

## Reference Data

2nd Quarter - Fiscal Year 2018  
(April 1, 2018 to September 30, 2018)

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# Consolidated Financial Data

(Millions of yen)

	March 2018(FY2017)				March 2019(FY2018)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Net sales	68,532	138,630	215,798	280,092	61,748	129,491	269,000
(YOY%)	(-1.3%)	(-1.7%)	(-0.3%)	(+0.1%)	(-9.9%)	(-6.6%)	(-4.0%)
Self-Medication operations	44,823	91,876	140,853	183,996	42,491	89,785	186,500
Prescription Pharmaceutical operations	23,709	46,753	74,944	96,096	19,257	39,705	82,500
Gross profit on sales *1	44,300	89,559	140,698	182,984	40,547	85,301	176,400
Selling, general and administrative expenses	37,358	74,380	112,143	146,007	32,389	68,310	143,400
Research and development expenses (% Sales)	5,291 (7.7%)	10,771 (7.8%)	15,539 (7.2%)	21,150 (7.6%)	4,376 (7.1%)	9,479 (7.3%)	21,100 (7.8%)
Advertising expenses	5,975	11,338	18,565	22,579	4,277	9,533	20,900
Sales promotion expenses	7,307	14,362	21,992	28,636	6,218	12,853	28,900
Personnel expenses	8,874	17,770	26,610	35,241	8,598	17,060	33,800
Operating Profit	6,941	15,178	28,555	36,977	8,157	16,991	33,000
(YOY%)	(-23.8%)	(-8.9%)	(+7.5%)	(+15.7%)	(+17.5%)	(+11.9%)	(-10.8%)
Ordinary Profit	8,796	17,850	33,379	42,140	12,205	22,710	39,500
(YOY%)	(-15.6%)	(-6.7%)	(+6.4%)	(+10.8%)	(+38.8%)	(+27.2%)	(-6.3%)
Profit attributable to owners of parent	5,534	12,016	26,463	31,679	13,689	42,434	55,500
(YOY%)	(-20.3%)	(-11.0%)	(+11.8%)	(+10.1%)	(+147.3%)	(+253.1%)	(+75.2%)
Comprehensive income	10,303	20,452	36,625	36,627	12,587	42,079	-
(YOY%)	(+198.2%)	(+284.6%)	(+92.8%)	(+21.3%)	(+22.2%)	(+105.7%)	-
Basic EPS (yen)	69.27	150.38	331.19	396.54	171.50	531.62	694.62
Diluted EPS (yen)	69.21	150.26	330.92	396.20	171.35	531.14	693.99
BPS (yen)	8,189.49	8,313.96	8,458.68	8,452.12	8,542.77	8,906.59	8,972.94
Dividend per share (yen)	-	50.00	-	110.00	-	50.00	110.00
Payout ratio	-	-	-	27.7%	-	-	15.8%
Capital expenditure	685	1,999	2,951	4,857	733	1,670	6,270
Depreciation and amortization	2,474	4,972	7,525	10,154	2,438	4,918	10,210
Total assets *3	778,999	791,947	806,269	799,616	795,842	841,336	843,000
Shareholders' equity	669,809	680,053	692,066	691,318	694,483	722,348	734,000
Return on equity (%) *2	-	-	-	4.8%	-	-	8.0%
Return on assets (%) *2*3	-	-	-	4.0%	-	-	6.8%
Equity ratio (%) *3	84.0%	83.9%	83.8%	84.4%	85.7%	84.5%	85.0%
Overseas sales	8,283	15,988	23,500	30,936	7,849	15,673	32,510
Overseas sales ratio (% of total sales)	12.1%	11.5%	10.9%	11.0%	12.7%	12.1%	12.1%
Number of employees	6,525	6,484	6,412	6,340	6,305	6,215	-

\*1 After provision/reversal of reserve for returned unsold goods

\*2 Average of the beginning and year-end balance of shareholders' equity / total assets

\*3 The figures for the preceding fiscal year have been revised retrospectively following the partial revision to the Accounting Standards for Tax Effect Accounting.

<Reference>

•E=Estimates

•The full-year forecasts for the fiscal year ending March 31, 2019 were announced on August 1, 2018.

