FY2016 3Q Consolidated Financial Overview (IFRS based)

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October 25, 2016

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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

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3Q Results Summary

■ **Revenues: 361.5billion yen (-6.3, -1.7% YoY)**

- Domestic sales excl. Tamiflu: increase due to steady growth of new products and mainstay products (+1.8, +0.7%)
- Overseas sales: decrease due to impact of supply price reduction on Actemra export, etc. (-9.3, -13.1%)
- Royalties and other operating income: decrease due to milestone income (-0.5, -3.4%)

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

- Cost of sales: the ratio to sales worsened due to HIP revision and impact of supply price reduction on Actemra export, etc. (+2.4% points, from 50.3% to 52.7%)
- Operating expenses: slight decrease as the decrease of marketing and distribution expenses exceeded the increase of research and development expenses (-0.8, -0.7%)

■ **Profits**

- IFRS results: operating profit 58.6 billion yen (-8.5, -12.7%)
  net income 43.7 billion yen (-4.9, -10.1%)
- Core results: operating profit 59.6 billion yen (-10.7, -15.2%)
  net income 44.3 billion yen (-6.4, -12.6%)
- Core EPS (JPY): 79.93 (-11.08, -12.2%)

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IFRS and Core Results Jan-Sep

(Billion JPY)	IFRS results 2016 Jan - Sep	Non-core items: Intangible assets	Non-core items: Others	Core results 2016 Jan - Sep
Revenues	**361.5**			**361.5**
Sales	347.5			347.5
Royalties and other operating income	14.0			14.0
Cost of sales	-183.9	+0.9		-183.0
Gross profit	**177.7**	**+0.9**		**178.6**
Operating expenses	**-119.0**	**+0.1**		**-119.0**
Marketing and distribution	-49.9			-49.9
Research and development	-60.3	+0.1		-60.2
General and administration	-8.9			-8.9
Operating profit	**58.6**	**+1.0**		**59.6**
Financing costs	-0.1			-0.1
Other financial income (expense)	0.5			0.5
Profit before taxes	**59.1**	**+1.0**		**60.0**
Income taxes	-15.4	-0.3		-15.7
Net income	**43.7**	**+0.6**		**44.3**
Chugai shareholders	43.1	+0.6		43.7
Non-controlling interests	0.6			0.6

(Billions of JPY)

Non-Core items

1. Intangible assets:
   Amortization of intangible assets +1.0
   Impairment non

2. Others
   Environmental costs non

Core net income attributable to Chugai shareholders 43.7

(Millions of shares)

Weighted average number of shares and equity securities in issue used to calculate diluted earnings per share 547

(JPY)

Core EPS 79.93

Year on Year (Core)

Financial Overview Jan - Sep

(Billions of JPY)	2015 Jan - Sep	vs. Revenues	2016 Jan - Sep	vs. Revenues	Growth	
Revenues	**367.8**		**361.5**		**-6.3**	**-1.7%**
Sales	353.3		347.5		-5.8	-1.6%
excl. Tamiflu	346.5		339.1		-7.4	-2.1%
Domestic	275.4		277.2		+1.8	+0.7%
Export to Roche	56.3		49.2		-7.1	-12.6%
Other overseas	14.7		12.6		-2.1	-14.3%
Tamiflu	6.7		8.4		+1.7	+25.4%
Ordinary	6.7		7.3		+0.6	+9.0%
Govt. stockpiles, etc.	0.0		1.2		+1.2	-
Royalties and other operating income	14.5		14.0		-0.5	-3.4%
Cost of sales	-177.7	48.3%	-183.0	50.6%	-5.3	+3.0%
Gross profit	**190.1**	**51.7%**	**178.6**	**49.4%**	**-11.5**	**-6.0%**
Operating expenses	-119.8	32.6%	-119.0	32.9%	+0.8	-0.7%
Operating profit	**70.3**	**19.1%**	**59.6**	**16.5%**	**-10.7**	**-15.2%**
Financing costs	-0.1		-0.1		0.0	0.0%
Other financial income (expense)	0.4		0.5		+0.1	+25.0%
Income taxes	-20.0		-15.7		+4.3	-21.5%
Net income	**50.7**	**13.8%**	**44.3**	**12.3%**	**-6.4**	**-12.6%**
EPS (JPY)	91.01		79.93		-11.08	-12.2%

(Billions of JPY)

Royalties and other operating income	-0.5
Decrease in milestone income	
Other financial income (expense)	+0.1
Exchange gains/losses	+3.6
Gains/Losses on derivatives (Gains/Losses on foreign exchange forward contracts)	-3.5

Cost of sales ratio vs. Sales

2015 Jan – Sep	2016 Jan – Sep
50.3%	52.7%

Average exchange rate (JPY)

