## Reference Data

## 1st Quarter - Fiscal Year 2017 <br> (April 1, 2017 to June 30, 2017)

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Consolidated Financial Data


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


## <Reference>

[^0]Consolidated Balance Sheets

 (Millions of yen)


| (Liabilities) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| I Current liabilities: | 58,097 | 7.5\% | 59,720 | 7.7\% | +1,622 |  |
| Notes and accounts payable-trade | 23,327 |  | 21,108 |  | -2,218 |  |
| Accounts payable | 13,047 |  | 13,669 |  | +622 |  |
| Accrued income tax | 5,774 |  | 4,460 |  | -1,314 |  |
| Provision for bonuses | 3,854 |  | 2,019 |  | -1,834 |  |
| Other | 12,094 |  | 18,462 |  | +6,367 |  |
| II Long-term liabilities: | 48,036 | 6.2\% | 49,828 | 6.4\% | +1,791 |  |
| Net defined benefit liabilities | 23,505 |  | 23,484 |  | -20 |  |
| Deferred taxes liabilities | 16,130 |  | 18,082 |  | +1,951 |  |
| Other | 8,400 |  | 8,261 |  | -138 |  |
| Total liabilities | 106,134 | 13.8\% | 109,549 | 14.1\% | +3,414 |  |
| (Net assets) |  |  |  |  |  |  |
| I Shareholders' equity | 621,583 | 80.6\% | 622,311 | 79.8\% | +728 |  |
| Common stock | 30,000 | 3.9\% | 30,000 | 3.8\% | - |  |
| Capital surplus | 15,272 | 2.0\% | 15,272 | 2.0\% | -0 |  |
| Retained earnings | 644,038 | 83.5\% | 644,775 | 82.7\% | +736 | Profit attributable to owners of parent \|+5,543 <br> Dividend on retained earnings -4,798 |
| Treasury stock | -67,727 | -8.8\% | -67,735 | -8.7\% | -7 |  |
| II Accumulated other comprehensive income | 27,875 | 3.6\% | 32,066 | 4.1\% | +4,190 |  |
| Valuation difference on securities | 36,234 | 4.7\% | 41,562 | 5.3\% | +5,328 |  |
| Deferred gains or losses on hedges | 0 | 0.0\% | 0 | 0.0\% | -0 |  |
| Foreign currency translation adjustment | -2,195 | -0.3\% | -3,467 | -0.4\% | -1,271 |  |
| Remeasurements of defined benefit plans | -6,162 | -0.8\% | -6,029 | -0.8\% | +133 |  |
| III Subscription rights to shares | 478 | 0.1\% | 471 | 0.1\% | -7 |  |
| IV Non-controlling interests | 15,150 | 2.0\% | 14,960 | 1.9\% | -190 |  |
| Total net assets | 665,088 | 86.2\% | 669,809 | 85.9\% | +4,721 |  |
| Total liabilities and net assets | 771,222 | 100.0\% | 779,358 | 100.0\% | +8,136 |  |

Consolidated P/L Statement


Consolidated Sales Breakdown by Segment/Category

|  |  |  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 2017(FY2016) |  |  |  | March 2018(FY2017) |  |  |
|  | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 Q \\ (4-9) \end{gathered}$ | $\begin{gathered} \hline 3 Q \\ (4-12) \\ \hline \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{aligned} & 2 Q E \\ & (4-9) \end{aligned}$ | Full year E |
| Self-Medication operations (YOY\%) | $\begin{aligned} & 43,012 \\ & (-1.4 \%) \end{aligned}$ | $\begin{aligned} & 90,457 \\ & (-1.8 \%) \end{aligned}$ | $\begin{array}{r} 138,160 \\ (-0.4 \%) \\ \hline \end{array}$ | $\begin{array}{r} 179,992 \\ (-0.4 \%) \\ \hline \end{array}$ | $\begin{gathered} 44,823 \\ (+4.2 \%) \end{gathered}$ | $\begin{aligned} & 89,300 \\ & (-1.3 \%) \end{aligned}$ | $\begin{array}{r} 181,300 \\ (+0.7 \%) \\ \hline \end{array}$ |
| Japan | 35,560 | 75,344 | 115,723 | 149,733 | 35,949 | 73,600 | 149,300 |
| Overseas | 6,832 | 13,757 | 20,347 | 27,507 | 8,281 | 14,300 | 29,500 |
| Other | 620 | 1,355 | 2,090 | 2,751 | 592 | 1,400 | 2,500 |
| Prescription Pharmaceutical operations (YOY\%) | $\begin{gathered} 26,418 \\ (+3.2 \%) \\ \hline \end{gathered}$ | $\begin{aligned} & 50,550 \\ & (-6.2 \%) \\ & \hline \end{aligned}$ | $\begin{aligned} & 78,270 \\ & (-9.2 \%) \\ & \hline \end{aligned}$ | $\begin{aligned} & 99,781 \\ & (-8.8 \%) \\ & \hline \end{aligned}$ | $\begin{gathered} 23,709 \\ (-10.3 \%) \\ \hline \end{gathered}$ | $\begin{aligned} & 48,200 \\ & (-4.7 \%) \\ & \hline \end{aligned}$ | $\begin{aligned} & 97,700 \\ & (-2.1 \%) \\ & \hline \end{aligned}$ |
| Ethical drugs | 24,562 | 48,140 | 75,451 | 96,126 | 22,732 | 46,800 | 95,100 |
| Other | 1,856 | 2,410 | 2,819 | 3,655 | 976 | 1,400 | 2,600 |
| Total | 69,431 | 141,007 | 216,431 | 279,773 | 68,532 | 137,500 | 279,000 |

