

# Third Quarter Financial Results for FY2008 (April 1 to December 31, 2008)

February 3, 2009

Dainippon Sumitomo Pharma Co., Ltd.



### **Financial Results**

Billions of Yen

Progress against forecast for FY2008

	3Q	3Q	3Q Change		FY2008	
	FY2007	FY2008	Value	Percentage	Forecast	Progress
Net sales	199.2	201.9	2.7	1.4 %	266.0	75.9 %
Operating income	33.2	27.5	- 5.7	- 17.0 %	30.5	90.3 %
Ordinary income	33.3	28.4	- 4.8	- 14.5 %	30.5	93.3 %
Net income	20.7	17.1	- 3.6	- 17.3 %	18.5	92.4 %

#### Notes

- 1. All values are rounded to the nearest 100 million yen.
- 2. 3Q represent period from Apr.1 to Dec.31



## Increase and Decrease Factors of Net Sales

#### Billions of Yen

	3Q	3Q	Ch	nange
	FY2007	FY2008	Value	Percentage
Net sales	199.2	201.9	2.7	1.4 %

#### (Positives)

- Sales of new products (LONASEN® / AVAPRO®)
- Start of new contract manufacturing

#### (Negatives)

- NHI price revision
- Decreased sales of AMLODIN®



## Domestic Sales of 4 Strategic Products and New Products

Billions of Yen

	3Q	3Q	Change	
	FY2007	FY2008	Value	Percentage
AMLODIN®	50.1	46.1	- 4.0	- 8.0 %
GASMOTIN®	15.3	15.5	0.3	1.7 %
PRORENAL®	11.3	11.4	0.1	1.1 %
MEROPEN®	11.5	11.5	0.0	0.1 %
4 Strategic Products Total	88.2	84.6	- 3.6	- 4.1 %

LONASEN®	_	2.4	2.4	_
AVAPRO®	_	1.4	1.4	_
New Products Total		3.8	3.8	_



# Cost of Sales and Selling, General & Administrative Expenses

Billions of yen

			3Q FY2007		3Q FY2008		
				% of		% of	Change
П				net sales		net sales	
	Nets	sales	199.2	_	201.9	_	2.7
ı	Cos	st of sales	74.0	37.2 %	78.9	39.1 %	4.8
l	Gros	s profit	125.2	62.8 %	123.0	60.9 %	- 2.1
	SG	&A expenses	92.0	46.1 %	95.5	47.3 %	3.5
		SG&A expenses	58.2	29.2 %	57.2	28.3 %	- 1.0
		R&D costs	33.8	16.9 %	38.3	19.0 %	4.6
	Operating income		33.2	16.7 %	27.5	13.6 %	- 5.7

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

#### (Cost of sales)

•Rise in cost of sales ratio due to NHI price revision and the application of "Accounting Standard for Measurement of Inventories"

#### (SG&A expenses)

Increase of R&D costs due to overseas clinical trials of lurasidon in progress



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

#### Billions of yen

	3Q FY2007	3Q FY2008	Change
Operating income	33.2	27.5	- 5.7
Non-operating income and expenses	0.1	0.9	0.8
Finance income and expenses including dividend income	1.2	1.4	0.2
Contribution	- 1.0	- 1.1	- 0.0
Others	- 0.1	0.6	0.7
Ordinary income	33.3	28.4	- 4.8
Extraordinary income and expenses	_	-	_
Income taxes and minority interests	- 12.6	- 11.4	1.2
Net income	20.7	17.1	- 3.6



## Forecasts for FY2008

Billions of yen

	FY07	FY08		
	Results	Forecasts	Changes	
Net sales	264.0	266.0	2.0	
Operating income	39.8	30.5	- 9.3	
Ordinary income	37.7	30.5	- 7.2	
Net income	25.6	18.5	- 7.1	

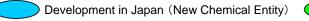
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Forecasts are unchanged from those announced in October, 2008



## Development Pipeline

Pre-registration	Phase III	Phase II	Phase I
Hepatocellular carcinoma  SM-11355 (miriplatin)	Diabetes  SMP-508 (repaglinide)	Diabetic neuropathy  AS-3201 (ranirestat)	Over-active bladder syndrome  SMP-986
SMP-862 (metformin)	Schizophrenia  SM-13496 (lurasidone)	Dementia  AC-3933	Diabetes  DSP-3235
Improvement in bowel cleansing by orally gastrointestinal lavage solution prior to barium enema X-ray examination			Allergic disorders (Under preparation for Phase I)  DSP-3025
GASMOTIN  Addition of fungal species	Schizophrenia (US/EU etc.)  SM-13496 (lurasidone)	Over-active bladder syndrome (US/EU)  SMP-986	Bronchial asthma (US)  SMP-028
AmBisome	Small cell lung cancer (China)	Dementia (US/EU)	Diabetes (EU)  DSP-7238
Febrile neutropenia  MEROPEN			Diabetes (US)  DSP-8658





Development in Japan for new indications etc.



Overseas development



## Development Pipeline Highlight

- TRERIEF (zonisamide):
  Deleted because approved in January 2009
- SMP-114 (rimacalib):
  Deleted because of discontinuation
- amrubicin hydrochloride:
  Newly added in "Phase III"
  - To obtain approval for small cell lung cancer in China



### Clinical Development of Lurasidone

#### Global studies (ongoing)

- Schizophrenia
  - Phase 3 Placebo-Controlled Clinical Trial (PEARL #1)
    - ➤ Screening started on October 25, 2007.
    - Recruitment of patients completed as scheduled
  - Phase 3 Placebo- and Active Comparator- Controlled Clinical Trial (PEARL #2)
    - > Screening started on January 31, 2008, dosing underway
  - Long-term Safety Study (PEARL Safety)
    - ➤ Screening started on March 17, 2008, dosing underway
  - Phase 3 Placebo- and Active Comparator- Controlled Clinical Trial (PEARL #3)
    - ➤ IND Amendment submitted to FDA on October 15, 2008.
    - ➤ Screening started on October 27, 2008, dosing underway



## Clinical Development of Lurasidone

#### Global studies (ongoing)

- Bipolar Disorder (Phase 3 studies)
  - IND submitted to FDA on December 17, 2008.
  - Screening to be started soon

#### Development for Japanese NDA submission (Pan-Asia study)

- IND for Phase 3 Study (against schizophrenia) in Japan, Taiwan and South Korea
- Dosing underway in Japan, Taiwan and South Korea
- Protocol Synopsis
  - Comparator: Placebo (Reference: risperidone)
  - Target Number of Enrolled Patients: 440
  - Primary Endpoints: PANSS



## Disclaimer Regarding Forward-looking Statements

The statements made in this presentation material are forward-looking statements based on management's assumptions and beliefs in light of information available up to the day of announcement, and involve both known and unknown risks and uncertainties.

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

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