

Third Quarter Financial Results for FY2011 (Apr. 1 to Dec. 31, 2011)

February 3, 2012
Dainippon Sumitomo Pharma Co., Ltd.

Financial Results

Billions of yen

				Change			
		FY2010 3Q	FY2011 3Q	Value	Impact of exchange fluctuations	Percentage	
Net	sales	280.8	265.2	- 15.6	- 8.4	- 5.6 %	
Cos	et of sales	83.7	74.0	- 9.8	- 1.0	- 11.7 %	
Gro	ss profit	197.1	191.2	- 5.8	- 7.4	- 3.0 %	
SG	&A expenses	170.0	168.9	- 1.1	- 9.9	- 0.6 %	
	SG&A expenses less R&D costs	123.7	128.2	4.5	- 8.0	3.7 %	
	R&D costs	46.3	40.7	- 5.6	- 2.0	- 12.1 %	
Оре	erating income	27.1	22.3	- 4.7	2.5	- 17.5 %	
Ord	inary income	26.2	22.0	- 4.2		- 16.2 %	
Extraordinary income or loss		- 2.2	- 2.4	- 0.1			
Income taxes		9.2	9.3	0.1			
Net	income	14.8	10.3	- 4.5		- 30.5 %	

Notes: 1. All values are rounded to the nearest 100 million yen.

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

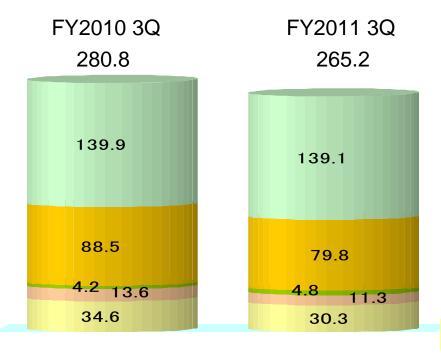
Net Sales by Segment

Billions of yen Change Value

Percentage

- 5.6%

- 12.6%



Japan - 0.7 - 0.5% North America - 8.7 - 9.9% China 0.5 12.7% Other Regions - 2.3 - 17.2%

Other Business - 4.4

- 15.6

Overseas Sales

38.0 %

36.3 %

[North America]

Decreased sales due to the effect of strong yen.

[Other Regions]

Decrease in exports of MEROPEN®

[Other Business]

•There is a decrease because only the commission equivalent part was recorded as sales on pet foods since July,2010.



Sales in Japan Segment

Billions of yen

	FY2010	FY2011	Change		
	3Q	3Q	Value	Percentage	
AVAPRO®	6.1	8.6	2.5	40.6 %	
LONASEN®	6.8	7.8	0.9	13.9 %	
PRORENAL®	11.5	12.1	0.6	5.0 %	
Strategic Products Total	24.4	28.4	4.0	16.4 %	
TRERIEF®	2.7	4.0	1.4	51.1 %	
MIRIPLA®	1.2	1.0	- 0.2	- 14.5 %	
SUREPOST®		0.1	0.1		
METGLUCO® (Including MELBIN®)	3.5	6.1	2.6	74.8 %	
New Products Total	7.4	11.3	3.9	52.8 %	
AMLODIN®	32.7	28.2	- 4.5	- 13.8 %	
GASMOTIN®	16.0	16.3	0.3	1.7 %	
MEROPEN®	9.9	9.6	- 0.3	- 3.1 %	
AmBisome®	3.5	3.5	- 0.0	- 1.2 %	
REPLAGAL®	4.4	7.0	2.5	56.6 %	
Others	41.4	34.9	- 6.5	- 15.7 %	
Japan total	139.9	139.1	- 0.7	- 0.5 %	

FY2011					
Forecast (as of Oct. 31)	Progress				
11.5	74.5 %				
11.0	70.5 %				
15.5	78.1 %				
38.0	74.8 %				
5.4	74.8 %				
1.4	72.3 %				
0.2	32.2 %				
8.2	75.0 %				
15.2	74.1 %				
35.5	79.5 %				
21.0	77.7 %				
11.0	86.9 %				
4.5	77.5 %				
8.9	78.2 %				
46.1	75.7 %				
180.2	77.2 %				

Note: Sales figures of each product are before reduction of rebates.

