# Summary of 3rd Quarter Financial Results for year ended March 31, 2011 (Japan GAAP) (Unaudited)

January 28, 2011

Company name: Mitsubishi Tanabe Pharma Corporation

Stock exchange listings (Section): Tokyo, Osaka (First Sections)

Securities code number: 4508

URL: <a href="http://www.mt-pharma.co.jp/">http://www.mt-pharma.co.jp/</a>
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Title: President and Representative Director

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Planned date of filing of quarterly securities report: February 9, 2011

Planned date of start of dividend payments: -

Provision of supplementary explanatory materials for quarterly results: Yes

Quarterly results presentation: Yes (for institutional investors and investment analysts)

Note; Amounts less than ¥ 1 million have been rounded.

### 1. Results for 3rd Quarter (April 1, 2010 to December 31, 2010 )

#### (1) Consolidated Business Results

(1) Combolitatio	(1) Compositation Business Results							
	Net sales		Operating income		Ordinary income			
	Yen million	% change	Yen million	% change	Yen million	% change		
3rd Quarter of Fiscal 2010	319,559	(0.2)	68,875	14.9	69,395	14.9		
3rd Quarter of Fiscal 2009	320,227	(1.6)	59,968	(7.9)	60,394	(9.0)		

	Net income		Net income per share	Net income per share (diluted)
	Yen million	% change	Yen	Yen
3rd Quarter of Fiscal 2010	39,257	20.3	69.96	-
3rd Quarter of Fiscal 2009	32,624	1.6	58.14	-

(Note) Percentage changes in the above list show change in comparison with the previous 3rd quarter.

#### (2) Consolidated Financial Position

	Total assets	Net assets	Equity ratio	Net assets per share	
	Yen million	Yen million	%	Yen	
31-Dec-10	818,369	696,897	84.4	1,231.73	
31-Mar-10	796,858	676,813	84.1	1,194.79	

(Note) Shareholders' equity ¥691,080 million (¥670,470 million in fiscal 2009)

### 2. Dividends

	Dividends per share						
(Record date)	1st Quarter	2nd Quarter	3rd Quarter	Year-end	For the year		
	Yen	Yen	Yen	Yen	Yen		
Fiscal 2009	•	14.00	•	14.00	28.00		
Fiscal 2010	•	14.00	•	-	-		
Fiscal 2010	-	-	-	14.00	28.00		
(projected)							

(Note) Revision to dividend forecast in the quarter under review: No

#### 3. Forecasts for Fiscal 2010 (April 1, 2010 to March 31, 2011)

	Net sales		Operating income		Ordinary income	
	Yen million	% change	Yen million	% change	Yen million	% change
Full year	401,000	(0.9)	67,000	9.0	67,000	8.7

	Net in	Net income per share	
	Yen million	% change	Yen
Full year	35,500	17.3	63.27

(Note) Revision to consolidated results forecast in the quarter under review: No

#### 4. Other

(For details, please see "Other" on page 5 of the summary of 3rd quarter financial results (supplement))

(1) Significant change involving subsidiaries during the period: No

Note: Indicates whether or not there was any change in designated subsidiaries accompanying changes in the scope of consolidation in the quarter under review.

(2) Application of simplified accounting methods or of special accounting methods in the preparation of quarterly financial statements: Yes

Note: Indicates whether or not the Company applied simplified accounting methods or special accounting methods in the preparation of quarterly financial statements.

- (3) Changes in accounting principles, procedures, method of presentation
- 1. Change accompanying revision of accounting standards: Yes
- 2. Other changes: No

Note: Indicates whether or not there were any changes in accounting principles, procedures, or method of presentation associated with the preparation of the quarterly consolidated financial statements.

(Items noted in the Changes in the Basis of Presenting Quarterly Consolidated Financial Statements section)

#### (4) Number of shares issued (common stock)

1. Number of	· -1	:	a 4 4 la a a a	- J - C + L -		(:alala	A	-14-
1. Number of	snares	issuea	at the er	ia oi ine	perioa	unciuaing	treasurv	Stock

1. 1. dillioti of bildres issued at	the cha of the period (mere	taing treasury steem,	
3rd Quarter of fiscal 2010	561,417,916 shares	Fiscal 2009	561,417,916 shares

#### 2. Number of shares of treasury stock at the end of the period

3rd G	Quarter of fiscal 2010	352,383 shares	Fiscal 2009	256,440 shares
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3. Average number of shares of during the period (nine months)

3rd Quarter of fiscal 2010	561,124,543 shares	3rd Quarter of fiscal 2009	561,164,602 shares

\*Note regarding implementation of quarterly review procedures

This summary of 3rd quarter financial results is not subject to the quarterly review procedures in accordance with the Financial Instruments and Exchange Act.

At the time when this summary of 3rd quarter financial results was released, the review procedures were in progress for the quarterly financial statements in accordance with the Financial Instruments and Exchange Act.

\*Explanation regarding the appropriate use of results forecasts and other matters of special note

In these materials, forecasts of results and other statements about the future are forward-looking statements based on a number of assumptions and beliefs in light of the information available to management as of the date of release of the materials. Actual financial results may differ materially from these forecasts depending on a number of important factors.

For matters related to results forecasts, please see page 4.

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### 1. [Qualitative Information, Financial Statements, etc.]

### (1) Qualitative information about consolidated results of operations

In the pharmaceutical industry, NHI drug prices were revised in April 2010, and a system offering a pricing premium for newly developed drugs was introduced on a trial basis. Consequently, NHI drug prices were reduced by an industrywide average of 5.75%, and additional price cuts were implemented for long-term listed drugs. Moreover, with such factors as intensified competition among companies and further measures to promote the use of generic drugs, market conditions remain challenging.

Consolidated results in the first nine months of the fiscal year ended March 31, 2011 (April 1, 2010 to December 31, 2010) were as follows.

	First nine months of	First nine months of	Increase/	0/ ahanga
	previous fiscal year	current fiscal year	decrease	% change
Net Sales	320,227	319,559	(668)	(0.2)
Cost of sales	116,772	122,423	5,651	4.8
Cost of sales ratio	36.5%	38.3%		
Gross profit	203,455	197,136	(6,319)	(3.1)
SG&A expenses	143,487	128,261	(15,226)	(10.6)
Operating Income	59,968	68,875	8,907	14.9
Non-operating	426	520	94	
income/loss	420	520	94	
Ordinary Income	60,394	69,395	9,001	14.9
Extraordinary	(6,230)	(5,761)	460	
income/loss	(6,230)	(5,761)	469	
Net Income	32,624	39,257	6,633	20.3

#### [Net sales]

Net sales decreased 0.2%, or \u22040.6 billion, year-on-year, to \u2204319.5 billion.

(millions of yen)

	First nine months of	First nine months of	Increase/	0/ ala an ma	
	previous fiscal year	current fiscal year	decrease	% change	
Pharmaceuticals	313,051	312,352	(699)	(0.2)	
Domestic ethical drugs	282,293	282,689	396	0.1	
Overseas ethical drugs	16,911	16,339	(572)	(3.4)	
OTC products	3,915	4,402	487	12.4	
Others	9,932	8,922	(1,010)	(10.2)	
Others	7,176	7,207	31	0.4	

- In the pharmaceuticals segment, net sales were \\$312.3 billion, down 0.2%, or \\$0.6 billion, year-on-year.
- The domestic sales of ethical drugs were up 0.1%, or 0.3 billion, year-on-year, to ¥282.6 billion. Although NHI drug prices were revised in April 2010, favorable sales were recorded by such products as Remicade, an anti-TNFα monoclonal antibody; Maintate, a selective β1 antagonist; and Talion, a treatment for allergic disorders. In addition, higher sales were recorded by generic drugs as well as by JEBIK V, a freeze-dried, cell-culture derived Japanese encephalitis vaccine, which the government reinstated as a recommended vaccination in April 2010.
- Overseas sales of ethical drugs were down 3.4%, or \(\pm\)0.5 billion, year-on-year. On the other hand, sales of OTC products increased 12.4%, or \(\pm\)0.4 billion, year-on-year. Sales of others in pharmaceuticals were down 10.2%, or \(\pm\)1.0 billion, year-on-year, due to the decrease of one-time revenue from a licensing agreement and contracted manufacturing products.

### [Operating income]

Operating income increased 14.9%, or \\$8.9 billion, year-on-year, to \\$68.8 billion.

- Net sales remained at the same level as the previous third quarter. On the other hand, gross profit declined by ¥6.3 billion, year-on-year, to ¥197.1 billion due to the influence of NHI drug price revisions and other factors. The cost of sales ratio worsened by 1.8 percentage points, to 38.3%.
- R&D expenses decreased by ¥13.4 billion, year-on-year, to ¥47.5 billion, due to one-time payment of about ¥10.0 billion in the previous fiscal year, accompanying a change in a licensing contract. Ratio of R&D expenses to net sales was 14.9%, compared with 19.1% in the previous third quarter.
- Labor costs were down ¥1.0 billion, year-on-year, due to lower retirement benefits expense. As a result of the overall cost reduction, such as sales promotion expenses, SG&A expenses were down 10.6%, or ¥15.2 billion, to ¥128.2 billion, including the decrease of R&D expenses.

### [Ordinary income and net income]

Ordinary income was up 14.9%, or \$9.0 billion, year-on-year, to \$69.3 billion, and net income was up 20.3%, or \$6.6 billion, year-on-year, to \$39.2 billion.

