## Reference Data

## 1st Quarter - Fiscal Year 2016 <br> (April 1, 2016 to June 30, 2016)

## Consolidated Earnings

- Consolidated Financial Data P 1
- Consolidated Balance Sheets P 2
- Consolidated P/L Statement P 3
- Consolidated Sales Breakdown by Segment/Category P 4
- Consolidated Operating Income by Segment P 4
- Consolidated Sales -

Leading Brands of Self-Medication Operations P 5

- Consolidated Sales -

Leading Products of Prescription Pharmaceutical Operations P 6

- Capital Expenditure P7
- Depreciation and Amortization P7
- R\&D Expenses P7
- Results of Major Consolidated Subsidiaries
- Taisho Pharmaceutical P8
- Taisho Toyama Pharmaceutical P8
- Biofermin Pharmaceutical P8
- Major Subsidiaries and Affiliates P9
- Prescription Pharmaceutical Operations:

New Drug Development-Taisho Pharmaceutical
P10

Consolidated Financial Data

|  |  |  |  |  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 2016(FY2015) |  |  |  | March 2017(FY2016) |  |  |  |
|  | $\begin{gathered} 1 Q \\ (4-6) \\ \hline \end{gathered}$ | $\begin{gathered} \hline 2 Q \\ (4-9) \\ \hline \end{gathered}$ | $\begin{gathered} 3 Q \\ (4-12) \\ \hline \end{gathered}$ | Full year | $\begin{gathered} 1 Q \\ (4-6) \\ \hline \end{gathered}$ | $\begin{gathered} \text { 2Q E(new) } \\ (4-9) \\ \hline \end{gathered}$ | $2 Q ~ E(p r e v i o u s)$ $(4-9)$ | Full year E |
| Net sales (YOY\%) | $\begin{array}{r} \hline 69,212 \\ (+1.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 145,984 \\ (+2.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 224,978 \\ (+1.5 \%) \\ \hline \end{array}$ | $\begin{gathered} 290,135 \\ (-0.1 \%) \end{gathered}$ | $\begin{array}{r} 69,431 \\ (+0.3 \%) \\ \hline \end{array}$ | $\begin{array}{r} 140,000 \\ (-4.1 \%) \\ \hline \end{array}$ | $\begin{array}{r} 140,000 \\ (-4.1 \%) \end{array}$ | $\begin{array}{r} 285,000 \\ (-1.8 \%) \\ \hline \end{array}$ |
| Self-Medication operations | 43,602 | 92,094 | 138,782 | 180,722 | 43,012 | 91,500 | 91,500 | 185,400 |
| Prescription Pharmaceutical operations | 25,609 | 53,889 | 86,195 | 109,413 | 26,418 | 48,500 | 48,500 | 99,600 |
| Gross profit* | 42,464 | 89,106 | 136,387 | 176,813 | 44,409 | 88,900 | 88,900 | 181,500 |
| Selling, general and administrative expenses | 37,229 | 75,180 | 113,665 | 147,935 | 35,302 | 75,900 | 77,900 | 152,000 |
| Research and development expenses (\% Sales) | $\begin{aligned} & 5,406 \\ & (7.8 \%) \end{aligned}$ | $\begin{array}{r} 10,499 \\ (7.2 \%) \end{array}$ | $\begin{gathered} 15,569 \\ (6.9 \%) \end{gathered}$ | $\begin{array}{r} 21,768 \\ (7.5 \%) \end{array}$ | $\begin{aligned} & 5,050 \\ & (7.3 \%) \end{aligned}$ | $\begin{array}{r} 11,100 \\ (7.9 \%) \end{array}$ | $\begin{array}{r} 12,200 \\ (8.7 \%) \end{array}$ | $\begin{array}{r} 23,400 \\ (8.2 \%) \\ \hline \end{array}$ |
| Advertising expenses | 5,466 | 11,019 | 17,849 | 21,366 | 5,013 | 11,300 | 11,600 | 23,500 |
| Sales promotion expenses | 7,628 | 15,999 | 24,615 | 31,775 | 7,082 | 15,300 | 16,100 | 30,800 |
| Personnel expenses | 9,213 | 18,241 | 27,308 | 36,042 | 9,090 | 18,300 | 18,300 | 36,700 |
