TSE:4568

# Reference Data

(Consolidated Financial Results for Q3 FY2013)



January 31, 2014

Daiichi Sankyo Co., Ltd.

http://www.daiichisankyo.com

# **MEMO**

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Supplemental Information

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### 1. Summary of Consolidated Income Statement

JPY Bn	to sales	Q1 Results YoY	to sales	Q2 Results YoY	to sales	Q3 Results YoY	Q4 to sales Results	YoY	to sales		3 YTD YoY YoY	to forecast	to sales	FY20 Forecast	013 YoY YoY	_
Net sales	100%	252.5 +4.1%	100%	263.9 +9.3%	100%	290.7 +11.2%			100%	807.1	61.4 +8.2%	73%	100%	1,110.0	112.1 +11.29	<u>⁄</u> 6
Cost of sales	33%	83.7 +25.7%	31%	82.8 +7.3%	34%	100.1 +15.8%			33%	266.6	36.3 +15.8%	71%	34%	376.0	62.3 +19.9%	%
Gross Profit	67%	168.8 -4.1%	69%	181.1 +10.2%	66%	190.6 +8.9%			67%	540.5	25.1 +4.9%	74%	66%	734.0	49.8 +7.3%	<u>5</u>
SG&A expenses	59%	148.0 +3.2%	55%	146.2 +4.6%	50%	146.2 +5.5%			55%	440.4	18.6 +4.4%		57%		45.3 +7.8%	, O
R&D expenses	20%	50.0 +18.9%	17%	44.9 -0.6%	14%	42.1 -5.6%			17%	137.0	5.1 +3.9%	72%	17%	191.0	8.0 +4.3%	.— o
A&P expenses	10%	24.7 +8.8%	10%	25.5 +18.4%	9%	26.7 +5.4%			10%	76.9	7.3 +10.5%	)		not disclosed		
Personnel expenses	15%	38.2 +10.0%	15%	39.4 +15.2%	14%	40.3 +18.3%			15%	117.9	14.9 +14.4%			not disclosed		
Other SG&A expenses	14%	35.1 -20.1%	14%	36.4 <b>-6.3</b> %	13%	37.1 +7.3%			13%	108.7	-8.8 -7.5%			not disclosed		
Operating Income	8%	20.8 -36.2%	13%	34.9 +42.2%	15%	44.4 +21.8%			12%	100.1	6.5 +7.0%	95%	9%	105.0	4.5 +4.5%	D D
Non-operating income / expe	nses	2.6		-11.2		-3.0				-11.6	-13.8			-15.0	-13.6	
Non-operating income		6.5		0.9		2.0				9.4	-3.7			not disclosed		
Non-operating expenses		3.9		12.2		4.9				21.0	10.1			not disclosed		
Ordinary Income	9%	23.3 -42.9%	9%	23.7 +162.0%	14%	41.4 -9.6%			11%	88.5	-7.2 -7.6%	98%	8%	90.0	-9.1 -9.2%	)
Extraordinary income / losses	S	-10.1		5.3		19.1				14.4	24.7			12.0	19.1	
Extraordinary income		1.6		6.0		25.1				32.7	29.5			not disclosed		
Extraordinary losses		11.7		0.7		6.0				18.4	4.9			not disclosed		
Income before income taxes and minority interest	ts <u>5%</u>	13.2 -68.0%	11%	29.0 +658.8%	21%	60.6 +50.8%			13%	102.8	17.4 +20.4%	101%	9%	102.0	9.9 +10.8%	<u>6</u>
Income taxes / minority interes	ests	2.2		9.2		16.5				27.9	-6.0			37.0	11.5	
Income taxes		1.9		11.4		19.2				32.5	2.6			not disclosed		
Minority interests		0.3		-2.3		-2.7				-4.6	-8.6			not disclosed		
Net Income	4%	11.0 -46.0%	8%	19.8 +401.5%	15%	44.1 +62.4%			9%	74.9	23.4 +45.4%	115%	6%	65.0	-1.6 -2.4%	,
Effective tax rate		<u>15%</u>		<u>39%</u>		<u>32%</u>				32%						
Overseas sales ratio resu	<u>ults</u>	53%		<u>50%</u>		<u>47%</u>				<u>50%</u>						

#### Notes to FY2013 Q3 YTD Results Year-on-Year Comparisons

Japan company +27.8 (Nexium +27.5, Memary +6.5, Ranmark +2.8, Vaccines +2.8, Mevalotin -2.8) Net Sales ≺

Daiichi Sankyo Inc. +25.1 (Olmesartan +14.2), Daiichi Sankyo Europe +17.8 (Olmesartan +15.7), ASCA company +14.2

Ranbaxy -12.6, Luitpold -2.6

Currency impact (appreciation of JPY to USD and EUR +46.0, appreciation of JPY to INR +15.0)

SG&A expenses Extraordinary income Extraordinary losses

R&D:+5.1 Currency impact +15.0 (appreciation of JPY to USD, EUR, and INR)

Other: +13.5 Currency impact +30.0 (appreciation of JPY to USD, EUR, and INR)

Realize gains on sale of non-current assets and investment securities

Loss on business restructuring in EU

2. Currency Rate	Q1	Q2 <u>YTD</u>	Q3 <u>YTD</u>	Q4 <u>YTD</u>	Q3 <u>YTD</u>	FY2013
	Results	Results	Results	Results	Results YoY	Forecast
USD/JPY (average)	98.76	98.86	99.39		99.39 +19.38	99.55
EUR/JPY (average)	128.96	130.01	132.24		132.24 +30.06	134.18
INR/JPY (average)	1.71	1.74	1.69		1.69 +0.19	1.66

Depreciation in JPY against USD, EUR, and INR positively affected the FY2013 Q3 YTD results by 61.0 bil yen in net sales and 4.0 bil yen in operating income. Annual impact of one yen change is estimated to affect the group's FY2013 performance by; USD: net sales 2.0 bil yen, operating income minor / EUR: net sales 0.6 bil yen, operating income minor

#### 3. Segment Information

3. Segment Informatio		Q1		Q2		Q3		Q	4		Q3 Y	TD
Daiichi Sankyo Group	to sales	Results YoY	to sales	Results YoY	to sales	Results	YoY	to sales Res		to sales	Results	YoY YoY
		040.0		040.0		• • •	10.55				<u> </u>	<b>-</b>
Sales to outside customers Inter-segment sales		210.2 +14.6% 0.4		218.2 +12.5% 0.4		246.2 - 0.4	+10.3%				674.6 1.1	74.1 +12.3% -0.2
Net sales	100%	210.6 +14.6%	100%	218.6 +12.6%	100%		+10.2%			100%	675.8	73.9 +12.3%
Cost of sales	29%	61.9 +29.2%	27%	59.9 +6.7%	31%		+12.3%			29%	197.3	26.0 +15.29
Gross Profit	71%	148.7 +9.4%	73%	158.8 +14.9%	69%	171.0				71%	478.5	47.9 +11.19
SG&A expenses	61%	127.4 +10.0%	57%	125.2 +6.3%	51%		+2.8%		_	56%	377.9	22.5 +6.3%
R&D expenses	23%	47.7 +18.3%	19%	42.4 -1.8%	16%		-6.2%			19%	130.2	4.0 +3.1%
Other expenses	38%	79.8 +5.5%	38%	82.8 +11.0%	35%		+7.7%			37%	247.7	18.5 +8.1%
Operating Income	10%	21.3 +6.1%	15%	33.6 +65.0%	19%		+31.7%			15%	100.6	25.4 +33.9%
Non-operating income		2.0		0.7		2.0					4.8	-0.9
Non-operating expenses	4.407	0.5	450/	2.0	000/	-1.1	05 50/			450/	1.5	-2.4
Ordinary Income	11%	22.7 +7.8%	15%	32.3 +63.1%	20%		+35.5%			15%	103.9	26.9 +35.0%
Extraordinary income Extraordinary losses		1.2 11.5		5.8 0.6		24.9 5.2					31.9 17.3	28.9 3.9
Income before income taxes and minority interests	6%	12.5 -42.8%	17%	37.4 +158.0%	28%		+126.0%			18%	118.5	51.9 <b>+</b> 77.8%
Income taxes	070	2.2	1770	14.9	2070	20.4	1 120.070			1070	37.5	18.1
Minority interests		-0.4		-0.6		-0.4				- 1	-1.4	-1.5
Net Income	5%	10.6 -22.7%	11%	23.1 +127.7%	20%		<b>⊦109.3%</b>			12%	82.3	35.3 +74.9%
Dambarra Crasser												
Ranbaxy Group												
Sales to outside customers		42.3 -28.4%		45.7 -4.1%		445 -	+16.0%				132.4	-12.6 -8.7%
Inter-segment sales		0.3		0.3		0.5	1 10.070				1.1	-0.1
Net sales	100%	42.6 -28.8%	100%	46.0 -4.0%	100%		+16.5%			100%	133.6	-12.8 -8.7%
Cost of sales	52%	22.3 +14.5%	52%	23.7 +10.5%	56%		+24.9%			53%	71.1	10.1 +16.5%
Gross Profit	48%	20.3 -49.6%	48%	22.3 -15.8%	44%		+7.4%			47%	62.5	-22.8 -26.8%
SG&A expenses	46%	19.5 -26.3%	43%	19.8 <b>-5.2%</b>	44%		+25.8%			44%	59.0	-4.0 -6.4%
R&D expenses	6%	2.6 +28.2%	6%	2.6 +23.2%	5%		+7.7%			5%	7.3	1.2 +20.0%
Other expenses	40%	17.0 -30.8%	37%	17.1 <b>-</b> 8.5%	39%		+28.3%			39%	51.7	-5.2 -9.2%
Operating Income	2%	0.8 -94.4%	5%	2.5 -55.3%	0%		-92.7%			3%	3.5	-18.8 -84.4%
Non-operating income		4.6		0.3		-0.0					4.8	-2.8
Non-operating expenses	<b>5</b> 0/	3.4	400/	10.1	400/	6.0	450.00/			00/	19.4	12.5
Ordinary Income	5%	2.0 -90.8%	-16%	-7.3 -20.9%	-13%		·152.6%			-8%	-11.1	-34.1 -148.2%
Extraordinary income Extraordinary losses		0.3 0.2		0.1 2.2		0.0 0.7					0.4 3.1	0.4 3.0
Income before income taxes and minority interests	5%	2.1 -90.0%	-20%	-9.4 <b>+</b> 2.2%	-14%		-159.0%			-10%	-13.8	-36.7 -160.0%
Income taxes	070	-0.5	2070	-3.2	1170	-0.9	100.070			1070	-4.7	-12.0
Minority interests		0.1		0.0		0.0					0.1	0.0
Net Income	6%	2.5 -83.0%	-13%	-6.2 -10.1%	-12%		175.7%			-7%	-9.2	-24.7 -159.5%
										•		
Inter-segment Transactions												
Net sales		-0.7		-0.7		-0.9					-2.3	
Cost of sales		-0.4		-0.8		-0.6					-1.8	
Gross Profit		-0.3		0.1		-0.3					-0.5	
SG&A expenses		1.0		1.2		1.2			_		3.5	
R&D expenses	-	-0.3	-	-0.1	-	-0.1					-0.5	
Other expenses		1.3		1.4		1.4					4.0	
Operating Income		-1.3		-1.2		-1.5					-4.0	
Non-operating income		-0.1		-0.1		-0.1					-0.2	
Non-operating expenses		0.0		0.1		0.0					0.1	
Ordinary Income		-1.4		-1.3		-1.6					-4.3	
Extraordinary income		0		0.2		0.2				- 1	0.4	
Extraordinary losses		0.0		-2.1 1.0		0.1				- 1	-2.0	
Income before income taxes and minority interests		<del>-1.3</del> 0.2		1.0 -0.2		-1.5 -0.3				<u> </u>	-1.9 -0.3	
Income taxes Minority interests		0.2 0.6		-0.2 -1.7		-0.3 -2.3				- 1	-0.3 -3.4	
Net Income		-2.1		2.8		1.1					1.8	
14Ct IIICOMG		-Z. I		2.0		1.1					1.0	

