# Supplementary Financial Data for the Second Quarter of the Year Ending March 31, 2016

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# October 28, 2015

# Sumitomo Dainippon Pharma Co., Ltd.

- All values are rounded. Therefore totals may not be consistent with aggregated figures.

<sup>-</sup> Forecasts provided in this document are based on the management's assumptions and beliefs, made in light of information available up to the day of announcement. Actual financial results may differ materially from those presented in this document, being dependent upon a number of factors.

#### I. Consolidated Financial Highlights

#### 1. Consolidated Statements of Income

| 1.00  | Disolidated Statements of Income          |                   |                   |            |        |            | (Dilli               | ons or yen) |
|-------|---|-------------------|-------------------|------------|--------|------------|----------------------|-------------|
|       |   | FY2014<br>AprSep. | FY2015<br>AprSep. | Change (%) | FY2014 | Change (%) | FY2015<br>(Forecast) | Change (%)  |
| Net s | sales                                     | 178.3             | 198.9             | 11.6       | 371.4  | (4.2)      | 401.0                | 8.0         |
|       | Cost of sales                             | 48.5              | 52.1              | 7.5        | 101.2  | (2.8)      | 103.5                | 2.2         |
|       | SG&A expenses                             | 117.9             | 130.0             | 10.3       | 246.9  | 2.2        | [270.5] 268.5        | 8.8         |
|       | SG&A expenses less R&D costs              | 84.7              | 89.8              | 6.0        | 175.6  | 2.3        | [181.0] 179.0        | 2.0         |
|       | R&D costs                                 | 33.2              | 40.2              | 21.2       | 71.3   | 2.1        | 89.5                 | 25.5        |
| Ope   | ating income                              | 11.9              | 16.8              | 41.0       | 23.3   | (44.8)     | [27.0] 29.0          | 24.6        |
| Ordi  | nary income                               | 12.7              | 17.5              | 37.7       | 23.3   | (42.6)     | [26.5] 28.5          | 22.2        |
|       | ncome attributable to owners of<br>parent | 11.8              | 13.2              | 12.4       | 15.4   | (23.0)     | [18.0] 20.0          | 29.5        |

Notes 1: Cost of sales includes provision for (reversal of) reserve for sales returns.

2: Change (%) represent ratio of changes from the corresponding period of the previous year.

3: The forecasts have been revised. Figures in parentheses [] are previously disclosed forecasts. Change (%) represents ratio of changes to the revised forecasts.

| EBITDA (Billions of yen) | 22.7  | 27.7  | 43.1  | 49.3  |
|--------------------------|-------|-------|-------|-------|
| Earnings per share (yen) | 29.60 | 33.26 | 38.88 | 50.34 |
| Return on equity (ROE)   | 2.9%  | 2.9%  | 3.6%  | 4.4%  |
| Payout ratio             | 30.4% | 27.1% | 46.3% | 35.8% |

#### 2. Consolidated Statements of Cash Flows (Billions of yen)

|  | FY2014<br>AprSep. | FY2015<br>AprSep. |
|--|-------------------|-------------------|
| Net cash provided by operating activities      | 21.6              | 14.3              |
| Net cash provided by investing activities      | 15.2              | 28.2              |
| Net cash used in financing activities          | (8.3)             | (8.3)             |
| Cash and cash equivalents at the end of period | 106.3             | 154.5             |

#### 3. Currency Exchange Rates

| j=jj      |                                 |                                 |                     |                           | (                   | , , ,   |
|-----------|---------------------------------|---------------------------------|---------------------|---------------------------|---------------------|---|
|           | 2014<br>AprSep.<br>Average rate | 2015<br>Aprsep.<br>Average rate | 2015<br>End of Sep. | FY2015<br>Assumed<br>rate | F)<br>(Impact of    | sensitivity<br>/2015<br>yen weakness<br>en/USD) |
| Yen / USD | 103.0                           | 121.9                           | 119.9               | 120.0                     | Net Sales           | 1.7   |
| Yen / RMB | 16.6                            | 19.5                            | 19.0                | 19.0                      | Operating<br>Income | 0.2   |

Note: Net sales and Operating income in FY2015 Apr.-Sep. increased by 15.4 billion yen and 1.0 billion yen respectively, compared to FY2014 Apr.-Sep. due to exchange rate fluctuation.

| 4. Capital Expenditures |         |         |        | (        | Billions of yen) |
|-------------------------|---------|---------|--------|----------|------------------|
|                         | FY2014  | FY2015  | Chango | FY2015   |                  |
|                         | AprSep. | AprSep. | Change | Forecast | Change           |
| Capital expenditures    | 4.2     | 3.2     | (1.0)  | 10.0     | 0.3              |

Note: The amount of capital expenditures are for tangible fixed assets and software.

Major continuing capital expenditure projects for FY2015

Earthquake resistant renewal of research building No.2 in Osaka research center: ¥1.6billion (Total budget ¥1.6billion, plan to be completed in November 2015)

| 5. Depreciation and Amortization (Billions of ye |         |         |        |          |        |  |  |
|--|---------|---------|--------|----------|--------|--|--|
|  | FY2014  | FY2015  | Change | FY       | 2015   |  |  |
|  | AprSep. | AprSep. | Change | Forecast | Change |  |  |
| Property, plant and equipment                    | 3.8     | 3.9     | 0.1    | 7.4      | (0.4)  |  |  |
| Intangible assets                                | 2.3     | 2.2     | (0.1)  | 5.2      | 1.1    |  |  |
| Goodwill   | 2.5     | 3.0     | 0.5    | 6.0      | 0.6    |  |  |

#### (Billions of yen)

(Billions of ven)

#### II. Consolidated Statements of (Comprehensive) Income

| 1. Co  | nsolidated Statements of Income             |                 |                 | (Billic | ons of yen)   | <u>)</u>  |
|--------|---|-----------------|-----------------|---------|---------------|---|
|        |   | FY2014          | FY2015          |         |               |   |
|        |   | Apr Sep.<br>(A) | Apr Sep.<br>(B) | (B)-(A) | Change<br>(%) | •Japan Segment (¥4.2B)  |
| Net s  | ales  | 178.3           | 198.9           | 20.6    | 11.6          | North America Segment ¥22.7B [FX rate impact ¥14.0B]                          |
|        | Overseas sales                              | 80.6            | 104.6           | 24.0    | 29.8          | •China Segment ¥1.2B<br>[FX rate impact ¥1.4B]                                |
|        | [% of net sales]                            | 45.2%           | 52.6%           |         |               | [   |
|        | Cost of sales                               | 48.5            | 52.1            | 3.6     | 7.5           |   |
|        | [% of net sales]                            | 27.2%           | 26.2%           |         |               |   |
| Gross  | s profit                                    | 129.8           | 146.8           | 17.0    | 13.1          |   |
|        | SG&A expenses                               | 117.9           | 130.0           | 12.1    | 10.3          |   |
|        | Labor costs                                 | 34.6            | 38.9            | 4.3     | 12.4          | Due to increase in North America and  |
|        | Advertising and promotion costs             | 12.6            | 16.0            | 3.3     | 26.3          | ✓ weak yen  |
|        | Sales promotion costs                       | 6.3             | 6.1             | (0.1)   | (2.2)         |   |
|        | Other costs                                 | 31.2            | 28.7            | (2.4)   | (7.7)         | •Due to cost reversal from fair value adjustment of contingent consideration  |
|        | SG&A expenses less R&D costs                | 84.7            | 89.8            | 5.1     | 6.0           | liabilities   |
|        | R&D costs                                   | 33.2            | 40.2            | 7.0     | 21.2          | •Due to increase in clinical development<br>expense in North America and weak |
|        | [% of net sales]                            | 18.6%           | 20.2%           |         |               | yen   |
| Opera  | ating income                                | 11.9            | 16.8            | 4.9     | 41.0          |   |
|        | Non-operating income                        | 2.4             | 2.5             | 0.1     |               |   |
|        | Non-operating expenses                      | 1.6             | 1.8             | 0.2     |               |   |
| Ordin  | ary income                                  | 12.7            | 17.5            | 4.8     | 37.7          |   |
|        | Extraordinary income                        | 10.0            | 6.1             | (3.9)   |               |   |
|        | Gain on sales of investment securities      | _               | 6.1             | 6.1     |               | •Sale of listed stock (North America)   |
|        | Gain on sales of property, plant and        | 8.3             | _               | (8.3)   |               |   |
|        | equipment<br>Compensation income for damage | 1.7             | _               | (1.7)   |               |   |
|        | Extraordinary loss                          | 0.6             | 0.2             | (0.5)   |               | 1   |
|        | Impairment loss                             |                 | 0.2             | 0.2     |               | Impairment of intangble asset (North America)                                 |
|        | Business structure improvement expenses     | 0.6             | _               | (0.6)   |               | (North America)   |
| Incon  | ne before income taxes                      | 22.1            | 23.4            | 1.4     | 6.2           | ]   |
|        | Income taxes                                | 10.3            | 10.2            | (0.1)   |               | ]   |
| Net ir | ncome                                       | 11.8            | 13.2            | 1.5     | 12.4          | ]   |
| Net ir | ncome attributable to owners of the parent  | 11.8            | 13.2            | 1.5     | 12.4          | ]   |

Notes 1: Cost of sales includes provision for (reversal of) reserve for sales returns.

