# **Reference Data**

TSE:4568

(Consolidated Financial Results for Q4 FY2017)



Daiichi-Sankyo

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#### **<u>1. Consolidated Statement of Profit or Loss</u>**

	FY2	016			FY2017					FY201	18	
JPY Bn	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% <	Forex impact: +14.0 (USD: +4.1, EUR: +6.7, ASCA: +3.2)	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% -	Forex impact: +3.3 (USD: +1.7, EUR: +1.2, ASCA: +0.4)	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%	Forex impact: +5.9 (USD: +1.6, EUR: +3.1, ASCA: +1.2)	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%	Forex impact: +2.9 1 (USD: +1.8, EUR: +1.0)	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%	Forex impact: +1.9 (USD: -1.0, EUR: +1.4, ASCA: +1.5)	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	<	Improvement in forex gains/losses	]			
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% 🔨	FY2016: Due to unrealized tax effect by impairment loss (Vaccine)				
Profit for the year	5.0%	47.5	6.2%	59.8		12.3	+26.0%	FY2017:	6.0%	55.0	-4.8	-8.0%
Profit attributable to owners of the Company	y 5.6%	53.5	6.3%	60.3	(120.6%)	6.8	+12.7%	Impact of the tax rate reduction in US	6.0%	55.0	-5.3	-8.8%
					Special item	ns						
Tax rate		45.9%		26.2%		<u></u>	FY201	6 FY2017				
Overseas sales ratio		39.3%		35.6%		S	ucturing costs i	n SC 3.6 Gain on sales of fixed assets	-6.1			
Currency Rate (Average)					SG&A expe	Restr	rment loss (Vac ucturing costs i	n EU 10.6 Restructuring costs in US	5.1 2.8	Currono	/Rate (Av	verage)
USD/JPY		108.42		110.86		impai	rment loss (Vac ucturing costs i		1.7 30.2	110.00	A INALE (A	<u>relaye)</u>
EUR/JPY		118.84		129.70		ses Impai	rment loss (Vac	cine) 0.2		130.00		
					Tatal	Impai	rment loss (Inta	ngible) 1.8	00.0			

Annual impact of one yen change

33.6

	Fore	cast
	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.

<u>\*Special items</u> : 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".

Total

40.4

2. Revenue of Global Products		FY2016		FY2017				FY2018		
JPY Bn		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 subsidiarie	es, 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 subsidiarie	es	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 re	evenue (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 subsidiarie	es, export, etc	1.0	1.3	-	0.3	+27.4%	not disclosed	-	-	

3. Revenue by Business Units and Products (1)		FY2016		FY2017	,		FY2018		
Y Bn		Results	Results	vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
pan		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%
Olmetec	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 I	Espha products	20.2	46.7	-	26.5	+131.5%	not disclosed	-	
Vaccines busine	ess	38.5	41.9	-	3.4	+8.8%	not disclosed	-	
iiichi Sankyo He	ealthcare (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)		FY2016	FY2017				FY2018		
JPY Bn		Results	Results	vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
Daiichi Sankyo, Ir	nc. (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 Pharmad	ceuticals, 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 Eu	urope 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 C	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)		FY2016		FY2017	,		FY2018			
[Reference] Re	[Reference] Revenue in Local Currency		Results	vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)	
USD Mn										
Daiichi Sankyo, In	ic. (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 Pharmac	euticals, 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 Eu	ırope 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**

<ass< th=""><th>ets&gt;</th><th></th><th></th><th>JPY Bn</th><th></th><th></th></ass<>	ets>			JPY Bn		
		Mar. 2017	Mar. 2018	vs. Mar. 2017	]	
Asset	ts					
(	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		Acquisition +28.8, Depreciation -27.1
	Goodwill	78.4	75.5	-3.0		
l	Intangible assets	217.0	173.5	-43.5		Acquisition +19.8, Amortization -19.3,
l	Investments accounted for using the equity method	1.4	1.7	0.3		mpairment loss
	Other financial assets	140.9	179.2	38.3		nsurance credit for olmesartan litigation
	Deferred tax assets	53.5	40.3	-13.2		settlement
	Other non-current assets	8.1	8.0	-0.1		mpact of the tax rate reduction in US etc.
	Total non-current assets	717.2	696.2	-21.0		7.1
	Total assets	1,915.0	1,897.8	-17.2		
					-	
*	Liquidity on hand	798.2	786.5			
	Debt with interest	282.1	282.1	-0.0	4	
	Net Cash	516.1	504.4	-11.7		

iabilities and equity>			JPY Bn	
	Mar. 2017	Mar. 2018	vs. Mar. 2017	
abilities				
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	Provisions for olmesartan litigation settlem
Deferred tax liabilities	32.3	18.7	-13.6	
Other non-current liabilities	67.1	64.9	-2.2	Impact of the tax rate reduction in US etc.
Total non-current liabilities	416.7	411.6	-5.1	-10.8
Total liabilities	743.6	764.7	21.2	
uity				
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	Acquisition -50.0 (15.7 million shares)
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	Payment of dividends -46.4
Non-controlling interests				
Non-controlling interests	-4.5	0.1	4.5	
Total equity	1,171.4	1,133.0	-38.4	
otal liabilities and equity	1,915.0	1,897.8	-17.2	

## 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

#### 6. Number of Employees

		Mar. 2017	Mar. 2018
		Results	Results
Consolidated		14,670	14,446
Japa	มา	8,648	8,765
Nort	h America	2,464	2,191
Euro	ppe	1,578	1,582
Othe	ers	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

	FY20 <sup>2</sup>	16	FY202	17	
	Resul	ts	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

