

**Supplement Documents of the 3rd quarter for the fiscal year ending March 31, 2005**

**Consolidated Results**

| 1. Selected Results  | Mar 04<br>1-3Q | Mar 05<br>1-3Q | Change | Billion Yen |  |
|----------------------|----------------|----------------|--------|-------------|--|
|                      |                |                |        | Mar 04      | Estimation for March 2005<br>Full Year |
| Net Sales            | 401.9          | 343.6          | -58.3  | 511.2       | 440.0                                  |
| Y on Y Change (%)    |                | -14.5%         |        | 0.9%        |  |
| Cost of Sales        | 137.0          | 112.7          | -24.3  | 173.7       |  |
| Ratio to Net Sales   | 34.1%          | 32.8%          |        | 34.0%       |  |
| SG&A Expenses        | 173.4          | 140.0          | -33.4  | 236.4       |  |
| Ratio to Net Sales   | 43.2%          | 40.8%          |        | 46.3%       |  |
| R&D Expenses in SG&A | 51.3           | 41.3           | -9.9   | 70.0        | 65.5                                   |
| Ratio to Net Sales   | 12.8%          | 12.0%          |        | 13.7%       |  |
| Operating Income     | 91.4           | 90.8           | -0.5   | 100.9       | 98.0                                   |
| Ratio to Net Sales   | 22.7%          | 26.4%          |        | 19.7%       |  |
| Ordinary Income      | 89.6           | 90.9           | 1.2    | 98.3        | 99.5                                   |
| Ratio to Net Sales   | 22.3%          | 26.5%          |        | 19.2%       |  |
| Net Income           | 55.1           | 38.2           | -16.8  | 60.0        | 35.5                                   |
| Ratio to Net Sales   | 13.7%          | 11.1%          |        | 11.7%       |  |

**2. Segment Information by Business**

|  |       |       |       |       |       |
|--|-------|-------|-------|-------|-------|
| Net Sales                              | 401.9 | 343.6 | -58.3 | 511.2 | 440.0 |
| Pharmaceuticals and Related Products   | 329.6 | 340.9 | 11.3  | 421.5 |       |
| Ratio to Net Sales                     | 82.0% | 99.2% |       | 82.5% |       |
| Nutritional and Personal Care Products | 21.8  | -     | -21.8 | 28.8  |       |
| Ratio to Net Sales                     | 5.4%  | -     |       | 5.6%  |       |
| Food and Roses                         | 49.1  | -     | -49.1 | 59.0  |       |
| Ratio to Net Sales                     | 12.2% | -     |       | 11.5% |       |
| Other                                  | 1.3   | 2.7   | 1.3   | 1.8   |       |
| Ratio to Net Sales                     | 0.3%  | 0.8%  |       | 0.4%  |       |
| Operating Income                       | 91.4  | 90.8  | -0.5  | 100.9 | 98.0  |
| Pharmaceuticals and Related Products   | 83.7  | 89.7  | 5.9   | 93.4  |       |
| Ratio to Operating Income              | 96.7% | 98.7% |       | 92.6% |       |
| Nutritional and Personal Care Products | 2.3   | -     | -2.3  | 3.0   |       |
| Ratio to Operating Income              | 2.7%  | -     |       | 3.0%  |       |
| Food and Roses                         | 2.4   | -     | -2.4  | 0.8   |       |
| Ratio to Operating Income              | 2.9%  | -     |       | 0.8%  |       |
| Other                                  | 2.5   | 0.9   | -1.6  | 3.2   |       |
| Ratio to Operating Income              | 2.9%  | 1.0%  |       | 3.2%  |       |
| Eliminations                           | 0.3   | 0.2   | 0.0   | 0.3   |       |