	2015 Jan – Sep	2016 Jan - Sep
1 CHF	126.82	110.88
1 EUR	134.83	121.28
1 USD	120.89	108.68
1 SGD	88.69	79.25

Year on Year

Sales (excl. Tamiflu) Jan - Sep

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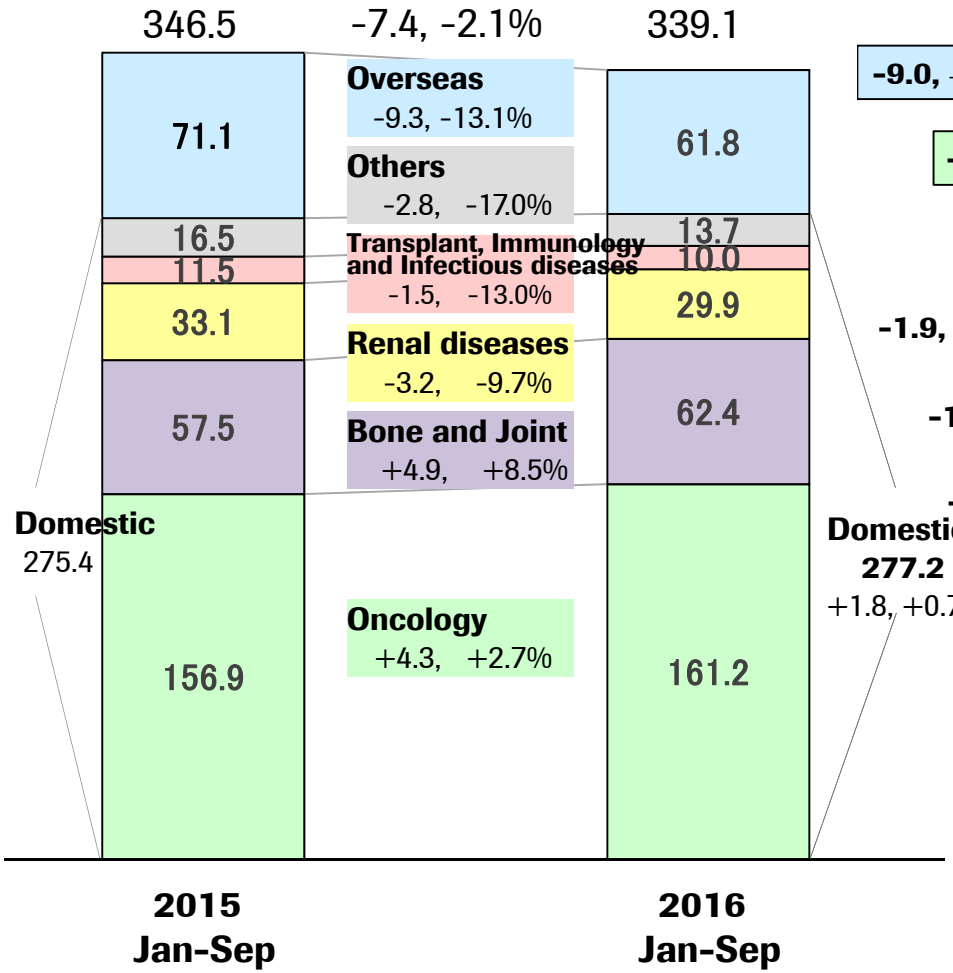
Sales by Disease Area, Year on Year Comparisons

