Securities Code: 4506

# Supplementary Financial Data for the Third Quarter of the Year Ending March 31, 2010

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## February 3, 2010

# Dainippon Sumitomo Pharma Co., Ltd.

- This document contains forward-looking statements based on management's assumptions and beliefs in light of the information currently available, and involve risks and uncertainties. Actual financial results may differ materially depending on a number of factors, including economic conditions.
- Forecasts for the year ending March 31, 2010 include figures of the subsidiaries in America. All values are rounded. Therefore totals may not be consistent with aggregated figures.

## I. Consolidated Financial Highlights

1. Highlights of the Statements of Income

(Billions of Yen)

|                  |                                 | Nine<br>months<br>ended | months 12/31/09 |            | Year<br>ended | Year ending 3/31/10 (Forecasts) |       |            |
|------------------|---------------------------------|-------------------------|-----------------|------------|---------------|---------------------------------|-------|------------|
|                  |                                 | 12/31/08                |                 | Change (%) |               | 3/31/09                         |       | Change (%) |
| Net              | sales                           | 201.9                   | 203.8           | 0.9        |               | 264.0                           | 295.0 | 11.7       |
|                  | Cost of sales                   | 78.9                    | 79.1            | 0.3        |               | 103.7                           | 113.5 | 9.4        |
|                  | SG&A expenses                   | 95.5                    | 92.7            | (2.9)      |               | 129.1                           | 150.5 | 16.5       |
|                  | SG&A expenses less<br>R&D costs | 57.2                    | 57.0            | (0.3)      |               | 76.3                            | 97.0  | 27.1       |
|                  | R&D costs                       | 38.3                    | 35.7            | (6.9)      |               | 52.8                            | 53.5  | 1.3        |
| Operating income |                                 | 27.5                    | 32.0            | 16.1       |               | 31.2                            | 31.0  | (0.5)      |
| Ordinary income  |                                 | 28.4                    | 31.8            | 11.8       |               | 31.4                            | 29.0  | (7.6)      |
| Net income       |                                 | 17.1                    | 21.2            | 23.8       |               | 20.0                            | 19.0  | (4.9)      |

Notes1: Cost of sales includes provision for (reversal of) reserve for sales returns.

- 2: Sumitomo Pharmaceuticals (Suzhou) Co.,Ltd. is newly added as a consolidated subsidiary from this fisacal year.
- 3: The results of the subsidiaries in America (Dainippon Sumitomo Pharma America Holdings, Inc. / Dainippon Sumitomo Pharma America, Inc. / Sepracor Inc.) are to be included in consolidated results for Q4. (No impact on profit for Q3)

| Earnings per share (yen) | 43.00 | 53.24 | 50.30 | 47.82 |
|--------------------------|-------|-------|-------|-------|
| Return on equity (ROE)   | 5.3%  | 6.4%  | 6.2%  | 5.8%  |

## 2 . Valuations and accounting procedures by acquisition of Sepracor

(Millions of dollar)

|   | Before<br>purchase price<br>allocation | After<br>purchase price<br>allocation | Valuation differences | (Amortization)                          | Impact on pretax income (Forecasts for FY2009) |
|---|--|---------------------------------------|-----------------------|---|--|
| Patent rights                           |  | 1,208                                 | 1,208                 | Amortization years by products          | 69   |
| In-process R&D (Intangible Assets)      |  | 57                                    | 57                    | Capitalize<br>(Amortize after approval) | _  |
| Inventories                             | 67                                     | 146                                   | 79                    | Charge to cost of sales                 | 40   |
| Deferred tax liabilities (of the above) |  | (489)                                 | (489)                 | _                                       | _  |
| Other assets & liabilities (Net)        | 661                                    | 721                                   | 6                     | _                                       | _  |
| Goodwill                                | 26                                     | 864                                   | 838                   | Amortization for 20 years               | 9  |
| Total                                   | 754                                    | 2,506                                 | 1,753                 |   | 118  |
|   |  |                                       |                       |   |  |

Notes: The above amounts of purchase price allocation are provisionary for the present. Patent rights include sales rights.

3. Highlights of the Balance Sheets

(Billions of Yen)

|                      | As of 3/31/09 (A) | As of<br>12/31/09<br>(B) | (B) - (A) |
|----------------------|-------------------|--------------------------|-----------|
| Total assets         | 391.3             | 667.1                    | 275.9     |
| Net assets           | 324.5             | 338.6                    | 14.1      |
| Shareholders' equity | 324.4             | 338.6                    | 14.0      |

Shareholders' equity ratio

82.9% 50.8%

## 4. Capital Expenditures and Depreciation

(Billions of Yen)

|  | Nine<br>months    | Nine<br>months    |           | Vassandad             | Year ending            |        |
|--|-------------------|-------------------|-----------|-----------------------|------------------------|--------|
|  | ended<br>12/31/08 | ended<br>12/31/09 | (B) - (A) | Year ended<br>3/31/09 | 3/31/10<br>(Forecasts) | Change |
|  | (A)               | (B)               |           |                       |                        |        |
| Capital expenditures (including intangible assets) | 8.7               | 3.9               | (4.7)     | 10.6                  | 11.0                   | 0.4    |
| Depreciation and amortization                      | 7.9               | 7.8               | (0.1)     | 10.7                  | 12.0                   | 1.3    |

Note: The above amounts don't include impact by asset valuation associated with acquisition of Sepracor.

