

Financial Results for the Year Ended March 31, 2017 <Supplement>

As of May 10, 2017

Mitsubishi Tanabe Pharma Corporation



Mitsubishi Tanabe Pharma

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Summary of Financial Results for FY2016 Ended March 31, 2017 and Forecasts for FY2017

(Amounts less than ¥ 100 million are rounded off.)

1. Summary of Financial Results for FY2016

				[Billion yen]
Revenue	423.9	Y-on-Y	(1.7)	(0.4 %)
Domestic	320.3	Y-on-Y	4.9	1.6 %
Overseas	103.6	Y-on-Y	(6.7)	(6.1 %)

Revenue decreased by 0.4% or ¥1.7 to ¥423.9 billion year-on-year.

Total sales of domestic ethical drugs was negatively impacted by NHI drug price revision, however, sales of SIMPONI, treatment agent of rheumatoid arthritis increased drastically, and sales of high-priority products such as TENELIA, type2 diabetes mellitus treatment agent, and TALION ,allergic disorders treatment agent, etc. went firmly. Total sales of domestic ethical drugs increased by 2.0%, to ¥314.2 billion, compared to previous year.

Royalty revenue, etc. decreased by 5.1% to ¥82.2 billion year-on-year. Royalty revenue from Gilenya, for the treatment of multiple sclerosis licensed to Novartis, went well, however, royalty revenue from INVOKANA and the fixed dose combination with metformin (IR), for the treatment of type2 diabetes mellitus licensed to Janssen Pharmaceuticals, decreased due to the appreciation of Japanese Yen. And lump-sum revenue related to the license agreement decreased, year-on-year.

				[Billion yen]
Core Operating Profit	94.5	Y-on-Y	(12.4)	(11.7 %)

Core operating profit decreased by 11.7%, or ¥12.4 to ¥94.5 billion, year-on-year, due to the decrease of revenue and increase of start up costs in the U.S. market.

				[Billion yen]
Operating Profit	94.0	Y-on-Y	12.2	15.0 %

Operating profit was up to ¥94.0 billion by 15.0%, or ¥12.2 billion, year-on-year. Restructuring expenses like additional retirement benefits from early retirement program incurred in the previous year and non-recurring items improved drastically in FY 2016.

				[Billion yen]
Profit before Tax	96.0	Y-on-Y	12.8	15.4 %

				[Billion yen]
Net Income Attributable to owners of the Company	71.2	Y-on-Y	11.9	20.2 %

Profit before tax was up to ¥96.0 billion by 15.4% or ¥12.8 billion and net profit attributable to owners of the Company hits record high to ¥71.2 billion by 20.2% or ¥11.9 billion, year-on-year.

2. Summary of Forecasts for FY2017

				[Billion yen]
Revenue	441.0	Y-on-Y	17.0	4.0 %
Core Operating Profit	90.0	Y-on-Y	(4.5)	(4.8 %)
Operating Profit	90.0	Y-on-Y	(4.0)	(4.3 %)
Profit before Tax	91.0	Y-on-Y	(5.0)	(5.3 %)
Net Income Attributable to owners of the Company	71.5	Y-on-Y	0.2	0.3 %

3. Dividends

	FY2017 (Estimate)			FY2016		
	End of 1st Half	End of FY2017	For the Year	End of 1st Half	End of FY2016	For the Year
Dividends per Share [¥]	38	28	66	24	28	52
[commemorative dividend*]	[10]	-	[10]	-	-	-
Dividends Payout Ratio	-	-	51.8%	-	-	40.9%

* The company will distribute a commemorative dividend to shareholders at the end of 1st half in FY2017 for celebrating its 10th anniversary.

2 Consolidated Financial Indicators for FY2016

(Amounts less than ¥ 100 million are rounded off.)

1. Profit and Loss

(1) Profit and Loss

[Billion yen]

	FY2016	Y-on-Y			Comparison to full year forecasts			Notes [Y-on-Y comparison]
		FY2015	Increase (decrease)	Change %	Previous forecasts ^{*1}	Increase (decrease)	Change %	
Revenue	423.9	425.7	(1.7)	(0.4)	425.0	(1.0)	(0.3)	See "(2) Sales Revenue of Main Products" on page 4 Sales of domestic priority products grew steadily and it made up for the impact of NHI drug price revision. Overseas sales ratio FY2016: 24.4% FY2015: 25.9%
Domestic	320.3	315.4	4.9	1.6	322.0	(1.6)	(0.5)	
Overseas	103.6	110.3	(6.7)	(6.1)	103.0	0.5	0.6	
Cost of sales	164.3	155.8	8.5	5.5	163.0	1.3	0.9	Increased due to NHI drug price revision, decrease in royalty revenue and product mix change including growth of Simponi sales
Sales cost ratio	38.8%	36.6%			38.3%			
Gross profit	259.5	269.9	(10.3)	(3.8)	262.0	(2.4)	(0.9)	
SG&A expense	98.3	96.3	1.9	2.0	98.0	0.3	0.3	The increase in preparation expenses of U.S. business development
% of revenue	23.2%	22.6%			23.1%			
R&D expenses	64.7	64.6	0.1	0.3	65.0	(0.2)	(0.3)	
% of revenue	15.3%	15.2%			15.3%			
Amortization of intangible assets associated with products	1.5	1.4	0.0	3.7	1.5	0.0	1.9	
Other income (expense) ^{*2}	(0.4)	(0.5)	0.0	-	(0.5)	0.0	-	
Core operating profit	94.5	106.9	(12.4)	(11.7)	97.0	(2.4)	(2.6)	
Non-recurring items ^{*2}	(0.4)	(25.1)	24.7	-	(1.0)	0.5	-	FY2015: Restructuring expenses were incurred as a result of early retirement program
Operating profit	94.0	81.8	12.2	15.0	96.0	(1.9)	(2.0)	
Financial income	2.2	2.9	(0.7)	(26.1)	-	-	-	
Interest income and dividends income	1.8	2.9	(1.0)	(37.1)	-	-	-	
Foreign exchange income	0.2	-	0.2	-	-	-	-	
Others	0.1	0.0	0.1	342.4	-	-	-	
Financial expense	0.2	1.5	(1.3)	(84.7)	-	-	-	
Interest expense	0.1	0.2	(0.0)	(10.4)	-	-	-	
Foreign exchange loss	-	0.4	(0.4)	-	-	-	-	
Others	0.0	0.8	(0.8)	(93.7)	-	-	-	
Profit before tax	96.0	83.2	12.8	15.4	975.0	(1.4)	(1.5)	
Income taxes	27.1	26.2	0.9	3.5	-	-	-	
Net profit for the period	68.9	57.0	11.8	20.8	-	-	-	
Net profit attributable to owners of the Company	71.2	59.3	11.9	20.2	72.0	(0.7)	(1.0)	
Total labor cost	72.7	80.7	(8.0)	(9.9)	72.0	0.7	1.0	

*1: The company announced revised full year forecasts on February 6, 2017.

*2: Brackets indicate expense and loss

Exchange rate

[Yen]

	FY2016 average	FY2015 average	FY2016 planned
US \$	108.72	120.16	110.00
Euro	118.68	132.53	115.00

(2) Sales Revenue of Main Products

[Billion yen]

	FY2016	Y-on-Y			Comparison to forecasts		
		FY2015	Increase (decrease)	Change %	Forecasts ^{*1}	Increase (decrease)	Change %
Domestic ethical drugs	314.2	308.0	6.1	2.0	314.5	(0.3)	(0.1)
Remicade	66.8	69.4	(2.6)	(3.7)	66.4	0.4	0.6
Simponi	24.9	12.9	11.9	92.9	25.4	(0.5)	(2.2)
Talion	18.9	16.8	2.0	12.3	19.1	(0.1)	(0.9)
Tenelia ^{*2}	16.5	14.1	2.4	17.1	17.4	(0.8)	(5.0)
Lexapro	11.2	9.5	1.7	18.6	12.5	(1.2)	(10.1)
Ceredist	12.3	14.1	(1.8)	(13.2)	12.3	(0.0)	(0.1)
Maintate	11.8	13.4	(1.6)	(12.1)	11.4	0.4	3.5
Kremezin	7.5	9.2	(1.7)	(18.4)	7.4	0.1	1.5
Depas	6.1	7.2	(1.1)	(15.3)	6.2	0.0	(1.5)
Urso	6.1	8.1	(2.0)	(25.1)	6.0	0.1	1.8
Radicut	5.8	7.2	(1.4)	(19.3)	5.9	(0.0)	(1.0)
BIKEN products [vaccine]	38.9	39.0	(0.1)	(0.3)	37.6	1.3	3.5
Influenza	12.7	13.7	(0.9)	(7.1)	12.0	0.7	6.6
Tetrabik	9.9	9.5	0.4	4.5	9.7	0.1	1.9
Mearubik	5.9	4.9	0.9	18.8	5.7	0.1	3.1
Varicella vaccine	5.4	6.3	(0.8)	(14.0)	5.5	0.0	(0.8)
Tanabe Seiyaku Hanbai products ^{*3}	14.1	13.8	0.3	2.4	14.4	(0.2)	(1.9)
Overseas ethical drugs	22.6	24.7	(2.0)	(8.2)	21.2	1.4	6.9
Herbesser	6.0	6.4	(0.4)	(6.7)	5.8	0.1	3.3
Argatroban (Novastan)	1.9	2.3	(0.3)	(14.8)	1.7	0.2	13.7
Tanatril	1.6	1.5	0.1	6.9	1.5	0.1	7.1
Simponi	1.4	1.2	0.1	13.2	1.3	0.1	12.4
Royalty revenue, etc.	82.2	86.6	(4.4)	(5.1)	83.3	(1.1)	(1.4)
Royalty from Gilenya	53.7	51.7	2.0	3.9	Undisclosed	-	-
Royalty from INVOKANA	18.8	20.6	(1.7)	(8.5)	Undisclosed	-	-
OTC products	3.4	3.7	(0.3)	(9.3)	4.3	(0.9)	(21.4)
Others ^{*4}	1.4	2.5	(1.1)	(44.8)	1.4	(0.0)	(5.6)
Total revenue	423.9	425.7	(1.7)	(0.4)	425.0	(1.0)	(0.2)

*1: The Company announced revised forecasts on February 6, 2017.