2: Overseas sales includes exports of non-Pharmaceutical products.

2. Consolidated Statements of Comprehensive Income

|  | (Billi             | ions of yen)       | <u> </u>   |
|--|--------------------|--------------------|--|
|  | FY2014<br>Apr Sep. | FY2015<br>Apr Sep. |  |
| Net income   | 11.8               | 13.2               |  |
| Other comprehensive income   | 13.6               | (2.1)              |  |
| Unrealized gains (losses) on available-<br>for-sale securities, net of tax | 0.1                | (1.2)              |  |
| Deferred gains or losses on hedges   | 0.0                | (0.0)              | Currency exchange rates : yen/\$                     |
| Foreign currency translation adjustments                                   | 13.3               | (1.2)              | ◄ 3/2014 9/2014 3/2015 9/20                          |
| Remeasurements of defined benefit plans                                    | 0.2                | 0.3                | $\begin{array}{cccccccccccccccccccccccccccccccccccc$ |
| Comprehensive income   | 25.4               | 11.1               |  |

#### 3. Segment Information (FY2015 Apr.-Sep.)

(Billions of yen)

|             |                                  |       | Pharm            | aceuticals Bu | usiness          | _        | Other          |       |
|-------------|----------------------------------|-------|------------------|---------------|------------------|----------|----------------|-------|
|             |                                  | Japan | North<br>America | China         | Other<br>Regions | Subtotal | Business<br>*2 | Total |
| Net sales   |                                  | 74.0  | 90.2             | 9.6           | 4.7              | 178.4    | 20.5           | 198.9 |
|             | Sales to customers               | 74.0  | 90.2             | 9.6           | 4.7              | 178.4    | 20.5           | 198.9 |
|             | Intersegment                     | 0.0   | -                | -             |                  | 0.0      | (0.0)          | _     |
| (           | Cost of sales                    | 22.7  | 8.6              | 1.7           | 2.6              | 35.6     | 16.5           | 52.1  |
| Gross       | s profit                         | 51.3  | 81.6             | 7.8           | 2.1              | 142.8    | 4.0            | 146.8 |
|             | SG&A expenses less R&D costs     | 29.3  | 52.0             | 4.0           | 1.3              | 86.6     | 3.1            | 89.8  |
|             | Amortization included in above*1 | _     | 0.8              | -             | _                | 0.8      | —              | 0.8   |
| Incor       | ne (loss) of segment             | 22.1  | 29.5             | 3.8           | 0.8              | 56.2     | 0.9            | 57.0  |
| R&D costs*3 |                                  |       |                  |               |                  | 39.8     | 0.4            | 40.2  |
| Opera       | ating income                     |       |                  |               |                  | 16.4     | 0.4            | 16.8  |

| Segment Information (FY2014 AprSep. | )     |                    |               |                  |          | (Billio        | ons of yen) |
|-------------------------------------|-------|--------------------|---------------|------------------|----------|----------------|-------------|
|                                     |       | Pharma             | aceuticals Bu | usiness          |          | Other          |             |
|                                     | Japan | North<br>America*1 | China         | Other<br>Regions | Subtotal | Business<br>*2 | Total       |
| Net sales                           | 78.2  | 67.4               | 8.4           | 4.5              | 158.4    | 19.9           | 178.3       |
| Sales to customers                  | 78.2  | 67.4               | 8.4           | 4.5              | 158.4    | 19.9           | 178.3       |
| Intersegment                        | _     | -                  | —             | —                | _        | —              | —           |
| Cost of sales                       | 22.8  | 5.7                | 1.4           | 2.8              | 32.7     | 15.8           | 48.5        |
| Gross profit                        | 55.3  | 61.7               | 7.0           | 1.7              | 125.7    | 4.1            | 129.8       |
| SG&A expenses less R&D costs        | 29.1  | 48.1               | 3.3           | 1.1              | 81.6     | 3.1            | 84.7        |
| Amortization included in above*1    | —     | 4.9                | —             | —                | 4.9      | -              | 4.9         |
| Income (loss) of segment            | 26.2  | 13.7               | 3.7           | 0.6              | 44.1     | 1.0            | 45.1        |
| R&D costs*3                         | 32.7  |                    |               |                  |          | 0.4            | 33.2        |
| Operating income                    |       |                    |               |                  | 11.4     | 0.6            | 11.9        |

| Segment Information (FY2015 Forecasts)*4     (Billions of yes) |       |                    |               |                  |          |                |       |
|--|-------|--------------------|---------------|------------------|----------|----------------|-------|
|  |       | Pharma             | aceuticals Bu | usiness          |          | Other          |       |
|  | Japan | North<br>America*1 | China         | Other<br>Regions | Subtotal | Business<br>*2 | Total |
| Net sales  | 149.5 | 182.6              | 17.8          | 9.4              | 359.3    | 41.7           | 401.0 |
| Sales to customers   | 149.4 | 182.6              | 17.8          | 9.4              | 359.2    | 41.8           | 401.0 |
| Intersegment   | 0.1   | —                  | —             | —                | 0.1      | (0.1)          | —     |
| Cost of sales  | 46.5  | 15.5               | 2.6           | 5.4              | 70.0     | 33.5           | 103.5 |
| Gross profit   | 103.0 | 167.1              | 15.2          | 4.0              | 289.3    | 8.2            | 297.5 |
| SG&A expenses less R&D costs                                   | 58.5  | 103.0              | 8.5           | 2.5              | 172.5    | 6.5            | 179.0 |
| Amortization included in above*1                               | _     | 5.7                | —             | —                | 5.7      | _              | 5.7   |
| Income (loss) of segment                                       | 44.5  | 64.1               | 6.7           | 1.5              | 116.8    | 1.7            | 118.5 |
| R&D costs*3  | 88.5  |                    |               |                  |          | 1.0            | 89.5  |
| Operating income   |       |                    |               |                  | 28.3     | 0.7            | 29.0  |

Notes \*1: Amortization of goodwill and patent rights, fair value change of contingent consideration liability

\*2: Including elimination of intersegment transaction.

\*3: R&D costs are controlled globally and not allocated to each segment.

\*4: FY2015 forecasts have been revised.

-supplementary3-

#### 4. Sales of Pharmaceuticals Business (Sales to customers)

(Billions of yen)

·

|               | FY2014<br>AprSep. | FY2015<br>AprSep. |         | Change                 | FY2     | 2014  |      | FY2015<br>orecasts) |              |             |        |     |
|---------------|-------------------|-------------------|---------|------------------------|---------|-------|------|---------------------|--------------|-------------|--------|-----|
|               | AprSep.<br>(A)    | AprSep.<br>(B)    | (B)-(A) | ( <sup>b)-(A)</sup> (% | (B)-(A) | (%)   | (%)  | 2nd<br>Half         | Full<br>Year | 2nd<br>Half | Full Y | ear |
| Japan         | 78.2              | 74.0              | (4.2)   | (5.3)                  | 78.4    | 156.6 | 75.4 | [156.7]             | 149.4        |             |        |     |
| North America | 67.4              | 90.2              | 22.7    | 33.7                   | 80.8    | 148.2 | 92.4 | [174.8]             | 182.6        |             |        |     |
| China         | 8.4               | 9.6               | 1.2     | 14.5                   | 8.7     | 17.1  | 8.2  | [19.7]              | 17.8         |             |        |     |
| Other Regions | 4.5               | 4.7               | 0.2     | 4.1                    | 4.3     | 8.8   | 4.7  | [7.4]               | 9.4          |             |        |     |

