

Fiscal Year Ended March 2012 Results Briefing

Junichi Yoshii
President & Representative Director

May 11, 2012

Fiscal Year Ended March 2012

Overview of Results

Fiscal Year Ended March 2012: Overview of Results-1

(Million yen)

	Plan	3/2012	Difference from plan	3/2011	Year on year
Net sales	96,600	95,450	-1,149	94,778	672
Operating profit	21,700	21,233	-466	21,553	-319
Recurring income	21,900	21,783	-116	21,725	57
Net income	12,200	13,431	1,231	12,945	486

Operating profit margin	22.5%	22.2%	-	22.7%	-
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ROA (Return on assets)	-	14.5%	-	15.6%	-
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Dividend (Dividend per share)	60 yen	60 yen	-	58 yen	2 yen
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Figures for the plan refer to revised projection values announced on November 10, 2011

Fiscal Year Ended March 2012: Overview of Results-2

(Million yen)

	Plan	Results	Difference	Analysis of Difference from Projection
Net sales	96,600	95,450	-1,149	Quantities of Kampo formulation for prescription Growth rates have not returned to pre-disaster levels, but there is a steady tone of recovery. Continued strengthening of business activities
Operating profit	21,700	21,233	-466	Mainly due to a decrease in net sales
Recurring income	21,900	21,783	-116	–
Net income	12,200	13,431	1,231	Mainly 1.38 billion yen profit on sales of investments in securities (Bathclin Corporation)

Medium-Term Management Plan

(FY2009-2011)

Overview

Medium-Term Management Plan (FY2009-2011) Overview-1

Figures for the plan refer to initial values (announced May 14, 2009)

(Million yen)

	3/2010			3/2011			3/2012		
	Plan	Results	Difference	Plan	Results	Difference	Plan	Results	Difference
Net sales	92,300	90,933	-1,366	96,900	94,778	-2,121	104,300	95,450	-8,849
Operating profit	19,100	18,938	-161	20,700	21,553	853	25,400	21,233	-4,166
Recurring income	19,300	19,071	-228	20,900	21,725	825	25,700	21,783	-3,916
Net income	11,300	10,704	-595	12,100	12,945	845	15,000	13,431	-1,568
Operating profit margin	20.7%	20.8%	-	21.4%	22.7%	-	24.4%	22.2%	-
ROA (Return on assets)	14.5%	14.5%	-	14.7%	15.6%	-	16.7%	14.5%	-

Medium-Term Management Plan (FY2009-2011) Overview-2

Figures for the plan refer to initial values (announced May 14, 2009)

(Million yen)

	3/2010			3/2011			3/2012		
	Plan	Results	Achievement rate	Plan	Results	Achievement rate	Plan	Results	Achievement rate
Net sales	92,300	90,933	98.5%	96,900	94,778	97.8%	104,300	95,450	91.5%

Net sales analysis	Analysis of difference from projections for net sales
Quantitative growth (Actual value)	Projected quantitative growth of “10%” in each fiscal year for Kampo formulation for prescription <Actual results> 9.0% for FY2009, 9.4% for FY2010, 4.0% for FY2011
	In FY2009 and FY2010, quantitative growth was strong, but results for FY2011 suffered the impact of the earthquake disaster.
Drug price revision	Projected the April 2010 drug price revision rate as “-3.3%” <Actual result> -4.5%

Medium-Term Management Plan (FY2009-2011) Overview-3

Activities	Goals	Actual Results
1. Establish Kampo medicine	Support Kampo education - Carry out Kampo education (at least 8 required courses) - Establish Kampo clinics for outpatients - Systems for training lecturers organized by medical schools	End of FY2008 → End of FY2011 71 → 78 universities 69 → 79 facilities 71 → 79 universities
	—	<ul style="list-style-type: none"> Revisions to the “Medical Education Model Core Curriculum” (March 2011) “Able to outline characteristics and present usage situation of wakan-yaku (Kampo medicines)”
2. Promote drug fostering and evolution	New fields • diseases	<ul style="list-style-type: none"> Added Goshajinkigan and Hangeshashinto as drug-fostering formulas for the cancer field (November 2009)
	Establish evidence	<ul style="list-style-type: none"> Carrying out double blind randomized controlled trials for all drug-fostering formulas (research partly financed by the MHLW scientific research fund) Increase in the number of presentation addressing DDW (62 presentations in 3-year period 2010-2012) Completed 3,460 cases of treatment outcome studies for Daikenchuto
	Aim for net sales of 20 billion yen for three drug-fostering formulas in FY2011	<ul style="list-style-type: none"> FY2009 14.8 billion yen (achievement rate 99.8%) FY2010 17.2 billion yen (achievement rate 101.4%) FY2011 18.4 billion yen (achievement rate 92.2%)

Since Digestive Disease Week (DDW) is organized in the United States in May every year, we indicate the number of presentations for 2010 DDW to 2012 DDW.

Medium-Term Management Plan (FY2009-2011) Overview-4

Activities	Goals	Actual Results
3. Internationalize Kampo (United States)	POI (Post-operative ileus)	<ul style="list-style-type: none"> • Add IBS-C, Crohn's Disease to targeted disorders (November 2011) • Implement Early Phase II trials for both
4. Increase production capacity and enhance the quality control system	Increase powdered Kampo extract production capacity	<ul style="list-style-type: none"> • Operate SD line at Ibaraki factory (September 2011) Tsumura powdered extract production capacity: 3,300 t → 4,050 t (+750 t)
	—	<ul style="list-style-type: none"> • Carry out radiation tests based on "Guidelines Concerning Radiation in Crude Drugs" (FPMAJ decision) (December 2011)
5. Secure stable supply of safer crude drug	Cultivation of wild crude drugs	<ul style="list-style-type: none"> • Establish large-scale cultivation technology for liquorice (April 2011)
	Expand cultivated land under own management	<ul style="list-style-type: none"> • Establish Yubari Tsumura (July 2009)
	Establish traceability systems	<ul style="list-style-type: none"> • Establish LAO TSUMURA (February 2010)
6. Create an open society	Expand employment of workers with disabilities	<ul style="list-style-type: none"> • Employment rate for workers with disabilities 1.97% (end March 2009) → 3.93% (end March 2012)
	—	<ul style="list-style-type: none"> • Awarded the Grand Prize for Most Valued Companies in Japan (METI Minister Award) (March 2012)

Plans for the Fiscal Year Ending March 2013

Plans for the Fiscal Year Ending March 2013

(Million yen)

	Plan	Year on year		Analysis of difference
		Difference	Growth	
Net sales	99,100	3,649	3.8%	<ul style="list-style-type: none"> - Kampo formulation for prescription actual sales Assuming quantitative growth of 6.7% - Drug price revision (-3.8%)
Cost of sales	34,500	4,555	15.2%	<p>Cost of sales ratio Previous term 31.4% → Current term 34.8%</p>
SG&A	45,400	1,128	2.5%	<p><SG&A ratio> Previous term 46.4% → Current term 45.8%</p>
Operating profit	19,200	-2,033	-9.6%	<p>Operating profit margin Previous term 22.2% → Current term 19.4%</p>
Recurring income	19,400	-2,383	-10.9%	—
Net income	12,100	-1,331	-9.9%	—
Dividend (Dividend per share)	60 yen	—	—	—

Cost of Sales Ratio for FY Ending March 2013

Previous term 31.4%

→ Planned for current term 34.8%

3.4 point increase

Details	Impact
Steep rise in crude drug prices	2.3p
Revised drug prices	1.2p
Price rise for raw materials	0.1p
Increased cost of depreciation	0.1p
Other	-0.3p
Total	3.4p



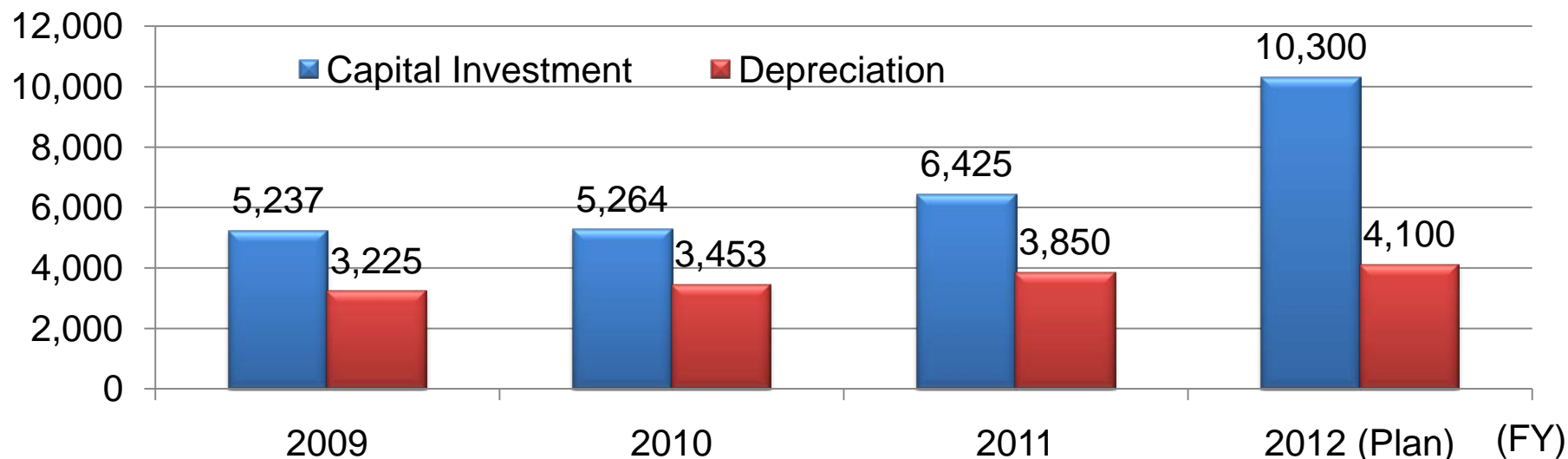
◇ Future Outlook

Purchase prices for crude drug from the producing areas are slowly going down after the peak in 2011, and the outlook for FY2014 (fiscal year ending March 2015) is that crude drug prices will not be a factor in raising the cost of sales ratio.