*2: The sales of Tenelia of FY2015 indicate total of previous scheme and new scheme.

*3: Tanabe Seiyaku Hanbai Products are composed of generic drugs and the long-listed drugs which were transferred from MTPC.

*4: Active pharmaceutical ingredients and others ordered by other companies.

2. Financial Statement

(1) Balance Sheet

[Billion Yen]

	End of FY2016	Composition %	End of FY2015	Increase (decrease)	Notes
Assets	984.5	100.0	958.4	26.0	
Non-current assets	300.7	30.6	308.2	(7.4)	
Property, plant and equipment	85.8	8.7	84.0	1.7	Investment for property, plant and equipment, 12.6; depreciation costs, (7.3); disposal, (2.1)
Goodwill	80.3	8.2	80.5	(0.1)	
Intangible assets	61.2	6.2	55.9	5.2	Impact of exchange rate fluctuations and amortization of intangible assets with products
Investments accounted for using equity method	0.2	0.0	0.2	(0.0)	
Other financial assets	51.6	5.2	65.5	(13.8)	Transfer to current financial assets and Market valuation of listed shares, (12.2)
Net defined benefit assets	14.7	1.5	8.1	6.5	Fair value measurement of pension plan assets, 5.7
Other non-current assets	0.4	0.0	0.6	(0.1)	
Deferred tax assets	6.2	0.6	13.1	(6.8)	Revenue recognition at once of deferred revenue
Current assets	683.7	69.4	650.1	33.5	
Inventories	79.1	8.0	75.6	3.4	Increase of main products stocks (ex. Remicade)
Trade and other receivables *1 [Trade receivable rotation number]	116.8 [3.31]	11.9	121.2 [3.42]	(4.3)	
Other financial assets	354.2	36.0	351.6	2.5	
Other current assets	9.1	0.9	12.5	(3.3)	
Cash and cash equivalents	113.2	11.5	88.9	24.2	Transfer to non-current financial assets See "(2) Cash Flow Statement" on page 6.
Assets held for sale	11.0	1.1	0.1	10.9	
Liabilities	113.1	11.5	132.1	(19.0)	
Non-current liabilities	24.7	2.5	33.2	(8.5)	
Borrowings	0.5	0.1	0.7	(0.1)	
Other financial liabilities	2.4	0.2	2.6	(0.2)	
Net defined benefit liabilities	1.0	0.1	1.3	(0.2)	
Provision	7.8	0.8	9.1	(1.2)	
Other non-current liabilities	5.5	0.6	11.9	(6.4)	deferred revenue of licensing-out
Deferred tax liabilities	7.1	0.7	7.4	(0.2)	
Current liabilities	88.4	9.0	98.9	(10.5)	
Borrowings	0.1	0.0	0.1	0.0	
Trade and other payables *2	35.7	3.6	32.6	3.0	
Other financial liabilities	24.1	2.5	27.4	(3.3)	
Income taxes payable	4.8	0.5	16.3	(11.5)	
Provisions	0.0	0.0	0.1	(0.0)	
Other current liabilities	20.3	2.1	22.1	(1.8)	
Liabilities directly related to assets held for sale	3.1	0.3	-	3.1	
Equity	871.4	88.5	826.3	45.1	
Share capital	50.0	5.1	50.0	-	
Capital surplus	451.1	45.8	451.1	0.0	
Treasury shares	(0.4)	(0.1)	(0.4)	(0.0)	
Retained earnings	353.4	35.9	304.9	48.4	Net profit for the period, 71.2; Payment for dividends, (26.9)
Other components of equity	6.3	0.6	9.8	(3.5)	
Non-controlling interests	10.9	1.1	10.7	0.1	

*1: Trade and other receivables=bills+accounts receivable+allowance for doubtful accounts

*2: Trade receivable rotation number=bills(except non-operating bills)+accounts payable

(2) Cash Flow Statement

[Billion yen]

	FY2016	FY2015	Increase (decrease)
Cash and cash equivalents at beginning of year	88.9	73.3	15.5
Cash flows from operating activities	59.7	80.8	(21.0)
Profit before tax	96.0	83.2	12.8
Depreciation and amortization	10.4	10.3	0.1
Loss on impairment of fixed assets	0.1	6.0	(5.8)
Interest and dividends income	(1.8)	(2.9)	1.0
Share of loss(profit) of affiliates accounted for using equity method	(0.0)	(0.0)	0.0
Loss(gain) on sales of property, plant and equipment	(0.0)	(0.7)	0.6
Restructuring expenses	0.4	16.3	(15.8)
Decrease(increase) in trade and other receivables	(2.0)	8.6	(10.7)
Decrease(increase) in inventories	(7.8)	6.2	(14.1)
Increase(decrease) in trade and other payables	4.9	(1.6)	6.6
Increase(decrease) in provisions	(1.2)	2.3	(3.6)
Decrease(increase) in net defined benefit asset	(0.8)	(1.3)	0.5
Increase(decrease) in net defined benefit liabilities	(0.1)	(0.8)	0.6
Increase(decrease) in deferred revenue	(7.2)	5.9	(13.2)
Interest and dividends received	1.9	2.9	(1.0)
Interest paid	(0.1)	(0.3)	0.1
Extra retirement payments	-	(15.2)	15.2
Income taxes paid	(32.4)	(33.7)	1.3
Other	(0.3)	(4.4)	4.0
Cash flows from investing activities	(10.5)	(42.2)	31.6
Payments into time deposits	(0.6)	(150.0)	149.3
Proceeds from withdrawal of time deposits	118.4	56.4	62.0
Purchase of property, plant and equipment	(14.2)	(11.8)	(2.3)
Proceeds from sales of property, plant and equipment	2.3	2.7	(0.4)
Purchase of intangible assets	(6.6)	(17.3)	10.6
Purchase of investments	(309.9)	(143.0)	(166.9)
Proceeds from sales and redemption of investments	197.4	214.3	(16.9)
Proceeds from company split	-	3.3	(3.3)
Proceeds from business transfer	3.0	3.0	0.0
Other, net	(0.3)	0.1	(0.4)
Cash flows from financing activities	(24.4)	(22.2)	(2.1)
Proceeds from share issuance to non-controlling shareholders	2.8	2.7	0.0
Dividends paid	(26.9)	(24.6)	(2.2)
Other, net	(0.2)	(0.3)	0.0
Effect of exchange rate changes on cash and cash equivalents	(0.5)	(0.8)	0.3
Increase(decrease) in cash and cash equivalents due to transfer to assets held for sale	(0.0)	-	(0.0)
Net increase(decrease) in cash and cash equivalents	24.3	15.5	8.7
Cash and cash equivalents at the end of year	113.2	88.9	24.2

(3) Investment in Property, Plant and Equipment and Investment in Development of Information Systems

[Billion yen]

	FY2016	FY2015	Increase (decrease)
Investment in property, plant and equipment / occurring basis	12.6	11.2	1.4
Investment in information systems / occurring basis	1.8	0.9	0.8

[Billion yen]

Major investment in property, plant and equipment in FY2016		Major investment in development of information systems in FY2016	
Mitsubishi Tanabe Pharma	3.1	Mitsubishi Tanabe Pharma	1.3
Mitsubishi Tanabe Pharma Factory	7.9		
[Construction of new manufacturing facility at Yoshitomi plant]	[6.2]		

(4) Depreciation and Amortization Costs

[Billion yen]

	FY2016	FY2015	Increase (decrease)
Property, plant and equipment	7.3	7.2	0.0
Intangible assets (except for Intangible assets with products)	1.5	1.5	0.0
Intangible assets with products	1.5	1.4	0.0

3. Financial Data & Number of employees of Major Consolidated Subsidiaries

[Billion yen]

Companies	Mitsubishi Tanabe Pharma Factory Ltd.	Tanabe Seiyaku Hanbai Co., Ltd.	Mitsubishi Tanabe Pharma Holdings America, Inc.	Medicago, Inc.	Tianjin Tanabe Seiyaku Co., Ltd.	Mitsubishi Tanabe Pharma Korea Co., Ltd.	
Revenue	FY2016	29.5	14.1	8.4	0.3	5.0	4.8
	FY2015	28.9	13.8	4.4	0.2	5.2	4.5
Operating profit	FY2016	1.8	0.3	0.6	(6.3)	0.2	0.4
	FY2015	1.3	(0.7)	(0.0)	(6.1)	0.2	0.2
Net profit	FY2016	1.4	0.2	0.4	(6.4)	0.0	0.3
	FY2015	0.9	(0.6)	(0.2)	(6.3)	(0.0)	0.2
R&D expenses	FY2016	0.7	-	3.4	6.7	0.2	-
	FY2015	0.7	-	3.2	6.2	0.2	-
Depreciation of property, plant and equipment	FY2016	2.0	0.0	0.1	0.4	0.1	0.0
	FY2015	1.8	0.0	0.1	0.4	0.1	0.0
Total assets	End of FY2016	47.3	6.6	19.1	32.7	5.2	4.0
	End of FY2015	48.5	6.3	17.8	33.1	5.3	3.6
Total equity	End of FY2016	37.8	0.0	16.9	22.4	3.1	3.1
	End of FY2015	37.1	0.1	16.5	22.6	3.2	2.8
Number of employees	End of FY2016	726	126	143	321	543	127
	End of FY2015	839	156	85	291	562	128

Note: Prior to elimination of internal transactions

3 Forecasts for FY2017 Ending March 31, 2018

(Amounts less than ¥ 100 million are rounded off.)

