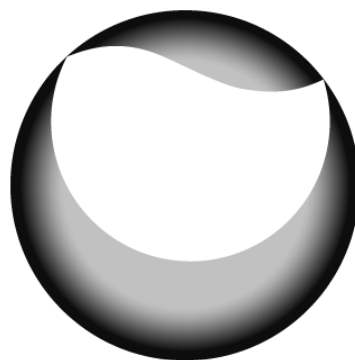


Reference Data

(Consolidated Financial Results for Q4 FY2018)



Daiichi-Sankyo

April 25, 2019

Daiichi Sankyo Co., Ltd.

<https://www.daiichisankyo.com>

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1. Consolidated Statement of Profit or Loss

JPY Bn	FY2017		FY2018					FY2019			
	to revenue	Results	to revenue	Results	(vs. Forecast (%))	YoY	YoY (%)	to revenue	Forecast	YoY	YoY (%)
Revenue	100.0%	960.2	100.0%	929.7	(102.2%)	-30.5	-3.2%	100.0%	940.0	10.3	+1.1%
Cost of sales	36.0%	346.0	39.2%	364.6	(110.5%)	18.6	+5.4%	35.1%	330.0	-34.6	-9.5%
(excl. Special items)	36.1%	347.0	37.6%	349.5		2.5	+0.7%				
(Special items)	-0.1%	-1.0	1.6%	15.1		16.1	-				
Gross Profit	64.0%	614.2	60.8%	565.1	(97.4%)	-49.1	-8.0%	64.9%	610.0	44.9	+7.9%
SG&A expenses	31.4%	301.8	29.9%	277.7	(96.8%)	-24.2	-8.0%	30.3%	285.0	7.3	+2.6%
(excl. Special items)	31.0%	297.4	30.2%	281.2		-16.2	-5.4%				
(Special items)	0.5%	4.5	-0.4%	-3.5		-7.9	-				
R&D expenses	24.6%	236.0	21.9%	203.7	(94.7%)	-32.3	-13.7%	23.9%	225.0	21.3	+10.5%
(excl. Special items)	21.4%	205.9	21.9%	203.7		-2.2	-1.0%				
(Special items)	3.1%	30.2	-	-		-30.2	-				
Operating Profit	7.9%	76.3	9.0%	83.7	(107.3%)	7.4	+9.7%	10.6%	100.0	16.3	+19.5%
(Operating Profit before Special items)	11.4%	109.9	10.3%	95.3		-14.6	-13.3%				
Financial income/expenses		4.4		2.2		-2.2					
Share of profit or loss of investments accounted for using the equity method		0.3		-0.1		-0.4					
Profit before tax	8.4%	81.0	9.2%	85.8	(110.0%)	4.8	+5.9%	10.6%	100.0	14.2	+16.5%
Income taxes		21.2		-7.6		-28.8					
Profit for the year	6.2%	59.8	10.0%	93.4	(169.9%)	33.6	+56.2%	7.7%	72.0	-21.4	-22.9%
Profit attributable to owners of the Company	6.3%	60.3	10.0%	93.4	(169.8%)	33.1	+55.0%	7.7%	72.0	-21.4	-22.9%
Tax rate		26.2%		-8.8%							
Overseas sales ratio		35.6%		35.9%							
Currency Rate (Average)											
USD/JPY		110.86		110.91							
EUR/JPY		129.70		128.40							

	FY2017	FY2018
Cost of Sales	Gain on sales of fixed assets -6.1 Impairment loss (Intangible) 5.1	Impairment loss (Intangible) 15.1
SG&A expenses	Restructuring costs in US 2.8 Litigation fee 1.7	Gain on sales of fixed assets -3.5
R&D expenses	Impairment loss (Intangible) 30.2	
Total	33.6	11.6

	Forecast	
	USD	EUR
Revenue	1.3 JPY Bn	0.7 JPY Bn
Operating Profit	-0.4 JPY Bn	0.1 JPY Bn

*This report is not subject to audit procedures.

*Special items : Items having a transitory and material impact on operating profit are defined as "Special items".

Specifically, gains and losses related to: sale of fixed assets, restructuring, impairment, litigation, etc. amounting to 1 billion JPY or more are defined as "Special items".

2. Revenue of Global Products

JPY Bn		FY2017	FY2018				FY2019		
		Results	Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
Edoxaban anticoagulant		77.1	117.7	(106.0%)	40.6	+52.7%	149.0	31.3	+26.6%
	Lixiana (JPN)	45.3	64.9	(108.2%)	19.6	+43.2%	77.0	12.1	+18.6%
	Savaysa (US)	2.2	2.3	(114.8%)	0.1	+5.8%	2.0	-0.3	-12.9%
	Lixiana (EU)	27.0	45.8	(101.7%)	18.8	+69.6%	63.0	17.2	+37.6%
	Other subsidiaries	2.6	4.7	(117.2%)	2.1	+81.5%	7.0	2.3	+49.3%
Olmesartan antihypertensive agent		149.7	105.9	(109.2%)	-43.8	-29.2%	88.0	-17.9	-16.9%
	Olmotec (JPN)	44.6	14.9	(106.1%)	-29.7	-66.7%	8.0	-6.9	-46.2%
	Rezaltas (JPN)	16.8	15.5	(110.7%)	-1.3	-7.5%	13.0	-2.5	-16.1%
	Olmesartan (US)	21.3	10.7	(119.4%)	-10.6	-49.6%	7.0	-3.7	-34.9%
	Olmesartan (EU)	33.5	27.4	(119.1%)	-6.1	-18.3%	20.0	-7.4	-27.0%
	Other subsidiaries, export, etc	33.5	37.4	(101.2%)	4.0	+11.9%	40.0	2.6	+6.9%
Prasugrel antiplatelet agent		32.8	23.2	-	-9.6	-29.3%	not disclosed	-	-
	Effient alliance revenue (US)	10.7	2.4	-	-8.2	-77.1%	not disclosed	-	-
	Efient (EU)	8.0	5.7	(81.5%)	-2.3	-28.8%	3.0	-2.7	-47.4%
	Efient (JPN)	12.8	13.9	(92.7%)	1.1	+8.3%	15.0	1.1	+7.9%
	Other subsidiaries, export, etc	1.3	1.2	-	-0.1	-10.1%	not disclosed	-	-

