

# **FY2017 1Q Consolidated Financial Overview (IFRS based)**

CHUGAI PHARMACEUTICAL CO., LTD.  
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April 25, 2017



# 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.

Note: Amounts shown in this report are rounded to the nearest 0.1 billion yen  
Variance and % are calculated based on the amounts shown



# 1Q Results Summary

## ■ Revenues: 125.5 billion yen (+5.6, +4.7% YoY)

- Domestic sales excl. Tamiflu: decrease due to impact of HIP revision (-2.7 -3.1%)
- Overseas sales: increase of export of Alecensa and Actemra to Roche (+4.8, +23.1%)
- Royalties and other operating income: increase in milestone income (+3.0 +69.8%)

## ■ Cost of sales / Operating expenses (Core basis)

- Cost of sales: the ratio to sales improved due to change in product mix, etc. (-1.1% points, from 52.7% to 51.6%)
- Operating expenses: slight overall decrease mainly due to the decrease of marketing and distribution expenses (-0.7, -1.8%)

## ■ Profits

- IFRS results: operating profit 26.3 billion yen (+6.2, +30.8%)  
net income 18.7 billion yen (+4.0, +27.2%)
- Core results: operating profit 26.7 billion yen (+6.3 +30.9%)  
net income 18.9 billion yen (+4.0, +26.8%)
- Core EPS (JPY): 34.22 (+7.28, +27.0%)



# IFRS and Core Results Jan-Mar

(Billion JPY)	IFRS results	Non-core items		Core results
	2017 Jan - Mar	Intangible assets	Others	2017 Jan - Mar
<b>Revenues</b>	<b>125.5</b>			<b>125.5</b>
Sales	118.1			118.1
Royalties and other operating income	7.3			7.3
Cost of sales	-61.2	+0.3		-60.9
<b>Gross profit</b>	<b>64.3</b>	<b>+0.3</b>		<b>64.6</b>
<b>Operating expenses</b>	<b>-38.0</b>	<b>+0.0</b>		<b>-37.9</b>
Marketing and distribution	-15.4			-15.4
Research and development	-19.3	+0.0		-19.2
General and administration	-3.3			-3.3
<b>Operating profit</b>	<b>26.3</b>	<b>+0.3</b>		<b>26.7</b>
Financing costs	-0.0			-0.0
Other financial income (expense)	-0.3			-0.3
Other expenses	-1.1			-1.1
<b>Profit before taxes</b>	<b>25.0</b>	<b>+0.3</b>		<b>25.3</b>
Income taxes	-6.2	-0.1		-6.3
<b>Net income</b>	<b>18.7</b>	<b>+0.2</b>		<b>18.9</b>
Chugai shareholders	18.5	+0.2		18.7
Non-controlling interests	0.2			0.2

(Billions of JPY)

## Non-Core items

- Intangible assets:
  - Amortization of intangible assets +0.3
  - Impairment none
- Others
  - Environmental costs none

Core net income attributable to Chugai shareholders 18.7

(Millions of shares)

Weighted average number of shares and equity securities in issue used to calculate diluted earnings per share

547

(JPY)

Core EPS 34.22

## Year on Year (Core)

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# Financial Overview Jan - Mar

(Billions of JPY)	2016 Jan - Mar vs. Revenues		2017 Jan - Mar vs. Revenues		Growth	
<b>Revenues</b>	<b>119.9</b>		<b>125.5</b>		<b>+5.6</b>	<b>+4.7%</b>
Sales	115.6		118.1		+2.5	+2.2%
excl. Tamiflu	108.6		110.8		+2.2	+2.0%
Domestic	87.8		85.1		-2.7	-3.1%
Export to Roche	16.5		21.3		+4.8	+29.1%
Other overseas	4.3		4.3		0.0	0.0%
Tamiflu	7.0		7.4		+0.4	+5.7%
Ordinary	7.0		6.1		-0.9	-12.9%
Govt. stockpiles, etc.	0.0		1.3		+1.3	-
Royalties and other operating income	4.3		7.3		+3.0	+69.8%
Cost of sales	-60.9	50.8%	-60.9	48.5%	+0.0	0.0%
<b>Gross profit</b>	<b>59.0</b>	<b>49.2%</b>	<b>64.6</b>	<b>51.5%</b>	<b>+5.6</b>	<b>+9.5%</b>
Operating expenses	-38.6	32.2%	-37.9	30.2%	+0.7	-1.8%
<b>Operating profit</b>	<b>20.4</b>	<b>17.0%</b>	<b>26.7</b>	<b>21.3%</b>	<b>+6.3</b>	<b>+30.9%</b>
Financing costs	-0.0		-0.0		0.0	0.0%
Other financial income (expense)	0.1		-0.3		-0.4	-
Other Expenses	-		-1.1		-1.1	-
Income taxes	-5.6		-6.3		-0.7	+12.5%
<b>Net income</b>	<b>14.9</b>	<b>12.4%</b>	<b>18.9</b>	<b>15.1%</b>	<b>+4.0</b>	<b>+26.8%</b>
EPS (JPY)	26.94		34.22		+7.28	+27.0%

