

**Financial results for the second quarter  
of fiscal year 2012**

**< Supplement >**

**November 2, 2012**



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## 1. Financial results and forecast

	FY2012 1H actual *	FY2012 2H forecast	FY2012 forecast	FY2011 1H actual	FY2011 2H actual	FY2011 actual	(Billions of yen)		
							Y on Y change		
							1H	2H	full-year
Net Sales	137.3	145.7	283.0	124.0	143.3	267.3	13.3	2.4	15.7
<i>change %</i>	10.7	1.7	5.9	(13.5)	3.1	(5.3)			
Operating Income	26.1	29.9	56.0	18.2	28.8	47.0	7.9	1.1	9.0
<i>change %</i>	43.1	3.9	19.1	(5.1)	4.0	0.2			
Ordinary Income	25.1	28.9	54.0	18.4	27.7	46.1	6.7	1.2	7.9
<i>change %</i>	36.2	4.5	17.2	4.1	0.7	2.0			
Net Income	14.9	17.1	32.0	8.2	18.9	27.1	6.7	(1.8)	4.9
<i>change %</i>	81.2	(9.3)	18.1	19.5	43.6	35.3			

Note: Change % shows changes from the same period of the previous fiscal year

\*Because of changing fiscal term, FY2012 1H actual of Taiwan Shionogi & Co., Ltd. includes 9-month results from January to September 2012.



### 3. Management index

( Management index trend )

		FY2010	FY2011	FY2011 1H	FY2012 1H
Ratio of operating income to net sales	%	16.6	17.6	14.7	19.0
Ratio of ordinary income to net sales	%	16.0	17.2	14.9	18.3
Ratio of net income to net sales	%	7.1	10.1	6.6	10.8
Total asset turnover		0.53	0.51	0.24	0.27
Equity ratio	%	62.7	65.9	62.6	67.9
Return on asset (ROA)	%	8.5	8.8	3.6	4.9
Return on equity (ROE)	%	6.0	8.1	2.5	4.3
Dividend payout ratio	%	66.9	49.4	-	-
Earnings per share	yen	59.80	80.93	24.50	44.38
Earnings per share (diluted)	yen	-	80.91	24.49	44.36

## 4. Capital investments and depreciation cost

(Billions of yen)

	FY2012 1H actual	FY2012 2H forecast	FY2012 forecast	FY2011 1H actual	FY2011 2H actual	FY2011 actual	Y on Y change		
	1H	2H	full-year						
Investment in equipments	6.2	6.8	13.0	8.2	5.0	13.2	(2.0)	1.8	(0.2)
Depreciation cost	6.0	7.0	13.0	7.1	9.2	16.3	(1.1)	(2.2)	(3.3)
Amortization of goodwill	1.9	1.7	3.6	1.6	1.8	3.4	0.3	(0.1)	0.2

## 5. R&D expenses

(Billions of yen)

	FY2012 1H actual	FY2012 2H forecast	FY2012 forecast	FY2011 1H actual	FY2011 2H actual	FY2011 actual	Y on Y change		
	1H	2H	full-year						
R&D expenses	25.0	28.0	53.0	25.7	27.9	53.6			
change %	(2.8)	0.5	(1.1)	(8.5)	22.1	5.3	(0.7)	0.1	(0.6)

Note: Change % shows changes from the same period of the previous fiscal year

## 6. Employees

	End of FY2010 actual	End of 2011 1H actual	End of FY2011 actual	End of 2012 1H actual	End of FY2012 forecast	Y on Y change		
	1H	2H	full-year					
Employees	5,277	6,431	6,132	6,217	6,530	85	313	398

