

# First Half Financial Results for FY2006 (Apr. 1, 2006 to Sep. 30, 2006)

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# First Half Financial Results



# Financial Highlights for 1st Half

(Comparison to Initially Announced Interim Earnings Forecast)

- 1. Expanded sales based on the 4 main products has allowed sales to move forward as projected.
- 2. Due to increased gross profit margin and reduced expenses primarily in sales costs, operating income is 17% greater and recurring income is 15% greater than interim projections.
- 3. Losses associated with reformed retirement benefits are also lower than initially projected, and interim net income is 26% greater than interim projections.
- (Comparison to simple totals of the same period in previous year)
- 4. NHI drug price revision, dissolving partnerships and decrease in industrial property revenues result in less income/lower profits.
- (Financial Position)
- 5. Because of distribution agreement dissolution etc., capital-to-asset ratio becomes over 80%.



# 1<sup>st</sup> Half Financial Results

### **Billions of Yen**

	1 <sup>st</sup> Half		Change	
	FY2005	FY2006 (A)	Value	Percentage
Net sales	84.7	126.9	42.2	49.8%
Operating income	9.0	20.5	11.5	127.7%
Recurring income	8.5	19.6	11.1	130.8%
Net income	4.0	9.5	5.5	137.1%

### Comparison to interim forecast

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Interim forecast announced as of May 11 (B)	Variance (A – B)			
127.0	- 0.1			
17.5	3.0			
17.0	2.6			
7.5	2.0			

The numerical value of Sumitomo Pharmaceuticals Co., Ltd. before the merger date (October 1, 2005) is not included in the above. All values are rounded.



### **Financial Position**

#### **Billions of Yen**

		As of March 31 , 2006	As of September 30, 2006	Change
ASSETS		393.0	364.9	- 28.1
	Current assets Fixed assets	249.7 143.2	219.3 145.6	- 30.4 2.4
LIABI	ILITIES	104.3	69.8	- 34.5
	Current liabilities Long-term liabilities	80.1 24.3	50.9 19.0	- 29.2 - 5.3
NET A	ASSETS (%)	288.6	295.1	6.4

(Shareholders' equity ratio)

73.2%

80.6%

(Note) Past year's results have been restated to conform to the 1st half year for FY2006

### (ASSETS)

- Decrease in notes and accounts receivable · · · · −33.4 billion Yen
- ( LIABILITIES )
- Decrease in notes and accounts payable · · · · · −23.2 billion Yen



## Cash Flows

#### **Billions of Yen**

I Cash flows from operating activities	+ 22.6
<ul> <li>Income before income taxes and minority interests</li> <li>Decrease in notes and accounts receivable</li> <li>Decrease in notes and accounts payable</li> <li>Income taxes paid</li> </ul>	+ 16.0 + 33.4 - 23.2 - 7.0
<ul> <li>I Cash flows from investing activities</li> <li>Net increase in time deposits</li> <li>Purchases of property, plant and equipment</li> </ul>	- 10.9 - 5.0 - 4.4
<ul><li>Ⅲ Cash flows from financing activities</li><li>Net decrease in borrowings</li><li>Dividends paid</li></ul>	- 4.6 - 1.7 - 2.8

Cash and cash equivalents at end of period · · · · · 78.4 billion Yen



# First Half Financial Results

Comparison to Simple Totals



## 1<sup>st</sup> Half Financial Results

### **Billions of Yen**

	1 <sup>st</sup> Half	1 <sup>st</sup> Half FY2006	Cha	nge
	FY2005		Value	Percentage
Net sales	157.2	126.9	- 30.2	- 19.2%
Operating income	24.8	20.5	- 4.3	- 17.4%
Recurring income	23.4	19.6	- 3.9	- 16.6%
Net income	13.9	9.5	- 4.4	- 31.8%

All values are rounded.





# Increase and decrease factors of Net sales

### **Billions of Yen**

		1 <sup>st</sup> Half	1 <sup>st</sup> Half	Cha	nge
		FY2005	FY2006	Value	Percentage
N	et sales	157.2	126.9	- 30.2	- 19.2%
	Pharmaceuticals	131.2	100.3	- 30.9	- 23.5%

### **Negatives**

- Dissolving partnerships (Abbott Japan Co.,Ltd. etc.)
- Decrease in industrial property revenues
- NHI drug price revision