3. Revenue by Business Units and Products (1)

JPY Bn	FY2017		FY2018				FY2019		
	Results		Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
Japan	540.0		523.3	(102.0%)	-16.7	-3.1%	512.0	-11.3	-2.2%
Nexium	86.5		78.3	(103.0%)	-8.3	-9.6%	76.0	-2.3	-2.9%
Lixiana	45.3		64.9	(108.2%)	19.6	+43.2%	77.0	12.1	+18.6%
Memary	48.6		50.2	(98.5%)	1.7	+3.4%	52.0	1.8	+3.6%
Loxonin	36.5		30.5	(98.3%)	-6.0	-16.4%	26.0	-4.5	-14.7%
Pralia	23.2		27.4	(101.4%)	4.2	+18.1%	31.0	3.6	+13.2%
Tenelia	26.3		25.3	(93.8%)	-1.0	-3.7%	26.0	0.7	+2.6%
Inavir	25.3		18.2	(95.8%)	-7.1	-28.0%	21.0	2.8	+15.4%
Olmotec	44.6		14.9	(106.1%)	-29.7	-66.7%	8.0	-6.9	-46.2%
Ranmark	15.4		16.4	(102.5%)	1.0	+6.5%	17.0	0.6	+3.6%
Efient	12.8		13.9	(92.7%)	1.1	+8.3%	15.0	1.1	+7.9%
Rezaltas	16.8		15.5	(110.7%)	-1.3	-7.5%	13.0	-2.5	-16.1%
Urief	11.1		10.3	(102.6%)	-0.9	-7.7%	3.0	-7.3	-70.8%
Omnipaque	14.0		12.0	(99.6%)	-2.0	-14.4%	10.0	-2.0	-16.4%
Canalia	2.7		9.2	(115.5%)	6.5	+241.9%	12.0	2.8	+29.9%
Vimpat	2.6		6.6	(109.5%)	3.9	+148.5%	10.0	3.4	+52.2%
Daiichi Sankyo Espha products	46.7		55.5	-	8.8	+18.8%	not disclosed	-	-
Vaccines business	41.9		41.5	-	-0.5	-1.1%	not disclosed	-	-
Daiichi Sankyo Healthcare (OTC)	72.9		66.4	(96.2%)	-6.5	-9.0%	70.0	3.6	+5.5%

3. Revenue by Business Units and Products (2)

JPY Bn	FY2017		FY2018				FY2019		
	Results	Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)	
Daiichi Sankyo, Inc. (US)	74.8	36.3	(117.0%)	-38.5	-51.5%	26.0	-10.3	-28.3%	
Olmesartan antihypertensive agent	21.3	10.7	(119.4%)	-10.6	-49.6%	7.0	-3.7	-34.9%	
Welchol hypercholesterolemia treatment/ type 2 diabetes mellitus treatment	33.9	13.4	(133.9%)	-20.5	-60.5%	6.0	-7.4	-55.2%	
Effient antiplatelet agent	10.7	2.4	-	-8.2	-77.1%	not disclosed	-	-	
Savaysa anticoagulant	2.2	2.3	(114.8%)	0.1	+5.8%	2.0	-0.3	-12.9%	
Movantik opioid-induced constipation treatment	4.7	4.2	-	-0.5	-9.7%	not disclosed	-	-	
American Regent, Inc.* (US)	105.4	117.8	(104.2%)	12.4	+11.7%	118.0	0.2	+0.2%	
Venofer treatment for iron deficiency anemia	31.0	28.9	(99.8%)	-2.0	-6.5%	27.0	-1.9	-6.7%	
Injectafer treatment for iron deficiency anemia	34.3	44.2	(107.8%)	9.9	+28.8%	46.0	1.8	+4.1%	
* Formerly, Luitpold Pharmaceuticals, Inc.									
Daiichi Sankyo Europe GmbH	79.4	88.6	(104.2%)	9.1	+11.5%	94.0	5.4	+6.1%	
Olmesartan antihypertensive agent	33.5	27.4	(119.1%)	-6.1	-18.3%	20.0	-7.4	-27.0%	
Efient antiplatelet agent	8.0	5.7	(81.5%)	-2.3	-28.8%	3.0	-2.7	-47.4%	
Lixiana anticoagulant	27.0	45.8	(101.7%)	18.8	+69.6%	63.0	17.2	+37.6%	
Asia, South and Central America (ASCA)	80.4	87.7	(97.4%)	7.3	+9.0%	100.0	12.3	+14.1%	
Daiichi Sankyo China	35.3	38.5	-	3.2	+9.0%	not disclosed	-	-	
Daiichi Sankyo Taiwan	6.6	7.1	-	0.5	+7.5%	not disclosed	-	-	
Daiichi Sankyo Korea	11.8	15.7	-	3.9	+32.6%	not disclosed	-	-	
Daiichi Sankyo Thailand	2.9	3.3	-	0.3	+11.9%	not disclosed	-	-	
Daiichi Sankyo Brasil Farmacêutica	10.1	10.0	-	-0.1	-0.9%	not disclosed	-	-	

3. Revenue by Business Units and Products (3)

[Reference] Revenue in Local Currency

	FY2017		FY2018				FY2019		
	Results		Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast	YoY	YoY (%)
USD Mn									
Daiichi Sankyo, Inc. (US)	674		327	(116.2%)	-347	-51.5%	236	-91	-27.7%
Olmesartan antihypertensive agent	192		97	(118.6%)	-96	-49.6%	64	-33	-34.3%
Welchol hypercholesterolemia treatment/ type 2 diabetes mellitus treatment	306		121	(132.9%)	-185	-60.5%	55	-66	-54.8%
Effient antiplatelet agent	96		22	-	-74	-77.1%	not disclosed	-	-
Savaysa anticoagulant	20		21	(113.9%)	1	+5.8%	18	-3	-12.1%
Movantik opioid-induced constipation treatment	42		38	-	-4	-9.7%	not disclosed	-	-
USD Mn									
American Regent, Inc.* (US)	951		1,062	(103.5%)	111	+11.7%	1,073	11	+1.0%
Venofer treatment for iron deficiency anemia	279		261	(99.1%)	-18	-6.6%	245	-15	-5.9%
Injectafer treatment for iron deficiency anemia	310		399	(107.1%)	89	+28.7%	418	20	+4.9%
* Formerly, Luitpold Pharmaceuticals, Inc.									
EUR Mn									
Daiichi Sankyo Europe GmbH	613		690	(105.5%)	77	+12.6%	723	33	+4.8%
Olmesartan antihypertensive agent	258		213	(120.5%)	-45	-17.5%	154	-59	-27.9%
Efient antiplatelet agent	62		44	(82.5%)	-17	-28.1%	23	-21	-48.1%
Lixiana anticoagulant	208		357	(102.9%)	148	+71.3%	485	128	+35.9%