| 3. Segment Information by Area | Mar 04<br>1-3Q | Mar 05<br>1-3Q | Change | Billion Yen Estimation for March 2005 |           |
|--------------------------------|----------------|----------------|--------|---------------------------------------|-----------|
|                                |                |                |        | Mar 04                                | Full Year |
| Net Sales                      | 401.9          | 343.6          | -58.3  | 511.2                                 | 440.0     |
| Japan                          | 258.8          | 242.9          | -15.9  | 323.8                                 |           |
| Ratio to Net Sales             | 64.4%          | 70.7%          |        | 63.4%                                 |           |
| North America                  | 64.2           | 5.7            | -58.5  | 79.2                                  |           |
| Ratio to Net Sales             | 16.0%          | 1.7%           |        | 15.5%                                 |           |
| Europe                         | 77.3           | 89.4           | 12.1   | 106.0                                 |           |
| Ratio to Net Sales             | 19.2%          | 26.0%          |        | 20.7%                                 |           |
| Asia                           | 1.5            | 5.5            | 3.9    | 2.0                                   |           |
| Ratio to Net Sales             | 0.4%           | 1.6%           |        | 0.4%                                  |           |
| Operating Income               | 91.4           | 90.8           | -0.5   | 100.9                                 | 98.0      |
| Japan                          | 82.7           | 89.9           | 7.1    | 94.7                                  |           |
| Ratio to Operating Income      | 95.6%          | 98.9%          |        | 93.8%                                 |           |
| North America                  | -2.2           | 1.0            | 3.2    | -2.9                                  |           |
| Ratio to Operating Income      | -2.6%          | 1.2%           |        | -3.0%                                 |           |
| Europe                         | 8.8            | 3.8            | -4.9   | 7.3                                   |           |
| Ratio to Operating Income      | 10.2%          | 4.3%           |        | 7.3%                                  |           |
| Asia                           | 0.1            | 1.1            | 1.0    | 0.1                                   |           |
| Ratio to Operating Income      | 0.1%           | 1.3%           |        | 0.2%                                  |           |
| Eliminations                   | 1.9            | -5.1           | -7.0   | 1.6                                   |           |

#### 4. Overseas Sales

|                    |       |       |       |       |
|--------------------|-------|-------|-------|-------|
| Overseas Sales     | 149.6 | 107.0 | -42.5 | 196.3 |
| Ratio to Net Sales | 37.2% | 31.2% |       | 38.4% |
| North America      | 87.2  | 31.4  | -55.7 | 110.7 |
| Ratio to Net Sales | 21.7% | 9.2%  |       | 21.7% |
| Europe             | 55.3  | 66.1  | 10.8  | 76.2  |
| Ratio to Net Sales | 13.8% | 19.2% |       | 14.9% |
| Asia               | 5.7   | 7.7   | 1.9   | 7.4   |
| Ratio to Net Sales | 1.4%  | 2.2%  |       | 1.5%  |
| Other              | 1.3   | 1.7   | 0.4   | 1.9   |

## Detailed Information of Pharmaceuticals and Related Products

- Excluding "Nutritional and Personal Care Products" and "Food and Roses" in Mar 04