(Billions of JPY)

Royalties and other operating income	+3.0
Increase in milestone income	
Other financial income (expense)	-0.4
Exchange gains/losses	-0.6
Gains/Losses on derivatives (Gains/Losses on foreign exchange forward contracts)	+0.2
Other Expenses	-1.1
Adjustment from transfer pricing taxation	

## Cost of sales ratio vs. Sales

2016 Jan - Mar	2017 Jan - Mar
52.7%	51.6%

## Market average exchange rate (JPY)

	2016 Jan - Mar	2017 Jan - Mar
1 CHF	116.14	113.21
1 EUR	127.29	121.09
1 USD	115.43	113.69
1 SGD	82.22	80.25

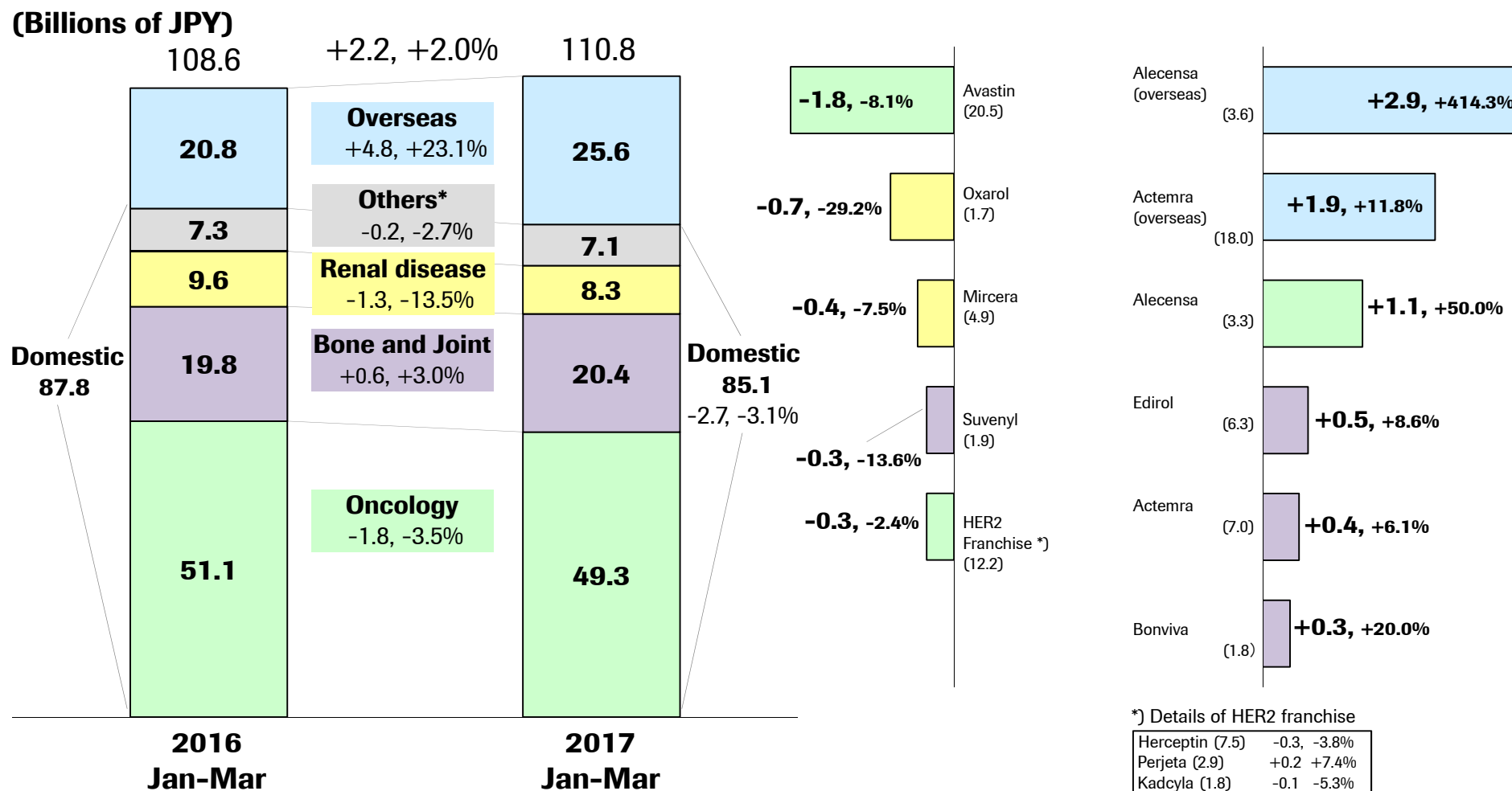


## Year on Year

## Sales (excl. Tamiflu) Jan - Mar

Sales by Disease Area,  
Year on Year Comparisons

Sales by Products,  
Year on Year Changes



\*Sales in transplant, immunology and infectious diseases area are included in "Others" from FY2017 forecast. It was disclosed separately until FY2016.

