Securities Code: 4523

## August 3, 2016

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#### Forward-Looking Statements and Risk Factors

Materials and information provided in this financial disclosure may contain "forward-looking statements" based on current expectations, forecasts, estimates, business goals and assumptions that are subject to risks and uncertainties, which could cause actual outcomes and results to differ materially from these statements. Risks and uncertainties include general industry and market conditions, and general domestic and international economic conditions such as interest rate and currency exchange fluctuations.

Risks that may cause significant fluctuations in the consolidated results of the Eisai Group or have a material effect on investment decisions are described below. These are risk factors that have been identified and assessed as of the disclosure date of the Financial Report.

Risk factors associated with our business include, but are not limited to, challenges arising in overseas operations, uncertainties in new drug development, as well as risks related to strategic alliances with partner companies, medical cost-containment measures, generic drug products, intellectual property, possible occurrence of side effects, laws and

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#### **Currency Exchange Rates**

		US	EU	UK	China
		(USD/JPY)	(EUR/JPY)	(GBP/JPY)	(RMB/JPY)
FY 2015 Q1	Quarterly Average Rate	121.36	134.15	186.11	19.56
F1 2015 Q1	Quarter End Rate	122.45	137.23	192.72	19.73
FY 2015	Yearly Average Rate	120.14	132.57	181.30	18.85
F1 2015	Year End Rate	112.68	127.70	161.92	17.39
FY 2016 Q1	Quarterly Average Rate	108.14	122.01	155.10	16.52
FY 2016 Q1	Quarter End Rate	102.91	114.39	138.41	15.46
FY 2016	Forecast Rate	113.00	127.00	165.00	17.20

Revised assumptions for the six-month period ending September 30, 2016 (cumulative) as of July 27: USD 1 = JPY 105.00, EUR 1 = JPY 116.00, GBP 1 = JPY 137.00, CNY 1 = JPY 15.50

- \* The Company discloses its consolidated financial statements according to the International Financial Reporting Standards (IFRS).
- \* The Group's business is comprised of pharmaceutical business and other business. The pharmaceutical business is organized into the following five reporting segments in this report: Japan (Prescription Medicines, Generics, and OTC), Americas (North, Central and South America), China, Asia (primarily South Korea, Taiwan, Hong Kong, India, and ASEAN), and EMEA (Europe, the Middle East, Africa, and Oceania).

Following reorganization aimed at achieving sustained growth of the Japan business, the Consumer Healthcare Business—Japan reporting segment of the previous fiscal year has now been integrated into the Japan pharmaceutical business reporting segment.

From the fiscal year ending March 31, 2017, the method for calculating the segment profit of pharmaceutical business and other business has changed. Following the change, other income and expenses that had been allocated to pharmaceutical business and other business in the consolidated statement of income until the previous fiscal year is now reported under Group headquarters' management costs and other expenses. These changes have no major impact on the condensed consolidated financial statements.

The above changes have been reflected in the segment information for the previous fiscal year.

\* All amounts are rounded to the nearest specified unit.

### 1. Consolidated Statement of Income

(billions of ven)