# Consolidated Balance Sheets

(Millions of yen)

	End of FY2017 <sup>*1</sup>		End of FY2018/2Q		change	change
	(March 31, 18)	% total	(Sept. 30, 18)	% total		
<b>(Assets)</b>						
I Current assets:	356,161	44.5%	460,551	54.7%	+104,389	
Cash and deposits	219,973		294,086		+74,112	
Notes and accounts receivable-trade	75,268		74,212		-1,056	
Marketable securities	29,739		59,175		+29,436	Transfer from investment securities +44,500 Redemption of bonds -16,000
Inventories	26,844		28,761		+1,916	
Other	4,335		4,315		-19	
II Fixed assets:	443,455	55.5%	380,785	45.3%	-62,669	
(1) Tangible fixed assets:	93,716	(11.7%)	92,030	(10.9%)	-1,685	
Buildings and structures, net	47,536		46,255		-1,281	
Machinery, equipment and vehicles, net	5,449		5,110		-338	
Land	37,021		37,019		-1	
Other, net	3,708		3,645		-63	
(2) Intangible fixed assets:	31,116	(3.9%)	28,756	(3.4%)	-2,360	
Goodwill	15,347		14,629		-718	
Sales rights	2,740		2,079		-660	
Trademarks	8,750		7,930		-820	
Software	3,627		3,489		-137	
Other	650		627		-23	
(3) Investments and other assets:	318,622	(39.8%)	259,998	(30.9%)	-58,623	
Investment securities	236,797		207,285		-29,512	Transferred to investments in securities -44,500 Purchase of bonds +15,774
Shares of subsidiaries and affiliates	65,294		31,747		-33,547	Sales of shares of Toyama Chemical Co., Ltd. and others
Net defined benefit assets	3,230		3,369		+138	
Deferred tax assets	11,806		16,249		+4,442	
Other	1,492		1,347		-145	
<b>Total assets</b>	<b>799,616</b>	<b>100.0%</b>	<b>841,336</b>	<b>100.0%</b>	<b>+41,720</b>	
<b>(Liabilities)</b>						
I Current liabilities:	60,299	7.5%	71,776	8.5%	+11,476	
Notes and accounts payable-trade	19,939		18,366		-1,572	
Accounts payable	14,275		23,247		+8,972	
Accrued income taxes	8,614		12,689		+4,075	
Provision for bonuses	3,874		4,433		+559	
Other	13,595		13,039		-556	
II Long-term liabilities:	47,998	6.0%	47,211	5.6%	-786	
Net defined benefit liabilities	23,391		23,391		-0	
Deferred taxes liabilities	16,970		16,277		-692	
Other	7,637		7,542		-94	
<b>Total liabilities</b>	<b>108,298</b>	<b>13.5%</b>	<b>118,988</b>	<b>14.1%</b>	<b>+10,689</b>	
<b>(Net assets)</b>						
I Shareholders' equity	643,655	80.5%	680,893	80.9%	+37,237	
Common stock	30,000	3.8%	30,000	3.6%	-	
Capital surplus	15,271	1.9%	14,922	1.8%	-349	
Retained earnings	666,920	83.4%	704,561	83.7%	+37,640	Profit attributable to owners of parent +42,434 Dividend on retained earnings -4,793
Treasury stock	-68,536	-8.6%	-68,590	-8.2%	-53	
II Accumulated other comprehensive income	31,009	3.9%	30,021	3.6%	-987	
Valuation difference on securities	37,970	4.7%	37,950	4.5%	-20	
Deferred gains or losses on hedges	-0	-0.0%	-	-	+0	
Foreign currency translation adjustment	-1,704	-0.2%	-2,896	-0.3%	-1,192	
Remeasurements of defined benefit plans	-5,256	-0.7%	-5,032	-0.6%	+224	
III Subscription rights to shares	565	0.1%	687	0.1%	+121	
IV Non-controlling interests	16,087	2.0%	10,747	1.3%	-5,340	
<b>Total net assets</b>	<b>691,318</b>	<b>86.5%</b>	<b>722,348</b>	<b>85.9%</b>	<b>+31,030</b>	
<b>Total liabilities and net assets</b>	<b>799,616</b>	<b>100.0%</b>	<b>841,336</b>	<b>100.0%</b>	<b>+41,720</b>	

\*1 The figures for the preceding fiscal year have been revised retrospectively following the partial revision to the Accounting Standards for Tax Effect Accounting.