4. Consolidated Statement of Financial Position

<Assets>		JPY Bn		
	Mar. 2018	Mar. 2019	vs. Mar. 2018	
Assets				
Current assets				
Cash and cash equivalents	357.7	243.2	-114.5	- Receivable for DS-8201 strategic collaboration upfront payment +149.0 - Insurance credit for olmesartan litigation settlement +39.2 (Transfer from Non-current assets "Other financial assets")
Trade and other receivables	231.5	419.6	188.1	
Other financial assets	429.4	536.9	107.5	
Inventories	172.6	176.1	3.5	
Other current assets	10.3	15.5	5.1	
Subtotal	1,201.5	1,391.2	189.6	
Assets held for sale	-	2.0	2.0	
Total current assets	1,201.5	1,393.2	191.6	
Non-current assets				
Property, plant and equipment	217.9	229.1	11.1	Acquisition +39.2, Depreciation -25.8
Goodwill	75.5	77.9	2.4	Acquisition +27.5, Amortization -20.2, Impairment -15.1
Intangible assets	173.5	169.5	-4.1	
Investments accounted for using the equity method	1.7	2.2	0.5	- Insurance credit for olmesartan litigation settlement -37.4 (Transfer to Current assets "Trade and other receivables")
Other financial assets	179.2	114.9	-64.3	- Investment Securities -24.7
Deferred tax assets	40.3	94.8	54.5	
Other non-current assets	8.0	6.6	-1.5	- Increase in DTA due to DS-8201 strategic collaboration - DTA related to prior year's restructuring
Total non-current assets	696.2	694.9	-1.3	
Total assets	1,897.8	2,088.1	190.3	
* Liquidity on hand				
	786.5	779.5	-7.0	
Debt with interest				
	282.1	261.9	-20.2	
Net Cash				
	504.4	517.6	13.2	

<Liabilities and equity>

JPY Bn

	Mar. 2018	Mar. 2019	vs. Mar. 2018
Liabilities			
Current liabilities			
Trade and other payables	226.2	312.7	86.5
Bonds and borrowings	20.0	40.0	20.0
Other financial liabilities	0.5	0.5	0.0
Income taxes payable	64.6	10.5	-54.2
Provisions	34.0	7.8	-26.2
Other current liabilities	7.8	12.7	4.9
Subtotal	353.1	384.2	31.1
Liabilities directly associated with assets held for sale	-	0.3	0.3
Total current liabilities	353.1	384.5	31.4
Non-current liabilities			
Bonds and borrowings	260.6	220.6	-40.0
Other financial liabilities	8.2	5.7	-2.5
Post employment benefit liabilities	10.5	10.4	-0.2
Provisions	48.8	5.0	-43.8
Deferred tax liabilities	18.7	17.2	-1.5
Other non-current liabilities	64.9	195.0	130.1
Total non-current liabilities	411.6	453.8	42.2
Total liabilities	764.7	838.3	73.6
Equity			
Equity attributable to owners of the Company			
Share capital	50.0	50.0	-
Capital surplus	94.6	94.6	-
Treasury shares	-163.5	-163.0	0.6
Other components of equity	120.5	115.2	-5.3
Retained earnings	1,031.4	1,152.8	121.4
Total equity attributable to owners of the Company	1,133.0	1,249.6	116.7
Non-controlling interests			
Non-controlling interests	0.1	0.1	0.0
Total equity	1,133.0	1,249.7	116.7
Total liabilities and equity	1,897.8	2,088.1	190.3

- Provisions for olmesartan litigation settlement +39.7
(Transfer from Non-current liabilities "Provisions")
- Provision for sales returns, sales rebates and deductions +21.8
(Booked in "Trade and other payables" from FY2018 due to change in accounting policy)
- Deferred revenue for DS-8201 strategic collaboration upfront payment +9.8

- 2nd Unsecured Corporate Bond +40.0
(Transfer from Non-current liabilities "Bonds and borrowings")
- Borrowings repayment -20.0

Reversal of tax liability related to prior year's restructuring

Provision for sales returns, sales rebates and deductions -22.4
(Booked in "Trade and other payables" from FY2018 due to change in accounting policy)

2nd Unsecured Corporate Bond -40.0
(Transfer to Current liabilities "Trade and other payables")

Provisions for olmesartan litigation settlement -38.0
(Transfer to Current liabilities "Trade and other payables")

Deferred revenue for DS-8201 strategic collaboration upfront payment +139.2

Profit for the period +93.4, Payment of dividends -45.3,
Increase due to reversal of tax liability related to prior year's restructuring +66.4

5. Consolidated Statement of Cash Flows

JPY Bn

	FY2017	FY2018	YoY
Cash flows from operating activities			
Profit before tax	81.0	85.8	4.8
Depreciation and amortization	46.7	46.2	-0.5
(Increase) decrease in receivables and payables	2.8	-127.4	-130.1
Others, net	0.1	123.6	123.4
Income taxes paid	-22.2	-36.1	-14.0
Net cash flows from operating activities	108.4	92.0	-16.4
Cash flows from investing activities			
Net (increase) decrease in time deposits and securities	123.3	-103.1	-226.5
(Acquisition of) proceeds from sales of fixed assets	-37.9	-64.7	-26.9
Proceeds from sale of subsidiary	-	0.8	0.8
Net (increase) decrease in investment securities	13.8	16.4	2.6
Others, net	9.3	8.1	-1.1
Net cash flows from investing activities	108.6	-142.5	-251.1
Cash flows from financing activities			
Net (increase) decrease in borrowings	-	-20.0	-20.0
Purchase of treasury shares	-50.1	-0.0	50.0
Dividends paid	-46.4	-45.3	1.1
Others, net	-5.3	-0.8	4.4
Net cash flows from financing activities	-101.8	-66.2	35.6
Net increase (decrease) in cash and cash equivalents	115.2	-116.7	-231.9
Cash and cash equivalents at the beginning of the period	246.1	357.7	111.7
Effect of exchange rate changes on cash and cash equivalents	-3.6	2.1	5.7
Cash and cash equivalents at the end of the period	357.7	243.2	-114.5
* Free cash flows (Cash flows from operating activities and investing activities)	217.0	-50.5	-267.5

6. Number of Employees

	Mar. 2018	Mar. 2019
	Results	Results
Consolidated	14,446	14,887
Japan	8,765	8,865
North America	2,191	2,172
Europe	1,582	1,778
Others	1,908	2,072

7. Capital Expenditure, Depreciation and Amortization

		FY2017	FY2018	FY2019
	JPY Bn	Results	Results	Forecast
Capital expenditure		26.9	38.3	27.0
Depreciation and amortization		46.7	46.2	50.0
Property, plant and equipment		27.4	26.0	-
Intangible assets		19.3	20.2	-

8. Other Financial Indicators

	FY2017	FY2018
	Results	Results
Profit attributable to owners of the Company	60.3 JPY Bn	93.4 JPY Bn
Dividends	45.9 JPY Bn	45.3 JPY Bn
Purchase of treasury shares	50.0 JPY Bn	- JPY Bn
Total return ratio	159.1 %	48.5 %
Average equity attributable to owners of the Company for the period	1,154.4 JPY Bn	1,191.3 JPY Bn
Return on Equity	5.2 %	7.8 %