Use of Cash Flows

Capital Investments and Depreciation

(Million yen)

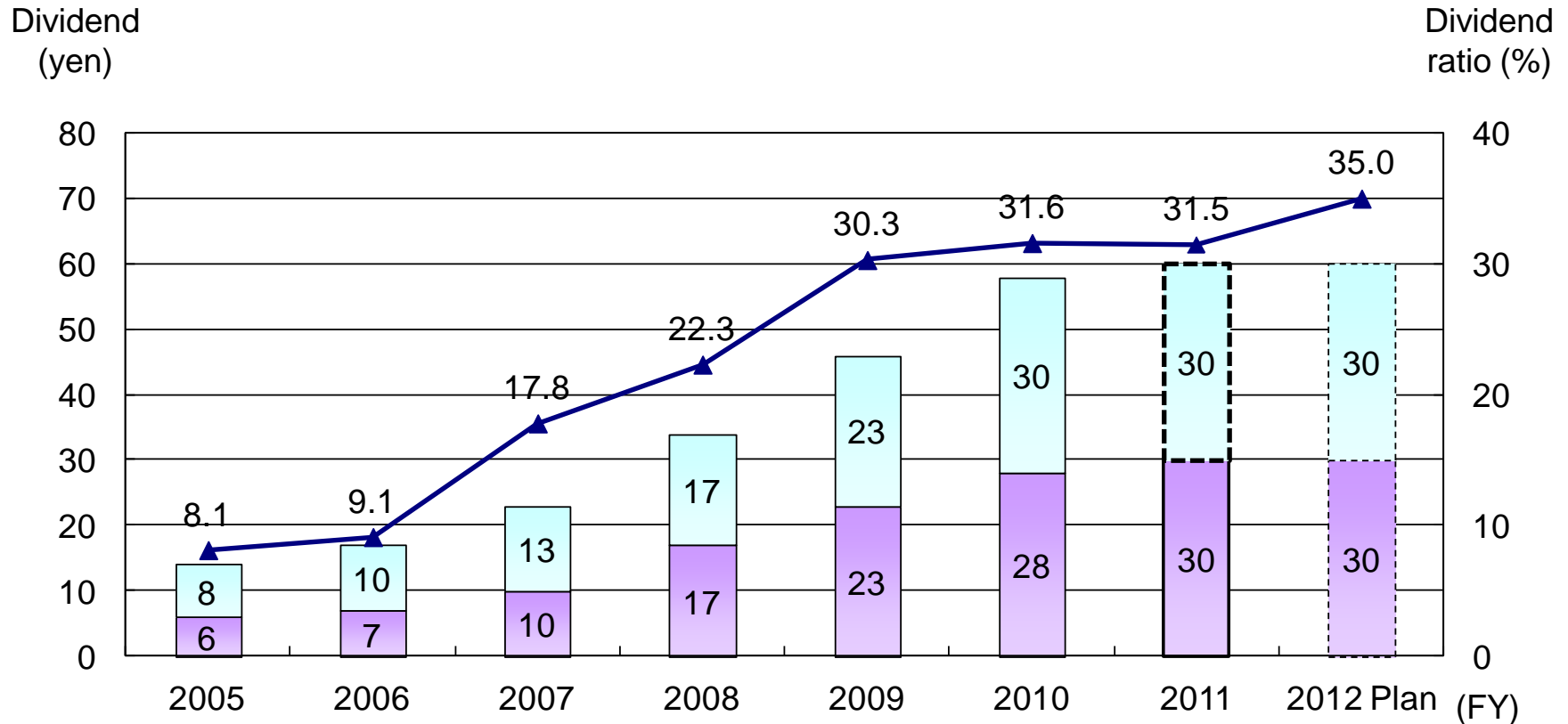


Breakdown of capital investment	3/2010	3/2011	3/2012	3/2013
Ibaraki SD lines	¥1.3 billion	¥1.3 billion	¥200 million	—
Ibaraki granulating building	—	¥700 million	¥1 billion	¥1.2 billion
Shizuoka granulating, packaging, crude drug buildings	—	—	¥400 million	¥1 billion
Shanghai SD building	—	—	¥1.1 billion	¥2.7 billion
Facilities for crude drug, or botanical raw materials (Shenzhen, Ishioka)	—	¥200 million	¥500 million	¥2.5 billion
Other facilities, maintenance	¥3.9 billion	¥3.0 billion	¥3.2 billion	¥2.9 billion
Total	¥5.2 billion	¥5.2 billion	¥6.4 billion	¥10.3 billion

Return to shareholders (Dividend)

[Basic policy]

Aiming to ensure a stable higher dividend, under the perspectives of capital spending, the performance of each term, and the payout ratio etc.



The New System

(Scheduled for June 28, 2012)

Position	Name
Chairman , Director	Junichi Yoshii
President ,Representative Director	Terukazu Kato
Senior Managing Director , Executive Officer	Norihiro Tanaka
Managing Director , Executive Officer	Toru Sugita
Executive Officer	Shuichi Takeda
Executive Officer	Terunari Nakayama
Executive Officer	Yasunori Fuji
Executive Officer	Tsuyoshi Iwasawa
Executive Officer	Ryuji Takasaki
Outside Director	Shigeru Sugimoto

FY2011 and FY2012

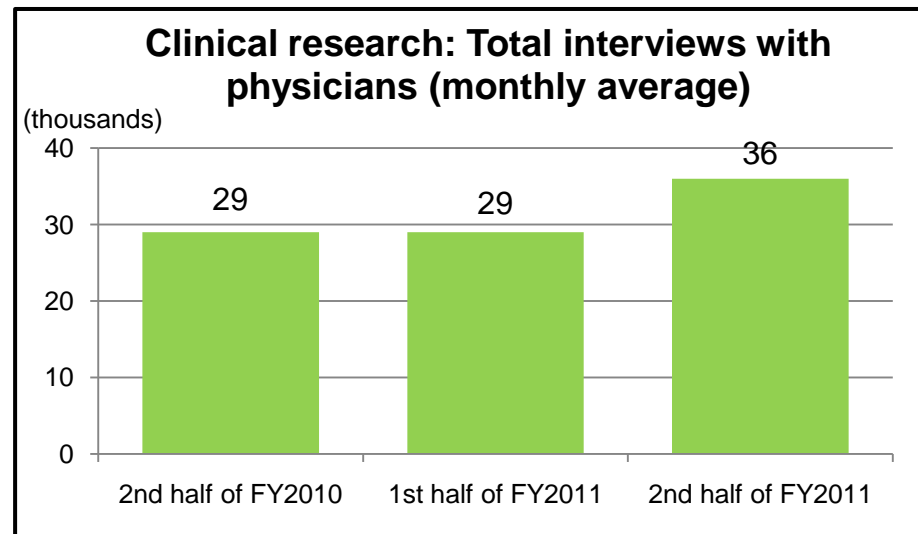
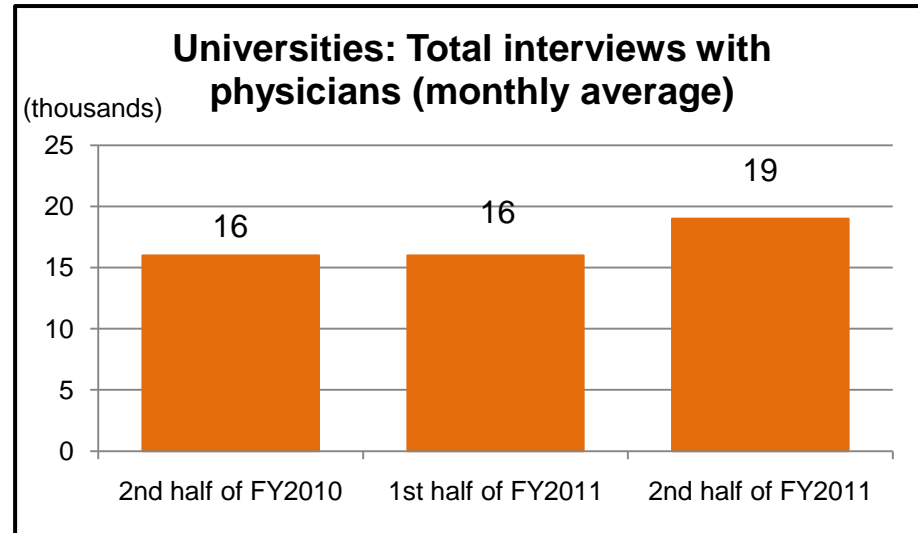
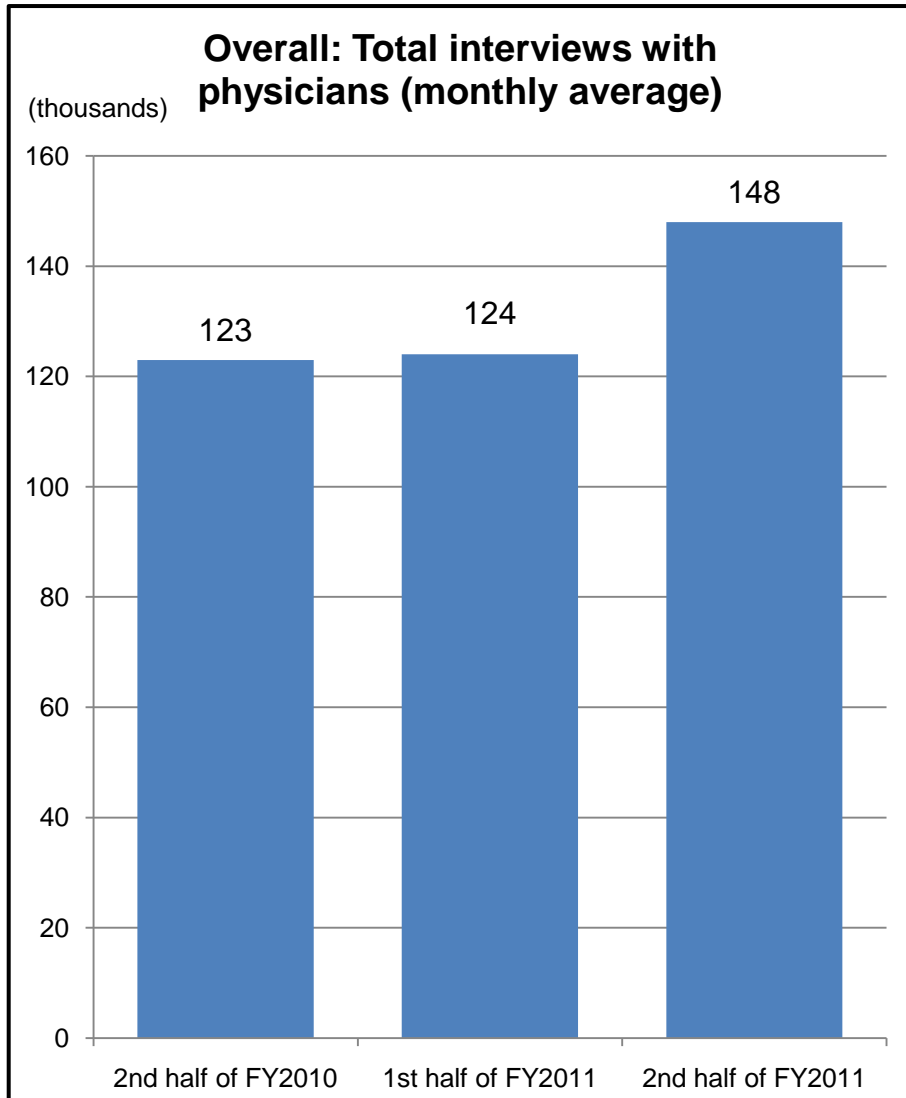
Sales Measures

