

Supplementary Materials for Consolidated Financial Results for Fiscal Year 2013. 12 (IFRS)



CHUGAI PHARMACEUTICAL CO., LTD.



A member of the Roche group

- Notes: 1. Portions of this report that refer to performance forecasts or any other future events are believed to be reasonable under information available at the time of the forecasts. Actual results may materially differ from these forecasts due to potential risks and uncertainties.
2. Amounts shown in this report are rounded to the nearest 0.1 billion yen. Variance and % are calculated based on the amounts shown.
3. Exchange rates used for each period are as follows.

(Yen)

	Actual	Actual	Actual				Actual				Forecast
	FY2010	FY2011	FY2012				FY2013				FY2014
Average	1-12	1-12	1-3	1-6	1-9	1-12	1-3	1-6	1-9	1-12	1-12
	(Full-year)	(Full-year)	(YTD)	(YTD)	(YTD)	(Full-year)	(YTD)	(YTD)	(YTD)	(Full-year)	(Full-year)
CHF	84.17	89.86	86.01	85.82	84.43	85.12	99.19	101.94	103.34	105.24	116.00
EUR	116.32	110.92	103.91	103.39	101.69	102.59	121.80	125.33	127.21	129.51	142.00
USD	87.81	79.75	79.26	79.71	79.35	79.81	92.25	95.43	96.59	97.54	104.00
Actual	31 Dec.	31 Dec.	31 Mar.	30 Jun.	30 Sep.	31 Dec.	31 Mar.	30 Jun.	30 Sep.	31 Dec.	
CHF	87.17	82.59	90.95	82.30	82.79	94.16	99.11	104.05	108.46	118.42	
EUR	108.32	100.62	109.63	98.84	100.22	113.68	120.64	128.23	132.87	145.16	
USD	81.55	77.63	82.42	79.46	77.61	86.02	94.14	98.36	98.26	105.16	

Financial highlights (YTD)

(Billions of yen)

		Pro forma	Actual				Actual							
		FY2011	FY2012				FY2013							
		1-12	1-3	1-6	1-9	1-12	1-3	Change (%)	1-6	Change (%)	1-9	Change (%)	1-12	Change (%)
		YTD	YTD	YTD	YTD	YTD	YTD		YTD		YTD		YTD	
Revenues		372.1	90.3	185.5	275.6	386.6	90.4	+0.1	201.0	+8.4	306.5	+11.2	423.7	+9.6
Sales		363.5	86.8	180.1	268.6	375.2	87.0	+0.2	188.8	+4.8	288.8	+7.5	401.3	+7.0
excl. Tamiflu		354.7	79.0	171.9	260.4	363.2	78.7	(0.4)	179.8	+4.6	279.7	+7.4	390.2	+7.4
Domestic		315.1	68.1	150.5	229.9	320.9	68.8	+1.0	152.0	+1.0	234.4	+2.0	329.2	+2.6
Sales to Roche		20.5	6.8	13.4	18.2	25.6	5.1	(25.0)	18.4	+37.3	31.3	+72.0	42.9	+67.6
Overseas		19.2	4.1	8.1	12.3	16.7	4.8	+17.1	9.4	+16.0	14.0	+13.8	18.1	+8.4
Tamiflu sales		8.7	7.8	8.1	8.2	12.0	8.3	+6.4	9.0	+11.1	9.0	+9.8	11.0	(8.3)
Ordinary use		5.4	7.5	7.8	7.9	10.2	7.5	0.0	8.2	+5.1	8.2	+3.8	10.1	(1.0)
Govt. stockpiles etc.		3.3	0.4	0.4	0.4	1.9	0.8	+100.0	0.8	+100.0	0.8	+100.0	0.9	(52.6)
Royalties and other operating income		8.6	3.5	5.4	7.0	11.3	3.4	(2.9)	12.2	+125.9	17.8	+154.3	22.4	+98.2
Cost of sales		(161.9)	(39.6)	(81.7)	(121.3)	(168.2)	(40.8)	+3.0	(88.3)	+8.1	(133.2)	+9.8	(187.0)	+11.2
(% of Sales)		44.5	45.6	45.4	45.2	44.8	46.9	-	46.8	-	46.1	-	46.6	-
Gross profit		210.2	50.7	103.7	154.3	218.4	49.6	(2.2)	112.7	+8.7	173.3	+12.3	236.7	+8.4
(% of Revenues)		56.5	56.1	55.9	56.0	56.5	54.9	-	56.1	-	56.5	-	55.9	-
Operating expenses		(150.7)	(32.9)	(67.3)	(103.5)	(143.7)	(35.0)	+6.4	(74.6)	+10.8	(115.2)	+11.3	(157.9)	+9.9
(% of Revenues)		40.5	36.4	36.3	37.6	37.2	38.7	-	37.1	-	37.6	-	37.3	-
Marketing and distribution		(69.0)	(15.4)	(32.2)	(48.7)	(67.9)	(16.1)	+4.5	(34.1)	+5.9	(52.0)	+6.8	(71.6)	+5.4
(% of Revenues)		18.5	17.1	17.4	17.7	17.6	17.8	-	17.0	-	17.0	-	16.9	-
Research and development		(70.5)	(15.8)	(31.1)	(48.3)	(66.6)	(16.5)	+4.4	(34.9)	+12.2	(54.4)	+12.6	(74.3)	+11.6
(% of Revenues)		18.9	17.5	16.8	17.5	17.2	18.3	-	17.4	-	17.7	-	17.5	-
General and administration		(11.2)	(1.7)	(4.0)	(6.4)	(9.2)	(2.3)	+35.3	(5.6)	+40.0	(8.8)	+37.5	(12.1)	+31.5
(% of Revenues)		3.0	1.9	2.2	2.3	2.4	2.5	-	2.8	-	2.9	-	2.9	-
Operating profit		59.4	17.9	36.4	50.8	74.7	14.7	(17.9)	38.1	+4.7	58.2	+14.6	78.7	+5.4
(% of Revenues)		16.0	19.8	19.6	18.4	19.3	16.3	-	19.0	-	19.0	-	18.6	-
Financing costs		(1.1)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	0.0	(0.0)	0.0	(0.0)	0.0	(0.0)	0.0
Other financial income (expense)		2.2	(0.4)	(1.2)	(1.3)	(1.9)	(1.0)	+150.0	(1.2)	0.0	(1.4)	+7.7	(1.8)	(5.3)
Profit before taxes		60.6	17.5	35.2	49.5	72.7	13.7	(21.7)	36.9	+4.8	56.7	+14.5	76.9	+5.8
(% of Revenues)		16.3	19.4	19.0	18.0	18.8	15.2	-	18.4	-	18.5	-	18.1	-
Income taxes		(18.0)	(6.6)	(13.1)	(18.1)	(25.8)	(4.5)	(31.8)	(11.7)	(10.7)	(17.7)	(2.2)	(25.1)	(2.7)
Net income		42.6	10.9	22.0	31.4	46.8	9.2	(15.6)	25.3	+15.0	39.0	+24.2	51.9	+10.9
(% of Revenues)		11.4	12.1	11.9	11.4	12.1	10.2	-	12.6	-	12.7	-	12.2	-
Attributable to														
Chugai shareholders		41.6	10.7	21.6	30.7	46.1	8.9	(16.8)	24.7	+14.4	38.2	+24.4	50.9	+10.4
Non-controlling interests		1.0	0.2	0.4	0.6	0.8	0.3	+50.0	0.5	+25.0	0.8	+33.3	1.0	+25.0
Earnings per share														
Basic (yen)		76.37	19.68	39.75	56.48	84.62	16.35	(16.9)	45.46	+14.4	70.09	+24.1	93.47	+10.5
Diluted (yen)		76.34	19.67	39.73	56.46	84.58	16.33	(17.0)	45.41	+14.3	70.01	+24.0	93.35	+10.4

Other financial income (expense) includes net amount of FX related gains/losses.