- Major capital expenditure projects for the year ending March 31, 2010

Integration of product formulations development functions in Technology Research & Development Division :

¥0.90 billion (total budget: ¥0.90 billion, to be completed in April 2010)

## 5. Highlights of the Statements of Cash Flows

|  | Nine months<br>ended<br>12/31/08<br>(A) | Nine months<br>ended<br>12/31/09<br>(B) | (B)-(A) |
|--|---|---|---------|
| Net cash provided by operating activities            | 12.6                                    | 20.4                                    | 7.8     |
| Net cash used in investing activities                | (23.9)                                  | (173.9)                                 | (149.9) |
| Net cash used in financing activities                | (11.8)                                  | 169.8                                   | 181.6   |
| Increase related to change in scope of consolidation |   | 1.5                                     | 1.5     |
| Cash and cash equivalents at the end of period       | 33.2                                    | 67.2                                    | 34.0    |

## II. Consolidated Statements of Income

## 1. Statements of Income

## (Billions of Yen)

|   | _                        |                          | ,            | ,             |
|---|--------------------------|--------------------------|--------------|---------------|
|   | Nine<br>months           | Nine<br>months           |              |               |
|   | ended<br>12/31/08<br>(A) | ended<br>12/31/09<br>(B) | (B)-(A)      | Change<br>(%) |
| Net sales   | 201.9                    | 203.8                    | 1.8          | 0.9           |
| Overseas sales                                    | 14.7                     | 16.1                     | 1.4          | 9.2           |
| Cost of sales                                     | 78.9                     | 79.1                     | 0.2          | 0.3           |
| Gross profit                                      | 123.0                    | 124.7                    | 1.6          | 1.3           |
| SG&A expenses                                     | 95.5                     | 92.7                     | (2.8)        | (2.9)         |
| Labor costs                                       | 24.5                     | 25.5                     | 1.1          | 4.3           |
| Advertising and promotion costs                   | 3.8                      | 3.0                      | (8.0)        | (21.2)        |
| Sales promotion costs                             | 8.0                      | 8.1                      | 0.0          | 0.4           |
| Other costs                                       | 21.0                     | 20.5                     | (0.5)        | (2.2)         |
| SG&A expenses less R&D costs                      | 57.2                     | 57.0                     | (0.2)        | (0.3)         |
| R&D costs   | 38.3                     | 35.7                     | (2.6)        | (6.9)         |
| Operating income                                  | 27.5                     | 32.0                     | 4.4          | 16.1          |
| Non-operating income                              | 2.6                      | 1.9                      | (0.7)        |               |
| Non-operating expenses                            | 1.7                      | 2.1                      | 0.4          |               |
| Ordinary income                                   | 28.4                     | 31.8                     | 3.4          | 11.8          |
| Income before income taxes and minority interests | 28.4                     | 31.8                     | 3.4          | 11.8          |
| Income taxes                                      | 11.3                     | 10.6                     | (0.7)        |               |
| Minority interests in net income                  | 0.0                      | 0.0                      | (0.0)        |               |
| Net income  | 17.1                     | 21.2                     | 4.1          | 23.8          |
| Note: Cost of sales includes provision            | n for (reversa           | l of) reserve            | for sales re | eturns.       |

(Positives) Sales growth of LONASEN ®, AVAPRO®, AmBisome® Increased sales of DS Pharma Biomedical Co., Ltd. (Negatives) Decreased sales of

AMLODIN® due to the influence of generics

 Contribution of Sumitomo Pharamaceuticals (Suzhou) Co., Ltd.

·Cost of sales ratio 39.1%⇒38.8% (Decrease in the influence of the application of "Accounting Standard for Measurement of Inventories")

•Efficient spending of R&D costs

 Review of overseas development examination contents(lurasidone), influence of Yen's appreciation

## 2. Segment Information

|                  |                  | months 6<br>12/31/08 |       | Nine months ended<br>12/31/09 |                | Year  | ended 3          | /31/09         |       | ending 3,<br>Forecasts |                |       |
|------------------|------------------|----------------------|-------|-------------------------------|----------------|-------|------------------|----------------|-------|------------------------|----------------|-------|
|                  | Pharma ceuticals | Other products       | Total | Pharma ceuticals              | Other products | Total | Pharma ceuticals | Other products | Total | Pharma ceuticals       | Other products | Total |
| Net sales        | 158.2            | 43.7                 | 201.9 | 158.7                         | 45.1           | 203.8 | 206.8            | 57.2           | 264.0 | 236.0                  | 59.0           | 295.0 |
| Operating income | 26.4             | 1.2                  | 27.5  | 29.8                          | 2.2            | 32.0  | 29.8             | 1.3            | 31.2  |                        |                |       |

# 3. Sales of Major Products

(C): Figures in parentheses [] are forecasts released on October 29, 2009.

Pharmaceuticals (Domestic)

