

# The 7<sup>th</sup> 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



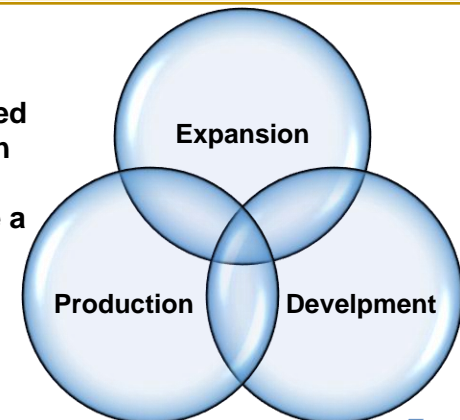
Global Challenge

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

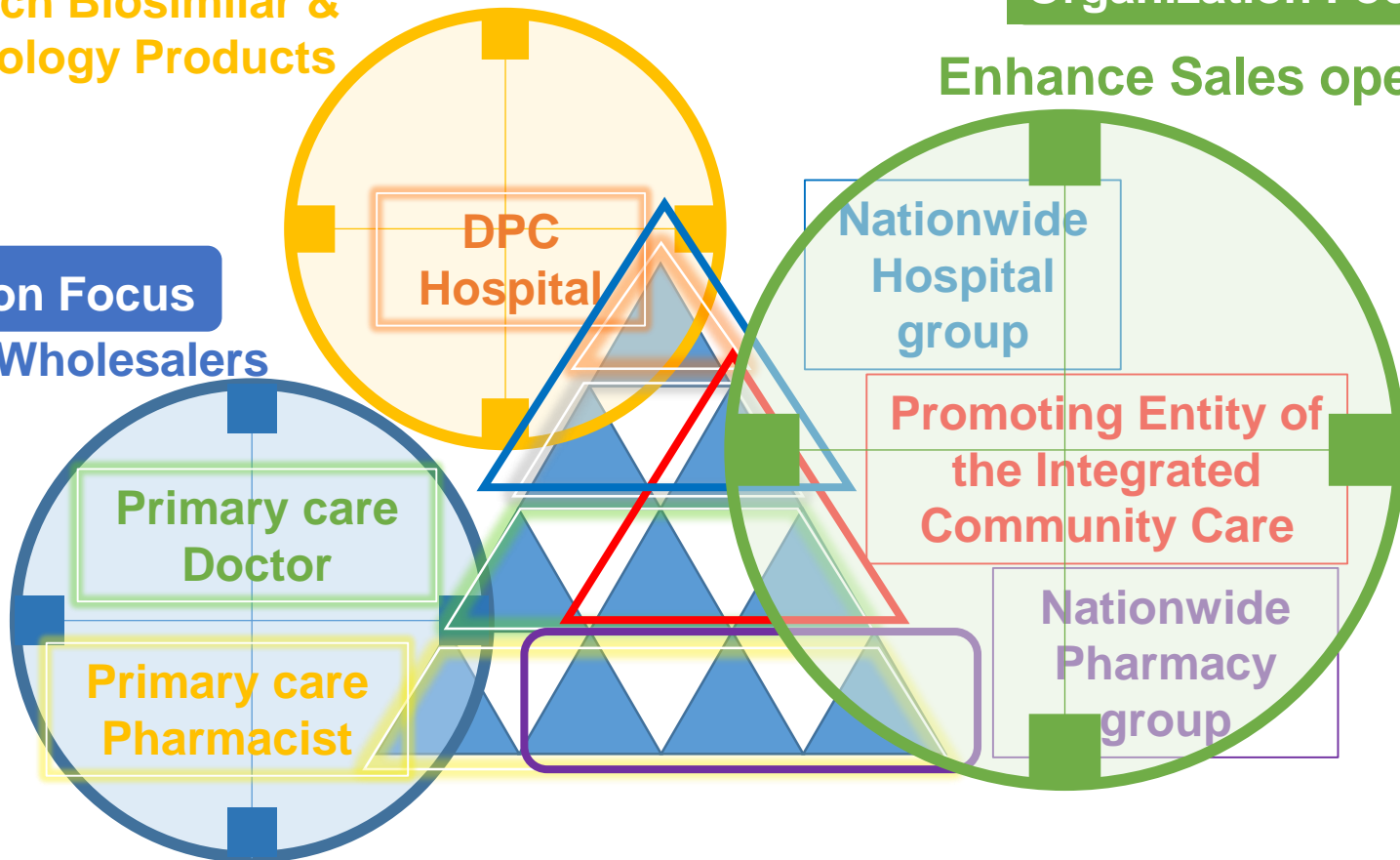
Launch Biosimilar &  
Oncology Products