Memany         memanine         Abheime's disasse treatment         2011         MM           Ofmescrian         anthypertensive agent         2004         Datach           Lixana         edoxban         anticagulant         2011         Datach           Loxonin Poultice         loxoprofen         anticagulant         2006         Leas C           Loxonin Tape         2001         Datach         Treelia         2011         Datach           Prala         denosumab         inhibitor of the progression of bone erosion         2012         Am           Rezattas         olmesartan / azefridipine         antiplated agent         2011         Datach           Rescattas         olmesartan / azefridipine         antiplated agent         2011         Datach           Rescattas         olmesartan / azefridipine         antiplated agent         2014         Datach           Insvir         fantipatrensive agent         2014         Datach         Datach           Insvir         fantipatrensive agent         2014         Datach           Insvir         fantipatrensive agent         2014         Datach           Insvir         fantipatrensive agent         2014         Datach           Ominpaque         lohexol	Brand Name	Generic Name	Therapeutic Category	Launched	Origin
Memary         memanine         Alzheimer's disease treatment         2011         MM           Ofmese         ohmesatan         anthypertensive agent         2004         Dailch           Lexonin         edoxban         anticagulant         2011         Dailch           Lexonin Foultice         loxoprofen         anticagulant         2006         Leas C           Lexonin Geil         teneligiptin         type 2 dishetes melitus treatment         2012         Am           Prala         denosumab         inhibitor of the progression of bone erosion         2013         Am           Rezattas         ofmesattan / azelridipino         anthypertensive agent         2014         Misubidi           Resattas         ofmesattan / azelridipino         treatment for bone complications calcued by bone mesisson of bone erosion         2012         Am           Resattas         ofmesattan / azelridipino         treatment for down complications calcued by bone mesisson of bone erosion         2014         Ubit in the form masson agent         2014         Ubit in the sate agent         2000	an				
Ofmate:         olmesatian         antihypertansive agent         2004         Dailchi           Lixana         adxaban         antihypertansive agent         2004         Dailchi           Lixana         adxaban         antihypertansive agent         2004         Dailchi           Loxonin Foultice         toxoprofen         anti-inflammatory analgesic         2006         Lead C           Tinoria         tonoligiptin         type 2 diabetes molitus treatment         2012         Misubait           Pralia         denosumab         treatment for bore conspications caused by the thermateid anthris         2010         Dailchi           Razatas         ohnesartan / azeitadipine         reatment for bore conspications caused by the thermateid anthris         2012         Am           Razatas         ohnesartan / azeitadipine         anti-inflammatory analgesic         2012         Am           Razatas         ohnesartan / azeitadipine         anti-inflamerate agent         2012         Am           Invir         faninamitrir         anti-inflamerate agent         2014         Dailchi           Invir         faninamitrir         anti-inflamerate agent         2014         Dailchi           Invir         faninamitrir         anti-inflamerate agent         2014         Dailchi	Nexium	esomeprazole	ulcer treatment	2011	AstraZene
Lixiana       edoxaban       anticoagulant       2011       Dailchi         Loxorin M       Loxorin Poultice       1986       Dailchi       1986       Dailchi         Loxorin Gel       2008       Lead C       2008       Lead C         Tonila       teneliglipin       type 2 diabetes mellitus treatment       2012       Misubéž         Praila       denosumab       inhibitor of the progression of bone erosion       2013       Am         Rezatas       olmesartan / azelridipine       antitypestesion of bone erosion       2012       Am         Rezatas       olmesartan / azelridipine       antitypestensive agent       2010       Dailchi         Inavir       fent       prasugrel       antitypestesion of bone erosion       2012       Am         Inavir       fent       prasugrel       antitypestense stron turors       2012       Am         Inavir       fent       prasugrel       antitypestense stron turors       2014       Dailchi         Uniet       saildosain       treatment for dysuria       2006       Kis         Omnipaque       olhexatan       contrast medium       1987       GE Het         Benicar HO       olmesartan       2007       2003       2007       Dailchi <td>Memary</td> <td>memantine</td> <td>Alzheimer's disease treatment</td> <td>2011</td> <td>Merz</td>	Memary	memantine	Alzheimer's disease treatment	2011	Merz
Loxonin         1986         Daichi           Loxonin Poultice         Loxonin Tape         2006         Lead C           Loxonin Gel         teneligiptin         the eligiptin         2012         Misubar           Tenelia         teneligiptin         the eligiptin         2012         Misubar           Rezaltas         olmesartan / azelnidpine         anti-inflammatory analgesic         2013         Am           Reamark         denosumab         treatment for locascoporosis/ inhibitor of the progression of bowenicity         2012         Am           Reamark         denosumab         treatment for locascoporosis/ inhibitor of the progression of bowenicity         2012         Am           Reamark         denosumab         treatment for locascoporosis/ inhibitor of the progression of bowenicity         2012         Am           Inevir         laninamikir         anti-inflammatory analgesic         2010         Daichi           Inevir         laninamikir         anti-inflammatory analgesic         2011         Daichi           Inevir         laninamikir         anti-inflammatory analgesic         2012         Am           Inevir         laninamikir         anti-inflammatory analgesic         2011         Daichi           Inevir         laninamikir         antininflamm	Olmetec	olmesartan	antihypertensive agent	2004	Daiichi Sar
Loxonin Poulice Loxonin Tape         loxoprofen         anti-inflammatory analgesic         2008 2010         Lead C Lead C 2010           Tenelia         teneligliptin         Vp2 diabetes mellius tensment restance if or obsoprofision         2012         Mitsubist           Pralia         denosumab         inivibior of tho prograssion of bone crossion         2013         Am           Rezeltas         olmesartan / azelnidipine         antilypetensive agent         2010         Dailchi           Ranmark         denosumab         treatment for bone complications caused by bone mitsusses from tumors         2012         Am           Ranmark         denosumab         treatment for bone complications caused by bone mitsusses from tumors         2014         Dailchi           Tavit         lavorini reatment         2010         Dailchi         Dailchi           Tavit         lavorini reatment for dysufa         2006         Kits           Omigaque         iobexol         contrast medium         1989         Dailchi           Urief         oimesartan / tydrochiorothizide Benicar HCT         olmesartan / tydrochiorothizide Acor         2000         Quiet         Quiet           Benicar HCT         olmesartan / amidopine         2001         2001         Quiet         Quiet           Savaysa         odoxaban<	Lixiana	edoxaban	anticoagulant	2011	Daiichi Sar
Loxonin Tape         Ioxoprofen         anti-inflammatory analgesic         2008         Lead C           Tensia         tensi[gitptin         type 2 diabetes mailtus treatment         2012         Missubiat           Tensia         tensi[gitptin         type 2 diabetes mailtus treatment         2012         Missubiat           Praitia         denosumab         inibitor of the progression of bone crossion         2013         Am           Rammark         denosumab         antilypertensive agent         2010         Dailchi           Rammark         denosumab         treatment for bone complication scussed by         2012         Am           Effort         prasugrel         anti-influenza treatment         2010         Dailchi           Inavir         laninamivir         anti-influenza treatment         2010         Dailchi           Inavir         levofloxacin         synthetic antibacterial agent         1983         Dailchi           Orinipaque         iohexol         contrast medium         1987         GE Heac           Mexilotin         pravestatin         antihypertipidemic agent         1989         Dailchi           Mexilotin         pravestatin         antihypertensive agent         2000         Geno           Azor         olmesartan / ind	Loxonin			1986	Daiichi Sai
Loxorin Tage     2008     Lead       Loxorin Gol     2010     Dailchi       Tenelia     teneligliptin     type 2 diabetes mellius treatment     2012     Mitsubizi       Pralla     denosumab     antihypettensive agent     2010     Dailchi       Rezattas     olmesartan / azelnidipine     antihypettensive agent     2011     Dailchi       Ranmark     denosumab     treatment for bore complications caused by     2012     Am       Rarmark     denosumab     treatment for bore complications caused by     2012     Am       Inavir     clanismivir     antihypettensive agent     2010     Dailchi       Inavir     clanismivir     anti-influenza treatment     2010     Dailchi       Inavir     clanismivir     anti-influenza treatment     2010     Dailchi       Inavir     ianismivir     anti-influenza treatment     2010     Dailchi       Urief     silodosin     freetment for dysuria     2006     Kis       Mevalotin     pravastatin     antihypertipidenic agent     2007     Dailchi       Urief     olmesartan / tydrochitorchiaide     antihypertensive agent     2000     Gene       Effert     olmesartan / amlodpine     2001     Dailchi     Dailchi       Weichol     colesevelam	Loxonin Poultice	lovoprofon	anti inflammatory analgosia	2006	Lead Chen
Tonolia         tonoligiptin         type 2 diabetes mellitus treatment         2012         Mitsubid           Praila         denosumab         irretiment for steporosisi/ associated with theory ensists on to one ension associated with theory ensists agent         2010         Dailchi           Rezaltas         olmesartan / azelnidipine         antipyperfersive agent         2010         Dailchi           Rezaltas         olmesartan / azelnidipine         antipyperfersive agent         2012         Am           Effent         prasugrel         antiplatelet agent         2014         Use in Use in the extendent         2010         Dailchi           Inavir         Ioninarity         antiplatelet agent         2014         Use in Use in the extendent         2010         Dailchi           Urief         silodosin         irretiment for dysuria         2006         Kis           Omingaque         iohexol         contrast medurin         1987         GE Heir           Mevalotin         pravastatin         antitryperfinitive agent         2001         Dailchi           Mevalotin         pravastatin         antitryperfinitive agent         2003         pailchi           Mevalotin         olmesartan / hydrochirorithiazide         antitryperfinitive agent         2001         Dailchi <t< td=""><td>Loxonin Tape</td><td>loxoproteri</td><td>and-initianitiatory analyesic</td><td>2008</td><td>Lead Chen</td></t<>	Loxonin Tape	loxoproteri	and-initianitiatory analyesic	2008	Lead Chen
Praila         Direatment for stopporsid         2013         Am           Rezaltas         olmesartan / azelnidipine         antihypertensive agent         2010         Dalichi           Rezaltas         olmesartan / azelnidipine         antihypertensive agent         2011         Am           Ramark         denosumab         treatment for stopper caused by         2012         Am           Effort         prasugrel         antihypertensive agent         2014         Use im           Inavir         laninamivir         anti-influenza treatment         2010         Dalichi           Cravit         levelosumab         synthetic antibacterial agent         1993         Dalichi           Urief         silodosin         treatment for dysuria         2006         Kis           Omnipaque         iohexol         contrast medium         1983         Dalichi           Mevalotin         pravastatin         antihypertipidemic agent         2006         Kis           Olmesartan         olmesartan         genocate agent         2000         Quitchi           Bericar HCT         olmesartan / amiodipine         antihypertensive agent         2000         Quitchi           Savaysa         edoxaban         anticoagulant         2015         Quitchi <td>Loxonin Gel</td> <td></td> <td></td> <td>2010</td> <td>Daiichi Sai</td>	Loxonin Gel			2010	Daiichi Sai