| 1. Selected Results           | Mar 04<br>1-3Q | Mar 05<br>1-3Q | Change | Billion Yen | Estimation for March 2005 |
|-------------------------------|----------------|----------------|--------|-------------|---------------------------|
|                               |                |                |        | Mar 04      | Full Year                 |
| Net Sales                     | 331.0          | 343.6          | 12.6   | 423.3       | 440.0                     |
| Y on Y Change (%)             |                | 3.1%           |        |             |                           |
| Cost of Sales                 | 101.2          | 112.7          | 11.4   | 128.7       |                           |
| Ratio to Net Sales            | 30.6%          | 32.8%          |        | 30.4%       |                           |
| SG&A Expenses                 | 143.1          | 140.0          | -3.0   | 197.5       |                           |
| Ratio to Net Sales            | 43.2%          | 40.8%          |        | 46.7%       |                           |
| R&D Expenses in SG&A          | 50.6           | 41.3           | -9.2   | 69.3        | 65.5                      |
| Ratio to Net Sales            | 15.3%          | 12.0%          |        | 16.4%       |                           |
| Sales & Advertising Personnel | 23.7           | 23.4           | -0.3   | 31.9        |                           |
| Other                         | 37.6           | 43.2           | 5.6    | 52.6        |                           |
|                               | 31.1           | 32.0           | 0.9    | 43.6        |                           |
| Operating Income              | 86.6           | 90.8           | 4.2    | 97.0        | 98.0                      |
| Ratio to Net Sales            | 26.2%          | 26.4%          |        | 22.9%       |                           |
| Ordinary Income               | 84.6           | 90.9           | 6.2    | 94.1        | 99.5                      |
| Ratio to Net Sales            | 25.6%          | 26.5%          |        | 22.2%       |                           |
| Net Income                    | 52.7           | 38.2           | -14.4  | 57.4        | 35.5                      |
| Ratio to Net Sales            | 15.9%          | 11.1%          |        | 13.6%       |                           |

## 2. Segment Information by Area

|                           |       |       |      |       |       |
|---------------------------|-------|-------|------|-------|-------|
| Net Sales                 | 331.0 | 343.6 | 12.6 | 423.3 | 440.0 |
| Japan                     | 251.1 | 242.9 | -8.2 | 313.8 |       |
| Ratio to Net Sales        | 75.9% | 70.7% |      | 74.1% |       |
| North America             | 0.9   | 5.7   | 4.8  | 1.3   |       |
| Ratio to Net Sales        | 0.3%  | 1.7%  |      | 0.3%  |       |
| Europe                    | 77.3  | 89.4  | 12.1 | 106.0 |       |
| Ratio to Net Sales        | 23.4% | 26.0% |      | 25.0% |       |
| Asia                      | 1.5   | 5.5   | 3.9  | 2.0   |       |
| Ratio to Net Sales        | 0.5%  | 1.6%  |      | 0.5%  |       |
| Operating Income          | 86.6  | 90.8  | 4.2  | 97.0  | 98.0  |
| Japan                     | 81.0  | 89.9  | 8.9  | 92.8  |       |
| Ratio to Operating Income | 93.5% | 98.9% |      | 95.6% |       |
| North America             | -5.2  | 1.0   | 6.3  | -4.9  |       |
| Ratio to Operating Income | -6.1% | 1.2%  |      | -5.1% |       |
| Europe                    | 8.8   | 3.8   | -4.9 | 7.3   |       |
| Ratio to Operating Income | 10.2% | 4.3%  |      | 7.6%  |       |
| Asia                      | 0.1   | 1.1   | 1.0  | 0.1   |       |
| Ratio to Operating Income | 0.1%  | 1.3%  |      | 0.2%  |       |
| Eliminations              | 1.9   | -5.1  | -7.0 | 1.6   |       |

## 3. Overseas Sales

|                    |       |       |      |       |  |
|--------------------|-------|-------|------|-------|--|
| Overseas Sales     | 86.3  | 107.0 | 20.7 | 118.4 |  |
| Ratio to Net Sales | 26.1% | 31.2% |      | 28.0% |  |
| North America      | 23.8  | 31.4  | 7.5  | 32.9  |  |
| Ratio to Net Sales | 7.2%  | 9.2%  |      | 7.8%  |  |
| Europe             | 55.3  | 66.1  | 10.8 | 76.2  |  |
| Ratio to Net Sales | 16.7% | 19.2% |      | 18.0% |  |
| Asia               | 5.7   | 7.7   | 1.9  | 7.4   |  |
| Ratio to Net Sales | 1.7%  | 2.2%  |      | 1.8%  |  |
| Other              | 1.3   | 1.7   | 0.4  | 1.9   |  |