Consolidated P/L Statement

(Millions of yen)

	End of FY2017/2Q		End of FY2018/2Q		YOY change	change
	(Sept 30, 17)	% total	(Sept 30, 18)	% total		
Net sales	138,630	100.0%	129,491	100.0%	-9,138	
Cost of sales	48,421	34.9%	44,261	34.2%	-4,159	
Gross profit on sales	90,208	65.1%	85,229	65.8%	-4,979	
Provision for sales returns	649		-72		-721	
Gross profit	89,559	64.6%	85,301	65.9%	-4,257	
Selling, general and administrative expenses	74,380	53.7%	68,310	52.8%	-6,069	
Research and development expenses	10,771		9,479		-1,292	
Advertising expenses	11,338		9,533		-1,805	
Sales promotion expenses	14,362		12,853		-1,508	
Personnel expenses	17,770		17,060		-710	
Other	20,137		19,384		-753	
Operating Profit	15,178	10.9%	16,991	13.1%	+1,812	
Non-operating income	3,709	2.7%	5,788	4.5%	+2,079	Equity in gains of affiliates 1,411
Non-operating expenses	1,038	0.7%	69	0.1%	-968	FY2017: Equity in losses of affiliates 979
Ordinary Profit	17,850	12.9%	22,710	17.5%	+4,860	
Extraordinary income	744	0.5%	42,978	33.2%	+42,234	Gain on sales of shares of subsidiaries and associates 42,944
Extraordinary losses	22	0.0%	12,208	9.4%	+12,186	Early retirement program-expenses 12,190
Profit before income taxes and minority interests	18,571	13.4%	53,480	41.3%	+34,909	
Income taxes	5,881	4.2%	10,374	8.0%	+4,492	
Profit	12,690	9.2%	43,106	33.3%	+30,416	
Profit attributable to non-controlling interests	674	0.5%	672	0.5%	-1	
Profit attributable to owners of parent	12,016	8.7%	42,434	32.8%	+30,418	

## Consolidated Sales Breakdown by Segment/Category

(Millions of yen)

	March 2018(FY2017)				March 2019(FY2018)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Self-Medication operations	44,823	91,876	140,853	183,996	42,491	89,785	186,500
(YOY%)	(+4.2%)	(+1.6%)	(+1.9%)	(+2.2%)	(-5.2%)	(-2.3%)	(+1.4%)
Japan	35,949	74,513	115,263	150,191	34,016	72,608	151,000
Overseas	8,281	15,979	23,489	30,921	7,747	15,567	32,500
Other	592	1,383	2,099	2,884	726	1,609	3,000
Prescription Pharmaceutical operations	23,709	46,753	74,944	96,096	19,257	39,705	82,500
(YOY%)	(-10.3%)	(-7.5%)	(-4.2%)	(-3.7%)	(-18.8%)	(-15.1%)	(-14.1%)
Ethical drugs	22,732	45,221	70,727	91,259	18,253	38,320	80,700
Other	976	1,531	4,217	4,837	1,003	1,384	1,800
Total	68,532	138,630	215,798	280,092	61,748	129,491	269,000

## Consolidated Operating Income by Segment

(Millions of yen)

	March 2018(FY2017)				March 2019(FY2018)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Self-Medication operations	5,843	14,311	22,216	30,162	7,574	16,858	32,800
(YOY%)	(-16.8%)	(-5.9%)	(-2.3%)	(+0.2%)	(+29.6%)	(+17.8%)	(+8.7%)
Prescription Pharmaceutical operations	1,414	1,563	7,396	8,207	906	1,228	1,700
(YOY%)	(-43.3%)	(-31.2%)	(+48.5%)	(+144.8%)	(-35.9%)	(-21.5%)	(-79.3%)
Other*	-316	-696	-1,058	-1,393	-323	-1,095	-1,500
(YOY%)	(-)	(-)	(-)	(-)	(-)	(-)	(-)
Total	6,941	15,178	28,555	36,977	8,157	16,991	33,000

\* 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 2018(FY2017)				March 2019(FY2018)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Japan	35.9	74.5	115.3	150.2	34.0	-5.4%	-2.6%	151.0	+0.5%
Lipovitan series	14.6	31.0	44.1	54.7	13.3	-9.2%	-5.9%	54.3	-0.7%
Pabron series	4.6	11.4	20.9	28.9	5.1	+10.8%	-0.2%	28.6	-1.0%
RiUP series	3.7	7.8	12.3	16.5	3.4	-8.3%	-2.3%	16.0	-3.2%
Biofermin series	2.4	3.6	6.5	8.6	2.4	+1.8%	+40.1%	9.4	+8.4%
VICKS series	0.5	1.5	3.1	4.0	0.6	+27.2%	+1.4%	4.1	+1.8%
GI treatment series	0.9	1.8	3.0	3.9	0.8	-8.9%	-4.1%	3.8	-2.4%
Livita series	0.9	1.7	2.6	3.5	0.8	-8.3%	-8.0%	3.6	+1.2%
Colac series	0.9	1.6	2.5	3.3	0.7	-21.1%	-12.1%	3.2	-3.3%
NARON series	0.7	1.5	2.4	3.2	0.7	-4.0%	-0.8%	3.1	-1.8%
Overseas	8.3	16.0	23.5	30.9	7.7	-6.4%	-2.6%	32.5	+5.1%
Energy drinks	2.8	5.6	8.5	10.8	3.0	+6.4%	+6.1%	11.6	+6.8%
OTC drugs	5.1	9.5	13.8	18.6	4.2	-18.3%	-7.9%	19.5	+5.0%
Others	0.6	1.4	2.1	2.9	0.7	+22.7%	+16.3%	3.0	+4.0%

