## Reference Data

## Fiscal Year 2018 <br> (April 1, 2018 to March 31, 2019)

## 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 Profit 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 P.7
- Depreciation and Amortization P. 7
- R\&D Expenses P.7
- Results of Major Consolidated Subsidiaries
- Taisho Pharmaceutical P. 8
- Taisho Toyama Pharmaceutical (currently Taisho Pharma) P. 8
- Biofermin Pharmaceutical P. 8
- Major Subsidiaries and Affiliates P.9
- Shareholders Information P. 10
- Prescription Pharmaceutical Operations:

New Drug Development-Taisho Pharmaceutical P. 11

- Status of New Products P. 13

Consolidated Financial Data


* After provision/reversal of reserve for returned unsold goods
** In accordance with the partial modification of the deferred tax accounting standard, a retroactive adjustment was conducted for total assets/equity ratio relating to the fiscal years ended March 2016 to March 2018
*** Average of the beginning and year-end balance of shareholders' equity / total assets

Consolidated Balance Sheets

|  | End of FY2017* |  | End of FY2018 |  | change | (Milions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (March 31, 18) | \% total | (March 31, 19) | \% total |  |  |
| (Assets) |  |  |  |  |  |  |
| I Current assets: | 356,161 | 44.5\% | 469,781 | 57.2\% | +113,620 |  |
| Cash and deposits | 219,973 |  | 282,567 |  | +62,593 |  |
| Notes and accounts receivable-trade | 75,268 |  | 71,286 |  | -3,982 |  |
| Marketable securities | 29,739 |  | 75,900 |  | +46,160 | Transfer from investment securities $+74,500$, <br> Redemption of bonds $\boldsymbol{\Delta} 26,000$ |
| Inventories | 26,844 |  | 29,517 |  | +2,673 |  |
| Other | 4,335 |  | 10,509 |  | +6,174 |  |
| II Fixed assets: <br> (1) Tangible fixed assets: | 443,455 | 55.5\% | 352,001 | 42.8\% | -91,454 |  |
|  | 93,716 | (11.7\%) | 91,283 | (11.1\%) | -2,432 |  |
| Buildings and structures | 47,536 |  | 45,764 |  | -1,772 |  |
| Machinery, equipment and vehicles | 5,449 |  | 5,217 |  | -231 |  |
| Land | 37,021 |  | 37,008 |  | -12 |  |
| Other | 3,708 |  | 3,292 |  | -416 |  |
| (2) Intangible fixed assets: | 31,116 | (3.9\%) | 24,302 | (3.0\%) | -6,814 |  |
| Goodwill | 15,347 |  | 12,534 |  | -2,813 |  |
| Sales rights | 2,740 |  | 1,419 |  | -1,321 |  |
| Trademarks | 8,750 |  | 5,657 |  | -3,093 |  |
| Software | 3,627 |  | 4,086 |  | +459 |  |
| Other | 650 |  | 604 |  | -45 |  |
| (3) Investments and other assets: | 318,622 | (39.8\%) | 236,416 | (28.8\%) | -82,206 |  |
| Investment securities | 236,797 |  | 172,432 |  | -64,365 | Transferred to investments in securities $\triangle 74,500$, <br> Purchase of bonds $+18,867$, <br> Valuation difference $\boldsymbol{\Delta} 8,580$ |
| Shares of subsidiaries and affiliates | 65,294 |  | 31,262 |  | -34,031 | Sales of shares of Toyama Chemical Co., Ltd. and others |
| Net defined benefit assets | 3,230 |  | 5,765 |  | +2,534 |  |
| Deferred tax assets | 11,806 |  | 9,365 |  | -2,441 |  |
| Other | 1,492 |  | 17,590 |  | +16,097 |  |
| Total assets | 799,616 | 100.0\% | 821,782 | 100.0\% | +22,166 |  |
| (Liabilities) |  |  |  |  |  |  |
| I Current liabilities: | 60,299 | 7.5\% | 58,453 | 7.1\% | -1,846 |  |
| Notes and accounts payable-trade | 19,939 |  | 18,814 |  | -1,124 |  |
| Accounts payable | 14,275 |  | 14,276 |  | +1 |  |
| Accrued income taxes | 8,614 |  | 8,607 |  | -6 |  |
| Provision for bonuses | 3,874 |  | 3,123 |  | -750 |  |
| Other | 13,595 |  | 13,630 |  | +34 |  |
| II Long-term liabilities: | 47,998 | 6.0\% | 39,192 | 4.8\% | -8,806 |  |
| Net defined benefit liabilities | 23,391 |  | 18,715 |  | -4,676 |  |
| Deferred taxes liabilities | 16,970 |  | 13,530 |  | -3,440 |  |
| Other | 7,637 |  | 6,946 |  | -690 |  |
| Total liabilities | 108,298 | 13.5\% | 97,645 | 11.9\% | -10,652 |  |
| (Net assets) |  |  |  |  |  |  |
| I Shareholders' equity | 643,655 | 80.5\% | 683,025 | 83.1\% | +39,369 |  |
| Common stock | 30,000 | 3.8\% | 30,000 | 3.7\% | - |  |
| Capital surplus | 15,271 | 1.9\% | 14,924 | 1.8\% | -347 |  |
| Retained earnings | 666,920 | 83.4\% | 706,742 | 86.0\% | +39,821 | Profit attributable to owners of parent $+48,593$, Dividend on retained earnings $\mathbf{4 , 7 8 8}$ |
| Treasury stock | -68,536 | -8.6\% | -68,641 | -8.4\% | -104 |  |
| II Accumulated other comprehensive income | 31,009 | 3.9\% | 29,258 | 3.6\% | -1,750 |  |
| Valuation difference on securities | 37,970 | 4.7\% | 32,017 | 3.9\% | -5,952 |  |
| Deferred gains or losses on hedges | -0 | -0.0\% | 2,181 | 0.3\% | +2,181 |  |
| Foreign currency translation adjustment | -1,704 | -0.2\% | -2,130 | -0.3\% | -425 |  |
| Remeasurements of defined benefit plans | -5,256 | -0.7\% | -2,809 | -0.3\% | +2,447 |  |
| III Share acquisition rights | 565 | 0.1\% | 687 | 0.1\% | +121 |  |
| IV Non-controlling interests | 16,087 | 2.0\% | 11,165 | 1.4\% | -4,921 |  |
| Total net assets | 691,318 | 86.5\% | 724,137 | 88.1\% | +32,819 |  |
| Total liabilities and net assets | 799,616 | 100.0\% | 821,782 | 100.0\% | +22,166 |  |

