

## Financial Highlights

(Billions of yen)

Consolidated Management Index		2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Estimate 1H 2018	Estimate 2018
Revenue	(Billions of yen)	1,427.4	1,195.5	1,240.0	280.2	294.7	620.0	1,300.0
	YoY		-16.2%	3.7%		5.2%	4.1%	4.8%
Cost of sales	(Billions of yen)	452.5	406.3	422.5	95.5	100.5	211.0	445.0
	YoY		-10.2%	4.0%		5.3%	5.4%	5.3%
Selling, general and administrative expenses	(Billions of yen)	636.4	535.9	558.7	122.0	121.3	270.0	545.0
	YoY		-15.8%	4.3%		-0.6%	-2.2%	-2.5%
R&D expenses	(Billions of yen)	202.7	168.8	175.6	36.7	42.6	90.0	190.0
	YoY		-16.7%	4.0%		16.2%	11.4%	8.2%
Share of profit of associates accounted for using equity method	(Billions of yen)	12.4	16.0	19.3	4.4	4.0	10.0	18.0
	YoY		29.1%	20.9%		-8.9%	-6.3%	-6.6%
Operating profit	(Billions of yen)	148.9	101.1	104.2	30.2	34.8	60.0	140.0
	YoY		-32.1%	3.0%		15.3%	21.2%	34.4%
Profit attributable to owners of parent	(Billions of yen)	102.0	92.6	112.5	21.0	22.7	46.0	105.0
	YoY		-9.2%	21.5%		8.2%	8.4%	-6.7%
Overseas revenue	(Billions of yen)	804.9	571.5	601.3	141.2	156.2	316.0	660.0
	% of revenue	56.4%	47.8%	48.5%	50.4%	53.0%	51.0%	50.8%

(Yen)

Exchange rate (Yen)	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Estimate 2018
US\$	121.10	108.77	112.16	113.60	108.22	110.00
Euro	134.30	120.25	126.69	121.05	133.14	130.00

(Billions of yen)

Selling, general and administrative expenses R&D expenses	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Estimate 1H 2018	Estimate 2018
Selling, general and administrative expenses	636.4	535.9	558.7	122.0	121.3	270.0	545.0
(% of revenue)	44.6%	44.8%	45.1%	43.6%	41.2%	43.5%	41.9%
Personnel expenses	172.9	167.8	166.3	41.8	41.9		
Depreciation and amortization expenses	33.8	32.8	33.0	8.2	7.5		
Advertising expenses	33.3	41.5	42.5	9.9	9.7		
Promotion expenses	176.8	97.8	102.7	21.7	21.5		
Impairment loss (SG&A)	18.9	16.3	27.3	0.0	0.0		
other	200.6	179.6	186.9	40.4	40.6		
R&D expenses	202.7	168.8	175.6	36.7	42.6	90.0	190.0
(% of revenue)	14.2%	14.1%	14.2%	13.1%	14.5%	14.5%	14.6%
Impairment loss (R&D)	3.1	16.2	1.6	0.1	0.4	-	-
R&D expenses of pharmaceutical business	193.0	159.4	165.5	34.5	40.3	85.0	180.0

(Billions of yen)

Capital expenditures	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Estimate 1H 2018	Estimate 2018
Capital expenditures	526.5	75.5	152.3	47.8	14.5	35.0	70.0

(Billions of yen)

Depreciation	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Estimate 1H 2018	Estimate 2018
Depreciation	59.2	59.6	62.2	15.4	14.9	30.5	61.0

## Revenue to Customers by Market

(Billions of yen)

