

Passion for Innovation.
Compassion for Patients.™



SAVAYSA™ (edoxaban) U.S. Opportunity

February 17, 2015

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President, U.S. Commercial DSI, Inc.

Key Discussion Points

- Daiichi Sankyo, Inc. (DSI) in the U.S.
- SAVAYSA™ (edoxaban) U.S. Indication
- NOAC Market Opportunity and Dynamics
- SAVAYSA's Unique Benefits
- Key Success Factors
- Expectations

Daiichi Sankyo, Inc.



Daiichi-Sankyo

Daiichi Sankyo, Inc., headquartered in Parsippany, NJ, is the U.S. subsidiary of Daiichi Sankyo Co., Ltd. Daiichi Sankyo, Inc. is a member of the Daiichi Sankyo Group.

- \$1.7 billion net sales FY 2013 in the U.S.
- 2,500 total employees in U.S. (approximate)

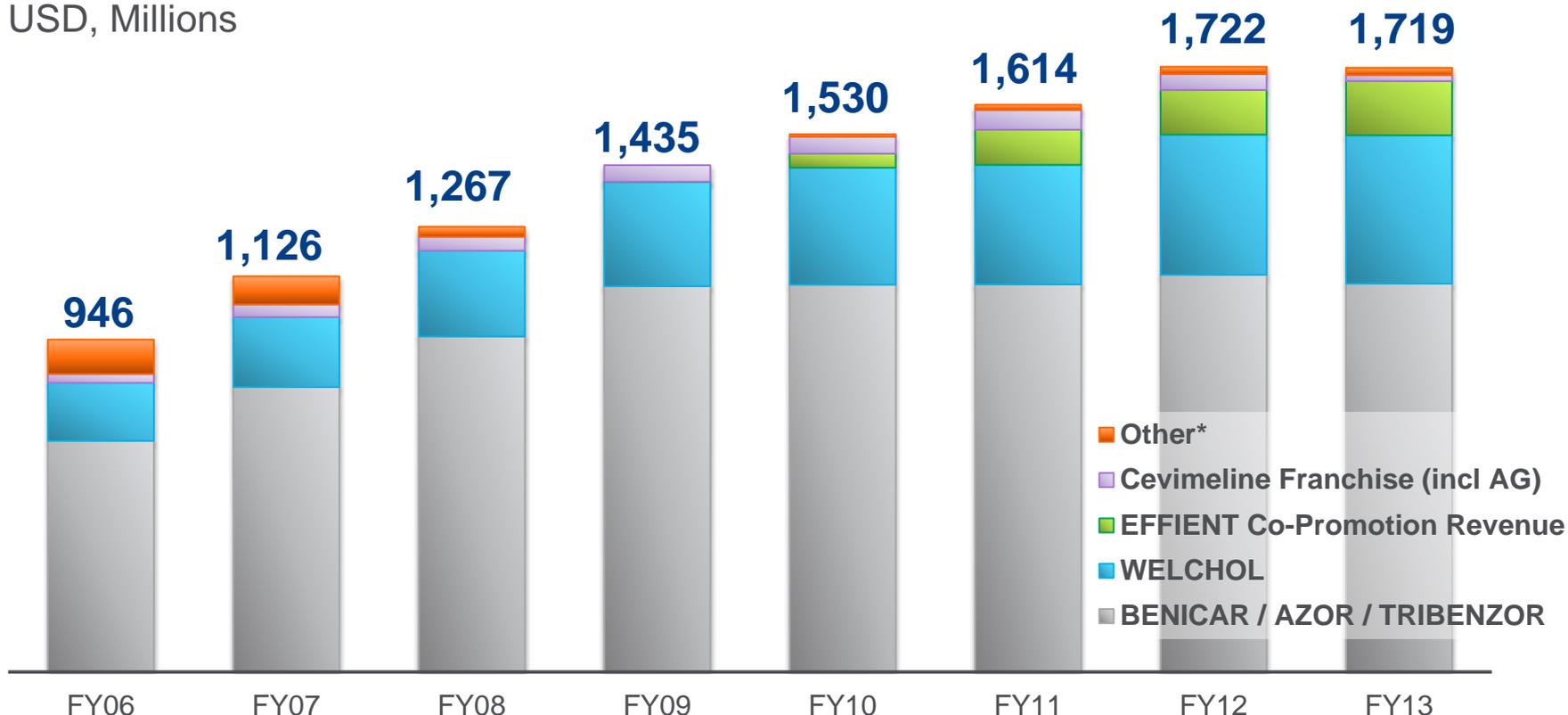


DSI Has Built a Strong Portfolio in the U.S.