* The figures for the preceding fiscal year have been revised retrospectively following the partial revision to the Accounting Standards for Tax Effect Accounting.

Consolidated P/L Statement

|  | End of FY2017 |  | End of FY2018 |  | YOY change | (Millions of yen) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | (March 31, 18) | \% total | (March 31, 19) | \% total |  |  |
| Net sales | 280,092 | 100.0\% | 261,551 | 100.0\% | -18,541 |  |
| Cost of sales | 97,154 | 34.7\% | 91,206 | 34.9\% | -5,948 |  |
| Gross profit on sales | 182,938 | 65.3\% | 170,345 | 65.1\% | -12,593 |  |
| Provision for sales returns | -46 |  | 182 |  | +228 |  |
| Gross profit | 182,984 | 65.3\% | 170,163 | 65.1\% | -12,821 |  |
| Selling, general and administrative expenses | 146,007 | 52.1\% | 138,951 | 53.1\% | -7,055 |  |
| Research and development expenses | 21,150 |  | 20,801 |  | -349 |  |
| Advertising expenses | 22,579 |  | 20,206 |  | -2,372 |  |
| Sales promotion expenses | 28,636 |  | 27,125 |  | -1,511 |  |
| Personnel expenses | 35,241 |  | 32,491 |  | -2,749 |  |
| Other | 38,399 |  | 38,326 |  | -72 |  |
| Operating Profit | 36,977 | 13.2\% | 31,211 | 11.9\% | -5,765 |  |
| Non-operating income | 7,479 | 2.7\% | 9,774 | 3.7\% | +2,295 | Equity in gains of affiliates 1,689 |
| Non-operating expenses | 2,316 | 0.8\% | 135 | 0.1\% | -2,181 | FY2017: Equity in losses of affiliates 1,634 |
| Ordinary Profit | 42,140 | 15.0\% | 40,851 | 15.6\% | -1,289 |  |
| Extraordinary income | 6,218 | 2.2\% | 42,982 | 16.4\% | +36,763 | Gain on sales of shares of subsidiaries and associates 42,944 |
| Extraordinary losses | 288 | 0.1\% | 19,349 | 7.4\% | +19,061 | Early retirement program-expenses 12,866 , Impairment loss 2,916 |
| Profit before income taxes and minority interests | 48,070 | 17.2\% | 64,484 | 24.7\% | +16,413 |  |
| Income taxes | 14,701 | 5.2\% | 14,658 | 5.6\% | -42 |  |
| Profit | 33,368 | 11.9\% | 49,825 | 19.0\% | +16,456 |  |
| Profit attributable to non-controlling interests | 1,689 | 0.6\% | 1,231 | 0.5\% | -458 |  |
| Profit attributable to owners of parent | 31,679 | 11.3\% | 48,593 | 18.6\% | +16,914 |  |