Consolidated Operating Income by Segment

|  |  |  |  |  | (Millions of yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 2017(FY2015) |  |  |  | March 2017(FY2016) |  |  |
|  | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ (4-9) \end{gathered}$ | $\begin{gathered} \hline 3 Q \\ (4-12) \\ \hline \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline \text { 2Q E(new) } \\ (4-9) \end{gathered}$ | Full year E |
| Self-Medication operations (YOY\%) | $\begin{array}{r} 7,022 \\ (+15.7 \%) \\ \hline \end{array}$ | $\begin{gathered} 15,203 \\ (+4.6 \%) \end{gathered}$ | $\begin{gathered} 22,744 \\ (+7.8 \%) \end{gathered}$ | $\begin{gathered} 30,106 \\ (+6.0 \%) \end{gathered}$ | $\begin{array}{r} 5,843 \\ (-16.8 \%) \\ \hline \end{array}$ | $\begin{array}{r} 11,700 \\ (-23.0 \%) \\ \hline \end{array}$ | $\begin{gathered} 26,000 \\ (-13.6 \%) \end{gathered}$ |
| Prescription Pharmaceutical operations (YOY\%) | $\begin{array}{r} 2,496 \\ \quad(-) \\ \hline \end{array}$ | $\begin{array}{r} 2,272 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} 4,981 \\ (+92.2 \%) \\ \hline \end{array}$ | $\begin{array}{r} 3,352 \\ (+90.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 1,414 \\ (-43.3 \%) \\ \hline \end{array}$ | $\begin{array}{r} 500 \\ (-78.0 \%) \\ \hline \end{array}$ | $\begin{array}{r} 3,900 \\ (+16.3 \%) \\ \hline \end{array}$ |
| Other* (YOY\%) | $\begin{array}{r} -412 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -820 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -1,165 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -1,492 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -316 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -700 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -1,400 \\ (-) \\ \hline \end{array}$ |
| Total | 9,106 | 16,655 | 26,560 | 31,966 | 6,941 | 11,500 | 28,500 |

