

## Reference Data

3rd Quarter - Fiscal Year 2019  
(April 1, 2019 to December 31, 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)	3Q (4-12)	Full year E (new)	Full year E (previous)
Net sales	61,748	129,491	199,896	261,551	60,260	132,208	211,338	290,500	293,500
(YOY%)	(-9.9%)	(-6.6%)	(-7.4%)	(-6.6%)	(-2.4%)	(+2.1%)	(+5.7%)	(+11.1%)	(+12.2%)
Self-Medication operations	42,491	89,785	137,815	180,123	42,936	97,492	157,824	222,500	225,500
Prescription Pharmaceutical operations	19,257	39,705	62,080	81,428	17,323	34,716	53,513	68,000	68,000
Gross profit on sales*	40,547	85,301	130,820	170,163	41,305	87,937	134,339	181,800	190,000
Selling, general and administrative expenses	32,389	68,310	102,703	138,951	32,981	73,260	116,770	160,300	157,000
Research and development expenses	4,376	9,479	14,175	20,801	4,991	10,669	16,179	22,600	22,600
(% Sales)	(7.1%)	(7.3%)	(7.1%)	(8.0%)	(8.3%)	(8.1%)	(7.7%)	(7.8%)	(7.7%)
Advertising expenses	4,277	9,533	15,332	20,206	4,800	11,753	19,557	25,800	24,100
Sales promotion expenses	6,218	12,853	20,048	27,125	5,474	13,126	20,571	28,200	29,800
Personnel expenses	8,598	17,060	25,182	32,491	6,838	14,767	23,327	31,900	32,400
Operating Profit	8,157	16,991	28,116	31,211	8,324	14,676	17,569	21,500	33,000
(YOY%)	(+17.5%)	(+11.9%)	(-1.5%)	(-15.6%)	(+2.0%)	(-13.6%)	(-37.5%)	(-31.1%)	(+5.7%)
Ordinary Profit	12,205	22,710	36,163	40,851	7,649	14,975	20,970	26,000	37,000
(YOY%)	(+38.8%)	(+27.2%)	(+8.3%)	(-3.1%)	(-37.3%)	(-34.1%)	(-42.0%)	(-36.4%)	(-9.4%)
Profit attributable to owners of parent	13,689	42,434	51,398	48,593	11,006	14,979	17,929	21,000	29,500
(YOY%)	(+147.3%)	(+253.1%)	(+94.2%)	(+53.4%)	(-19.6%)	(-64.7%)	(-65.1%)	(-56.8%)	(-39.3%)
Comprehensive income	12,587	42,079	44,350	48,027	5,049	8,694	10,483	-	-
(YOY%)	(+22.2%)	(+105.7%)	(+21.1%)	(+31.1%)	(-59.9%)	(-79.3%)	(-76.4%)	-	-
Basic EPS (yen)	171.50	531.62	643.93	608.80	137.91	187.68	224.64	263.13	369.64
Diluted EPS (yen)	171.35	531.14	643.33	608.22	137.77	187.47	224.38	262.85	369.24
BPS (yen)	8,542.77	8,906.59	8,881.55	8,924.23	8,914.02	8,961.94	8,915.54	8,962.00	9,537.06
Dividend per share (yen)	-	50.00	-	120.00	-	50.00	-	110.00	110.00
Payout ratio	-	-	-	19.7%	-	-	-	41.8%	29.8%
Capital expenditure	733	1,670	2,961	5,259	987	2,910	5,048	7,150	5,530
Depreciation and amortization	2,438	4,918	7,481	10,073	2,391	4,942	8,345	13,370	9,260
Total assets	795,842	841,336	830,520	821,782	823,861	843,816	838,618	841,000	892,000
Shareholders' equity	694,483	722,348	720,458	724,137	730,410	734,234	731,313	734,000	773,000
Return on equity (%)**	-	-	-	7.0%	-	-	-	2.9%	4.0%
Return on assets (%)**	-	-	-	6.0%	-	-	-	2.5%	3.4%
Equity ratio (%)**	85.7%	84.5%	85.4%	86.7%	86.4%	84.8%	84.9%	85.0%	85.3%
Overseas sales	7,849	15,673	23,411	30,978	7,874	21,146	42,312	69,300	72,500
Overseas sales ratio (% of total sales)	12.7%	12.1%	11.7%	11.8%	13.1%	16.0%	20.0%	23.9%	24.7%
Number of employees	6,305	6,215	5,728	5,142	8,105	9,493	9,428	-	-