(1) Consolidate Forecasts of Profit and Loss

[Billion yen]

	1H FY2017 forecasts	FY2017 forecasts	Comparison to previous fiscal year			Notes [Y-on-Y comparison]
			FY2016 actual	Increase (decrease)	Change %	
Revenue	212.5	441.0	423.9	17.0	4.0	See p9 "(2) Sales Forecasts for Main Products". Overseas sales ratio FY2016: 24.4% FY2017 estimation : 26.2%
Domestic	158.7	325.5	320.3	5.1	1.6	
Overseas	53.7	115.5	103.6	11.8	11.5	
Cost of sales	82.5	169.5	164.3	5.1	3.1	
Sales cost ratio	38.8%	38.4%	38.8%			
Gross profit	130.0	271.5	259.5	11.9	4.6	
SG&A expense	52.0	105.0	98.3	6.6	6.8	
% of revenue	24.5%	23.8%	23.2%			
R&D expenses	35.5	73.5	64.7	8.7	13.5	
% of revenue	16.7%	16.7%	15.3%			
Amortization of intangible assets associated with products	1.0	2.5	1.5	0.9	63.6	
Other income (expense)	-	(0.5)	(0.4)	(0.0)	-	
Core operating profit	41.5	90.0	94.5	(4.5)	(4.8)	
Non-recurring items	(1.0)	-	(0.4)	0.4	-	
Operating profit	40.5	90.0	94.0	(4.0)	(4.3)	
Profit before tax	41.0	91.0	96.0	(5.0)	(5.3)	
Net profit attributable to owners of the Company	32.5	71.5	71.2	0.2	0.3	
Total labor cost	36.3	72.8	72.7	0.0	0.1	

*1: Brackets indicate expense and loss

Exchange rate

	FY2017 planned	FY2016 average
US \$	110.00	108.72
Euro	115.00	118.68

(2) Sales Revenue Forecasts for Main Products

[Billion yen]

	1H FY2017 forecasts	FY2017 forecasts	Comparison to previous fiscal year		
			FY2016 actual	Increase (decrease)	Change %
Domestic ethical drugs	154.2	315.4	314.2	1.2	0.4
Remicade	32.6	64.7	66.8	(2.1)	(3.2)
Simponi	13.9	29.0	24.9	4.0	16.5
Talion	8.2	20.8	18.9	1.8	9.7
Tenelia	8.6	19.1	16.5	2.5	15.4
Lexapro	6.1	12.9	11.2	1.6	14.6
Ceredist	5.6	10.8	12.3	(1.4)	(11.7)
Maintate	5.2	10.2	11.8	(1.6)	(13.5)
CANAGLU	3.0	6.9	-	-	-
Kremezin	3.4	6.6	7.5	(0.9)	(11.9)
Radicut	3.0	6.2	5.8	0.3	5.9
Urso	2.6	5.0	6.1	(1.0)	(17.2)
BIKEN products [vaccine]	15.0	39.1	38.9	0.2	0.5
Influenza	2.4	14.1	12.7	1.3	10.4
Tetrabik	4.4	9.2	9.9	(0.7)	(7.5)
Varicella vaccine	2.8	5.7	5.4	0.3	5.5
Mearubik	2.6	5.2	5.9	(0.6)	(10.6)
Tanabe Seiyaku Hanbai products **	6.9	6.9	14.1	(7.2)	(51.1)
Overseas ethical drugs	12.9	32.4	22.6	9.8	43.2
Herbesser	3.3	6.8	6.0	0.8	13.6
Argatroban (Novastan)	0.9	1.9	1.9	(0.0)	(3.0)
Simponi	0.7	1.6	1.4	0.1	11.2
Tanatril	0.8	1.5	1.6	(0.1)	(6.1)
Royalty revenue, etc.	41.7	87.4	82.2	5.2	6.3
Royalty from Gilenya	Undisclosed	Undisclosed	53.7	-	-
Royalty from INVOKANA	Undisclosed	Undisclosed	18.8	-	-
OTC products	3.2	5.0	3.4	1.6	49.2
Others **	0.3	0.5	1.4	(0.8)	(57.9)
Total sales revenue	212.5	441.0	423.9	17.0	4.0

*1: Tanabe Seiyaku Hanbai Products are composed of generic drugs and the long-listed drugs which were transferred from MTPC. MTPC's business of generic drugs and part of long-listed drugs is planned to transfer to Nipro Corporation as of October 1, 2017

*2: Active pharmaceutical ingredients and others ordered by other companies

(3) Forecasts of Investment for Property, Plant and Equipment and Information Systems

[Billion yen]

	1H FY2017 forecasts	FY2017 forecasts	FY2016 actual	Increase (decrease)	Change %
Investment in property, plant and equipment/occurring basis	3.9	6.9	12.6	(5.7)	(45.5)
Investment for information systems/occurring basis	0.9	2.4	1.8	0.5	32.3

[Billion yen]

Major investment in property, plant and equipment in FY2017		Major investment for information systems in FY2017	
Production facilities	3.1	R&D related systems	0.9
Facilities & equipment for R&D	2.9	Production related system	0.1
Others	0.8	Others	1.4

(4) Forecasts for Depreciation and Amortization Costs

[Billion yen]

	1H FY2017 forecasts	FY2017 forecasts	FY2016 actual	Increase (decrease)	Change %
Property, plant and equipment	4.1	8.4	7.3	1.0	14.6
Intangible assets (except for intangible assets with products)	0.7	1.6	1.5	0.0	0.2
Intangible assets with products	1.0	2.5	1.5	0.9	63.6

4 Five-Year Financial Data

Japan GAAP (Amounts less than ¥100 million are rounded.)

(1) Profit and Loss

[Billion yen]

	FY2012	FY2013	FY2014	FY2015
Net sales	419.2	412.7	415.1	431.7
Cost of sales	166.4	169.4	169.6	155.8
Gross operation profit	252.8	243.3	245.5	275.9
SG&A expenses	183.8	184.2	178.4	181.0
R&D expenses	66.5	70.4	69.6	75.3
Operating income	69.0	59.1	67.1	94.9
Ordinary income	69.4	61.9	67.7	94.8
Extraordinary income	4.2	15.3	13.7	14.1
Extraordinary loss	5.9	4.8	18.6	24.6
Net income attributable to shareholders of the Company	41.9	45.4	39.5	56.4

(2) Balance Sheet

[Billion yen]

	End of FY2012	End of FY2013	End of FY2014	End of FY2015
Total assets	866.8	886.5	929.3	930.2
Current assets	476.7	540.5	603.6	657.3
Fixed assets	390.1	346.0	325.7	273.0
Total liabilities	113.9	108.6	128.9	113.5
Current liabilities	86.1	81.8	105.4	91.3
Fixed liabilities	27.7	26.8	23.5	22.2
Net assets	752.9	777.8	800.4	816.7

(3) Other Financial Data

[Billion yen]

	FY2012	FY2013	FY2014	FY2015
Cash flows from operating activities	60.6	69.9	68.2	65.2
Cash flows from investing activities	(35.0)	(24.3)	(59.8)	(26.6)
Cash flows from financing activities	(23.7)	(21.1)	(21.9)	(22.2)
Investments in property, plant and equipment	9.2	12.6	15.7	11.2
Investments for development of information systems	2.2	2.1	1.6	0.9
Depreciation costs	8.4	9.2	9.0	8.8
Equity ratio (%)	86.3	86.4	84.9	86.6
ROE (%)	5.7	6.0	5.1	7.1
Net income per share (¥)	74.67	80.92	70.41	100.60
Net assets per share (¥)	1,333.22	1,365.52	1,406.41	1,436.63

IFRS (Amounts less than ¥100 million are rounded off.)

