

## Reference Data

2nd Quarter - Fiscal Year 2017  
(April 1, 2017 to September 30, 2017)

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# Consolidated Financial Data

(Millions of yen)

	March 2017(FY2016)				March 2018(FY2017)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Net sales	69,431	141,007	216,431	279,773	68,532	138,630	279,000
(YOY%)	(+0.3%)	(-3.4%)	(-3.8%)	(-3.6%)	(-1.3%)	(-1.7%)	(-0.3%)
Self-Medication operations	43,012	90,457	138,160	179,992	44,823	91,876	181,300
Prescription Pharmaceutical operations	26,418	50,550	78,270	99,781	23,709	46,753	97,700
Gross profit on sales*	44,409	90,333	138,365	178,226	44,300	89,559	180,900
Selling, general and administrative expenses	35,302	73,678	111,804	146,260	37,358	74,380	152,400
Research and development expenses	5,050	10,496	15,519	21,260	5,291	10,771	24,000
(% Sales)	(7.3%)	(7.4%)	(7.2%)	(7.6%)	(7.7%)	(7.8%)	(8.6%)
Advertising expenses	5,013	10,595	17,880	22,087	5,975	11,338	23,200
Sales promotion expenses	7,082	15,069	23,338	30,079	7,307	14,362	31,100
Personnel expenses	9,090	18,078	27,034	35,845	8,874	17,770	36,300
Operating Profit	9,106	16,655	26,560	31,966	6,941	15,178	28,500
(YOY%)	(+74.0%)	(+19.6%)	(+16.9%)	(+10.7%)	(-23.8%)	(-8.9%)	(-10.8%)
Ordinary Profit	10,422	19,129	31,376	38,036	8,796	17,850	34,500
(YOY%)	(+39.1%)	(+8.2%)	(+7.8%)	(+3.4%)	(-15.6%)	(-6.7%)	(-9.3%)
Profit attributable to owners of parent	6,945	13,499	23,670	28,781	5,534	12,016	24,000
(YOY%)	(+48.2%)	(+19.7%)	(+26.5%)	(+28.1%)	(-20.3%)	(-11.0%)	(-16.6%)
Comprehensive income	3,455	5,317	18,994	30,184	10,303	20,452	-
(YOY%)	(-47.7%)	(-30.2%)	(-4.7%)	(+233.2%)	(+198.2%)	(+284.6%)	-
Basic EPS (yen)	86.92	168.93	296.21	360.18	69.27	150.38	300.38
Diluted EPS (yen)	86.86	168.82	296.01	359.92	69.21	150.26	300.17
BPS (yen)	7,857.63	7,876.45	7,990.93	8,127.87	8,189.49	8,313.96	8,319.97
Dividend per share (yen)	-	50.00	-	110.00	-	50.00	110.00
Payout ratio	-	-	-	30.5%	-	-	36.6%
Capital expenditure	2,453	4,262	5,040	7,011	685	1,999	5,790
Depreciation and amortization	2,529	5,099	7,732	10,423	2,474	4,972	10,300
Total assets	751,353	752,705	762,998	771,222	779,358	792,600	787,000
Shareholders' equity	642,439	644,393	653,919	665,088	669,809	680,053	681,000
Return on equity (%)**	-	-	-	4.5%	-	-	3.7%
Return on assets (%)**	-	-	-	3.8%	-	-	3.1%
Equity ratio (%)	83.6%	83.6%	83.7%	84.2%	84.0%	83.8%	84.5%
Overseas sales	6,836	13,769	20,361	27,529	8,283	15,988	29,520
Overseas sales ratio (% of total sales)	9.9%	9.8%	9.4%	9.8%	12.1%	11.5%	10.6%
Number of employees	6,596	6,515	6,486	6,461	6,525	6,484	-

\* After provision/reversal of reserve for returned unsold goods

\*\* Average of the beginning and year-end balance of shareholders' equity / total assets

<Reference>

• E = Estimates

• The full-year forecasts for the fiscal year ending March 31, 2017 were announced on August 2, 2017.