| 4. Sales of Major Products                        | Mar 04<br>1-3Q | Mar 05<br>1-3Q | Change | Billion Yen | Estimation for March 2005 |
|---|----------------|----------------|--------|-------------|---------------------------|
|   |                |                |        | Mar 04      | Full Year                 |
| Harnal (Treatment for functional symptoms of BPH) | 91.3           | 103.3          | 11.9   | 122.3       | 135.0                     |
| Sales by Yamanouchi                               | 66.6           | 74.4           | 7.7    | 87.2        |                           |
| Japan   | 36.7           | 37.7           | 1.0    | 46.7        | 48.5                      |
| Europe  | 28.5           | 33.5           | 4.9    | 38.5        |                           |
| Others  | 1.4            | 3.1            | 1.7    | 1.9         |                           |
| Bulk and Royalties                                | 24.6           | 28.9           | 4.2    | 35.0        |                           |
| Gaster (H2 Antagonist)                            | 67.0           | 60.6           | -6.4   | 84.1        | 75.7                      |
| Sales by Yamanouchi                               | 63.8           | 58.6           | -5.2   | 79.6        |                           |
| Japan (Including OTC)                             | 63.0           | 57.8           | -5.2   | 78.5        | 72.2                      |
| Others  | 0.8            | 0.8            | -0.0   | 1.1         |                           |
| Bulk and Royalties                                | 3.2            | 1.9            | -1.2   | 4.5         |                           |
| Calcium antagonists (Consolidated)                | 14.2           | 13.5           | -0.7   | 17.8        | 16.7                      |
| Perdipine and Perdipine LA                        | 11.2           | 10.2           | -1.0   | 13.9        | 12.5                      |
| Hypoca  | 3.0            | 3.3            | 0.3    | 3.8         | 4.2                       |
| Vesicare (Treatment for OAB)                      | -              | 0.8            | 0.8    | -           |                           |
| Sales by Yamanouchi                               | -              | 0.8            | 0.8    | -           |                           |
| Europe  | -              | 0.8            | 0.8    | -           |                           |
| U.S.A.  | -              | -              | -      | -           |                           |
| Lipitor (Treatment for Hypercholesterolemia)      | 62.1           | 66.6           | 4.5    | 77.6        | 86.0                      |
| Micardis (ARB)                                    | 5.8            | 18.0           | 12.1   | 8.6         | 24.0                      |
| Frاندol (Treatment for Angina Pectoris)           | 10.9           | 10.4           | -0.5   | 13.7        | 13.0                      |
| Dorner (Treatment for Chronic Arterial Occlusion) | 8.1            | 7.2            | -0.9   | 10.0        | 9.0                       |
| Farom (Penem-type Antibiotic)                     | 2.7            | 2.2            | -0.5   | 3.4         | 3.0                       |
| Nasea (5-HT3 Receptor Antagonist)                 | 3.3            | 3.1            | -0.1   | 4.1         | 4.0                       |
| Starsis (Antidiabetics)                           | 3.2            | 3.5            | 0.2    | 4.1         | 4.5                       |
| Advaferon (Treatment for Hepatitis C)             | 4.0            | 1.4            | -2.5   | 4.7         | 2.0                       |

(Terminated products of domestic pharmaceuticals)

|                           |     |      |      |     |   |
|---------------------------|-----|------|------|-----|---|
| Optiray (Contrast Medium) | 7.6 | -0.1 | -7.7 | 8.8 | - |
| Euglucon (Antidiabetics)  | 2.9 | -0.0 | -2.9 | 2.9 | - |

\* The distributorship of Optiray was transferred to Tyco Healthcare Japan Co.,Ltd. in March 2004.

\* The distributorship of Euglucon was transferred to Chugai Pharmaceutical Co.,Ltd. in September 2003.

(Exchange Rate)

|         |     |     |  |     |     |
|---------|-----|-----|--|-----|-----|
| Yen/USD | 115 | 109 |  | 113 | 105 |
| Yen/EUR | 132 | 135 |  | 133 | 125 |