Norihiro Tanaka

Managing Director &
Chief Director of Medicine Sales

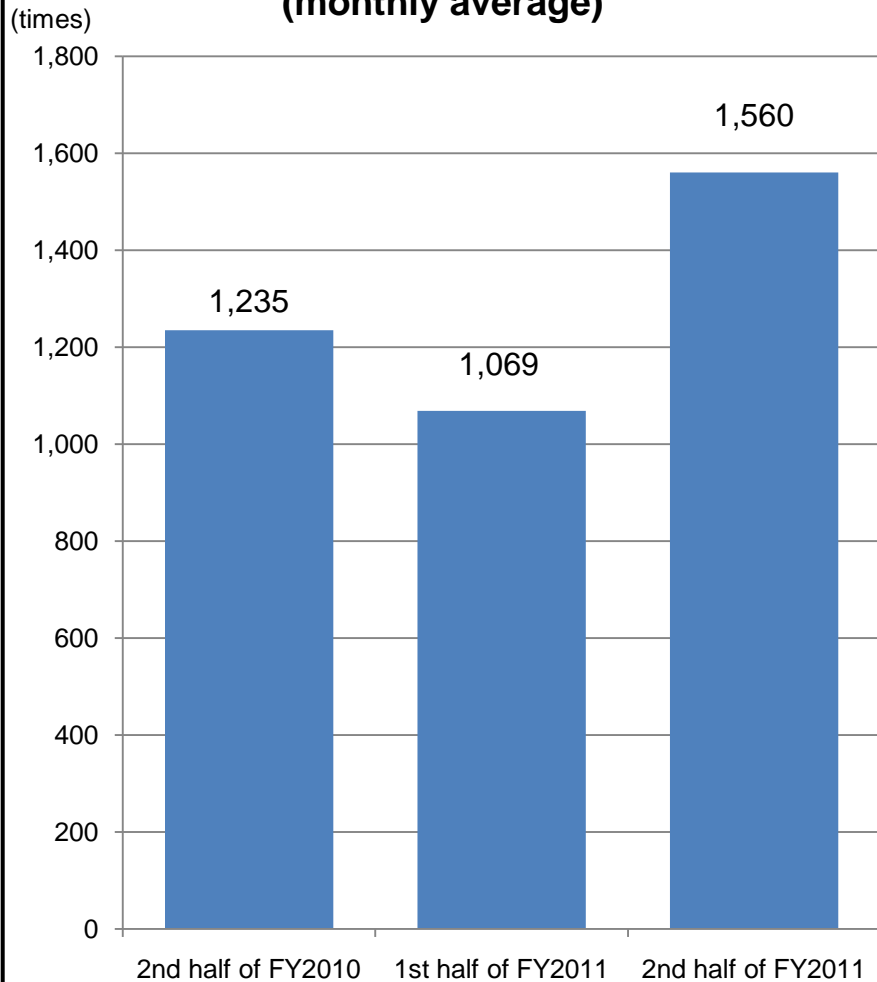
MR Activities:

Number of Interviews with Physicians for all MRs

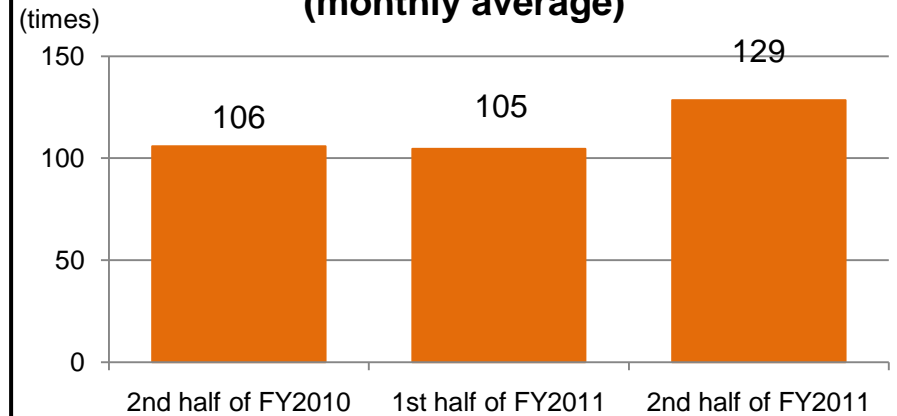


MR Activities: Briefings for Dispensaries

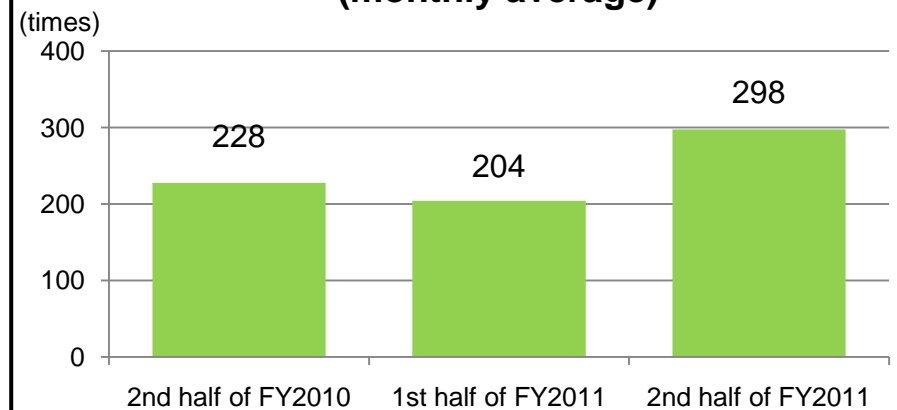
**Overall: Number of briefings
(monthly average)**



**Universities: Number of briefings
(monthly average)**



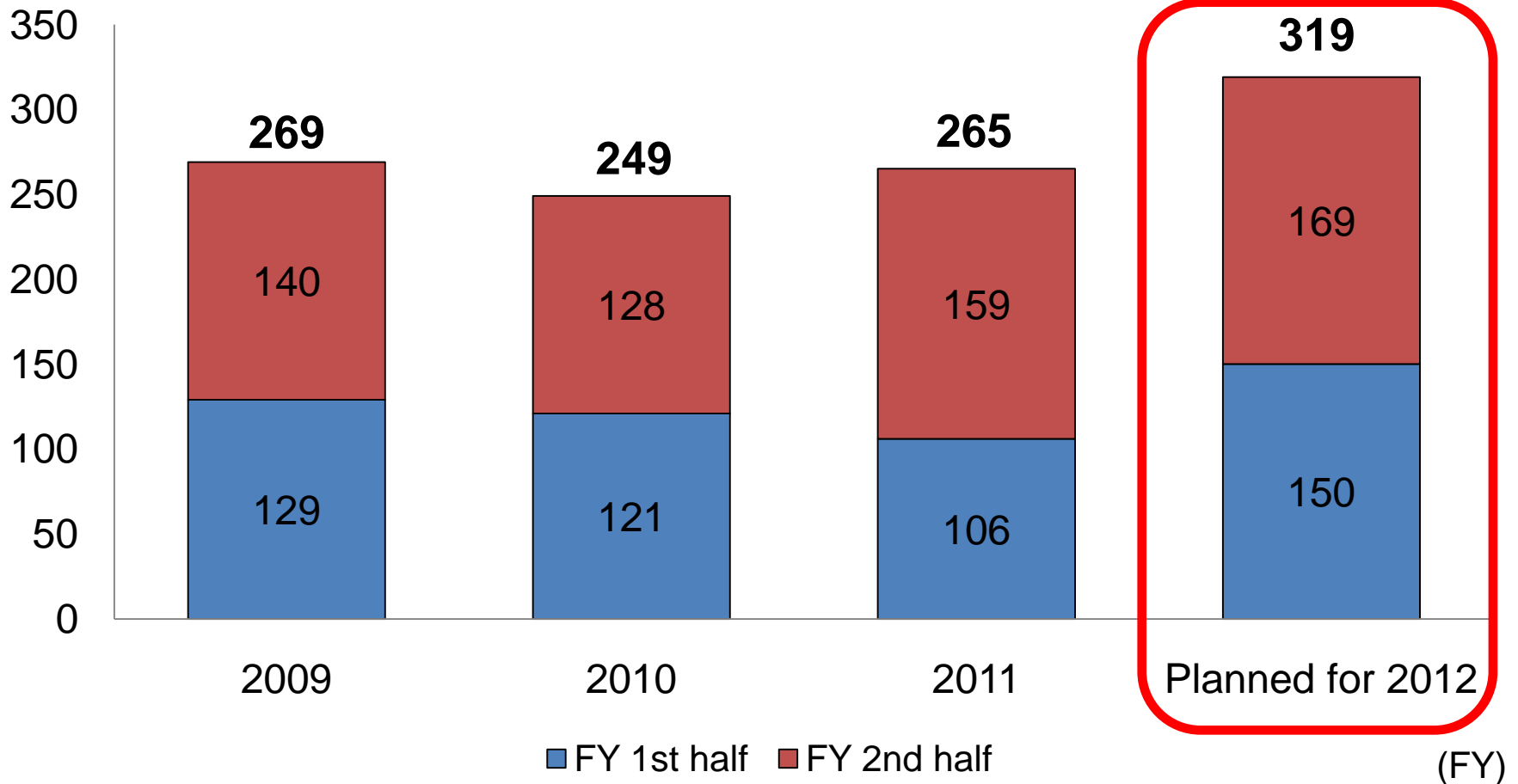
**Clinical Research: Number of briefings
(monthly average)**