[^1]Consolidated Sales - Leading Brands of Self-Medication Operations

|  |  |  |  |  | March 2018(FY2017) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 2017(FY2016) |  |  |  |  |  |  |  |  |
|  | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ (4-9) \end{gathered}$ | $\begin{gathered} 3 Q \\ (4-12) \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | YOY | $\begin{aligned} & 2 \mathrm{Q} \mathrm{E} \\ & (4-9) \end{aligned}$ | Full year E | YOY |
| Japan | 35.6 | 75.3 | 115.7 | 149.7 | 35.9 | +1.1\% | 73.6 | 149.3 | -0.3\% |
| Lipovitan series | 15.6 | 33.0 | 47.4 | 58.5 | 14.6 | -6.3\% | 31.4 | 56.8 | -2.9\% |
| Pabron series | 4.3 | 10.2 | 18.8 | 26.3 | 4.6 | +7.9\% | 10.5 | 26.9 | +2.2\% |
| RiUP series | 3.8 | 7.9 | 12.3 | 16.1 | 3.7 | -1.9\% | 7.7 | 15.9 | -1.0\% |
| VICKS series | 0.5 | 1.5 | 2.9 | 3.6 | 0.5 | -7.9\% | 1.5 | 4.2 | +15.0\% |
| Gastrointestinal treatment series | 0.9 | 1.8 | 3.0 | 4.0 | 0.9 | +1.7\% | 1.8 | 3.9 | -2.3\% |
| Livita series | 0.9 | 1.9 | 2.9 | 3.8 | 0.9 | -4.5\% | 1.7 | 3.6 | -5.6\% |
| NARON series | 0.9 | 1.7 | 2.6 | 3.4 | 0.7 | -14.6\% | 1.6 | 3.5 | +4.1\% |
| Colac series | 0.8 | 1.6 | 2.5 | 3.3 | 0.9 | +8.7\% | 1.6 | 3.3 | +0.3\% |
| Biofermin series | 2.0 | 4.2 | 6.7 | 8.8 | 2.4 | +17.6\% | 3.6 | 7.9 | -10.6\% |
| Overseas | 6.8 | 13.8 | 20.3 | 27.5 | 8.3 | +21.2\% | 14.3 | 29.5 | +7.2\% |
| Energy drinks | 2.5 | 4.9 | 7.2 | 9.4 | 2.8 | +12.5\% | 5.0 | 9.9 | +5.6\% |
| OTC drugs | 4.2 | 8.5 | 12.6 | 17.2 | 5.1 | +20.6\% | 8.7 | 18.3 | +6.6\% |
| Others | 0.6 | 1.4 | 2.1 | 2.8 | 0.6 | -4.5\% | 1.4 | 2.5 | -9.1\% |

(Rounded to the nearest hundred-million)

Lipovitan Series: Sales Breakdown
(Billions of Yen)

|  | March 2017(FY2016) |  |  |  | March 2018(FY2017) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} 2 Q \\ (4-9) \end{gathered}$ | $\begin{gathered} 3 Q \\ (4-12) \\ \hline \end{gathered}$ | Full year | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | YOY | $\begin{aligned} & 2 \mathrm{Q} \mathrm{E} \\ & (4-9) \end{aligned}$ | Full year E | YOY |
| Lipovitan series | 15.6 | 33.0 | 47.4 | 58.5 | 14.6 | -6.3\% | 31.4 | 56.8 | -2.9\% |
| Lipovitan D | 10.2 | 21.4 | 30.5 | 37.2 | 9.5 | -6.6\% | 20.4 | 36.1 | -3.1\% |
| Others | 5.4 | 11.6 | 17.0 | 21.3 | 5.1 | -5.7\% | 11.0 | 20.7 | -2.5\% |
| (100mL other Lipovitans) | 3.5 | 7.4 | 10.8 | 13.5 | 3.4 | -3.1\% | 7.1 | 13.2 | -2.3\% |
| (50mL other Lipovitans) | 1.9 | 4.2 | 6.1 | 7.7 | 1.7 | -10.4\% | 3.9 | 7.5 | -2.8\% |

(Rounded to the nearest hundred-million)

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

|  | March 2017(FY2016) |  |  |  | March 2018(FY2017) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} 2 Q \\ (4-9) \end{gathered}$ | $\begin{gathered} 3 Q \\ (4-12) \end{gathered}$ | Full year | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | YOY | $\begin{aligned} & \hline 2 Q E \\ & (4-9) \end{aligned}$ | Full year E | YOY |
| Edirol | 5.8 | 11.3 | 17.5 | 22.6 | 6.2 | +8.0\% | 12.3 | 25.0 | +10.6\% |
| ZOSYN | 4.2 | 8.3 | 12.7 | 15.5 | 2.8 | -34.3\% | 5.6 | 9.5 | -38.8\% |
| Clarith | 2.2 | 4.0 | 7.2 | 9.3 | 1.9 | -14.7\% | 3.7 | 8.5 | -8.8\% |
| Bonviva | 1.7 | 3.1 | 4.6 | 5.9 | 1.6 | -5.8\% | 3.4 | 7.1 | +20.1\% |
| Palux | 1.5 | 2.8 | 4.2 | 5.4 | 1.3 | -13.0\% | 2.5 | 4.8 | -10.4\% |
| Lusefi | 0.5 | 1.5 | 2.1 | 2.9 | 1.2 | +157.9\% | 2.1 | 4.8 | +67.1\% |
| OZEX | 1.1 | 2.2 | 4.1 | 4.9 | 0.9 | -19.1\% | 2.1 | 4.7 | -4.3\% |
| Geninax | 1.1 | 2.7 | 3.9 | 5.2 | 0.2 | -77.8\% | 2.0 | 4.5 | -13.5\% |
| Biofermin | 1.0 | 2.0 | 3.0 | 3.9 | 1.2 | +11.8\% | 2.1 | 4.2 | +6.9\% |
| LOQOA | 0.3 | 0.5 | 1.1 | 1.8 | 0.8 | +199.5\% | 1.6 | 3.6 | +98.5\% |