## 7. Consolidated statement of income

	FY2011 1H actual	FY2012 1H actual	(Millions of yen)
			Y on Y change
Net sales	124,000	137,322	13,322
Cost of sales	37,523	40,213	2,690
Gross profit	86,476	97,109	10,633
Selling, general and administrative expenses	68,237	71,003	2,766
Operating income	18,239	26,106	7,867
Non-operating income	2,085	1,112	(973)
Interest income	213	185	(28)
Dividends income	663	622	(41)
Other	1,207	304	(903)
Non-operating expenses	1,894	2,123	229
Interest expenses	667	605	(62)
Contribution	669	664	(5)
Other	558	853	295
Ordinary income	18,429	25,095	6,666
Extraordinary income	661	779	118
Gain on sales of noncurrent assets	509	228	(281)
Gain on sales of investment securities	152	551	399
Extraordinary loss	4,536	1,091	(3,445)
Loss on valuation of investment securities	142	1,091	949
Impairment loss	1,570	-	(1,570)
Loss on penalty	1,187	-	(1,187)
Loss on disaster	1,089	-	(1,089)
Business structure improvement expenses	546	-	(546)
Income before income taxes and minority interests	14,554	24,783	10,229
Income taxes-current	9,216	10,278	1,062
Income taxes-deferred	(2,865)	(382)	2,483
Income before minority interests	8,203	14,887	6,684
Minority interests in income	-	24	24
Net income	8,203	14,863	6,660

Increase / (decrease) in:  
 Shionogi Inc.: 9.9 billion yen  
 C&O: 2.9 billion yen  
 Prescription drugs: 1.0 billion yen  
 Royalty income: (0.9) billion yen

Subsidy income in FY2011 1H :  
 0.5 billion yen

Sale of land (FY2011 and FY2012)

Due to impairment of In-Process R&D in Shionogi Inc. in FY2011 1H.

Due to reorganization of in Shionogi Inc. in FY2011 1H.

Due to share acquisition of C&O

## 8-1. Consolidated balance sheets (Assets)

	As of Mar. 31 2012	As of Sep. 30 2012	(Millions of yen) Y on Y change
(Assets)			
Current assets			
Cash and deposits	18,427	15,668	(2,759)
Notes and accounts receivable-trade	65,568	63,602	(1,966)
Short-term investment securities	86,556	88,763	2,207
Merchandise and finished goods	26,040	25,811	(229)
Work in process	12,662	13,041	379
Raw materials and supplies	11,418	9,936	(1,482)
Other	20,275	20,540	265
Allowance for doubtful accounts	(17)	(10)	7
Total current assets	240,931	237,354	(3,577)
Noncurrent assets			
Property, plant and equipment	74,282	77,392	3,110
Intangible assets			
Goodwill	63,572	59,880	(3,692)
Other	43,121	39,351	(3,770)
Total Intangible assets	106,694	99,231	(7,463)
Investments and other assets			
Investment securities	63,568	62,348	(1,220)
Other	36,783	36,439	(344)
Allowance for doubtful accounts	(97)	(81)	16
Total investments and other assets	100,253	98,706	(1,547)
Total noncurrent assets	281,230	275,330	(5,900)
Total assets	522,161	512,684	(9,477)

Payment for the development milestones of Ospemifene in Shionogi Inc.

Capital investments:  
A facility for production of beta-lactam antibiotics.  
A facility for manufacturing active pharmaceutical ingredients.  
etc.

Increase / (decrease) by:  
Amortization: (1.9) billion yen  
Acquisition of Victory Pharma, Inc., a subsidiary of Shionogi Inc.: 1.1 billion yen  
Exchange rate fluctuations: (2.9) billion yen

Increase / (decrease) by:  
Shionogi Inc.'s sales rights  
Amortization: (1.8) billion yen  
Exchange rate fluctuations: (1.9) billion yen

Increase / (decrease) by:  
Investments: 1.0 billion yen  
Sales of securities: (1.6) billion yen  
Loss on valuation: (1.1) billion yen