Revenue by business segment	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Change
Consolidated revenue	<b>1,427.4</b>	<b>1,195.5</b>	<b>1,240.0</b>	<b>280.2</b>	<b>294.7</b>	<b>5.2%</b>
Pharmaceutical business	973.5	753.0	774.8	180.4	189.5	5.0%
Japan	386.1	387.9	401.8	91.2	90.9	-0.3%
North America	368.1	218.7	215.8	51.6	53.8	4.3%
Others	219.3	146.4	157.2	37.6	44.8	19.2%
Nutraceutical business	306.7	300.9	314.7	65.4	73.0	11.7%
Japan	128.7	133.8	132.3	24.4	26.7	9.5%
North America	86.4	79.2	90.5	19.6	23.8	21.5%
Others	91.6	87.8	91.9	21.4	22.6	5.2%
Consumer products business	38.2	35.2	35.3	7.3	7.2	-1.4%
Japan	28.0	26.4	26.0	5.0	5.0	0.1%
North America	9.7	8.3	8.9	2.3	2.2	-4.6%
Others	0.5	0.5	0.5	0.0	0.0	-22.5%
Other business	108.9	106.5	115.2	27.1	24.9	-8.1%
Japan	79.7	75.9	78.5	18.5	15.8	-14.3%
North America	1.9	2.9	3.1	0.7	0.9	18.7%
Others	27.4	27.6	33.6	7.9	8.3	4.0%
Japan -total	622.5	624.0	638.7	139.0	138.4	-0.4%
North America - total	466.1	309.2	318.2	74.2	80.6	8.7%
Others - total	338.7	262.3	283.1	67.0	75.6	12.9%
Overseas revenue	804.9	571.5	601.3	141.2	156.2	10.7%
Overseas revenue ratio	56.4%	47.8%	48.5%	50.4%	53.0%	

## Revenue and Operating profit by Geographical and Business Segment

### (1) Geographical segment

(Billions of yen)

	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Change
Revenue	<b>1,427.4</b>	<b>1,195.5</b>	<b>1,240.0</b>	<b>280.2</b>	<b>294.7</b>	<b>5.2%</b>
Japan*	818.6	768.2	781.5	173.4	178.7	3.0%
North America*	542.5	363.0	394.7	89.9	96.7	7.6%
Others*	257.7	230.6	247.4	59.4	65.1	9.5%
Eliminations/corporate	-191.5	-166.2	-183.6	-42.5	-45.8	

\*Intersegment revenue are included.

(Billions of yen)

	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Change
Operating profit	<b>148.9</b>	<b>101.1</b>	<b>104.2</b>	<b>30.2</b>	<b>34.8</b>	<b>15.3%</b>
Japan	85.2	83.1	89.2	17.6	22.8	29.7%
North America	2.1	2.2	-8.1	4.5	3.8	-15.5%
Others	20.8	12.2	21.4	9.3	8.9	-4.3%
Eliminations/corporate	40.7	3.7	1.6	-1.2	-0.7	

### (2) Business segment

(Billions of yen)

	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Change
Revenue	<b>1,427.4</b>	<b>1,195.5</b>	<b>1,240.0</b>	<b>280.2</b>	<b>294.7</b>	<b>5.2%</b>
Pharmaceutical business*	973.5	753.0	774.8	180.4	189.5	5.0%
Nutraceutical business*	315.4	311.6	326.2	68.1	73.3	7.6%
Consumer products business*	38.5	35.5	35.6	7.4	7.3	-0.9%
Other business*	145.2	141.3	151.1	35.5	33.8	-4.7%
Eliminations/corporate	-45.2	-45.7	-47.8	-11.1	-9.2	

\*Intersegment revenue are included.

(Billions of yen)

	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Change
Operating profit	<b>148.9</b>	<b>101.1</b>	<b>104.2</b>	<b>30.2</b>	<b>34.8</b>	<b>15.3%</b>
Pharmaceutical business	146.9	92.0	82.7	28.7	30.4	6.2%
Nutraceutical business	34.4	32.5	39.2	6.2	8.2	31.9%
Consumer products business	6.3	5.5	11.1	2.2	2.7	24.0%
Other business	1.0	7.8	9.7	2.7	2.7	2.6%
Eliminations/corporate	-39.7	-36.6	-38.5	-9.6	-9.3	

(Ref.) Share of profit of associates accounted for using equity method by business segment