9. Summary of Product Outlines

Brand Name	Generic Name	Therapeutic Category	Launched	Origin	Marketing Alliance	Type of Alliance
Japan						
Nexium	esomeprazole	ulcer treatment	2011	AstraZeneca	AstraZeneca	Co-promotion (DS: Sales)
Lixiana	edoxaban	anticoagulant	2011	Daiichi Sankyo		
Memary	memantine	Alzheimer's disease treatment	2011	Merz		
Loxonin			1986	Daiichi Sankyo		
Loxonin Poulrice	loxoprofen	anti-inflammatory analgesic	2006	Lead Chemical		
Loxonin Tape			2008	Lead Chemical		
Loxonin Gel			2010	Daiichi Sankyo		
Pralia	denosumab	treatment for osteoporosis/ inhibitor of the progression of bone erosion associated with rheumatoid arthritis	2013	Amgen		
Tenelia	teneligliptin	type 2 diabetes mellitus treatment	2012	Mitsubishi Tanabe	Mitsubishi Tanabe	Co-promotion (DS: Sales)
Inavir	laninamivir	anti-influenza treatment	2010	Daiichi Sankyo		
Olmetec	olmesartan	antihypertensive agent	2004	Daiichi Sankyo		
Ranmark	denosumab	treatment for bone complications caused by bone metastases from tumors	2012	Amgen		
Efient	prasugrel	antiplatelet agent	2014	Daiichi Sankyo Ube Industries		
Rezaltas	olmesartan / azelnidipine	antihypertensive agent	2010	Daiichi Sankyo		
Urief	silodosin	treatment for dysuria	2006	Kissei	Kissei	Co-marketing
Omnipaque	iohexol	contrast medium	1987	GE Healthcare		
Canalia	teneligliptin / canagliflozin	type 2 diabetes mellitus treatment	2017	Mitsubishi Tanabe	Mitsubishi Tanabe	Co-promotion (DS: Sales)
Vimpat	lacosamide	anti-epileptic agent	2016	UCB	UCB	Co-promotion (DS: Sales)
Daiichi Sankyo, Inc. (US)						
Olmesartan						
Benicar	olmesartan		2002			
Benicar HCT	olmesartan / hydrochlorothiazide	antihypertensive agent	2003	Daiichi Sankyo		
Azor	olmesartan / amlodipine		2007			
Tribenzor	olmesartan / amlodipine / hydrochlorothiazide		2010			
Welchol	colesevelam		hypercholesterolemia treatment/ type 2 diabetes mellitus treatment		2000	Genzyme
Effient	prasugrel	antiplatelet agent	2009	Daiichi Sankyo Ube Industries	Lilly	Co-promotion (DS: Co-pro revenue)
Savaysa	edoxaban	anticoagulant	2015	Daiichi Sankyo		
Movantik	naloxegol	opioid-induced constipation treatment	2015	Nektar AstraZeneca	AstraZeneca	Co-promotion (DS: Co-pro revenue)
American Regent, Inc.* (US)						
Venofer	iron sucrose injection	treatment for iron deficiency anemia	2000	Vifor Pharma	Fresenius	Co-marketing
Injectafer	ferric carboxymaltose injection	treatment for iron deficiency anemia	2013	Vifor Pharma	Daiichi Sankyo, Inc.	Promotion (Daiichi Sankyo, Inc.)
* Formerly, Luitpold Pharmaceuticals, Inc.						
Daiichi Sankyo Europe GmbH						
Olmesartan						
Olmetec	olmesartan		2002			
Olmetec Plus	olmesartan / hydrochlorothiazide	antihypertensive agent	2005	Daiichi Sankyo	Menarini Pfizer	Co-marketing
Sevikar	olmesartan / amlodipine		2009			
Sevikar HCT	olmesartan / amlodipine / hydrochlorothiazide		2010			
Efient	prasugrel		antiplatelet agent			
Lixiana	edoxaban	anticoagulant	2015	Daiichi Sankyo	Merck (MSD)	Co-marketing

<10. Quarterly Data>

1. Consolidated Statement of Profit or Loss

JPY Bn	FY2017	FY2017	FY2017	FY2017	FY2017		FY2018	FY2018	FY2018	FY2018	FY2018			
	Q1	Q2	Q3	Q4	to revenue	Results	Q1	Q2	Q3	Q4	to revenue	Results	YoY	YoY (%)
	Results	Results	Results	Results			Results	Results	Results	Results				
Revenue	239.1	230.3	271.7	219.1	100.0%	960.2	225.7	221.1	256.2	226.6	100.0%	929.7	-30.5	-3.2%
Cost of sales	80.1	77.0	98.4	90.6	36.0%	346.0	84.7	81.9	98.3	99.7	39.2%	364.6	18.6	+5.4%
(excl. Special items)	80.1	83.1	98.4	85.5	36.1%	347.0	84.7	81.9	98.3	84.6	37.6%	349.5	2.5	+0.7%
(Special items)	-	-6.1	-	5.1	-0.1%	-1.0	-	-	-	15.1	1.6%	15.1	16.1	-
Gross Profit	159.0	153.3	173.3	128.6	64.0%	614.2	141.0	139.2	158.0	126.9	60.8%	565.1	-49.1	-8.0%
SG&A expenses	70.8	69.2	76.7	85.1	31.4%	301.8	65.6	63.0	70.0	79.2	29.9%	277.7	-24.2	-8.0%
(excl. Special items)	70.8	69.2	76.7	80.6	31.0%	297.4	65.6	66.4	70.0	79.2	30.2%	281.2	-16.2	-5.4%
(Special items)	-	-	-	4.5	0.5%	4.5	-	-3.5	-	-	-0.4%	-3.5	-7.9	-
R&D expenses	48.0	75.6	52.0	60.4	24.6%	236.0	45.5	48.2	48.9	61.1	21.9%	203.7	-32.3	-13.7%
(excl. Special items)	48.0	45.4	52.0	60.4	21.4%	205.9	45.5	48.2	48.9	61.1	21.9%	203.7	-2.2	-1.0%
(Special items)	-	30.2	-	-	3.1%	30.2	-	-	-	-	-	-	-30.2	-
Operating Profit	40.3	8.5	44.5	-16.9	7.9%	76.3	29.9	28.1	39.1	-13.4	9.0%	83.7	7.4	+9.7%
(Operating Profit before Special items)	40.3	32.6	44.5	-7.4	11.4%	109.9	29.9	24.6	39.1	1.7	10.3%	95.3	-14.6	-13.3%
Financial income/expenses	2.1	0.5	1.5	0.3		4.4	-0.2	1.0	-0.3	1.7		2.2	-2.2	
Share of profit or loss of investments accounted for using the equity method	-0.1	-0.1	0.6	-0.1		0.3	-0.1	-0.0	0.5	-0.5		-0.1	-0.4	
Profit before tax	42.2	9.0	46.5	-16.7	8.4%	81.0	29.6	29.0	39.3	-12.1	9.2%	85.8	4.8	+5.9%
Income taxes	13.4	4.0	8.2	-4.4		21.2	5.7	8.9	4.5	-26.7		-7.6	-28.8	-135.8%
Profit for the year	28.8	4.9	38.4	-12.3	6.2%	59.8	24.0	20.1	34.8	14.6	10.0%	93.4	33.6	+56.2%
Profit attributable to owners of the Company	29.2	5.1	38.3	-12.3	6.3%	60.3	24.0	20.1	34.8	14.6	10.0%	93.4	33.1	+55.0%
Tax rate	31.8%	44.8%	17.5%	26.3%		26.2%	19.2%	30.8%	11.5%	220.5%		-8.8%		
Overseas sales ratio	37.6%	35.5%	33.2%	36.4%		35.6%	36.5%	37.5%	33.4%	36.6%		35.9%		
Currency Rate (YTD Average)														
USD/JPY	111.10	111.07	111.71	110.86		110.86	109.07	110.27	111.15	110.91		110.91		
EUR/JPY	122.19	126.29	128.53	129.70		129.70	130.06	129.84	129.49	128.40		128.40		

