

## Reference Data

3rd Quarter - Fiscal Year 2018  
(April 1, 2018 to December 31, 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)	3Q (4-12)	Full year E (new)	Full year E (previous)
Net sales	68,532	138,630	215,798	280,092	61,748	129,491	199,896	261,500	269,000
(YOY%)	(-1.3%)	(-1.7%)	(-0.3%)	(+0.1%)	(-9.9%)	(-6.6%)	(-7.4%)	(-6.6%)	(-4.0%)
Self-Medication operations	44,823	91,876	140,853	183,996	42,491	89,785	137,815	180,200	186,500
Prescription Pharmaceutical operations	23,709	46,753	74,944	96,096	19,257	39,705	62,080	81,300	82,500
Gross profit on sales*	44,300	89,559	140,698	182,984	40,547	85,301	130,820	170,300	176,400
Selling, general and administrative expenses	37,358	74,380	112,143	146,007	32,389	68,310	102,703	137,300	143,400
Research and development expenses	5,291	10,771	15,539	21,150	4,376	9,479	14,175	20,600	21,100
(% Sales)	(7.7%)	(7.8%)	(7.2%)	(7.6%)	(7.1%)	(7.3%)	(7.1%)	(7.9%)	(7.8%)
Advertising expenses	5,975	11,338	18,565	22,579	4,277	9,533	15,332	19,600	20,900
Sales promotion expenses	7,307	14,362	21,992	28,636	6,218	12,853	20,048	26,700	28,900
Personnel expenses	8,874	17,770	26,610	35,241	8,598	17,060	25,182	33,000	33,800
Operating Profit	6,941	15,178	28,555	36,977	8,157	16,991	28,116	33,000	33,000
(YOY%)	(-23.8%)	(-8.9%)	(+7.5%)	(+15.7%)	(+17.5%)	(+11.9%)	(-1.5%)	(-10.8%)	(-10.8%)
Ordinary Profit	8,796	17,850	33,379	42,140	12,205	22,710	36,163	42,500	39,500
(YOY%)	(-15.6%)	(-6.7%)	(+6.4%)	(+10.8%)	(+38.8%)	(+27.2%)	(+8.3%)	(+0.9%)	(-6.3%)
Profit attributable to owners of parent	5,534	12,016	26,463	31,679	13,689	42,434	51,398	52,500	55,500
(YOY%)	(-20.3%)	(-11.0%)	(+11.8%)	(+10.1%)	(+147.3%)	(+253.1%)	(+94.2%)	(+65.7%)	(+75.2%)
Comprehensive income	10,303	20,452	36,625	36,627	12,587	42,079	44,350	-	-
(YOY%)	(+198.2%)	(+284.6%)	(+92.8%)	(+21.3%)	(+22.2%)	(+105.7%)	(+21.1%)	-	-
Basic EPS (yen)	69.27	150.38	331.19	396.54	171.50	531.62	643.93	657.75	694.62
Diluted EPS (yen)	69.21	150.26	330.92	396.20	171.35	531.14	643.33	657.15	693.99
BPS (yen)	8,189.49	8,313.96	8,458.68	8,452.12	8,542.77	8,906.59	8,881.55	8,743.36	8,972.94
Dividend per share (yen)	-	50.00	-	110.00	-	50.00	-	110.00	110.00
Payout ratio	-	-	-	27.7%	-	-	-	16.7%	15.8%
Capital expenditure	685	1,999	2,951	4,857	733	1,670	2,961	5,740	6,270
Depreciation and amortization	2,474	4,972	7,525	10,154	2,438	4,918	7,481	10,070	10,210
Total assets	778,999	791,947	806,269	799,616	795,842	841,336	830,520	819,000	843,000
Shareholders' equity	669,809	680,053	692,066	691,318	694,483	722,348	720,458	709,000	734,000
Return on equity (%)**	-	-	-	4.8%	-	-	-	7.6%	8.0%
Return on assets (%)**	-	-	-	4.0%	-	-	-	6.5%	6.8%
Equity ratio (%)	84.0%	83.9%	83.8%	84.4%	85.7%	84.5%	85.4%	85.2%	85.0%
Overseas sales	8,283	15,988	23,500	30,936	7,849	15,673	23,411	30,920	32,510
Overseas sales ratio (% of total sales)	12.1%	11.5%	10.9%	11.0%	12.7%	12.1%	11.7%	11.8%	12.1%
Number of employees	6,525	6,484	6,412	6,340	6,305	6,215	5,728	-	-

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

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

\*\*\* 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 previous full-year forecasts for the fiscal year ending March 31, 2019 were announced on October 29, 2018.