(1) Profit and Loss

[Billion yen]

	FY2015	FY2016	FY2017 forecasts
Revenues	425.7	423.9	441.0
Cost of sales	155.8	164.3	169.5
Gross operation profit	269.9	259.5	271.5
SG&A expenses	96.3	98.3	105.0
R&D expenses	64.6	64.7	73.5
Core operating profit	106.9	94.5	90.0
Operating income	81.8	94.0	90.0
Profit before income taxes	83.2	96.0	91.0
Net profit for the period	57.0	68.9	68.0
Net profit attributable to owners of the Company	59.3	71.2	71.5

(2) Balance Sheet

[Billion yen]

	End of FY2015	End of FY2016
Assets	958.4	984.5
Non-current assets	308.2	300.7
Current assets	650.1	683.7
Liabilities	132.1	113.1
Non-current liabilities	33.2	24.7
Current liabilities	98.9	88.4
Equity	826.3	871.4

(3) Other Financial Data

[Billion yen]

	FY2015	FY2016	FY2017 forecasts
Cash flows from operating activities	80.8	59.7	-
Cash flows from investing activities	(42.2)	(10.5)	-
Cash flows from financing activities	(22.2)	(24.4)	-
Investments in property, plant and equipment	11.2	12.6	6.9
Investments for development of information systems	0.9	1.8	2.4
Depreciation and Amortization Costs	10.3	10.4	12.5
Ratio of equity attributable to owners of the Company to total assets [%]	85.1	87.4	-
ROE [%]	7.4	8.5	-
Basic earnings per share [¥]	105.72	127.03	127.45
Equity attributable to owners of the Company per share [¥]	1,453.71	1,533.91	-

(4) Number of Employees

	End of FY2012	End of FY2013	End of FY2014	End of FY2015	End of FY2016	Forecasts for end of FY2017
Consolidated	8,835	9,065	8,457	8,125	7,280	7,240
Non-consolidated	4,850	4,867	4,844	4,780	4,239	4,250

5 Quarterly Trend

(Amounts less than ¥ 100 million are rounded.)

(1) Profit and Loss

[Billion yen]

	FY2015					FY2016					FY2017
	Q1 Apr. to Jun.	Q2 Jul. to Sep.	Q3 Oct. to Dec.	Q4 Jan. to Mar.	Full year Actual	Q1 Apr. to Jun.	Q2 Jul. to Sep.	Q3 Oct. to Dec.	Q4 Jan. to Mar.	Full year Actual	Full year forecasts
Revenue	98.6 23.2%	103.4 24.3%	132.4 31.1%	91.2 21.4%	425.7 100.0%	105.4 24.9%	98.6 23.3%	120.2 28.4%	99.6 23.5%	423.9 100.0%	441.0
Domestic	76.4 24.2%	74.7 23.7%	95.1 30.2%	69.0 21.9%	315.4 100.0%	80.4 25.1%	74.9 23.4%	93.2 29.1%	71.6 22.4%	320.3 100.0%	325.5
Overseas	22.2 20.1%	28.6 26.0%	37.2 33.8%	22.2 20.1%	110.3 100.0%	25.0 24.2%	23.6 22.8%	26.9 26.0%	27.9 27.0%	103.6 100.0%	115.5
Cost of sales	35.4	37.6	47.7	34.9	155.8	40.0	38.3	48.6	37.4	164.3	169.5
Sales cost ratio	36.0%	36.4%	36.0%	38.3%	36.6%	38.0%	38.9%	40.4%	37.6%	38.8%	38.4%
Gross profit	63.1 23.4%	65.7 24.4%	84.7 31.4%	56.2 20.8%	269.9 100.0%	65.4 25.2%	60.3 23.2%	71.6 27.6%	62.1 24.0%	259.5 100.0%	271.5
SG&A expense	21.7 22.5%	24.6 25.6%	24.0 24.9%	25.9 26.9%	96.3 100.0%	21.5 22.0%	25.0 25.5%	24.3 24.8%	27.2 27.7%	98.3 100.0%	105.0
R&D expense	15.6 24.2%	16.2 25.1%	14.7 22.8%	17.9 27.8%	64.6 100.0%	14.5 22.4%	15.8 24.4%	14.7 22.8%	19.7 30.4%	64.7 100.0%	73.5
Amortization of intangible assets associated with products	0.3 25.1%	0.3 25.1%	0.3 25.1%	0.3 24.8%	1.4 100.0%	0.3 24.1%	0.3 24.1%	0.3 24.2%	0.4 27.6%	1.5 100.0%	2.5
Other income (expense) ^{*1}	(0.2) -	(0.0) -	(0.0) -	(0.2) -	(0.5) -	0.0 -	(0.0) -	(0.1) -	(0.2) -	(0.4) -	(0.5)
Core operating profit	25.2 23.6%	24.5 22.9%	45.5 42.6%	11.6 10.9%	106.9 100.0%	29.0 30.7%	18.9 20.0%	31.9 33.9%	14.5 15.4%	94.5 100.0%	90.0
Operating profit	25.2 30.8%	24.0 29.4%	30.5 37.3%	1.9 2.4%	81.8 100.0%	29.2 31.0%	18.6 19.8%	31.9 34.0%	14.3 15.2%	94.0 100.0%	90.0
Profit before tax	25.4 30.6%	24.2 29.1%	31.3 37.7%	2.1 2.6%	83.2 100.0%	30.2 31.5%	19.1 19.9%	32.0 33.4%	14.5 15.2%	96.0 100.0%	91.0
Net profit attributable to owners of the Company	18.4 31.2%	17.2 29.0%	23.4 39.6%	0.1 0.2%	59.3 100.0%	21.9 30.7%	14.3 20.2%	23.8 33.5%	11.0 15.5%	71.2 100.0%	71.5

The each figure (excluding "cost of sales") in the lower displays the progress rate.

*1: Brackets indicate expense and loss

(2) Sales Revenue of Main Products

[Billion yen]