	FY 2015			FY 2016				1	2016	
	Q1	Ratio (%)	Full year	Ratio	Q1	Ratio (%)	YOY (%)	Diff.	Full year (est.)	Ratio (%)
Revenue	139.2	100.0	547.9	100.0	136.9	100.0	98.3	(2.3)	580.0	100.0
Cost of sales	49.4	35.5	194.5	35.5	49.8	36.4	100.8	0.4	210.5	36.3
Gross profit	89.8	64.5	353.5	64.5	87.1	63.6	97.0	(2.7)	369.5	63.7
Selling, general and administrative expenses	49.9	35.8	192.8	35.2	43.7	31.9	87.6	(6.2)	196.9	33.9
Selling expenses	16.0	11.5	61.2	11.2	12.5	9.1	78.2	(3.5)	-	-
Personnel expenses	22.3	16.0	82.1	15.0	19.8	14.4	88.5	(2.6)	-	-
Administrative and other expenses	11.6	8.3	49.6	9.1	11.4	8.3	98.8	(0.1)	-	-
Research and development expenses	32.7	23.5	122.3	22.3	26.2	19.1	80.0	(6.6)	124.2	21.4
Other income	0.4	0.3	17.7	3.2	10.3	7.5	2,455.4	9.9	5.3	0.9
Other expenses	0.0	0.0	4.1	0.7	1.7	1.3	3,734.4	1.7	-	-
Operating profit	7.6	5.5	51.9	9.5	25.8	18.9	339.1	18.2	53.7	9.3
Financial income	0.7	0.5	2.0	0.4	0.7	0.5	103.5	0.0	-	-
Financial costs	0.8	0.6	3.5	0.6	0.7	0.5	84.2	(0.1)	-	-
Profit before income taxes	7.4	5.3	50.5	9.2	25.8	18.8	346.8	18.4	52.2	9.0
Income taxes	1.9	1.4	(4.6)	(0.8)	4.9	3.6	254.5	3.0	-	-
Profit for the year	5.5	4.0	55.0	10.0	20.9	15.3	378.9	15.4	32.4	5.6
Attributable to									-	-
Owners of the parent	5.4	3.9	54.9	10.0	19.7	14.4	362.5	14.3	29.2	5.0
Non-controlling interests	0.1	0.1	0.1	0.0	1.2	0.9	1,563.3	1.1	-	-
Comprehensive income for the year	20.2	14.5	16.5	3.0	(23.0)	(16.8)	-	(43.2)		
Earnings per share (EPS, yen)	19	9.1	192.	.2	69.	0	=		102	2.1
Dividends per share (DPS, yen)			150.	.0					150	0.0
Return on equity (ROE, %)			9.4				1		5.	.0
Dividend on equity ratio (DOE, %)			7.3	3			_		7.	.3
							•			

<sup>\*</sup> Full year estimation for other income has had other expenses deducted from it.

#### Notes

Overseas revenue ratio (%)

Revenue Growth of Lenvima and Fycompa

Increase due to making EA Pharma Co., Ltd. a consolidated subsidiary Decrease due to pricing revisions in Japan and impact of exchange rates

46.0

Selling, general and administrative expenses

Better performance and efficiency of operations

Decrease due to impact of exchange rates

Expenses incurred in the previous fiscal year from structural reforms in the U.S.  $\frac{1}{2} \int_{\mathbb{R}^{n}} \left( \frac{1}{2} \int_{\mathbb{R}^{$ 

Research and development expenses Decrease due to impact of exchange rates

Other income One-time income (gain from a bargain purchase) recorded in line with acquisition of subsidiary

45.0

Exchange rate effects Revenue: - 8.4 billion yen, operating profit: - 1.0 billion yen

Exchange rate sensitivity (annual effect of a 1 yen appreciation in currency value)

Revenue (U.S. dollars: - 1.08 billion yen, Euro: - 240 million yen, U.K. pounds: - 30 million yen,

Chinese renminbi: - 2.71 billion yen)

Operating profit (U.S. dollars: 230 million yen, Euro: - 180 million yen, U.K. pounds: 80 million yen,

43.2

Chinese renminbi: - 1.47 billion yen)

<sup>\*</sup> From this fiscal year, the breakdown of selling, general and administrative expenses has been rearranged. The figures for the previous fiscal year have been revised and restated to reflect this change.

# 2. Capital Expenditures, Depreciation and Amortization

(billions of yen)

	FY 2	FY 2016			
	Q1	Full year	Q1	Difference	Full year (est.)
Capital expenditures	1.3	19.8	17.1	15.8	19.0
Property, plant and equipment	1.0	12.8	4.7	3.7	9.0
Intangible assets	0.3	7.0	12.4	12.0	10.0
Depreciation and amortization	10.3	34.1	8.0	(2.4)	29.0
Property, plant and equipment	3.5	13.1	2.9	(0.6)	13.5
Intangible assets	6.8	21.0	5.1	(1.7)	15.5
*Capital expenditures are shown on an accrual basis					

<sup>3.</sup> Segment Information

### 1) Revenue by Reporting Segment

(billions of yen)