# Consolidated Balance Sheets

(Millions of yen)

	End of FY2017 <sup>1</sup>		End of FY2018/3Q		change	
	(March 31, 18)	% total	(Dec. 31, 18)	% total		
<b>(Assets)</b>						
I Current assets:	356,161	44.5%	460,754	55.5%	+104,593	
Cash and deposits	219,973		301,122		+81,148	
Notes and accounts receivable-trade	75,268		78,167		+2,898	
Marketable securities	29,739		45,394		+15,654	Transfer from investment securities +44,500, Redemption of bonds -29,501
Inventories	26,844		28,218		+1,374	
Other	4,335		7,852		+3,516	
II Fixed assets:	443,455	55.5%	369,766	44.5%	-73,689	
(1) Tangible fixed assets:	93,716	(11.7%)	91,627	(11.0%)	-2,088	
Buildings and structures, net	47,536		45,703		-1,832	
Machinery, equipment and vehicles, net	5,449		5,011		-437	
Land	37,021		37,025		+3	
Other, net	3,708		3,886		+178	
(2) Intangible fixed assets:	31,116	(3.9%)	27,929	(3.4%)	-3,187	
Goodwill	15,347		14,452		-895	
Sales rights	2,740		1,749		-990	
Trademarks	8,750		7,721		-1,029	
Software	3,627		3,388		-239	
Other	650		618		-32	
(3) Investments and other assets:	318,622	(39.8%)	250,209	(30.1%)	-68,413	
Investment securities	236,797		199,069		-37,727	Transferred to investments in securities -44,500, Purchase of bonds +18,866
Shares of subsidiaries and affiliates	65,294		33,342		-31,952	Sales of shares of Toyama Chemical Co., Ltd. and others
Net defined benefit assets	3,230		3,428		+198	
Deferred tax assets	11,806		13,053		+1,246	
Other	1,492		1,314		-178	
<b>Total assets</b>	<b>799,616</b>	<b>100.0%</b>	<b>830,520</b>	<b>100.0%</b>	<b>+30,903</b>	
<b>(Liabilities)</b>						
I Current liabilities:	60,299	7.5%	71,152	8.6%	+10,853	
Notes and accounts payable-trade	19,939		19,579		-360	
Accounts payable	14,275		27,076		+12,800	
Accrued income taxes	8,614		7,912		-701	
Provision for bonuses	3,874		2,368		-1,506	
Other	13,595		14,216		+620	
II Long-term liabilities:	47,998	6.0%	38,909	4.7%	-9,089	
Net defined benefit liabilities	23,391		18,757		-4,633	
Deferred taxes liabilities	16,970		13,106		-3,863	
Other	7,637		7,045		-591	
<b>Total liabilities</b>	<b>108,298</b>	<b>13.5%</b>	<b>110,062</b>	<b>13.3%</b>	<b>+1,763</b>	
<b>(Net assets)</b>						
I Shareholders' equity	643,655	80.5%	685,825	82.6%	+42,169	
Common stock	30,000	3.8%	30,000	3.6%	-	
Capital surplus	15,271	1.9%	14,921	1.8%	-349	
Retained earnings	666,920	83.4%	709,523	85.4%	+42,602	Profit attributable to owners of parent +51,398, Dividend on retained earnings -8,788
Treasury stock	-68,536	-8.6%	-68,619	-8.3%	-83	
II Accumulated other comprehensive income	31,009	3.9%	23,070	2.8%	-7,938	
Valuation difference on securities	37,970	4.7%	29,232	3.5%	-8,738	
Deferred gains or losses on hedges	-0	-0.0%	55	0.0%	+55	
Foreign currency translation adjustment	-1,704	-0.2%	-1,655	-0.2%	+49	
Remeasurements of defined benefit plans	-5,256	-0.7%	-4,562	-0.5%	+694	
III Subscription rights to shares	565	0.1%	687	0.1%	+121	
IV Non-controlling interests	16,087	2.0%	10,875	1.3%	-5,212	
<b>Total net assets</b>	<b>691,318</b>	<b>86.5%</b>	<b>720,458</b>	<b>86.7%</b>	<b>+29,140</b>	
<b>Total liabilities and net assets</b>	<b>799,616</b>	<b>100.0%</b>	<b>830,520</b>	<b>100.0%</b>	<b>+30,903</b>	