We Have a History of Competing Intensely and Winning in Highly Competitive Markets

FY06 – FY13 DSI Net Revenue

USD, Millions



*Others include revenue from Floxin, Sprix, Partnership Packaging, Zelboraf, and Canada

Approved in the U.S. on January 8, 2015



SavaysaTM
(edoxaban) tablets

Factor Xa Inhibitor
60, 30, 15 mg tablets
Once-daily dosing

NOW APPROVED FOR:

Nonvalvular Atrial Fibrillation (NVAF)

- ▶ Reduction in the risk of stroke and systemic embolism (SE) in patients with NVAF
- ▶ SAVAYSA should not be used in patients with creatinine clearance (CrCL) > 95 mL/min because of increased risk of ischemic stroke compared to warfarin

Deep Venous Thrombosis (DVT) & Pulmonary Embolism (PE)

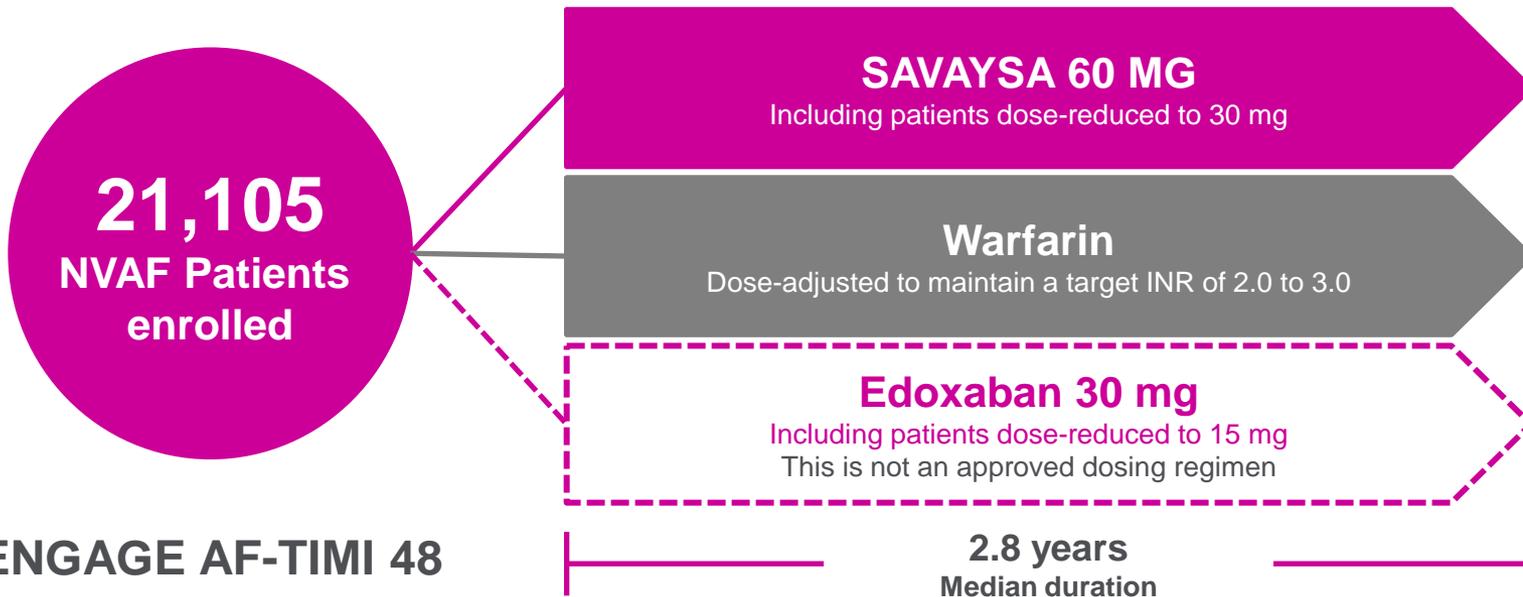
- ▶ For the treatment of DVT and PE following 5-10 days of initial therapy with a parenteral anticoagulant

*Please see Important Safety Information (www.savaysa.com)

Atrial Fibrillation Affects 6.1 MM Americans, DVT/PE Close to 1 MM

- NVAf increases the risk of stroke five-fold
- DVT and PE patients are at high risk for recurrence
- For 60 years, a vitamin K antagonist (warfarin) was the only oral anti-coagulant option
 - Highly effective – reduces stroke/SE by 60-86%
 - Increases risk of major bleeding versus no treatment
 - High maintenance therapy – requires regular blood monitoring tests, food restriction and many drug-to-drug interactions
- Today, three competitor NOAC options exist
 - No need for routine monitoring, fewer drug-to-drug interactions
 - At least as effective and safe as warfarin*
 - dabigatran: a direct thrombin inhibitor
 - rivaroxaban: a factor Xa inhibitor
 - apixaban: a factor Xa inhibitor

SAVAYSA Demonstrated Significantly Less Major Bleeding and was Non-inferior to Warfarin in Stroke/SEE



Patient Characteristics CrCL	SAVAYSA 60 mg (N=7012)	Warfarin (N=7012)
30-50 mL/min	1302 (18.6)	1305 (18.6)
>50-80 mL/min	3020 (43.1)	3053 (43.5)
>80-95 mL/min	1025 (14.6)	1076 (15.3)
>95 mL/min	1595 (22.7)	1527 (21.7)