	FY 2	FY 2016			
	Q1	Full year	Q1	YOY (%)	CER YOY (%)
Pharmaceutical Business Total	135.3	531.8	135.1	99.8	106.0
Japan Pharmaceutical Business	73.8	284.9	77.1	104.5	104.5
Americas Pharmaceutical Business	29.8	122.2	29.2	98.1	110.2
United States	29.5	121.0	28.8	97.9	109.8
China Pharmaceutical Business	12.9	49.3	11.2	86.4	102.2
Asia Pharmaceutical Business	8.6	34.0	8.6	99.0	117.0
EMEA Pharmaceutical Business	10.2	41.3	9.0	89.0	99.7
Other Business	3.9	16.2	1.9	47.0	48.7
Consolidated revenue	139.2	547.9	136.9	98.3	104.3

<sup>\*</sup> Indicates revenue from external customers

### 2) Profit by Reporting Segment

_, · · · · · · · · · · · · · · · · · · ·	FY 20	015		. ,	
	Q1	Full year	Q1	YOY (%)	CER YOY (%)
Pharmaceutical Business Total	42.0	168.9	45.7	108.8	116.5
Japan Pharmaceutical Business	31.9	114.3	29.1	91.4	91.4
Americas Pharmaceutical Business	1.9	23.6	7.0	362.0	420.5
China Pharmaceutical Business	4.0	12.6	3.6	90.9	119.7
Asia Pharmaceutical Business	2.3	8.3	2.6	113.1	139.8
EMEA Pharmaceutical Business	1.9	10.2	3.4	173.2	189.7
Other Business	0.6	3.3	0.5	93.2	92.6
R&D Expenses	(32.7)	(122.3)	(26.2)	80.0	86.5
Group headquarters' management costs and other expenses	(2.2)	(13.0)	(3.6)	162.6	163.2
Gain from a bargain purchase			9.3	-	-
Gain on sale of subsidiaries		15.0	0.1	-	-
Consolidated operating profit  * CER=Constant Exchange Rate	7.6	51.9	25.8	339.1	352.8

<sup>\*</sup> CER=Constant Exchange Rates

# 4. Financial Results by Reporting Segment

## 1) Japan Pharmaceutical Business

•	FY 2015					
	Q1	Full year	Q1	YOY (%)		
Revenue	73.8	284.9	77.1	104.5		
Prescription medicines	61.5	233.9	65.3	106.3		
Generics	6.9	28.5	7.1	103.1		
Consumer Healthcare Business	4.0	18.1	4.7	116.6		
Diagnostics	1.4	4.4	-	-		
Segment profit	31.9	114.3	29.1	91.4		
Japan prescription medicines - revenue from major products						
Fully human anti-TNF- monoclonal antibody Humira	8.1	32.6	9.4	115.8		

## 2) Americas Pharmaceutical Business (North, Central and South America)

Г		FY 2015 FY 2016				
		FY 2	2015	FY 2	2016 :	
		Q1	Full year	Q1	YOY (%)	
Revenue		29.8	122.2	29.2	98.1 <110.2>	
United States		29.5	121.0	28.8	97.9 <109.8>	
Segment profit		1.9	23.6	7.0	362.0 <420.5>	
Americas - revenue from majo	or products					
Antiemetic agent Aloxi		13.5	54.7	12.0	89.2 <100.1>	
United States	[Millions USD]	13.4 [111]	54.7 [455]	12.0 [111]	89.2 <100.1>	
Anticancer agent Halaven		4.4	18.3	4.2	95.1 <107.3>	
United States	[Millions USD]	4.2 [35]	17.5 [146]	4.0 [37]	93.8 <105.3>	
Anticancer agent Lenvima		1.1	8.8	3.2	302.9 <340.0>	
United States	[Millions USD]	1.1 [9]	8.8 [73]	3.2 [30]	301.9 <338.8>	
Antiepileptic agent Banzel		2.7	13.2	3.1	113.0 <126.8>	
United States	[Millions USD]	2.7 [22]	13.1 [109]	3.0 [28]	113.2 <127.0>	
Proton-pump inhibitor AcipHex	[Millions USD]	2.5 [21]	8.3 [69]	1.8 [17]	72.4 <81.2>	
Antiepileptic agent Fycompa		0.7	3.8	1.2	163.6 <184.0>	
United States	[Millions USD]	0.7 [6]	3.7 [31]	1.1 [11]	165.4 <185.6>	
Antiobesity agent BELVIQ	[Millions USD]	1.5 [12]	4.4 [37]	1.0 [9]	66.4 <74.5>	

<sup>\*</sup> Year-on-year percentage: figures shown in angle brackets "< >" exclude the effects of foreign currency fluctuations.

