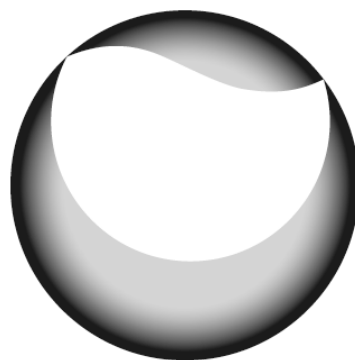


Reference Data

(Consolidated Financial Results for Q3 FY2019)



Daiichi-Sankyo

January 31, 2020

Daiichi Sankyo Co., Ltd.

<https://www.daiichisankyo.com>

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1. Consolidated Statement of Profit or Loss

JPY Bn	FY2018 Q3 YTD		FY2019 Q3 YTD					FY2019						
	to revenue	Results	to revenue	Results	(vs. Forecast (%))	YoY	YoY (%)	to revenue	Forecast (as of Oct.)	to revenue	Forecast (as of Jan.)	vs. Forecast (as of Oct.)	YoY	YoY (%)
Revenue	100.0%	703.1	100.0%	757.0	(78.0%)	54.0	+7.7%	100.0%	955.0	100.0%	970.0	15.0	40.3	+4.3%
Cost of sales	37.7%	264.9	33.9%	256.3	(76.5%)	-8.6	-3.3%	34.6%	330.0	34.5%	335.0	5.0	-29.6	-8.1%
(excl. Special items)	37.7%	264.9	35.7%	269.9		5.0	+1.9%							
(Special items)	-	-	-1.8%	-13.7		-13.7	-							
Gross Profit	62.3%	438.2	66.1%	500.8	(78.9%)	62.6	+14.3%	65.4%	625.0	65.5%	635.0	10.0	69.9	+12.4%
SG&A expenses	28.2%	198.5	27.5%	208.2	(71.8%)	9.7	+4.9%	30.4%	290.0	29.9%	290.0	-	12.3	+4.4%
(excl. Special items)	28.7%	202.0	28.9%	218.9		16.9	+8.4%							
(Special items)	-0.5%	-3.5	-1.4%	-10.6		-7.2	-							
R&D expenses	20.3%	142.6	18.1%	136.9	(65.2%)	-5.6	-4.0%	22.0%	210.0	21.6%	210.0	-	6.3	+3.1%
(excl. Special items)	20.3%	142.6	18.1%	136.9		-5.6	-4.0%							
(Special items)	-	-	-	-		-	-							
Operating Profit	13.8%	97.1	20.6%	155.6	(115.2%)	58.5	+60.3%	13.1%	125.0	13.9%	135.0	10.0	51.3	+61.3%
(Operating Profit before Special items)	13.3%	93.6	17.3%	131.3		37.7	+40.2%							
Financial income/expenses		0.5		4.3		3.8								
Share of profit or loss of investments accounted for using the equity method		0.3		0.1		-0.3								
Profit before tax	13.9%	98.0	21.1%	160.0	(118.5%)	62.0	+63.3%	13.1%	125.0	13.9%	135.0	10.0	49.2	+57.3%
Income taxes		19.1		25.8		6.6	+34.7%							
Profit for the year	11.2%	78.8	17.7%	134.2	(122.0%)	55.4	+70.3%	9.4%	90.0	11.3%	110.0	20.0	16.6	+17.7%
Profit attributable to owners of the Company	11.2%	78.8	17.7%	134.3	(122.1%)	55.5	+70.4%	9.4%	90.0	11.3%	110.0	20.0	16.6	+17.8%
Tax rate		19.5%		16.1%										
Overseas sales ratio		35.7%		36.8%										

Forex impact: -12.2
(USD: -3.1, EUR: -4.7, ASCA: -4.3)

Forex impact: -2.7
(USD: -1.2, EUR: -0.6, ASCA: -0.8)

Forex impact: -4.5
(USD: -1.1, EUR: -2.0, ASCA: -1.5)

Forex impact: -1.9
(USD: -1.2, EUR: -0.5, ASCA: -0.1)

Forex impact: -3.1
(USD: +0.4, EUR: -1.7, ASCA: -1.9)

Decrease in income taxes due to introduction of consolidated taxation system

Special items		FY2018 Q3 YTD	FY2019 Q3 YTD
Cost of Sales			Restructuring costs in SC 1.3
			Impairment loss (intangible) 3.8
SG&A expenses	Gain on sales of fixed assets	-3.5	Gain on sales of subsidiary -18.8
			Gain on sales of fixed assets -10.6
Total		-3.5	-24.3

Currency Rate (Average)		
	109.31	109.01
	125.71	123.29
Annual impact of one yen change		
	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		FY2018 Q3 YTD	FY2019 Q3 YTD				FY2019				
		Results	Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast (as of Oct.)	Forecast (as of Jan.)	vs. Forecast (as of Oct.)	YoY	YoY (%)
	Trastuzumab Deruxtecan anti-HER2 antibody drug conjugate	-	8.1	(63.5%)	8.1	-	9.8	12.7	2.9	12.6	-
	Product sales	-	0.0	(1.1%)	0.0	-	-	2.0	2.0	2.0	-
	Enhertu (US)	-	0.0	(1.1%)	0.0	-	-	2.0	2.0	2.0	-
	Upfront payment	-	7.4	(75.0%)	7.4	-	9.8	9.8	-	9.7	-
	Regulatory milestone payment	-	0.7	(75.2%)	0.7	-	-	0.9	0.9	0.9	-
	Edoxaban anticoagulant	87.4	116.4	(77.1%)	29.0	+33.2%	152.0	151.0	-1.0	33.3	+28.3%
	Lixiana (JPN)	49.3	65.6	(81.9%)	16.3	+33.1%	80.0	80.0	-	15.1	+23.2%
	Savaysa (US)	1.6	1.9	(94.7%)	0.3	+16.3%	2.0	2.0	-	-0.3	-12.9%
	Lixiana (EU)	33.3	43.9	(70.8%)	10.5	+31.6%	63.0	62.0	-1.0	16.2	+35.4%
	Other subsidiaries	3.2	5.1	(72.4%)	1.9	+60.1%	7.0	7.0	-	2.3	+49.3%
	Olmesartan antihypertensive agent	80.9	77.0	(77.8%)	-3.9	-4.8%	98.0	99.0	1.0	-6.9	-6.5%
	Olmetec (JPN)	11.9	9.4	(85.8%)	-2.5	-21.0%	10.0	11.0	1.0	-3.9	-26.0%
	Rezaltas (JPN)	12.2	11.6	(82.9%)	-0.6	-4.5%	14.0	14.0	-	-1.5	-9.7%
	Olmesartan (US)	7.9	7.8	(86.5%)	-0.1	-1.7%	9.0	9.0	-	-1.7	-16.3%
	Olmesartan (EU)	21.0	16.9	(73.7%)	-4.1	-19.3%	23.0	23.0	-	-4.4	-16.0%
	Other subsidiaries, export, etc	27.8	31.2	(74.3%)	3.4	+12.1%	42.0	42.0	-	4.6	+12.2%
	Prasugrel antiplatelet agent	18.8	14.3	-	-4.5	-23.9%	not disclosed	not disclosed	-	-	-
	Effient alliance revenue (US)	2.4	0.4	-	-2.1	-84.6%	not disclosed	not disclosed	-	-	-
	Effient (EU)	4.6	1.9	(96.6%)	-2.7	-58.0%	2.0	2.0	-	-3.7	-65.0%
	Effient (JPN)	10.9	11.1	(79.3%)	0.2	+2.0%	15.0	14.0	-1.0	0.1	+0.7%
	Other subsidiaries, export, etc	0.9	0.9	-	0.0	+3.1%	not disclosed	not disclosed	-	-	-