#### 5. Sales of Major Products

| 5. Sales of Major Products  |                   |                   | (Oalaa fi      |        |                               |              | hatan I     | <b>.</b> | <b>f</b> |             |  |
|---|-------------------|-------------------|----------------|--------|-------------------------------|--------------|-------------|----------|----------|-------------|--|
|   |                   |                   |                |        | e reduction of rebates, Billi |              |             | FY2015   | r yen)   |             |  |
| Brand name (Generic name)   | FY2014<br>AprSep. | FY2015<br>AprSep. | (B)-(A) Change |        | (B)-(A)                       |              |             | FY2014   |          | (Forecasts) |  |
| Therapeutic indication  | (A)               | (B)               |                | (%)    | 2nd<br>Half                   | Full<br>Year | 2nd<br>Half | Full Y   | ear      |             |  |
| AIMIX <sup>®</sup> (irbesartan/amlodipine)<br>Therapeutic agent for hypertension (Launch:<br>Dec. 2012) | 5.4               | 7.0               | 1.6            | 30.8   | 6.6                           | 12.0         | 8.2         | [17.5]   | 15.2     |             |  |
| AVAPRO <sup>®</sup> (irbesartan)<br>Therapeutic agent for hypertension                                  | 5.6               | 5.4               | (0.2)          | (3.0)  | 5.8                           | 11.4         | 5.4         | [11.5]   | 10.8     |             |  |
| LONASEN <sup>®</sup> (blonanserin)<br>Atypical antipsychotic  | 5.4               | 6.3               | 0.9            | 17.2   | 6.1                           | 11.5         | 6.7         |          | 13.0     |             |  |
| TRERIEF <sup>®</sup> (zonisamide)<br>Parkinson's disease drug   | 5.3               | 6.5               | 1.2            | 23.1   | 6.3                           | 11.6         | 7.5         | [15.2]   | 14.0     |             |  |
| Japan (Other Products)  |                   | _                 |                |        |                               |              |             |          |          |             |  |
| SUREPOST <sup>®</sup> (repaglinide)<br>Rapid-acting insulin secretagogue (Launch:<br>May 2011)          | 1.0               | 1.7               | 0.6            | 63.0   | 1.4                           | 2.4          | 2.0         |          | 3.7      |             |  |
| AmBisome <sup>®</sup> (amphotericin B)<br>Therapeutic agent for systemic fungal infection               | 2.1               | 2.1               | 0.0            | 1.5    | 2.2                           | 4.3          | 2.2         | [4.9]    | 4.3      |             |  |
| REPLAGAL <sup>®</sup> (agalsidase alfa)<br>Anderson-Fabry disease drug                                  | 4.8               | 5.2               | 0.4            | 8.0    | 4.9                           | 9.7          | 5.3         | [11.0]   | 10.5     |             |  |
| METGLUCO <sup>®</sup> (metformin)<br>Biguanide oral hypoglycemic  | 7.9               | 8.4               | 0.5            | 6.1    | 9.2                           | 17.1         | 5.6         |          | 14.0     |             |  |
| AMLODIN <sup>®</sup> (amlodipine)<br>Therapeutic agent for hypertension and angina<br>pectoris          | 9.9               | 8.4               | (1.5)          | (15.1) | 9.7                           | 19.6         | 7.7         | [17.0]   | 16.1     |             |  |
| GASMOTIN <sup>®</sup> (mosapride citrate)<br>Gastroprokinetic   | 5.3               | 4.4               | (1.0)          | (18.1) | 5.2                           | 10.5         | 3.9         |          | 8.3      |             |  |
| PRORENAL <sup>®</sup> (limaprost alfadex)<br>Vasodilator  | 5.3               | 4.6               | (0.8)          | (14.5) | 5.3                           | 10.6         | 4.5         |          | 9.1      |             |  |
| MEROPEN <sup>®</sup> (meropenem)<br>Carbapenem antibiotic   | 4.1               | 3.3               | (0.7)          | (18.1) | 3.8                           | 7.9          | 3.2         | [6.8]    | 6.5      |             |  |
| EBASTEL <sup>®</sup> (ebastine)<br>Antiallergic   | 1.6               | 1.2               | (0.4)          | (23.0) | 2.3                           | 3.9          | 2.0         |          | 3.2      |             |  |

Note: The forecasts of some products have been revised. Figures in parentheses [] are previously disclosed forecasts.

| North America  | FY2014            | 520045                   |           |               |              | 044          |              | Sillions o          | f yen)  |
|--|-------------------|--------------------------|-----------|---------------|--------------|--------------|--------------|---------------------|---------|
| Brand name (Generic name)<br>Therapeutic indication                                | AprSep.<br>(A)    | FY2015<br>AprSep.<br>(B) | (B)-(A)   | Change<br>(%) | FY2<br>2nd   | Full         | 2nd          | orecasts)<br>Full Y |         |
| LATUDA <sup>®</sup> (lurasidone)<br>Atypical antipsychotic (Launch: Feb. 2011)     | 36.5              | 57.6                     | 21.1      | 57.8          | Half<br>46.0 | Year<br>82.5 | Half<br>62.4 | [120.4]             | 120.0   |
| APTIOM <sup>®</sup> (eslicarbazepine acetate)<br>Antiepileptic (Launch: Apr. 2014) | 0.9               | 3.3                      | 2.4       | 261.1         | 1.6          | 2.5          | 4.4          | [7.0]               | 7.7     |
| BROVANA <sup>®</sup> (arformoterol tartrate)<br>Long-acting beta-agonist           | 9.6               | 14.6                     | 5.0       | 52.6          | 12.6         | 22.2         | 14.7         | [26.2]              | 29.3    |
| Ciclesonide *<br>Inhaled corticosteroid / corticosteroid nasal spray               | 3.4               | 3.7                      | 0.4       | 11.0          | 3.3          | 6.7          | 3.2          | [6.3]               | 6.9     |
| XOPENEX <sup>®</sup> (levalbuterol HCI)<br>Short-acting beta-agonist               | 5.1               | 3.5                      | (1.6)     | (31.3)        | 3.4          | 8.5          | 3.0          | [2.6]               | 6.5     |
| LUNESTA <sup>®</sup> (eszopiclone)<br>Sedative hypnotic                            | 7.1               | 2.7                      | (4.4)     | (61.9)        | 4.4          | 11.5         | 1.5          | [3.9]               | 4.2     |
| Industrial property revenues   | 2.6               | 2.4                      | (0.2)     | (8.3)         | 7.3          | 9.9          | 2.2          |                     | 4.6     |
| China  |                   |                          | _         |               |              |              |              | Billions o          | f yen)  |
| Brand name (Generic name)  | FY2014<br>AprSep. | FY2015<br>AprSep.        | (B)-(A)   | Change<br>(%) | FY2<br>2nd   | 014<br>Full  |              | Y2015<br>precasts)  |         |
|  | (A)               | (B)                      | 1.0       |               | Half         | Year         | Half         | Full Y              |         |
| MEROPEN <sup>®</sup> (meropenem)   | 6.9               | 8.1                      | 1.2       | 17.0          | 7.4          | 14.3         | 6.8          | [16.1]              | 14.9    |
| Other Regions  | r                 |                          |           |               |              |              |              | Billions o          | f yen)  |
| Brand name (Generic name)  | FY2014<br>AprSep. | FY2015<br>AprSep.        | (B)-(A)   | Change<br>(%) | FY2<br>2nd   | 014<br>Full  |              | Y2015<br>Precasts)  |         |
|  | (A)               | (B)                      |           |               | Half         | Year         | Half         | Full Y              |         |
| MEROPEN <sup>®</sup> (meropenem) (Export)  | 2.0               | 2.4                      | 0.4       | 19.5          | 2.6          | 4.6          | 2.8          | [4.3]               | 5.2     |
| Industrial property revenues   | 0.2               | 0.3                      | 0.1       | 52.2          | 0.1          | 0.3          | 0.7          |                     | 1.0     |
| (Reference) Sales of Products in Nor   | th America        | Segment                  | (based or | n local curr  | ency)        |              | (Millic      | ons of do           | ollars) |
| Brand name (Generic name)  | FY2014            | FY2015                   |           | Change        | FY2          | 014          |              | Y2015<br>Precasts)  |         |
|  | AprSep.<br>(A)    | AprSep.<br>(B)           | (B)-(A)   | (%)           | 2nd<br>Half  | Full<br>Year | 2nd<br>Half  | Full Y              |         |
| LATUDA <sup>®</sup> (lurasidone)   | 354               | 472                      | 118       | 33.4          | 398          | 752          | 528          |                     | 1,000   |
| APTIOM <sup>®</sup> (eslicarbazepine acetate)                                      | 9                 | 27                       | 18        | 205.2         | 14           | 23           | 37           | [58]                | 64      |
| BROVANA <sup>®</sup> (arformoterol tartrate)                                       | 93                | 120                      | 27        | 29.0          | 109          | 202          | 124          | [218]               | 244     |
| Ciclesonide *  | 33                | 31                       | (2)       | (6.2)         | 28           | 61           | 26           | [52]                | 57      |
| XOPENEX <sup>®</sup> (levalbuterol HCI)  | 50                | 29                       | (21)      | (41.9)        | 28           | 78           | 25           | [22]                | 54      |
| LUNESTA <sup>®</sup> (eszopiclone)   | 69                | 22                       | (47)      | (67.8)        | 36           | 105          | 13           | [32]                | 35      |
| Industrial property revenues   | 25                | 20                       | (6)       | (22.5)        | 65           | 90           | 18           |                     | 38      |

\* Total of 3 ciclesonide products (ALVESCO  $^{\circledast}\!\!,$  OMNARIS  $^{\circledast}\!\!,$  ZETONNA  $^{\circledast}\!\!)$ 

Note: The forecasts of some products have been revised. Figures in parentheses [] are previously disclosed forecasts.

