# Summary of Consolidated Financial Results for the First Quarter of the Year Ending March 31, 2012 [Japanese GAAP](Unaudited) 

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Stock Exchange Listings: Tokyo, Osaka
Security Code Number: 4506 (URL:http://www.ds-pharma.co.jp)
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Filing Date of Quarterly Financial Report: August 12, 2011
Starting Date of Dividend Payments:
Preparation of Supplementary Financial Data for Quarterly Financial Results: Yes
Information Meeting for Quarterly Financial Results to be held: Yes (for institutional investors and analysts)
(Note : All amounts are rounded down to the nearest million yen)

1. Consolidated Financial Results for the First Quarter of the Year Ending March 31, 2012
(April 1, 2011 to June 30, 2011)
(1) Results of Operations
(\% represents changes from the corresponding period of the previous year)

|  | Net sales |  | Operating income |  | Ordinary income |  | Net income |  |
| :---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: | ---: |
|  | Yen million | $\%$ | Yen million | $\%$ | Yen million | $\%$ | Yen million | $\%$ |
|  | 94,798 | $(6.9)$ | 12,787 | $(13.5)$ | 13,154 | $(11.3)$ | 8,086 | $(12.8)$ |
| Three months ended <br> June 30, 2010 | 101,799 | 54.1 | 14,790 | 31.6 | 14,838 | 25.4 | 9,277 | 18.7 |

Note: Comprehensive income Three months ended June 30, 2011: 11,819 29.4\% Three months ended June 30, 2010: 9,134 - \%

|  | Earnings per share | Earnings per share <br> (diluted) |
| :---: | ---: | :---: |
| Three months ended <br> June 30, 2011 | $¥ 20.35$ | - |
| Three months ended <br> June 30, 2010 | $¥ 23.35$ | - |

(2) Financial Position

| (Millions of yen) |  |  |  |
| :---: | ---: | ---: | ---: |
| As of June 30, 2011 | Total assets | Net assets | Shareholders' equity ratio |
| As of March 31, 2011 | 581,742 | 332,226 | $57.1 \%$ |

Reference: Shareholders' Equity (millions of yen)
As of June 30, 2011: 332,226 As of March 31, 2011: 323,983

## 2. Dividends

|  | Dividends per share |  |  |  |  |
| :---: | :---: | ---: | ---: | ---: | ---: |
|  | 1st quarter | 2nd quarter | 3rd quarter | Year-End | Annual |
| Year ended March 31, 2011 | - |  | $¥ 9.00$ | - |  |
| Year ending March 31, 2012 | - |  |  |  |  |
| Year ending March 31, 2012 <br> (Forecast) |  |  | $¥ 9.00$ | - |  |

Note: Revision of dividend forecasts during this period: None

## 3. Consolidated Financial Forecasts for the Year Ending March 31, 2012

(April 1, 2011 to March 31, 2012)

|  | Net sales $\quad \|$Operating income  |  |  |  | Ordinary income |  | Net income |  | Earnings per share |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Yen million | \% | Yen million | \% | Yen million | \% | Yen million | \% |  |
| Six months ending September 30, 2011 | 179,700 | (4.7) | 8,900 | (40.4) | 8,400 | (41.6) | 4,800 | (44.5) | $¥ 12.08$ |
| Year ending | 362,000 | (4.6) | 17,000 | (45.1) | 15,500 | (45.8) | 8,500 | (49.4) | $¥ 21.39$ |

Note: Revision of consolidated financial forecasts during this period: None

## 4. Other

(1) Shift of significant subsidiaries during the period (shift of specified subsidiaries accompanied by changes in scope of consolidation) : None
(2) Application of specific accounting methods for preparing quarterly consolidated financial statements: Yes

