

Reference Data

2nd Quarter - Fiscal Year 2019
(April 1, 2019 to September 30, 2019)

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Consolidated Financial Data

(Millions of yen)

	March 2019(FY2018)				March 2020(FY2019)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Net sales	61,748	129,491	199,896	261,551	60,260	132,208	293,500
(YOY%)	(-9.9%)	(-6.6%)	(-7.4%)	(-6.6%)	(-2.4%)	(+2.1%)	(+12.2%)
Self-Medication operations	42,491	89,785	137,815	180,123	42,936	97,492	225,500
Prescription Pharmaceutical operations	19,257	39,705	62,080	81,428	17,323	34,716	68,000
Gross profit on sales*	40,547	85,301	130,820	170,163	41,305	87,937	190,000
Selling, general and administrative expenses	32,389	68,310	102,703	138,951	32,981	73,260	157,000
Research and development expenses	4,376	9,479	14,175	20,801	4,991	10,669	22,600
(% Sales)	(7.1%)	(7.3%)	(7.1%)	(8.0%)	(8.3%)	(8.1%)	(7.7%)
Advertising expenses	4,277	9,533	15,332	20,206	4,800	11,753	24,100
Sales promotion expenses	6,218	12,853	20,048	27,125	5,474	13,126	29,800
Personnel expenses	8,598	17,060	25,182	32,491	6,838	14,767	32,400
Operating Profit	8,157	16,991	28,116	31,211	8,324	14,676	33,000
(YOY%)	(+17.5%)	(+11.9%)	(-1.5%)	(-15.6%)	(+2.0%)	(-13.6%)	(+5.7%)
Ordinary Profit	12,205	22,710	36,163	40,851	7,649	14,975	37,000
(YOY%)	(+38.8%)	(+27.2%)	(+8.3%)	(-3.1%)	(-37.3%)	(-34.1%)	(-9.4%)
Profit attributable to owners of parent	13,689	42,434	51,398	48,593	11,006	14,979	29,500
(YOY%)	(+147.3%)	(+253.1%)	(+94.2%)	(+53.4%)	(-19.6%)	(-64.7%)	(-39.3%)
Comprehensive income	12,587	42,079	44,350	48,027	5,049	8,694	-
(YOY%)	(+22.2%)	(+105.7%)	(+21.1%)	(+31.1%)	(-59.9%)	(-79.3%)	-
Basic EPS (yen)	171.50	531.62	643.93	608.80	137.91	187.68	369.64
Diluted EPS (yen)	171.35	531.14	643.33	608.22	137.77	187.47	369.24
BPS (yen)	8,542.77	8,906.59	8,881.55	8,924.23	8,914.02	8,961.94	9,537.06
Dividend per share (yen)	-	50.00	-	120.00	-	50.00	110.00
Payout ratio	-	-	-	19.7%	-	-	29.8%
Capital expenditure	733	1,670	2,961	5,259	987	2,910	5,530
Depreciation and amortization	2,438	4,918	7,481	10,073	2,391	4,942	9,260
Total assets	795,842	841,336	830,520	821,782	823,861	843,816	892,000
Shareholders' equity	694,483	722,348	720,458	724,137	730,410	734,234	773,000
Return on equity (%)**	-	-	-	7.0%	-	-	4.0%
Return on assets (%)**	-	-	-	6.0%	-	-	3.4%
Equity ratio (%)	85.7%	84.5%	85.4%	86.7%	86.4%	84.8%	85.3%
Overseas sales	7,849	15,673	23,411	30,978	7,874	21,146	72,500
Overseas sales ratio (% of total sales)	12.7%	12.1%	11.7%	11.8%	13.1%	16.0%	24.7%
Number of employees	6,305	6,215	5,728	5,142	8,105	9,493	-

* 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

• Full year forecasts for the fiscal year ending March 31, 2020 were announced on July 29, 2019.