(Rounded to the nearest hundred-million)

### ※Lipovitan Series: Sales Breakdown

(Billions of Yen)

	March 2018(FY2017)				March 2019(FY2018)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Lipovitan series	14.6	31.0	44.1	54.7	13.3	-9.2%	-5.9%	54.3	-0.7%
Lipovitan D	9.5	20.1	28.7	35.3	8.6	-9.7%	-5.9%	35.3	+0.1%
Others	5.1	10.9	15.4	19.5	4.7	-8.2%	-5.9%	19.0	-2.3%
(100mL other Lipovitans)	3.4	7.2	10.1	12.7	3.2	-6.5%	-6.6%	12.6	-0.8%
(50mL other Lipovitans)	1.7	3.7	5.4	6.8	1.5	-11.5%	-4.7%	6.5	-5.0%

(Rounded to the nearest hundred-million)

Consolidated Sales - Leading Products of Prescription Pharmaceutical Operations

(Billions of Yen)

	March 2018(FY2017)				March 2019(FY2018)				
	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>	6.2	12.4	19.2	25.4	5.9	12.6	+1.9%	26.0	+2.4%
<i>Bonviva</i>	1.6	3.2	4.9	6.5	1.4	3.0	-4.5%	7.3	+12.3%
<i>Lusefi</i>	1.2	2.1	3.6	5.0	1.1	2.7	+26.0%	6.5	+30.8%
<i>ZOSYN</i>	2.8	5.3	7.9	9.8	1.5	3.1	-41.1%	4.8	-50.9%
<i>Clarith</i>	1.9	3.4	5.8	7.7	1.2	2.3	-33.8%	4.6	-39.9%
<i>LOQOA</i>	0.8	1.6	2.4	3.1	0.8	1.6	+4.2%	4.5	+47.5%
<i>Biofermin</i>	1.2	2.1	3.2	4.0	1.1	2.0	-5.8%	4.0	+0.4%
<i>Palux</i>	1.3	2.5	3.8	4.9	0.9	1.8	-29.8%	3.4	-30.1%
<i>Geninax</i>	0.2	2.0	3.3	4.4	0.2	1.4	-32.8%	3.5	-20.6%
<i>OZEX</i>	0.9	1.7	2.9	3.6	0.6	1.2	-27.7%	2.4	-33.5%

(Rounded to the nearest hundred-million)

## Consolidated: Capital Expenditure

(Millions of yen)

	March 2018(FY2017)				March 2019(FY2018)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Total capital expenditure	685	1,999	2,951	4,857	733	1,670	6,270
Taisho Pharmaceutical	539	1,765	2,424	4,054	492	1,117	4,450
Production department	195	524	803	1,331	101	406	1,230
Research department	209	562	678	1,084	114	357	660
Head Office and the others	134	678	941	1,638	275	353	2,560
Other subsidiaries	145	233	527	803	241	553	1,820

## Consolidated: Depreciation and Amortization

(Millions of yen)

	March 2018(FY2017)				March 2019(FY2018)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Depreciation and amortization	2,474	4,972	7,525	10,154	2,438	4,918	10,210
Cost of sales	751	1,503	2,275	3,085	751	1,518	3,330
SGA expenses	1,722	3,468	5,249	7,068	1,687	3,400	6,880

## Consolidated: R&D Expenses

(Millions of yen)

	March 2018(FY2017)				March 2019(FY2018)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Total R&D expenses	5,291	10,771	15,539	21,150	4,376	9,479	21,100
Self-Medication operations	1,495	3,107	4,443	5,983	1,263	2,585	6,000
Prescription Pharmaceutical operations	3,796	7,664	11,095	15,167	3,113	6,893	15,100

