

# Corporate Information

## Corporate Profile (as of October 2017)



Company Name: Daiichi Sankyo Company, Limited  
Business: Research and development, manufacturing, import, sales and marketing of pharmaceutical products  
Headquarters: 3-5-1, Nihonbashi-honcho, Chuo-ku, Tokyo, 103-8426, Japan  
Telephone: +81-3-6225-1111  
Established: September 28, 2005  
Paid-in Capital: ¥50,000 million  
Employees: Approximately 15,000

### Directors, Officers and Auditors

#### Representative Director, President and CEO

George Nakayama

#### Representative Director, Member of the Board, President and COO

Sunao Manabe

#### Representative Director, Member of the Board, Executive Vice President and CFO

Kazunori Hirokawa

#### Member of the Board, Senior Executive Officer

Toshiaki Sai

Katsumi Fujimoto

Toshiaki Tojo

#### Member of the Board (Outside)

Noritaka Uji

Hiroshi Toda

Naoki Adachi

Tsuguya Fukui

#### Member of the Audit and Supervisory Board

Hideyuki Haruyama

Kazuyuki Watanabe

#### Member of the Audit and Supervisory Board (Outside)

Akiko Kimura

Yutaka Katagiri

Sayoko Izumoto

#### Senior Executive Officer

Glenn Gormley

Satoru Kimura

#### Executive Officer

Noriaki Ishida

Ryoji Nagasaka

Junichi Koga

#### Corporate Officer

Kohei Wada

Masahiko Ohtsuki

Shinichi Tobita

Hironobu Furuta

Takeshi Hamaura

Hideyuki Hirano

Shoji Hirashima

Koichi Akahane

Yoshihiro Aoyagi

Yuichi Kubo

Koji Ogawa

Kentaro Takamura

Ryoichi Watanabe

Junichi Fukute

Kenji Katsumi

Kentaro Murakawa

Hirosumi Izawa

### Japanese Offices

#### Branch Offices

Sapporo

Tohoku

Tokyo

Chiba

Saitama

Yokohama

Kanetsu

Toukai

Kyoto

Osaka

Kobe

Chugoku

Shikoku

Kyushu

#### Research Laboratories

Shinagawa R&D Center

Kasai R&D Center

#### Factories (Daiichi Sankyo Propharma Co., Ltd.)

Hiratsuka Plant

Takatsuki Plant

#### Factories (Daiichi Sankyo Chemical Pharma Co., Ltd.)

Onahama Plant

Tatebayashi Plant

Odawara Plant

#### Distribution Center

(Daiichi Sankyo

Propharma Co., Ltd.)

Tokyo Distribution Center

### Group Companies in Japan

Daiichi Sankyo Espha Co., Ltd.

Daiichi Sankyo Healthcare Co., Ltd.

Daiichi Sankyo Propharma Co., Ltd.

Daiichi Sankyo Chemical Pharma Co., Ltd.

Asubio Pharma Co., Ltd.

Daiichi Sankyo RD Novare Co., Ltd.

Daiichi Sankyo Business Associe Co., Ltd.

Daiichi Sankyo Happiness Co., Ltd.

Kitasato Daiichi Sankyo Vaccine Co., Ltd.

### Worldwide Group Companies

Daiichi Sankyo, Inc. (United States)

Luitpold Pharmaceuticals, Inc. (United States)

Plexxikon Inc. (United States)

Daiichi Sankyo Europe GmbH (Germany)

Daiichi Sankyo France SAS

Daiichi Sankyo Deutschland GmbH

Daiichi Sankyo Italia S.p.A.

Daiichi Sankyo España, S.A.

Daiichi Sankyo UK Ltd. (England)

Daiichi Sankyo (Schweiz) AG

Daiichi Sankyo Portugal, Unipessoal Lda.

Daiichi Sankyo Austria GmbH

Daiichi Sankyo Belgium N.V.-S.A.

Daiichi Sankyo Nederland B.V.

Daiichi Sankyo Ilaç Ticaret Ltd. Şti.

Daiichi Sankyo Ireland Ltd.

Daiichi Sankyo Altkirch Sarl (France)

Daiichi Sankyo (China) Holdings Co., Ltd.

Daiichi Sankyo Pharmaceutical (Beijing) Co., Ltd. (China)

Daiichi Sankyo Pharmaceutical (Shanghai) Co., Ltd. (China)

Daiichi Sankyo Taiwan Ltd.

Daiichi Sankyo Korea Co., Ltd.

Daiichi Sankyo (Thailand) Ltd.

Daiichi Sankyo Hong Kong Ltd.

Daiichi Sankyo Brasil Farmacêutica LTDA.