( ): FY2017 Actual

%; Year-on-year percentage change



# Tamiflu Sales Trends

(Billions of JPY)	Fiscal Term Sales										
	FY2012		FY2013		FY2014		FY2015		FY2016		FY2017
	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Mar
Ordinary	7.8										
		2.4	8.2								
				1.9	7.0						
						5.8	6.7				
								1.5	7.3		
									4.7		6.1
	<b>10.2</b>	<b>(+4.8)</b>	<b>10.1</b>	<b>(-0.1)</b>	<b>12.9</b>	<b>(+2.8)</b>	<b>8.2</b>	<b>(-4.7)</b>	<b>12.0</b>	<b>(+3.8)</b>	<b>6.1 (-0.9)</b>
Govt. Stockpiles etc.	0.4	1.5	0.8	0.1	0.1	0.1	0.0	0.0	0.0	1.5	1.3
	<b>1.9</b>	<b>(-1.4)</b>	<b>0.9</b>	<b>(-1.0)</b>	<b>0.2</b>	<b>(-0.7)</b>	<b>0.0</b>	<b>(-0.2)</b>	<b>1.5</b>	<b>(+1.5)</b>	<b>1.3 (+1.3)</b>
<b>Total</b>	<b>8.1</b>	<b>3.9</b>	<b>9.0</b>	<b>2.0</b>	<b>7.1</b>	<b>5.9</b>	<b>6.7</b>	<b>1.5</b>	<b>7.3</b>	<b>6.2</b>	<b>7.4</b>
	<b>12.0</b>	<b>(+3.3)</b>	<b>11.0</b>	<b>(-1.0)</b>	<b>13.0</b>	<b>(+2.0)</b>	<b>8.2</b>	<b>(-4.8)</b>	<b>13.5</b>	<b>(+5.3)</b>	<b>7.4 (+0.4)</b>

Season	
(from the second half of FY to the first half of the next FY)	
2011	<b>9.1</b>
2012	<b>10.6</b>
2013	<b>9.0</b>
2014	<b>12.6</b>
2015	<b>8.7</b>
2016*	<b>10.8</b>

