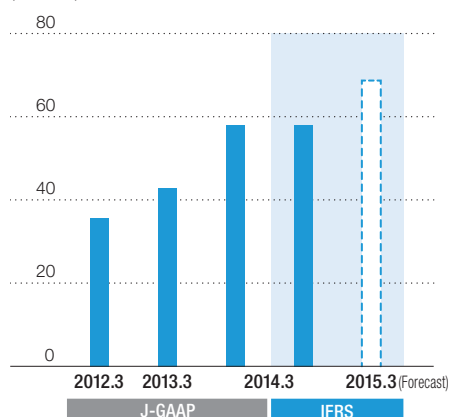


# Asia & Oceania

We will achieve sustained high growth with China as the driving force.

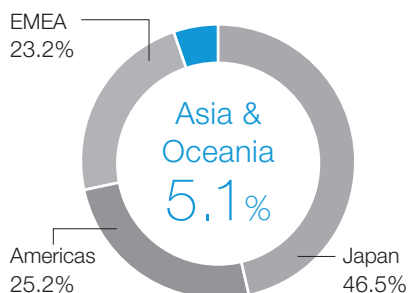
## Net Sales

(¥ billion)



## Sales by Geographical Area

2014.3



Note: Yen base

\*Calculated according to the location of sellers

\*IFRS

## Fiscal 2013 Overview

\*Sales and year-on-year changes are based on J-GAAP.

Net sales in Asia & Oceania increased 35.0% year on year on a yen basis to ¥58.0 billion. Excluding the foreign exchange impact, sales maintained double-digit growth, up 10.9% from the previous year. Particularly, we reported strong growth in China, accounting for about 50% of sales in the Asian region, with net sales rising approximately 13% on a local currency basis and driving overall sales growth for the region.

By product, sales of all mainstay products, including Prograf, Harnal, Vesicare and MYCAMINE, increased during the year.

In emerging markets such as Asia, we are working to expand our business through innovative high-added-value products, just as we are doing in Japan, Europe and the U.S. In the year under review, we launched many products around the region. These included XTANDI in South Korea in October 2013, and Eligard in Hong Kong and Thailand in June and November 2013, respectively.

## Fiscal 2014 Outlook

\*Sales and year-on-year changes are based on IFRS.

In fiscal 2014, we project sales in Asia & Oceania of ¥68.7 billion, up 18.6%. Excluding the foreign exchange rate impact, we forecast continued double-digit growth of around 18%. This includes a strong and sustained year-on-year sales increase in China. By product, we forecast steady sales growth for all mainstay products.