# III. Consolidated Balance Sheets

#### ASSETS

|                                    |                                  | (Billic                          | ons of yen) | _                           |
|------------------------------------|----------------------------------|----------------------------------|-------------|-----------------------------|
|                                    | As of<br>Mar. 31,<br>2015<br>(A) | As of<br>Sep. 30,<br>2015<br>(B) | (B)-(A)     |                             |
| [ Assets ]                         | 711.6                            | 726.0                            | 14.4        |                             |
| Current assets:                    | 401.7                            | 425.1                            | 23.4        |                             |
| Cash and time deposits             | 30.6                             | 42.1                             | 11.5        |                             |
| Notes and accounts receivable      | 103.1                            | 106.2                            | 3.1         |                             |
| Marketable securities              | 111.3                            | 113.6                            | 2.3         |                             |
| Inventories                        | 62.4                             | 62.8                             | 0.4         |                             |
| Deferred tax assets                | 38.9                             | 50.9                             | 12.1        | Increase in elimination of  |
| Short-term loans receivable        | 49.1                             | 42.0                             | (7.1)       | inventory unrealized profit |
| Others                             | 6.6                              | 7.5                              | 0.9         |                             |
| Allowance for doubtful receivables | (0.1)                            | (0.0)                            | 0.1         |                             |
| Fixed assets:                      | 309.9                            | 301.0                            | (8.9)       |                             |
| Property, plant and equipment:     | 65.2                             | 63.4                             | (1.7)       |                             |
| Buildings and structures           | 41.4                             | 40.4                             | (1.0)       |                             |
| Machinery, equipment and carriers  | 9.1                              | 8.5                              | (0.5)       |                             |
| Land                               | 6.3                              | 6.3                              | (0.0)       |                             |
| Construction in progress           | 1.2                              | 1.6                              | 0.4         |                             |
| Others                             | 7.2                              | 6.6                              | (0.6)       |                             |
| Intangible assets:                 | 173.9                            | 171.2                            | (2.6)       | Amortization (¥3.0B)        |
| Goodwill                           | 88.1                             | 84.9                             | (3.2)       | Exchange rate (¥0.1B)       |
| In-process research & development  | 64.5                             | 64.0                             | (0.4)       | ✓ Exchange rate (¥0.3B)     |
| Others                             | 21.3                             | 22.3                             | 1.0         | Impairment (¥0.2B)          |
| Investments and other assets:      | 70.9                             | 66.3                             | (4.6)       |                             |
| Investment securities              | 58.2                             | 56.2                             | (2.0)       |                             |
| Asset for retirement benefit       | 1.9                              | 2.1                              | 0.1         |                             |
| Deferred tax assets                | 4.8                              | 2.7                              | (2.0)       |                             |
| Others                             | 6.0                              | 5.4                              | (0.6)       |                             |
| Allowance for doubtful receivables | (0.0)                            | (0.0)                            | 0.0         |                             |
| Total assets                       | 711.6                            | 726.0                            | 14.4        |                             |

Accounts receivable turnover period (in months)

3.33 3.20

#### LIABILITIES AND NET ASSETS

|   |                                  | (Billic                          | ons of yen) |  |
|---|----------------------------------|----------------------------------|-------------|--|
|   | As of<br>Mar. 31,<br>2015<br>(A) | As of<br>Sep. 30,<br>2015<br>(B) | (B)-(A)     |  |
| [ Liabilities ]   | 260.6                            | 270.4                            | 9.9         |  |
| Current liabilities:  | 156.8                            | 190.8                            | 33.9        |  |
| Notes and accounts payable                                    | 12.5                             | 13.0                             | 0.5         |  |
| Short-term loans payable                                      | —                                | 1.1                              | 1.1         |  |
| Current portion of bonds payable                              | 30.0                             | 40.0                             | 10.0        |  |
| Current portion of long-term<br>loans payable                 | 6.5                              | 12.8                             | 6.2         | Total interest-bearing debt<br>86.5→81.9 |
| Income taxes payable  | 3.3                              | 16.3                             | 13.0        |  |
| Reserve for bonuses   | 9.4                              | 10.1                             | 0.7         |  |
| Reserve for sales returns                                     | 8.6                              | 8.9                              | 0.3         |  |
| Reserve for sales rebates                                     | 36.4                             | 44.4                             | 8.1         | Increase in LATUDA <sup>®</sup> sales    |
| Accounts payable-other  | 35.3                             | 32.3                             | (3.0)       |  |
| Others  | 14.9                             | 12.0                             | (3.0)       |  |
| Long-term liabilities:  | 103.7                            | 79.7                             | (24.0)      |  |
| Bonds payable   | 30.0                             | 20.0                             | (10.0)      |  |
| Long-term loans payable                                       | 20.0                             | 8.0                              | (12.0)      |  |
| Deferred tax liabilities                                      | 17.4                             | 17.2                             | (0.2)       |  |
| Liability for retirement benefit                              | 15.3                             | 15.5                             | 0.2         |  |
| Others  | 21.1                             | 19.1                             | (2.0)       |  |
| [ Net assets ]  | 451.0                            | 455.6                            | 4.5         |  |
| Shareholders' equity:   | 364.3                            | 371.1                            | 6.8         |  |
| Common stock  | 22.4                             | 22.4                             | _           |  |
| Capital surplus   | 15.9                             | 15.9                             | 0.0         |  |
| Retained earnings   | 326.7                            | 333.5                            | 6.8         |  |
| Treasury stock  | (0.7)                            | (0.7)                            | (0.0)       |  |
| Accumulated other comprehensive income (loss):                | 86.7                             | 84.5                             | (2.3)       |  |
| Unrealized gains on available-for-sale securities, net of tax | 23.1                             | 21.9                             | (1.2)       |  |
| Deferred gains or losses on hedges                            | 0.0                              | (0.0)                            | (0.0)       | Currency exchange rates: yen/\$          |
| Foreign currency translation adjustments                      | 68.2                             | 66.9                             | (1.3)       | O3/2015 09/2015 120.2 → 119.9            |
| Remeasurement of defined benefit plans                        | (4.5)                            | (4.3)                            | 0.3         |  |
| Total liabilities and net assets                              | 711.6                            | 726.0                            | 14.4        |  |

## IV. Quarterly Business Results

|   | -    |      |       |       | (Billior | ns of yen) |  |
|---|------|------|-------|-------|----------|------------|--|
|   |      | FY2  | 2014  |       | FY2015   |            |  |
|   | 1Q   | 2Q   | 3Q    | 4Q    | 1Q       | 2Q         |  |
| Net sales   | 89.7 | 88.5 | 100.8 | 92.2  | 98.1     | 100.8      |  |
| Cost of sales   | 24.1 | 24.4 | 26.6  | 26.1  | 26.4     | 25.7       |  |
| SG&A expenses   | 57.0 | 60.9 | 63.3  | 65.6  | 67.3     | 62.7       |  |
| SG&A expenses less R&D<br>costs                           | 41.8 | 43.0 | 45.3  | 45.5  | 47.2     | 42.6       |  |
| R&D costs   | 15.2 | 18.0 | 18.0  | 20.1  | 20.1     | 20.1       |  |
| Operating income (loss)                                   | 8.7  | 3.3  | 10.9  | 0.5   | 4.4      | 12.4       |  |
| Non-operating income                                      | 1.3  | 1.0  | 0.5   | 1.4   | 0.9      | 1.6        |  |
| Non-operating expenses                                    | 0.5  | 1.1  | 1.6   | 1.0   | 0.6      | 1.3        |  |
| Ordinary income (loss)                                    | 9.6  | 3.2  | 9.8   | 0.8   | 4.7      | 12.8       |  |
| Extraordinary income                                      | 1.7  | 8.3  | 7.7   | 0.0   | 6.0      | 0.1        |  |
| Extraordinary loss  | 0.1  | 0.5  | 5.3   | 1.4   | 0.2      | 0.0        |  |
| Income (Loss) before income taxes                         | 11.1 | 10.9 | 12.2  | (0.5) | 10.6     | 12.8       |  |
| Net income (loss) attributable to<br>owners of the parent | 5.8  | 6.0  | 7.2   | (3.5) | 5.9      | 7.3        |  |