MR Activities: Kampo Medicine Seminars

Number of introductory and step-up seminars

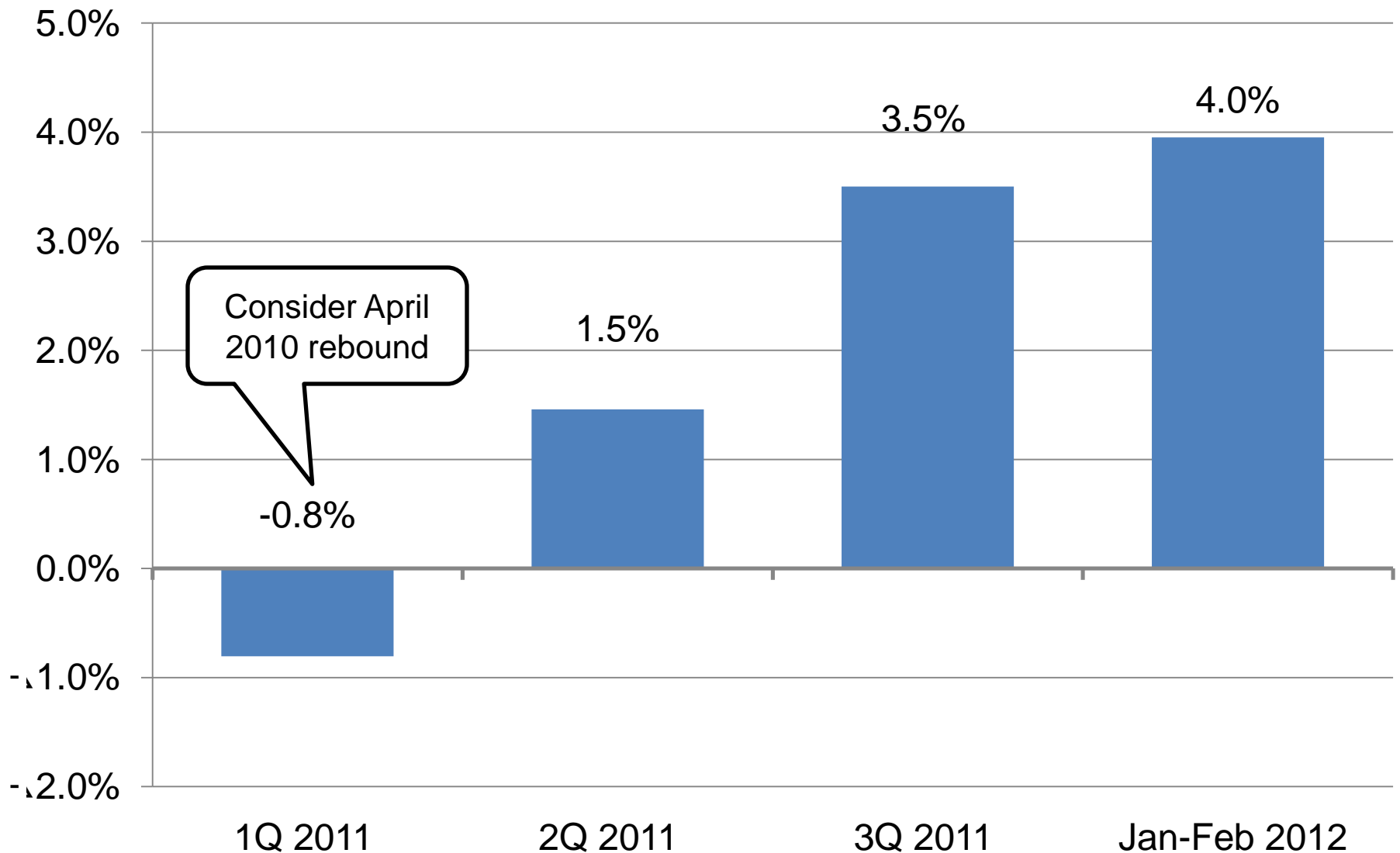
(times)



Actual results for FY2011: 265 times Planned for FY2012: 319 times

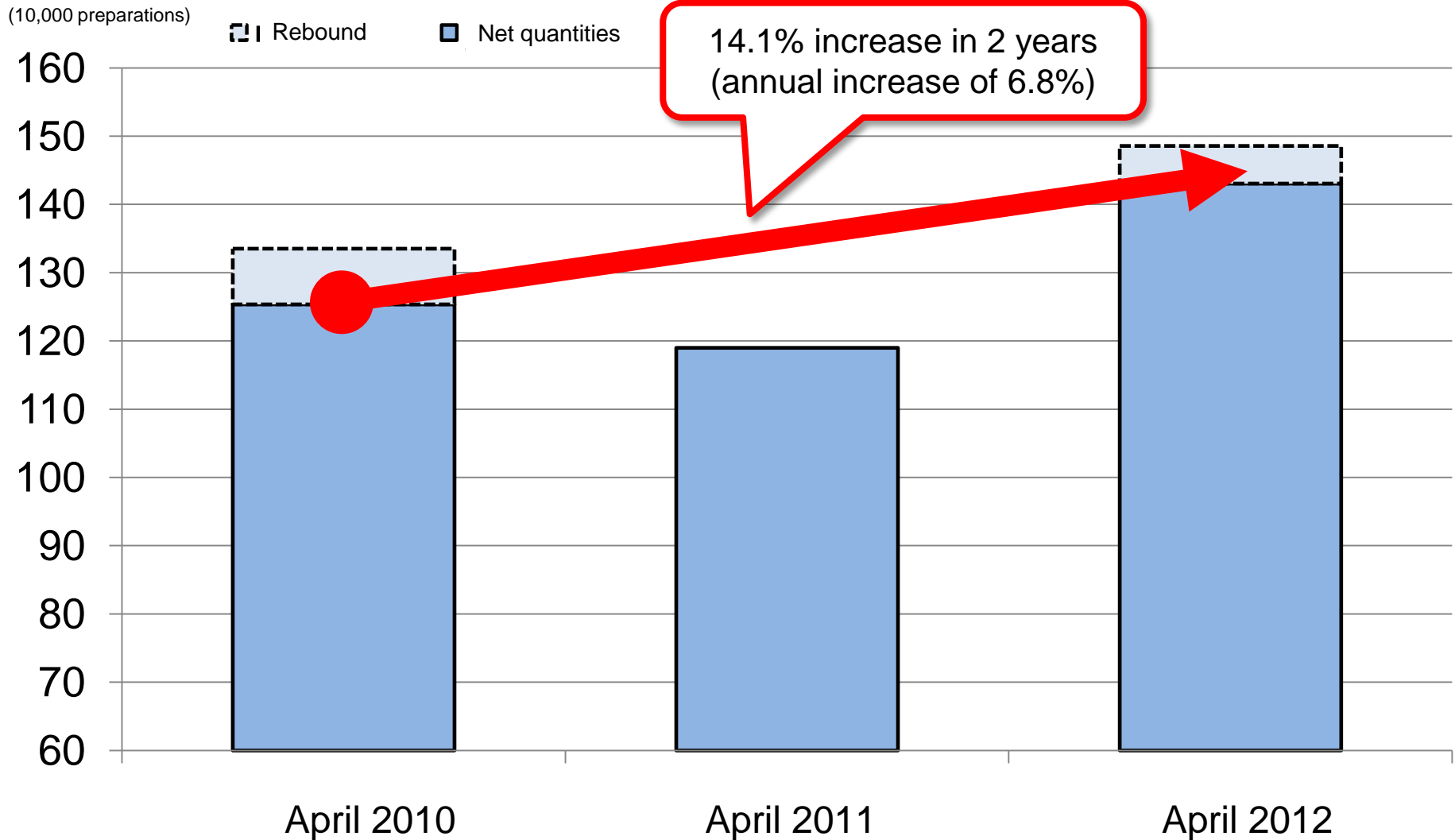
Kampo Formulations for Prescription: Growth

(Actual sales in terms of quantity)



Kampo Formulations for Prescription: Latest Growth

(Actual performance value, actual sales in terms of quantity)



Research Progress

Use of Evidence

(1) New evidence for drug-fostering formulas



(2) Tsumura-sponsored scientific events
(Academic luncheon seminars, scientific research groups by field etc.)



(3) Lectures on drug fostering and evolution
(by area)

Digestive Disease Week (DDW) in the United States: Number of Presentations on Kampo

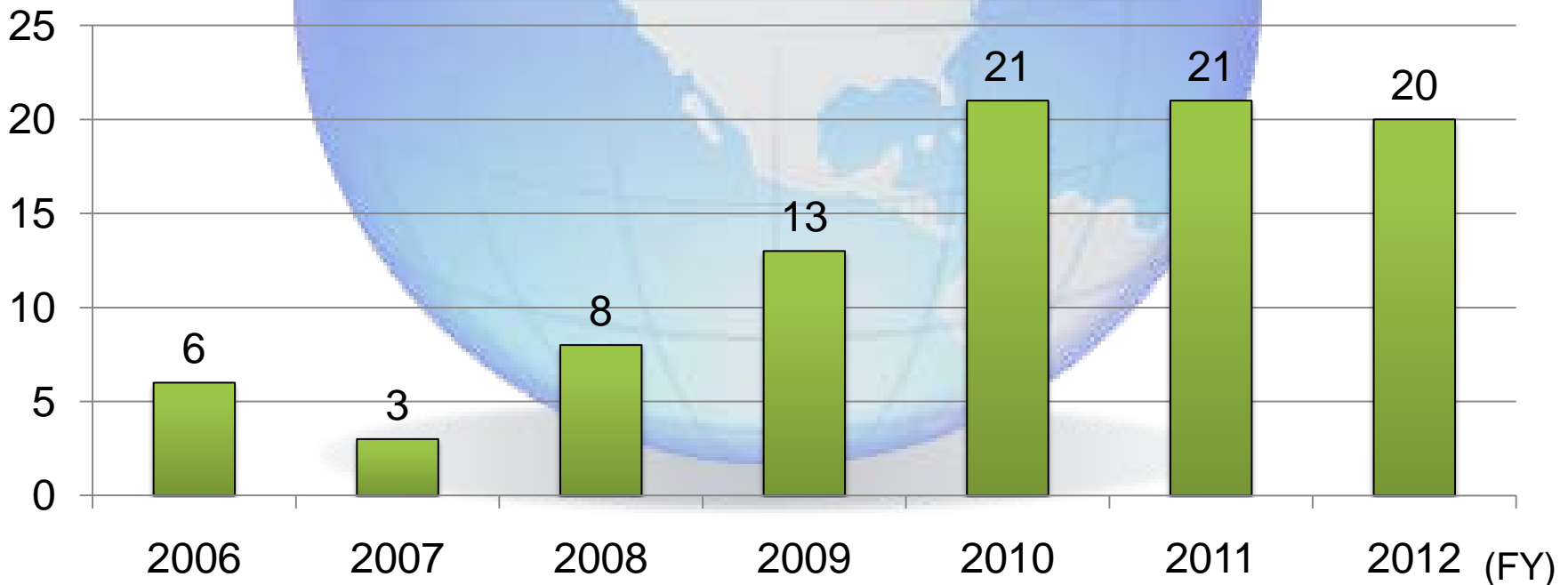
20 Presentation for DDW 2012

Rikkunshito: 16 presentations

Daikenchuto: 3 presentations

Hangeshashinto: 1 presentation

(Presentations)