<sup>1</sup> 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 FY2017/3Q		End of FY2018/3Q		YOY change	
	(Dec 31, 17)	% total	(Dec 31, 18)	% total		
Net sales	215,798	100.0%	199,896	100.0%	-15,901	
Cost of sales	74,583	34.6%	69,109	34.6%	-5,474	
Gross profit on sales	141,215	65.4%	130,787	65.4%	-10,427	
Provision for sales returns	516		-32		-548	
Gross profit	140,698	65.2%	130,820	65.4%	-9,878	
Selling, general and administrative expenses	112,143	52.0%	102,703	51.4%	-9,440	
Research and development expenses	15,539		14,175		-1,363	
Advertising expenses	18,565		15,332		-3,232	
Sales promotion expenses	21,992		20,048		-1,943	
Personnel expenses	26,610		25,182		-1,428	
Other	29,435		27,964		-1,471	
Operating Profit	28,555	13.2%	28,116	14.1%	-438	
Non-operating income	5,983	2.8%	8,149	4.1%	+2,166	Equity in gains of affiliates 1,501
Non-operating expenses	1,159	0.5%	103	0.1%	-1,055	FY2017: Equity in losses of affiliates 1,074
Ordinary Profit	33,379	15.5%	36,163	18.1%	+2,783	
Extraordinary income	6,348	2.9%	42,980	21.5%	+36,632	Gain on sales of shares of subsidiaries and associates 42,944
Extraordinary losses	44	0.0%	12,901	6.5%	+12,857	Early retirement program-expenses 12,875
Profit before income taxes and minority interests	39,683	18.4%	66,242	33.1%	+26,559	
Income taxes	11,999	5.6%	13,862	6.9%	+1,862	
Profit	27,683	12.8%	52,380	26.2%	+24,696	
Profit attributable to non-controlling interests	1,220	0.6%	982	0.5%	-238	
Profit attributable to owners of parent	26,463	12.3%	51,398	25.7%	+24,935	

## 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)	3Q (4-12)	Full year E (new)	Full year E (previous)
Self-Medication operations (YOY%)	44,823 (+4.2%)	91,876 (+1.6%)	140,853 (+1.9%)	183,996 (+2.2%)	42,491 (-5.2%)	89,785 (-2.3%)	137,815 (-2.2%)	180,200 (-2.1%)	186,500 (+1.4%)
Japan	35,949	74,513	115,263	150,191	34,016	72,608	112,126	146,800	151,000
Overseas	8,281	15,979	23,489	30,921	7,747	15,567	23,303	30,900	32,500
Other	592	1,383	2,099	2,884	726	1,609	2,385	2,500	3,000
Prescription Pharmaceutical operations (YOY%)	23,709 (-10.3%)	46,753 (-7.5%)	74,944 (-4.2%)	96,096 (-3.7%)	19,257 (-18.8%)	39,705 (-15.1%)	62,080 (-17.2%)	81,300 (-15.4%)	82,500 (-14.1%)
Ethical drugs	22,732	45,221	70,727	91,259	18,253	38,320	60,326	79,400	80,700
Other	976	1,531	4,217	4,837	1,003	1,384	1,754	1,900	1,800
Total	68,532	138,630	215,798	280,092	61,748	129,491	199,896	261,500	269,000