\* 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 previous 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 FY2019/3Q		YOY change	
	(March 31, 19)	% total	(Dec. 31, 19)	% total		
<b>(Assets)</b>						
I Current assets:	469,781	57.2%	344,783	41.1%	-124,997	
Cash and deposits	282,567		168,177		-114,389	
Notes and accounts receivable-trade	71,286		78,577		+7,291	
Marketable securities	75,900		41,183		-34,717	
Inventories	29,517		43,641		+14,123	
Other	10,509		13,203		+2,693	
II Fixed assets:	352,001	42.8%	493,834	58.9%	+141,833	
(1) Tangible fixed assets:	91,283	(11.1%)	110,892	(13.2%)	+19,609	
Buildings and structures	45,764		55,804		+10,039	
Machinery, equipment and vehicles	5,217		12,884		+7,667	
Land	37,008		37,353		+344	
Other	3,292		4,850		+1,557	
(2) Intangible fixed assets:	24,302	(3.0%)	189,825	(22.6%)	+165,523	
Goodwill	12,534		177,465		+164,930	Effects from the newly consolidated subsidiary
Sales rights	1,419		724		-694	
Trademarks	5,657		4,607		-1,049	
Software	4,086		5,762		+1,676	
Other	604		1,264		+659	
(3) Investments and other assets:	236,416	(28.8%)	193,116	(23.0%)	-43,299	
Investment securities	172,432		161,898		-10,533	
Shares of subsidiaries and affiliates	31,262		11,976		-19,286	
Net defined benefit assets	5,765		6,101		+336	
Deferred tax assets	9,365		10,466		+1,100	
Other	17,590		2,673		-14,916	
<b>Total assets</b>	<b>821,782</b>	<b>100.0%</b>	<b>838,618</b>	<b>100.0%</b>	<b>+16,835</b>	
<b>(Liabilities)</b>						
I Current liabilities:	58,453	7.1%	64,246	7.7%	+5,793	
Notes and accounts payable-trade	18,814		17,260		-1,553	
Accounts payable	14,276		15,301		+1,025	
Accrued income taxes	8,607		5,480		-3,127	
Provision for bonuses	3,123		3,720		+596	
Other	13,630		22,482		+8,852	
II Long-term liabilities:	39,192	4.8%	43,058	5.1%	+3,866	
Net defined benefit liabilities	18,715		21,193		+2,478	
Deferred taxes liabilities	13,530		15,412		+1,882	
Other	6,946		6,453		-493	
<b>Total liabilities</b>	<b>97,645</b>	<b>11.9%</b>	<b>107,305</b>	<b>12.8%</b>	<b>+9,659</b>	
<b>(Net assets)</b>						
I Shareholders' equity	683,025	83.1%	691,217	82.4%	+8,191	
Common stock	30,000		30,000		-	
Capital surplus	14,924		-		-14,924	Impact of the cancellation of treasury stock
Retained earnings	706,742		696,665		-10,077	Profit attributable to owners of parent+17,929, Impact of the cancellation of treasury stock
Treasury stock	-68,641		-35,447		+33,193	Impact of the cancellation of treasury stock
II Accumulated other comprehensive income	29,258	3.6%	20,375	2.4%	-8,883	
Valuation difference on securities	32,017		30,728		-1,289	
Deferred gains or losses on hedges	2,181		-		-2,181	
Foreign currency translation adjustment	-2,130		-7,671		-5,540	
Remeasurements of defined benefit plans	-2,809		-2,681		+127	
III Share acquisition rights	687	0.1%	779	0.1%	+92	
IV Non-controlling interests	11,165	1.4%	18,940	2.3%	+7,775	
<b>Total net assets</b>	<b>724,137</b>	<b>88.1%</b>	<b>731,313</b>	<b>87.2%</b>	<b>+7,175</b>	
<b>Total liabilities and net assets</b>	<b>821,782</b>	<b>100.0%</b>	<b>838,618</b>	<b>100.0%</b>	<b>+16,835</b>	

## Consolidated P/L Statement

(Millions of yen)