#### **Positives**

•Growth of sales in our 4 main products and other priority products



### Domestic Sales of Our 4 Main Products

### **Billions of Yen**

	1 <sup>st</sup> Half	1 <sup>st</sup> Half	Change	
	FY2005	FY2006	Value	Percentage
AMLODIN®	28.1	28.7	0.6	2.1%
GASMOTIN®	8.0	8.9	0.9	11.0%
PRORENAL®	6.1	6.8	0.7	11.6%
MEROPEN <sup>®</sup>	7.0	7.0	0.1	1.0%
Total	49.2	51.4	2.2	4.5%



## 1<sup>st</sup> Half Operating income

### **Billions of Yen**

		1 <sup>st</sup> Ha	alf FY2005	1 <sup>st</sup> Ha	alf FY2006	_
			% of net sales		% of net sales	change
Net	sales	157.2	_	126.9	_	<b>- 30.2</b>
Cos	st of Sales	71.3	45.3%	48.1	37.9%	<b>– 23.2</b>
Gros	ss profit	85.9	54.7%	78.9	62.1%	<b>– 7.0</b>
SG	&A expenses	61.1	38.9%	58.4	46.0%	<b>– 2.7</b>
	R&D costs	20.0	12.7%	20.7	16.3%	0.7
Ope	rating income	24.8	15.8%	20.5	16.1%	<b>- 4.3</b>

Cost of Sales includes reserve for (reversal of) sales returns.

### (Cost of Sales)

•The cost to sales ratio was lower due to distribution agreement dissolution, etc.

### (SG&A expenses)

- Reduced labor costs
- Reduced promotional costs, etc.





# Non-operating Income & Expenses and Extraordinary Income & Expenses

### **Billions of Yen**

	1 <sup>st</sup> Half FY2005	1 <sup>st</sup> Half FY2006	Change
Operating income	24.8	20.5	- 4.3
Non-operating income and expenses	- 1.3	- 0.9	0.4
Finance income and expenses including dividend income	0.4	0.4	0.1
Contribution	- 1.0	- 0.7	0.2
Others	- 0.7	-0.6	0.1
Recurring income	23.4	19.6	- 3.9
Extraordinary income and expenses	- 0.8	- 3.5	<b>– 2.7</b>
Gains on transfer of the substitutional portion of the government pension program	0.8	_	- 0.8
Gains on transfer of business	4.5	<del>_</del>	- 4.5
Additional retirement expenses for employees	- 0.6	- 2.9	- 2.3
Loss on reform of retirement benefits plan	_	- 0.6	- 0.6
Expense related to merger	- 4.5	_	4.5
Losses on business restructuring	- 1.0		1.0
Income taxes and minority interests	- 8.7	- 6.5	2.2
Net income	13.9	9.5	- 4.4



# Financial Forecast for FY2006



### Financial Forecast for FY2006

### **Billions of Yen**

Billions of Tell				
	FY2005	FY2	FY2006	
	Results for Year ended 3/31/06 (simple totals)	Forecast for year ending 3/31/2007 (5/11)	Forecast for year ending 3/31/2007 (10/27)	Change
Net sales	318.2	260.0	260.0	-58.2
Operating income	44.7	41.0	42.0	-2.7
Recurring income	42.2	40.0	40.5	-1.7
Net income	25.3	21.0	22.0	-3.3

R&D costs	41.8	42.0	42.0	+0.2
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# Increase and decrease factors of Net sales

### **Billions of Yen**

	Results for Year ended	Forecast for year	Cha	nge
	3/31/06 (simple totals)	ending 3/31/2007	Value	Percentage
Net sales	318.2	260.0	-58.2	-18.3%

### <Negatives>

- •Dissolving partnerships, business transfers (Abbott Japan Co.,Ltd, ASKA Pharmaceutical Co.,Ltd, Lopemin®, Zyrtec®, OTC, etc.): Over ¥60 billion in sales lost
- Decrease in industrial property revenues .
- NHI drug price revision
- <Positives>
- •Growth of sales in our 4 main products and other priority items (including new products)



# Cost of Sales and Selling, General and Administrative Expenses

### **Billions of Yen**

	Year ended 3/31/2006	% of net sales	Forecast for year ending 3/31/2007	% of net sales	Change
Net sales	318.2		260.0	1	-58.2
Cost of Sales	152.1	47.8%	100.0	38.5%	-52.1
Gross profit	166.1	52.2%	160.0	61.5%	-6.1
SG&A expenses	121.4	38.2%	118.0	45.4%	-3.4
R&D costs	41.8	13.1%	42.0	16.2%	+0.2
Operating income	44.7	14.0%	42.0	16.2%	-2.7

#### <note>

- 1. Limited impact resulting from dissolved partnerships and business transfers. Despite efforts to expand the sales of profitable lines, including our 4 main products, so as to cover the sales decrease due to the above "negatives," gross profit will nonetheless decline as a direct result of the decrease in industrial property revenues and NHI drug price revision.
- 2. SG&A expenses decrease resulting from the pursuit of synergies.
- 3. Cost of Sales includes reserve for (reversal of) sales returns.