<10. Quarterly Data>

2. Revenue of Global Products

JPY Bn	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2017	FY2018 Q1	FY2018 Q2	FY2018 Q3	FY2018 Q4	FY2018		
	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results	YoY	YoY (%)
Edoxaban	15.3	17.6	23.7	20.5	77.1	25.8	28.3	33.3	30.3	117.7	40.6	+52.7%
Lixiana (JPN)	9.4	10.3	15.0	10.7	45.3	14.7	15.4	19.1	15.7	64.9	19.6	+43.2%
Savaysa (US)	0.5	0.5	0.6	0.6	2.2	0.4	0.7	0.5	0.7	2.3	0.1	+5.8%
Lixiana (EU)	4.9	6.1	7.5	8.5	27.0	9.7	11.1	12.5	12.4	45.8	18.8	+69.6%
Other subsidiaries	0.6	0.6	0.7	0.7	2.6	1.0	1.2	1.0	1.5	4.7	2.1	+81.5%
Olmesartan	42.8	40.0	37.8	29.1	149.7	28.5	25.0	27.4	25.1	105.9	-43.8	-29.2%
Olmetec (JPN)	16.8	15.1	8.6	4.1	44.6	4.2	3.7	4.1	2.9	14.9	-29.7	-66.7%
Rezaltas (JPN)	4.5	4.1	4.6	3.6	16.8	4.1	3.7	4.4	3.3	15.5	-1.3	-7.5%
Olmesartan (US)	6.8	3.5	7.0	4.0	21.3	3.2	2.7	2.1	2.8	10.7	-10.6	-49.6%
Olmesartan (EU)	9.0	9.0	7.5	8.0	33.5	8.2	6.2	6.6	6.4	27.4	-6.1	-18.3%
Other subsidiaries, export, etc	5.8	8.3	10.0	9.3	33.5	9.0	8.7	10.2	9.6	37.4	4.0	+11.9%
Prasugrel	11.5	7.2	8.2	5.8	32.8	6.4	7.1	5.3	4.4	23.2	-9.6	-29.3%
Effient alliance revenue (US)	6.1	1.9	2.2	0.5	10.7	0.6	2.1	-0.3	-0.0	2.4	-8.2	-77.1%
Efient (EU)	1.9	2.0	2.1	2.0	8.0	1.9	1.4	1.3	1.1	5.7	-2.3	-28.8%
Efient (JPN)	3.3	3.1	3.6	2.9	12.8	3.6	3.4	3.9	3.0	13.9	1.1	+8.3%
Other subsidiaries, export, etc	0.2	0.3	0.4	0.3	1.3	0.3	0.3	0.3	0.3	1.2	-0.1	-10.1%

3. Revenue by Business Units and Products (1)	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2017	FY2018 Q1	FY2018 Q2	FY2018 Q3	FY2018 Q4	FY2018		
	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results	YoY	YoY (%)
JPY Bn												
Japan	130.0	127.6	160.5	121.9	540.0	123.9	119.8	152.0	127.6	523.3	-16.7	-3.1%
Nexium	22.6	22.1	25.3	16.6	86.5	19.8	18.8	22.4	17.3	78.3	-8.3	-9.6%
Lixiana	9.4	10.3	15.0	10.7	45.3	14.7	15.4	19.1	15.7	64.9	19.6	+43.2%
Memary	12.5	12.0	13.6	10.5	48.6	12.9	12.3	14.3	10.7	50.2	1.7	+3.4%
Loxonin	9.6	9.3	10.1	7.4	36.5	7.9	7.7	8.7	6.2	30.5	-6.0	-16.4%
Pralia	5.5	5.4	6.4	5.9	23.2	6.6	6.4	8.0	6.4	27.4	4.2	+18.1%
Tenelia	7.6	5.6	7.7	5.4	26.3	6.4	6.2	7.3	5.4	25.3	-1.0	-3.7%
Inavir	0.7	0.4	8.2	16.0	25.3	0.1	-0.0	4.4	13.7	18.2	-7.1	-28.0%
Olmotec	16.8	15.1	8.6	4.1	44.6	4.2	3.7	4.1	2.9	14.9	-29.7	-66.7%
Ranmark	3.8	3.8	4.2	3.7	15.4	3.9	4.2	4.6	3.7	16.4	1.0	+6.5%
Efient	3.3	3.1	3.6	2.9	12.8	3.6	3.4	3.9	3.0	13.9	1.1	+8.3%
Rezaltas	4.5	4.1	4.6	3.6	16.8	4.1	3.7	4.4	3.3	15.5	-1.3	-7.5%
Urief	2.9	2.7	3.1	2.4	11.1	2.7	2.5	3.0	2.1	10.3	-0.9	-7.7%
Omnipaque	3.6	3.5	3.9	3.0	14.0	3.3	3.0	3.3	2.4	12.0	-2.0	-14.4%
Canalia	-	1.4	0.3	1.0	2.7	2.0	2.1	2.8	2.4	9.2	6.5	+241.9%
Vimpat	0.3	0.6	0.9	0.9	2.6	1.4	1.4	2.0	1.8	6.6	3.9	+148.5%
Daiichi Sankyo Espha products	7.2	10.1	17.1	12.4	46.7	13.7	12.8	15.9	13.1	55.5	8.8	+18.8%
Vaccines business	7.6	8.6	18.4	7.4	41.9	8.2	8.6	17.8	6.9	41.5	-0.5	-1.1%
Daiichi Sankyo Healthcare (OTC)	16.8	19.0	20.8	16.3	72.9	18.4	16.4	18.1	13.4	66.4	-6.5	-9.0%