3. Revenue by Business Units and Products (1)

JPY Bn		FY2018 Q3 YTD	FY2019 Q3 YTD				FY2019				
		Results	Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast (as of Oct.)	Forecast (as of Jan.)	vs. Forecast (as of Oct.)	YoY	YoY (%)
Japan		395.7	422.3	(80.0%)	26.6	+6.7%	519.0	528.0	9.0	4.7	+0.9%
	Lixiana	49.3	65.6	(81.9%)	16.3	+33.1%	80.0	80.0	-	15.1	+23.2%
	Nexium	61.0	62.3	(78.9%)	1.3	+2.2%	76.0	79.0	3.0	0.7	+0.9%
	Memary	39.5	40.2	(80.3%)	0.7	+1.7%	50.0	50.0	-	-0.2	-0.4%
	Pralia	21.0	24.3	(78.3%)	3.3	+15.6%	31.0	31.0	-	3.6	+13.2%
	Tenelia	19.9	19.7	(78.7%)	-0.2	-1.1%	26.0	25.0	-1.0	-0.3	-1.3%
	Loxonin	24.3	22.7	(84.2%)	-1.6	-6.4%	26.0	27.0	1.0	-3.5	-11.4%
	Inavir	4.5	11.5	(54.9%)	7.1	+157.9%	21.0	21.0	-	2.8	+15.4%
	Ranmark	12.7	14.0	(78.0%)	1.3	+10.5%	17.0	18.0	1.0	1.6	+9.7%
	Efient	10.9	11.1	(79.3%)	0.2	+2.0%	15.0	14.0	-1.0	0.1	+0.7%
	Rezaltas	12.2	11.6	(82.9%)	-0.6	-4.5%	14.0	14.0	-	-1.5	-9.7%
	Canalia	6.9	9.8	(75.6%)	3.0	+43.3%	12.0	13.0	1.0	3.8	+40.7%
	Vimpat	4.8	8.5	(77.4%)	3.7	+77.0%	10.0	11.0	1.0	4.4	+67.5%
	Omnipaque	9.5	8.4	(84.1%)	-1.1	-11.9%	10.0	10.0	-	-2.0	-16.4%
	Olmetec	11.9	9.4	(85.8%)	-2.5	-21.0%	10.0	11.0	1.0	-3.9	-26.0%
	Daiichi Sankyo Espha products	42.4	47.9	-	5.5	+12.9%	not disclosed	not disclosed	-	-	-
	Vaccines business	34.5	32.8	-	-1.8	-5.2%	not disclosed	not disclosed	-	-	-
Daiichi Sankyo Healthcare (OTC)		52.9	52.9	(75.5%)	-0.1	-0.1%	70.0	70.0	-	3.6	+5.5%

3. Revenue by Business Units and Products (2)

JPY Bn	FY2018 Q3 YTD		FY2019 Q3 YTD				FY2019				
	Results		Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast (as of Oct.)	Forecast (as of Jan.)	vs. Forecast (as of Oct.)	YoY	YoY (%)
Daiichi Sankyo, Inc. (US)	28.6		23.8	(79.4%)	-4.8	-16.7%	26.0	30.0	4.0	-6.3	-17.3%
Enhertu	anti-HER2 antibody drug conjugate	-	0.0	(1.1%)	0.0	-	-	2.0	2.0	2.0	-
Olmesartan	antihypertensive agent	7.9	7.8	(86.5%)	-0.1	-1.7%	9.0	9.0	-	-1.7	-16.3%
Welchol	hypercholesterolemia treatment/ type 2 diabetes mellitus treatment	11.0	8.6	(95.3%)	-2.4	-21.7%	7.0	9.0	2.0	-4.4	-32.8%
Effient	antiplatelet agent	2.4	0.4	-	-2.1	-84.6%	not disclosed	not disclosed	-	-	-
Savaysa	anticoagulant	1.6	1.9	(94.7%)	0.3	+16.3%	2.0	2.0	-	-0.3	-12.9%
Movantik	opioid-induced constipation treatment	3.3	2.8	-	-0.5	-14.8%	not disclosed	not disclosed	-	-	-
American Regent, Inc. (US)	90.1		99.7	(77.9%)	9.6	+10.6%	127.0	128.0	1.0	10.2	+8.7%
Injectafer	treatment for iron deficiency anemia	33.7	39.3	(75.7%)	5.7	+16.8%	52.0	52.0	-	7.8	+17.6%
Venofer	treatment for iron deficiency anemia	24.1	23.3	(80.5%)	-0.8	-3.3%	29.0	29.0	-	0.1	+0.2%
Daiichi Sankyo Europe GmbH	66.0		67.7	(72.0%)	1.7	+2.6%	94.0	94.0	-	5.4	+6.1%
Lixiana	anticoagulant	33.3	43.9	(70.8%)	10.5	+31.6%	63.0	62.0	-1.0	16.2	+35.4%
Olmesartan	antihypertensive agent	21.0	16.9	(73.7%)	-4.1	-19.3%	23.0	23.0	-	-4.4	-16.0%
Efient	antiplatelet agent	4.6	1.9	(96.6%)	-2.7	-58.0%	2.0	2.0	-	-3.7	-65.0%
Asia, South and Central America (ASCA)	63.1		73.5	(73.5%)	10.4	+16.5%	100.0	100.0	-	12.3	+14.1%
Daiichi Sankyo China		26.9	34.9	-	8.0	+29.8%	not disclosed	not disclosed	-	-	-
Daiichi Sankyo Taiwan		5.3	5.5	-	0.3	+4.7%	not disclosed	not disclosed	-	-	-
Daiichi Sankyo Korea		11.2	12.5	-	1.3	+11.4%	not disclosed	not disclosed	-	-	-
Daiichi Sankyo Thailand		2.4	2.5	-	0.1	+5.2%	not disclosed	not disclosed	-	-	-
Daiichi Sankyo Brasil Farmacêutica		7.8	9.1	-	1.2	+15.9%	not disclosed	not disclosed	-	-	-