# Consolidated Balance Sheets

(Millions of yen)

	End of FY2016		End of FY2017/2Q		change	change
	(March 31, 17)	% total	(Sept. 30, 17)	% total		
<b>(Assets)</b>						
I Current assets:	308,946	40.1%	334,690	42.2%	+25,744	
Cash and deposits	201,275		196,466		-4,809	
Notes and accounts receivable-trade	69,535		83,087		+13,551	
Marketable securities	-		16,125		+16,125	Transferred from investments in securities +16,000
Inventories	27,501		27,869		+368	
Deferred tax assets	5,819		6,530		+710	
Other	4,814		4,611		-202	
II Fixed assets:	462,276	59.9%	457,909	57.8%	-4,366	
(1) Tangible fixed assets:	97,282	(12.6%)	94,955	(12.0%)	-2,326	
Buildings and structures, net	49,957		48,584		-1,372	
Machinery, equipment and vehicles, net	6,372		5,787		-584	
Land	37,457		37,035		-421	
Other, net	3,496		3,548		+52	
(2) Intangible fixed assets:	34,372	(4.5%)	32,671	(4.1%)	-1,701	
Goodwill	16,768		15,829		-939	
Sales rights	4,068		3,401		-667	
Trademarks	9,966		9,463		-503	
Software	3,046		3,320		+274	
Other	523		657		+133	
(3) Investments and other assets:	330,620	(42.9%)	330,282	(41.7%)	-338	
Investment securities	252,459		254,741		+2,282	Transferred to marketable securities -16,000 Gain/loss on valuation +11,155 Bond purchases +7,092
Shares of subsidiaries and affiliates	67,550		65,693		-1,857	
Net defined benefit assets	2,496		2,621		+124	
Deferred tax assets	6,783		5,884		-898	
Other	1,330		1,341		+11	
<b>Total assets</b>	<b>771,222</b>	<b>100.0%</b>	<b>792,600</b>	<b>100.0%</b>	<b>+21,377</b>	
<b>(Liabilities)</b>						
I Current liabilities:	58,097	7.5%	62,502	7.9%	+4,404	
Notes and accounts payable-trade	23,327		22,294		-1,032	
Accounts payable	13,047		15,169		+2,122	
Accrued income taxes	5,774		6,680		+905	
Provision for bonuses	3,854		4,794		+940	
Other	12,094		13,563		+1,469	
II Long-term liabilities:	48,036	6.2%	50,043	6.3%	+2,007	
Net defined benefit liabilities	23,505		23,525		+20	
Deferred taxes liabilities	16,130		18,412		+2,282	
Other	8,400		8,105		-295	
<b>Total liabilities</b>	<b>106,134</b>	<b>13.8%</b>	<b>112,546</b>	<b>14.2%</b>	<b>+6,412</b>	
<b>(Net assets)</b>						
I Shareholders' equity	621,583	80.6%	628,774	79.3%	+7,190	
Common stock	30,000	3.9%	30,000	3.8%	-	
Capital surplus	15,272	2.0%	15,271	1.9%	-0	
Retained earnings	644,038	83.5%	651,256	82.2%	+7,217	Profit attributable to owners of parent +12,016 Dividend on retained earnings -4,798
Treasury stock	-67,727	-8.8%	-67,754	-8.5%	-26	
II Accumulated other comprehensive income	27,875	3.6%	35,530	4.5%	+7,654	
Valuation difference on securities	36,234	4.7%	44,281	5.6%	+8,047	
Deferred gains or losses on hedges	0	0.0%	0	0.0%	+0	
Foreign currency translation adjustment	-2,195	-0.3%	-2,855	-0.4%	-660	
Remeasurements of defined benefit plans	-6,162	-0.8%	-5,895	-0.7%	+267	
III Subscription rights to shares	478	0.1%	565	0.1%	+87	
IV Non-controlling interests	15,150	2.0%	15,183	1.9%	+32	
<b>Total net assets</b>	<b>665,088</b>	<b>86.2%</b>	<b>680,053</b>	<b>85.8%</b>	<b>+14,965</b>	
<b>Total liabilities and net assets</b>	<b>771,222</b>	<b>100.0%</b>	<b>792,600</b>	<b>100.0%</b>	<b>+21,377</b>	