## - Calculation of income taxes

The effective tax rate, after applying tax effect accounting, expected to be imposed on income before income taxes and minority interests for the fiscal year in which this first quarter is included is estimated based on reasonable assumptions. Then, tax expenses are calculated by multiplying the income before income taxes and minority interests for the quarter by the estimated effective tax rate.
(3) Changes in accounting policies, accounting estimates, and retrospective restatements
(1) Changes due to changes in accounting standards: None
(2) Changes due to changes in accounting standards other than (3),(1): None
(3) Changes in accounting estimates: None
(4) Retrospective restatements: None
(4) Number of shares outstanding (Common stock) at the end of period
(1) Number of shares outstanding (Including treasury stock)
$\begin{array}{ll}\text { June 30, 2011: } & 397,900,154 \text { shares } \\ \text { March 31, } 2011: & 397,900,154 \text { shares }\end{array}$
(2) Number of treasury stock
June 30, 2011: $\quad 587,522$ shares

March 31, 2011 : 587,168 shares
(3) Average number of shares during the period

June 30, 2011 : 397,312,780 shares
June 30, 2010 : $397,315,315$ shares

Indication of quarterly review procedure implementation status:
This summary of financial results is exempt from quarterly review procedure based upon the Financial Instruments and Exchange Act. It is under the quarterly review procedure process at the time of disclosure of this report.

## Explanation for Appropriate Use of Forecasts and Other Notes:

This document contains forward-looking statements based on management's assumptions and beliefs in light of the information currently available, and involves risks and uncertainties. Actual financial results may differ materially depending on a number of factors, including economic conditions.

The Company holds the Conference Call for institutional investors and analysts on Friday, July 29, 2011. The documents distributed at the presentation are scheduled to be posted on our website.

## 【Attachment Documents】

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## 1. Qualitative Information for the Three Months Ended June 30, 2011

## (1) Qualitative Information on Consolidated Business Results

The situation in the pharmaceutical industry is still severe, in part due to the increased difficulty in discovering new epoch-making drugs, and in part due to the continuous implementation of various measures aimed at saving medical costs, in the face of the global movement toward reform of healthcare systems.

Under such circumstances, the DSP Group is striving to conduct business activities, by setting transforming the revenue source structure in Japan, expanding overseas operations and maximizing earnings, and expanding the drug pipeline for the future growth as the most important tasks.
Net sales by the Group for the three months ended June 30 of this consolidated fiscal year amounted to 94,798 million yen (a $6.9 \%$ decrease from the three months of the previous consolidated fiscal year). Operating income amounted to 12,787 million yen (a 13.5\% decrease year-on-year) and ordinary income amounted to 13,154 million yen (a 11.3\% decrease year-on-year). Net income amounted to 8,086 million yen (a 12.8\% decrease year-on-year).

From the consolidated fiscal year ending March 31, 2012, the Group revised classification of the reportable segments to strengthen the performance management of the pharmaceutical business for each market. The results by business segment are as follows:

## (1) Japan segment

This represents the business performance of the domestic pharmaceutical business of the DSP. The company has continued its intensive infusions of operating resources into its strategic products, such as AVAPRO ${ }^{\circledR}$, a therapeutic agent for hypertension drug, LONASEN ${ }^{\circledR}$, an atypical antipsychotic, and PRORENAL ${ }^{\circledR}$, a vasodilator, as well as its new products, such as TRERIEF $^{\circledR}$, a Parkinson's disease drug, MIRIPLA ${ }^{\circledR}$, a therapeutic agent for hepatocellular carcinoma, METGLUCO ${ }^{\circledR}$, a biguanide oral hypoglycemic, and SUREPOST ${ }^{\circledR}$, a rapid insulin secretagogue, thereby working to increase in sales. In addition, the company has aggressively worked to expand the income by pursuing continuous improvement in management efficiency, such as pursue low-cost operations. However, mainly due to the decrease of the sales of AMLODIN ${ }^{\circledR}$, therapeutic agent for hypertension and angina pectoris, net sales amounted to 44,555 million yen (a $4.1 \%$ decrease year-on-year) and segment income amounted to 18,084 million yen (a $3.8 \%$ decrease year-on-year).

## (2) North America segment

This represents the business performance of the U.S. subsidiaries led by Sunovion Pharmaceuticals Inc. and the North America business of the DSP. The Group strived to achieve market penetration and sales expansion of LATUDA ${ }^{\circledR}$, the Group's global strategic product at an early stage and worked promotion activities for the existing products such as LUNESTA ${ }^{\circledR}$, sedative hypnotic and XOPENEX ${ }^{\circledR}$, short-acting beta-agonist through aggressive promotion activities. Net sales amounted to 31,514 million yen (a $4.2 \%$ decrease year-on-year) due to the effect of strong yen despite of increase based on local currency. Segment income amounted to 3,701 million yen (a $38.5 \%$ decrease year-on-year).