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

## V. Major Consolidated Subsidiaries (As of Sep. 30, 2015)

| Domestic                  | DSP Gokyo<br>Food & Chemical<br>Co., Ltd.   | DS Pharma<br>Animal Health<br>Co., Ltd.                      | DS Pharma<br>Biomedical Co., Ltd.                      |
|---------------------------|---|--|--|
| Establishment             | October 1947  | July 2010  | June 1998  |
| Ownership                 | 100%  | 100%   | 100%   |
| Number of employees       | 164   | 104  | 65   |
| Businesses                | Manufacturing and<br>sales of food<br>ingredients, food<br>additives, chemical<br>product materials, etc. | Manufacturing, and<br>sales of veterinary<br>medicines, etc. | Manufacturing and sales of diagnostics, etc.           |
|                           |   |  |  |
|                           |   |  | <b>0</b> "   |
| Overseas                  | Sunovion<br>Pharmaceuticals<br>Inc.   | Boston<br>Biomedical, Inc.                                   | Sumitomo<br>Pharmaceuticals<br>(Suzhou) Co., Ltd.      |
| Overseas<br>Establishment | Sunovion<br>Pharmaceuticals   | 2001011  | Pharmaceuticals  |
|                           | Sunovion<br>Pharmaceuticals<br>Inc.   | Biomedical, Inc.   | Pharmaceuticals (Suzhou) Co., Ltd.                     |
| Establishment             | Sunovion<br>Pharmaceuticals<br>Inc.<br>January 1984   | Biomedical, Inc.   | Pharmaceuticals<br>(Suzhou) Co., Ltd.<br>December 2003 |

## (Reference) Number of employees and MRs

|           |                      | As of         | As of         | As of         |
|-----------|----------------------|---------------|---------------|---------------|
|           |                      | Mar. 31, 2014 | Mar. 31, 2015 | Sep. 30, 2015 |
| CC        | onsolidated          | 7,015         | 6,868         | 6,891         |
| non-      | -consolidated        | 4,331         | 4,126         | 4,107         |
| MRs Japan | (excluding managers) | 1,400         | 1,350         | 1,350         |
|           | (including managers) | 1,600         | 1,530         | 1,530         |
| MRs U.S.  | (excluding managers) | 710           | 700           | 710           |
|           | (including managers) | 810           | 800           | 810           |
| MRs China | (excluding managers) | 390           | 370           | 350           |
|           | (including managers) | 480           | 470           | 450           |

#### VI. Shareholder Positioning (As of September 30, 2015)

1. Total number of authorized shares:

#### 2. Total number of shares outstanding:

#### 1,500,000,000

397,900,154 (Including number of treasury stock 597,471)

3. Number of shareholders by category:

|   | Number of shareholders | Number of shares<br>(Thousands) | Percentage of total<br>(%) |
|---|------------------------|---------------------------------|----------------------------|
| Financial institutions                            | 53                     | 76,106                          | 19.13                      |
| Securities companies                              | 59                     | 5,389                           | 1.35                       |
| Other Japanese corporations                       | 353                    | 238,578                         | 59.96                      |
| Corporations outside Japan, etc.                  | 432                    | 43,243                          | 10.87                      |
| Individuals and others (Including treasury stock) | 29,440                 | 34,583                          | 8.69                       |
| Total   | 30,337                 | 397,900                         | 100                        |

Note: The numbers of shares are rounded down to the nearest thousand shares.

#### 4. Major shareholders:

|  | Status of o                          | ownership                        |
|--|--------------------------------------|----------------------------------|
| Shareholders   | Number of shares held<br>(Thousands) | Percentage of<br>shareholding(%) |
| Sumitomo Chemical Co., Ltd.  | 199,434                              | 50.20                            |
| Inabata & Co., Ltd.  | 27,282                               | 6.87                             |
| The Master Trust Bank of Japan, Ltd. (Trust account)   | 14,185                               | 3.57                             |
| Japan Trustee Services Bank, Ltd. (Trust account)  | 8,673                                | 2.18                             |
| Nippon Life Insurance Company  | 7,581                                | 1.91                             |
| Japan Trustee Services Bank, Ltd.<br>(Trust account for Sumitomo Mitsui Banking Corporation's retirement benefits) | 7,000                                | 1.76                             |
| Sumitomo Life Insurance Company  | 5,776                                | 1.45                             |
| Aioi Nissay Dowa Insurance Co., Ltd.   | 4,435                                | 1.12                             |
| Sumitomo Dainippon Pharma Employee shareholders' association   | 4,191                                | 1.05                             |
| NORTHERN TRUST CO. (AVFC) RE U.S. TAX EXEMPTED PENSION FUNDS   | 3,476                                | 0.88                             |

Notes: \*1: Percentage of shareholding is calculated excluding treasury stock (597,471 stocks).

\*2: The numbers of shares held are rounded down to the nearest thousand shares.

# VII. Development Pipeline (As of October 28, 2015)

# Submitted stage

| Stage     | Brand name/<br>Product code<br>Formulation | Generic name               | Proposed indication                              | Origin   | Country/<br>Area | Remarks   |
|-----------|--|----------------------------|--|----------|------------------|---|
|           | Amrubicin<br>hydrochloride<br>Injection    | amrubicin<br>hydrochloride | Small cell lung cancer                           | In-house | China            | Submitted in<br>August 2012<br>Brand name<br>in Japan:<br>CALSED <sup>®</sup>   |
|           | Blonanserin<br>Oral                        | blonanserin                | Schizophrenia                                    | In-house | China            | Submitted in<br>September 2013<br>Brand name<br>in Japan:<br>LONASEN <sup>®</sup>   |
| Submitted | APTIOM <sup>®</sup><br>Oral                | eslicarbazepine<br>acetate | (New<br>indication)<br>Epilepsy<br>(Monotherapy) | BIAL     | Canada           | Submitted in<br>October 2014<br>Approved indication<br>in the U.S.:<br>Epilepsy<br>(Adjunctive therapy)<br>Approved indication<br>in Canada:<br>Epilepsy<br>(Adjunctive<br>therapy) |

# Phase III stage (1/2)

| Stage     | Brand name/<br>Product code<br>Formulation | Generic name  | Proposed indication                           | Origin   | Country/<br>Area   | Remarks                         |
|-----------|--|---------------|---|----------|--|---------------------------------|
|           | AS-3201<br>Oral                            | ranirestat    | Diabetic<br>neuropathy                        | In-house | Japan  |                                 |
|           |  | Schizophrenia |   | Japan    | Approved in the<br>U.S., Canada,<br>Europe and<br>Australia<br>(A Phase III study<br>completed,<br>development<br>strategy under<br>consideration) |                                 |
| Phase III | SM-13496<br>Oral                           | Dipulai I     | •   |          |  | Approved in the U.S. and Canada |
|           |  |               |   | In-house |  |                                 |
|           |  |               | Schizophrenia                                 |          |  | China                           |
|           | LATUDA <sup>®</sup><br>Oral                |               | (New<br>indication)<br>Bipolar<br>maintenance |          | U.S.,<br>Europe,<br>etc.   |                                 |

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# ■ Phase III stage (2/2)

| Stage     | Brand name/<br>Product code<br>Formulation   | Generic name              | Proposed indication   | Origin   | Country/<br>Area                   | Remarks   |
|-----------|--|---------------------------|---|----------|------------------------------------|---|
|           | BBI608<br>Oral                               | napabucasin               | Colorectal<br>cancer<br>(Monotherapy)   | In-house | U.S.,<br>Canada,<br>Japan,<br>etc. | Global clinical trial<br>Further enrollment<br>of new patients was<br>stopped and all<br>patients<br>discontinued study<br>therapy in May<br>2014 |
|           |  |                           | Gastric and<br>Gastro-esopha<br>geal junction<br>adenocarcinoma<br>(Combination<br>therapy) |          | U.S.,<br>Canada,<br>Japan,<br>etc. | Global clinical trial   |
|           | SEP-225289<br>Oral                           | dasotraline               | Adult<br>attention-deficit<br>hyperactivity<br>disorder<br>(ADHD)                           | In-house | U.S.                               |   |
| Phase III | SUN-101<br>Inhalant                          | glycopyrrolate<br>bromide | Chronic<br>obstructive<br>pulmonary<br>disease<br>(COPD)                                    | In-house | U.S.                               | From the former<br>Elevation<br>Pharmaceuticals   |
|           | LONASEN <sup>®</sup><br>Oral                 |                           | (Addition of<br>pediatric<br>usage)<br>Schizophrenia  |          |                                    |   |
|           | LONASEN <sup>®</sup><br>Transdermal<br>Patch | blonanserin               | (New<br>formulation –<br>Transdermal<br>patch)<br>Schizophrenia                             | In-house | Japan                              | Joint development<br>with Nitto Denko<br>Approved<br>formulation: Oral  |
|           | TRERIEF <sup>®</sup><br>Oral                 | zonisamide                | (New<br>indication)<br>Parkinsonism<br>in Dementia<br>with Lewy<br>Bodies<br>(DLB)          | In-house | Japan                              |   |