 $<sup>^{\</sup>star}$  The U.S. is the only country in the Americas where Eisai directly markets AcipHex and BELVIQ.

3) China	Pharmaceutical	Business
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## 5) EMEA Pharmaceutical Business (Europe, the Middle East, Africa and Oceania)

	FY:	2015	FY 2016		
	Q1	Full year	Q1	YOY (%)	
Revenue	10.2	41.3	9.0	89.0 <99.7>	
Segment profit	1.9	10.2	3.4	173.2 <189.7>	
EMEA - revenue from major products					
Anticancer agent Halaven	3.4	13.2	2.7	79.2 <89.9>	
Antiepileptic agent Zonegran	2.0	7.6	1.5	74.1 <83.2>	
Antiepileptic agent Fycompa	0.7	3.6	1.1	150.4 <169.1>	
Antiepileptic agent Zebinix	0.9	3.8	0.7	77.3 <85.7>	
Antiepileptic agent Inovelon	0.5	2.2	0.5	86.3 <96.9>	
Anticancer agent Lenvima	0.0	1.1	0.4	6077.2 <6735.9>	

<sup>\*</sup> Year-on-year percentage: figures shown in angle brackets "< >" exclude the effects of foreign currency fluctuations

# **5. Revenue from Major Products**

# 1) Neurology Products

,			FY 2	2016
	Q1	Full year	Q1	YOY (%)
Neurology Total	46.8	179.7	40.6	86.9 <92.8>
Aricept (treatment for Alzheimer's Disease / Dementia with Lewy Bodies)	18.0	63.3	13.2	73.3 <77.6>
Japan	11.4	40.5	8.9	78.2
China	1.4	5.6	1.4	100.1 <118.5>
Asia	2.6	10.0	2.4	91.3 <108.4>
Methycobal (Peripheral neuropathy treatment)	11.8	43.5	9.8	83.3 <90.6>
Japan	5.5	20.8	5.0	90.5
China	5.1	18.7	4.0	77.7 <92.0>
Asia	0.9	3.1	0.7	77.5 <91.8>
Lyrica (Pain treatment [neuropathic pain, fibromyalgia]) - Japan	5.7	24.7	6.1	106.5

## 2) Oncology Products

-			FY 2016		
	Q1	Full year	Q1	YOY (%)	
Oncology Products Total	27.9	118.4	28.5	101.9 <112.9>	
Aloxi (Antiemetic agent) - United States	13.5	54.7	12.0	89.2 <100.1>	