77%

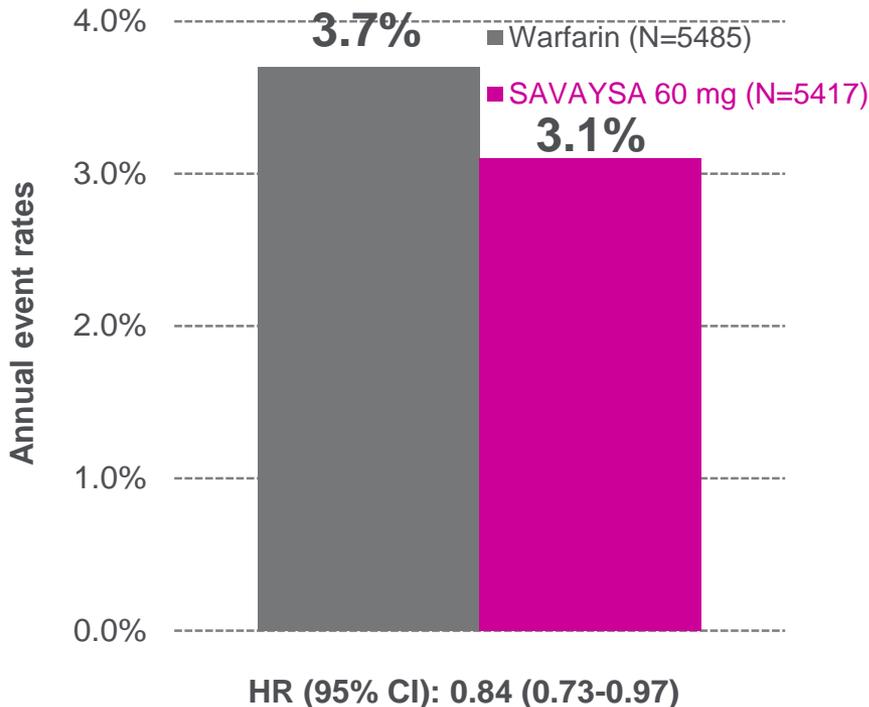
The size and rigor of the ENGAGE AF-TIMI 48 study allowed Daiichi Sankyo to comprehensively characterize the dosing of SAVAYSA by renal function.

SAVAYSA Safety Profile Compared to Warfarin Maintained in the CrCL ≤95 mL/min Patient Population

SAVAYSA Patients Had Significantly Less Major Bleeding, Similar to Overall Population

ENGAGE AF-TIMI 48

Major Bleeding Events in CrCL ≤95 mL/min

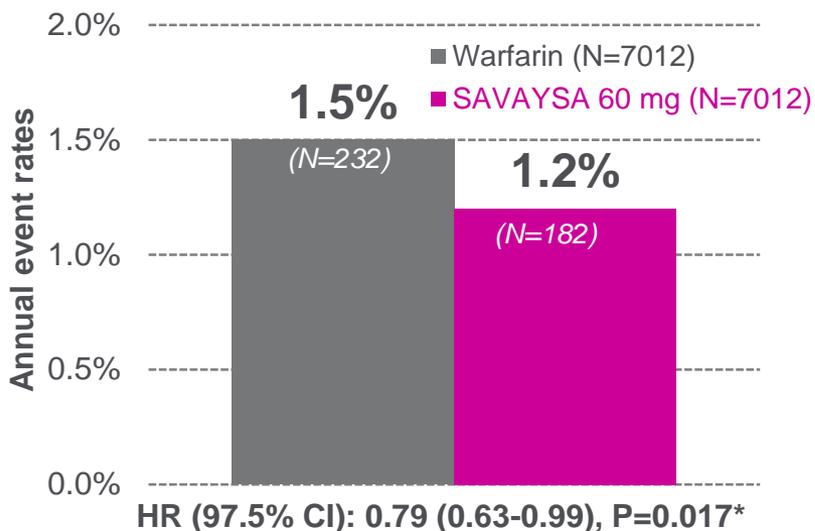


Event	SAVAYSA 60 mg (N=5417) (%/yr)	Warfarin (N=5485) (%/yr)	SAVAYSA 60 mg vs Warfarin HR (95% CI)
Major bleeding	3.1	3.7	0.84 (0.73-0.97)
ICH	0.5	1.0	0.44 (0.32-0.61)
Hemorrhagic stroke	0.3	0.6	0.49 (0.32-0.74)
Other ICH	0.2	0.5	0.37 (0.22-0.62)
GI	1.8	1.3	1.40 (1.13-1.73)
Fatal bleeding	0.2	0.4	0.51 (0.30-0.86)
ICH	0.2	0.3	0.54 (0.31-0.94)
Non-intracranial	<0.1	<0.1	----
CRNM bleeding	9.4	10.9	0.87 (0.80-0.95)