Consolidated Sales Breakdown by Segment/Category
(Millions of yen)

|  | $\begin{gathered} \text { March } 2016 \\ \text { (FY2015) } \end{gathered}$ | $\begin{gathered} \text { March } 2017 \\ \text { (FY2016) } \\ \hline \end{gathered}$ | March 2018 (FY2017) | March 2019 (FY2018) | (Est) <br> March 2020 |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | 2Q(4-9) | Full year |
| Self-Medication operations (YOY\%) | $\begin{gathered} 180,722 \\ (+2.5 \%) \end{gathered}$ | $\begin{array}{r} 179,992 \\ (-0.4 \%) \end{array}$ | $\begin{gathered} 183,996 \\ (+2.2 \%) \end{gathered}$ | $\begin{array}{r} 180,123 \\ (-2.1 \%) \\ \hline \end{array}$ | $\begin{gathered} 92,000 \\ (+2.5 \%) \end{gathered}$ | $\begin{array}{r} 185,500 \\ (+3.0 \%) \\ \hline \end{array}$ |
| Japan | 148,125 | 149,733 | 150,191 | 145,983 | 74,500 | 150,500 |
| Overseas | 29,875 | 27,507 | 30,921 | 30,867 | 16,200 | 32,300 |
| Other | 2,721 | 2,751 | 2,884 | 3,272 | 1,300 | 2,700 |
| Prescription Pharmaceutical operations (YOY\%) | $\begin{array}{r} 109,413 \\ (-4.2 \%) \\ \hline \end{array}$ | $\begin{aligned} & 99,781 \\ & (-8.8 \%) \end{aligned}$ | $\begin{aligned} & 96,096 \\ & (-3.7 \%) \end{aligned}$ | $\begin{array}{r} 81,428 \\ (-15.3 \%) \\ \hline \end{array}$ | $\begin{array}{\|r\|} \hline 34,500 \\ (-13.1 \%) \\ \hline \end{array}$ | $\begin{array}{r} \hline 68,000 \\ (-16.5 \%) \\ \hline \end{array}$ |
| Ethical drugs | 107,215 | 96,126 | 91,259 | 79,460 | 33,300 | 66,500 |
| Other | 2,197 | 3,655 | 4,837 | 1,967 | 1,200 | 1,500 |
| Total | 290,135 | 279,773 | 280,092 | 261,551 | 126,500 | 253,500 |

Consolidated Operating Profit by Segment

|  | March 2016 <br> (FY2015) | $\begin{gathered} \text { March } 2017 \\ (\text { FY2016) } \end{gathered}$ | March 2018(FY2017) | March 2019(FY2018) | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | (Est) <br> Mar-20 |  |
|  |  |  |  |  | 2Q(4-9) | Full year |
| Self-Medication operations (YOY\%) | $\begin{aligned} & 28,393 \\ & (-8.6 \%) \end{aligned}$ | $\begin{aligned} & 30,106 \\ & (+6.0 \%) \end{aligned}$ | $\begin{aligned} & 30,162 \\ & (+0.2 \%) \end{aligned}$ | $\begin{gathered} 30,287 \\ (+0.4 \%) \end{gathered}$ | $\begin{aligned} & 15,300 \\ & (-9.2 \%) \end{aligned}$ | $\begin{array}{r} 33,500 \\ (+10.6 \%) \\ \hline \end{array}$ |
| Prescription Pharmaceutical operations (YOY\%) | $\begin{array}{r} 1,755 \\ (-15.5 \%) \\ \hline \end{array}$ | $\begin{array}{r} 3,352 \\ (+90.9 \%) \\ \hline \end{array}$ | $\begin{array}{r} 8,207 \\ ++144.8 \%) \\ \hline \end{array}$ | $\begin{array}{r} 2,685 \\ (-67.3 \%) \\ \hline \end{array}$ | $\begin{array}{r} 1,900 \\ (+54.7 \%) \\ \hline \end{array}$ | $\begin{array}{r} 3,500 \\ (+30.3 \%) \\ \hline \end{array}$ |
| Other* (YOY\%) | $\begin{array}{r} -1,271 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -1,492 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -1,393 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -1,760 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -700 \\ (-) \\ \hline \end{array}$ | $\begin{array}{r} -1,500 \\ (-) \\ \hline \end{array}$ |
| Total | 28,878 | 31,966 | 36,977 | 31,211 | 16,500 | 35,500 |

