SHIONOGI 140th Anniversary

S-O-N-G for you!

FY 2017 Financial Results

(April 2017 – March 2018)

May 9, 2018

Isao Teshirogi, Ph. D.
President and CEO

SHIONOGI

Agenda

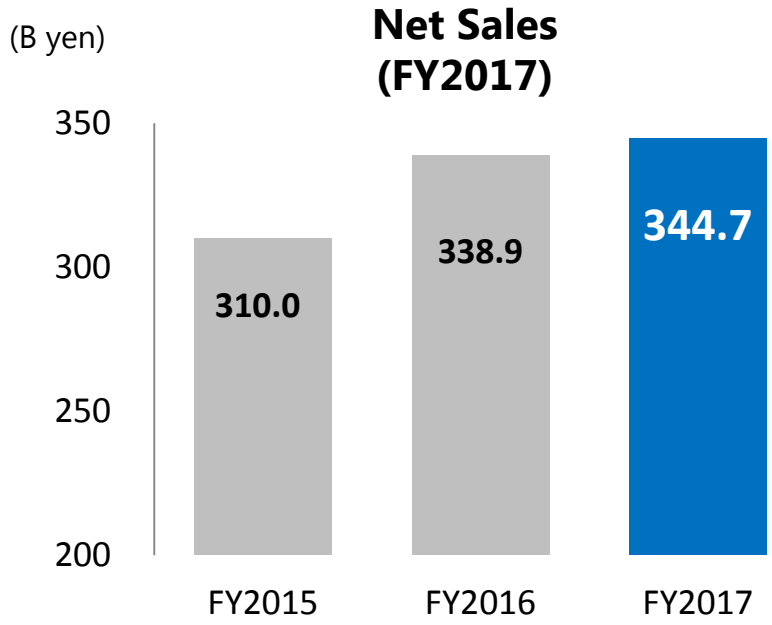
1. Overview of FY2017 Financial Results (P.3-12)
2. FY2018 Business Plan (P.13-21)
3. Shareholder Return (P.22-23)

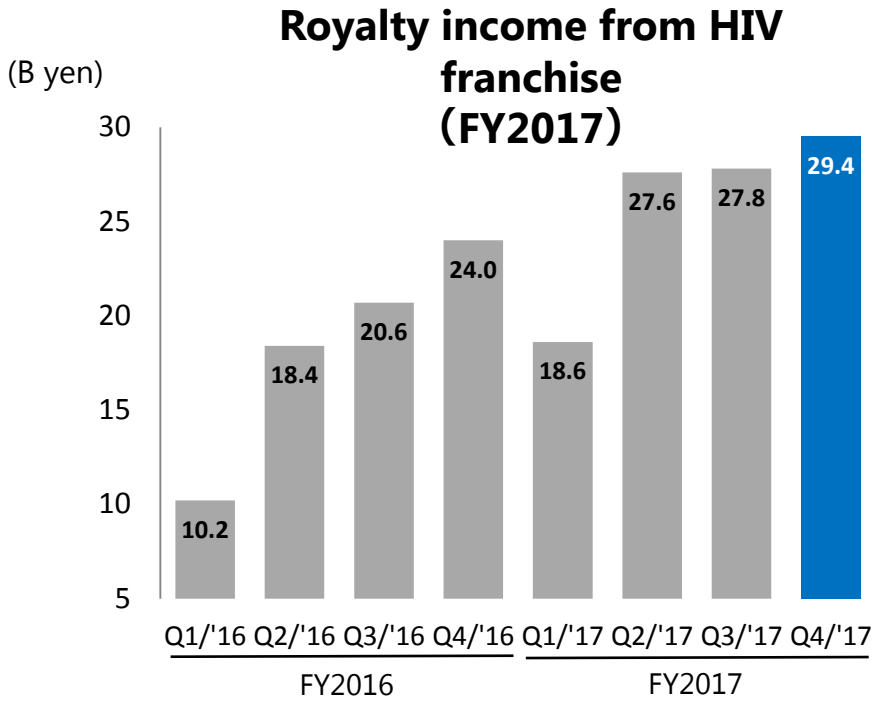
1. Overview of FY2017 Financial Results

Highlight (1) : Constant Top-line Growth

- Net Sales: **344.7 B yen** vs prior FY (+1.7%)
- Royalty income: **103.5 B yen** vs prior FY (+41.2%)
  from HIV franchise

Increased for 3 consecutive years

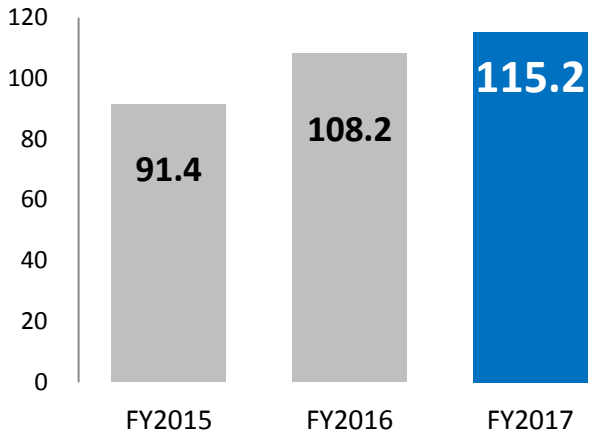




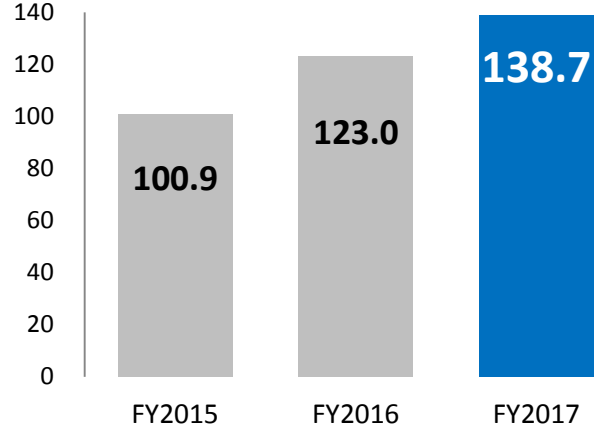
Highlight (2) : All Profit Measures were over 100 B yen and Higher Than the Levels Achieved in Prior Years

- Operating income: **115.2 B yen** vs prior FY (+6.5%), higher than the levels achieved in prior Fiscal Years for three consecutive years
- Ordinary income: **138.7 B yen** vs prior FY (+12.7%), higher than the levels achieved in prior Fiscal Years for six consecutive years
- Profit attributable to owners of parent: **108.9 B yen** vs prior FY (+29.8%), higher than the levels achieved in prior Fiscal Years for two consecutive years