	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Change
Share of profit of associates accounted for using equity method	<b>12.4</b>	<b>16.0</b>	<b>19.3</b>	<b>4.4</b>	<b>4.0</b>	<b>-8.9%</b>
Pharmaceutical business	0.9	1.8	3.1	0.8	0.4	-56.5%
Nutraceutical business	0.6	0.5	0.6	0.0	-0.2	-777.2%
Consumer products business	9.3	11.5	13.3	2.5	3.1	22.2%
Other business	1.6	2.1	2.4	1.0	0.7	-30.6%

【Pharmaceutical business】

(Billions of yen)

Product name	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Change	Estimate 1H 2018	Estimate 2018
Antipsychotic agent/ Depot injection <b>Abilify Maintena</b>	40.4	57.2	70.9	15.6	19.7	26.5%	41.0	87.0
US	29.9	37.4	43.2	9.5	10.8	14.1%	24.0	50.0
Japan	1.3	4.3	6.6	1.3	1.9	41.7%	4.0	8.5
Others	9.2	15.5	21.1	4.8	7.0	46.9%	13.0	28.5
Antipsychotic agent <b>REXULTI</b>	4.6	29.8	47.3	10.1	14.6	43.5%	28.5	64.5
V <sub>2</sub> -vasopressin receptor antagonist <b>Samsca/ JYNARQUE/ JINARC</b>	41.6	48.9	64.2	13.6	17.7	30.8%	37.0	81.0
Japan	25.7	30.5	41.0	8.5	11.1	30.6%	23.0	48.0
US	11.8	12.1	13.0	3.0	3.3	9.1%	6.0	16.0
Others	4.0	6.2	10.2	2.1	3.4	62.7%	8.0	17.0
<b>3 Global Products</b> -total	86.6	135.8	182.5	39.3	52.0	32.4%	106.5	232.5
Antineoplastic <b>LONSURF</b>	9.4	30.1	32.6	8.6	8.0	-7.1%	17.5	34.0
US	6.0	23.5	22.5	5.9	4.6	-22.1%	11.5	23.0
Japan	3.3	3.9	4.0	0.9	0.9	-0.3%	2.0	4.0
Others	0.1	2.8	6.1	1.8	2.5	37.6%	4.0	7.0
Antiepileptic <b>E Keppra</b>	23.3	28.5	33.8	7.3	8.6	17.6%	18.0	37.5
Parkinsons' disease, RLS* tretment <b>Neupro Patch</b>	8.3	10.7	12.1	2.6	2.7	4.1%	6.0	12.5
Antineoplastic <b>Abraxane</b>	20.6	20.7	21.8	4.8	5.3	10.6%	10.5	21.5
5-HT <sub>3</sub> receptor antagonist <b>Aloxi</b>	12.9	14.0	14.5	3.2	3.2	-0.7%	7.0	14.5
Agent for dry eye <b>Mucosta ophthalmic suspension</b>	4.5	4.8	5.1	1.2	1.2	-1.0%	2.5	5.0
Agent for allergic disease <b>Bilanoa</b>	-	2.2	2.0	0.4	1.4	207.4%	2.1	5.4
Others (New drugs in Japan)	17.3	24.4	38.2	8.1	9.1	11.3%	18.9	42.1
<b>New drugs in Japan</b> -total	87.0	105.4	127.4	27.7	31.4	13.4%	65.0	138.5
Agent for pseudobablar affect (PBA) <b>NUDEXTA</b>	19.2	23.6	25.6	6.2	5.4	-12.8%	14.5	33.5
Antipsychotic agent <b>ABILIFY</b>	347.5	95.4	67.3	17.8	15.7	-12.2%	29.0	49.5
US	242.1	27.8	15.1	3.7	1.3	-63.4%	4.5	6.5
Japan	35.6	31.7	27.1	7.1	4.3	-38.6%	9.0	16.5
Others	69.7	35.9	25.2	7.1	10.0	40.5%	15.5	26.5
Anti-platelet agent <b>Pletaal/Pletal</b>	31.5	23.6	20.9	5.1	3.8	-24.5%	9.5	15.0
Japan	23.3	16.2	13.0	3.2	1.9	-40.3%	5.0	7.0
Others	8.2	7.4	7.9	1.9	2.0	1.3%	4.5	8.0
Anti-gastritis and anti-gastric ulcer agent <b>Mucosta</b>	15.8	12.5	11.4	2.9	2.4	-16.4%	5.0	10.0
Japan	11.4	8.2	6.6	1.7	1.1	-33.3%	2.5	5.0
Others	4.4	4.3	4.8	1.2	1.3	7.3%	2.5	5.0
Anti-metabolite <b>TS-1</b>	29.3	26.9	20.6	6.0	2.8	-53.9%	6.5	11.0
Anti-metabolite <b>UFT</b>	7.5	6.5	5.7	1.3	1.0	-22.9%	2.5	5.0
Anticancer <b>Sprycel</b> (collaboration with BMS)	31.2	29.3	30.8	7.4	6.8	-8.0%	15.0	30.5
Antibiotic <b>Zosyn/Tazocin</b> (bulk supply)	13.4	8.8	6.3	2.0	1.2	-41.7%	2.0	4.5
<b>Diagnostics</b> -total	12.2	13.7	12.8	3.8	5.3	41.1%	7.0	12.5
<b>Parenteral nutrition</b> (clinical nutrition) -total	106.2	107.4	111.2	25.0	25.1	0.4%	54.0	113.0
Japan	88.2	86.7	88.8	19.4	19.9	2.6%	42.0	88.0
Others	18.0	20.7	22.4	5.6	5.2	-7.2%	12.0	25.0
Pharmaceutical business -total (excluding exports)	386.1	387.9	401.8	91.2	90.9	-0.3%	190.5	395.0
Pharmaceutical business -total	973.5	753.0	774.8	180.4	189.5	5.0%	386.5	810.0
Milestone and upfront revenue	66.0	18.5	15.5	1.2	3.9	214.7%	5.0	12.0