3. Revenue by Business Units and Products (3)

[Reference] Revenue in Local Currency

		FY2018 Q3 YTD	FY2019 Q3 YTD				FY2019					
		Results	Results	(vs. Forecast (%))	YoY	YoY (%)	Forecast (as of Oct.)	Forecast (as of Jan.)	vs. Forecast (as of Oct.)	YoY	YoY (%)	
USD Mn												
Daiichi Sankyo, Inc. (US)		257	219	(79.7%)	-38	-14.8%	238	275	37	-52	-15.8%	
Enhertu	anti-HER2 antibody drug conjugate	-	0	(1.1%)	0	-	-	18	18	18	-	
Olmesartan	antihypertensive agent	71	72	(86.8%)	0	+0.5%	82	83	0	-14	-14.8%	
Welchol	hypercholesterolemia treatment/ type 2 diabetes mellitus treatment	99	79	(95.6%)	-20	-19.9%	64	83	19	-38	-31.6%	
Effient	antiplatelet agent	22	3	-	-19	-84.3%	not disclosed	not disclosed	-	-	-	
Savaysa	anticoagulant	15	17	(95.0%)	3	+19.0%	18	18	0	-2	-11.3%	
Movantik	opioid-induced constipation treatment	29	26	-	-4	-12.8%	not disclosed	not disclosed	-	-	-	
USD Mn												
American Regent, Inc. (US)		811	918	(78.2%)	107	+13.2%	1,162	1,174	12	112	+10.6%	
Injectafer	treatment for iron deficiency anemia	303	362	(75.9%)	59	+19.5%	476	477	1	78	+19.7%	
Venofer	treatment for iron deficiency anemia	217	215	(80.7%)	-2	-1.1%	265	266	1	5	+2.0%	
EUR Mn												
Daiichi Sankyo Europe GmbH		510	559	(73.4%)	50	+9.7%	748	762	15	72	+10.5%	
Lixiana	anticoagulant	258	362	(72.1%)	105	+40.7%	501	503	2	146	+41.1%	
Olmesartan	antihypertensive agent	162	140	(75.0%)	-22	-13.7%	183	187	4	-27	-12.5%	
Effient	antiplatelet agent	36	16	(98.4%)	-20	-55.1%	16	16	0	-28	-63.5%	

4. Consolidated Statement of Financial Position

<Assets>		JPY Bn		
	Mar. 2019	Dec. 2019	vs. Mar. 2019	
Assets				
Current assets				
Cash and cash equivalents	243.2	326.4	83.2	
Trade and other receivables	419.6	351.9	-67.7	Receivable for DS-8201 strategic collaboration upfront payment -75.9 (including forex impact -1.0)
Other financial assets	536.9	527.0	-9.9	
Inventories	176.1	172.7	-3.4	
Other current assets	15.5	13.8	-1.7	
Subtotal	1,391.2	1,391.8	0.6	
Assets held for sale	2.0	-	-2.0	FY18: Nihonbashi building 2.0
Total current assets	1,393.2	1,391.8	-1.4	
Non-current assets				
Property, plant and equipment	229.1	242.5	13.4	- Acquisition +23.1, Depreciation -23.9 - Daiichi Sankyo Propharma Takatsuki Plant -12.3 - Increase in lease assets due to lease accounting standard change +27.9
Goodwill	77.9	77.1	-0.7	
Intangible assets	169.5	164.6	-4.9	Acquisition +15.5, Amortization -15.2, Impairment loss -3.8, Forex impact -1.4
Investments accounted for using the equity method	2.2	1.0	-1.2	
Other financial assets	114.9	101.7	-13.2	
Deferred tax assets	94.8	104.9	10.1	Increase in defferred tax assets due to introduction of consolidated taxation system +10.3
Other non-current assets	6.6	6.2	-0.3	
Total non-current assets	694.9	698.0	3.1	
Total assets	2,088.1	2,089.8	1.7	
* Liquidity on hand	779.5	854.4	74.9	
Debt with interest	261.9	264.9	2.9	
Net Cash	517.6	589.5	71.9	

<Liabilities and equity>

JPY Bn

	Mar. 2019	Dec. 2019	vs. Mar. 2019
Liabilities			
Current liabilities			
Trade and other payables	312.7	224.0	-88.6
Bonds and borrowings	40.0	40.4	0.4
Other financial liabilities	0.5	9.2	8.6
Income taxes payable	10.5	25.8	15.3
Provisions	7.8	5.6	-2.3
Other current liabilities	12.7	17.8	5.0
Subtotal	384.2	322.6	-61.6
Liabilities directly associated with assets held for sale	0.3	-	-0.3
Total current liabilities	384.5	322.6	-61.9
Non-current liabilities			
Bonds and borrowings	220.6	183.9	-36.7
Other financial liabilities	5.7	36.2	30.5
Post employment benefit liabilities	10.4	10.5	0.1
Provisions	5.0	2.6	-2.4
Deferred tax liabilities	17.2	16.4	-0.7
Other non-current liabilities	195.0	187.2	-7.8
Total non-current liabilities	453.8	436.8	-17.0
Total liabilities	838.3	759.5	-78.9
Equity			
Equity attributable to owners of the Company			
Share capital	50.0	50.0	-
Capital surplus	94.6	94.7	0.1
Treasury shares	-163.0	-162.8	0.2
Other components of equity	115.2	97.9	-17.3
Retained earnings	1,152.8	1,250.0	97.2
Total equity attributable to owners of the Company	1,249.6	1,329.8	80.2
Non-controlling interests			
Non-controlling interests	0.1	0.5	0.4
Total equity	1,249.7	1,330.3	80.6
Total liabilities and equity	2,088.1	2,089.8	1.7

