



Roche Roche Group

Aiming to Become a Top Japanese Pharmaceutical Company

- 2011 Results & 2012 Outlook -

CHUGAI PHARMACEUTICAL CO., LTD.

President and CEO

Osamu Nagayama

February 1/2, 2012

Forward-Looking Statements

This presentation may include forward-looking statements pertaining to the business and prospects of Chugai Pharmaceutical Co., Ltd. (the “Company”). These statements reflect the Company’s current analysis of existing information and trends. Actual results may differ from expectations based on risks and uncertainties that may affect the Company’s businesses.

Overview of 2011

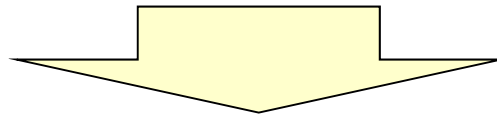
Impact of the Great East Japan Earthquake

● Production Activities

- Loss on disaster (Extraordinary Loss): 4.7billion yen
 - Utsunomiya Plant and some of our contract manufacturers affected
 - ✓ Utsunomiya Plant: fully resumed operation by August, 2011

● Sales Activities

- Shipment control on some of our products continued until end of October
 - MR activities severely disturbed during this period
- Cancellation of product launch events and other promotional activities
- Domestic sales: -4.4% (vs. previous year), -6.6% (vs. forecast)



Sales activities back to normal from November, 2011
after end of shipment control



2011 Full Year Results

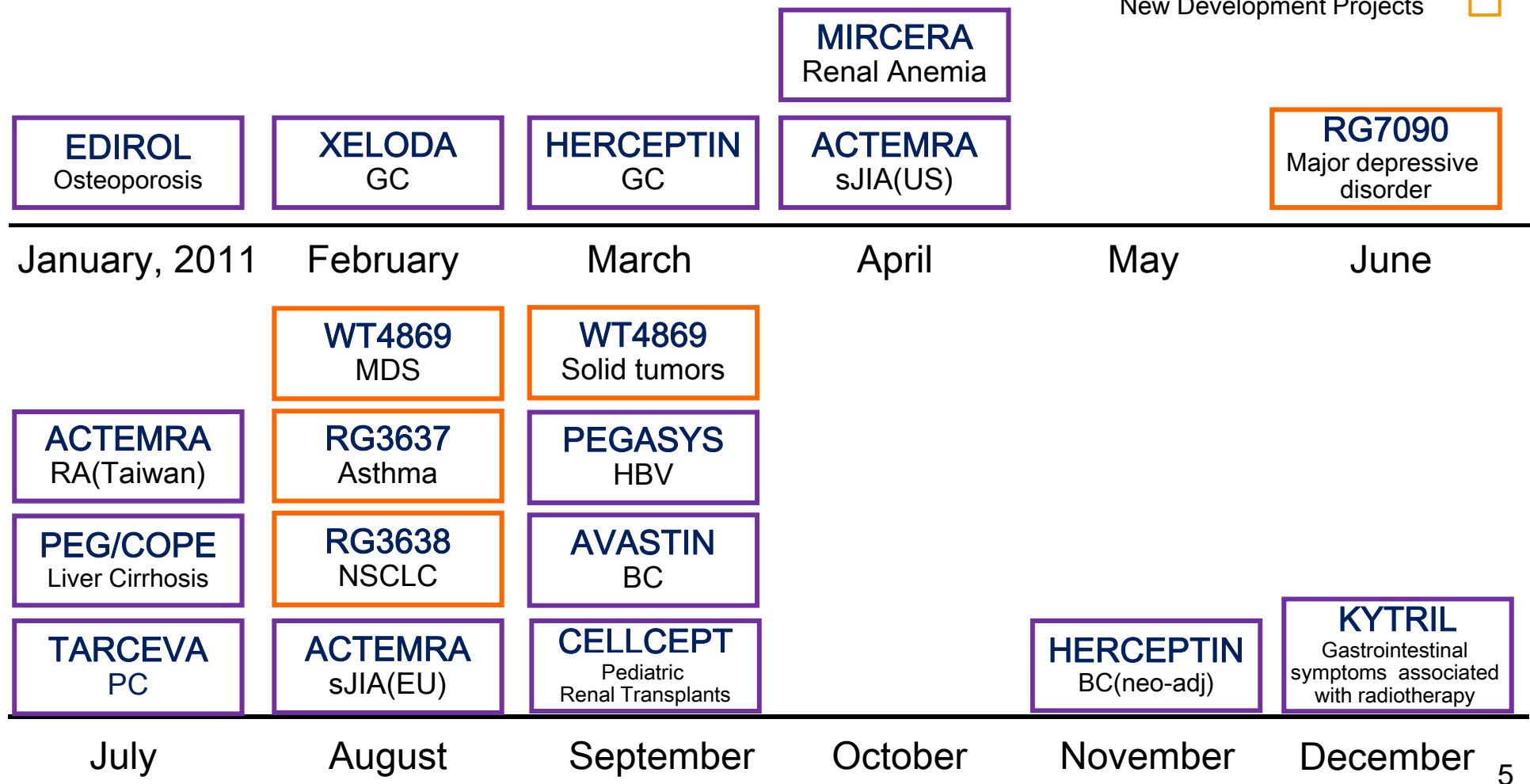
*Decline in both Revenues and Operating income
due to the Great East Japan Earthquake*

(billions of yen)	2010	2011	YoY	vs. plan
Revenues	379.5	373.5	-1.6%	-5.5%
Domestic	342.9	327.9	-4.4%	-6.6%
Overseas	36.6	45.6	+24.6%	+3.6%
Operating income	66.2	62.4	-5.7%	-13.3%
% revenues	17.4%	16.7%		
Net income	41.4	35.2	-15.0%	-4.9%
% revenues	10.9%	9.4%		

R&D Update: 2011 Approvals and New Development Projects

Prosperous progress ~ strong contribution from 2012 ~

Approved Projects 
New Development Projects 



2012 Forecast

Strong sales & profit growth from new products launches and additional indications to absorb NHI price cut impact

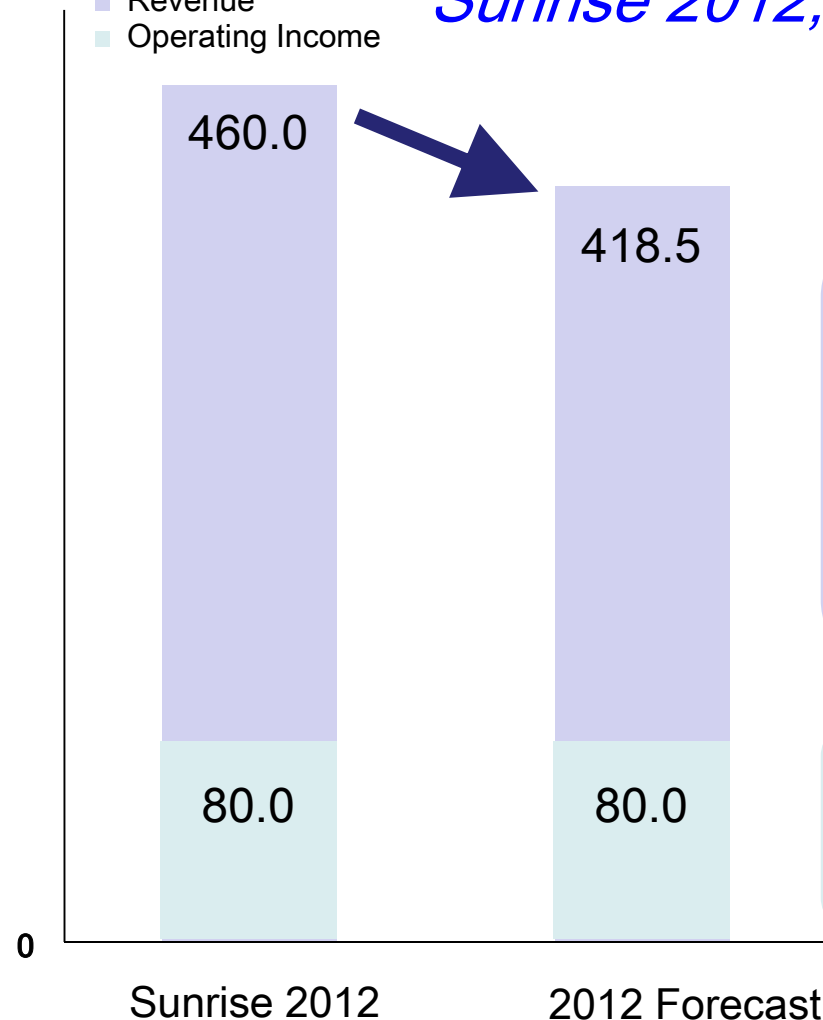
(billions of yen)	2011	2012 Plan	YoY
Revenues	373.5	418.5	+12.0%
Sales	363.6	403.7	+11.0%
Other operating revenues	9.9	14.8	+49.5%
SG&A	97.7	100.0	+2.4%
% of revenues	26.2%	23.9%	
R&D	55.9	60.0	+7.3%
% of revenues	15.0%	14.3%	
Operating income	62.4	80.0	+28.2%
% of revenues	16.7%	19.1%	
Net income	35.2	49.0	+39.2%
% of revenues	9.4%	11.7%	

Sunrise 2012 Assumptions

Deviation from the original assumptions for Sunrise 2012, announced in 2008

(bil.JPY)

■ Revenue
■ Operating Income



Big gap between the current situation and assumptions made in 2008

- The Great East Japan Earthquake
- Actemra RA (US) -Delayed & restricted approval
- Epogin CIA -Denied approval
- Avastin Adj. CC -Suspended development
- BC -Approval delayed
- GC -Approval delayed
- Pegasys -Market shrinkage / slower market penetration

- Introduction of new price revision scheme to protect innovative drugs (Tentative)
- Renegotiated the sharing conditions of the NHI price cut impact with Roche

Enhancement of Sales Force

To achieve the goals of Sunrise 2012 by contributing to standardized healthcare quality and to eliminate care disparities in Japan

Oncology Unit

Establish a new organization to cover the leading edge medical technology standards

->To contribute to cancer-care in Japan by uniting Research & Development and Sales & Marketing

Establish Chugai's "Consulting Promotion" style

Achievement of Sunrise 2012 Goals

Primary Unit

Reorganize Sales and Marketing function

->To conduct effective market penetration (Actemra, Mircera, Edirol)