Sales in North America & China Segments Billions of yen [M\$]

	FY2010		FY2011			Chan	ge	
	3Q		3Q	'	Value		Percentage	
LATUDA®	_	_	[48]	3.9	[48]	3.9	_	
LUNESTA®	[466] 41.	7 [404]	32.6	[- 62]	- 9.1	- 21.9 %	
XOPENEX®	[307] 27.	4 [302]	24.3	[-4]	- 3.1	- 11.2 %	
BROVANA®	[77] 6.	9	[92]	7.4	[15]	0.5	7.4 %	
OMNARIS®	[40] 3.	6	[48]	3.9	[8]	0.3	7.3 %	
Industrial property revenues	[59] 5.	3	[56]	4.5	[-3]	- 0.8	- 15.1 %	
Others	[40] 3.	6	[40]	3.2	[-0]	- 0.4	- 10.8 %	
North America Total	[989] 88.	5 [990]	79.8	[1]	- 8.7	- 9.9 %	
MEROPEN®	3.	7		4.0		0.3	9.5 %	
Others	0.			0.8		0.2	33.6 %	
China Total	4.			4.8		0.5	12.7 %	

FY2011						
Foreca (as of Oc	Progress					
[90]	7.2	53.9 %				
[533]	42.8	76.1 %				
[410]	33.0	73.8 %				
[123]	9.9	75.0 %				
[66]	5.3	73.2 %				
[65]	5.3	84.4 %				
[61]	4.9	65.0 %				
[1,348]	108.4	73.6 %				
	5.6	71.7 %				
	1.0	75.9 %				
	6.6	72.3 %				

Segment Breakdown for North America

Billions of yen [M\$]

< Excluding mainly the impact of amortization of patent rights and goodwill >

	FY2010 3Q		FY20 3Q		Change		
Net sales	[989]	88.5	[990]	79.8	[1]	- 8.7	
Cost of sales	[101]	9.0	[99]	8.0	[-2]	- 1.0	
Gross profit	[888]	79.4	[890]	71.7	[3]	- 7.7	
SG&A expenses	[492]	44.0	[632]	50.9	[140]	6.9	
Income (loss) of Segment	[396]	35.4	[258]	20.8	[- 137]	- 14.6	

Breakdown					
Exchange	Others				
- 8.4	- 0.3				
- 1.0	- 0.0				
- 7.4	- 0.3				
- 5.7	12.5				
- 1.8	- 12.8				

< Mainly the impact of amortization of patent rights and goodwill >

	FY2010 3Q		FY2011 3Q		Change	
Net sales	_	_		_		
Cost of sales	[38]	3.4	I		[- 38]	- 3.4
Gross profit	[- 38]	- 3.4			[38]	3.4
SG&A expenses	[268]	24.0	[260]	21.0	[-8]	- 3.0
Income (loss) of Segment	[- 306]	- 27.4	[- 260]	- 21.0	[45]	6.4

- 2.3	- 0.7			
	3.4			
	- 3.4			
Exchange	Others			
Breakdown				

Segment Information

Billions of yen

			Pharmaceuticals Business					Other	-
		Japan	North America ^{※1}	Amortization**2	China	Other Regions	Subtotal	Business	Total
	Net sales	139.1	79.8	_	4.8	11.3	234.9	30.3	265.2
Ţ	Cost of sales	35.5	8.0	_	1.5	5.7	50.7	23.3	74.0
FY2011	Gross profit	103.8	71.7	_	3.3	5.5	184.4	6.8	191.2
	SG&A expenses less R&D costs	49.3	50.9	21.0	2.4	0.2	123.9	4.3	128.2
D D	Income (loss) of Segment	54.5	20.8	- 21.0	0.9	5.3	60.5	2.5	63.0
3Q Results	R&D costs						40.2	0.5	40.7
lts	Operating income						20.3	2.0	22.3
	Net sales	139.9	88.5	_	4.2	13.6	246.2	34.6	280.8
FY:	Cost of sales	36.6	9.0	3.4	0.9	6.1	56.0	27.8	83.7
FY2010	Gross profit	103.4	79.4	- 3.4	3.3	7.5	190.3	6.7	197.1
3Q	SG&A expenses less R&D costs	49.0	44.0	24.0	1.9	0.3	119.2	4.5	123.7
Re	Income (loss) of Segment	54.4	35.4	- 27.4	1.4	7.3	71.2	2.2	73.4
Results	R&D costs						45.8	0.5	46.3
S	Operating income						25.4	1.7	27.1
	Net sales	- 0.7	- 8.7	_	0.5	- 2.3	- 11.2	- 4.4	- 15.6
Ch _e	Income (loss) of Segment	0.1	- 14.6	6.4	- 0.5	- 1.9	- 10.6	0.3	- 10.4
Change	R&D costs						- 5.6	- 0.0	- 5.6
	Operating income						- 5.1	0.3	- 4.7

