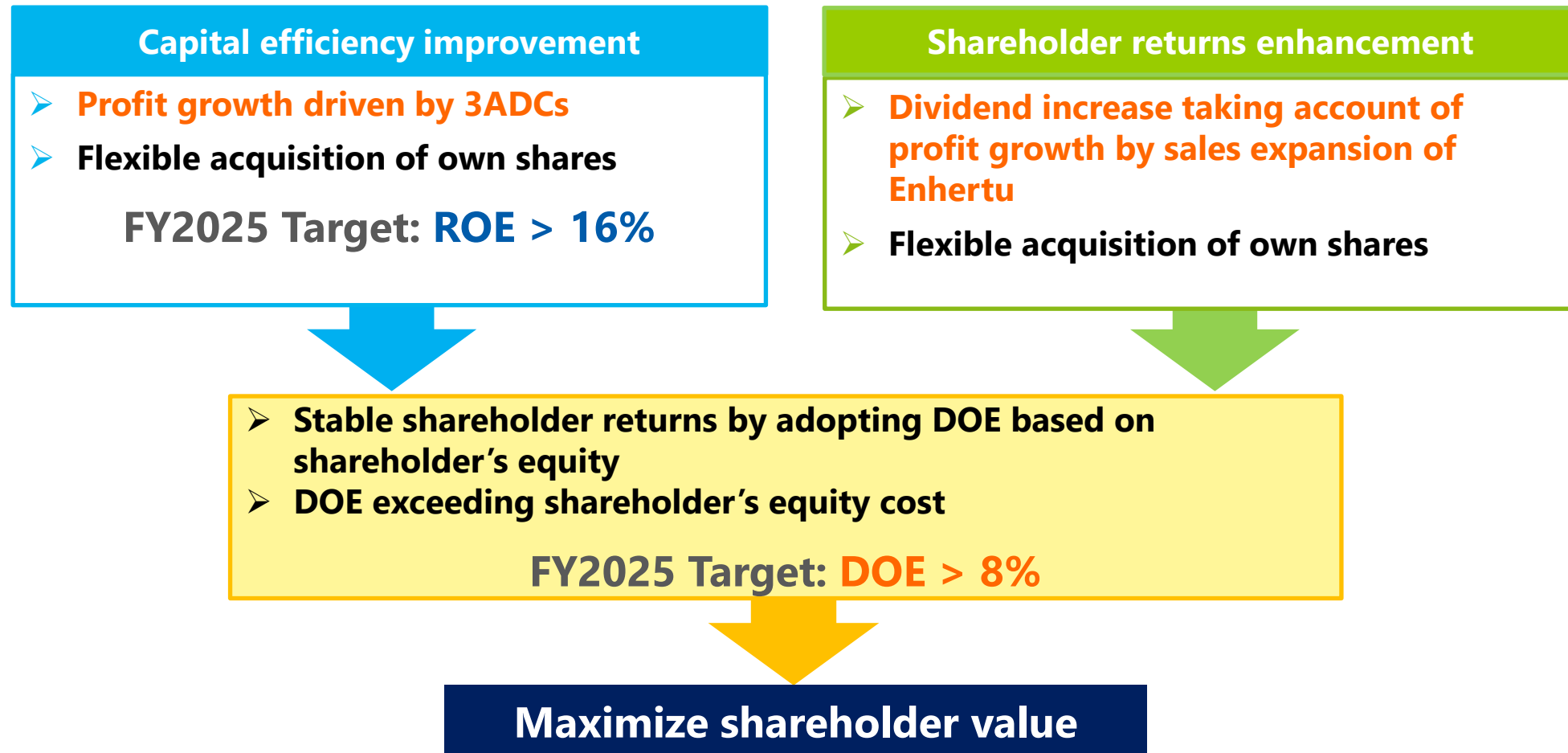
## Dispute with Novartis regarding Plexxikon's U.S. Patents

- ◆ **2022 Sep. a U.S. District Court orders in favor of Plexxikon**
  - In 2017 Plexxikon has filed a claim that Novartis' BRAF inhibitor Tafinlar® infringes Plexxikon's U.S. Patents to the U.S. District Court for the Northern District of California.
- ◆ 2022 Oct. Novartis filed an appeal to the U.S. Court of Appeals for the Federal Circuit.

# Revision of Annual Dividend

**Increase annual dividend per share from 27 JPY to 30 JPY**  
taking account of sales expansion of Enhertu more than expected

Revised annual dividend per share: 30 JPY (interim dividend: 15 JPY, year-end dividend: 15 JPY)



\*DOE: Dividend on Equity = Total dividend amount / Equity attributable to owners of the company

# Agenda

① FY2022 Q2 Financial Results

② FY2022 Forecast

③ Business Update

**④ R&D Update**

⑤ Appendix





**3ADCs Update**

Alpha Update

R&D day

News Flow

# Pioneer HER2 low BC as a new clinically meaningful patient segment

In Aug 2022, ENHERTU® was approved in US for HER2 low BC previously treated with chemotherapy

- Approved after 11 days from filing acceptance under the FDA's RTOR program, priority review and BTD
- FDA approved CDx in Oct

## Regulatory submission status in other countries and regions

- Jun 2022: Filing accepted in JP & EU
- Aug 2022: **Filing accepted in China**

### HER2 positive

- IHC 3+
- IHC 2+/ISH+

### HER2 low

- IHC 2+/ISH-
- IHC 1+

~50%

- IHC <1+

## Major development status of breast cancer

- HER2 low BC: DESTINY-Breast06 study (HR+ mBC, chemotherapy naïve, monotherapy) and DESTINY-Breast08 study (chemotherapy naïve/post chemotherapy, combination therapy) are ongoing
- HER2 positive BC: DESTINY-Breast09 study (1L) , DESTINY-Breast05 study (adjuvant therapy \*) and DESTINY-Breast11 study (neoadjuvant therapy) are ongoing