Praia     denosumab     initibitor of the progression of bone ension associated with heumatol athitis antihypertensive agent     2013     Am       Rezaltas     olmesartan / azelnidipine     antihypertensive agent     2010     Daichi       Ranmark     denosumab     treatment for bone complications caused by bone metastases from tumors     2012     Am       Effent     prasugrel     anti-influenza treatment     2010     Daichi       Inavir     laninamivir     anti-influenza treatment     2010     Daichi       Inavir     laninamivir     anti-influenza treatment     2010     Daichi       Cravit     levoftoxacin     synthetic antibacterial agent     1983     Daichi       Urief     silodosin     treatment for dysuria     2006     Kis       Omnipaque     iohexol     contrast medium     1987     Daichi       Nevalotin     pravastatin     antihypertipidemic agent     1989     Daichi       Ichi Sankoy, Inc. (US)     Olmesartan     2007     Contrast medium     2007       Olmesartan     colmesartan / hydrochlorothiazide     antihypertensive agent     2000     Ger       Mevaloti     colsesvelam     type cholesterolemia treatment/     2000     Ger       Velchol     colsesvelam     type cholesterolemia treatment     2010     Maichi <td>Tenelia</td> <td>teneligliptin</td> <td></td> <td>2012</td> <td>Mitsubishi Ta</td>	Tenelia	teneligliptin		2012	Mitsubishi Ta
Rezaltasolmesartan / azelnidpineantihypertensive agent2010DalichiRanmarkdenosumabtreatment for bone complications caused by bone metastases from tumors2012AmEffentprasugrelantiplatelet agent2014DalichiInavirIanimamiviranti-finduenas textment2010DalichiCravitIevofloxacinsynthetic antibacterial agent1993DalichiUriefsilodosintreatment for dysuria2006KisOmripaqueiohexolcontrast medium1987GE HeiMevalotinpravastatinantihypertipidemic agent1989Dalichichi Sankyo, Inc. (US)2002KisOlmesartanolmesartan / hydrochlorothiazide antihypertonsive agent2000Zo03Benicarolmesartan / amiodpine2010DalichiVelcholcolsesvelamhypercholesterolenia treatment/ type 2 diabetes mellitus treatment2000GenSavaysaedoxabanantiplatelet agent2005NeiMovantiknaloxegolopioid-induced constipation treatment2007DalichiMovantiknaloxegolopioid-induced constipation treatment2016DalichiMovantiknaloxegolopioid-induced constipation treatment2010DalichiSavaysaedoxabanantipatelet agent2015NeiMovantiknaloxegolopioid-induced constipation treatment2016NeiSavaysaedoxabanantipatelet agen	Pralia	denosumab	inhibitor of the progression of bone erosion	2013	Amger
Rainflank     definition     bone metastases from tumors     2012     Ain       Effent     prasugrel     anti-influenza treatment     2010     Dailchi       Inavir     Ianinamivir     anti-influenza treatment     2010     Dailchi       Cravit     Ievofloxacin     synthetic antibacterial agent     1993     Dailchi       Urief     silodosin     treatment for dysuria     2006     Kis       Omnjaque     iohexol     contrast medium     1987     GE Her       Mevalotin     pravastatin     antihyperlipidemic agent     1989     Dailchi       Olmesartan     ofmesartan     2002     antihyperlipidemic agent     2003       Benicar     ofmesartan / hydrochiorothiazide     antihyperlensive agent     2003     Dailchi       Velchol     colesevalam     type 2 diabetes mellitus treatment/     2000     Gern       Effient     prasugrel     antiplatelet agent     2001     Dailchi       Movantik     nalodprine / hydrochiorothiazide     antiplatelet agent     2001     Dailchi       Welchol     colesevalam     antiplatelet agent     2001     Gern       Savaysa     edoxaban     antinoducid constipation treatment     2005     Dailchi       Movantik     naloxegol     opioid-induced constipation treatment <td>Rezaltas</td> <td>olmesartan / azelnidipine</td> <td></td> <td>2010</td> <td>Daiichi Sai</td>	Rezaltas	olmesartan / azelnidipine		2010	Daiichi Sai
Liferit         prasugrei         anti-influenzater agent         2014         Upe Influenzater attement         2010         Dailchi           Inavir         Ianiamivir         anti-influenza treatment         2010         Dailchi           Cravit         Ievofloxacin         synthetic antibactorial agent         1993         Dailchi           Urief         silodosin         treatment for dysuria         2006         Kis           Omnipaque         iobexol         contrast medium         1987         GE Her           Mevalotin         pravastatin         antihyperlipidemic agent         1989         Dailchi           chi Sankyo, Inc. (US)           2007         2007           Ølmesartan         olmesartan / hydrochiorothiazide         antihyperlipidemic agent         2002         2007           Benicar HCT         olmesartan / amlodipine         hydrochiorothiazide         antihyperlensive agent         2000         Gena           Velchol         colesevelam         hypercholesterolemia treatment/         2000         Gena         2007         Dailchi           Savaysa         edoxaban         antipatelet agent         2015         AstraZ           pold Pharmaceuticals, Inc. (US)         iron sucrose injection         treatment for iron def	Ranmark	denosumab		2012	Amgen
Inavir     Ianinamivir     anti-influenza treatment     2010     Dalichi       Cravit     Ievofloxacin     synthetic antibacterial agent     1993     Dalichi       Urief     silodosin     treatment for dysuria     2006     Kits       Omnipaque     iohexol     contrast medium     1987     GEHat       Mevalotin     pravastatin     antihypertipidemic agent     1989     Dalichi       Chi Sankyo, Inc. (US)	Efient	prasugrel	antiplatelet agent	2014	Daiichi Sar
Cravit         levoftoxacin         synthetic antibacterial agent         1993         Dailchi           Urief         silodosin         treatment for dysuria         2006         Kis           Omnipaque         iohexol         contrast medium         1997         GE Her           Mevalotin         pravastatin         antihyperlipidemic agent         1989         Dailchi           chi Sankyo, Inc. (US)         Olmesartan         2002         2003         Dailchi           Benicar         olmesartan / amiodipine         2007         2001         Dailchi           Zorr         olmesartan / amiodipine         2007         2010         Dailchi           Welchol         colesevelam         hypercholesterolemia treatment/         2000         Genichi           Savaysa         edoxaban         antiplatelet agent         2003         Dailchi           Movantik         naloxegol         opioid-induced constipation treatment         2015         Dailchi           Venofer         iron sucrose injection         treatment for iron deficiency anemia         2000         Vifor P           Olmesartan         olmesartan / amlodipine         2005         Netica         2005         Dailchi           Grienter         iron sucrose injection         tre	Inavir	laninamivir	anti-influenza treatment	2010	Daiichi Sar
Urief         silodosin         treatment for dysuria         2006         Kis           Omnipaque         iohexol         contrast medium         1987         GE Heat           Mevalotin         pravastatin         antihyperlipidemic agent         1989         Dalichi           chi Sankyo, Inc. (US)					Daiichi Sar
Mevalotin       pravastatin       antihyperlipidemic agent       1989       Dalichi         chi Sankyo, Inc. (US)	Urief	silodosin		2006	Kissei
chi Sankyo, Inc. (US)	Omnipaque	iohexol	contrast medium	1987	GE Health
chi Sankyo, Inc. (US)		pravastatin	antihyperlipidemic agent	1989	Daiichi Sa
Welcholcolesevelamhypercholesterolemia treatment/ type 2 diabetes mellitus treatment2000GenzEffientprasugrelantiplatelet agent2009Daiichi Ube IndiSavaysaedoxabananticoagulant2015Daiichi Ube IndiMovantiknaloxegolopioid-induced constipation treatment2015Nei AstraZpold Pharmaceuticals, Inc. (US) </th <th>Benicar HCT</th> <th>olmesartan / hydrochlorothiazide</th> <th>antihypertensive agent</th> <th>2003</th> <th>Daiichi Sar</th>	Benicar HCT	olmesartan / hydrochlorothiazide	antihypertensive agent	2003	Daiichi Sar
VelcholColesevelamtype 2 diabetes mellitus treatment2000GenzEffientprasugrelantiplatelet agent2009DaiichiSavaysaedoxabananticoagulant2015DaiichiMovantiknaloxegolopioid-induced constipation treatment2015NeiMovantiknaloxegolopioid-induced constipation treatment2000Vifor PInjectaferferric carboxymaltose injectiontreatment for iron deficiency anemia2000Vifor PInjectaferferric carboxymaltose injectiontreatment for iron deficiency anemia2000Vifor POlmesartanOlmesartanopimesartan200220052005Olmetecolmesartan / amlodipineantihypertensive agent2005DaiichiSevikar HCTolmesartan / amlodipineantiplatelet agent2000DaiichiEffentprasugrelantiplatelet agent2000DaiichiUbe Incolmesartan / amlodipine2010DaiichiEffentprasugrelantiplatelet agent2009DaiichiUbe Incolmesartan / amlodipine2001DaiichiEffentprasugrelantiplatelet agent2009DaiichiUbe Incolmesartan / amlodipine2001DaiichiEffentprasugrelantiplatelet agent2009DaiichiUbe Incolmesartan / amlodipineantiplatelet agent2009DaiichiUbe Incprasugrelantiplatelet agent2009Daiichi <td>Tribenzor</td> <td>olmesartan / amlodipine / hydrochlorothiazide</td> <td></td> <td>2010</td> <td></td>	Tribenzor	olmesartan / amlodipine / hydrochlorothiazide		2010	
Effientprasugreiantiplatelet agent2009Ube Inc.Savaysaedoxabanantiplatelet agent2015DaiichiMovantiknaloxegolopioid-induced constipation treatment2015Nelpold Pharmaceuticals, Inc. (US)NelVenoferiron sucrose injectiontreatment for iron deficiency anemia2000Vifor PInjectaferferric carboxymaltose injectiontreatment for iron deficiency anemia2001Vifor Pchi Sankyo Europe GmbH20022003Vifor POlmesartanolmesartan / hydrochlorothiazide Sevikarolmesartan / amlodipine2005 20092005 2009DaiichiEfientprasugrelantiplatelet agent2009Daiichi Ube Inc.	Welchol	colesevelam		2000	Genzym
Savaysaedoxabananticoagulant2015DaiichiMovantiknaloxegolopioid-induced constipation treatment2015Net AstraZpold Pharmaceuticals, Inc. (US)iron sucrose injectiontreatment for iron deficiency anemia2000Vifor PInjectaferferric carboxymaltose injectiontreatment for iron deficiency anemia2000Vifor POlmesartan0Imesartan2000Vifor P20002000Olmetecolmesartan / hydrochlorothiazide Sevikarolmesartan / amlodipine20002000DaiichiEfientprasugrelantiplatelet agent2009Daiichi Ube Inc	Effient	prasugrel	antiplatelet agent	2009	Daiichi Sar Ube Indus
Movantik       naloxegol       opioid-induced constipation treatment       2015       AstraZ         pold Pharmaceuticals, Inc. (US)	Savaysa	edoxaban	anticoagulant	2015	Daiichi Sar
Venoferiron sucrose injectiontreatment for iron deficiency anemia2000Vifor PInjectaferferric carboxymaltose injectiontreatment for iron deficiency anemia2013Vifor Pchi Sankyo Europe GmbH </td <td>Movantik</td> <td>naloxegol</td> <td>opioid-induced constipation treatment</td> <td>2015</td> <td>Nektar AstraZene</td>	Movantik	naloxegol	opioid-induced constipation treatment	2015	Nektar AstraZene
Injectafer       ferric carboxymaltose injection       treatment for iron deficiency anemia       2013       Vifor P         ichi Sankyo Europe GmbH	<u> </u>	iron sucrose injection	treatment for iron deficiency anemia	2000	Vifor Pha
ichi Sankyo Europe GmbH       Olmesartan       2002         Olmetec       olmesartan       2002         Olmetec Plus       olmesartan / hydrochlorothiazide       2005         Sevikar       olmesartan / amlodipine       2009         Sevikar HCT       olmesartan / amlodipine / hydrochlorothiazide       2010         Efient       prasugrel       antiplatelet agent       2009		·			Vifor Pha
Olmesartan       Olmetec       olmesartan       2002         Olmetec Plus       olmesartan / hydrochlorothiazide       2005       Daiichi         Sevikar       olmesartan / amlodipine       2009       Daiichi         Sevikar HCT       olmesartan / amlodipine / hydrochlorothiazide       2010       Daiichi         Efient       prasugrel       antiplatelet agent       2009       Daiichi		,, ,, ,, ,, ,, ,, ,, ,, ,, ,, ,, ,, ,, ,,			
Olmetec Plus Sevikarolmesartan / hydrochlorothiazide olmesartan / amlodipineantihypertensive agent2005 2009DaiichiSevikar HCTolmesartan / amlodipine / hydrochlorothiazide20102010Efientprasugrelantiplatelet agent2009Daiichi Ube Inc					
Olmetec Plus       olmesartan / hydrochlorothiazide       antihypertensive agent       2005       Daiichi         Sevikar       olmesartan / amlodipine       2009       2010       Daiichi         Sevikar HCT       olmesartan / amlodipine / hydrochlorothiazide       2010       Daiichi         Efient       prasugrel       antiplatelet agent       2009       Daiichi	Olmetec	olmesartan		2002	
Sevikar     olmesartan / amlodipine     2009       Sevikar HCT     olmesartan / amlodipine / hydrochlorothiazide     2010       Efient     prasugrel     antiplatelet agent     2009	Olmetec Plus	olmesartan / hydrochlorothiazide		2005	Deficient O
Efient prasugrel antiplatelet agent 2009 Daiichi Ube Inc	Sevikar	olmesartan / amlodipine	antinypertensive agent	2009	Daiichi Sai
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Lixiana edoxaban anticoagulant 2015 Daiichi	Efient	prasugrel	antiplatelet agent	2009	Daiichi Sar Ube Indust
	Lixiana	edoxaban	anticoagulant	2015	Daiichi Sar