## (3) China segment

This represents the business performance of the Sumitomo Pharmaceuticals (Suzhou) Co., Ltd. and the China
business of the DSP. Mainly due to the increase of the sales of MEROPEN ${ }^{\circledR}$ ( sold in China as MEPEM ${ }^{\circledR}$ ), a carbapenem antibiotic preparation, net sales amounted to 1,880 million yen (a $24.7 \%$ increase year-on-year) and segment income amounted to 823 million yen (a $5.1 \%$ increase year-on-year).

## (4) Other Regions segment

This represents mainly the business performance of the export excluding North America and China. Net sales amounted to 6,408 million yen (a $6.9 \%$ increase year-on-year) and segment income amounted to 2,846 million yen (a 0.5\% decrease year-on-year).

In addition to the above-mentioned reporting segments, the Group has been marketing food ingredients, food additives, chemical product materials, veterinary drugs, diagnostic products, etc. and net sales of these products amounted to 10,440 million yen (a $30.2 \%$ decrease year-on-year) and segment income amounted to 962 million yen (a 15.3\% increase year-on-year).

## (2) Qualitative Information on Consolidated Financial Condition

Total assets decreased 8,125 million yen from the previous consolidated fiscal year-end, to 581,742 million yen, primarily due to the decrease in investment securities and patent rights.

Total liabilities decreased 16,368 million yen from the previous consolidated fiscal year-end, to 249,516 million yen, primarily due to the decrease in interest-bearing debt.

Net assets increased 8,243 million yen from the previous consolidated fiscal year-end, to 332,226 million yen, mainly because the increase in retained earnings due to recording of the quarterly net income exceeded the decrease due to payment of dividends. In addition, shareholders' equity ratio as of the end of the first quarter of the present consolidated fiscal year amounted to 57.1\%.

## (3) Qualitative Information on Consolidated Financial Forecasts

At this point, any factor affect the business results were not assumed. There are no revisions to the consolidated financial forecast announced on May 11, 2011.

## 2. Consolidated Financial Statements

(1) Consolidated Balance Sheets

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | As of March 31, 2011 | As of June 30, 2011 |
| Assets |  |  |
| Current assets: |  |  |
| Cash and time deposits | 14,938 | 16,468 |
| Notes and accounts receivable | 107,803 | 105,855 |
| Marketable securities | 90,921 | 86,348 |
| Merchandise and finished goods | 38,442 | 37,927 |
| Work-in-process | 2,388 | 2,597 |
| Raw materials and supplies | 15,140 | 14,002 |
| Deferred tax assets | 33,489 | 32,868 |
| Short-term loans | 25,000 | 25,000 |
| Others | 4,998 | 7,996 |
| Allowance for doubtful receivables | (122) | (111) |
| Total current assets | 332,999 | 328,954 |
| Fixed assets: |  |  |
| Property, plant and equipment: |  |  |
| Buildings and structures | 91,227 | 91,840 |
| Accumulated depreciation and impairment loss | $(49,497)$ | $(49,790)$ |
| Buildings and structures, net | 41,730 | 42,050 |
| Machinery, equipment and carriers | 77,089 | 76,728 |
| Accumulated depreciation and impairment loss | $(65,030)$ | $(65,240)$ |
| Machinery, equipment and carriers, net | 12,058 | 11,488 |
| Land | 10,291 | 10,286 |
| Construction in progress | 941 | 997 |
| Others | 27,529 | 27,738 |
| Accumulated depreciation and impairment loss | $(22,758)$ | $(22,902)$ |
| Others, net | 4,771 | 4,836 |
| Total property, plant and equipment | 69,793 | 69,659 |
| Intangible assets: |  |  |
| Goodwill | 70,369 | 70,822 |
| Patent rights | 60,984 | 55,988 |
| Others | 11,912 | 11,960 |
| Total intangible assets | 143,266 | 138,770 |
| Investments and other assets: |  |  |
| Investment securities | 27,922 | 27,377 |
| Deferred tax assets | 7,023 | 7,898 |
| Others | 8,961 | 9,185 |
| Allowance for doubtful receivables | (99) | (102) |
| Total investments and other assets | 43,807 | 44,359 |
| Total fixed assets | 256,868 | 252,788 |
| Total assets | 589,868 | 581,742 |