\* From Jul. 2016  
to Mar. 2017

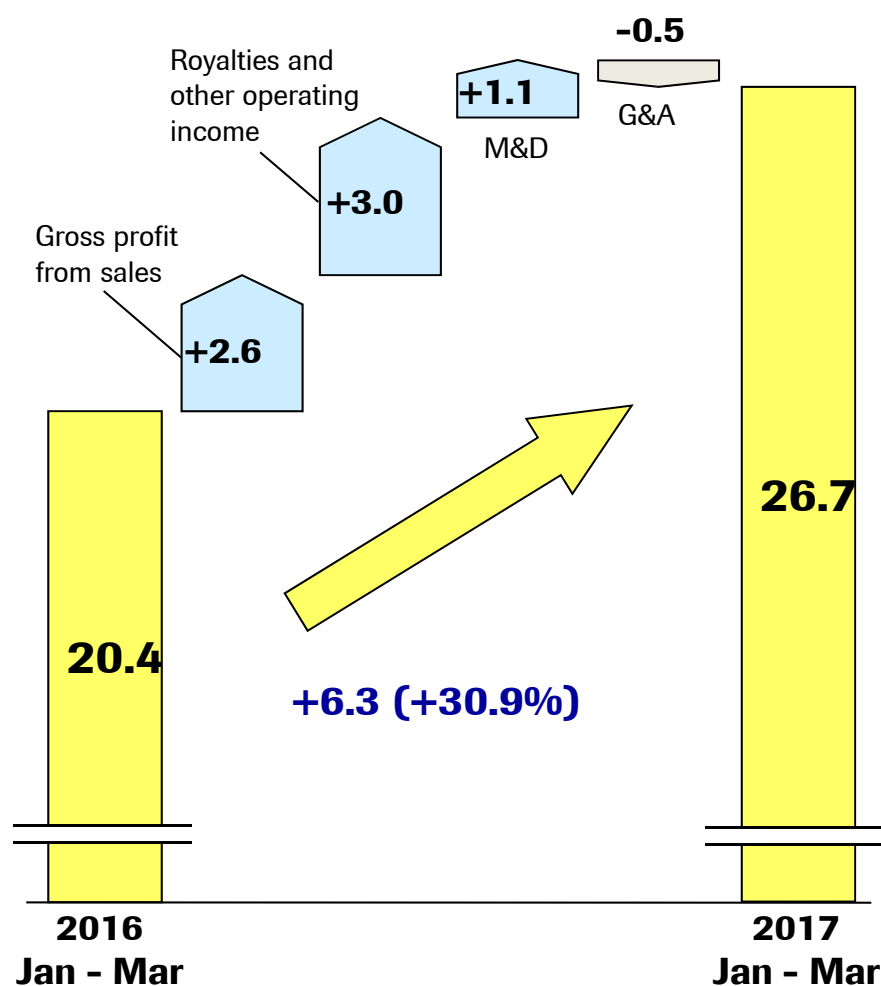
( ) Year on year



## Year on Year (Core)

# Operating Profit Jan - Mar

(Billion of JPY)



(Billions of JPY)	2016 Jan - Mar	2017 Jan - Mar	Growth
<b>Revenues</b>	<b>119.9</b>	<b>125.5</b>	<b>+5.6</b>
Cost of sales	-60.9	-60.9	0.0
<b>Gross profit</b>	<b>59.0</b>	<b>64.6</b>	<b>+5.6</b>
of which Sales	54.7	57.3	+2.6
Royalties, etc.	4.3	7.3	+3.0
Marketing and distribution	-16.5	-15.4	+1.1
Research and development	-19.2	-19.2	0.0
General and administration	-2.8	-3.3	-0.5
<b>Operating profit</b>	<b>20.4</b>	<b>26.7</b>	<b>+6.3</b>

Increase in gross profit from sales	+2.6
Increase of export to Roche and improvement of Cost of sales ratio to sales	
Increase in royalties and other operating income	+3.0
Decrease in marketing and distribution expenses	+1.1
Temporary increase of expenses in 1Q 2016, etc.	
Increase in general and administration expenses, etc.	-0.5
Corporate enterprise tax (pro forma standard taxation) increase due to tax reform, etc.	



vs. Forecast (Core)

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# Financial Progress Jan – Mar

(Billions of JPY)	Actual	Forecast on Feb 1		2016 Progress*
	2017 Jan - Mar	2017 Jan - Dec	Progress	
<b>Revenues</b>	<b>125.5</b>	<b>520.5</b>	<b>24.1%</b>	<b>24.4%</b>
Sales	118.1	490.4	24.1%	24.5%
excl. Tamiflu	110.8	482.2	23.0%	23.6%
Domestic	85.1	393.9	21.6%	23.1%
Export to Roche	21.3	67.4	31.6%	26.3%
Other overseas	4.3	20.9	20.6%	25.6%
Tamiflu	7.4	8.2	90.2%	51.9%
Royalties and other operating income	7.3	30.0	24.3%	22.5%
Cost of sales	-60.9	-252.0	24.2%	24.7%
<b>Gross profit</b>	<b>64.6</b>	<b>268.5</b>	<b>24.1%</b>	<b>24.1%</b>
Operating expenses	-37.9	-176.5	21.5%	23.5%
<b>Operating profit</b>	<b>26.7</b>	<b>92.0</b>	<b>29.0%</b>	<b>25.3%</b>
EPS (JPY)	34.22	124.11	27.6%	26.3%

\* Jan – Mar progress versus Jan – Dec

Cost of sales ratio vs. Sales

2017 Jan – Mar Actual	2017 Jan – Dec Forecast
51.6%	51.4%

Exchange rate (JPY)

	2017 Jan – Mar Actual *	2017 Jan – Dec Assumption
1CHF	113.21	106.00
1EUR	121.09	122.00
1USD	113.69	115.00
1SGD	80.25	80.00

\* Market average exchange rate for the period of Jan – Mar.

## vs. Forecast (Core)

FY2017 1Q Consolidated Financial Overview

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# Sales Progress (excl. Tamiflu) Jan – Mar

(Billions of JPY)	Actual	Forecast	Progress	2016 Progress*
	2017 Jan - Mar	2017 Jan - Dec		
<b>Sales excl. Tamiflu</b>	<b>110.8</b>	<b>482.2</b>	<b>23.0%</b>	<b>23.6%</b>
<b>Domestic</b>	<b>85.1</b>	<b>393.9</b>	<b>21.6%</b>	<b>23.1%</b>
<b>Oncology</b>	<b>49.3</b>	<b>230.0</b>	<b>21.4%</b>	<b>23.2%</b>
Avastin	20.5	92.7	22.1%	24.2%
HER2 Franchise	12.2	57.5	21.2%	23.2%
Herceptin	7.5	35.1	21.4%	22.9%
Perjeta	2.9	12.9	22.5%	22.7%
Kadcyla	1.8	9.4	19.1%	22.9%
Rituxan	7.0	34.0	20.6%	22.4%
Alecensa	3.3	15.9	20.8%	18.5%
Xeloda	2.8	13.7	20.4%	23.6%
Tarceva	2.4	11.3	21.2%	21.7%
Zelboraf	0.0	0.4	-	25.0%
<b>Bone and Joint</b>	<b>20.4</b>	<b>94.5</b>	<b>21.6%</b>	<b>23.0%</b>
Actemra	7.0	32.3	21.7%	21.9%
Edirol	6.3	29.5	21.4%	21.7%
Bonviva	1.8	9.2	19.6%	20.5%
Suvenyl	1.9	9.2	20.7%	23.7%