|   |  |  |               |                  | <u> </u>              | 1110110 01 1 0117                            |
|---|--|--|---------------|------------------|-----------------------|--|
| Brand name (Generic name) Therapeutic indication  | Nine<br>months<br>ended<br>12/31/08<br>(A) | Nine<br>months<br>ended<br>12/31/09<br>(B) | Change<br>(%) | (B) <b>/</b> (C) | Year ended<br>3/31/09 | Year ending<br>3/31/10<br>(Forecasts)<br>(C) |
| AMLODIN® (amlodipine) Therapeutic agent for hypertension and angina pectoris            | 46.1                                       | 41.6                                       | (9.7)         | 82.4             | 57.9                  | [49.5] 50.5                                  |
| GASMOTIN® (mosapride citrate) Gastroprokinetic  | 15.5                                       | 16.2                                       | 4.2           | 77.0             | 20.2                  | 21.0   |
| PRORENAL® (limaprost alfadex) Vasodilator   | 11.4                                       | 12.1                                       | 6.0           | 78.2             | 14.8                  | 15.5   |
| MEROPEN® (meropenem) Carbapenem antibiotic  | 11.5                                       | 11.6                                       | 0.9           | 83.7             | 14.8                  | 13.9   |
| EBASTEL® (ebastine) Long-acting Antiallergic  | 6.5  | 6.4  | (1.1)         | 70.6             | 10.6                  | 9.1  |
| LONASEN® (blonanserin)<br>Antipsychotic agent   | 2.4  | 4.7  | 93.6          | 72.7             | 3.4                   | 6.5  |
| SUMIFERON <sup>®</sup> (interferon-α NAMALWA)) Natural alpha interferon                 | 4.7  | 4.5  | (2.9)         | 75.8             | 6.0                   | 6.0  |
| GROWJECT® (somatropin) Growth hormone   | 3.3  | 3.6  | 6.7           | 77.6             | 4.3                   | 4.6  |
| AmBisome® (amphotericin B) Therapeutic agent for systemic fungal infection              | 2.3  | 3.1  | 31.4          | 71.3             | 3.1                   | 4.3  |
| MELBIN® (metformin) Oral hypoglycemic   | 2.5  | 3.0  | 17.5          | 76.8             | 3.4                   | 3.9  |
| DOPS® (droxidopa) Noradrenaline-activating neural function ameliorant                   | 3.0  | 2.8  | (4.0)         | 79.1             | 3.8                   | 3.6  |
| EXCEGRAN® (zonisamide) Antiepileptic  | 2.8  | 2.8  | 1.0           | 74.4             | 3.6                   | 3.8  |
| GLIMICRON <sup>®</sup> (gliclazide) Oral hypoglycemic                                   | 2.8  | 2.6  | (8.0)         | 76.0             | 3.6                   | 3.4  |
| AVAPRO® (irbesartan) Therapeutic agent for hypertension                                 | 1.4  | 2.4  | 76.9          | 61.0             | 1.5                   | 4.0  |
| QVAR <sup>TM</sup> (beclomethasone dipropionate) Inhaled steroid antiasthmatic          | 2.8  | 2.3  | (17.7)        | 76.1             | 3.6                   | 3.0  |
| ALMARL® (arotinolol) Therapeutic agent for hypertension, angina pectoris and arrhythmia | 2.4  | 2.2  | (5.9)         | 77.0             | 3.0                   | 2.9  |
| LULLAN® (perospirone) Antipsychotic   | 2.2  | 2.0  | (9.4)         | 75.1             | 2.8                   | 2.7  |
| SEDIEL® (tandospirone) Serotonin-agonist antianxiety drug                               | 2.2  | 2.0  | (6.0)         | 77.9             | 2.7                   | 2.6  |
| TAGAMET® (cimetidine) H <sub>2</sub> -receptor antagonist                               | 2.2  | 1.9  | (12.6)        | 78.6             | 2.7                   | 2.4  |
| TRERIEF® (zonisamide) Therapeutic agent for Parkinson's disease                         | _  | 0.6  | _             | 54.0             | _                     | 1.1  |

## $Pharmaceuticals \, (Overseas) \\$

(Billions of Yen)

| Generic name<br>Therapeutic indication        | Nine<br>months<br>ended<br>12/31/08<br>(A) | Nine<br>months<br>ended<br>12/31/09<br>(B) | Change<br>(%) | (B)/(C)<br>(%) | Year ended 3/31/09 | Year ending<br>3/31/10<br>(Forecasts)<br>(C) |
|---|--|--|---------------|----------------|--------------------|--|
| meropenem trihydrate<br>Carbapenem antibiotic | 10.7                                       | 12.8                                       | 18.8          | 69.0           | 16.2               | [16.5] 18.5                                  |
| mosapride citrate<br>Gastroprokinetic         | 0.8  | 0.8  | (2.1)         | 67.7           | 1.0                | 1.2  |
| Zonisamide<br>Antiepileptic                   | 1.0  | 0.4  | (65.1)        | 90.1           | 1.0                | 0.4  |

Note: (B) and (C) include sales of Sumitomo Pharmaceuticals (Suzhou) Co., Ltd., a Chinese subsidiary, which was newly added as a consolidated subsidiary from this fiscal year.

**Industrial Property Revenues** 

(Billions of Yen)

|                              | Nine<br>months<br>ended<br>12/31/08<br>(A) | Nine<br>months<br>ended<br>12/31/09<br>(B) | Change<br>(%) | (B)/(C)<br>(%) | Year ended 3/31/09 | Year ending<br>3/31/10<br>(Forecasts)<br>(C) |
|------------------------------|--|--|---------------|----------------|--------------------|--|
| Industrial property revenues | 1.6  | 1.4  | (16.4)        | 59.8           | 3.2                | [2.5] 2.3                                    |

(Overseas Sales)

|      |                              | Nine<br>months<br>ended<br>12/31/08<br>(A) | Nine<br>months<br>ended<br>12/31/09<br>(B) | Change<br>(%) | (B)/(C)<br>(%) | Year ended<br>3/31/09 | Year ending<br>3/31/10<br>(Forecasts)<br>(C) |
|------|------------------------------|--|--|---------------|----------------|-----------------------|--|
| Ove  | rseas sales                  | 14.7                                       | 16.1                                       | 9.2           | 30.9           | 22.1                  | [21.8] 52.1                                  |
|      | Industrial property revenues | 1.6  | 1.4  | (16.4)        | 59.7           | 3.2                   | [2.5] 2.3                                    |
| [% c | of net sales]                | [7.3%]                                     | [7.9%]                                     |               |                | [8.4%]                | [17.7%]                                      |