- Expand coverage of Primary care MRs for all products

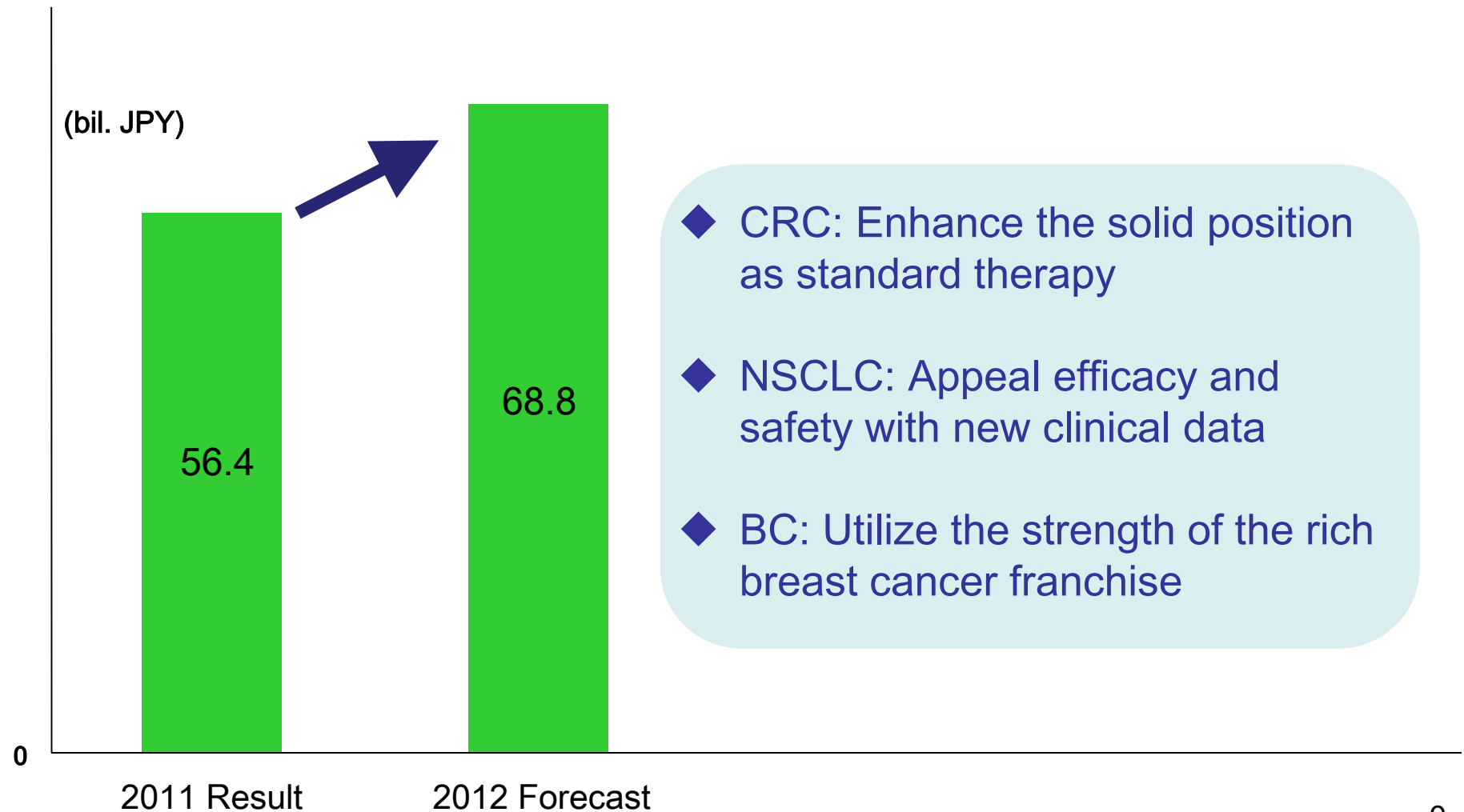
Creation of Medical Science Div.

-> To reinforce the evidence creation function in post-marketing

- Support to implement product promotion strategies
- Timely distribution of new medical information from conferences to MDs
- Provide consistent education for MRs

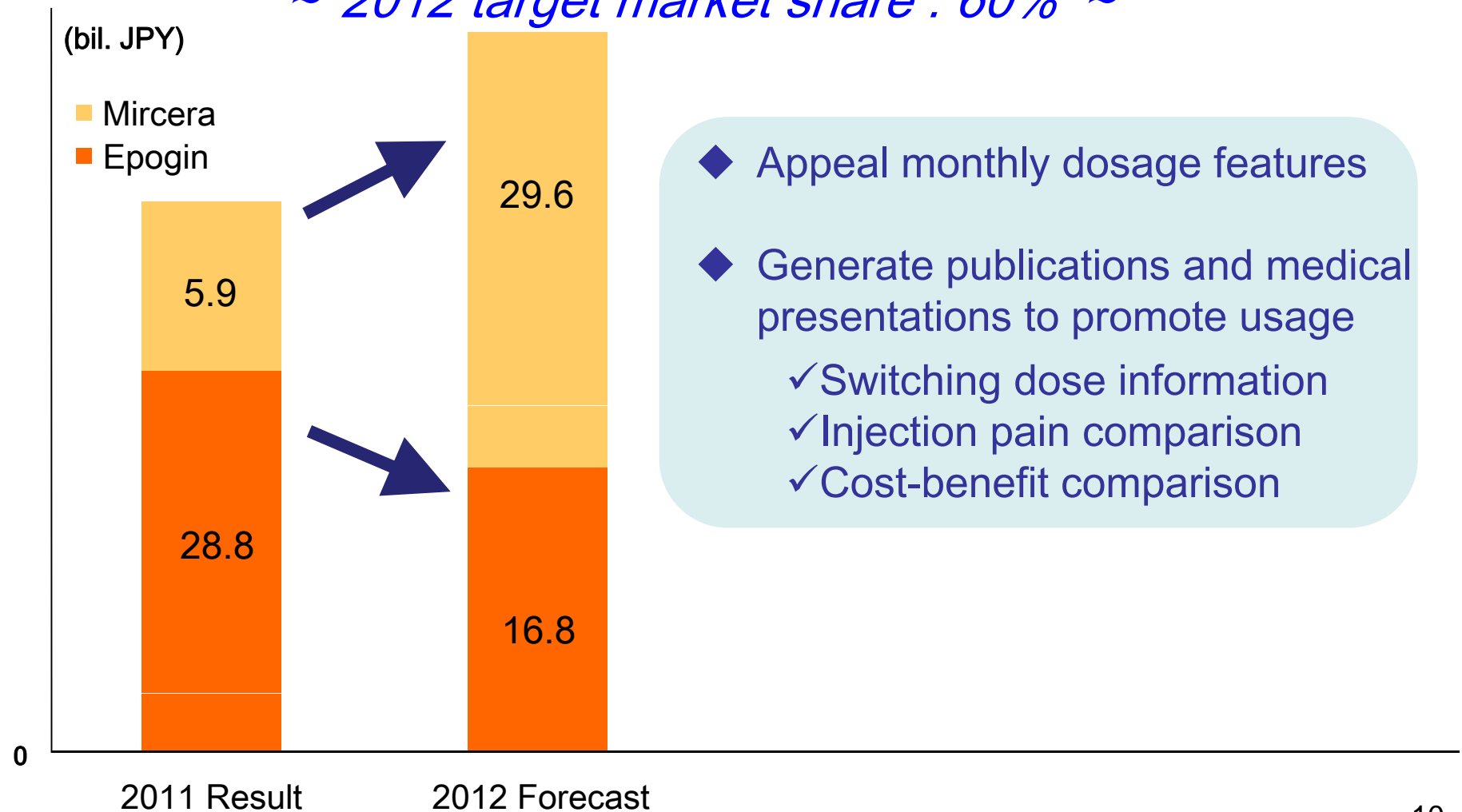
Avastin

22.0% sales increase, absorbing NHI price cut



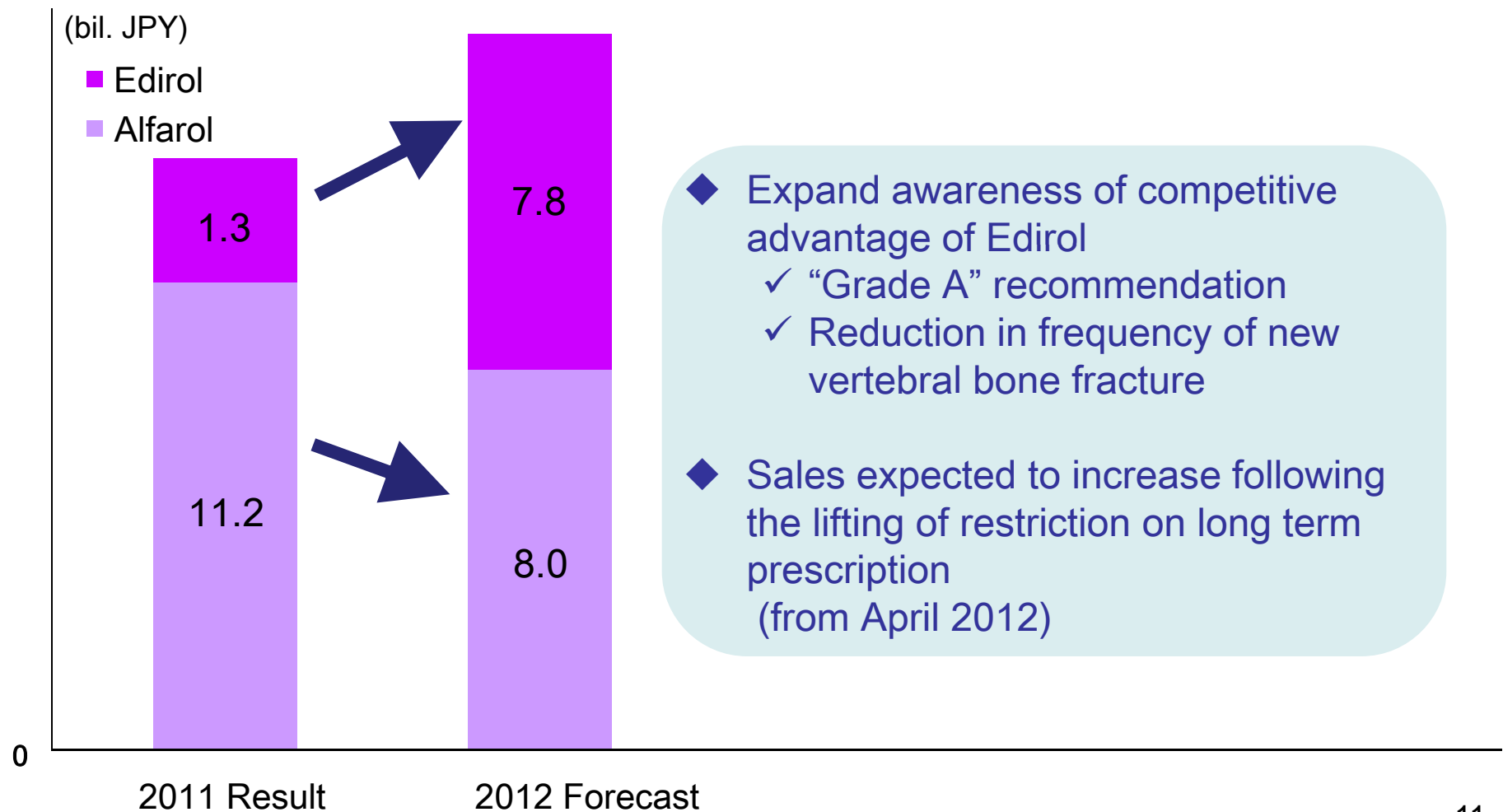
Epogin/Mircera

*Regain the position as market leader in ESA market
~ 2012 target market share : 60% ~*