### 4. Sales by Business Units

Agent Company (domestic sales)   480.0   485.0   5.0   106.6 +8.6%   22%   115.0 +7.6%   24%   136.0 +8.0%   28%   357.6   27.8 +8.4%   73%		FY2013 Plan(May) Plan(Jan) ±	Q1 Results YoY to plan	Q2 Results YoY to plan	Q3 Results YoY to plan	Q4 Results YoY to plan	Q3 YTD Results YoY YoY to plan
Januar Company (demestic sales)   489.0   486.0   5.0   196.6   485.0   20%   22.5   416.0   47.0   47.0   48.0	JPY Bn Consolidated Net Sales	1.080.0 1.110.0 30.0	252.5 +4.1% 23%	263.9 +9.3% 24%	290.7 +11.2% 26%		807.1 61.4 +8.2% 73%
Control   St D	Consolidated Net Odles	1,000.0	202.0 14.170 2070	200.0 10.070 2470	230.7 411.270 2070		007.1 01.4 10.270 7070
Recordes  240 210 30  42 910 30 00  42 910 30 00  43 910 30 00  44 910 30 00  45 910 30 00  47 910 3	Japan Company (domestic sales)						
Calbock 9 0 9 0 0 0 2 2 4 11 5 27% 27% 27% 27% 27% 27% 27% 27% 27% 46 2 10 2 10 2 10 2 10 2 10 2 10 2 10 2 1							
Losson							
Crawl Nosium 93.0 35.0 1-0 10 100 100 100 100 100 100 100 100 100							
Memary   38.0   34.0   2.0   68.428.7%   19%   78.438.26   23%   95.413.9%   28%   12.0   27%   170   23.2   22.0   100   54.34.84   25%   59.12.76   27%   59.10.00   27%   170   23.6   13.5   17%   78%							
Mercalatin							
Altel							
Omnipaque	-						
Upset							
Rammark							
Vaccines   For discisser or discisser   For discisser or discisser o							
Dailchi Sankyo Espha products nor decrees net discovered 2.9 + 3.6% 20% 13.1 + 2.5% 27% 14.1 + 2.8% 29% 37.0 + 0.6 + 1.5% 77% 20% 37.0 + 0.6 + 1.5% 77% 20% 38. + 27.3% - 2.0% 37.0 + 0.6 + 1.5% 77% 20% 37.0 + 0.6 + 1.0		-		-			
Dalichi Sankyo Healthcare (OTC)   48.0   48.0   0.0   9.8   4.8%   20%   13.1   +2.5%   27%   14.1   +2.8%   29%   29%   37.0   -0.6   +1.5%   77%							
Dalichi Sankyo, Inc., (US)	Dalichi Sankyo Espha products	not disclosed not disclosed	2.9 +3.6% -	3.0 +13.2% -	3.8 +27.3% -		9.8 1.3 +15.0% -
Olmesartan   86 0 103.0 17.0   307 +28.4% 30%   26.1 +20.0% 25%   28.7 +11.8% 25%   85.5 14.2 +19.9% 83%   Reincar/Benicar/Herit   67.0 79.0 12.0   23.8 +26.1 +3.0%   30%   20.2 +20.0% 26% 21.6 +7.0% 27%   56.6 9.8 +17.5% 83%   67.0 79.0 12.0   15.0 3.0   46. +31.6% 31%   38. +9.3% 25%   44. +15.6% 29%   71.0 +24. +50.6% 89%   72.8   20. +18.8% 85.8%   72.8   20. +18.8% 85.8%   72.	Daiichi Sankyo Healthcare (OTC)	48.0 48.0 0.0	9.8 -4.6% 20%	13.1 +2.5% 27%	14.1 -2.8% 29%		37.0 -0.6 -1.5% 77%
Olmesartan   86 0 103.0 17.0   307 +28.4% 30%   26.1 +20.0% 25%   28.7 +11.8% 25%   85.5 14.2 +19.9% 83%   Reincar/Benicar/Herit   67.0 79.0 12.0   23.8 +26.1 +3.0%   30%   20.2 +20.0% 26% 21.6 +7.0% 27%   56.6 9.8 +17.5% 83%   67.0 79.0 12.0   15.0 3.0   46. +31.6% 31%   38. +9.3% 25%   44. +15.6% 29%   71.0 +24. +50.6% 89%   72.8   20. +18.8% 85.8%   72.8   20. +18.8% 85.8%   72.	Dajichi Sankvo Inc. (US)	150 0 163 0 13 0	46.6 +29.7% 29%	39 9 +22 2% 25%	44.6 +19.3% 27%		131 1 25 1 ±23 7% 80%
Benicar/Benicar HCT 67.0 79.0 12.0 23.8 +26.1% 30% 20.2 +20.6% 26% 21.6 +7.0% 27% 44 +15.6% 29% 17.5 83% Azor Tribenzor 6.0 8.0 2.0 2.3 +49.3% 29% 21.4 +9.1% 26% 2.7 +62.6% 33% 27% 32% 71. 2.4 +50.6% 89% 21.4 +9.1% 26% 22% 11.7 +93.8% 27% 32% 27% 84.72% 78% 27% 89% 21.4 +9.1% 26% 22% 11.7 +93.8% 27% 32.7 8.8 +32.2% 78% 21.4 +0.6% 89% 22% 11.4 +37.4% 26% 22% 11.7 +39.8% 27% 38.4 +38.8% - 11.4 3.9 +52.3% -							
Tribenzor   6.0   8.0   2.0   2.3 +49.3%   29%   2.1 +39.1%   26%   2.7 +62.6%   33%   7.1   2.4 +50.6%   8.9%   2.1 +39.1%   26%   2.7 +62.6%   33%   7.1   2.4 +50.6%   8.9%   2.1 +39.1%   2.2 +30.9%   2.1 +39.9%   2.7 +62.6%   3.3 +30.8%   2.7 +62.6%   3.2 +30.9%   2.1 +39.1%   2.2 +30.9%   2.1 +39.9%   2.7 +62.6%   3.2 +30.9%   2.1 +39.							
Welchol   46.0   43.0   43.0   43.0   40.0							
Effent (alliance revenue)  Inclusion of disclosed not disclosed of the dis							
Venoter							
Venoter	Luitnold Pharmacouticals Inc. (US)	40.0 40.0 0.0	8 1 -28 7% 20%	10 2 ±32 0% 25%	9.6 -15.6% 24%		27.8 -2.6 -8.4% 70%
Olmesartan   56.0   60.0   4.0   14.4   445.0%   24%   16.8   48.0%   28%   18.7   44.7%   31%   31%   31%   33%   34.1   10.9   47.3%   83%   33%   34.1   10.9   47.3%   83%   34.1   10.9   47.3%   83%   34.1   10.9   47.3%   83%   34.1   10.9   47.3%   83%   34.1   30.9   42.75%   84.8   82.7   83.1   82.6%   26%   2.1   136.2%   35%   2.0   58.8%   34%   5.7   2.6   82.0%   95%   35.7   2.6   82.0%   82.0%   82.0   42.1   42.1   82.0%   82.0%   44.1   45.0%   82.0%   44.1   45.0%   82.0%   44.1   45.0%   82.0%   44.1   45.0%   82.0%   44.1   45.0%   82.0%   44.1   45.0%   82.0%   44.1   45.0%   82.0%   44.1   45.0%   82.0%   44.1   45.0%   82.0%   44.1   45.0%   82.0%   44.1   45.0%   82.0%   44.1   45.0%   82.0%   44.1   45.0							
Olmetec/Olmetec Plus   37.0   41.0   4.0   9.8   452.4%   24%   24%   11.6   42.6%   28%   12.7   47.8%   31%	Daiichi Sankyo Europe GmbH	73.0 78.0 5.0	19.0 +36.8% 24%	21.4 +41.8% 27%	23.3 +37.6% 30%		63.7 17.8 +38.8% 82%
Sevikar   11.0   12.0   1.0	_			-			
Sevikar HCT   7.0   6.0   1.0   1.6 +62.2%   26%   2.1 +136.2%   35%   2.0 +58.8%   34%     5.7   2.6 +82.0%   95%							
Effent (alliance revenue) not disclosed not disclosed 1.2 +30.3% - 1.1 +23.1% - 1.2 +32.5% - 3.5 0.8 +28.7%							
Currency rate YoY comparison         USD         EUR         INR         USD         EUR         INR         USD         EUR         INR           FY2012         80.21         102.91         1.59         79.42         100.64         1.54         80.01         102.18         1.50         5/13         95.00         125.00         1.75           FY2013         98.76         128.96         1.71         98.86         130.01         1.74         99.39         132.24         1.69         10/31         96.93         130.01         1.66           YoY         18.55         26.05         0.12         19.44         29.37         0.20         19.38         30.06         0.19         0.19         1/31         99.55         134.18         1.66           Currency rate impact (Bn yen)         Nes Sales         about +18.0 Bn yen         about +41.0 Bn yen         about +61.0 Bn yen         about +61.0 Bn yen         about +61.0 Bn yen							
Currency rate YoY comparison         USD         EUR         INR         USD         EUR         INR         USD         EUR         INR           FY2012         80.21         102.91         1.59         79.42         100.64         1.54         80.01         102.18         1.50         5/13         95.00         125.00         1.75           FY2013         98.76         128.96         1.71         98.86         130.01         1.74         99.39         132.24         1.69         10/31         96.93         130.01         1.66           YoY         18.55         26.05         0.12         19.44         29.37         0.20         19.38         30.06         0.19         0.19         1/31         99.55         134.18         1.66           Currency rate impact (Bn yen)         Nes Sales         about +18.0 Bn yen         about +41.0 Bn yen         about +61.0 Bn yen         about +61.0 Bn yen         about +61.0 Bn yen							
FY2012 80.21 102.91 1.59 79.42 100.64 1.54 80.01 102.18 1.50 5/13 95.00 125.00 1.75 FY2013 98.76 128.96 1.71 98.86 130.01 1.74 99.39 132.24 1.69 10/31 96.93 130.01 1.66 YoY 18.55 26.05 0.12 19.44 29.37 0.20 19.38 30.06 0.19 19.	0		1				
FY2013 98.76 128.96 1.71 98.86 130.01 1.74 99.39 132.24 1.69 YoY 18.55 26.05 0.12 19.44 29.37 0.20 19.38 30.06 0.19  Currency rate impact (Bn yen) Nes Sales about +18.0 Bn yen about +41.0 Bn yen about +61.0 Bn yen	Currency rate YoY comparison	FV2012				UOD EUK INK	
YoY         18.55         26.05         0.12         19.44         29.37         0.20         19.38         30.06         0.19         1/31         99.55         134.18         1.66           Currency rate impact (Bn yen)           Nes Sales         about +18.0 Bn yen         about +41.0 Bn yen         about +61.0 Bn yen							
Nes Sales about +18.0 Bn yen about +41.0 Bn yen about +61.0 Bn yen							
	Currency rate impact (Bn yen)	Non Color	obout 140 0 Daylor	obout : 44.0 Pa vos	obout 164 0 Po ven		
				•	•		

### 4. Sales by Business Units

	FY20 <sup>2</sup> Plan(May) Plan(		Q1 Results YoY to plan	Q2 Results YoY to plan	Q3 Results YoY to plan	Q4 Results YoY to plan	Results	Q3 YTD YoY YoY	to plan
Asia, South and Central America (ASCA)	46.0	46.0 0.0	11.2 +58.5% 24%	12.7 +57.2% 28%	13.7 +66.2% 30%		37.6	14.2 +60.8%	82%
Daiichi Sankyo China	not disclosed not disc	closed	4.7 +77.3% -	4.9 +62.6% -	5.3 +71.4% -		15.0	6.2 +70.2%	, -
Daiichi Sankyo Taiwan	not disclosed not disc	closed	1.1 +40.0% -	1.1 +37.5% -	1.1 +37.6% -		3.3	0.9 +38.4%	, -
Daiichi Sankyo Korea	not disclosed not disc	closed	1.8 +44.6% -	2.2 +79.1% -	2.7 +102.1% -		6.6	2.9 +75.8%	, -
Daiichi Sankyo (Thailand)	not disclosed not disc	closed	0.4 +46.7% -	0.4 +36.5% -	0.8 +107.1% -		1.6	0.6 +66.7%	, -
Daiichi Sankyo Brasil Farmacêutica	not disclosed not disc	closed	1.7 +40.8% -	2.0 +72.5% -	2.0 +100.5% -		5.7	2.3 +69.3%	, -
Daiichi Sankyo Venezuela	not disclosed not disc	closed	1.3 +48.4% -	1.8 +22.7% -	1.5 -1.5% -		4.5	0.7 +18.8%	, -
Daiichi Sankyo Mexico S.A. de C.V	not disclosed not disc	closed	0.2 +188.6% -	0.2 +59.5% -	0.2 +93.9% -		0.6	0.3 +103.5%	, -
Ranbaxy Group*	217.0 2	24.0 7.0	42.3 -28.4% -	45.7 -4.1% -	44.5 +16.0% -		132.4	-12.6 -8.7%	59%
Others	26.0	26.0 0.0	8.9 +30.3% 34%	6.0 -44.5% 23%	5.0 -50.0% 19%		19.9	-7.7 -28.0%	77%

<sup>\*</sup>Since Ranbaxy Group will change their fiscal year-ends from December to March, their FY2013 financial results will be for 15 months.

### [Reference] Sales in Local Currency

	FY20 Plan(May) Plan(		Q1 Results YoY to plan	Q2 Results YoY to plan	Q3 Results YoY to plan	Q4 Results YoY to plan	Results	Q3 YTD YoY YoY	to plan
USD Mn									
Daiichi Sankyo, Inc. (US)	1,579 1	,682 <b>103</b>	472 +5.3% 28%	403.0 -3.0% 24%	444.0 -3.6% 26%		1,319	<b>-5 -0.4%</b>	78%
Olmesartan	905 1	,063 157	311 +4.3% 29%	263 <b>-4.7%</b> 25%	286 <b>-9.7%</b> 27%		860	-31 -3.5%	81%
Benicar/Benicar HCT	705	815 110	241 +2.4% 30%	204 <b>-4.3%</b> 25%	215 <b>-13.7%</b> 26%		660	-38 -5.4%	81%
Azor	126	155 <b>28</b>	47 +6.9% 30%	38 <b>-13.2%</b> 25%	44 - <mark>6.6%</mark> 28%		129	-6 -4.4%	83%
Tribenzor	63	83 19	23 +21.3% 28%	21 +10.5% 26%	26 +31.6% 32%		71	12 +21.3%	86%
Welchol	484	444 -41	115 +11.6% 26%	97 +6.2% 22%	116 +13.0% 26%		329	31 +10.4%	74%
Effient (alliance revenue)	not disclosed not dis	closed	41 +34.0% -	37 +23.2% -	38 +12.0% -		115	21 +22.6%	-
USD Mn									
Luitpold Pharmaceuticals, Inc. (US)	421	413 <b>-8</b>	82 <b>-42.1%</b> 20%	103.0 +4.4% 25%	95.0 -31.9% 23%		280	-100 -26.3%	68%
Venofer	200	268 68	50 -41.2% 19%	68 +39.2% 26%	64 -38.0% 24%		182	-55 -23.2%	68%
EUR Mn									
	584	600 16	147 +9.2% 25%	163.0 +6.8% 27%	171.0 +6.0% 29%		482	32 +7.2%	80%
Daiichi Sankyo Europe GmbH	448			128 +11.6% 28%			377		
Olmesartan Olmetec/Olmetec Plus		462 14 315 19	<u>111 +15.7% 24%</u> 76 +21.6% 24%	89 +7.7% 28%				43 +12.7%	82%
	296				93 +13.9% 30%		258	31 +13.8%	82%
Sevikar Sevikar HCT	88 56	92 4		23 - <mark>0.5%</mark> 25% 16 +77.5% 35%	29 +0.4% 32% 15 +21.6% 32%		76	-1 -1.5%	82% 94%
		46 -10					43	12 +40.7%	94%
Efient (alliance revenue)	not disclosed not dis	ciosea	9 +4.0% -	8 -7.5% -	9 +2.2% -		27	0 -0.5%	-
INR Bn									
Ranbaxy Group*	120	<b>135 15</b>	25 -33.5% -	26.0 <b>-19.7%</b> -	28.0 +1.5% -		78	-18 -19.0%	58%

<sup>\*</sup> Since Ranbaxy Group will change their fiscal year-ends from December to March, their FY2013 financial results will be for 15 months.

### 5. Sales of Global Products

	FY2013	Q1	Q2	Q3	Q4	Q3 YTD
	Plan(May) Plan(Jan) ±	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY YoY to plan
JPY Bn						
Olmesartan	<b>269.0 289.0 20.0</b>	71.4 +19.0% 25%	74.6 +22.7% 26%	81.9 +19.8% 28%		227.9 38.8 +20.5% 79%
Olmetec (JPN)	81.0 83.0 <b>2.0</b>	16.6 <b>-8.9%</b> 20%	20.9 +8.4% 25%	22.9 +9.4% 28%		60.4 2.0 +3.4% 73%
Rezaltas (JPN)	24.0 21.0 -3.0	4.3 +9.6% 21%	4.6 +12.2% 22%	5.2 +13.5% 25%		14.1 1.5 +11.9% 67%
Benicar/Benicar HCT (US)	67.0 79.0 12.0	23.8 +26.1% 30%	20.2 +20.6% 26%	21.6 +7.0% 27%		65.6 9.8 +17.5% 83%
Azor (US)	12.0 15.0 <u>3.0</u>	4.6 +31.6% 31%	3.8 +9.3% 25%	4.4 +15.6% 29%		12.8 2.0 +18.8% 85%
Tribenzor (US)	6.0 8.0 2.0	2.3 +49.3% 29%_	2.1 +39.1% 26%	2.7 +62.6% 33%		7.1 2.4 +50.6% 89%
Olmetec/Olmetec Plus (EU)	37.0 41.0 4.0	9.8 +52.4% 24%	11.6 +42.6% 28%	12.7 +47.8% 31%		34.1 10.9 +47.3% 83%
Sevikar (EU)	11.0 12.0 1.0	3.0 +19.5% 25%	3.1 +32.6% 26%	4.0 +30.2% 33%		10.0 2.2 +27.5% 84%
Sevikar HCT (EU)	7.0 6.0 <b>-1.0</b>	1.6 +62.2% 26%	2.1 +136.2% 35%	2.0 +58.8% 34%		5.7 2.6 +82.0% 95%
Other subsidiaries, export, etc	24.0 24.0 0.0	5.4 +35.4% 23%	6.2 +44.0% 26%	6.5 +49.9% 27%		18.0 5.4 +43.3% 75%
Prasugrel	not disclosed not disclosed	5.2 +55.6% -	4.7 +46.3% -	5.0 +37.2% -		14.9 4.7 +46.0% -
Effient alliance revenue (US)	not disclosed not disclosed	4.0 +65.0% -	3.6 +55.1% -	3.8 +38.8% -		11.4 3.9 +52.3% -
Efient alliance revenue (EU)	not disclosed not disclosed	1.2 +30.3% -	1.1 +23.1% -	1.2 +32.5% -		3.5 0.8 +28.7% -

#### 6. Number of Employees

	Mar 2013 Results	Jun 2013 Results	Sep 2013 Results	Dec 2013 Results	Mar 2014 Results
Total Number of Employees	32,229	32,402	32,193	32,001	
Japan	9,251	9,379	9,317	9,302	
* Overseas	22,978	23,023	22,876	22,699	
Daiichi Sankyo Group	17,528	17,716	17,549	17,451	
* Ranbaxy Group	14,701	14,686	14,644	14,550	

<sup>\*</sup> For overseas subsidiaries with different fiscal year-ends, numbers as of September-end are shown in the December-end columns

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#### 7. Consolidated Balance Sheets

(Billions of yen)

(Billions of year)	Mar 2013	Dec 2013	QoQ	Notes
ASSETS				
Current assets				_
Cash and time deposits	161.0	183.3	22.3	PBT +102.8 Bn, Depreciation and amortization +40.4 Bn, Increase in loans payable +86.7 Bn
Trade notes and accounts receivable	238.5	269.3	30.8	Proceeds from issuance of bonds +39.9 Bn, Settlement expenses paid -49.8 Bn
Marketable securities	211.3	277.5	66.2	Income taxes paid -46.0 Bn , Dividends paid -42.2 Bn
Inventories	174.4	189.6	15.2	Net purchase and acquisitions of proceeds from sales of non-current assets -25.4 Bn
Deferred tax assets	111.1	111.1	0.0	
Other current assets	50.0	59.7	9.7	
Allowance for doubtful accounts	-2.7	-3.2	-0.5	
Total current assets	943.6	1,087.2	143.6	
Non-current assets				
Property, plant and equipment				
Buildings and structures, net	138.3	140.7	2.4	
Machinery, equipment and vehicles, net	63.5	63.1	-0.4	
Land	35.8	36.2	0.4	
Construction in progress	47.9	59.4	11.5	
Other, net	18.0	21.6	3.6	
Total property, plant and equipment	303.4	321.0	17.5	Newly added: Daiichi Sankyo +13.4 Bn
Intangible assets				
Goodwill, net	73.5	70.9	-2.6	
Other intangible assets, net	149.9	152.8	2.9	
Total intangible assets	223.5	223.7	0.3	
Investments and other assets				
Investment securities	129.2	121.6	-7.6	
Deferred tax assets	32.5	40.5	8.0	
Other	12.1	24.6	12.4	
Allowance for doubtful accounts	-0.3	-0.4	0.0	
Total investments and other assets	173.5	186.3	12.8	
Total non-current assets	700.4	731.0	30.6	
Total assets	1,644.1	1,818.3	174.2	