| Operating income (YOY\%) | $\begin{array}{r} 5,234 \\ (-39.2 \%) \\ \hline \end{array}$ | $\begin{array}{\|c\|} \hline 13,925 \\ (-14.2 \%) \\ \hline \end{array}$ | $\begin{aligned} & 22,722 \\ & (-8.5 \%) \end{aligned}$ | $\begin{aligned} & \hline 28,878 \\ & (-9.7 \%) \end{aligned}$ | $\begin{array}{r} 9,106 \\ (+74.0 \%) \\ \hline \end{array}$ | $\begin{aligned} & \hline 13,000 \\ & (-6.6 \%) \\ & \hline \end{aligned}$ | $\begin{array}{\|c\|} \hline 11,000 \\ (-21.0 \%) \end{array}$ | $\begin{array}{r} \hline 29,500 \\ (+2.2 \%) \\ \hline \end{array}$ |
| Ordinary income (YOY\%) | $\begin{array}{r} 7,493 \\ (-30.4 \%) \\ \hline \end{array}$ | $\begin{aligned} & 17,680 \\ & (-9.7 \%) \end{aligned}$ | $\begin{aligned} & 29,097 \\ & (-5.8 \%) \end{aligned}$ | $\begin{aligned} & 36,775 \\ & (-7.1 \%) \end{aligned}$ | $\begin{array}{r} 10,422 \\ (+39.1 \%) \\ \hline \end{array}$ | $\begin{array}{\|c\|} \hline 15,500 \\ (-12.3 \%) \\ \hline \end{array}$ | $\begin{gathered} 14,000 \\ (-20.8 \%) \end{gathered}$ | $\begin{aligned} & 36,500 \\ & (-0.7 \%) \end{aligned}$ |
| Profit attributable to owners of parent $\qquad$ (YOY\%) | $\begin{array}{r} 4,686 \\ (-29.6 \%) \\ \hline \end{array}$ | $\begin{gathered} 11,281 \\ (-10.4 \%) \\ \hline \end{gathered}$ | 18,705 (-4.8\%) | $\begin{aligned} & 22,473 \\ & (-8.4 \%) \\ & \hline \end{aligned}$ | $\begin{array}{r} 6,945 \\ (+48.2 \%) \\ \hline \end{array}$ | $\begin{gathered} 10,000 \\ (-11.4 \%) \end{gathered}$ | $\begin{array}{r} 9,000 \\ (-20.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 24,000 \\ (+6.8 \%) \\ \hline \end{array}$ |
| Comprehensive income (YOY\%) | $\begin{array}{r} 6,610 \\ (-37.3 \%) \\ \hline \end{array}$ | $\begin{array}{r} 7,620 \\ (-58.6 \%) \\ \hline \end{array}$ | $\begin{array}{r} 19,940 \\ (-37.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 9,059 \\ (-81.1 \%) \end{array}$ | $\begin{array}{r} 3,455 \\ (-47.7 \%) \\ \hline \end{array}$ | - | - | - |
| Basic EPS (yen) | 57.81 | 139.16 | 230.74 | 277.75 | 86.92 | 125.15 | 112.63 | 300.37 |
| Diluted EPS (yen) | 57.78 | 139.09 | 230.61 | 277.59 | 86.86 | 125.07 | 112.56 | 300.17 |
| BPS (yen) | 7,908.88 | 7,916.70 | 8,012.47 | 7,870.04 | 7,857.63 | 7,941.28 | 7,928.77 | 8,072.90 |
| Dividend per share (yen) | - | 50.00 | - | 100.00 | - | 50.00 | 50.00 | 110.00 |
| Payout ratio | - | - | - | 36.0\% | - | - | - | 36.6\% |
| Capital expenditure | 1,057 | 2,910 | 5,150 | 8,967 | 2,453 | 5,000 | 5,000 | 8,500 |
| Depreciation and amortization | 2,716 | 5,483 | 8,260 | 11,117 | 2,529 | 5,200 | 5,200 | 10,800 |
| Total assets | 770,223 | 768,737 | 789,243 | 759,049 | 751,353 | 761,000 | 760,000 | 771,000 |
| Shareholders' equity | 654,801 | 655,911 | 664,019 | 643,127 | 642,439 | 649,000 | 648,000 | 660,000 |
| Return on equity (\%)** | - | - | - | 3.5\% | - | - | - | 3.8\% |
| Return on assets (\%)** | - | - | - | 2.9\% | - | - | - | 3.1\% |
| Equity ratio (\%) | 83.2\% | 83.5\% | 82.3\% | 82.9\% | 83.6\% | 83.4\% | 83.4\% | 83.7\% |
| Overseas sales | 7,720 | 15,886 | 22,217 | 29,901 | 6,836 | 14,320 | 14,320 | 29,020 |
| Overseas sales ratio (\% of total sales) | 11.2\% | 10.9\% | 9.9\% | 10.3\% | 9.9\% | 10.2\% | 10.2\% | 10.2\% |
| Number of employees | 6,710 | 6,637 | 6,598 | 6,517 | 6,596 | - | - | - |

* After provision/reversal of reserve for returned unsold goods
** Average of the beginning and year-end balance of shareholders' equity / total assets