Alfarol/Edirol

*Appeal “Grade A” recommendation in Osteoporosis Treatment
Guideline 2011 (1st & only Vitamin D3 to obtain Grade A)*

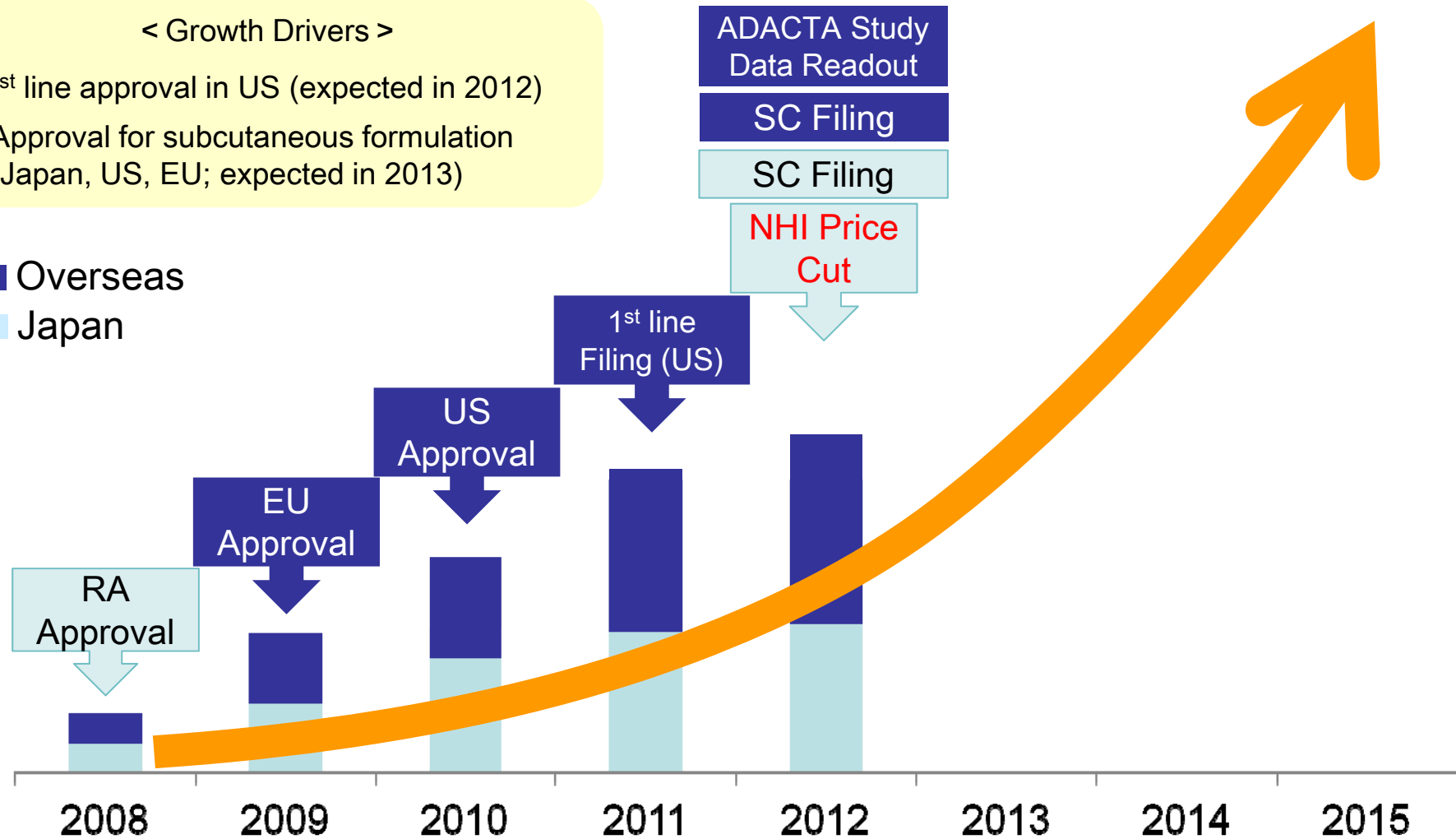


Actemra

< Growth Drivers >

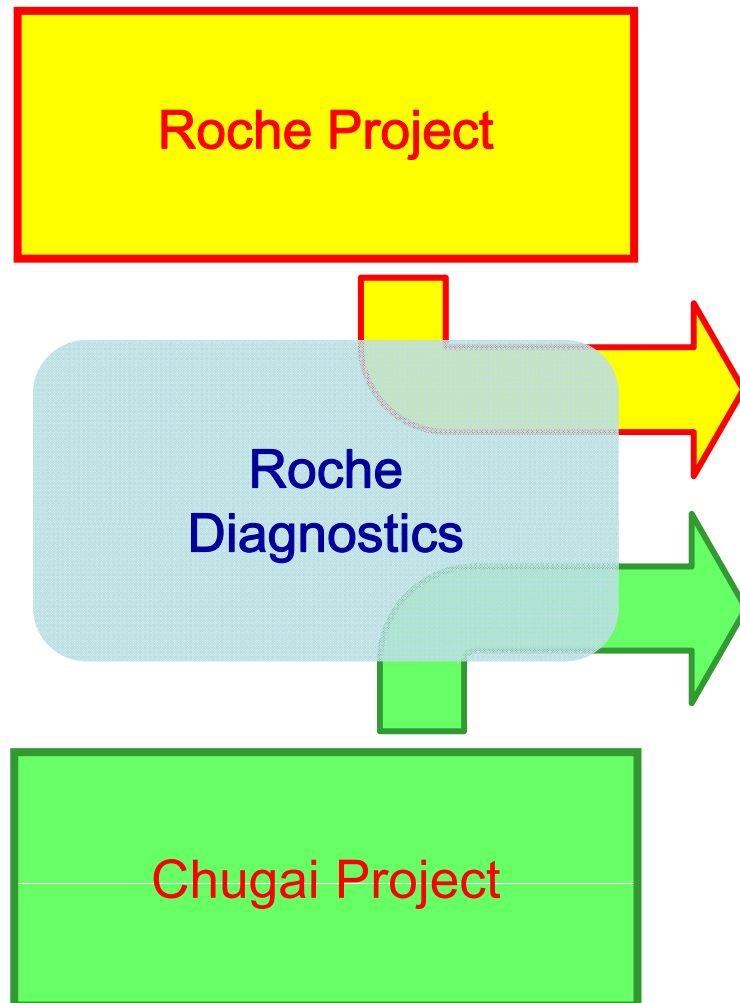
- ✓ 1st line approval in US (expected in 2012)
- ✓ Approval for subcutaneous formulation (Japan, US, EU; expected in 2013)

■ Overseas
■ Japan



Promotion of PHC Based Projects

Development based on PHC with the strength of Roche Group



Chugai development pipeline(PHC)

As of February 1, 2012

P3

pertuzumab
(BC)

T-DM1
(BC)

GA101
(NHL)

P2

Tarceva
(NSCLC[1st line])

AF802
(NSCLC)

P1

lebrikizumab
(Asthma)

MetMAb
(NSCLC)

GC33
(Liver cancer)

CKI27
(Solid tumors)

CIF
(Solid tumors)

PA799
(Solid tumors)

WT4869
(MDS)

WT4869
(Solid tumors)

Zelboraf*
(Melanoma)

*P1 in Preparation

Utilizing Innovative Antibody Engineering Technology

Chugai Pharmabody Research Pte. Ltd.

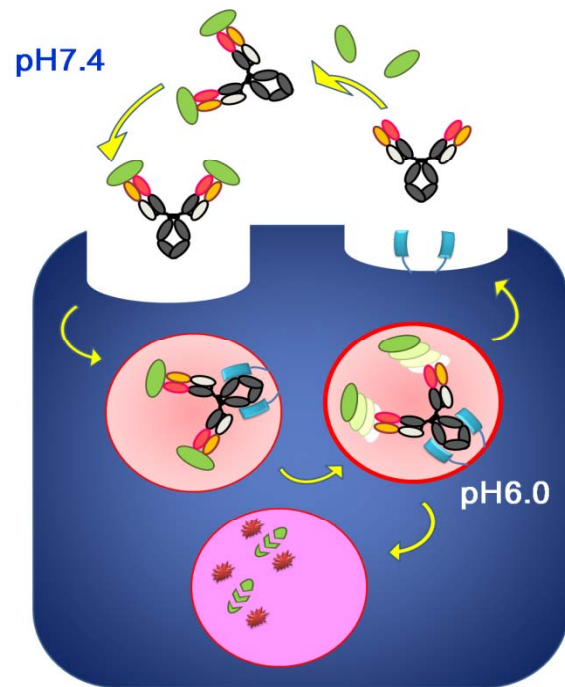
<Purpose for Establishment>

- Generate novel therapeutic antibodies by focusing on utilization of recycling and sweeping antibody technology
- Aim to generate 20 or more antibodies in five years (five to seven antibodies per year) focusing on target antigens in disease areas such as oncology, immunology and inflammation

	Contents
Location and Reason	Singapore Chugai already has R&D experiences in Singapore with PharmaLogicals Research; attractive environment to employ PostDocs and research technicians
Number of Employees	Approx. 60 (staff/researchers from Chugai : approx.15, local employment: approx. 45)
Capital	1.5 million Singapore dollars
Business Term	5 years (planned)
Cost (5 years)	12.5 billion yen (planned)