igin	Marketing Alliance	Type of Alliance
Zeneca	AstraZeneca	Co-promotion (DS: Sales)
erz		
Sankyo		
Sankyo		
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ni Tanabe	Mitsubishi Tanabe	Co-promotion (DS: Sales)
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sei	Kissei	Co-marketing
althcare		
Sankyo		
Sankyo		
zyme		
Sankyo	Lilly	Co-promotion (DS: Co-pro revenue)
dustries		
Sankyo ktar		
Zeneca	AstraZeneca	Co-promotion (DS: Co-pro revenue)
Pharma	Fresenius	Co-marketing
Pharma	Daiichi Sankyo, Inc.	Promotion (Daiichi Sankyo, Inc.)
Sankyo	Menarini Pfizer	Co-marketing
Sankyo dustries		
Sankyo	Merck (MSD)	Co-marketing
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	FY2016 Q1	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY20	16	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4		FY20 <sup>2</sup>	17	
JPY Bn	Results	Results	Results	Results	to revenue	Results	Results	Results	Results	Results	to revenue	Results	YoY	YoY (%)
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%		
Currency Rate (YTD Average)														
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	FY2016 Q1	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY2016	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	F	Y2017	
JPY Bn	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)	FY2016 Q1	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY2016	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4
JPY Bn	Results	Results	Results	Results	Results	Results	Results	Results	Results
Japan	123.4	115.6	151.2	116.3	506.6	130.0	127.6	160.5	121.9
Nexium	21.0	21.0	25.4	16.6	84.0	22.6	22.1	25.3	16.6
Memary	12.1	11.3	12.9	10.5	46.9	12.5	12.0	13.6	10.5
Olmetec	18.3	16.6	19.2	15.3	69.4	16.8	15.1	8.6	4.1
Lixiana	5.5	6.0	6.4	7.1	25.0	9.4	10.3	15.0	10.7
Loxonin	10.3	8.5	10.5	8.1	37.4	9.6	9.3	10.1	7.4
Tenelia	6.7	5.1	7.9	4.5	24.2	7.6	5.6	7.7	5.4
Pralia	4.1	4.2	5.0	4.7	18.0	5.5	5.4	6.4	5.9
Rezaltas	4.7	4.2	4.8	3.9	17.5	4.5	4.1	4.6	3.6
Ranmark	3.4	3.4	3.8	3.3	13.9	3.8	3.8	4.2	3.7
Efient	2.5	2.4	2.9	2.6	10.4	3.3	3.1	3.6	2.9
Inavir	0.6	0.0	7.4	11.6	19.6	0.7	0.4	8.2	16.0
Cravit	3.8	3.6	4.7	3.1	15.1	3.3	3.1	3.7	2.6
Urief	3.0	2.7	3.1	2.5	11.4	2.9	2.7	3.1	2.4
Omnipaque	3.7	3.5	3.9	3.1	14.2	3.6	3.5	3.9	3.0
Mevalotin	2.9	2.5	2.8	2.2	10.4	2.4	2.2	2.4	1.6
Daiichi Sankyo Espha products	5.2	4.7	5.8	4.5	20.2	7.2	10.1	17.1	12.4
Vaccines business	6.6	8.0	16.6	7.3	38.5	7.6	8.6	18.4	7.4
Daiichi Sankyo Healthcare (OTC)	14.8	17.4	19.7	14.9	66.7	16.8	19.0	20.8	16.3