[^0]Consolidated Balance Sheets

|  | End of FY2015 |  | End of FY2016/1Q |  | change |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (March 31, 16) | \% total | (Jun. 30, 16) | \% total |  |  |  |
| (Assets) |  |  |  |  |  |  |  |
| I Current assets: | 319,670 | 42.1\% | 316,793 | 42.2\% | -2,876 |  |  |
| Cash and deposits | 172,142 |  | 175,290 |  | +3,148 |  |  |
| Notes and accounts receivable-trade | 75,243 |  | 71,703 |  | -3,539 |  |  |
| Marketable securities | 34,316 |  | 29,230 |  | -5,086 | Bond redemptions -5,000 |  |
| Inventories | 26,638 |  | 26,712 |  | +73 |  |  |
| Deferred tax assets | 6,128 |  | 6,411 |  | +282 |  |  |
| Other | 5,201 |  | 7,444 |  | +2,243 |  |  |
| II Fixed assets: | 439,379 | 57.9\% | 434,560 | 57.8\% | -4,819 |  |  |
| (1) Tangible fixed assets: | 98,950 | (13.0\%) | 99,247 | (13.2\%) | +297 |  |  |
| Buildings and structures | 45,979 |  | 45,499 |  | -480 |  |  |
| Machinery, equipment and vehicles | 7,211 |  | 6,761 |  | -450 |  |  |
| Land | 37,473 |  | 37,468 |  | -5 |  |  |
| Other | 8,285 |  | 9,518 |  | +1,233 |  |  |
| (2) Intangible fixed assets: | 38,863 | (5.1\%) | 37,692 | (5.0\%) | -1,171 |  |  |
| Goodwill | 19,046 |  | 18,577 |  | -468 |  |  |
| Sales rights | 4,675 |  | 4,360 |  | -314 |  |  |
| Trademarks | 12,175 |  | 11,694 |  | -481 |  |  |
| Software | 2,419 |  | 2,512 |  | +93 |  |  |
| Other | 547 |  | 546 |  | -0 |  |  |
| (3) Investments and other assets: | 301,565 | (39.7\%) | 297,619 | (39.6\%) | -3,945 |  |  |
| Investment securities | 237,213 |  | 233,691 |  | -3,521 | Gain/loss on valuation -3,137 |  |
| Shares of subsidiaries and affiliates | 54,590 |  | 54,031 |  | -559 |  |  |
| Net defined benefit assets | 568 |  | 625 |  | +56 |  |  |
| Deferred tax assets | 7,869 |  | 7,939 |  | +70 |  |  |
| Other | 1,322 |  | 1,331 |  | +8 |  |  |
| Total assets | 759,049 | 100.0\% | 751,353 | 100.0\% | -7,696 |  |  |


| (Liabilities) <br> I Current liabilities: | 66,646 | 8.8\% | 60,827 | 8.1\% | -5,818 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Notes and accounts payable-trade | 27,082 |  | 23,595 |  | -3,487 |  |
| Accounts payable | 16,753 |  | 14,021 |  | -2,731 |  |
| Accrued income tax | 5,746 |  | 3,535 |  | -2,211 |  |
| Provision for bonuses | 3,855 |  | 2,002 |  | -1,852 |  |
| Other | 13,207 |  | 17,672 |  | +4,464 |  |
| II Long-term liabilities: | 49,275 | 6.5\% | 48,086 | 6.4\% | -1,189 |  |
| Net defined benefit liabilities | 23,713 |  | 23,763 |  | +49 |  |
| Deferred taxes liabilities | 16,333 |  | 15,425 |  | -907 |  |
| Other | 9,228 |  | 8,896 |  | -331 |  |
| Total liabilities | 115,922 | 15.3\% | 108,913 | 14.5\% | -7,008 |  |
| (Net assets) |  |  |  |  |  |  |
| I Shareholders' equity | 600,862 | 79.2\% | 603,801 | 80.4\% | +2,939 |  |
| Common stock | 30,000 | 4.0\% | 30,000 | 4.0\% | - |  |
| Capital surplus | 15,271 | 2.0\% | 15,271 | 2.0\% | +0 |  |
| Retained earnings | 623,255 | 82.1\% | 626,202 | 83.3\% | +2,946 | Profit attributable to owners of parent $+6,945$ Dividend on retained earnings $-3,998$ |
| Treasury stock | -67,664 | -8.9\% | -67,672 | -9.0\% | -7 |  |
| II Accumulated other comprehensive income | 28,029 | 3.7\% | 24,094 | 3.2\% | -3,934 |  |
| Valuation difference on securities | 35,736 | 4.7\% | 33,442 | 4.5\% | -2,293 |  |
| Deferred gains or losses on hedges | -0 | - 0.0\% | -2 | - 0.0\% | -1 |  |
| Foreign currency translation adjustment | 507 | 0.1\% | -1,305 | -0.2\% | -1,812 |  |
| Remeasurements of defined benefit plans | -8,213 | -1.1\% | -8,039 | -1.1\% | +173 |  |
| III Subscription rights to shares | 357 | 0.0\% | 349 | 0.0\% | -7 |  |
| IV Non-controlling interests | 13,878 | 1.8\% | 14,193 | 1.9\% | +315 |  |
| Total net assets | 643,127 | 84.7\% | 642,439 | 85.5\% | -687 |  |
| Total liabilities and net assets | 759,049 | 100.0\% | 751,353 | 100.0\% | -7,696 |  |