## Consolidated Operating Profit 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)	3Q (4-12)	Full year E (new)	Full year E (previous)
Self-Medication operations (YOY%)	5,843 (-16.8%)	14,311 (-5.9%)	22,216 (-2.3%)	30,162 (+0.2%)	7,574 (+29.6%)	16,858 (+17.8%)	26,242 (+18.1%)	32,300 (+7.1%)	32,800 (+8.7%)
Prescription Pharmaceutical operations (YOY%)	1,414 (-43.3%)	1,563 (-31.2%)	7,396 (+48.5%)	8,207 (+144.8%)	906 (-35.9%)	1,228 (-21.5%)	3,312 (-55.2%)	2,700 (-67.1%)	1,700 (-79.3%)
Other* (YOY%)	-316 (-)	-696 (-)	-1,058 (-)	-1,393 (-)	-323 (-)	-1,095 (-)	-1,437 (-)	-2,000 (-)	-1,500 (-)
Total	6,941	15,178	28,555	36,977	8,157	16,991	28,116	33,000	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)	3Q (4-12)	YOY	Full year E (new)	YOY	Full year E (previous)
Japan	35.9	74.5	115.3	150.2	34.0	72.6	112.1	-2.7%	146.8	-2.3%	151.0
<i>Lipovitan</i> series	14.6	31.0	44.1	54.7	13.3	29.2	41.8	-5.2%	52.0	-5.1%	54.3
<i>Pabron</i> series	4.6	11.4	20.9	28.9	5.1	11.4	20.8	-0.6%	29.3	+1.3%	28.6
<i>RiUP</i> series	3.7	7.8	12.3	16.5	3.4	7.6	11.8	-4.2%	15.5	-6.5%	16.0
<i>Biofermin</i> series	2.4	3.6	6.5	8.6	2.4	5.1	7.8	+20.6%	10.3	+18.8%	9.4
<i>VICKS</i> series	0.5	1.5	3.1	4.0	0.6	1.5	3.1	-0.0%	4.1	+1.6%	4.1
GI treatment series	0.9	1.8	3.0	3.9	0.8	1.7	2.8	-6.6%	3.6	-6.5%	3.8
<i>Livita</i> series	0.9	1.7	2.6	3.5	0.8	1.5	2.7	+5.8%	3.6	+3.2%	3.6
<i>Colac</i> series	0.9	1.6	2.5	3.3	0.7	1.4	2.3	-8.6%	3.1	-3.8%	3.2
<i>NARON</i> series	0.7	1.5	2.4	3.2	0.7	1.5	2.3	-3.5%	3.1	-2.4%	3.1
Overseas	8.3	16.0	23.5	30.9	7.7	15.6	23.3	-0.8%	30.9	-0.1%	32.5
Energy drinks	2.8	5.6	8.5	10.8	3.0	6.0	8.7	+2.7%	11.5	+6.0%	11.6
OTC drugs	5.1	9.5	13.8	18.6	4.2	8.8	13.4	-3.0%	18.0	-3.2%	19.5
Others	0.6	1.4	2.1	2.9	0.7	1.6	2.4	+13.6%	2.5	-13.3%	3.0

(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)	3Q (4-12)	YOY	Full year E (new)	YOY	Full year E (previous)
<i>Lipovitan</i> series	14.6	31.0	44.1	54.7	13.3	29.2	41.8	-5.2%	52.0	-5.1%	54.3
<i>Lipovitan D</i>	9.5	20.1	28.7	35.3	8.6	18.9	27.0	-5.7%	33.2	-5.8%	35.3
Others	5.1	10.9	15.4	19.5	4.7	10.2	14.8	-4.1%	18.7	-3.7%	19.0
(100mL other <i>Lipovitan</i> )	3.4	7.2	10.1	12.7	3.2	6.7	9.8	-2.9%	12.4	-2.4%	12.6
(50mL other <i>Lipovitan</i> )	1.7	3.7	5.4	6.8	1.5	3.5	5.0	-6.3%	6.4	-6.2%	6.5