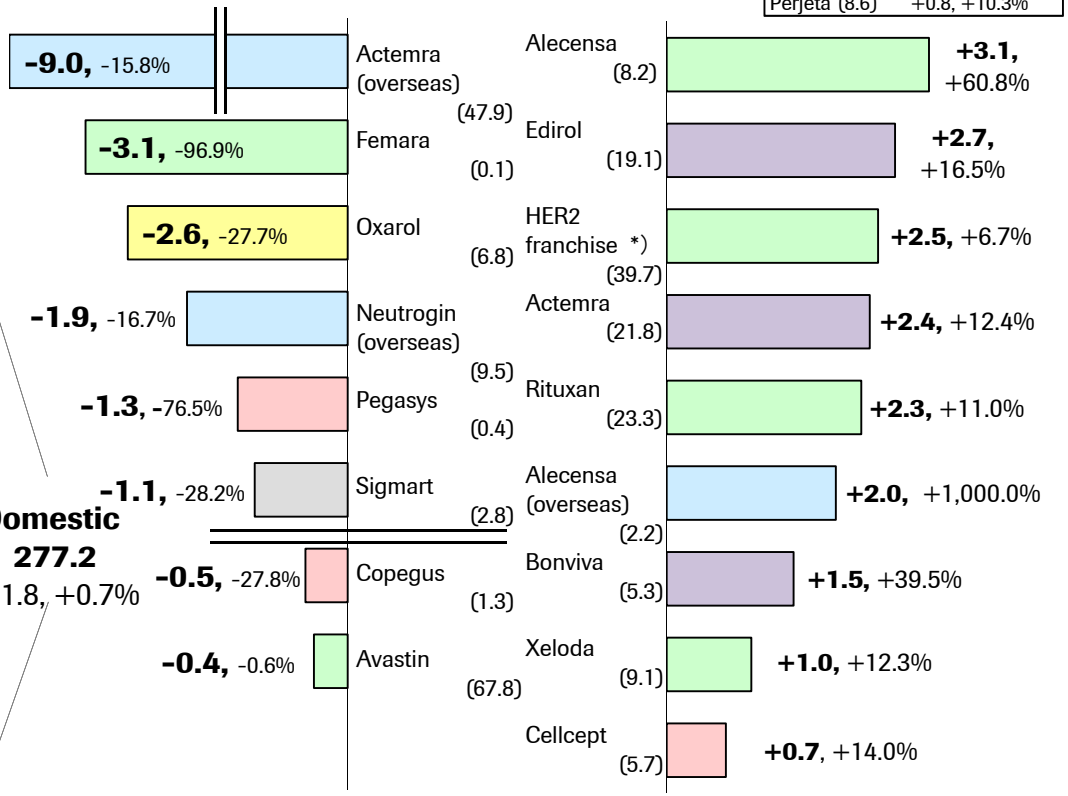
(Billions of JPY)



Sales by Products, Year on Year Changes

*) Details of HER2 franchise

Herceptin	(25.0)	+0.9, +3.7%
Kadcyla	(6.1)	+0.8, +15.1%
Perjeta	(8.6)	+0.8, +10.3%



( ): FY2016 Actual

%: Year-on-year percentage change

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Tamiflu Sales Trends

(Billions of JPY)	Fiscal Term Sales											
	FY2011		FY2012		FY2013		FY2014		FY2015		FY2016	
	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Sep
Ordinary	4.1											
		1.3	7.8									
				2.4	8.2							
						1.9	7.0					
								5.8	6.7			
										1.5	7.3	
												-0.0
	5.4	**(+3.8)**	**10.2**	**(+4.8)**	**10.1**	**(-0.1)**	**12.9**	**(+2.8)**	**8.2**	**(-4.7)**	**7.3**	**(+0.6)**
Govt. Stockpiles etc.	0.5	2.8	0.4	1.5	0.8	0.1	0.1	0.1	0.0	0.0	0.0	1.2
	3.3	**(-13.3)**	**1.9**	**(-1.4)**	**0.9**	**(-1.0)**	**0.2**	**(-0.7)**	**0.0**	**(-0.2)**	**1.2**	**(+1.2)**
Total	**4.6**	**4.1**	**8.1**	**3.9**	**9.0**	**2.0**	**7.1**	**5.9**	**6.7**	**1.5**	**7.3**	**1.2**
	8.7	**(-9.5)**	**12.0**	**(+3.3)**	**11.0**	**(-1.0)**	**13.0**	**(+2.0)**	**8.2**	**(-4.8)**	**8.4**	**(+1.7)**

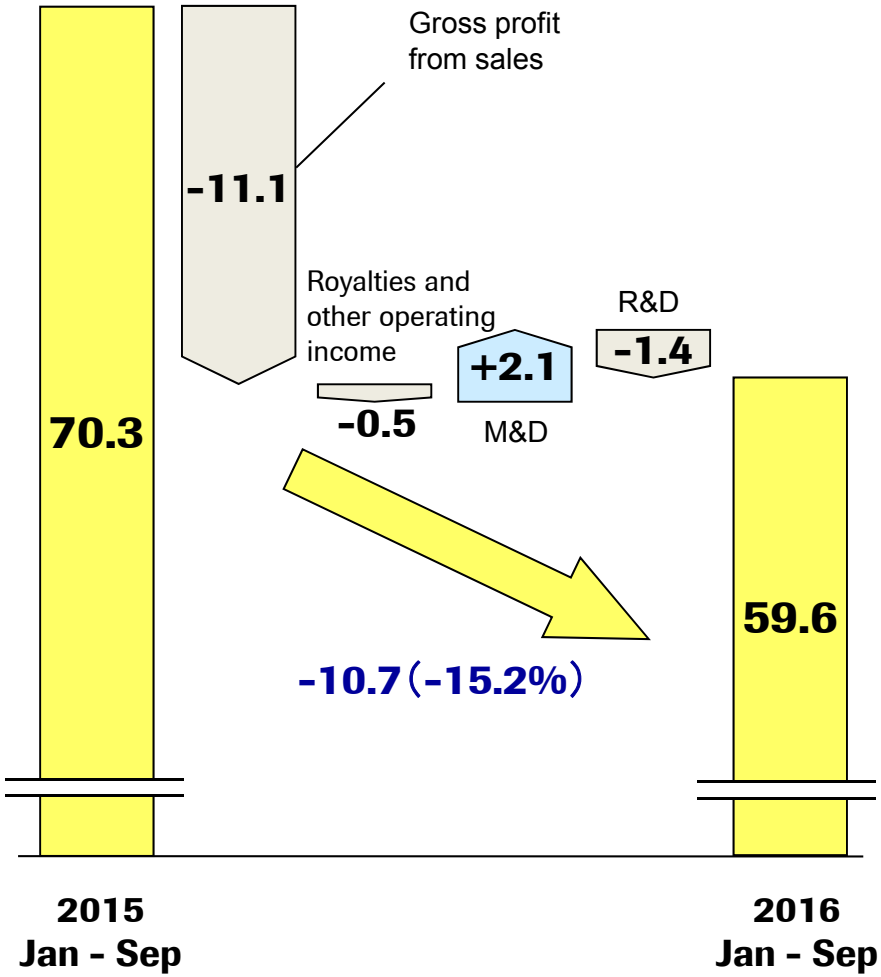
Season (from the second half of FY to the first half of the next FY)	
2010	**4.3**
2011	**9.1**
2012	**10.6**
2013	**9.0**
2014	**12.6**
2015	**8.7**
2016	**-**