## Expand leadership across other HER2 targetable tumors

In Aug 2022, ENHERTU® was approved in US for HER2 mutant NSCLC 2L+

- This indication was approved under BTB, priority review and accelerated approval process based on the results of DESTINY-Lung02 as well as DESTINY-Lung01
- Approved dose is 5.4mg/kg
- FDA approved two types of CDx to detect HER2 mutation along with approval of ENHERTU® for NSCLC

### Regulatory submission status in other countries and regions

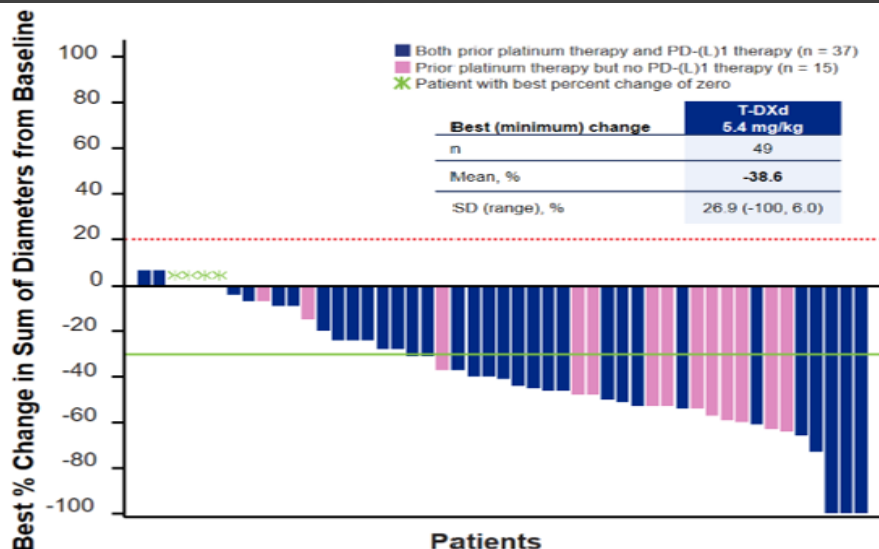
- Sep 2022: Granted orphan drug designation for unresectable, advanced or recurrent NSCLC in JP
- FY2022 H2: Filing planned in JP & EU

### Major development status of lung cancer

- DESTINY-Lung04 study (HER2 mutant NSCLC, 1L) is ongoing
- Aug 2022: Initiated DESTINY-Lung05 study (HER2 mutant NSCLC, 2L+) in China

## Data supported FDA approval of ENHERTU® 5.4 mg/kg as the first HER2 directed therapy for treatment of previously treated patients with HER2 mutant NSCLC

Anti-tumor activity  
(ENHERTU® 5.4 mg/kg, n=52)



Response Assessment by BICR (March 24, 2022 DCO)	T-DXd 5.4 mg/kg n=52	T-DXd 6.4 mg/kg n=28
<b>Confirmed ORR, n (%) [95% CI]</b>	28(53.8) [39.5, 67.8]	12 (42.9) [24.5, 62.8]
<b>Best overall response, n (%)</b>		
CR	1 (1.9)	1 (3.6)
PR	27 (51.9)	27 (39.3)
SD	19 (36.5)	14 (50.0)
PD	2 (3.8)	1 (3.6)
Not evaluable	3 (5.8)	1 (3.6)
<b>DCR, n (%) [95% CI]</b>	47 (90.4) [79.0,96.8]	26 (92.9) [76.5, 99.1]
<b>Median DoR, months [95% CI]</b>	NE [4.2, NE]	5.9 [2.8, NE]
<b>Median follow-up, months [range]</b>	5.6 [1.1-11.7]	5.4 [0.6-12.1]

Response Assessment by BICR – 90-Day Follow Up (June 22, 2022 DCO)	T-DXd 5.4 mg/kg n=52
<b>Confirmed ORR, % [95% CI]</b>	57.7 [43.2, 71.3]
CR, %	1.9
PR, %	55.8
<b>Median DoR, months [95% CI]</b>	8.7 [7.1, NE]

### DESTINY-Lung02 study

Comparative study of 5.4 mg/kg and 6.4 mg/kg ENHERTU® in patients with previously treated HER2 mutant NSCLC

- ORR were 53.8% (5.4 mg/kg) and 42.9% (6.4 mg/kg) at the time of the interim analysis, and **ORR was 57.7% (5.4mg/kg)** after additional 90-day follow-up response analysis
- No new safety concerns were identified

## Interim analysis data of TROPION-Lung02 presented at WCLC 2022 for the first time

### Study design

	Dato-DXd IV Q3W	+	pembro IV Q3W	+	platinum CT IV Q3W	
Cohort 1 (n=20) <sup>a</sup> :	4 mg/kg	+	200 mg	+		} “Doublet”
Cohort 2 (n=20) <sup>a</sup> :	6 mg/kg	+	200 mg	+		
Cohort 3 (n=17) <sup>a</sup> :	4 mg/kg	+	200 mg	+	carboplatin AUC 5	} “Triplet”
Cohort 4 (n=20) <sup>a</sup> :	6 mg/kg	+	200 mg	+	carboplatin AUC 5	
Cohort 5 (n=7) <sup>a</sup> :	4 mg/kg	+	200 mg	+	cisplatin 75 mg/m <sup>2</sup>	
Cohort 6 (n=4) <sup>a</sup> :	6 mg/kg	+	200 mg	+	cisplatin 75 mg/m <sup>2</sup>	

a: As of the May 2, 2022 data cutoff.

