

# Major Accomplishments in Fiscal 2016

Performance	Revenue	Operating Profit
	¥955.1 billion	¥88.9 billion
	Research and Development Expenses	Ratio of Research and Development Expenses to Revenue
	¥214.3 billion	22.4%

CSR	DJSI Asia Pacific*1	Percentage of Female Employees
	7 consecutive years of inclusion	33.7%
	CO <sub>2</sub> Emissions Volumes	Improvement of Access to Healthcare
	Down 4.0% (versus fiscal 2015)	Global Health Innovative Technology Fund*2: 3 projects

\*1 Index compiled by S&P Dow Jones Indices LLC and RobecoSAM AG recognizing companies that exhibit sustainability  
\*2 Public-private partnership originating in Japan seeking to combat infectious diseases in developing countries

Science & Technology					
Establish Oncology Business					
	Pre-Clinical		Early Stage		Late Stage
Antibody Drug Conjugate (ADC) Franchise	DS-7300 (B7-H3 ADC)	DS-1062 (TROP2 ADC)	U3-1402 (HER3 ADC)	DS-8201 (HER2 ADC)	
	Other ADCs				
Acute Myeloid Leukemia (AML) Franchise			DS-1001 (IDH1)	DS-3032 (MDM2)	Quizartinib (FLT3)
			DS-3201 (EZH1/2)	PLX-51107 (BRD4)	
Continuously Generate Innovative Medicine Changing SOC*					
Promote Joint Research and Development and Open Innovation					
Cell therapy for ischemic heart failure <i>Heartcel (DS-8100)</i>	Oncolytic virus <i>G47 Δ: DS-1647</i>	Lung cancer treatment Dana-Farber Cancer Institute	Bispecific antibodies Zymeworks Inc.	Pain treatment Heptares Therapeutics Limited	
Nucleic acid drug Treatment for Duchenne muscular dystrophy: <i>DS-5141</i>	Cancer cell therapy Cancer CAR-T treatment: <i>KTE-C19</i>	Immuno-oncology drug AgonOx, Inc.	Biomarkers Astellas Pharma Inc. and Takeda Pharmaceutical Company Limited / Sysmex Corporation and Astellas Pharma Inc.	Capillary stem cells Asahikawa Medical University	

\* Standard of Care: Universally applied best treatment practice in today's medical science

Global Organization & Talent	
Employees	Group Companies
14,670 Japan: 8,648 North America: 2,464 Europe: 1,578 Other: 1,980	59 (in 22 countries)
<ul style="list-style-type: none"> <li>Established Cancer Enterprise and recruited leader</li> <li>Established Global Oncology Marketing Function and recruited leader</li> <li>Created Biologics Unit</li> </ul>	
Presence in Japan	
Pharmaceutical Revenue (Japan)	Overall Assessment of Medical Representatives (MRs) (Japan)
No. 1*1	No. 1 for 5 consecutive years*2
<ul style="list-style-type: none"> <li>Rapidity expanded share for flagship product <i>LIXIANA</i> <ul style="list-style-type: none"> <li>No. 1 share of prescriptions to new patients in direct oral anticoagulant market</li> </ul> </li> <li>Secured the No. 1 share of target market segments for mainstay products                             <ul style="list-style-type: none"> <li><i>NEXIUM</i> ▶ <i>Memary</i> ▶ <i>PRALIA</i> ▶ <i>RANMARK</i></li> </ul> </li> <li>Acquired high-quality in-licensed products                             <ul style="list-style-type: none"> <li><i>Vimpat</i> ▶ Nine biosimilars ▶ <i>CANALIA</i> ▶ Authorized generics (AGs)*3</li> </ul> </li> </ul>	

\*1 Fiscal 2016

\*2 Based on survey conducted by ANTERIO Inc.

\*3 Generic drug manufactured after receiving consent from the manufacturer of the original drug through the receipt of patent rights. The same ingredients, additives, and manufacturing processes as the original drug are used to create a generic drug of the same quality as the original and authorized companies are granted priority permission to market these drugs ahead of other companies by using the patent rights