SAVAYSA Reduced Risk of Stroke/SEE in the CrCL ≤95 mL/min Patient Population

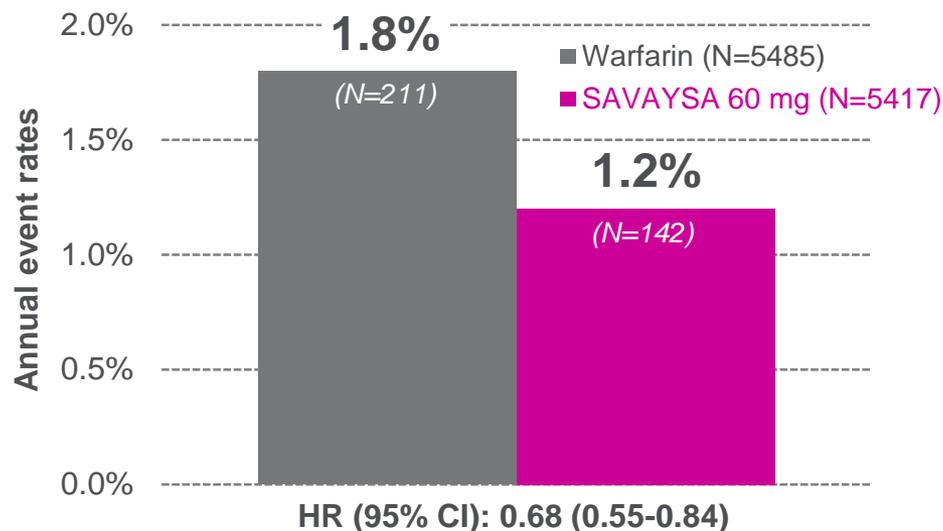
ENGAGE AF-TIMI 48

Non-inferiority for Stroke/SEE in Overall Population



ENGAGE AF-TIMI 48

Stroke/SEE in CrCL ≤95 mL/min

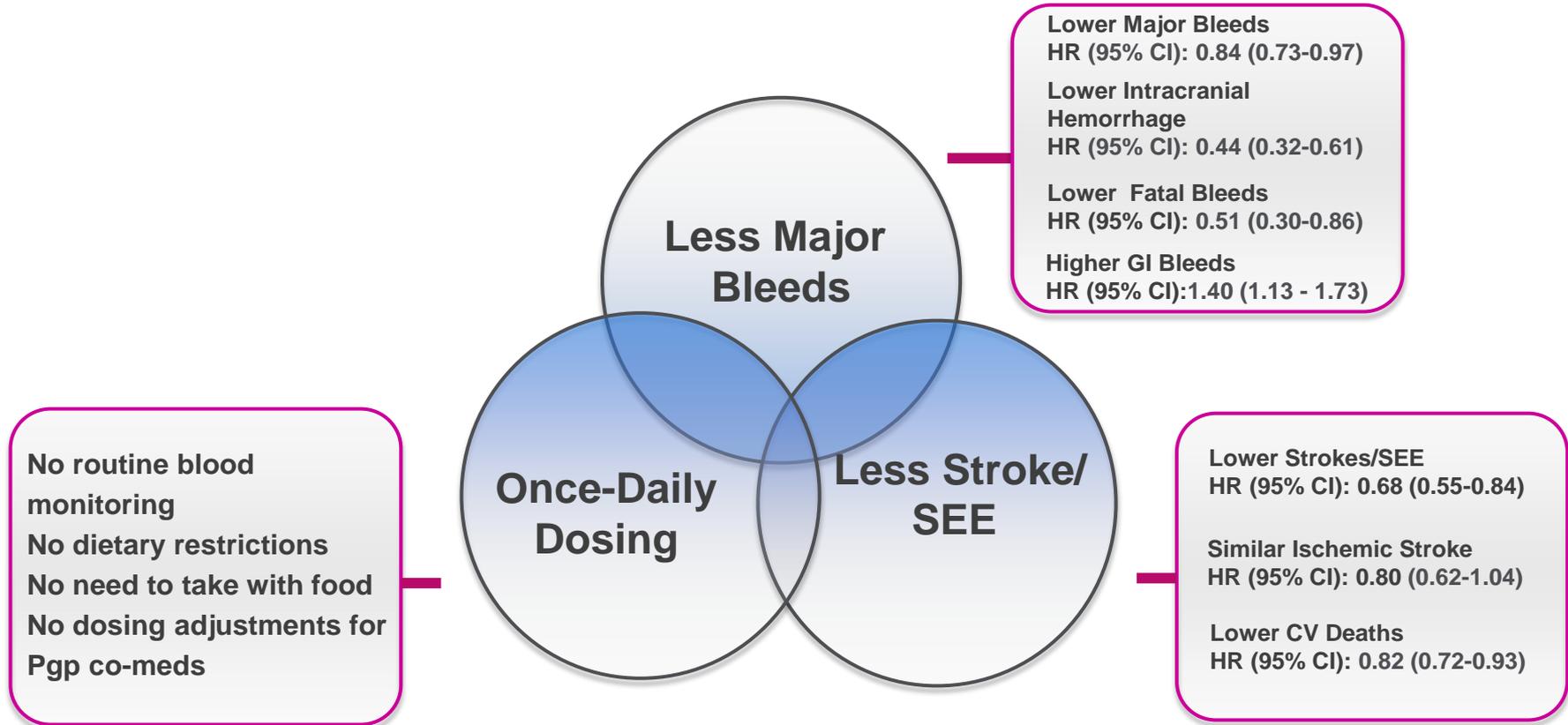


*Based on the planned superiority analysis (ITT, which required $p < 0.01$ for success), statistical superiority of SAVAYSA compared to warfarin was not established in the total study population, but there was a favorable trend [HR (99% CI): 0.87 (0.71, 1.07)].