### TROPION-Lung02 study

Ph1b study evaluating the safety and efficacy of **Dato-DXd + pembrolizumab (Doublet)**, or **Dato-DXd + pembrolizumab + platinum chemotherapy (Triplet)** for relapsed and progressive NSCLC without actionable genomic alterations regardless of PD-L1 expression level

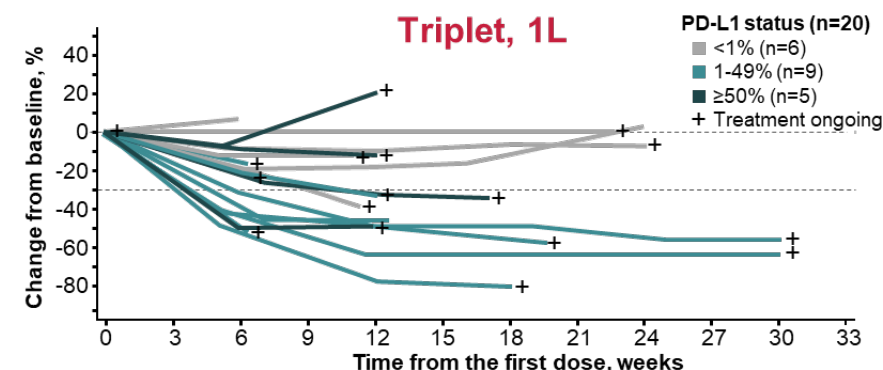
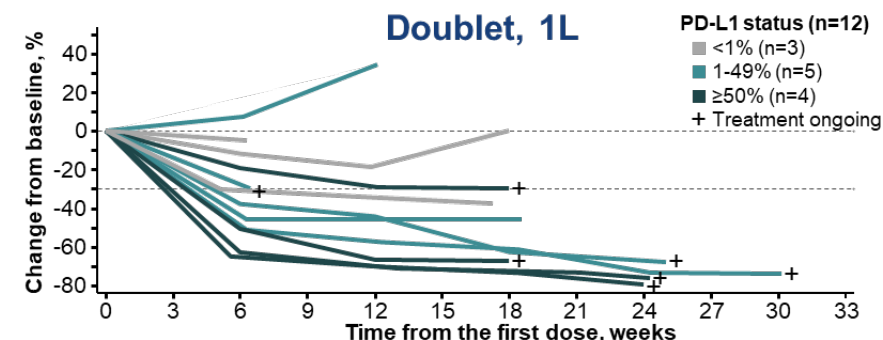
- Dose confirmatory study (for patients with 2 or fewer lines of prior treatment) and dose expansion studies (for patients with 1 or fewer lines of platinum-based chemotherapy as prior therapy in cohorts 1 and 2, and patients with no prior therapy in all other cohorts.)
- Primary endpoint: safety and tolerability
- Secondary endpoint: ORR, DoR, PFS, OS, PK, ADA

## Encouraging interim analysis data was obtained overall and for 1L patients which supports further development in NSCLC

### Response Rate (1L)

Response, n (%)	Doublet (n=13)	Triplet (n=20)
<b>ORR confirmed + pending</b>	<b>8 (62%)</b>	<b>10 (50%)</b>
CR	0	0
PR confirmed	8 (62%)	7 (35%)
PR pending	0	3 (15%)
SD	5 (39%)	8 (40%)
DCR	13 (100%)	18 (90%)

### Anti-tumor activities (Change in sum of tumor diameters, 1L)

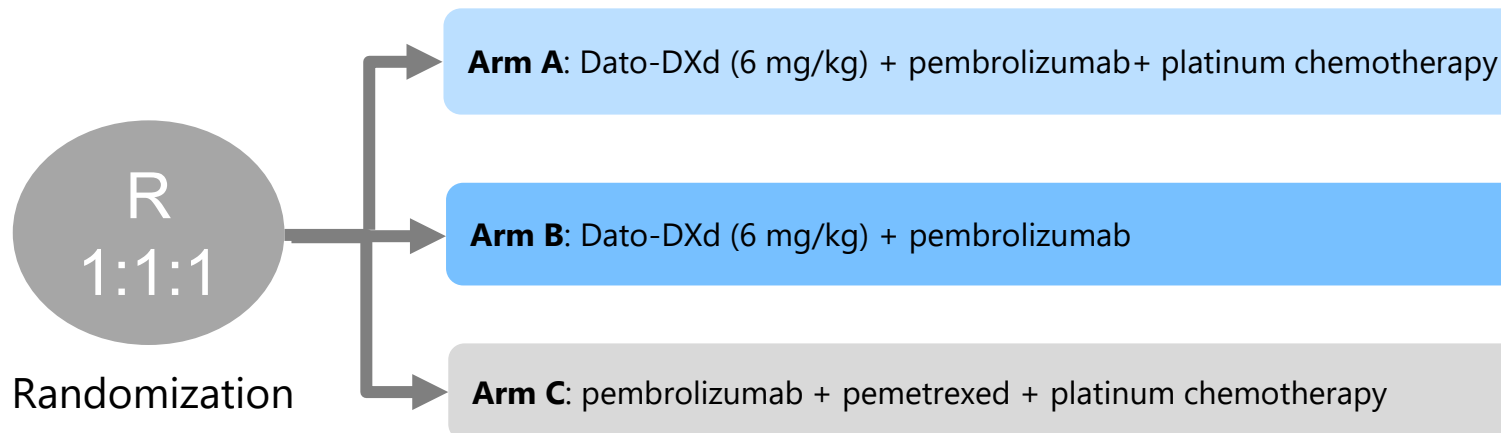


- ORR was **62% (doublet) and 50% (triplet) for 1L patients and responses were observed across all levels of PD-L1 expression**
- Overall safety consistent with Dato-DXd monotherapy and no grade 4 or grade 5 ILD events were adjudicated as drug-related.
- Conducting Ph3, TROPION-Lung08 study to evaluate the efficacy and safety of Dato-DXd + pembro combination therapy for 1L NSCLC without actionable genomic alterations, PD-L1  $\geq 50\%$
- These data also support a new study in PD-L1  $< 50\%$  (next slide)