Consolidated Balance Sheets

(Millions of yen)

	End of FY2018		End of FY2019/2Q		change	
	(March 31, 19)	% total	(Sep. 30, 19)	% total		
(Assets)						
I Current assets:	469,781	57.2%	343,623	40.7%	-126,157	
Cash and deposits	282,567		186,569		-95,998	
Notes and accounts receivable-trade	71,286		67,202		-4,083	
Marketable securities	75,900		39,468		-36,431	
Inventories	29,517		45,259		+15,741	
Other	10,509		5,124		-5,384	
II Fixed assets:	352,001	42.8%	500,193	59.3%	+148,191	
(1) Tangible fixed assets:	91,283	(11.1%)	112,940	(13.4%)	+21,657	
Buildings and structures	45,764		57,462		+11,698	
Machinery, equipment and vehicles	5,217		12,987		+7,770	
Land	37,008		37,357		+348	
Other	3,292		5,132		+1,839	
(2) Intangible fixed assets:	24,302	(3.0%)	197,291	(23.4%)	+172,989	
Goodwill	12,534		185,031		+172,497	Effects from the newly consolidated subsidiary
Sales rights	1,419		758		-660	
Trademarks	5,657		4,935		-721	
Software	4,086		5,286		+1,199	
Other	604		1,279		+674	
(3) Investments and other assets:	236,416	(28.8%)	189,961	(22.5%)	-46,454	
Investment securities	172,432		159,590		-12,841	
Shares of subsidiaries and affiliates	31,262		11,786		-19,476	
Net defined benefit assets	5,765		5,984		+219	
Deferred tax assets	9,365		10,300		+934	
Other	17,590		2,298		-15,291	
Total assets	821,782	100.0%	843,816	100.0%	+22,034	
(Liabilities)						
I Current liabilities:	58,453	7.1%	66,159	7.8%	+7,706	
Notes and accounts payable-trade	18,814		17,566		-1,247	
Equ Accounts payable	14,276		15,873		+1,596	
Accrued income taxes	8,607		4,275		-4,332	
Provision for bonuses	3,123		6,731		+3,607	
Other	13,630		21,712		+8,081	
II Long-term liabilities:	39,192	4.8%	43,422	5.1%	+4,230	
Net defined benefit liabilities	18,715		20,963		+2,248	
Deferred taxes liabilities	13,530		14,353		+823	
Other	6,946		8,106		+1,159	
Total liabilities	97,645	11.9%	109,582	13.0%	+11,937	
(Net assets)						
I Shareholders' equity	683,025	83.1%	692,427	82.1%	+9,401	
Common stock	30,000	3.7%	30,000	3.6%	-	
Capital surplus	14,924	1.8%	-	-	-14,924	Impact of the cancellation of treasury stock
Retained earnings	706,742	86.0%	697,862	82.7%	-8,880	Profit attributable to owners of parent+14,979, Impact of the cancellation of treasury stock
Treasury stock	-68,641	-8.4%	-35,435	-4.2%	+33,206	Impact of the cancellation of treasury stock
II Accumulated other comprehensive income	29,258	3.6%	22,883	2.7%	-6,375	
Valuation difference on securities	32,017	3.9%	28,054	3.3%	-3,962	
Deferred gains or losses on hedges	2,181	0.3%	-	0.0%	-2,181	
Foreign currency translation adjustment	-2,130	-0.3%	-2,429	-0.3%	-299	
Remeasurements of defined benefit plans	-2,809	-0.3%	-2,741	-0.3%	+68	
III Share acquisition rights	687	0.1%	779	0.1%	+92	
IV Non-controlling interests	11,165	1.4%	18,144	2.2%	+6,978	
Total net assets	724,137	88.1%	734,234	87.0%	+10,096	
Total liabilities and net assets	821,782	100.0%	843,816	100.0%	+22,034	

Consolidated P/L Statement

(Millions of yen)