( ) Year on year

Year on Year (Core)

Operating Profit Jan - Sep

(Billion of JPY)



(Billions of JPY)	2015 Jan - Sep	2016 Jan - Sep	Growth
Revenues	**367.8**	**361.5**	**-6.3**
Cost of sales	-177.7	-183.0	-5.3
Gross profit	190.1	178.6	-11.5
of which Sales	175.6	164.5	-11.1
Royalties, etc.	14.5	14.0	-0.5
Marketing and distribution	-52.0	-49.9	+2.1
Research and development	-58.8	-60.2	-1.4
General and administration	-8.9	-8.9	0
Operating profit	**70.3**	**59.6**	**-10.7**

Decrease in gross profit from sales -11.1
Cost of sales ratio to sales worsened due to HIP revision and supply price reduction on Actemra export, etc.

Decrease in royalties and other operating income -0.5

Decrease in marketing and distribution +2.1
FX impact and decrease in various expenses

Increase in research and development expenses -1.4
Progress of projects, etc.

Year on Year (Core)

Financial Overview Jul – Sep

(Billions of JPY)	2015 Jul - Sep	vs. Revenues	2016 Jul - Sep	vs. Revenues	Growth	
Revenues	**127.6**		**114.0**		**-13.6**	**-10.7%**
Sales	120.6		110.2		-10.4	-8.6%
excl. Tamiflu	120.6		109.1		-11.5	-9.5%
Domestic	96.3		93.0		-3.3	-3.4%
Export to Roche	19.1		11.8		-7.3	-38.2%
Other overseas	5.2		4.3		-0.9	-17.3%
Tamiflu	0.0		1.1		+1.1	-
Ordinary	0.0		-0.0		+0.0	-
Govt. stockpiles, etc.	-		1.2		+1.2	-
Royalties and other operating income	7.0		3.8		-3.2	-45.7%
Cost of sales	-61.1	47.9%	-58.5	51.3%	+2.6	-4.3%
Gross profit	**66.5**	**52.1%**	**55.5**	**48.7%**	**-11.0**	**-16.5%**
Operating expenses	-42.0	32.9%	-40.0	35.1%	+2.0	-4.8%
Operating profit	**24.4**	**19.1%**	**15.4**	**13.5%**	**-9.0**	**-36.9%**
Financing costs	-0.0		-0.0		0.0	0.0%
Other financial income (expense)	-0.3		0.2		0.5	-
Income taxes	-6.0		-3.7		+2.3	-38.3%
Net income	**18.2**	**14.3%**	**11.9**	**10.4%**	**-6.3**	**-34.6%**
EPS (JPY)	32.71		21.49		-11.22	-34.3%

(Billions of JPY)

Decrease in gross profit from sales	-7.8
Cost of sales ratio to sales worsened due to HIP revision and impact of supply price reduction on Actemra export, etc.	
Decrease in royalties and other operating income	-3.2
Decrease in milestone income	
Decrease in operating expenses	+2.0
Decrease in marketing and distribution FX impact and decrease in various expenses	+0.6
Decrease in research and development FX impact , etc.	+1.4

Cost of sales ratio vs. Sales

2015 Jul – Sep	2016 Jul – Sep
50.7%	53.1%

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vs. Forecast (Core)