#### (Billions of yen)

(Simeric of yet)	Mar 2013	Dec 2013	QoQ	Notes
LIABILITIES				
Current liabilities				
Trade notes and accounts payable	59.8	69.0	9.2	
Short-term loans payable	66.1	79.5	13.4	Daiichi Sankyo +10.0 Bn (Transfer from long-term liabilities +30.0 Bn, Payment -20.0 Bn)
Current portion of bonds	0.0	60.0	60.0	Daiichi Sankyo +60.0 Bn (Transfer from long-term liabilities +60.0 Bn)
Income taxes payable	23.2	11.9	-11.3	
Provision for restructuring loss	0.0	8.8	8.8	
Allowance for sales returns	0.6	4.5	3.9	
Allowance for sales rebates	2.0	3.4	1.4	
Provision for settlement expenses	43.7	0.0	-43.7	Ranbaxy -43.7 Bn
Provision for environment measures	1.3	0.0	-1.3	
Accrued expenses	111.7	104.7	-7.0	
Other current liabilities	127.7	132.3	4.6	
Total current liabilities	436.1	473.9	37.8	
Long-term liabilities				
Bonds payable	107.9	88.5	-19.4	Daiichi Sankyo -20.0 Bn (Issuance +40.0 Bn, Transfer to current liabilities -60.0 Bn)
Long-term loans payable	93.0	174.2	81.2	Daiichi Sankyo +71.0 Bn (Loan +101.0 Bn, Transfer to current liabilities -30.0 Bn), Ranbaxy +10.2 Bn
Deferred tax liabilities	45.1	47.0	1.9	
Accrued employees' severance and retirement benefits	13.9	8.2	-5.6	
Accrued directors' severance and retirement benefits	0.2	0.3	0.0	
Other long-term liabilities	32.1	33.2	1.1	
Total long-term liabilities	292.2	351.4	59.1	
Total liabilities	728.3	825.3	97.0	
NET ASSETS				
Shareholders' equity				
Common stock	50.0	50.0	0.0	
Capital surplus	105.2	105.2	0.0	
Retained earnings	766.7	799.4	32.6	Net income +74.9 Bn, Dividends paid -42.2 Bn
Treasury stock, at cost	-14.5	-14.4	0.0	
Total shareholders' equity	907.5	940.2	32.7	
Accumulated other comprehensive income				
Net unrealized gain on investment securities	34.2	33.6	-0.7	
Deferred gains or losses on hedges	0.9	1.0	0.1	
Foreign currency translation adjustments	-60.0	-13.1	46.9	Increase in net assets of overseas subsidiaries on a JPY basis +46.9 Bn
Total accumulated other comprehensive income	-24.8	21.5	46.3	
Subscription rights to shares	4.1	4.3	0.2	
Minority interests	29.0	27.0	-2.0	Ranbaxy -0.8 Bn, Kitasato Daiichi Sankyo Vaccine (KDSV) -1.4 Bn
Total net assets	915.7	993.0	77.2	
Total liabilities and net assets	1,644.1	1,818.3	174.2	

#### 8. Consolidated Statements of Cash Flows

(Billions of yen)

	<b>-</b> 1/22/2 22	= 1/22/2 22		
	FY2012 Q3	FY2013 Q3	YoY	Notes
	Results	Results		
Cash flows from operating activities				
Income before income taxes and minority interests	85.4	102.8	17.4	
Depreciation and amortization of goodwill	38.7	40.4	1.7	
Increase/decrease in trade receivable and payable	-32.6	-37.1	-4.4	
Other, net	12.1	-70.2	-82.2	FY2013: Ranbaxy payment for settlement expenses (-49.8)
Income taxes paid	-22.4	-46.0	-23.7	
Net cash provided by operating activities	81.1	-10.0	-91.1	
Cash flows from investing activities				
Net (increase) decrease in short-term investments	-43.8	-82.3	-38.4	
(Acquisition of) proceeds from sales of non-current assets	-62.2	-25.4	36.8	
Other, net	19.5	8.4	-11.1	
Net cash used in investing activities	-86.5	-99.3	-12.7	
Cash flows from financing activities				
Net increase (decrease) in loans payable	-24.3	86.7	111.0	
Proceeds from issuance of bonds	_	39.9	39.9	
Dividends paid	-42.3	-42.2	0.0	
Other, net	-0.1	-0.8	-0.7	
Net cash used in financing activities	-66.6	83.5	150.2	
Effect of exchange rate changes on cash and cash equivalents	3.6	18.3	14.7	
Net increase (decrease) in cash and cash equivalents	-68.4	-7.4	61.0	
Cash and cash equivalents, beginning of period	212.7	190.9	-21.8	
Cash and cash equivalents, at end of period	144.3	183.5	39.2	

### 9. Summary of Product Outlines

Brand Name	Generic Name	Therapeutic Category	Launched	Origin	Marketing Alliance
Japan Company (domestic sales)					
Olmetec	olmesartan	antihypertensive	2004	Daiichi Sankyo	
Rezaltas	olmesartan / azelnidipine	antihypertensive	2010	Daiichi Sankyo	
Calblock	azelnidipine	antihypertensive	2003	Ube Industries	
Loxonin	<u> </u>		1986	Daiichi Sankyo	
Loxonin Poultice	lavannafan		2006	Lead Chemical	
Loxonin Tape	loxoprofen	analgesic and anti-inflammatory	2008	Lead Chemical	
Loxonin Gel			2010	Daiichi Sankyo	
Cravit	levofloxacin	antibacterial	1993	Daiichi Sankyo	
Nexium	esomeprazole	proton pump inhibitor	2011	AstraZeneca	AstraZeneca
Memary	memantine	treatment for Alzheimer's Disease	2011	Merz	
Mevalotin	pravastatin	antihyperlipidemic	1989	Daiichi Sankyo	
Artist	carvedilol	antihypertensive	1993	Roche	
Omnipaque	iohexol	contrast medium	1987	GE Healthcare	
Urief	silodosin	treatment for dysuria	2006	Kissei	Kissei
Inavir	laninamivir	anti-influenza	2010	Daiichi Sankyo	
Ranmark	denosumab	anti-RANKL antibody	2012	Amgen	AstraZeneca
Pralia	denosumab	anti-RANKL antibody	2013	Amgen	
Tenelia	teneligliptin	type 2 diabetes	2012	Mitsubishi Tanabe	Mitsubishi Tanabe
Daiichi Sankyo, Inc. (US)					
Olmesartan					
Benicar	olmesartan		2002		
Benicar HCT	olmesartan / hydrochlorothiazide	antihypertensive	2003	Daiichi Sankyo	
Azor	olmesartan / amlodipine	antinyportonoivo	2007	Banorii Garikyo	
Tribenzor	olmesartan / amlodipine / hydrochlorothiazide		2010		
Welchol	colesevelam	antihyperlipidemic / type 2 diabetes	2000	Genzyme	
Effient	prasugrel	antiplatelet	2009	Daiichi Sankyo Ube Industries	Lilly
Luitpold Pharmaceuticals, Inc. (US)					
Venofer	iron sucrose injection	iron deficiency anemia	2000	Vifor Pharma	Fresenius
Daiichi Sankyo Europe GmbH					
Olmesartan					
Olmetec	olmesartan		2002		Menarini
Olmetec Plus	olmesartan / hydrochlorothiazide	antihypertensive	2005	Daiichi Sankyo	Pfizer
Sevikar	olmesartan / amlodipine	anunypenensive	2009	Daliciii Galikyo	Nycomed
Sevikar HCT	olmesartan / amlodipine / hydrochlorothiazide		2010		Inycomed
Efient	prasugrel	antiplatelet	2009	Daiichi Sankyo Ube Industries	Lilly

Approved/Launched in Dec 2013

laninamivir

◆ Launched/Approved

Project code Number	Generic Name	Class	Target indication	Stage	Remarks
AMG 162	denosumab	Anti-RANKL antibody	Osteoporosis	JP Launched	Launched in Jun 2013
		RANK Ligand, an essential mediato June 2013 as treatment for osteopo	or of osteoclast formation. Launched in Japan in April 2012 as trea rosis.	tment for bone complication	ns stemming from multiple myeloma

The long-acting neuraminidase inhibitor developed and produced by Daiichi Sankyo. This is an inhalant that will act directly on the pulmonary and tracheal sites of infection. Launched in Japan in October 2010 as treatment for influenza A and influenza B viruses.

JΡ

Anti-influenza, prophylactic

Neuraminidase inhibitor

### **♦** Filed

CS-8958

Project code Number	Generic Name	Class	Target indication	Stag	je –	Remarks
S-747	prasugrel	Anti-platelet agent	Ischemic heart disease undergoing PCI	JP	Filed	Filed in Jun 2013
ne oral antipla	atelet agent discovered by Dai	ichi Sankyo and its Japanese rese	arch partner, Ube Industries, Ltd. Prasugrel helps keep blood	platelets from clumping to	ogether and	d developing a blockage in an arte
MG 162	denosumab	Anti-RANKL antibody	Giant cell tumor of bone	JP	Filed	Filed in Aug 2013
plication to r	manufacture and market RANN	MARK®. Denosumab obtained orp	han drug designation for GCTB indication in June 2013			
			Atrial Fibrillation (AF)	JP/US/EU	Filed	Filed in Dec 2013(JP) Filed in Jan 2014(US/EU)
U-176b	edoxaban	Factor Xa inhibitor				1 1104 111 0411 201 1(00/20)

2011 as the prevention of venous thromboembolism (VTE) in patients with total knee arthroplasty, total hip arthroplasty and hip fracture surgery.

## ♦ Under development (Phase1-3)

Project code Number	Generic Name	Class	Target indication	Stag	e	Remarks
CC 747	programal	Anti platalat agent	Ischemic Stroke	JP	P3	Study to be completed in FY2014
CS-747	prasugrel	Anti-platelet agent	Sickle cell disease	US	P3	
AMC 160	donooumob	Anti DANKI antibody	Breast cancer adjuvant	JP	P3	
AMG 162	denosumab	Anti-RANKL antibody	Rheumatoid arthritis	JP	P3	
DR-3355	levofloxacin	New quinolone	Anti-infection	JP	P3	
ARQ 197	tivantinib	MET inhibitor	Hepatocellular cancer	US/EU	P3	
			Gastric cancer	JP	P3	
DE-766	nimotuzumab	Anti-EGFR antibody	Non small cell lung cancer	JP	P3	
			Esophageal cancer	JP	P1	
DS-7113	hydromorphone	opioid mu-receptor agonist	Cancer pain	JP	P3	
CC 2150		MP entegonist	Hypertension	JP	P2	
CS-3150 -	-	MR antagonist	Diabetic nephropathy	JP	P2	
			Non small cell lung cancer	US/EU	P2	
112 1207	notritumoh	Anti UED2 antibody	Non small cell lung cancer	JP	P1	
U3-1287	patritumab	Anti-HER3 antibody	Breast cancer	US	P2	
			Breast cancer	JP	P1	
PLX4032	vemurafenib	BRAF inhibitor	Thyroid cancer	US/EU	P2	
			Hodgkin lymphoma	US	P2	
DI V2207		Ema/Vit/Elt2 ITD inhibitor	Acute myeloid leukemia	US	P2	
PLX3397	-	Fms/Kit/Flt3-ITD inhibitor	Glioblastoma	US	P2	
			Prostate Caner	US	P2	
DS-5565	-	α2δ ligand	Chronic pain	Global	P2	
SUN13837	-	Modulator of bFGF signaling system	Spinal cord injury	US/EU	P2	
ASB17061	-	Chymase inhibitor	Atopic Dermatitis	US	P2	
CS-8958	laninamivir	Neuraminidase inhibitor	Anti-influenza	US/EU	P2	

## ♦ Under development (Phase1-3)

<u> </u>	evelopinent (i naser	<u>-                                    </u>			
Project code Number	Generic Name	Class	Target indication	Sta	ge Remarks
DS-7309	-	Glucokinase activator	Diabetes	-	P1
DS-8500	-	GPR119 agonist	Diabetes	-	P1
DS-1442	-	CETP inhibitor	Dyslipidemia	-	P1
DS-1040	-	TAFIa inhibitor	Acute ischemic stroke	-	P1
U3-1565	-	Anti-HB-EGF antibody	Solid cancer	US/JP	P1
DS-2248	-	HSP90 inhibitor	Solid cancer	US	P1
DS-7423	-	PI3K/mTOR inhibitor	Solid cancer	US/JP	P1
DS-3078	-	mTOR inhibitor	Solid cancer, lymphoma	US/EU	P1
DS-3032	-	MDM2 inhibitor	Solid cancer, lymphoma	US	P1
PLX7486	-	Fms/Trk inhibitor	Solid cancer	US	P1
DS-8895	-	Anti-EPHA2 antibody	Solid cancer	JP	P1
DS-8587	-	Topoisomerase inhibitor	Anti-bacterial	-	P1
CS-4771	-	TLR4 inhibitor	Anti-sepsis	-	P1
PLX5622	-	FMS kinase inhibitor	Rheumatoid arthritis	-	P1
CS-0777	-	S1P receptor modulator	Immunomodulator	-	P1
DS-1093	-	HIF-PH inhibitor	Anemia of chronic kidney disease	-	P1

# **♦** Change of stage from announcement in Oct 2013

Project code Number	Generic Name	Class	Target indication	Stage	
CS-8958	laninamivir	Neuraminidase inhibitor	Anti-influenza, prophylactic	JP	Approved/ Launched
DU-176b edoxaban		Factor Xa inhibitor	Atrial Fibrillation (AF)	JP/US/EU	Filed
DU-1760	edoxaban	Factor Aa ininibitor	Venous thromboembolism (VTE)	JP/US/EU	Filed
AMG 162	denosumab	Anti-RANKL antibody	Rheumatoid arthritis	JP	P3
DS-7113	hydromorphone	opioid mu-receptor agonist	Cancer pain	JP	P3
DS-8895	-	Anti-EPHA2 antibody	Solid cancer	JP	P1

# **♦** Discontinue

Project code Number	Generic Name	Class	Target indication	Stage	<b>.</b>
ARQ 197	tivantinib	MET inhibitor	Colorectal cancer	US/EU	P2
<reason disc<="" for="" td=""><td>continue&gt; Daiichi Sankyo dec</td><td>ided to discontinue the development</td><td>of ARQ 197 after reviewing its clinical studies results.</td><td></td><td></td></reason>	continue> Daiichi Sankyo dec	ided to discontinue the development	of ARQ 197 after reviewing its clinical studies results.		

Therapeutic Area	Phase1	Phase2	Phase3	Application
Cardiovascular - Metabolics	DS-7309 (Anti-diabetes / Glucokinase activator)  DS-8500 (Anti-diabetes / GPR119 agonist)  DS-1442 (Dyslipidemia / CETP inhibitor)  DS-1040 (Acute ischemic stroke / TAFla inhibitor)	CS-3150(JP) (Anti-hypertension / Diabetic nephropathy  MR antagonist)	CS-747(JP) (prasugrel / ischemic stroke / anti-platelet agent)  CS-747(US) (prasugrel / sickle cell disease / anti-platelet agent)	DU-176b (Global)  (edoxaban / AF / oral factor Xa inhibitor)  DU-176b (Global)  (edoxaban / VTE / oral factor Xa inhibitor)  CS-747 (JP)  (prasugrel / PCI / anti-platelet agent)
Oncology	U3-1565 (US/JP) (Anti-HB-EGF antibody)  DS-2248 (US) (HSP90 inhibitor)  DS-7423 (US/JP) (PI3K/mTOR inhibitor)  DS-3078 (US/EU) (mTOR inhibitor)  DS-3032 (US) (MDM2 inhibitor)  PLX7486 (US) (Fms/Trk inhibitor)  DS-8895(JP) (Anti-EPHA2 antibody)	U3-1287 (US/EU) (patritumab / anti-HER3 antibody)  PLX4032 (US/EU) (vemurafenib / BRAF inhibitor)  PLX3397 (US) (Fms/Kit/Flt3-ITD inhibitor)	ARQ 197 (US/EU) (tivantinib / HCC / MET inhibitor)  AMG 162 (JP) (denosumab / breast cancer adjuvant / anti-RANKL antibody)  DE-766 (JP) (nimotuzumab / NSCLC / anti-EGFR antibody)  DE-766 (JP) (nimotuzumab /Gastric cancer / anti-EGFR antibody)	AMG 162(JP) (denosumab / Giant cell tumor / anti-RANKL antibody)
Others	DS-8587 (Anti-bacterial / Topoisomerase inhibitor)  CS-4771 (Anti-sepsis / TLR4 inhibitor)  PLX5622 (Rheumatoid arthritis / FMS kinase inhibitor)  CS-0777 (Immunomodulator / S1P receptor modulator)  DS-1093 (Anemia of chronic kidney disease/HIF-PH inhibitor)	DS-5565 (Global) (Chronic pain / α2δ ligand)  SUN13837 (US/EU) (Spinal cord injury / Modulator of bFGF signaling system)  ASB17061 (US) (Atopic Dermatitis / chymase inhibitor)  CS-8958 (US/EU) (laninamivir / anti-influenza / Outlicensing with Biota)	AMG 162(JP)  (denosumab / Rheumatoid arthritis / anti-RANKL antibody)  DR-3355(JP)  (levofloxacin / anti-infection / New quinolone)  DS-7113  (hydromorphone / Cancer pain/ opioid mu-receptor agonist)	CS-8958 (JP) (laninamivir / anti-influenza, prophylactic / Neuraminidase inhibitor)

Cardiovascular-Metabolics [Project after Phase 2]

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name
DU-176b	edoxaban	Oral	Factor Xa inhibitor	Atrial fibrillation (AF) Venous thromboembolism (VTE)	Daiichi Sankyo	Lixiana(JP) TBC(EU) SAVAYSA(US, Planned)

- An oral anticoagulant that specifically, reversibly and directly inhibits Xa factor playing an important role in the process when blood coagulates.
- · An oral factor Xa inhibitor, possible once daily regimen with high oral absorption, confirmed by clinical trials.
- No severe hepatotoxicity signals in pre-clinical and clinical trials.
- [JP] Launched for the prevention of VTE after major orthopedic surgery in July-2011. Brand name: Lixiana
- Hokusai-VTE(VTE) P3 studies was presented at ESC 2013.
- ENGAGE AF-TIMI 48(AF) P3 study was presented at AHA 2013.
- NDA for AF/VTE indication Filed. (JPN: Dec, 2013, US/EU: Jan, 2014)

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name
CS-747	prasugrel	Oral	Anti-platelet agent	Ischemic heart disease undergoing PCI Ischemic stroke Sickle cell disease	Daiichi Sankyo Ube Industries	Effient (US, Asia) Efient (EU)

<sup>•</sup>Inhibition of platelet activation and subsequent aggregation by blocking the P2Y12 adenosine diphosphate (ADP) receptor on the platelet surface.