	FY2018		FY2019		YOY change	
	2Q	% total	2Q	% total		
Net sales	129,491	100.0%	132,208	100.0%	+2,717	
Cost of sales	44,261	34.2%	44,383	33.6%	+121	
Gross profit on sales	85,229	65.8%	87,825	66.4%	+2,596	
Provision for sales returns	-72		-112		-39	
Gross profit	85,301	65.9%	87,937	66.5%	+2,635	
Selling, general and administrative expenses	68,310	52.8%	73,260	55.4%	+4,950	
Research and development expenses	9,479		10,669		+1,190	
Advertising expenses	9,533		11,753		+2,220	
Sales promotion expenses	12,853		13,126		+272	
Personnel expenses	17,060		14,767		-2,293	
Other	19,384		22,944		+3,560	Temporary expenses, etc., accompanying corporate combination
Operating Profit	16,991	13.1%	14,676	11.1%	-2,314	
Non-operating income	5,788	4.5%	3,636	2.8%	-2,151	Equity in gains of affiliates -1,225
Non-operating expenses	69	0.1%	3,338	2.5%	+3,269	Foreign exchange losses 3,218
Ordinary Profit	22,710	17.5%	14,975	11.3%	-7,735	
Extraordinary income	42,978	33.2%	6,098	4.6%	-36,880	FY2018: Gain on sales of subsidiaries and affiliates' shares 42,944
Extraordinary losses	12,208	9.4%	118	0.1%	-12,090	FY2018: Early retirement expenses 12,190
Profit before income taxes and minority interests	53,480	41.3%	20,954	15.8%	-32,525	
Income taxes	10,374	8.0%	5,684	4.3%	-4,690	
Profit	43,106	33.3%	15,270	11.6%	-27,835	
Profit attributable to non-controlling interests	672	0.5%	291	0.2%	-381	
Profit attributable to owners of parent	42,434	32.8%	14,979	11.3%	-27,454	

Consolidated Sales Breakdown by Segment/Category

(Millions of yen)

	March 2019(FY2018)				March 2020(FY2019)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Self-Medication operations (YOY%)	42,491 (-5.2%)	89,785 (-2.3%)	137,815 (-2.2%)	180,123 (-2.1%)	42,936 (+1.0%)	97,492 (+8.6%)	225,500 (+25.2%)
Japan	34,016	72,608	112,126	145,983	34,428	74,576	150,500
Overseas	7,747	15,567	23,303	30,867	7,821	21,093	72,300
Other	726	1,609	2,385	3,272	687	1,822	2,700
Prescription Pharmaceutical operations(YOY%)	19,257 (-18.8%)	39,705 (-15.1%)	62,080 (-17.2%)	81,428 (-15.3%)	17,323 (-10.0%)	34,716 (-12.6%)	68,000 (-16.5%)
Ethical drugs	18,253	38,320	60,326	79,460	16,682	33,699	66,500
Other	1,003	1,384	1,754	1,967	640	1,017	1,500
Total	61,748	129,491	199,896	261,551	60,260	132,208	293,500

Consolidated Operating Profit by Segment

(Millions of yen)

	March 2019(FY2018)				March 2020(FY2019)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Self-Medication operations (YOY%)	7,574 (+29.6%)	16,858 (+17.8%)	26,242 (+18.1%)	30,287 (+0.4%)	7,032 (-7.2%)	13,056 (-22.6%)	31,000 (+2.4%)
Earnings before the amortization of goodwill and trademarks	8,573	18,854	29,235	34,276	7,971	15,309	38,500
Prescription Pharmaceutical operations (YOY%)	906 (-35.9%)	1,228 (-21.5%)	3,312 (-55.2%)	2,685 (-67.3%)	1,605 (+77.2%)	2,381 (+93.9%)	3,500 (+30.3%)
Other* (YOY%)	-323 (-)	-1,095 (-)	-1,437 (-)	-1,760 (-)	-313 (-)	-761 (-)	-1,500 (-)
Total	8,157	16,991	28,116	31,211	8,324	14,676	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 & Sales by Region

(Billions of Yen)