• Extraordinary losses were ¥6.3 billion, including loss on valuation of investment in securities of ¥4.2 billion and loss related to business suspension for Medway injection recombinant human serum albumin preparation of ¥0.7 billion. In the previous fiscal year, the Company recorded extraordinary losses of ¥6.3 billion, such as impairment loss accompanying head office relocation, restructuring expenses, and loss related to business suspension in regard to Medway injection.

### (2) Qualitative information about consolidated financial position

[Balance sheets] (millions of yen)

	End of 3 <sup>rd</sup> quarter (End of December 2010)	End of previous fiscal year (End of March 2010)	Increase/ decrease
Current assets	376,275	344,249	32,026
Fixed assets	442,094	452,609	(10,515)
Total assets	818,369	796,858	21,511
Liabilities	121,472	120,045	1,427
Net assets	696,897	676,813	20,084
Total liabilities and net assets	818,369	796,858	21,511

Total assets at the end of the third quarter were \mathbb{\text{\tin}\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\text{\texit{\text{\texit{\text{\text{\text{\text{\texi{\text{\text{\text{\texit{\text{\texit{\texit{\texi{\texi{\texit{\text{\te

- Marketable securities and notes and accounts receivable-trade increased. Consequently, total current assets were up \\$32.0 billion, to \\$376.2 billion.
- Fixed assets were down ¥10.5 billion from the previous fiscal year-end, to ¥442.0 billion, as property, plant and equipment and intangible fixed assets including goodwill decreased by the depreciation and the amortization.
- Notes and accounts payable-trade increased. On the other hand, accounts payable-other, income taxes payable and reserve for HCV litigation declined. Consequently, total liabilities were up \\ \tilde{\pmathbf{1}} 1.4 \text{ billion}, to \tilde{\pmathbf{1}} 21.4 \text{ billion}.
- Total net assets were up \(\pm\)20.0 billion, to \(\pm\)696.8 billion. Net income was \(\pm\)39.2 billion, and dividends paid totaled \(\pm\)15.7 billion. As a result, retained earnings increased by \(\pm\)23.5 billion. In addition, total valuation and translation adjustments declined by \(\pm\)2.7 billion. The equity ratio was 84.4%, compared with 84.1% a year earlier.

[Cash flows] (millions of yen)

		First nine months of	First nine months of	Increase/
		previous fiscal year	current fiscal year	decrease
	Operating activities	9,873	38,307	28,434
	Investing activities	(42,872)	(24,472)	18,400
	Financing activities	(16,722)	(15,499)	1,223
Chai	nge in cash and cash	(49,585)	(2,581)	47.004
equivalents		(49,565)	(2,581)	47,004
At be	eginning of year	116,903	62,958	(53,945)
At e	nd of period	67,508	60,441	(7,067)

Net decrease in cash and cash equivalents was \\$2.5 billion, and the balance of cash and cash equivalents at the end of the period under review was \\$60.4 billion.

- Net cash provided by operating activities was ¥38.3 billion. Cash inflows included income before income taxes and minority interests of ¥63.6 billion, depreciation and amortization of ¥9.1 billion, and amortization of goodwill of ¥7.6 billion, and increase in notes and accounts payable-trade of ¥11.1 billion, while cash outflows included income taxes paid of ¥22.0 billion, increase in notes and accounts receivable, trade of ¥18.3 billion, increase in inventories of ¥4.2 billion, decrease in reserve for HCV litigation of ¥3.7 billion, and decrease in accounts payable-other of ¥5.4 billion.
- Net cash used in financing activities was ¥15.4 billion, due in part to dividends paid of ¥15.7 billion.

#### (3) Qualitative information about consolidated results forecasts

There are no revisions to the consolidated results forecasts that were announced on October 4, 2010.

### (4) Other

Voluntary Product Recall

The Company has confirmed that certain tests related to product shipping were not conducted for some lots of certain products manufactured at Ashikaga Plant of Mitsubishi Tanabe Pharma Factory Ltd., a consolidated subsidiary of the Company. In response, from January 26, 2011 the Company is implementing a voluntary recall of those lots for which there remains concern that testing was not conducted. The disposal of the recalled products will not have a significant effect on results. The Company has used retention samples to conduct quality testing of these products and has confirmed that there are no problems with quality. In addition, the Company has not received

any reports of health problems resulting from this incident.

The Company is taking this incident very seriously and will investigate the causes of this incident and formulate corrective measures. Moreover, the entire group will continue working together to prevent a recurrence.

#### 2. Other

- (1) Significant changes involving subsidiaries during the period (changes in designated subsidiaries accompanying changes in the scope of consolidation): Not applicable.
- (2) Application of simplified accounting methods or of special accounting methods in the preparation of quarterly financial statements:
  - Method of calculation of income taxes, deferred tax assets, and deferred tax liabilities
     The calculation of income tax payments, deferred tax assets, and deferred tax liabilities is
     based on the sum of important adjustment and tax credit items.

In regard to judgments about the recoverability of deferred tax assets, in the event that there are no marked changes in the management environment, etc., since the end of the previous fiscal year and there are no marked changes in the occurrence of temporary differences, the judgments utilize a method based on the future results forecasts used in the previous consolidated settlement of accounts and on tax planning. In the event that there are marked changes in the management environment, etc., since the end of the previous fiscal year or there are marked changes in the occurrence of temporary differences, the judgements utilize the a method based on the future results forecasts used in the previous consolidated settlement of accounts and on tax planning as well as the influence of the marked changes.

- (3) Changes in accounting principles, procedures, method of presentation associated with the preparation of the quarterly consolidated financial statements:
  - Application of Accounting Standards for Asset Retirement Obligations
     From the first quarter, the Company applies "Accounting Standards for Asset Retirement Obligations" (ASBJ Statement No. 18, March 31, 2008) and "Guidance on Accounting Standards for Asset Retirement Obligations" (ASBJ Guidance No. 21, March 31, 2008). This change will not have a significant effect on results.

### 3. Consolidated Financial Statements

### (1) Consolidated Balance Sheets

V.	As of	As of
Year	December 31, 2010	March 31, 2010
Accounts	Amount	Amount
Assets		
Current assets		
Cash and time deposits	23,117	22,792
Notes and accounts receivable-trade	144,203	126,227
Marketable securities	78,389	59,726
Merchandise and finished goods	54,466	52,774
Work in process	514	1,298
Raw materials and supplies	22,268	19,094
Deposits	39,118	46,271
Deferred income taxes	9,820	11,394
Other	4,425	4,714
Allowance for doubtful receivables	(45)	(41)
Total current assets	376,275	344,249
Fixed assets		
Property, plant and equipment		
Buildings and structures, net	38,910	41,359
Machinery, equipment and vehicles, net	16,720	18,932
Tools, furniture and fixtures, net	3,701	4,489
Land	50,287	50,931
Lease assets, net	26	31
Construction in progress	4,638	1,476
Total property, plant and equipment	114,282	117,218
Intangible fixed assets		
Goodwill	118,223	125,765
Other	3,643	3,849
Total intangible fixed assets	121,866	129,614
Investments and other assets		
Investment in securities	140,034	139,133
Deferred income taxes	12,932	14,300
Prepaid pension expenses	39,546	36,730
Other	13,473	15,658
Allowance for doubtful receivables	(39)	(44)
Total investments and other assets	205,946	205,777
Total fixed assets	442,094	452,609
Total assets	818,369	796,858

V.	As of	As of	
Year	December 31, 2010	March 31, 2010	
Accounts	Amount	Amount	
Liabilities			
Current liabilities			
Notes and accounts payable-trade	38,305	27,557	
Short-term loans	2,793	2,410	
Current maturities of long-term loans	15	30	
Accounts payable-other	16,543	20,202	
Income taxes payable	8,830	11,080	
Reserve for employees' bonuses	5,466	11,155	
Other reserves	956	172	
Other	10,305	5,161	
Total current liabilities	83,213	77,767	
Long-term liabilities	·	· · · · · · · · · · · · · · · · · · ·	
Deferred income taxes	11,455	11,267	
Accrued retirement benefits for employees	12,233	13,159	
Accrued retirement benefits for directors and	·	·	
corporate auditors	5	4	
Reserve for health management allowances for HIV compensation	1,627	1,627	
Reserve for health management allowances for	1,027	1,021	
SMON compensation	3,808	4,205	
Reserve for HCV litigation	6,976	10,689	
Other	2,155	1,327	
Total long-term liabilities	38,259	42,278	
Total liabilities	121,472	120,045	
Net assets			
Shareholders' equity			
Common stock	50,000	50,000	
Capital surplus	451,186	451,185	
Retained earnings	202,934	179,409	
Treasury stock, at cost	(406)	(277)	
Total shareholders' equity	703,714	680,317	
Valuation and translation adjustments			
Unrealized holding (losses) gains on securities	(3,240)	(3,218)	
Deferred (losses) gains on hedges	(1,547)	(378)	
Translation adjustments	(7,847)	(6,251)	
Total valuation and translation adjustments	(12,634)	(9,847)	
Minority interests	5,817	6,343	
Total net assets	696,897	676,813	
Total liabilities and net assets	818,369	796,858	