* 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

|  | March 2016 <br> (FY2015) | March 2017 <br> (FY2016) | March 2018 <br> (FY2017) | March 2019 |  | (Est)March 2020 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | (FY2018) | YOY | 2Q(4-9) | Full year | YOY |
| Japan | 148.1 | 149.7 | 150.2 | 146.0 | -2.8\% | 74.5 | 150.5 | +3.1\% |
| Lipovitan series | 60.5 | 58.5 | 54.7 | 52.0 | -4.9\% | 29.2 | 52.7 | +1.3\% |
| Pabron series | 24.8 | 26.3 | 28.9 | 28.9 | +0.2\% | 11.7 | 29.1 | +0.7\% |
| RiUP series | 16.5 | 16.1 | 16.5 | 15.3 | -7.3\% | 7.7 | 15.3 | -0.0\% |
| Biofermin series | 7.5 | 8.8 | 8.6 | 10.2 | +17.9\% | 5.3 | 10.6 | +3.9\% |
| VICKS series | 3.6 | 3.6 | 4.0 | 4.0 | -0.5\% | 1.6 | 4.1 | +2.9\% |
| Gl treatment series | 4.1 | 4.0 | 3.9 | 3.7 | -5.6\% | 1.6 | 3.6 | -3.3\% |
| Livita series | 3.9 | 3.8 | 3.5 | 3.4 | -1.9\% | 1.7 | 3.6 | +5.0\% |
| NARON series | 3.7 | 3.4 | 3.2 | 3.0 | -4.2\% | 1.5 | 3.0 | -0.5\% |
| Colac series | 3.3 | 3.3 | 3.3 | 3.0 | -7.4\% | 1.5 | 3.1 | +4.1\% |
| Overseas | 29.9 | 27.5 | 30.9 | 30.9 | -0.2\% | 16.2 | 32.3 | +4.6\% |
| Energy drinks | 10.3 | 9.4 | 10.8 | 11.5 | +6.0\% | 5.9 | 11.7 | +1.8\% |
| OTC drugs | 18.4 | 17.2 | 18.6 | 18.0 | -3.0\% | 9.8 | 19.4 | +7.6\% |
| Others | 2.7 | 2.8 | 2.9 | 3.3 | +13.5\% | 1.3 | 2.7 | -17.5\% |

(Rounded to the nearest hundred-million)

| Lipovitan Series: Sales Breakdown |  |  |  |  |  | (Billions of Yen) |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \text { March } 2016 \\ (\text { FY2015 }) \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } 2017 \\ (\text { FY2016 }) \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } 2018 \\ (\text { FY2017 }) \\ \hline \end{gathered}$ | March 2019 |  | $\overline{(E s t)}$ <br> March 2020 |  |  |
|  |  |  |  | (FY2018) | YOY | 2Q(4-9) | Full year | YOY |
| Lipovitan series | 60.5 | 58.5 | 54.7 | 52.0 | -4.9\% | 29.2 | 52.7 | +1.3\% |
| Lipovitan D | 38.6 | 37.2 | 35.3 | 33.4 | -5.4\% | 18.4 | 32.7 | -2.0\% |
| Others | 21.9 | 21.3 | 19.5 | 18.7 | -3.9\% | 10.8 | 20.1 | +7.4\% |
| (100mL other Lipovitan ) | 13.9 | 13.5 | 12.7 | 12.3 | -2.7\% | 7.0 | 13.1 | +6.4\% |
| (50mL other Lipovitan ) | 8.0 | 7.7 | 6.8 | 6.4 | -6.3\% | 3.8 | 7.0 | +9.4\% |

[^0]Consolidated Sales - Leading Products of Prescription Pharmaceutical Operations
(Billions of Yen)