# 6. Revenue Forecasts by Reporting Segment (FY 2016)

		(billions of y				
		Q1	2015 Full year	Q1	2016 Full year (est.)	
 Japan		69.8	284.9	77.1	314.0	
Prescription medicines						
Fully human anti-TNF- monoclonal	and the adv	61.5	233.9	65.3	268.0	
Humira	antibody	8.1	32.6	9.4	39.0	
Alzheimer's disease / Dementia with	Lewy bodies treatment	11.4	40.5	8.9	33.5	
Aricept Proton-pump inhibitor				0.0		
Pariet**		8.4	30.4	6.0	24.5	
Peripheral neuropathy treatment		5.5	20.8	5.0	19.0	
Methycobal Insomnia treatment		0.0	20.0	0.0	10.0	
Lunesta		1.4	6.0	1.9	11.0	
Anticancer agent		1.8	6.8	2.0	10.0	
Halaven Oral anticoagulant		1.0	0.0	2.0	10.0	
Warfarin		2.1	7.6	1.9	7.0	
Elemental diet		_	_	1.6	6.5	
Elental**  Branched-chain amino acid preparat	on.			1.0	0.0	
Livact**	OII	-	-	1.9	6.0	
Osteoporosis treatment		1.7	6.4	1.6	6.0	
Actonel						
Generics		6.9	28.5	7.1	28.5	
Consumer Healthcare Business	=	4.0	18.1	4.7	17.5	
Vitamin B2 preparation, "Chocola BB Chocola BB Group	Plus," etc.	2.5	11.1	3.2	11.0	
Diagnostics		1.4	4.4	_	_	
Americas		29.8	122.2	29.2	127.0	
United States		29.5	121.0	28.8	123.5	
China		12.9	49.3	11.2	53.0	
Asia		8.6	34.0	8.6	34.5	
EMEA		10.2	41.3	9.0	41.5	
Other		3.9		1.9		
			16.2		10.0	
Consolidated revenue	d	139.2	547.9	136.9	580.0	
Global revenue from major pro- Aricept	aucts	18.0	63.3	13.2	52.0	
Pariet/AcipHex		12.8	46.1	9.7	37.0	
Halaven		10.1	40.2	9.4	49.0	
1.0.0.0	Japan	1.8	6.8	2.0	10.0	
	Americas	4.4	18.3	4.2	21.5	
	Asia	0.4	1.9	0.5	2.0	
	EMEA	3.4	13.2	2.7	15.5	
Lenvima		1.3	11.5	4.4	28.0	
	Japan	0.2	1.5	0.7	5.1	
	Americas	1.1	8.8	3.2	19.0	
	Asia		0.0	0.0	0.2	
Francisco ( ) Production ( )	EMEA	0.0	1.1	0.4	3.7	
Fycompa (excluding Japan)		1.5	7.6	2.3	13.5	
	Americas	0.7	3.8	1.2	8.0	
	Asia	0.0	0.1	0.1	0.3	
* Revenue for Fycompa in Japan for the first quarte	EMEA	0.7	3.6	1.1	5.2	

<sup>\*</sup> Revenue for Fycompa in Japan for the first quarter of fiscal 2016 was 0.1 billion yen

<sup>\*\*</sup> EA Pharma product

# 7. Consolidated Statement of Comprehensive Income

	FY 2015		FY 2016		iloris or yerr)
	Q1	Full year	Q1	YOY (%)	Diff.
Profit for the year	5.5	55.0	20.9	378.9	15.4
Other comprehensive income					
Items that will not be reclassified to profit or loss					
Financial assets measured at fair value through other comprehensive income	2.8	1.6	(2.2)		(5.1)
Remeasurements of defined benefit plans		(6.8)			
Subtotal	2.8	(5.2)	(2.2)		(5.1)
Items that may be reclassified subsequently to profit or loss					
Exchange differences on translation of foreign operations	11.8	(32.7)	(41.4)		(53.1)
Cash flow hedges	0.0	(0.7)	(0.3)		(0.4)
Subtotal	11.8	(33.4)	(41.7)		(53.5)
Total other comprehensive income, net of tax	14.6	(38.6)	(43.9)		(58.6)
Comprehensive income for the year	20.2	16.5	(23.0)		(43.4)
Attributable to					
Owners of the parent	20.1	16.5	(24.1)		(44.2)
Non-controlling interests	0.1	(0.0)	1.2	1,499.6	1.1

### 8. Consolidated Statement of Cash Flows

(billions of yen)