Year	April 1, 2009 -	April 1, 2010 -				
	December 31, 2009	December 31, 2010				
Accounts	Amount	Amount				
Net sales	320,227	319,559				
Cost of sales	116,772	122,423				
Gross profit	203,455	197,136				
Selling, general and administrative expenses						
Advertising expenses	2,226	2,093				
Sales promotion expenses	8,553	8,065				
Salaries and allowances	26,542	26,310				
Provision for bonuses	3,117	2,989				
Retirement benefit expenses	3,717	2,722				
Provision for directors' retirement benefits	-	1				
Depreciation and amortization	1,330	1,309				
Research and development expenses	61,063	47,594				
Amortization of goodwill	7,601	7,607				
Other	29,338	29,571				
Total selling, general and administrative expenses	143,487	128,261				
Operating income	59,968	68,875				
Non-operating income						
Interest income	1,353	1,201				
Dividend income	737	791				
Equity in earnings of affiliates	411	363				
Other	487	564				
Total non-operating income	2,988	2,919				
Non-operating expenses						
Interest expense	18	11				
Foreign exchange loss	972	837				
Donations	324	320				
Loss on disposal of property, plant and equipment	397	310				
Taxes and dues	-	219				
Other	851	702				
Total non-operating expenses	2,562	2,399				
Ordinary income	60,394	69,395				
Extraordinary income						
Gain on sales of property, plant and equipment	-	302				
Reversal of past year patent royalties		179				
Gain on sales of investment in securities	77	144				
Total extraordinary income	77	625				
Extraordinary loss  Loss on valuation of investment in securities	233	4,270				
Loss related to business suspension		4,270				
Special retirement expenses	2,251	448				
Impairment loss	1,824	370				
Loss on sales of property, plant and equipment	1,824	351				
Restructuring expenses	1,455	146				
Other	544	64				
Total extraordinary losses	6,307	6,386				
Income before income taxes and minority interests	54,164	63,634				
Income taxes-current	18,178	20,629				
Income taxes-deferred	4,337	3,869				
Total income taxes	22,515	24,498				
Income before minority interests	31,649	39,136				
Minority interests	(975)	(121)				
Net income	32,624	39,257				
		,				

### (3) Consolidated Statements of Cash Flows

	(millions of yen)							
Year	April 1, 2009 -	April 1, 2010 -						
Accounts	December 31, 2009	December 31, 2010						
Cash flows from operating activities:								
Income before income taxes and minority interests	54,164	63,634						
Depreciation and amortization	9,788	9,124						
Impairment loss	1,824	370						
Amortization of goodwill	7,601	7,607						
Increase (decrease) in accrued retirement benefits for employees	(796)	(909)						
Decrease (increase) in prepaid pension expenses	(763)	(2,816)						
Increase (decrease) in allowance for doubtful receivables	5	5						
Increase (decrease) in reserve for HCV litigation	(12,014)	(3,713)						
Interest and dividend income	(2,090)	(1,992)						
Interest expense	18	11						
Loss (gain) on sales and disposal of fixed assets	305	243						
Loss (gain) on sales of investment in securities	(77)	(144)						
Loss (gain) on devaluation of investment in securities	233	4,270						
Equity in (earnings) losses of affiliates	(411)	(363)						
Decrease (increase) in notes and accounts receivable, trade	(29,625)	(18,339)						
Decrease (increase) in inventories	(4,429)	(4,279)						
Increase (decrease) in notes and accounts payable, trade	20,992	11,106						
Increase (decrease) in accounts payable, other	(2,127)	(5,478)						
Other, net	(6,774)	(7)						
Subtotal	35,824	58,330						
Interest and dividends received	2,222	2,026						
Interest paid	(17)	(10)						
Subsidy received	400	-						
Income taxes paid	(28,556)	(22,039)						
Net cash provided by (used in) operating activities	9,873	38,307						
Cash flows from investing activities:								
Purchase of marketable securities	(51,468)	(67,334)						
Proceeds from sales and redemption of marketable securities	44,615	72,503						
Increase in time deposits	(10,282)	(13,610)						
Decrease in time deposits	1,553	14,739						
Increase in long-term deposits	(636)	(548)						
Decrease in long-term deposits	-	569						
Purchase of property, plant and equipment	(6,254)	(5,535)						
Proceeds from sales of property, plant and equipment	34	863						
Purchase of intangible fixed assets	(850)	(564)						
Purchase of investment in securities	(22,326)	(29,547)						
Proceeds from sales and redemption of investment in securities	1,521	3,934						
Proceeds from sales of subsidiaries' shares resulting in	F11							
consolidation scope change	511	EO.						
Other, net	(49.879)	(24, 472)						
Net cash provided by (used in) investing activities  Cash flows from financing activities:	(42,872)	(24,472)						
	(266)	385						
Increase (decrease) in short-term debt, net  Repayments of long-term debt	(698)	(15)						
	(15,712)	(15,711)						
Cash dividends paid	(15,712) $(46)$	(15,711) $(158)$						
Other, net	(16,722)	(15,499)						
Net cash provided by (used in) financing activities  Effect of exchange rate change on cash and cash equivalents	136	(917)						
Net increase (decrease) in cash and cash equivalents	(49,585)	(2,581)						
Cash and cash equivalents at beginning of period	116,903	62,958						
Increase in cash and cash equivalents resulting from	110,505	02,998						
merger with unconsolidated subsidiaries	190	5						
Increase in cash and cash equivalents from newly								
consolidated subsidiary	-	59						
Cash and cash equivalents at end of period	67,508	60,441						

### (4) Note regarding going concern assumption

Not applicable.

#### (5) Segment Information

Previous fiscal year (April 1, 2009 - December 31, 2009)

1. Segment information by business segment

Since net sales and operating income from the pharmaceuticals segment account for more than 90% of the consolidated total net sales and operating income, the disclosure of segment information by type of business has been omitted.

### 2. Segment information by geographical area

Since net sales outside Japan of all segments constituted less than 10% of the consolidated totals, the disclosure of geographical segment information has been omitted.

#### 3. Overseas sales

(millions of yen)

Overseas sales	Consolidated net sales	Rate of overseas sales to consolidated net sales	
19,876	320,227	6.2%	

#### (Notes)

- 1. Overseas sales include export sales of the Company and its domestic subsidiaries and sales of its foreign consolidated subsidiaries other than exports to Japan.
- 2. Since overseas sales of each segment constituted less than 10% of the consolidated totals for the period, the disclosure of overseas sales by region has been omitted.

Current fiscal year (April 1, 2010 - December 31, 2010)

1. Overview of reportable segments

The Company mainly conducts R&D, manufacturing, purchasing, and sales of pharmaceuticals. And the "pharmaceuticals" segment is the Company's reportable segment.

In the pharmaceuticals segment, the Company conducts business activities of ethical drugs and OTC products in Japan and overseas.

- 2. Information regarding sales and profit/loss for each reportable segment

  The Company's reportable segments consist of only "pharmaceuticals" segment, and as a result,
  - the disclosure has been omitted.
- 3. Information regarding impairment loss and goodwill for each reportable segment Not applicable.

### (Additional information)

From the first quarter, the Company applies "Accounting Standard for Disclosures about Segments of an Enterprise and Related Information" (ASBJ Statement No. 17, March 27, 2009) and "Guidance on Accounting Standard for Disclosures about Segments of an Enterprise and Related Information" (ASBJ Guidance No.20, March 21, 2008).

### (6) Note regarding substantial change in shareholders' equity

Not applicable.