Consolidated P/L Statement


## Consolidated Sales Breakdown by Segment/Category

(Millions of yen)

|  | March 2016(FY2015) |  |  |  | March 2017(FY2016) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ (4-9) \end{gathered}$ | $\begin{gathered} 3 Q \\ (4-12) \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{aligned} & \hline 2 \mathrm{Q} \mathrm{E} \\ & (4-9) \end{aligned}$ | Full year E |
| Self-Medication operations (YOY\%) | $\begin{aligned} & \hline 43,602 \\ & (+5.9 \%) \\ & \hline \end{aligned}$ | $\begin{gathered} \hline 92,094 \\ (+4.6 \%) \end{gathered}$ | $\begin{array}{r} 138,782 \\ (+2.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 180,722 \\ (+2.5 \%) \end{array}$ | $\begin{aligned} & \hline 43,012 \\ & (-1.4 \%) \end{aligned}$ | $\begin{aligned} & 91,500 \\ & (-0.6 \%) \\ & \hline \end{aligned}$ | $\begin{array}{r} 185,400 \\ (+2.6 \%) \\ \hline \end{array}$ |
| Japan | 35,145 | 74,717 | 114,464 | 148,125 | 35,560 | 75,700 | 153,800 |
| Overseas | 7,720 | 15,880 | 22,208 | 29,875 | 6,832 | 14,300 | 29,000 |
| Other | 736 | 1,496 | 2,108 | 2,721 | 620 | 1,500 | 2,600 |
| Prescription Pharmaceutical operations (YOY\%) | $\begin{aligned} & \hline 25,609 \\ & (-5.8 \%) \end{aligned}$ | $\begin{aligned} & \hline 53,889 \\ & (+0.3 \%) \end{aligned}$ | $\begin{aligned} & \hline 86,195 \\ & (-0.7 \%) \end{aligned}$ | $\begin{array}{r} 109,413 \\ (-4.2 \%) \end{array}$ | $\begin{gathered} \hline 26,418 \\ (+3.2 \%) \end{gathered}$ | $\begin{gathered} \hline 48,500 \\ (-10.0 \%) \\ \hline \end{gathered}$ | $\begin{aligned} & \hline 99,600 \\ & (-9.0 \%) \end{aligned}$ |
| Ethical drugs | 24,967 | 52,740 | 84,774 | 107,215 | 24,562 | 46,200 | 96,100 |
| Other | 642 | 1,149 | 1,421 | 2,197 | 1,856 | 2,300 | 3,500 |
| Total | 69,212 | 145,984 | 224,978 | 290,135 | 69,431 | 140,000 | 285,000 |

## Consolidated Operating Income by Segment

|  |  |  |  |  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 2016(FY2015) |  |  |  | March 2017(FY2016) |  |  |  |
|  | $\begin{gathered} \hline 1 \mathrm{Q} \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ (4-9) \end{gathered}$ | $\begin{gathered} 3 Q \\ (4-12) \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline \text { 2Q E(new) } \\ (4-9) \end{gathered}$ | 2Q E(previous) <br> (4-9) | Full year E |
| Self-Medication operations (YOY\%) | $\begin{array}{r} 6,067 \\ (-15.1 \%) \end{array}$ | $\begin{aligned} & 14,530 \\ & (-5.0 \%) \end{aligned}$ | $\begin{aligned} & \hline 21,103 \\ & (-8.3 \%) \end{aligned}$ | $\begin{aligned} & \hline 28,393 \\ & (-8.6 \%) \end{aligned}$ | $\begin{array}{r} 7,022 \\ (+15.7 \%) \end{array}$ | $\begin{aligned} & \hline 14,500 \\ & (-0.2 \%) \end{aligned}$ | $\begin{aligned} & \hline 13,300 \\ & (-8.5 \%) \\ & \hline \end{aligned}$ | $\begin{gathered} 29,600 \\ (+4.2 \%) \end{gathered}$ |
| Prescription Pharmaceutical operations (YOY\%) | $\begin{array}{r\|} \hline-537 \\ (-) \end{array}$ | $\begin{array}{r} 36 \\ (-97.6 \%) \end{array}$ | $\begin{gathered} 2,591 \\ (-4.3 \%) \end{gathered}$ | $\begin{array}{r} 1,755 \\ (-15.5 \%) \end{array}$ | $\begin{array}{r} 2,496 \\ (-) \end{array}$ | $\begin{array}{r} \hline-800 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} \hline-1,600 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} 1,300 \\ (-26.0 \%) \end{array}$ |
| Other* (YOY\%) | $\begin{array}{r} \hline-295 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} \hline-641 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} \hline-972 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -1,271 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} \hline-412 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} \hline-700 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} \hline-700 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -1,400 \\ (-) \\ \hline \end{array}$ |
| Total | 5,234 | 13,925 | 22,722 | 28,878 | 9,106 | 13,000 | 11,000 | 29,500 |

* The "Other" segment represents the Company (a pure holding company), which is not attributable to any reportable segment.