(Rounded to the nearest hundred-million)

## Consolidated: Capital Expenditure

|  | (Millions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 2017(FY2016) |  |  |  | March 2018(FY2017) |  |  |
|  | $\begin{gathered} 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ (4-9) \\ \hline \end{gathered}$ | $\begin{gathered} 3 Q \\ (4-12) \end{gathered}$ | Full year | $\begin{gathered} \hline 1 \mathrm{Q} \\ (4-6) \\ \hline \end{gathered}$ | $\begin{aligned} & \hline 2 \mathrm{Q} \mathrm{E} \\ & (4-9) \\ & \hline \end{aligned}$ | Full year E |
| Total capital expenditure | 2,453 | 4,262 | 5,040 | 7,011 | 685 | 2,260 | 5,790 |
| Taisho Pharmaceutical | 2,268 | 3,668 | 4,343 | 6,013 | 539 | 1,860 | 4,590 |
| Production department | 28 | 387 | 586 | 1,104 | 195 | 440 | 1,270 |
| Research department | 134 | 381 | 509 | 893 | 209 | 450 | 1,050 |
| Head Office and the others | 2,105 | 2,899 | 3,246 | 4,015 | 134 | 970 | 2,270 |
| Other subsidiaries | 185 | 593 | 696 | 998 | 145 | 400 | 1,200 |

## Consolidated: Depreciation and Amortization

|  | (Millions of yen) |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | March 2017(FY2016) |  |  |  | March 2018(FY2017) |  |  |
|  | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ (4-9) \end{gathered}$ | $\begin{gathered} \hline 3 Q \\ (4-12) \end{gathered}$ | 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 |
| Depreciation and amortization | 2,529 | 5,099 | 7,732 | 10,423 | 2,474 | 5,000 | 10,300 |
| Cost of sales | 851 | 1,670 | 2,524 | 3,411 | 751 | 1,500 | 3,200 |
| SGA expenses | 1,678 | 3,429 | 5,207 | 7,011 | 1,722 | 3,500 | 7,100 |

Consolidated: R\&D Expenses

|  | March 2017(FY2016) |  |  |  | March 2018(FY2017) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 Q \\ (4-9) \end{gathered}$ | $\begin{gathered} 3 Q \\ (4-12) \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{aligned} & \hline 2 \mathrm{Q} \mathrm{E} \\ & (4-9) \end{aligned}$ | Full year E |
| Total R\&D expenses | 5,050 | 10,496 | 15,519 | 21,260 | 5,291 | 12,400 | 24,000 |
| Self-Medication operations | 1,320 | 2,825 | 4,104 | 5,497 | 1,495 | 3,400 | 6,400 |
| Prescription Pharmaceutical operations | 3,730 | 7,670 | 11,415 | 15,763 | 3,796 | 9,000 | 17,600 |

## Results of Major Consolidated Subsidiaries

Sales and earnings of Taisho Pharmaceutical
(Billions of Yen)

|  | March 2017(FY2016) |  |  |  | March 2018(FY2017) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 Q \\ (4-9) \end{gathered}$ | $\begin{gathered} \hline 3 Q \\ (4-12) \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | YOY | $\begin{aligned} & 2 Q E \\ & (4-9) \end{aligned}$ | Full year E | YOY |
| Net Sales | 49.2 | 101.6 | 156.4 | 203.1 | 49.3 | +0.2\% | 99.8 | 204.3 | +0.6\% |
| Self-Medication | 35.9 | 76.2 | 117.2 | 152.0 | 36.4 | +1.4\% | 74.4 | 150.8 | -0.8\% |
| Prescription Pharmaceutical | 13.4 | 25.4 | 39.2 | 51.1 | 12.9 | -3.2\% | 25.4 | 53.5 | +4.6\% |
| Operating income | 5.9 | 11.1 | 17.9 | 23.1 | 3.8 | -35.1\% | 7.1 | 19.4 | -15.9\% |
| Ordinary income | 6.6 | 13.8 | 20.9 | 26.5 | 7.9 | +19.2\% | 12.7 | 25.5 | -3.6\% |
| Profit | 5.2 | 10.5 | 16.0 | 20.1 | 6.1 | +17.5\% | 10.8 | 20.1 | +0.5\% |