For Daikenchuto, there were three presentations clarifying the mechanism for contraction in the digestive tract in addition to the presentations mentioned above

DKT Forum Progress

Item	FY	2009	2010	2011	2012	2013	2014	2015	2016	2017
	Test Name	DKT Forum Colon Team								
DKT Forum Clinical Pharmacology Team										
DKT Forum Hepatic Surgery Team										
DKT Forum Stomach and Esophagus Team			In progress: DB-RCT							
Pharmacokinetic Studies (Step I&II)										
Treatment Outcome Study (Development of Side Effects)										

- (1) **After liver cancer surgery (Hepatic Surgery Team) Team Leader: Mitsuo Kusano (Director General, Kushiro Rosai Hospital)**
 Academic presentation: JDDW (October 2012), paper submitted to international journal
- (2) **After colon cancer surgery (Colon Team) Team Leader: Masahiko Watanabe (Professor, Kitasato University Department of Surgery)**
 Trial completion: April 12 Key open Analytical work in progress
 Academic presentation: Announcement planned at the Japan Surgical Society (May 2013), preparing paper for submission
- (3) **After colon cancer surgery (Clinical Pharmacology Team) Team Leader: Kotaro Maeda (Professor, Fujita Health University Hospital Department of Surgery)**
 Trial completion: Scheduled for June
 Academic presentation: Not scheduled
- (4) **Treatment Outcome Study**
 Survey completion: 3,460 cases, package insert revision (scheduled for October 2012)

Drug Fostering Clinical Study (DB-RCT) Progress-1

Yokukansan (TJ-54)

Treatment resistance Schizophrenia*

Lead researcher: Jun Horiguchi (Dept. of Psychiatry, Shimane University)
Research office: Medical Center for Translational Research, Osaka University Hospital
Case registration period: March 2011-February 2013 (2 years)
Number of participating facilities: 31
Number of cases scheduled for registration: 120 cases (real therapy group, placebo group: 60 cases for each group)

Behavioral and Psychological Symptoms of Dementia* (BPSD)

Lead researcher: Hiroyuki Arai (Institute of Development, Aging and Cancer, Tohoku University)
Research office: Tohoku University Clinical Research Center
Case registration period: March 2011-January 2013 (2 years)
Number of participating facilities: 25
Number of cases scheduled for registration: 140 cases (real therapy group, placebo group: 70 cases for each group)

* Research financed by the MHLW scientific research fund FY2011

Rikkunshito (TJ-43)

G-PRIDE Study Target disease PPI resistant GERD patients

Lead researcher: Tetsuo Arakawa (Dept. of Gastroenterology, Osaka City University Hospital)
Implementing organization: The Waksman Foundation of Japan
Case registration period: August 2011-March 2013 (2 years)
Number of participating facilities: 66
Number of cases scheduled for registration: 240 cases (real therapy group, placebo group: 120 cases for each group)

**Scheduled for
June completion**

Drug Fostering Clinical Study (DB-RCT) Progress-2

Hangeshashinto (TJ-14): Oral mucositis caused by the administration of anticancer drugs (mouth ulcers)

HANGESHA-C Study

Target disease
Patients undergoing
colon cancer
chemotherapy

Lead researcher: Hideyuki Mishima (Dept. of Surgery, Osaka National Hospital)
Research office: Epidemiological and Clinical Research Information Network (ECRIN)
Case registration period: October 2010-September 2012 (2 years) **Trial completed**
Participating facilities: 31
Number of cases scheduled for registration: 90 cases (real therapy group, placebo group: 45 cases for each group)

HANGESHA-G Study

Target disease
Patients undergoing
stomach cancer
chemotherapy

Lead researcher: Akira Tsuburaya (Dept. of Gastroenterology, Kanagawa Cancer Center)
Research office: Epidemiological and Clinical Research Information Network (ECRIN)
Case registration period: October 2010-September 2012 (2 years) **Scheduled for completion in June**
Participating facilities: 25
Number of cases scheduled for registration: 90 cases (real therapy group, placebo group: 45 cases for each group)

Source: UMIN Clinical Trials Registry

Goshajinkigan (TJ-107): Peripheral neuropathy caused by the administration of anti-cancer drugs

GENIUS Study*

Target disease
Patients undergoing
FOLFOX therapy

Lead researcher: Yoshihiro Kakechi (Dept. of Surgery and Science, Graduate School of Medical Sciences, Kyushu University)
Implementing organization: Dept. of Surgery and Science, Graduate School of Medical Sciences, Kyushu University
Case registration period: October 2010-March 2013 (2.5 years)
Participating facilities: 51
Number of cases scheduled for registration: 310 cases (real therapy group, placebo group: 155 cases for each group)

Scheduled New Clinical Research

Daikenchuto (TJ-100)

JAPAN-PD Study

Target disease
Patients undergoing
pancreaticoduodenectomy

Lead researcher: Hiroki Yamaue (Second Dept. of Surgery, Wakayama Medical School University School of Medicine)
Implementing organization: Epidemiological and Clinical Research Information Network (ECRIN)
Case registration period: September 2012-August 2014 (2 years)
Participating facilities: 11
Number of cases scheduled for registration: 200 cases (real therapy group, placebo group: 100 cases for each group)

Crohn's disease

Target disease
Patients with moderate
Crohn's disease

Lead researcher: Toshifumi Hibi (Div. of Gastroenterology, Keio University Hospital)
Implementing organization: Keio Center for Clinical Research
Case registration period: June 2012-May 2014 (2 years)
Participating facilities: 10
Number of cases scheduled for registration: 120 cases (real therapy group, placebo group: 60 cases for each group)

Yokukansan (TJ-54)

Treatment outcome study

Study of the frequency of
occurrence of side effects

Period of study: October 2012-March 2014 (1.5 years)
Case registration period: October 2012-March 2013 (6 months)
Participating facilities: 330
Number of cases scheduled for registration: 3,300

Conduct Kampo Oncology seminars for cancer specialists

Conduct one-day Kampo seminars for cancer specialists in seven areas nationwide, jointly sponsored by the Ministry of Health, Labour and Welfare, the Uezono Team and Tsumura.

Implementation areas (planned): Sapporo, Sendai, Tokyo, Nagoya, Osaka, Okayama, Fukuoka

Implementation period: during FY2012

Target: Physicians carrying out cancer treatments at cancer hospitals (cancer specialists)

Estimated number of participants: 210 (limit of 30 persons per seminar)

The Uezono Team

Third anti-cancer comprehensive strategic research financed by the MHLW scientific research fund. The research team is tasked with “clarifying clinical applications of Kampo medicines and their side effect mechanisms to improve QOL for cancer patients and to alleviate the side effects of cancer therapies”



JDDW 2012 Kobe ランチョンセミナー

日時 2012年10月13日(土)
12:30~13:40

場所 神戸ポートピアホテル
南館1階 大和田C (第7会場)