FY2017 Q4	F	Y2017	
Results	Results	YoY	YoY (%)
121.9	540.0	33.5	+6.6%
16.6	86.5	2.6	+3.0%
10.5	48.6	1.7	+3.6%
4.1	44.6	-24.8	-35.8%
10.7	45.3	20.3	+81.4%
7.4	36.5	-1.0	-2.6%
5.4	26.3	2.1	+8.8%
5.9	23.2	5.2	+29.1%
3.6	16.8	-0.8	-4.4%
3.7	15.4	1.5	+10.6%
2.9	12.8	2.4	+23.2%
16.0	25.3	5.7	+29.2%
2.6	12.7	-2.4	-16.1%
2.4	11.1	-0.3	-2.7%
3.0	14.0	-0.2	-1.6%
1.6	8.6	-1.8	-17.6%
12.4	46.7	26.5	+131.5%
7.4	41.9	3.4	+8.8%
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
JPY Bn	Results	Results	Results	Results	Results	Results	Results	Results	Results
Daiichi Sankyo, Inc. (US)	40.7	29.6	45.5	26.5	142.3	25.0	17.1	22.0	10.7
Olmesartan	23.2	13.5	24.3	5.4	66.4	6.8	3.5	7.0	4.0
Welchol	10.0	9.5	12.7	13.3	45.5	10.1	9.6	9.6	4.7
Effient	6.0	4.9	5.7	5.7	22.2	6.1	1.9	2.2	0.5
Savaysa	0.3	0.6	0.5	0.5	1.9	0.5	0.5	0.6	0.6
Movantik	0.9	0.9	1.1	1.2	4.2	1.3	1.2	1.2	0.9
Luitpold Pharmaceuticals, Inc. (US)	22.0	19.8	22.5	23.8	88.1	27.6	24.8	27.6	25.5
Venofer	7.4	6.5	7.4	7.2	28.5	7.4	7.3	9.3	6.9
Injectafer	5.9	5.2	6.1	6.7	24.0	8.1	8.1	9.1	9.1
Daiichi Sankyo Europe GmbH	20.4	16.5	17.4	16.6	71.0	18.5	19.7	19.9	21.3
Olmesartan	14.0	10.7	10.0	8.6	43.2	9.0	9.0	7.5	8.0
Efient	2.3	1.9	1.9	1.9	7.9	1.9	2.0	2.1	2.0
Lixiana	1.4	1.9	2.8	3.5	9.7	4.9	6.1	7.5	8.5
Asia, South and Central America (ASCA)	17.7	16.3	18.4	19.7	72.1	19.0	19.6	20.1	21.7
Daiichi Sankyo China	8.2	7.3	8.1	10.2	33.8	8.3	8.3	8.6	10.1
Daiichi Sankyo Taiwan	1.3	1.2	1.3	1.4	5.2	1.6	1.6	1.6	1.8
Daiichi Sankyo Korea	2.1	2.0	2.2	2.5	8.8	2.9	2.7	3.0	3.2
Daiichi Sankyo Thailand	0.6	0.5	0.8	0.7	2.5	0.6	0.7	0.8	0.8
Daiichi Sankyo Brasil Farmacêutica	2.0	2.1	2.7	2.0	8.8	2.4	2.4	3.2	2.0