Latest information

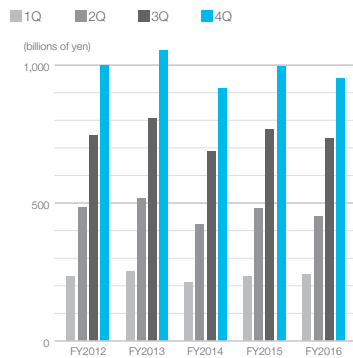


# Facts & Figures

\*From FY2013, International Financial Reporting Standards (IFRS) is applied.

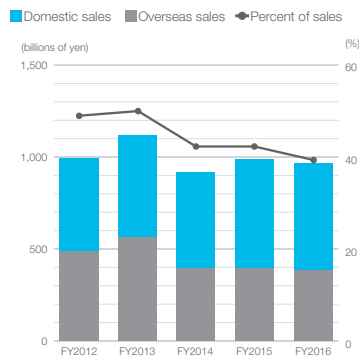
## Financial Highlights (as of May 2017)

### Net sales · Revenue



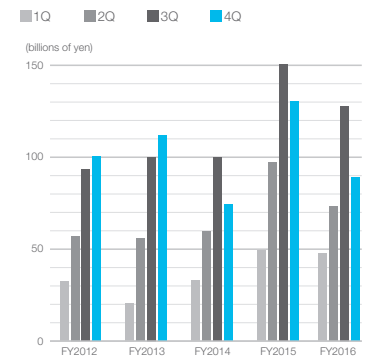
YTD	FY2012	FY2013	FY2014	FY2015	FY2016
1Q	242.6	252.5	213.7	238.4	241.0
2Q	484.2	516.4	429.6	478.8	458.0
3Q	745.6	807.1	694.4	758.6	734.4
4Q	997.9	1,118.2	919.4	986.4	955.1

### Overseas sales, percent of sales



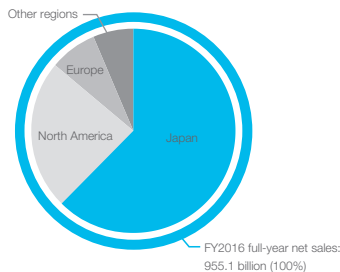
	FY2012	FY2013	FY2014	FY2015	FY2016
Overseas sales	486.7	563.8	392.5	431.0	375.4
Domestic sales	511.2	554.5	526.8	555.3	579.7
Percent of sales	49%	50%	43%	43%	39%

### Operating income · Operating profit



YTD	FY2012	FY2013	FY2014	FY2015	FY2016
1Q	32.5	20.8	32.8	49.1	47.3
2Q	57.1	55.7	59.7	97.0	73.3
3Q	93.5	100.1	100.0	150.4	128.7
4Q	100.5	111.6	74.4	130.4	88.9

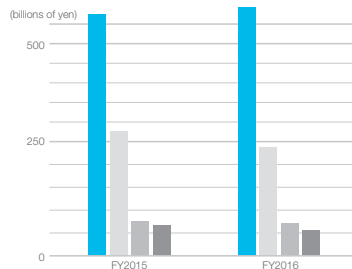
### Sales by segment



FY2016 full-year net sales	955.1
Japan	695.9
North America	228.4
Europe	71.0
Other regions	59.8

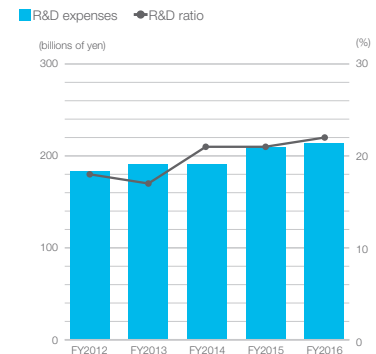
### Sales share by segment

■ Daichi Sankyo Group: Japan ■ Daichi Sankyo Group: North America ■ Daichi Sankyo Group: Europe ■ Daichi Sankyo Group: Other regions



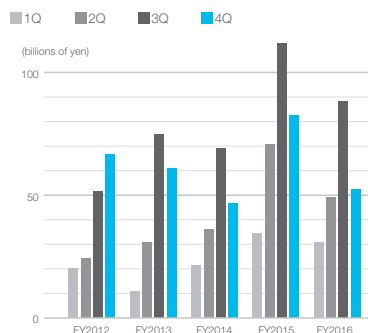
	FY2015	FY2016
Daichi Sankyo Group	986.4	955.1
Japan	574.5	595.9
North America	275.4	228.4
Europe	74.7	71.0
Other regions	61.8	59.8

### R&D expenses, percent of sales



YTD	FY2012	FY2013	FY2014	FY2015	FY2016
R&D expenses	183.0	191.2	190.7	208.7	214.3
R&D ratio	18%	17%	21%	21%	22%

### Net income · Profit attributable to owners of the Company



YTD	FY2012	FY2013	FY2014	FY2015	FY2016
1Q	20.4	11.0	21.6	34.9	30.6
2Q	24.4	30.8	36.1	70.7	49.0
3Q	51.5	74.9	68.9	110.7	88.2
4Q	66.6	60.9	46.5	82.3	53.5

Latest information