|  | $\begin{gathered} \text { March } 2016 \\ \text { (FY2015) } \end{gathered}$ | $\begin{gathered} \text { March } 2017 \\ (\text { FY2016 }) \end{gathered}$ | $\begin{gathered} \text { March } 2018 \\ \text { (FY2017) } \end{gathered}$ | March 2019 |  | (Est) <br> March 2020 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | (FY2018) | YOY | 2Q(4-9) | Full year | YOY |
| Edirol | 19.8 | 22.6 | 25.4 | 26.2 | +3.2\% | 14.0 | 27.7 | +5.7\% |
| Bonviva | 4.9 | 5.9 | 6.5 | 6.4 | -1.8\% | 3.3 | 6.8 | +6.5\% |
| Lusefi | 0.9 | 2.9 | 5.0 | 5.6 | +13.0\% | 3.3 | 6.7 | +19.3\% |
| Clarith | 12.0 | 9.3 | 7.7 | 5.3 | -30.4\% | 1.9 | 4.0 | -24.9\% |
| LOQOA | 0.4 | 1.8 | 3.1 | 3.5 | +14.0\% | 1.9 | 3.9 | +12.1\% |
| Biofermin | 3.6 | 3.9 | 4.0 | 3.9 | -1.1\% | 1.9 | 3.9 | -1.1\% |
| Geninax | 4.3 | 5.2 | 4.4 | 3.5 | -20.5\% | 1.5 | 3.3 | -5.9\% |
| Palux | 6.2 | 5.4 | 4.9 | 3.5 | -27.1\% | 1.6 | 3.1 | -12.6\% |
| ZOSYN | 27.3 | 15.5 | 9.8 | 6.1 | -38.1\% | - | - | - |
| OZEX | 5.9 | 4.9 | 3.6 | 2.8 | -22.1\% | - | - | - |

(Rounded to the nearest hundred-million)

Consolidated: Capital Expenditure

|  | March 2016 <br> (FY2015) | March 2017 <br> (FY2016) | March 2018 <br> (FY2017) | March 2019 <br> (FY2018) | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | $\begin{gathered} \hline \text { (Est) } \\ \text { March } 2020 \end{gathered}$ |  |
|  |  |  |  |  | 2Q(4-9) | Full year |
| Total capital expenditure | 8,967 | 7,011 | 4,857 | 5,259 | 2,360 | 5,530 |
| Taisho Pharmaceutical | 7,324 | 6,013 | 4,054 | 3,974 | 1,960 | 4,520 |
| Production department | 919 | 1,104 | 1,331 | 1,061 | 750 | 1,870 |
| Research department | 1,053 | 893 | 1,084 | 979 | 170 | 530 |
| Head Office and the others | 5,351 | 4,015 | 1,638 | 1,932 | 1,040 | 2,120 |
| Other subsidiaries | 1,642 | 998 | 803 | 1,285 | 400 | 1,010 |

Consolidated: Depreciation and Amortization


Consolidated: R\&D Expenses

|  | March 2016 <br> (FY2015) | March 2017 <br> (FY2016) | March 2018 <br> (FY2017) | March 2019(FY2018) | (Millions of yen) |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  | Marc |  |
|  |  |  |  |  | 2Q(4-9) | Full year |
| Total R\&D expenses | 21,768 | 21,260 | 21,150 | 20,801 | 11,500 | 22,600 |
| Self-Medication operations | 5,497 | 5,497 | 5,983 | 5,353 | 3,400 | 6,400 |
| Prescription Pharmaceutical operations | 16,270 | 15,763 | 15,167 | 15,447 | 8,100 | 16,200 |

## Results of Major Consolidated Subsidiaries

Sales and earnings of Taisho Pharmaceutical
(Billions of Yen)

|  | $\begin{gathered} \text { March } 2016 \\ \text { (FY2015) } \end{gathered}$ | $\begin{gathered} \text { March } 2017 \\ (\text { FY2016 }) \\ \hline \end{gathered}$ | $\begin{gathered} \text { March } 2018 \\ \text { (FY2017) } \end{gathered}$ | March 2019 |  | (Est) <br> March 2020 |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | (FY2018) | YOY | 2Q(4-9) | Full year | YOY |
| Net Sales | 198.4 | 203.1 | 205.2 | 192.9 | -6.0\% | 109.0 | 219.0 | +13.5\% |
| Self-Medication | 150.1 | 152.0 | 151.9 | 147.7 | -2.8\% | 75.0 | 151.0 | +2.2\% |
| Prescription Pharmaceutical | 48.3 | 51.1 | 53.2 | 45.2 | -15.2\% | 34.0 | 68.0 | +50.6\% |
| Operating profit | 19.5 | 23.1 | 25.9 | 20.3 | -21.6\% | 13.0 | 29.0 | +42.7\% |
| Ordinary profit | 24.3 | 26.5 | 33.6 | 27.9 | -17.2\% | 17.0 | 36.0 | +29.2\% |
| Profit | 17.8 | 20.1 | 28.2 | 11.5 | -59.1\% | 13.0 | 28.0 | +142.9\% |

(Rounded to the nearest hundred-million)