# Topics of domestic sales



### Sales of DSP's 4 Main Products

### **Billions of Yen**

	Year ended 3/31/05 results	Year ended 3/31/06 results	Year ending 3/31/07 forecast
AMLODIN <sup>®</sup>	52.8	56.8	58.0
GASMOTIN <sup>®</sup>	15.0	16.3	19.0
PRORENAL®	10.0	12.6	14.5
MEROPEN®	12.8	14.1	14.5
Total	90.7	99.9	106.0



Domestic sales.



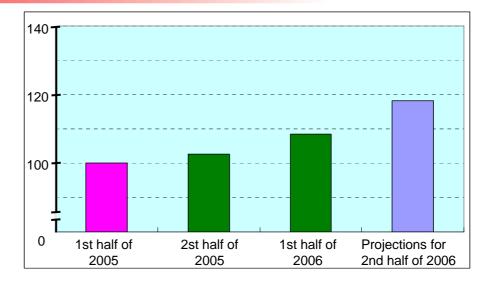
## **GASMOTIN®**

- Proactive research conference/lecture presentations of JMMS (over 100 held/first half of this year)
- 18% increase in sales volume (compared to this period last year)
- 8.5% increase in number of shipments (compared to this period last year)

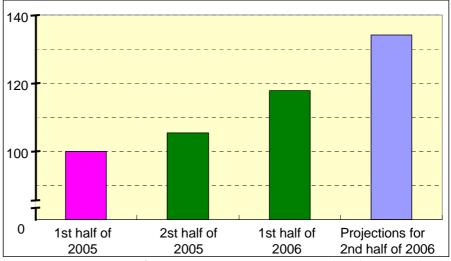


# GASMOTIN® Profile (adoption, quantities)





Quantity profile



(shown with indicators for first half of 2005)



## **AmBisome®**

Main facilities and medical department of activities

Advanced treatment hospital

Hematology Medicine

Respiratory Medicine etc

Main target disorders

Febrile neutropenia

Aspergillosis



# Current Activity on 4 Main Products

### AMLODIN<sup>®</sup>

- Switching from current tablet and developing novel use in order to improve compliance of patients who find Amlodin OD tablets difficult to swallow.
- After new product introduced, OD tablets account for over 10% of sales.

### PRORENAL<sup>®</sup>

- Greater awareness of diagnosis/treatment using "lumbar canal stenosis (LCS) diagnosis support tools."
- Continue to enhance awareness of LCS disease in subsequent primary care in second half as well.

### ■ MEROPEN®

Focus more in hospitals having more patients with severe infections by enhancing and improving hospital specialty MR.



# Development Pipeline



# Development Pipeline

NDA Submitted	Phase III	Phase II	Phase I
Schizophrenia	Hypertension	Diabetic neuropathy Diabetes	Dementia
(blonanserin)	irbesartan	(ranirestat) SMP-508 (repaglinide)	AC-3933
		Hepatocelluar carcinoma Diabetes	
		SM-11355 (miriplatin) SMP-862 (metformin)	
		Schizophrenia Anxiety/Depression	
(Parkinson's disease)	(Compensated cirrhosis)	SM-13496 (lurasidone) AC-5216	
Zonisamide	Sumiferon	Rheumatoid arthritis	
(i.v. administration)  Ephedrine "Nagai"	(Febrile neutropenia)  Meropen	SMP-114 (Cervical spondylosis  Prorenal	)
	Diabetic neuropathy (US &Canada)	Schizophrenia (EU & US) Dementia (US)	Bronchial asthma (US)
	AS-3201 (ranirestat)	(blonanserin) AC-3933	SMP-028
		Rheumatoid arthritis (EU) Overactive bladder (EU	U&US)
		SMP-986	
Developed in Japan (Nev	- w Chemical Entity)	Developed in Japan (New Indication etc.)	Developed overseas by DS





## Summary of SMP-986

Target Disease Symptoms such as pollakiuria, nocturnal

pollakiuria, urinary incontinence and urinary

urgency, found in overactive bladder syndrome

Mode of Action Inhibition of abnormal signal deriving from the

bladder in addition to anticholinergic effect on the

overactive bladder

Formulation Tablet

In-house/in-license

In-house development

Development

Stage

(EU/US) Phase II

(Japan) Under preparation for Phase I



# Disclaimer Regarding Forward-looking Statements

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Actual financial results may differ materially from those presented in this document, being dependent on a number of factors.

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