Financial highlights (QTR)

(Billions of yen)

	Actual FY2012				Actual FY2013							
	1-3	4-6	7-9	10-12	1-3	Change (%)	4-6	Change (%)	7-9	Change (%)	10-12	Change (%)
	QTR	QTR	QTR	QTR	QTR		QTR		QTR		QTR	
Revenues	90.3	95.2	90.1	111.0	90.4	+0.1	110.6	+16.2	105.5	+17.1	117.1	+5.5
Sales	86.8	93.3	88.5	106.6	87.0	+0.2	101.8	+9.1	99.9	+12.9	112.5	+5.5
excl. Tamiflu	79.0	93.0	88.4	102.8	78.7	(0.4)	101.1	+8.7	99.9	+13.0	110.5	+7.5
Domestic	68.1	82.4	79.4	91.0	68.8	+1.0	83.2	+1.0	82.4	+3.8	94.8	+4.2
Sales to Roche	6.8	6.6	4.8	7.4	5.1	(25.0)	13.3	+101.5	12.9	+168.8	11.6	+56.8
Overseas	4.1	4.1	4.2	4.4	4.8	+17.1	4.6	+12.2	4.6	+9.5	4.1	(6.8)
Tamiflu sales	7.8	0.3	0.1	3.8	8.3	+6.4	0.7	+133.3	0.0	(100.0)	2.0	(47.4)
Ordinary use	7.5	0.3	0.1	2.3	7.5	0.0	0.7	+133.3	0.0	(100.0)	1.9	(17.4)
Govt. stockpiles etc.	0.4	–	–	1.5	0.8	+100.0	–	–	–	–	0.1	(93.3)
Royalties and other operating income	3.5	1.9	1.6	4.3	3.4	(2.9)	8.8	+363.2	5.6	+250.0	4.6	+7.0
Cost of sales	(39.6)	(42.1)	(39.5)	(46.9)	(40.8)	+3.0	(47.6)	+13.1	(44.9)	+13.7	(53.8)	+14.7
(% of Sales)	45.6	45.1	44.6	44.0	46.9	–	46.8	–	44.9	–	47.8	–
Gross profit	50.7	53.0	50.6	64.1	49.6	(2.2)	63.0	+18.9	60.7	+20.0	63.3	(1.2)
(% of Revenues)	56.1	55.7	56.2	57.7	54.9	–	57.0	–	57.5	–	54.1	–
Operating expenses	(32.9)	(34.5)	(36.2)	(40.3)	(35.0)	+6.4	(39.6)	+14.8	(40.6)	+12.2	(42.8)	+6.2
(% of Revenues)	36.4	36.2	40.2	36.3	38.7	–	35.8	–	38.5	–	36.5	–
Marketing and distribution	(15.4)	(16.8)	(16.6)	(19.1)	(16.1)	+4.5	(18.0)	+7.1	(17.9)	+7.8	(19.6)	+2.6
(% of Revenues)	17.1	17.6	18.4	17.2	17.8	–	16.3	–	17.0	–	16.7	–
Research and development	(15.8)	(15.4)	(17.1)	(18.3)	(16.5)	+4.4	(18.4)	+19.5	(19.5)	+14.0	(19.9)	+8.7
(% of Revenues)	17.5	16.2	19.0	16.5	18.3	–	16.6	–	18.5	–	17.0	–
General and administration	(1.7)	(2.3)	(2.4)	(2.8)	(2.3)	+35.3	(3.3)	+43.5	(3.2)	+33.3	(3.3)	+17.9
(% of Revenues)	1.9	2.4	2.7	2.5	2.5	–	3.0	–	3.0	–	2.8	–
Operating profit	17.9	18.6	14.4	23.8	14.7	(17.9)	23.5	+26.3	20.0	+38.9	20.6	(13.4)
(% of Revenues)	19.8	19.5	16.0	21.4	16.3	–	21.2	–	19.0	–	17.6	–
Financing costs	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	0.0	0.0	–	0.0	–	0.0	–
Other financial income (expense)	(0.4)	(0.9)	(0.1)	(0.6)	(1.0)	+150.0	(0.2)	(77.8)	(0.3)	+200.0	(0.4)	(33.3)
Profit before taxes	17.5	17.7	14.4	23.2	13.7	(21.7)	23.3	+31.6	19.8	+37.5	20.2	(12.9)
(% of Revenues)	19.4	18.6	16.0	20.9	15.2	–	21.1	–	18.8	–	17.3	–
Income taxes	(6.6)	(6.6)	(5.0)	(7.7)	(4.5)	(31.8)	(7.2)	+9.1	(6.1)	+22.0	(7.3)	(5.2)
Net income	10.9	11.1	9.4	15.5	9.2	(15.6)	16.1	+45.0	13.7	+45.7	12.9	(16.8)
(% of Revenues)	12.1	11.7	10.4	14.0	10.2	–	14.6	–	13.0	–	11.0	–
Attributable to												
Chugai shareholders	10.7	10.9	9.1	15.3	8.9	(16.8)	15.9	+45.9	13.4	+47.3	12.7	(0.2)
Non-controlling interests	0.2	0.2	0.3	0.1	0.3	+50.0	0.2	0.0	0.3	0.0	0.2	+1.0
Earnings per share												
Basic (yen)	19.68	20.07	16.74	28.14	16.35	(16.9)	29.11	+45.0	24.64	+47.2	23.37	(17.0)
Diluted (yen)	19.67	20.06	16.73	28.12	16.33	(17.0)	29.07	+44.9	24.61	+47.1	23.34	(17.0)

Other financial income (expense) includes net amount of FX related gains/losses.

Financial highlights (Core results YTD)

(Billions of yen)

	Pro forma	Actual				Actual								Forecast (Jan 30th Announced)	
	FY2011	FY2012				FY2013								FY2014	
	1-12	1-3	1-6	1-9	1-12	1-3	Change (%)	1-6	Change (%)	1-9	Change (%)	1-12	Change (%)	1-12	Change (%)
	YTD	YTD	YTD	YTD	YTD	YTD		YTD		YTD		YTD		YTD	
Revenues	372.1	90.3	185.5	275.6	386.6	90.4	+0.1	201.0	+8.4	306.5	+11.2	423.7	+9.6	451.0	+6.4
Sales	363.5	86.8	180.1	268.6	375.2	87.0	+0.2	188.8	+4.8	288.8	+7.5	401.3	+7.0	427.0	+6.4
excl. Tamiflu	354.7	79.0	171.9	260.4	363.2	78.7	(0.4)	179.8	+4.6	279.7	+7.4	390.2	+7.4	418.2	+7.2
Domestic	315.1	68.1	150.5	229.9	320.9	68.8	+1.0	152.0	+1.0	234.4	+2.0	329.2	+2.6	335.7	+2.0
Sales to Roche	20.5	6.8	13.4	18.2	25.6	5.1	(25.0)	18.4	+37.3	31.3	+72.0	42.9	+67.6	64.6	+50.6
Overseas	19.2	4.1	8.1	12.3	16.7	4.8	+17.1	9.4	+16.0	14.0	+13.8	18.1	+8.4	17.9	(1.1)
Tamiflu sales	8.7	7.8	8.1	8.2	12.0	8.3	+6.4	9.0	+11.1	9.0	+9.8	11.0	(8.3)	8.8	(20.0)
Ordinary use	5.4	7.5	7.8	7.9	10.2	7.5	0.0	8.2	+5.1	8.2	+3.8	10.1	(1.0)	8.8	(12.9)
Govt. stockpiles etc.	3.3	0.4	0.4	0.4	1.9	0.8	+100.0	0.8	+100.0	0.8	+100.0	0.9	(52.6)	0.1	(88.9)
Royalties and other operating income	8.6	3.5	5.4	7.0	11.3	3.4	(2.9)	12.2	+125.9	17.8	+154.3	22.4	+98.2	24.0	+7.1
Cost of sales	(156.8)	(39.4)	(81.3)	(120.6)	(167.3)	(40.6)	+3.0	(87.9)	+8.1	(132.5)	+9.9	(186.1)	+11.2	(213.0)	+14.5
(% of Sales)	43.1	45.4	45.1	44.9	44.6	46.7	-	46.6	-	45.9	-	46.4	-	49.9	-
Gross profit	215.3	50.9	104.2	155.0	219.3	49.9	(2.0)	113.1	+8.5	174.0	+12.3	237.6	+8.3	238.0	+0.2
(% of Revenues)	57.9	56.4	56.2	56.2	56.7	55.2	-	56.3	-	56.8	-	56.1	-	52.8	-
Operating expenses	(149.5)	(32.8)	(67.3)	(103.5)	(143.7)	(34.8)	+6.1	(74.4)	+10.5	(115.0)	+11.1	(157.7)	+9.7	(167.0)	+5.9
(% of Revenues)	40.2	36.3	36.3	37.6	37.2	38.5	-	37.0	-	37.5	-	37.2	-	37.0	-
Marketing and distribution	(68.4)	(15.4)	(32.2)	(48.7)	(67.9)	(16.1)	+4.5	(34.0)	+5.6	(51.9)	+6.6	(71.5)	+5.3		
(% of Revenues)	18.4	17.1	17.4	17.7	17.6	17.8	-	16.9	-	16.9	-	16.9	-		
Research and development	(70.5)	(15.8)	(31.1)	(48.3)	(66.6)	(16.4)	+3.8	(34.8)	+11.9	(54.3)	+12.4	(74.1)	+11.3		
(% of Revenues)	18.9	17.5	16.8	17.5	17.2	18.1	-	17.3	-	17.7	-	17.5	-		
General and administration	(10.6)	(1.7)	(4.0)	(6.4)	(9.2)	(2.3)	+35.3	(5.7)	+42.5	(8.9)	+39.1	(12.1)	+31.5		
(% of Revenues)	2.8	1.9	2.2	2.3	2.4	2.5	-	2.8	-	2.9	-	2.9	-		
Operating profit	65.8	18.1	36.9	51.5	75.6	15.1	(16.6)	38.7	+4.9	59.0	+14.6	79.9	+5.7	71.0	(11.1)
(% of Revenues)	17.7	20.0	19.9	18.7	19.6	16.7	-	19.3	-	19.2	-	18.9	-	15.7	-
Financing costs	(1.1)	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	0.0	(0.0)	0.0	(0.0)	0.0	(0.0)	0.0		
Other financial income (expense)	2.2	(0.4)	(1.2)	(1.3)	(1.9)	(1.0)	+150.0	(1.2)	0.0	(1.4)	+7.7	(1.8)	(5.3)		
Profit before taxes	66.9	17.7	35.6	50.2	73.6	14.1	(20.3)	37.5	+5.3	57.6	+14.7	78.1	+6.1		
(% of Revenues)	18.0	19.6	19.2	18.2	19.0	15.6	-	18.7	-	18.8	-	18.4	-		
Income taxes	(20.6)	(6.6)	(13.3)	(18.4)	(26.2)	(4.6)	(30.3)	(11.9)	(10.5)	(18.1)	(1.6)	(25.5)	(2.7)		
Net income	46.4	11.1	22.3	31.8	47.4	9.5	(14.4)	25.6	+14.8	39.5	+24.2	52.6	+11.0		
(% of Revenues)	12.5	12.3	12.0	11.5	12.3	10.5	-	12.7	-	12.9	-	12.4	-		
Attributable to															
Chugai shareholders	45.3	10.9	21.9	31.2	46.6	9.2	(15.6)	25.1	+14.6	38.7	+24.0	51.6	+10.7		
Non-controlling interests	1.0	0.2	0.4	0.6	0.8	0.3	+50.0	0.5	+25.0	0.8	+33.3	1.0	+25.0		
Weighted average number of shares in issue used to calculate diluted earnings per share	544	544	544	544	544	545	-	545	-	545	-	545	-		
Core earnings per share (diluted) (yen)	83.27	19.93	40.25	57.24	85.64	16.83	(15.6)	46.06	+14.4	70.99	+24.0	94.69	+10.6	82.62	(12.7)
Core payout ratio (%)	48.0				46.7								47.5	54.5	-
Dividend per share (Full year) (yen)	40				40								45	45	-
Dividend per share (Half year) (yen)	20				20								22	22	-