	FY2018		FY2019		YOY change	
	3Q	% total	3Q	% total		
Net sales	199,896	100.0%	211,338	100.0%	+11,441	
Cost of sales	69,109	34.6%	77,088	36.5%	+7,979	
Gross profit on sales	130,787	65.4%	134,249	63.5%	+3,461	
Provision for sales returns	-32		-90		-57	
Gross profit	130,820	65.4%	134,339	63.6%	+3,519	
Selling, general and administrative expenses	102,703	51.4%	116,770	55.3%	+14,066	
Research and development expenses	14,175		16,179		+2,004	
Advertising expenses	15,332		19,557		+4,225	
Sales promotion expenses	20,048		20,571		+523	
Personnel expenses	25,182		23,327		-1,854	
Other	27,964		37,133		+9,169	Temporary expenses, etc., accompanying corporate combination
Operating Profit	28,116	14.1%	17,569	8.3%	-10,546	
Non-operating income	8,149	4.1%	5,661	2.7%	-2,488	Equity in gains of affiliates -1,291
Non-operating expenses	103	0.1%	2,260	1.1%	+2,157	Foreign exchange losses 1,980
Ordinary Profit	36,163	18.1%	20,970	9.9%	-15,193	
Extraordinary income	42,980	21.5%	6,102	2.9%	-36,878	FY2018: Gain on sales of subsidiaries and affiliates' shares 42,944
Extraordinary losses	12,901	6.5%	715	0.3%	-12,186	FY2018: Early retirement expenses 12,875
Profit before income taxes and minority interests	66,242	33.1%	26,357	12.5%	-39,884	
Income taxes	13,862	6.9%	7,424	3.5%	-6,437	
Profit	52,380	26.2%	18,933	9.0%	-33,447	
Profit attributable to non-controlling interests	982	0.5%	1,003	0.5%	+21	
Profit attributable to owners of parent	51,398	25.7%	17,929	8.5%	-33,468	

## 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)	3Q (4-12)	Full year E (new)	Full year E (previous)
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%)	157,824 (+14.5%)	222,500 (+23.5%)	225,500 (+25.2%)
Japan	34,016	72,608	112,126	145,983	34,428	74,576	112,985	150,500	150,500
Overseas	7,747	15,567	23,303	30,867	7,821	21,093	42,254	69,200	72,300
Other	726	1,609	2,385	3,272	687	1,822	2,584	2,800	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%)	53,513 (-13.8%)	68,000 (-16.5%)	68,000 (-16.5%)
Ethical drugs	18,253	38,320	60,326	79,460	16,682	33,699	52,160	66,500	66,500
Other	1,003	1,384	1,754	1,967	640	1,017	1,352	1,500	1,500
<b>Total</b>	<b>61,748</b>	<b>129,491</b>	<b>199,896</b>	<b>261,551</b>	<b>60,260</b>	<b>132,208</b>	<b>211,338</b>	<b>290,500</b>	<b>293,500</b>

## 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)	3Q (4-12)	Full year E (new)	Full year E (previous)
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%)	14,117 (-46.2%)	19,500 (-35.6%)	31,000 (+2.4%)
Earnings before the amortization of goodwill and trademarks	8,573	18,854	29,235	34,276	7,971	15,309	19,070	27,800	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%)	4,743 (+43.2%)	3,500 (+30.3%)	3,500 (+30.3%)
Other* (YOY%)	-323 (-)	-1,095 (-)	-1,437 (-)	-1,760 (-)	-313 (-)	-761 (-)	-1,290 (-)	-1,500 (-)	-1,500 (-)
<b>Total</b>	<b>8,157</b>	<b>16,991</b>	<b>28,116</b>	<b>31,211</b>	<b>8,324</b>	<b>14,676</b>	<b>17,569</b>	<b>21,500</b>	<b>33,000</b>