\*RLS: Restless legs syndrome

**【Nutraceutical business】**

Product name	Company	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Change
<b>Pocari Sweat</b> 1 case: 24 bottles, and other (10 thousand cases)	Otsuka Pharmaceutical						
Japan		2,625	2,846	2,762	469	482	2.7%
Overseas		2,608	2,391	2,383	449	491	9.4%
<b>SOYJOY</b> 1 case: 48 bars (10 thousand cases)	Otsuka Pharmaceutical						
Japan		126	136	122	33	29	-11.5%
Overseas		20	19	15	4	4	8.4%
<b>Oronamin C</b> 1 case: 50 bottles (10 thousand cases)	Otsuka Pharmaceutical	1,025	993	984	188	183	-2.5%
<b>Calorie Mate</b> 1 case: 4 bars×30, and other (10 thousand cases)	Otsuka Pharmaceutical	381	402	410	81	90	10.8%
<b>Tiovita Drink</b> 1 case: 50 bottles (10 thousand cases)	Taiho Pharmaceutical	345	350	338	61	60	-0.4%
<b>Solmack</b> (10 thousand of bottles)	Taiho Pharmaceutical	1,501	1,525	1,517	276	272	-1.3%

\* Figures of overseas only include those of consolidated subsidiaries. Figures of Pocari Sweat in overseas have been adjusted retrospectively from FY2017 due to new consolidation.

**【Consumer business】**

Product name	Company	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Change
<b>Bottled Water</b> 1 case: 24 bottles (10 thousand cases)	Otsuka Foods	504	488	463	93	86	-7.3%
<b>Match</b> 1 case: 24 bottles (10 thousand cases)	Otsuka Foods	527	554	555	86	98	14.5%
<b>Other (tea drinks and other)</b> 1 case: 24 bottles (10 thousand cases)	Otsuka Foods	232	240	236	49	51	4.2%

**【Other business】**

(Billions of yen)

Product name	Company	2015	2016	2017	1Q 2017 (Jan-Mar)	1Q 2018 (Jan-Mar)	Change
<b>Functional chemicals</b>	Otsuka Chemical	34.3	34.1	38.3	9.6	10.9	14.1%
<b>Fine chemicals</b>	Otsuka Chemical	10.8	10.3	11.2	2.8	3.2	15.6%