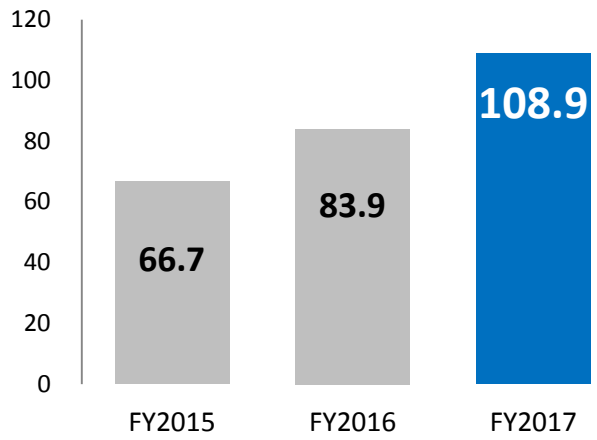
Operating income (FY2017)



Ordinary income (FY2017)



Profit attributable to owners of parent (FY2017)



Financial Results (Consolidated)

(Unit: B yen)

	FY2017				FY2016	Y on Y	
	Forecasts (beginning of FY*)	Forecasts (revised**)	Results	Achievement (%)	Results	Change (%)	Change (B yen)
Sales	340.0	345.0	344.7	99.9%	338.9	1.7%	5.8
Operating income	112.5	113.5	115.2	101.5%	108.2	6.5%	7.0
Ordinary income	123.5	132.0	138.7	105.1%	123.0	12.7%	15.7
Profit attributable to owners of parent	92.0	101.0	108.9	107.8%	83.9	29.8%	25.0

- Profit was over 100 B yen
- Each profit measure was higher than the levels achieved in prior fiscal years

Exchange rate (average)	FY2017 forecasts	FY2017 results
USD ($) – JPY (¥)	110	110.86
GBP (£) – JPY (¥)	140	146.96
EUR (€) – JPY(¥)	120	129.68

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* Forecasts announced on May 10, 2017
** Forecasts revised on October 30, 2017

Statements of Income (Consolidated)

(Unit: B yen)

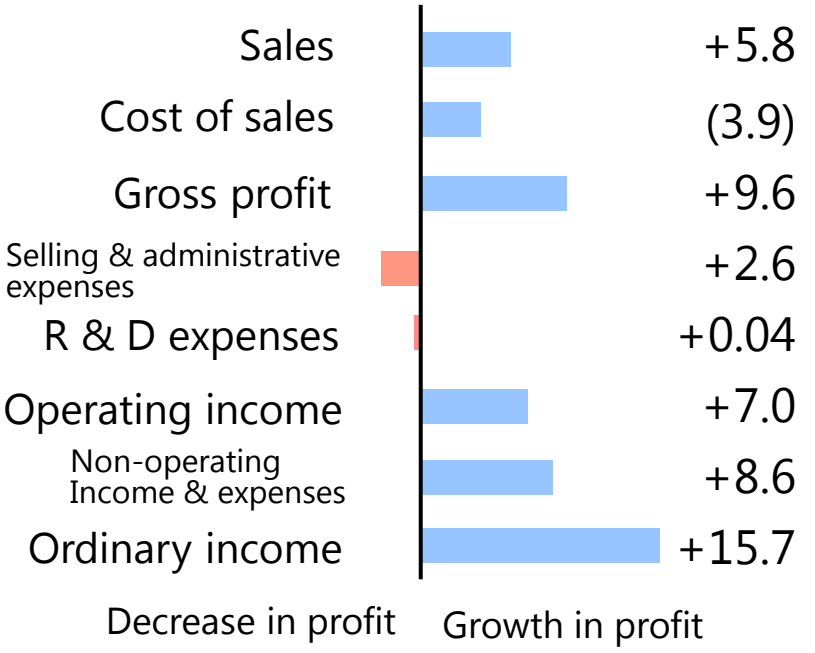
	FY2017				FY2016	Y on Y	
	Forecasts (beginning of FY*)	Forecasts (revised**)	Results	Achievement (%)	Results	Change (%)	Change (B yen)
Sales	**340.0**	**345.0**	**344.7**	99.9	338.9	1.7	5.8
	22.5	22.2	21.4		23.0		
Cost of sales	**76.5**	**76.5**	**73.9**	96.6	77.8	(5.0)	(3.9)
Gross profit	**263.5**	**268.5**	**270.8**	100.8	261.1	3.7	9.6
	44.4	44.9	45.1		45.1		
SG&A expenses	**151.0**	**155.5**	**155.5**	100.3	152.9	1.7	2.6
	29.1	29.0	27.7		27.5		
Selling & administrative expenses	**99.0**	**100.0**	**95.6**	95.6	93.0	2.8	2.6
	15.3	15.9	17.4		17.7		
R&D expenses	**52.0**	**55.0**	**59.9**	109.0	59.9	0.1	0.04
	33.1	32.9	33.4		31.9		
Operating income	**112.5**	**113.5**	**115.2**	101.5	108.2	6.5	7.0
Non-operating income & expenses	**P11.0**	**P18.5**	**P23.5**	-	P14.9	58.0	8.6
	36.3	38.3	40.2		36.3		
Ordinary income	**123.5**	**132.0**	**138.7**	105.1	123.0	12.7	15.7

* Forecasts announced on May 10, 2017
** Forecasts revised on October 30, 2017

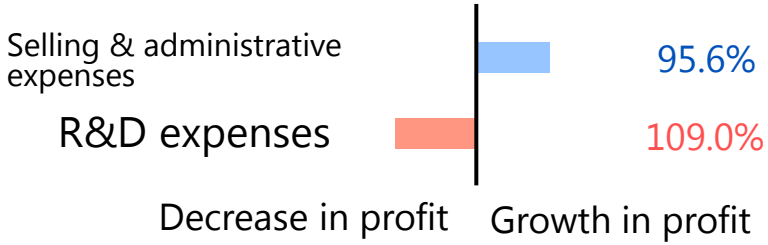
Y on Y Comparison and Main Variation Factors (Statements of Income)

- **Y on Y comparison**

(Unit: B yen)



- **Progress vs Revised forecasts**



Main Variation Factors (Y on Y)