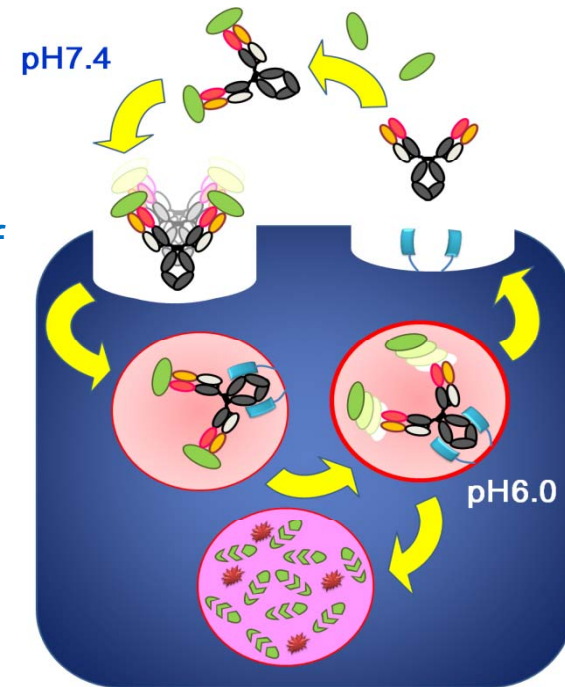
Introduction of Recycling Antibody and Sweeping Antibody

Recycling Antibody



Further engineering of
recycling antibody
technology

Sweeping Antibody



“Sweeping antibody” generated by further engineering and evolution of recycling antibody* to enhance its turnover rate, thereby enabling degradation of larger amount of antigen and eliminating (sweeping) of the antigen from the plasma.

*Recycling antibody dissociates the antigen intracellularly, recycles back extracellularly and binds to the antigen repeatedly

Chugai-Roche Basic Agreements

■ Ownership Arrangements

Period	Upper Threshold
Oct.1, 2002 – Sept. 30, 2007	50.1%
Oct.1, 2007 – Sept. 30, 2012	59.9% ownership increased from 50.1% to 59.9% in June 2008
Oct.1, 2012 and thereafter	No limit

■ Management Arrangements

- Chugai continues to be self-governed and Roche respects autonomy of Chugai management
- Roche to cooperate to maintain Chugai listed on the First Section of the Tokyo Stock Exchange

FY2011 Consolidated Financial Overview

CHUGAI PHARMACEUTICAL CO., LTD.
Senior Vice President and CFO
Yoshio Itaya

February 1, 2012

Summary

- **Revenues and profits declined due to negative sales growth**
 - Revenues: 373.5 billion JPY (-1.6%), Operating Income: 62.4 billion JPY (-5.7%)
 - Tamiflu sales: significantly declined as stockpiling sales close out
 - Sales excl. Tamiflu: slightly declined as the impact of the earthquake on domestic sales outweighed the growth in overseas sales
 - Other Operating Revenues: increased substantially from one-time events
- **Extraordinary Loss: 6.5 billion JPY**
 - Loss on disaster: 4.7 billion JPY
- **Year-end dividend 20 JPY per share (40 JPY annual dividend), achieving a payout ratio of 61.8 %**

Financial Overview Jan - Dec

(Billion JPY)							(Billion JPY)	
(Billion JPY)	2010		2011		Growth			
	Jan-Dec	As % of Revenues	Jan-Dec	As % of Revenues		%		
Revenues	379.5		373.5		-6.0	-1.6	➤ Sales excl. Tamiflu	
Sales	375.6		363.6		-12.0	-3.2	Domestic	-9.1
excl. Tamiflu	357.4		354.9		-2.5	-0.7	Overseas	+6.6
Tamiflu	18.2		8.7		-9.5	-52.2	➤ Sales of Tamiflu*	-9.5
Other Operating Revenues	3.9		9.9		+6.0	+153.8	➤ Other Operating Revenues	+6.0
							GC33 upfront income	
							Income related to Actemra etc.	
Operating Income	66.2	17.4	62.4	16.7	-3.8	-5.7	➤ Operating Income	-3.8
Non-operating Income	2.4		2.3		-0.1	-4.2	➤ Non-operating Inc./Exp.	+2.2
Non-operating Expenses	3.5		1.2		-2.3	-65.7		
Ordinary Income	65.1	17.2	63.6	17.0	-1.5	-2.3	➤ Extraordinary Loss	+6.5
Extraordinary Gain	0.6		0.0		-0.6	-100.0	Loss on disaster	+4.7
Extraordinary Loss	0.0		6.5		+6.5	-	Asset retirement obligations	+1.0
Net Income	41.4	10.9	35.2	9.4	-6.2	-15.0		

Average exchange rate (JPY)

	2010 Jan-Dec	2011 Jan-Dec
CHF	84.17	89.86
EUR	116.32	110.92

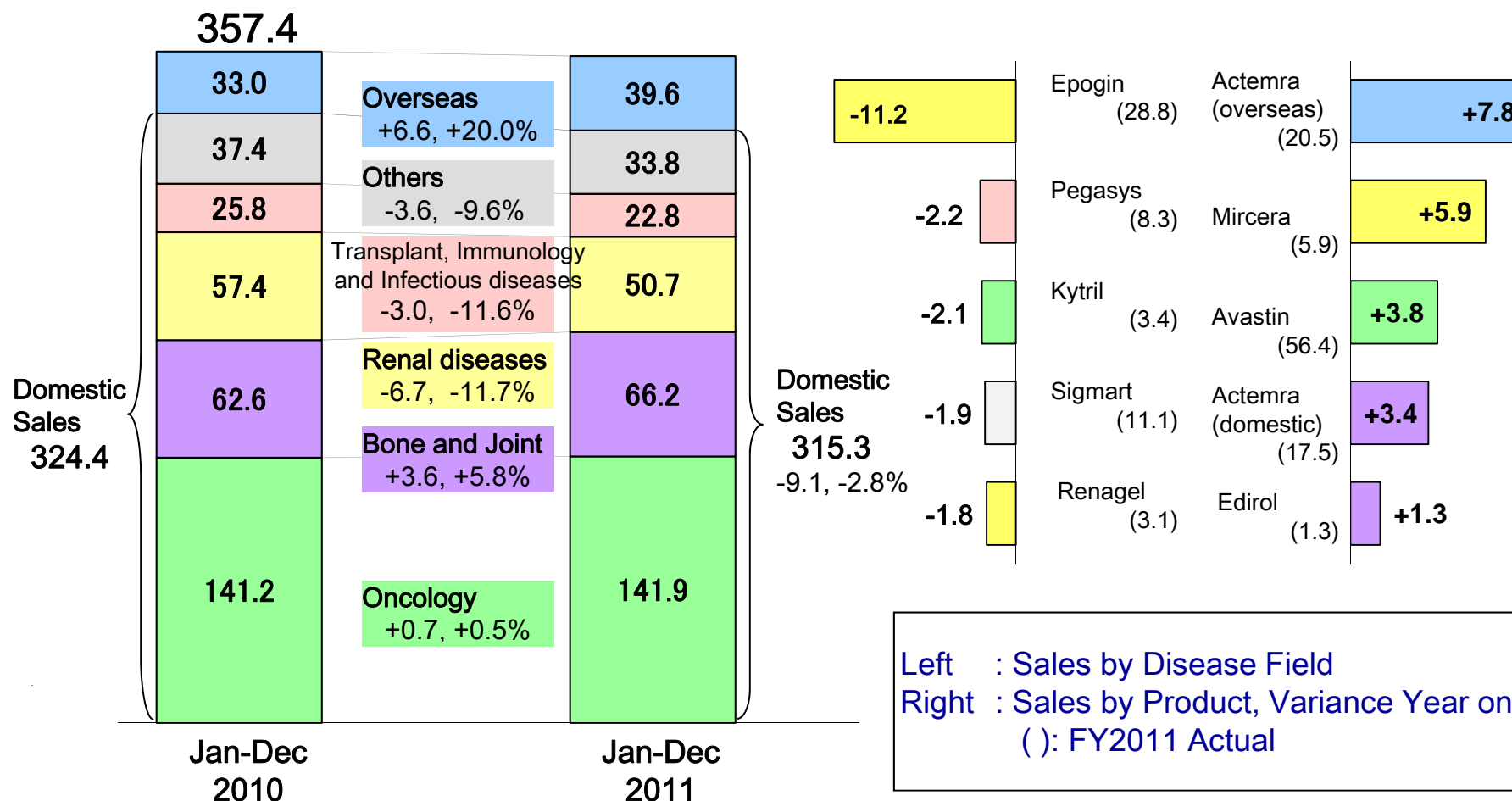
* Tamiflu

	2010 Jan-Dec	2011 Jan-Dec	Variance
Ordinary	1.6	5.4	+3.8
Govt. Stockpile etc.	16.6	3.3	-13.3

Sales (excl. Tamiflu) Jan - Dec

(Billion JPY)

Sales (excl. Tamiflu)
354.9 (-2.5, -0.7%)




Tamiflu Sales Performance

(Billion JPY)		Fiscal Term Sales																Seasonal Sales	Cases per sentinel* (millions)
		FY2005.12		FY2006.12		FY2007.12		FY2008.12		FY2009.12		FY2010.12		FY2011.12		FY2012.12			
		Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec		
Ordinary	2004-05	23.2																24.6	1.47
	2005-06		11.9	9.9														21.8	0.92
	2006-07				3.7	5.0												8.7	1.01
	2007-08						5.2	1.4										6.6	0.66
	2008-09								5.7	11.0								16.7	1.27
	2009-10										25.2	1.4						26.6	2.02
	2010-11												0.2	4.1				4.3	1.26
	2011-12														1.3	8.0		9.3	-
	2012-13																1.3	-	-
Ordinary		35.1	(+26.5)	13.6	(-21.5)	10.2	(-3.4)	7.1	(-3.1)	36.2	(+29.1)	1.6	(-34.6)	5.4	(+3.8)	9.3	(+3.9)		

Govt. Stockpile etc.	2005-06		0.2	6.5														6.7	
	2006-07				17.9	18.9												36.8	
	2007-08						9.6	0.2										9.8	
	2008-09								1.1	14.4								15.5	
	2009-10										25.6	10.6						36.2	
	2010-11												5.9	0.5				6.4	
	2011-12														2.8	0.3		3.2	
	2012-13																0.0		
Govt. Stockpile etc.		0.2	(+0.2)	24.4	(+24.2)	28.5	(+4.1)	1.3	(-27.2)	40.0	(+38.7)	16.6	(-23.4)	3.3	(-13.3)	0.3	(-3.0)		