Please see page 5 "Reconciliation of IFRS results to Core results" for the detail of the adjustments.

Core earnings per share (diluted) (yen) : Net income attributable to Chugai shareholders / Weighted average number of shares in issue used to calculate diluted earnings per share.

Other financial income (expense) includes net amount of FX related gains/losses.

Financial highlights (Core results QTR)

(Billions of yen)

	Actual				Actual							
	FY2012				FY2013							
	1-3	4-6	7-9	10-12	1-3	Change (%)	4-6	Change (%)	7-9	Change (%)	10-12	Change (%)
	QTR	QTR	QTR	QTR	QTR		QTR		QTR		QTR	
Revenues	90.3	95.2	90.1	111.0	90.4	+0.1	110.6	+16.2	105.5	+17.1	117.1	+5.5
Sales	86.8	93.3	88.5	106.6	87.0	+0.2	101.8	+9.1	99.9	+12.9	112.5	+5.5
excl. Tamiflu	79.0	93.0	88.4	102.8	78.7	(0.4)	101.1	+8.7	99.9	+13.0	110.5	+7.5
Domestic	68.1	82.4	79.4	91.0	68.8	+1.0	83.2	+1.0	82.4	+3.8	94.8	+4.2
Sales to Roche	6.8	6.6	4.8	7.4	5.1	(25.0)	13.3	+101.5	12.9	+168.8	11.6	+56.8
Overseas	4.1	4.1	4.2	4.4	4.8	+17.1	4.6	+12.2	4.6	+9.5	4.1	(6.8)
Tamiflu sales	7.8	0.3	0.1	3.8	8.3	+6.4	0.7	+133.3	0.0	(100.0)	2.0	(47.4)
Ordinary use	7.5	0.3	0.1	2.3	7.5	0.0	0.7	+133.3	0.0	(100.0)	1.9	(17.4)
Govt. stockpiles etc.	0.4	–	–	1.5	0.8	+100.0	–	–	–	–	0.1	(93.3)
Royalties and other operating income	3.5	1.9	1.6	4.3	3.4	(2.9)	8.8	+363.2	5.6	+250.0	4.6	+7.0
Cost of sales	(39.4)	(41.9)	(39.3)	(46.7)	(40.6)	+3.0	(47.3)	+12.9	(44.6)	+13.5	(53.6)	+14.8
(% of Sales)	45.4	44.9	44.4	43.8	46.7	–	46.5	–	44.6	–	47.6	–
Gross profit	50.9	53.2	50.8	64.3	49.9	(2.0)	63.3	+19.0	60.9	+19.9	63.6	(1.1)
(% of Revenues)	56.4	55.9	56.4	57.9	55.2	–	57.2	–	57.7	–	54.3	–
Operating expenses	(32.8)	(34.5)	(36.2)	(40.2)	(34.8)	+6.1	(39.6)	+14.8	(40.6)	+12.2	(42.7)	+6.2
(% of Revenues)	36.3	36.2	40.2	36.2	38.5	–	35.8	–	38.5	–	36.5	–
Marketing and distribution	(15.4)	(16.8)	(16.6)	(19.1)	(16.1)	+4.5	(18.0)	+7.1	(17.9)	+7.8	(19.6)	+2.6
(% of Revenues)	17.1	17.6	18.4	17.2	17.8	–	16.3	–	17.0	–	16.7	–
Research and development	(15.8)	(15.4)	(17.1)	(18.3)	(16.4)	+3.8	(18.4)	+19.5	(19.5)	+14.0	(19.8)	+8.2
(% of Revenues)	17.5	16.2	19.0	16.5	18.1	–	16.6	–	18.5	–	16.9	–
General and administration	(1.7)	(2.3)	(2.4)	(2.8)	(2.3)	+35.3	(3.3)	+43.5	(3.2)	+33.3	(3.3)	+17.9
(% of Revenues)	1.9	2.4	2.7	2.5	2.5	–	3.0	–	3.0	–	2.8	–
Operating profit	18.1	18.8	14.7	24.0	15.1	(16.6)	23.6	+25.5	20.3	+38.1	20.9	(12.9)
(% of Revenues)	20.0	19.7	16.3	21.6	16.7	–	21.3	–	19.2	–	17.8	–
Financing costs	(0.0)	(0.0)	(0.0)	(0.0)	(0.0)	0.0	0.0	–	0.0	–	0.0	–
Other financial income (expense)	(0.4)	(0.9)	(0.1)	(0.6)	(1.0)	+150.0	(0.2)	(77.8)	(0.3)	+200.0	(0.4)	(33.3)
Profit before taxes	17.7	17.9	14.6	23.4	14.1	(20.3)	23.5	+31.3	20.1	+37.7	20.5	(12.4)
(% of Revenues)	19.6	18.8	16.2	21.1	15.6	–	21.2	–	19.1	–	17.5	–
Income taxes	(6.6)	(6.6)	(5.1)	(7.8)	(4.6)	(30.3)	(7.3)	+10.6	(6.2)	+21.6	(7.4)	(5.1)
Net income	11.1	11.3	9.5	15.6	9.5	(14.4)	16.2	+43.4	13.9	+46.3	13.1	(16.0)
(% of Revenues)	12.3	11.9	10.5	14.1	10.5	–	14.6	–	13.2	–	11.2	–
Attributable to												
Chugai shareholders	10.9	11.1	9.3	15.5	9.2	(15.6)	15.9	+43.2	13.6	+46.2	12.9	(16.8)
Non-controlling interests	0.2	0.2	0.3	0.1	0.3	+50.0	0.2	0.0	0.3	0.0	0.2	+100.0
Core earnings per share (diluted) (yen)	19.93	20.32	16.99	28.39	16.83	(15.6)	29.23	+43.8	24.93	+46.7	23.71	(16.5)

Other financial income (expense) includes net amount of FX related gains/losses.