## Planning to initiate new Ph3 study for PD-L1 <50% non-squamous NSCLC

### Patient Population (N≈975)

- Advanced or metastatic non-squamous NSCLC without actionable genomic alterations
- No prior systemic therapy for advanced non-squamous NSCLC
- PD-L1 <50%



Dato-DXd NSCLC (Ph3)	Advanced 1L	Advanced 2L	Advanced 3L
NSCLC without actionable genomic alterations	TROPION-Lung07 (PD-L1 <50%) To be initiated in FY2022 H2	TROPION-Lung01 (includes actionable genomic alterations)	
	TROPION-Lung08 (PD-L1 ≥50%)		

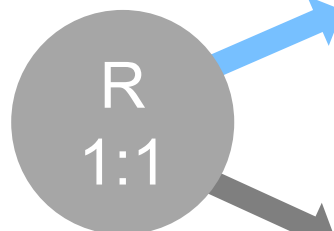
### TROPION-Lung07 study

- Global study, open label
- Primary endpoint: PFS, OS  
Secondary endpoint: ORR, DoR, TTR, DCR, ADA, etc.

## Initiated Ph3 study for post TKI EGFR mutated NSCLC patients in Aug 2022

### Patient Population (N≈560)

- Metastatic or locally advanced non-squamous NSCLC with an EGFR-activating mutation (exon 19 deletion or L858R)
- Received 1 or 2 lines of EGFR TKI treatment including a third-generation EGFR TKI, and progression on or following treatment with a third-generation EGFR TKI



Randomization

HER3-DXd  
5.6 mg/kg IV Q3W

pemetrexed + platinum-based chemotherapy

### HER3-DXd NSCLC Dev. status

	Advanced/metastatic 1L	Advanced/metastatic 2L	Advanced/metastatic 3L
EGFR mutated NSCLC	<b>Ph1b</b> Combination with osimertinib Started in Jun 2021		<b>HERTHENA-Lung01</b> Registrational Ph2 Started in Feb 2021
		<b>HERTHENA-Lung02</b> Ph3 Started in Aug 2022	

### HERTHENA-Lung02 study

- Global study, open label
- Primary endpoint: PFS  
Secondary endpoint: OS, ORR, DoR, CBR, DCR, safety, etc.



