# CONSOLIDATED FINANCIAL REPORT [IFRS] for the First Nine Months of Fiscal Year 2014 (April 1, 2014 – December 31, 2014)

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Eisai Co., Ltd. Stock exchange listing: Tokyo Stock

Exchange (TSE)

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(Figures are rounded to the nearest million yen.)

# Consolidated Financial Results for the First Nine Months of FY2014 (April 1, 2014 – December 31, 2014)

(1) Consolidated Operating Results

(Percentage figures show year-on-year change.)

Profit for the

period Comprehensive

Revenue Operating profit Profit before period attributable to owners of the parent

## 2. Dividends

		Annual dividends				
	End of first quarter	End of second quarter	End of third quarter	End of fiscal year	Total	
	(¥)	(¥)	(¥)	(¥)	(¥)	
FY2013	_	70.00	_	80.00	150.00	
FY2014	_	70.00	_			

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#### 1. Qualitative Information Concerning Financial Results

(April 1, 2014 – December 31, 2014)

#### 1) Explanations Concerning Consolidated Operating Results

[Revenue and Profit]

Eisai Co., Ltd. ("the Company") and its affiliates (collectively referred to as "the Group") recorded the following consolidated financial results for the first nine months of FY2014.

Revenue: ¥408,479 million (8.2% decrease year-on-year)

Operating profit: ¥23,828 million (47.2% decrease year-on-year)

Profit before income taxes: ¥21,659 million (48.6% decrease year-on-year)

Profit for the period: ¥36,840 million (31.7% increase year-on-year)

Revenue for the Group included growth for Halaven, an anticancer agent, Fycompa, an antiepileptic agent, and BELVIQ, an antiobesity agent, following proactive investment aimed at nurturing global brands, but decreased overall owing to lower revenue from Aciphex (brand name in Japan: Pariet), a proton-pump inhibitor, caused by loss of exclusivity (LOE) in the United States, as well as the effects of drug price revisions and intensifying competition with generic brands in Japan. By therapeutic category, total revenue from oncology-related products came to ¥72,618 million (down 6.1% year-on-year) following the Group's divesture of its rights to market Dacogen, a DNA methylation inhibitor, in the United States in the fourth quarter of the previous fiscal year, although double-digit growth was sustained for Halaven and Aloxi, an antiemetic agent. Revenue from epilepsy franchise products greatly increased to ¥22,878 million (up 31.9% year-on-year), with Fycompa, Inovelon (brand name in the United States: Banzel) and other epilepsy products achieving increased revenue. By product, revenue from Halaven came to ¥25,774 million (up 20.9% year-on-year), while Aricept, a treatment for Alzheimer's disease and dementia with Lewy bodies (DLB), and Pariet recorded revenues of ¥49,426 million (down 25.5% year-on-year) and ¥43,539 million (down 41.9% year-on-year), respectively. By segment, the China pharmaceutical business recorded a year-on-year increase of 27.4%, thereby sustaining the high growth recorded for the segment in the previous fiscal year, while the Asia pharmaceutical business excluding China also recorded a year-on-year increase due to growth in South Korea and other markets. Furthermore, the EMEA pharmaceutical business saw its revenue increase by 19.8% year-on-year, influenced by expanded sales of Halaven, Fycompa and other epilepsy franchise products.

Regarding earnings, while the Group continued to produce positive results in its cost efficiency measures based on reduced collaboration fees related to co-promotional activities, and on structural reform and other activities, operating profit totaled ¥23,828 million (down 47.2% year-on-year) as the result of a decrease in gross profit and proactive resource investment in the following: nurturing global brands, product creation activities aimed at promoting major development themes, and strengthening of business foundations

<sup>\*</sup> Revenue for Pariet includes revenue for Rabecure 400, Rabecure 800 and Rabefine, which are triple-formulation combination packs indicated for use in *Helicobacter pylori* eradication.

in growth markets such as those in Asia and strategic countries. Profit for the period came to ¥36,840 million (up 31.7% year-on-year) owing to a decrease in tax expenses due to the repayment of paid-in capital of a U.S. subsidiary of the Group.

Basic earnings per share for the period attributable to owners of the parent came to ¥128.59 (up ¥31.24 year-on-year).

Comprehensive income for the period, after adding/deducting other comprehensive income to/from profit for the period, was ¥103,660 million (up 30.1% year-on-year) due to an increase in foreign currency translation differences associated with yen depreciation from the previous fiscal year-end date.