3. Revenue by Business Units and Products (2)	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2017	FY2018 Q1	FY2018 Q2	FY2018 Q3	FY2018 Q4	FY2018		
	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results	YoY	YoY (%)
JPY Bn												
Daiichi Sankyo, Inc. (US)	25.0	17.1	22.0	10.7	74.8	11.0	11.0	6.6	7.7	36.3	-38.5	-51.5%
Olmesartan	6.8	3.5	7.0	4.0	21.3	3.2	2.7	2.1	2.8	10.7	-10.6	-49.6%
Welchol	10.1	9.6	9.6	4.7	33.9	4.9	3.8	2.3	2.4	13.4	-20.5	-60.5%
Effient	6.1	1.9	2.2	0.5	10.7	0.6	2.1	-0.3	-0.0	2.4	-8.2	-77.1%
Savaysa	0.5	0.5	0.6	0.6	2.2	0.4	0.7	0.5	0.7	2.3	0.1	+5.8%
Movantik	1.3	1.2	1.2	0.9	4.7	0.9	1.2	1.1	0.9	4.2	-0.5	-9.7%
American Regent, Inc.* (US)	27.6	24.8	27.6	25.5	105.4	28.6	29.8	31.7	27.6	117.8	12.4	+11.7%
Venofer	7.4	7.3	9.3	6.9	31.0	8.2	8.3	7.6	4.8	28.9	-2.0	-6.5%
Injectafer	8.1	8.1	9.1	9.1	34.3	11.2	10.8	11.6	10.5	44.2	9.9	+28.8%
* Formerly, Luitpold Pharmaceuticals, Inc.												
Daiichi Sankyo Europe GmbH	18.5	19.7	19.9	21.3	79.4	22.2	20.9	23.0	22.6	88.6	9.1	+11.5%
Olmesartan	9.0	9.0	7.5	8.0	33.5	8.2	6.2	6.6	6.4	27.4	-6.1	-18.3%
Efient	1.9	2.0	2.1	2.0	8.0	1.9	1.4	1.3	1.1	5.7	-2.3	-28.8%
Lixiana	4.9	6.1	7.5	8.5	27.0	9.7	11.1	12.5	12.4	45.8	18.8	+69.6%
Asia, South and Central America (ASCA)	19.0	19.6	20.1	21.7	80.4	19.7	20.4	23.0	24.5	87.7	7.3	+9.0%
Daiichi Sankyo China	8.3	8.3	8.6	10.1	35.3	8.4	8.2	10.3	11.5	38.5	3.2	+9.0%
Daiichi Sankyo Taiwan	1.6	1.6	1.6	1.8	6.6	1.8	1.7	1.8	1.8	7.1	0.5	+7.5%
Daiichi Sankyo Korea	2.9	2.7	3.0	3.2	11.8	3.0	4.2	4.0	4.5	15.7	3.9	+32.6%
Daiichi Sankyo Thailand	0.6	0.7	0.8	0.8	2.9	0.8	0.8	0.8	0.8	3.3	0.3	+11.9%
Daiichi Sankyo Brasil Farmacêutica	2.4	2.4	3.2	2.0	10.1	2.4	2.5	2.9	2.2	10.0	-0.1	-0.9%

3. Revenue by Business Units and Products (3) [Reference] Revenue in Local Currency	FY2017 Q1	FY2017 Q2	FY2017 Q3	FY2017 Q4	FY2017	FY2018 Q1	FY2018 Q2	FY2018 Q3	FY2018 Q4	FY2018		
	Results	Results	Results	Results	Results	Results	Results	Results	Results	Results	YoY	YoY (%)
USD Mn												
Daiichi Sankyo, Inc. (US)	225	154	195	101	674	101	99	58	70	327	-347	-51.5%
Olmesartan	61	32	62	37	192	29	24	18	26	97	-96	-49.6%
Welchol	91	86	85	44	306	45	34	20	22	121	-185	-60.5%
Effient	55	17	19	6	96	6	19	-3	0	22	-74	-77.1%
Savaysa	4	5	5	5	20	4	6	5	6	21	1	+5.8%
Movantik	12	11	11	9	42	9	11	10	8	38	-4	-9.7%
USD Mn												
American Regent, Inc.* (US)	248	223	244	235	951	263	267	281	251	1,062	111	+11.7%
Venofer	67	66	82	64	279	75	75	67	44	261	-18	-6.6%
Injectafer	72	73	80	84	310	103	97	103	96	399	89	+28.7%
* Formerly, Luitpold Pharmaceuticals, Inc.												
EUR Mn												
Daiichi Sankyo Europe GmbH	152	151	150	160	613	170	161	178	180	690	77	+12.6%
Olmesartan	73	69	56	60	258	63	48	51	51	213	-45	-17.5%
Efient	16	15	16	15	62	15	10	10	9	44	-17	-28.1%
Lixiana	40	47	57	64	208	75	86	97	99	357	148	+71.3%

<11. Historical Data>

1. Revenue of Global Products

	FY2014	FY2015	FY2016	FY2017	FY2018
JPY Bn	Results	Results	Results	Results	Results
Edoxaban	4.3	15.0	37.3	77.1	117.7
Lixiana (JPN)	3.6	13.0	25.0	45.3	64.9
Savaysa (US)	0.7	0.4	1.9	2.2	2.3
Lixiana (EU)	-	1.5	9.7	27.0	45.8
Other subsidiaries	-	0.0	0.8	2.6	4.7
Olmesartan	293.5	284.1	218.0	149.7	105.9
Olmetec (JPN)	76.3	73.9	69.4	44.6	14.9
Rezaltas (JPN)	18.4	18.2	17.5	16.8	15.5
Olmesartan (US)	106.6	111.6	66.4	21.3	10.7
Olmesartan (EU)	65.2	58.9	43.2	33.5	27.4
Other subsidiaries, export, etc	27.0	21.6	21.5	33.5	37.4
Prasugrel	24.9	32.2	41.6	32.8	23.2
Effient alliance revenue (US)	17.6	20.7	22.2	10.7	2.4
Efient (EU)	4.8	5.4	7.9	8.0	5.7
Efient (JPN)	0.7	4.9	10.4	12.8	13.9
Other subsidiaries, export, etc	1.9	1.2	1.0	1.3	1.2

2. Revenue by Business Units and Products (1)

	FY2014	FY2015	FY2016	FY2017	FY2018
JPY Bn	Results	Results	Results	Results	Results
Japan	480.5	494.7	506.6	540.0	523.3
Nexium	69.3	82.4	84.0	86.5	78.3
Lixiana	3.6	13.0	25.0	45.3	64.9
Memary	36.8	42.4	46.9	48.6	50.2
Loxonin	49.5	48.1	37.4	36.5	30.5
Pralia	7.3	12.5	18.0	23.2	27.4
Tenelia	7.6	16.5	24.2	26.3	25.3
Inavir	16.6	14.0	19.6	25.3	18.2
Olmotec	76.3	73.9	69.4	44.6	14.9
Ranmark	10.2	12.4	13.9	15.4	16.4
Efient	0.7	4.9	10.4	12.8	13.9
Rezaltas	18.4	18.2	17.5	16.8	15.5
Urief	11.5	11.8	11.4	11.1	10.3
Omnipaque	17.2	16.9	14.2	14.0	12.0
Canalia	-	-	-	2.7	9.2
Vimpat	-	-	0.4	2.6	6.6
Daiichi Sankyo Espha products	14.9	18.5	20.2	46.7	55.5
Vaccines business	32.2	36.8	38.5	41.9	41.5
Daiichi Sankyo Healthcare (OTC)	47.8	53.4	66.7	72.9	66.4