- Sales
  - Sales growth of strategic products
  - Increase in royalty income from HIV franchise
  - Receive payments for Xofluza™*
  - Sales decrease of Crestor® due to share capture by generic competitors
- SG & A expenses:
  - Selling & administrative expenses: +2.6 B yen
    - › Upfront investment to new products
- Non-operating income & expenses
  - Increase in dividends by increase in royalty income from HIV franchise from ViiV

Main Variation Factors (vs Revised forecasts)

- Cost of sales: Improved by 0.8%
  - Sales of various products and increase in royalty income
- SG & A expenses: progresses as expected
  - Selling & administrative expenses: -4.4 B yen
  - R&D expenses: +4.9 B yen
    - › Progress of global development of Xofluza™

* Royalty income from Roche at milestones of R&D achievement

Sales by Segments (Consolidated)

(Unit: B yen)

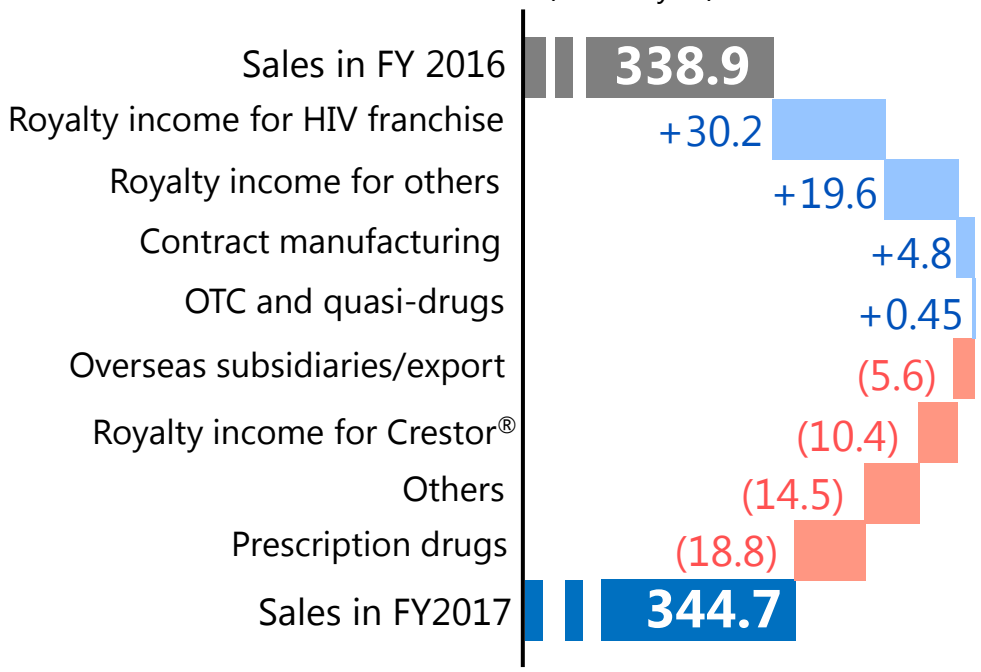
	FY2017				FY2016	Y on Y	
	Forecasts (beginning of FY*)	Forecasts (revised**)	Results	Achievement (%)	Results	change (%)	Change (B yen)
Prescription drugs	**143.9**	**144.1**	**139.2**	96.6	158.0	(11.9)	(18.8)
Overseas subsidiaries/export	**25.4**	**25.5**	**23.6**	92.6	29.2	(19.1)	(5.6)
Shionogi Inc.	**12.0**	**11.2**	**10.6**	94.6	17.9	(40.7)	(7.3)
Osphena®	**4.6**	**3.9**	**3.7**	94.7	4.7	(22.2)	(1.0)
Contract manufacturing	**15.3**	**15.4**	**16.9**	110.1	12.1	39.8	4.8
OTC and quasi-drugs	**7.5**	**7.0**	**7.2**	103.5	6.8	6.7	0.45
Royalty income	**145.0**	**150.3**	**155.0**	103.1	115.7	34.0	39.4
HIV franchise	**103.0**	**103.3**	**103.5**	100.2	73.3	41.2	30.2
Crestor®	**22.0**	**22.5**	**22.6**	100.4	33.0	(31.6)	(10.4)
Others	**20.0**	**24.5**	**29.0**	118.1	9.4	209.9	19.6
Others	**2.9**	**2.7**	**2.6**	97.4	17.1	(84.8)	(14.5)
Total	**340.0**	**345.0**	**344.7**	**99.9**	**338.9**	**1.7**	**5.8**

* Forecasts announced on May 10, 2017
** Forecasts revised on October 30, 2017

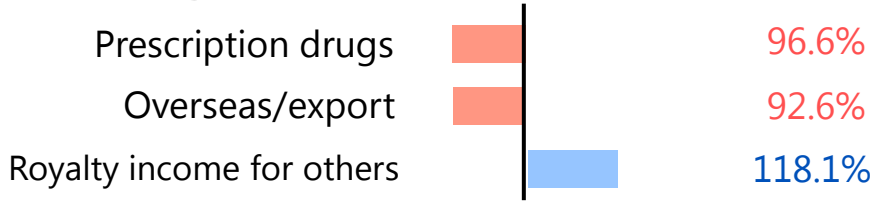
Y on Y Comparison and Main Variation Factors (Sales by Segments)

- **Y on Y comparison**

(Unit: B yen)



- **Progress vs Revised forecasts**



Main Variation Factors
(Y on Y change: +5.8 B yen, +1.7%)

- Royalty income
  - Sales growth of HIV franchise
  - Received payments for Xofluza™*
- Contract manufacturing
  - Increase in API for dolutegravir
- Overseas subsidiaries/export
  - Decrease in royalty for authorized generic in US
- Prescription drugs
  - Sales growth of strategic products
  - Sales decrease due to transfer of marketing rights of long-listed drugs
  - Sales decrease of Crestor® due to share capture by generic competitors

Main Variation Factors
(vs Revised Forecasts: -0.3 B yen, -0.1%)

- Prescription drugs
  - Sales decrease due to share capture by generic competitors
- Overseas subsidiaries/export
  - Decrease in royalty for authorized generic in US
- Royalty income for others
  - Received payments for Xofluza™