(Billions of JPY)	Actual	Forecast	Progress	2016 Progress*
	2017 Jan - Mar	2017 Jan - Dec		
<b>Renal</b>	<b>8.3</b>	<b>39.0</b>	<b>21.3%</b>	<b>23.4%</b>
Mircera	4.9	25.0	19.6%	21.9%
Oxarol	1.7	6.8	25.0%	26.4%
<b>Others</b>	<b>7.1</b>	<b>30.3</b>	<b>23.4%</b>	<b>22.7%</b>
CellCept	1.9	9.0	21.1%	21.5%
<b>Overseas</b>	<b>25.6</b>	<b>88.4</b>	<b>29.0%</b>	<b>26.2%</b>
Actemra	<b>18.0</b>	<b>59.4</b>	<b>30.3%</b>	<b>26.7%</b>
Export to Roche	<b>17.7</b>	<b>58.0</b>	<b>30.5%</b>	<b>26.7%</b>
Neutrogen	<b>2.9</b>	<b>11.6</b>	<b>25.0%</b>	<b>25.4%</b>
Alecensa	<b>3.6</b>	<b>9.5</b>	<b>37.9%</b>	<b>18.9%</b>

\* Jan - Mar progress versus Jan - Dec.

vs. Forecast (Core)

Innovation all for the patients



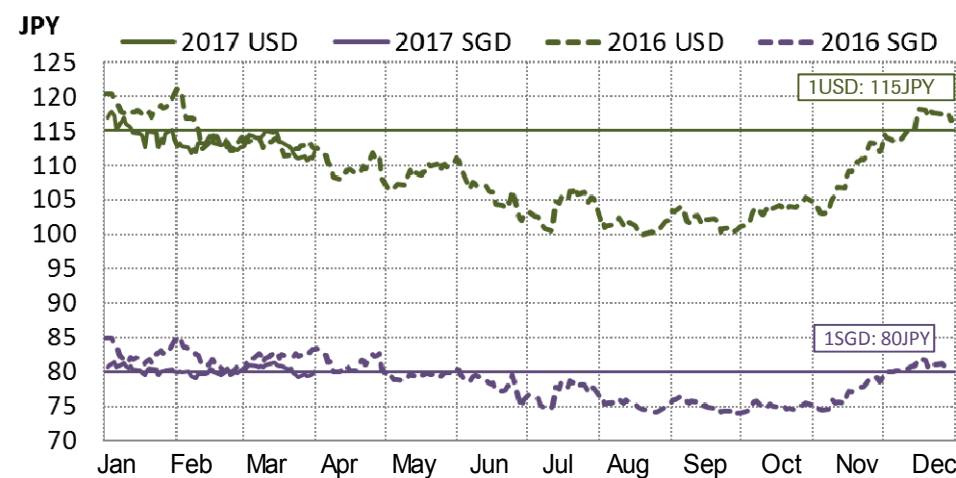
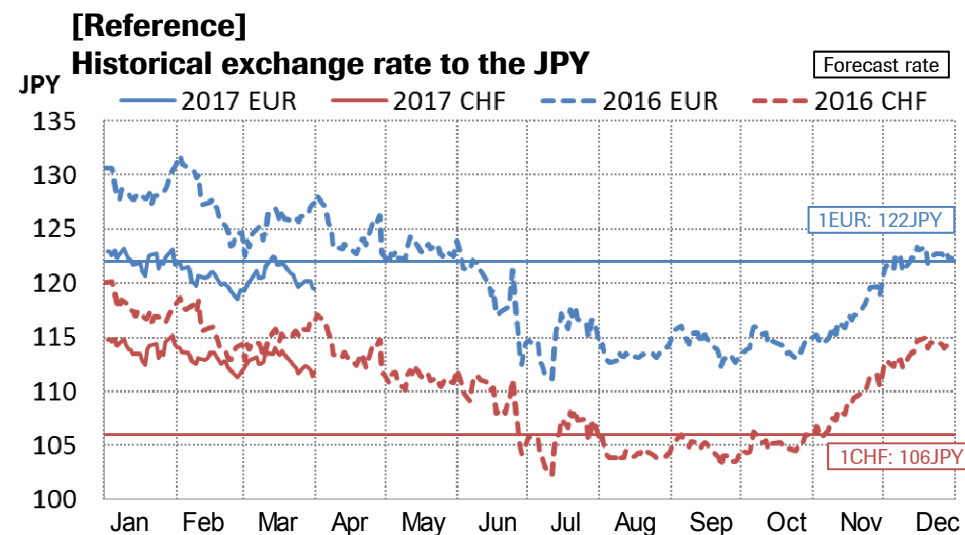
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# Impact from Foreign Exchange