## 8-2. Consolidated balance sheets (Liabilities/Net Assets)

	As of Mar. 31 2012	As of Sep. 30 2012	(Millions of yen)
			Y on Y change
(Liabilities)			
Current liabilities			
Notes and accounts payable-trade	8,613	12,800	4,187
Current portion of long-term loans payable	14,000	14,000	-
Current portion of bonds	10,000	-	(10,000)
Income taxes payable	9,891	10,885	994
Provision for bonuses	6,745	6,999	254
Provision for sales returns	5,356	5,778	422
Other provision	25	-	(25)
Other	27,430	28,232	802
Total Current liabilities	82,063	78,696	(3,367)
Noncurrent liabilities			
Bonds payable	20,000	20,000	-
Long-term loans payable	49,000	42,024	(6,976)
Provision for retirement benefits	8,793	8,891	98
Other	15,106	11,921	(3,185)
Total noncurrent liabilities	92,899	82,838	(10,061)
Total liabilities	174,963	161,534	(13,429)
(Net Assets)			
Shareholders' equity			
Capital stock	21,279	21,279	-
Capital surplus	20,227	20,227	-
Retained earnings	353,676	361,840	8,164
Treasury stock	(19,746)	(19,738)	8
Total shareholders' equity	375,436	383,608	8,172
Accumulated other comprehensive income			
Valuation difference on available-for-sale securities	7,729	7,922	193
Deferred gains or losses on hedges	(141)	429	570
Foreign currency translation adjustment	(38,809)	(43,917)	(5,108)
Total accumulated other comprehensive income	(31,220)	(35,566)	(4,346)
Subscription rights to shares	58	123	65
Minority interests	2,923	2,983	60
Total net assets	347,198	351,149	3,951
Total liabilities and net assets	522,161	512,684	(9,477)

Increase in Shionogi & Co., Ltd.:  
4.2 billion yen

Redemption of 2<sup>nd</sup> Series of Shionogi & Co., Ltd. Unsecured Straight bonds at June 2012.

Increase in Shionogi Inc.:  
0.5 billions yen

Repayment of syndicate loan and others

Due to account transfer from long-term loans payable to short-term in payment for the development milestones of Ospemifene.

Increase / (decrease) by:  
Exercising Stock options FY 2011 :  
(0.8) billion yen  
Issuing Stock options FY 2012 :  
7.2 billion yen

Share holders of C&O



## 9-2 Quarterly trend for FY2011 and FY2012 (Consolidated statements of income)

Fiscal year ended March 31, 2012

(Billions of yen)

FY2011	FY2011 1Q actual *	Y on Y change %	FY2011 2Q actual	Y on Y change %	FY2011 3Q actual	Y on Y change %	FY2011 4Q actual	Y on Y change %
<b>Net sales</b>	<b>63.7</b>	<b>(15.3)</b>	<b>60.3</b>	<b>(11.5)</b>	<b>74.7</b>	<b>1.1</b>	<b>68.5</b>	<b>5.3</b>
Cost of sales	28.3		32.3		29.6		26.5	
Gross profit	45.7	(16.0)	40.8	(18.3)	52.6	1.2	50.4	13.8
SG & A expenses	53.7		56.4		48.4		55.6	
Selling & general expenses	34.2	(26.3)	34.0	(12.1)	36.2	1.9	38.1	15.0
R & D expenses	21.2	(36.6)	21.4	(9.5)	23.6	(4.0)	22.8	7.3
	13.1	0.3	12.6	(16.0)	12.6	15.0	15.3	28.8
<b>Operating income</b>	<b>18.0</b>		<b>11.3</b>		<b>22.0</b>		<b>18.0</b>	
	<b>11.5</b>	<b>43.7</b>	<b>6.8</b>	<b>(39.7)</b>	<b>16.4</b>	<b>(0.2)</b>	<b>12.3</b>	<b>10.1</b>
Non-operating income & expenses	0.2		(0.0)		(0.3)		(0.8)	
<b>Ordinary income</b>	<b>18.3</b>		<b>11.2</b>		<b>21.6</b>		<b>16.8</b>	
	<b>11.7</b>	<b>62.1</b>	<b>6.7</b>	<b>(35.7)</b>	<b>16.1</b>	<b>0.7</b>	<b>11.5</b>	<b>0.6</b>
Extraordinary income & loss	(6.3)		2.4		(0.8)		0.0	
Income before income taxes and minority interests	5.4		9.2		15.4		11.6	
Income taxes and minority interests	1.6		4.7		5.0		3.0	
<b>Net income</b>	<b>5.9</b>		<b>7.3</b>		<b>13.9</b>		<b>12.4</b>	
	<b>3.8</b>	<b>(21.7)</b>	<b>4.4</b>	<b>117.1</b>	<b>10.4</b>	<b>55.6</b>	<b>8.5</b>	<b>31.2</b>