	FY2015					FY2016					FY2017
	Q1	Q2	Q3	Q4	Full year	Q1	Q2	Q3	Q4	Full year	Full year
	Apr. to Jun.	Jul. to Sep.	Oct. to Dec.	Jan. to Mar.	actual	Apr. to Jun.	Jul. to Sep.	Oct. to Dec.	Jan. to Mar.	actual	forecasts
Domestic ethical drugs	74.2 24.1%	73.0 23.7%	93.3 30.3%	67.3 21.9%	308.0 100.0%	78.4 25.0%	73.5 23.4%	91.3 29.1%	70.8 22.5%	314.2 100.0%	315.4
Remicade	16.8 24.3%	17.6 25.4%	19.5 28.1%	15.4 22.2%	69.4 100.0%	17.3 26.0%	16.4 24.7%	18.2 27.3%	14.7 22.1%	66.8 100.0%	64.7
Simponi	3.0 23.4%	3.1 24.4%	3.6 28.0%	3.1 24.2%	12.9 100.0%	6.3 25.3%	5.8 23.6%	6.9 27.9%	5.7 23.2%	24.9 100.0%	29.0
Talion	3.5 21.1%	2.8 17.0%	4.7 28.1%	5.7 33.8%	16.8 100.0%	4.1 21.7%	3.3 17.7%	5.2 27.8%	6.2 32.9%	18.9 100.0%	20.8
Tenelia ^{*1}	2.9 21.0%	3.7 26.1%	4.2 30.1%	3.2 22.8%	14.1 100.0%	3.8 23.4%	4.1 25.3%	5.1 31.0%	3.3 20.3%	16.5 100.0%	19.1
Lexapro	2.1 22.5%	2.2 23.6%	3.0 31.9%	2.0 22.0%	9.5 100.0%	2.8 25.4%	2.6 23.7%	3.1 28.3%	2.5 22.6%	11.2 100.0%	12.9
Ceredist	3.8 27.4%	3.4 24.6%	4.0 28.7%	2.7 19.3%	14.1 100.0%	3.5 28.9%	2.9 23.8%	3.3 27.3%	2.4 20.0%	12.3 100.0%	10.8
Maintate	3.6 27.4%	3.2 24.0%	3.7 27.9%	2.8 20.8%	13.4 100.0%	3.3 28.3%	2.7 23.4%	3.2 27.3%	2.4 21.1%	11.8 100.0%	10.2
Kremezin	2.5 27.2%	2.2 24.8%	2.5 27.7%	1.8 20.3%	9.2 100.0%	2.1 28.1%	1.8 24.5%	2.0 27.1%	1.5 20.3%	7.5 100.0%	6.6
Depas	1.9 26.7%	1.7 24.3%	2.0 27.7%	1.5 21.2%	7.2 100.0%	1.7 28.3%	1.5 25.0%	1.5 25.9%	1.2 20.9%	6.1 100.0%	Undisclosed
Urso	2.3 29.0%	2.0 24.8%	2.2 27.1%	1.5 19.0%	8.1 100.0%	1.7 28.6%	1.4 24.2%	1.6 26.6%	1.2 20.5%	6.1 100.0%	5.0
Radicut	1.6 22.8%	1.7 24.3%	2.1 30.2%	1.6 22.7%	7.2 100.0%	1.5 27.2%	1.4 24.1%	1.6 28.5%	1.1 20.3%	5.8 100.0%	6.2
BIKEN products [vaccines]	6.2 16.1%	8.2 21.0%	17.0 43.6%	7.5 19.3%	39.0 100.0%	7.3 18.8%	9.1 23.5%	14.6 37.5%	7.8 20.1%	38.9 100.0%	39.1
Influenza	(0.0) (0.2%)	2.8 20.4%	9.2 67.5%	1.7 12.4%	13.7 100.0%	(0.1) (0.9%)	2.6 20.6%	8.5 66.6%	1.7 13.7%	12.7 100.0%	14.1
Tetrabik	1.9 20.3%	1.7 18.1%	3.5 37.7%	2.2 23.9%	9.5 100.0%	2.7 27.7%	2.3 23.4%	2.5 25.6%	2.3 23.3%	9.9 100.0%	9.2
Mearubik	1.4 29.0%	1.0 21.4%	1.2 25.7%	1.1 23.8%	4.9 100.0%	1.7 29.1%	1.5 26.2%	1.2 20.6%	1.4 24.1%	5.9 100.0%	5.2
Varicella vaccine	1.7 28.1%	1.5 24.3%	1.6 25.8%	1.3 21.8%	6.3 100.0%	1.4 26.5%	1.3 25.3%	1.3 24.6%	1.2 23.7%	5.4 100.0%	5.7
Tanabe Seiyaku Hanbai products ^{*2}	3.4 24.7%	3.1 23.2%	3.9 28.7%	3.2 23.4%	13.8 100.0%	3.5 24.8%	3.3 23.5%	4.0 28.3%	3.3 23.4%	14.1 100.0%	6.9
Overseas ethical drugs	6.1 25.0%	7.7 31.3%	5.3 21.8%	5.4 21.9%	24.7 100.0%	5.5 24.6%	5.0 22.5%	5.5 24.3%	6.5 28.7%	22.6 100.0%	32.4
Herbesser	1.5 23.2%	1.6 24.7%	1.5 24.5%	1.7 27.6%	6.4 100.0%	1.5 25.0%	1.3 22.4%	1.5 25.7%	1.6 26.9%	6.0 100.0%	6.8
Argatroban (Novastan)	0.4 20.5%	0.7 34.3%	0.5 23.4%	0.5 21.8%	2.3 100.0%	0.5 26.8%	0.4 24.5%	0.4 25.3%	0.4 23.4%	1.9 100.0%	1.9
Tanatril	0.4 28.9%	0.3 23.6%	0.4 25.8%	0.3 21.7%	1.5 100.0%	0.5 34.7%	0.3 21.2%	0.3 20.5%	0.3 23.6%	1.6 100.0%	1.5
Simponi	0.3 23.8%	0.3 23.2%	0.3 26.1%	0.3 26.9%	1.2 100.0%	0.3 21.5%	0.3 23.1%	0.3 25.7%	0.4 29.6%	1.4 100.0%	1.6
Royalty revenue, etc.	16.3 18.9%	21.1 24.4%	32.2 37.2%	16.9 19.6%	86.6 100.0%	19.8 24.1%	18.7 22.7%	22.0 26.9%	21.6 26.3%	82.2 100.0%	87.4
Royalty from Gilenya	11.2 21.7%	14.6 28.2%	14.0 27.1%	11.8 22.9%	51.7 100.0%	13.8 25.8%	13.7 25.5%	14.4 26.9%	11.7 21.9%	53.7 100.0%	Undisclosed
Royalty from INVOKANA	4.5 22.1%	5.3 26.0%	6.7 32.8%	3.9 19.2%	20.6 100.0%	4.9 26.4%	4.0 21.5%	6.3 33.4%	3.5 18.6%	18.8 100.0%	Undisclosed
OTC products	1.1 31.0%	0.9 24.8%	0.9 25.3%	0.7 18.9%	3.7 100.0%	1.0 29.7%	0.9 27.2%	0.9 27.7%	0.5 15.3%	3.4 100.0%	5.0
Others ^{*3}	0.6 26.2%	0.5 22.3%	0.5 20.8%	0.7 30.7%	2.5 100.0%	0.6 48.6%	0.3 21.8%	0.2 21.1%	0.1 8.6%	1.4 100.0%	0.5
Total revenue	98.6 23.2%	103.4 24.3%	132.4 31.1%	91.2 21.4%	425.7 100.0%	105.4 24.9%	98.6 23.3%	120.2 28.4%	99.6 23.5%	423.9 100.0%	441.0

The each figure in the lower displays the progress rate.

*1: The sales of Tenelia of FY2015 indicates total of previous scheme and new scheme.

*2: Tanabe Seiyaku Hanbai Products are composed of generic drugs and the long-listed drugs which were transferred from MTPC.

MTPC's business of generic drugs and part of long-listed drugs is planned to transfer to Nipro Corporation as of October 1, 2017.

*3: Active pharmaceutical ingredients and others ordered by other companies.

6 State of New Product Development (as of May 10, 2017)

i. Autoimmune diseases

Development code Product name (Generic name)	Category (Indications)	Region	Stage	Origin/licensee
Remicade (infliximab)	Anti-human TNF α monoclonal antibody (Crohn's disease:shortened administration interval)	Japan	Filed (Sep., 2016)	Licensed from Janssen Biotech (US)
Imusera/Gilenya (fingolimod)	S1P receptor functional antagonist (Chronic inflammatory demyelinating polyradiculoneuropathy)	Japan, US, Europe, and others	Phase 3 (Global clinical trial)	Discovered in-house Co-developed with Novartis Pharma (Japan) in Japan, licensed to Novartis (Switzerland) overseas
MT-1303 (amiselimod)	S1P receptor functional antagonist (Multiple sclerosis)	Europe	Phase 2	In-house
	(Psoriasis)	Europe	Phase 2	
	(Crohn's disease)	Japan,Europe	Phase 2	
	(Inflammatory diseases, autoimmune diseases)	Japan,Europe, US	Phase 1	
MT-7117	Dermatologicals, etc. (Inflammatory diseases, autoimmune diseases, etc.)	Europe	Phase 1	In-house

ii. Diabetes and kidney diseases

Development code Product name (Generic name)	Category (Indications)	Region	Stage	Origin/licensee
TA-7284 Canaglu/ INVOKANA (canagliflozin)	SGLT2 inhibitor (Diabetic nephropathy)	Japan, US, Europe, and others	Phase 3 (Global clinical trial)	Discovered in-house Sponsor: Janssen Research & Development (US)
	(Type 1 Diabetes Mellitus)	US, Canada	Phase 2	Discovered in-house Licensed to Janssen Pharmaceuticals (US)
	(Obesity / co-administration with phentermine)	US	Phase 2	
MP-513 (teneligliptin)	DPP-4 inhibitor (Type 2 diabetes mellitus)	Indonesia	Filed (Apr., 2015)	In-house
		China	Phase 3	
		Europe	Phase 2	
		US	Phase 1	
MT-2412 (teneligliptin, canagliflozin)	Fixed-dose combination of DPP-4 inhibitor and SGLT2 inhibitor (Type 2 diabetes mellitus)	Japan	Filed (Aug., 2016)	In-house
MT-3995	Selective mineralocorticoid receptor antagonist (Diabetic nephropathy)	Europe	Phase 2	In-house
		Japan	Phase 2	
		US	Phase 1	
	(Non-alcoholic steatohepatitis: NASH)	Japan	Phase 2	
MT-6548 (vadadustat)	Hypoxia inducible factor prolyl hydroxylase inhibitor (Renal anemia)	Japan	Phase 2	Licensed from Akebia (US)

iii. Central nervous system diseases

Development code (Generic name)	Category (Indications)	Region	Stage	Origin/licensee
MP-214 (cariprazine)	Dopamine D3/D2 receptor partial agonist (Schizophrenia)	Japan, Asia	Phase 2b/3	Licensed from Gedeon Richter(Hungary)
MT-210	5-HT2A/ Sigma 2 receptor antagonist (Schizophrenia)	Europe	Phase 2	Licensed to Minerva Neurosciences(US)
Wf-516	Multiple mechanisms on several receptors* (Depression)	Europe	Phase 2	Licensed to Minerva Neurosciences(US)
MP-124	Nervous system	US	Phase 1	In-house
MT-8554	Nervous system, etc.	Europe	Phase 1	In-house
MT-5199 (valbenazine)	Vesicular monoamine transporter type 2 inhibitor (Tardive dyskinesia)	Japan	Phase 1	Licensed from Neurocrine Biosciences(US)

*SSRI, 5-HT1A, dopamine transporter, and alpha-1A and B

iv. Vaccines

Development code (Generic name)	Category (Indications)	Region	Stage	Origin/licensee
MT-2355	Combined vaccine (Prophylaxis of pertussis, diphtheria, tetanus, poliomyelitis and prophylaxis of Hib infection in infants)	Japan	Phase 3	Co-developed with The Research Foundation for Microbial Diseases of Osaka University (Japan)
Influenza vaccine	Plant-based VLP vaccine (Prophylaxis of H5N1 influenza)	Canada	Phase 2	In-house
Influenza vaccine	Plant-based VLP vaccine (Prophylaxis of seasonal influenza)	US, Canada	Phase 2	In-house
Influenza vaccine	Plant-based VLP vaccine (Prophylaxis of H7N9 influenza)	Canada	Phase 1	In-house

v. Other diseases

Development code Product name (Generic name)	Category (Indications)	Region	Stage	Origin/licensee
Novastan (argatroban)	Selective antithrombin agent (Acute cerebral infarction)	China	Filed (Feb., 2017)	In-house
MT-4580	Ca sensing receptor agonist (Secondary hyperparathyroidism in chronic kidney disease patients on maintenance dialysis)	Japan	Filed (Apr., 2017)	Licensed to Kyowa Hakko Kirin(Japan)
Y-39983	ROCK (rho-kinase) inhibitor (Glaucoma)	Japan	Phase 2	Licensed to Senju Pharmaceutical (Japan)
MCC-847 (masilukast)	Leukotriene D4 receptor antagonist (Asthma)	Korea	Phase 2	Licensed to SAMA Pharma (Korea)
Y-803	Bromodomain inhibitor (Cancer)	Europe, Canada	Phase 2	Licensed to Merck (US)
GB-1057 (recombinant human serum albumin)	Blood and blood forming organs	US	Phase 1	In-house
MP-157	Cardiovascular system	Europe	Phase 1	In-house
MT-0814	Ophthalmologicals	Japan	Phase 1	In-house
sTU-199 (tenatoprazole)	Alimentary tract and metabolism	Europe	Phase 1	Licensed to Negma/Sidem (France)
MT-4129	Cardiovascular system, etc.	Europe	Phase 1	In-house