3ADCs Update

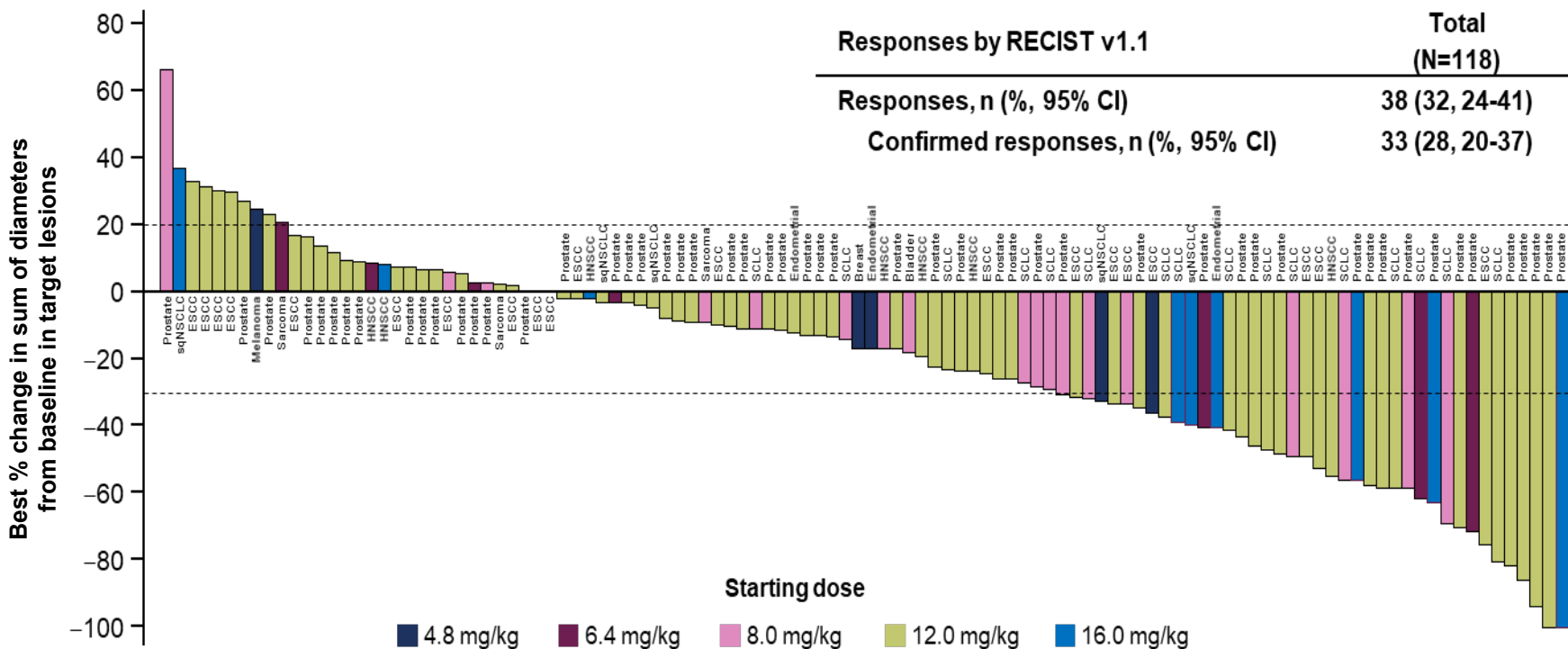
**Alpha Update**

R&D day

News Flow

## DS-7300 showed promising efficacy for multiple cancer types in heavily pretreated patients

### Antitumor activity (across tumor types)



Data cutoff: June 30, 2022

### DS-7300 Ph1/2 study

Ph1/2 study to evaluate the safety and efficacy of DS-7300

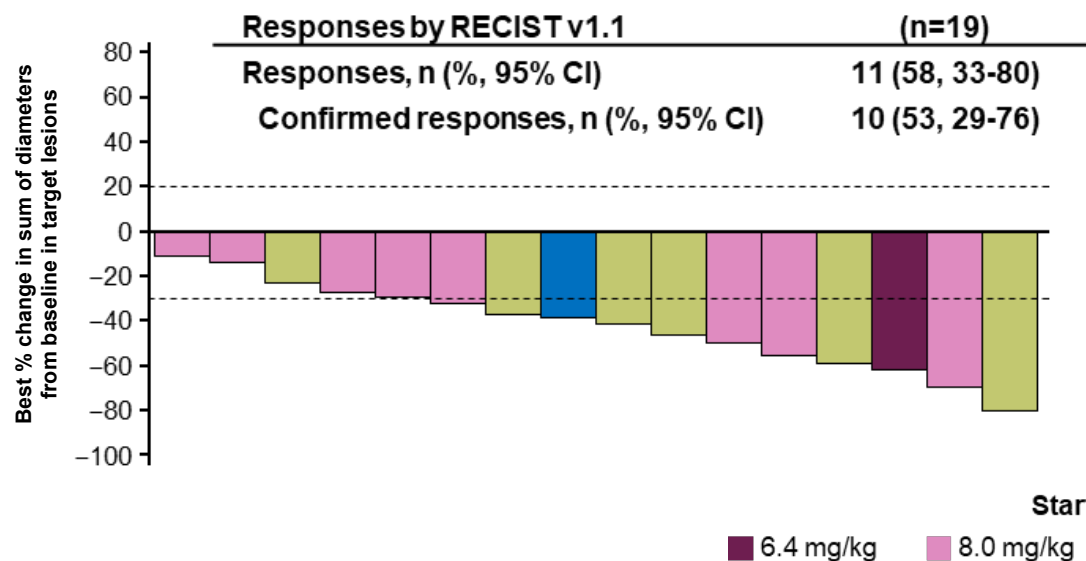
- Targeted cancer type: SCLC, mCRPC, ESCC, sqNSCLC, etc.
- Primary endpoint: safety, antitumor effect
- Secondary endpoint: PK, etc.

As a preliminary efficacy, **confirmed ORR was 28% for the entire study population**

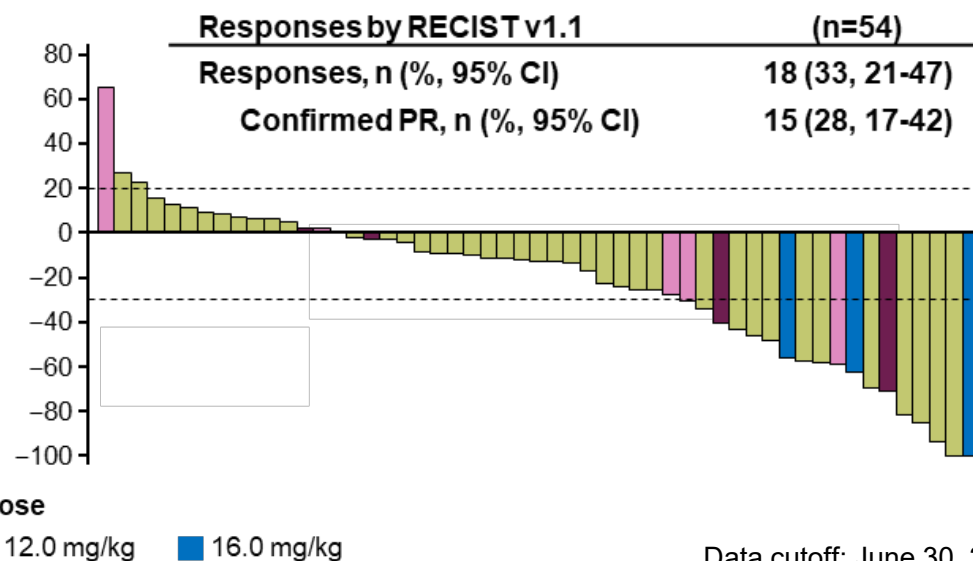
Safety profile was consistent with previously reported results

CI: confidence interval, ESCC: esophageal squamous cell carcinoma, mCRPC: metastatic castration-resistant prostate cancer, NSCLC: non-small cell lung cancer, ORR: objective response rate, PK: pharmacokinetics, RECIST: Response Evaluation Criteria in Solid Tumours, SCLC: small cell lung cancer, sqNSCLC: squamous non-small cell lung cancer