Accounts payable for olmesartan litigation settlement -39.7

3rd Unsecured Corporate Bond +20.0, Syndicated loan +20.0
(Transfer from Non-current liabilities "Bonds and borrowings")
Redemption of 2nd Unsecured Corporate Bond -40.03rd Unsecured Corporate Bond -20.0, Syndicated loan -20.0
(Transfer to Current liabilities "Bonds and borrowings")

Lease liabilities +30.7

Deferred revenue for DS-8201 strategic collaboration upfront payment -7.4

Profit for the period +134.3, Payment of dividends -45.4

5. Consolidated Statement of Cash Flows

JPY Bn

	FY2018 Q3 YTD	FY2019 Q3 YTD	YoY
Cash flows from operating activities			
Profit before tax	98.0	160.0	62.0
Depreciation and amortization	34.3	39.2	4.9
(Increase) decrease in receivables and payables	-65.4	-15.6	49.7
Others, net	-16.3	-21.6	-5.3
Income taxes paid	-29.9	-21.2	8.7
Net cash flows from operating activities	20.7	140.8	120.1
Cash flows from investing activities			
Net (increase) decrease in time deposits and securities	-57.3	8.5	65.8
(Acquisition of) proceeds from sales of fixed assets	-34.6	-42.4	-7.8
Proceeds from sale of subsidiary	-	37.1	37.1
Net (increase) decrease in investment securities	11.9	15.4	3.4
Others, net	4.6	14.8	10.2
Net cash flows from investing activities	-75.4	33.4	108.8
Cash flows from financing activities			
Net (increase) decrease in borrowings	-20.0	3.7	23.7
Repayments of bonds	-	-40.0	-40.0
Purchase of treasury shares	-0.0	-0.1	-0.0
Dividends paid	-45.4	-45.4	-0.0
Others, net	-0.7	-7.3	-6.6
Net cash flows from financing activities	-66.1	-89.0	-22.9
Net increase (decrease) in cash and cash equivalents	-120.9	85.2	206.0
Cash and cash equivalents at the beginning of the period	357.7	243.2	-114.5
Effect of exchange rate changes on cash and cash equivalents	2.3	-1.9	-4.2
Cash and cash equivalents at the end of the period	239.2	326.4	87.2
* Free cash flows (Cash flows from operating activities and investing activities)	-54.8	174.2	228.9

6. Number of Employees

	Dec. 2018	Mar. 2019	Dec. 2019
	Results	Results	Results
Consolidated	14,858	14,887	15,297
Japan	8,893	8,865	8,806
North America	2,190	2,172	2,333
Europe	1,757	1,778	1,917
Others	2,018	2,072	2,241

7. Capital Expenditure, Depreciation and Amortization

	JPY Bn	FY2018 Q3 YTD	FY2018	FY2019 Q3 YTD	FY2019
		Results	Results	Results	Forecast
Capital expenditure		26.3	38.3	18.8	27.0
Depreciation and amortization		34.3	46.2	39.2	50.0
Property, plant and equipment		19.4	26.0	24.0	-
Intangible assets		14.9	20.2	15.2	-

8. Summary of Product Outlines

Brand Name	Generic Name	Therapeutic Category	Launched	Origin	Marketing Alliance	Type of Alliance
Japan						
Lixiana	edoxaban	anticoagulant	2011	Daiichi Sankyo		
Nexium	esomeprazole	ulcer treatment	2011	AstraZeneca	AstraZeneca	Co-promotion (DS: Sales)
Memary	memantine	Alzheimer's disease treatment	2011	Merz		
Pralia	denosumab	treatment for osteoporosis/ inhibitor of the progression of bone erosion associated with rheumatoid arthritis	2013	Amgen		
Tenelia	teligliptin	type 2 diabetes mellitus treatment	2012	Mitsubishi Tanabe	Mitsubishi Tanabe	Co-promotion (DS: Sales)
Loxonin			1986	Daiichi Sankyo		
Loxonin Poultice			2006	Lead Chemical		
Loxonin Tape	loxoprofen	anti-inflammatory analgesic	2008	Lead Chemical		
Loxonin Gel			2010	Daiichi Sankyo		
Inavir	laninamivir	anti-influenza agent	2010	Daiichi Sankyo		
Ranmark	denosumab	treatment for bone complications caused by bone metastases from tumors	2012	Amgen		
Efient	prasugrel	antiplatelet agent	2014	Daiichi Sankyo Ube Industries		
Rezaltas	olmesartan / azelnidipine	antihypertensive agent	2010	Daiichi Sankyo		
Canalia	teligliptin / 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)
Omnipaque	iohexol	contrast agent	1987	GE Healthcare		
Olmetec	olmesartan	antihypertensive agent	2004	Daiichi Sankyo		
Daiichi Sankyo, Inc. (US)						
Enhertu	trastuzumab deruxtecan	anti-HER2 antibody drug conjugate	2020	Daiichi Sankyo	AstraZeneca	Co-promotion (DS: Sales)
Olmesartan						
Benicar	olmesartan		2002			
Benicar HCT	olmesartan / hydrochlorothiazide		2003	Daiichi Sankyo		
Azor	olmesartan / amlodipine	antihypertensive agent	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)						
Injectafer	ferric carboxymaltose injection	treatment for iron deficiency anemia	2013	Vifor Pharma	Daiichi Sankyo, Inc.	Promotion (Daiichi Sankyo, Inc.)
Venofer	iron sucrose injection	treatment for iron deficiency anemia	2000	Vifor Pharma	Fresenius	Co-marketing
Daiichi Sankyo Europe GmbH						
Lixiana	edoxaban	anticoagulant	2015	Daiichi Sankyo	Merck (MSD)	Co-marketing
Olmesartan						
Olmetec	olmesartan		2002			
Olmetec Plus	olmesartan / hydrochlorothiazide		2005			
Sevikar	olmesartan / amlodipine	antihypertensive agent	2009	Daiichi Sankyo	Menarini Pfizer	Co-marketing
Sevikar HCT	olmesartan / amlodipine / hydrochlorothiazide		2010			
Efient	prasugrel	antiplatelet agent	2009	Daiichi Sankyo Ube Industries		