Changes Since Previous Announcement on February 6, 2017

Development code Product name (Generic name)	Category (Indications)	Region	As of Feb. 6, 2017	As of May.10, 2017	Origin / licensee
Simponi (golimumab)	Human monoclonal antibody specific for human TNF α (Ulcerative colitis)	Japan	None	Approved (Mar., 2017)	Co-developed by MTPC and Janssen Pharmaceutical K. K. (MA holder)
TA-7284 Canaglu/ INVOKANA (canagliflozin)	SGLT2 inhibitor (Type 2 diabetes mellitus)	Taiwan	Filed (Mar., 2015)	Approved (Mar., 2017)	In-house
MCI-186 (edaravone)	Free radical scavenger (Amyotrophic lateral sclerosis)	US	NDA filed (Jun., 2016)	Approved (May., 2017)	In-house
Novastan (argatroban)	Selective antithrombin agent (Acute cerebral infarction)	China	None	Filed (Feb., 2017)	In-house
MT-4580	Ca sensing receptor agonist (Secondary hyperparathyroidism in chronic kidney disease patients on maintenance dialysis)	Japan	Phase 3	Filed (Apr., 2017)	Licensed to Kyowa Hakko Kirin(Japan)

Additional Information for State of New Product Development (As of May 10, 2017)

(1) Autoimmune diseases

Development code Product name (Generic name)	Information
Remicade (infliximab)	Remicade is an anti-human TNF α monoclonal antibody. In Japan, it was launched as a treatment for Crohn's disease in 2002, followed by rheumatoid arthritis, intractable uveoretinitis caused by Behcet's disease, psoriasis, ankylosing spondylitis, ulcerative colitis, and entero-, neuro-, vasculo-Behcet's disease.
FTY720 Imusera / Gilenya (fingolimod)	Imusera is a sphingosine-1-phosphate receptor functional antagonist, which keeps lymphocytes sequestered in the lymph nodes and prevents them from attacking the myelin of the nerve cells in multiple sclerosis. It was launched as a treatment for multiple sclerosis in 2011 in Japan under the brandname of Imusera. It is also marketed under the brand name of Gilenya by Novartis. Imusera had been jointly developed with Novartis Pharma for the domestic market. Global Phase 3 study for chronic inflammatory demyelinating polyradiculoneuropathy is underway. It has been jointly developed with Novartis Pharma for the domestic market.
MT-1303 (amiselimod)	MT-1303 is a sphingosine-1-phosphate receptor functional antagonist, which keeps lymphocytes sequestered in the lymph nodes and prevents them from contributing to autoimmune reactions. It's a successor of Imusera/Gilenya.

(2) Diabetes and kidney diseases

Development code Product name (Generic name)	Information
TA-7284 Canaglu / INVOKANA (canagliflozin)	As a selective SGLT2 inhibitor, TA-7284 decreases blood glucose levels by inhibiting reabsorption of glucose in the kidney. It was launched in Japan under the brand name of CANAGLU for the treatment of type2 diabetes mellitus in September 2014, approved in Taiwan in March 2017. It was also launched for the treatment of type2 diabetes mellitus under the brand name of INVOKANA by Janssen Pharmaceuticals, Inc. in the US and its affiliate in Europe. The fixed dose combination with metformin (IR) was approved in Europe (April, 2014) and the US (August, 2014). The fixed dose combination with metformin (XR) was approved in the US (September, 2016).
MP-513 (teneligliptin)	MP-513 selectively inhibits DPP-4, thus accelerates the insulin secretion after meal intake without effect on the fasting insulin secretion. It was launched in Japan for the treatment of type2 diabetes mellitus in September 2012, under the brand name of TENELIA.
MT-2412 (teneligliptin, canagliflozin)	MT-2412 is a fixed-dose combination of teneligliptin(DPP-4 inhibitor) and canagliflozin (SGLT2 inhibitor).
MT-3995	MT-3995 is a selective mineralocorticoid receptor antagonist, which shows renoprotective effect on diabetic nephropathy.
MT-6548 (vadadustat)	MT-6548 is a hypoxia inducible factor prolyl hydroxylase inhibitor, which was licensed from Akebia (US).

(3) Central nervous system diseases

Development code (Generic name)	Information
MP-214 (cariprazine)	MP-214 is a dopamine D3/D2 receptor partial agonist, licensed from Gedeon Richter (Hungary). Efficacy on negative symptoms and cognitive functions in addition to positive symptoms for schizophrenia is expected.
MT-210	MT-210 is a 5-HT2A/ Sigma 2 receptor antagonist.
Wf-516	Wf-516 acts through multiple mechanisms on several receptors* associated with the control of mood. *SSRI, 5-HT1A, dopamine transporter, and alpha-1A and B

(4) Vaccines

Development code (Generic name)	Information
MT-2355	MT-2355 is a combined vaccine for prophylaxis of pertussis, diphtheria, tetanus, poliomyelitis and prophylaxis of Hib infection in infants, which has been co-developed with The Research Foundation for Microbial Diseases of Osaka University (Japan).
Influenza vaccine	Plant-based VLP influenza vaccine for prophylaxis of H5N1 influenza.
Influenza vaccine	Plant-based VLP influenza vaccine for prophylaxis of seasonal influenza.
Influenza vaccine	Plant-based VLP influenza vaccine for prophylaxis of H7N9 influenza.

(5) Other diseases

Development code Product name (Generic name)	Information
Novastan (argatroban)	Novastan, discovered and developed by Mitsubishi Tanabe Pharma, is a selective antithrombin agent.
MT-4580	MT-4580 is a Ca sensing receptor agonist.
Y-39983	Y-39983 is a ROCK (Rho-kinase) inhibitor, which relaxes vascular smooth muscles.
MCC-847 (masilukast)	MCC-847 is a leukotriene D4 receptor antagonist.
Y-803	Y-803 is a bromodomain inhibitor.

7 Others

1 Subsidiaries and Affiliated Companies

(1) Number of Subsidiaries and Affiliated Companies

	End of FY2016	End of FY2015	Increase (Decrease)	Notes
Consolidated subsidiaries	27	28	-	Increase: MT Pharma (Thailand) Co., Ltd. Decrease: Guangdong Tanabe Pharmaceutical Co., Ltd., Tanabe R&D Service Co., Ltd.
Non-consolidated subsidiaries	-	-	-	
Affiliated companies	1	1	-	
Total	28	29	-	

(2) Consolidated Subsidiaries

[As of March 31, 2017]