# Reference

# 1. Profit and Loss (FY2010/3Q YTD, April to December 2010)

(AprDec. 2 320.2 [300.4] [19.9] 313.1 [295.0] [18.0] 7.2 [5.3] [1.8]	(2009) 100.0 [93.8] [6.2] 97.8 [92.1] [5.7] 2.2	(AprDec. 2 319.6 [299.9] [19.6] 312.4 [294.6] [17.7]	2010) 100.0 [93.9] [6.1] 97.7	(Decrease) (0.7) [(0.4)] [(0.2)]	[(0.1)]	(Apr. 2010-Mar 401.0 [373.5]	r. 2011) 100.0 [93.1]	% 79.7 [80.3
[300.4] [19.9] 313.1 [295.0] [18.0] 7.2 [5.3]	[93.8] [6.2] 97.8 [92.1] [5.7]	[299.9] [19.6] 312.4 [294.6]	[93.9] [6.1]	[(0.4)]	[(0.1)]			
[19.9] 313.1 [295.0] [18.0] 7.2 [5.3]	[6.2] 97.8 [92.1] [5.7]	[19.6] 312.4 [294.6]	[6.1]		- ' ' -	[373.5]	[93.1]	[80 3
313.1 [295.0] [18.0] 7.2 [5.3]	97.8 [92.1] [5.7]	312.4 [294.6]		[(0.2)]				[60.5
[295.0] [18.0] 7.2 [5.3]	[92.1] [5.7]	[294.6]	97.7	-\ /3	[(1.2)]	[27.5]	[6.9]	[71.4
[18.0] 7.2 [5.3]	[5.7]			(0.7)	(0.2)	390.7	97.4	79.9
7.2 [5.3]		[17 7]	[92.2]	[(0.4)]	[(0.1)]	[366.0]	[91.3]	[80.5
[5.3]	2.2	[1/./]	[5.5]	[(0.3)]	[(1.8)]	[24.7]	[6.2]	[71.7
		7.2	2.3	0.0	0.4	10.3	2.6	70.0
Γ1 <b>Ω</b> 1	[1.6]	[5.3]	[1.7]	[0.0]	[(0.8)]	[7.5]	[1.9]	[70.6
[1.0]	[0.6]	[1.9]	[0.6]	[0.1]	[4.0]	[2.8]	[0.7]	[68.4
116.8	36.5	122.4	38.3	5.7	4.8	154.0	38.4	79.5
143.5	44.8	128.3	40.1	(15.2)	(10.6)	180.0	44.9	71.3
61.1	19.1	47.6	14.9	(13.5)	(22.1)	70.0	17.5	68.0
39.3	12.3	38.2	12.0	(1.0)	(2.7)	51.0	12.7	75.0
8.6	2.7	8.1	2.5	(0.5)	(5.7)	11.8	2.9	68.3
7.6	2.4	7.6	2.4	0.0	0.1	10.1	2.5	75.3
27.0	8.3	26.7	8.3	(0.2)	(0.8)	37.1	9.3	72.1
60.0	18.7	68.9	21.6	8.9	14.9	67.0	16.7	102.8
3.0		2.9		(0.1)				
1.4		1.2		(0.2)				
0.7		0.8		0.1				
0.4		0.4		0.0				
0.0		0.0		` ′				
-								
0.9								
	18.9		21.7	` ′		67.0	16.7	103.6
	10.7		21./		14.7		10.7	125.0
0.1						0.5		123.0
-								
-		0.2		0.2				
0.1		0.1		0.1				
6.3		6.4		0.1		7.5		85.1
0.2		4.3		4.0				
2.3		0.7		(1.5)				
_		0.4		, í				
1 8								
-				ì í				
15								
				l ' '				
	10.2		10.0	` ′	20.2	25.5		440
								74.6
	39.3 8.6 7.6 27.0 60.0 3.0 1.4 0.7 0.4 0.5 2.6 0.0 1.0 0.3 0.4 	39.3 12.3 8.6 2.7 7.6 2.4 27.0 8.3 60.0 18.7 3.0 1.4 0.7 0.4 0.5 2.6 0.0 1.0 0.3 0.4 - 0.9 60.4 18.9 0.1 - 0.1 6.3 0.2 2.3 - 1.8 - 1.5 0.5 32.6 10.2	39.3       12.3       38.2         8.6       2.7       8.1         7.6       2.4       7.6         27.0       8.3       26.7         60.0       18.7       68.9         3.0       2.9         1.4       1.2         0.7       0.8         0.4       0.4         0.5       0.6         2.6       2.4         0.0       0.0         1.0       0.8         0.3       0.3         0.4       0.3         -       0.2         0.9       0.7         60.4       18.9       69.4         0.1       0.6         -       0.3         -       0.2         0.1       0.1         6.3       6.4         0.2       4.3         2.3       0.7         -       0.4         1.5       0.1         0.5       0.1         32.6       10.2       39.3	39.3       12.3       38.2       12.0         8.6       2.7       8.1       2.5         7.6       2.4       7.6       2.4         27.0       8.3       26.7       8.3         60.0       18.7       68.9       21.6         3.0       2.9         1.4       1.2       0.7       0.8         0.4       0.4       0.4       0.4         0.5       0.6       2.4       0.0       0.0         1.0       0.8       0.3       0.3       0.3         0.4       0.3       0.3       0.3       0.3         0.9       0.7       0.6       0.2       0.0	39.3       12.3       38.2       12.0       (1.0)         8.6       2.7       8.1       2.5       (0.5)         7.6       2.4       7.6       2.4       0.0         27.0       8.3       26.7       8.3       (0.2)         60.0       18.7       68.9       21.6       8.9         3.0       2.9       (0.1)         1.4       1.2       (0.2)         0.7       0.8       0.1         0.4       0.4       0.0         0.5       0.6       0.1         2.6       2.4       (0.2)         0.0       0.0       0.0         1.0       0.8       (0.1)         0.3       0.3       0.0         0.4       0.3       (0.1)         0.9       0.7       (0.1)         60.4       18.9       69.4       21.7       9.0         0.1       0.6       0.5         0.2       0.2       0.2         0.1       0.1       0.1         6.3       6.4       0.1         0.2       4.3       4.0         2.3       0.7       (1.5)         - <td>39.3       12.3       38.2       12.0       (1.0)       (2.7)         8.6       2.7       8.1       2.5       (0.5)       (5.7)         7.6       2.4       7.6       2.4       0.0       0.1         27.0       8.3       26.7       8.3       (0.2)       (0.8)         60.0       18.7       68.9       21.6       8.9       14.9         3.0       2.9       (0.1)       (0.2)       (0.2)         0.7       0.8       0.1       (0.2)       (0.2)         0.7       0.8       0.1       (0.2)       (0.2)         0.4       0.4       0.0       0.0       (0.1)         0.5       0.6       0.1       (0.2)       (0.2)         0.0       0.0       0.0       0.0       (0.1)         0.3       0.3       0.0       (0.1)       (0.1)         0.9       0.7       (0.1)       (0.1)       (0.1)         60.4       18.9       69.4       21.7       9.0       14.9         0.1       0.1       0.1       0.1       0.1         6.3       6.4       0.1       0.1       0.1         6.3       <t< td=""><td>39,3       12,3       38,2       12,0       (1,0)       (2,7)       51,0         8,6       2.7       8.1       2.5       (0,5)       (5,7)       11.8         7,6       2.4       7,6       2.4       0.0       0.1       10,1         27,0       8.3       26,7       8.3       (0,2)       (0,8)       37,1         60,0       18,7       68,9       21,6       8.9       14,9       67,0         3,0       2.9       (0,1)       14,9       67,0         3,0       2.9       (0,1)       14,9       67,0         0,7       0.8       0.1       0.0       0.0         0,4       0.4       0.0       0.0       0.0         0,5       0.6       0.1       0.0       0.0         1,0       0.8       (0,1)       0.0       0.0         1,0       0.8       (0,1)       0.0       0.0         1,0       0.8       (0,1)       0.0       0.0         1,0       0.8       (0,1)       0.0       0.0       0.0       0.0         1,0       0.9       0.7       (0,1)       0.1       0.5       0.5       0.5</td><td>39,3       12,3       38,2       12,0       (1,0)       (2,7)       51,0       12,7         8.6       2.7       8.1       2.5       (0,5)       (5,7)       11.8       2.9         7.6       2.4       7.6       2.4       0.0       0.1       10.1       2.5         27.0       8.3       26,7       8.3       (0,2)       (0,8)       37.1       9.3         60.0       18.7       68.9       21.6       8.9       14.9       67.0       16.7         3.0       2.9       (0,1)       14.9       67.0       16.7         3.0       2.9       (0,1)       14.9       67.0       16.7         3.0       2.9       (0,1)       14.9       67.0       16.7         3.0       2.9       (0,1)       0.0</td></t<></td>	39.3       12.3       38.2       12.0       (1.0)       (2.7)         8.6       2.7       8.1       2.5       (0.5)       (5.7)         7.6       2.4       7.6       2.4       0.0       0.1         27.0       8.3       26.7       8.3       (0.2)       (0.8)         60.0       18.7       68.9       21.6       8.9       14.9         3.0       2.9       (0.1)       (0.2)       (0.2)         0.7       0.8       0.1       (0.2)       (0.2)         0.7       0.8       0.1       (0.2)       (0.2)         0.4       0.4       0.0       0.0       (0.1)         0.5       0.6       0.1       (0.2)       (0.2)         0.0       0.0       0.0       0.0       (0.1)         0.3       0.3       0.0       (0.1)       (0.1)         0.9       0.7       (0.1)       (0.1)       (0.1)         60.4       18.9       69.4       21.7       9.0       14.9         0.1       0.1       0.1       0.1       0.1         6.3       6.4       0.1       0.1       0.1         6.3 <t< td=""><td>39,3       12,3       38,2       12,0       (1,0)       (2,7)       51,0         8,6       2.7       8.1       2.5       (0,5)       (5,7)       11.8         7,6       2.4       7,6       2.4       0.0       0.1       10,1         27,0       8.3       26,7       8.3       (0,2)       (0,8)       37,1         60,0       18,7       68,9       21,6       8.9       14,9       67,0         3,0       2.9       (0,1)       14,9       67,0         3,0       2.9       (0,1)       14,9       67,0         0,7       0.8       0.1       0.0       0.0         0,4       0.4       0.0       0.0       0.0         0,5       0.6       0.1       0.0       0.0         1,0       0.8       (0,1)       0.0       0.0         1,0       0.8       (0,1)       0.0       0.0         1,0       0.8       (0,1)       0.0       0.0         1,0       0.8       (0,1)       0.0       0.0       0.0       0.0         1,0       0.9       0.7       (0,1)       0.1       0.5       0.5       0.5</td><td>39,3       12,3       38,2       12,0       (1,0)       (2,7)       51,0       12,7         8.6       2.7       8.1       2.5       (0,5)       (5,7)       11.8       2.9         7.6       2.4       7.6       2.4       0.0       0.1       10.1       2.5         27.0       8.3       26,7       8.3       (0,2)       (0,8)       37.1       9.3         60.0       18.7       68.9       21.6       8.9       14.9       67.0       16.7         3.0       2.9       (0,1)       14.9       67.0       16.7         3.0       2.9       (0,1)       14.9       67.0       16.7         3.0       2.9       (0,1)       14.9       67.0       16.7         3.0       2.9       (0,1)       0.0</td></t<>	39,3       12,3       38,2       12,0       (1,0)       (2,7)       51,0         8,6       2.7       8.1       2.5       (0,5)       (5,7)       11.8         7,6       2.4       7,6       2.4       0.0       0.1       10,1         27,0       8.3       26,7       8.3       (0,2)       (0,8)       37,1         60,0       18,7       68,9       21,6       8.9       14,9       67,0         3,0       2.9       (0,1)       14,9       67,0         3,0       2.9       (0,1)       14,9       67,0         0,7       0.8       0.1       0.0       0.0         0,4       0.4       0.0       0.0       0.0         0,5       0.6       0.1       0.0       0.0         1,0       0.8       (0,1)       0.0       0.0         1,0       0.8       (0,1)       0.0       0.0         1,0       0.8       (0,1)       0.0       0.0         1,0       0.8       (0,1)       0.0       0.0       0.0       0.0         1,0       0.9       0.7       (0,1)       0.1       0.5       0.5       0.5	39,3       12,3       38,2       12,0       (1,0)       (2,7)       51,0       12,7         8.6       2.7       8.1       2.5       (0,5)       (5,7)       11.8       2.9         7.6       2.4       7.6       2.4       0.0       0.1       10.1       2.5         27.0       8.3       26,7       8.3       (0,2)       (0,8)       37.1       9.3         60.0       18.7       68.9       21.6       8.9       14.9       67.0       16.7         3.0       2.9       (0,1)       14.9       67.0       16.7         3.0       2.9       (0,1)       14.9       67.0       16.7         3.0       2.9       (0,1)       14.9       67.0       16.7         3.0       2.9       (0,1)       0.0

<sup>\*:</sup> Forecasts announced at FY2010 2nd Quarter Business Briefing on October 29, 2010 are not changed.