2. Revenue by Business Units and Products (2)

	FY2014	FY2015	FY2016	FY2017	FY2018
JPY Bn	Results	Results	Results	Results	Results
Daiichi Sankyo, Inc. (US)	173.0	185.1	142.3	74.8	36.3
Olmesartan	106.6	111.6	66.4	21.3	10.7
Welchol	47.4	48.4	45.5	33.9	13.4
Effient	17.6	20.7	22.2	10.7	2.4
Savaysa	0.7	0.4	1.9	2.2	2.3
Movantik	-	2.0	4.2	4.7	4.2
American Regent, Inc.* (US)	57.4	91.0	88.1	105.4	117.8
Venofer	28.6	31.2	28.5	31.0	28.9
Injectafer	7.6	18.6	24.0	34.3	44.2
* Formerly, Luitpold Pharmaceuticals, Inc.					
Daiichi Sankyo Europe GmbH	83.5	77.8	71.0	79.4	88.6
Olmesartan	65.2	58.9	43.2	33.5	27.4
Efient	4.8	5.4	7.9	8.0	5.7
Lixiana	-	1.5	9.7	27.0	45.8
Asia, South and Central America (ASCA)	67.5	75.3	72.1	80.4	87.7
Daiichi Sankyo China	27.4	34.2	33.8	35.3	38.5
Daiichi Sankyo Taiwan	4.9	5.4	5.2	6.6	7.1
Daiichi Sankyo Korea	8.9	9.3	8.8	11.8	15.7
Daiichi Sankyo Thailand	3.7	4.1	2.5	2.9	3.3
Daiichi Sankyo Brasil Farmacêutica	8.4	8.1	8.8	10.1	10.0

2. Revenue by Business Units and Products (3)

[Reference] Revenue in Local Currency

	FY2014	FY2015	FY2016	FY2017	FY2018
	Results	Results	Results	Results	Results
USD Mn					
Daiichi Sankyo, Inc. (US)	1,574	1,540	1,312	674	327
Olmesartan	969	929	612	192	97
Welchol	431	403	420	306	121
Effient	160	173	205	96	22
Savaysa	6	4	17	20	21
Movantik	-	17	38	42	38
USD Mn					
American Regent, Inc.* (US)	522	758	812	951	1,062
Venofer	260	260	263	279	261
Injectafer	69	155	221	310	399
* Formerly, Luitpold Pharmaceuticals, Inc.					
EUR Mn					
Daiichi Sankyo Europe GmbH	602	587	597	613	690
Olmesartan	470	444	363	258	213
Effient	34	41	67	62	44
Lixiana	-	12	81	208	357

12. Major R&D Pipeline (Innovative pharmaceuticals)

As of April 2019

◆ Oncology (Late-stage pipeline products)

Generic Name/Project Code Number (Brand Name)	Class	Target indication	Region	Stage	Dosage Form	Partner	Target FY for approval/launch	Remarks
Quizartinib/AC220	FLT3 inhibitor	Acute myeloid leukemia (relapsed/refractory)	JP/US/EU/Asia	Submitted	Oral	-	2019	March 2009: EMA / FDA granted Orphan Drug Designation for the treatment of AML. May 2018: announced top line result August 2018: FDA granted Breakthrough Therapy Designation for relapsed/refractory FLT3-ITD AML September 2018: MHLW granted Orphan Drug Designation for FLT3-mutated AML September 2018: submitted in US (FDA PDUFA: <u>August 25, 2019</u>) October 2018: submitted in Japan and EU
		Acute myeloid leukemia (1st line)	JP/US/EU/Asia	P3		-	2021-	March 2009: EMA / FDA granted Orphan Drug Designation for the treatment of AML. September 2018: MHLW granted Orphan Drug Designation from for FLT3-mutated AML
Kinase inhibitor against a receptor-type tyrosine kinase, FLT3. Therapeutic effect for patients with acute myeloid leukemia harboring FLT3-ITD mutation is expected.								
Pexidartinib/PLX3397	CSF-1R/KIT/FLT3 inhibitor	Tenosynovial giant cell tumor	US/EU	<u>Submitted</u>	Oral	-	2019	Including pigmented villonodular synovitis November 2015: FDA granted Breakthrough Therapy Designation for tenosynovial giant cell tumor October 2017: announced top line result December 2018: submitted in US (FDA PDUFA: <u>August 3, 2019</u>) <u>March 2019: submitted in EU</u>
		Solid tumors	Asia	P1		-	-	Including TGCT
The molecular-targeted agent to inhibit CSF-1R, KIT and FLT3. This agent is expected to reduce tumor cell proliferation and expansion of metastases.								
DS-1647(G47Δ)	Oncolytic HSV-1	Glioblastoma	JP	P2	Injection	ActiVec Inc.	<u>2020</u>	February 2016: MHLW granted SAKIGAKE designation Investigator Initiated Study is on-going July 2017: MHLW granted Orphan Drug Designation <u>February 2019: announced top line result</u>
		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.						

Generic Name/Project Code Number (Brand Name)	Class	Target indication	Region	Stage	Dosage Form	Partner	Target FY for approval/launch	Remarks
[fam-] trastuzumab deruxtecan/ DS-8201	Anti-HER2 antibody drug conjugate	Breast cancer (HER2 positive, post T-DM1)	JP/US/EU/ Asia	P2	Injection	AstraZeneca	2020	December 2016: FDA granted Fast Track Designation for HER2 positive metastatic breast cancer August 2017: FDA granted Breakthrough Therapy Designation for HER2 positive locally advanced or metastatic breast cancer who have been treated with trastuzumab and pertuzumab and have disease progression after ado-trastuzumab emtansine (T-DM1)
		P3						
		Breast cancer (HER2 positive, vs T-DM1)	JP/US/EU/ Asia	P3		AstraZeneca	-	
		Breast cancer (HER2 low)	JP/US/EU/ Asia	P3		AstraZeneca	-	
		Gastric cancer (HER2 expressing, post trastuzumab)	JP/Asia	P2		AstraZeneca	2021	March 2018: MHLW granted SAKIGAKE Designation for the treatment of HER2-overexpressing advanced gastric or gastroesophageal junction cancer
		Colorectal cancer	JP/US/EU	P2		AstraZeneca	-	
		Non-small cell lung cancer	JP/US/EU	P2		AstraZeneca	-	
		Breast cancer, urothelial (bladder) cancer	US/EU	P1		Bristol-Myers Squibb	-	Combination with nivolumab
The drug (payload) conjugated through linker to the fully human monoclonal antibody to target HER2, one of the Epidermal Growth Factor Receptor (EGFR) family of proteins. Payload is potent topoisomerase I inhibitor with high membrane permeability. With bystander effect it provides neighbor cell death. Drug-to antibody ratio is 7-8.								
Axicabtagene Ciloleucel/Axi-Cel®	Anti-CD19 CAR-T cells	B Cell Lymphoma	JP	P2	Injection	Kite/Gilead	-	October 2018: MHLW granted Orphan Drug Designation for the treatment of diffuse large B-cell lymphoma (DLBCL), primary mediastinal (thymus) large B-cell lymphoma (PMBCL), high-grade B-cell lymphoma (HGBL) and transformed follicular lymphoma (TFL)
Chimeric antigen receptor T (CAR-T), which is a cell therapy directed against CD19, an antigen expressed on the surface of B-cell malignant lymphoma cells.								