	SAVAYSA 60 mg (N=5417) (%/yr)	Warfarin (N=5485) (%/yr)	HR (95% CI)
CV death	2.95	3.59	0.82 (0.72-0.93)
Ischemic stroke	0.9	1.1	0.80 (0.62-1.04)
Hemorrhagic stroke	0.3	0.6	0.50 (0.33-0.75)

SAVAYSA Approval in the U.S. Supports a Unique, Compelling and Differentiating Profile

For NVAF Patients with CrCL ≤ 95 mL/min compared to warfarin

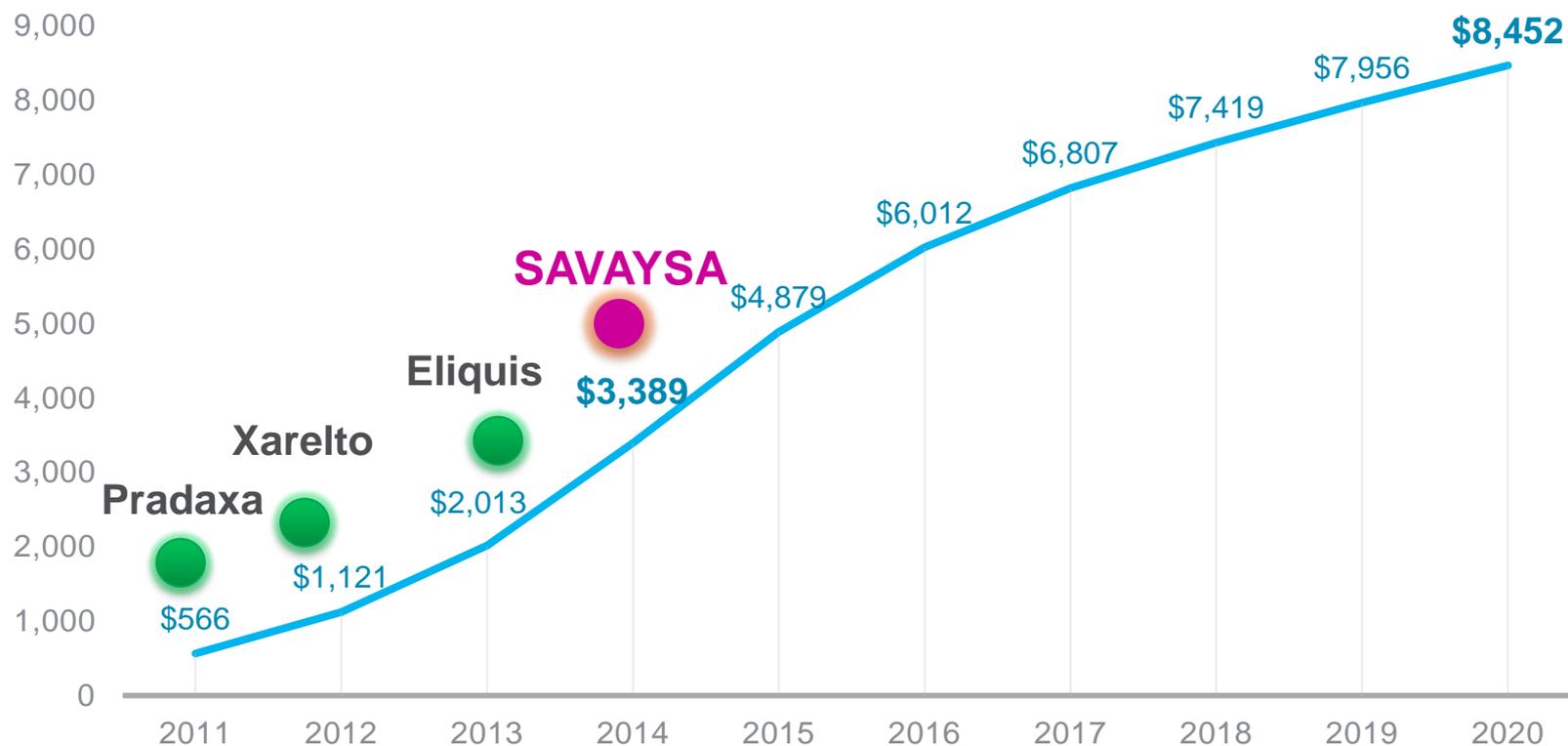


NOAC Market Large and Accelerating

The Market is Expected to Exceed \$8B in Net Sales by 2020

2011 – 2020 NOAC Market Net Sales Projections – US

USD, Millions



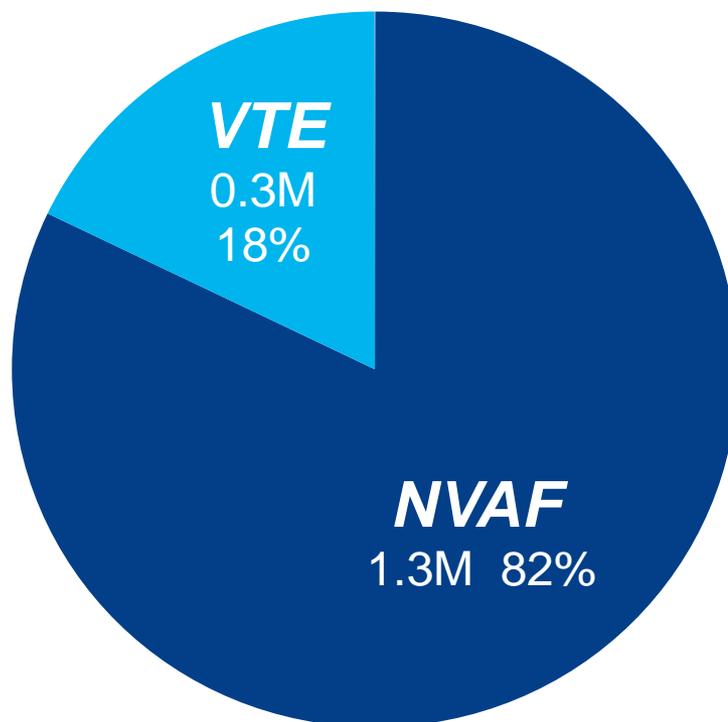
● / ● Signifies Product Launch Dates

Source: 2011 - 2014 Symphony Health Solutions PHAST – [Integrated WAC Dollars]; 2015 – 2020 DSI Projections