	FY 2015 FY 2		2016	
	Q1	Q1	Diff.	
Operating activities				
Profit before income taxes	7.4	25.8	18.4	
Depreciation and amortization	10.3	8.0	(2.4)	
Impairment losses				
(Increase) decrease in working capital	9.8	(23.9)	(33.7)	
Interest and dividends received	0.6	0.7	0.1	
Interest paid	(1.0)	(0.7)	0.3	
Income taxes paid	(2.8)	(5.2)	(2.4)	
Income taxes refund	0.2	0.3	0.1	
Other	(3.5)	(9.8)	(6.3)	
Net cash from operating activities	21.1	(4.8)	(25.9)	
Investing activities				
Purchases of property, plant and equipment (1)	(1.5)	(1.4)	0.1	
Proceeds from sales of property, plant and equipment (2)	0.2	0.2	0.0	
Purchases of intangible assets (3)	(30.1)	(1.2)	28.9	
Net cash inflow on acquisition of subsidiaries (4)		19.3	19.3	
Net cash inflow on sale of subsidiaries (5)		6.5	6.5	
<capital (cash="" basis)="" expenditures=""> (1)+(2)+(3)+(4)+(5)</capital>	(31.4)	23.4	54.8	
Purchases of financial assets	(4.5)	(2.7)	1.8	
Proceeds from sales and redemption of financial assets	4.3	2.4	(1.9)	
Payments of time deposits exceeding 3 months	(3.7)	(1.8)	1.9	
Proceeds from redemption of time deposits exceeding 3 months	17.8	1.9	(16.0)	
Other	(0.0)	0.1	0.1	
Net cash from (used in) investing activities	(17.4)	23.4	40.8	
Financing activities				
Net increase (decrease) in short-term borrowings	10.3		(10.3)	
Proceeds from long-term borrowings		10.0	10.0	
Repayment of long-term borrowings				
Redemption of bonds	(30.0)		30.0	
Dividends paid	(22.9)	(22.9)	(0.0)	
Other	0.1	(1.8)	(1.9)	
Net cash from (used in) financing activities	(42.5)	(14.7)	27.8	
Effect of exchange rate change on cash and cash equivalents	4.1	(10.4)	(14.6)	
Net increase (decrease) in cash and cash equivalents	(34.6)	(6.6)	28.0	
Cash and cash equivalents at beginning of year	173.3	179.3	6.0	
Cash and cash equivalents at end of year	138.7	172.7	34.0	
Free cash flow	(10.3)	18.7	28.9	

* "Free cash flow" = "N	Net cash from operating	activities" - "Capital ex	(penditures (cash basis)"
TICE Casillion - I	ivet casii iioiii operatiii	g activities - Capital e	(periultures (casir basis)

#### Notes

#### Cash flow from operating activities:

Increase in profit before income taxes, changes in working capital

#### Cash flow from investing activities:

Net cash inflow on acquisition of subsidiaries, net cash inflow on sales of subsidiaries

#### Cash flow from financing activities:

Proceeds from long-term borrowings

# 9. Consolidated Statement of Financial Position

<Assets> (billions of yen)

	March 31, 2016	Ratio (%)	June 30, 2016	Ratio (%)	% change	Diff.
Assets						
Non-current assets						
Property, plant and equipment	104.6	10.7	100.4	10.4	96.0	(4.2)
Goodwill	174.9	18.0	159.7	16.6	91.3	(15.2)
Intangible assets	104.2	10.7	104.5	10.8	100.3	0.3
Other financial assets	43.8	4.5	40.9	4.2	93.2	(3.0)
Other assets	7.1	0.7	8.8	0.9	122.7	1.6
Deferred tax assets	91.6	9.4	91.0	9.4	99.3	(0.6)
Total non-current assets	526.2	54.0	505.1	52.4	96.0	(21.1)
Current assets						
Inventories	73.7	7.6	73.1	7.6	99.2	(0.6)
Trade and other receivables Other financial assets	147.7	15.2	171.2	17.8	115.9	23.5