\* 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)	3Q (4-12)	YOY	Full year E (new)	YOY	Full year E (previous)
Japan	34.0	72.6	112.1	146.0	34.4	74.6	113.0	+0.8%	150.5	+3.1%	150.5
Lipovitan series	13.3	29.2	41.8	52.0	12.8	28.3	40.7	-2.6%	52.1	+0.0%	52.7
Pabron series	5.1	11.4	20.8	28.9	5.8	12.7	22.1	+6.4%	30.3	+4.9%	29.1
RiUP series	3.4	7.6	11.8	15.3	3.6	8.1	11.8	+0.4%	15.5	+1.2%	15.3
Biofermin series	2.4	5.1	7.8	10.2	2.5	5.6	8.3	+5.7%	10.8	+5.7%	10.6
VICKS series	0.6	1.5	3.1	4.0	0.7	1.6	3.2	+3.0%	4.1	+3.1%	4.1
GI treatment series	0.8	1.7	2.8	3.7	0.9	1.8	2.9	+2.0%	3.7	+1.4%	3.6
Livita series	0.8	1.5	2.7	3.4	0.8	1.7	2.5	-7.9%	3.5	+0.8%	3.6
Colac series	0.7	1.4	2.3	3.0	0.8	1.6	2.5	+8.8%	3.2	+5.0%	3.0
NARON series	0.7	1.5	2.3	3.0	0.7	1.6	2.4	+3.0%	3.1	+2.4%	3.1
Overseas	7.7	15.6	23.3	30.9	7.8	21.1	42.3	+81.3%	69.2	+124.2%	72.3
Asia	6.8	13.9	20.7	27.6	7.2	19.3	30.1	+45.2%	42.5	+53.9%	42.9
Europe and America	0.3	0.8	1.4	1.9	0.5	1.1	11.3	-	25.5	-	28.2
Others	0.7	1.6	2.4	3.3	0.7	1.8	2.6	+8.3%	2.8	-14.4%	2.7

(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)	3Q (4-12)	YOY	Full year E (new)	YOY	Full year E (previous)
Lipovitan series	13.3	29.2	41.8	52.0	12.8	28.3	40.7	-2.6%	52.1	+0.0%	52.7
Lipovitan D	8.6	18.9	27.0	33.4	8.3	18.2	26.1	-3.6%	33.3	-0.2%	32.7
Others	4.7	10.2	14.8	18.7	4.5	10.1	14.7	-0.8%	18.8	+0.5%	20.1
(100mL other Lipovitans)	3.2	6.7	9.8	12.3	3.0	6.7	9.9	+0.9%	12.5	+1.1%	13.1
(50mL other Lipovitans)	1.5	3.5	5.0	6.4	1.5	3.4	4.8	-4.1%	6.3	-0.6%	7.0

(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)	3Q (4-12)	YOY	Full year E	YOY
Edirol	5.9	12.6	19.8	26.2	6.5	13.8	20.9	+6.0%	27.7	+5.7%
Bonviva	1.4	3.0	4.8	6.4	1.6	3.3	5.1	+6.2%	6.8	+6.5%
Lusefi	1.1	2.7	4.0	5.6	1.9	3.2	5.1	+26.5%	6.7	+19.3%
Clarith	1.2	2.3	4.0	5.3	1.1	2.1	3.4	-15.2%	4.0	-24.9%
LOQOA	0.8	1.6	2.6	3.5	0.9	1.9	3.0	+14.6%	3.9	+12.1%
Biofermin	1.1	2.0	2.9	3.9	1.0	2.2	3.0	+3.9%	3.9	-1.1%
Geninax	0.2	1.4	2.6	3.5	0.8	1.8	3.4	+29.6%	3.3	-5.9%
Palux	0.9	1.8	2.7	3.5	0.8	1.7	2.5	-8.7%	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)	3Q (4-12)	Full year E (new)	Full year E (previous)
Total capital expenditure	733	1,670	2,961	5,259	987	2,910	5,048	7,150	5,530
Taisho Pharmaceutical	492	1,117	2,050	3,974	748	2,414	3,556	5,230	4,520
Production department	101	406	671	1,061	67	494	672	1,680	1,870
Research department	114	357	644	979	38	195	370	650	530
Head Office and the others	275	353	734	1,932	642	1,724	2,512	2,900	2,120
Other subsidiaries	241	553	910	1,285	238	495	1,492	1,920	1,010

## 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)	3Q (4-12)	Full year E (new)	Full year E (previous)
Depreciation and amortization	2,438	4,918	7,481	10,073	2,391	4,942	8,345	13,370	9,260
Cost of sales	751	1,518	2,308	3,225	749	1,601	3,623	4,980	3,570
SGA expenses	1,687	3,400	5,172	6,847	1,641	3,341	4,721	8,390	5,690