Consolidated Sales - Leading Brands of Self-Medication Operations
(Billions of Yen)

|  | March 2016(FY2015) |  |  |  | March 2017(FY2016) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} 2 Q \\ (4-9) \end{gathered}$ | $\begin{gathered} \hline 3 Q \\ (4-12) \end{gathered}$ | Full year | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | YOY | $\begin{aligned} & \hline 2 \mathrm{Q} \mathrm{E} \\ & (4-9) \end{aligned}$ | Full year E | YOY |
| Japan | 35.1 | 74.7 | 114.5 | 148.1 | 35.6 | +1.2\% | 75.7 | 153.8 | +3.8\% |
| Lipovitan series | 15.9 | 33.8 | 49.0 | 60.5 | 15.6 | -1.8\% | 33.6 | 60.4 | -0.2\% |
| Pabron series | 4.1 | 9.9 | 18.0 | 24.8 | 4.3 | +4.7\% | 9.9 | 25.5 | +2.9\% |
| RiUP series | 3.6 | 8.1 | 12.6 | 16.5 | 3.8 | +3.3\% | 7.8 | 16.9 | +1.9\% |
| Livita series | 1.0 | 1.9 | 2.9 | 3.9 | 0.9 | -8.5\% | 1.8 | 4.0 | +2.9\% |
| Gastrointestinal treatment series | 0.9 | 1.9 | 3.1 | 4.1 | 0.9 | +5.0\% | 1.9 | 4.1 | +0.3\% |
| NARON series | 0.5 | 1.4 | 2.8 | 3.6 | 0.5 | +2.2\% | 1.3 | 3.7 | +3.2\% |
| VICKS series | 0.9 | 1.8 | 2.8 | 3.7 | 0.9 | -2.1\% | 1.8 | 3.6 | -2.3\% |
| Colac series | 0.8 | 1.6 | 2.5 | 3.3 | 0.8 | +5.6\% | 1.6 | 3.4 | +0.9\% |
| ZENA series | 0.6 | 1.3 | 2.1 | 2.7 | 0.5 | -12.4\% | 1.5 | 3.3 | +21.7\% |
| Biofermin series | 1.8 | 3.6 | 5.3 | 7.5 | 2.0 | +10.9\% | 4.0 | 8.2 | +10.2\% |
| Overseas | 7.7 | 15.9 | 22.2 | 29.9 | 6.8 | -11.5\% | 14.3 | 29.0 | -2.9\% |
| Energy drinks | 2.5 | 5.4 | 7.9 | 10.3 | 2.5 | -0.5\% | 4.9 | 9.7 | -6.1\% |
| OTC drugs | 4.9 | 10.0 | 13.6 | 18.4 | 4.2 | -14.1\% | 9.1 | 18.5 | +0.6\% |
| Others | 0.7 | 1.5 | 2.1 | 2.7 | 0.6 | -15.8\% | 1.5 | 2.6 | -4.4\% |

(Rounded to the nearest hundred-million)

Lipovitan Series: Sales Breakdown
(Billions of Yen)

|  | March 2016(FY2015) |  |  |  | March 2017(FY2016) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ (4-9) \end{gathered}$ | $\begin{gathered} \hline 3 Q \\ (4-12) \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | YOY | $\begin{aligned} & 2 \mathrm{Q} \mathrm{E} \\ & (4-9) \end{aligned}$ | Full year E | YOY |
| Lipovitan series | 15.9 | 33.8 | 49.0 | 60.5 | 15.6 | -1.8\% | 33.6 | 60.4 | -0.2\% |
| Lipovitan D | 10.2 | 21.9 | 31.6 | 38.6 | 10.2 | -0.5\% | 21.7 | 38.6 | -0.1\% |
| Others | 5.7 | 11.8 | 17.4 | 21.9 | 5.4 | -4.2\% | 11.8 | 21.8 | -0.4\% |
| (100mL other Lipovitans) | 3.6 | 7.6 | 11.0 | 13.9 | 3.5 | -2.3\% | 7.7 | 14.0 | +0.7\% |
| (50mL other Lipovitans) | 2.1 | 4.2 | 6.4 | 8.0 | 1.9 | -7.6\% | 4.1 | 7.8 | -2.2\% |

[^1]Consolidated Sales - Leading Brands of Self-Medication Operations
(Billions of Yen)

|  | March 2015(FY2014) |  |  |  | March 2016(FY2015) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 Q \\ (4-9) \end{gathered}$ | $\begin{gathered} 3 Q \\ (4-12) \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | YOY | $\begin{gathered} 2 \mathrm{Q} \mathrm{E}(\mathrm{new}) \\ (4-9) \end{gathered}$ | 2Q E(previous) $(4-9)$ | Full year E | YOY |
| Edirol | 4.4 | 9.6 | 15.2 | 19.8 | 5.8 | +31.3\% | 11.1 | 10.9 | 22.4 | +12.9\% |
| ZOSYN | 6.6 | 14.5 | 22.8 | 27.3 | 4.2 | -35.3\% | 8.3 | 8.3 | 15.4 | -43.6\% |
| Clarith | 2.5 | 5.2 | 9.2 | 12.0 | 2.2 | -10.4\% | 4.0 | 4.0 | 9.8 | -18.3\% |
| Bonviva | 1.1 | 2.4 | 3.7 | 4.9 | 1.7 | +54.9\% | 3.1 | 3.1 | 6.6 | +34.0\% |
| Palux | 1.6 | 3.2 | 4.9 | 6.2 | 1.5 | -5.8\% | 2.6 | 2.6 | 5.1 | -17.8\% |
| Geninax | 0.4 | 1.1 | 3.2 | 4.3 | 1.1 | +178.5\% | 2.7 | 2.7 | 5.0 | +16.6\% |
| OZEX | 1.4 | 2.7 | 4.8 | 5.9 | 1.1 | -18.2\% | 2.0 | 2.0 | 4.6 | -21.6\% |
| Biofermin | 0.9 | 1.7 | 2.6 | 3.6 | 1.0 | +18.1\% | 1.9 | 1.9 | 3.8 | +6.8\% |
| Lusefi | 0.5 | 0.5 | 0.7 | 0.9 | 0.5 | -4.1\% | 1.0 | 0.6 | 2.6 | +194.5\% |
| LOQOA | - | - | - | 0.4 | 0.3 | - | 0.5 | 0.4 | 1.8 | +312.8\% |