<9. Quarterly Data>

1. Consolidated Statement of Profit or Loss

JPY Bn	FY2018	FY2018	FY2018	FY2018	FY2018				FY2019	FY2019	FY2019	FY2019	FY2019	
	Q1	Q2	Q3	Q4	to revenue	Results	YoY	YoY (%)	Q1	Q2	Q3	Q4	to revenue	Results
	Results	Results	Results	Results					Results	Results	Results	Results		
Revenue	225.7	221.1	256.2	226.6	100.0%	929.7	-30.5	-3.2%	249.2	230.3	277.5		100.0%	757.0
Cost of sales	84.7	81.9	98.3	99.7	39.2%	364.6	18.6	+5.4%	87.9	89.2	79.2		33.9%	256.3
(excl. Special items)	84.7	81.9	98.3	84.6	37.6%	349.5	2.5	+0.7%	86.6	85.4	98.0		35.7%	269.9
(Special items)	-	-	-	15.1	1.6%	15.1	16.1	-	1.3	3.8	-18.8		-1.8%	-13.7
Gross Profit	141.0	139.2	158.0	126.9	60.8%	565.1	-49.1	-8.0%	161.3	141.1	198.3		66.1%	500.8
SG&A expenses	65.6	63.0	70.0	79.2	29.9%	277.7	-24.2	-8.0%	63.2	67.3	77.8		27.5%	208.2
(excl. Special items)	65.6	66.4	70.0	79.2	30.2%	281.2	-16.2	-5.4%	73.8	67.3	77.8		28.9%	218.9
(Special items)	-	-3.5	-	-	-0.4%	-3.5	-7.9	-	-10.6	-	-		-1.4%	-10.6
R&D expenses	45.5	48.2	48.9	61.1	21.9%	203.7	-32.3	-13.7%	41.2	44.7	51.1		18.1%	136.9
(excl. Special items)	45.5	48.2	48.9	61.1	21.9%	203.7	-2.2	-1.0%	41.2	44.7	51.1		18.1%	136.9
(Special items)	-	-	-	-	-	-	-30.2	-	-	-	-		-	-
Operating Profit	29.9	28.1	39.1	-13.4	9.0%	83.7	7.4	+9.7%	57.0	29.2	69.4		20.6%	155.6
(Operating Profit before Special items)	29.9	24.6	39.1	1.7	10.3%	95.3	-14.6	-13.3%	47.7	33.0	50.6		17.3%	131.3
Financial income/expenses	-0.2	1.0	-0.3	1.7		2.2	-2.2		0.1	0.8	3.5			4.3
Share of profit or loss of investments accounted for using the equity method	-0.1	-0.0	0.5	-0.5		-0.1	-0.4		0.0	0.0	0.0			0.1
Profit before tax	29.6	29.0	39.3	-12.1	9.2%	85.8	4.8	+5.9%	57.1	30.0	72.9		21.1%	160.0
Income taxes	5.7	8.9	4.5	-26.7		-7.6	-28.8	-135.8%	13.7	8.9	3.1			25.8
Profit for the year	24.0	20.1	34.8	14.6	10.0%	93.4	33.6	+56.2%	43.3	21.1	69.8		17.7%	134.2
Profit attributable to owners of the Company	24.0	20.1	34.8	14.6	10.0%	93.4	33.1	+55.0%	43.3	21.1	69.9		17.7%	134.3
Tax rate	19.2%	30.8%	11.5%	220.5%		-8.8%			24.1%	29.8%	4.3%			16.1%
Overseas sales ratio	36.5%	37.5%	33.4%	36.6%		35.9%			37.5%	38.4%	34.9%			36.8%
Currency Rate (YTD Average)														
USD/JPY	109.07	110.27	111.15	110.91		110.91			109.90	108.63	108.67			108.67
EUR/JPY	130.06	129.84	129.49	128.40		128.40			123.49	121.41	121.05			121.05

<9. Quarterly Data>

2. Revenue of Global Products

JPY Bn	FY2018 Q1	FY2018 Q2	FY2018 Q3	FY2018 Q4	FY2018			FY2019 Q1	FY2019 Q2	FY2019 Q3	FY2019 Q4	FY2019
	Results	Results	Results	Results	Results	YoY	YoY (%)	Results	Results	Results	Results	Results
Trastuzumab deruxtecan	-	-	-	0.1	0.1	0.1	-	2.5	2.5	3.2		8.1
Product sales	-	-	-	-	-	-	-	-	-	0.0		0.0
Enhertu (US)	-	-	-	-	-	-	-	-	-	0.0		0.0
Upfront payment	-	-	-	0.1	0.1	0.1	-	2.5	2.5	2.5		7.4
Regulatory milestone payment	-	-	-	-	-	-	-	-	-	0.7		0.7
Edoxaban	25.8	28.3	33.3	30.3	117.7	40.6	+52.7%	37.2	36.5	42.6		116.4
Lixiana (JPN)	14.7	15.4	19.1	15.7	64.9	19.6	+43.2%	21.6	20.2	23.8		65.6
Savaysa (US)	0.4	0.7	0.5	0.7	2.3	0.1	+5.8%	0.6	0.6	0.8		1.9
Lixiana (EU)	9.7	11.1	12.5	12.4	45.8	18.8	+69.6%	13.5	14.0	16.4		43.9
Other subsidiaries	1.0	1.2	1.0	1.5	4.7	2.1	+81.5%	1.6	1.7	1.7		5.1
Olmesartan	28.5	25.0	27.4	25.1	105.9	-43.8	-29.2%	27.5	23.2	26.3		77.0
Olmotec (JPN)	4.2	3.7	4.1	2.9	14.9	-29.7	-66.7%	3.5	2.7	3.2		9.4
Rezaltas (JPN)	4.1	3.7	4.4	3.3	15.5	-1.3	-7.5%	4.2	3.4	4.1		11.6
Olmesartan (US)	3.2	2.7	2.1	2.8	10.7	-10.6	-49.6%	3.1	2.4	2.2		7.8
Olmesartan (EU)	8.2	6.2	6.6	6.4	27.4	-6.1	-18.3%	6.4	4.8	5.8		16.9
Other subsidiaries, export, etc	9.0	8.7	10.2	9.6	37.4	4.0	+11.9%	10.3	9.9	11.0		31.2
Prasugrel	6.4	7.1	5.3	4.4	23.2	-9.6	-29.3%	5.0	4.4	4.9		14.3
Effient alliance revenue (US)	0.6	2.1	-0.3	-0.0	2.4	-8.2	-77.1%	0.1	0.3	0.0		0.4
Efient (EU)	1.9	1.4	1.3	1.1	5.7	-2.3	-28.8%	0.8	0.6	0.6		1.9
Efient (JPN)	3.6	3.4	3.9	3.0	13.9	1.1	+8.3%	3.8	3.2	4.0		11.1
Other subsidiaries, export, etc	0.3	0.3	0.3	0.3	1.2	-0.1	-10.1%	0.3	0.3	0.3		0.9