# ■ Phase II / III stage

| Stage           | Brand name/<br>Product code<br>Formulation | Generic name | Proposed indication   | Origin                         | Country/<br>Area | Remarks  |
|-----------------|--|--------------|---|--------------------------------|------------------|--|
|                 | EPI-743<br>Oral                            | vatiquinone  | Leigh<br>syndrome   | Edison<br>Pharma-<br>ceuticals | Japan            | A Phase II / III study<br>completed,<br>development<br>strategy under<br>consideration |
| Phase<br>II/III | SEP-225289<br>Oral                         | dasotraline  | Pediatric<br>attention-deficit<br>hyperactivity<br>disorder<br>(ADHD)<br>Binge eating<br>disorder (BED) | In-house                       | U.S.             |  |

#### Phase II stage

| Stage    | Brand name/<br>Product code<br>Formulation | Generic name        | Proposed indication   | Origin                            | Country/<br>Area | Remarks                             |
|----------|--|---------------------|---|-----------------------------------|------------------|-------------------------------------|
|          | BBI608<br>Oral                             | napabucasin         | Colorectal<br>cancer<br>(Combination<br>therapy)                        | In-house                          | U.S.,<br>Canada  |                                     |
|          | DSP-1747<br>Oral                           | obeticholic<br>acid | Nonalcoholic<br>steatohepatitis<br>(NASH)                               | Intercept<br>Pharma-<br>ceuticals | Japan            |                                     |
|          | DSP-6952<br>Oral                           | TBD                 | IBS with<br>constipation,<br>Chronic<br>idiopathic<br>constipation      | In-house                          | Japan            |                                     |
|          |  |                     | Renal cell<br>carcinoma,<br>Urothelial<br>carcinoma<br>(Monotherapy)    |                                   |                  |                                     |
| Phase II | BBI503<br>Oral                             | TBD                 | Hepatocellular<br>carcinoma,<br>Cholangio<br>carcinoma<br>(Monotherapy) | In-house                          | Canada           |                                     |
|          |  |                     | Gastrointestinal<br>stromal tumor<br>(Monotherapy)                      |                                   |                  |                                     |
|          |  |                     | Ovarian cancer<br>(Monotherapy)   |                                   | U.S.             |                                     |
|          | SB623<br>Injection                         | TBD                 | Chronic Stroke  | SanBio                            | U.S.             | Joint<br>development with<br>SanBio |
|          | EPI-589                                    | TOO                 | Parkinson<br>disease  | Edison                            |                  | Conducting by                       |
|          | Oral                                       | TBD                 | Amyotrophic<br>lateral sclerosis<br>(ALS)                               | Pharma-<br>ceuticals              | U.S.             | Edison<br>Pharmaceuticals           |

#### ■ Phase I / II stage

| Stage      | Brand name/<br>Product code<br>Formulation | Generic name | Proposed indication  | Origin  | Country/<br>Area | Remarks   |
|------------|--|--------------|--|---|------------------|---|
|            |  |              | Solid tumors<br>(Combination<br>therapy)                         |   | U.S.,<br>Canada  | Phase II :<br>Ovarian cancer,<br>Breast cancer,<br>Non-small cell<br>lung cancer,<br>Melanoma, etc. |
|            | BBI608                                     |              | Malignant<br>pleural<br>mesothelioma<br>(Combination<br>therapy) |   | Japan            | Phase II  |
|            | Oral                                       | napabucasin  | Hepatocellular<br>carcinoma<br>(Combination<br>therapy)          | In-house  | U.S.             |   |
|            |  |              | Glioblastoma<br>(Combination<br>therapy)                         |   | Canada           |   |
|            |  |              | Solid tumors<br>(Combination<br>therapy)                         |   | U.S.             |   |
| Phase I/II | BBI503<br>Oral                             | TBD          | Solid tumors<br>(Monotherapy)                                    |   | U.S.,<br>Canada  | Phase II :<br>Colorectal<br>cancer, Head<br>and Neck cancer,<br>Ovarian cancer,<br>etc.             |
|            |  |              | Hepatocellular<br>carcinoma<br>(Combination<br>therapy)          | In-house  | U.S.             |   |
|            |  |              | Solid tumors<br>(Combination<br>therapy)                         |   | U.S.,<br>Canada  |   |
|            | WT4869<br>Injection                        | TBD          | Myelodysplastic<br>syndromes                                     | Joint<br>research<br>with Chugai<br>Pharma-<br>ceutical | Japan            | Independent<br>development<br>after April 2013  |
|            | DSP-7888<br>Injection                      | TBD          | Myelodysplastic<br>syndromes                                     | In-house  | Japan            |   |

# ■ Phase I stage (1/2)

| Stage   | Brand name/<br>Product code<br>Formulation | Generic name | Proposed indication   | Origin  | Country/<br>Area | Remarks  |
|---------|--|--------------|---|---|------------------|--|
|         | WT4869<br>Injection                        | TBD          | Solid tumors  | Joint<br>research<br>with Chugai<br>Pharma-<br>ceutical | Japan            | Independent<br>development<br>after April 2013 |
|         | WT2725<br>Injection                        | TBD          | Solid tumors,<br>Hematologic<br>malignancies  | Joint<br>research<br>with Chugai<br>Pharma-             | U.S.             | Independent<br>development                     |
|         |  |              | Solid tumors  | ceutical  | Japan            | after April 2013                               |
|         | DSP-2230<br>Oral                           | TBD          | Neuropathic<br>pain   | In-house U.K.,<br>U.S.                                  |                  |  |
|         | SEP-363856<br>Oral                         | TBD          | Schizophrenia   | In-house  | U.S.             |  |
| Phase I | BBI608<br>Oral                             | napabucasin  | Gastrointestinal<br>cancer<br>(Combination<br>therapy)                                    |   | U.S.,<br>Canada  |  |
|         |  |              | Pancreatic<br>cancer<br>(Combination<br>therapy)  | In-house  |                  |  |
|         |  |              | Hematologic<br>malignancies<br>(Monotherapy /<br>Combination<br>therapy)                  |   | U.S.             |  |
|         |  |              | Hepatocellular<br>carcinoma<br>(Combination<br>therapy)                                   |   | Japan            |  |
|         | DSP-3748<br>Oral                           | TBD          | Cognitive<br>impairment<br>associated with<br>schizophrenia                               | In-house  | U.S.             |  |
|         | BBI503<br>Oral                             | TBD          | Solid tumors<br>(Monotherapy),<br>Hepatocellular<br>carcinoma<br>(Combination<br>therapy) | In-house  | Japan            |  |

## ■ Phase I stage (2/2)

| Stage   | Brand name/<br>Product code<br>Formulation | Generic name | Proposed indication                          | Origin   | Country/<br>Area | Remarks |
|---------|--|--------------|--|----------|------------------|---------|
| Dhasa   | BBI608+BBI503<br>Oral                      | -            | Solid tumors<br>(Combination<br>therapy)     | In-house | U.S.             |         |
| Phase I | DSP-7888<br>Injection                      | TBD          | Solid tumors,<br>Hematologic<br>malignancies | In-house | U.S.             |         |

[Main revisions since the announcement of July 2015]

APTIOM® (New indication: Epilepsy (Monotherapy))

Deleted "U.S." due to approval for Epilepsy (Monotherapy) in the U.S. (August 2015)