SAVAYSA Opportunity is Driven by NVAF

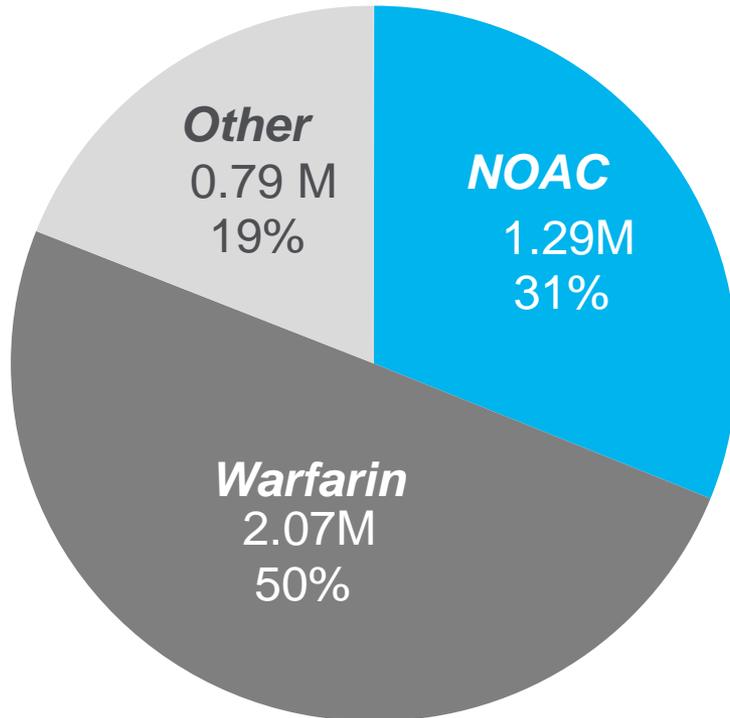
82% of NOAC-Treated Patients Have NVAF

**2014 U.S. NOAC-Treated
Patients 1.6 Million**

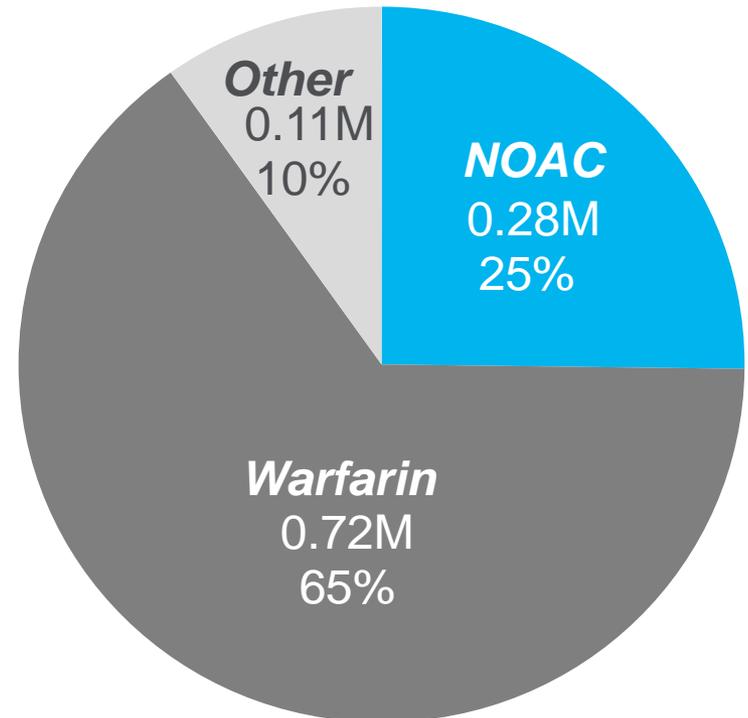


Nearly a Third of NVAF and a Quarter of VTE Patients are Treated with NOACs, Indicating Significant Opportunity for Expansion