## Otsuka Group - Pipeline Information

(as of March 31, 2018)

Code / <Brand name>	Generic name	Origin	Features	Indication / Dosage form	Country / Region	Development status
<b>Central nervous system &amp; Neurology</b>						
OPC-34712 <REXULTI>	brexiprazole	Otsuka Pharmaceutical	Dopamine partial agonist	Major depressive disorder / Oral	EU	Phase III
				Schizophrenia / Oral	JP	Approved
					EU	Filed
				Agitation associated with dementia of the Alzheimer's type / Oral	US, EU	Phase III
				Bipolar I / Oral	US, EU	Phase III
				Posttraumatic stress disorder / Oral	US, EU	Phase II
			Schizophrenia / Depot injection	US	Phase I	
ASC-01	aripiprazole, sertraline	Otsuka Pharmaceutical	Dopamine partial agonist / Selective serotonin reuptake inhibitor	Major depressive disorder / Oral	JP	Filed
					Asia	Phase III
AVP-923	dextromethorphan, quinidine	Avanir	NMDA receptor antagonist / Sigma-1 receptor agonist	Dyskinesia associated with Parkinson's disease / Oral	US	Phase II
AVP-786	deuterium-modified dextromethorphan, quinidine	Avanir	NMDA receptor antagonist / Serotonin and norepinephrine reuptake inhibitor / Sigma-1 receptor agonist	Agitation associated with dementia of the Alzheimer's type / Oral	US, EU	Phase III
				Residual schizophrenia symptoms / Oral	US	Phase II
				Traumatic brain injury / Oral	US	Phase II
				Intermittent explosive disorder / Oral	US	Phase II
EB-1020	centanafadine	Neurovance	Norepinephrine, dopamine and serotonin reuptake inhibitor	Attention deficit hyperactivity disorder / Oral	US	Phase II
TAS-205		Taiho Pharmaceutical	PGD synthase inhibitor	Duchenne muscular dystrophy / Oral	JP	Phase II
Lu AA36143	nalmefene	Lundbeck	Opioid receptor antagonist	Alcohol dependence / Oral	JP	Filed
Lu AF20513		Lundbeck	$\beta$ -amyloid vaccine	Alzheimer's demetia / Injection	EU	Phase I
OPC-64005		Otsuka Pharmaceutical	Serotonin, norepinephrine and dopamine reuptake inhibitor	Attention deficit hyperactivity disorder / Oral	US	Phase II
TEV-48125	fremanezumab	Teva	Anti-CGRP antibody	Migraine / Injection	JP	Phase II / III

Note: In general, Otsuka disclose compounds that are in Phase II or later stage of development, although some compounds in Phase I are disclosed in the above table.

## Otsuka Group - Pipeline Information

(as of March 31, 2018)