## Antitumor activity (SCLC)



## Antitumor activity (mCRPC)

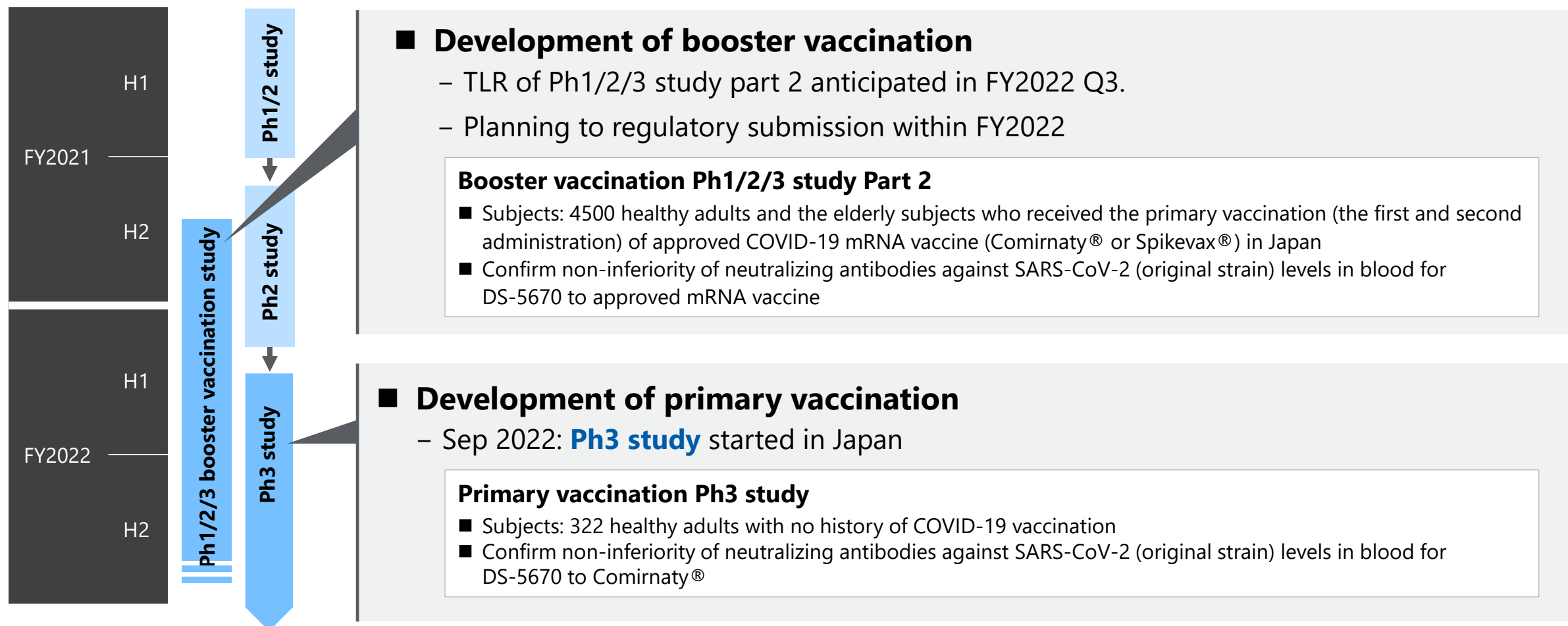


Data cutoff: June 30, 2022

■ Confirmed ORR by cancer type were **53% for SCLC (n=19)**, **28% for mCRPC (n=54)**, 40% for sqNSCLC (n=5), and 18% for ESCC (n=22)

**Based on findings of this study, Development of DS-7300 will be accelerated in SCLC and other cancer types**

**Each clinical study is progressing as planned**  
**Prior assessment consultation with PMDA began in September 2022 and planning regulatory submission for booster vaccination within FY2022**



Ezharmia<sup>®</sup> (Valemetostat) (relapsed or refractory adult T-cell leukemia-lymphoma (ATLL))

- Sep 2022 : Approved in JP for ATLL

## Quizartinib (FLT3-ITD positive acute myeloid leukemia (AML), 1L)

- Aug 2022: Filing accepted in EU
- Aug 2022: Filing accepted in JP
- Oct 2022: Filing accepted in US (Priority Review granted, PDUFA date: April 24, 2023)

## VN-0200 (RSV vaccine)

- Oct 2022: Started Ph2 study for healthy elderly in JP

3ADCs Update

Alpha Update

**R&D day**

News Flow

**Sunao Manabe**  
President and CEO



**Ken Takeshita**  
Global R&D Head

Date and time

**Dec 12 (Mon) 17:30-19:00 EST**  
(Dec 13 (Tue) 7:30-9:00 JST)

Meeting style

Virtual (Zoom)

3ADCs Update

Alpha update

R&D day

**News Flow**



## Planned major publications

### SABCS (Dec 6-10, 2022)

ENHERTU®	<b>DESTINY-Breast03: HER2+ BC, 2L, Ph3</b> • Efficacy including OS and safety updates
	<b>DESTINY-Breast02: HER2+ BC, 3L, Ph3</b> • Primary data
	<b>DESTINY-Breast07: HER2+ BC, 1/2L, Ph1b</b> • Initial data for dose expansion part
Dato-DXd	<b>TROPION-PanTumor01: HR+ /HER2- BC, Ph1</b> • First data release
	<b>TROPION-PanTumor01: TNBC, Ph1</b> • Data update
	<b>BEGONIA : TNBC, 1L (durvalumab combo), Ph1b/2</b> • Data update

## Regulatory decisions

ENHERTU®	DESTINY-Breast03: HER2+ BC, 2L, Ph3 • JP: FY2022 H2
	DESTINY-Gastric02: HER2+ BC, 2L, Ph2 • EU: FY2022 H2
Quizartinib	<b>QuANTUM-First: AML, 1L, Ph3</b> • JP/US/EU: FY2023

## Planned regulatory submissions

DS-5670	Ph1/2/3: COVID-19 mRNA vaccines, booster vaccination • JP: FY2022 H2
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## Key data readouts

Dato-DXd	TROPION-Lung01*: NSCLC, 2/3L, Ph3 • FY2022 H2
DS-5670	Ph1/2/3 : COVID-19 mRNA vaccines, booster vaccination • FY2022 H2

## Planned pivotal study initiation

Dato-DXd	<b>TROPION-Lung07: non-squamous NSCLC w/o actionable genomic alterations, PD-L1 &lt;50% 1L (pembrolizumab combo), Ph3</b> • FY2022 H2
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**Bold: update from FY2022 Q1**

AML: acute myeloid leukemia, NSCLC: non-small cell lung cancer, TNBC: triple negative breast cancer

Timeline indicated is based on the current forecast and subject to change.