	March 31, 2016	Ratio (%)	June 30, 2016	Ratio (%)	% change	Diff.
Equity						
Equity attributable to owners of the parent						
Share capital	45.0	4.6	45.0	4.7	100.0	-
Capital surplus	58.2	6.0	77.6	8.1	133.2	19.3
Treasury shares	(36.2)	(3.7)	(36.4)	(3.8)	100.5	(0.2)
Retained earnings	395.0	40.6	389.7	40.5	98.7	(5.2)
Other components of equity	111.7	11.5	70.0	7.3	62.7	(41.7)
Total equity attributable to owners of the parent	573.7	58.9	545.9	56.7	95.2	(27.7)
Non-controlling interests	3.2	0.3	16.8	1.7	529.1	13.6
Total equity	576.8	59.2	562.7	58.4	97.5	(14.1)
Liabilities						
Non-current liabilities						
Borrowings	203.6	20.9	210.7	21.9	103.5	7.1
Other financial liabilities	3.2	0.3	3.6	0.4	111.1	0.4
Retirement benefit liabilities	13.2	1.4	13.8	1.4	104.4	0.6
Provisions	1.2	0.1	1.2	0.1	101.1	0.0
Other liabilities	21.0	2.2	21.1	2.2	100.5	0.1
Deferred tax liabilities	0.3	0.0	0.3	0.0	110.7	0.0
Total non-current liabilities	242.4	24.9	250.6	26.0	103.4	8.1
Current liabilities						
Trade and other payables	56.4	5.8	54.5	5.7	96.6	(1.9)
Other financial liabilities	4.2	0.4	6.1	0.6	144.3	1.9
Income tax payables						

# 10. Changes in Quarterly Results

### 1) Income Statement

(billions of yen)

		FY 2015			FY 2016
	Q1	Q2	Q3	Q4	Q1
Revenue	139.2	136.3	150.9	121.5	136.9
Cost of sales	49.4	50.1	49.8	45.2	49.8
Gross profit	89.8	86.2	101.2	76.3	87.1
Selling, general and administrative expenses	49.9	46.5	49.5	46.9	43.7
Selling expenses	16.0	15.5	14.8	14.9	12.5
Personnel expenses	22.3	19.8	20.2	19.8	19.8
Administrative and other expenses	11.6	11.2	14.6	12.2	11.4
Research and development expenses	32.7	30.1	28.5	30.9	26.2
Other income	0.4	1.5	8.3	7.4	10.3
Other expenses	0.0	0.6	0.8	2.6	1.7
Operating profit	7.6	10.5	30.6	3.3	25.8
Financial income	0.7	0.3	0.6	0.4	0.7
Financial costs	0.8	0.9	1.0	0.7	0.7
Profit before income taxes	7.4	9.9	30.2	3.0	25.8
Income taxes	1.9	4.3	2.9	(13.7)	4.9
Profit for the period	5.5	5.6	27.3	16.6	20.9
Attributable to					
Owners of the parent	5.4	5.6	27.3	16.6	19.7
Non-controlling interests	0.1	0.0	(0.0)	0.0	1.2
Comprehensive income for the period	20.2	(9.9)	30.5	(24.3)	(23.0)
Earnings per share (EPS, yen)  * From this fiscal year, the breakdown of selling, general and administrate	19.1	19.5	95.5	58.1	69.0

<sup>\*</sup> From this fiscal year, the breakdown of selling, general and administrative expenses has been rearranged. The figures for the previous fiscal year have been revised and restated to reflect this change.

### 2) Capital Expenditures, Depreciation and Amortization

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	FY 2015				FY 2016
	Q1	Q2	Q3	Q4	Q1
Capital expenditures	1.3	2.0	11.0	5.5	17.1
Property, plant and equipment	1.0	1.5	6.3	4.0	4.7
Intangible assets	0.3	0.5	4.7	1.5	12.4
Depreciation and amortization	10.3	10.1	7.0	6.6	8.0
Property, plant and equipment	3.5	3.3	3.2	3.1	2.9
Intangible assets	6.8	6.9	3.8	3.5	5.1

<sup>\*</sup> Capital expenditures are shown on an accrual basis

3) Cash Flows				`	ons of yen)
					FY 2016
	Q1	Q2	Q3	Q4	Q1
Cash flow from operating activities	21.1	22.7	17.7	34.1	(4.8)
Cash flow from investing activities	(17.4)	4.0	2.5	4.3	23.4
Cash flow from financing activities	(42.5)	(0.0)	(9.6)	(20.9)	(14.7)
Cash and cash equivalents at the end of period	138.7	160.1	170.0	179.3	172.7
Free cash flow	(10.3)	33.6	19.6	38.2	18.7
4) Financial Positions				(billic	ons of yen)
Total assets	1,001.7	987.1	1,018.2	974.0	963.1
Equity	599.7	590.0	600.6	576.8	562.7
Attributable to owners of the parent	596.3	586.7	597.3	573.7	545.9
Liabilities	402.0	397.1	417.6	397.2	400.4