3. Revenue by Business Units and Products (1)	FY2018 Q1	FY2018 Q2	FY2018 Q3	FY2018 Q4	FY2018			FY2019 Q1	FY2019 Q2	FY2019 Q3	FY2019 Q4	FY2019
	Results	Results	Results	Results	Results	YoY	YoY (%)	Results	Results	Results	Results	Results
JPY Bn												
Japan	123.9	119.8	152.0	127.6	523.3	-16.7	-3.1%	139.0	122.0	161.3		422.3
Lixiana	14.7	15.4	19.1	15.7	64.9	19.6	+43.2%	21.6	20.2	23.8		65.6
Nexium	19.8	18.8	22.4	17.3	78.3	-8.3	-9.6%	21.9	18.3	22.1		62.3
Memary	12.9	12.3	14.3	10.7	50.2	1.7	+3.4%	13.7	11.9	14.5		40.2
Pralia	6.6	6.4	8.0	6.4	27.4	4.2	+18.1%	8.2	7.3	8.8		24.3
Tenelia	6.4	6.2	7.3	5.4	25.3	-1.0	-3.7%	6.9	5.9	6.9		19.7
Loxonin	7.9	7.7	8.7	6.2	30.5	-6.0	-16.4%	7.8	7.0	7.9		22.7
Inavir	0.1	-0.0	4.4	13.7	18.2	-7.1	-28.0%	0.0	1.0	10.5		11.5
Ranmark	3.9	4.2	4.6	3.7	16.4	1.0	+6.5%	4.7	4.5	4.8		14.0
Efient	3.6	3.4	3.9	3.0	13.9	1.1	+8.3%	3.8	3.2	4.0		11.1
Rezaltas	4.1	3.7	4.4	3.3	15.5	-1.3	-7.5%	4.2	3.4	4.1		11.6
Canalia	2.0	2.1	2.8	2.4	9.2	6.5	+241.9%	3.2	2.9	3.7		9.8
Vimpat	1.4	1.4	2.0	1.8	6.6	3.9	+148.5%	2.7	2.6	3.3		8.5
Omnipaque	3.3	3.0	3.3	2.4	12.0	-2.0	-14.4%	3.0	2.5	2.8		8.4
Olmotec	4.2	3.7	4.1	2.9	14.9	-29.7	-66.7%	3.5	2.7	3.2		9.4
Daiichi Sankyo Espha products	13.7	12.8	15.9	13.1	55.5	8.8	+18.8%	17.3	14.1	16.5		47.9
Vaccines business	8.2	8.6	17.8	6.9	41.5	-0.5	-1.1%	7.5	8.4	16.9		32.8
Daiichi Sankyo Healthcare (OTC)	18.4	16.4	18.1	13.4	66.4	-6.5	-9.0%	15.4	18.7	18.8		52.9

3. Revenue by Business Units and Products (2)	FY2018 Q1	FY2018 Q2	FY2018 Q3	FY2018 Q4	FY2018			FY2019 Q1	FY2019 Q2	FY2019 Q3	FY2019 Q4	FY2019
	Results	Results	Results	Results	Results	YoY	YoY (%)	Results	Results	Results	Results	Results
JPY Bn												
Daiichi Sankyo, Inc. (US)	11.0	11.0	6.6	7.7	36.3	-38.5	-51.5%	7.8	7.1	8.9		23.8
Enhertu	-	-	-	-	-	-	-	-	-	0.0		0.0
Olmesartan	3.2	2.7	2.1	2.8	10.7	-10.6	-49.6%	3.1	2.4	2.2		7.8
Welchol	4.9	3.8	2.3	2.4	13.4	-20.5	-60.5%	2.6	2.2	3.8		8.6
Effient	0.6	2.1	-0.3	-0.0	2.4	-8.2	-77.1%	0.1	0.3	0.0		0.4
Savaysa	0.4	0.7	0.5	0.7	2.3	0.1	+5.8%	0.6	0.6	0.8		1.9
Movantik	0.9	1.2	1.1	0.9	4.2	-0.5	-9.7%	0.8	1.0	1.0		2.8
American Regent, Inc. (US)	28.6	29.8	31.7	27.6	117.8	12.4	+11.7%	36.0	32.4	31.4		99.7
Injectafer	11.2	10.8	11.6	10.5	44.2	9.9	+28.8%	13.7	12.3	13.3		39.3
Venofer	8.2	8.3	7.6	4.8	28.9	-2.0	-6.5%	9.3	7.1	6.9		23.3
Daiichi Sankyo Europe GmbH	22.2	20.9	23.0	22.6	88.6	9.1	+11.5%	22.1	21.1	24.5		67.7
Lixiana	9.7	11.1	12.5	12.4	45.8	18.8	+69.6%	13.5	14.0	16.4		43.9
Olmesartan	8.2	6.2	6.6	6.4	27.4	-6.1	-18.3%	6.4	4.8	5.8		16.9
Efient	1.9	1.4	1.3	1.1	5.7	-2.3	-28.8%	0.8	0.6	0.6		1.9
Asia, South and Central America (ASCA)	19.7	20.4	23.0	24.5	87.7	7.3	+9.0%	24.3	24.6	24.6		73.5
Daiichi Sankyo China	8.4	8.2	10.3	11.5	38.5	3.2	+9.0%	12.0	12.0	10.9		34.9
Daiichi Sankyo Taiwan	1.8	1.7	1.8	1.8	7.1	0.5	+7.5%	1.9	1.8	1.9		5.5
Daiichi Sankyo Korea	3.0	4.2	4.0	4.5	15.7	3.9	+32.6%	4.0	4.3	4.2		12.5
Daiichi Sankyo Thailand	0.8	0.8	0.8	0.8	3.3	0.3	+11.9%	0.8	0.8	0.9		2.5
Daiichi Sankyo Brasil Farmacêutica	2.4	2.5	2.9	2.2	10.0	-0.1	-0.9%	2.8	2.9	3.4		9.1