## 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

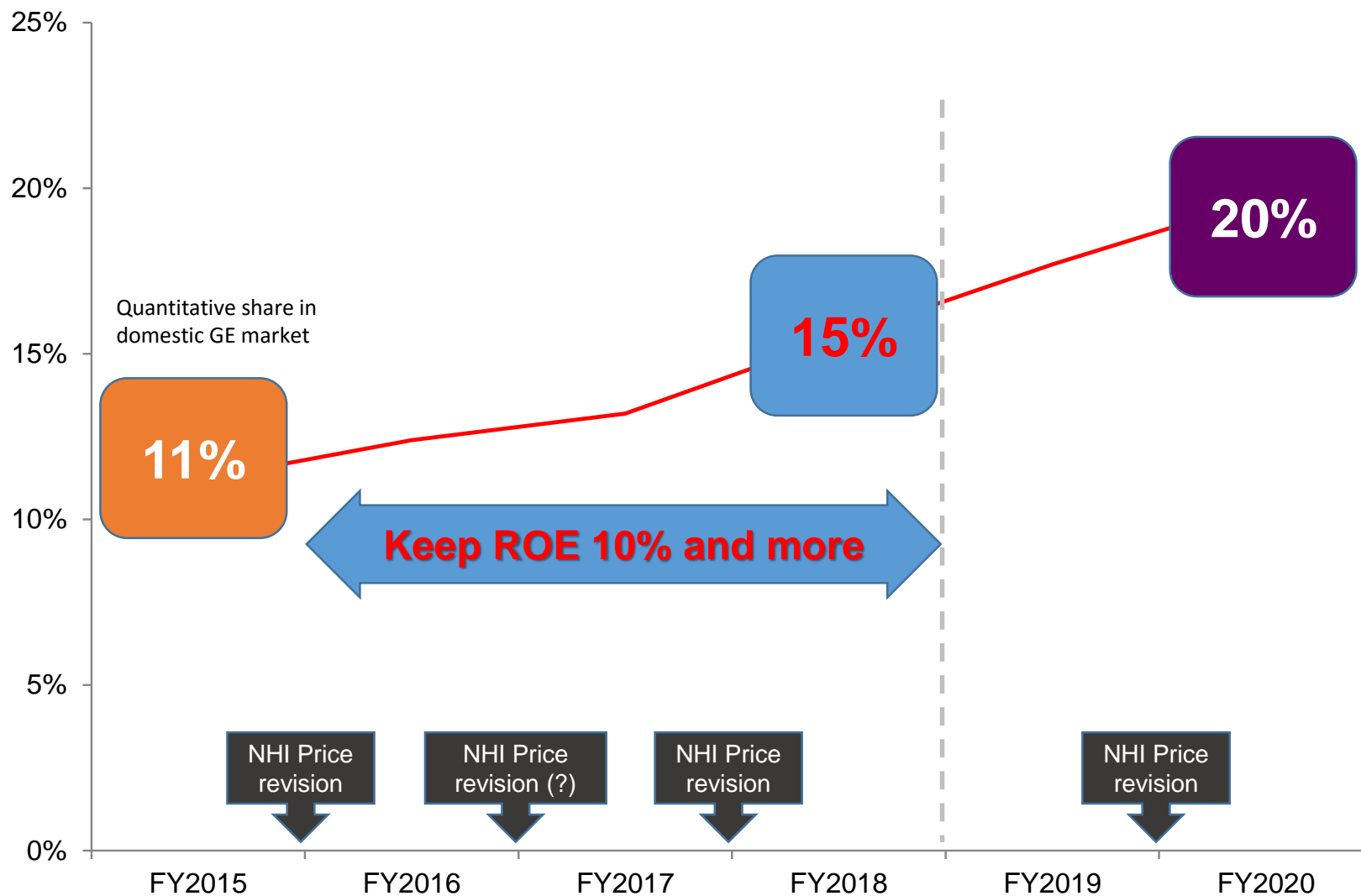
Total Dividend **\30.0**

CAPEX **\14.0** billion

R&D **\6.7** billion



# Key Targets



# Forward-Looking Statements



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