Financial Progress Jan – Sep

(Billions of JPY)	Actual 2016 Jan - Sep	Forecast on Jan 28 2016 Jan - Dec	Forecast on Jan 28 Progress	2015 Progress*
Revenues	**361.5**	**495.0**	**73.0%**	**73.7%**
Sales	347.5	475.4	73.1%	75.4%
excl. Tamiflu	339.1	466.8	72.6%	75.3%
Domestic	277.2	379.0	73.1%	72.9%
Export to Roche	49.2	70.5	69.8%	89.2%
Other overseas	12.6	17.3	72.8%	77.0%
Tamiflu	8.4	8.6	97.7%	81.7%
Royalties and other operating income	14.0	19.6	71.4%	47.7%
Cost of sales	-183.0	-254.0	72.0%	74.4%
Gross profit	**178.6**	**241.0**	**74.1%**	**73.1%**
Operating expenses	-119.0	-170.0	70.0%	70.8%
Operating profit	**59.6**	**71.0**	**83.9%**	**77.5%**
EPS (JPY)	79.93	92.54	86.4%	78.2%

Cost of sales ratio vs. Sales

2016 Jan - Sep	2016 Jan - Dec
52.7%	53.4%

* Jan - Sep progress versus Jan – Dec.

vs. Forecast (Core)

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Sales Progress (excl. Tamiflu) Jan – Sep

(Billions of JPY)	Actual 2016 Jan - Sep	Forecast 2016 Jan - Dec	Progress	2015 Progress*
Sales excl. Tamiflu	**339.1**	**466.8**	**72.6%**	**75.3%**
Domestic	**277.2**	**379.0**	**73.1%**	**72.9%**
Oncology	**161.2**	**220.3**	**73.2%**	**72.7%**
Avastin	67.8	93.4	72.6%	72.7%
HER2 Franchise	39.7	53.9	73.7%	73.5%
Herceptin	25.0	34.9	71.6%	73.7%
Perjeta	8.6	11.3	76.1%	73.6%
Kadcyla	6.1	7.6	80.3%	72.6%
Xeloda	9.1	12.6	72.2%	73.0%
Tarceva	8.4	12.5	67.2%	74.1%
Alecensa	8.2	9.6	85.4%	63.8%
Bone and Joint	**62.4**	**85.8**	**72.7%**	**72.4%**
Actemra	21.8	29.7	73.4%	72.4%
Edirol	19.1	25.6	74.6%	71.0%
Bonviva	5.3	7.7	68.8%	70.4%
Renal	**29.9**	**40.8**	**73.3%**	**72.9%**
Mircera	17.3	23.7	73.0%	71.8%
Oxarol	6.8	9.2	73.9%	72.9%
Epogin	3.8	5.3	71.7%	74.6%
Transp., Immun., Infectious	**10.0**	**14.1**	**70.9%**	**72.3%**
CellCept	5.7	8.1	70.4%	71.4%
Copegus	1.3	1.5	86.7%	62.1%
Pegasys	0.4	0.9	44.4%	89.5%
Others	**13.7**	**18.0**	**76.1%**	**76.0%**
Overseas	**61.8**	**87.8**	**70.4%**	**86.5%**
Export to Roche	**49.2**	**70.5**	**69.8%**	**89.2%**
Actemra	**47.0**	**68.0**	**69.1%**	**89.6%**
Alecensa	**2.2**	**2.5**	**88.0%**	**40.0%**
Other overseas	**12.6**	**17.3**	**72.8%**	**77.0%**

* Jan - Sep progress versus Jan – Dec.