(Billions of JPY)	FX impact Jan – Mar 2017 (FX impact vs. Assumption)	
Revenues	<b>+0.0</b>	
	Sales	-0.0
	Royalties and other operating income	+0.0
Cost of sales	Cost of sales	-0.1
Operating expenses	Expenses	-0.1
<b>Operating profit</b>	<b>-0.2</b>	

Actual / Forecast rate* (JPY)	2016 Jan - Mar Actual	2017 Jan -Dec Assumption	2017 Jan - Mar Actual
1CHF	116.14	106.00	113.21
1EUR	127.29	122.00	121.09
1USD	115.43	115.00	113.69
1SGD	82.22	80.00	80.25

\* Actual: market average exchange rate for the period of Jan - Mar



# Overview of Development Pipeline

CHUGAI PHARMACEUTICAL CO., LTD.  
Department Manager of  
Business Assessment Dept.,  
Project & Lifecycle Management Unit  
Shinichiro Iida  
April 25, 2017



# Projects under Development (1)

(as of Apr. 25, 2017)

	Phase I	Phase II	Phase III		Filed
Oncology	<b>CKI27</b> (Japan / overseas) - solid tumors		<b>RG1273 / Perjeta</b> - breast cancer (adjuvant) - gastric cancer	<b>RG7446 / atezolizumab</b> - NSCLC (adjuvant) - SCLC - urothelial carcinoma - MIUC (adjuvant) - RCC - RCC (adjuvant) - breast cancer - ovarian cancer★ - prostate cancer★	<b>RG7446 / atezolizumab</b> - NSCLC ★
	<b>RG7596 / polatuzumab vedotin</b> - NHL		<b>RG3502 / Kadcyla</b> - breast cancer (adjuvant)		<b>AF802 (RG7853) / Alecensa (overseas)</b> - NSCLC [1L] ★
	<b>RG7604 / taselisib</b> - solid tumors		<b>GA101 (RG7159) / obinutuzumab</b> - indolent NHL		
	<b>RG7440 / ipatasertib</b> - solid tumors		<b>RG435 / Avastin</b> - RCC		
	<b>GC33 (RG7686) / codrituzumab</b> - HCC★				
	<b>ERY974 (overseas)</b> - solid tumors				
	<b>RG6078</b> - solid tumors				

In principle, completion of first dose is regarded as the start of clinical studies in each phase.

NHL: non-Hodgkin's lymphoma

HCC: hepatocellular carcinoma

NSCLC: non-small cell lung cancer

SCLC: small cell lung cancer

MIUC: muscle invasive urothelial carcinoma

RCC: renal cell carcinoma

**Letters in orange:** in-house projects

**★:** Projects with advances in stages since Feb. 1, 2017

**★:** Multinational study managed by Chugai



## Projects under Development (2) (as of Apr. 25, 2017)

	Phase I	Phase II	Phase III	Filed
Bone & Joint			<b>ED-71 / Ediolol (China)</b> - osteoporosis	
Renal	<b>EOS789</b> (Japan / overseas) - hyperphosphatemia			
Autoimmune			<b>MRA / Actemra</b> - systemic sclerosis <b>SA237 / RG6168</b> - neuromyelitis optica★	<b>MRA / Actemra</b> - large-vessel vasculitis - giant cell arteritis
CNS	<b>RG7916</b> - spinal muscular atrophy		<b>RG1450 / gantenerumab</b> - Alzheimer's disease <b>RG7412 / crenezumab</b> - Alzheimer's disease★	
Others	<b>PCO371 (overseas)</b> - hypoparathyroidism	<b>RG3637 / lebrikizumab</b> - IPF <b>CIM331 / nemolizumab</b> - atopic dermatitis* ★ - pruritus in dialysis patients <b>URC102 (South Korea)</b> - gout <b>SKY59 (RG6107)</b> - paroxysmal nocturnal hemoglobinuria (PI/II)	<b>ACE910 (RG6013)</b> <b>/ emicizumab</b> - hemophilia A (inhibitor) - hemophilia A (non-inhibitor)  <b>Letters in orange: in-house projects</b> ★: Projects with advances in stages since Feb. 1, 2017 ★: Multinational study managed by Chugai	

In principle, completion of first dose is regarded as the start of clinical studies in each phase.