#### [Performance by Segment]

(Revenue for each segment indicates revenue from external customers)

As of December 31, 2014, the Group has changed how it organizes its pharmaceutical business reporting segments by separating its increasingly important China pharmaceutical business from its pre-existing Asia pharmaceutical business. As a result, the pharmaceutical business is newly organized into the following six reporting segments: Japan (Prescription medicines, Generics and Diagnostics), Americas (North America, Central and South America), China, Asia (primarily South Korea, Taiwan, Hong Kong, India and ASEAN), EMEA (Europe, the Middle East, Africa and Oceania) and Consumer Healthcare Business (CHB) Japan (mainly over-the-counter [OTC] products). In ad

divesture of marketing rights in the United States for Zonegran, an antiepileptic agent, has been recorded in total revenue for the first six months of FY2014.

Regarding oncology-related products, Aloxi and Halaven recorded revenue of ¥36,222 million (up 12.5% year-on-year) and ¥11,949 million (up 20.5% year-on-year), respectively. Regarding epilepsy franchise products, revenue for Banzel came to ¥7,323 million (up 30.6% year-on-year) and revenue for Fycompa came to ¥892 million (¥868 million increase over same period of previous fiscal year). Revenue for BELVIQ came to ¥3,920 million (up 135.6% year-on-year). Meanwhile, Aciphex has been impacted by LOE since November 2013, recording revenue of ¥9,440 million (down 71.7% year-on-year).

Halaven was launched in Brazil in November 2014, making it the first Eisai product to be marketed by the Group in Latin America.

Akynzeo, an antiemetic agent, was launched in the United States in December 2014.

#### China pharmaceutical business

Revenue totaled ¥30,023 million (up 27.4% year-on-year) with segment profit of ¥8,273 million (up 39.3% year-on-year).

Revenue for the peripheral neuropathy treatment Methycobal, a major product for the segment, continued to grow, amounting to ¥12,960 million (up 23.8% year-on-year), while revenue from liver disease / anti-allergy agents Stronger Neo-Minophagen C and Glycyron Tablets amounted to ¥4,901 million (up 29.1% year-on-year), and revenue from Aricept and Pariet were ¥3,418 million (up 23.8% year-on-year) and ¥2,096 million (up 31.0% year-on-year), respectively.

#### Asia pharmaceutical business

Revenue totaled ¥22,786 million (up 15.3% year-on-year) with segment profit of ¥5,477 million (up 25.1% year-on-year).

Revenue from Aricept came to ¥6,811 million (up 11.4% year-on-year), Humira ¥6,011 million (up 14.3% year-on-year), Pariet ¥2,716 million (up 5.6% year-on-year) and Methycobal ¥1,961 million (up 12.0% year-on-year).

Urief, a treatment for dysuria associated with benign prostatic hyperplasia, was launched in Thailand and India, in April 2014 and December 2014, respectively.

Fycompa was launched in Hong Kong in November 2014, marking the first launch of Fycompa in the Asia region.

Livamin, a branched-chain amino acid formula, was launched in the Philippines in December 2014.

#### **EMEA** pharmaceutical business

Revenue totaled ¥28,522 million (up 19.8% year-on-year), with segment profit growing significantly to ¥4,809 million (up 39.2% year-on-year) due to an increase in gross profit.

Revenue from Halaven totaled ¥8,447 million (up 37.8% year-on-year). Revenue for epilepsy franchise products Zonegran, Zebinix, Fycompa and Inovelon increased to ¥6,146

million (up 25.6% year-on-year), ¥2,382 million (up 35.7% year-on-year), ¥1,742 million (up 77.3% year-on-year) and ¥1,606 million (up 14.0% year-on-year), respectively, with all four products contributing to the growth of the Group's epilepsy franchise.

Halaven was launched in Australia in October 2014, making it the first Eisai product to be marketed by the Group in that country. In addition, Fycompa was launched in the same country in November 2014.

#### Consumer Healthcare Business Japan

Revenue totaled ¥13,203 million (down 8.8% year-on-year), recording segment profit of ¥1,200 million (down 57.9% year-on-year) in part due to proactive investment in new products.

Revenue from the Chocola BB group of products totaled ¥8,272 million (down 10.4% year-on-year).

Joma, an energy drink, was launched in April 2014.