(Rounded to the nearest hundred-million)

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

|  | March 2017(FY2016) |  |  |  | March 2018(FY2017) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ (4-9) \end{gathered}$ | $\begin{gathered} 3 Q \\ (4-12) \\ \hline \end{gathered}$ | Full year | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | YOY | $\begin{aligned} & \hline 2 \mathrm{Q} \mathrm{E} \\ & (4-9) \end{aligned}$ | Full year E | YOY |
| Net Sales | 24.6 | 48.1 | 75.5 | 96.1 | 22.7 | -7.5\% | 46.8 | 95.1 | -1.1\% |
| Operating income | 1.4 | 2.0 | 2.9 | 2.0 | 0.4 | -74.4\% | 1.1 | 2.3 | +11.6\% |
| Ordinary income | 1.4 | 2.0 | 3.0 | 2.1 | 0.4 | -74.0\% | 1.1 | 2.3 | +8.7\% |
| Profit | 0.9 | 1.3 | 1.9 | 1.3 | 0.2 | -74.2\% | 0.7 | 1.4 | +13.0\% |

(Rounded to the nearest hundred-million)
Sales and earnings of Taisho Toyama Pharmaceutical are included in the consolidated results of Prescrip tion Pharmaceutical operations.

Sales and earnings of Biofermin Pharmaceutical
(Billions of Yen)

|  | March 2017(FY2016) |  |  |  | March 2018(FY2017) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline 1 Q \\ (4-6) \end{gathered}$ | $\begin{gathered} \hline 2 \mathrm{Q} \\ (4-9) \end{gathered}$ | $\begin{gathered} \hline 3 Q \\ (4-12) \end{gathered}$ | 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 |
| Net Sales | 2.6 | 5.1 | 8.1 | 10.6 | 3.0 | +17.6\% | 5.7 | 10.6 | +0.0\% |
| Self-Medication | 1.7 | 3.4 | 5.5 | 7.3 | 2.0 | +13.9\% | 4.0 | 7.2 | -1.2\% |
| Prescription Pharmaceutical | 0.8 | 1.7 | 2.6 | 3.4 | 1.1 | +25.3\% | 1.7 | 3.4 | +2.6\% |
| Operating income | 0.7 | 1.3 | 2.3 | 2.7 | 1.1 | +53.6\% | 1.6 | 2.7 | +0.1\% |
| Ordinary income | 0.8 | 1.3 | 2.3 | 2.7 | 1.1 | +51.3\% | 1.6 | 2.7 | +0.8\% |
| Profit | 0.5 | 0.9 | 1.6 | 1.9 | 0.8 | +51.2\% | 1.1 | 1.9 | +0.1\% |

(Rounded to the nearest hundred-million)

Major Subsidiaries and Affiliates


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

## TS-133 (Topical)

< Application > Alopecia
< Development > In-house

## TS-142 (Oral)

< Application > Insomnia
< Development > In-house

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

## Overseas

Phase 2

TS-121 (Oral)
< Application > Depression
< Development > In-house

## 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-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

## Launch of New Products

As of Aug 2, 2017
New Products Since FY2016 Earnings Announcement (May 15, 2017)

## Self-Medication Operations

## Lipovitan D limited-edition Dragon Ball bottle

< Description > These Lipovitan D limited-edition bottles feature designs based on characters from the popular anime series Dragon Ball.
Sold in limited quantities at major convenience stores nationwide, as well as through our online store, Taisho Pharmaceutical Direct. Effective for alleviating physical fatigue, nutritional support and fortification during and after illness, and for infirmity and other related conditions.
< Launch > Since Aug 2017


[^0]:    $\cdot E=E s t i m a t e s$

    - The 2Q forecasts (previous) for the fiscal year ending March 31, 2018 were announced on May 15, 2017.

[^1]:    * The "Other" segment represents the Company (a pure holding company), which is not attributable to any reportable segment.