Fiscal year ending March 31, 2013

FY2012	FY2012 1Q actual *	Y on Y change %	FY2012 2Q actual	Y on Y change %
<b>Net sales</b>	<b>67.8</b>	<b>6.4</b>	<b>69.5</b>	<b>15.3</b>
Cost of sales	30.3		28.3	
Gross profit	47.2	3.4	49.9	22.2
SG & A expenses	51.7		51.7	
Selling & general expenses	35.0	2.4	36.0	5.7
R & D expenses	23.3	10.1	22.7	6.4
	11.8	(10.0)	13.2	4.6
<b>Operating income</b>	<b>18.0</b>		<b>20.0</b>	
	<b>12.2</b>	<b>6.6</b>	<b>13.9</b>	<b>104.8</b>
Non-operating income & expenses	(0.1)		(0.9)	
<b>Ordinary income</b>	<b>17.8</b>		<b>18.7</b>	
Extraordinary income & loss	(0.4)		0.1	
Income before income taxes and minority interests	11.7		13.1	
Income taxes and minority interests	4.7		5.2	
<b>Net income</b>	<b>10.2</b>		<b>11.4</b>	
	<b>6.9</b>	<b>82.8</b>	<b>8.0</b>	<b>79.8</b>

\* Because of changing fiscal term, FY2012 1Q actual of Taiwan Shionogi & Co., Ltd. includes 6-month results from January to June 2012.

## 10. Consolidated affiliated companies and affiliated company accounted for by the equity method

<Consolidated affiliated companies>

As of September 30, 2012

No	Company name	Location	Common stock	Business status	Establish	Closing date	Ownership (%)
1	Shionogi Pharma Chemicals Co., Ltd.	Tokushima, Japan	JPY 200 million	Mfg. of pharmaceutical raw materials	August 24, 1976	March 31	100
2	Saishin Igaku Co., Ltd.	Osaka, Japan	JPY 90 million	Publication of medical information	December 21, 1998	March 31	100
3	Shionogi General Service Co., Ltd.	Osaka, Japan	JPY 10 million	Real estate rental, Insurance agency and contract general services	November 2, 1992	March 31	100
4	Shionogi Analysis Center Co., Ltd.	Osaka, Japan	JPY 200 million	Contract testing and analysis on medicine	December 21, 2007	March 31	100
5	Aburahi AgroResearch Co., Ltd.	Shiga, Japan	JPY 10 million	Contract Laboratories for Agro Chemicals	February 26, 2004	March 31	* 100
6	Shionogi Techno Advance Research Co., Ltd.	Osaka, Japan	JPY 9 million	Contract support services for experimental research	September 8, 2010	March 31	100
7	Taiwan Shionogi & Co., Ltd.	Taipei, Taiwan, R.O.C.	TW\$ 92 million	Mfg. and sale of pharmaceuticals	December 26, 1963	March 31	100
8	Shionogi Inc.	Delaware, U.S.A.	US\$ 7	Mfg. and sale of pharmaceuticals	August 25, 2008	March 31	100
9	SG Holding, Inc.	Delaware, U.S.A.	US\$ 140	Holding company	September 10, 2001	March 31	* 100
10	Ezose Sciences Inc.	Delaware, U.S.A.	US\$ 13.5	Serum glycan analysis contract services	March 3, 2009	March 31	* 100
11	C&O Pharmaceutical Technology (Holdings) Limited	Bermuda Islands	HK\$ 165,840 thousand	Mfg. and sale of pharmaceuticals	July 28, 2003	June 30	66
12	Shionogi Ltd.	London, U.K.	GBP 700,000	Contract research for pharmaceuticals	February 10, 2012	March 31	100

\* Incl. Indirect ownership

<Affiliated company accounted for by the equity method>

As of September 30, 2012

No	Company name	Location	Common stock	Business status	Establish	Closing date	Ownership (%)
1	Shionogi - ViiV Healthcare L. P.	Cayman Islands	-	Holding company	October 19, 2001	December 31	* 50

\* Incl. Indirect ownership

Note: Twenty consolidated affiliated companies and three affiliated companies accounted for by the equity method are not shown on this table as the scale of their business is very small.