## **III. Consolidated Balance Sheets**

**ASSETS** 

|                                    |                         |                          |           | (DI | illions of Yen)  |          |  |
|------------------------------------|-------------------------|--------------------------|-----------|-----|--|----------|--|
|                                    | As of<br>3/31/09<br>(A) | As of<br>12/31/09<br>(B) | (B) - (A) |     | Impact of<br>subsidiaries<br>in US<br>included in<br>(B)-(A) |          |  |
| [Assets]                           | 391.3                   | 667.1                    | 275.9     |     | 86.8   |          |  |
| Current assets:                    | 263.5                   | 324.8                    | 61.2      |     | 93.0   |          |  |
| Cash and time deposits             | 22.0                    | 14.2                     | (7.8)     |     | 3.3  |          |  |
| Notes and accounts receivable      | 79.8                    | 104.5                    | 24.8      |     | 16.1   |          |  |
| Marketable securities              | 34.5                    | 64.5                     | 30.0      |     | 33.5   |          |  |
| Inventories                        | 54.5                    | 67.7                     | 13.2      |     | 13.1   |          |  |
| Deferred tax assets                | 17.1                    | 26.8                     | 9.6       |     | 9.2  |          |  |
| Short-term loans                   | 50.0                    | 25.0                     | (25.0)    |     | _  |          |  |
| Others                             | 6.0                     | 22.2                     | 16.1      |     | 17.8   |          |  |
| Allowance for doubtful receivables | (0.4)                   | (0.2)                    | 0.2       |     | _  |          |  |
| Fixed assets:                      | 127.8                   | 342.4                    | 214.6     |     | (6.3)  |          |  |
| Property, plant and equipment:     | 69.1                    | 74.1                     | 5.0       |     | 8.0  |          |  |
| Buildings and structures           | 39.5                    | 42.7                     | 3.2       |     | 4.5  |          |  |
| Machinery, equipment and carriers  | 11.0                    | 13.5                     | 2.4       |     | 1.3  |          |  |
| Land                               | 10.0                    | 10.3                     | 0.4       |     | 0.4  |          |  |
| Construction in progress           | 4.0                     | 1.9                      | (2.2)     |     | 0.0  |          |  |
| Others                             | 4.6                     | 5.7                      | 1.2       |     | 1.9  |          | •Purchase price allocation of Sepracor       |
| Intangible assets                  | 6.4                     | 198.0                    | 191.6     |     | 192.3  | •        | by fair value                                |
| Goodwill                           | 0.0                     | 77.5                     | 77.5      |     | 77.5   |          |  |
| Patent rights                      | 0.0                     | 108.4                    | 108.4     |     | 108.4  |          | •Including                                   |
| Others                             | 6.4                     | 12.0                     | 5.6       |     | 6.4  | <b>←</b> | In-process R&D                               |
| Investments and other assets:      | 52.2                    | 70.3                     | 18.0      |     | (206.6)  |          |  |
| Investment securities              | 34.0                    | 53.4                     | 19.4      |     | (210.8)  | <b>←</b> | •Elimination of inter-<br>company investment |
| Deferred tax assets                | 3.7                     | 4.2                      | 0.4       |     | 1.2  |          | and capital※                                 |
| Others                             | 14.6                    | 12.8                     | (1.8)     |     | 3.0  |          |  |
| Allowance for doubtful receivables | (0.1)                   | (0.1)                    | (0.0)     |     | _  |          |  |
| Total assets                       | 391.3                   | 667.1                    | 275.9     |     | 86.8   |          |  |

X Eliminating DSP's investment account for the subsidiaries and the subsidiaries' capital account because of consolidation of subsidiaries in America.

|   |                         |                          |           | (Bil     | llions of Yen)   | _ |                             |
|---|-------------------------|--------------------------|-----------|----------|--|---|-----------------------------|
|   | As of<br>3/31/09<br>(A) | As of<br>12/31/09<br>(B) | (B) - (A) |          | Impact of<br>subsidiaries<br>in US<br>included in<br>(B) - (A) |   |                             |
| [Liabilities]   | 66.8                    | 328.5                    | 261.7     |          | 86.5   |   |                             |
| Current liabilities:  | 53.3                    | 307.3                    | 254.0     |          | 79.3   |   |                             |
| Notes and accounts payable  | 18.5                    | 19.2                     | 0.7       |          | 0.2  |   | •Loans payable              |
| Short-term loans payable  | 0.6                     | 177.5                    | 176.9     | <b>-</b> |  |   | for acquisition of Sepracor |
| Current portion of bonds  | _                       | 25.9                     | 25.9      |          | 25.9   |   |                             |
| Current portion of long-term<br>loans payable                     | _                       | 0.3                      | 0.3       |          | _  |   |                             |
| Income taxes payable  | 6.3                     | 5.7                      | (0.6)     |          | _  |   |                             |
| Reserve for bonuses   | 8.1                     | 4.0                      | (4.1)     |          | _  |   |                             |
| Reserve for sales returns   | 0.1                     | 2.5                      | 2.4       |          | 2.4  |   |                             |
| Reserve for sales rebates   | 0.4                     | 17.6                     | 17.2      |          | 17.0   |   |                             |
| Others  | 19.3                    | 54.7                     | 35.4      |          | 33.7   | • | -Accounts payable-other,    |
| Long-term liabilities:  | 13.4                    | 21.2                     | 7.8       |          | 7.2  |   | Accrued                     |
| Long-term debt  | _                       | 0.6                      | 0.6       |          | _  |   | expenses                    |
| Liability for retirement benefits                                 | 9.3                     | 9.7                      | 0.4       |          | _  |   |                             |
| Liability for directors' retirement benefits                      | 0.0                     | 0.0                      | 0.0       |          | _  |   |                             |
| Others  | 4.2                     | 10.9                     | 6.7       |          | 7.2  |   |                             |
| [Net assets]  | 324.5                   | 338.6                    | 14.1      |          | 0.2  |   |                             |
| Shareholders' equity:   | 319.2                   | 332.5                    | 13.3      |          | 0.3  |   |                             |
| Common stock  | 22.4                    | 22.4                     | _         |          | _  |   |                             |
| Capital surplus   | 15.9                    | 15.9                     | _         |          | _  |   |                             |
| Retained earnings   | 281.6                   | 294.9                    | 13.3      |          | 0.3  |   |                             |
| Treasury stock  | (0.6)                   | (0.6)                    | (0.0)     |          | _  |   |                             |
| Valuation, translation adjustments and others:                    | 5.2                     | 6.1                      | 0.9       |          | (0.1)  |   |                             |
| Unrealized gains on available-for-<br>sale securities, net of tax | 5.2                     | 6.3                      | 1.1       |          | _  |   |                             |
| Deferred gains or losses on hedges                                | _                       | 0.0                      | 0.0       |          | _  |   |                             |
| Foreign currency translation adjustment                           | _                       | (0.2)                    | (0.2)     |          | (0.1)  |   |                             |
| Minority interests  | 0.1                     | _                        | (0.1)     |          | _  |   |                             |
| Total liabilities and net assets                                  | 391.3                   | 667.1                    | 275.9     |          | 86.8   |   |                             |