## 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)	3Q (4-12)	Full year E (new)	Full year E (previous)
Total R&D expenses	4,376	9,479	14,175	20,801	4,991	10,669	16,179	22,600	22,600
Self-Medication operations	1,263	2,585	3,796	5,353	1,398	2,908	4,589	6,500	6,400
Prescription Pharmaceutical operations	3,113	6,893	10,379	15,447	3,592	7,760	11,590	16,100	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)	3Q (4-12)	YOY	Full year E	YOY
Net Sales	45.4	95.1	147.7	192.9	51.8	110.0	167.6	+13.5%	219.0	+13.5%
Self-Medication	34.6	73.6	113.6	147.7	34.6	75.4	114.2	+0.6%	151.0	+2.2%
Prescription Pharmaceutical	10.7	21.5	34.1	45.2	17.2	34.6	53.4	+56.4%	68.0	+50.6%
Operating profit	5.4	11.0	18.9	20.3	6.6	11.2	16.8	-11.0%	26.0	+27.9%
Ordinary profit	8.3	15.9	24.1	27.9	3.9	11.3	18.2	-24.6%	30.0	+7.7%
Profit	6.5	5.7	11.2	11.5	2.9	10.0	13.1	+17.2%	24.0	+108.2%

(Rounded to the nearest hundred-million)

## Major Subsidiaries and Affiliates

(As of December 31, 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	24.0

SMG=Self-Medication operations PD=Prescription Pharmaceutical operations

\*Ownership: including the portion of indirect ownership

# Prescription Pharmaceutical Operations: New Drug Development - Taisho Pharmaceutical

As of February 14, 2020

## In Japan

### 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-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 February 14, 2020

### New Products Since FY2019 2Q Earnings Announcement (October 30, 2019)

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

#### **AdryS Winter travel coffret**

< Description > Packages that include *AdryS* Active Lotion Deep Moist and *AdryS* Active Cream are available in a limited quantity. The set includes pouches in two different sizes, which can be used according to the purpose.

< Launch > Oct 2019

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#### **Lipovitan D Christmas bottles 2019**

< Description > Two types of bottles, including a green bottle reminiscent of a Christmas tree with a label depicting a snowman and a purple bottle expressing an adult's Christmas with a label depicting Santa Claus, are available in a limited quantity.

< Launch > Nov 2019

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#### **ZENA FO KOURYOKU-EKI**

< Description > To ease severe fatigue: Mixed with seven types of crude drugs such as ginseng. Amount of raw crude drugs: 1,920 mg.

< Launch > Nov 2019

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#### **ZENA F-II KATSURYOKU-EKI**

< Description > For quick recovery from fatigue: Mixed with 13 types of crude drugs such as Muira puama. Amount of raw crude drugs: 4,300 mg.

< Launch > Nov 2019

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#### **ZENA GINGER JION-EKI**

< Description > To supplement nutrition during a cold or fever: Mixed with 14 types of crude drugs such as ginger. Amount of raw crude drugs: 4,320 mg.

< Launch > Nov 2019

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#### **ZENA KING KASSEI**

< Description > When the body needs energy: Mixed with 17 types of crude drugs such as deer antler velvet. Amount of raw crude drugs: 6,050 mg.

< Launch > Jan 2020

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## Launch of New Products

As of February 14, 2020

### New Products Since FY2019 2Q Earnings Announcement (October 30, 2019)

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

#### **Lipovitan D Valentine's Day limited bottle**

< Description > The label depicts flowers with a white heart that is perfect for Valentine's Day. Available in two colors, red and blue, and a message can be placed in the box of 10 bottles.

< Launch > Jan 2020

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#### **Coppertone Kireimise UV Nameraka skin**

< Description > Golden pearl gives the skin a smooth and even finish. Creates sleek, smooth skin by covering pores to make them invisible.

< Launch > Feb 2020

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#### **Coppertone Kireimise UV Hosomise skin**

< Description > The light control effect of bright pearl adjusts the contrast of brightness and darkness and creates a smart impression. Creates a lean, slim look by giving the skin depth and natural shade.

< Launch > Feb 2020

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#### **Coppertone Protection UV Plus milk**

< Description > UV emulsion with maximum protection that does not use UV absorbers (SPF50+/PA++++)  
Features a light texture without leaving white powder on the skin. Mixed with moisturizing ingredients for beautiful skin.

< Launch > Feb 2020

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#### **Coppertone Aloma essence UV Spray**

< Description > A spray that can also be used for the hair and the scalp. Feels cool with the scent of lemon eucalyptus. Best for summer outdoor activities.

< Launch > Feb 2020

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