(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)	3Q (4-12)	YOY	Full year E (new)	YOY	Full year E (previous)
<i>Edirol</i>	6.2	12.4	19.2	25.4	5.9	12.6	19.8	+3.1%	25.8	+1.6%	26.0
<i>Bonviva</i>	1.6	3.2	4.9	6.5	1.4	3.0	4.8	-3.2%	6.2	-4.6%	7.3
<i>Lusefi</i>	1.2	2.1	3.6	5.0	1.1	2.7	4.0	+10.8%	5.5	+10.7%	6.5
<i>ZOSYN</i>	2.8	5.3	7.9	9.8	1.5	3.1	4.8	-39.0%	6.6	-32.5%	4.8
<i>Clarith</i>	1.9	3.4	5.8	7.7	1.2	2.3	4.0	-31.0%	5.3	-30.8%	4.6
<i>LOQOA</i>	0.8	1.6	2.4	3.1	0.8	1.6	2.6	+7.9%	3.4	+11.4%	4.5
<i>Biofermin</i>	1.2	2.1	3.2	4.0	1.1	2.0	2.9	-8.1%	3.8	-4.7%	4.0
<i>Palux</i>	1.3	2.5	3.8	4.9	0.9	1.8	2.7	-28.7%	3.5	-28.0%	3.4
<i>Geninax</i>	0.2	2.0	3.3	4.4	0.2	1.4	2.6	-21.7%	3.5	-20.6%	3.5
<i>OZEX</i>	0.9	1.7	2.9	3.6	0.6	1.2	2.1	-26.0%	2.9	-19.7%	2.4

(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)	3Q (4-12)	Full year E (new)	Full year E (previous)
Total capital expenditure	685	1,999	2,951	4,857	733	1,670	2,961	5,740	6,270
Taisho Pharmaceutical	539	1,765	2,424	4,054	492	1,117	2,050	4,070	4,450
Production department	195	524	803	1,331	101	406	671	1,190	1,230
Research department	209	562	678	1,084	114	357	644	680	660
Head Office and the others	134	678	941	1,638	275	353	734	2,200	2,560
Other subsidiaries	145	233	527	803	241	553	910	1,670	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)	3Q (4-12)	Full year E (new)	Full year E (previous)
Depreciation and amortization	2,474	4,972	7,525	10,154	2,438	4,918	7,481	10,070	10,210
Cost of sales	751	1,503	2,275	3,085	751	1,518	2,308	3,250	3,330
SGA expenses	1,722	3,468	5,249	7,068	1,687	3,400	5,172	6,820	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)	3Q (4-12)	Full year E (new)	Full year E (previous)
Total R&D expenses	5,291	10,771	15,539	21,150	4,376	9,479	14,175	20,600	21,100
Self-Medication operations	1,495	3,107	4,443	5,983	1,263	2,585	3,796	5,400	6,000
Prescription Pharmaceutical operations	3,796	7,664	11,095	15,167	3,113	6,893	10,379	15,200	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)	3Q (4-12)	YOY	Full year E (new)	YOY	Full year E (previous)
Net Sales	49.3	100.5	158.2	205.2	45.4	95.1	147.7	-6.6%	192.5	-6.2%	200.7
Self-Medication	36.4	75.6	116.7	151.9	34.6	73.6	113.6	-2.7%	148.6	-2.2%	152.9
Prescription Pharmaceutical	12.9	25.0	41.5	53.2	10.7	21.5	34.1	-17.8%	43.9	-17.5%	47.8
Operating profit	3.8	10.0	20.1	25.9	5.4	11.0	18.9	-6.2%	21.0	-19.1%	23.6
Ordinary profit	7.9	17.1	27.9	33.6	8.3	15.9	24.1	-13.7%	27.3	-18.8%	31.2
Profit	6.1	13.6	24.1	28.2	6.5	5.7	11.2	-53.5%	13.5	-52.1%	23.6

(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)	3Q (4-12)	YOY	Full year E (new)	YOY	Full year E (previous)
Net Sales	22.7	45.2	70.7	91.3	18.3	38.3	60.3	-14.7%	79.4	-13.0%	80.7
Operating profit	0.4	1.4	2.3	2.7	0.2	1.4	2.3	+0.3%	2.4	-11.5%	1.9
Ordinary profit	0.4	1.4	2.3	2.7	0.2	1.5	2.4	+3.9%	2.5	-8.7%	1.9
Profit	0.2	0.9	1.5	1.7	0.1	-0.9	-0.1	-	-0.3	-116.3%	1.2