\*Event-driven study

# Agenda

① FY2022 Q2 Financial Results

② FY2022 Forecast

③ Business Update

④ R&D Update

⑤ **Appendix**



# Major R&D Milestones (3ADCs)

Project	Target Indication [phase, study name]	FY2022		FY2023
		H1	H2	
ENHERTU®	BC	• HER2+, 3L [P3, DESTINY-Breast02]	• <b>TLR obtained</b>	
	BC	• HER2+, 2L [P3, DESTINY-Breast03]	• Approved (US/EU)	• Approval anticipated (JP)
		• HER2 low, post chemo [P3, DESTINY-Breast04]	• Filing accepted (JP/EU/ <b>China</b> )	
		• HER2 low, chemo naïve [P3, DESTINY-Breast06]	• <b>Approved (US)</b>	• Approval anticipated (JP/EU)
	GC	• HER2+, 2L [P2, DESTINY-Gastric02, EU]		• Approval anticipated (EU)
	NSCLC	• HER2 mutant, 2L [P2, DESTINY-Lung01, 02]	• <b>Approved (US)</b>	• <b>Filing anticipated (JP/EU)</b>
• HER2 mutant, 2L [P2, DESTINY-Lung05, China]		• <b>Study started</b>		
Dato-DXd	NSCLC	• 2/3L [P3, TROPION-Lung01]		• TLR anticipated
	NSCLC	• 1L [P3, TROPION-Lung07]		• <b>Study start planned</b>
	BC	• 1L TNBC IO-ineligible [P3, TROPION-Breast02]	• <b>Study started</b>	
	Solid tumors	• [P2, TROPION-PanTumor03]	• <b>Study started</b>	
HER3-DXd	NSCLC	• EGFR mutated, 3L [Registrational P2, HERTHENA-Lung01]		• TLR anticipated
		• EGFR mutated, 2L [P3, HERTHENA-Lung02]	• <b>Study started</b>	

**Bold: update from FY2022 Q1**

Timeline indicated is based on the current forecast and subject to change.

NSCLC: non-small cell lung cancer, TLR: Top Line Results, TNBC: triple negative breast cancer

# Major R&D Milestones (Alpha)

Project	Target Indication [phase, study name]	FY2022		FY2023
		H1	H2	
Quizartinib	<ul style="list-style-type: none"> <li>AML, 1L [P3, JP/US/EU/Asia]</li> </ul>	<ul style="list-style-type: none"> <li><b>Filing accepted (JP/EU)</b></li> </ul>	<ul style="list-style-type: none"> <li><b>Filing accepted (US)</b></li> </ul>	<ul style="list-style-type: none"> <li>Approval anticipated (JP/US/EU)</li> </ul>
Valemetostat (DS-3201)	<ul style="list-style-type: none"> <li>ATLL [Registrational P2, JP]</li> </ul>	<ul style="list-style-type: none"> <li><b>Approved (JP)</b></li> </ul>		
DS-1211	<ul style="list-style-type: none"> <li>PXE [P2, US/EU]</li> </ul>		<ul style="list-style-type: none"> <li><b>Study start planned</b></li> </ul>	
DS-5670	<ul style="list-style-type: none"> <li>COVID-19 mRNA vaccines, booster vaccination [P1/2/3, JP]</li> </ul>		<ul style="list-style-type: none"> <li>TLR anticipated</li> <li>Filing anticipated (JP)</li> </ul>	
DS-5670	<ul style="list-style-type: none"> <li>COVID-19 mRNA vaccines, primary vaccination [P3, JP]</li> </ul>	<ul style="list-style-type: none"> <li><b>Study started</b></li> </ul>		
VN-0200	<ul style="list-style-type: none"> <li>RSV vaccine [P2, JP]</li> </ul>		<ul style="list-style-type: none"> <li><b>Study started</b></li> </ul>	

# Major R&D Pipeline: 3ADCs

Phase 1		Phase 2		Phase 3	Filed
(US/EU/Asia) HER2+ BC 2L~/1L DESTINY-Breast07	(JP/US) NSCLC, TNBC, HR+ BC, SCLC, GC, urothelial, esophageal, prostate, etc. TROPION-PanTumor01	(US/EU/Asia) TNBC (durvalumab combo) BEGONIA	(JP/US/EU/Asia) endometrial, ovarian, prostate cancer, GC, CRC combo TROPION-PanTumor03	(JP/US/EU/Asia) HER2+ BC 3L DESTINY-Breast02	(JP/China) HER2+ BC 2L DESTINY-Breast03
(US/EU/Asia) HER2 low BC Chemo naïve/ post chemo DESTINY-Breast08	(CN) NSCLC, TNBC TROPION-PanTumor02	(CN) HER2+ GC 3L DESTINY-Gastric06	(JP/US/EU/Asia) NSCLC (w/ actionable mutation) TROPION-Lung05	(JP/US/EU/Asia) HER2+ BC adjuvant* DESTINY-Breast05	(EU) HER2+ GC 2L DESTINY-Gastric02
(JP/US/EU/Asia) HER2+ GC combo, 2L~/1L DESTINY-Gastric03	(JP/US/EU/Asia) NSCLC (pembrolizumab combo) TROPION-Lung02	(JP/US/EU) HER2+ or HER2 mutant NSCLC 2L~ DESTINY-Lung01	(US/EU/Asia) TNBC (durvalumab combo) BEGONIA	(JP/US/EU/Asia) HER2 low BC chemo naïve DESTINY-Breast06	(JP/EU/China) HER2 low BC post chemo DESTINY-Breast04
(EU/Asia) HER2+ NSCLC (durvalumab combo) 1L DESTINY-Lung03	(JP/US/EU) NSCLC (durvalumab combo) TROPION-Lung04	(JP/US/EU/Asia) HER2 mutant NSCLC 2L~ DESTINY-Lung02	(JP/US/EU/Asia) EGFR mutated NSCLC 2L (osimertinib combo) ORCHARD	(JP/US/EU/Asia) HER2+ BC 1L DESTINY-Breast09	
(US/EU) BC, bladder (nivolumab combo)	(JP/US/EU/Asia) solid tumors (AZD5305 combo) PETRA	(CN) HER2 mutant NSCLC 2L~ DESTINY-Lung05	(JP/US/EU/Asia) EGFR mutated NSCLC 3L HERTHENA-Lung01	(JP/US/EU/Asia) HER2+ BC neoadjuvant DESTINY-Breast11	
(US/EU) BC, NSCLC (pembrolizumab combo)	(JP/US/EU/Asia) NSCLC	(US/EU/Asia) NSCLC (durvalumab combo) 2L~ HUDSON		(JP/EU/Asia) HER2+ GC 2L DESTINY-Gastric04	
(US/EU/Asia) solid tumors (AZD5305 combo) PETRA	(JP/US) EGFR mutated NSCLC (osimertinib combo)	(JP/US/EU) HER2+ CRC 3L DESTINY-CRC01		(JP/US/EU/Asia) NSCLC (w/ HER2 exon 19 or exon 20 mutation) 1L DESTINY-Lung04	
	(JP/US) HER3+ BC	(JP/US/EU/Asia) HER2+ CRC 3L DESTINY-CRC02		(JP/US/EU/Asia) NSCLC 2/3L TROPION-Lung01	
		(JP/US/EU/Asia) HER2 mutant tumor DESTINY-PanTumor01		(JP/US/EU/Asia) NSCLC (w/o actionable mutation, pembro combo) 1L TROPION-Lung07 (in prep.)	
		(US/EU/Asia) HER2 expressing tumor DESTINY-PanTumor02		(JP/US/EU/Asia) NSCLC (w/o actionable mutation, pembro combo) 1L TROPION-Lung08	
				(JP/US/EU/Asia) HR+ BC 2/3L TROPION-Breast01	
				(JP/US/EU/Asia) TNBC 1L TROPION-Breast02	
				(JP/US/EU/Asia) EGFR mutated NSCLC 2L HERTHENA-Lung02	