#### 2) Research & Development Pipeline, Alliances and Other Events

Status of Ongoing Research & Development Pipelines

Halaven (eribulin), an anticancer agent, obtained approval as a treatment for breast cancer sequentially around the world and, as of January 2015, the agent is approved in 58 countries worldwide. Furthermore, an indication expansion of Halaven to contribute to earlier treatment of patients with locally advanced or metastatic breast cancer (second-line treatment) was approved by the European Commission (EC) in June 2014 and, as of January 2015, the agent has been approved with this indication in 39 countries. A Phase III study to investigate the agent as a potential first- or second-line chemotherapy for HER2-negative breast cancer has been initiated and is underway in the United States. A Phase III study to investigate the agent as a potential third-line chemotherapy for breast cancer has been initiated and is underway in China. Also, a Phase III study to investigate the agent as a potential treatment for sarcoma is underway in the United States, Europe and Asia, while a Phase II study is ongoing in Japan. Meanwhile, a Phase III study in non—small cell lung cancer conducted in the United States, Europe, and Asia including Japan did not meet its primary endpoint and further development strategy regarding this indication is currently under consideration.

The antiepileptic agent Fycompa (perampanel) was approved by in Europe in July 2012 as an adjunctive therapy for the treatment of partial-onset seizures in patients with epilepsy aged 12 years and older. The agent obtained approval for the same indication in the United States in October 2012. As of January 2015, Fycompa is approved in 43 countries worldwide. A Phase III study of the agent as an adjunctive therapy for the treatment of primary generalized tonic-clonic seizures in patients with epilepsy conducted in the United States, Europe and Asia including Japan met its primary endpoint, and the Company submitted applications for an indication expansion of the agent simultaneously in the United States and Europe in August 2014. In addition, a Phase III study of the agent as an

adjunctive therapy for the treatment of partial-onset seizures conducted in Asia, including Japan and China, met its primary endpoint, and the Company is planning to submit a new drug application covering partial-onset seizures as well as primary generalized tonic-clonic seizures in Japan in the second quarter of fiscal year 2015. Furthermore, a Phase II study of the agent as a potential therapy for partial-onset epilepsy in pediatric patients is being conducted in the United States and Europe.

A Phase III study of the anticancer agent E7080 (lenvatinib) in patients with radioiodine-refractory differentiated thyroid cancer conducted in the United States, Europe and Asia, including Japan, was completed, and applications for indication approval of the agent as a treatment for thyroid cancer have been filed in Japan, the United States and the

A Phase II/III study of compound AS-3201 (ranirestat) as a potential treatment for diabetic neuropathy in Europe and the United States met its primary endpoint. However, no statistically significant improvement in the secondary endpoints of the study was observed. The Company considered the further development strategy in light of the product portfolio, and as a result, has discontinued development of AS-3201 and terminated the license agreement with Dainippon Sumitomo Pharmaceutical Co., Ltd. (Osaka).

A Phase III study of Aricept (donepezil hydrochloride) conducted in China in patients with severe Alzheimer's disease (AD) met its primary endpoint. Based on the results of the study, Eisai plans to submit an application during fiscal year 2014 to the regulatory authority in China for an indication expansion to include the treatment of severe AD.

A Phase II study of the serotonin 2C receptor agonist lorcaserin (brand name in the U.S.: BELVIQ) jointly developed by Eisai's U.S. subsidiary Eisai Inc. and Arena Pharmaceuticals as a potential aid for smoking cessation met its primary endpoint and confirmed proof-of-concept.

A Phase II study of the investigative anti-Alzheimer's agent E2609, a BACE inhibitor, has been initiated in the United States.

A Phase III study of a higher (23 mg) dosage of the anti-Alzheimer's agent Aricept conducted in Japan did not meet its primary endpoint. Upon receiving these results, the decision was made to discontinue development of the higher dose formulation for Japan.

The Company decided to discontinue development of the poly (ADP-ripose) polymerase inhibitor E7016, an anticancer agent, which was in a Phase II study in the United States as a potential treatment for melanoma in consideration of development priority.

Regarding the anticancer agent MORAb-003 (farletuzumab), a humanized anti-folate receptor alpha monoclonal antibody, after consideration of further development strategy for the indication of platinum-sensitive ovarian cancer, a new Phase II study was initiated in Japan, the United States and Europe.

#### [Status of Major Alliances and Agreements and Other Company Developments]

In April 2014, the Company entered into a joint industry–academia collaboration to develop a new inflammatory bowel disease treatment utilizing the Company's activated integrin inhibitor E6007 and biomarkers developed by the University of Tsukuba's Life Science Center of Tsukuba Advanced Research Alliance. This project has been adopted by the Japan Science and Technology Agency (JST) for its Newly extended Technology transfer Program (NexTEP).