|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | As of March 31, 2011 | $\begin{gathered} \text { As of } \\ \text { June } 30,2011 \end{gathered}$ |
| Liabilities |  |  |
| Current liabilities: |  |  |
| Notes and accounts payable | 15,647 | 16,362 |
| Short-term loans payable | 50,000 | 43,000 |
| Current portion of long-term loans payable | 10,600 | 10,000 |
| Income taxes payable | 7,678 | 4,930 |
| Reserve for bonuses | 7,431 | 3,832 |
| Reserve for sales returns | 2,289 | 2,695 |
| Reserve for sales rebates | 15,875 | 18,892 |
| Others | 47,681 | 43,530 |
| Total current liabilities | 157,203 | 143,242 |
| Long-term liabilities: |  |  |
| Bonds payable | 50,000 | 50,000 |
| Long-term loans payable | 43,000 | 40,500 |
| Liability for retirement benefits | 10,266 | 10,413 |
| Liability for directors' retirement benefits | 6 | - |
| Others | 5,407 | 5,359 |
| Total long-term liabilities | 108,680 | 106,273 |
| Total liabilities | 265,884 | 249,516 |
| Net assets |  |  |
| Shareholders' equity: |  |  |
| Common stock | 22,400 | 22,400 |
| Capital surplus | 15,860 | 15,860 |
| Retained earnings | 304,186 | 308,696 |
| Treasury stock | (648) | (648) |
| Total shareholders' equity | 341,798 | 346,308 |
| Accumulated other comprehensive income (loss) |  |  |
| Unrealized gains on available-for-sale securities, net of tax | 5,413 | 5,049 |
| Foreign currency translation adjustment | $(23,228)$ | $(19,131)$ |
| Total accumulated other comprehensive income (loss) | $(17,814)$ | $(14,081)$ |
| Total net assets | 323,983 | 332,226 |
| Total liabilities and net assets | 589,868 | 581,742 |

(2) Consolidated Statements of (Comprehensive) Income

Consolidated Statements of Income

|  |  | (Millions of yen) |
| :--- | ---: | ---: |
| Year ended <br> June 30,2010 | June 30, 2011 |  |

Consolidated Statements of Comprehensive Income (Loss)

|  |  | (Millions of yen) |
| :---: | :---: | :---: |
|  | Year ended June 30, 2010 | Year ended June 30, 2011 |
| Income before minority interests | 9,277 | 8,086 |
| Other comprehensive income (loss) |  |  |
| Unrealized gains (losses) on available-for-sale securities, net of tax | $(1,184)$ | (364) |
| Deferred gains or losses on hedges | (32) | - |
| Foreign currency translation adjustment | 1,074 | 4,097 |
| Total other comprehensive income (loss) | (143) | 3,732 |
| Comprehensive income (loss) | 9,134 | 11,819 |
| Comprehensive income attributable to |  |  |
| Comprehensive income (loss) attributable to owners of the parent | 9,134 | 11,819 |
| Comprehensive income (loss) attributable to minority interests | - | - |

## (3) Notes on Premise of Going Concern

Not applicable.

## (4) Segment Information

I Three months ended June 30, 2010

1. Information on sales and income (loss) by reportable segment

|  | (Millions of yen) |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Reportable Segments |  |  |  | Other Business | Total |
|  | Japan (Pharmac euticals) | U.S. | China | Subtotal |  |  |
| Net sales |  |  |  |  |  |  |
| Sales to customers | 52,596 | 32,889 | 1,349 | 86,834 | 14,964 | 101,799 |
| Intersegment sales and transfers | 814 | 1,089 | 128 | 2,032 | - | 2,032 |
| Total | 53,411 | 33,978 | 1,477 | 88,867 | 14,964 | 103,832 |
| Income (loss) of segment | 12,367 | 1,249 | 559 | 14,176 | 650 | 14,827 |