Consolidated P/L Statement

(Millions of yen)

	End of FY2016/2Q		End of FY2017/2Q		YOY change	change
	(Sept 30, 17)	% total	(Sept 30, 17)	% total		
Net sales	141,007	100.0%	138,630	100.0%	-2,377	
Cost of sales	50,647	35.9%	48,421	34.9%	-2,226	
Gross profit on sales	90,360	64.1%	90,208	65.1%	-151	
Provision for sales returns	26		649		+622	
Gross profit	90,333	64.1%	89,559	64.6%	-774	
Selling, general and administrative expenses	73,678	52.3%	74,380	53.7%	+702	
Research and development expenses	10,496		10,771		+275	
Advertising expenses	10,595		11,338		+743	
Sales promotion expenses	15,069		14,362		-707	
Personnel expenses	18,078		17,770		-308	
Other	19,437		20,137		+699	
Operating Profit	16,655	11.8%	15,178	10.9%	-1,476	
Non-operating income	3,838	2.7%	3,709	2.7%	-129	
Non-operating expenses	1,364	1.0%	1,038	0.7%	-326	
Ordinary Profit	19,129	13.6%	17,850	12.9%	-1,279	
Extraordinary income	1,394	1.0%	744	0.5%	-650	FY2016 Gain on sales of fixed assets 1,381 FY2017 Gains from sale of fixed assets 744
Extraordinary losses	112	0.1%	22	0.0%	-90	
Profit before income taxes and minority interests	20,411	14.5%	18,571	13.4%	-1,839	
Income taxes	6,008	4.3%	5,881	4.2%	-126	
Profit	14,403	10.2%	12,690	9.2%	-1,712	
Profit attributable to non-controlling interests	903	0.6%	674	0.5%	-229	
Profit attributable to owners of parent	13,499	9.6%	12,016	8.7%	-1,483	

## Consolidated Sales Breakdown by Segment/Category

(Millions of yen)

	March 2017(FY2016)				March 2018(FY2017)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Self-Medication operations (YOY%)	43,012 (-1.4%)	90,457 (-1.8%)	138,160 (-0.4%)	179,992 (-0.4%)	44,823 (+4.2%)	91,876 (+1.6%)	181,300 (+0.7%)
Japan	35,560	75,344	115,723	149,733	35,949	74,513	149,300
Overseas	6,832	13,757	20,347	27,507	8,281	15,979	29,500
Other	620	1,355	2,090	2,751	592	1,383	2,500
Prescription Pharmaceutical operations (YOY%)	26,418 (+3.2%)	50,550 (-6.2%)	78,270 (-9.2%)	99,781 (-8.8%)	23,709 (-10.3%)	46,753 (-7.5%)	97,700 (-2.1%)
Ethical drugs	24,562	48,140	75,451	96,126	22,732	45,221	95,100
Other	1,856	2,410	2,819	3,655	976	1,531	2,600
Total	69,431	141,007	216,431	279,773	68,532	138,630	279,000

## Consolidated Operating Income by Segment

(Millions of yen)

	March 2017(FY2016)				March 2018(FY2017)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Self-Medication operations (YOY%)	7,022 (+15.7%)	15,203 (+4.6%)	22,744 (+7.8%)	30,106 (+6.0%)	5,843 (-16.8%)	14,311 (-5.9%)	26,000 (-13.6%)
Prescription Pharmaceutical operations (YOY%)	2,496 (-)	2,272 (-)	4,981 (+92.2%)	3,352 (+90.9%)	1,414 (-43.3%)	1,563 (-31.2%)	3,900 (+16.3%)
Other* (YOY%)	-412 (-)	-820 (-)	-1,165 (-)	-1,492 (-)	-316 (-)	-696 (-)	-1,400 (-)
Total	9,106	16,655	26,560	31,966	6,941	15,178	28,500

\* The "Other" segment represents the Company (a pure holding company), which is not attributable to any reportable segment.