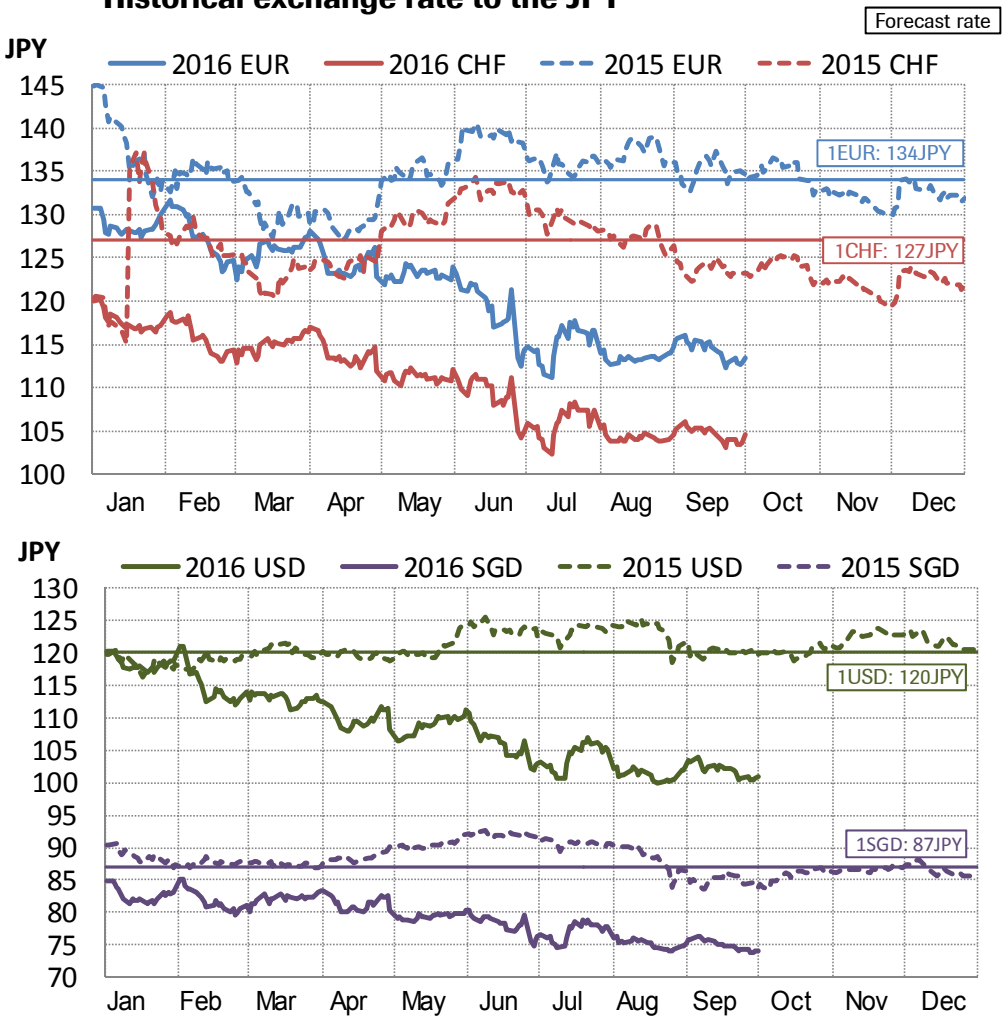
vs. Forecast (Core)

Impact from Foreign Exchange

(Billions of JPY)	FX impact Jan – Sep 2016 (FX impact vs. Forecast)	
Revenues	**-2.0**	
	Sales	-1.2
	Royalties and other operating income	-0.8
Cost of sales Operating expenses	Cost of sales	+1.2
	Expenses	+2.1
Operating profit	**+1.3**	

Actual / Forecast rate* (JPY)	2015 Jan - Sep Actual	2016 Jan -Dec Forecast	2016 Jan - Sep Actual
1CHF	126.82	127.00	110.88
1EUR	134.83	134.00	121.28
1USD	120.89	120.00	108.68
1SGD	88.69	87.00	79.25

[Reference]
Historical exchange rate to the JPY



* Actual: average exchange rate for the period of Jan - Sep

Overview of Development Pipeline

CHUGAI PHARMACEUTICAL CO., LTD.
Department Manager of
Business Assessment Dept.
Shinichiro Iida

October 25, 2016

Overview of Development Pipeline

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Oncology Field
Projects under Development (as of 25 Oct., 2016)

	Phase I	Phase II	Phase III	Filed
Oncology	**CKI27 / RG7304 (Japan / overseas)** - solid tumors **RG7596 / polatuzumab vedotin** - NHL **RG7604 / taselisib** - solid tumors **RG7440 / ipatasertib** - solid tumors **GC33 (RG7686) / codrituzumab** - HCC★ **ERY974 (overseas)** - solid tumors★ **RG6078** - solid tumors★	**RG435 / Avastin** - MPM	**AF802 (RG7853) / Alecensa (overseas)** - NSCLC [1L] **RG1273 / Perjeta** - breast cancer (adjuvant) - gastric cancer **RG3502 / Kadcyla** -breast cancer (adjuvant) **GA101 (RG7159) / obinutuzumab** - indolent NHL **RG7446 / atezolizumab** - NSCLC - NSCLC (adjuvant) - SCLC - urothelial carcinoma - MIUC (adjuvant) - renal cell carcinoma - breast cancer **RG435 / Avastin** - renal cell carcinoma	**AF802 (RG7853) / Alecensa (EU)** - NSCLC [post-crizotinib]

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
MPM: malignant pleural mesothelioma
NSCLC: non-small cell lung cancer
SCLC: small cell lung cancer
MIUC: muscle invasive urothelial carcinoma

Letters in orange: in-house projects
★: Projects with advances in stages since 21 July, 2016

Overview of Development Pipeline

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Primary Field
Projects under Development (as of 25 Oct., 2016)