(Rounded to the nearest hundred-million)

## Consolidated: Capital Expenditure

| (Millions of yen) |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 2016(FY2015) |  |  |  | March 2017(FY2016) |  |  |
|  | $\begin{gathered} \hline 1 Q \\ (4-6) \\ \hline \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ (4-9) \end{gathered}$ | $\begin{gathered} 3 Q \\ (4-12) \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{aligned} & \hline 2 \mathrm{Q} \mathrm{E} \\ & (4-9) \\ & \hline \end{aligned}$ | Full year E |
| Total capital expenditure | 1,057 | 2,910 | 5,150 | 8,967 | 2,453 | 5,000 | 8,500 |
| Taisho Pharmaceutical | 826 | 2,416 | 4,174 | 7,324 | 2,268 | 4,000 | 6,700 |
| Omiya Factory | 201 | 491 | 682 | 868 | 28 | 480 | 1,000 |
| Hanyu Factory | 0 | 0 | 1 | 21 | - | 20 | 60 |
| Okayama Factory | 3 | 5 | 5 | 28 | 0 | 10 | 70 |
| Research Center | 30 | 315 | 381 | 1,053 | 134 | 330 | 950 |
| Others | 590 | 1,603 | 3,102 | 5,351 | 2,105 | 3,160 | 4,620 |
| Other subsidiaries | 230 | 494 | 976 | 1,642 | 185 | 1,000 | 1,800 |

## Consolidated: Depreciation and Amortization



## Consolidated: R\&D Expenses

|  |  |  |  |  | (Millions of yen) |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 2016(FY2015) |  |  |  | March 2017(FY2016) |  |  |  |
|  | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ (4-9) \end{gathered}$ | $\begin{gathered} 3 Q \\ (4-12) \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \\ \hline \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \text { E(new) } \\ (4-9) \\ \hline \end{gathered}$ | $\begin{gathered} \text { 2Q E(previous) } \\ (4-9) \end{gathered}$ | Full year E |
| Total R\&D expenses | 5,406 | 10,499 | 15,569 | 21,768 | 5,050 | 11,100 | 12,200 | 23,400 |
| Self-Medication operations | 1,210 | 2,524 | 3,725 | 5,497 | 1,320 | 2,900 | 3,300 | 6,200 |
| Prescription Pharmaceutical operations | 4,195 | 7,975 | 11,844 | 16,270 | 3,730 | 8,200 | 8,900 | 17,200 |

## Results of Major Consolidated Subsidiaries

Sales and earnings of Taisho Pharmaceutical
(Billions of Yen)

|  | March 2016(FY2015) |  |  |  | March 2016(FY2015) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} 2 \mathrm{Q} \\ (4-9) \end{gathered}$ | $\begin{gathered} \hline 3 Q \\ (4-12) \\ \hline \end{gathered}$ | Full year | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | YOY | $\begin{gathered} \hline 2 \mathrm{Q} \text { E(new) } \\ (4-9) \\ \hline \end{gathered}$ | 2Q E(previous) <br> (4-9) | Full year E | YOY |
| Net Sales | 46.6 | 98.4 | 152.5 | 198.4 | 49.2 | +5.5\% | 100.9 | 100.9 | 207.3 | +4.5\% |
| Self-Medication | 35.5 | 75.6 | 115.7 | 150.1 | 35.9 | +0.9\% | 76.7 | 76.7 | 155.7 | +3.7\% |
| Prescription Pharmaceutical | 11.1 | 22.9 | 36.8 | 48.3 | 13.4 | +20.2\% | 24.2 | 24.2 | 51.6 | +6.7\% |
| Operating income | 2.5 | 7.9 | 14.2 | 19.5 | 5.9 | +137.1\% | 9.1 | 7.1 | 21.4 | +9.6\% |
| Ordinary income | 5.6 | 12.2 | 18.7 | 24.3 | 6.6 | +18.0\% | 12.2 | 10.7 | 25.6 | +5.5\% |
| Profit | 4.5 | 9.5 | 14.2 | 17.8 | 5.2 | +16.8\% | 9.8 | 8.8 | 19.7 | +10.7\% |