KAMPOのエビデンスを解き明かす

大建中湯の肝癌術後における消化管機能異常に対する
ランダム化二重盲検比較試験の検討

DKT Forum: Presentations in Japan – Part 1

座長 兼松 隆之 先生
長崎大学名誉教授

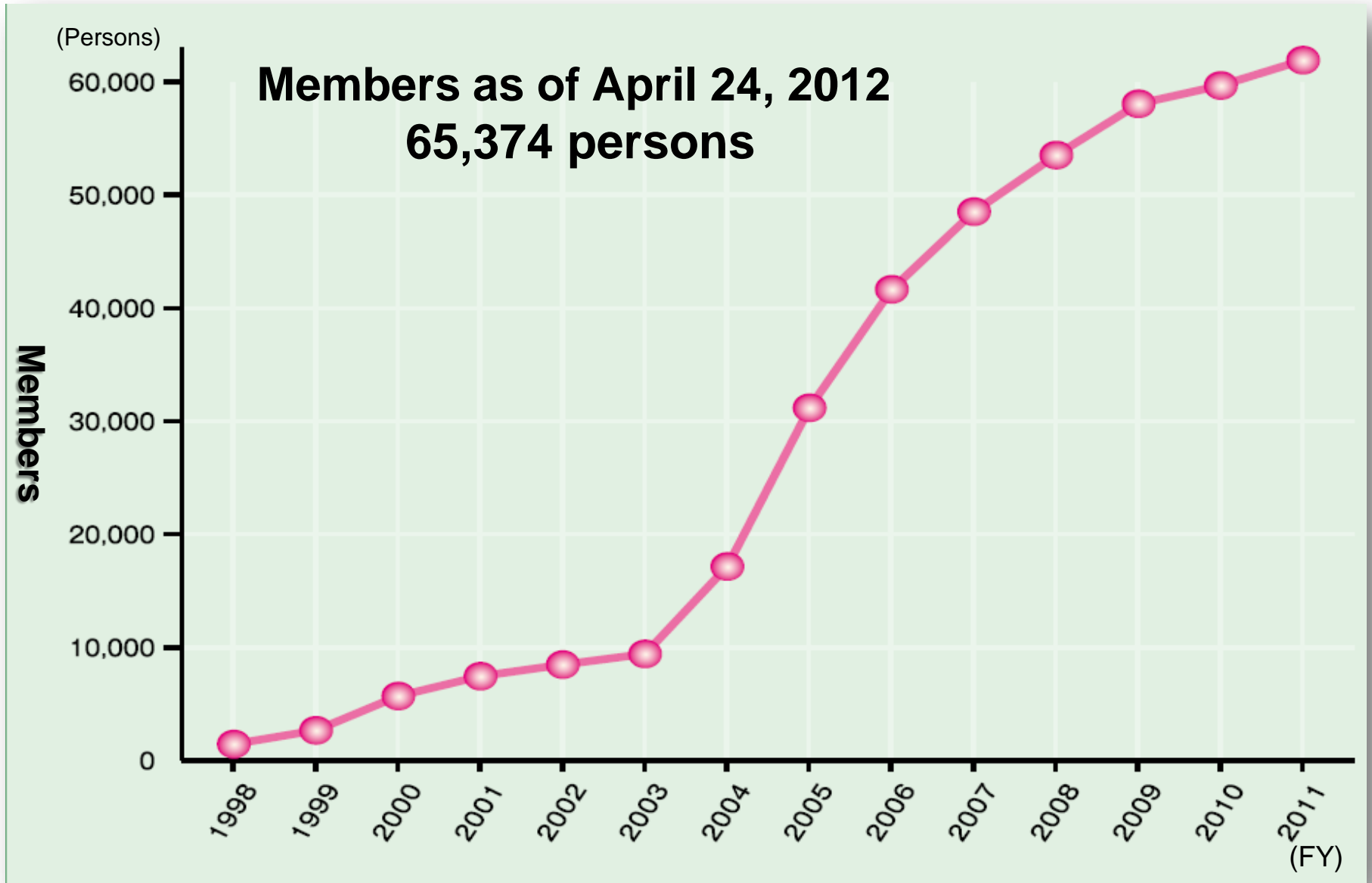
演者 永野 浩昭 先生
大阪大学大学院医学系研究科 消化器外科学 准教授

特別発言 草野 満夫 先生
釧路労災病院 院長

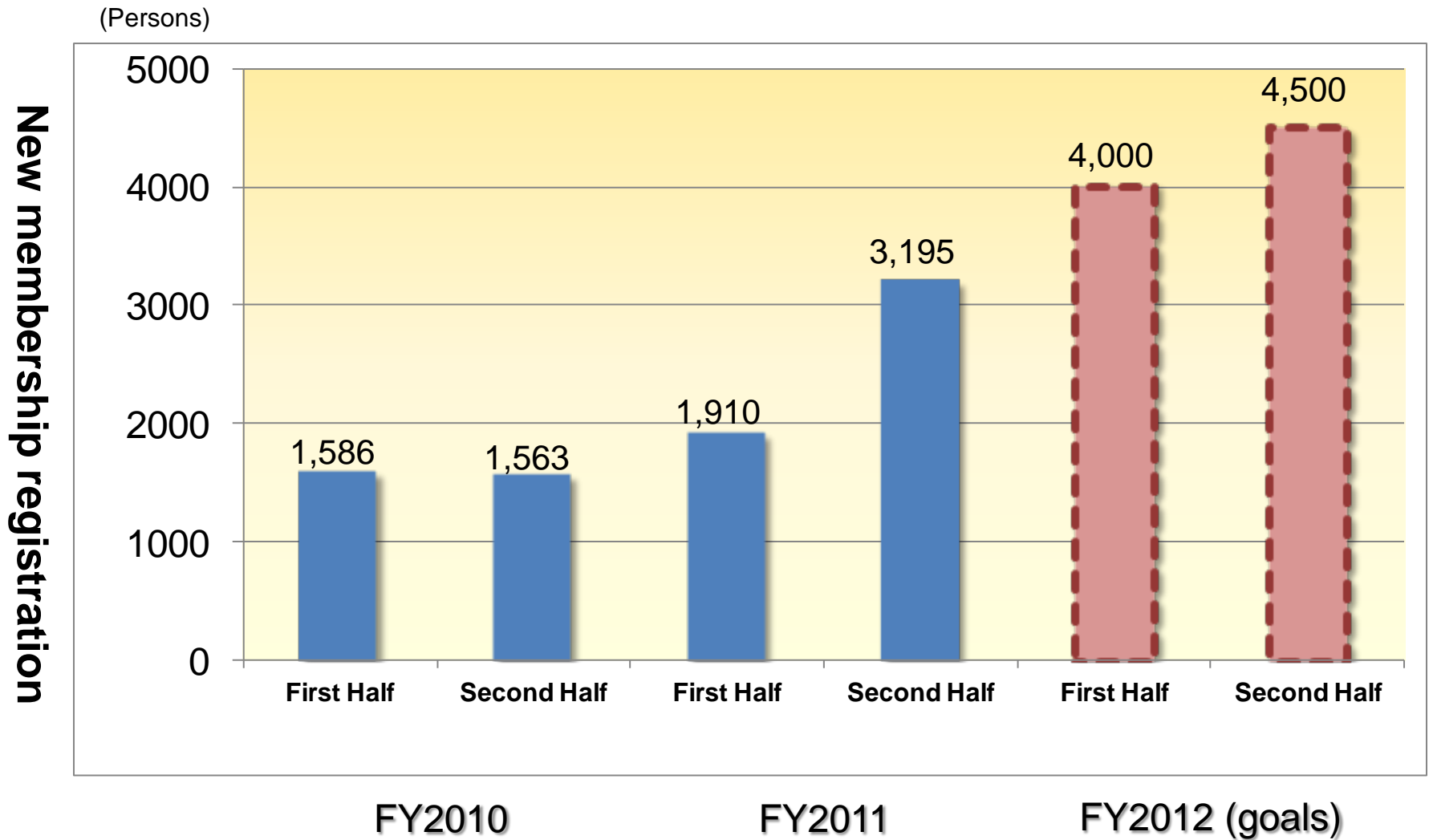
Drug Fostering Events & Participating Physicians

	FY2010 Actual results	FY2011 Actual results	FY2012 Planned
Academic luncheon seminars	29 times	28 times	26 times
Number of participants	3,565	2,935	4,000
Scientific research seminars by field	10 times	8 times	9 times
Number of participants	1,427	1,170	2,000
Drug fostering lectures by area	34 times	35 times	40 times
Number of participants	2,179	1,968	4,000
Total no. of participants	7,171	6,073	10,000

Website for Physicians Kampo Square Membership



Website for Physicians **Kampo Square: New Membership**



In FY2012, we will use the Internet to educate even more physicians about Kampo by pressing ahead with new membership registration.

Crude Drug

Tsuyoshi Iwasawa

Executive Officer
Chief Director of Crude Drug

Crude Drug Procurement Flow in China

Basic Flow of Crude Drug Procurement (China)

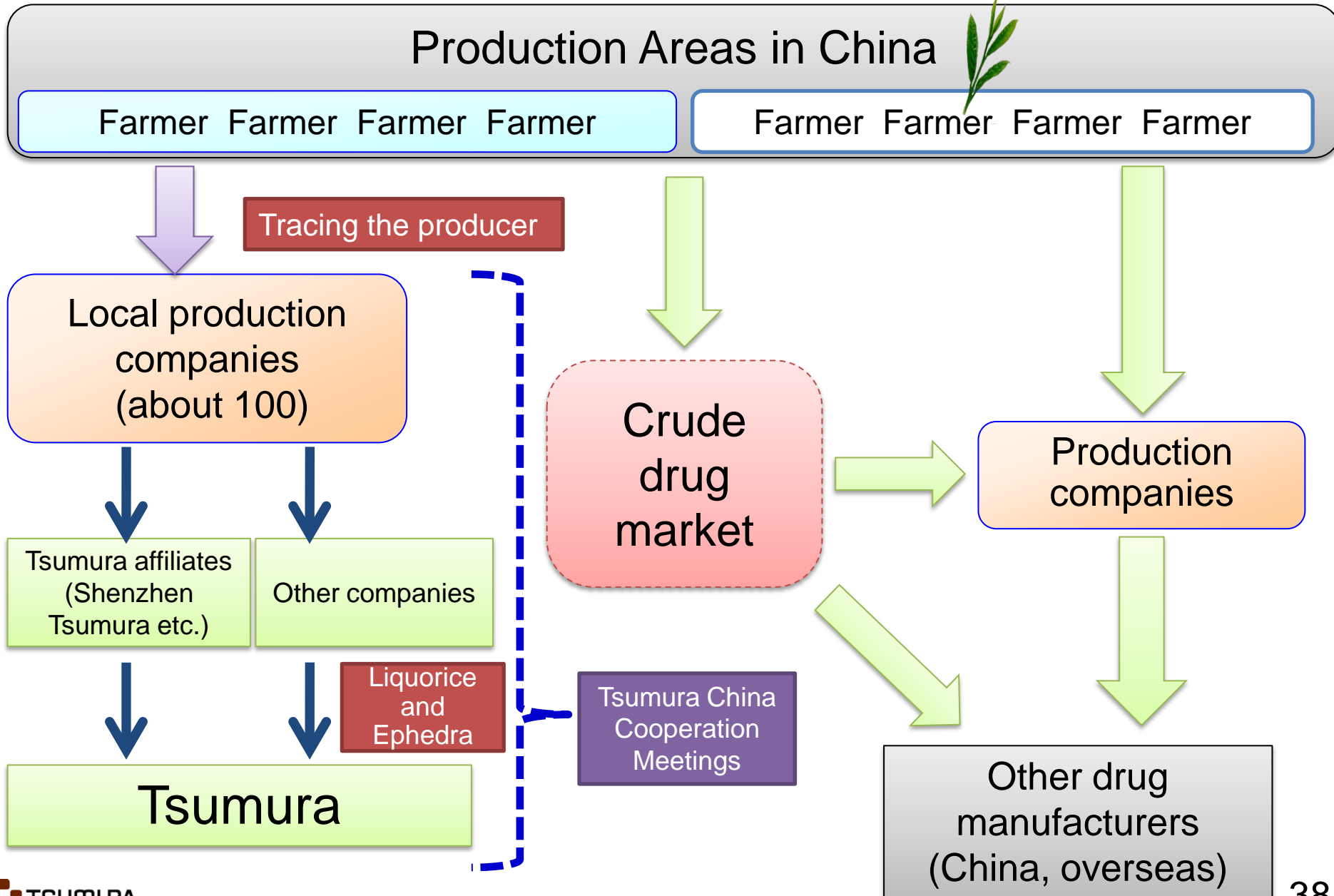
Tsumura has built a traceability system for crude drug, and through **local production companies (about 100)** all over China, we identify the individual producers and **provide crude drug that is stable** in terms of quantity, quality and price.

Through annual cooperation meetings in China, we reinforce continuous relations with the local production companies that play a central role in **producer control**.

While prices have felt the impact of the markets, we have so far within **a constant range** through initiatives to reinforce the producing area ↔ production company ↔ affiliated company supply route.

Tsumura is building friendlier relations with China and there are **no obstacles to the stable supply of crude drug** in the future.
(relationships of trust with local producers, liquorice cultivation business etc.)