#### Major Products under Development by Licensees

| Generic / Product code<br>(Brand name in JPN)     | Proposed indications  | Status of development  |
|---|---|--|
| vosaroxin<br>AG-7352                              | Cancer  | Out-licensed to Sunesis Pharmaceuticals Inc. for the worldwide territory in October 2003.<br>Multinational Phase III study completed by Sunesis (Sunesis' product code: SNS-595) in October 2014.  |
| amrubicin hydrochloride<br>(CALSED <sup>®</sup> ) | Small cell lung cancer  | Out-licensed to Celgene (former Pharmion) for the U.S.<br>and European territories in June 2005.<br>Phase III study completed in the U.S. and Europe by<br>Celgene.  |
| droxidopa<br>(DOPS <sup>®</sup> )                 | Neurogenic orthostatic<br>hypotension,<br>Intradialytic<br>hypotension,<br>Fibromyalgia | Out-licensed to Lundbeck (former Chelsea Therapeutics)<br>for the worldwide territory, excluding Japan, China, Korea<br>and Taiwan in May 2006.<br>Lundbeck obtained the approval for neurogenic<br>orthostatic hypotension in the U.S. in February 2014, and<br>launched in the U.S. in September 2014 (Lundbeck's<br>brand name: NORTHERA <sup>™</sup> ).<br>Phase II study of fibromyalgia and phase II study of<br>intradialytic hypotension completed by Lundbeck.  |
| lurasidone<br>hydrochloride<br>SM-13496           | Schizophrenia<br>Bipolar disorder   | Entered into a license agreement with Takeda<br>Pharmaceutical for co-development and exclusive<br>commercialization for the European territory, excluding<br>the U.K. in March 2011.<br>Takeda submitted an MAA in Europe for schizophrenia in<br>September 2012.<br>Takeda obtained the approval for schizophrenia in<br>Switzerland in August 2013.<br>Out-licensed to Standard Chem. & Pharm. for Taiwan in<br>August 2013, and submitted for schizophrenia in Taiwan<br>in October 2013.<br>Out-licensed to Daiichi Sankyo for rights or option rights<br>in four South American countries to commercialize in<br>January 2014.<br>Takeda obtained the approval in Europe for<br>schizophrenia in March 2014.<br>Takeda submitted an NDA in Russia and Turkey for<br>schizophrenia in December 2014.<br>Daiichi Sankyo submitted an NDA in Venezuela for<br>schizophrenia in December 2014.<br>Entered into a distribution, marketing and sales<br>agreement with DKSH Thailand for Thailand, Hong Kong<br>and Singapore in January 2015.<br>DKSH submitted an NDA for schizophrenia in Thailand in<br>November 2014, in Hong Kong in December 2014, in<br>Singapore in April 2015.<br>The license agreement with Takeda for the joint<br>development and exclusive commercialization in Europe<br>will be terminated, and discussions for establishing a<br>transition plan for the transfer of the rights and activities<br>was started in May 2015.<br>Daiichi Sankyo submitted an NDA in Brazil for<br>schizophrenia and biplolar I depression in September<br>2015 |
| SMP-986   | Nocturia  | Out-licensed to Nippon Shinyaku for rights in Japan to<br>develop and commercialize in March 2013.<br>Phase II study completed in Japan by Nippon Shinyaku.<br>(Nippon Shinyaku's product code: NS-986).   |

[Main revisions since the announcement of July 2015]

Lurasidone hydrochloride (SM-13496)

Daiichi Sankyo submitted in Brazil for schizophrenia and bipolar I depression in September 2015

#### VIII. Profile of Major Products under Development (As of October 28, 2015)

## LATUDA<sup>®</sup> (lurasidone hydrochloride) Atypical antipsychotic

- Developed in-house
- LATUDA<sup>®</sup> (lurasidone hydrochloride) is an atypical antipsychotic agent that is believed to have an affinity for dopamine D<sub>2</sub>, serotonin 5-HT<sub>2A</sub> and serotonin 5-HT<sub>7</sub> receptors where it has antagonist effects. In addition, LATUDA is a partial agonist at the serotonin 5-HT<sub>1A</sub> receptor and has no appreciable affinity for histamine or muscarinic receptors.
- In the clinical studies supporting the U.S. FDA approval, the efficacy of LATUDA for the treatment of schizophrenia was established in four, short-term (6-week), placebo-controlled clinical studies in adult patients. In these studies, LATUDA demonstrated significantly greater improvement versus placebo. A total of five short-term placebo-controlled clinical studies contributed to the understanding of the tolerability and safety profile of LATUDA. LATUDA was approved for the treatment of schizophrenia by the U.S. FDA in October 2010, and launched by Sunovion in the U.S. in February 2011. For the treatment of schizophrenia, LATUDA was approved in Canada in June 2012, in Switzerland in August 2013, in Europe and Australia in March 2014.

For the treatment of bipolar I depression, LATUDA was approved as the first atypical antipsychotic indicated for the treatment of bipolar I depression as a monotherapy and as an adjunctive therapy to lithium or valproate by the U.S. FDA in June 2013. In addition, LATUDA was approved in Canada in March 2014.

| Stage     | Proposed indication   | Country, Area                  | Partners                            |  |
|-----------|-----------------------|--------------------------------|-------------------------------------|--|
|           | Schizophrenia         | Russia, Turkey                 | Takeda Pharmaceutical <sup>*1</sup> |  |
|           | Schizophrenia         | Taiwan                         | Standard Chem. & Pharm.             |  |
| Submitted | Schizophrenia         | Thailand, Hong Kong, Singapore | DKSH                                |  |
| Submitted | Schizophrenia         | Venezuela                      |                                     |  |
|           | Schizophrenia,        | Brazil                         | Daiichi Sankyo                      |  |
|           | Bipolar I depression  |                                |                                     |  |
|           | Schizophrenia         | Japan <sup>*2</sup> , China    |                                     |  |
|           | Bipolar I depression, | lanan                          | In-house                            |  |
| Phase III | Bipolar maintenance   | Japan                          |                                     |  |
|           | Bipolar I depression  | Europe                         | Takeda Pharmaceutical <sup>*1</sup> |  |
|           | Bipolar maintenance   | U.S., Europe, etc.             | In-house                            |  |

Development stage:

\*1 The license agreement with Takeda for the joint development and exclusive commercialization in Europe will be terminated, and discussions on establishing a transition plan for the transfer of the rights and activities were started in May 2015.

\*2 A Phase III study completed, development strategy under consideration

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

- Developed in-house
- AS-3201 is expected to alleviate 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.
- Development stage: Phase III in Japan

#### napabucasin (BBI608)

#### Anticancer drug

- Developed in-house (Boston Biomedical, Inc.)
- BBI608 is an orally administered small molecule investigational agent that targets Stat3, leading to inhibition of the critical genes for maintaining cancer stemness. By targeting cancer stem cell pathways, it may provide a new therapeutic option against cancer challenges such as treatment resistance, recurrence and metastasis.
- BBI608 has been shown to inhibit the Stat3 pathways, Nanog pathways and β-catenin pathways in the pre-clinical study.
- Development stage:

| Stage        | Proposed indication  | Country, Area                | Combination products  | Study number      |
|--------------|--|------------------------------|---|-------------------|
|              | Colorectal cancer<br>(monotherapy) <sup>*1</sup>                                     | U.S., Canada,<br>Japan, etc. | -   | CO.23             |
| Phase<br>III | Gastric and<br>Gastro-esophageal<br>junction adenocarcinoma<br>(combination therapy) | U.S., Canada,<br>Japan, etc. | paclitaxel  | 336<br>(BRIGHTER) |
| Phase<br>II  | Colorectal cancer (combination therapy)  | U.S., Canada                 | cetuximab, panitumumab or capecitabine  | 224               |
|              | Solid tumors <sup>*2</sup><br>(combination therapy)                                  | U.S., Canada                 | paclitaxel  | 201               |
| Phase        | Malignant pleural<br>mesothelioma<br>(combination therapy)                           | Japan                        | cisplatin and pemetrexed  | D8807005          |
|              | Hepatocellular carcinoma (combination therapy)                                       | U.S.                         | sorafenib   | HCC-103           |
|              | Glioblastoma<br>(combination therapy)  | Canada                       | temozolomide  | 251               |
|              | Solid tumors<br>(combination therapy)  | U.S.                         | ipilimumab, pembrolizumab<br>or nivolumab   | 201CIT            |
|              | Gastrointestinal cancer<br>(combination therapy)                                     | U.S., Canada                 | FOLFOX <sup>*3</sup> , FOLFOX <sup>*3</sup> and<br>bevacizumab, CAPOX <sup>*3</sup> ,<br>FOLFIRI <sup>*3</sup> , FOLFIRI <sup>*3</sup> and<br>bevacizumab, or regorafenib | 246               |
| Phase        | Pancreatic cancer<br>(combination therapy)   | U.S.                         | gemcitabine and<br>nab-paclitaxel, or<br>FOLFIRINOX <sup>*4</sup>   | 118               |
|              | Hematologic<br>malignancies<br>(monotherapy /<br>combination therapy)                | U.S.                         | dexamethasone, bortezomib,<br>imatinib or ibrutinib   | 103HEME           |
|              | Hepatocellular carcinoma (combination therapy)                                       | Japan                        | sorafenib   | D8808001          |
|              | Solid tumors<br>(combination therapy)  | U.S.                         | BBI503  | 401-101           |

\*1 Further enrollment of new patients was stopped and all patients discontinued study therapy in May 2014.

\*2 Phase II : Ovarian cancer, Brest cancer, Non-small cell lung cancer, Melanoma, etc.

\*3 FOLFOX: Combination therapy with fluorouracil, leucovorin, oxaliplatin

CAPOX: Combination therapy with capecitabine, oxaliplatin

FOLFIRI: Combination therapy with fluorouracil, leucovorin, irinotecan

\*4 FOLFIRINOX: Combination therapy with fluorouracil, leucovorin, irinotecan, oxaliplatin

#### dasotraline (SEP-225289) Attention-deficit hyperactivity disorder (ADHD), Binge eating disorder (BED)

- Developed in-house (Sunovion Pharmaceuticals Inc.)
- SEP-225289 is a DNRI that inhibits the reuptake of dopamine and norepinephrine. SEP-225289 is being developed as a once daily long-acting treatment. Due to its ability to maintain a stable concentration in blood levels all day, it is expected to be effective over the course of the day.