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

|  | March 2016 <br> (FY2015) | March 2017 <br> (FY2016) | March 2018 <br> (FY2017) | March 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | (FY2018) | YOY |
| Net Sales | 107.2 | 96.1 | 91.3 | 79.5 | -12.9\% |
| Operating profit | 2.7 | 2.0 | 2.7 | 3.0 | +10.0\% |
| Ordinary profit | 2.7 | 2.1 | 2.7 | 3.1 | +13.9\% |
| Profit | 1.4 | 1.3 | 1.7 | 0.3 | -82.2\% |

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

Sales and earnings of Biofermin Pharmaceutical (Billions of Yen)

|  | $\begin{gathered} \text { March } 2016 \\ (\text { FY2015) } \end{gathered}$ | $\begin{gathered} \text { March } 2017 \\ \text { (FY2016) } \end{gathered}$ | March 2018 <br> (FY2017) | March 2019 |  |
| :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  | (FY2018) | YOY |
| Net Sales | 9.7 | 10.6 | 10.9 | 11.5 | +6.1\% |
| Self-Medication | 6.6 | 7.3 | 7.4 | 8.0 | +9.0\% |
| Prescription Pharmaceutical | 3.1 | 3.4 | 3.5 | 3.5 | +0.1\% |
| Operating profit | 2.3 | 2.7 | 3.2 | 3.2 | -0.2\% |
| Ordinary profit | 2.3 | 2.7 | 3.1 | 3.3 | +5.7\% |
| Profit | 1.6 | 1.9 | 2.2 | 2.3 | +4.3\% |

[^1]
## Major Subsidiaries and Affiliates

| (As of March 31, 2019) |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: |
| Company | Address | Capital | Business | Ownership* |
| (1) Consolidated susidiaries <br> Taisho Pharmaceutical Co.,Ltd. | Tokyo, Japan | $\begin{array}{r} , 000 \mathrm{Yen} \\ 29,837,892 \\ \hline \end{array}$ | $\begin{gathered} \text { SMG } \\ \text { PD } \end{gathered}$ | $\begin{array}{r} \text { \% } \\ 100.0 \end{array}$ |
| MEJIRO KOSAN Co., Ltd. | Tokyo, Japan | $\begin{array}{r} , 000 \mathrm{Yen} \\ 600,000 \\ \hline \end{array}$ | SMG | 100.0 |
| Taisho Okinawa Co.,Ltd. | Okinawa, Japan | $\begin{array}{\|c\|} \hline, 000 \mathrm{Yen} \\ 50,000 \\ \hline \end{array}$ | SMG | 100.0 |
| Taisho M.T.C. Co.,Ltd. | Tokyo, Japan | $\begin{array}{r} \hline, 000 \mathrm{Yen} \\ 400,000 \\ \hline \end{array}$ | SMG | 60.0 |
| Taisho Pharmaceutical Logistics Co.,Ltd. | Saitama, Japan | $\begin{array}{\|c\|} \hline, 000 \mathrm{Yen} \\ 30,000 \\ \hline \end{array}$ | SMG | 100.0 |
| Biofermin Pharmaceutical Co., Ltd. | Hyogo, Japan | $\begin{array}{r} \text {,000 Yen } \\ 1,227,000 \\ \hline \end{array}$ | $\begin{gathered} \mathrm{SMG} \\ \mathrm{PD} \\ \hline \end{gathered}$ | 63.9 |
| Taisho Toyama Pharmaceutical Co.,Ltd. | Tokyo, Japan | $\begin{array}{r} \text {,000 Yen } \\ 100,000 \\ \hline \end{array}$ | PD | 100.0 |
| TAISHO ACTIVE HEALTH Co., Ltd. | Tokyo, Japan | $\begin{array}{r} , 000 \mathrm{Yen} \\ 100,000 \\ \hline \end{array}$ | SMG | 55.0 |
| TOKUHON Corporation | Tokyo, Japan | $\begin{array}{r} \hline, 000 \mathrm{Yen} \\ 300,000 \\ \hline \end{array}$ | $\begin{gathered} \hline \text { SMG } \\ \hline \text { PD } \\ \hline \end{gathered}$ | 100.0 |
| Dr. Program Co., Ltd. | Tokyo, Japan | $\begin{array}{r} \hline, 000 \mathrm{Yen} \\ 251,500 \\ \hline \end{array}$ | SMG | 100.0 |
| Taisho Pharmaceutical (Taiwan) Co.,Ltd. | Taiwan | $\begin{array}{r} , 000 \mathrm{NTT} \\ 200,000 \\ \hline \end{array}$ | 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 | $\begin{array}{r} \hline, 000 \mathrm{CNY} \\ 132,621 \\ \hline \end{array}$ | SMG | 100.0 |
| Taisho Vietnam Co.,Ltd. | Vietnam | $\begin{array}{r} \hline, 000 \mathrm{VND} \\ 170,754,300 \\ \hline \end{array}$ | SMG | 100.0 |
| Taisho Pharmaceutical (H.K.) Ltd. | China | $\begin{array}{r} \hline, 000 \mathrm{HK} \$ \\ 165,300 \\ \hline \end{array}$ | SMG | 100.0 |
| Osotspa Taisho Pharmaceutical Co., Ltd. | Thailand | $\begin{array}{r\|} \hline, 000 \mathrm{THB} \\ 100,000 \\ \hline \end{array}$ | SMG | 60.0 |
| Taisho Pharmaceutical R\&D Inc. | U.S.A. | $\begin{array}{r} \hline, 000 \text { US } \$ \\ 4,000 \\ \hline \end{array}$ | PD | 100.0 |
| PT. Taisho Pharmaceutical Indonesia Tbk | Indonesia | $\begin{array}{r} \hline, 000 \text { rupiah } \\ 10,240,000 \\ \hline \end{array}$ | SMG | 98.6 |
| 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 | $\begin{aligned} & \hline, 000 \mathrm{MYR} \\ & 32,380 \end{aligned}$ | 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 Yomeishu Seizo Co., Ltd. | Tokyo, Japan | $\begin{array}{r} , 000 \mathrm{Yen} \\ 1,650,000 \\ \hline \end{array}$ | SMG | 24.1 |
| Duoc Hau Giang Pharmaceutical JSC | Vietnam | $\begin{array}{r} \hline, 000 \mathrm{VND} \\ 1,307,460,710 \end{array}$ | SMG | 35.0 |