In May 2014, the Company exercised its option in its agreement to jointly develop and commercialize its next generation Alzheimer's disease treatment candidates E2609, a BACE inhibitor, and BAN2401, an anti-amyloid beta (A ) protofibril antibody, with Biogen Idec Inc. (United States) to also include Japan.

In May 2014, the Company's research and development subsidiary KAN Research Institute, Inc. (Hyogo Prefecture) held a dedication ceremony for its new research facility located

within the Kobe Biomedical Innovation Cluster, and has now officially commenced full-scale operation of its research and development activities at this facility.

In May 2014, the antiemetic agent Aloxi (palonosetron) was approved in the United States for an additional indication regarding the prevention of acute nausea and vomiting

it could not prove the additional benefit of Fycompa as adjunctive therapy when compared to existing antiepileptic drugs.

In November 2014, a new packaging facility was opened at the Group's Hatfield production plant in the United Kingdom to serve as a global supply center for the anticancer agent lenvatinib (generic name), which has been submitted for regulatory review in Japan, the United States and Europe.

In November 2014, a new parenteral facility for the production of the peripheral neuropathy treatment Methycobal injection (mecobalamin) was established on a newly purchased lot in the Suzhou Industrial Park near the Group's existing solid preparation production plant in Jiangsu, China.

In November 2014, a new holding company, Eisai China Holdings Ltd. (Suzhou, Jiangsu), was established as a company to integrate business operations in China.

#### 3) Explanations Concerning Consolidated Financial Position

Assets, Liabilities and Equity

Total assets as of the end of the period amounted to ¥1,050,171 million (up ¥76,348 million from the end of the previous fiscal year), in part due to increased overseas subsidiary assets resulting from the impact of the depreciation of yen as well as an increase in deferred tax assets produced due to the repayment of paid-in capital of a U.S. subsidiary of the Group.

Total liabilities as of the end of the period amounted to ¥459,486 million (up ¥15,067 million from the end of the previous fiscal year).

Total equity as of the end of the period amounted to ¥590,685 million (up ¥61,281 million from the end of the previous fiscal year) after recording increase occurring from exchange differences on translation of foreign operations resulting from depreciation of the yen, from the previous fiscal year-end date. Meanwhile, the

#### account.

DOE is an index contributing to shareholder value which encompasses both the dividend payout ratio, which measures the extent to which profits are distributed to shareholders in the form of dividends, and return on equity (ROE)\*\*,

# 5) Explanations Concerning Consolidated Financial Forecasts and Other Future Forecast Information (April 1, 2014 – March 31, 2015)

Consolidated Forecasts

The full fiscal year consolidated forecasts have been revised from the forecasts previously announced in May 2014, as follows:

	Revised forecast		Previous forecast		Increase/ Decrease	Rate of
	(A)	%	(B)	%	(A-B)	change (%)
Revenue	¥555,000 mil.	(7.4%)	¥566,000 mil.	(5.6%)	(¥11,000 mil.)	(1.9%)
Operating profit	¥30,000 mil.	(54.8%)	¥53,000 mil.	(20.2%)	(¥23,000 mil.)	(43.4%)
Profit before income taxes	¥27,000 mil.	(56.7%)	¥49,500 mil.	(20.5%)	(¥22,500 mil.)	(45.5%)
Profit for the period	¥35,000 mil.	(9.1%)	¥35,000 mil.	(9.1%)	_	—%

Notes: \*Forecasted annual earnings per share (full year): ¥121.97

(Assumptions for the fourth quarter: USD 1 = JPY 119, EUR 1 = JPY 147.50, GBP 1 = JPY 187.85)

#### <Revenue>

Revenue is forecasted to be ¥555,000 million (down ¥11,000 million from the previous forecast) due to factors such as greater than expected generic erosion within Japan and the slow growth of new products in the United States.

Revenue for major products is forecasted to be ¥57,000 million for Pariet/Aciphex (up ¥4,000 million from the previous forecast), ¥68,500 million for Aricept (down ¥7,000 million from the previous forecast), ¥36,500 million for Halaven (down ¥2,500 million from the previous forecast) and ¥5,000 million for Fycompa (down ¥4,500 million from the previous forecast).

#### <Income>

Operating profit is forecasted to be ¥30,000 million (down ¥23,000 million from the previous forecast) due to factors such a decline in gross profit, proactive expenditure aimed at returning to a growth trajectory from fiscal 2015 onward as well as the influence of exchange rates.