## Consolidated Sales - Leading Brands of Self-Medication Operations

(Billions of Yen)

	March 2017(FY2016)				March 2018(FY2017)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Japan	35.6	75.3	115.7	149.7	35.9	74.5	-1.1%	149.3	-0.3%
<i>Lipovitan</i> series	15.6	33.0	47.4	58.5	14.6	31.0	-6.1%	56.8	-2.9%
<i>Pabron</i> series	4.3	10.2	18.8	26.3	4.6	11.4	+11.1%	26.9	+2.2%
<i>RiUP</i> series	3.8	7.9	12.3	16.1	3.7	7.8	-1.5%	15.9	-1.0%
<i>VICKS</i> series	0.5	1.5	2.9	3.6	0.5	1.5	+2.0%	4.2	+15.0%
GI treatment series	0.9	1.8	3.0	4.0	0.9	1.8	-0.6%	3.9	-2.3%
<i>Livita</i> series	0.9	1.9	2.9	3.8	0.9	1.7	-10.8%	3.6	-5.6%
<i>NARON</i> series	0.9	1.7	2.6	3.4	0.7	1.5	-12.5%	3.5	+4.1%
<i>Colac</i> series	0.8	1.6	2.5	3.3	0.9	1.6	-0.6%	3.3	+0.3%
<i>Biofermin</i> series	2.0	4.2	6.7	8.8	2.4	3.6	-13.4%	7.9	-10.6%
Overseas	6.8	13.8	20.3	27.5	8.3	16.0	+16.2%	29.5	+7.2%
Energy drinks	2.5	4.9	7.2	9.4	2.8	5.6	+13.8%	9.9	+5.6%
OTC drugs	4.2	8.5	12.6	17.2	5.1	9.5	+12.7%	18.3	+6.6%
Others	0.6	1.4	2.1	2.8	0.6	1.4	+2.1%	2.5	-9.1%

(Rounded to the nearest hundred-million)

## Lipovitan Series: Sales Breakdown

(Billions of Yen)

	March 2017(FY2016)				March 2018(FY2017)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
<i>Lipovitan</i> series	15.6	33.0	47.4	58.5	14.6	31.0	-6.1%	56.8	-2.9%
<i>Lipovitan D</i>	10.2	21.4	30.5	37.2	9.5	20.1	-6.2%	36.1	-3.1%
Others	5.4	11.6	17.0	21.3	5.1	10.9	-5.8%	20.7	-2.5%
(100mL other <i>Lipovitan</i> )	3.5	7.4	10.8	13.5	3.4	7.2	-2.4%	13.2	-2.3%
(50mL other <i>Lipovitan</i> )	1.9	4.2	6.1	7.7	1.7	3.7	-11.9%	7.5	-2.8%

(Rounded to the nearest hundred-million)

## Consolidated Sales - Leading Products of Prescription Pharmaceutical Operations

(Billions of Yen)

	March 2017(FY2016)				March 2018(FY2017)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
<i>Edirol</i>	5.8	11.3	17.5	22.6	6.2	12.4	+9.7%	25.0	+10.6%
<i>ZOSYN</i>	4.2	8.3	12.7	15.5	2.8	5.3	-35.8%	9.5	-38.8%
<i>Clarith</i>	2.2	4.0	7.2	9.3	1.9	3.4	-15.1%	8.5	-8.8%
<i>Bonviva</i>	1.7	3.1	4.6	5.9	1.6	3.2	+2.9%	7.1	+20.1%
<i>Palux</i>	1.5	2.8	4.2	5.4	1.3	2.5	-10.1%	4.8	-10.4%
<i>Lusefi</i>	0.5	1.5	2.1	2.9	1.2	2.1	+43.0%	4.8	+67.1%
<i>OZEX</i>	1.1	2.2	4.1	4.9	0.9	1.7	-24.7%	4.7	-4.3%
<i>Geninax</i>	1.1	2.7	3.9	5.2	0.2	2.0	-25.8%	4.5	-13.5%
<i>Biofermin</i>	1.0	2.0	3.0	3.9	1.2	2.1	+6.4%	4.2	+6.9%
<i>LOQOA</i>	0.3	0.5	1.1	1.8	0.8	1.6	+200.3%	3.6	+98.5%