IPF: idiopathic pulmonary fibrosis

\* Development out-licensed to Galderma (overseas) and Maruho (Japan) 13



# Development Status (1)

In-  
house

## **AF802 / Alecensa®**

ALK positive NSCLC [post-crizotinib]

Approved in February 2017 (EU, Taiwan)

ALK positive NSCLC [1<sup>st</sup> line]

Filed for marketing approval in March 2017 (overseas)

In-  
licensed

## **RG7446 / atezolizumab**

NSCLC Filed for marketing approval in February 2017

Ovarian cancer Started global Phase 3 study in March 2017

Prostate cancer (castration-resistant)

Started global Phase 3 study in March 2017



# Development Status (2)

In-house

## **EOS789**

Hyperphosphatemia

Started overseas Phase 1 study in February 2017

In-licensed

## **RG7412 / crenezumab**

Alzheimer's disease

Started global Phase 3 study in March 2017

In-licensed

## **RG435 / Avastin®**

Malignant pleural mesothelioma

Development discontinued





# Other Progress

In-  
licensed

## **Copegus<sup>®</sup>**

Chronic hepatitis C or compensated cirrhosis related to hepatitis C except for serogroup 1

Approved in March 2017

In-  
licensed

## **Tamiflu<sup>®</sup>**

Additional dosage and administration for newborns and infants with influenza

Approved in March 2017

(public knowledge-based application)

In-  
licensed

## **Alaglio<sup>®</sup>**

Photodynamic diagnosis for TURBT<sup>1</sup>

In-licensed exclusive rights for marketing in Japan from SBI

Pharmaceuticals in March 2017

In-  
house

## **Anti-dengue antibody project [Joint development with A\*STAR<sup>2</sup>]**

Selected as Grant Recipient by the GHIT Fund<sup>3</sup>  
in March 2017

1: transurethral resection of bladder tumor

2: the Agency for Science, Technology and Research, Singapore

3: the Global Health Innovative Technology Fund



# Results of Clinical Trials

In-house

## **AF802 / Alecensa<sup>®</sup> NSCLC 1<sup>st</sup> line**

Primary endpoint was achieved in global Phase 3 study (ALEX)

- Statistically significant improvement in overall survival versus crizotinib

In-licensed

## **RG1273 / Perjeta<sup>®</sup> Breast cancer (adjuvant)**

Primary endpoint was achieved in global Phase 3 study (APHINITY)

- Statistically significant reduction in the risk of recurrence of invasive disease or death versus postoperative adjuvant treatment with the combination of Herceptin<sup>®</sup> and chemotherapy

In-house

## **ACE910 / emicizumab Hemophilia A (children with inhibitor)**

Interim results from global Phase 3 study (HAVEN 2) was announced

- Clinically meaningful reduction in the number of bleeds after a median of 12 weeks of treatment



# Conference / Publication

In-house

## **CIM331 / nemolizumab      Atopic dermatitis**

Results from global Phase 2 study

- The New England Journal of Medicine Online
  - Published the safety and efficacy at 12 weeks in March 2017
- The American Academy of Dermatology
  - Presented the safety and efficacy from extension at 52 weeks in March 2017

In-house

## **AF802 / Alecensa®      NSCLC 1<sup>st</sup> line**

Results from the overseas Phase 3 study (ALEX) will be presented at The American Society of Clinical Oncology meeting in June