•[EU] Approved in Feb-2009 for ACS-PCI. Brand name: Efient

<sup>•[</sup>JP] Filed in Jun-2013 for the ischemic heart disease undergoing PCI. P3 studies for ischemic stroke are on-going.

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name
CS-3150	-	Oral	MR antagonist	Hypertension Diabetic nephropathy	Exelixis	TBD

<sup>•</sup> Inhibiton of MR (mineralocorticoid receptor) binding to aldosterone to show antihypertensive and organ-protective effect.

<sup>•</sup>Co-development with Eli Lilly in the US and EU, development by Daiichi Sankyo in Japan.

<sup>•[</sup>US] Approved in Jul-2009 for ACS-PCI. Brand name: Effient, P3 study in pediatric sickle cell disease patients is on-going.

<sup>·</sup> P2 study in essential hypertension was completed and the P2 study in diabetes with albuminuria is ongoing in Japan.

Oncology

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name
ARQ 197	tivantinib	Oral	Met inhibitor	Hepatocellular cancer	ArQule	TBD

- Met has multiple roles in intracellular signal transductions such as cancer cell motility, proliferation, angiogenesis, invasion, and apoptosis induction.
- Variations of c-Met are shown in gastric, HCC, head and neck cancer, and high expression of c-met are shown in colon, HCC, pancreatic, prostate, breast cancer, etc.
- A P3 clinical study for HCC was started in Jan-2013.

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name	
DE-766	nimotuzumab	Injection	Anti-EGFR antibody	Gastric cancer Non small cell lung cancer Esophageal cancer	InnoMab	TBD	

- · A humanized monoclonal antibody against Epidermal Growth Factor Receptor(EGFR).
- Expected to be a best in class EGFR antibody, safety against the skin toxicity and the efficacy comparable to the other EGFR antibodies.
- P3 in Japan for NSCLC started in March 2013, that for Gastric cancer started in April 2013.

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name
U3-1287	patritumab	Injection	Anti-HER3 antibody	Non small cell lung cancer Breast cancer	Daiichi Sankyo (U3 Pharma)	TBD

- •HER3 is one of the member 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 more potent to induce cell proliferation than homodimers of HER2 or EGFR.

PLX4032 vemurafenib Oral BRAF inhibitor Thyroid cancer Daiichi Sankyo	
(Plexxikon)	Daiichi Sankyo (Plexxikon) Zelboraf

- •Plexxikon discovered vemurafenib, and since 2006, has been co-developing it with partner, Roche.
- •Personalized treatment for patients with unresectable (inoperable) or metastatic melanoma with a BRAF V600E mutation as detected by an FDA-approved test.

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name
PLX3397	-	Oral	Fms/Kit/Flt3-ITD inhibitor	Hodgkin lymphoma Acute myeloid leukemia Glioblastoma Prostate Cancer	Daiichi Sankyo (Plexxikon)	TBD

- Plexxikon disocovered PLX3397.
- ·Clinical studies are on-going for several types of cancer.

### **Others**

Development Code Number	Generic Name	Form		Target Indication	Origin	Brand Name		
AMG 162	denosumab	Injection	Anti-RANKL antibody	Breast cancer adjuvant Rheumatoid arthritis Giant cell tumor of bone	Amgen	SRE: Ranmark(JP) Osteoporosis: Pralia(JP)		

- Denosumab is a fully human monoclonal antibody that specifically targets the receptor activator of nuclear factor kappa B ligand (RANKL), a key mediator of the resorptive phase of bone remodeling.
- July, 2007 In-licensed from Amgen.
- P3 : Breast cancer adjuvant, Rheumatoid arthritis.
- [JP] NDA approval: Skeletal Related Event(SRE) in Jan-2012, Osteoporosis in Mar-2013.
- [JP] Filed for giant cell tumor of bone in Aug-2013.

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name	
CS-8958	laninamivir	Inhalant	Neuraminidase inhibitor	Influenza, Treatment / Prophylactic	Daiichi Sankyo	Inavir(JP)	

- · Long-acting neuraminidase inhibitor
- · Licensing activity with Biota in the US and EU, development by Daiichi Sankyo in Japan
- CS-8958 is under development as an inhalant that will act directly on the pulmonary and tracheal sites of infection.
- [JP] Approved for the flu treatment: Sep-2010. Brand name: Inavir
- [JP] Approval for influenza prophylactic in Dec-2013

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name
DR-3355	levofloxacin	Injection	New quinolone	Anti-infection	Daiichi Sankyo	Cravit (JP) Levaquin (US) Tavanic (EU)

- As LCM, additional indications of urinary tract infection, surgical infection and gynecological infection, which are the largest market next to respiratory tract infection are under development.
- A P3 comparative study for urinary tract infection and 4 open studies are on-going.

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name	
DS-5565	-	Oral	α2δ ligand	Chronic pain	Daiichi Sankyo	TBD	

- •An  $\alpha2\delta$  ligand that binds to  $\alpha2\delta$  subunit of voltage-dependent Ca2+ channels
- •Considered to decrease excess Ca2+ influx to nerve terminals and to lower pain-related neurotransmitter release.
- •Clinical studies are on-going for diabetic peripheral neuropathic pain

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name
SUN13837	UN13837 -	Injection	Modulator of bFGF	Spinal cord injury	Daiichi Sankyo	TBD
301113037		injection	signaling system	opinal cord injury	(Asubio Pharma)	. 35

- Although SUN13837 acts upon the signal coupled with the FGF receptor and shows similar cell differentiation actions (nerve cell protection, nerve axon elongation) to bFGF, it does not show any cell multiplication function.
- · By accelerating self-regeneration capabilities (nerve cell protection, nerve axon elongation) with bFGF like cell differentiation actions, the perceptional and motor-functional dysfunctions caused by cord injuries are to be improved
- By making perceptional and motor-functional dysfunctions recovered at an early stage of postinjury, remnant functions in the chronic period are to be improved
- · Clinical studies are on-going for patients with severe spinal cord injury

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name
ASB17061	-	Oral	Chymase inhibitor	Atopic Dermatitis	Daiichi Sankyo (Asubio Pharma)	TBD

- •Inhibiting chymase, one of endogenous proteases, which is released from mast cells and involves allergic reaction.
- Expected to be an oral anti-atopic dermatitis drug with a novel mechanism of action treated with QD dosing.
- ·Clinical study is on-going for adult patients with atopic dermatitis.

Development Code Number	Generic Name	Dosage Form	Class	Target Indication	Origin	Brand Name	
DS-7113	hydromorphone	Oral/ Injection	opioid mu-receptor regulator	Cancer pain	1	TBD	

•An opiate, narcotic analgesic that has been available outside of Japan for over 80 years and recommended in WHO guideline as a standard analgesia for cancer pain.

•It is designated ed as unapproved drug by "Study Group on Unapproved and Off-label Drugs of High Medical Need".

•Phase 2 clinical study is on-going in patients with cancer pain.

# **MEMO**

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## 1. Summary of Consolidated Income Statement (FY2012)

		Q1			Q2			Q3			Q4			FY2	012	
JPY Bn	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	YoY
Net sales	100%	242.6	+4.7%	100%	241.6	+7.7%	100%	261.5	+8.8%	100%	252.2	+4.1%	100%	997.9	59.2	+6.3%
Cost of sales	27%	66.7	+11.2%	32%	77.2	+11.9%	33%	86.4	+20.6%	33%	83.4	+22.6%	31%	313.7	45.0	+16.8%
Gross Profit	73%	176.0	+2.5%	68%	164.4	+5.8%	67%	175.1	+3.8%	67%	168.8	-3.1%	69%	684.2	14.1	+2.1%
SG&A expenses	59%		+11.8%	58%		+2.3%	53%	138.6	-0.3%	64%	161.8		58%	583.7		+2.1%
R&D expenses	17%	42.0	+2.5%	19%	45.2	+5.1%	17%	44.6	-0.3%	20%	51.2		18%	183.0	-2.0	
A&P expenses	9%	22.7	+9.6%	9%	21.6	-8.9%	10%	25.3	+2.0%	11%	27.2	+2.7%	10%	96.8	1.1	+1.1%
Personnel expenses	14%	34.7	-0.4%	14%	34.2	-4.1%	13%	34.1	+1.2%	16%	40.7	+17.0%	14%	143.7	4.7	+3.4%
Other SG&A expenses	18%	44.0	+39.0%	16%	38.9	+13.1%	13%	34.6	-3.2%	17%	42.7	-15.2%	16%	160.2	8.0	+5.3%
Operating Income	13%	32.5	-25.2%	10%	24.6	+31.2%	14%	36.5	+22.9%	3%	7.0	+10.2%	10%	100.5	2.3	+2.4%
Non-operating income / expen	ses	8.3			-15.5			9.4			-3.5			-1.4	20.6	
Non-operating income		10.3			-5.3			8.1			4.5			17.6	7.6	
Non-operating expenses		2.0			10.2			-1.2			8.0			19.0	-13.0	
Ordinary Income	17%	40.8	-9.0%	4%	9.0	-58.0%	18%	45.8	+128.3%	1%	3.5		10%	99.1	22.9	+30.1%
Extraordinary income / losses		0.6			-5.2			-5.7			3.3			-7.1	35.2	
Extraordinary income		2.0			0.5			0.7		·	8.9			12.1	-2.7	
Extraordinary losses		1.5			5.7			6.4			5.7			19.2	-37.9	
Income before income taxes and minority interests	17%	41.4	-5.5%	2%	3.8	-79.1%	15%	40.2		3%	6.7		9%	92.1	58.2	+171.5%
Income taxes / minority interes	ts	21.0			-0.1			13.0			-8.4			25.5	1.9	
Income taxes		16.8			3.0		-	10.2		-	-6.0			23.9	-15.9	
Minority interests		4.2			-3.1			2.8			-2.4			1.6	17.8	
Net Income	8%	20.4	-19.4%	2%	4.0	-66.3%	10%	27.1		6%	15.1		7%	66.6	56.2	+541.6%
Effective tax rate		<u>41%</u>			<u>78%</u>			<u>25%</u>			<u>-90%</u>			<u>26%</u>		
Overseas sales ratio resul	<u>ts</u>	<u>54%</u>			48%			44%			49%			49%		
2 Currency Boto (EV2042		01			O2 VTD			O2 VTD			O4 VTD			EV20	112	
2. Currency Rate (FY2012	1	Q1 Results			Q2 <u>YTD</u> Results			Q3 <u>YTD</u> Results			Q4 <u>YTD</u> Results			FY20 Results	YoY	
USD/JPY (average)		80.21			79.42			80.01			83.11			83.11	+4.04	
EUR/JPY (average)		102.91			100.64			102.18			107.15			107.15	-1.81	
INR/JPY (average)		1.59			1.54			1.50			1.50			1.50	-0.23	

## 3. Segment Information (FY2012)

-				_				_			
Dojichi Sankya Crayn	4	Q1		Q2	4	Q3	4	Q4	4	FY20	
Daiichi Sankyo Group	to sales	Results YoY	to sales	Results YoY	to sales	Results YoY	to sales	Results YoY	to sales	Results	YoY YoY
Sales to outside customers Inter-segment sales		183.5 <b>-4.4%</b> 0.3		193.9 +4.3% 0.3		223.1 +9.0% 0.7		211.9 +17.3% 0.5		812.4 1.8	49.2 +6.5% 1.3
Net sales	100%	183.8 -4.2%	100%	194.2 +4.4%	100%	223.8 +9.2%	100%	212.4 +17.6%	100%	814.2	50.6 +6.6%
Cost of sales	26%	47.9 +16.4%	29%	56.1 +16.2%	30%	67.3 +28.1%	29%	61.2 +35.5%	29%	232.5	45.3 +24.29
Gross Profit	74%	135.9 <b>-9</b> .9%	71%	138.1 +0.3%	70%	156.5 +2.6%	71%	151.1 +11.6%	71%	581.7	5.2 +0.9%
SG&A expenses	63%	115.9 +4.2%	61%	117.8 -1.1%	54%	121.8 -0.4%	67%	142.3 +1.5%	61%	497.8	4.9 +1.0%
R&D expenses	22%	40.3 +3.1%	22%	43.2 +5.4%	19%	42.8 +0.2%	23%	49.3 -9.2%	22%	175.5	-1.4 -0.8%
Other expenses	41%	75.6 +4.8%	38%	74.6 <b>-4.5%</b>	35%	79.0 <b>-0.8%</b>	44%	93.0 +8.2%	40%	322.2	6.3 +2.0%
Operating Income	11%	<b>20.1 -49.3%</b> 2.1	10%	<b>20.3 +8.9%</b> 1.0	16%	<b>34.7 +15.1%</b> 2.5	4%	<b>8.9</b> -	10%	<b>84.0</b> 7.3	0.3 +0.4% -0.8
Non-operating income Non-operating expenses		1.0		1.6		2.5 1.2		1.8		7.3 5.6	0.8
Ordinary Income	11%	21.1 -49.2%	10%	19.8 +4.2%	16%	36.1 +16.1%	4%	8.8 -	11%	85.7	-1.3 -1.4%
Extraordinary income		2.0		0.4		0.6		8.9		11.9	-2.4
Extraordinary losses		1.3		5.7		6.3		2.5		15.8	0.1
Income before income taxes and minority interests	12%	21.8 -46.2%	7%	14.5 <b>-8.3</b> %	14%	30.4 +2.8%	7%	15.2 -	10%	81.8	-3.8 -4.4%
Income taxes		8.1		4.4		6.9		-4.7		14.7	-36.6
Minority interests	70/	-0.1	=0.4	-0.0	4007	0.2	201	-0.0	00/	07.0	00 7 70 4
Net Income	7%	13.7 -40.1%	<u>5%</u>	10.2 -4.6%	10%	23.2 +110.3%	9%	19.9 -	8%	67.0	29.7 +79.4
David and One on											
Ranbaxy Group											
Sales to outside customers		59.1 +48.7%		47.6 +24.0%		38.3 +7.5%		40.3 -34.6%		185.4	9.9 +5.7%
Inter-segment sales		0.7		0.3		0.3		0.4		1.7	0.6
Net sales	100%	59.8 +49.5%	100%	47.9 +24.1%	100%	38.6 +7.5%	100%	40.8 -34.3%	100%	187.1	10.5 +6.0%
Cost of sales	33%	19.5 +3.7%	45%	21.5 +3.7%	52%	20.1 +3.0%	56%	22.9 +0.6%	<i>45%</i>	83.9	2.2 +2.7%
Gross Profit	<u>67%</u> 44%	40.3 +90.0%	<u>55%</u> 44%	26.5 +47.7%	<u>48%</u> 41%	18.5 +12.9% 15.7 +0.5%	<u>44%</u> 45%	17.9 -54.5% 18.4 -31.2%	55% 44%	103.2 81.4	8.4 +8.8% 6.9 +9.3%
SG&A expenses R&D expenses	3%	26.5 +66.2% 2.0 -12.3%	44%	20.9 +28.3% 2.1 -10.7%	5%	15.7 +0.5% 1.9 -17.0%	<u>45%</u> 5%	18.4 -31.2% 2.1 -11.6%	44%	8.1	6.9 +9.3% -1.2 -12.9%
Other expenses	41%	24.5 +79.4%	39%	18.7 +35.1%	36%	13.8 +3.6%	40%	16.3 -33.0%	39%	73.3	8.1 +12.5
Operating Income	23%	13.8 +161.9%	12%	5.6 +238.2%	<b>7</b> %	2.9 +238.4%	-1%	-0.5 -103.9%	12%	21.8	1.4 +7.0%
Non-operating income		8.3		-6.2		5.7		2.8		10.4	7.3
Non-operating expenses		0.8		8.6		-2.5		6.2		13.2	-13.9
Ordinary Income	36%	21.2 +269.3%	-19%	-9.2 -317.5%	29%	11.0 -	-10%	-3.9	10%	19.1	22.6 -
Extraordinary income	<u>'</u>	0.0		0.0		0.0		0.0		0.1	-0.9
Extraordinary losses		0.1		-0.0		0.0		3.2		3.4	-38.0
Income before income taxes and minority interests	35%	21.1 +267.8%	-19%	-9.2 -321.2%	29%	11.0 -	-17%	-7.1 -	9%	15.9	59.6 -
Income taxes		6.1		-2.3		3.6		-1.1		6.3	16.5
Minority interests	25%	0.0 <b>15.0 +118.9%</b>	-14%	0.0 <b>-6.9 -297.1%</b>	19%	0.1 <b>7.4</b> -	-15%	0.1 <b>-6.1</b> -	5%	0.2 <b>9.4</b>	0.0 <b>43.1</b> -
Net Income	25/0	13.0 +116.3%	-14/0	-0.9 -297.176	19/0	7.4 -	-15/6	-0.1	3/6	3.4	43.1 -
Inter-segment Transactions											
Net sales		-1.0		-0.6		-1.0		-0.9		-3.5	
Cross Brofit		-0.7		-0.4		-0.9		-0.7		-2.7	
Gross Profit SG&A expenses		- <mark>0.3</mark> 1.1		<del>-0.2</del> 1.2		- <mark>0.0</mark> 1.1	-	-0.2 1.2		<del>-0.7</del> 4.6	
R&D expenses		-0.3		-0.1		-0.1		-0.1		-0.6	
Other expenses		1.4		1.3		1.3		1.3		5.2	
Operating Income		-1.4		-1.4		-1.1		-1.4		-5.3	
Non-operating income		-0.0		-0.1		-0.1		0.0		-0.2	
Non-operating expenses		0.1		0.0		0.0		0.0		0.2	
Ordinary Income		-1.5		-1.5		-1.2		-1.4		-5.7	
Extraordinary income		_		0.0		0.0		0.1		0.1	
Extraordinary losses		0.0		-0.0		0.0		0.0		0.0	
Income before income taxes and minority interests		-1.5		-1.5		-1.2		-1.4		-5.6	
Income taxes		2.6		0.9 -3.1		-0.3		-0.3 2.4		3.0	
Minority interests Net Income		4.2 <b>-8.3</b>		-3.1 0.7		2.6 <b>-3.5</b>		-2.4 <b>1.3</b>		1.3 <b>-9.8</b>	
MET HIPOHIE		-0.3		U. <i>1</i>		-0.0		1.3	<u> </u>	-3.0	