(Rounded to the nearest hundred-million)

## Consolidated: Capital Expenditure

(Millions of yen)

	March 2017(FY2016)				March 2018(FY2017)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Total capital expenditure	2,453	4,262	5,040	7,011	685	1,999	5,790
Taisho Pharmaceutical	2,268	3,668	4,343	6,013	539	1,765	4,590
Production department	28	387	586	1,104	195	524	1,270
Research department	134	381	509	893	209	562	1,050
Head Office and the others	2,105	2,899	3,246	4,015	134	678	2,270
Other subsidiaries	185	593	696	998	145	233	1,200

## Consolidated: Depreciation and Amortization

(Millions of yen)

	March 2017(FY2016)				March 2018(FY2017)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Depreciation and amortization	2,529	5,099	7,732	10,423	2,474	4,972	10,300
Cost of sales	851	1,670	2,524	3,411	751	1,503	3,200
SGA expenses	1,678	3,429	5,207	7,011	1,722	3,468	7,100

## Consolidated: R&D Expenses

(Millions of yen)

	March 2017(FY2016)				March 2018(FY2017)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Total R&D expenses	5,050	10,496	15,519	21,260	5,291	10,771	24,000
Self-Medication operations	1,320	2,825	4,104	5,497	1,495	3,107	6,400
Prescription Pharmaceutical operations	3,730	7,670	11,415	15,763	3,796	7,664	17,600

## Results of Major Consolidated Subsidiaries

### Sales and earnings of Taisho Pharmaceutical

(Billions of Yen)

	March 2017(FY2016)				March 2018(FY2017)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Net Sales	49.2	101.6	156.4	203.1	49.3	100.5	-1.1%	204.3	+0.6%
Self-Medication	35.9	76.2	117.2	152.0	36.4	75.6	-0.8%	150.8	-0.8%
Prescription Pharmaceutical	13.4	25.4	39.2	51.1	12.9	25.0	-1.8%	53.5	+4.6%
Operating profit	5.9	11.1	17.9	23.1	3.8	10.0	-9.9%	19.4	-15.9%
Ordinary profit	6.6	13.8	20.9	26.5	7.9	17.1	+24.1%	25.5	-3.6%
Profit	5.2	10.5	16.0	20.1	6.1	13.6	+29.5%	20.1	+0.5%

(Rounded to the nearest hundred-million)

### Sales and earnings of Taisho Toyama Pharmaceutical

(Billions of Yen)

	March 2017(FY2016)				March 2018(FY2017)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Net Sales	24.6	48.1	75.5	96.1	22.7	45.2	-6.1%	95.1	-1.1%
Operating profit	1.4	2.0	2.9	2.0	0.4	1.4	-31.1%	2.3	+11.6%
Ordinary profit	1.4	2.0	3.0	2.1	0.4	1.4	-31.1%	2.3	+8.7%
Profit	0.9	1.3	1.9	1.3	0.2	0.9	-30.9%	1.4	+13.0%

(Rounded to the nearest hundred-million)

Sales and earnings of Taisho Toyama Pharmaceutical are included in the consolidated results of Prescription Pharmaceutical operations.