### 2. Profit and Loss (FY2010/3Q, October to December 2010)

Net sales	FY2009/3 (OctDec. 2	Q	FY2010/3	, ,	norecea			Forecasts for 2nd half of	
Net sales		(909)	(OctDec. 2	-	Increase (Decrease)	Change %	FY2010		Achieve %
ict sales	122.0	100.0	114.9	100.0	(7.1)	(5.8)	(Oct. 2010 -Ma 196.3	100.0	58.
[Domestic]	[115.6]	[94.8]	[109.0]	[94.9]	[(6.6)]		[182.5]	[93.0]	[59.
[Overseas]	[6.4]	[5.2]	[5.9]	[5.1]	[(0.5)]	[(7.5)]	[13.8]	[7.0]	[42.
Pharmaceuticals	119.6	98.1	112.5	97.9	(7.1)		190.9	97.2	59.0
[Domestic]	[113.8]	[93.3]		[93.3]	[(6.6)]	[(5.8)]	[178.5]	[90.9]	[60.0
[Overseas]	[5.8]	[4.8]	[107.2]	[4.7]	[(0.5)]	[(8.2)]		[6.3]	[43.4
Other Businesses	2.4	1.9	[5.4]	2.1	0.0	(0.5)	5.5	2.8	43.3
[Domestic]	[1.8]	[1.5]	[1.8]	[1.6]		[(0.7)]	[4.0]	[2.0]	[45.]
[Overseas]	[0.5]	[0.4]	[0.5]	[0.5]	[0.0]	[0.0]	[1.4]	[0.7]	[38.1
Cost of sales	45.8	37.5	44.6	38.8	(1.2)	(2.6)	76.2	38.8	58.5
SG&A expenses	43.7	35.8	41.6	36.2	(2.1)	(4.9)	93.3	47.5	44.5
R&D expenses	16.5	13.5	15.1	13.1	(1.4)	` ′	37.5	19.1	40.3
Labor costs	13.1	10.7	12.4	10.8	(0.7)	` ´	25.2	12.8	49.4
Sales promotion expenses	2.9	2.4	2.8	2.4	(0.2)	(5.8)	6.5	3.3	42.4
Amortization of goodwill	2.5	2.1	2.5	2.2	0.0	0.0	5.0	2.6	50.4
Others	8.7	7.1	8.7	7.6	0.1	0.8	19.1	9.7	45.8
Operating income	32.5	26.7	28.7	25.0	(3.8)	(11.7)	26.8	13.7	107.0
Non-operating income	1.2		1.2		0.0				
Interest income	0.4		0.4		0.0				
Dividends income	0.3		0.3		0.0				
Equity in earnings of affiliates	0.3		0.4		0.1				
Others	0.2		0.1		(0.1)				
Non-operating expenses	1.2		1.0		(0.2)				
Interest expenses	0.0		0.0		0.0				
Donations	0.2		0.2		0.0				
Foreign exchange losses	0.7		0.6		(0.2)				
Losses on disposal of property, plant and equipment	0.2		0.1		0.0				
Others	0.2		0.1		0.0				
Ordinary income	32.5	26.6	28.9	25.2	(3.6)	(11.0)	26.5	13.5	109.0
Extraordinary income	1.0		0.4		0.3		0.0		
Gains on reversal to devaluation of securities	1.0		0.2		0.1				
Gains on sale of investment in securities	-		0.1		0.1				
Gains on sale of property, plant and equipment	_		0.0		0.0				
Extraordinary losses	1.7		2.8		1.1		3.7		75.1
Losses on valuation of investment in securities	0.0		2.0		2.0				,
Impairment loss	-		0.4		0.4				
Loss on sale of property, plant and equipment	-		0.4		0.4				
Restructuring expense	0.9		0.0		(0.9)				
Loss related to business suspension	0.6		-		(0.6)				
Others	0.2		0.1		(0.1)				
Net income	19.1	15.6	16.6	14.4	(2.5)	(13.2)	12.8	6.5	129.4
Total labor costs	22.4	18.4	21.2	18.5	(1.2)	(5.4)	43.5	22.1	48.9

<sup>\*:</sup> Forecasts announced at FY2010 2nd Quarter Business Briefing on October 29, 2010 are not changed.

### 3. Sales of Main Products (FY2010/3Q YTD, April to December 2010)

5. Saics of Main Floducts (F12010/3Q 1 1D, April to December 2010)					(Billion yen)	
	FY2009/3Q YTD (AprDec. 2009)	FY2010/3Q YTD (Apr Dec. 2010)	Increase (Decrease)	Change%	Forecasts for FY2010 (Apr. 2010 -Mar. 2011)	Achieved %
Ethical drugs	309.1	308.0	(1.2)	(0.4)	385.4	79.9
Ethical drugs domestic sales	282.3	282.7	0.4	0.1	350.7	80.6
Remicade	35.9	46.7	10.8	29.9	60.7	76.9
Radicut	22.3	22.4	0.1	0.4	28.3	79.1
Ceredist	13.5	14.1	0.6	4.2	17.8	79.2
Anplag	15.3	13.0	(2.3)	(14.9)	16.0	81.5
Urso	13.1	12.0	(1.1)	(8.2)	15.0	79.8
Maintate	8.8	9.5	0.7	7.5	11.8	79.9
Depas	9.2	8.9	(0.3)	(3.3)	11.1	80.1
Talion	7.2	8.3	1.1	16.0	12.6	66.1
Tanatril	9.2	7.7	(1.4)	(15.7)	9.3	83.3
Herbesser	8.8	7.7	(1.0)	(11.8)	9.5	81.2
Venoglobulin-IH	7.9	7.4	(0.4)	(5.5)	8.8	84.6
Liple	6.4	5.7	(0.7)	(10.5)	7.3	78.9
Sermion	6.0	5.1	(0.9)	(14.5)	6.4	80.0
Neuart	4.7	4.4	(0.2)	(5.3)	5.5	81.1
Omeprazon	4.5	3.9	(0.6)	(14.2)	4.8	81.5
Novastan	2.3	2.5	0.2	10.6	3.1	81.5
Vaccine*1	18.5	24.3	5.8	31.4	26.8	90.9
[Mearubik]	[8.9]	[9.0]	[0.1]	[1.4]	[11.8]	[76.3]
[Influenza]*1	[6.2]	[7.7]	[1.5]	[24.4]	[7.3]	[105.2]
[JEBIK V]	[1.4]	[5.4]	[4.0]	[287.7]	[4.7]	[113.9]
Generic drugs*2	6.3	10.1	3.8	60.2	13.5	75.1
Ethical drugs overseas sales	16.9	16.3	(0.6)	(3.4)	22.1	73.9
Herbesser	3.6	3.5	(0.1)	(2.2)	4.5	79.0
Argatroban (Novastan)	2.5	2.7	0.1	5.7	3.1	87.2
Tanatril	1.4	1.5	0.1	5.6	1.8	82.6
Anplag	1.0	0.4	(0.6)	(57.2)	1.0	42.8
Vaccine	1.0	0.9	(0.1)	(10.8)	1.3	65.7
Contracted manufacturing products*3	7.5	7.2	(0.3)	(4.3)	9.7	73.9
Licensing fee, etc.	2.4	1.7	(0.7)	(28.2)	2.9	59.8
OTC prodeuts	3.9	4.4	0.5	12.4	5.3	83.5
harmaceuticals	313.1	312.4	(0.7)	(0.2)	390.7	79.9
Others	7.2	7.2	0.0	0.4	10.3	70.0
Γotal	320.2	319.6	(0.7)	(0.2)	401.0	79.7

<sup>\*1:</sup> In FY2009, sales of H1N1 flu vaccine are not included in sales of vaccine and influenza vaccine Seasonal vaccine of this year is composed of H1N1 flu vaccine and other seeds \*2: Sold by Tanabe Seiyaku Hanbai Co., Ltd.