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

## Shareholders Information (as of end of March 2019)

## Major Shareholders

(Thousands of Shares)

| Shareholders | Number of shares | \% of total |
| :--- | ---: | ---: |
| The Uehara Memorial Foundation | 15,000 | $18.78 \%$ |
| Shoji Uehara | 7,874 | $9.86 \%$ |
| Uehara Museum | 3,900 | $4.88 \%$ |
| Sumitomo Mitsui Banking Corp. | 3,000 | $3.76 \%$ |
| MUFG Bank, Ltd. | 3,000 | $3.76 \%$ |
| The Master Trust Bank of Japan, Ltd. (Trust account) | 2,170 | $2.72 \%$ |
| Akira Uehara | 2,143 | $2.68 \%$ |
| Japan Trustee Services Bank, Ltd. (Trust account) | 1,670 | $2.09 \%$ |
| Kajima Corporation | 1,650 | $2.07 \%$ |
| Japan Trustee Services Bank, Ltd. <br> (Sumitomo Mitsui Trust Bank, Limited Retrust Account/ Sumitomo <br> Chemical Company, Limited Employee Pension Trust Account) | 1,530 | $1.92 \%$ |

Shares less than one thousand are rounded down.
Treasury stock of 10,255 thousand shares are excluded from the above as these shares do not have voting rights.
The shareholding ratio is calculated excluding treasury stock. (Rounded to the nearest second decimal place)

## Distribution of Ownership Among Shareholders

|  | \% of total |
| :--- | ---: |
| Financial Institutions | $20.95 \%$ |
| Financial Instruments Firms | $0.53 \%$ |
| Other companies | $39.20 \%$ |
| Foreign Companies | $14.24 \%$ |
| Individuals and Others | $25.08 \%$ |
| Total | $100.00 \%$ |

The shareholder composition is calculated excluding treasury stock of 10,255 thousand shares.
(Rounded to the nearest second decimal place)

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

In Japan
Phase 3

## TS-152 (Injection)

< Application > Rheumatoid arthritis
< Development > In-license (Licensor: Ablynx)
< Description > Anti-TNF(Tumor Necrosis Factor)- $\alpha$ antibody
< Remarks > Generic name: Ozoralizumab

## Phase 2

## TS-091 (Oral)

< Application > Central disorders of hypersomnolence
< Development > In-house

## 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-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

## TS-161 (Oral)

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

## Launch of New Products

## New Products Since FY2018 3Q Earnings Announcement (Jan 30, 2019)

## Self-Medication Operations

## Coppertone Kireimise UV marshmallow skin Coppertone Kireimise UV KiraKira skin

$<$ Description $>$ A sunscreen developed to avoid damage from the sun, while making the skin look beautiful. Two types are available depending on the desired skin of the user.

```
< Launch > Feb 2019
```


## Pabron Sa

```
\(<\) Description > A combination cold remedy that can be used in households with small children.
                        The ingredients are effective for a variety of cold symptoms including cough, sore
                        throat, stuffy nose and fever.
```