### Sales and earnings of Biofermin Pharmaceutical

(Billions of Yen)

	March 2017(FY2016)				March 2018(FY2017)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Net Sales	2.6	5.1	8.1	10.6	3.0	5.9	+15.3%	10.6	+0.0%
Self-Medication	1.7	3.4	5.5	7.3	2.0	4.0	+17.3%	7.2	-1.2%
Prescription Pharmaceutical	0.8	1.7	2.6	3.4	1.1	1.9	+11.4%	3.4	+2.6%
Operating profit	0.7	1.3	2.3	2.7	1.1	1.9	+45.2%	2.7	+0.1%
Ordinary profit	0.8	1.3	2.3	2.7	1.1	1.9	+44.5%	2.7	+0.8%
Profit	0.5	0.9	1.6	1.9	0.8	1.3	+44.4%	1.9	+0.1%

(Rounded to the nearest hundred-million)

## Major Subsidiaries and Affiliates

(As of September 30, 2017)

Company	Address	Capital	Business	Ownership*
(1) Consolidated subsidiaries				%
Taisho Pharmaceutical Co.,Ltd.	Tokyo, Japan	,000 Yen 29,804,450	SMG PD	100.0
MEJIRO KOSAN Co., Ltd.	Tokyo, Japan	,000 Yen 600,000	SMG	100.0
Taisho Okinawa Co.,Ltd.	Okinawa, Japan	,000 Yen 50,000	SMG	100.0
Taisho M.T.C. Co.,Ltd.	Tokyo, Japan	,000 Yen 400,000	SMG	60.0
Taisho Pharmaceutical Logistics Co.,Ltd.	Saitama, Japan	,000 Yen 30,000	SMG	100.0
Biofermin Pharmaceutical Co., Ltd.	Hyogo, Japan	,000 Yen 1,227,000	SMG PD	63.9
Taisho Toyama Pharmaceutical Co.,Ltd.	Tokyo, Japan	,000 Yen 2,000,000	PD	70.3
TAISHO ACTIVE HEALTH Co., Ltd.	Tokyo, Japan	,000 Yen 100,000	SMG	55.0
TOKUHON Corporation	Tokyo, Japan	,000 Yen 300,000	SMG PD	100.0
Dr. Program Co., Ltd.	Tokyo, Japan	,000 Yen 251,500	SMG	100.0
Taisho Pharmaceutical (Taiwan) Co.,Ltd.	Taiwan	,000 NT\$ 200,000	SMG	100.0
Taisho Pharmaceutical California Inc.	U.S.A.	,000 US\$ 41,050	SMG	100.0
Taisho Pharmaceuticals (Philippines), Inc.	Philippines	,000 Peso 18,900	SMG	100.0
Taisho Co.,Ltd. Shanghai	China	,000 CNY 132,621	SMG	100.0
Taisho Vietnam Co.,Ltd.	Vietnam	,000 VND 170,754,300	SMG	100.0
Taisho Pharmaceutical (H.K.) Ltd.	China	,000 HK\$ 165,300	SMG	100.0
Osotspa Taisho Pharmaceutical Co., Ltd.	Thailand	,000 THB 100,000	SMG	60.0
Taisho Pharmaceutical R&D Inc.	U.S.A.	,000 US\$ 4,000	PD	100.0
PT. Taisho Pharmaceutical Indonesia Tbk	Indonesia	,000 rupiah 10,240,000	SMG	98.0
Taisho Pharmaceutical Singapore Private Limited	Singapore	,000 US\$ 1,000	SMG	100.0
Hoepharm Holdings Sdn.Bhd.	Malaysia	,000 MYR 32,380	SMG	100.0
Compañía Internacional de Comercio, S.A.P.I. de C.V.	Mexico	,000 MXN 122,467	SMG	100.0
(2) Equity accounting method				
Toyama Chemical Co.,Ltd.	Tokyo, Japan	,000 Yen 10,000,000	PD	34.0
Yomeishu Seizo Co., Ltd.	Tokyo, Japan	,000 Yen 1,650,000	SMG	24.1
Duoc Hau Giang Pharmaceutical JSC	Vietnam	,000 VND 1,307,460,710	SMG	24.4

SMG=Self-Medication operations PD=Prescription Pharmaceutical operations

\*Ownership: including the portion of indirect ownership

## Shareholders Information (as of end of September 2017)

### Major Shareholders

(Thousands of Shares)