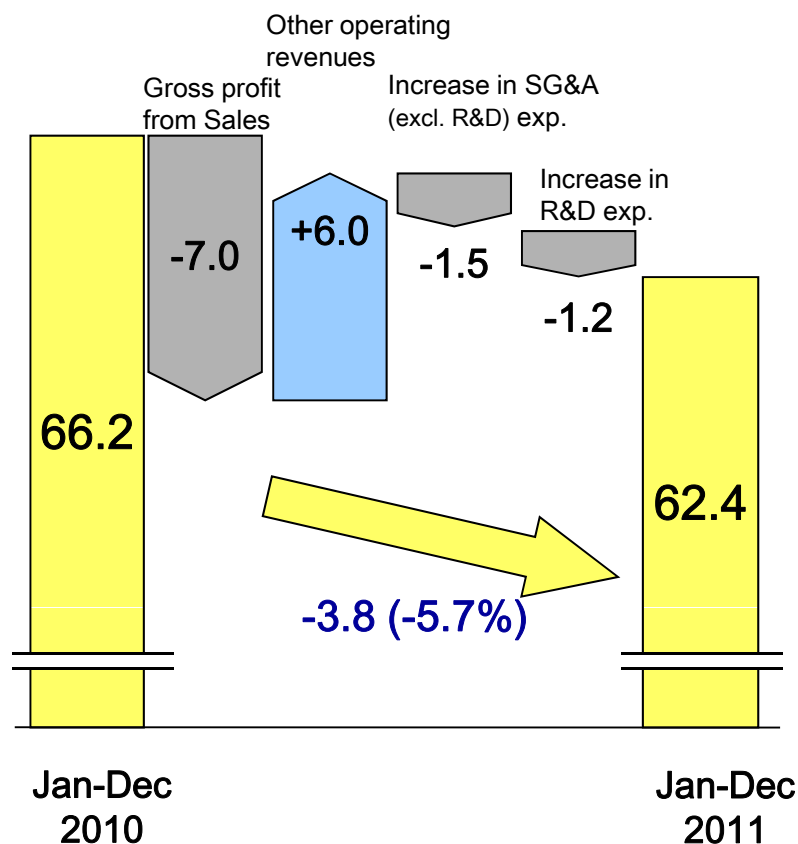
Total		23.2	12.0	16.3	21.6	23.8	14.8	1.6	6.8	25.4	50.8	12.0	6.1	4.6	4.1	8.3	1.3		
		35.2	(+26.6)	38.0	(+2.8)	38.7	(+0.7)	8.4	(-30.3)	76.2	(+67.8)	18.2	(-58.0)	8.7	(-9.5)	9.6	(+0.9)		

*Total patients number of the controlled samples in the infectious Diseases Weekly Report, period between late October and mid-April (between early July 2009 and mid-March 2010 for 2009/2010), published by Japan's National Institute of Infectious Diseases.

 Company forecast
 () Year on year

Operating Income Jan - Dec

(Billion JPY)



(Billion JPY)	2010 Jan-Dec	2011 Jan-Dec	Growth	(%)
Revenues	379.5	373.5	-6.0	-1.6
Cost of Sales	162.4	157.5	-4.9	-3.0
Gross Profit	217.1	216.0	-1.1	-0.5
Sales	213.1	206.1	-7.0	-3.3
Other Operating Revenues	3.9	9.9	+6.0	+153.8
SG&A (excl. R&D) exp.	96.2	97.7	+1.5	+1.6
R&D exp.	54.7	55.9	+1.2	+2.2
Operating Income	66.2	62.4	-3.8	-5.7

- Decrease in Gross Profit from Sales -7.0
Decrease in Epogin and Tamiflu stockpiling sales
- Increase in Other Operating Revenues +6.0
GC33 upfront income, income related to Actemra etc.
- Increase in SG&A (excl. R&D) exp. -1.5
Launch of new products
- Increase in R&D exp. -1.2
Increase in late-stage projects (CSG452, T-DM1 etc.)

Financial Overview Oct - Dec

(Billion JPY)	2010 Oct-Dec	As % of Revenues	2011 Oct-Dec	As % of Revenues	Growth	%
Revenues	103.4		97.5		-5.9	-5.7
Sales	102.3		96.2		-6.1	-6.0
excl. Tamiflu	100.0		93.7		-6.3	-6.3
Tamiflu	2.3		2.4		+0.1	+4.3
Other Operating Revenues	1.1		1.3		+0.2	+18.2
Cost of Sales	42.8		42.1		-0.7	-1.6
Gross Profit	60.6	58.6	55.4	56.8	-5.2	-8.6
SG&A (excl. R&D) exp.	24.7		28.3		+3.6	+14.6
R&D exp.	14.8		14.6		-0.2	-1.4
Operating Income	21.1	20.4	12.4	12.7	-8.7	-41.2
Non-operating Income	0.5		1.9		+1.4	+280.0
Non-operating Expenses	0.7		1.8		+1.1	+157.1
Ordinary Income	20.8	20.1	12.5	12.8	-8.3	-39.9
Extraordinary Gain	0.6		0.0		-0.6	-100.0
Extraordinary Loss	0.0		-2.6		-2.6	-
Net Income	13.4	13.0	8.1	8.3	-5.3	-39.6

	(Billion JPY)
➤ Sales excl. Tamiflu	-6.3
Mircera	+3.1
Actemra (domestic)	+0.7
Edirol	+0.5
Epogin	-4.5
Pegasy	-1.0
Sigmart	-0.9
➤ Sales of Tamiflu*	+0.1
➤ Other Operating Revenues	+0.2
Increase in income related to Actemra	
➤ Operating Income	-8.7

* Tamiflu

	2010 Oct-Dec	2011 Oct-Dec	Growth
Ordinary	0.2	1.3	+1.1
Govt. Stockpile etc.	2.1	1.1	-1.0

Financial Overview Jan - Dec

(Billion JPY)	Actual	Forecast on Jul. 21		
	2011 Jan-Dec	2011 Jan-Dec	Variance	Achiev. (%)
Revenues	373.5	395.2	-21.7	94.5
Sales	363.6	384.5	-20.9	94.6
excl. Tamiflu	354.9	374.3	-19.4	94.8
Tamiflu	8.7	10.2	-1.5	85.3
Other Operating Revenues	9.9	10.7	-0.8	92.5
Cost of Sales	157.5	167.2	-9.7	94.2
Gross Profit	216.0	228.0	-12.0	94.7
SG&A excl. R&D	97.7	98.0	-0.3	99.7
R&D exp.	55.9	58.0	-2.1	96.4
Operating Income	62.4	72.0	-9.6	86.7
Ordinary Income	63.6	73.1	-9.5	87.0
Net Income	35.2	37.0	-1.8	95.1

(Billion JPY)	Actual	Forecast on Jul. 21		
	2011 Jan-Dec	2011 Jan-Dec	Variance	Achiev. (%)
Sales excl. Tamiflu	354.9	374.3	-19.4	94.8
Oncology	141.9	150.6	-8.7	94.2
Avastin	56.4	62.4	-6.0	90.4
Herceptin	25.9	24.6	+1.3	105.3
Neutrogen	9.4	10.1	-0.7	93.1
Xeloda	10.0	11.7	-1.7	85.5
Tarceva	8.3	8.8	-0.5	94.3
Bond and Joint	66.2	69.0	-2.8	95.9
Evista	18.5	17.5	+1.0	105.7
Actemra	17.5	19.9	-2.4	87.9
Svenyl	13.0	13.7	-0.7	94.9
Edirol	1.3	2.1	-0.8	61.9
Renal	50.7	58.9	-8.2	86.1
Epogin	28.8	30.5	-1.7	94.4
Mircera	5.9	12.4	-6.5	47.6
Transp., Immun., Infectious	22.8	25.1	-2.3	90.8
Pegasys	8.3	10.3	-2.0	80.6
Copegus	3.3	4.4	-1.1	75.0
Others	33.8	33.6	+0.2	100.6
Sigmart	11.1	11.6	-0.5	95.7
Overseas	39.6	37.2	+2.4	106.5
Actemra	20.5	19.7	+0.8	104.1
Neutrogen	15.6	14.1	+1.5	110.6

Impact of the Earthquake and Tax Reform

➤ The Great East Japan Earthquake

Loss on disaster (Extraordinary Loss): 4.7 billion JPY

- Loss on buildings and equipment was less than expected as:
 - i. insurance for buildings and equipment recorded, and;
 - ii. impairment and restoration costs were revised downward
- Buildings and equipment (costs of retirement, demolition and restoration): 1.2 billion JPY after receipt of insurance of 2.2 billion JPY
- Loss on inventories, fixed costs during shut down etc.: 3.5 billion JPY after receipt of insurance of 0.8 billion

➤ Tax Reduction Reform

One-time deterioration of deferred tax assets less than expected

- Introduction of surtaxes for reconstruction funding
- Later than expected implementation of tax reduction
(original estimate: 2012, actual:2013)

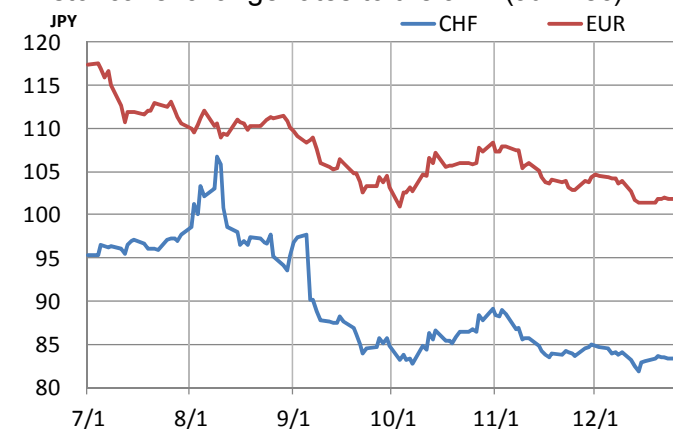
Impact from Foreign Exchange

(Billion JPY)	FX impacts Jan-Jun (vs. forecast on Apr 21)	FX impacts Jul-Dec (vs. forecast on Jul 21)
Revenues	+1.0	-0.5
	Actemra (Export) +0.5	Actemra (Export) -0.2
	Neutrogin (Overseas) +0.3	Neutrogin (Overseas) -0.2
	Other Operating Revenues +0.1	Other Operating Revenues -0.1
Cost of sales	Cost of Roche products -0.8	Cost of Roche products +0.2
SG&A expenses	Overseas SG&A exp., etc. -0.2	Unrealized profit in Inv., etc. +0.3
Operating Income	-0.1	±0.0
Non-operating Inc./Exp.	Gain/loss on foreign exchanges and exchange forward contracts +0.1	Gain/loss on foreign exchanges and exchange forward contracts +0.8
Ordinary Income	±0.0	+0.8