$<$ Launch > Feb 2019

## RAIZIN SAKURA

$<$ Description > An exclusive spring flavor with a cherry blossom-like scent, sweet and fresh aftertaste as well as a cherry-blossom color. It is ideal for business people who want a fresh start on fulfilling work and hobbies.
$<$ Launch > Feb 2019

## Semper Ramucure

$$
\begin{array}{ll}
<\text { Description } \quad \begin{array}{ll}
> & \text { Available for children aged } 5 \text { years and older. Chewable carsickness pill with } \\
\text { firmness similar to ramune. The grape flavor which is popular among children } \\
\text { was used. It can be taken without water when away from home. }
\end{array} \\
<\quad \text { Launch } \quad>\text { Mar 2019 }
\end{array}
$$

## COBARASAPŌTO R

$<$ Description > A collaboration product with RIZAP. A diet support drink that provides a feeling of fullness when you are hungry, thanks to Taisho Pharmaceutical's original Cobara sensor technology.
$<$ Launch > Mar 2019

## Lipovitan D Kingdom "Shutsujin! Craft Pack" *mail order

| $<$ Description $\quad>$ | A limited collaboration product between Lipovitan $D$ and the anime series <br> "Kingdom," featuring 15 popular characters on the bottles. It comes with a paper <br> version of the bugu (weapon) that appears in the show. |
| :--- | :--- |
| $<$ Launch $>$ Mar 2019 |  |

## Launch of New Products

## New Products Since FY2018 3Q Earnings Announcement (Jan 30, 2019)

## Self-Medication Operations

## Taisho Kaki (oyster) Extract *mail order

```
< Description > A supplement produced using the special pressure enzymatic decomposition
    method, with pressure enzymatic decomposition Kaki (oyster) extract as its main
    ingredient. It contains many nutrients such as oyster peptides, zinc, glycogen,
    amino acids and calcium.
< Launch > Mar 2019
```


## Colac Mg

$<$ Description | $>$ A constipation drug that contains magnesium oxide, a non-irritant ingredient. |
| :--- |
| Magnesium oxide collects water in the intestines and softens hardened stools to |
| show its effect. |

$<$ Launch $>$ Apr 2019

## Fiber plus care

$<$ Description $\quad>$| It contains an original balance of six types of plant-derived dietary fiber and lactic |
| :--- |
| acid bacteria from Biofermin Pharmaceutical. Green juice is ideal for those |
| looking for a simple way to improve their diet. |

$<$ Launch $\quad>$ Apr 2019

## Taisho Stomatitis Chewable Tablet

```
\(<\) Description \(>\) A stomatitis drug that is easy for children (aged 7 years and older) to take who
    have difficulty swallowing a tablet, because it is a chewable tablet taken without
    water. It is also recommended for stomatitis that occurs at a place inside the
    mouth that is difficult to reach with external medicine.
\(<\) Launch > Apr 2019
```

Lipovitan D : Japanese professional baseball teams bottle(Hiroshima Toyo Carp)
$<$ Description > Limited edition bottles featuring the Hiroshima Carp are launched as this season'
s first Lipovitan D Professional Baseball Team Bottle, which was popular in the
previous season. There are four bottle designs available.
$<$ Launch > Apr 2019

## Lipovitan Rhythm

```
\(<\) Description > In addition to taurine and a variety of vitamins, it contains royal jelly, which
                        contains a variety of nutrients. With a refreshing citrus flavor, it is recommended
                        for those who want to have an enjoyable time on and off duty, and to maintain
                        their physical fitness to get through the day.
\(<\) Launch > Apr 2019 (Available nationwide)
```

New Products Since FY2018 3Q Earnings Announcement (Jan 30, 2019)

## Self-Medication Operations

## Lipovitan Alcoveil

$<$ Description $>$ A refreshing, pineapple-flavored beverage that contains 1 billion live lactic acid bacteria per bottle (derived from rice), in addition to curcumin and turmeric extract.
< Launch > Apr 2019 (Available nationwide)

## Lipovitan D : Reiwa bottle *mail order

$<$ Description $>$ Welcoming the third era since the launch of Lipovitan D, Reiwa is printed on the front of the bottle in commemoration.
< Launch > Apr 2019

## RAIZIN MOJITO

$<$ Description > A seasonal summer flavor. In addition to the clean, refreshing and sweet mojito flavor, it has a light green color reminiscent of mint. It is ideal for business people who want to be fulfilled at work and during hobbies while feeling refreshed this summer.
< Launch > Apr 2019


[^0]:    (Rounded to the nearest hundred-million)

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