Basic Flow of Crude Drug Procurement (China)



Steep Rise in Crude Drug Prices

Reasons for the Steep Rise in Crude Drug Prices in China

- (1) Price rose in the context of **increased demand for crude drug** within China from 2010 to 2011. There was also **speculative buying** of crude drug.
→ Viewed as a problem also within China
- (2) The **decrease in harvested quantities** due to inclement weather in 2010 put **further strain on demand**, spurring on speculation.
→ This brought on a steep rise in crude drug prices on **an unprecedented level** from 2010 to 2011.
- (3) The impact extended to Tsumura purchasing prices because **the act of speculative buying** extended to the producing areas.

Context for the Steep Rise in Crude Drug Prices (China)

Poor crop of crude drug due to inclement weather (2010 spring: Drought in Sichuan Province; 2010 fall: Heavy rains in Shandong Province)

Farmer Farmer Farmer Farmer

Farmer Farmer Farmer Farmer

Impact on purchase price

Local production companies (about 100)

Tsumura affiliates (Shenzhen Tsumura etc.)

Other companies

Liquorice and Ephedra

Tsumura

Transaction price increase

Speculative buying

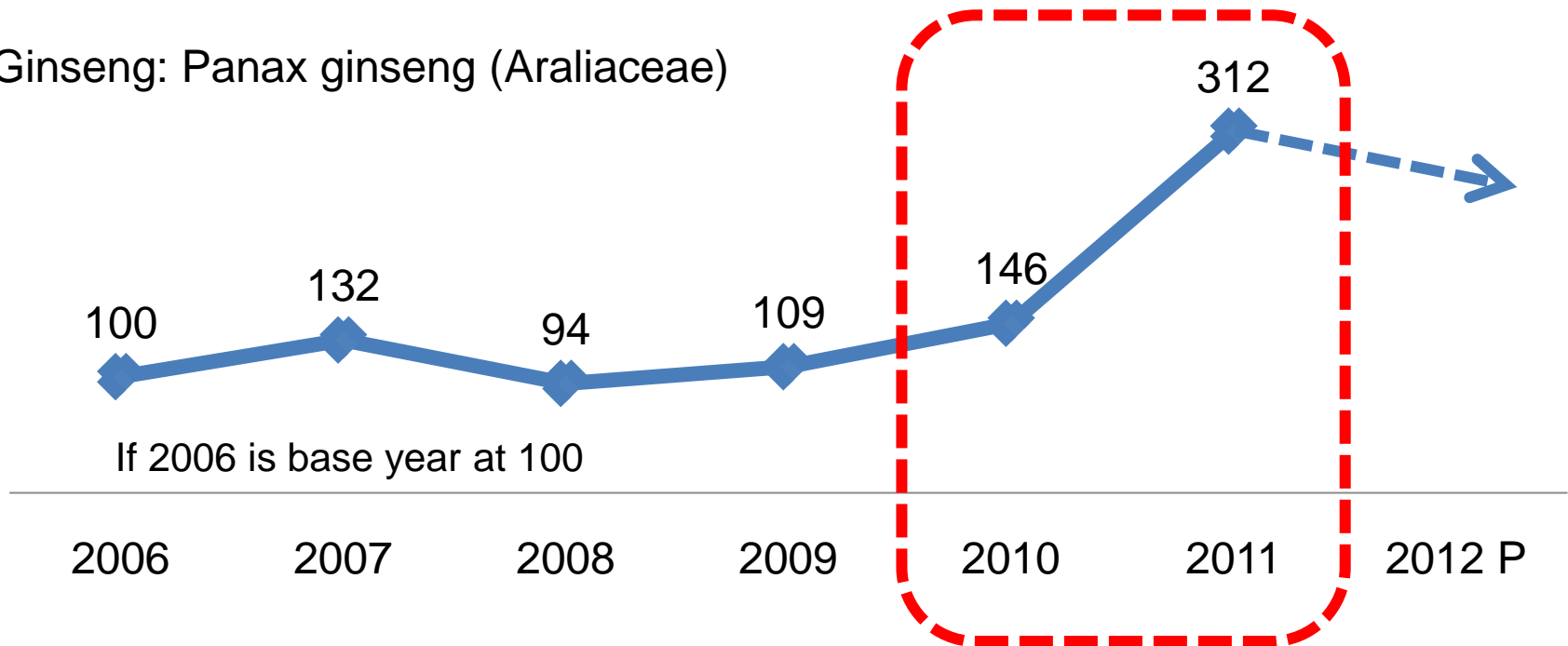
Speculative buying

Crude drug market / Production companies / Other manufacturers (China, overseas)

Rise in demand for crude drug

Production Area Purchase Price for Ginseng (Production Company → Affiliate Actual Figures)

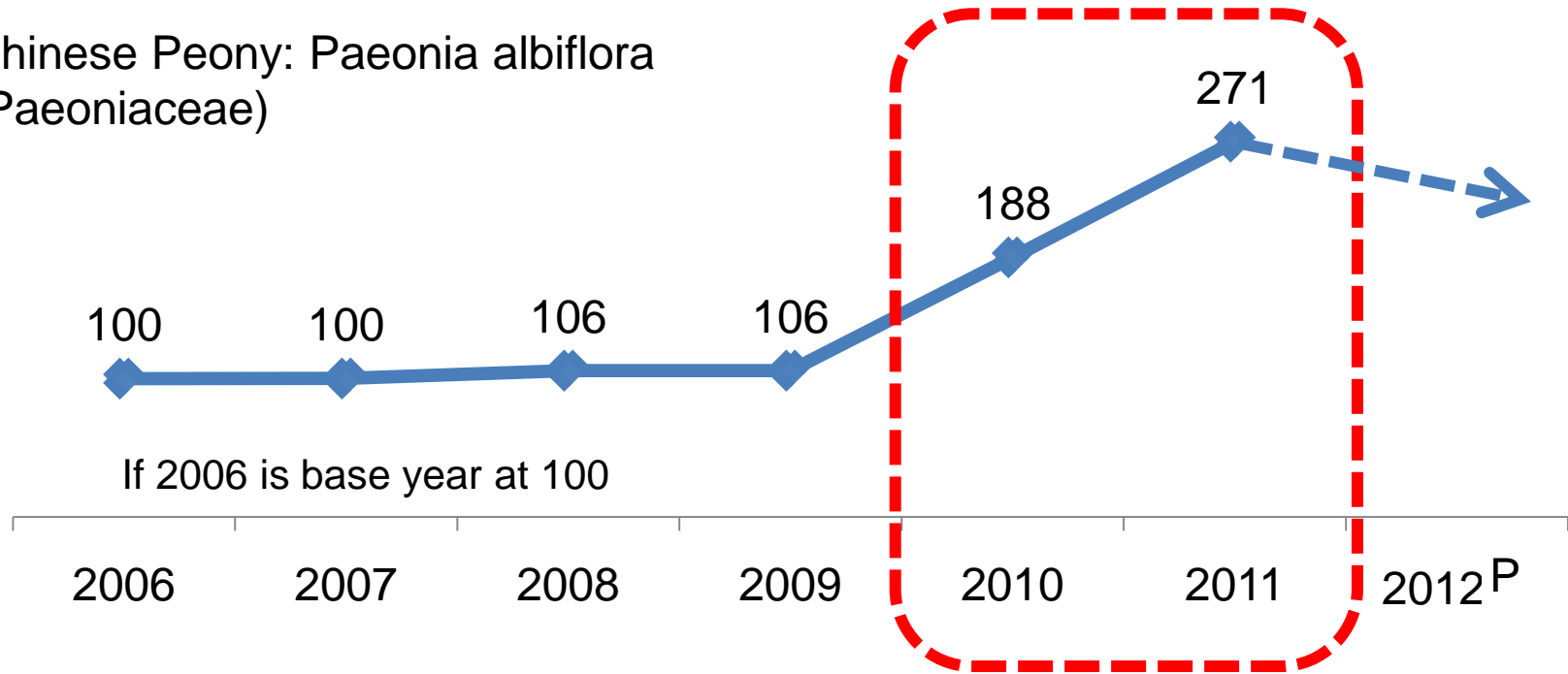
* Ginseng: Panax ginseng (Araliaceae)



- Concerns not only product that circulates on the market, but capital flows into the production areas where there have been examples of speculative buying of **pre-harvest crude drug** at high prices.
- There have been reports that approximately half the ginseng circulating in China has been subject to speculative buying.
- The **quantities in circulation have become extremely small**, inviting high prices as a result.

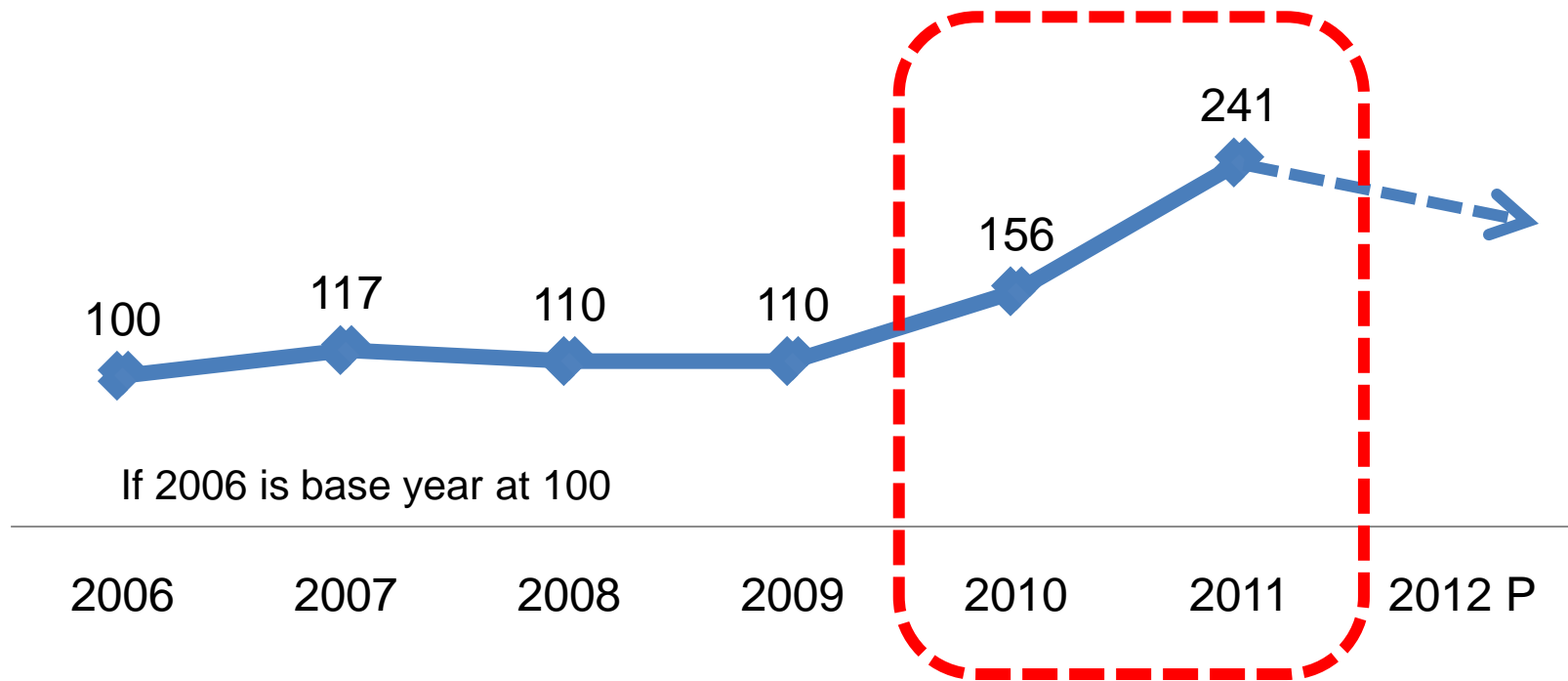
Production Area Purchase Price for Chinese Peony (Production Company → Affiliate Actual Figures)