Reconciliation of IFRS results to Core results

(Billions of yen)

	FY2012				FY2013			
	1-12				1-12			
	IFRS results	Intangible assets and Business combinations	Other eliminated items	Core results	IFRS results	Intangible assets and Business combinations	Other eliminated items	Core results
Revenues	386.6	–	–	386.6	423.7	–	–	423.7
Sales	375.2	–	–	375.2	401.3	–	–	401.3
Royalties and other operating income	11.3	–	–	11.3	22.4	–	–	22.4
Cost of sales	(168.2)	0.9	–	(167.3)	(187.0)	0.9	–	(186.1)
Gross profit	218.4	0.9	–	219.3	236.7	0.9	–	237.6
Operating expenses	(143.7)	0.0	0.0	(143.7)	(157.9)	0.1	0.1	(157.7)
Marketing and distribution	(67.9)	0.0	–	(67.9)	(71.6)	0.0	0.1	(71.5)
Research and development	(66.6)	0.0	–	(66.6)	(74.3)	0.1	0.1	(74.1)
General and administration	(9.2)	–	0.0	(9.2)	(12.1)	–	(0.1)	(12.1)
Operating profit	74.7	0.9	0.0	75.6	78.7	1.1	0.1	79.9
Financing costs	(0.0)	–	–	(0.0)	(0.0)	–	–	(0.0)
Other financial income (expense)	(1.9)	–	–	(1.9)	(1.8)	–	–	(1.8)
Profit before taxes	72.7	0.9	0.0	73.6	76.9	1.1	0.1	78.1
Income taxes	(25.8)	(0.3)	(0.0)	(26.2)	(25.1)	(0.4)	(0.0)	(25.5)
Net income	46.8	0.6	0.0	47.4	51.9	0.7	0.1	52.6
Attributable to								
Chugai shareholders	46.1	0.6	0.0	46.6	50.9	0.7	0.1	51.6
Non-controlling interests	0.8	–	–	0.8	1.0	–	–	1.0

Core results

Chugai discloses its results on a Core basis from 2013 in conjunction with its decision to apply IFRS. Core results are the results after adjusting non-Core items to IFRS results, and are consistent with the Core concept disclosed by Roche. Core results are used by Chugai as an internal performance indicator, for explaining the underlying business performance both internally and externally, and as the basis for payment-by-results such as a return to shareholders.

The table above shows the reconciliation of IFRS results into Core results. The detail is as below.

Intangible assets and Business combinations

Amortization of intangible assets (0.9 billion yen in 2012, 1.0 billion yen in 2013)

Impairment of intangible assets (none in 2012, 0.1 billion yen in 2013)

Business combinations (none in 2012 and 2013)

Other eliminated items

Restructuring expenses, legal costs, and environmental costs (Immaterial for FY2012. For FY2013, restructuring expenses are 0.2 billion yen, environmental costs are (0.1) billion yen, the others are immaterial)

Discontinued operations (none in FY2012 and FY2013)

Other profit or losses occurred from non-pharma business (none in FY2012 and FY2013)

Statements of revenues (YTD)

(Billions of yen)

	Pro forma	Actual					Actual										Forecast (Jan 30th announced)	
		FY2012					FY2013										FY2014	
		1-12	1-3	1-6	1-9	1-12	1-3	Change (%)	1-6	Change (%)	1-9	Change (%)	1-12	Change (%)	1-12	Change (%)	1-12	Change (%)
		YTD	YTD	YTD	YTD	YTD	YTD	(%)	YTD	(%)	YTD	(%)	YTD	(%)	YTD	(%)	Full-year	(%)
Sales		363.5	86.8	180.1	268.6	375.2	87.0	+0.2	188.8	+4.8	288.8	+7.5	401.3	+7.0	427.0	+6.4		
Excl. Tamiflu		354.7	79.0	171.9	260.4	363.2	78.7	(0.4)	179.8	+4.6	279.7	+7.4	390.2	+7.4	418.2	+7.2		
Domestic		315.1	68.1	150.5	229.9	320.9	68.8	+1.0	152.0	+1.0	234.4	+2.0	329.2	+2.6	335.7	+2.0		
Oncology		141.8	32.7	72.4	111.3	156.1	35.5	+8.6	78.7	+8.7	121.5	+9.2	172.4	+10.4	177.1	+2.7		
Avastin		56.3	13.4	29.6	46.0	65.5	15.8	+17.9	34.8	+17.6	53.7	+16.7	75.4	+15.1	81.2	+7.7		
Herceptin		25.9	6.1	13.5	20.6	28.7	6.5	+6.6	14.4	+6.7	21.9	+6.3	30.9	+7.7	30.0	(2.9)		
Rituxan		22.9	5.3	11.7	17.8	24.7	5.3	0.0	12.0	+2.6	18.6	+4.5	26.2	+6.1	26.9	+2.7		
Xeloda		10.0	2.4	5.2	7.9	10.9	2.6	+8.3	5.5	+5.8	8.3	+5.1	11.3	+3.7	10.8	(4.4)		
Tarceva		8.3	1.9	4.5	6.9	9.5	2.0	+5.3	4.6	+2.2	7.2	+4.3	10.4	+9.5	11.3	+8.7		
Neutrogin		9.4	1.8	4.0	6.2	8.8	1.6	(11.1)	3.7	(7.5)	5.8	(6.5)	8.1	(8.0)	5.8	(28.4)		
Perjeta		-	-	-	-	-	-	-	-	-	0.5	-	2.4	-	4.7	+95.8		
Other products		9.1	1.8	4.0	5.9	8.2	1.7	(5.6)	3.7	(7.5)	5.5	(6.8)	7.6	(7.3)	6.3	(17.1)		
Bone and joint diseases		66.1	13.6	30.3	46.9	66.3	12.2	(10.3)	27.5	(9.2)	43.0	(8.3)	60.6	(8.6)	67.3	+11.1		
Actemra		17.5	3.8	7.9	12.1	17.1	4.0	+5.3	9.1	+15.2	14.3	+18.2	20.4	+19.3	22.4	+9.8		
Suvenyl		12.9	2.7	5.9	9.0	12.3	2.5	(7.4)	5.7	(3.4)	8.8	(2.2)	11.9	(3.3)	11.8	(0.8)		
Edirol		1.3	0.6	2.6	4.8	7.9	2.8	+366.7	6.4	+146.2	10.3	+114.6	15.0	+89.9	17.6	+17.3		
Alfarol		11.2	2.2	4.4	6.2	8.1	1.5	(31.8)	3.2	(27.3)	4.8	(22.6)	6.4	(21.0)	5.0	(21.9)		
Bonviva		-	-	-	-	-	-	-	-	-	0.2	-	0.5	-	3.9	+680.0		
Evista		18.5	3.4	7.7	11.6	16.1	(0.0)	(100.0)	(0.0)	(100.0)	(0.0)	(100.0)	(0.0)	(100.0)	-	-		
Other products		4.6	0.9	1.9	3.2	4.7	1.4	+55.6	3.1	+63.2	4.7	+46.9	6.3	+34.0	6.7	+6.3		
Renal diseases		50.6	10.3	22.9	34.8	48.1	10.2	(1.0)	22.5	(1.7)	34.9	+0.3	48.9	+1.7	45.8	(6.3)		
Mircera		5.9	3.0	7.5	12.2	17.8	4.3	+43.3	9.8	+30.7	15.7	+28.7	22.5	+26.4	24.6	+9.3		
Oxarol		12.2	2.7	5.9	8.9	12.3	2.6	(3.7)	5.7	(3.4)	8.8	(1.1)	12.2	(0.8)	11.2	(8.2)		
Epogin		28.8	3.9	7.7	11.1	14.5	2.5	(35.9)	5.2	(32.5)	7.8	(29.7)	10.5	(27.6)	6.7	(36.2)		
Other products		3.8	0.8	1.7	2.6	3.6	0.8	0.0	1.7	0.0	2.6	0.0	3.7	+2.8	3.3	(10.8)		
Transplant, Immunology, and Infectious diseases		22.8	4.5	9.8	14.8	20.3	4.2	(6.7)	9.2	(6.1)	13.9	(6.1)	18.8	(7.4)	17.3	(8.0)		
CellCept		5.7	1.4	3.1	4.7	6.5	1.5	+7.1	3.4	+9.7	5.2	+10.6	7.2	+10.8	6.2	(13.9)		
Pegasys		8.3	1.6	3.4	5.1	6.9	1.3	(18.8)	2.8	(17.6)	4.1	(19.6)	5.5	(20.3)	5.1	(7.3)		
Copegus		3.3	0.5	1.0	1.5	2.0	0.3	(40.0)	0.7	(30.0)	1.0	(33.3)	1.3	(35.0)	1.8	+38.5		
Other products		5.5	1.1	2.3	3.5	4.9	1.0	(9.1)	2.3	0.0	3.5	0.0	4.8	(2.0)	4.3	(10.4)		
Others		33.7	6.9	15.0	22.2	30.1	6.8	(1.4)	14.2	(5.3)	21.2	(4.5)	28.6	(5.0)	28.2	(1.4)		
Sigmat		11.1	2.2	4.7	6.9	9.5	1.9	(13.6)	4.2	(10.6)	6.3	(8.7)	8.6	(9.5)	7.3	(15.1)		
Other products		22.6	4.8	10.3	15.3	20.5	4.8	0.0	10.0	(2.9)	14.9	(2.6)	20.0	(2.4)	20.8	+4.0		
Overseas		39.7	10.9	21.5	30.5	42.3	9.9	(9.2)	27.8	+29.3	45.3	+48.5	61.1	+44.4	82.5	+35.0		
Actemra		20.5	6.8	13.4	18.2	25.6	5.1	(25.0)	18.5	+38.1	31.5	+73.1	43.2	+68.8	65.1	+50.7		
To Roche		20.5	6.8	13.4	18.2	25.6	5.1	(25.0)	18.4	+37.3	31.3	+72.0	42.9	+67.6	64.6	+50.6		
Neutrogin		15.6	3.4	6.7	10.3	13.9	3.9	+14.7	7.6	+13.4	11.4	+10.7	14.7	+5.8	14.8	+0.7		
Other products		3.5	0.7	1.4	2.0	2.8	0.9	+28.6	1.8	+28.6	2.4	+20.0	3.1	+10.7	2.6	(16.1)		
Tamiflu		8.7	7.8	8.1	8.2	12.0	8.3	+6.4	9.0	+11.1	9.0	+9.8	11.0	(8.3)	8.8	(20.0)		
Ordinary use		5.4	7.5	7.8	7.9	10.2	7.5	0.0	8.2	+5.1	8.2	+3.8	10.1	(1.0)	8.8	(12.9)		
Govt. stockpiles etc.		3.3	0.4	0.4	0.4	1.9	0.8	+100.0	0.8	+100.0	0.8	+100.0	0.9	(52.6)	0.1	(88.9)		
Royalties and other operating income		8.6	3.5	5.4	7.0	11.3	3.4	(2.9)	12.2	+125.9	17.8	+154.3	22.4	+98.2	24.0	+7.1		
Revenues (total)		372.1	90.3	185.5	275.6	386.6	90.4	+0.1	201.0	+8.4	306.5	+11.2	423.7	+9.6	451.0	+6.4		
Domestic		327.8	78.1	161.2	240.9	338.0	78.1	0.0	168.3	+4.4	252.1	+4.6	350.8	+3.8	354.5	+1.1		
Overseas		44.3	12.2	24.2	34.7	48.6	12.3	+0.8	32.7	+35.0	54.4	+56.8	72.9	+50.0	96.5	+32.4		