(Rounded to the nearest hundred-million)

Sales and earnings of Taisho Toyama Pharmaceutical
(Billions of Yen)

|  | March 2016(FY2015) |  |  |  | March 2016(FY2015) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} 2 Q \\ (4-9) \end{gathered}$ | $\begin{gathered} \hline 3 Q \\ (4-12) \\ \hline \end{gathered}$ | Full year | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | YOY | $\begin{aligned} & \hline 2 \mathrm{Q} \mathrm{E} \\ & (4-9) \end{aligned}$ | Full year E | YOY |
| Net Sales | 25.0 | 52.7 | 84.8 | 107.2 | 24.6 | -1.6\% | 46.2 | 96.1 | -10.4\% |
| Operating income | 0.3 | 1.3 | 2.8 | 2.7 | 1.4 | +307.1\% | 1.1 | 2.3 | -14.8\% |
| Ordinary income | 0.3 | 1.3 | 2.8 | 2.7 | 1.4 | +304.4\% | 1.1 | 2.3 | -15.0\% |
| Profit | 0.1 | 0.7 | 1.7 | 1.4 | 0.9 | +816.7\% | 0.7 | 1.5 | +6.3\% |

(Rounded to the nearest hundred-million'
Sales and earnings of Taisho Toyama Pharmaceutical are included in the consolidated results of Prescrition Pharmaceutical operations

| Sales and earnings of Biofermin Pharmaceutical |  |  |  |  | (Billions of Yen) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 2016(FY2015) |  |  |  | March 2016(FY2015) |  |  |  |  |
|  | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ (4-9) \end{gathered}$ | $\begin{gathered} \hline 3 Q \\ (4-12) \\ \hline \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \\ \hline \end{gathered}$ | YOY | $\begin{aligned} & \hline 2 \mathrm{Q} \mathrm{E} \\ & (4-9) \\ & \hline \end{aligned}$ | Full year E | YOY |
| Net Sales | 2.7 | 5.4 | 7.2 | 9.7 | 2.6 | -4.9\% | 4.9 | 10.3 | +6.6\% |
| Self-Medication | 1.8 | 3.8 | 4.9 | 6.6 | 1.7 | -6.9\% | 3.3 | 6.7 | +1.7\% |
| Prescription Pharmaceutical | 0.8 | 1.6 | 2.2 | 3.1 | 0.8 | -0.6\% | 1.7 | 3.6 | +17.1\% |
| Operating income | 0.9 | 1.7 | 1.8 | 2.3 | 0.7 | -19.0\% | 1.2 | 2.4 | +3.2\% |
| Ordinary income | 0.9 | 1.7 | 1.9 | 2.3 | 0.8 | -19.3\% | 1.3 | 2.4 | +3.2\% |
| Profit | 0.6 | 1.2 | 1.3 | 1.6 | 0.5 | -18.5\% | 0.9 | 1.7 | +6.9\% |