3. Revenue by Business Units and Products (3) [Reference] Revenue in Local Currency	FY2018 Q1	FY2018 Q2	FY2018 Q3	FY2018 Q4	FY2018			FY2019 Q1	FY2019 Q2	FY2019 Q3	FY2019 Q4	FY2019
	Results	Results	Results	Results	Results	YoY	YoY (%)	Results	Results	Results	Results	Results
USD Mn												
Daiichi Sankyo, Inc. (US)	101	99	58	70	327	-347	-51.5%	71	66	82		219
Enhertu	-	-	-	-	-	-	-	-	-	0		0
Olmesartan	29	24	18	26	97	-96	-49.6%	28	23	21		72
Welchol	45	34	20	22	121	-185	-60.5%	23	21	35		79
Effient	6	19	-3	0	22	-74	-77.1%	1	2	0		3
Savaysa	4	6	5	6	21	1	+5.8%	5	5	7		17
Movantik	9	11	10	8	38	-4	-9.7%	7	9	10		26
USD Mn												
American Regent, Inc. (US)	263	267	281	251	1,062	111	+11.7%	327	302	289		918
Injectafer	103	97	103	96	399	89	+28.7%	125	114	123		362
Venofer	75	75	67	44	261	-18	-6.6%	85	66	64		215
EUR Mn												
Daiichi Sankyo Europe GmbH	170	161	178	180	690	77	+12.6%	179	177	203		559
Lixiana	75	86	97	99	357	148	+71.3%	109	117	136		362
Olmesartan	63	48	51	51	213	-45	-17.5%	52	40	48		140
Efient	15	10	10	9	44	-17	-28.1%	6	5	5		16

<10. Historical Data>

1. Revenue of Global Products

	FY2014	FY2015	FY2016	FY2017	FY2018
JPY Bn	Results	Results	Results	Results	Results
Trastuzumab deruxtecan	-	-	-	-	0.1
Product sales	-	-	-	-	-
Enhertu (US)	-	-	-	-	-
Upfront payment	-	-	-	-	0.1
Regulatory milestone payment	-	-	-	-	-
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
Effient (EU)	4.8	5.4	7.9	8.0	5.7
Effient (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
Lixiana	3.6	13.0	25.0	45.3	64.9
Nexium	69.3	82.4	84.0	86.5	78.3
Memary	36.8	42.4	46.9	48.6	50.2
Pralia	7.3	12.5	18.0	23.2	27.4
Tenelia	7.6	16.5	24.2	26.3	25.3
Loxonin	49.5	48.1	37.4	36.5	30.5
Inavir	16.6	14.0	19.6	25.3	18.2
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
Canalia	-	-	-	2.7	9.2
Vimpat	-	-	0.4	2.6	6.6
Omnipaque	17.2	16.9	14.2	14.0	12.0
Olmotec	76.3	73.9	69.4	44.6	14.9
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
Enhertu	-	-	-	-	-
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
Injectafer	7.6	18.6	24.0	34.3	44.2
Venofer	28.6	31.2	28.5	31.0	28.9
Daiichi Sankyo Europe GmbH	83.5	77.8	71.0	79.4	88.6
Lixiana	-	1.5	9.7	27.0	45.8
Olmesartan	65.2	58.9	43.2	33.5	27.4
Efient	4.8	5.4	7.9	8.0	5.7
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
Enhertu	-	-	-	-	-
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
Injectafer	69	155	221	310	399
Venofer	260	260	263	279	261
EUR Mn					
Daiichi Sankyo Europe GmbH	602	587	597	613	690
Lixiana	-	12	81	208	357
Olmesartan	470	444	363	258	213
Efient	34	41	67	62	44

11. Major R&D Pipeline (Innovative pharmaceuticals)

◆ 3 ADCs

Generic Name/Project Code Number (Brand Name)	Class	Target indication	Region	Stage	Dosage Form	Partner	Target FY for approval/launch	Remarks
Trastuzumab deruxtecan/ DS-8201 Enhertu (US)	Anti-HER2 antibody drug conjugate	Breast cancer (HER2 positive, post T-DM1)	JP/US/EU/ Asia	Approved (US) Submitted (JP) P2(EU/Asia)	Injection	AstraZeneca	2019	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) May 2019: DESTINY-Breast01 study met primary endpoint and announced to initiate regulatory application in the first half of FY2019. September 2019: submitted in Japan December 2019: Approved in US
		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 positive, post trastuzumab)	JP/Asia	P2		AstraZeneca	2020	March 2018: MHLW granted SAKIGAKE Designation for the treatment of HER2-overexpressing advanced gastric or gastroesophageal junction cancer January 2020: announced top line result
			US/EU	P2		AstraZeneca	-	
		Colorectal cancer (HER2 positive)	JP/US/EU	P2		AstraZeneca	-	
		Non-small cell lung cancer (HER2 positive, HER2 mutant)	JP/US/EU	P2		AstraZeneca	-	
		<u>Non-small cell lung cancer</u>	<u>US/EU/Asia</u>	<u>P2 prep</u>		<u>AstraZeneca</u>	-	<u>Combination with durvalumab</u>
		Breast cancer, urothelial (bladder) cancer (HER2 positive)	US/EU	P1		Bristol-Myers Squibb	-	Combination with nivolumab
		<u>Breast cancer, non-small cell lung cancer (HER2 positive)</u>	<u>US/EU</u>	<u>P1 prep</u>		<u>Merck</u>	-	<u>Combination with pembrolizumab</u>
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 8.								
DS-1062	Anti-TROP2 antibody drug conjugate	Solid tumors (non-small cell lung cancer)	JP/US	P1	<u>Injection</u>	-	-	<u>The drug (payload) conjugated through linker to the fully human monoclonal antibody to target TROP2, antigen highly expressed on the cell membrane of cancer cells. Payload is potent topoisomerase I inhibitor with high membrane permeability. With bystander effect it provides neighbor cell death. Drug-to antibody ratio is 4.</u>
U3-1402	Anti-HER3 antibody drug conjugate	Breast cancer	JP/US	P1	<u>Injection</u>	-	-	
		Non-small cell lung cancer	JP/US	P1		-	-	
<u>The drug (payload) conjugated through linker to the fully human monoclonal antibody to target HER3, 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 8.</u>								

