

The 7th Medium-term Business Plan



May, 2016



日医工株式会社

Obelisk 2019

VISION

Use our creativity to establish a commanding presence and expand in the global marketplace

Pyramid



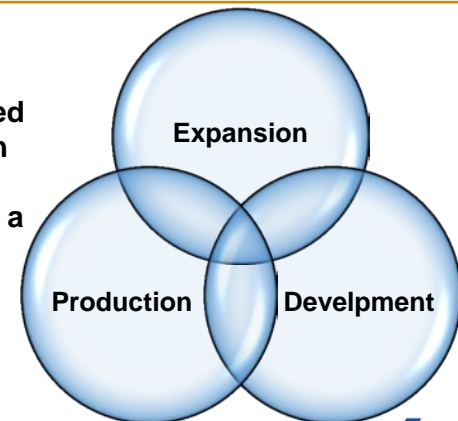
Global Challenge

Vision → Global Top 10 Generic Pharmaceutical Company



What's "Obelisk"?

Obelisk is a kind of monument placed in pairs at the entrance of temples in ancient Egypt. It has Pyramid-like shaped top, and is considered to be a symbol of sun god.



Achieved No.1 share in Japan

Core Strategies

Core Strategies

Expansion

Grow domestic market share to 15%

Production

Lift annual production capacity to 18.5 billion premium quality tablets

Development

Turn to the U.S. market to develop the new business field of biosimilar products

Strengthen our business foundation as a global Top 10 generics company

Marketing activity focused on “Integrated Community Care System”

Product Focus

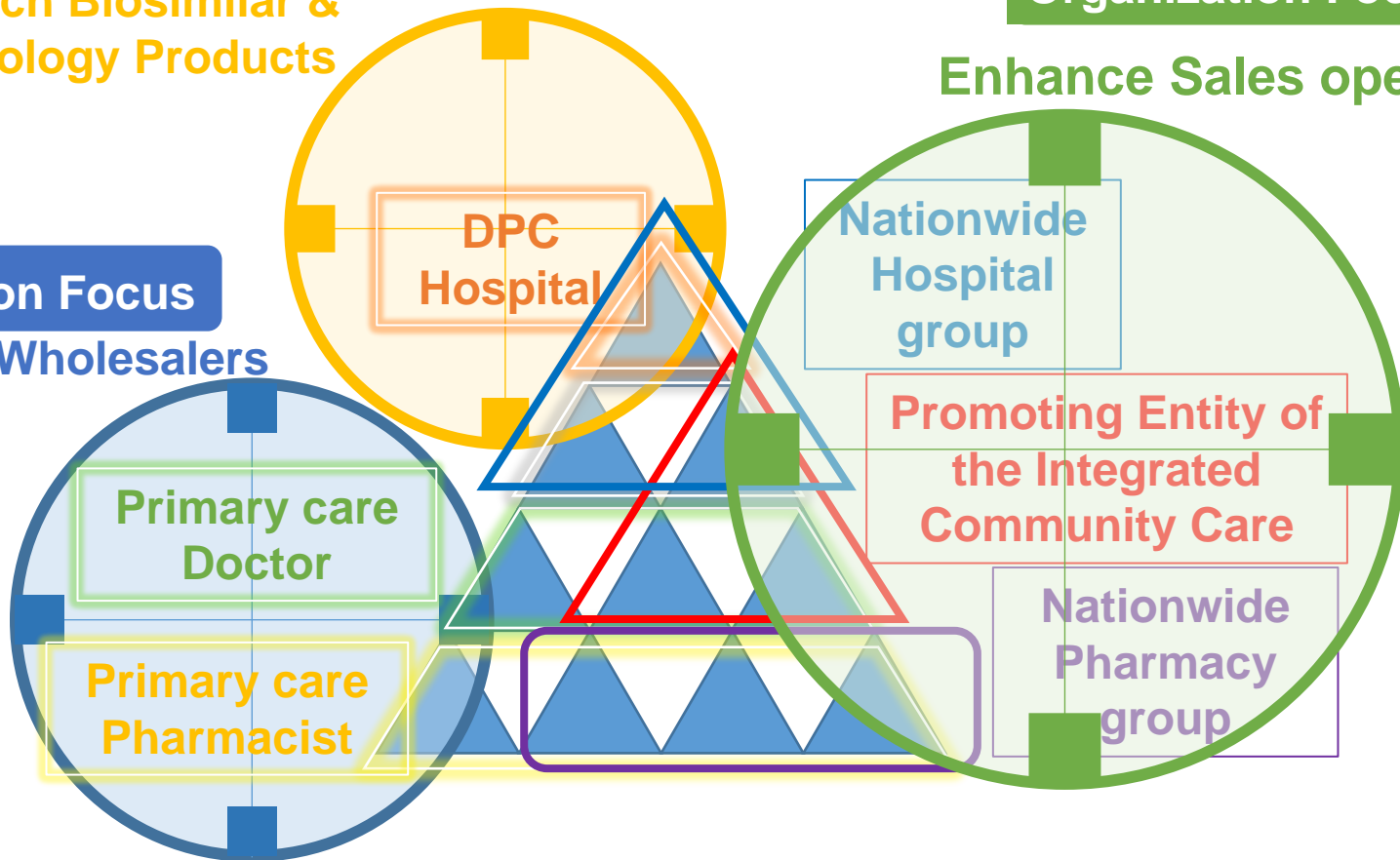
Launch Biosimilar &
Oncology Products

Organization Focus

Enhance Sales operation

Distribution Focus

Tie-up with Wholesalers



Production capacity

Lift annual production capacity to 18.5 billion premium quality tablets

Up to 21 billion premium quality tablets in FY2020



April 2018
Start operations

September 2016
Full implementation

FY2016 Forecast

(¥million)