* Royalty income from Roche at milestones of R&D achievement

Sales of Prescription Drugs in Japan

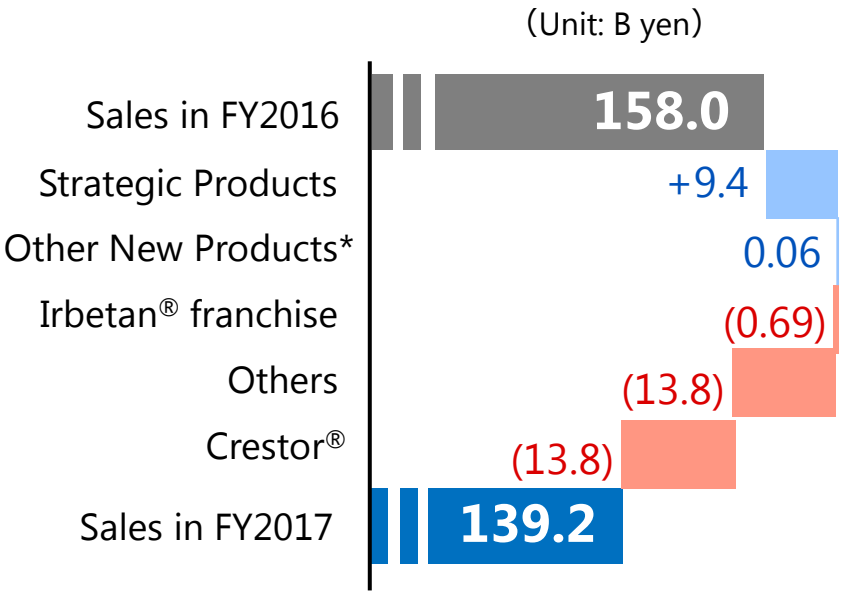
(Unit: B yen)

	FY2017				FY2016	Y on Y	
	Forecasts (beginning of FY*)	Forecasts (revised**)	Results	Achievement (%)	Results	Change (%)	Change (B yen)
Cymbalta®	25.3	26.0	23.5	90.6	19.0	23.7	4.5
Intuniv®	0.62	2.0	1.9	94.0	-	-	1.9
Symproic®	0.38	0.60	0.60	99.9	-	-	0.60
Xofluza™	-	-	2.4	-	-	-	2.4
Total of Strategic Products	**26.3**	**28.6**	**28.4**	99.5	19.0	49.5	9.4
Actair®	0.13	0.13	0.12	96.5	0.08	60.9	0.05
Mulpleta®	0.17	0.17	0.16	95.5	0.13	26.2	0.03
Pirespa®	6.0	6.0	6.5	108.3	5.8	10.4	0.61
OxyContin® franchise	8.9	8.9	8.7	97.7	9.7	(10.2)	(0.99)
Rapiacta®	2.8	2.8	3.3	120.5	2.9	16.7	0.48
Brightpoc® Flu	0.93	0.92	1.1	122.1	1.0	14.1	0.14
Glashvista®	0.69	0.31	0.30	95.6	0.55	(46.4)	(0.26)
Total of New Products	**45.8**	**47.7**	**48.6**	101.9	39.1	24.2	9.5
Crestor®	36.4	34.4	29.3	85.2	43.1	(32.1)	(13.8)
Irbetan® franchise	14.8	14.8	14.6	98.5	15.3	(4.5)	(0.69)
Others	**46.9**	**47.2**	**46.8**	99.1	60.5	(22.7)	(13.8)
Prescription Drugs	**143.9**	**144.1**	**139.2**	**96.6**	**158.0**	**(11.9)**	**(18.8)**

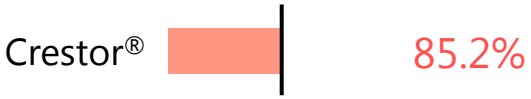
* Forecasts announced on May 10, 2017
** Forecasts revised on October 30, 2017

Y on Y Comparison and Main Variation Factors (Sales of Prescription Drugs in Japan)

- **Y on Y comparison**



- **Progress vs Revised forecasts**



Main Variation Factors
(Y on Y change: -18.8 B yen, -11.9%)

- Strategic Products
  - Cymbalta®: Sales growth mainly in pain market
  - Favorable sales growth after launch of new products such as Intuniv®, Symproic®, and Xofluza™
- Others
  - Sales decrease due to transfer of marketing rights of long-listed drugs
- Crestor®
  - Sales decrease due to share capture by generic competitors

Main Variation Factors
(vs Revised forecasts: -4.9 B yen, -3.4%)

- Crestor®
  - Sales decrease due to share capture by generic competitors

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* Other New Products: Actair®, Mulpleta®, Pirespa®, OxyContin® franchise
Rapiacta®, Brightpoc®Flu, Glashvista®

2. FY2018 Business Plan

Basic Strategy in FY2018

- **Investment**
  - In order to ensure continuous growth
    - > Advance pipeline by clarifying priorities and focusing resources
    - > Investment in **in-licensing to expand pipeline**
- **Sales**
  - "**Sales growth of the new products**" by enhancing our earning power

FY2018 is a year to invest for sustainable growth and to build a Shionogi with more earning power

Financial Forecasts (Consolidated)

(Unit: B yen)

	FY2018 forecasts		FY2017	Y on Y	
	Full year	1H	Results	Change (%)	change (B yen)
Sales	346.5	164.0	344.7	0.5	1.8
Operating income	119.0	44.5	115.2	3.3	3.8
Ordinary income	140.0	54.5	138.7	0.9	1.3
Profit attributable to owners of parent	111.0	43.1	108.9	2.0	2.1

Achieve income and profit growth in FY2018

Exchange rate (average)	FY2018 forecasts	FY2017 results
USD ($) – JPY (¥)	105	110.86
GBP (£) – JPY (¥)	145	114.96
EUR (€) – JPY(¥)	130	129.68

Plans/Elements for Growth in FY2018

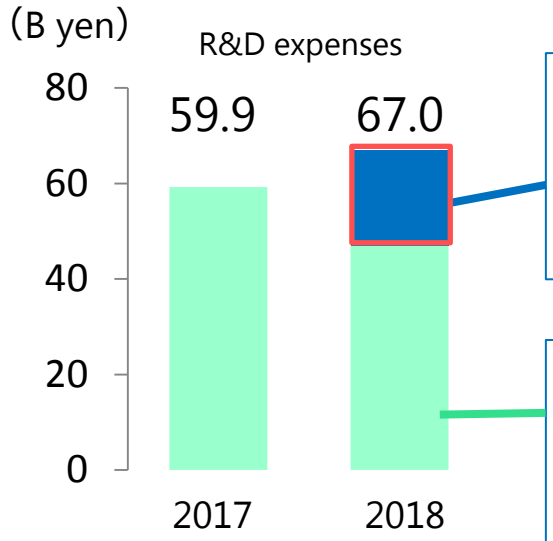
	Challenge	Plan/Element for Growth
Investment	Developing the next growth drivers	• Investment in high-priority pipeline assets • Strategic investments for sustainable growth
Sales	<Japan> • Price reduction due to the drug price revision <US> • Influence of mounting concern regarding Opioid abuse on sales of Symproic®	<Japan> • Sales growth of Cymbalta®, Influenza franchise, ADHD franchise, and Opioid franchises <US> • Further progress of strategic business collaboration for Symproic® and Osphena® • Preparation for sales growth after launch of a new product (Mulpleta®)