## 11. Pipeline (as of November 2012)

Areas	Code No. (Generic name) [Product name]	Category (Administration)	Indication	Stage	Origin	Development
Infectious Diseases	S-649266	Cephem antibiotic (Injection)	Infection	Japan: Phase I	In-house	Shionogi/ GlaxoSmithKline (UK)
Metabolic Syndrome	S-474474 (Irbesartan/ Trichlormethiazide combination)	Angiotensin receptor antagonist/Diuretic combination (Oral)	Hypertension	Japan: NDA submission (Jul. 2012)	Irbesartan: Sanofi (France) Trichlormethiazide: Shionogi	In-house
	S-2367 (Velneperit)	Neuropeptide Y Y5 receptor antagonist (Oral)	Obesity	Japan: Phase IIb	In-house	In-house
	S-707106	Insulin sensitizer (Oral)	Type 2 Diabetes	USA: Phase IIa	In-house	In-house
	S-556971	Cholesterol absorption inhibitor (Oral)	Dyslipidemia	Japan: Phase IIa Europe: Phase I	Kotobuki Pharmaceutical Co., Ltd. (Japan)	Shionogi/Kotobuki Pharmaceutical Co., Ltd.
	S-234462	Neuropeptide Y Y5 receptor antagonist (Oral)	Obesity	USA: Phase I	In-house	In-house
Pain	S-297995 (Naldemedine)	Peripheral opioid receptor antagonist (Oral)	Alleviation of opioid- induced adverse effect	Global: Phase III (in preparation)	In-house	In-house
	S-117957	Analgesic agent for neuropathic pain (Oral)	Neuropathic pain	USA: Phase I	Shionogi/Purdue Pharma L.P. (USA)	Shionogi/Purdue Pharma L.P.
	S-120083	Analgesic agent for inflammatory pain (Oral)	Inflammatory pain	Japan: Phase I	Shionogi/Purdue Pharma L.P. (USA)	Shionogi/Purdue Pharma L.P.
Other	Ospemifene	Selective estrogen receptor modulator (Oral)	Post-menopausal vaginal atrophy	USA: NDA submission (Apr. 2012) Europe: NDA submission (in preparation)	QuatRx Pharmaceuticals Company (USA)	Shionogi/QuatRx Pharmaceuticals Company
	PSD502 (Lidocaine/Prilocaine)	Eutectic mixture of anesthetics (Metered-dose topical aerosol spray)	Premature ejaculation	USA: Phase III	Plethora Solutions Holdings PLC (UK)	Shionogi/Plethora Solutions Holdings PLC
	S-555739	Prostaglandin D2 receptor antagonist (Oral)	Allergic disease	Japan: Phase IIb USA: Phase IIa Europe: POM (Proof of Mechanism)	In-house	In-house
	S-524101	Sublingual tablet of house-dust mite allergen extracts for immunotherapy	Allergic rhinitis caused by house-dust mite allergen	Japan: Phase II/III	Stallergenes SA (France)	In-house
	S-888711 (Lusutrombopag)	Small molecule TPO mimetic (Oral)	Thrombocytopenia	USA, Europe: Phase II Japan: Phase IIb	In-house	In-house
	S-288310	Cancer peptide vaccine (Injection)	Bladder cancer	Asia: Phase I/II	OncoTherapy Science, Inc. (Japan)	In-house
	S-488410	Cancer peptide vaccine (Injection)	Esophageal cancer	Japan: Phase I/II	OncoTherapy Science, Inc. (Japan)	In-house
	S-488210	Cancer peptide vaccine (Injection)	Head and neck squamous cell carcinoma	Europe: Phase I/II	OncoTherapy Science, Inc. (Japan)	In-house
	S-222611	HER2/EGFR dual inhibitor (Oral)	Malignant tumor	Europe: Phase Ib	In-house	In-house
	S-646240	Peptide vaccine (Injection)	Age-related Macular Degeneration	Japan: Phase IIa	OncoTherapy Science, Inc. (Japan)	In-house
	S-877489 (Lisdexamfetamine)	DA and NE reuptake inhibitor/Releaser of DA, NE (Oral)	ADHD	Japan: Phase II (in preparation)	Shire (Ireland)	Shionogi/Shire
	S-877503 (Guanfacine hydrochloride)	alpha-2A-adrenergic receptor agonist (Oral)	ADHD	Japan: Phase II (in preparation)	Shire (Ireland)	Shionogi/Shire