FX rate to the JPY	1CHF	1EUR
Assumption Jan – Dec as of Apr 21*	85.00	110.00
Actual Jan – Jun avg.	90.38	114.86
Assumption Jul – Dec as of Jul 21	95.00	110.00
Actual Jul – Dec avg.	89.32	107.04
Reference Actual Jan – Dec avg.	89.86	110.92

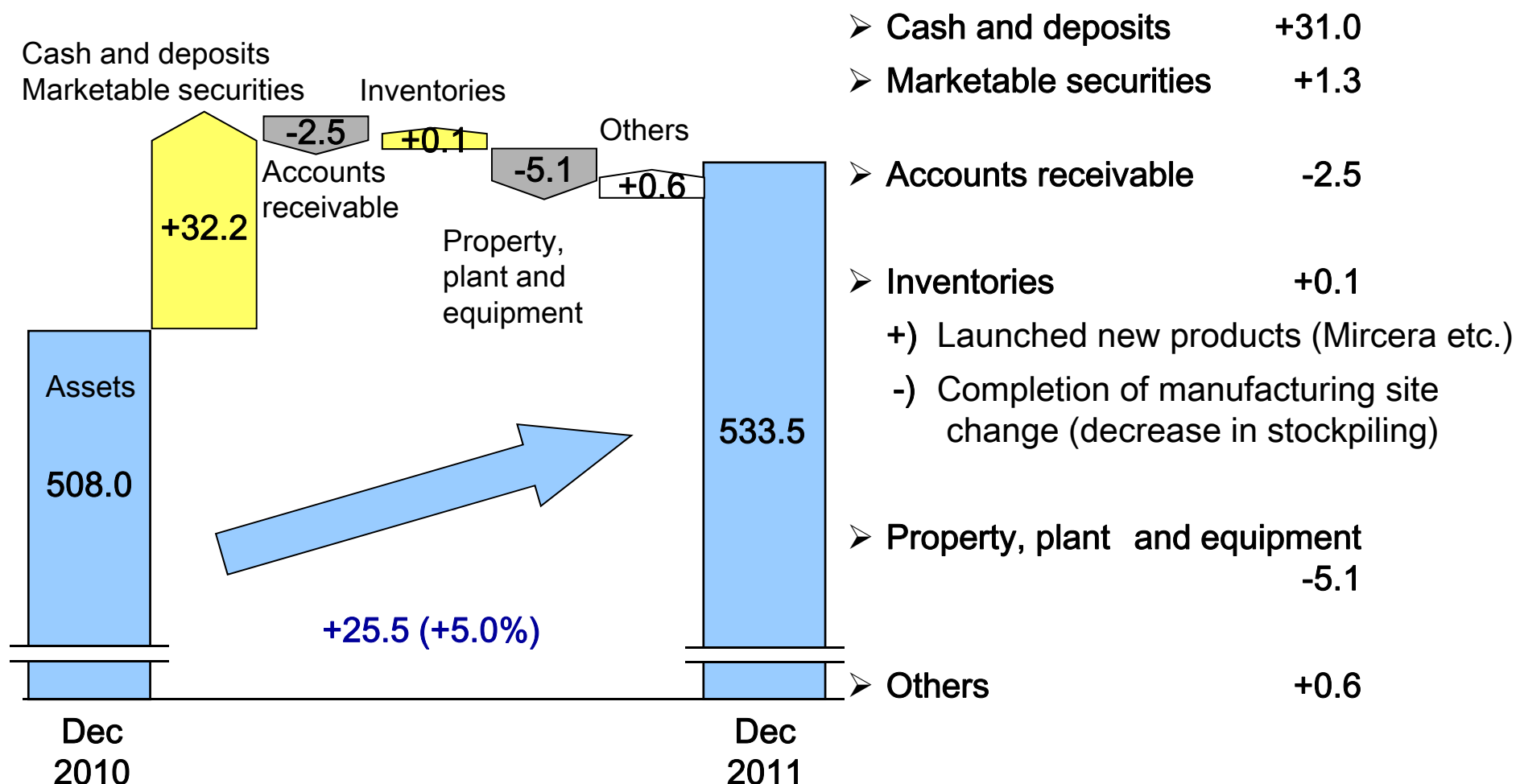
*No changes from original assumption in Feb.

[Reference]
Historical exchange rates to the JPY (Jul-Dec)



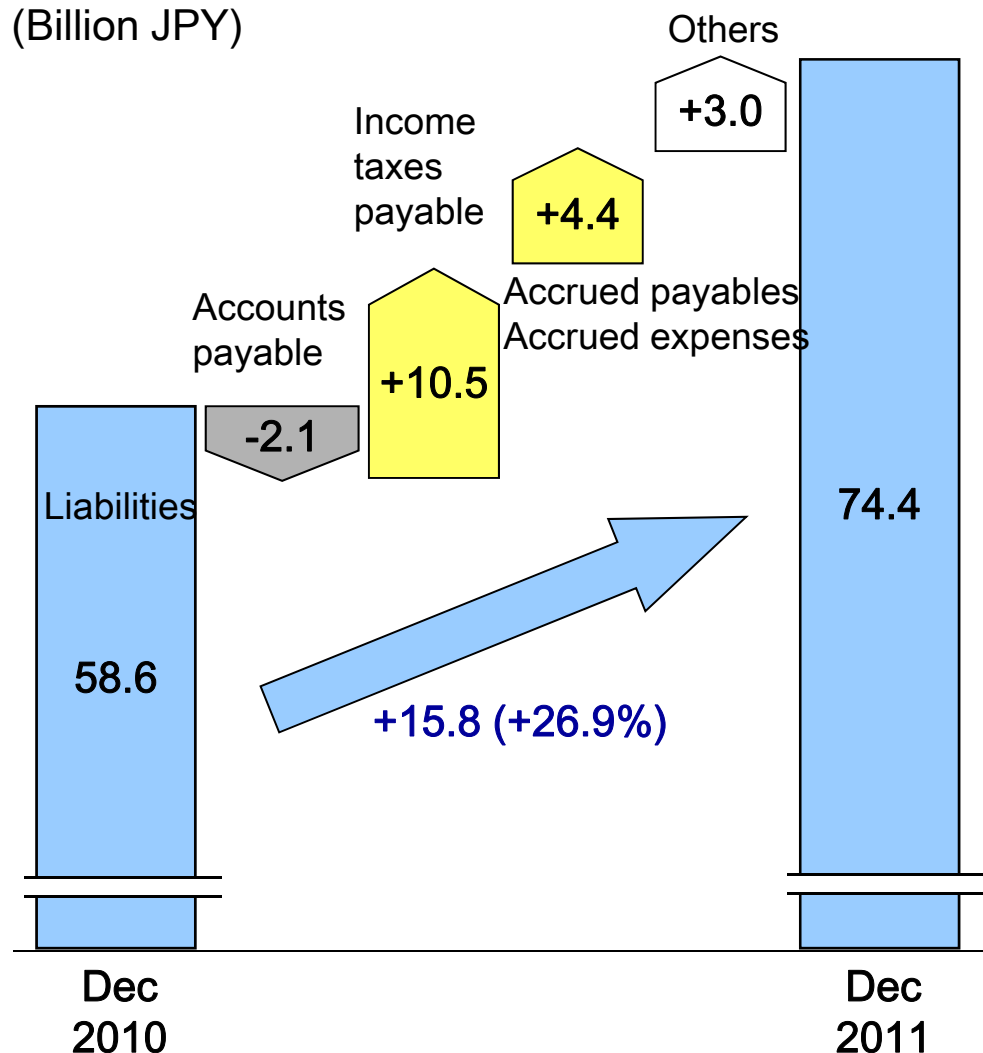
Balance Sheet Items (Assets)

(Billion JPY)



Balance Sheet Items (Liabilities)

(Billion JPY)

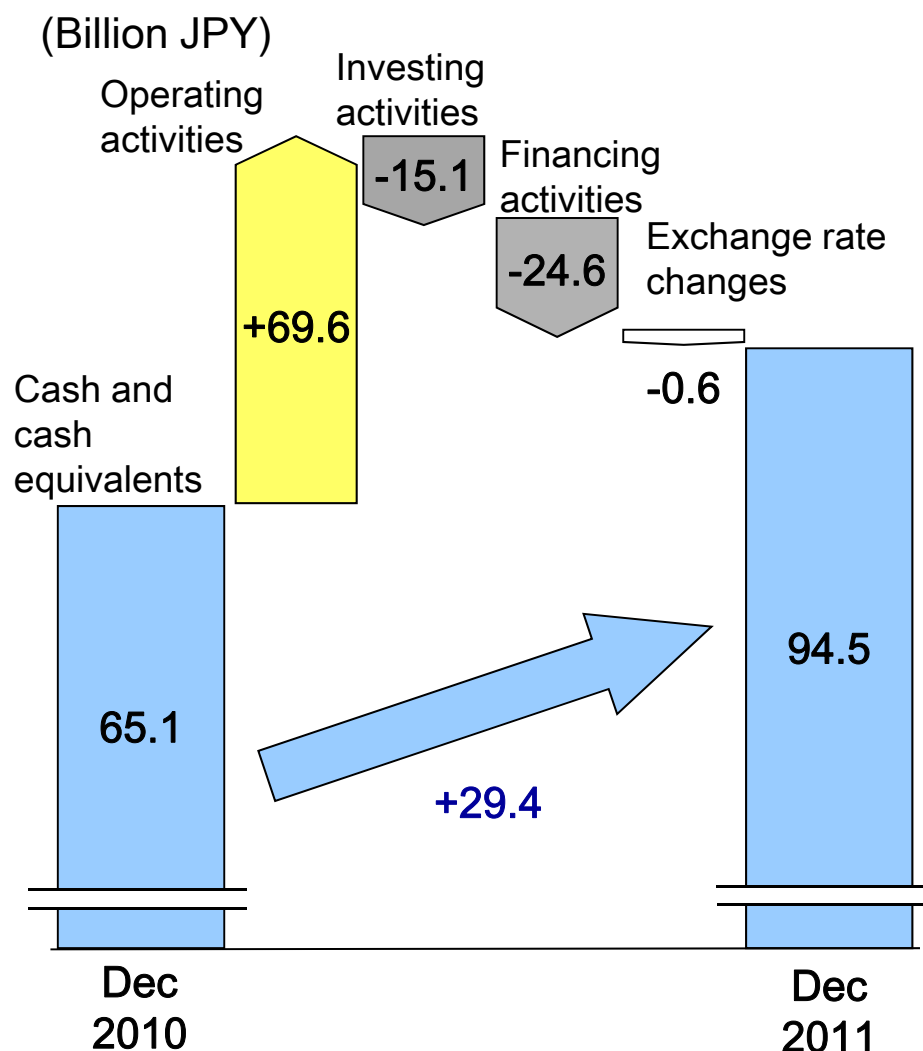


- Accounts payable -2.1
 - Income taxes payable +10.5
 - Accrued payables +2.0
 - Accrued expenses +2.5
 - Others +3.0
- Increase in accrued consumption taxes and reserve for bonuses to employees