	Company Name	Paid-in Capital	% Voting Control [% Indirect Ownership]	Settling Day	Description of Business
1	Yoshitomiya kuhin Corporation	JPY 385 million	100.0 [-]	End of Mar.	Provision of information about pharmaceuticals
2	Bipha Corporation	JPY 100 million	100.0 [-]	End of Mar.	Manufacture and sale of pharmaceuticals
3	Mitsubishi Tanabe Pharma Factory Ltd.	JPY 1,130 million	100.0 [-]	End of Mar.	Manufacture and sale of pharmaceuticals
4	Tanabe Seiyaku Yoshiki Factory Co., Ltd.	JPY 400 million	100.0 [-]	End of Mar.	Manufacture and sale of pharmaceuticals
5	Tanabe Seiyaku Hanbai., Ltd.	JPY 100 million	100.0 [-]	End of Mar.	Sale of generic pharmaceuticals, etc.
6	Tanabe Total Service Co., Ltd.	JPY 90 million	100.0 [-]	End of Mar.	Real estate management and creation of promotion materials, etc.
7	Mitsubishi Tanabe Pharma Holdings America, Inc.	USD 167	100.0 [-]	End of Mar.	Management of group companies in US
8	Mitsubishi Tanabe Pharma Development America, Inc.	USD 200	100.0 [100.0]	End of Mar.	R&D of pharmaceuticals
9	MT Pharma America, Inc.	USD 100	100.0 [100.0]	End of Mar.	Sale of pharmaceuticals
10	MP Healthcare Venture Management, Inc.	USD 100	100.0 [100.0]	End of Mar.	Investments in bio-ventures
11	Tanabe Research Laboratories U.S.A., Inc.	USD 3 Mill.	100.0 [100.0]	End of Mar.	R&D of pharmaceuticals
12	MTPC Holdings Canada Inc.	CAD 338.5 Mill.	100.0 [-]	End of Mar.	Investments in Medicago Group
13	Medicago Inc.	CAD 413.0 Mill.	60.0 [57.0]	End of Mar.	Manufacture and sale of vaccines
14	Medicago USA Inc.	CAD 99	60.0 [60.0]	End of Mar.	Manufacture of vaccines
15	Medicago R&D Inc.	CAD 500	60.0 [60.0]	End of Mar.	R&D of vaccines
16	Mitsubishi Tanabe Pharma Development (Beijing) Co., Ltd.	USD 1Mill.	100.0 [-]	End of Dec.	R&D of pharmaceuticals
17	Tianjin Tanabe Seiyaku Co., Ltd.	USD 16.2 Mill.	75.4 [-]	End of Dec.	Manufacture and sale of pharmaceuticals
18	Taiwan Tanabe Seiyaku Co., Ltd.	TWD 90 Mill.	65.0 [-]	End of Mar.	Manufacture and sale of pharmaceuticals
19	Tai Tien Pharmaceuticals Co., Ltd.	TWD 20 Mill.	65.0 [-]	End of Mar.	Sale of pharmaceuticals
20	P.T. Tanabe Indonesia	USD 2.5 Mill.	99.6 [-]	End of Mar.	Manufacture and sale of pharmaceuticals
21	MT Pharma Singapore Pte. Ltd.	SGD 300,000	100.0 [-]	End of Mar.	R&D of pharmaceuticals
22	MT Pharma (Thailand) Co., Ltd.	THB103 Mill.	100.0 [2.0]	End of Mar.	Sale of pharmaceuticals
23	Mitsubishi Tanabe Pharma Korea Co., Ltd.	KRW 2,100 Mill.	100.0 [-]	End of Mar.	Manufacture and sale of pharmaceuticals
24	Mitsubishi Tanabe Pharma Europe Ltd.	GBP 4.6 Mill.	100.0 [-]	End of Mar.	R&D of pharmaceuticals
25	Mitsubishi Tanabe Pharma GmbH	EUR 25,000	100.0 [100.0]	End of Mar.	Sale of pharmaceuticals

Note: Aside from the companies mentioned above, there are two consolidated companies under the liquidations.

(3) Affiliated Companies Accounted for by the Equity Method and Joint Ventures

[As of March 31, 2017]

	Company Name	Paid-in Capital	% Voting Control [% Indirect Ownership]	Settling Day	Description of Business
1	Synthelabo-Tanabe Chimie S.A.	EUR 1.6 Mill.	50.0 [-]	End of Dec.	Manufacture and sale of pharmaceuticals

2 Status of Shareholders

(1) Number of Outstanding Shares

	End of March, 2017	End of March, 2016
Issued	561,417,916	561,417,916
The company's own shares at the end of the period	429,753	428,945
Number of shares outstanding at the end of the period	560,988,163	560,988,971
Average number of the company's own share in the period	429,206	428,670
Average number of shares outstanding in the period	560,988,710	560,989,246

(2) Status of Major Shareholders

Rank	Name of Shareholders	End of March, 2017		End of March, 2016		
		Number of Shares (Thousands)	Percentage of Total	Rank	Number of Shares (Thousands)	Percentage of Total
1	Mitsubishi Chemical Holdings Corporation	316,320	56.34%	1	316,320	56.34%
2	The Master Trust of Japan, Ltd.	25,657	4.57%	2	25,438	4.53%
3	Nippon Life Insurance Company	12,065	2.15%	3	12,065	2.15%
4	Japan Trustee Services Bank, Ltd.	11,439	2.04%	4	11,199	1.99%
5	The Bank of Tokyo-Mitsubishi UFJ, Ltd.	7,254	1.29%	5	7,254	1.29%
6	STATE STREET BANK WEST CLIENT - TREATY 505234	6,087	1.08%	7	5,602	1.00%
7	Japan Trustee Services Bank, Ltd. (Trust Account 9)	5,477	0.98%	6	6,176	1.10%
8	Japan Trustee Services Bank, Ltd. (Trust Account 5)	4,483	0.80%	18	2,499	0.45%
9	CBNY-GOVERNMENT OF NORWAY	4,103	0.73%	39	1,264	0.23%
10	Nipro	3,821	0.68%	10	3,821	0.68%

(3) Ownership and Distribution of Shares

	End of March, 2017			End of March, 2016		
	Number of Shareholders	Number of Shares (Thousands)	Percentage of Total	Number of Shareholders	Number of Shares (Thousands)	Percentage of Total
Financial institutions	73	98,612	17.57%	79	101,203	18.03%
Foreign corporations and others	592	105,370	18.77%	515	97,796	17.42%
Individuals and others	13,741	22,667	4.04%	16,396	25,295	4.51%
Other corporations	225	329,824	58.76%	265	332,740	59.28%
Securities firms	30	4,836	0.86%	36	4,276	0.76%
Total	14,661	561,311	100.00%	17,291	561,311	100.00%
Less than trading unit	-	106	-	-	106	-

* The trading unit of the Company's stock is 100 shares.

* Individuals and Others include treasury stocks (429 thousands shares at the end of March, 2017 and 428 thousands shares at the end of March, 2016)

(4) Trend of Dividend and Stock Price

(Japan GAAP)

	FY2012	FY2013	FY2014	FY2015
Dividends per share [yen]	40	40	42	46
Dividend payout ratio [%] [prior to amortization of goodwill]	53.6 [43.2]	49.4 [40.5]	59.6 [47.6]	45.7 [38.8]
Stock price at the end of FY [yen]	1,445	1,443	2,062	1,957
Market capitalization [billion yen]	811	810	1,157	1,098

(IFRS)

	FY2015	1H FY2016	FY2016 Estimate
Dividends per share [yen]	46	52	66*
Dividend payout ratio [%]	43.5	40.9	51.8
Stock price at the end of FY	1,957	2,318	-
Market capitalization [billion yen]	1,098	1,301	-

* The company will be distribute a commemorative dividend to shareholders at the end of 1st half in FY2017 for celebrating its 10th anniversary.

Reference

Major Ethical Drugs

Remicade (Infliximab)	Launch: May 2002	Category	Anti-TNF α monoclonal antibody
<p>Remicade is an anti-TNFα antibody, which targets TNFα, an important inflammatory cytokine. It is very fast-acting and its efficacy is sustained for eight weeks with a single administration. It has indications for the treatment of rheumatoid arthritis, Crohn's disease, Behcet's disease with refractory uveoretinitis, psoriasis, ankylosing spondylitis, and ulcerative colitis. In addition, in July 2009 and August 2011, changes in usage/dosage were approved for rheumatoid arthritis, and Crohn's disease, respectively.</p> <p>Entero-Behcet's disease, neuro-Behcet's disease, and vasculo-Behcet's disease in cases where existing treatment is inadequate were approved in August, 2015. And Kawasaki disease was approved in December 2015. Partial change in dosage and usage (increased dose) for psoriasis was approved in May 2016.</p> <p>Origin: Janssen Biotech</p>			
Talion (Bepotastine)	Launch: Oct. 2000	Category	Agent for treatment of allergic disorders
<p>Talion has rapid onset of anti-histamine(H1) effects and has been demonstrated to be effective for allergic rhinitis, urticaria, and pruritus accompanying dermatitis. It has minimal incidence of sedation. An additional formulation, orally disintegrating tablets was launched in July 2007. Pediatric indications (from seven to fifteen years old) was approved in May 2015.</p> <p>Origin: Ube Industries</p>			
Ceredist (Taltirelin)	Launch: Sep. 2000	Category	Agent for treatment of spinocerebellar degeneration
<p>Thyrotropin releasing hormone (TRH) was known to be effective against ataxia caused by spinocerebellar degeneration, but it was previously administered only through injection. Ceredist is the world's first oral TRH derivative drug by in-house development. An additional formulation, orally disintegrating tablets, was launched in October 2009.</p>			
Tenelia (Teneligliptin)	Launch: Sep. 2012	Category	Selective DPP-IV inhibitor
<p>Tenelia, which Mitsubishi Tanabe pharma has created and developed, is the first DPP-4 inhibitor originating in Japan. It inhibits the function of dipeptidyl peptidase-4 (DPP-4), which selectively breaks down glucagon-like peptide-1(GLP-1), a hormone secreted from the gastrointestinal tract in response to food intake. In this way, Tenelia promotes insulin secretion and suppresses glucagon secretion, thereby demonstrating blood glucose lowering action.</p>			
Maintate (Bisoprolol)	Launch: Nov. 1990	Category	Selective β 1 antagonist (Treatment of hypertension, angina pectoris, and arrhythmias, chronic heart failure)
<p>Maintate is a representative β-blocker used in more than 100 countries around the world. It exhibits high selectivity for β 1 receptor and excellent pharmacokinetics profiles. It has high efficacy and safety, and evidence-based cardioprotective action. In addition to the indication of chronic heart failure which was approved in May 2011, the indication of atrial fibrillation has been newly approved in June 2013 . Maintate is the only β-blocker with both indications of chronic heart failure and atrial fibrillation in Japan.</p> <p>Origin: Merck Serono (Germany)</p>			
Simponi (Golimumab)	Launch: Sep. 2011	Category	Anti-TNF α monoclonal antibody
<p>Simponi is a human anti-TNFα monoclonal antibody for the treatment of rheumatoid arthritis (including prevention of articular structural damage). It shows a long acting efficacy by subcutaneous injection once every four weeks. Additional indication of ulcerative colitis was approved in March 2017 by Janssen Pharmaceutical.</p> <p>Origin: Janssen Biotech</p>			
Lexapro (Escitalopram)	Launch: Aug. 2011	Category	Selective serotonin reuptake inhibitor (SSRI)
<p>Lexapro, a highly selective serotonin reuptake inhibitor (SSRI), has been globally approved in 98 countries and regions. It shows good efficacy and tolerability in patients with depressive disorder. Moreover, due to simple dosage and administration, it is expected to improve adherence of the treatment. Social anxiety disorder (SAD) was approved in November 2015.</p> <p>Origin: H. Lundbeck A/S (Denmark), Manufacturer and distributor: Mochida Pharmaceutical Co., Ltd</p>			
Kremezin	Launch: Apr. 2011	Category	Agent for treatment of Chronic renal failure
<p>Kremezin is an oral absorptive charcoal consisting of porous spherical activated carbon of high purity. It absorbs and excretes uremic toxins out of the body. Kremezin was introduced to the Japanese market in December 1991 as the first pharmaceuticals drug in the world for proactive treatment of chronic renal failure (progressive). In April 2011, the marketing rights were transferred from Daiichi Sankyo to MTPC.</p> <p>Origin, Manufacturer and distributor: Kureha</p>			