Underline: change after FY2018 Q3 Financial Announcement in January 2019

◆ Oncology (Early-stage pipeline products)

Generic Name/Project Code Number	Class	Target indication	Region	Stage	Partner	Target FY for approval/launch	Remarks
Milademetan/DS-3032	MDM2 inhibitor	Solid tumors	JP/US	P1	-	-	
		Acute myeloid leukemia	JP/US	P1	-	-	Added a combination cohort with azacitidine (in US)
		Acute myeloid leukemia	US	P1	-	-	Combination with quizartinib
DS-3201	EZH1/2 inhibitor	Adult T-cell leukemia/lymphoma	JP	P1	-	-	
		peripheral T-cell lymphoma	JP	P1	-	-	<u>April 2019: MHLW granted SAKIGAKE Designation</u>
		Acute myeloid leukemia , Acute lymphoblastic leukemia	US	P1	-	-	
U3-1402	Anti-HER3 antibody drug conjugate	Breast cancer	JP/US	P1/2	-	-	
		Non-small cell lung cancer	US	P1	-	-	
DS-1001	IDH1 mutant inhibitor	Glioma	JP	P1	-	-	
DS-1205	AXL inhibitor	Non-small cell lung cancer	JP	P1	-	-	Combination with gefitinib
			Asia	<u>P1</u>	-	-	Combination with osimertinib
PLX2853	BRD4 inhibitor	Acute myeloid leukemia, solid tumors	US	P1	-	-	
DS-1062	Anti-TROP2 antibody drug conjugate	Solid tumors (non-small cell lung cancer)	JP/US	P1	-	-	

Underline: change after FY2018 Q3 Financial Announcement in January 2019

◆ Cardiovascular-Metabolics (Late-stage pipeline products)

Generic Name/Project Code Number (Brand Name)	Class	Target indication	Region	Stage	Dosage Form	Partner	Target FY for approval/launch	Remarks
Edoxaban/DU-176b Lixiana (JP) LIXIANA (EU, Asia) SAVAYSA (US)	Factor Xa inhibitor	Very elderly patients with non-valvular AF	JP	P3	Oral	-	2021	Additional dosage and formulation for very elderly (80 years and older) AF patients
Prasugrel/CS-747 Effient (US, Asia) Efiect (JP, EU)	Anti-platelet agent	Ischemic stroke	JP	P3	Oral	Ube Industries	2021	Additional indication Additional P3 study started
Esaxerenone/CS-3150 Minnebro (JP)	MR blocker	Diabetic nephropathy	JP	P3	Oral	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: change after FY2018 Q3 Financial Announcement in January 2019

◆ Cardiovascular-Metabolics (Early-stage pipeline products)

Generic Name/Project Code Number	Class	Target indication	Region	Stage	Partner	Target FY for approval/launch	Remarks
DS-1040	TAFIa inhibitor	Acute ischemic stroke, acute pulmonary embolism	JP/US/EU	P1	-	-	
DS-2330	Hyperphosphatemia treatment	Hyperphosphatemia in chronic kidney disease	-	P1	-	-	

Underline: change after FY2018 Q3 Financial Announcement in January 2019

◆ Internal Medicine (Late-stage pipeline products)

Generic Name/Project Code Number (Brand Name)	Class	Target indication	Region	Stage	Dosage Form	Partner	Target FY for approval/launch	Remarks
Mirogabalin/DS-5565	α ₂ δ ligand	Central neuropathic pain	JP/Asia	P3	Oral	-	2023	
Tarlige (JP)	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	Submitted	Inhalation	-	2019	Additional dosage form, nebulizer formulation July 2018: submitted
Inavir (JP)	The long-acting neuraminidase inhibitor and acts directly on the pulmonary and tracheal sites of infection.							

Underline: change after FY2018 Q3 Financial Announcement in January 2019

◆ Internal Medicine (Early-stage pipeline products)

Generic Name/Project Code Number	Class	Target indication	Region	Stage	Partner	Target FY for approval/launch	Remarks
DS-5141	ENA oligonucleotide	Duchenne muscular dystrophy	JP	P1/2	ODTI	-	April 2017: MHLW granted SAKIGAKE Designation April 2018: announced top line result
DS-1211	TNAP inhibitor	Prevention of ectopic calcification diseases	US	P1	-	-	Research collaboration with Sanford Burnham Prebys Medical Discovery Institute

Underline: change after FY2018 Q3 Financial Announcement in January 2019

◆ Vaccines

Generic Name/Project Code Number (Brand Name)	Class	Target indication	Region	Stage	Dosage Form	Partner	Target FY for approval/launch	Remarks
VN-0107/MEDI3250	Live attenuated influenza vaccine	Prevention of seasonal influenza	JP	Submitted	Nasal spray	AstraZeneca/ MedImmune	-	June 2016: submitted by Daiichi Sankyo
	The US brand name of this vaccine is FluMist Quadrivalent that is a live attenuated influenza vaccine which is administered as a nasal spray and contains four protective strains.							
VN-0105	DPT-IPV/Hib vaccine	Prevention of pertussis, diphtheria, tetanus, poliomyelitis and Hib	JP	P3	Injection	Sanofi Pasteur	-	Co-develop with Sanofi K.K. and KDSV
	A combination vaccine reconstituting Hib with precipitated and purified pertussis-diphtheria-tetanus-inactivated polio vaccine (Salk vaccine) vaccine launched in Japan, as 1st in the class of pentavalent vaccine (DPT-IPV/Hib).							
VN-0102/JVC-001	Measles-Mumps-Rubella vaccine	Prevention of Measles, Mumps and Rubella	JP	P1/2	Injection	-	-	Continuing development within Daiichi Sankyo is under preparation with the dissolution of Japan Vaccine Company

Underline: change after FY2018 Q3 Financial Announcement in January 2019

◆ Stage-up (major changes from the FY2018 Q3 Financial Announcement in January 2019)

Generic Name/Project Code Number	Class	Target indication	Current region/stage		Remarks
Pexidartinib/PLX3397	CSF-1R/KIT/FLT3 inhibitor	Tenosynovial giant cell tumor	US/EU	Submitted	
Mirogabalin/DS-5565	$\alpha_2\delta$ ligand	Central neuropathic pain	JP/Asia	P3	
DS-1205	AXL inhibitor	Non-small cell lung cancer	Asia	P1	Combination with osimertinib