<sup>\*3:</sup> Active pharmaceutical ingredients, and others ordered by other companies

### 4. Sales of Main Products (FY2010/3Q, October to December 2010)

4. Sales of Main Produc	FY2009/3Q (OctDec. 2009)	FY2010/3Q (Oct Dec. 2010)	Increase (Decrease)	Change%	Forecasts for 2nd half of FY2010	(Billion yen)  Achieved %
Ethical drugs	118.4	111.0	(7.4)	(6.2)	(Oct. 2010-Mar. 2011) 188.5	58.9
Ethical drugs domestic sales	110.2	103.5	(6.6)	(6.0)	171.6	60.4
Remicade	13.2	17.4	4.2	31.5	31.4	55.4
Radicut	8.4	8.1	(0.3)	(3.6)	14.0	57.8
Ceredist	5.1	5.1	0.0	0.2	8.8	58.0
Anplag	5.8	4.7	(1.0)	(17.9)	7.7	61.6
Urso	4.8	4.3	(0.5)	(11.2)	7.3	58.5
Maintate	3.3	3.5	0.2	5.0	5.9	59.5
Depas	3.3	3.2	(0.1)	(4.5)	5.4	59.0
Talion	3.0	3.6	0.5	17.6	7.8	45.5
Tanatril	3.4	2.7	(0.7)	(19.3)	4.3	63.8
Herbesser	3.2	2.8	(0.4)	(11.1)	4.6	61.3
Venoglobulin-IH	2.9	2.9	0.0	(1.4)	4.2	67.9
Liple	2.3	2.0	(0.3)	(11.6)	3.5	56.9
Sermion	2.2	1.8	(0.4)	(17.5)	3.1	58.2
Neuart	1.8	1.7	(0.2)	(8.4)	2.7	61.9
Omeprazon	1.7	1.4	(0.3)	(16.9)	2.3	61.3
Novastan	0.8	0.9	0.0	4.5	1.4	59.6
Vaccine*1	5.5	9.3	3.8	69.9	11.7	79.1
[Mearubik]	[1.1]	[1.4]	[0.3]	[31.3]	[4.2]	[33.8]
[Influenza]*1	[3.8]	[5.7]	[2.0]	[52.4]	[5.3]	[107.1]
[JEBIK V]	[0.3]	[1.7]	[1.3]	[428.3]	[1.0]	[165.5]
Generic drugs*2	2.8	4.7	1.9	68.1	8.1	58.5
Ethical drugs overseas sales	5.6	5.0	(0.5)	(9.6)	10.8	46.7
Herbesser	1.1	1.1	0.0	(3.5)	2.0	53.8
Argatroban (Novastan)	0.8	0.8	0.0	5.6	1.2	68.1
Tanatril	0.4	0.5	0.1	17.7	0.8	61.5
Anplag	0.4	0.0	(0.3)	(93.4)	0.6	4.0
Vaccine	0.3	0.2	(0.1)	(29.4)	0.7	32.6
Contracted manufacturing products*3	2.2	2.0	(0.2)	(10.6)	4.5	43.7
Licensing fee, etc.	0.4	0.4	0.0	9.7	1.6	26.9
OTC prodcuts	1.3	1.5	0.3	22.0	2.4	63.7
Pharmaceuticals	119.6	112.5	(7.1)	(5.9)	190.9	59.0
Others	2.4	2.4	0.0	(0.5)	5.5	43.3
Total	122.0	114.9	(7.1)	(5.8)	196.3	58.5

<sup>\*1:</sup> In FY2009, sales of H1N1 flu vaccine are not included in sales of vaccine and influenza vaccine. Seasonal vaccine of this year is composed of H1N1 flu vaccine and other seeds.

<sup>\*2:</sup> Sold by Tanabe Seiyaku Hanbai Co., Ltd.

<sup>\*3:</sup> Active pharmaceutical ingredients, and others ordered by other companies

### 5. Quarterly Trend (P/L)

5. Quarterly Tre	(1,2)		FY2009			FY2010			
	1Q	2Q	3Q	4Q	FY2009	1Q	2Q	3Q	FY2010
	Apr. to Jun.	Jul. to Sep.	Oct. to Dec.	Jan. to Mar.	Actual	Apr. to Jun.	Jul. to Sep.	Oct. to Dec.	Forecasts
Net Sales	100.8	97.5	122.0	84.5	404.7	108.8	95.9	114.9	401.0
	24.9%	24.1%	30.1%	20.9%	100.0%	27.1%	23.9%	28.6%	100.0%
[Domestic]	[94.5] [25.0%]	[90.2] [23.9%]	[115.6] [30.6%]	[77.5] [20.5%]	[377.9] [100.0%]		[88.9] [23.8%]	[109.0] [29.2%]	[373.5] [100.0%]
[Overseas]	[6.2]	[7.2]	[6.4]	[7.0]	[26.9]	[6.7]	[7.0]	[5.9]	[27.5]
	[23.3%]	[27.0%]	[23.8%]	[26.0%]	[100.0%]	[24.5%]	[25.4%]	[21.5%]	[100.0%]
Pharmaceuticals	98.2	95.2	119.6	82.7	395.7	106.0	93.8	112.5	390.7
	24.8%	24.1%	30.2%	20.9%	100.0%	27.1%	24.0%	28.8%	100.0%
[Domestic]	[92.8]	[88.5]	[113.8]	[76.1]	[371.1]	[100.2]	[87.3]	[107.2]	[366.0]
	[25.0%]	[23.8%]	[30.7%]	[20.5%]	[100.0%]	[27.4%]	[23.8%]	[29.3%]	[100.0%]
[Overseas]	[5.4]	[6.8]	[5.8]	[6.6]	[24.6]	[5.8]	[6.6]	[5.4]	[24.7]
	[22.0%]	[27.5%]	[23.7%]	[26.8%]	[100.0%]	[23.5%]	[26.6%]	[21.7%]	[100.0%]
Others	2.6	2.2	2.4	1.8	9.0	2.8	2.1	2.4	10.3
	28.7%	24.6%	26.3%	20.4%	100.0%	26.8%	20.3%	22.9%	100.0%
[Domestic]	[1.8] [25.9%]	[1.7] [25.7%]	[1.8] [26.9%]	[1.5] [21.5%]	[6.8] [100.0%]		[1.7] [22.1%]	[1.8] [24.2%]	[7.5] [100.0%]
[Overseas]	[0.8]	[0.5]	[0.5]	[0.4]	[2.2]	[0.9]	[0.4]	[0.5]	[2.8]
	[37.4%]	[21.0%]	[24.6%]	[17.0%]	[100.0%]	[33.3%]	[15.5%]	[19.5%]	[100.0%]
Cost of Sales	35.9	35.1	45.8	31.0	147.8	41.3	36.5	44.6	154.0
Sales cost ratio %	35.6%	36.0%	37.5%	36.7%	36.5%	38.0%	38.1%	38.8%	38.4%
SG & A Expenses	42.3	57.5	43.7	52.0	195.5	40.9	45.8	41.6	180.0
	21.6%	29.4%	22.4%	26.6%	100.0%	22.7%	25.5%	23.1%	100.0%
R&D Expenses	16.2	28.4	16.5	22.0	83.1	16.0	16.5	15.1	70.0
	19.4%	34.2%	19.9%	26.5%	100.0%	22.8%	23.6%	21.6%	100.0%
Labor Costs	12.7	13.5	13.1	13.7	53.0	12.4	13.5	12.4	51.0
	23.9%	25.5%	24.7%	25.9%	100.0%	24.2%	26.4%	24.4%	100.0%
Sales Promotion	2.3	3.3	2.9	3.4	12.0	1.7	3.6	2.8	11.8
Expenses	19.2%	27.9%	24.5%	28.5%	100.0%	14.8%	30.2%	23.3%	100.0%
Amortization of Goodwill	2.5	2.5	2.5	2.5	10.1	2.5	2.5	2.5	10.1
	25.0%	25.0%	25.0%	25.0%	100.0%	25.1%	25.1%	25.1%	100.0%
Others	8.6	9.7	8.7	10.3	37.3	8.3	9.7	8.7	37.1
	23.2%	25.9%	23.3%	27.6%	100.0%	22.3%	26.2%	23.6%	100.0%
Operating Income	22.6	4.9	32.5	1.5	61.5	26.6	13.6	28.7	67.0
	36.7%	7.9%	52.9%	2.5%	100.0%	39.7%	20.3%	42.9%	100.0%
Ordinary Income	23.1	4.8	32.5	1.3	61.6	26.8	13.7	28.9	67.0
	37.4%	7.9%	52.7%	2.0%	100.0%	40.0%	20.4%	43.2%	100.0%
Net Income	11.4	2.2	19.1	(2.4)	30.3	14.7	8.0	16.6	35.5
	37.6%	7.2%	63.0%	(7.8%)	100.0%	41.3%	22.6%	46.6%	100.0%

The each figure (excluding Cost of Sales) in the lower displays the progress rate.