Equity Ratio

Dec. 2010	Dec. 2011	Variance
88.0%	85.6%	-2.4%pts

Cash Flow Statement Jan - Dec



➤ Cash flow from operating activities +69.6

Income before taxes and minority interests	+57.1
Depreciation and amortization	+15.9
Loss on disaster	+4.7
Increase in working capital	-1.5
Decrease in trade notes and accounts receivable	+2.4
Increase in inventories	-1.9
Decrease in trade notes and accounts payable	-1.9
Proceeds from insurance income	+3.0
Payments for loss on disaster	-3.4
Income taxes paid	-11.8

➤ Cash flow from investing activities -15.1

Increase in time deposits	-2.6
Increase in marketable and investment securities	-1.3
Purchases of noncurrent assets	-11.2

➤ Cash flow from financing activities -24.6

Cash dividends paid	-23.4
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2012 Forecast Jan - Dec

(Billion JPY)	Actual		Forecast		Growth		(Billion JPY)
	2011 Jan-Dec	As % of Revenues	2012 Jan-Dec	As % of Revenues		%	
Revenues	373.5		418.5		+45.0	+12.0	
Sales	363.6		403.7		+40.1	+11.0	➤ Sales excl. Tamiflu +39.2
excl. Tamiflu	354.9		394.1		+39.2	+11.0	➤ Sales of Tamiflu +0.9
Tamiflu	8.7		9.6		+0.9	+10.3	
Other Operating Revenues	9.9		14.8		+4.9	+49.5	➤ Other Operating Revenues +4.9
Cost of sales	157.5		178.5		+21.0	+13.3	
Gross Profit	216.0	57.8	240.0	57.3	+24.0	+11.1	
SG&A (excl. R&D) exp.	97.7		100.0		+2.3	+2.4	
R&D exp.	55.9		60.0		+4.1	+7.3	
Operating Income	62.4	16.7	80.0	19.1	+17.6	+28.2	➤ Operating Income +17.6
Ordinary Income	63.6	17.0	80.5	19.2	+16.9	+26.6	
Net Income	35.2	9.4	49.0	11.7	+13.8	+39.2	➤ Net Income +13.8

Exchange rate (JPY)

	2011 Jan-Dec	Assumption 2012 Jan-Dec
CHF	89.86	85.00
EUR	110.92	109.00

Sales Forecast vs. 2011 Actual

Oncology



Avastin :

Increase penetration in NSCLC, BC

Xeloda :

Increase penetration of XELOX in CRC

Bone and Joint

Actemra (domestic)

+0.8

Actemra :

Growth to be maintained over NHI price revision

Expand market position in the 1st and 2nd line

Edirol

+6.5

Edirol :

Promote switching from conventional VD emphasizing Glade A recommendation in treatment guidelines

Alfarol

-3.2

Alfarol :

To be switched to Edirol

Renal

Mircera

+23.7

Mircera :

Appeal monthly dosage features by data publications (switching dosage, pain reduction, cost benefit, etc.)

Epogin

-12.0

Epogin :

To be switched to Mircera

Transp., Immun., Infectious

Pegasys

+3.8

Pegasys :

Promote monotherapy in HCV

Increase market share in HBV and cirrhosis

Overseas

Actemra (overseas)

+3.6

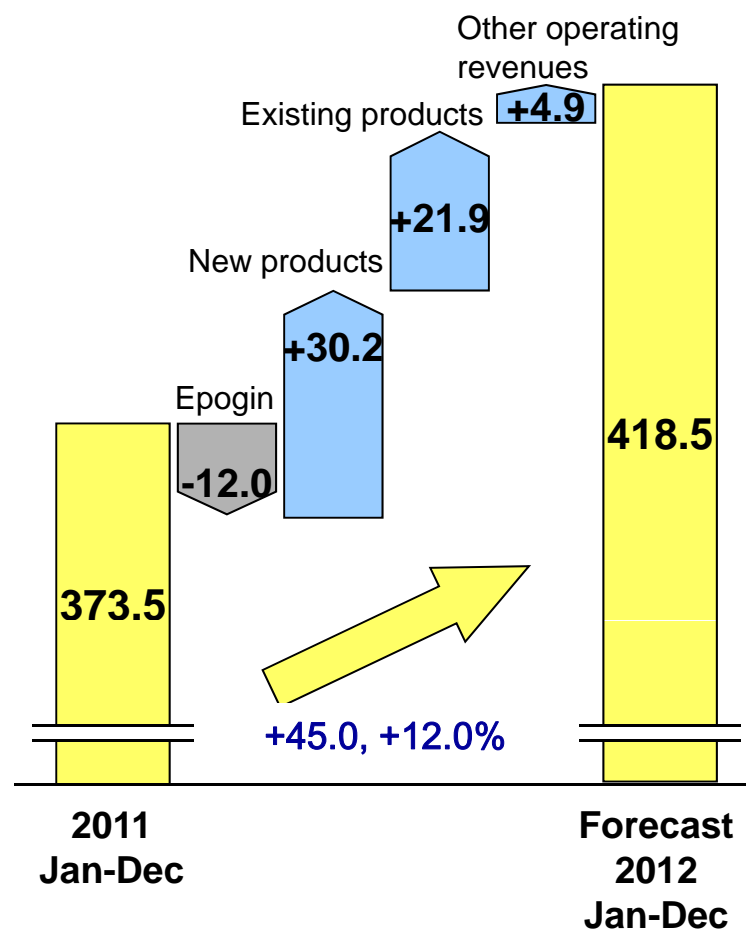
Actemra (overseas) :

Further growth in Roche sales (launched in more than 70 countries)

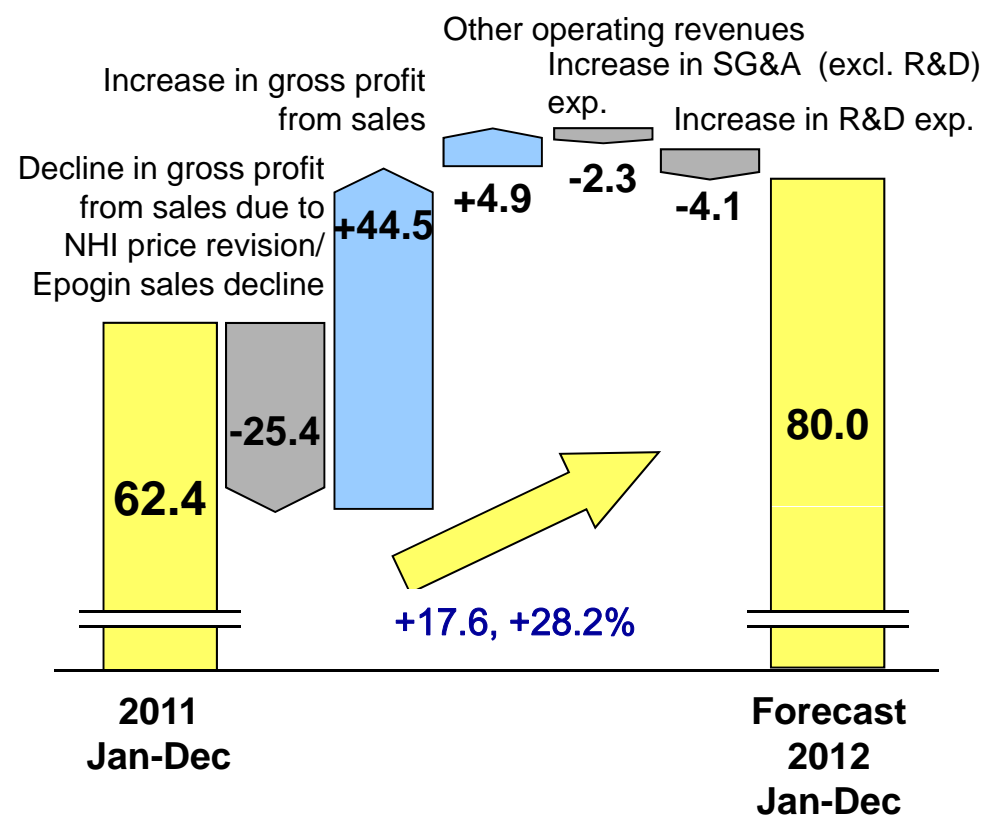
Growth in Revenues and Operating Income

(Billion yen)

Revenues



Operating Income



Dividend Policy

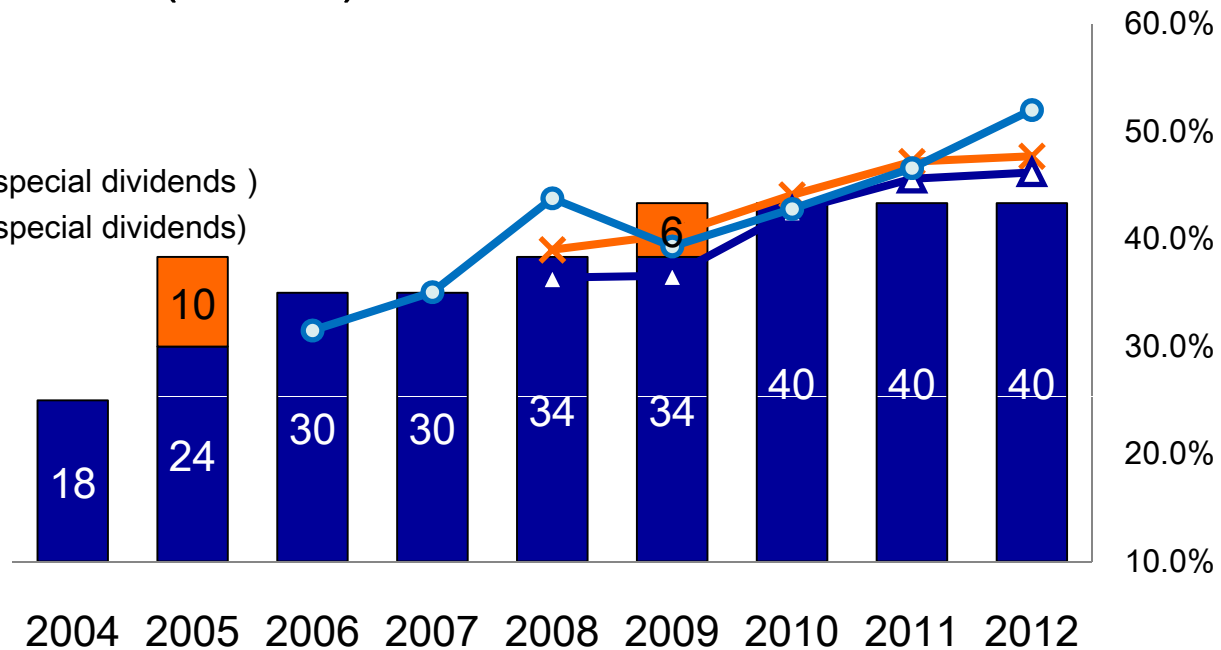
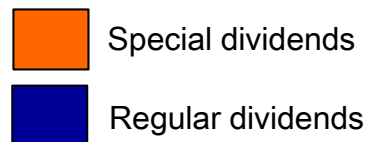
➤ Policy

Aiming to ensure stable profit for all shareholders and a consolidated dividend payout ratio of over 40% on average, taking account of strategic funding needs and earnings prospects.