Statements of revenues (QTR)

(Billions of yen)

	Actual				Actual							
	FY2012				FY2013							
	1-3	4-6	7-9	10-12	1-3	Change (%)	4-6	Change (%)	7-9	Change (%)	10-12	Change (%)
	QTR	QTR	QTR	QTR	QTR		QTR		QTR		QTR	
Sales	86.8	93.3	88.5	106.6	87.0	+0.2	101.8	+9.1	99.9	+12.9	112.5	+5.5
Excl. Tamiflu	79.0	93.0	88.4	102.8	78.7	(0.4)	101.1	+8.7	99.9	+13.0	110.5	+7.5
Domestic	68.1	82.4	79.4	91.0	68.8	+1.0	83.2	+1.0	82.4	+3.8	94.8	+4.2
Oncology	32.7	39.7	38.8	44.9	35.5	+8.6	43.2	+8.8	42.8	+10.3	50.9	+13.4
Avastin	13.4	16.2	16.4	19.4	15.8	+17.9	19.0	+17.3	18.8	+14.6	21.8	+12.4
Herceptin	6.1	7.3	7.1	8.1	6.5	+6.6	7.8	+6.8	7.6	+7.0	9.0	+11.1
Rituxan	5.3	6.3	6.1	7.0	5.3	0.0	6.7	+6.3	6.6	+8.2	7.6	+8.6
Xeloda	2.4	2.8	2.7	3.0	2.6	+8.3	3.0	+7.1	2.8	+3.7	3.0	0.0
Tarceva	1.9	2.6	2.4	2.6	2.0	+5.3	2.6	0.0	2.6	+8.3	3.2	+23.1
Neutrogen	1.8	2.3	2.2	2.6	1.6	(11.1)	2.1	(8.7)	2.1	(4.5)	2.3	(11.5)
Perjeta	-	-	-	-	-	-	-	-	0.5	-	1.9	-
Other products	1.8	2.2	2.0	2.2	1.7	(5.6)	2.0	(9.1)	1.8	(10.0)	2.1	(4.5)
Bone and joint diseases	13.6	16.7	16.5	19.4	12.2	(10.3)	15.3	(8.4)	15.5	(6.1)	17.6	(9.3)
Actemra	3.8	4.2	4.2	5.0	4.0	+5.3	5.1	+21.4	5.2	+23.8	6.1	+22.0
Suvenyl	2.7	3.2	3.0	3.3	2.5	(7.4)	3.2	0.0	3.1	+3.3	3.2	(3.0)
Edirol	0.6	1.9	2.3	3.1	2.8	+366.7	3.6	+89.5	3.9	+69.6	4.7	+51.6
Alfarol	2.2	2.2	1.8	2.0	1.5	(31.8)	1.7	(22.7)	1.6	(11.1)	1.7	(15.0)
Bonviva	-	-	-	-	-	-	-	-	0.2	-	0.3	-
Evista	3.4	4.2	3.9	4.6	(0.0)	(100.0)	(0.0)	(100.0)	-	(100.0)	(0.0)	(100.0)
Other products	0.9	1.0	1.4	1.5	1.4	+55.6	1.7	+70.0	1.5	+7.1	1.6	+6.7
Renal diseases	10.3	12.5	11.9	13.3	10.2	(1.0)	12.3	(1.6)	12.4	+4.2	14.0	+5.3
Mircera	3.0	4.5	4.6	5.6	4.3	+43.3	5.5	+22.2	5.8	+26.1	6.8	+21.4
Oxarol	2.7	3.2	3.0	3.4	2.6	(3.7)	3.2	0.0	3.0	0.0	3.5	+2.9
Epogin	3.9	3.9	3.4	3.4	2.5	(35.9)	2.7	(30.8)	2.6	(23.5)	2.7	(20.6)
Other products	0.8	1.0	0.9	0.9	0.8	0.0	0.9	(10.0)	0.9	0.0	1.0	+11.1
Transplant, Immunology, and Infectious diseases	4.5	5.3	5.0	5.6	4.2	(6.7)	5.0	(5.7)	4.7	(6.0)	4.9	(12.5)
CellCept	1.4	1.6	1.6	1.9	1.5	+7.1	1.9	+18.8	1.8	+12.5	2.0	+5.3
Pegasys	1.6	1.8	1.7	1.8	1.3	(18.8)	1.5	(16.7)	1.3	(23.5)	1.3	(27.8)
Copegus	0.5	0.6	0.4	0.5	0.3	(40.0)	0.4	(33.3)	0.3	(25.0)	0.2	(60.0)
Other products	1.1	1.2	1.2	1.4	1.0	(9.1)	1.3	+8.3	1.2	0.0	1.3	(7.1)
Others	6.9	8.1	7.2	7.8	6.8	(1.4)	7.4	(8.6)	7.0	(2.8)	7.4	(5.1)
Sigmar	2.2	2.5	2.2	2.6	1.9	(13.6)	2.2	(12.0)	2.1	(4.5)	2.3	(11.5)
Other products	4.8	5.6	4.9	5.3	4.8	0.0	5.1	(8.9)	4.9	0.0	5.1	(3.8)
Overseas	10.9	10.6	9.0	11.8	9.9	(9.2)	17.9	+68.9	17.5	+94.4	15.7	+33.1
Actemra	6.8	6.6	4.8	7.4	5.1	(25.0)	13.4	+103.0	13.0	+170.8	11.7	+58.1
To Roche	6.8	6.6	4.8	7.4	5.1	(25.0)	13.3	+101.5	12.9	+168.8	11.6	+56.8
Neutrogen	3.4	3.3	3.6	3.7	3.9	+14.7	3.6	+9.1	3.9	+8.3	3.3	(10.8)
Other products	0.7	0.7	0.6	0.7	0.9	+28.6	0.9	+28.6	0.7	+16.7	0.7	0.0
Tamiflu	7.8	0.3	0.1	3.8	8.3	+6.4	0.7	+133.3	0.0	(100.0)	2.0	(47.4)
Ordinary use	7.5	0.3	0.1	2.3	7.5	0.0	0.7	+133.3	0.0	(100.0)	1.9	(17.4)
Govt. stockpiles etc.	0.4	-	-	1.5	0.8	+100.0	-	-	-	-	0.1	(93.3)
Royalties and other operating income	3.5	1.9	1.6	4.3	3.4	(2.9)	8.8	+363.2	5.6	+250.0	4.6	+7.0
Revenues (total)	90.3	95.2	90.1	111.0	90.4	+0.1	110.6	+16.2	105.5	+17.1	117.1	+5.5
Domestic	78.1	83.1	79.6	97.1	78.1	0.0	90.2	+8.5	83.8	+5.3	98.6	+1.5
Overseas	12.2	12.1	10.5	13.8	12.3	+0.8	20.4	+68.6	21.7	+106.7	18.5	+34.1