## Results of Major Consolidated Subsidiaries

### Sales and earnings of Taisho Pharmaceutical

(Billions of Yen)

	March 2018(FY2017)				March 2019(FY2018)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Net Sales	49.3	100.5	158.2	205.2	45.4	95.1	-5.4%	200.7	-2.2%
Self-Medication	36.4	75.6	116.7	151.9	34.6	73.6	-2.6%	152.9	+0.6%
Prescription Pharmaceutical	12.9	25.0	41.5	53.2	10.7	21.5	-14.0%	47.8	-10.2%
Operating profit	3.8	10.0	20.1	25.9	5.4	11.0	+10.3%	23.6	-8.8%
Ordinary profit	7.9	17.1	27.9	33.6	8.3	15.9	-7.1%	31.2	-7.3%
Profit	6.1	13.6	24.1	28.2	6.5	5.7	-58.1%	23.6	-16.4%

(Rounded to the nearest hundred-million)

### Sales and earnings of Taisho Toyama Pharmaceutical

(Billions of Yen)

	March 2018(FY2017)				March 2019(FY2018)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Net Sales	22.7	45.2	70.7	91.3	18.3	38.3	-15.3%	80.7	-11.6%
Operating profit	0.4	1.4	2.3	2.7	0.2	1.4	+2.0%	1.9	-30.1%
Ordinary profit	0.4	1.4	2.3	2.7	0.2	1.5	+6.4%	1.9	-29.9%
Profit	0.2	0.9	1.5	1.7	0.1	-0.9	-	1.2	-31.1%

(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 2018(FY2017)				March 2019(FY2018)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Net Sales	3.0	5.9	8.5	10.9	2.9	5.8	-2.1%	11.0	+1.4%
Self-Medication	2.0	4.0	5.6	7.4	1.9	4.0	-0.2%	7.5	+1.9%
Prescription Pharmaceutical	1.1	1.9	2.8	3.5	1.0	1.8	-6.3%	3.5	+0.3%
Operating profit	1.1	1.9	2.6	3.2	1.1	2.0	+3.0%	3.3	+2.4%
Ordinary profit	1.1	1.9	2.6	3.1	1.1	2.0	+3.5%	3.3	+5.5%
Profit	0.8	1.3	1.8	2.2	0.8	1.4	+4.0%	2.3	+4.1%

(Rounded to the nearest hundred-million)

## Major Subsidiaries and Affiliates

(As of September 30, 2018)

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	100.0
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	98.6
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				
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	32.0

\*Ownership: including the portion of indirect ownership

## Shareholders Information (as of end of September 2018)

### Major Shareholders

(Thousands of Shares)

Shareholders	Number of shares	% of total
The Uehara Memorial Foundation	15,000	18.78%
Shoji Uehara	7,874	9.86%
Uehara Museum	3,900	4.88%
Sumitomo Mitsui Banking Corp.	3,000	3.76%
The Bank of Tokyo-Mitsubishi UFJ, Ltd.	3,000	3.76%
Akira Uehara	2,143	2.68%
The Master Trust Bank of Japan, Ltd. (Trust account)	2,028	2.54%
Kajima Corporation	1,650	2.07%
Japan Trustee Services Bank, Ltd. (Trust account)	1,645	2.06%
Japan Trustee Services Bank, Ltd. (Sumitomo Mitsui Trust Bank, Limited ReTrust Account/ Sumitomo Chemical Company, Limited Employee Pension Trust Account)	1,530	1.92%

Shares less than one thousand are rounded down.

Treasury stock of 10,251 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	20.96%
Financial Instruments Firms	0.51%
Other companies	39.47%
Foreign Companies	13.83%
Individuals and Others	25.23%
Total	100.00%

The shareholder composition is calculated excluding treasury stock of 10,251 thousand shares.

(Rounded to the nearest second decimal place)

# Prescription Pharmaceutical Operations: New Drug Development - Taisho Pharmaceutical

As of Oct 29, 2018

## In Japan

### Filed for Application

Taurine powder 98% "Taisho"

< Application > Prevention of recurrence of stroke-like episodes for MELAS<sup>1)</sup>

※Additional indication

< Development > In-house

<sup>1)</sup>MELAS: Mitochondrial myopathy, Encephalopathy, Lactic Acidosis and Stroke-like episodes

### Phase 3

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

< Application > Rheumatoid arthritis

< Development > In-license (Licensor: Ablynx)

< Description > Anti-TNF(Tumor Necrosis Factor)- $\alpha$  antibody

< Remarks > Generic name: Ozoralizumab

### Phase 2

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

< Application > Central disorders of hypersomnolence

< Development > In-house

#### **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 29, 2018

## 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 29, 2018

### New Products Since FY2018 1Q Earnings Announcement (Aug 1, 2018)

Self-Medication Operations
----------------------------

#### **COBARASAPŌTO Fukurami plus White Peach Flavor**

< Description > In the COBARASAPŌTO series of new diet support beverages that expand in volume after consuming them when you feel hungry, this is the first of its kind to come in a bottle with a detachable and re-attachable cap. Available at convenience stores and on online shopping websites such as Amazon.co.jp.