- \divideontimes 1. Excluding mainly amortization of patent rights and goodwill
- ※ 2. Mainly amortization of patent rights and goodwill

Ordinary income & Net income

Billions of yen

	FY2010	FY2011	Change		
	3Q	3Q	Value	Percentage	
Operating Income	27.1	22.3	- 4.7	- 17.5 %	
Non-operating income and expenses	- 0.9	- 0.4	0.5		
Finance income and expenses including dividend income	- 0.1	0.1	0.2		
Contributions	- 1.0	- 0.8	0.2		
Others	0.3	0.4	0.1		
Ordinary income	26.2	22.0	- 4.2	- 16.2 %	
Extraordinary income	_	1.2	1.2		
Gain on sales of property, plant and equipment	_	1.2	1.2		
Extraordinary loss	2.2	3.6	1.4		
Impairment loss	2.2	2.4	0.1		
Business structure improvement expenses		1.2	1.2		
Income taxes	9.2	9.3	0.1		
Net income	14.8	10.3	- 4.5	- 30.5 %	

[Impairment loss]

Impairment of some patent rights

[Business structure improvement expenses]

Business restructuring costs (XOPENEX®)

Summary of Financial Forecast for FY2011

Sales

- Sales in the Japan segment are expected to show steady performance compared to the previous forecast.
- Sales in the North America segment are expected to remain unchanged.
- ✓ Sales in the other regions are expected to decrease compared to the previous forecast.

SG&A expenses

- ✓ Although an increase is expected in the North America segment, SG&A expenses (excluding R&D costs) are expected to remain at the same level as the previous forecast.
- ✓ R&D costs are expected to fall below the previous forecast.

Operating income

 Operating income is expected to exceed the previous forecast because of an increase in gross profit and a decrease in R&D costs.

Net income

Net income is expected to be less compared to the previous forecast due to the impact of extraordinary loss and the Corporation Tax Act of Japan revision.



Revisions of Financial Forecast for FY2011



Excluding potential strategic investment for alliances and in-licensing

Financial Forecast for FY2011

Billions of yen

			Forecast f	or FY2010	Change (Value)		
		Results FY2010	Forecast (as of Oct. 31)	Forecast (as of Feb.3)	Compared to FY 2010 results	Compared to Forecast (as of Oct.31)	
Ne	t sales	379.5	352.0	352.0	-27.5	_	
Co	st of sales	110.0	100.0	99.5	-10.5	-0.5	
Gro	oss profit	269.5	252.0	252.5	-17.0	0.5	
SG	&A expenses	238.5	232.0	230.5	-8.0	-1.5	
	R&D Costs	68.2	58.5	57.0	-11.2	-1.5	
Ор	erating income	31.0	20.0	22.0	-9.0	2.0	
Ord	dinary income	28.6	19.0	22.0	-6.6	3.0	
	raordinary income loss	-3.6	1.2	-2.4	1.2	-3.6	
	Net income	16.8	12.0	10.0	-6.8	-2.0	
ЕВ	ITDA	78.0	61.0	64.0	-14.0	3.0	



Notes: 1. All values are rounded to the nearest 100 million yen.

2. EBITDA: Earnings Before Interest Taxes Depreciation and Amortization

Segmental Forecast for FY2011

Billions of yen

			Pharma	ceuticals Bu	siness			Other	
		Japan	North America _{*1}	Amortization*2	China	Other Regions	Subtotal	Business	Total
	Net sales	180.5	108.4	_	6.6	16.2	311.7	40.3	352.0
	Cost of sales	47.7	10.8	_	2.0	8.3	68.8	31.2	100.0
Forecast	Gross profit	132.8	97.6	_	4.6	7.9	242.9	9.1	252.0
for FY2011	SG&A expenses less R&D costs	66.5	69.1	28.0	3.6	0.3	167.5	6.0	173.5
as of Oct.31	Income(loss) of Segment	66.3	28.5	-28.0	1.0	7.6	75.4	3.1	78.5
	R&D costs	57.7						0.8	58.5
	Operating income	17.7							20.0
	Net sales	181.4	108.4	_	6.6	15.3	311.7	40.3	352.0
	Cost of sales	47.5	11.1	_	1.9	7.8	68.3	31.2	99.5
Forecast	Gross profit	133.9	97.3	_	4.7	7.5	243.4	9.1	252.5
for FY2011	SG&A expenses less R&D costs	66.0	69.9	27.7	3.6	0.3	167.5	6.0	173.5
as of Feb.3	Income(loss) of Segment	67.9	27.4	-27.7	1.1	7.2	75.9	3.1	79.0
	R&D costs						56.2	0.8	57.0
	Operating income						19.7	2.3	22.0
	Net sales	0.9	_	-	-	-0.9	_	_	-
Change	Income(loss) of Segment	1.6	-1.1	0.3	0.1	-0.4	0.5	_	0.5
Onlange	R&D costs						-1.5	_	-1.5
	Operating income						2.0	_	2.0