Code / <Brand name>	Generic name	Origin	Features	Indication / Dosage form	Country / Region	Development status
<b>Oncology</b>						
TAS-102 <LONSURF>	trifluridine, tipiracil	Taiho Pharmaceutical	Interference with the function of DNA	Colorectal cancer / Oral	Asia	Filed
				Gastric cancer / Oral	JP, US, EU	Phase III
TAS-118	tegafur, gimeracil, oteracil, folinate	Taiho Pharmaceutical	Anti-metabolite	Gastric cancer / Oral	JP, Asia	Phase III
Pro-NETU	fosnetupitant	Helsinn Healthcare	NK <sub>1</sub> receptor antagonist	Chemotherapy-induced nausea and vomiting / Injection	JP	Phase II
SGI-110	guadecitabine	Astex	DNA methyltransferase inhibitor	Ovarian cancer / Injection	US, EU	Phase II
				Acute myeloid leukemia / Injection	JP, US, EU Asia	Phase III
				Myelodysplastic syndrome / Injection	JP, US, EU Asia	Phase III
ASTX727		Astex	DNA methyltransferase inhibitor	Myelodysplastic syndrome / Oral	US	Phase III
ASTX660		Astex	IAP inhibitor	Solid tumors, Lymphomas / Oral	US	Phase II
OPB-111077		Otsuka Pharmaceutical		Solid tumors, Hematological cancers / Oral	US, Asia	Phase I
TAS-114		Taiho Pharmaceutical	dUTPase inhibitor	Non-small cell lung cancer / Oral	JP, US, EU	Phase II
TAS-115		Taiho Pharmaceutical	Multi-kinase inhibitor	Prostate cancer / Oral	JP	Phase II
TAS-116		Taiho Pharmaceutical	HSP90 inhibitor	Gastrointestinal stromal tumor / Oral	JP	Phase II
				Solid tumors / Oral	US, EU	Phase I
TAS-117		Taiho Pharmaceutical		Solid tumors / Oral	JP	Phase I
TAS-119		Taiho Pharmaceutical		Solid tumors / Oral	US, EU	Phase I
TAS-120		Taiho Pharmaceutical		Solid tumors / Oral	JP, US, EU	Phase I
TAS-121		Taiho Pharmaceutical		Solid tumors / Oral	JP	Phase I
TAS0313		Taiho Pharmaceutical		Solid tumors / Injection	JP	Phase I / II
TAS3681		Taiho Pharmaceutical		Prostate cancer / Oral	US, EU	Phase I
TAS4464		Taiho Pharmaceutical		Solid tumors, Hematological cancers / Injection	JP, US, EU	Phase I
ET-743	trabectedin	PharmaMar		Ovarian cancer / Injection	JP	Phase I
OCV-501		Otsuka Pharmaceutical	WT1 targeted cancer vaccine	Acute myeloid leukemia / Injection	JP, Asia	Phase II
OCV-C02		OncoTherapy Science		Colorectal cancer / Injection	JP	Phase I
HF10		Takara Bio	Oncolytic Virus	Melanoma / Injection	JP	Phase II
				Pancreatic cancer/ Injection	JP	Phase I
TBI-1301		Takara Bio	NY-ESO-1 siTCR® gene therapies	Synovial sarcoma / Injection	JP	Phase I / II*
TBI-1501		Takara Bio	CD19 CAR gene therapies	Acute lymphoblastic leukemia / Injection	JP	Phase I / II*

Note: In general, Otsuka disclose compounds that are in Phase II or later stage of development, although some compounds in Phase I are disclosed in the above table.

\* Event after April 1, 2018

## Otsuka Group - Pipeline Information

(as of March 31, 2018)

Code / <Brand name>	Generic name	Origin	Features	Indication / Dosage form	Country / Region	Development status
<b>Cardiovascular &amp; Renal system</b>						
OPC-41061 <Samsca/ JYNARQUE/ JINARC>	tolvaptan	Otsuka Pharmaceutical	V <sub>2</sub> receptor antagonist	Hepatic edema / Oral	Asia	Filed
				Autosomal dominant polycystic kidney disease / Oral	US	Approved*
				Syndrome of inappropriate antidiuretic hormone secretion / Oral	Asia	Approved
				Anemia associated with chronic kidney disease / Oral	JP	Phase III
AKB-6548	vadadustat	Akebia	HIF-prolyl hydroxylase inhibitor	Anemia associated with chronic kidney disease / Oral	US, EU	Phase III
OPC-61815		Otsuka Pharmaceutical	V <sub>2</sub> receptor antagonist	Cardiac edema / Injection	JP	Phase II
<b>Other areas</b>						
TAS-303		Taiho Pharmaceutical	Selective norepinephrine reuptake inhibitors	Stress urinary incontinence / Oral	JP	Phase II
TAC-302		Meiji		Detrusor underactivity with overactive bladder/ Oral	JP	Phase II
OPC-67683 <Delyba>	delamanid	Otsuka Pharmaceutical	Mycolic acid biosynthesis inhibitor	Multidrug-resistant tuberculosis / Oral	US	Phase III
				Multidrug-resistant tuberculosis for pediatrics / Oral	EU	Phase II
OPC-12759E <Mucosta Ophthalmic Suspension>	rebamipide	Otsuka Pharmaceutical	Mucin secretagogue	Dry eyes / Eye drops MD (Multi dose)	JP	Phase III
OPF-105	Glucose, electrolyte, amino acid, fat and vitamin	Otsuka Pharmaceutical Factory		Peripheral parenteral nutrition solution / Injection	JP	Phase III
OPA-15406		Otsuka Pharmaceutical	PDE4 inhibitor	Atopic dermatitis / Ointment	JP	Phase II
OPS-2071		Otsuka Pharmaceutical	New quinolone based antibacterial agent	Clostridium difficile infection, enteric infection / Oral	JP, Asia	Phase II
<b>Diagnostics</b>						
C13-CAC	13C-calcium carbonate breath test	Otsuka Pharmaceutical		Measurement of gastric acidity / In-vivo diagnostic agent	JP	Phase II
ODK-1003/ ODK-1003-CN	WT1 mRNA RT-PCR assay kit	Otsuka Pharmaceutical		Diagnosis for Myelodysplastic syndrome / In-vitro diagnostic agent	Asia	Filed
ODK-1403	Thyroid-stimulating autoantibody kit	Otsuka Pharmaceutical		Graves' disease / In-vitro diagnostic agent	JP	Filed