- Dividends for FY2011 (Plan) 40JPY : 20 + 20
- Dividends for FY2012 (Forecast) 40JPY : 20 + 20

Dividends payout ratio

- ✕ 5 years average
- ▲ 5 years average (excl. special dividends)
- 3 years average (excl. special dividends)



Overview of Development Pipeline

CHUGAI PHARMACEUTICAL CO., LTD.
Senior Vice President
Head of Lifecycle Management & Marketing Unit
Yutaka Tanaka

February 1/2, 2012

Projects under Development (as of 1 Feb. 2012)

	Phase I	Phase II	Phase III
Oncology	CIF/RG7167 - solid tumors CKI27/RG7304 - solid tumors GC33 - liver cancer MRA/Actemra - PC PA799 - solid tumors WT4869 - myelodysplastic syndromes (PI/II) - solid tumors RG3638 - NSCLC	AF802 – NSCLC (PI/II) RG435/Avastin - glioblastoma (relapsed) RG1415/Tarceva - NSCLC(1 st line)	RG435/Avastin - GC - aBC - glioblastoma RG1273/pertuzumab - BC RG3502(T-DM1) - BC GA101 (RG7159)/obinutuzumab - NHL
Bone & Joint	SA237 - rheumatoid arthritis	RG484/Bonviva(oral) - osteoporosis	MRA/Actemra (overseas) - RA(sc) - SVE - enthesopathy★ RG484/Bonviva(inj) (PII/III) - osteoporosis
Others	RG1450 - Alzheimer's disease RG3637 - asthma RG7090 - major depressive disorder		tofogliflozin(CSG452) - diabetes RG1678/bitopertin - schizophrenia

Letters in orange in-house projects

★: Projects with advances in stages since Oct. 21, 2011

Development Status - Oncology

In-
licensed

Xeloda : Xelox regimen for adjuvant colon cancer

Combination therapy with Oxaliplatin (Filed by Yakult)
Approved in Nov. 2011

In-
licensed

GA101 (RG7159) :

- **1st line aggressive NHL**

Started P3 multinational study in Oct. 2011

- **1st line indolent NHL**

Started P3 multinational study in Nov. 2011

Development Status - Bone & Joint

In-house

Suvenyl : Enthesopathy (Lateral epicondylitis, Patellar tendinitis, Achilles tendinopathy, Plantar fasciitis)

Started P3 study in Oct. 2011

In-house

Actemra (US) : Rheumatoid Arthritis

Filed sBLA in Dec. 2011

Genentech submitted a sBLA to FDA to eliminate the condition of “who have had an inadequate response to one or more TNF antagonist therapies” from the current RA indication

Development Status - Transplant, Immunology, Infectious diseases

In-
licensed

RG7128 (mericitabine): HCV

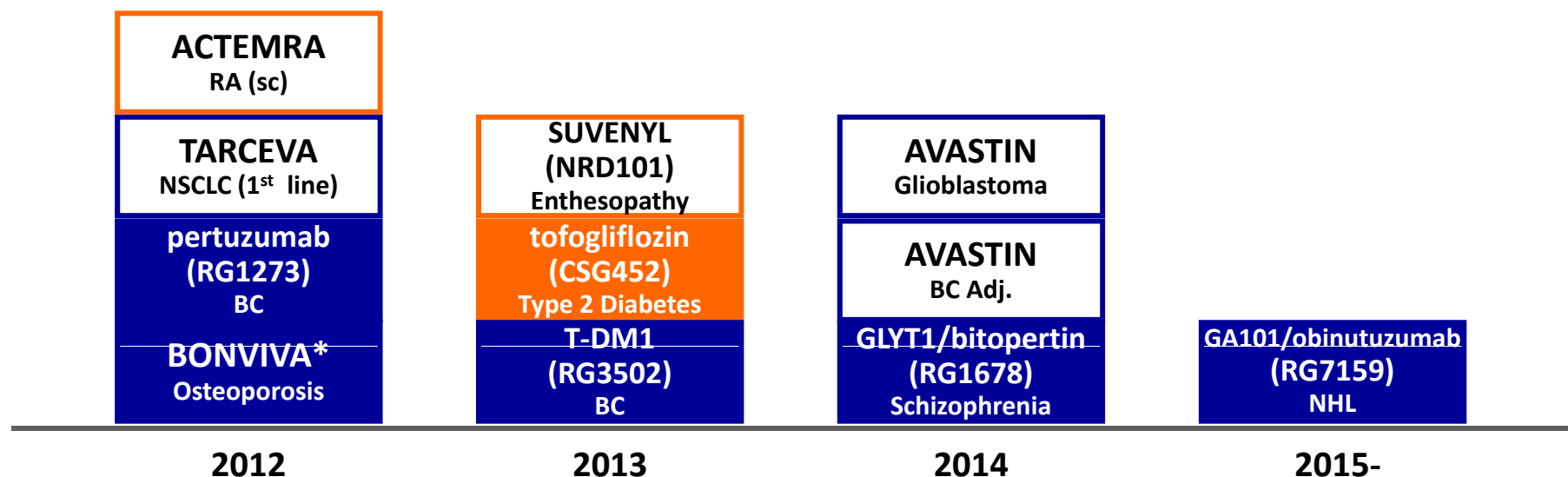
Development suspended

Prioritising the R&D portfolio

Projected Submissions (Post PoC products and NMEs)

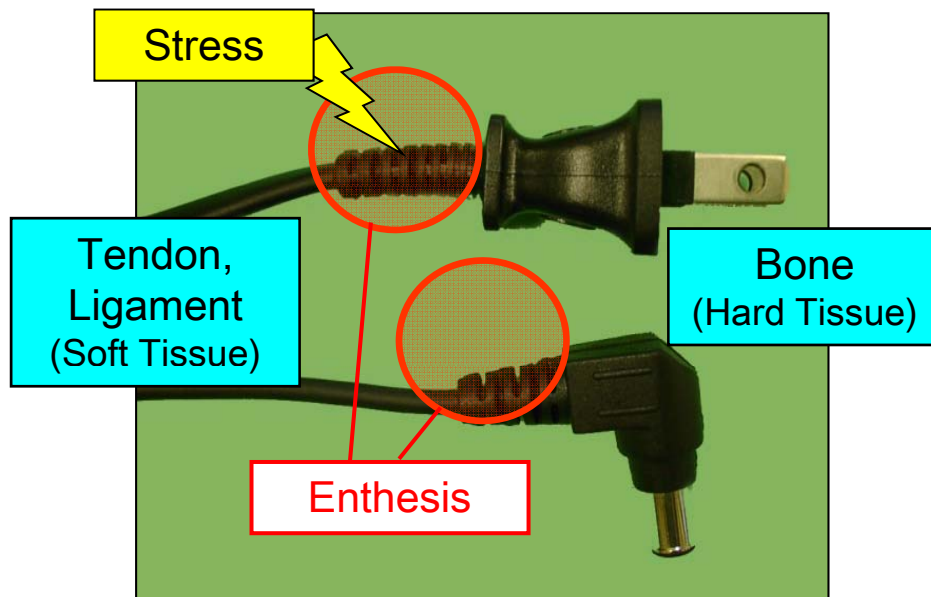
- Continue to make filings, every year

NME line extension
 in-house
 in-licensed



*Overseas brand name

Enthesopathy



Enthesis is the attachment site where the tendon and ligament meets the bone.

■ Cause of disease

- Overuse
 - ✓ Daily life (housework, job)
 - ✓ Sports
- Aging

■ Pathological condition

- Degeneration of enthesis:
Enthesopathy occurs around the joints throughout the body and shows same pathological condition
- Typical diseases
 - ✓ Lateral epicondylitis (tennis elbow)
 - ✓ Patellar tendinitis (jumper's knee)
 - ✓ Achilles tendinopathy
 - ✓ Plantar fasciitis

■ Symptoms

- Pain and impairment of ADL

Current Situation of the Requests Made by MHLW Unapproved Drug Committee

■ MHLW Unapproved Drug Committee

Requested drug manufacturers to develop unapproved drugs with high clinical needs, including 8 cases / 10 indications for Chugai

Date for request	Product	indication	Development status
May 21, 2010	Xeloda	Advanced or recurrent gastric cancer	Approved in Feb. 2011
	Tarceva	Advanced or recurrent pancreatic cancer	Approved in Jul. 2011
	Avastin	Advanced or recurrent breast cancer	Approved in Sep. 2011
	pulmozyme	Improvement of pulmonary function in patients with cystic fibrosis	Filed in Jul. 2011
Dec 13, 2010	Herceptin	Q3W dosage HER2+ metastatic breast cancer	Approved in Nov. 2011
	Herceptin	HER2 + neo-adjuvant breast cancer	
	Cellcept	Child kidney transplant	Approved in Sep. 2011
	Avastin	Ovarian cancer	Planning
	Kytril	Radiation	Approved in Dec. 2011
	Bactramin	Prevention & treatment of pneumocystis pneumonia	Preparing for filing

letters in red: Projects with change in status since Jul. 21, 2011 41

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