Historical Data2

### 4. Sales by Business Units (FY2012)

	<u>-</u>					
	FY2012	Q1	Q2	Q3	Q4	FY2012
	Plan	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY to plan
JPY Bn						
Consolidated Net Sales	990.0	242.6 +4.7% 25%_	<b>241.6</b> +7.7% <b>24%</b>	<u>261.5 +8.8% 26%</u>	<b>252.2 +4.1% 26%</b>	997.9 +6.3% 101%
					<u> </u>	
Japan Company (domestic sales)	440.0	98.2 -2.2% 22%	106.9 +6.3% 24%	124.7 +9.5% 28%	112.7 +18.8% 26%	442.5 +8.0% 101%
Olmetec	76.0	18.2 -10.8% 24%	19.3 -5.5% 25%	20.9 -7.6% 28%	19.9 +14.3% 26%	78.3 -3.2% 103%
Rezaltas	16.0	4.0 +38.6% 25%	4.1 +30.6% 26%	4.6 +16.9% 28%	4.3 +20.5% 27%	16.9 +25.7% 106%
Calblock	10.0	2.7 -14.0% 27%	2.8 -12.9% 28% 15.6 -0.4% 26%	2.8 -13.8% 28%	2.6 -5.5% 26% 13.7 +0.0% 23%	10.9 -11.8% 109% 59.6 -2.3% 99%
Loxonin Cravit	60.0 35.0	14.1 -2.0% 24% 8.1 -4.2% 23%	15.6 -0.4% 26% 8.4 +0.0% 24%	16.2 -6.1% 27% 10.6 -2.0% 30%	13.7 +0.0% 23% 8.8 +1.6% 25%	59.6 <b>-2.3%</b> 99% 35.9 <b>-1.2%</b> 103%
Nexium	22.0	1.7 - 8%	2.7 +7.1% 13%	8.3 +1254.8% 38%	8.9 +1113.9% 40%	21.6 +452.0% 98%
Memary	26.0	5.1 +128.7% 20%	5.6 +247.5% 22%	6.6 +135.7% 25%	6.4 +103.0% 25%	23.8 +142.0% 92%
Mevalotin	26.0	6.5 -25.7% 25%	6.8 -21.8% 26%	6.6 -25.6% 25%	6.0 -12.4% 23%	25.8 <b>-21.9%</b> 99%
Artist	22.0	5.6 -8.9% 25%	5.6 -9.3% 26%	5.8 -10.9% 27%	5.3 -5.6% 24%	22.4 -8.8% 102%
Omnipaque	20.0	4.9 -13.2% 25%	5.3 -15.9% 26%	5.4 -16.3% 27%	4.6 -11.1% 23%	20.2 -14.3% 101%
Urief	11.0	2.7 +0.5% 24%	2.8 +0.1% 25%	3.0 -1.8% 27%	2.7 +5.7% 25%	11.1 +1.0% 101%
Inavir	11.0	0.4 +10.3% 4%	0.1 -164.9% 1%	2.1 +22.9% 19%	8.6 <b>-2.0%</b> 78%	11.1 +3.8% 101%
Ranmark	5.0	0.6 - 12%	1.1 - 22%	1.3 - 27%	1.4 - 27%	4.4 - 88%
Vaccines	not disclosed	5.2 +13.9% -	8.1 +52.5% -	11.8 +72.2% -	4.7 +3.5% -	29.8 +40.2% -
Daiichi Sankyo Espha products	not disclosed	2.8 +16.2% -	2.7 +12.7% -	3.0 +2.4% -	2.6 +20.7% -	11.1 +12.2% -
Daiichi Sankyo Healthcare (OTC)	48.0	10.2 +5.0% 21%	<u>12.8 +1.1% 27%</u>	14.5 +6.1% 30%	9.5 -2.4% 20%	47.1 +2.7% 98%
D-11-1-1 O-11-1-1 In (110)	400.0	05.0 0.70/ 000/	00.0 40.00/ 040/	07.4 00.00/ 070/	004 44 00/ 000/	110.0 10.00/ 10.00/
Daiichi Sankyo, Inc. (US)	139.0	35.9 +3.7% 26%	32.6 +10.0% 24%	37.4 +23.9% 27%	36.4 +11.6% 26%	142.3 +12.0% 102%
Olmesartan	93.0	23.9 -3.8% 26%	21.7 +6.3% 23% 16.7 -0.6% 23%	25.7 +24.9% 28%	23.6 +7.0% 25% 17.4 -3.8% 24%	94.9 +7.9% 102% 73.2 +2.8% 100%
Benicar/Benicar HCT Azor	73.0 14.0	18.9 -6.3% 26% 3.5 -1.7% 25%	16.7 -0.6% 23% 3.5 +40.0% 25%	20.2 +24.7% 28% 3.8 +20.9% 27%	17.4 <b>-3.8%</b> 24% 4.1 +42.7% 29%	14.8 +23.3% 106%
Tribenzor	6.0	1.6 +30.8% 26%	1.5 +34.3% 25%	1.6 +37.1% 27%	2.1 +90.9% 35%	6.8 +47.8% 114%
Welchol	31.0	8.3 +17.5% 27%	7.2 +10.5% 23%	8.3 +26.1% 27%	9.3 +39.4% 30%	33.1 +23.4% 107%
Effient (alliance revenue)	not disclosed	2.4 +51.8%	2.3 +36.4% -	2.7 +47.5%	3.0 +9.5% -	10.5 +32.7% -
()					0.0 10.070	
Luitpold Pharmaceuticals, Inc. (US)	38.0	11.3 -10.9% 30%	7.7 -17.4% 20%	11.3 <b>-24.7%</b> 30%	8.2 +7.7% 22%	38.6 -13.7% 102%
Venofer	23.0	6.8 -7.4% 30%	3.8 <b>-30.4%</b> 17%	8.3 <b>-8.5</b> % 36%	4.7 +60.9% 20%	23.6 <b>-4.9%</b> 103%
Daiichi Sankyo Europe GmbH	65.0	13.9 -17.6% 21%	15.1 -10.8% 23%	16.9 -2.6% 26%	18.5 -3.0% 29%	64.4 -8.3% 99%
Olmesartan Pl	48.0	9.9 -16.6% 21%	11.3 -6.6% 24%	12.9 +1.8% 27%	13.9 -3.1% 29%	48.0 -5.9% 100%
Olmetec/Olmetec Plus	34.0	6.4 <b>-26.5%</b> 19%	8.1 -7.6% 24%	8.6 -6.9% 25%	9.4 -4.5% 28%	32.6 <b>-11.1%</b> 96%
Sevikar Sevikar HCT	10.0 4.0	2.5 +4.5% 25% 1.0 +31.6% 24%	2.3 -12.2% 23% 0.9 +25.7% 23%	3.1 +17.4% 31% 1.3 +47.9% 32%	2.9 <b>-13.7%</b> 29% 1.5 <b>+</b> 43.3% 38%	10.8 <b>-2.0%</b> 108% 4.7 <b>+</b> 38.2% 117%
Efient (alliance revenue)	not disclosed	0.9 +54.7% -	0.9 +40.5% -	0.9 +33.0%	1.2 +13.0% -	3.9 +31.9% -
Literit (amance revenue)	not disclosed	U.9 +34.770 -	U.S T4U.070 -	U.S +33.U70 -	1.2 +13.070 -	3.9 T31.970 -
Asia South and Control America (ASCA)*1	38.0	7.1 +9.8% 19%	8.1 +10.1% 21%	8.2 +18.4% 22%	<b>17.1</b> +117.8% <b>45</b> %	40.5 +41.6% 107%
Asia, South and Central America (ASCA)*	not disclosed	2.7 +0.9% -	3.0 +16.0% -	3.1 +50.9%	7.6 +214.7% -	16.4 +68.8% -
Daiichi Sankyo China*2	-					
Daiichi Sankyo Taiwan	not disclosed	0.8 -5.9% -	0.8 -1.3% -	0.8 +7.8% -	0.9 +19.5% -	3.3 +4.7% -
Daiichi Sankyo Korea  Daiichi Sankyo (Thailand)	not disclosed	1.2 +2.1% - 0.3 +3.7% -	1.2 +5.5% - 0.3 +2.7% -	1.3 +16.8% - 0.4 +14.5% -	<u>1.6 +40.0% -</u> 0.4 +38.7% -	5.3 +15.8% - 1.4 +15.6% -
Daiichi Sankyo (mahand)  Daiichi Sankyo Brasil Farmacêutica		1.2 +14.2%	1.2 -22.5% -	1.0 -34.4% -	3.2 +118.5% -	6.6 +18.6% -
Daiichi Sankyo Venezuela	not disclosed	0.8 +87.0%	1.4 +49.5% -	1.5 +37.1%	2.9 +75.9%	6.7 +60.7% -
Daiichi Sankyo Mexico S.A. de C.V		0.1	0.1	0.1	0.4	0.7
Ranbaxy Laboratories Limited	179.0	59.1 +48.7% 33%_	47.6 +24.0% 27%	<b>38.3 +7.5% 21%</b>	40.3 -34.6% 23%	185.4 +5.7% 104%
Others	43.0	6.8 -38.0% 16%	10.7 +13.1% 25%	10.0 +32.8% 23%	9.5 +7.5% 22%	37.1 +0.5% 86%
Levofloxacin export, royalty, etc	3.0	1.2 -60.1% 41%	1.0 -56.6% 34%	1.4 +19.3% 46%	0.6 -59.6% 21%	4.3 -47.8% 142%
Plexxikon	not disclosed	0.1 <b>-96</b> .1% -	1.4 -24.6% -	1.0 +313.4% -	0.5 -35.9% -	3.1 <b>-47.7%</b> -

### [Reference] Sales in Local Currency

	FY2012 Plan	Q1 Results YoY to plan	Q2 Results YoY to plan	Q3 Results YoY to plan	Q4 Results YoY to plan	FY2012 Results YoY to plan
USD Mn						
Daiichi Sankyo, Inc. (US)	1,711	448 +5.7% 26%	415 +8.7% 24%	461.0 +18.2% 27%	389.0 <b>-5.6%</b> 23%	1,713 +6.5% 100%
Olmesartan	1,144	298 <b>-2.0%</b> 26%	276 +4.9% 24%	317 +19.0% 28%	251 <b>-9.9%</b> 22%	1,142 +2.7% 100%
Benicar/Benicar HCT	898	235 -4.5% 26%	213 -1.8% 24%	249 +18.8% 28%	184 <b>-1</b> 9.6% 20%	881 <b>-2.2%</b> 98%
Azor	172	44 +0.2% 25%	44 +37.4% 26%	47 +15.5% 27%	44 +22.2% 25%	179 +17.3% 104%
Tribenzor	75	19 +33.3% 26%_	19 +33.0% 26%	20 +30.9% 27%	23 +66.5% 31%	82 +40.6% 109%
Welchol	388	103 +19.7% 27%	92 +9.5% 24%	103 +20.3% 27%	101 +19.8% 26%	399 +17.4% 103%
Effient (alliance revenue)	not disclosed	30 +54.7% -	30 +35.4% -	34 +41.2% -	33 -5.7% -	127 +26.2% -
USD Mn						
Luitpold Pharmaceuticals, Inc. (US)	468	141	98 -18.5% 21%	140.0 -27.6% 30%	85.0 -11.8% 18%	465 <b>-17.9%</b> 99%
Venofer	288	85 -5.6% 30%	49 -31.0% 17%	103 -11.8% 36%	47 +29.8% 16%	284 <b>-</b> 9.6% 99%
EUR Mn						
Daiichi Sankyo Europe GmbH	650	135 - <mark>6.0%</mark> 21%	153 <mark>-0.2%</mark> 24%	161.0 <mark>-2.6%</mark> 25%	152.0 -16.6% 23%	601 -6.7% 93%
Olmesartan	480	96 -4.8% 20%	115 +4.4% 24%	123 +2.0% 26%	114 -16.5% 24%	448 -4.3% 93%
Olmetec/Olmetec Plus	340	62 -16.2% 18%	82 +3.1% 24%	82 <b>-6.8%</b> 24%	78 <b>-17.8%</b> 23%	304 <b>-9.6%</b> 89%
Sevikar	100	24 +19.3% 25%	23 <b>-1.1%</b> 24%	29 +17.7% 29%	23 <b>-26</b> .4% 23%	100 <b>-0.3%</b> 100%
Sevikar HCT	40	9 +50.1% 24%	9 +41.0% 23%	12 +49.4% 30%	13 +27.1% 32%	44 +40.5% 109%
Efient (alliance revenue)	not disclosed	9 +76.5% -	9 +57.9% -	9 +33.5% -	10 -1.0% -	36 +34.1% -
INR Bn						
Ranbaxy Laboratories Limited	105	37 +71.1% 35%_	32 +53.1% 31%	27.0 +31.2% 26%	27.0 -28.9% 26%	124 +21.9% 117%