Strategic Investment for Sustainable Growth

Development of Xofluza™ is in its final stage

Favorable opportunity to invest in other growth drivers

New investment to expand pipeline for sustainable growth



Strategic Investment (ca. 20 B yen)
New investment to **expand pipeline for launches beyond 2020** and to **introduce new technologies**

Focus resources on the 7 high-priority projects* by strengthening total cost management, although ordinary R&D expenses will be lower than in FY2017

Strategic investment (ca. 20 B yen) in R&D is planned for sustainable growth

* Presentation Material of R&D Meeting on Mar 15, 2018 http://www.shionogi.co.jp/en/ir/pdf/e_p180315.pdf
1: Novel HIV drug, 2: Peptide drugs, 3: Adjuvant, 4: S-044992, 5: S-600918, 6: S-637880. 7: S-770108

Statements of Income Forecasts

(Unit: B yen)

	FY2018 forecasts		FY2017	Y on Y	
	Full year	1H	Results	Change (%)	Change (B yen)
Sales	**346.5**	**164.0**	344.7	0.5	1.8
	16.7	16.5	21.4		
Cost of sales	**58.0**	**27.0**	73.9	(21.5)	(15.9)
Gross profit	**288.5**	**137.0**	270.8	6.6	17.7
	48.9	56.4	45.1		
SG&A expenses	**169.5**	**92.5**	155.5	9.0	14.0
Selling & administrative expenses	29.6 **102.5**	32.0 **52.5**	27.7 95.6	7.2	6.9
	19.3	24.4	17.4		
R&D expenses	**67.0**	**40.0**	59.9	11.8	7.1
Ordinary R&D expenses*	**47.0**	**25.0**	59.9	(21.6)	(12.9)
Strategic investment	**20.0**	**15.0**	-	-	-
	34.3	27.1	33.4		
Operating income	**119.0**	**44.5**	115.2	3.3	3.8
Non-operating income & expenses	**P21.0**	**P10.0**	P23.5	-	(2.5)
	40.4	33.2	40.2		
Ordinary income	**140.0**	**54.5**	138.7	0.9	1.3
Profit attributable to owners of parent	**111.0**	**43.1**	108.9	2.0	2.1

* Ordinary R&D expenses: Total R&D expenses – Strategic investment

Sales by Segments Forecasts

(Unit: B yen)

	FY2018 Forecasts		FY2017	Y on Y	
	Full year	1H	Results	Change (%)	Change (B yen)
Prescription drugs	**119.3**	**52.3**	**139.2**	(14.3)	(19.9)
Overseas subsidiaries/export	**29.8**	**13.6**	**23.6**	26.2	6.2
Shionogi Inc.	**10.9**	**5.0**	**10.6**	2.9	0.31
Osphena®	**4.1**	**2.1**	**3.7**	12.0	0.44
C&O	**12.4**	**5.8**	**6.9**	80.1	5.5
Contract manufacturing	**12.1**	**5.6**	**16.9**	(28.7)	(4.9)
OTC and quasi-drugs	**7.4**	**3.4**	**7.2**	1.7	0.12
Royalty income	**175.5**	**87.8**	**155.0**	13.2	20.4
HIV franchise	**124.9**	**58.7**	**103.5**	20.7	21.4
Crestor®	**21.1**	**10.6**	**22.6**	(6.6)	(1.5)
Others	**29.5**	**18.5**	**29.0**	1.7	0.49
Others	**2.5**	**1.3**	**2.6**	(4.5)	(0.12)
Total	**346.5**	**164.0**	**344.7**	**0.5**	**1.8**

Sales Forecasts for Prescription Drugs in Japan

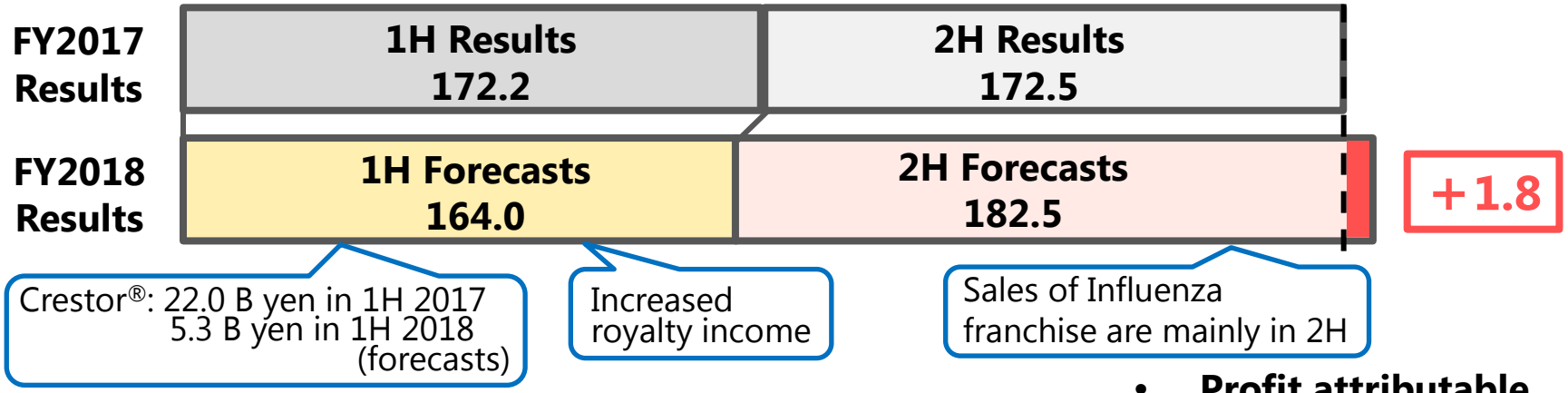
(Unit: B yen)