# IV. Consolidated Statements of Cash Flows

|   | (D)                                     | illions of Ten)                         |  |
|---|---|---|--|
|   | Nine months<br>ended<br>12/31/08<br>(A) | Nine months<br>ended<br>12/31/09<br>(B) |  |
| Income before income taxes and minority interests                                     | 28.4                                    | 31.8                                    |  |
| Depreciation and amortization   | 8.4                                     | 8.4                                     |  |
| Decrease (increase) in notes and accounts receivable                                  | (1.4)                                   | (8.6)                                   |  |
| Decrease (increase) in inventories  | (2.8)                                   | 0.3                                     |  |
| Increase (decrease) in notes and accounts payable                                     | 2.8                                     | 0.7                                     |  |
| Other-net   | (5.7)                                   | (1.8)                                   |  |
| Subtotal  | 29.8                                    | 30.8                                    |  |
| Interest and dividends received less paid   | 1.3                                     | 1.3                                     |  |
| Income taxes paid   | (18.6)                                  | (11.6)                                  |  |
| Net cash provided by operating activities   | 12.6                                    | 20.4                                    |  |
| Decrease (increase) in time deposits  | 2.0                                     | 5.0                                     |  |
| Purchases of property, plant and equipment / intangible assets                        | (15.0)                                  | (4.6)                                   |  |
| Purchase of investments in subsidiaries resulting in change in scope of consolidation | _                                       | (200.6)                                 | •Net amount [Total purchase price of         |
| Decrease (increase) in short-term loans receivable                                    | (7.0)                                   | 25.0                                    | Sepracor] —<br>[Cash equivalents of          |
| Other – net   | (4.0)                                   | 1.4                                     | Sepracor]                                    |
| Net cash used in investing activities   | (23.9)                                  | (173.9)                                 |  |
| Net increase in short-term loans payable  | _                                       | 176.9                                   | Loans for acquisition of Sepracor            |
| Dividends paid  | (7.1)                                   | (7.1)                                   |  |
| Other-net   | (4.7)                                   | (0.0)                                   |  |
| Net cash used in financing activities   | (11.8)                                  | 169.8                                   |  |
| Effect of exchange rate changes on cash and cash equivalents                          | 0.0                                     | (0.1)                                   |  |
| Net increase (decrease) in cash and cash equivalents                                  | (23.1)                                  | 16.3                                    |  |
| Cash and cash equivalents at the beginning of period                                  | 56.3                                    | 49.5                                    | •Sumitomo Pharmaceuticals (Suzhou) Co., Ltd. |
| Increase in cash and cash equivalents related to change in scope of consolidation     | _                                       | 1.5                                     | Dainippon Sumitomo Pharma     America, Inc.  |
| Cash and cash equivalents at the end of period  | 33.2                                    | 67.2                                    |  |

# V. Quarterly Business Results

(Billions of Yen)

|   |             | Year ende   | ed 3/31/09  |             | Year        | ending 3/3  | 31/10       |
|---|-------------|-------------|-------------|-------------|-------------|-------------|-------------|
|   | 1st quarter | 2nd quarter | 3rd quarter | 4th quarter | 1st quarter | 2nd quarter | 3rd quarter |
| Net sales   | 70.1        | 64.2        | 67.6        | 62.1        | 66.0        | 66.2        | 71.5        |
| Cost of sales                                     | 27.8        | 25.0        | 26.0        | 24.9        | 25.4        | 25.9        | 27.8        |
| SG&A expenses                                     | 32.1        | 31.2        | 32.2        | 33.6        | 29.4        | 32.6        | 30.7        |
| SG&A expenses less<br>R&D costs                   | 19.5        | 19.1        | 18.6        | 19.1        | 17.5        | 20.2        | 19.3        |
| R&D costs   | 12.7        | 12.1        | 13.5        | 14.5        | 11.9        | 12.4        | 11.4        |
| Operating income                                  | 10.2        | 8.0         | 9.4         | 3.6         | 11.2        | 7.7         | 13.1        |
| Non-operating income                              | 1.0         | 0.4         | 1.2         | 0.4         | 1.1         | 0.3         | 0.5         |
| Non-operating expenses                            | 0.4         | 1.0         | 0.3         | 1.0         | 0.5         | 0.8         | 0.8         |
| Ordinary income                                   | 10.8        | 7.4         | 10.2        | 2.9         | 11.8        | 7.2         | 12.8        |
| Extraordinary income                              | _           | _           | _           | 1.1         | _           | _           | _           |
| Extraordinary loss                                | _           | _           | _           | 0.3         | _           | _           | _           |
| Income before income taxes and minority interests | 10.8        | 7.4         | 10.2        | 3.7         | 11.8        | 7.2         | 12.8        |
| Net income  | 6.4         | 4.4         | 6.2         | 2.9         | 7.8         | 4.8         | 8.5         |

Note: Cost of sales includes provision for (reversal of) reserve for sales returns.