	FY2016 Forecast	YoY	vs Sales
Sales	159,000	110.8%	-
COGS	97,800	108.7%	61.5%
SG&A	47,000	115.7%	29.6%
Operating Profit	14,200	110.0%	8.9%
Ordinary Profit	14,200	115.6%	8.9%
Net Profit Attributable to Parent	9,000	81.6%	5.7%

Interim Dividend ¥15.0

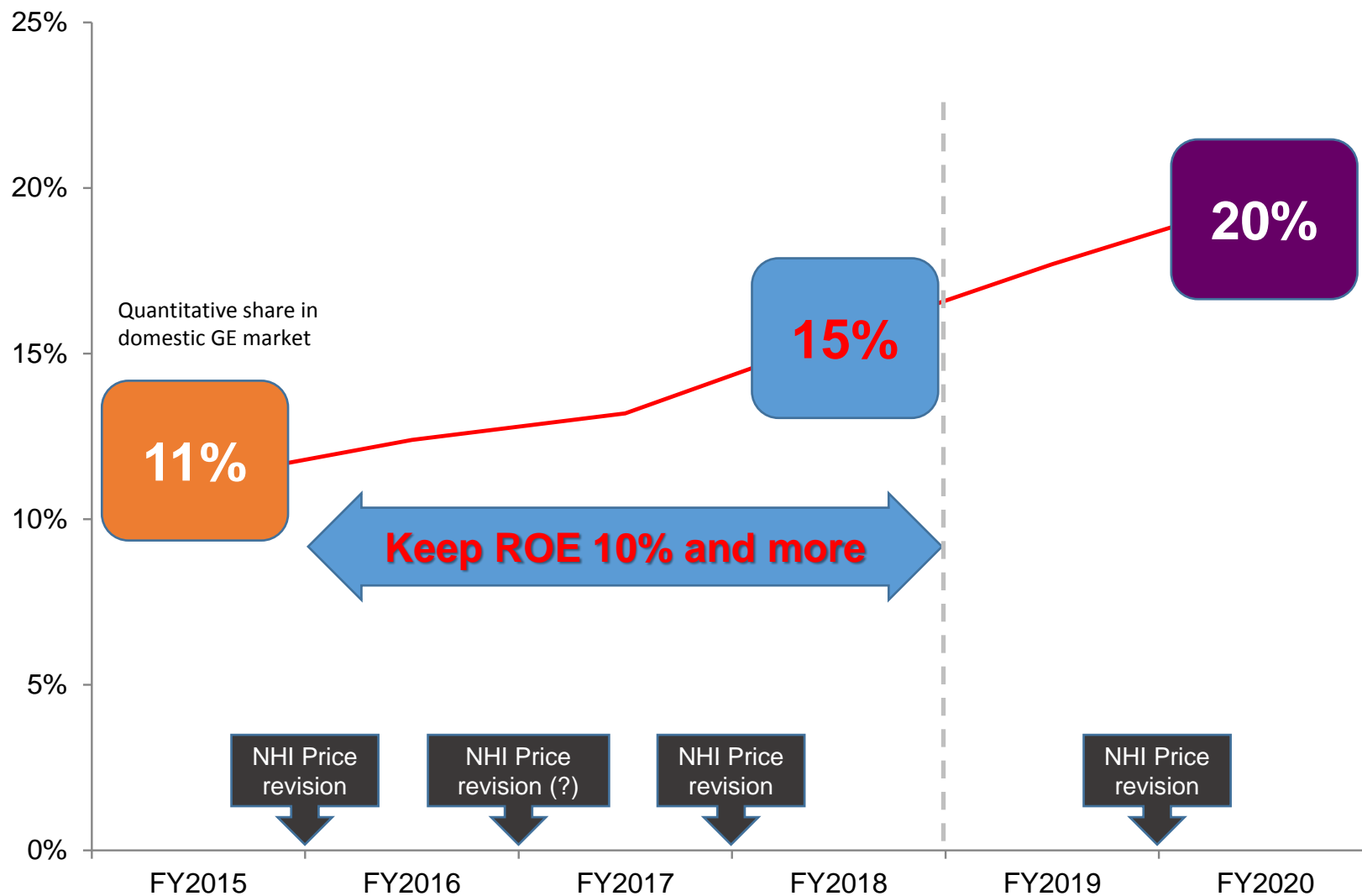
Year-end Dividend ¥15.0

Total Dividend **¥30.0**

CAPEX **¥14.0** billion

R&D **¥6.7** billion

Key Targets



Forward-Looking Statements



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