^{*1} Excluding mainly amortization of patent rights and goodwill

^{*2} Mainly amortization of patent rights and goodwill



Financial Forecast for FY2011

Billions of yen

	first half (results)	3Q (results)	1Q-3Q (results)	4Q (forecast)	Forecast FY2011 (as of Oct.31)	Forecast FY2011 (as of Feb.31)
Net sales	178.0	87.2	265.2	86.8	352.0	352.0
	28.0%	27.8%	27.9%	29.4%	28.4%	28.3%
Cost of sales	49.8	24.2	74.0	25.5	100.0	99.5
Gross profit	128.3	63.0	191.2	61.3	252.0	252.5
SG&A expenses	113.5	55.4	168.9	61.6	232.0	230.5
SG&A expenses less R&D costs	86.2	42.0	128.2	45.3	173.5	173.5
R&D Costs	27.3	13.4	40.7	16.3	58.5	57.0
	8.3%	8.7%	8.4%	-0.4%	5.7%	6.3%
Operating income	14.7	7.6	22.3	-0.3	20.0	22.0

Quarterly Sales Report in North America Segment

M\$

	1Q (results)	2Q (results)	3Q (results)	4Q (unaudited)	Forecast FY2011 (as of Oct.31)	FY2011 (unaudited)	change
LATUDA®	35	6	7	38	90	86	-4
LUNESTA®	124	138	143	123	533	528	-5
XOPENEX®	137	80	86	117	410	419	9
BROVANA®	33	29	30	35	123	127	4
OMNARIS®	16	18	14	16	66	64	-2
ALVESCO®	9	9	8	10	35	35	0
Industrial property revenues	23	17	14	17	65	72	7
Others	7	3	5	14	26	28	1
Total	385	300	305	369	1,348	1,359	11



Development Pipeline (1) (as of February 3, 2012)

Central Nervous System Field

Brand name/ Product code	Generic name	Proposed indication	Development location	Phase I	Phase II	Phase III	NDA submitted
LATUDA (SM-13496)	lurasidone hydrochloride	Schizophrenia	Canada				
		(Change of maximum dose) Schizophrenia: 160mg daily	us				
		Schizophrenia	Japan				
		(New indication) Bipolar disorder (depression)	US/Europe, etc.				
		(New indication) Bipolar disorder (maintenance)	US/Europe, etc.				
		(New indication) MDD with mixed features	US				
STEDESA™	eslicarbazepine acetate	Epilepsy-Adjunct	US				
		Epilepsy-Adult monotherapy	us				
LONASEN®	blonanserin	Schizophrenia	China				
		(Addition of pediatric usage) Schizophrenia	Japan				
DSP-8658	TBD	Alzheimer's disease	US				
SEP-228432	TBD	Neuropathic Pain, Depression	US				
DSP-1053	TBD	Depression	US				
DSP-0565	TBD	Epilepsy	US				

LATUDA(SM-13496): Co-development with Takeda Pharmaceutical in Europe (Phase III Study: Schizophrenia, Bipolar disorder)

Cancer Field

Brand name/ Product code	Generic name	Proposed indication	Development location	Phase I	Phase II	Phase III	NDA submitted
CALSED [®] (Brand name in Japan)	amrubicin hydrochloride	Small cell lung cancer	China				
WT4869	TBD	Myelodysplastic syndromes	Japan		*		
		Solid cancer	Japan				

※ on Phase I of Phase I/II study

Domestic

Overseas

Development Pipeline (2) (as of February 3, 2012)

Respiratory Field

Brand name/ Product code	Generic name	Proposed indication	Development location	Phase I	Phase II	Phase III	NDA submitted	
Ciclesonide Nasal Aerosol (Brand name: ZETONNA™)	ciclesonide	(New dose form: HFA Propellant) Allergic rhinitis	US					+
DSP-3025	TBD	Asthma/Allergic Rhinitis	Japan					