4	F	Y2017	
	Results	YoY	YoY (%)
7	74.8	-67.5	-47.5%
0	21.3	-45.0	-67.8%
0 7 5	33.9	-11.6	-25.5%
5	10.7	-11.5	-52.0%
6	2.2	0.3	+15.6%
9	4.7	0.5	+12.3%
.5	105.4	17.3	+19.7%
9	31.0	2.5	+8.7%
1	34.3	10.4	+43.3%
.3	79.4	8.5	+12.0%
0	33.5	-9.7	-22.4%
0	8.0	0.1	+0.8%
5	27.0	17.3	+179.1%
7	80.4	8.2	+11.4%
1	35.3	1.5	+4.6%
8	6.6	1.4	+27.5%
2	11.8	3.0	
8	2.9	0.4	
.0	10.1		+14.6%
		-	- ) -

3. Revenue by Business Units and Products (3)	FY2016 Q1	FY2016 Q2	FY2016 Q3	FY2016 Q4	FY2016	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4
[Reference] Revenue in Local Currency	Results	Results	Results	Results	Results	Results	Results	Results	Results
USD Mn									
Daiichi Sankyo, Inc. (US)	376	291	419	227	1,312	225	154	195	101
Olmesartan	214	134	223	41	612	61	32	62	37
Welchol	92	92	117	118	420	91	86	85	44
Effient	55	48	52	50	205	55	17	19	6
Savaysa	3	6	5	4	17	4	5	5	5
Movantik	8	9	10	11	38	12	11	11	9
USD Mn									
Luitpold Pharmaceuticals, Inc. (US)	203	193	206	210	812	248	223	244	235
Venofer	68	63	67	63	263	67	66	82	64
Injectafer	55	51	56	60	221	72	73	80	84
EUR Mn									
Daiichi Sankyo Europe GmbH	167	145	148	137	597	152	151	150	160
Olmesartan	114	94	85	70	363	73	69	56	60
Efient	19	17	16	16	67	16	15	16	15
Lixiana	12	16	24	29	81	40	47	57	64