[Billion yen]

			FY2009	10	*****			2010	****
	1Q	2Q	3Q	4Q	FY2009	1Q	2Q	3Q	FY2010
	Apr. to Jun. 97.1	Jul. to Sep. 93.7	Oct. to Dec. 118.4	Jan. to Mar. 81.6	Actual 390.8	Apr. to Jun 104.7	Jul. to Sep. 92.2	Oct. to Dec.	Forecasts 385
thical drugs	24.8%	24.0%	30.3%	20.9%	100.0%	27.2%	23.9%	28.8%	100.0
Ethical drugs domestic sales	88.9	83.2	110.2	72.3	354.6	96.1	83.0	103.5	350
Etinear drugs domestic sales	25.1%	23.5%	31.1%	20.4%	100.0%	27.4%	23.7%	29.5%	100.0
Remicade	10.3	12.4	13.2	11.2	47.2	14.4	15.0	17.4	60.
	21.9% 7.2	26.3% 6.7	28.0% 8.4	23.8%	100.0% 28.0	23.7% 8.0	24.6%	28.6% 8.1	100.0
Radicut	25.6%	24.0%	30.0%	20.4%	100.0%	28.2%	22.3%	28.6%	100.0
Ceredist	4.4	4.0	5.1	3.4	16.9	4.8	4.2	5.1	17.
Ceredist	26.2%	23.7%	30.2%	19.9%	100.0%	27.1%	23.4%	28.7%	100.0
Anplag	5.1	4.4	5.8	3.1	18.4	4.5	3.8	4.7	16
1 0	27.7%	23.9%	31.4%	17.0% 3.2	100.0%	28.3% 4.1	23.5%	29.7% 4.3	100.0
Urso	4.3 26.5%	3.9 24.2%	4.8 29.5%	3.2 19.7%	16.3 100.0%	27.5%	3.6 23.9%	28.4%	15 100.0
26:44	20.370	2.6	3.3	2.2	11.0	3.2	23.970	3.5	11
Maintate	26.2%	23.4%	30.2%	20.2%	100.0%	27.3%	23.1%	29.5%	100.0
Depas	3.1	2.8	3.3	2.4	11.6	3.1	2.6	3.2	11
Бераз	26.7%	24.0%	28.7%	20.6%	100.0%	27.8%	23.8%	28.6%	100.0
Talion	2.4	1.8	3.0	3.5	10.6	2.7	2.1	3.6	12.
-	22.3% 3.2	16.6% 2.6	28.4% 3.4	32.7% 2.0	100.0% 11.1	21.2% 2.8	16.6% 2.2	28.3% 2.7	100.0
Tanatril	28.5%	23.4%	30.4%	17.7%	100.0%	29.6%	24.2%	29.5%	100.0
Herbesser	3.0	2.6	3.2	2.0	10.8	2.7	2.2	2.8	9.
1101008801	28.0%	23.7%	29.5%	18.9%	100.0%	28.5%	22.9%	29.8%	100.0
Venoglobulin-IH	2.5	2.4	2.9	1.8	9.6	2.4	2.2	2.9	8.
	26.4%	24.9%	30.3%	18.4%	100.0%	27.3%	24.5% 1.7	32.7%	100.0
Liple	2.2 27.5%	23.9%	2.3 28.5%	1.6 20.0%	8.0 100.0%	2.0 27.9%	23.3%	2.0 27.8%	100.0
g :	27.376	1.8	2.2	1.3	7.2	1.8	1.5	1.8	6.
Sermion	28.3%	24.2%	29.7%	17.8%	100.0%	28.5%	23.6%	27.9%	100.0
Neuart	1.4	1.5	1.8	1.0	5.7	1.5	1.3	1.7	5.
	24.3%	25.6%	32.1%	18.1%	100.0%	26.7%	23.7%	30.7%	100.0
Omeprazon	1.5	1.3	1.7	1.0	5.5	1.4	1.1	1.4	4.
77	27.6% 0.8	23.9%	30.3% 0.8	18.2% 0.6	100.0% 2.9	29.0% 0.9	23.3% 0.8	29.2%	100.0
Novastan	26.9%	24.7%	28.4%	20.0%	100.0%	29.1%	25.0%	27.4%	100.0
Vaccines*2	6.3	6.8	5.5	4.5	23.0	7.7	7.3	9.3	26.
, accines 2	27.3%	29.5%	23.7%	19.4%	100.0%	28.9%	27.4%	34.6%	100.0
[Mearubik]	[4.9]	[2.9]	[1.1]	[2.9]	[11.8]	[5.0]	[2.6]	[1.4]	[11.
	[41.7%] [0.0]	[24.5%]	[9.2%]	[24.6%]	[100.0%] [6.4]	[42.3%]	[22.0%]	[12.1%] [5.7]	[100.09
[Influenza]*2	[0.0%]	[38.0%]	[5.0%]	[3.1%]	[100.0%]	[0.0%]	[26.8%]	[78.5%]	[100.09
finding 1/2	[0.4]	[0.7]	[0.3]	[0.6]	[2.0]	[1.8]	[1.9]	[1.7]	[4.
[JEBIK V]	[19.5%]	[33.6%]	[15.6%]	[31.3%]	[100.0%]	[37.7%]		[35.2%]	[100.09
Generic Drugs*3	1.8	1.7	2.8	2.2	8.5	2.9	2.5	4.7	13.
Generic Brugs 5	21.1%	20.2%	33.0%	25.8%	100.0%	21.2%	18.8%	35.1%	100.0
Ethical drugs overseas sales	5.3	6.1	5.6	5.9	22.8	5.7	5.6	5.0	22.
<u></u>	23.0%	26.6% 1.3	24.4%	25.9% 1.1	100.0% 4.7	25.6% 1.2	25.5% 1.2	22.8%	100.0
Herbesser	25.6%	27.4%	24.1%	22.8%	100.0%	27.1%	27.6%	24.4%	100.0
Argatroban	0.8	0.9	0.8	1.1	3.6	1.0	0.8	0.8	3.
(Novastan)	23.1%	24.8%	22.0%	30.2%	100.0%	33.2%	26.5%	27.4%	100.0
Tanatril	0.4	0.6	0.4	0.4	1.8	0.5	0.4	0.5	1.
	23.1%	30.6%	23.2%	23.1%	100.0%	31.0%	23.9%	27.8%	100.0
Anplag	0.4	0.2	0.4	0.2	1.1	0.1	0.2	0.0	1.00.0
	33.1% 0.3	20.7%	30.9% 0.3	15.4%	100.0%	14.6% 0.3	25.9% 0.4	2.4% 0.2	100.0
Vaccines	25.7%	25.5%	23.9%	24.9%	100.0%	19.0%	30.1%	16.6%	100.0
Contracted Manufacturing Products*4	2.6	2.7	2.2	2.7	10.2	2.7	2.5	2.0	9
	25.7%	26.4%	21.6%	26.4%	100.0%	27.6%	26.1%	20.2%	100.0
Licensing Fee, etc.	0.3	1.7	0.4	0.7	3.1	0.3	1.0	0.4	100.0
	10.8%	54.5% 1.5	12.6% 1.3	22.1% 1.1	100.0% 5.0	9.5% 1.3	35.6% 1.6	14.8%	100.0
OTC Drugs	22.9%	30.6%	25.2%	21.3%	100.0%	24.4%	30.0%	29.0%	100.0
e			119.6	82.7	395.7	106.0	93.8	112.5	390
	98.2	95.2	117.0						
harmaceuticals	24.8%	24.1%	30.2%	20.9%	100.0%	27.1%	24.0%	28.8%	
	24.8% 2.6	24.1% 2.2	30.2% 2.4	1.8	9.0	2.8	2.1	2.4	100.0
harmaceuticals	24.8% 2.6 28.7%	24.1% 2.2 24.6%	30.2% 2.4 26.3%	1.8 20.4%	9.0 100.0%	2.8 26.8%	2.1 20.3%	2.4 22.9%	10. 100.0
harmaceuticals	24.8% 2.6	24.1% 2.2	30.2% 2.4	1.8	9.0	2.8 26.8% 108.8	2.1 20.3% 95.9	2.4	10.

<sup>\*1:</sup> The each figure in the lower displays the progress rate.

<sup>\*2:</sup> In FY2009, sales of H1N1 flu vaccine are not included in sales of vaccine and influenza vaccine.

Seasonal vaccine of this year is composed of H1N1 flu vaccine and other seeds.

<sup>\*3:</sup> Sold by Tanabe Seiyaku Hanbai Co., Ltd.

<sup>\*4:</sup> Contracted manufacturing products, etc. ordered by other companies.

# (2) State of New Product Development (as of January 28, 2011)

# 1. Pipeline in Japan

New Molecular Entities

Development code (Generic name)	Category (Indications)	Stage	Origin	Remarks
CNTO148	Anti-TNFα monoclonal antibody	NDA filed	US:Centocor Ortho	
(Golimumab)	(Rheumatoid arthritis)	(June 2010)	Biotech	-Janssen Pharma
FTY720	Sphingosine-1-phosphate receptor modulator	NDA filed	In-house	Co-development
(Fingolimod hydrochloride)	(Multiple sclerosis*)	(Dec. 2010)	III ilouse	-Novartis Pharma K.K.
MP-424	NS3-4A protease inhibitor	NDA filed	US:Vertex	
(Telaprevir)	(Chronic hepatitis C)	(Jan. 2011)	OS. Vertex	
MP-513	DPP4 Inhibitor		In-house	
(Teneligliptin)	(Type 2 Diabetes mellitus)	Phase 3	III-liouse	
BK-4SP	Vaccine (Prophylaxis of pertussis, diphtheria, tetanus, and poliomyelitis)	Phase 3	The Research Foundation for Microbial Diseases of Osaka University	Co-development -The Research Foundation for Microbial Diseases of Osaka University
MP-214	D3/D2 receptor antagonist		Hungary: Gedeon-	
(Cariprazine)	(Schizophrenia)	Phase 2	Richter	
TA-7284	SGLT2 inhibitor		In-house	
(Canagliflozin)	(Type 2 Diabetes mellitus)	Phase 2	III-liouse	
MP-435	C5a receptor antagonist		In-house	
	(Rheumatoid arthritis)	Phase 2	III-IIOUSC	
MT-4666	α7nAChR agonist		US: EnVivo	
	(Alzheimer's disease)	Phase 1	Pharmaceuticals	