Cardiovascular/ Diabetes Field

Brand name/ Product code	Generic name	Proposed indication	Development location	Phase I	Phase II	Phase III	NDA submitted
DSP-8153	amlodipine besilate/irbesartan	Hypertension/Combination agent	Japan				
SUREPOST®	repaglinide	(New indication) Type 2 diabetes (Combination therapy with thiazolidine or biguanide)	Japan				
METGLUCO®	metformin hydrochloride	(Addition of pediatric usage) Type 2 diabetes	Japan				
AS-3201	ranirestat	Diabetic neuropathy	Japan				
DSP-8658	TBD	Type 2 diabetes	US				

Other Fields

Brand name/ Product code	Generic name	Proposed indication	Development location	Phase I	Phase II	Phase III	NDA submitted
SMP-986	afacifenacin	Overactive bladder	Japan				
	fumarate		US and Europe				
PRORENAL®	limaprost alfadex	(New Indication) Carpal-tunnel syndrome	Japan				
DSP-1747	obeticholic acid	Primary biliary cirrhosis (PBC), Nonalcoholic steatohepatitis (NASH)	Japan				
DSP-6952	TBD	IBS with constipation, Chronic idiopathic constipation	Japan				
DSP-5990	ceftaroline fosamil	MRSA Infection	Japan				

Overseas

Domestic

Development Pipeline State of Progress (Main changes after October 31, 2011)

- Ciclesonide Nasal Aerosol (New dose form: HFA Propellant, Brand name: ZETONNA™)
 - Approved by the FDA (January 2012) for the treatment of allergic rhinitis
 - A dry nasal aerosol spray in a novel HFA-propellant
- DSP-8153
 Change from Phase II to NDA submitted (Submitted in November 2011)
- Ranirestat (AS-3201)
 Change from Phase III under preparation to Phase III
- Blonanserin (Brand name LONASEN® in Japan)
 - In China: Newly added for Phase III
 - In Japan (Addition of pediatric usage): Newly added for Phase III
- Ceftaroline fosamil (DSP-5990)
 Change from Phase I under preparation to Phase I
- DSP-0565 Newly added for Phase I in the U.S
 - An antiepileptic drug candidate possessing new mechanisms
 - Suggested to be effective for treatment-resistant epilepsy or various types of seizure, it is expected to have anti-depressant like action and weaker CNS depressive side effects.



LATUDA® (Lurasidone) - Clinical development status (1)

US (schizophrenia)

- sNDA submitted for change of maximum dose (160mg/day) (June 2011)
- Key Current LATUDA® Studies in Schizophrenia
 - PEARL 3 Extension Study: Phase III extension study (12-month effectiveness and safety / tolerability study) with comparator [Quetiapine XR] completed. Results of the study announced (October, 2011).
 - Switch Study: initiated in 3Q 2010. Completed, data analysis in progress.
 - Schizophrenia Maintenance Study: initiated in 3Q 2011, in progress.
- Planned LATUDA® Studies in Schizophrenia
 - Low-dose Schizophrenia Study with 20mg/day: to be initiated in 3Q 2012
 - Pediatric (10-17 yrs) PK Study: to be initiated in 3Q 2012
 - Pediatric (13-17 yrs) Efficacy Study: to be initiated in 1Q 2013

LATUDA® (Lurasidone) – Clinical development status (2)

U.S. (Bipolar disorder, others)

- Bipolar disorder (depression) Phase III studies (PREVAIL Studies)
 - PREVAIL#1: Placebo controlled, lithium or divalproex add-on study initiated in April 2009
 - PREVAIL#2: Placebo controlled, monotherapy initiated in April 2009
 - PREVAIL#3: Placebo controlled, lithium or divalproex add-on study initiated in December 2010

Bipolar disorder (depression) sNDA planned for 2012

- Bipolar maintenance
 - Phase III study initiated in 2Q 2011
- MDD with mixed features
 - Phase III study initiated in 2Q 2011
- Other studies under consideration
 - IM depot formulation



LATUDA® (Lurasidone) – Clinical development status (3)

Outside the U.S.

Japan: Schizophrenia/ New Phase III study under preparation

Canada: Schizophrenia/ NDS submitted (June 2011)

China: Schizophrenia/IND submitted (September 2011)

Europe: Schizophrenia and Bipolar disorder/ Co-development

with Takeda Pharmaceutical in Europe (Phase III)

DSP plans to commercialize lurasidone independently in the UK



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

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