## VI. Development Pipeline (as of Feb. 3, 2010)

## Major Products under Development in Japan

| Stage in<br>JPN                 | Brand name/<br>Product code<br>Formulation | Generic name               | Therapeutic indications | Origin       | Remarks  |
|---------------------------------|--|----------------------------|-------------------------|--------------|--|
| Approved (awaiting NHI pricing) | METGLUCO®<br>SMP-862<br>Oral               | metformin<br>hydrochloride | Diabetes                | Merck Santé  | Improvement of insulin resistance and reduction in hepatic glyconeogenesis (Approved in Jan. 2010) |
| NDA filed                       | SMP-508<br>Oral                            | repaglinide                | Diabetes                | Novo Nordisk | Rapid insulin Secretagogue (NDA field in Sep. 2009)  |

| Stage in<br>JPN | Brand name/<br>Product code<br>Formulation | Generic name | Therapeutic indications | Origin   | Remarks                                     |
|-----------------|--|--------------|-------------------------|----------|---|
| PhaseIII        | SM-13496<br>Oral                           | lurasidone   | Schizophrenia           | In-house | Pan-Asia study (Japan,<br>Korea and Taiwan) |

| Stage in<br>JPN | Brand name/<br>Product code<br>Formulation | Generic name                           | Therapeutic indications | Origin   | Remarks                                    |
|-----------------|--|--|-------------------------|----------|--|
|                 | AS-3201<br>Oral                            | ranirestat                             | Diabetic neuropathy     | In-house | Co-developed with<br>Kyorin Pharmaceutical |
| Phase II        | DSP-8153<br>Oral                           | amlodipine<br>besilate /<br>irbesartan | Hypertension            | In-house | Combination product                        |

| Stage in<br>JPN | Brand name/<br>Product code<br>Formulation | Generic name | Therapeutic indications             | Origin   | Remarks         |
|-----------------|--|--------------|-------------------------------------|----------|-----------------|
|                 | SMP-986<br>Oral                            | TBD          | Overactive bladder                  | In-house |                 |
| Phase I         | DSP-3235<br>Oral                           | TBD          | Diabetes Kissei Pharmaceutical      |          | SGLT1 inhibitor |
|                 | DSP-3025                                   | TBD          | Bronchial asthma, allergic rhinitis | In-house | TLR7 agonist    |

[Main revisions since the announcement of Oct. 2009]

MIRIPLA® (miriplatin hydrate) Deleted because of "Launched" <Launched in Jan. 2010>

METGLUCO® (metformin hydrochloride) Changed from "NDA filed" to "Approved (awaiting NHI pricing)"

<Approved in Jan. 2010>

MEROPEN® (meropenem hydrate) for new indication

Deleted because of "Approved" < Approved in Jan. 2010>

# Major Products under Development in Foreign Markets

| Stage | Brand name/<br>Product code<br>Formulation | Generic name            | Therapeutic indications | Origin   | Country/Area | Remarks                         |
|-------|--|-------------------------|-------------------------|----------|--------------|---------------------------------|
| NDA   | SM-13496<br>Oral                           | lurasidone              | Schizophrenia           | In-house | U.S.         | NDA<br>submitted in<br>Dec.2009 |
| filed | STEDESA <sup>TM</sup><br>Oral              | eslicarbazepine acetate | Epilepsy-Adjunct        | BIAL     | U.S.         | *NDA filed<br>in Mar.2009       |

| Stage     | Brand name/<br>Product code<br>Formulation  | Generic<br>name            | Therapeutic indications                      | Origin                 | Country/Area          | Remarks  |
|-----------|---|----------------------------|--|------------------------|-----------------------|--|
|           | SM-13496<br>Oral                            | lurasidone                 | Bipolar disorder                             | In-house               | U.S. and Europe, etc. |  |
|           | amrubicin<br>hydrochloride<br>Injection     | amrubicin<br>hydrochloride | Small cell lung cancer                       | In-house               | China                 | Brand name in Japan: CALSED®   |
| Phase III | OMNARIS®<br>HFA Nasal<br>MDI<br>Collunarium | ciclesonide                | (New Formulation) Allergic Rhinitis          | Nycomed                | U.S.                  | *approved<br>formulation:<br>OMNARIS®<br>Nasal Spray,<br>an aqueous<br>solution<br>nasal spray |
|           | STEDESA <sup>TM</sup><br>Oral               | eslicarbazepine<br>acetate | Epilepsy-Adult monotherapy                   | BIAL                   | U.S.                  | *  |
|           | LUNESTA®                                    | eszopiclone                | (New Indication)<br>Insomnia<br>(Pediatrics) | In-house<br>(Sepracor) | U.S.                  | *approved indication: Insomnia (adult)   |

| Stage    | Brand name/<br>Product code<br>Formulation | Generic<br>name | Therapeutic indications                           | Origin                 | Country/Area    | Remarks  |
|----------|--|-----------------|---|------------------------|-----------------|--|
|          | SMP-986<br>Oral                            | TBD             | Overactive<br>bladder                             | In-house               | U.S. and Europe |  |
|          | SEP-227018<br>Oral                         | eszopiclone     | (New Formulation) Insomnia                        | In-house<br>(Sepracor) | U.S.            | *  |
| Phase II | ALVESCO®<br>HFA<br>Inhaler                 | ciclesonide     | (New Indication) Asthma-Pediatric (age range TBD) | Nycomed                | U.S.            | *approved<br>indication:<br>asthma (12<br>years of age<br>and older) |
|          | SEP-225289<br>Oral                         | TBD             | TBD   | In-house<br>(Sepracor) | U.S.            | *  |
|          | SEP-227162<br>Oral                         | TBD             | Major depressive disorder                         | In-house<br>(Sepracor) | U.S.            | *  |

| Stage   | Brand name/<br>Product code<br>Formulation | Generic<br>name | Therapeutic indications                  | Origin                 | Country/Area       | Remarks              |
|---------|--|-----------------|--|------------------------|--------------------|----------------------|
| Phase I | SMP-028<br>Oral                            | TBD             | Bronchial asthma                         | In-house               | U.S. and<br>Europe |                      |
|         | DSP-7238<br>Oral                           | TBD             | Diabetes                                 | In-house               | Europe             | DPPIV inhibitor      |
|         | DSP-8658<br>Oral                           | TBD             | Diabetes                                 | In-house               | U.S.               | PPARα/γ<br>modulator |
|         | SEP-227900<br>Oral                         | TBD             | Cognition, Pain Alzheimer's              | In-house<br>(Sepracor) | U.S.               | *                    |
|         | SEP-228432<br>Oral                         | TBD             | Attention-deficit hyperactivity disorder | In-house<br>(Sepracor) | U.S.               | *                    |

[Main revisions since the announcement of Oct. 2009]

Lurasidone (SM-13496) Changed from "Phase III" to "NDA submitted" for schizophrenia in the U.S.