2014 U.S. NVAF Drug-Treated Patients 4.14 Million

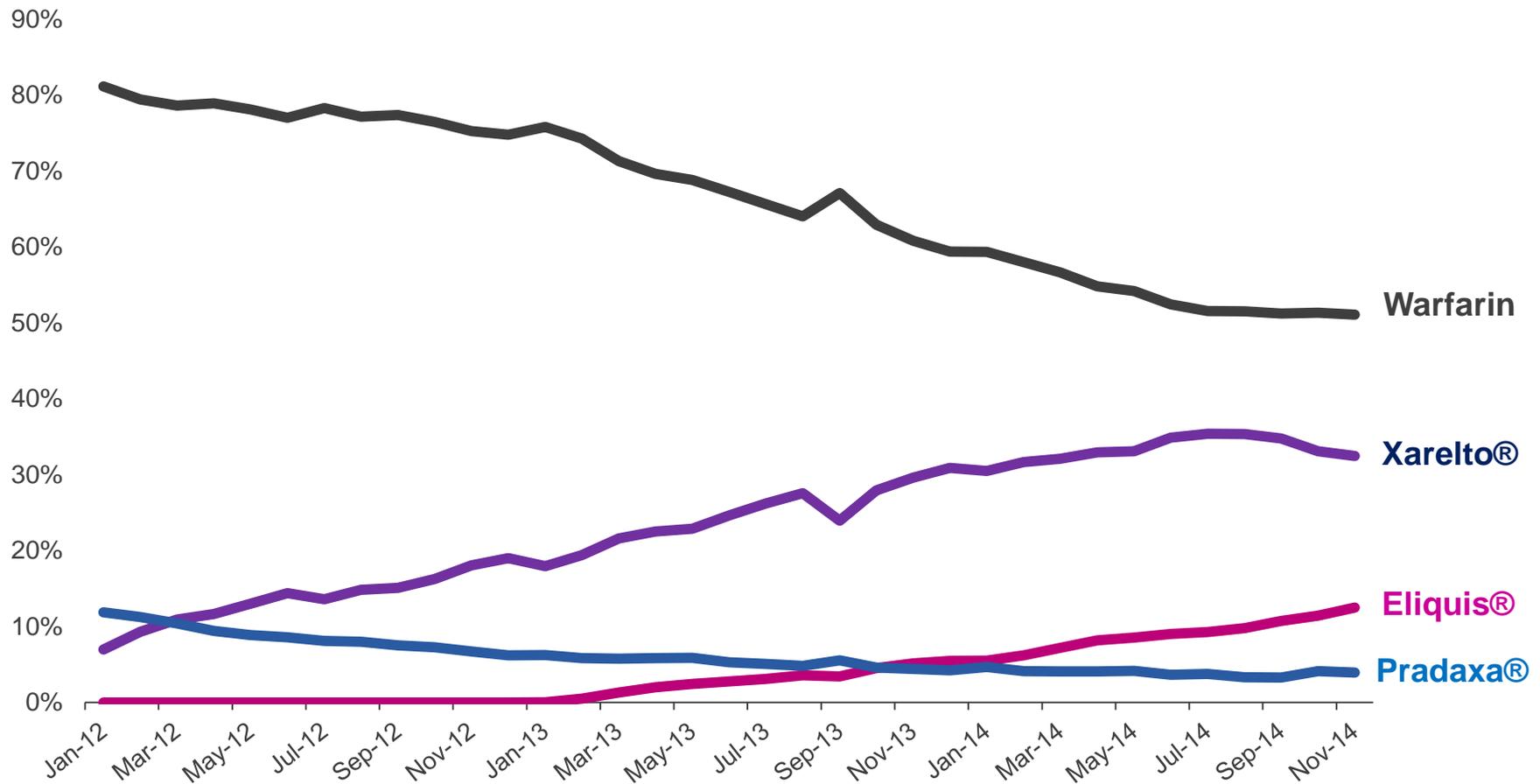


2014 U.S. VTE Drug-Treated Patients 1.1 Million



NOACs Remain Significantly Under-Penetrated

New Patient Market Share %, NBRx



Market Research: Physicians Select NOACs Based on a Few Key Benefits

NOAC Use Drivers



*Based on modeling exercise; bars represent relative impact of attribute on shares in the NOAC market

Source: AF Forecasting Research Nov 2014

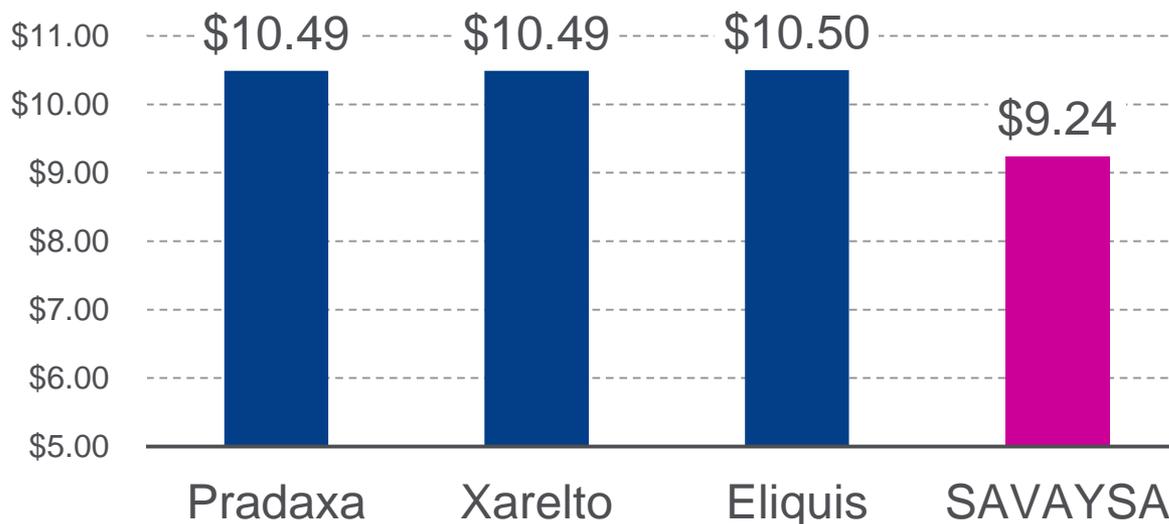
SAVAYSA Key Market Success Factors

- Position the unique and compelling clinical profile of SAVAYSA as the drug of choice for appropriate patients
- Establish access and reimbursement
- Compete effectively
- Leverage our existing relationships with prescribers in the cardiovascular space