1			
	I	FY2017	
_	Results	YoY	YoY (%)
	674	-638	-48.6%
,	192	-420	-68.5%
_	306	-114	-27.1%
- - -	96	-109	-53.0%
5	20	2	+13.0%
)	42	4	+9.9%
5	951	138	+17.0%
ŀ	279	17	+6.3%
Ļ	310	89	+40.1%
)	613	15	+2.6%
)	258	-105	-28.9%
;	62	-5	-7.6%
-	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
PY Bn	Results	Results	Results	Results	Results
apan	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
aiichi 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)	FY2013	FY2014	FY2015	FY2016	FY2017
[Reference] Revenue in Local Currency	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
Efient	35	34	41	67	62
Lixiana	-	-	12	81	208

## 12. Major R&D Pipeline (Innovative pharmaceuticals)

## 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	Anti-RANKL antibody	Breast cancer adjuvant	JP	P3	Injection	Amgen	2020	Additional indication <u>Announced TLR in Feb 2018</u>		
anmark (JP)	The fully human monoclonal ar	ntibody to target RANK Ligand, an essential mediator	of osteoclast format	tion.						
			US/EU/Asia	P3		-	<u>2019</u>	Relapsed and refractory AML patients		
	FLT3 inhibitor	Acute Myeloid Leukemia (AML)	US/EU/Asia	P3	- Oral -	-	2021-	Newly diagnosed AML patients		
uizartinib/AC220			JP	P2	Olai	-	<u>2019</u>	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.									
	CSF-1R/KIT/FLT3 inhibitor	Tenosynovial Giant Cell Tumor (TGCT)	US/EU	P3	Oral	-	2019	Including pigmented villonodular synovitis Announced top line result		
Pexidartinib/PLX3397		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.									
	Anti-HER3 antibody	Head & neck cancer	EU	P2	Injection	-	-			
atritumab/U3-1287	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(G47∆)	Oncolytic HSV-1	Glioblastoma	JP	P2	Injection	ActiVec Inc.	-	Granted SAKIGAKE Designation from MHLW. Investigat 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.									
		Breast cancer	JP/US/EU/ <u>Asia</u>	P2		-	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 wh have been treated with trastuzumab and pertuzumab and have disease progression after ado-trastuzumab emtans (T-DM1) by U.S. FDA		
rastuzumab deruxtecan/DS-8201	Anti-HER2 antibody drug conjugate	Gastric cancer	JP/Asia	P2	Injection	-	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	<u>P2</u>	-	-	-			
		Non-Small Cell Lung Cancer (NSCLC)	JP/US/EU	P2 prep		-	-			
		d through linker to the fully human monoclonal antibo Vith bystander effect it provides neighbor cell death. I			Epidermal (	Growth Factor Recepto	or (EGFR) family c	of proteins. Payload is potent topoisomerase I inhibitor with		
xicabtagene Ciloleucel/KTE-C19	Anti-CD19 CAR T cells	Large B Cell Lymphoma	JP	P2 prep	Injection	Kite/Gilead	-			
								017 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
		Solid tumors	US/JP	P1	-	-	•
Milademetan/DS-3032	MDM2 inhibitor	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	-	-	
112 4 402	Anti-HER3 antibody drug	Breast cancer	JP/US	P1/2	-	-	
U3-1402	conjugate	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 FY2	2017 Q3 Financial Announcement in Jan 2018