Regarding profit for the period, a decrease in tax expenses is expected due to the repayment of paid-in capital of a U.S. subsidiary of the Group. On the other hand, an increase in tax expenses is also expected due to a decrease in deferred tax assets brought about by changes

## 3. Consolidated Financial Statements

# 1) Consolidated Statement of Income

(Millions of yen)

			(Willions of year
	Note	First nine months of FY2014 (April 1, 2014 – December 31, 2014)	First nine months of FY2013 (April 1, 2013 – December 31, 2013)
Revenue		408,479	445,137
Cost of sales	(1)	(143,087)	(147,475)
Gross profit	(')	265,393	297,662
Selling, general and administrative expenses	(1)	(143,434)	(151,842)
Research and development expenses	(1)	(97,868)	(103,438)
Other income		707	3,830
Other expenses		(970)	(1,089)
Operating profit		23,828	45,123
Financial income		1,513	1,499
Financial costs		(3,682)	(4,468)
Profit before income taxes		21,659	42,155
Income taxes	(2)	15,181	(14,189)
Profit for the period		36,840	27,966
Attributable to			
Owners of the parent		36,689	27,761
Non-controlling interests		150	205
Earnings per share			
Basic (yen)		128.59	97.35
Diluted (yen)		128.46	97.26

# 2) Consolidated Statement of Comprehensive Income

(Millions of yen)

	First nine months of FY2014 (April 1, 2014 – December 31, 2014)	First nine months of FY2013 (April 1, 2013 – December 31, 2013)
Profit for the period	36,840	27,966
Other comprehensive income Items that will not be reclassified to profit or loss		
Financial assets measured at fair value through other comprehensive income	(209)	2,781
Subtotal	(209)	2,781
Items that may be reclassified subsequently to profit or loss		
Exchange differences on translation of foreign operations	66,717	48,274
Cash flow hedges	312	662
Subtotal	67,029	48,937
Total other comprehensive income (loss), net of tax	66,820	51,718

(Millions of yen)

3) Consolidated Statement of Financial Position

	As of December 31, 2014	As of March 31, 2014	
Equity			
Equity attributable to owners of the parent			
Share capital	44,986	44,986	
Capital surplus	57,960	57,949	
Treasury shares	(38,017)	(38,481)	
Retained earnings	372,887	379,210	
Other components of equity	149,646	82,656	
Total equity attributable to owners of the	507.400	F2C 220	
parent	587,463	526,320	
Non-controlling interests	3,222	3,084	
Total equity	590,685	529,405	
Liabilities			
Non-current liabilities			
Bonds and borrowings	205,949	195,740	
Other financial liabilities	2,769	2,635	
Retirement benefit liabilities	15,173	15,497	
Provisions	1,087	1,145	
Other liabilities	30,482	27,727	
Deferred tax liabilities	559	340	
Total non-current liabilities	256,019	243,085	
Current liabilities			
Bonds and borrowings	57,230	51,493	
Trade and other payables	49,275	62,234	
Other financial liabilities	6,993	5,131	
Income tax payables	4,253	3,915	
Provisions	9,798	13,031	
Other liabilities	75,917	65,529	
Total current liabilities	203,467	201,334	
Total liabilities	459,486	444,419	
Total equity and liabilities	1,050,171	973,823	

4) Consolidated Statement of Changes in Equity

# For the first nine months of FY2013 (April 1, 2013 – December 31, 2013)

1	Mil	lions	of v	/en)
١	1 / 111	110113	01	, , , , ,

					(Willions of yen)
		Equity attrib	outable to ow	ners of the	parent
	Share capital	Capital surplus	Treasury shares	Retained earnings	Other components of equity Financial assets measured at fair value through other comprehensive income
As of April 1, 2013	44,986	57,954	(39,032)	377,125	
Profit for the period	_	_	_	27,761	_

Other comprehensive income (loss)