Shareholders	Number of shares	% of total
The Uehara Memorial Foundation	15,000	18.76%
Shoji Uehara	7,874	9.85%
Uehara Museum	3,900	4.88%
Sumitomo Mitsui Banking Corp.	3,000	3.75%
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	3,000	3.75%
Akira Uehara	2,143	2.68%
Japan Trustee Services Bank, Ltd. (Trust account)	1,749	2.19%
The Master Trust Bank of Japan, Ltd. (Trust account)	1,715	2.15%
Kajima Corporation	1,650	2.06%
Japan Trustee Services Bank, Ltd. (Sumitomo Mitsui Trust Bank, Limited ReTrust Account/ Sumitomo Chemical Company, Limited Employee Pension Trust Account)	1,530	1.91%

Shares less than one thousand are rounded down.

Treasury stock of 10,168 thousand shares are excluded from the above as these shares do not have voting rights.

The shareholding ratio is calculated excluding treasury stock. (Rounded to the nearest second decimal place)

### Distribution of Ownership Among Shareholders

	% of total
Financial Institutions	20.88%
Financial Instruments Firms	0.87%
Other companies	39.86%
Foreign Companies	12.05%
Individuals and Others	26.34%
Total	100.00%

The shareholder composition is calculated excluding treasury stock of 10,168 thousand shares.

(Rounded to the nearest second decimal place)

# Prescription Pharmaceutical Operations: New Drug Development - Taisho Pharmaceutical

As of Oct 30, 2017

## In Japan

Phase 2
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### **TS-091 (Oral)**

< Application > Central disorders of hypersomnolence  
< Development > In-house

### **TS-152 (Injection)**

< Application > Rheumatoid arthritis  
< Development > In-license (Licensor: Ablynx)  
< Description > Anti-TNF(Tumor Necrosis Factor)- $\alpha$  antibody  
< Remarks > Generic name: Ozoralizumab

### **TS-141 (Oral)**

< Application > Childhood Attention-Deficit/Hyperactivity Disorder  
< Development > In-house

### **TS-133 (Topical)**

< Application > Alopecia  
< Development > In-house

### **TS-142 (Oral)**

< Application > Insomnia  
< Development > In-house

# Prescription Pharmaceutical Operations: New Drug Development - Taisho Pharmaceutical

As of Oct 30, 2017

## Overseas

### Phase 2

#### TS-121 (Oral)

< Application > Depression

< Development > In-house

### Phase 1

#### TS-071 (Oral)

< Target disease > Type 2 diabetes

< In-house/Licensed-in > In-house

< Description > Sodium-glucose cotransporter 2 (SGLT2) inhibitor

< Remarks > Generic name: Luseogliflozin Hydrate

In Japan: Launched on May 23, 2014 (Product name: Lusefi)

#### TS-091 (Oral)

< Target disease > Central disorders of hypersomnolence

< In-house/Licensed-in > In-house

#### TS-134 (Oral)

< Target disease > Schizophrenia

< In-house/Licensed-in > In-house

## Launch of New Products

As of Oct 30, 2017

### New Products Since FY2017 1Q Earnings Announcement (Aug 2, 2017)

Self-Medication Operations
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#### Claritin® EX OD

- < Description > As with Claritin® EX launched in January, Claritin® EX OD effectively relieves hard-to-bear allergic rhinitis symptoms with just one tablet taken once a day. Since the tablet dissolves rapidly without water, it can be taken easily anywhere.
- < Launch > Since Sep 2017

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#### Lipovitan ZERO

- < Description > A sugar-free, low-calorie yet fully effective designated quasi-drug energy drink with only 6 kcal per bottle. It contains 7 active ingredients, including taurine, inositol and B vitamins. Available in a refreshing, lightly sweetened flavor.
- < Launch > Since Sep 2017