## Cardiovascular-Metabolics (Late-stage pipeline products)

eneric Name/Project Code Number (Brand Name)	Class	Target indication	Region	Stage	Dosage Form	Partner	Target FY for approval/launch	Remarks	
Edoxaban/DU-176b .ixiana (JP)	Factor Xa inhibitor	Atrial fibrillation (AF)	ASCA	Submitted			-	BR: received approval in Mar 2018 CN: submitted in Aug 2015	
		Venous thromboembolism (VTE)	ASCA	Submitted	Oral	-	-	BR: received approval in Mar 2018 CN: submitted in Aug 2015	
IXIANA (EU, Asia) AVAYSA (US)		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.								
rasugrel/CS-747	Anti-platelet agent	Ischemic stroke	JP	P3	Oral	Ube Industries	<u>2021</u>	Additional indication, P3 studies completed	
ffient (US, Asia) fient (JP, EU)	The oral antiplatelet agent	. Prasugrel helps to keep blood platelets from clumping together	and develo	oping a block	age in an a	irtery.			
	MD ontogonist	Hypertension	JP	Submitted	Oral	Evolivia Inc	2019	Submitted in Feb 2018	
saxerenone/CS-3150	MR antagonist	Diabetic nephropathy	JP	P3	Urai	Exelixis, Inc.	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: c	hange after FY2	2017 Q3 Financial Announcement in Jan 207	

## Cardiovascular-Metabolics (Early-stage pipeline products)

Generic Name/Project Code Numbe	er Class	Target indication	Region	Stage	Pai	rtner	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		-	-	
					Un	nderline:	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	
	α2δ ligand	Diabetic peripheral neuropathic pain	— JP/Asia	Submitted	Oral	_	2018	JP: submitted in Feb 2018	
Mirogabalin/DS-5565		Postherpetic neuralgia					2010		
	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	Neuraminidase inhibitor	Influenza	JP	P3	Inhalation	-	2010	Additional dosage form, nebulizer formulation, obtained topline result of P3 study	
Inavir (JP)	The long-acting neuraminidase inhibitor and acts directly on the pulmonary and tracheal sites of infection.								

## Internal Medicine (Early-stage pipeline products)

Generic Name/Project Code Numbe	r 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>	-	Granted SAKIGAKE Designation from MHLW in April 2017 Announced TLR in Apr 2018	
DS-1211	TNAP inhibitor	Prevention of ectopic cacification diseases	US	P1	-	_	Research collaboration with Sanford Burnham Prebys Medical Discovery Institute	
					Underline: change after FY2017 Q3 Financial Announcement in Jan 2018			

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	
/N-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	e is FluMist Quadrivalent that is a live attenuated influe	nza vaccine v	which is adn	ninistered	as a nasal spray and c	contains four prote	ctive 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 commercia 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 intraderma injection device for this vaccine is developed by Terumo Corpotation. 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 patien 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	
/N-0105	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: c	hange after FY2	2017 Q3 Financial Announcement in Jan 2018	

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

Generic Name/Project Code Numb	er Class	Target indication	Current ree	gion/stage
Trastuzumab deruxtecan/DS-8201	Anti-HER2 antibody drug	Colorectal cancer	JP/US/EU	P2
Trastuzumab deruxtecan/DS-6201	conjugate	Non-Small Cell Lung Cancer (NSCLC)	JP/US/EU	P2 prep
Axicabtagene Ciloleucel/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 / stag discontin		
Pexidartinib/PLX3397	CSF-1R/KIT/FLT3 inhibitor	c-KIT Melanoma	Asia	P1/2	S
Nimotuzumab/DE-766	Anti-EGFR antibody	Gastric cancer	JP	P3	D
PLX73086/AC708	CSF-1R inhibitor	Tenosynovial Giant Cell Tumor (TGCT)	US	P1	S
Mirogabalin/DS-5565	α2δ ligand	Fibromyalgia	US/EU	P3	D
DS-1971	Analgesic agent	Chronic pain	-	P1	S

## ♦ Out-licensing

Generic Name/Project Code Number	Class	Target indication	Region / s out-lic	tage when ensing	
DS-6051	NTRK/ROS1 inhibitor	Solid tumors	US/JP	P1	
Laninamivir/CS-8958 Inavir (JP)	Neuraminidase inhibitor	Influenza	EU/US	P2	0
DS-2969	GyrB inhibitor	Clostridium difficile infection	US	P1	
<u>DS-1093</u>	HIF-PH inhibitor	Inflammatory bowel disease (IBD)	<u>EU</u>	<u>P1</u>	D
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	
				Lindarlin	

Remarks			

#### Reason

Strategic decision with a portfolio review

Decided to discontinue the development after reviewing its study result

Strategic decision with a portfolio review

Decided to discontinue the development after reviewing its study result

Strategic decision with a portfolio review

#### Remarks

Out-licensing with Vaxart Inc

Developed until P1 in EU for indication of neurogenic anemia

Underline: change after FY2017 Q3 Financial Announcement in Jan 2018