**Additional Indications** 

Product name	Category	64	Orderin	Damada
(Generic name)	(Indications)	Stage	Origin	Remarks
Venoglobulin IH	Human immunoglobulin G			
(Polyethylene glycol treated human normal immunogloblin)	(IgG2 deficiency)	sNDA filed (Dec. 1997)	In-house	
	(Systemic scleroderma)	Phase 3	III IIouse	
	(Myasthenia gravis*)	sNDA filed (Dec., 2010)		
Modiodal	Psychoneurotic agent	Filed	US: Cephalon	Co-development
(Modafinil)	(Obstructive sleep apnea)	(May 2010)	ов. Серпион	-Alfresa Pharma
MCI-9038 (Argatroban)	Thrombin inhibitor (Prevention of the blood clotting under dialysis and percutaneous coronary intervention in heparin-induced thrombocytopenia (HIT))	sNDA filed (Aug. 2010)	In-house	
Maintate	Selective β1 antagonist	sNDA filed	Germany:	
(Bisoprolol)	(Chronic heart failure)	(Nov., 2010)	Merck KGaA	
AZANIN (Azathioprine)	Immunosuppressant (Systemic Vasculitis, systemic lupus erythematosus, polymyositis, dermatomyositis, scleroderma, mixed connective tissue disease, intractable rheumatic disease)	sNDA filed (Nov., 2010)	UK: GlaxoSmithKline	
Anti-D Human Immunogloblin	Anti-D Human Immunogloblin (Suppression of immunization of the D(Rho) factor (post partum, treatment through pregnancy or for parturition, abdominal bruise etc., and pregnancy around 28 weeks))	sNDA filed (Nov., 2010)	In-house	
Remicade	Anti-TNFα monoclonal antibody	sNDA filed	US: Centocor Ortho	
(Infliximab[recombinant])	(Crohn's disease: dose escalation)	(Dec., 2010)	Biotech	
Radicut	Free radical scavenger		In-house	
(Edaravone)	(Amyotrophic lateral sclerosis*)	Phase 3	III-IIOUSE	
Cholebine	Bile acid signal regulation			
(Colestimide(JAN))	(Type 2 diabetes mellitus)	Phase 2	In-house	
	Non-absorbed phosphate binder		III-IIOUSC	
	(Hyperphosphatemia)	Phase 1		

<sup>\*:</sup> Orphan drug designated

# 2. Pipeline Overseas

New Molecular Entities

Development code (Generic name)	Category (Indications)	Region	Stage	Origin	Remarks
LIVALO	HMG-CoA reductase inhibitor	Taiwan	NDA filed (April 2010)	- Japan:Kowa	Filed by Tai Tien Pharmaceuticals
(Pitavastatin calcium)	(Hypercholesterolemia, Familial hypercholesterolemia)	Indonesia	NDA filed (June 2010)	зарап.кожа	Filed by Tanabe Indonesia
MCI-196	Non-absorbed phosphate binder			In-house	
(Colestilan(INN))	(Hyperphosphatemia)	US, Europe	Phase 3	III-IIOUSE	
MP-146	Uremic toxin adsorbent (Chronic kidney disease)	US, Europe	Phase 3	Japan:Kureha	
MT-2832 (Lunacalcipol)	Vitamin D analog (Secondary hyperparathyroidism)	US, Canada	Phase 2	Canada: Cytochroma	
MCI-186	Free radical scavenger			In-house	
(Edaravone)	(Acute ischemic stroke)	Europe	Phase 2	III-liouse	
MP-513	DPP4 inhibitor	Europe	Phase 2	In-house	
(Teneligliptin)	(Type 2 diabetes mellitus)	US	Phase 1	III-IIOUSC	
GB-1057	Recombinant human serum albumin				
(Human serum albumin[recombinant])	(Stabilizing agent)	US	Phase 1	In-house	
TA-8995	CETP inhibitor			In-house	
	(Dyslipidemia)	Europe	Phase 1	III-liouse	
MP-124	PARP inhibitor			T 1	
	(Acute ischemic stroke)	US, Canada	Phase 1	In-house	
MP-136	PPAR alpha agonist			T 1	
	(Dyslipidemia)	Europe	Phase 1	In-house	
MT-3995	Selective mineralocorticoid receptor antagonist			In-house	
	(Hypertention)	Europe	Phase 1	III-IIOUSE	

Additional Indications

Development code (Generic name)	Category (Indications)	Region	Stage	Origin	Remarks
MCI-9038 (Argatroban)	Thrombin inhibitor (Heparin-induced thrombocytopenia (HIT))	France, Spain	MAA filed (Nov. 2010)	In-house	

3. Licensing-out

Development code (Generic name)	Category (Indications)	Region	Stage	Licensee
FTY720	Sphingosine 1–phosphate receptor modulator			Switzerland:Novartis Pharma
(Fingolimod hydrochloride)	(Multiple sclerosis)	Europe	Australia (Jan. 2011)	A.G.
TA-1790	PDE5 inhibitor	US	Phase 3	US: Vivus
(Avanafil)	(Erectile dysfunction)	Korea	Phase 3	Korea: Choongwae Pharma
TA-7284	SGLT2 inhibitor			IIC. Ishussa Q Ishussa
(Canagliflozin)	(Type2 Diabetes mellitus)	US, Europe	Phase 3	US: Johnson & Johnson Pharmaceutical Research &
	(Obesity)	US, Europe	Phase 2	Development, L.L.C.
T-0047	Cell adhesion inhibitor [ $\alpha 4\beta 7/\alpha 4\beta 1$ inhibitor]			UK:GlaxoSmithKline
(Firategrast)	(Multiple sclerosis)	Europe	Phase 2	
MKC-242	5-HT1A receptor agonist			US:MediciNova
	(Insomnia)	US	Phase 2	
TA-2005	Long-acting β2 receptor agonist			Italy:Chiesi Farmaceutici
(Carmoterol)	(Asthma, COPD)	Europe	Phase 2	·
MKC-231	Neurogenesis enhancer			US:BrainCells
	(Depression/anxiety)	US	Phase 2	
Y-39983	ROCK (rho-kinase) inhibitor			Japan: Senju Pharmaceutical
	(Glaucoma)	Japan	Phase 2	Japan. Senju i narmaceuticar
MT-210	5-HT2A/ Sigma 2 receptor antagonist			France: Cyrenaic
	(Schizophrenia)	Europe	Phase 2	France. Cyrenaic
sTU-199	Proton pump inhibitor			
(Tenatoprazole)	(Gastroesophageal reflux disease)	Europe	Phase 1	France:Negma (Sidem)
TT-138	β3 receptor agonist (Pollakiuria, urinary incontinence)	US	Phase 1	US:MediciNova
TA-7906	PDE4 inhibitor	US	rnase i	
1A-1700	(Atopic dermatitis)	Japan	Phase1	Japan: Maruho

4. Changes Since Previous Announcement on Oct. 29, 2010

Product name Development code (Generic name)	Category (Indications)	As of Oct. 29, 2010	As of Jan. 28, 2011	
Maintate	Selective β1 antagonist	Japan	sNDA filed	
(Bisoprolol)	(Chronic heart failure)	Phase 3	(Nov. 2010)	
AZANIN	Immunosuppressant			
(Azathioprine)	(Systemic vasculitis, systemic lupus erythematosus, polymyositis, dermatomyositis, scleroderma, mixed connective tissue disease, intractable rheumatic disease)	Not described	sNDA filed in Japan (Nov. 2010)	
Anti-D Human Immunogloblin	Anti-D Human Immunogloblin			
	(Suppression of immunization of the D(Rho) factor (post partum, treatment through pregnancy or for parturition, abdominal bruise etc., and pregnancy around 28 weeks))	Not described	sNDA filed in Japan (Nov. 2010)	
Venoglobulin IH	Human immunoglobulin G	Japan	sNDA filed	
(Polyethylene glycol treated humar normal immunogloblin)	(Myasthenia gravis*)	Phase 3	(Dec. 2010)	
Remicade	Anti-TNFα monoclonal antibody	Japan	sNDA filed	
(Infliximab[recombinant])	(Crohn's disease: dose escalation)	Phase 3	(Dec. 2010)	
FTY720	Sphingosine-1-phosphate receptor modulator	Japan	NDA filed	
(Fingolimod hydrochloride)	(Multiple sclerosis*)	Phase 2	(Dec. 2010)	
MP-424	NS3-4A protease inhibitor	Japan	NDA filed	
(Telaprevir)	(Chronic hepatitis C)	Phase 3	(Jan., 2011)	
MCI-9038	Thrombin inhibitor	Europe	MAA in France, and Spain	
(Argatroban)	(Heparin-induced thrombocytopenia (HIT))	Prepareing for MAA	(Nov., 2010)	
APTA-2217	PDE4 inhibitor	Japan		
(Roflumilast)	(Asthma)	Phase 2/3	Termination of Collaborative Development with Nycomed	
	(COPD)	Phase 2/3		

<sup>\*:</sup> Orphan drug designated

### Licensing-out

FTY720	Sphingosine 1–phosphate receptor modulator	EU	Approved in Switzerland and
			Australia
(Fingolimod hydrochloride)	(Multiple sclerosis)	Filed	(Jan. 2011)