	FY2018 Forecasts		FY2017	Y on Y	
	Full year	1H	Results	Change (%)	Change (B yen)
Cymbalta®	**26.0**	**12.1**	23.5	10.5	2.5
Intuniv®	**5.0**	**1.9**	1.9	165.2	3.1
Xofluza™	**13.0**	**1.3**	2.4	439.1	10.6
Rapiacta®	**1.1**	**0.06**	3.3	(66.4)	(2.2)
Brightpoc® Flu	**1.1**	**0.11**	1.1	(6.0)	(0.07)
OxyContin® franchise	**9.1**	**4.2**	8.7	4.7	0.40
Symproic®	**1.2**	**0.48**	0.60	95.6	0.57
Total of Strategic Products	**56.4**	**20.3**	41.6	35.8	14.9
Actair®	**0.15**	**0.06**	0.12	23.8	0.03
Mulpleta®	**0.23**	**0.12**	0.16	43.9	0.07
Pirespa®	**6.0**	**3.1**	6.5	(7.6)	(0.49)
Total of New Products	**62.8**	**23.5**	48.6	29.2	14.2
Crestor®	**9.7**	**5.3**	29.3	(67.0)	(19.6)
Irbetan® franchise	**6.4**	**3.6**	14.6	(56.0)	(8.2)
Others	**40.4**	**19.9**	46.8	(13.5)	(6.3)
Prescription drugs	**119.3**	**52.3**	**139.2**	**(14.3)**	**(19.9)**

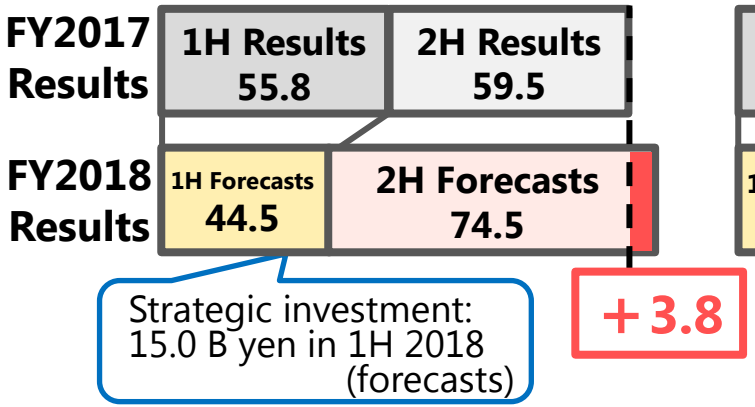
Financial Forecasts for FY2018

- **Net Sales (344.7 to 346.5)**

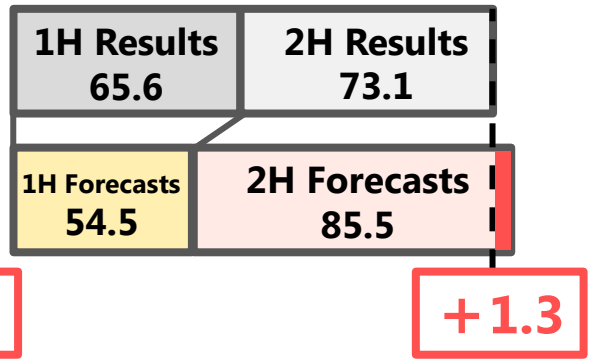
(Unit: B yen)



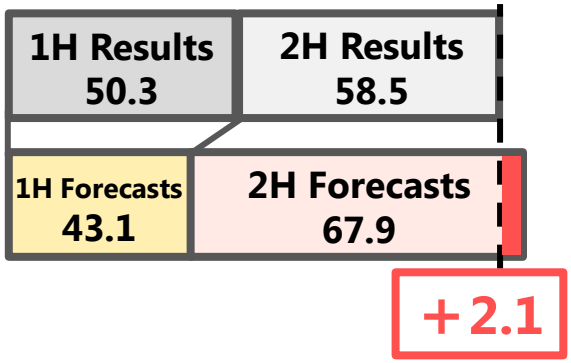
- **Operating Income (115.2 to 119.0)**



- **Ordinary Income (138.7 to 140.0)**



- **Profit attributable to owners of parent (108.0 to 111.0)**



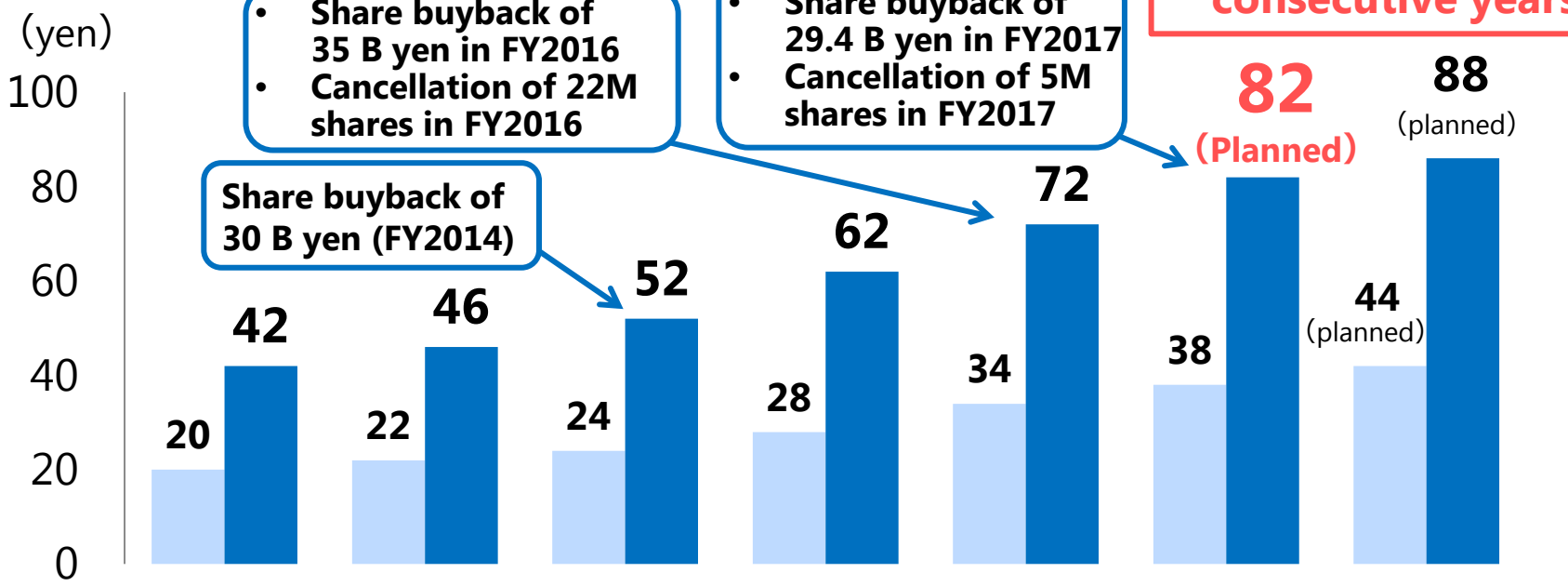
Income and profit growth will be achieved in the full-year, although decreases in income and profit are forecasted in 1H