### 5. Sales of Global Products (FY2012)

	FY2012 Plan	Q1 Results YoY to plan	Q2 Results YoY to plan	Q3 Results YoY to plan	Q4 Results YoY to plan	FY2012 Results YoY to plan
JPY Bn						
Olmesartan	251.0	60.0 -5.3% 24%	60.8 +0.6% 24%	68.3 +6.4% 27%	69.7 +13.0% 28%	258.9 +3.7% 103%
Olmetec (JPN)	76.0	18.2 <b>-10.8%</b> 24%	19.3 <b>-5.5%</b> 25%	20.9 <b>-7.6%</b> 28%	19.9 +14.3% 26%	78.3 <b>-3.2%</b> 103%
Rezaltas (JPN)	16.0	4.0 +38.6% 25%	4.1 +30.6% 26%	4.6 +16.9% 28%	4.3 +20.5% 27%	16.9 +25.7% 106%
Benicar/Benicar HCT (US)	73.0	18.9 <b>-6.3%</b> 26%	16.7 <b>-0.6%</b> 23%	20.2 +24.7% 28%	17.4 <b>-3.8%</b> 24%	73.2 +2.8% 100%
Azor (US)	14.0	3.5 <b>-1.7%</b> 25%	3.5 +40.0% 25%	3.8 +20.9% 27%	4.1 +42.7% 29%	14.8 +23.3% 106%
Tribenzor (US)	6.0	1.6 +30.8% 26%	1.5 +34.3% 25%	1.6 +37.1% 27%	2.1 +90.9% 35%	6.8 +47.8% 114%
Olmetec/Olmetec Plus (EU)	34.0	6.4 <b>-26.5%</b> 19%	8.1 <b>-7.6%</b> 24%	8.6 <b>-6.9%</b> 25%	9.4 -4.5% 28%	32.6 <b>-11.1%</b> 96%
Sevikar (EU)	10.0	2.5 +4.5% 25%	2.3 <b>-12.2%</b> 23%	3.1 +17.4% 31%	2.9 <b>-13.7%</b> 29%	10.8 <mark>-2.0%</mark> 108%
Sevikar HCT (EU)	4.0	1.0 +31.6% 24%	0.9 +25.7% 23%	1.3 +47.9% 32%	1.5 +43.3% 38%	4.7 +38.2% 117%
Other subsidiaries, export, etc	18.0	4.0 +20.6% 22%	4.3 +0.1% 24%	4.3 -3.1% 24%	8.1 +82.8% 45%	20.7 +25.7% 115%
Prasugrel	not disclosed	3.3 +52.6% -	3.2 +37.5% -	3.7 +43.5% -	4.2 +10.4% -	14.4 +32.5% -
Effient alliance revenue (US)	not disclosed	2.4 +51.8% -	2.3 +36.4% -	2.7 +47.5% -	3.0 +9.5% -	10.5 +32.7% -
Efient alliance revenue (EU)	not disclosed	0.9 +54.7% -	0.9 +40.5% -	0.9 +33.0% -	1.2 +13.0% -	3.9 +31.9% -

### 1. Summary of Consolidated Income Statement (FY2011)

		Q1			Q2			Q3			Q4			FY20	011	
JPY Bn	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	YoY
Not color	4000/	224.7	0.70/	4000/	224.4	7 50/	4000/	240.4	2 E0/	4000/	242.2	· 40 E0/	4000/	020.7	20.7	2.00/
Net sales	100%	231.7	-9.7%	100%	224.4	-7.5%	100%	240.4	-3.5%	100%	242.3	+10.5%	100%	938.7	-28.7	-3.0%
Cost of sales	26%	59.9	-6.5%	31%	69.0	-7.4%	30%	71.7	-3.9%	28%	68.1	-0.8%	29%	268.6	-13.1	-4.6%
Gross Profit	74%	171.8	-10.7%	69%	155.4	-7.5%	70%	168.7	-3.4%	72%	174.2	+15.6%	71%	670.1	-15.6	-2.3%
SG&A expenses	55%	128.3	-2.3%	61%	136.7	-1.6%	58%	139.0	-3.5%	69%	167.9	+12.5%	61%	571.9	8.3	+1.5%
R&D expenses	18%	41.0	-5.9%	19%	43.0	-5.8%	19%		-15.6%	23%		+8.2%	20%	185.1	-9.3	
A&P expenses	9%	20.7	-9.4%	11%	23.7	-4.6%	10%	24.8	-4.1%	11%		+1.4%	10%	95.7	-4.0	
Personnel expenses	15%	34.9	+0.8%	16%	35.6		14%		+1.9%	14%		+0.0%	15%	139.0	1.1	+0.8%
Other SG&A expenses	14%	31.6	+4.6%	15%	34.4		15%		+11.3%	21%		+38.7%	16%	152.1		+15.5%
Operating Income	19%	43.5	-28.8%	8%	18.7	-35.6%	12%	29.7	-2.8%	3%	6.3	+318.5%	10%	98.2	-23.9	-19.6%
Non-operating income / expens	ses	1.4			2.8			-9.6			-16.5			-22.0	-31.6	
Non-operating income		4.5			4.8			-1.0			1.7			10.0	-13.2	
Non-operating expenses		3.1			2.0			8.6			18.3			32.0	18.4	
Ordinary Income	19%	44.8	-36.0%	10%	21.5	-4.6%	8%	20.1	-47.1%	-4%	-10.2	-	8%	76.2	-55.5	-42.2%
Extraordinary income / losses		-1.1			-3.2			-41.7			3.7			-42.3	-31.0	
Extraordinary income		1.2			0.7			0.2			12.7			14.8	2.0	
Extraordinary losses		2.3			4.0			41.9			9.0			57.1	32.9	
Income before income taxes and minority interests	19%	43.8	-33.8%	8%	18.3	-34.8%	-9%	-21.6		3%	-6.5		4%	33.9	-86.5	-71.8%
Income taxes / minority interes	ts	18.5			6.5			-2.1			0.7			23.5	-26.8	
Income taxes		16.4			6.3			15.2			1.8			39.8	-2.0	
Minority interests		2.1			0.2			-17.4			-1.2			-16.2	-24.7	
Net Income	11%	25.3	-23.5%	5%	11.7	-38.5%	-8%	-19.5		-3%	-7.2	-	1%	10.4	-59.7	-85.2%
Effective tax rate		<u>37%</u>			<u>34%</u>			_			_			<u>117%</u>		
Overseas sales ratio result	t <u>s</u>	<u>51 %</u>			48%			<u>45%</u>			<u>56%</u>			<u>50%</u>		
2. Currency Rate (FY2011)	)	Q1			Q2 <u>YTD</u>			Q3 <u>YTD</u>			Q4 <u>YTD</u>			FY20		
		Results			Results			Results			Results			Results	YoY	
USD/JPY (average)		81.75			79.81			79.00			79.07			79.07	-6.65	
EUR/JPY (average)		117.40			113.78			110.62			108.96			108.96	-4.17	
<pre>INR/JPY (average)</pre>		1.83			1.83			1.79			1.73			1.73	-0.20	

### 3. Segment Information (FY2011)

		_		00			00			0.4			F\/0/	N4.4	
Daiichi Sankyo Group	to sales	Q1 Results YoY	to sales	Q2 Results	YoY	to sales	Q3 Results	YoY	to sales	Q4 Results	YoY	to sales	FY20 Results	YoY	YoY
Danem Gankyo Group	10 38103	Nesulis 101	10 34103	ixesuits	101	10 38103	11CSUILS	101	10 38103	resuits	101	to sales	Nesuits	101	101
Sales to outside customers		191.9 -4.8%		185.9	-6.5%		204.7	-4.2%		180.6	-0.4%		763.2	-32.2	-4.2%
Inter-segment sales		0.1		0.1			0.3			-0.0			0.5	0.4	
Net sales	100%	192.0 -4.8%	100%		-6.4%	100%	205.0	-4.1%	100%	180.6		100%	763.6	-31.8	
Cost of sales Gross Profit	21% 79%	41.1 -8.4% 150.8 -3.8%	26% 74%		-11.2% -4.6%	26% 74%	52.5 152.5	-4.4% -3.9%	25% 75%		-5.0% +1.2%	25% 76%	187.1 576.5	-14.7 -17.2	
SG&A expenses	<u>79%</u> 58%	111.2 -2.0%	64%		-1.8%	60%		-4.2%	75% 78%		+6.6%	65%	492.8	-17.2	-0.2%
R&D expenses	20%	39.1 -3.1%	22%		-5.9%	21%		-15.6%	30%	54.2		23%	177.0	-7.0	
Other expenses	38%	72.1 -1.4%	42%		+0.5%	39%		+3.3%	48%	86.0		41%	315.9	6.0	
Operating Income	21%	39.6 <b>-8.5</b> %	10%	18.7	-19.4%	15%	30.2	-2.9%	-3%	-4.8		11%	83.7	-16.1	-16.2%
Non-operating income		3.8		1.7			1.6			1.0			8.1	0.9	
Non-operating expenses		1.8		1.4			0.7			0.9			4.8	-2.3	
Ordinary Income	22%	41.6 -4.2%	10%		-17.8%	15%		-7.9%	-3%	-4.6	-	11%	87.0		-13.0%
Extraordinary income		1.2		0.7			-0.0			12.5			14.3	4.1	
Extraordinary losses Income before income taxes and minority interests	210/	2.3	00/	3.8	20.00/	1.40/	1.5	4.4.00/	00/	8.1		110/	15.7	-5.2	4.00/
Income taxes	21%	40.4 +1.2% 17.8	9%	15.8 5.9	-38.9%	14%	29.5 18.9	-14.2%	0%	<del>-0.2</del> 8.6		11%	85.6 51.2	-3.7 20.7	-4.2%
Minority interests		-0.2		-0.8			-0.4			-1.6			31.2	20.1	
Net Income	12%	22.9 +2.5%	6%		-41.9%	5%		-57.5%	-4%	-7.2	-	5%	37.4	-21.4	-36.4%
	1270	22.0	0,0		771070			<u> </u>	170			0,0	<b>VIII</b>		001170
Ranbaxy Group															
Color to cutoide cuetomore		20.0 . 07.50/		20.4	40.00/		25.7	. 0. 00/		04.0	. 00. 00/		475.5	2.0	. 0. 00/
Sales to outside customers		39.8 <b>-27.5%</b> 0.2		38.4 0.2	-12.0%		35.7 0.2	+0.6%		0.4	+62.3%		175.5 1.1	3.6 -0.0	+2.0%
Inter-segment sales Net sales	100%	40.0 -27.1%	100%		-11.7%	100%		+1.1%	100%		+59.5%	100%	176.6	3.5	+2.0%
Cost of sales	47%	18.8 -2.2%	54%		+3.3%	54%	19.5	-0.1%	37%	22.8		46%	81.7	2.0	
Gross Profit	53%	21.2 -40.6%	46%		-24.5%	46%		+2.5%	63%		+120.0%	54%	94.8	1.5	
SG&A expenses	40%	15.9 -2.6%	42%		-5.0%	43%		+1.2%	43%		+59.6%	42%	74.4		+13.5%
R&D expenses	6%	2.3 -30.8%	6%		-21.3%	6%		-19.1%	4%		-17.9%	5%	9.3		-22.6%
Other expenses	34%	13.7 +4.5%	36%		-1.4%	37%		+5.8%	39%		+75.4%	37%	65.1		+21.6%
Operating Income	13%	5.3 -72.7%	4%	1.7	-74.9%	2%	0.9	+34.5%	20%	12.6	+998.6%	12%	20.4	-7.3	-26.4%
Non-operating income		1.7		3.1		-	-2.5			0.8			3.2	-13.0	
Non-operating expenses		1.3		0.5			7.9			17.4			27.0	23.1	
Ordinary Income	14%	5.8 <b>-79.6</b> %	11%		+353.5%	-26%	-9.5	-	-6%	-3.9	-	-2%	-3.4	-43.4	-
Extraordinary income		0.0		0.0			8.0			0.2			1.1	-4.1	
Extraordinary losses		0.0		0.1			0.0			41.2			41.4	33.1	
Income before income taxes and minority interests	14%	5.7 -79.2%	11%		-31.2%	-24%	-8.7		<u>-72%</u>	-45.0	-	-25%	-43.8	-80.6	-
Income taxes		-1.1		0.6			-3.2			-6.5			-10.2	-23.4	
Minority interests	17%	0.0 <b>6.9 -62.7%</b>	00/	0.0	22 70/	160/	0.0 <b>-5.6</b>		-62%	0.0 <b>-38.5</b>		-19%	0.2 <b>-33.7</b>	-0.1 <b>-57.1</b>	
Net Income	1770	0.9 -02.7%	9%	3.3	<u>-22.7%</u>	<u>-16%</u>	-5.0		-02%	-30.3		-19%	-33.1	-57.1	-
Inter-segment Transactions															
		0.2		0.2			0.6			0.4			4.5		
Net sales Cost of sales		<b>-0.3</b> 0.0		<b>-0.3</b> -0.1			<b>-0.6</b> -0.3			<b>-0.4</b> 0.1		-	<b>-1.5</b> -0.3		
Gross Profit		-0.3		-0.1 -0.2			-0.3 -0.2			-0.5			-0.3 -1.3		
SG&A expenses	-	1.1		1.4			1.1		-	1.0			4.6		
R&D expenses		-0.4		-0.3			-0.3			-0.3			-1.2		
Other expenses		1.4		1.7			1.4			1.3			5.8		
Operating Income		-1.4		-1.6			-1.3			-1.5			-5.9		
Non-operating income		-1.1		-0.1			-0.1			-0.1			-1.3		
Non-operating expenses		0.0		0.0			0.1			0.0			0.1		
Ordinary Income		-2.5		-1.7			-1.5			-1.7			-7.3		
Extraordinary income		0.1		0.0	<del></del>		-0.7	<del>_</del>		0.0			-0.6		
Extraordinary losses							40.3			-40.3			0.0		
Income before income taxes and minority interests		-2.4		-1.7			-42.5			38.7			-7.9		
Income taxes		-0.3		-0.2			-0.5			-0.2			-1.3		
Minority interests		2.3		1.0			-17.0			0.4			-13.4		
Net Income		-4.4		-2.4			-24.9			38.5			6.7		