Underline: change after FY2019 Q2 Financial Announcement in October 2019

◆ Alpha (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 Vanflyta (JP)	FLT3 inhibitor	Acute myeloid leukemia (relapsed/refractory)	US/EU/Asia	-	Oral	-	-	March 2009: EMA / FDA granted Orphan Drug Designation for the treatment of AML June 2019: received complete response letter in US October 2019: launched in Japan October 2019: received negative CHMP opinion in EU <u>Submission strategy in US/EU/Asia is under discussion, together with 1st line indication.</u>
		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 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 Turatio (US)	CSF-1R/KIT/FLT3 inhibitor	Tenosynovial giant cell tumor	EU	Submitted	Oral	-	2019	March 2019: submitted in EU August 2019: obtained approval and launched in US
		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	Malignant glioma	JP	P2	Injection	ActiVec Inc.	2020	February 2016: MHLW granted SAKIGAKE designation Investigator Initiated Study is on-going July 2017: MHLW granted Orphan Drug Designation February 2019: announced top line result
								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.
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.
Valemetosta/DS-3201	EZH1/2 inhibitor	Adult T-cell leukemia/lymphoma	JP	<u>P2</u>	<u>Oral</u>	-	-	
		Non-Hodgkin's lymphoma	JP/US	P1		-	-	April 2019: MHLW granted SAKIGAKE Designation for the treatment of peripheral T-cell lymphoma
		Acute myeloid leukemia, Acute lymphoblastic leukemia	US	P1		-	-	
		Small cell lung cancer	US	P1		-	-	
<u>Inhibitor of histone methylases, EZH1 and EZH2. Some cancer cells grow dependently on these enzymes.</u>								

Underline: change after FY2019 Q2 Financial Announcement in October 2019

◆ Alpha (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	-	-	February 2017: FDA granted Orphan Drug Designation for the treatment of liposarcoma March 2017: EMA granted Orphan Drug Designation for the treatment of soft tissue sarcoma
		Acute myeloid leukemia	JP/US	P1	-	-	Added a combination cohort with azacitidine (US)
		Acute myeloid leukemia	US	P1	-	-	Combination with quizartinib
DS-1001	IDH1 mutant inhibitor	Glioma	JP	P1	-	-	
DS-1205	AXL inhibitor	Non-small cell lung cancer	JP	P1	-	-	Combination with gefitinib
			Asia	P1	-	-	Combination with osimertinib
PLX2853	BET inhibitor	Acute myeloid leukemia, solid tumors	US	P1	-	-	
DS-7300	Anti-B7-H3 antibody drug conjugate	Solid tumors	JP/US	P1	-	-	

Underline: change after FY2019 Q2 Financial Announcement in October 2019

◆ Alpha (Specialty Medicines 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
The once daily oral anti coagulant (Factor Xa inhibitor) discovered by Daiichi Sankyo. Edoxaban specifically, reversibly and directly inhibits the enzyme, Factor Xa, a clotting factor in the blood.								
Prasugrel/CS-747 Effient (US, Asia) EfiEnt (JP, EU)	Anti-platelet agent	Ischemic stroke	JP	P3	Oral	Ube Industries	2021	Additional indication Additional P3 study started
The oral antiplatelet agent. Prasugrel helps to keep blood platelets from clumping together and developing a blockage in an artery.								
Esaxerenone/CS-3150 Minnebrol (JP)	MR blocker	Diabetic nephropathy	JP	P3	Oral	Exelixis, Inc.	-	<u>November 2019: announced top line result</u>
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.								
Mirogabalin/DS-5565 Tarlige (JP)	$\alpha_2\delta$ ligand	Central neuropathic pain	JP/Asia	P3	Oral	-	2022	
		Diabetic peripheral neuropathic pain	Asia	P3	Oral	-	2023	China P3 study
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.								

Underline: change after FY2019 Q2 Financial Announcement in October 2019

◆ Alpha (Specialty Medicines 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-5141	ENA oligonucleotide	Duchenne muscular dystrophy	JP	P1/2	ODTI	-	April 2017: MHLW granted SAKIGAKE Designation April 2018: announced top line result of 12-week treatment study
DS-1211	TNAP inhibitor	Prevention of ectopic calcification diseases	US	P1	-	-	Research collaboration with Sanford Burnham Prebys Medical Discovery Institute
<u>DS-2741</u>	<u>Anti-Orai1 antibody</u>	<u>Atopic dermatitis</u>	<u>JP</u>	<u>P1</u>	-	-	

Underline: change after FY2019 Q2 Financial Announcement in October 2019

◆ Alpha (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
	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	<u>P3 prep</u>	Injection	-	-	

Underline: change after FY2019 Q2 Financial Announcement in October 2019

◆ Stage-up (major changes from the FY2019 Q2 Financial Announcement in October 2019)

Generic Name/Project Code Number (Brand Name)	Class	Target indication	Current region/stage		Remarks
Trastuzumab deruxtecan/ DS-8201 Enhertu (US)	Anti-HER2 antibody drug conjugate	Breast cancer (HER2 positive, post T-DM1)	US	Approved	
		Gastric cancer (HER2 positive, post trastuzumab)	US/EU	P2	
		Non-small cell lung cancer	US/EU/Asia	P2 prep	Combination with durvalumab
		Breast cancer, non-small cell lung cancer (HER2 positive)	US/EU	P1 prep	Combination with pembrolizumab
Valemetostat/DS-3201	EZH1/2 inhibitor	Adult T-cell leukemia/lymphoma	JP	P2	
DS-2741	Anti-Orai1 antibody	Atopic dermatitis	JP	P1	
VN-0102/JVC-001	Measles-Mumps-Rubella vaccine	Prevention of Measles, Mumps and Rubella	JP	P3 prep	