<NDA submitted in Dec. 2009>

<sup>\*</sup> Pipeline candidates in Sepracor have been added.

# **Major Products under Development by Licensees**

| Generic / Product code<br>(Brand name in JPN) | Therapeutic indications   | Status of development   |  |  |
|---|---|---|--|--|
| AG-7352                                       | Cancer  | Out-licensed to Sunesis Pharmaceuticals Inc. for the worldwide territory in October 2003 Phase II study ongoing in North America by Sunesis (Sunesis' product code: SNS-595)  |  |  |
| SMP-601 Life-threatening infection            |   | Out-licensed to Protez Pharmaceuticals for the U.S. and European territories in May 2005 Phase II study completed in the U.S. by Protez (Protez's product code: PZ-601)   |  |  |
| amrubicin hydrochloride (CALSED®)             | Small cell lung cancer  | Out-licensed to Celgene (former Pharmion) for the U.S. and European territories in June 2005 Phase III study ongoing in the U.S. and Europe by Celgene  |  |  |
| ranirestat<br>AS-3201                         | Diabetic neuropathy   | Out-licensed to Eisai for the worldwide territory, excluding Japan, in September 2005.  Phase II / III study ongoing in the U.S., Canada and Europe by Eisai  |  |  |
| droxidopa<br>(DOPS®)                          | Intradialytic<br>hypotension, neurogenic<br>orthostatic hypotention | Out-licensed to Chelsea Therapeutics for the worldwide territory, excluding Japan, China, Korea and Taiwan in May 2006.  Phase II study of intradialytic hypotension ongoing in the U.S. by Chelsea. Phase III study of neurogenic orthostatic hypotension ongoing in the U.S. and Europe by Chelsea. |  |  |
| DSP-3025                                      | Bronchial asthma, allergic rhinitis                                 | Entered into a development and marketing agreement concluded in March 2005. AstraZeneca has the right for the worldwide territory, excluding Japan, China, Korea and Taiwan.  Phase II study is ongoing in Europe by AstraZeneca  |  |  |
| eszopiclone                                   | Insomnia  | Out-licensed by Sepracor to Eisai for the Japanese territory in July, 2007. (Brand name in U.S.: LUNESTA®)  |  |  |

[Main revisions since the announcement of Oct. 2009]

eszopiclone Newly added

### VII. Profile of Major Products under Development (as of Feb. 3, 2010)

## **METGLUCO**<sup>®</sup> (metformin hydrochloride) Diabetes

- In-licensed from Merck Santé
- METGLUCO<sup>®</sup> (metformin hydrochloride) is an anti-diabetic agent that lowers blood glucose levels by reducing hepatic glyconeogenesis and improving peripheral glucose uptake, without enhancing insulin secretion. An oral formulation of metformin hydrochloride was first developed and launched as Melbin<sup>®</sup> in Japan by our company in 1961. However, the indication and dosage for Japanese patients are different from those for overseas patients. Following accumulated findings from the large-scale clinical studies conducted in the U.S. and Europe, we have conducted clinical studies to obtain approval for metformin hydrochloride with appropriate indication and dose regimens for Japanese patients.
- Development stage: Approved (awaiting NHI pricing) in Japan

#### SMP-508 (repaglinide) Diabetes

- In-licensed from Novo Nordisk
- Repaglinide is a rapid-acting insulin secretagogue and approved/marketed in more than 90 countries including the world major country.
- Repaglinide is expected to suppress the postprandial elevation of blood glucose levels, resulting in lower HbA<sub>1C</sub> and fasting blood glucose levels, therefore repaglinide is expected as a medicine that is superior to an existing rapid insulin secretagogue.
- Development stage: NDA filed in Japan

## SM-13496 (lurasidone) Schizophrenia, Bipolar disorder

- Developed in-house
- SM-13496 has a unique receptor-binding profile with a high affinity for dopamine-2, serotonin-2A, serotonin-7, serotonin-1A and noradrenalin-α2c receptors. It exhibits little or no affinity for histamine-1 or acetylcholine-M1 receptors. SM-13496 is expected to have high antipsychotic efficacy with superior safety profile due to a reduced incidence of extrapyramidal reactions, cardiac reactions and weight gain. Furthermore, SM-13496 is also expected to have potential for treating Bipolar disorders.
- Development stage:

Schizophrenia: NDA submitted in the U.S., Phase III as Pan-Asia study (Japan, Korea and Taiwan) Bipolar disorder: Phase III as Global study

## STEDESA<sup>TM</sup> Antiepileptic

- In-licensed from BIAL
- STEDESA, a new chemical entity, is a novel voltage-gated sodium channel blocker. STEDESA has been studied in three Phase III, multi-center, randomized, placebo-controlled trials, which involved patients from 23 countries. Patients involved in the trials had a history of at least four partial-onset seizures per month despite treatment with one to three concomitant antiepileptic drugs. During the trials, patients were randomized to eslicarbazepine acetate or placebo, and after a two-week titration period, were assessed over a 12-week maintenance period with continued follow-up over a one-year, open-label period. Target profile: a clear dose-dependency, marked and sustained seizure reduction with favorable tolerability and safety profile.
- Development stage: NDA filed in the U.S.