(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)	3Q (4-12)	YOY	Full year E (new)	YOY	Full year E (previous)
Net Sales	3.0	5.9	8.5	10.9	2.9	5.8	8.7	+2.2%	11.0	+1.4%	-
Self-Medication	2.0	4.0	5.6	7.4	1.9	4.0	6.1	+7.5%	7.5	+1.9%	-
Prescription Pharmaceutical	1.1	1.9	2.8	3.5	1.0	1.8	2.6	-8.4%	3.5	+0.3%	-
Operating profit	1.1	1.9	2.6	3.2	1.1	2.0	2.5	-5.4%	3.3	+2.4%	-
Ordinary profit	1.1	1.9	2.6	3.1	1.1	2.0	2.5	-3.0%	3.3	+5.5%	-
Profit	0.8	1.3	1.8	2.2	0.8	1.4	1.8	-2.5%	2.3	+4.1%	-

(Rounded to the nearest hundred-million)

## Major Subsidiaries and Affiliates

(As of Dec 31, 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 100,000	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	34.3

\*Ownership: including the portion of indirect ownership

# Prescription Pharmaceutical Operations: New Drug Development - Taisho Pharmaceutical

As of Jan 30, 2019

## 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 Jan 30, 2019

## 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 Jan 30, 2019

### New Products Since FY2018 2Q Earnings Announcement (Oct 29, 2018)

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

#### **RIUPENERGY Scalp Shampoo** **RIUPENERGY Scalp Pack Conditioner**

< Description > The RIUPENERGY brand has the concept of starting care for the scalp early to create a favorable state for the future.

< Launch > Since Oct 2018

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#### **Pabron Fast-Dissolving Rhinitis Tablet EX**

< Description > The product is a highly effective rhinitis drug that dissolves quickly without water and relieves symptoms of acute rhinitis, allergic rhinitis or sinusitis.

< Launch > Since Nov 2018

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#### **RAIZIN CLEAR**

< Description > A new carbonated drink with a strong, refreshing flavor that is perfect for a pleasant event or a winter party. In addition, it does not contain sugar or calories, which is preferred by many business workers to mix business with pleasure.

< Launch > Since Nov 2018

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#### **A tablet-type product for people concerned about fat and cholesterol**

< Description > The product contains ellagic acid, which is derived from the African Mango (*Irvingia gabonensis*), as a functional ingredient. It is the first functional food in Japan that achieves three health claims, including the simultaneous reduction of fat and low-density lipoprotein (LDL) cholesterol and increase in high-density lipoprotein (HDL) cholesterol.

< Launch > Since Nov 2018

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#### **Lipovitan D: bottles of Christmas limited edition 2018**

< Description > Two types of label designs are available: Illustrations of Santa Claus or a snowman on colors evocative of Christmas Eve.

< Launch > Since Nov 2018

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## Launch of New Products

As of Jan 30, 2019

### New Products Since FY2018 2Q Earnings Announcement (Oct 29, 2018)

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

#### **Tablets for those concerned about their blood sugar level after eating, Natural care tablet, Cholesterol & middlecare tablet W, Fat care tablet**

< Description > A tablet-type series in the lifestyle care brand for health food products is released as an easy way to manage health. The product focuses on blood sugar level, blood pressure, lipid and body fat and is easy to carry and take.

< Launch > Since Dec 2018

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#### **Lipovitan D Rugby Players Bottle**

< Description > The first label featuring rugby players from Japan's national team in 2019, when the Rugby World Cup™ will be held in Japan. Limited stocks are available at FamilyMart nationwide.

< Launch > Since Jan 2019

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#### **Lipovitan D: designed as a product associated with Valentine's Day**

< Description > Lipovitan D is designed with a large golden heart on the label to express excitement about Valentine's Day. Three colors are available: white, blue and pink.

< Launch > Since Jan 2019

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