< Launch > Since Sep 2018

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#### **Pabron Rhinitis Attack JL <for seasonal allergy only>**

< Description > These nasal drops contain an antedrug steroid that fundamentally redresses agonizing pollen allergy. The first nose drops with steroid to feature its agent transforming into a gel on the affected area. This means that dripping is unlikely.

< Launch > Since Sep 2018

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#### **Vicks Medicated Drops Sugar-Free *Citrus junos***

< Description > The flavor of Citrus junos (or yuzu in Japanese) has been added to the lineup of sugar-free drops. Without compromising active ingredients, it diffuses a sweet and sour flavor inside your mouth. It exhibits its efficacy against hoarseness, sore throat and other uncomfortable symptoms.

< Launch > Since Sep 2018

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#### **Vicks Throat Lozenges Assortment of Two Grape Flavors**

< Description > Throat lozenges with two types of polyphenols derived from mint and green tea. An assortment of lozenges with two different grape flavors. One is the flavor of the Kyoho variety characterized by mellowness and density produced with the use of real fruit juice. The other is the flavor of the Muscat variety characterized by decency and freshness.

< Launch > Since Sep 2018

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#### **Tablets for People Concerned about Belly Fat (pill type)**

< Description > A food with function claims, containing isoflavone from arrowroot flowers (serving as tectolignins)\*.

\* It is reported to have a function of reducing weight, belly fat (visceral and subcutaneous fat) and the waist circumference of those with slight obesity.

< Launch > Since Sep 2018

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## Launch of New Products

As of Oct 29, 2018

### New Products Since FY2018 1Q Earnings Announcement (Aug 1, 2018)

Self-Medication Operations
----------------------------

#### **Pabron Energy Drink Premium**

< Description > Contains a total of 10 different crude drugs such as Zingiberis Rhizoma and Dioscoreae Rhizoma. For nutritional supplementation at the time of fever and lassitude and for maintaining and increasing resistance. Free of caffeine that inhibits sleep, it may be taken together with the Pabron cold medication. It has a strong ginger flavor to make you feel warm.

< Launch > Since Sep 2018

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#### **Lipovitan D limited-edition bottle in commemoration of the Hiroshima Toyo Carp as NPB Central League Champions** **Lipovitan D limited-edition bottle in commemoration of the Saitama Seibu Lions as the NPB Pacific League Champions**

< Description > These Lipovitan D models feature limited design bottles with large characters that read CHAMPIONS to honor the Central and Pacific League champions in the 2018 NPB season. Stocks are limited. They are available at the Taisho Pharmaceutical Direct online store, at drugstores near the champions' home stadiums, at Amazon.co.jp and elsewhere.

< Launch > Since Sep/Oct 2018

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#### **Biofermin® Pokkori Seicho Chewable®**

< Description > This chewable medicine for intestinal disorders has a yoghurt flavor and can be taken without water. With two types of lactic acid bacteria, crude drugs and an anti-foamer, it eases abdominal distension, or bloating of the stomach.

< Launch > Since Oct 2018

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#### **Vege-Macha (plus lactic acid bacteria and dietary fibers)**

< Description > A beauty drink containing six domestically produced green and yellow vegetables, domestically produced soybeans and plant-derived lactic acid bacteria. It takes the form of readily soluble powder in stick-shaped bags. Each bag has 3 billion lactic acid bacteria. Available at the TAISHO BEAUTY ONLINE beauty care website.

< Launch > Since Oct 2018

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#### **Lipovitan D Rugby Challenge Cup bottle**

< Description > Commemorating the Lipovitan D Challenge Cup rugby match between Japan and New Zealand to be held in November, the Lipovitan D in a specially designed bottle features the cherry blossom emblem of the Japan team and the emblem of the New Zealand team. Stocks are limited. Available at convenience stores nationwide.

< Launch > Since Oct 2018

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