#### AS-3201 (ranirestat) Diabetic neuropathy

- Developed in-house
- · AS-3201 alleviates diabetic neuropathy, a complication of diabetes, by inhibiting aldose reductase and

thereby inhibiting the accumulation of intracellular sorbitol that causes diabetic neuropathy. This compound has a stronger inhibitory effect and is longer acting compared to other drugs in this therapeutic area. Clinical studies have shown AS-3201 to have good penetration into nerve tissues, resulting in dose-dependent inhibition of intraneural accumulation of sorbitol and fructose. Based on the results of clinical studies, AS-3201 is expected to show improvement of neuronal function and symptoms related to diabetic neuropathy.

- AS-3201 was out-licensed to Eisai for the overseas territory in September 2005. Eisai is conducting Phase II / III study in the U.S., Canada and Europe.
- Development stage: Phase IIb in Japan (co-developed with Kyorin Pharmaceutical)

## DSP-8153 Hypertension

- Developed in-house
- Combination product of amlodipine besilate (AMLODIN®; calcium channel blocker) and irbesartan (AVAPRO®; angiotensin II receptor blocker). DSP-8153 is expected to have an antihypertensive activity for the patients with essential hypertension who do not have sufficient antihypertensive effect by irbesartan or amlodipine treatment. In addition, the product is expected to have cerebroprotective, cardioprotective and renoprotective effect for patients with essential hypertension, because irbesartan has renoprotective effect and amlodipine has cerebroprotective and cardioprotective effects.
- Development stage: Phase II in Japan

#### SMP-986 Overactive bladder

- Developed in-house
- SMP-986 possesses the dual pharmacological actions of muscarinic receptor antagonism (non-selective) and inhibition of the bladder afferent pathway through Na<sup>+</sup>-channel blockade. This compound is expected to ease urinary urgency and reduce the frequency of both urination and incontinence. The compound is also expected to have lower incidence of side effects related to muscarinic receptor antagonism, such as dry mouth.
- Development stage: Phase II in the U.S. and Europe. Phase I in Japan

#### SEP-225289 Indication: to be determined

- Developed in-house (Sepracor)
- SEP-225289 is a new triple reuptake inhibitor (TRI) which inhibits reuptake of serotonin, norepinephrine and dopamine.
- Development stage: Phase II in the U.S.

## SEP-227162 Major depressive disorder

- Developed in-house (Sepracor)
- SEP-227162 is a SNRI which inhibits reuptake of serotonin and norepinephrine. The compound is expected to show a better tolerability compared to existing medication..
- Development stage: Phase II in the U.S.

#### DSP-3235 Diabetes

- In-licensed from Kissei Pharmaceutical
- DSP-3235 is a selective inhibitor for an isoform of sodium-dependent glucose cotransporters (SGLT1).
   It is expected to improve postprandial hyperglycemia by suppressing glucose absorption from the intestine with a novel mechanism of action different from that of conventional alpha-glucosidase inhibitors.
- Development stage: Phase I in Japan

## DSP-3025 Bronchial asthma, allergic rhinitis

- Developed in-house
- An immune response modifier with agonistic activity against Toll-like receptor 7 (TLR7). It is expected
  to become a therapeutic agent providing long-term disease remission in bronchial asthma and allergic
  rhinitis.
- A series of promising compounds were identified from drug discovery research for a therapeutic agent
  with a novel mechanism of action against allergic disorders. With this as a turning point, we started a
  research collaboration with AstraZeneca in 2004, and discovered a drug candidate as an outcome based on
  this research collaboration.
- We entered into a development and marketing agreement with AstraZeneca in March 2005. Under the
  agreement, we will retain development and commercialization rights in Japan, China, Korea and Taiwan,
  and AstraZeneca will retain development and commercialization rights worldwide excluding the four
  countries. AstraZeneca is conducting Phase II study in Europe.
- Development stage: Phase I in Japan

#### SMP-028 Bronchial asthma

- Developed in-house
- SMP-028 shows a variety of effects on a wide range of inflammatory cells involved in the pathology of bronchial asthma. It suppresses inflammatory mediator release/production and *in vivo* studies have shown effectiveness of SMP-028 in animal models of asthma. It is expected to become a new treatment for asthma as a potent anti-inflammatory agent with a novel mechanism of action. Allergen challenge clinical pharmacology studies are ongoing in the UK.
- Development stage: Phase I in the U.S. and Europe

## DSP-7238 Diabetes

- Developed in-house
- DSP-7238 is a dipeptidyl peptidase IV (DPP IV) inhibitor and improves hyperglycemia through the GLP-1-induced acceleration of insulin secretion. Since DSP-7238 has a selective and strong inhibitory activity for the GLP-1-degrading enzyme DPP IV, it may be a promising DPP IV inhibitor that achieves better glycemic control.
- Development stage: Phase I in Europe

#### DSP-8658 Diabetes

- Developed in-house
- DSP-8658 is a novel PPAR $\alpha/\gamma$  modulator that exhibits potent antihyperglycemic and lipid lowering activity in several animal models.
- Non-clinical studies suggest that DSP-8658 may offer advantages over marketed PPARγ agonists, particularly with respect to improvements in lipid metabolism and incidence of fluid retention or body weight gain.
- Development stage: Phase I in the U.S.

## SEP-227900 Cognition, NP and Alzheimer's disease

- Developed in-house (Sepracor)
- SEP-227900 is an inhibitor of D-Serine Amino Acid Oxidase (DAAO). The compound is expected to
  enhance NMDA receptor activity which may result in improvement of neuropathic pain (NP), cognition
  and Alzheimer's disease (AD).

• Development stage: Phase I in the U.S.

## SEP-228432 Attention-deficit hyperactivity disorder

- Developed in-house (Sepracor)
- SEP-228432 is a new triple reuptake inhibitor (TRI) which inhibits reuptake of serotonin, norepinephrine and dopamine. The compound has the potential to show improved efficacy in ADHD.
- Development stage: Phase I in the U.S.