	March 2019(FY2018)				March 2020(FY2019)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Japan	34.0	72.6	112.1	146.0	34.4	74.6	+2.7%	150.5	+3.1%
<i>Lipovitan</i> series	13.3	29.2	41.8	52.0	12.8	28.3	-2.8%	52.7	+1.3%
<i>Pabron</i> series	5.1	11.4	20.8	28.9	5.8	12.7	+11.5%	29.1	+0.7%
<i>RiUP</i> series	3.4	7.6	11.8	15.3	3.6	8.1	+6.8%	15.3	+0.0%
<i>Biofermin</i> series	2.4	5.1	7.8	10.2	2.5	5.6	+10.6%	10.6	+3.9%
<i>VICKS</i> series	0.6	1.5	3.1	4.0	0.7	1.6	+7.8%	4.1	+2.9%
GI treatment series	0.8	1.7	2.8	3.7	0.9	1.8	+5.9%	3.6	-3.3%
<i>Livita</i> series	0.8	1.5	2.7	3.4	0.8	1.7	+8.2%	3.6	+5.0%
<i>Colac</i> series	0.7	1.4	2.3	3.0	0.8	1.6	+14.3%	3.0	-0.5%
<i>NARON</i> series	0.7	1.5	2.3	3.0	0.7	1.6	+10.4%	3.1	+4.1%
Overseas	7.7	15.6	23.3	30.9	7.8	21.1	+35.5%	72.3	+134.2%
Asia	6.8	13.9	20.7	27.6	7.2	19.3	+38.9%	42.9	+55.3%
Europe and America	0.3	0.8	1.4	1.9	0.5	1.1	+33.3%	28.2	-
Others	0.7	1.6	2.4	3.3	0.7	1.8	+13.2%	2.7	-17.5%

(Rounded to the nearest hundred-million)

Lipovitan Series: Sales Breakdown

(Billions of Yen)

	March 2019(FY2018)				March 2020(FY2019)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Lipovitan series	13.3	29.2	41.8	52.0	12.8	28.3	-2.8%	52.7	+1.3%
Lipovitan D	8.6	18.9	27.0	33.4	8.3	18.2	-3.7%	32.7	-2.0%
Others	4.7	10.2	14.8	18.7	4.5	10.1	-1.3%	20.1	+7.4%
(100mL other Lipovitans)	3.2	6.7	9.8	12.3	3.0	6.7	-0.1%	13.1	+6.4%
(50mL other Lipovitans)	1.5	3.5	5.0	6.4	1.5	3.4	-3.8%	7.0	+9.4%

(Rounded to the nearest hundred-million)

Consolidated Sales - Leading Products of Prescription Pharmaceutical Operations

(Billions of Yen)

	March 2019(FY2018)				March 2020(FY2019)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Edirol	5.9	12.6	19.8	26.2	6.5	13.8	+9.6%	27.7	+5.7%
Bonviva	1.4	3.0	4.8	6.4	1.6	3.3	+7.5%	6.8	+6.5%
Lusefi	1.1	2.7	4.0	5.6	1.9	3.2	+19.7%	6.7	+19.3%
Clarith	1.2	2.3	4.0	5.3	1.1	2.1	-9.5%	4.0	-24.9%
LOQOA	0.8	1.6	2.6	3.5	0.9	1.9	+17.5%	3.9	+12.1%
Biofermin	1.1	2.0	2.9	3.9	1.0	2.2	+11.0%	3.9	-1.1%
Geninax	0.2	1.4	2.6	3.5	0.8	1.8	+32.9%	3.3	-5.9%
Palux	0.9	1.8	2.7	3.5	0.8	1.7	-5.9%	3.1	-12.6%

(Rounded to the nearest hundred-million)

Consolidated: Capital Expenditure

(Millions of yen)

	March 2019(FY2018)				March 2020(FY2019)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Total capital expenditure	733	1,670	2,961	5,259	987	2,910	5,530
Taisho Pharmaceutical	492	1,117	2,050	3,974	748	2,414	4,520
Production department	101	406	671	1,061	67	494	1,870
Research department	114	357	644	979	38	195	530
Head Office and the others	275	353	734	1,932	642	1,724	2,120
Other subsidiaries	241	553	910	1,285	238	495	1,010

*The forecasts do not reflect the impact of the conversion of Hau Giang Pharmaceutical and UPSA into subsidiaries.

Consolidated: Depreciation and Amortization

(Millions of yen)

	March 2019(FY2018)				March 2020(FY2019)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Depreciation and amortization	2,438	4,918	7,481	10,073	2,391	4,942	9,260
Cost of sales	751	1,518	2,308	3,225	749	1,601	3,570
SGA expenses	1,687	3,400	5,172	6,847	1,641	3,341	5,690

*The forecasts do not reflect the impact of the conversion of Hau Giang Pharmaceutical and UPSA into subsidiaries.