Historical Data6

### 4. Sales by Business Units (FY2011)

	Q1	Q2	Q3	Q4	FY2011
	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY to plan
JPY Bn	resource for to plain	reduce for to plan	Trocate 101 to plan	Tresults 101 to plan	Trecure 101 to plair
Consolidated Net Sales	231.7 -9.7% 24%	224.4 <b>-7.5%</b> 23%	240.4 -3.5% 25%	242.3 +10.5% 25%	938.7 -3.0% 97%
Japan Company (domestic sales)	100.4 <b>-4.6%</b> 23%	100.5 -2.4% 23%	113.9 <mark>-2.4%</mark> 26%	94.9 +4.3% 22%	409.8 <b>-1.5%</b> 94%
Olmetec	20.4 <b>-1.3%</b> 22%	20.4 <b>-3.1%</b> 22%	22.6 -1.4% 24%	17.4 <b>-1.2%</b> 19%	80.9 <b>-1.8%</b> 87%
Rezaltas	2.9 +58.1% 17%	3.2 +3938.1% 19%	3.9 +190.8% 23%	3.5 +145.4% 21%	13.5 +188.4% 79%
Calblock	3.2 -13.4% 21%	3.2 -9.4% 21%	3.3 -13.8% 22%	2.7 <b>-7.5%</b> 18%	12.4 <b>-11.3%</b> 83%
Loxonin	14.4 +10.7% 25%	15.7 +13.3% 27%	17.2 +17.6% 30%	13.7 +8.3% 24%	61.0 +12.7% 105%
Cravit	8.4 +8.5% 22%	8.4 +11.5% 22%	10.8 +16.8% 29%	8.7 +11.4% 23%	36.3 +12.3% 96%
Nexium		2.6	0.6	0.7	3.9
Memary	2.2	1.6	2.8	3.2	9.8
Mevalotin	8.8 -14.0% 27%	8.6 -14.4% 27%	8.8 -11.6% 28%	6.8 -12.0% 21%	33.1 <b>-13.1%</b> 103%
Artist	6.1 +0.0% 27%	6.2 +6.8% 27%	6.5 +3.6% 29%	5.6 +3.7% 25%	24.5 +3.5% 107%
Omnipaque	5.7 <b>-11.6%</b> 25%	6.3 <b>-5.1%</b> 27%	6.4 <b>-2.0%</b> 28%	5.2 -4.5% 23%	23.5 <b>-5.8%</b> 102%
Urief	2.6 +6.8% 24%	2.8 +13.6% 25%	3.0 +7.6% 27%	2.6 +9.2% 23%	11.0 +9.3% 100%
Inavir	0.4 - 4%	-0.1	1.7 -38.5% 19%	8.7 +125.1% 97%	10.7 +61.7% 119%
Vaccines	4.6 +166.4% -	5.3 +14.8% -	6.9 -19.7% -	4.5 +56.5% -	21.2 +19.6% -
Daiichi Sankyo Espha products	2.4	2.4	2.9	2.1	9.9
Daiichi Sankyo Healthcare (OTC)	9.7 +4.9% 20%	12.7 +8.2% 26%	13.7 +4.1% 28%_	9.7 -8.5% 20%	45.9 +2.3% 94%
Daiichi Sankyo, Inc. (US)	34.6 +3.2% 27%	29.7 <b>-12.4%</b> 23%	30.1 <b>-13.0%</b> 23%	32.6 +15.0% 25%	127.1 <b>-2.6%</b> 98%
Olmesartan	24.9 -1.5% 28%	20.4 -17.4% 23%	20.6 -16.3% 23%	22.1 +10.7% 25%	87.9 <b>-6.9%</b> 100%
Benicar/Benicar HCT		16.8 -18.7% 25%	16.2 -21.3% 24%	18.1 +6.6% 27%	71.3 -10.6% 106% 12.0 -9.5% 89%
Azor	3.6 <b>-7.0%</b> 26%	2.5 <b>-26.5%</b> 18%	3.2 <b>-8.7%</b> 23%	2.8 +7.5% 21%	
Tribenzor	1.2 - 16%	1.1 +71.6% 15%	1.2 +139.2% 16%	1.1 +271.8% 15%	4.6 +217.4% 62%
Welchol	7.0 +0.5% 22%	6.5 -11.5% 20%	6.6 -16.0% 21%	6.7 +6.7% 21%	26.9 -5.8% 84%
Effient (alliance revenue)	1.6 +345.5% -	1.7 +124.3% -	1.9 +75.5% -	2.8 +119.8% -	7.9 +130.7% -
Luitpold Pharmaceuticals, Inc. (US)	12.7 <b>-13.6%</b> 26%	9.3 <b>-31.7%</b> 19%	15.0 +31.0% 31%	7.6 <b>-45.6%</b> 16%	44.7 <b>-17.0%</b> 91%
Venofer	7.4 -12.5% 30%	5.5 -28.5% 22%	9.1 +55.6% 36%	2.9 -66.8% 12%	24.8 <b>-19.0%</b> 99%
Daiichi Sankyo Europe GmbH	16.9 +14.0% 22%	16.9 +2.0% 22%	<u>17.4</u> -4.3% 23%	<u>19.1 +13.0% 25%</u>	70.2 +5.7% 91%
Olmesartan	11.9 +23.5% 22%	12.2 +4.2% 22%	12.7 <b>-5.4%</b> 23%	14.3 +24.4% 26%	51.0 +10.5% 93%
Olmetec/Olmetec Plus	8.7 +9.8% 22%	8.8 - <del>5</del> .1% 22%	9.2 <b>-8.4%</b> 23%	9.9 +5.4% 25%	36.6 <mark>-0.1%</mark> 92%
Sevikar	2.4 +44.1% 20%	2.6 +10.5% 22%	2.6 +13.1% 22%	3.3 +63.9% 28%	11.0 +30.9% 92%
Sevikar HCT	0.7 - 25%	0.7 - 24%	0.9 <b>-16.6%</b> 29%	1.1 +1296.8% 36%	3.4 +206.9% 113%
Efient (alliance revenue)	0.6	0.6	0.7	1.0	2.9
Asia South and Control America (ASCA)	65 .979/ 229/	7.2 .2 99/ 249/	60 .20% 22%	79 .2 99/ 269/	28.6 .4.19/ 059/
Asia, South and Central America (ASCA)	6.5 +8.7% 22%	7.3 +3.8% 24%	6.9 +2.0% 23%	7.8 +2.8% 26%	28.6 +4.1% 95%
Daiichi Sankyo Pharmaceutical (Beijing)	0.9 -19.9% -	0.9 -15.0% -	0.8 -28.4% -	0.8 -11.1% -	3.4 -18.9% -
Daiichi Sankyo Pharmaceutical (Shanghai)	1.7 +21.9% -	1.7 -3.8% -	1.3 -18.7% -	1.6 -11.3% -	6.3 -3.9% -
Daiichi Sankyo Taiwan	0.8 +4.6% -	0.8 -2.8% -	0.8 -2.7% -	0.8 -21.0% -	3.1 -6.3% -
Daiichi Sankyo Korea	1.2 +23.0% -	1.1 +27.0% -	1.1 +14.6% -	1.1 -0.7% -	4.6 +15.2% -
Daiichi Sankyo (Thailand)	0.3 +10.1% -	0.3 +2.3% -	0.3 -1.6% -	0.3 -7.5% -	1.2 -0.1% -
Daiichi Sankyo Brasil Farmacêutica	1.1 +2.6% -	1.5 +4.4% -	1.5 +6.7% -	1.5 +13.1% -	5.5 +6.9% -
Daiichi Sankyo Venezuela	0.5 +22.5% -	1.0 +33.2% -	1.1 +74.6% -	1.6 +43.6% -	4.2 +45.1% -
Daiichi Sankyo Mexico S.A. de C.V			0.1	0.1	0.2
Ranbaxy Laboratories Limited	39.8 <b>-27.5%</b> 25%	38.4 -12.0% 24%	35.7 +0.6% 22%	61.6 +62.3% 38%	175.5 +2.1% 108%
Others	11.1 <b>-38.7%</b> 29%	9.5 <b>-25.9%</b> 25%	7.5 <b>-40.5%</b> 20%	8.8 <b>-31.2%</b> 23%	36.9 <b>-34.5%</b> 97%
Levofloxacin export, royalty, etc	3.1 -56.2% 45%	2.3 -67.5% 33%	1.2 -82.6% 17%	1.6 -78.3% 22%	8.1 -71.0% 116%
Plexxikon	3.0	1.9	0.3	0.8	5.9
1 10/04/1011	0.0		0.0	0.0	<u> </u>

### [Reference] Sales in Local Currency

	Q1	Q2	Q3	Q4	FY2011
	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY to plan
USD Mn	•	<u> </u>	<u> </u>		
Daiichi Sankyo, Inc. (US)	424 +16.1% 27%	382 <mark>-2.9%</mark> 24%	390 <b>-7.5%</b> 25%	412.0 +20.3% 26%	1,608 +5.6% 103%
Olmesartan	304 +10.9% 29%	263 <b>-8.4%</b> 25%	266 <b>-11.2%</b> 25%	278 +15.7% 26%	1,112 +0.9% 105%
Benicar/Benicar HCT	246 +5.7% 31%	217 <b>-10.0%</b> 27%	210 <b>-16.5%</b> 26%	228 +11.5% 28%	901 <b>-3.1%</b> 112%
Azor	43 +4.7% 27%	32 <b>-18.4%</b> 20%	41 <b>-3.5%</b> 25%	36 +11.9% 22%	152 <b>-1.9%</b> 94%
Tribenzor	14 - 16%	14 +96.0% 16%	15 +158.0% 17%	14 +287.9% 16%	58 +244.1% 65%
Welchol	86 +13.2% 22%	84 -1.9% 22%	85 <b>-10.5%</b> 22%	84 +11.6% 22%	340 +2.1% 88%
Effient (alliance revenue)	20 +401.5% -	22 +151.6% -	24 +90.2% -	35 +134.1% -	100 +150.1% -
USD Mn					
Luitpold Pharmaceuticals, Inc. (US)	156 <b>-2.8%</b> 26%	121 <mark>-24.2%</mark> 21%	193 +36.4% 33%	96.0 <b>-42.8%</b> 16%	566 <b>-10.0%</b> 96%
Venofer	90 -1.5% 30%	71 <b>-20.7%</b> 24%	116 +60.8% 39%	36 <b>-65.0%</b> 12%	314 -12.2% 104%
EUR Mn					
Daiichi Sankyo Europe GmbH	144 +13.6% 21%	153 +2.7% 23%	165 +2.5% 25%	182.0 +21.5% 27%	644 +9.8% 96%
Olmesartan	101 +23.1% 21%	110 +5.1% 23%	121 +1.3% 25%	136 +33.5% 29%	468 +14.7% 98%
Olmetec/Olmetec Plus	74 +9.4% 21%	80 -4.4% 23%	88 <b>-2.0%</b> 25%	95 +13.4% 27%	336 +3.7% 97%
Sevikar	21 +43.7% 20%	24 +11.5% 23%	25 +21.1% 24%	32 +75.2% 30%	101 +35.9% 97%
Sevikar HCT	6 - 24%	6 - 25%	8 <b>-10.6%</b> 31%	10 +1366.1% 39%	31 +218.7% 119%
Efient (alliance revenue)	5	6	7	10	27
INR Bn					
Ranbaxy Laboratories Limited	22 <b>-21.5%</b> 26%	21 -1.5% 25%	21 +8.0% 25%	38.0 +82.4% 45%	101 +13.9% 119%

### 5. Sales of Global Products (FY2011)

	Q1	Q2	Q3	Q4	FY2011
	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY to plan	Results YoY to plan
JPY Bn				<u> </u>	
Olmesartan	63.3 +5.2% 24%	60.4 -1.6% 22%	64.2 <b>-2.3%</b> 24%	61.7 +13.9% 23%	249.7 +3.4% 93%
Olmetec (JPN)	20.4 <b>-1.3%</b> 22%	20.4 <b>-3.1%</b> 22%	22.6 <b>-1.4%</b> 24%	17.4 <b>-1.2%</b> 19%	80.9 <b>-1.8%</b> 87%
Rezaltas (JPN)	2.9 +58.1% 17%	3.2 +3938.1% 19%	3.9 +190.8% 23%	3.5 +145.4% 21%	13.5 +188.4% 79%
Benicar/Benicar HCT (US)	20.1 <b>-6.1%</b> 30%	16.8 <b>-18.7%</b> 25%	16.2 <b>-21.3%</b> 24%	18.1 +6.6% 27%	71.3 <b>-10.6%</b> 106%
Azor (US)	3.6 <b>-7</b> .0% 26%	2.5 - <mark>26.5%</mark> 18%	3.2 <b>-8.7%</b> 23%	2.8 +7.5% 21%	12.0 <mark>-9.5%</mark> 89%
Tribenzor (US)	1.2 - 16%	1.1 +71.6% 15%	1.2 +139.2% 16%	1.1 +271.8% 15%	4.6 +217.4% 62%
Olmetec/Olmetec Plus (EU)	8.7 +9.8% 22%	8.8 - <mark>5.1%</mark> 22%	9.2 <b>-8.4%</b> 23%	9.9 +5.4% 25%	36.6 <mark>-0.1%</mark> 92%
Sevikar (EU)	2.4 +44.1% 20%	2.6 +10.5% 22%	2.6 +13.1% 22%	3.3 +63.9% 28%	11.0 +30.9% 92%
Sevikar HCT (EU)	0.7 - 25%	0.7 - 24%	0.9 -16.6% 29%	1.1 +1296.8% 36%	3.4 +206.9% 113%
Other subsidiaries, export, etc	3.3 +16.4% 20%	4.3 +10.4% 25%	4.4 +28.8% 26%	4.5 +18.3% 26%	16.5 +18.3% 97%
Levofloxacin	13.5 <b>-20.2%</b> 26%	12.8 <b>-24.1%</b> 24%	13.9 <b>-23.3</b> % 26%	12.2 <b>-29.1%</b> 23%	52.4 <b>-24.2</b> % 99%
Cravit (JPN)	8.4 +8.5% 22%	8.4 +11.5% 22%	10.8 +16.8% 29%	8.7 +11.4% 23%	36.3 +12.3% 96%
Export, royalty, etc	3.1 <b>-56.2%</b> 45%	2.3 <b>-67.5%</b> 33%	1.2 - <mark>82.6%</mark> 17%	1.6 <b>-78.3%</b> 22%	8.1 <b>-71.0%</b> 116%
Other subsidiaries	2.0 -4.7% 25%	2.1 -4.9% 26%	1.9 <b>-12</b> .9% 23%	2.0 <b>-11.9%</b> 25%	7.9 <b>-8.6%</b> 99%
Pravastatin	10.2 -13.9% 27%	10.0 <b>-15.5%</b> 26%	10.6 - <mark>8.6%</mark> 28%	8.4 <b>-12.6%</b> 22%	39.2 <b>-12.7%</b> 103%
Mevalotin (JPN)	8.8 <b>-14.0%</b> 27%	8.6 -14.4% 27%	8.8 -11.6% 28%	6.8 <b>-12.0%</b> 21%	33.1 <b>-13.1%</b> 103%
Other subsidiaries, export, etc	1.5 -12.9% 25%	1.3 <b>-22.1%</b> 22%	1.7 +10.7% 29%	1.6 <b>-15.1%</b> 26%	6.1 -10.4% 102%
Prasugrel	2.2 +176.5% -	2.3 +134.2% -	2.6 +72.6% -	3.8 +94.3% -	10.9 +108.2% -
Effient alliance revenue (US)	1.6 +345.5% -	1.7 +124.3% -	1.9 +75.5% -	2.8 +119.8% -	7.9 +130.7% -
Efient alliance revenue (EU)	0.6 +34.9% -	0.6 +165.9% -	0.7 +65.5% -	1.0 +47.9% -	2.9 +64.8% -

### 1. Summary of Consolidated Income Statement (FY2010)

		Q1			Q2			Q3			Q4			FY20	010	
JPY Bn	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	to sales	Results	YoY	YoY
Net sales	100%	256.4	+12.9%	100%	242.5	-0.4%	100%	249.2	-2.3%	100%	219.3	-3.2%	100%	967.4	15.3	+1.6%
Cost of sales	25%	64.1	+2.5%	31%	74.4	-0.4%	30%	74.6	-1.1%	31%	68.6	+5.0%	29%	281.7	3.6	+1.3%
Gross Profit	75%	192.4	+16.9%	69%	168.0	-0.4%	70%	174.6	-2.8%	69%	150.7	-6.4%	71%	685.7	11.6	+1.7%
SG&A expenses	51%	131.3	-4.7%	57%	139.0	-3.9%	58%		+2.6%	68%	149.2	-4.1%	58%	563.5	-15.0	-2.6%
R&D expenses	17%	43.6	-3.4%	19%	45.7	-6.7%	21%	53.0	+11.4%	24%	52.0	-5.6%	20%	194.3	-2.5	-1.3%
Other expenses	34%	87.7	-5.4%	38%	93.3	-2.5%	37%	91.1	-2.0%	44%	97.2	-3.3%	38%	369.2	-12.5	-3.3%
Operating Income	24%	61.1	+128.1%	12%	29.0	+20.6%	12%	30.5	-22.2%	1%	1.5	-72.2%	13%	122.1	26.6	+27.9%
Non-operating income / exper	nses	9.0			-6.5			7.4			-0.4			9.6	2.0	
Non-operating income		11.8			-1.7			7.5			5.6			23.2	-5.0	
Non-operating expenses		2.8			4.8			0.0			6.0			13.6	-7.0	
Ordinary Income	27%	70.1	+877.7%	9%	22.6	-50.0%	15%	38.0	-1.1%	1%	1.2	-90.7%	14%	131.8	28.6	+27.8%
Extraordinary income / losses		-4.0			5.5			-1.2			-11.6			-11.3	-5.6	
Extraordinary income		0.8			6.8			0.9			4.3			12.8	6.9	
Extraordinary losses		4.8			1.3			2.2			15.9			24.2	12.5	
Income before income taxes and minority interest	s <u>26%</u>	66.1	+665.1%	12%	28.0	-37.7%	15%	36.7	-1.6%	5%	-10.4		12%	120.4	23.0	+23.7%
Income taxes / minority interes	sts	33.0			9.0			9.2			-0.9			50.3	-5.2	
Income taxes		26.6			8.2			8.0			-0.9			41.8	-8.2	
Minority interests		6.5			0.8			1.2			0.0			8.5	3.0	
Net Income	13%	33.1		8%	19.1	-24.1%	11%	27.5	+33.8%	-4%	-9.5		7%	70.1	28.3	+67.5%
Effective tax rate Overseas sales ratio resu	lts	<u>40%</u> 52%			<u>29%</u> 51%			<u>22%</u> 46%			<u>-</u> 53%			<u>35%</u> 51%		
2. Currency Rate (FY2010	_ ))															
-		Q1			Q2 YTD			Q3 <u>YTD</u>			Q4 <u>YTD</u>			FY20	010	
		Results			Results			Results			Results			Results	YoY	
USD/JPY (average)		92.02			88.95			86.53		1	85.72			85.72	-7.14	
EUR/JPY (average)		117.00			113.84			113.31			113.13			113.13	-18.03	
INR/JPY (average)		1.98			2.01			1.96			1.93			1.93	-0.02	