* Chinese Peony: *Paeonia albiflora*
(Paeoniaceae)



- Price rise due to impact of Sichuan (drought) and Shandong (heavy rain) in 2010
- Price rise due to speculative buying in 2011

Purchase Price for All Crude Drug Produced in China (Production Company → Affiliate Actual Figures) Weighted average



As of the fall of 2011, prices have been slowly falling due to the Chinese government's **instructions related to speculative buying** of crude drug.

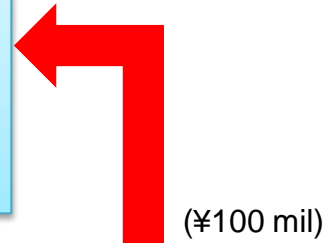
Impact on B/S and P/L

Impact on B/S and P/L

P/L: Main factor for an increase in the FY2012 cost of sales ratio

<FY2011 31.4% → FY2012 34.8% **3.4p increase**>

Impact of steep rise in crude drug prices 2.3p
(approx. ¥2.3 billion)



B/S	FY2010	FY2011	Variance	Impact of volume increase	Impact of crude drug unit price
Inventories	220	305	85	58	27
(Finished goods)	36	61	24	24	0
(Work in process)	64	78	13	13	0
(Raw materials)	119	166	47	20	27

(¥100 mil)



Mainly impact of crude drug procurement in FY2010 and 2011

Impact and Timing of “Rising Unit Cost of Crude Drug”

(¥100 mil)

	FY2010	FY2011	FY2012
Cost of sales impact	-	-	+23
<Product shipment>			
Tsumura inventory impact	-	+27	Impact of steep price rises
<Purchase crude drug via local production companies>			
Crude drug producing areas	Crude drug prices up due to speculation etc	Sharp rise in price of ginseng	Crude drug prices are falling after peaking
		Crude drug prices up due to speculation etc.	

FY2010

Despite steep rises in price of crude drug, the impact on Tsumura is uncertain.

FY2011

Impact on Tsumura inventory (B/S) comes to light. The impact on final inventory caused by the steep rise in prices of crude drug is approx. ¥2.7 billion

FY2012

FY2011 crude drug inventory raises the cost of sales ratio in FY2012. (Approx. ¥2.3 billion)
Given the steep rise in the price of ginseng in FY2010, inventory is kept to a minimum.
As a result, ginseng purchased in FY2011 is projected to have an impact on unit cost in the short term.

Future Measures

Measures to Develop Stable Crude Drug Procurement (Quantity, Quality, Price)

Measures Region	Expand cultivated land under own management	Cultivation of wild crude drug
China	<ul style="list-style-type: none"> - Expand cultivated land for liquorice - Expand cultivated land for ginseng (Baishan City) 	Liquorice
Japan	<ul style="list-style-type: none"> - Expand cultivated acreage and cultivated varieties in 5 locations focused on Hokkaido - Set up a new location in Kyushu - Expand acreage for ginseng cultivation - Diversify crops from leaf tobacco production 	Liquorice trial cultivation
Laos	FY2011 Approx. 200 ha → Aim for 1,000 ha by FY2015	—

Definition of “Cultivated Land under Own Management”

“To own a certain acreage of cultivated land where Tsumura can provide direct guidance on cultivation, understand the costs of cultivation and set purchase prices for crude drug on this basis.”

Specific examples

- (1) Agricultural land owned (leased) by Tsumura or affiliated companies, land under own cultivation (Yubari Tsumura, LAO TSUMURA)
- (2) Agricultural land owned by a production association (Japan) or a local production company (China), cultivated on the basis of Tsumura guidance where we can set the purchase price based on the cost of cultivations

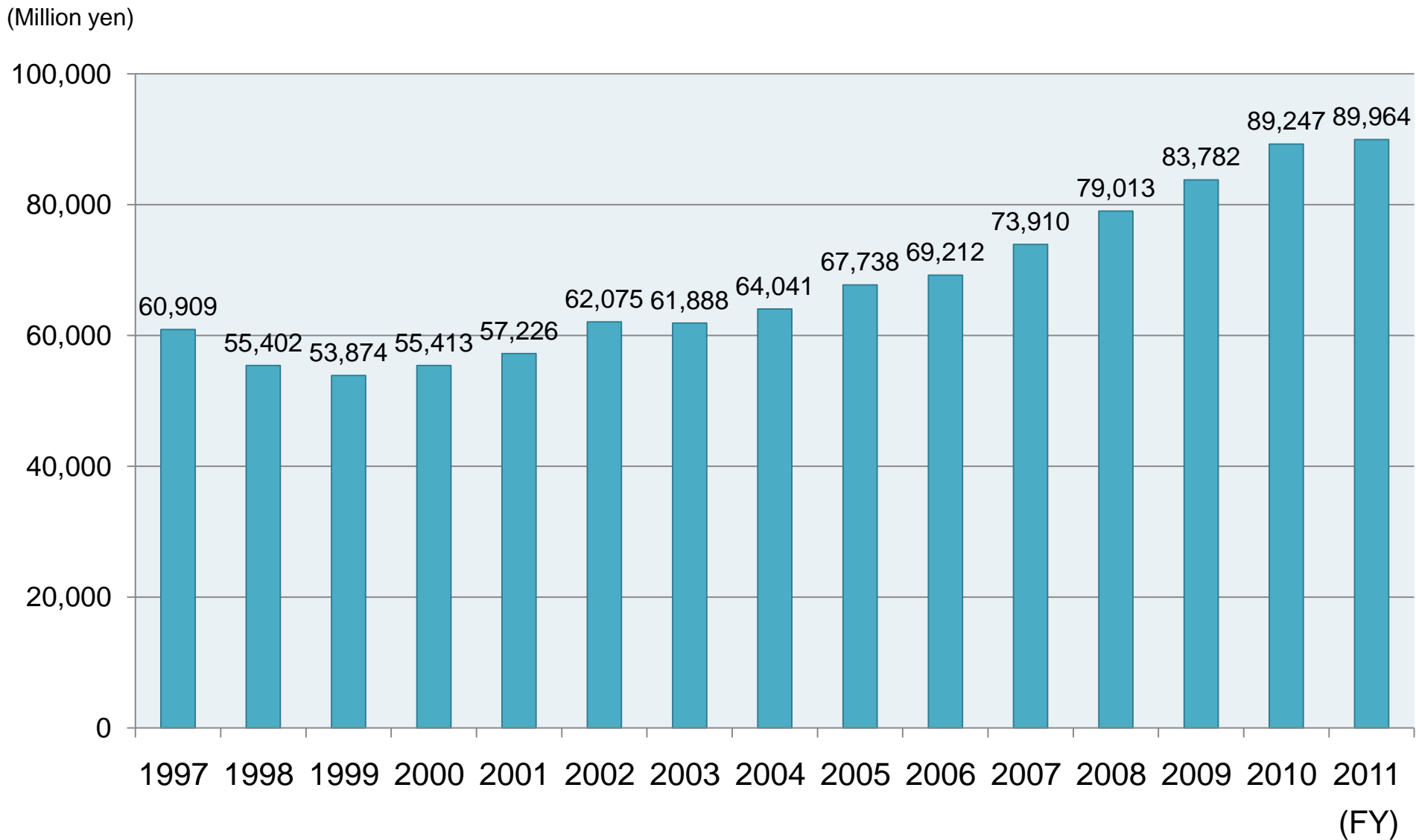
Effect of Expanding Cultivated Land under Own Management

Expected Results

- (1) Unaffected by the impact of market prices caused by speculation etc.
- (2) Keep costs down with improved production efficiency based on large-scale production and mechanization
- (3) Increase unit crop yields with the introduction of sophisticated cultivation technologies

Reference Materials

Net Sales of Kampo Formulation for Prescription (129 Prescriptions)



Top 10 Prescription Kampo Preparation in Terms of Net Sales

(Million yen)

Rank	Name of Kampo preparations	3/2011	3/2012	Difference	
1	<u>TJ-100</u> Daikenchuto	7,960	8,383	422	5.3%
2	TJ-41 Hochuekkito	6,218	5,885	- 333	- 5.4%
3	<u>TJ-43</u> Rikkunshito	5,288	5,314	25	0.5%
4	<u>TJ-54</u> Yokukansan	3,984	4,748	763	19.2%
5	TJ-24 Kamishoyosan	3,653	3,700	46	1.3%
6	<u>TJ-107</u> Goshajinkigan	3,531	3,564	32	0.9%
7	TJ-68 Shakuyakukanzoto	3,309	3,456	147	4.5%
8	TJ-29 Bakumondoto	3,510	3,453	- 56	- 1.6%
9	TJ-114 Saireito	3,336	3,228	- 107	- 3.2%
10	TJ-19 Shoseiryuto	2,757	2,608	- 148	- 5.4%
	<u>TJ-14</u> Hangeshashinto	867	902	35	4.1%
Total of 129 prescription Kampo preparations		89,247	89,964	716	0.8%

* Preparations underlined are drug fostering formulas.

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Notes

Data and information provided in this document include so-called forward-looking statements. Figures relating to forecasts show our judgments and assumptions based on information available and include risks and uncertainty. Actual results might therefore differ from expected figures.

The information on pharmaceuticals included is not intended as advertising or medical advice.