3. Shareholder Return

Shareholder Return Policy of Shionogi

Maximizing corporate value by balancing three key factors
: return to shareholders, investment for further growth, and strategic investment

Planning to increase dividend for six consecutive years



FY	12	13	14	15	16	17	18
DOE	3.7	3.5	3.7	4.1	4.5	4.6 (planned)	4.3 (planned)
ROE	17.5	9.2	9.4	13.6	16.3	19.4	17.0 (planned)

Appendix

KPIs - Results in FY2017 -

		FY2020 target	FY2017 target	FY2017 results	FY2016 results
Growth	Sales of new products*	200 B yen	53.1 B yen	**55.5 B yen**	43.9 B yen
	Ordinary Income	150 B yen	132.0 B yen	**138.7 B yen**	123.0 B yen
Efficiency	ROIC**	Over 13.5%	13.4%	**14.9%**	13.3%
	CCC***	5.5 months	6.3 months	**6.2 months**	6.7 months
	Original pipeline ratio	Over 50%	Over 50%	**73.9%**	68.2%
Shareholder return	ROE	Over 15.0%	16.3%	**19.4%**	16.3%
	DOE	Over 4.0%	4.3%	**4.6% (planned)**	4.5%

* New products: See the Appendix
New Products were defined in Updates to SGS2020 issued on October 31, 2016

** Return on invested capital
*** Cash conversion cycle

KPIs - Target in FY2018 -

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Growth

vs prior FY

- **Sales of new products*: 72.1 B yen, +29.9%**
  (200.0 B yen)
- **Ordinary income: 140.0 B yen (150.0 B yen)**

Efficiency

- **ROIC: Over 14.5% (Over 13.5%)**
- **CCC: 6.1 months (5.5 months)**
- **Original pipeline ratio: Over 50% (Over 50%)**

Shareholder return

- **ROE: Over 17.0% (Over 15.0%)**
- **DOE: 4.3% (Over 4.0%)**

Inside of ( ) are 2020 target

* New products: See the Appendix
New Products were defined in Updates to SGS2020 issued on October 31, 2016

Growth Sales in New Products /Influence of Generic Competitors

(Unit: B yen)

New Products, Crestor®, Irbetan® franchise	Forecasts*	Results	Main Variation Factors
Sales growth of new products (e.g. Cymbalta®)	+8.6	**+9.5**	• Sales growth of strategic products • Favorable sales growth of Xofluza™ after launch
Sales decrease of Crestor® and Irbetan® franchise	(9.2)	**(14.5)**	• Share capture by generic competitors
Long-Listed Drugs	**Forecasts***	**Results**	**Main Variation Factors**
Sales decrease of long-listed drugs (e.g. Flomox®) and decrease in national stockpile of Rapiacta®	(8.4)	**(8.8)**	• Progressed as expected
Transfer of marketing rights of 24 long-listed drugs	(4.9)	**(4.9)**	• Progressed as expected
Total of Prescription Drugs in Japan	**(13.9)**	**(18.8)**	

Sales growth of new products could not make up for sales decrease of Crestor® due to higher than forecasted share capture by generic competitors

* Forecasts: Y on Y comparison between revised FY2017 forecasts and FY 2016 results

Target Milestones and Progress in FY2017
(as of May 2018)

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Areas	Product	As of Apr. 1, 2017	Target for FY2017
Infectious disease	**Cefiderocol** Multidrug-resistant Gram-negative bacterial infections	US: Preparation for NDA submission	US: NDA submission
	Baloxavir marboxil Influenza virus infection	Global: Phase III Japan: Phase III (pediatric)	Japan: NDA submission
Pain/CNS	**Intuniv®** ADHD (pediatric)	Japan: Approval	Japan: Launch
	Symproic® Opioid-induced constipation	Japan: Approval	Japan: Launch
	Symproic® Opioid-induced constipation	US: Approval	US: Launch
	Oxycodone Treatment of moderate to severe chronic pain	Japan: NDA submission	Japan: Launch
	Oxycodone Tamper resistant formulation	Japan: NDA submission	Japan: Launch
	Lisdexamfetamine ADHD (pediatric)	Japan: Preparation for NDA submission	Japan: NDA submission
	Cymbalta® Depression (pediatric)	-	Japan: Phase III
	S-600918 Neuropathic pain	Japan: Phase I	Phase II (regions to be determined)
Frontier	**Mulpleta®** Thrombocytopenia associated with chronic liver disease	Global: Phase III	US, EU: NDA submission
	Actair® Pediatric allergic rhinitis caused by house-dust mite allergen	Japan: NDA submission	Japan: Approval

Red frame: Change since Feb. 6, 2018

ADHD: Attention deficit hyperactivity disorder

Target Milestones for FY2018 : Approvals and NDA submission

Product (indication)	Phase I	Phase II	Phase III	NDA submission	Approval
Mulpleta® (Thrombocytopenia associated with chronic liver disease)				**US (2017.12) EU (2018.1)**	US
Rizmoic® (Opioid-induced constipation)				**EU (2017.3)**	EU
Lisdexamfetamine (ADHD [pediatric])				**Japan (2017.4)**	Japan
Xofluza™ (Influenza virus infection)			Global: ongoing	**US**	US
Xofluza™, granule (Influenza virus infection)			Japan: ongoing	Japan	
Cefiderocol (Multidrug-resistant Gram-negative bacterial infections)			Global: ongoing	US	
Intuniv® (ADHD [adult])			Japan: Extension study, ongoing	Japan	

Target Milestones for FY2018 : Phase I ~ III

Product (indication)	Phase I	Phase II	Phase III	NDA submission	Approval
Xofluza™ (Influenza virus infection [prophylaxis])			Asia (Japan, Taiwan): initiated		
OxyContin®TR (Treatment of moderate to severe chronic pain)			Japan: initiated		
S-120083 (Inflammatory pain)		US: completed			
S-588410 (Bladder cancer)		Japan, EU: completed			
S-600918 (Neuropathic pain or Refractory chronic cough)		Japan: initiated			
S-770108 (Idiopathic pulmonary fibrosis)	Japan: completed				
S-637880 (Neuropathic pain)	Japan: completed				
S-005151 (Acute ischemic stroke)	Japan: initiated				
S-004992 (Tuberculosis)	Asia (China) : initiated				