Movements of assets and liabilities (Assets, Liabilities, and Net Assets)

(Billions of yen)

	Pro forma	Actual				Actual										
	FY2011	FY2012				FY2013										
	Dec. 31	Mar. 31	Jun. 30	Sep. 30	Dec. 31	Mar. 31	vs. Mar. 31, 2012	vs. Dec. 31, 2012	Jun. 30	vs. Jun. 30, 2012	vs. Dec. 31, 2012	Sep. 30	vs. Sep. 30, 2012	vs. Dec. 31, 2012	Dec. 31	vs. Dec. 31, 2012
Trade accounts receivable	110.2	92.6	97.4	97.6	115.7	97.5	4.9	(18.2)	109.2	11.8	(6.5)	102.6	5.0	(13.1)	111.1	(4.6)
Inventories	102.8	99.8	98.8	100.6	108.4	116.2	16.4	7.8	114.1	15.3	5.7	128.6	28.0	20.2	128.5	20.1
Trade accounts payable	(17.4)	(23.9)	(26.7)	(29.2)	(41.8)	(35.0)	(11.1)	6.8	(33.6)	(6.9)	8.2	(42.6)	(13.4)	(0.8)	(35.9)	5.9
Other net working capital	(27.2)	(24.8)	(19.5)	(25.4)	(24.4)	(21.9)	2.9	2.5	(18.6)	0.9	5.8	(20.9)	4.5	3.5	(26.6)	(2.2)
Net working capital	168.5	143.7	149.9	143.6	157.9	156.8	13.1	(1.1)	171.1	21.2	13.2	167.7	24.1	9.8	177.1	19.2
Property, plant and equipment	143.4	141.5	141.5	142.6	143.1	141.3	(0.2)	(1.8)	139.9	(1.6)	(3.2)	138.4	(4.2)	(4.7)	140.4	(2.7)
Intangible assets	6.5	6.3	6.5	6.4	6.5	6.6	0.3	0.1	7.2	0.7	0.7	8.4	2.0	1.9	9.5	3.0
Other long-term assets -net	4.7	5.1	5.0	5.0	0.4	(2.8)	(7.9)	(3.2)	(2.1)	(7.1)	(2.5)	(2.5)	(7.5)	(2.9)	(1.8)	(2.2)
Long-term net operating assets	154.6	152.9	153.1	154.0	150.0	145.2	(7.7)	(4.8)	145.0	(8.1)	(5.0)	144.3	(9.7)	(5.7)	148.1	(1.9)
Net operating assets	323.1	296.6	303.0	297.6	307.9	301.9	5.3	(6.0)	316.1	13.1	8.2	312.0	14.4	4.1	325.2	17.3
Debt	(0.2)	(0.3)	(0.3)	(0.3)	(0.3)	(0.3)	0.0	0.0	(0.3)	0.0	0.0	(0.2)	0.1	0.1	(0.2)	0.1
Marketable securities	75.2	81.2	83.5	115.4	116.5	111.3	30.1	(5.2)	122.9	39.4	6.4	112.5	(2.9)	(4.0)	119.6	3.1
Cash and cash equivalents	94.5	109.4	117.5	82.7	95.4	100.6	(8.8)	5.2	100.5	(17.0)	5.1	112.4	29.7	17.0	115.1	19.7
Net cash	169.5	190.3	200.7	197.8	211.7	211.6	21.3	(0.1)	223.2	22.5	11.5	224.6	26.8	12.9	234.4	22.7
Other non-operating assets - net	6.4	14.8	6.6	13.1	9.6	16.6	1.8	7.0	9.6	3.0	0.0	15.3	2.2	5.7	13.6	4.0
Net non-operating assets	175.9	205.1	207.3	211.0	221.3	228.2	23.1	6.9	232.7	25.4	11.4	239.9	28.9	18.6	248.0	26.7
Total net assets	499.0	501.7	510.3	508.6	529.2	530.1	28.4	0.9	548.8	38.5	19.6	551.9	43.3	22.7	573.2	44.0
Total net assets																
Total assets	587.3	587.2	596.9	598.7	645.3	632.2	45.0	(13.1)	654.5	57.6	9.2	671.6	72.9	26.3	697.2	51.9
Total liabilities	(88.3)	(85.5)	(86.6)	(90.1)	(116.2)	(102.1)	(16.6)	14.1	(105.7)	(19.1)	10.5	(119.7)	(29.6)	(3.5)	(124.0)	(7.8)
Attributable to																
Chugai shareholders	497.8	500.6	509.1	507.6	528.0	529.1	28.5	1.1	547.4	38.3	19.4	550.7	43.1	22.7	571.7	43.7
Non-controlling interests	1.2	1.1	1.2	0.9	1.2	1.1	0.0	(0.1)	1.4	0.2	0.2	1.2	0.3	0.0	1.5	0.3

Trade accounts receivable: trade receivable and notes receivable

Trade accounts payable: trade payable and notes payable

Other net working capital: accrued receivable (other receivable), accrued payable (other payable), accrued expenses (other current liabilities) etc.

Other long-term assets: long term prepaid expenses, deferred income etc.

Other long-term non-operating assets: deferred income tax assets, accrued corporate tax.

Movements of assets and liabilities

The consolidated balance sheet has been prepared in accordance with the IAS No. 1, "Presentation of Financial Statements". On the other hand, "Movements of assets and liabilities" including net operating assets (NOA) are a reconfiguration of the consolidated balance sheet as internal indicators and are identical to the indicators disclosed by Roche. Furthermore, no items from the assets and liabilities of IFRS have been excluded, as the Core results concept only applies to the income statement.

The above table and the page that follows present details of trends in cash flows including FCF, as well as trends in assets and liabilities including NOA. The features of FCF and NOA are outlined as FCF reflects the ability to generate net cash from a management perspective after meeting the Company's obligations to interest-bearing debt providers and shareholders.

Operating FCF includes adjustments for changes in working capital and cash flows before tax after deducting operating investments for tangible and intangible assets after recording the ability to generate cash by operating activities as operating profit, net of operating cash adjustments.

The concepts of operating profit, operating FCF and NOA are mutually consistent.

Movements of free cash flows

(Billions of yen)

	Pro forma	Actual					Actual			
	FY2011	FY2012					FY2013			
	1-12	1-3	1-6	1-9	1-12		1-3	1-6	1-9	1-12
	YTD	YTD	YTD	YTD	YTD		YTD	YTD	YTD	YTD
Operating profit – IFRS basis	59.4	17.9	36.4	50.8	74.7		14.7	38.1	58.2	78.7
Depreciation and impairment of property, plant and equipment	14.3	3.2	6.4	9.9	13.6		3.5	7.2	11.8	15.2
Amortization and impairment of intangible assets	0.8	0.2	0.4	0.7	0.9		0.2	0.5	0.7	1.1
Other cash adjustment on operating profit	4.3	(1.9)	(1.7)	(1.8)	(0.9)		0.5	1.3	2.0	2.3
Operating profit, net of operating cash adjustments	78.8	19.4	41.5	59.6	88.2		18.9	47.2	72.7	97.3
(Increase) decrease in trade accounts receivable	3.0	16.6	11.7	11.5	(6.4)		18.4	6.8	13.4	4.9
(Increase) decrease in inventories	0.9	3.1	4.7	2.8	(5.4)		(7.8)	(6.1)	(20.7)	(20.5)
Increase (decrease) in trade accounts payable	(2.3)	6.5	9.4	11.8	24.3		(6.9)	(8.4)	0.7	(6.0)
Other change in net working capital	3.8	3.2	(3.0)	2.5	5.9		3.2	(1.9)	0.1	1.9
Total (increase) decrease in net working capital	5.4	29.4	22.8	28.7	18.4		6.9	(9.7)	(6.6)	(19.7)
Investment in property, plant and equipment	(14.6)	(3.8)	(7.1)	(10.9)	(14.8)		(4.6)	(6.5)	(9.4)	(11.3)
Investment in intangible assets	(0.6)	–	(0.3)	(0.5)	(0.8)		(0.2)	(0.4)	(1.7)	(3.4)
Operating free cash flow	69.0	45.0	56.9	76.9	91.0		21.0	30.6	55.0	63.0
as % of revenues	18.5%	49.8%	30.7%	27.9%	23.5%		23.2%	15.2%	17.9%	14.9%
Treasury activities (interest income/expenses, foreign exchange gains/losses etc.)	2.2	(1.3)	(0.1)	(0.9)	(3.5)		(0.0)	0.5	0.2	(0.2)
Tax paid	(11.8)	(13.5)	(13.9)	(25.1)	(25.5)		(11.7)	(11.9)	(23.4)	(23.8)
Dividends paid	(24.5)	(11.1)	(11.3)	(22.5)	(22.7)		(11.2)	(11.4)	(23.7)	(23.9)
Free cash flow	34.9	19.1	31.5	28.4	39.3		(1.9)	7.8	8.2	15.0
Transaction in own equity instruments	(0.0)	(0.0)	(0.0)	0.0	0.0		0.3	0.6	0.6	0.8
Net effect of currency translation on net cash	(2.7)	1.8	(0.3)	(0.0)	2.8		1.5	3.1	4.1	6.9
Net change in net cash	32.2	20.9	31.2	28.4	42.2		(0.1)	11.5	13.0	22.7