### 3. Segment Information (FY2010)

		Q1		Q2		Q3		Q4		FY20	010
Daiichi Sankyo Group	to sales	Results YoY	to sales	Results YoY	to sales	Results YoY	to sales	Results YoY	to sales	Results	YoY YoY
Net sales	100%	201.6 +2.1%	100%	198.8 <b>-4.0%</b>	100%	213.7 <b>-2.4%</b>	100%	181.3 <b>-0.3</b> %	100%	795.5	-10.0 -1.2%
Cost of sales	22%	44.9 -1.1%	27%	54.4 +0.1%	26%	55.0 -1.1%	26%	47.6 +0.5%	25%	201.8	-0.8 -0.4%
Gross Profit	78%	156.7 +3.1%	73%	144.4 <b>-5.4%</b>	74%	158.8 <b>-2.9%</b>	74%	133.8 <b>-0.6%</b>	75%	593.7	-9.1 -1.5%
SG&A expenses	56%	113.5 -7.0%	61%	121.2 -4.2%	60%	127.7 +2.7%	73%	131.5 -2.5%	62%	493.9	-13.7 -2.7%
R&D expenses	20%	40.3 -6.2%	22%	43.5 -6.9%	24%	50.6 +12.0%	27%	49.6 -4.0%	23%	184.0	-2.5 -1.3%
Other expenses	36%	73.2 -7.4%	39%	77.7 <b>-2.6</b> %	36%	77.1 <b>-2.6</b> %	45%	81.9 -1.5%	39%	309.9	-11.2 -3.5%
Operating Income	22%	43.3 +44.0%	12%	23.2 -11.6%	15%	31.1 <b>-20.6%</b>	1%	2.3 -1422.3%	13%	99.8	4.6 +4.8%
Non-operating income		1.8		1.9		2.6		0.9		7.2	0.2
Non-operating expenses		1.7		2.0		-0.1		3.4		7.0	0.9
Ordinary Income	22%	43.4 +34.8%	12%	23.1 -12.6%	16%	33.7 <b>-12.9%</b>	0%	-0.2 -	13%	100.0	3.8 +4.0%
Extraordinary income		0.8		3.8		1.4		4.3		10.2	5.7
Extraordinary losses		4.2		1.0		0.7		15.0		20.9	9.3
Income before income taxes and minority interests	20%	40.0 +18.8%	13%	25.9 <b>-1.6%</b>	16%	34.4 <b>-8.6</b> %	-6%	-10.9	11%	89.3	0.2 +0.2%
Income taxes Minority interests		17.7		7.5		8.5		-3.1		30.6	-23.7
Net Income	11%	22.3 +122.8%	9%	18.3 +39.4%	12%	26.0 +30.0%	-4%	-7.8	7%	58.8	23.9 +68.6%
Ranbaxy Group											
Net sales	100%	54.9 +84.9%	100%	43.8 +20.1%	100%	35.5 <b>-1.4%</b>	100%	38.9 -12.6%	100%	173.1	26.4 +18.0%
Cost of sales	35%	19.2 +12.0%	46%	20.0 -1.8%	55%	19.5 -1.7%	54%	21.0 +16.6%	46%	79.8	4.4 +5.8%
Gross Profit	65%	35.7 +184.1%	54%	23.7 +48.0%	45%	16.0 -1.1%	46%	17.9 <b>-32.5%</b>	54%	93.3	22.1 +31.0%
SG&A expenses	30%	16.4 +13.9%	39%	17.1 +2.9%	43%	15.4 +5.3%	43%	16.7 -13.5%	38%	65.6	0.7 +1.0%
R&D expenses	6%	3.3 +56.2%	7%	3.0 +32.0%	8%	2.8 +19.0%	7%	2.8 -19.0%	7%	12.0	1.7 +16.7%
Other expenses	24%	13.1 +6.7%	32%	14.1 -1.8%	35%	12.5 +2.6%	36%	13.9 -12.3%	31%	53.5	-1.1 -2.0%
Operating Income	35%	19.3 -1171.9%	15%	6.6 -1214.7%	2%	0.6 -60.0%	3%	1.1 -83.9%	16%	27.7	21.4 +338.8%
Non-operating income		10.0		-3.0		4.9		4.2		16.2	-5.0
Non-operating expenses		1.1		2.7		0.1		0.1		3.9	-10.5
Ordinary Income	52%	28.3 <b>-220.1%</b>	2%	0.9 -95.4%	16%	5.5 +374.9%	14%	5.3 -65.1%	23%	40.0	27.0 +207.8%
Extraordinary income		0.0		5.2		0.0		-0.1		5.1	3.8
Extraordinary losses		0.7		0.1		1.5		6.0		8.3	8.2
Income before income taxes and minority interests	50%	27.6 -217.5%	14%	6.0 -70.2%	11%	4.0 +249.7%	-2%	-0.8	21%	36.8	22.6 +158.6%
Income taxes		9.2		1.5		0.1		2.4		13.2	3.4
Minority interests		0.1		0.1		0.1		0.1		0.3	0.1
Net Income	33%	18.4 -	10%	4.5 -68.3%	11%	3.8 -	-9%	-3.3	14%	23.3	19.1 +456.4%
Inter-segment Transactions											
Net sales		-0.1		-0.1		-0.1		-0.9		-1.2	
Cost of sales		0.0		0.0		0.1		0.0		0.1	
Gross Profit		-0.1		-0.1		-0.2		-0.9		-1.3	
SG&A expenses		1.5		0.7		1.0		1.0		4.1	
R&D expenses		0.0		-0.8		-0.4		-0.4		-1.7	
Other expenses		1.5		1.5		1.4		1.4		5.8	
Operating Income		-1.5		-0.7		-1.2		-1.9		-5.4	
Non-operating income		0.0		-0.7		-0.1		0.5		-0.2	
Non-operating expenses				0.1		0.0		2.5		2.6	
Ordinary Income		-1.5		-1.5		-1.3		-3.9		-8.2	
Extraordinary income		0.0		-2.2		-0.5		0.1		-2.5	
Extraordinary losses				0.2		0.0		-5.2		-5.0	
Income before income taxes and minority interests		-1.5		-3.9		-1.7	<u> </u>	1.4		-5.7	
Income taxes		-0.3		-0.8		-0.6		-0.2		-2.0	
Minority interests		6.4		0.7		1.1		-0.1		8.2	
Net Income		-7.6		-3.8		-2.2		1.6		-12.0	
							-				

### 4. Sales by Business Units (FY2010)

	Q1	Q2	Q3	Q4	FY2010
	Results YoY	Results YoY	Results YoY	Results YoY	Results YoY
					1000.10
JPY Bn					
Consolidated Net Sales	256.4 +12.9%	242.5 <b>-0.4</b> %	249.2 <b>-2.3</b> %	219.3 <b>-3.2%</b>	967.4 +1.6%
Japan Company (domestic sales)	105.3 +0.6%	103.0 -1.7%	116.8 <b>-1.4%</b>	91.0 +7.6%	416.0 +0.9%
Olmetec	20.7 +8.7%	21.1 +6.5%	23.0 +3.5%	17.6 +8.5%	82.3 +6.6%
Rezaltas	1.8 -	0.1 -	1.3 -	1.4 -	4.7 -
Calblock	3.7 +6.5%	3.5 +0.6%	3.8 -0.6%	2.9 +1.3%	14.0 +1.9%
Loxonin	13.0 +15.9%	13.9 +11.0%	14.7 +10.0%	12.6 +27.3%	54.2 +15.3%
Cravit	7.8 -18.3%	7.5 -36.7%	9.3 -14.5%	7.8 -31.7%	32.4 <b>-25.8%</b>
Mevalotin	10.2 -17.9%	10.1 -18.9%	10.0 -22.0%	7.8 -8.8%	38.1 -17.6%
Artist	6.1 +1.8%	5.8 -1.6%	6.3 -0.9%	5.4 +8.5%	23.7 +1.6%
Omnipaque	6.4 -10.1%	6.6 -12.4%	6.5 -8.5%	5.4 -0.2%	25.0 <b>-8.3</b> %
Urief	2.5 +11.2%	2.5 +9.2%	2.8 +9.2%	2.3 +16.5%	10.1 +11.3%
Inavir			2.8 -	3.9 -	6.6 -
Vaccines	1.7 +36.2%	4.6 +139.8%	8.5 -1.2%	2.9 +128.3%	17.8 +35.6%
Daiichi Sankyo Espha products			2.6 -	2.0 -	4.6 -
Daiichi Sankyo Healthcare (OTC)	9.3 -2.7%	11.7 <b>-12.9</b> %	13.2 +9.1%	10.6 +23.2%	44.8 +2.6%
Daiichi Sankyo, Inc. (US)	33.6 +1.7%	33.9 +1.2%	34.6 +0.6%	28.4 -11.6%	130.5 <b>-1.9%</b>
Olmesartan	25.2 +0.6%	24.7 <b>-2.5</b> %	24.6 <b>-6.9%</b>	19.9 -19.8%	94.5 -7.1%
Benicar/Benicar HCT	21.4 -2.9%	20.7 -6.8%	20.6 -9.4%	17.0 -22.5%	79.7 -10.4%
Azor	3.8 +25.8%	3.4 +6.8%	3.5 <b>-5.3</b> %	2.6 -9.7%	13.3 +4.1%
Tribenzor		0.7 -	0.5 -	0.3 -	1.5 -
Welchol	7.0 +1.8%	7.4 +13.4%	7.9 +7.6%	6.3 -8.3%	28.5 +3.6%
Effient (alliance revenue)	0.4 -	0.8 -	1.1 -	1.3 -	3.4 -
Luitpold Pharmaceuticals, Inc. (US)	14.7 +10.4%	13.7 +1.3%	11.5 <b>-8.5</b> %	14.0 +10.5%	53.9 +3.5%
Venofer	8.4 +5.2%	7.7 -5.0%	5.8 -27.1%	8.7 +8.4%	30.7 -4.6%
Daiichi Sankyo Europe GmbH	14.8 -14.6%	16.6 <b>-10.0</b> %	18.1 <b>-5.0</b> %	16.9 <b>-17.2</b> %	66.4 <b>-11.7%</b>
Olmesartan	9.6 +4.5%	11.7 +4.5%	13.4 +7.9%	11.5 -14.7%	46.2 -0.2%
Olmetec/Olmetec Plus	7.9 -4.2%	9.3 -6.7%	10.1 -1.6%	9.4 -17.9%	36.7 -8.1%
Sevikar	1.7 +84.9%	2.4 +97.4%	2.3 +5.7%	2.0 -0.4%	8.4 +32.5%
Sevikar HCT			1.0 -	0.1 -	1.1 -
Asia, South and Central America (ASCA)	5.9 +12.7%	7.1 +12.8%	6.8 +3.3%	7.6 -0.4%	27.4 +6.4%
Daiichi Sankyo Pharmaceutical (Beijing)	1.1 +17.8%	1.1 +3.6%	1.1 -6.3%	0.9 -2.2%	4.2 +2.9%
Daiichi Sankyo Pharmaceutical (Shanghai)	1.4 +35.5%	1.7 +32.5%	1.6 +10.5%	1.8 +20.7%	6.6 +23.8%
Daiichi Sankyo Taiwan	0.8 -8.6%	0.8 +1.0%	0.8 +13.5%	1.0 +29.2%	3.4 +7.9%
Daiichi Sankyo Korea	1.0 +31.4%	0.9 +2.9%	1.0 +9.7%	1.1 +29.6%	4.0 +17.9%
Daiichi Sankyo (Thailand)	0.2 +35.8%	0.3 +22.8%	0.3 +53.4%	0.3 +26.9%	1.2 +33.8%
Daiichi Sankyo Brasil Farmacêutica	1.0 +36.5%	1.4 +39.5%	1.4 +6.4%	1.3 -19.9%	5.2 +9.5%
Daiichi Sankyo Venezuela	0.4 -46.7%	0.7 -18.7%	0.6 -25.1%	1.1 -32.7%	2.9 -30.5%
Ranbaxy Laboratories Limited	54.8 +84.7%	43.7 +19.9%	<u>35.4</u> -1.6%	38.0 -14.5%	171.9 +17.3%
Others	18.0 +25.6%	12.8 <b>-25.1%</b>	12.7 <b>-20.2%</b>	12.8 <b>-20.0%</b>	56.3 -11.1%
Levofloxacin export, royalty, etc	7.1 -16.2%	7.2 -25.3%	6.6 -27.5%	7.2 -16.8%	28.1 -21.7%
Efient alliance revenue (Europe)	0.4 -	0.2 -	0.4 +278.5%	0.7 +97.7%	1.8 +285.9%

### [Reference] Sales in Local Currency (FY2010)

	Q1	Q2	Q3	Q4	FY2010
	Results YoY	Results YoY	Results YoY	Results YoY	Results YoY
USD Mn					
Daiichi Sankyo, Inc. (US)	365 +7.6%	394 +10.2%	422 +10.3%	342 <b>-3.3%</b>	1,522 +6.3%
Olmesartan	274 +6.4%	287 +6.2%	300 +2.3%	241 -12.2%	1,102 +0.6%
Benicar/Benicar HCT	233 +2.7%	241 +1.6%	251 -0.5%	205 -15.2%	930 -2.9%
Azor	42 +33.1%	39 +16.9%	42 +4.6%	32 -1.0%	155 +12.7%
Tribenzor		7 -	6 -	4 -	17 -
Welchol	76 +7.6%	85 +23.1%	95 +17.8%	76 +0.3%	333 +12.2%
Effient (alliance revenue)	4 -	9 -	13 -	15 -	40 -
LICD Ma					
USD Mn	400 40 70/	450 40.00/	1.10	400 00 404	200 40 40/
Luitpold Pharmaceuticals, Inc. (US)	160 +16.7%	159 +10.6%	142 +1.2%	168 +20.1%	629 +12.1%
Venofer	92 +11.3%	90 +3.8%	72 -18.5%	104 +17.5%	358 +3.4%
EUR Mn					
Daiichi Sankyo Europe GmbH	126 <b>-3.2</b> %	149 +8.3%	161 +12.1%	150 <b>-7.0%</b>	587 +2.3%
Olmesartan	82 +18.4%	105 +25.4%	119 +27.3%	102 -3.9%	408 +15.7%
Olmetec/Olmetec Plus	68 +8.5%	83 +12.0%	90 +16.1%	83 -7.6%	324 +6.5%
Sevikar	14 +109.5%	21 +136.0%	20 +24.9%	18 +12.8%	74 +53.6%
Sevikar HCT			9 -	1 -	10 -
INR Bn					
Ranbaxy Laboratories Limited	28 +76.3%	21 +17.1%	19 +4.6%	21 <b>-9.0</b> %	89 +18.5%

### 5. Sales of Global Products (FY2010)

	Q1	Q2	Q3	Q4	FY2010
	Results YoY	Results YoY	Results YoY	Results YoY	Results YoY
JPY Bn					
Olmesartan	60.2 +7.6%	61.4 +3.4%	65.7 +1.6%	54.2 <b>-7.0%</b>	241.5 +1.4%
Olmetec (JPN)	20.7 +8.7%	21.1 +6.5%	23.0 +3.5%	17.6 +8.5%	82.3 +6.6%
Rezaltas (JPN)	1.8 -	0.1 -	1.3 -	1.4 -	4.7 -
Benicar/Benicar HCT (US)	21.4 -2.9%	20.7 -6.8%	20.6 -9.4%	17.0 -22.5%	79.7 -10.4%
Azor (US)	3.8 +25.8%	3.4 +6.8%	3.5 <b>-5.3</b> %	2.6 <b>-9.7%</b>	13.3 +4.1%
Tribenzor (US)			0.5 -	0.3 -	1.5 -
Olmetec/Olmetec Plus (EU)	7.9 -4.2%	9.3 -6.7%	10.1 -1.6%	9.4 -17.9%	36.7 <b>-8.1%</b>
Sevikar (EU)	1.7 +84.9%	2.4 +97.4%	2.3 +5.7%	2.0 -0.4%	8.4 +32.5%
Sevikar HCT (EU)			1.0 -	0.1 -	1.1 -
Other subsidiaries, export, etc	2.8 +7.7%	3.9 +25.4%	3.5 -6.2%	3.8 +0.8%	13.9 +6.0%
Levofloxacin	17.0 <b>-14.3%</b>	16.9 <b>-28.0%</b>	18.1 <b>-18.3%</b>	17.2 <b>-21.1%</b>	69.1 <b>-20.7</b> %
Cravit (JPN)	7.8 -18.3%	7.5 -36.7%	9.3 -14.5%	7.8 -31.7%	32.4 -25.8%
Export, royalty, etc	7.1 -16.2%	7.2 -25.3%	6.6 <b>-27.5</b> %	7.2 <b>-16.8%</b>	28.1 <b>-21.7%</b>
Other subsidiaries	2.1 +15.8%	2.2 +10.6%	2.1 +2.0%	2.2 +25.6%	8.7 +12.9%
Pravastatin	11.9 -19.1%	11.8 <b>-21.5</b> %	11.6 <b>-21.8%</b>	9.6 <b>-8.3%</b>	44.9 -18.4%
Mevalotin (JPN)	10.2 -17.9%	10.1 -18.9%	10.0 -22.0%	7.8 -8.8%	38.1 -17.6%
Other subsidiaries, export, etc	1.7 -25.8%	1.7 -34.1%	1.6 -20.9%	1.8 <b>-6.1%</b>	6.8 -22.8%
Prasugrel (alliance revenue)	0.8 -	1.0 -	1.5 -	2.0 -	5.2 +889.6%
Effient alliance revenue (US)	0.4 -	0.8 -	1.1 -	1.3 -	3.4 -
Efient alliance revenue (EU)	0.4 -	0.2 -	0.4 +278.5%	0.7 +97.7%	1.8 +285.9%