Note: The "Other Business" category incorporates operations not included in reportable segments,
including food additives, animal health products, diagnostics and other products.
2. Difference between total of the income (loss) of the reportable segments and the amount on consolidated statements of income, and main contents of the difference (adjustment of difference)

| $\quad$ Income | Amount |
| :--- | ---: |
| Reportable segments total | 14,176 |
| Income of "Other Business" | 650 |
| Elimination of intersegment transactions | $(37)$ |
| Operating income on consolidated statements of income | 14,790 |

II Three months ended June 30, 2011

1. Information on sales and income (loss) by reportable segment
(Millions of yen)

|  | Reportable Segments |  |  |  |  | Other Business | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Pharmaceuticals Business |  |  |  |  |  |  |
|  | Japan | North America | China | Other Regions | Subtotal |  |  |
| Net sales <br> Sales to customers <br> Intersegment sales and transfers | $\begin{array}{r} 44,555 \\ 90 \end{array}$ | 31,514 - | 1,880 - | 6,408 - | $\begin{array}{r} 84,358 \\ 90 \end{array}$ | $\begin{array}{r} 10,440 \\ 23 \end{array}$ | $\begin{array}{r} 94,798 \\ 114 \end{array}$ |
| Total | 44,646 | 31,514 | 1,880 | 6,408 | 84,448 | 10,463 | 94,912 |
| Income (loss) of segment | 18,084 | 3,701 | 823 | 2,846 | 25,454 | 962 | 26,416 |

Note: The "Other Business" category incorporates operations not included in reportable segments,
including food ingredients, food additives, chemical product materials, veterinary drugs, diagnostics
and other products.
2. Difference between total of the income (loss) of the reportable segments and the amount on consolidated statements of income, and main contents of the difference (adjustment of difference)

| $\quad$ Income | (Millions of yen) |
| :--- | ---: |
| Reportable segments total | Amount |
| Income of "Other Business" | 96,454 |
| Research and development costs | $(13,636)$ |
| Elimination of intersegment transactions | 6 |
| Operating income on consolidated statements of income | 12,787 |

Note: Research and development costs are not allocated to any segment as the Group manages such cost on a globalbasis.

## 3.Change of Reportable Segments

From the first quarter of the present consolidated fiscal year, in order to strengthen the market-specific performance management, such as Japan, North America, China, the classification of profit management within the group has changed from the previous three [Japan (Pharmaceuticals), US, China] to four reportable segments [Japan, North America, China, Other Regions].
Because of this, results from overseas dealings that were included in the previous Japan (Pharmaceuticals) segment are now included in the North America, China and Other Regions segments. Moreover, from the first quarter of the present consolidated fiscal year, in order to manage R\&D costs globally, they are not included in each segment. As a result, segment income is changed to the operating income before R\&D costs from the past operating income. For the corresponding fiscal period of the previous consolidated fiscal year, information on sales and income (loss) by reportable segment created from the revised classification of segments is outlined below.

Three months ended June 30, 2010
(Millions of yen)

|  | Reportable Segments |  |  |  |  | Other Business | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Pharmaceuticals Business |  |  |  |  |  |  |
|  | Japan | North America | China | Other Regions | Subtotal |  |  |
| Net sales <br> Sales to customers <br> Intersegment sales and transfers | $46,441$ | 32,889 | $1,508$ | $5,996$ | $86,834$ | $14,964$ | $101,799$ |
| Total | 46,441 | 32,889 | 1,508 | 5,996 | 86,834 | 14,964 | 101,799 |
| Income (loss) of segment | 18,794 | 6,019 | 783 | 2,859 | 28,456 | 834 | 29,290 |

Note: The "Other Business" category incorporates operations not included in reportable segments,
including food additives, animal health products, diagnostics and other products.

Difference between total of the income (loss) of the reportable segments and the amount on consolidated statements of income, and main contents of the difference (adjustment of difference)

| $\quad$ Income | (Millions of yen) |
| :--- | ---: |
| Reportable segments total | Amount |
| Income of "Other Business" | 28,456 |
| Research and development costs | 834 |
| Operating income on consolidated statements of income | $(14,500)$ |

(5) Notes on Significant Changes in Shareholders' Equity

Not applicable.