Consolidated: R&D Expenses

(Millions of yen)

	March 2019(FY2018)				March 2020(FY2019)		
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	Full year E
Total R&D expenses	4,376	9,479	14,175	20,801	4,991	10,669	22,600
Self-Medication operations	1,263	2,585	3,796	5,353	1,398	2,908	6,400
Prescription Pharmaceutical operations	3,113	6,893	10,379	15,447	3,592	7,760	16,200

Result of Major Consolidated Subsidiary

Sales and earnings of Taisho Pharmaceutical

(Billions of Yen)

	March 2019(FY2018)				March 2020(FY2019)				
	1Q (4-6)	2Q (4-9)	3Q (4-12)	Full year	1Q (4-6)	2Q (4-9)	YOY	Full year E	YOY
Net Sales	45.4	95.1	147.7	192.9	51.8	110.0	+15.6%	219.0	+13.5%
Self-Medication	34.6	73.6	113.6	147.7	34.6	75.4	+2.4%	151.0	+2.2%
Prescription Pharmaceutical	10.7	21.5	34.1	45.2	17.2	34.6	+60.9%	68.0	+50.6%
Operating profit	5.4	11.0	18.9	20.3	6.6	11.2	+1.5%	26.0	+27.9%
Ordinary profit	8.3	15.9	24.1	27.9	3.9	11.3	-28.8%	30.0	+7.7%
Profit	6.5	5.7	11.2	11.5	2.9	10.0	+74.4%	24.0	+108.2%

(Rounded to the nearest hundred-million)

Major Subsidiaries and Affiliates

(As of September 30, 2019)

Company	Address	Capital	Business	Ownership*
(1) Consolidated subsidiaries				%
Taisho Pharmaceutical Co.,Ltd.	Tokyo, Japan	,000 Yen 29,837,892	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 Pharma 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\$ 1,365	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
Duoc Hau Giang Pharmaceutical JSC	Vietnam	,000 VND 1,307,460,710	SMG	51.0
UPSA SAS	France	,000 EUR 852,103	SMG	100.0
(2) Equity accounting method				
Yomeishu Seizo Co., Ltd.	Tokyo, Japan	,000 Yen 1,650,000	SMG	24.1

SMG=Self-Medication operations PD=Prescription Pharmaceutical operations

*Ownership: including the portion of indirect ownership

Shareholders Information (as of end of September 2019)

Major Shareholders

(Thousands of Shares)

Shareholders	Number of shares	% of total
The Uehara Memorial Foundation	15,000	18.78%
Shoji Uehara	7,864	9.84%
Uehara Museum	3,900	4.88%
Sumitomo Mitsui Banking Corp.	3,000	3.76%
MUFG Bank, Ltd.	3,000	3.76%
Akira Uehara	2,143	2.68%
The Master Trust Bank of Japan, Ltd. (Trust account)	2,070	2.59%
Japan Trustee Services Bank, Ltd. (Trust account)	1,711	2.14%
Kajima Corporation	1,650	2.07%
Japan Trustee Services Bank, Ltd. (Sumitomo Mitsui Trust Bank, Limited Retruster Account/ Sumitomo Chemical Company, Limited Employee Pension Trust Account)	1,530	1.92%

Shares less than one thousand are rounded down.

Treasury stock of 5,254 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	20.74%
Financial Instruments Firms	0.71%
Other companies	39.16%
Foreign Companies	14.17%
Individuals and Others	25.22%
Total	100.00%

The shareholder composition is calculated excluding treasury stock of 5,254 thousand shares.

(Rounded to the nearest second decimal place)

Prescription Pharmaceutical Operations:
New Drug Development - Taisho Pharmaceutical

As of October 30, 2019

Changes from the announcement of the 1Q results in FY2019 (July 29)

The development of the following three products was discontinued.