ENHERTU®

Dato-DXd

HER3-DXd

Project in oncology that is planned to be submitted for approval in some countries/regions based on the results of phase 2 trials






Breakthrough Designation (US)




Orphan drug designation (JP)


\*DESTINY-Breast05: adjuvant therapy for patients with HER2 positive early breast cancer with high risk of disease recurrence who have residual invasive disease after receiving neo-adjuvant therapy

BC: breast cancer, CRC: colorectal cancer, GC: gastric cancer, NSCLC: non-small cell lung cancer, SCLC: small cell lung cancer, TNBC: triple negative breast cancer

# Major R&D Pipeline: Alpha

Phase 1		Phase 2		Phase 3		Filed	
DS-7300 (JP/US) B7-H3-directed ADC ESCC, CRPC, squamous NSCLC, etc.	PLX2853 (US) BET inhibitor AML	Valemetostat (DS-3201)(JP/US/EU/Asia) EZH1/2 inhibitor PTCL	 	Pexidartinib (JP/Asia) CSF-1/KIT/FLT3 inhibitor Tenosynovial giant cell tumor		Quizartinib (JP/US/EU) FLT3 inhibitor AML 1L	
DS-6000 (JP/US) CDH6-directed ADC Renal cell carcinoma, ovarian cancer	PLX2853 (US) BET inhibitor Solid tumor	Valemetostat (DS-3201) (EU) EZH1/2 inhibitor BCL		Esaxerenone (JP) MR blocker Diabetic nephropathy		VN-0107/MEDI3250 (JP) Live attenuated influenza vaccine nasal spray	
DS-1055 (JP/US) Anti-GARP antibody Solid tumors	PLX2853 (US) BET inhibitor Gynecologic neoplasms, ovarian cancer	DS-1001 (JP) Mutant IDH1 inhibitor Glioma		VN-0102/JVC-001 (JP) Measles mumps rubella combined vaccine			
DS-6016 (JP) Anti-ALK2 antibody FOP	PLX2853 (US) BET inhibitor Prostate cancer	DS-7300 (JP/US/EU/Asia) B7-H3-directed ADC ES-SCLC		DS-5670 (JP) COVID-19 mRNA vaccine COVID-19 (booster vaccination)			
DS-7011 (US) Anti-TLR7 antibody Systemic lupus erythematosus	DS-1594 (US) Menin-MLL binding inhibitor AML, ALL	DS-5141 (JP) ENA oligonucleotide DMD		DS-5670 (JP) COVID-19 mRNA vaccine COVID-19 (primary vaccination, adults)			
DS-2325 (US) KLK5 inhibitor Netherton syndrome	DS-9606 (US/EU) Target undisclosed ADC Solid tumors	DS-1211 (US/EU) TNAP inhibitor Pseudoanthoma elasticum (in prep.)		DS-5670 (JP) COVID-19 mRNA vaccine, COVID-19 (primary vaccination, 5 to 11 aged children) (in prep.)			
		DS-5670 (JP) COVID-19 mRNA vaccine, COVID-19 (primary vaccination, 5 to 11 aged children) (in prep.)					
		VN-0200 (JP) RS virus vaccine RS virus infection					

-  Oncology
-  Specialty medicine
-  Vaccine

 Project in oncology that is planned to be submitted for approval in some countries/regions based on the results of phase 2 trials

-  SAKIGAKE Designation (JP)
-  Orphan drug designation (JP/US/EU)

ALL: acute lymphoblastic leukemia, AML: acute myeloid leukemia, BCL: B cell lymphoma, CRPC: castration-resistant prostate cancer, DMD: Duchenne muscular dystrophy, ESCC: esophageal squamous cell carcinoma, FOP: Fibrodysplasia ossificans progressive, LBCL: large B cell lymphoma, NSCLC: non small cell lung cancer, ES-SCLC: extensive stage-small cell lung cancer, PTCL: peripheral T-cell lymphoma

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