Urso (Ursodeoxycholic Acid)	Launch: July 1962	Category	Agent for improving hepatic, biliary and digestive functions
Ursodeoxycholic acid (UDCA), principal ingredient of Urso, had been extracted from blackbear's gallbladder in the past and has been used in the treatment of various digestive diseases. It is one of the bile acids existing in the human body. Urso has effects of hepatic protection and indications of improvement of liver function in chronic liver disease and hepatitis C, and dissolution of gallstones.			
Depas (Etizolam)	Launch: Mar. 1984	Category	Antianxiety agent
Depas is the most widely used anxiolytic agent in Japan. Due to its broad pharmacological properties, Depas shows reasonable effectiveness for psychosomatic disease, neurosis, low back pain, neck pain and muscle-contraction headache, depression and sleep disorder.			
Radicut (Edaravone)	Launch: Jun. 2001	Category	Free radical scavenger (Cerebral neuroprotectant)
Radicut is the world's first brain protecting agent (free radical scavenger) shown to improve neurological symptoms, interference with activities of daily living, and disability (at hospital discharge) in patients at acute stage of cerebral infarction. Specific indications include the treatment of various types of infarction (cerebral lacunar, atherothrombotic and cardiogenic infarction) It is initiated administration within 24 hours after onset, and is not administered for more than 14 days. An additional formulation, Radicut bag for I.V. Infusion, was launched in May 2010. It was designated as an orphan drug of amyotrophic lateral sclerosis (ALS) and approved for ALS in Japan in June, 2015, in Korea in December, 2015 and in US. in May, 2017.			
Imusera (Fingolimod hydrochloride)	Launch: Nov. 2011	Category	Treatment for multiple sclerosis (MS)
Imusera is a first-in-class drug that controls inflammation in the brain and spinal cord in MS. It inhibits the receptor function of sphingosine-1-phosphate receptor (S1P) receptor on the lymphocyte, and prevents auto-aggressive lymphocytes from invading the central nervous system. Unlike previous drug treatments for MS, which are limited to injection, it can be administered orally (once daily), thereby lowering the burden on patients with MS. It was discovered by Mitsubishi Tanabe Pharma and developed jointly by Mitsubishi Tanabe Pharma and Novartis Pharma in Japan. Mitsubishi Tanabe Pharma is marketing this product under the name Imusera, while Novartis Pharma is marketing it under the name Gilenya. Overseas, Novartis, of Switzerland, which licensed the product, has obtained approval in more than 80 countries, including countries in Europe and the US.			
TETRABIK (Absorbed Diphtheria-purified Pertussis-tetanus inactivated polio)	Launch: Oct. 2012	Category	Prevention of diphtheria, pertussis, tetanus and polio
TETRABIK is a combined vaccine that prevents acute poliomyelitis (polio), pertussis, diphtheria and tetanus. It is used at 1st term (initial 3 times) and 1st term (additional 1 time), in total 4 times, of the regular vaccination. By using TETRABIK, It is expected to avoid the very rare occurrence of paralytic symptoms similar to those in natural polio due to live-attenuated oral polio vaccine. Origin, Manufacturer and distributor: BIKEN (The Research Foundation for Microbial Diseases of Osaka University)			
JEBIK V (Cell Culture-derived Japanese Encephalitis Vaccine)	Launch: Jan. 2009	Category	Prevention of Japanese encephalitis
JEBIK V is a freeze-dried preparation containing inactivated Japanese encephalitis virus derived from Vero cells which were used in the manufacturing process as a host to increase the virus. It is used at the 1st term and 2nd term of the regular vaccination. It is expected to reduce the occurrence of ADEM by not using mice's brains in the manufacturing process. Origin, Manufacturer and distributor: BIKEN (The Research Foundation for Microbial Diseases of Osaka University)			
Mearubik (Live Attenuated Measles and Rubella Vaccine)	Launch: Dec. 2005	Category	Prevention of measles and rubella
Mearubik is the combination vaccine for measles and rubella, and children are able to receive both measles and rubella shot at a time with Mearubik, which is used at the 1st term and the 2nd term of its regular vaccination. By both reducing the number of injections and relieving physical pain on people to be vaccinated, It is expected to contribute enhancement of immunization rate for measles and rubella in Japan. Origin, Manufacturer and distributor: BIKEN (The Research Foundation for Microbial Diseases of Osaka University)			
Infulenza vaccine	Launch: Sep. 1972	Category	Prevention of influenza
It is for prevention of seasonal influenza. It was changed from trivalent vaccine to quadrivalent vaccine in 2015. Origin, Manufacturer and distributor: BIKEN (The Research Foundation for Microbial Diseases of Osaka University)			
Varicella vaccine	Launch: Mar. 1987	Category	Prevention of varicella and shingles in people 50 or elder
It is for prevention of varicella and included in regular vaccination from 2014. An indication for prevention of shingles in people 50 or elder was approved in 2016. Origin, Manufacturer and distributor: BIKEN (The Research Foundation for Microbial Diseases of Osaka University)			

News Releases

The major news releases after October, 2016 are as follows.

Please refer to the Company's website for the details. (<http://www.mt-pharma.co.jp/e/release/index.php>)

Date	Contents
October 4, 2016	Execution of Basic Agreement for Sales Anti-Allergy Agent, Rupatadine Tablets
October 5, 2016	Joint research identifies hit compounds for the development of a new treatment for malaria Mitsubishi Tanabe Pharma uses its compound library in joint research activities with Medicines for Malaria Venture –Targeting treatments for infectious diseases that burden the developing world–
November 1, 2016	Mitsubishi Tanabe Pharma Takes on the Challenge of Cell Therapy with the Conclusion of an Invossa Licensing Agreement with Kolon Life Science Aiming for therapy that addresses unmet medical needs in the treatment of knee osteoarthritis
November 7, 2016	Basic Agreement on the Establishment of a Joint Venture
January 27, 2017	Biogen and Mitsubishi Tanabe Pharma Terminate the License Agreement on MT-1303
February 3, 2017	Mitsubishi Tanabe Pharma Corporation Strategically Strengthens Its Foundation in the Field of Inflammatory Bowel Disease Mitsubishi Tanabe Pharma signs co-promotion agreement with Janssen Pharmaceutical K.K. for STELARA for an indication of Crohn's disease
March 28, 2017	Split off and transfer of Generic Drugs and Part of Long-Listed Products Business and Change of Subsidiary
March 29, 2017	Mitsubishi Tanabe Pharma and Daiichi Sankyo to Expand Strategic Alliance in the Diabetes Field The companies enter into a marketing alliance agreement for MT-2412, a combination drug for the treatment of type 2 diabetes mellitus, following co-operation for TENELIA Tablets, a selective DPP-4 inhibitor, and CANAGLU Tablets, an SGLT2 inhibitor
March 30, 2017	Notice regarding approval of indication of ulcerative colitis and additional formulation for SIMPONI subcutaneous injection 50 mg syringe (generic name: golimumab), a human monoclonal antibody specific for human TNF α
April 17, 2017	Notice regarding overseas subsidiary MT Pharma (Thailand) Strengthening business development in the ASEAN region
April 24, 2017	Mitsubishi Tanabe Pharma Group receives import and marketing permission in Taiwan for CANAGLU Tablets 100mg, a treatment agent for type 2 diabetes mellitus
April 26, 2017	Introduction of Performance-Linked Stock Compensation Plan for Board Directors
May 8, 2017	New Japan-originated ALS treatment option available to patients in the U.S. U.S. FDA approves RADICAVA™ (edaravone) for the treatment of ALS
May 9, 2017	Establishment of Vaccine Manufacturing Joint Venture: BIKEN CO.,Ltd.



Mitsubishi Tanabe Pharma

Financial Results for the Year Ended March 31, 2017

<Supplement>