In-house

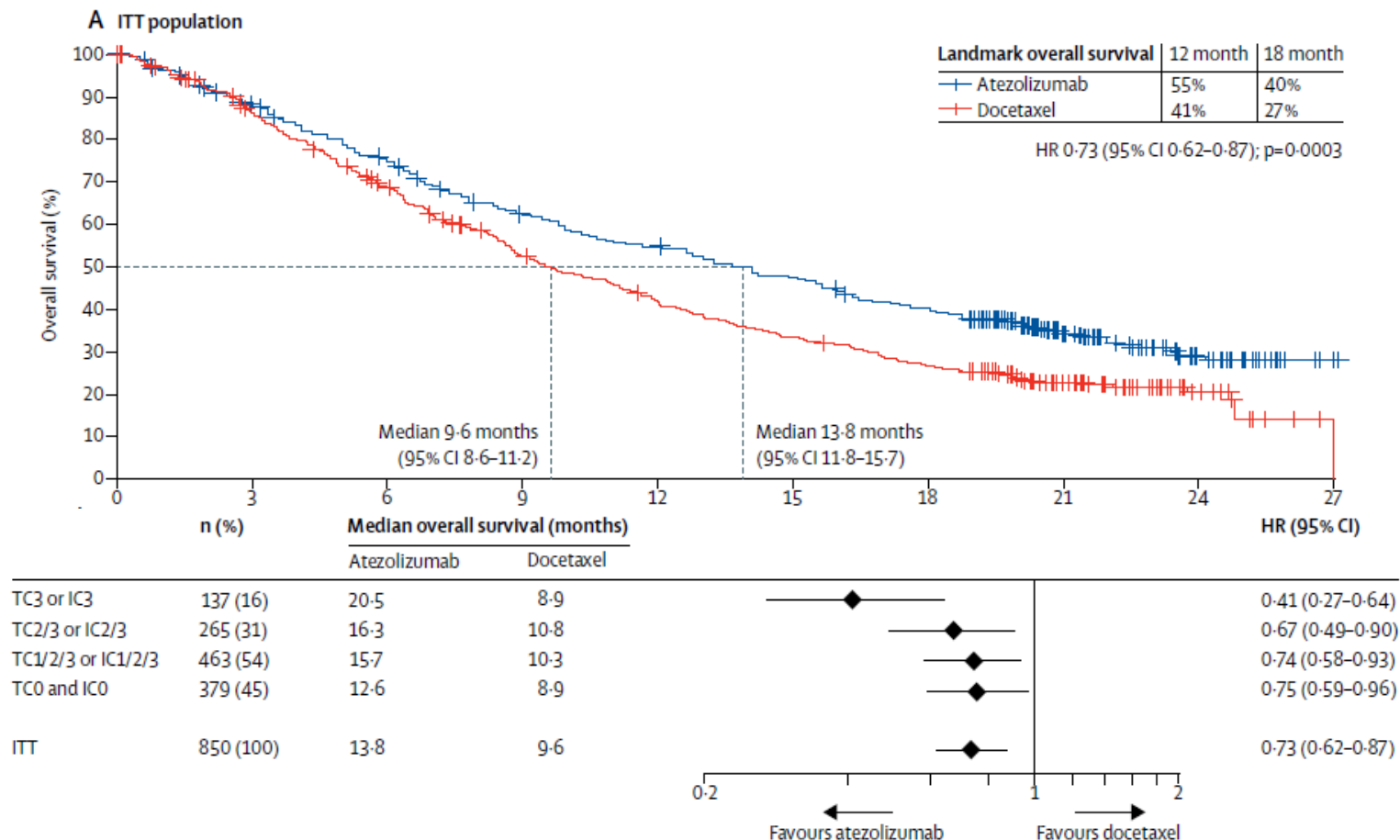
## **ACE910 / emicizumab      Hemophilia A [inhibitor]**

Results from the global Phase 3 study (HAVEN 1) will be presented at The International Society on Thrombosis and Haemostasis meeting in July



# Atezolizumab OAK trial

- Atezolizumab showed statistically significant improvement in overall survival compared with docetaxel regardless of PD-L1 status
- Adverse events were consistent with those previously observed





# Projected Submissions (Post PoC NMEs and Products)

## Filed

**ACTEMRA  
(MRA)  
Giant Cell Arteritis  
(overseas)**

**atezolizumab  
(RG7446)  
NSCLC**

**ACTEMRA  
(MRA)  
Large-Vessel  
Vasculitis**

**ALECENSA  
(AF802/RG7853)  
NSCLC[1L]  
(overseas)**

**NME** **line extension**  
in-house   
in-licensed

NHL: non-Hodgkin's lymphoma  
NSCLC: non-small cell lung cancer  
SCLC: small cell lung cancer  
RCC: renal cell carcinoma  
MIUC: muscle invasive urothelial carcinoma  
IPF: idiopathic pulmonary fibrosis

\* Development out-licensed to  
- Galderma (overseas)  
- Maruho (Japan)

emicizumab (ACE910/RG6013) Hemophilia A (inhibitor)	atezolizumab (RG7446) Breast Cancer	emicizumab (ACE910/RG6013) Hemophilia A (non-inhibitor)	atezolizumab (RG7446) Prostate Cancer
atezolizumab (RG7446) Urothelial Carcinoma	atezolizumab (RG7446) RCC	SA237 / RG6168 Neuromyelitis Optica	atezolizumab (RG7446) Ovarian Cancer
obinutuzumab (GA101/RG7159) Indolent NHL	PERJETA (RG1273) Gastric Cancer	ACTEMRA (MRA) Systemic Sclerosis	nemolizumab (CIM331) Atopic Dermatitis*
PERJETA (RG1273) Breast Cancer (adjuvant)	AVASTIN (RG435) RCC	Edirol (ED-71) Osteoporosis (China)	atezolizumab (RG7446) RCC (adjuvant)
		atezolizumab (RG7446) SCLC	nemolizumab (CIM331) Pruritus in Dialysis Patients
			atezolizumab (RG7446) MIUC (adjuvant)
			atezolizumab (RG7446) lebrikizumab (RG3637) IPF
			atezolizumab (RG7446) NSCLC (adjuvant)
			crenezumab (RG7412) Alzheimer's Disease
			KADCYLA (RG3502) Breast Cancer (adjuvant)
			gantenerumab (RG1450) Alzheimer's Disease

2017

2018

2019

2020 and beyond

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