Note: In general, Otsuka disclose compounds that are in Phase II or later stage of development, although some compounds in Phase I are disclosed in the above table.

\* Event after April 1, 2018



## Otsuka Group - Pipeline Information

### <Changes in Pipeline Information Since December 31, 2017>

Code / <Brand name>	Generic name	Origin	Features	Indication / Dosage form	Country / Region	Development status	Change from 4Q FY2017
<b>Central nervous system &amp; Neurology</b>							
OPC-34712 <REXULTI>	brexpiprazole	Otsuka Pharmaceutical	Dopamine partial agonist	Schizophrenia / Oral	JP	Approved	Filed → Approved
AVP-786	deuterium-modified dextromethorphan, quinidine	Avanir	NMDA receptor antagonist / Serotonin and norepinephrine reuptake inhibitor / Sigma-1 receptor agonist	Intermittent explosive disorder / Oral	US	Phase II	Added
<b>Oncology</b>							
ASTX727		Astex	DNA methyltransferase inhibitor	Myelodysplastic syndrome / Oral	US	Phase III	Phase II → Phase III
TAS0313		Taiho Pharmaceutical		Solid tumors / Injection	JP	Phase I / II	Added
<b>Cardiovascular &amp; Renal system</b>							
OPC-41061 <Samsca/ JYNARQUE/ JINARC>	tolvaptan	Otsuka Pharmaceutical	V <sub>2</sub> receptor antagonist	Autosomal dominant polycystic kidney disease / Oral	Asia	Approved	Filed → Approved

### <Event after April 1, 2018>

Code / <Brand name>	Generic name	Origin	Category	Indication / Dosage form	Country / Region	Development status	Change from 4Q FY2017
OPC-41061 <Samsca/ JYNARQUE/ JINARC>	tolvaptan	Otsuka Pharmaceutical	V <sub>2</sub> receptor antagonist	Autosomal dominant polycystic kidney disease / Oral	US	Approved	Filed → Approved
TBI-1301		Takara Bio	NY-ESO-1 siTCR <sup>®</sup> gene therapies	Synovial sarcoma / Injection	JP	Phase I / II	Added
TBI-1501		Takara Bio	CD19 CAR gene therapies	Acute lymphoblastic leukemia / Injection	JP	Phase I / II	Added

### <Discontinuation of project development>

Code / <Brand name>	Generic name	Origin	Category	Indication / Dosage form	Country / Region	Development status
AVP-786	deuterium-modified dextromethorphan, quinidine	Avanir	NMDA receptor antagonist / Serotonin and norepinephrine reuptake inhibitor / Sigma-1 receptor agonist	Disinhibition syndrome in neurodegenerative disorders / Oral	US	Phase II

Reason for discontinuation of project development: The decision to discontinue development was based on R&D strategy