Other adjustments to operating profit: adjustments for all non-cash income and expense items other than amortization expenses and impairment included in operating profit (such as loss on inventory differences, reserve for doubtful accounts, stock option expenses, loss on asset retirement, and increase/decrease in reserves) as well as all non-operating income and expense cash flows relating to net operating assets (NOA) (including proceeds from the sales of assets and reserve payments).

Increases and decreases in marketable securities and interest-bearing debt are included in net increases and decreases in net cash.

Movements of free cash flows (FCF)

The consolidated statement of cash flows has been prepared in accordance with the IAS No. 7, “Statement of Cash Flows”. On the other hand, the FCF is a reconfiguration of the consolidated statement of cash flows as internal indicators and is identical to the indicators disclosed by Roche. Furthermore, no items from the FCF have been excluded, as the Core results concept only applies to the income statement.

Performance indicators

	Units	Pro forma	Actual					Actual				Forecast (Jan 30th announced)
		FY2011	FY2012					FY2013				FY2014
		1-12	1-3	1-6	1-9	1-12		1-3	1-6	1-9	1-12	1-12
		As of Dec. 31	As of Mar. 31	As of Jun. 30	As of Sep. 30	As of Dec. 31		As of Mar. 31	As of Jun. 30	As of Sep. 30	As of Dec. 31	As of Dec. 31
Ratio of net income to equity attributable to Chugai shareholders (ROE)	%	8.3	2.1	4.3	6.1	9.0		1.7	4.6	7.1	9.3	
Ratio of profit before taxes to total assets (ROA)	%	10.3	3.0	5.9	8.3	11.8		2.2	5.7	8.6	11.5	
Ratio of equity attributable to Chugai shareholders	%	84.8	85.3	85.3	84.8	81.8		83.7	83.6	82.0	82.0	
Equity per share attributable to Chugai shareholders (BPS)	Yen	914.72	919.96	935.56	932.80	970.08		971.73	1,005.19	1,011.10	1,049.47	
Ratio of dividends to equity attributable to Chugai shareholders (DOE)	%	4.4	4.2					4.5				
Core return on net operating assets (Core RONO)	%	14.4	3.7	7.4	10.7	15.4		3.1	8.1	12.7	16.2	
Cash conversion cycle (CCC)	Months	10.0	9.0	8.5	8.6	8.5		9.3	8.9	9.0	9.3	
Net cash turnover period	Months	5.5	6.3	6.5	6.5	6.6		7.0	6.7	6.6	6.6	
Number of employees		6,779	6,760	6,886	6,863	6,836		6,812	6,898	6,881	6,872	
Investment on property, plant and equipment	Billions of yen	15.9	1.2	5.7	10.0	14.2		1.7	4.1	7.5	13.0	18.0
Depreciation	Billions of yen	12.8	3.2	6.3	9.9	13.3		3.5	6.9	10.3	13.5	14.0
Investment on intangible assets	Billions of yen	0.6				0.8					4.0	
Amortization	Billions of yen	0.8				0.9					1.0	

Core RONO: Core operating profit / Net operating assets

CCC: [Trade accounts receivable/Sales + (Inventories - Trade accounts payable)/Cost of sales]* passed months

Net cash turnover period: Net cash/Revenue* passed months

Ratio of net income to equity attributable to Chugai shareholders (ROE), Ratio of profit before taxes to total assets (ROA), and Core return on net operating assets (Core RONO) are not annualized.

Major capital investments plan

(The Company)

(Billions of yen)

Facilities (Location)	Description	Planned investment		Fund raising method	Start of construction	Slated completion date
		Total amount	Investment to-date			
Ukima area (Kita-ku, Tokyo)	Improvement of investigational drug building No.2 for biologics	2.9	0.9	Self-financing	June 2013	August 2015
Utsunomiya area (Utsunomiya-city, Tochigi)	Installment of tray filler	4.8	0.5	Self-financing	September 2013	March 2017

(Domestic subsidiary : Chugai Pharma Manufacturing Co., Ltd.)

Facilities (Location)	Description	Planned investment		Fund raising method	Start of construction	Slated completion date
		Total amount	Investment to-date			
Utsunomiya plant (Utsunomiya-city, Tochigi)	Improvement of manufacturing building No.1 for biological API (UT1)	4.6	0.9	Self-financing	July 2013	September 2015

Development pipeline (as of January 30, 2014)

Development code (Compound number)	Indication # Additional indication	Stage (date)	Generic name Product name Dosage form	Origin Overseas name (Collaborator)	Mode of Action
<u>Oncology</u>					
RG1273 (RO4368451)	Breast cancer	Launched (13/09)	pertuzumab Perjeta Injection	Roche Perjeta	HER2 dimerization inhibitory humanized monoclonal antibody
	Breast cancer (adjuvant) #	Phase III Multinational study			
	Gastric cancer #	Phase III Multinational study			
RG435 (RO4876646)	Ovarian cancer #	Approved (13/11)	bevacizumab Avastin Injection	Roche Avastin	Anti-VEGF(Vascular Endothelial Growth Factor) humanized monoclonal antibody
	Breast cancer (adjuvant) #	Phase III Multinational study			
RG3502 (RO5304020)	Breast cancer	Approved (13/09)	trastuzumab emtansine Kadcyla Injection	Roche Kadcyla	Anti-HER2 antibody-drug conjugate (T-DM1)
	Gastric cancer #	Phase II / III Multinational study			
RG3638 (RO5490258/ PRO143966)	Non-small cell lung cancer	Phase III Multinational study	onartuzumab Injection	Roche	Anti-Met humanized monoclonal antibody (MetMAB)
GA101 / RG7159 (RO5072759)	Indolent NHL	Phase III Multinational study	obinutuzumab Injection	Roche (Nippon Shinyaku)	Glycoengineered type II anti-CD20 monoclonal antibody
	Aggressive NHL	Phase III Multinational study			
GC33 / RG7686 (GC33/RO5137382)	Liver cancer	Phase II Multinational study	Injection	In-house (Roche)	Anti-Glypican-3 humanized monoclonal antibody
RG340 (Ro09-1978)	Gastric cancer (adjuvant) #	Phase II		Roche Xeloda (Yakult Honsha)	
AF802 / RG7853 (CH5424802/RO5424802)	Non-small cell lung cancer	Filed (13/10)	alectinib	In-house	ALK inhibitor
		Phase I / II Overseas	Oral	(Roche)	