Major Subsidiaries and Affiliates

| (As of June 30, 2016) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Company | Address | Capital | Business | Ownership* |
| (1) Consolidated susidiaries <br> Taisho Pharmaceutical Co.,Ltd. | Tokyo, Japan | $\begin{array}{r} , 000 \mathrm{Yen} \\ 29,804,450 \\ \hline \end{array}$ | $\begin{gathered} \text { SMG } \\ \text { PD } \\ \hline \end{gathered}$ | 100.0 |
| MEJIRO KOSAN Co., Ltd. | Tokyo, Japan | $\begin{array}{r} \text {,000 Yen } \\ 600,000 \\ \hline \end{array}$ | SMG | 100.0 |
| Taisho Okinawa Co.,Ltd. | Okinawa, Japan | $\begin{array}{r} \hline, 000 \mathrm{Yen} \\ 50,000 \\ \hline \end{array}$ | SMG | 100.0 |
| Taisho M.T.C. Co.,Ltd. | Tokyo, Japan | $\begin{array}{r} \text {,000 Yen } \\ 400,000 \\ \hline \end{array}$ | SMG | 60.0 |
| Taisho Pharmaceutical Logistics Co.,Ltd. | Saitama, Japan | $\begin{array}{r} \hline, 000 \mathrm{Yen} \\ 30,000 \\ \hline \end{array}$ | SMG | 100.0 |
| Biofermin Pharmaceutical Co., Ltd. | Hyogo, Japan | $\begin{array}{r} \hline, 000 \mathrm{Yen} \\ 1,227,000 \\ \hline \end{array}$ | $\begin{gathered} \hline \text { SMG } \\ \text { PD } \end{gathered}$ | 64.0 |
| Taisho Toyama Pharmaceutical Co.,Ltd. | Tokyo, Japan | $\begin{array}{r} \hline, 000 \mathrm{Yen} \\ 2,000,000 \\ \hline \end{array}$ | PD | 70.3 |
| TAISHO ACTIVE HEALTH Co., Ltd. | Tokyo, Japan | $\begin{array}{r} \hline, 000 \mathrm{Yen} \\ 100,000 \\ \hline \end{array}$ | SMG | 55.0 |
| TOKUHON Corporation | Tokyo, Japan | $\begin{array}{r} \text {,000 Yen } \\ 300,000 \\ \hline \end{array}$ | $\begin{gathered} \hline \text { SMG } \\ \text { PD } \end{gathered}$ | 100.0 |
| Taisho Pharmaceutical (Taiwan) Co.,Ltd. | Taiwan | $\begin{array}{r} \hline, 000 \mathrm{NT} \mathrm{\$} \\ 200,000 \\ \hline \end{array}$ | SMG | 100.0 |
| Taisho Pharmaceutical California Inc. | U.S.A. | $\begin{aligned} & \hline, 000 \text { US\$ } \\ & 41,050 \\ & \hline \end{aligned}$ | SMG | 100.0 |
| Taisho Pharmaceuticals (Philippines), Inc. | Philippines | $\begin{aligned} & \hline, 000 \text { Peso } \\ & 18,900 \\ & \hline \end{aligned}$ | SMG | 100.0 |
| Taisho Co.,Ltd. Shanghai | China | $\begin{array}{r} \hline, 000 \mathrm{CNY} \\ 132,621 \end{array}$ | SMG | 100.0 |
| Taisho Vietnam Co.,Ltd. | Vietnam | $\begin{array}{r} , 000 \mathrm{VND} \\ 170,754,300 \\ \hline \end{array}$ | SMG | 100.0 |
| Taisho Pharmaceutical (H.K.) Ltd. | China | $\begin{array}{r\|} \hline, 000 \mathrm{HK} \mathrm{\$} \\ 163,000 \\ \hline \end{array}$ | SMG | 100.0 |
| Osotspa Taisho Pharmaceutical Co., Ltd. | Thailand | $\begin{array}{r\|} \hline, 000 \mathrm{THB} \\ 100,000 \end{array}$ | SMG | 60.0 |
| Taisho Pharmaceutical R\&D Inc. | U.S.A. | $\begin{array}{r} \hline, 000 \text { US\$ } \\ 4,000 \end{array}$ | PD | 100.0 |
| PT. Taisho Pharmaceutical Indonesia Tbk | Indonesia | $\begin{array}{r} \hline, 000 \text { rupiah } \\ 10,240,000 \\ \hline \end{array}$ | SMG | 98.0 |
| Taisho Pharmaceutical Singapore Private Limited | Singapore | $\begin{array}{r} \hline, 000 \text { US\$ } \\ 1,000 \\ \hline \end{array}$ | SMG | 100.0 |
| Hoepharma Holdings Sdn. Bhd. | Malaysia | $\begin{aligned} & \hline, 000 \mathrm{MYR} \\ & 32,380 \\ & \hline \end{aligned}$ | SMG | 100.0 |
| Compañía Internacional de Comercio, S.A.P.I. de C.V. | Mexico | $\begin{array}{r} \hline, 000 \mathrm{MXN} \\ 122,467 \\ \hline \hline \end{array}$ | SMG | 100.0 |
| (2) Equity accounting method |  |  |  |  |
| Toyama Chemical Co.,Ltd. | Tokyo, Japan | $\begin{array}{r} , 000 \text { Yen } \\ 10,000,000 \\ \hline \end{array}$ | PD | 34.0 |
| Yomeishu Seizo Co., Ltd. | Tokyo, Japan | $\begin{array}{r} \text {,000 Yen } \\ 1,650,000 \\ \hline \end{array}$ | SMG | 24.1 |

SMG=Self-Medication operations PD=Prescription Pharmaceutical operations
*Ownership: including the portion of indirect ownership

## Prescription Pharmaceutical Operations: <br> New Drug Development - Taisho Pharmaceutical

In Japan

## Phase 2

TS-091 (Oral)
< Application > Central disorders of hypersomnolence
< Development > In-house

## TS-152 (Injection)

< Application > Rheumatoid arthritis
< Development > In-license (Licensor: Ablynx)
< Description > Anti-TNF(Tumor Necrosis Factor)- $\alpha$ antibody
< Remarks > Generic name: Ozoralizumab
TS-141 (Oral)
< Application > Childhood Attention-Deficit/Hyperactivity Disorder
< Development > In-house

## Overseas

## Phase 1

TS-071 (Oral)
< Target disease > Type 2 diabetes
< In-house/Licensed-in > In-house
< Description > Sodium-glucose cotransporter 2 (SGLT2) inhibitor
< Remarks > Generic name: Luseogliflozin Hydrate In Japan: Launched on May 23, 2014 (Product name: Lusefi)

TS-121 (Oral)
< Target disease > Depression
< In-house/Licensed-in > In-house

## TS-091 (Oral)

< Target disease > Central disorders of hypersomnolence
< In-house/Licensed-in > In-house

## TS-134 (Oral)

< Target disease > Schizophrenia
< In-house/Licensed-in > In-house


[^0]:    <Reference>
    -E=Estimates

    - The 2Q forecasts (previous) for the fiscal year ending March 31, 2017 were announced on May 16, 2016.

[^1]:    (Rounded to the nearest hundred-million)