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#### Pabron Ace Pro

- < Description > A cold medication containing the maximum amount\* of 600 mg of ibuprofen, an antipyretic analgesic agent that blocks the source of fever and sore throat, in addition to ambroxol hydrochloride and L-Carbocysteine for clearing and repairing the respiratory tract's mucosal barrier, respectively.
- \* Based on the daily dosage of the Pabron series of cold medications
- < Launch > Since Sep 2017

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#### Pabron Medical

- < Description > *Pabron Medical T*, *Pabron Medical C* and *Pabron Medical N* are cold medications that can be selected according to the user's most acute symptoms, targeting throat, cough and nasal symptoms.
- Pabron Medical T* demonstrates superior effectiveness against hard-to-bear colds with sore throat symptoms. *Pabron Medical C* provides effective relief against hard-to-bear colds that cause a stubborn cough. *Pabron Medical N* shows outstanding effectiveness against hard-to-bear colds with trying nasal symptoms.
- < Launch > Since Sep 2017

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#### VICKS Throat Lozenges Citrus Mix

- < Description > Throat lozenges containing two types of polyphenols from mint and green tea, individually wrapped and packaged in a bag. Available for purchase at sales areas for candy and snacks, among other locations. Recommended when you need a moment of refreshment or you need to clear your throat.
- < Launch > Since Sep 2017
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## Launch of New Products

As of Oct 30, 2017

Self-Medication Operations
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### **Lipovitan D limited edition Hiroshima Toyo Carp pennant victory commemorative bottles**

### **Lipovitan D limited edition Fukuoka SoftBank Hawks pennant victory commemorative bottles**

< Description > Celebrating the pennant victories of the Hiroshima Toyo Carp in the Central League and the Fukuoka SoftBank Hawks in the Pacific League of Nippon Professional Baseball in 2017, these Lipovitan D bottles will be sold in a limited quantity through our online store, Taisho Pharmaceutical Direct, and at convenience stores, drug stores and other locations close to the home grounds of each baseball team.

< Launch > Since Sep 2017

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### **RAIZIN ZERO**

< Description > RAIZIN ZERO is an innovative sugar-free, calorie-free carbonated beverage based on RAIZIN DRY, which was launched in April. Designed for businesspeople seeking fulfillment in both their careers and hobbies and interests, RAIZIN ZERO pairs a crisp ginger flavor with a spicy accent of seasonings, creating a drinking experience that enables consumers to shift gears and change their mindset. In parallel, the drink is offered in a sugar-free, calorie-free formulation, which is eagerly sought after.

< Launch > Since Sep 2017

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### **COBARASAPŌTO Collagen in Yogurt Flavor**

< Description > COBARASAPŌTO is a diet support beverage that helps to suppress hunger by creating a sense of fullness in an empty stomach. Avid consumers of this beverage are determined to continue their diets even while enjoying great-tasting meals. To fulfill their needs, this beverage contains the beauty ingredient collagen peptide.

< Launch > Since Sep 2017

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### **VICKS Medicated Drops Super Cool Flavor**

### **VICKS Medicated Drops Kyoho Grape Flavor**

< Description > A designated quasi-drug throat lozenge containing the active ingredient cetylpyridinium chloride hydrate, which effectively relieves the uncomfortable symptoms caused by inflammation of the throat, such as raspy voice, throat irritation, and sore throat. A super cool mint flavor, featuring a strong and sustained sense of refreshment and coolness, and a kyoho grape flavor, which is highly popular among ordinary consumers, have been newly added to the VICKS Medicated Drops lineup.

< Launch > Since Sep 2017

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## Launch of New Products

As of Oct 30, 2017

Self-Medication Operations
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### MEMORYCARE

- < Description > A drug containing 1,350 mg (6 tablets (daily dosage)) of dry extract powder of the polygala root, an herbal medicine recognized to have the ability to improve memory. The polygala root improves memory loss associated with aging by preventing the breakdown of brain cells, while inhibiting the action of neurotransmitter-degrading enzymes. A high concentration of polygala root is extracted without compromising quality by using Taisho's proprietary instant thin-film concentration method.
- < Launch > Since Oct 2017
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