217.0

216.3

227.0

203.6

210.7

Borrowings

Ratio of equity attributable to owners of the parent (%)

## 5) Changes in Quarterly Revenue from Major Products

## (1) Neurology Products

		FY 20	)15		FY 2016
	Q1	Q2	Q3	Q4	Q1
Neurology Total	46.8	45.6	49.5	37.9	40.6
Aricept (treatment for Alzheimer's Disease / Dementia with Lewy Bodies)	18.0	16.0	17.6	11.7	13.2
Japan	11.4	10.1	12.0	7.0	8.9
China	1.4	1.4	1.4	1.5	1.4
Asia	2.6	2.5	2.6	2.3	2.4
Methycobal (Peripheral neuropathy treatment)	11.8	11.2	11.8	8.8	9.8
Japan	5.5	5.0	5.9	4.3	5.0
China	5.1	5.2	4.8	3.6	4.0
Asia	0.9	0.9	0.7	0.6	0.7
Lyrica (Pain treatment [neuropathic pain, fibromyalgia]) - Japan	5.7	6.1	6.9	6.0	6.1
Inovelon/Banzel (Antiepileptic agent)	3.4	4.0	4.5	4.0	3.7
Americas	2.7	3.3	3.8	3.4	3.1
EMEA					

# 11. Major R&D Pipeline

In-House R&D Pipeline List

Product Name / Development Code	Additional Indication, etc.**	Development Stage***	Therapeutic Area****
New Approval			
Halaven (Liposarcoma)	AI	(EU) approved	Oncology
Fycompa (Oral suspension)	AF	(US) approved	Neurology
Lenvima (Renal cell carcinoma)	Al	(US) approved	Oncology
BELVIQ (Once-daily formulation)	AF	(US) approved	Neurology
Submitted / Preparing for Submission			

### (1) Neurology

Development Code: **E2020** Generic Name: **donepezil** Product Name: **Aricept** 

Description: Increases levels of the neurotransmitter acetylcholine in the brain by inhibiting the enzyme acetylcholinesterase from breaking down acetylcholine, thereby slowing the overall progression of symptoms associated with Alzheimers disease (AD). Currently approved in more than 90 countries around the world for the treatment of mild to moderate AD. Also approved as a treatment for patients with severe AD in numerous countries including the United States, Japan, Canada, and several other Asian and Latin American countries. Approved in Japan and the Philippines for dementia with Lewy bodies.

Severe Alzheimers disease (Additional Indication) Study 339

#### Development Code: APD356 Generic Name: Iorcaserin Product Name: BELVIQ

Indications / Drug class: Antiobesity agent / serotonin 2C receptor agonist

In-license (Arena Pharmaceuticals)

Description: Antiobesity agent with novel mechanism of action. By selectively activating serotonin 2C receptors in the brain, it is believed to decrease food consumption and promote satiety. Approved in the United States by the U.S. Food and Drug Administration in June 2012 as an adjunct to a reduced-calorie diet and increased physical activity for chronic weight management in adult patients

### (2) Oncology

Development Code: E7389 Generic Name: eribulin Product Name: Halaven

Indications / Drug class: Anticancer agent / microtubule dynamics inhibitor

In-house

Description: A synthetic analog of halichondrin B derived from the marine sponge, Halichondria okadai. Shows an antitumor effect by arresting the cell cycle through inhibition of the growth of microtubules. Approved in over 60 countries including in the United States, in Europe, Japan and Asia for use in chemotherapy for breast cancer. Approved in countries including the United States, Japan and in Europe for use in the treatment of soft tissue sarcoma.

Breast cancer Study 304

(3) Gastrointestinal Disorders	
	Development progress from April 2016 onwards

Development Code: **E6007** 

Inflammatory bowel disease (integrin activation inhibitor) JP: PI

In-house (development conducted by EA Pharma)

Oral

## (4) Other

Development Code: **E6011**