	Phase I	Phase II	Phase III	Filed
Bone & Joint			**ED-71 / Edirol (China)** - osteoporosis	
Renal	**EOS789** - hyperphosphatemia			
Autoimmune			**MRA / Actemra** - large-vessel vasculitis - giant cell arteritis (overseas) - systemic sclerosis **SA237** - neuromyelitis optica★	
CNS	**RG7412 / crenezumab** - Alzheimer's disease★		**RG1450 / gantenerumab** - Alzheimer's disease	
Others	**PCO371 (overseas)** - hypoparathyroidism	**RG3637 / lebrikizumab** - IPF **CIM331 / nemolizumab** - atopic dermatitis* ★ - pruritus in dialysis patients **URC102 (South Korea)** - gout	**ACE910 (RG6013) /emicizumab** - hemophilia A (inhibitor) - hemophilia A (non-inhibitor) ★	

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)
- Maruho (Japan)

Letters in orange: in-house projects
★: Projects with advances in stages since 21 July, 2016
★: Multinational study managed by Chugai

Overview of Development Pipeline

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Development Status

In-house

GC33 / codrituzumab

Hepatocellular carcinoma

Started P1 in August 2016 (in combination with RG7446)

In-house

ERY974

Solid tumor

Started overseas P1 in August 2016

In-licensed

RG6078 (IDO inhibitor)

Solid tumor

Started P1 in September 2016 (in combination with RG7446)

In-licensed

RG7412 / crenezumab

Alzheimer's disease

Started P1 in September 2016

In-house

ACE910 / emicizumab

Hemophilia

Started Global P3 for pediatric inhibitor patients in July 2016

Started Global P3 for non-inhibitor patients in September 2016

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Other Progress (1/2)

In-licensed

Xeloda®
Adjuvant therapy for rectal cancer (additional indication)
Approved in August 2016
(public knowledge-based application)

In-house

Actemra®
Rheumatoid arthritis (weekly dose)
Filed in August 2016

In-house

CIM331 / nemolizumab
Development of skin disease area
Licensed out to Maruho in September 2016

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Other Progress (2/2)

Breakthrough therapy designation from US FDA

In-house

AF802 / Alecensa®
1st line treatment of ALK positive non-small cell lung cancer

In-house

MRA / Actemra®
Giant cell arteritis

Discontinuation of development

In-licensed

GA101 / obinutuzumab
Aggressive non-Hodgkin's lymphoma

In-licensed

RG1662 / basmisanil
Improvement of intellectual ability in individuals with Down syndrome

In-licensed

RG3637 / lebrikizumab
Asthma

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Data Presentation / Results of Clinical Trials

In-licensed

RG7446 / atezolizumab

- Global P3 (OAK study) for non-small cell lung cancer met its Primary endpoint in September 2016
- Detailed data of OAK study was presented at the European Society for Medical Oncology in October 2016

In-house

MRA / Actemra®

Two study results to be presented at the American College of Rheumatology in November 2016

- Global P3 study for giant cell arteritis (GiACTA study):
  Primary endpoint was achieved.
- Domestic P3 study for Takayasu arteritis:
  Primary endpoint was not achieved, while a trend toward relapse suppression was confirmed.

  Filing is planned in 2016 for large-vessel vasculitis, which includes Takayasu arteritis and giant cell arteritis

Overview of Development Pipeline

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Projected Submissions (Post PoC NMEs and Products)

NME line extension

in-house

in-licensed

Filed

ALECENSA (AF802/RG7853) NSCLC [post-crizotinib] (EU)

NHL: non-Hodgkin's lymphoma
MPM: malignant pleural mesothelioma
NSCLC: non-small cell lung cancer
SCLC: small cell lung cancer
MIUC: muscle invasive urothelial carcinoma
IPF: idiopathic pulmonary fibrosis

2016	2017	2018	2019 and beyond
		emicizumab (ACE910/RG6013) Hemophilia A (non-inhibitor)	
		SA237 / RG6168 Neuromyelitis Optica	ACTEMRA (MRA) Systemic Sclerosis
	obinutuzumab (GA101/RG7159) Indolent NHL	PERJETA (RG1273) Gastric Cancer	atezolizumab (RG7446) MIUC (adjuvant)
	emicizumab (ACE910/RG6013) Hemophilia A (inhibitor)		nemolizumab (CIM331) Pruritus in Dialysis Patients
	PERJETA (RG1273) Breast Cancer (adjuvant)	atezolizumab (RG7446) Breast Cancer	atezolizumab (RG7446) SCLC
	Edirol (ED-71) Osteoporosis (China)		nemolizumab (CIM331) Atopic Dermatitis
ACTEMRA (MRA) Giant Cell Arteritis (overseas)	ALECENSA (AF802/RG7853) NSCLC[1L] (overseas)	atezolizumab (RG7446) Renal Cell Carcinoma	atezolizumab (RG7446) NSCLC (adjuvant)
	atezolizumab (RG7446) Urothelial Carcinoma		lebrikizumab (RG3637) IPF
ACTEMRA (MRA) Large-vessel Vasculitis	AVASTIN (RG435) MPM	AVASTIN (RG435) Renal Cell Carcinoma	KADCYLA (RG3502) Breast Cancer (adjuvant)
	atezolizumab (RG7446) NSCLC		gantenerumab (RG1450) Alzheimer's Disease