<Out-Licensing Activity>

Code No. (Generic name)	Category (Administration)	Indication	Stage	Origin	Development
S-349572 (Dolutegravir)	Integrase inhibitor (Oral)	HIV infection	Global: NDA submission (in preparation)	Shionogi-ViiV Healthcare LLC	ViiV Healthcare Ltd. (UK)
S-265744 LAP*	Integrase inhibitor (Injection)	HIV infection	USA: Phase I	Shionogi-ViiV Healthcare LLC	ViiV Healthcare Ltd. (UK)
S-4661 (Doripenem hydrate)	Carbapenem antibiotic (Injection)	Bacterial infection	USA: Approval (Oct. 2007) Complicated intra-abdominal infections, Complicated urinary tract infections including pyelonephritis NDA submission (Jun. 2007) Hospital-acquired (nosocomial) pneumonia including ventilator-associated pneumonia Europe: Approval (Jul. 2008)	In-house	Johnson & Johnson (USA)
S-0373	Non-peptide mimetic of TRH (Oral)	Spinocerebellar ataxia	Japan: Phase II	In-house	Kissei Pharmaceutical Co., Ltd. (Japan)

\*: Long acting parenteral formulation

<Drugs to acquire new indication requested by the Ministry of Health, Labour and Welfare>

Generic name [Product name]	Category (Administration)	Indication	Stage	Origin	Development
Metronidazole 【Flagyl®】	Antibacterial and antiprotozoal agent (Oral)	Infections caused by anaerobic bacteria, Amebiasis, Giardiasis	Approval (Aug. 2012)	Sanofi (France)	In-house
Sulfamethoxazole/ Trimethoprim combination 【Baktar®】	Synthetic folate-antagonist/ Anti-infectives combination (Oral)	Prophylaxis and treatment of Pneumocystis pneumonia	Approval (Aug. 2012)	Shionogi/ GlaxoSmithKline (UK)	In-house
Oxycodone hydrochloride hydrate 【OxyContin®】	Natural opium alkaloids (Oral)	For the treatment of moderate to severe chronic pain	Clinical trial (in preparation)	Napp Pharmaceuticals Limited (UK)	In-house
Duloxetine hydrochloride 【Cymbalta®】	SNRI (Serotonin & noradrenaline reuptake inhibitor) (Oral)	Fibromyalgia	Phase III	Eli Lilly (USA)	Shionogi/Eli Lilly Japan K.K.
Vancomycin hydrochloride 【Vancomycin】	Glycopeptide antibiotic (Drip infusion)	<Specification> Methicillin-resistant coagulase-negative staphylococcus, Penicillin-resistant enterococcus <Indication> Gram-positive bacteria-associated bloodstream infection (including intravascular catheter-related infection), Febril neutropenia, Alternative agent in penicillin-allergic adults and children	To be determined	Eli Lilly (USA)	In-house

<Requested for development by academy>

Generic name [Product name]	Category (Administration)	Indication	Stage	Origin	Development
Metreleptin	Human leptin (Genetical Recombination) (Injection)	Lipodystrophy	Japan: NDA submission (Jul. 2012)	Amylin Pharmaceuticals Inc. (USA)	In-house
Interferon Gamma-1a 【Imunomax®-γ】	Interferon Gamma-1a (Genetical Recombination) (Injection)	Mycosis fungoides/Sezary syndrome	Japan: Phase II	Biogen Idec, Inc. (USA)	In-house

Since August 2012

Change of phase	S-349572: Global: Phase III → NDA submission (in preparation), move to <Out-Licensing Activity>
	S-265744: move to <Out-Licensing Activity>
	S-297995: USA: Phase IIb, Japan: Phase IIb → Global Phase III (in preparation)
	Ospemifene: Europe: NDA submission (in preparation)
	S-877489: USA: Phase I → Japan: Phase II (in preparation)
	S-877503: Japan: Phase I → Phase II (in preparation)
	Metronidazole 【Flagyl®】: NDA submission → Approval (Aug. 2012)
	Sulfamethoxazole/Trimethoprim combination 【Baktar®】: NDA submission → Approval (Aug. 2012)
Compound added to the list	S-556971: Japan: Phase IIa, Europe: Phase I
	S-120083: Japan: Phase I
Compound erased	S-4661: Japan: Approval (May 2012)
	Lisinopril hydrate 【Longes®】: Approval (Jun. 2012)