NOAC Pricing

SAVAYSA List Price / Day is 12% Less Than Other NOACs

U.S. List Price / Day

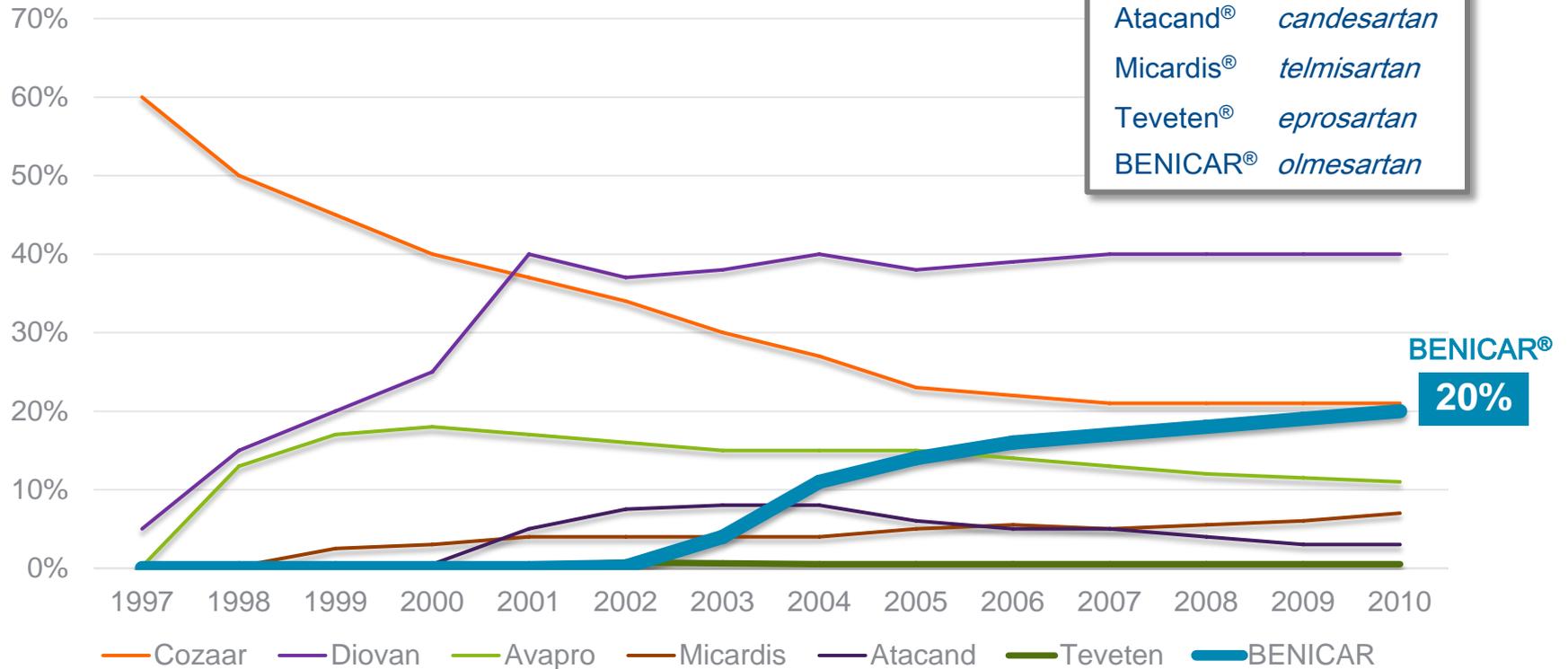


<i>Feb 2015 WAC Price</i>	\$10.49	\$10.49	\$10.50	\$9.24
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DSI Has a History of Success Entering Competitive Markets - Benicar Launched as the 7th Brand in The ARB Class

ARB Class, U.S. New Prescriptions Market Share % NRx

Cozaar®	<i>losartan</i>
Diovan®	<i>valsartan</i>
Avapro®	<i>irbesartan</i>
Atacand®	<i>candesartan</i>
Micardis®	<i>telmisartan</i>
Teveten®	<i>eprosartan</i>
BENICAR®	<i>olmesartan</i>



The DSI Sales Team is Competitively Tested and Highly Effective

Physicians Consistently Assign High Performance Ratings to Our Sales Team

Physician Perceptions of DSI Sales Reps

**Benicar**^{TABLETS}
(olmesartan medoxomil)

**Welchol**
(colesevelam HCl)

**Effient.**
(prasugrel) tablets

Overall Relationship



Disease Knowledge



Product Knowledge



 **Better** than competitor  **Same** as competitor  **Worse** than competitor

SAVAYSA Will Become a Successful and Valuable Drug in the U.S. Market

1. Large, growing and under-penetrated market
2. We understand the customers
3. SAVAYSA unique benefits are motivating
 - Lower major bleeding vs. warfarin
 - Reduced stroke/SEE vs. warfarin
 - Once daily dosing
4. Sales organization is competitively tested

Contact address regarding this material

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