# 5) Consolidated Statement of Cash Flows

		(Millions of yen)
	First nine months of FY2014 (April 1, 2014 – December 31, 2014)	First nine months of FY2013 (April 1, 2013 – December 31, 2013)
Operating activities		
Profit before income taxes	21,659	42,155
Depreciation and amortization	28,521	29,905
Impairment losses	27	317
(Increase) decrease in working capital	(2,180)	9,426
Interest and dividends received	1,428	1,544
Interest paid	(3,324)	(4,166)
Income taxes paid	(9,236)	(22,182)
Income taxes refund	3,904	202
Other	367	7,189
Net cash from operating activities	41, 166	64,390
Investing activities		
Purchases of property, plant and equipment	(9,482)	(6,331)
Proceeds from sale of property, plant and equipment	2,180	2,834
Purchases of intangible assets	(5,342)	(17,040)
Purchases of financial assets	(6,478)	(3,916)
Proceeds from sale and redemption of financial assets	7,444	10,284
Purchases of time deposits exceeding three months	(29,037)	(14,480)
Proceeds from redemption of time deposits exceeding three months	14,518	39,606
Proceeds from sales of investments in subsidiaries that result in a loss of control	_	896
Other	56	(62)
Net cash from (used in) investing activities	(26,141)	11,793
Financing activities		
Net increase (decrease) in short-term borrowings	21,008	7,612
Net increase (decrease) in commercial papers	<del>-</del>	9,999
Proceeds from long-term borrowings	106,897	<del>-</del>
Repayment of long-term borrowings	(117,748)	(19,876)
Redemption of bonds	<del>_</del>	(50,000)
Dividends paid	(42,810)	(42,778)
Other	(757)	(810)_
Net cash from (used in) financing activities	(33,410)	(95,852)
Effect of exchange rate change on cash and cash equivalents	23,654	18,098
Net increase (decrease) in cash and cash equivalents	5,270	(1,572)
Cash and cash equivalents at beginning of period	153,921	142,456
Cash and cash equivalents at end of period	159,191	140,884
·		1 12,001

#### 6) Notes to Consolidated Financial Statements

(Going Concern)

Not applicable

#### (Segment Information)

The Group classifies business segments which are composed of pharmaceutical business as reporting segments; any business of the Group not included in pharmaceutical business is categorized as "Other business" in this report.

Reporting segments are units for which the Group can obtain independent financial information and for which top management undertakes periodic reviews in order to determine the allocation of management resources and evaluate performance.

The Group's pharmaceutical business was previously organized into the following five reporting segments: Japan (Prescription medicines, Generics and Diagnostics), Americas (North America, Central and South America), Asia (primarily China, South Korea, Taiwan, India and ASEAN), EMEA (Europe, the Middle East, Africa and Oceania) and Consumer Healthcare Business (CHB) Japan (mainly over-the-counter [OTC] products).

Recognizing the sustained growth and further strengthening of its increasingly important business operations in China, the Group has made a change to the reporting segments for its pharmaceutical business by separating its China pharmaceutical business from its pre-existing Asia pharmaceutical business from the third quarter of the current fiscal year. In line with this change, the Group has defined the following six segments as reporting segments for its pharmaceutical business: Japan (Prescription medicines, Generics and Diagnostics), Americas (North, Central and South America), China, Asia (mainly South Korea, Taiwan, Hong Kong, India and ASEAN), EMEA (Europe, the Middle East, Africa and Oceania), and Consumer Healthcare Business Japan (mainly OTC products).

These changes have been reflected in the segment information for the first nine months of the previous fiscal year, and IFRS, adopted from this fiscal year, has been retrospectively applied to the segment information for the previous fiscal year as well.

For the first nine months of FY2014 (April 1, 2014 – December 31, 2014)

(Millions of yen)

	First nine months of FY2014 (April 1, 2014 – December 31, 2014)		First nine months of FY2013 (April 1, 2013 – December 31, 2013)	
	Revenue	Segment profit	Revenue	Segment profit
Pharmaceutical business				
Japan	213,276	95,873	240,656	122,178
Americas	87,545	11,012	106,811	17,312
China	30,023	8,273	23,574	5,940
Asia	22,786	5,477	19,759	4,378
EMEA	28,522	4,809	23,818	3,454
CHB—Japan	13,203	1,200	14,479	2,849

Reporting segment total	395,356	126,643	429,097	156,110
Other business (Note 1)	13,123	3,504	16,040	6,418
Total	408,479	130,147	445,137	162,528
R&D expenses (Note 2)		(97,868)		(103,438)
Group headquarters'				,
management costs and		(5.1-1)		(( )
other expenses (Note 3)		(8,451)		(13,966)
Operating profit in the				
consolidated financial				
statements		23,828		45,123

<sup>(</sup>Note 1) "Other business" mainly includes the pharmaceutical raw material business.

Furthermore, the change to the Group's reporting segments has also been reflected in the figures of the

<sup>(</sup>Note 2) R&D expenses are not allocated to any particular segment as the Group manages such expenses on a global basis.

<sup>(</sup>Note 3) Group headquarters' management costs and other expenses are not allocated to any particular segment as these are the costs covering Group-wide operations.