	Planned application	Development with	In Japan/ Overseas	Phase
TS-091 (Oral)	Central disorders of hypersomnolence	In-house	In Japan	Phase 2
			Overseas	Phase 1
TS-141 (Oral)	Childhood Attention-Deficit/Hyperactivity Disorder	In-house	In Japan	Phase 2
TS-133 (Topical)	Alopecia	In-house	In Japan	Phase 2

Prescription Pharmaceutical Operations: New Drug Development - Taisho Pharmaceutical

As of October 30, 2019

In Japan

Phase 3

TS-152 (Injection)

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

Phase 2

TS-142 (Oral)

- < Application > Insomnia
- < Development > In-house

Overseas

Phase 2

TS-121 (Oral)

- < Application > Depression
- < Development > In-house

Phase 1

TS-134 (Oral)

- < Target disease > Schizophrenia
- < In-house/Licensed-in > In-house

TS-161 (Oral)

- < Target disease > Depression
- < In-house/Licensed-in > In-house

Launch of New Products

As of October 30, 2019

New Products Since FY2019 1Q Earnings Announcement (July 29, 2019)

Self-Medication Operations

Lipovitan D Kids Ryusoulger bottles

< Description > A tie-up campaign for *Lipovitan D Kids* launched in association with the Super Sentai television series “Kishiryu Sentai Ryusoulger.”

The *Lipovitan D Kids* formula contains B vitamins, calcium, taurine, and other essential nutrients necessary to children’s growth and development.

< Launch > Jul 2019

Lipovitan D Japan National Rugby Team supporter’s pack

< Description > The *Lipovitan D* Japan National Rugby Team supporter’s pack contains 10 *Lipovitan D* Japan National Rugby Team bottles (featuring two types of bottle with images of Japan National Rugby Team players printed on the labels). In addition to the bottles, the 3-item pack also contains a Japan National Rugby Team face towel, and inner boxes that can be assembled to create a rugby ball (Original Craft Ball).

< Launch > Sep 2019

Rugby World Cup 2019™ Japan commemorative bottles (Lipovitan D / Lipovitan D Super)

< Description > Specially designed *Lipovitan D* and *Lipovitan D Super* featuring a bottle label that includes the Rugby World Cup 2019™ logo as it starts in Japan.

< Launch > Sep 2019

PABRON Nourishment Drink Gold A

< Description > The core product in the *PABRON Nourishment Drink* series is a formula composed of a total of eight crude drugs, including ginger root, which warms the body and is effective against loss of appetite, and toki (Japanese angelica root), which has tonic effects. The formula does not contain sleep-inhibiting caffeine, and can be consumed together with *PABRON* series cold medicines.

< Launch > Sep 2019

Lipovitan D Hyper

< Description > The *Lipovitan D Hyper* formula contains the highest dose of taurine (3000mg) in the *Lipovitan* quasi-drug series, as well as royal jelly and diisopropylamine dichloroacetate (DADCA). It is the first product in the *Lipovitan* series to contain DADCA, a nutrient tonic ingredient derived from cereal grains such as rice, wheat and barley.

< Launch > Sep 2019

Launch of New Products

As of October 30, 2019

New Products Since FY2019 1Q Earnings Announcement (July 29, 2019)

Self-Medication Operations

Lipovitan D Limited-edition design victory commemorative bottle

(YOMIURI GIANTS bottles / Saitama Seibu Lions bottles)

< Description > In Japanese professional baseball, the YOMIURI GIANTS won the 2019 Central League, and the Saitama Seibu Lions won the 2019 Pacific League. A limited-edition design bottle of *Lipovitan D* was released to honor these victories.

< Launch > Sep 2019

VICKS Medicated Drops Suger-Free Blueberry Flavor

< Description > The new flavor blueberry was added, due to its high popularity among consumers. The active ingredient cetylpyridinium chloride hydrate is effective against unpleasant symptoms such as hoarseness, irritation and sore throat caused by throat inflammations.

< Launch > Sep 2019

VICKS Drops plus Herbal Mint Powder Flavor / Peach Flavor

< Description > Two new *VICKS "plus"* varieties have been added to the *VICKS Drops* series of throat lozenges. The throat lozenges contain a combination of two types of polyphenols (mint and green tea), and are supplied in a conveniently-sized zipper-type pouch bag, which can be put in a handbag for ease of carrying.

< Launch > Sep 2019

TAISHO BLUEBERRY HITOMI-CLEAR

< Description > *HITOMI-CLEAR* is a Food with Functional Claims. The formula contains anthocyanins derived from bilberries (European blueberries), as functional substances which support eye focus adjustment and alleviate eyestrain. Only bilberries which have been guaranteed by certificate of origin to have been produced in Northern Europe, and which have cleared all of the required inspection criteria, are used.