 Development stage: Adult attention-deficit hyperactivity disorder (ADHD): Phase III in the U.S. Pediatric attention-deficit hyperactivity disorder (ADHD): Phase II/III in the U.S. Binge eating disorder (BED): Phase II/III in the U.S.

#### glycopyrrolate bromide (SUN-101) Chronic obstructive pulmonary disease (COPD)

- Developed in-house (Sunovion Pharmaceuticals Inc.)
- SUN-101 is an inhalation solution of a long-acting muscarinic antagonist (LAMA) bronchodilator delivered via the Pari eFlow<sup>®</sup> nebulizer system, which is portable and able to deliver medication in approximately two minutes utilizing a vibrating membrane. Currently, there are no LAMAs delivered via nebulizer that are approved by the U.S. Food and Drug Administration (FDA). SUN-101 is a nebulizer delivered LAMA for COPD that the most advanced development stage.
- Development stage: Phase III in the U.S.

## vatiquinone (EPI-743) Mitochondrial disease

- In-licensed from Edison Pharmaceuticals
- EPI-743 is for synchronizing energy generation in the mitochondria with the counterbalancing of redox stress. It is expected to be the world's first treatment for mitochondrial diseases beginning with Leigh syndrome.
- Development stage: A Phase II/III study for Leigh syndrome in Japan completed, development strategy under consideration

#### obeticholic acid (DSP-1747) Nonalcoholic steatohepatitis (NASH), Primary biliary cirrhosis (PBC)

- In-licensed from Intercept Pharmaceuticals Inc. (Intercept's product code: INT-747)
- DSP-1747 is an agonist for farnesoid X receptor (FXR) whose ligand is the primary human bile acid chenodeoxycholic acid, the natural endogenous FXR agonist. The compound is expected to be effective for hepatic dysfunction and hepatic fibrosis associated with an increase of bile acid in the liver.
- Development stage: Phase II in Japan for NASH. Phase II for PBC is under consideration.

## DSP-6952 IBS with constipation, Chronic idiopathic constipation

- Developed in-house
- DSP-6952 is a high-affinity serotonin-4 receptor partial agonist with enterokinetic effect. DSP-6952 is expected to be effective for IBS with constipation and chronic idiopathic constipation by increasing complete spontaneous bowel movement.
- Development stage: Phase II in Japan

## BBI503 Anticancer drug

- Developed in-house (Boston Biomedical, Inc.)
- BBI503 is an orally administered small-molecule investigational agent designed to inhibit Nanog and other cancer stem cell pathways by targeting kinases. By targeting cancer stem cell pathways, it may provide a new therapeutic option against cancer challenges such as treatment resistance, recurrence and metastasis.
- BBI503 has been shown to inhibit multi-kinase in pre-clinical study.
- Development stage:

| Stage           | Proposed indication  | Country,<br>Area | Combination<br>products  | Study<br>number |
|-----------------|--|------------------|--|-----------------|
|                 | Renal cell carcinoma, Urothelial carcinoma (monotherapy)                         | Canada           | -  | 205a            |
| Phase<br>II     | Hepatocellular carcinoma,<br>Cholangiocarcinoma (monotherapy)                    | Canada           | -  | 205b            |
|                 | Gastrointestinal stromal tumor<br>(monotherapy)                                  | Canada           | -  | 205c            |
|                 | Ovarian cancer (monotherapy)   | U.S.             | -  | 205GYN-M        |
|                 | Solid tumors <sup>*</sup> (monotherapy)  | U.S., Canada     | -  | 101             |
|                 | Hepatocellular carcinoma<br>(combination therapy)                                | U.S.             | sorafenib  | HCC-103         |
| Phase<br>I / II | Solid tumors<br>(combination therapy)  | U.S., Canada     | capecitabine,<br>doxorubicin,<br>nivolumab,<br>pembrolizumab,<br>paclitaxel or sunitinib | 201             |
| Phase           | Solid tumors (monotherapy),<br>Hepatocellular carcinoma<br>(combination therapy) | Japan            | sorafenib  | DA101003        |
|                 | Solid tumors<br>(combination therapy)  | U.S.             | BBI608   | 401-101         |

\* Phase II : Colorectal cancer, Head and Neck cancer, Ovarian cancer, etc.

#### SB623 Stroke

- In-licensed from SanBio and joint development with SanBio
- SB623 is an allogeneic cell product, derived from bone marrow stromal cells isolated from healthy donors. Unlike autologous cell therapy, which requires individualized cell preparation at the health care institution, SB623 production can be scaled from a single donor's cells, enabling delivery of uniform-quality products to a large number of stroke patients. In preclinical and clinical studies to date, SB623 has shown beneficial results for stroke disability with no serious adverse events which are associated with SB623.
- Development stage: Phase II in the U.S.

#### EPI-589 Neurodegenerative diseases

- In-licensed from Edison Pharmaceuticals
- EPI-589 is for synchronizing energy generation in the mitochondria with the counterbalancing of redox stress. It is expected to be developed for neurodegenerative indications arising through redox stress.
- Development stage:

Parkinson disease: Phase II in the U.S. by Edison Pharmaceuticals Amyotrophic lateral sclerosis (ALS): Phase II in the U.S. by Edison Pharmaceuticals

- supplementary20 -

#### WT4869 Anticancer drug

- Developed in-house (Joint research with Chugai Pharmaceutical)
- WT4869 is a therapeutic cancer peptide vaccine candidate derived from Wilms' tumor gene 1 (WT1) protein. WT4869 is expected to treat various types of hematologic malignancies and solid tumors that express WT1, by inducing WT1-specific cytotoxic T-lymphocytes that attack WT1-expressing cancerous cells.
- Development stage: Myelodysplastic syndromes (MDS): Phase I/II in Japan Solid tumors: Phase I in Japan

#### DSP-7888 Anticancer drug

- Developed in-house
- DSP-7888 is a therapeutic cancer peptide vaccine candidate derived from Wilms' tumor gene 1 (WT1) protein. DSP-7888 is a novel peptide vaccine candidate containing peptides that induce WT1-specific cytotoxic T lymphocytes (CTLs) and helper T cells. DSP-7888 is expected to become treatment options for patients with various types of hematologic malignancies and solid tumors that express WT1, by inducing of WT1-specific CTLs that attack WT1-expressing cancers cells. By adding a helper T cell-inducing peptide, stronger efficacy is expected than for a CTL-inducing peptide alone. DSP-7888 is expected to be an option for a wide range of patients.
- Development stage: Myelodysplastic syndromes (MDS): Phase I/II in Japan Solid tumors, Hematologic malignancies : Phase I in the U.S.

#### DSP-2230 Neuropathic pain

- Developed in-house
- DSP-2230 is a novel compound that selectively inhibits voltage-gated sodium channels Nav1.7 and Nav1.8 with higher potencies than those against the other sodium channel subtypes studied. In addition, DSP-2230 has demonstrated antiallodynic effects in animal models of neuropathic pain that have been shown to be predictive of efficacy in humans. Due to its novel mechanism, DSP-2230 is expected not to produce CV or CNS side effects, which are present with the current drugs, such as non-selective sodium channel blockers and anti-epilepsy medicines.
- Development stage: Phase I in the U.K. and the U.S.

#### WT2725 Anticancer drug

- Developed in-house (Joint research with Chugai Pharmaceutical)
- WT2725 is a therapeutic cancer peptide vaccine candidate derived from Wilms' tumor gene 1 (WT1) protein. WT2725 is expected to treat various types of hematologic malignancies and solid tumors that express WT1, by inducing WT1-specific cytotoxic T-lymphocytes that attack WT1-expressing cancerous cells.
- Development stage: Solid tumors, Hematologic malignancies: Phase I in the U.S.
  Solid tumors: Phase I in Japan

#### SEP-363856 Schizophrenia

- Developed in-house (Sunovion Pharmaceuticals Inc.)
- SEP-363856 is an antipsychotic with a novel mechanism of action. Compared to existing antipsychotics that are effective for positive symptoms of schizophrenia, the preclinical model also shows efficacy for the negative symptoms. Even in combination treatment with atypical antipsychotics, extrapyramidal side effects were not observed. High efficacy and improved QOL are expected for the treatment for schizophrenia.
- Development stage: Phase I in the U.S.

#### DSP-3748 Cognitive impairment associated with schizophrenia (CIAS)

- Developed in-house
- DSP-3748 is a positive allosteric modulator (PAM) of α7-type nicotinic acetylcholine receptor (α7nAChR). DSP-3748 is expected to treat patients with cognitive impairment associated with schizophrenia (CIAS) by enhancing the ACh transmission via α7nAChR. DSP-3748 is expected to cause less desensitization compared with a conventional agonist.
- Development stage: Phase I in the U.S.