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Emicizumab (ACE910)
Pediatric inhibitor Phase III: HAVEN 2

Pediatric inhibitor patients receiving bypassing agents <12 years old[1], N=40

↓

Episodic or prophylactic bypass
(patients on episodic treatment and scheduled treatment)

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emicizumab
1.5 mg/kg/week[2]

1 With allowance for participants 12 to 17 years of age who weigh <40 kg.
2 To be started with a loading dose of 3 mg/kg/week for 4 weeks. The subsequent dose may be adapted based upon efficacy/bleed control.

Evaluation period: 52 weeks
Primary endpoint: The evaluation of efficacy, safety and pharmacokinetics of prophylactic emicizumab in pediatric hemophilia A patients with inhibitors on the basis of number of bleeds over time, percentage of adverse events and plasma trough concentration of emicizumab.

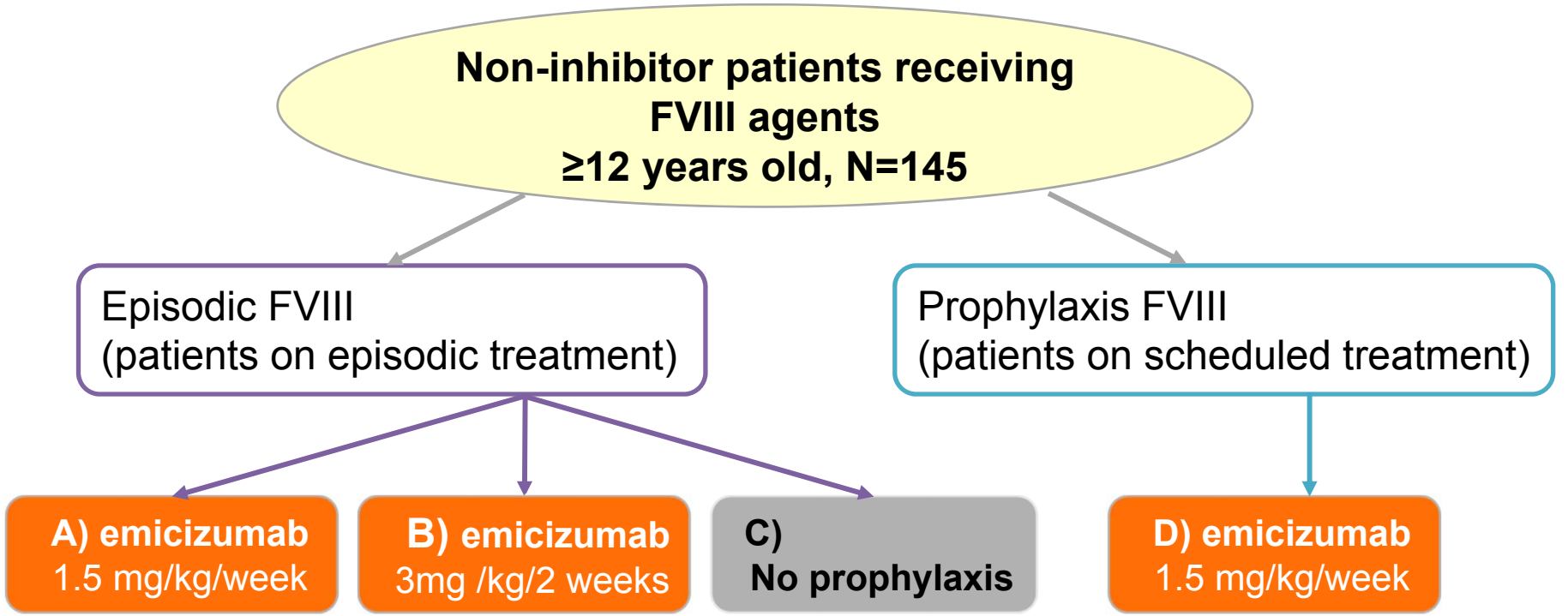
Overview of Development Pipeline

Innovation all for the patients

CHUGAI

Roche A member of the Roche group

Emicizumab (ACE910)
Non-inhibitor Phase III: HAVEN 3



All emicizumab arms are started with a loading dose of 3 mg/kg/week for 4 weeks.

Evaluation period : 24 weeks
Primary endpoint : The efficacy of prophylactic Emicizumab (Arm A and B) compared with no prophylaxis (Arm C) in hemophilia A patients without inhibitors on the basis of number of bleeds over time

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