Pipeline (as of May 2018)

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Preclinical	Phase I	Phase II	Phase III	Filed
Influenza virus infection	**Global**	**Cefiderocol** Multidrug-resistant Gram-negative bacterial infections	**Baloxavir marboxil** Influenza virus infection	**Rizmoic® (EU)** Opioid-induced constipation
HIV virus infection	**S-004992*** Tuberculosis	**S-120083** Inflammatory pain	**Cefiderocol** Multidrug-resistant Gram-negative bacterial infections	**Mulpleta® (US)** Thrombocytopenia
Bacterial infection	**S-117957** Insomnia	**S-707106** Type2 diabetes		**Mulpleta® (EU)** Thrombocytopenia
Antibody drug candidate against pseudomonas	**S-237648** Obesity	**S-488210** Head and neck squamous cell carcinoma		
Fungus infection		**epertinib** Malignant tumor		
Fungus infection		**S-588410** Bladder cancer		
Peptide	**In Japan**	**Cefiderocol** Multidrug-resistant Gram-negative bacterial infections	**Cefiderocol** Multidrug-resistant Gram-negative bacterial infections	**Xofluza™** Influenza virus infection (oral, granule)
Vaccine for prevention	**S-637880** Neuropathic pain	**S-237648** Obesity	**Intuniv®** ADHD (adult)	**Oxycodone** Moderate to severe chronic pain
ADHD	**S-600918** Neuropathic pain	**S-525606** Allergic rhinitis caused by Japanese cedar allergen	**Cymbalta®** Depression (pediatric)	**Lisdexamfetamine** ADHD (pediatric)
Opioid	**S-010887** Neuropathic pain	**S-588410** Bladder cancer	**S-588410** Esophageal cancer	
Peptide	**S-770108** Idiopathic pulmonary fibrosis			
Alzheimer's disease	**S-005151*** Acute ischemic stroke			
Diabetes				
Obesity				
Hypertrophic scars				
Cancer metastasis				
Adjuvant				
Peptide				

- Infectious diseases
- Pain/CNS
- Other

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*In preparation for Phase 1

Pipeline (as of May 2018)

Preclinical	Phase I	Phase II	Phase III	Filed
Out-licensed	**GSK3342830** Multidrug-resistant Gram-negative bacterial infections		**DTG+3TC** Treatment for HIV infection GEMINI study (untreated) TANGO study (maintainance) **CAB LAP** Prevention for HIV infection **CAB+RPV LAP** Treatment for HIV infection **Janssen/Shionogi BACE inhibitor*** Alzheimer's disease	**Osphena®** Vaginal dryness associated with postmenopausal VVA

- **Infectious diseases**
- **Pain/CNS**
- Others

*In preparation for Phase II/III

Target Milestones for Launch of Products

FY2017 (Achieved)	FY2018	FY2019
In Japan		
Symproic® **Intuniv®** ADHD (pediatric) **Oxycodone** Tamper resistant formulation **Actair®** Pediatric allergic rhinitis caused by house-dust mite allergen **Xofluza™ (adult, pediatric)**	**Lisdexamfetamine** ADHD (pediatric)	**Intuniv®** ADHD (adult) **Xofluza™ (granule)**
Global		
Symproic®(US)	**Mulpleta®** (US) **Rizmoic®** (EU) **Baloxabir marboxil** (US)	**Cefiderocol**(US) **Mulpleta®**(EU) **Baloxabir marboxil** (Taiwan)
Out-licensed		
Juluca® (DTG/RPV)(US)	**Juluca® (DTG/RPV)** (EU) **Osphena®** (US) Vaginal dryness associated with postmenopausal VVA	**DTG + 3TC**

DTG: Dolutegravir, RPV: Rilpivirine, 3TC: Lamivudine

Definition of New Products (in Updates to SGS2020)

Pain/ CNS

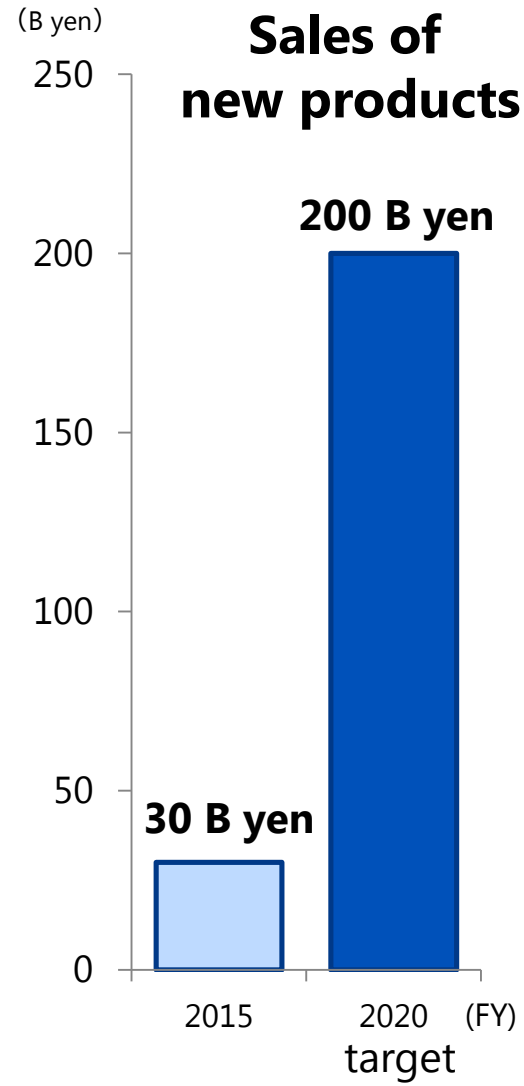
- Cymbalta®
- OxyContin® tamper resistant formulation, OxiNorm®, OxiFast®
- Naldemedine*
- Guanfacine hydrochloride, lisdexamfetamine

Infectious diseases

- S-033188
- Cefiderocol (S-649266)
- Rapiacta®, flu diagnosis kit

Others

- Pirespa®
- Mulpleta® (S-888711)
- Actair®
- Glashvista®
- Osphena® (Senshio®)



* Product name of naldemedine: Symproic®

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