< Launch > Sep 2019

Lipovitan Alcoveil Strawberry flavor

< Description > *Lipovitan Alcoveil Strawberry Flavor* is a soft drink formula that contains turmeric extract, liver extract, curcumin, and over 1 billion K-1* rice-derived plant lactobacilli per bottle. The strawberry flavor is popular across a wide range of ages.

< Launch > Oct 2019

Launch of New Products

As of October 30, 2019

New Products Since FY2019 1Q Earnings Announcement (July 29, 2019)

Self-Medication Operations

Purine Care Powder Stic

< Description > *Purine Care* is a Food with Functional Claims, which contains the functional substance anserine. The results of cell assay testing and other research have shown that anserine suppresses uric acid production and stimulates uric acid metabolism. It is therefore expected to be effective in lowering blood uric acid levels. *Purine Care* is a suitable choice for people with high blood uric acid levels.

< Launch > Oct 2019

Glucosamine Triple Plus

< Description > *Glucosamine Triple Plus* is a nutritional supplement. In addition to at least 99% pure glucosamine, the formula also contains cartilage-building components containing chondroitin sulfate and type II collagen, which are normally difficult to consume as part of a normal diet, a muscle-building component containing anserine, and the amino acids valine, leucine and isoleucine, which should be replenished during exercise.

< Launch > Oct 2019

ALFE on Care / ALFE off Care

< Description > *ALFE on Care* is a treatment designed to care for rough or dry skin, with a formula containing coix seeds and vitamins B2 and B6. *ALFE off Care* contains glycine and longan aril extract, making it a welcome supplement for people having difficulty getting to sleep, light sleepers, and those who have difficult waking up.

< Launch > Oct 2019

PABRON Tenbi EX

< Description > *PABRON Tenbi EX* is a treatment for hay fever and other allergy-related nasal inflammations.
The formula contains tetrahydrozoline hydrochloride, which suppresses swelling and congestion of nasal mucosa to alleviate nasal blockages, chlorpheniramine maleate, which suppresses symptoms such as sneezing, runny nose and blocked nose, and benzethonium chloride, which suppresses the reproduction of bacteria in nasal mucosa.

< Launch > Oct 2019

Launch of New Products

As of October 30, 2019

New Products Since FY2019 1Q Earnings Announcement (July 29, 2019)

Self-Medication Operations

Taisho Kampo Stomach Active

< Description > *Taisho Kampo Stomach Active* is a stomach medication with a unique formula containing the Japanese herbal medicine shigyakusan, which normalizes gastrointestinal function when it has been degraded by autonomic nervous system dysfunction and alleviates gastrointestinal symptoms, and anchusan, which reactivates weakened gastrointestinal function, and alleviates symptoms such as upset stomach, gastric distress and heartburn.

< Launch > Oct 2019

Lipovitan JELLY for Sports

< Description > *Lipovitan JELLY for Sports* is a pouch-type jelly drink, produced in collaboration with the fully-fledged nutrition brand DNS (Dome Nutrition System), operated by Dome Corporation. The formula contains arginine, citrulline and maltodextrin. It has also obtained the Informed-Choice international approval certification for not containing any banned substances.

< Launch > Oct 2019

Sakutto Vegetable

(Plain / Chocolate flavor)

< Description > *Sakutto Vegetable* is a nutritional supplement that contains 23 varieties of Japanese-grown vegetables (including barley grass) and lactobacillus. Due to its specially developed production method, *Sakutto Vegetable* has a novel “crispy powder” texture that makes it delicious and enjoyable to eat. It can be consumed casually even without water to supplement a lack of vegetable nutrition in diets. The lineup consists of two flavor varieties: plain and chocolate flavor.

< Launch > Oct 2019

AdryS Active Lotion Deep Moist

< Description > *AdryS Active Lotion* has a double-action active ingredient formula containing heparinoids and placenta extract, for moisturizing and skin-beautifying action. In addition to increased amounts of moisturizing ingredients such as amino acids and ceramides, the formula also contains the moisturizing ingredient tremella fuciformis (mushroom) extract, which helps to keep the surface of the skin soft and supple.

< Launch > Oct 2019