Development code (Compound number)	Indication # Additional indication	Stage (date)	Generic name Product name Dosage form	Origin Overseas name (Collaborator)	Mode of Action
RG7204 (RO5185426)	Melanoma	Phase I / II	vemurafenib Oral	Roche Zelboraf	BRAF inhibitor
CIF / RG7167 (RO4987655)	Solid tumors	Phase I	Oral	In-house (Roche)	MEK inhibitor
		Phase I Overseas			
CKI27 / RG7304 (RO5126766)	Solid tumors	Phase I	Oral	In-house (Roche)	Raf and MEK dual inhibitor
		Phase I Overseas			
PA799 (CH5132799)	Solid tumors	Phase I Overseas	Oral	In-house	PI3K class I inhibitor
RG7414 (RO5490248)	Solid tumors	Phase I	parsatuzumab Injection	Roche	Anti-EGFL7 humanized monoclonal antibody
RG7321 (GDC-0941)	Solid tumors	Phase I	pictilisib Oral	Roche	PI3K inhibitor
RG7446 (MPDL3280A)	Solid tumors	Phase I	Injection	Roche	Engineered anti-PDL1 monoclonal antibody
<u>Bone and Joint Diseases</u>					
RG484 (Ro200-5450iv) (Ro200-5450po)	Osteoporosis	Launched (13/08)	ibandronate sodium hydrate Bonviva Injection	Roche Boniva (US) / Bonviva (EU) (Taisho Pharmaceutical)	Bisphosphonate
		Phase III	ibandronate sodium hydrate Oral		
NRD101 (NRD101)	Enthesopathy (Lateral epicondylitis, Patellar tendinitis, Achilles tendinopathy, Plantar fasciitis) #	Phase III	sodium hyaluronate Suvenyl Injection	In-house	Sodium hyaluronate

Development code (Compound number)	Indication # Additional indication	Stage (date)	Generic name Product name Dosage form	Origin Overseas name (Collaborator)	Mode of Action
<u>Autoimmune Diseases</u>					
MRA (MRA-SC)	Rheumatoid arthritis (new formulation: subcutaneous injection)	Approved (13/10) US	tocilizumab Actemra / RoActemra(EU) Injection	In-house (Roche)	Humanized anti-human IL-6 receptor monoclonal antibody
		Filed (12/12) EU			
MRA (RO4877533)	Giant Cell Arteritis #	Phase III Overseas	tocilizumab Actemra / RoActemra(EU) Injection	In-house (Roche)	Humanized anti-human IL-6 receptor monoclonal antibody
	Systemic Sclerosis #	Phase II Overseas			
SA237 (SA237)	Rheumatoid arthritis	Phase I	Injection	In-house	Anti-IL-6 receptor humanized monoclonal antibody
RG7415 (PRO155767)	Systemic lupus erythematosus (SLE)	Phase I	rontalizumab Injection	Roche	Anti-interferon alpha humanized monoclonal antibody
<u>Central Nervous System</u>					
RG1678 (RO4917838)	Schizophrenia	Phase III Multinational study	bitopertin Oral	Roche	Glycine reuptake inhibitor
RG7090 (RO4917523)	Major depressive disorder	Phase II Multinational study	Oral	Roche	mGluR5 antagonist
RG1450 (RO4909832)	Alzheimer's disease	Phase I	gantenerumab Injection	Roche/MorphoSys	Anti-amyloid-beta human monoclonal antibody
RG1577 (RO4602522)	Alzheimer's disease	Phase I	Oral	Roche	MAO-B inhibitor
<u>Respiratory Diseases</u>					
RG3637 (RO5490255)	Asthma	Phase III Multinational study	lebrikizumab Injection	Roche	Anti-IL-13 humanized monoclonal antibody

Development code (Compound number)	Indication # Additional indication	Stage (date)	Generic name Product name Dosage form	Origin Overseas name (Collaborator)	Mode of Action
Others					
CIM331 (CIM331)	Atopic dermatitis	Phase II* Multinational study	Injection	In-house	Anti-IL-31 receptor humanized monoclonal antibody
ACE910 (ACE910)	Hemophilia A	Phase I/II	Injection	In-house	Anti-factor IXa x anti-factor X humanized bispecific antibody
RG7652	Hyperlipidemia	Phase I Overseas	Injection	Roche	Anti-PCSK9 human monoclonal antibody
URC102 (URC102)	Gout	Phase I Overseas	Oral	In-house / JW Pharmaceutical	URAT1 inhibitor

* Multinational study managed by Chugai

Changes from the last announcement on October 25, 2013

Oncology

-RG435

Filed → Approved (Ovarian cancer)

Others

-CIM331

Phase I → Phase II multinational study (Atopic dermatitis)

R&D Activities (Jan. 1, 2013 – Jan. 30, 2014)

As for clinical development activities in Japan, the company saw progress as described below:

Oncology

- We obtained an approval for the indication of breast cancer for the HER2 dimerization inhibitory humanized monoclonal antibody, RG1273 (product name: Perjeta) in June and launched in September. In July, we started a Phase III multinational study (expected indication: gastric cancer).
- We obtained an approval for the additional indication for non-small cell lung cancer (1st line) for the EGFR tyrosine kinase inhibitor, RG1415 (product name: Tarceva) in June.
- We obtained an approval for the additional indication for malignant glioma for the anti-VEGF humanized monoclonal antibody, RG435 (product name:

Avastin) in June. In November, we obtained an approval for the additional indication for ovarian cancer.

- We filed an application in January and obtained an approval in September for the indication of breast cancer for the anti-HER2 antibody drug conjugate, RG3502 (product name: Kadcyla).
- We filed an application for the indication of non-small cell lung cancer for the ALK inhibitor, AF802 in October.
- We started a Phase I study (expected indication: solid tumors) for the anti-EGFL7 humanized monoclonal antibody, RG7414 in March.
- We started a Phase I study (expected indication: solid tumors) for the PI3K inhibitor, RG7321 in June.
- We started a Phase I study (expected indication: solid tumors) for the engineered anti-PDL1 monoclonal antibody, RG7446 in September.

Bone and Joint Diseases

- We obtained an approval for the indication of osteoporosis for bisphosphonate, RG484 (product name: Bonviva IV Injection) in June and launched in August.

Autoimmune diseases

- We obtained an approval for the new formulation (subcutaneous formulation) of the humanized anti-human IL-6 receptor monoclonal antibody, MRA (product name: Actemra), for rheumatoid arthritis in March and launched in May.

Diabetes Mellitus

- Sanofi K. K. and Kowa Company, Ltd. filed an application for the indication of type 2 diabetes for the SGLT2 inhibitor, CSG452 in April.

Central Nervous System

- We started a Phase I study (expected indication: Alzheimer's disease) for the MAO-B inhibitor, RG1577 in May.

Respiratory Diseases

- We started a Phase III multinational study (expected indication: asthma) for the anti-IL-13 humanized monoclonal antibody, RG3637 in July.

Others

- We started a Phase II multinational study (expected indication: atopic dermatitis) for the anti-IL-31 receptor humanized monoclonal antibody, CIM331 in December.
- We started a Phase I/II study (expected indication: hemophilia A) for the anti-factor IXa x anti-factor X humanized bispecific antibody, ACE910 in August.

As for clinical development activities overseas, the company saw progress as described below:

- Roche started a Phase III study (expected indication: giant cell arthritis) for the humanized anti-human IL-6 receptor monoclonal antibody, MRA (product name: Actemra/RoActemra) in July. Roche obtained an approval in US in October and received a recommendation for approval in EU in December for the new formulation (subcutaneous formulation) for rheumatoid arthritis. In November, we filed an application for the new formulation (subcutaneous formulation) for rheumatoid arthritis in Taiwan.
- We started a Phase I study (expected indication: gout) in South Korea for the URAT1 inhibitor, URC102 in June.

Major clinical trials in oncology field currently running in Japan

Theme	Expected Indication	Regimen	Stage	Planned Filing Date
RG1273 (pertuzumab) Perjeta	Breast cancer (adjuvant)	RG597 + chemotherapy ± RG1273	APHINITY study Phase III multinational study	Post 2017
	Gastric cancer	RG597 + chemotherapy ± RG1273	JACOB study Phase III multinational study	Post 2017
RG435 (bevacizumab) Avastin	Breast cancer (adjuvant)	standard chemotherapy ± RG435	BEATRICE study Phase III multinational study	2015
RG3502 (trastuzumab emtansine) Kadcyla	Breast cancer (1st line)	RG597 + chemotherapy vs RG3502 ± RG1273	MARIANNE study Phase III multinational study	-
	Breast cancer (2nd line)	RG3502	Approved in Sep. 2013	
	Gastric cancer	RG3502 vs chemotherapy	GATSBY study Phase II / III multinational study	2015
GA101/ RG7159 (obinutuzumab)	Indolent NHL	GA101 + chemotherapy vs rituximab + chemotherapy (G-chemo vs R-chemo)	GALLIUM study Phase III multinational study	Post 2017
	Aggressive NHL	GA101 + CHOP vs rituximab + CHOP (G-CHOP vs R-CHOP)	GOYA study Phase III multinational study	2016
RG340 (capecitabine) Xeloda	Gastric cancer (adjuvant)	RG340 + oxaliplatin	Phase II	2014
RG3638 (onartuzumab)	Non-small cell lung cancer (2nd line or later)	erlotinib ± RG3638	MetLung study Phase III multinational study	2015
	Non-small cell lung cancer (1st line)	erlotinib ± RG3638	GO28758 study Phase III multinational study	Post 2017