

#### FY2008 3Q Consolidated Financial Overview

CHUGAI PHARMACEUTICAL CO., LTD. General Manager Finance&Accounting Dept. Toshiaki Itagaki

October 21, 2008



## **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 are rounded to the nearest 0.1 billion yen.

% is calculated based on amounts shown.

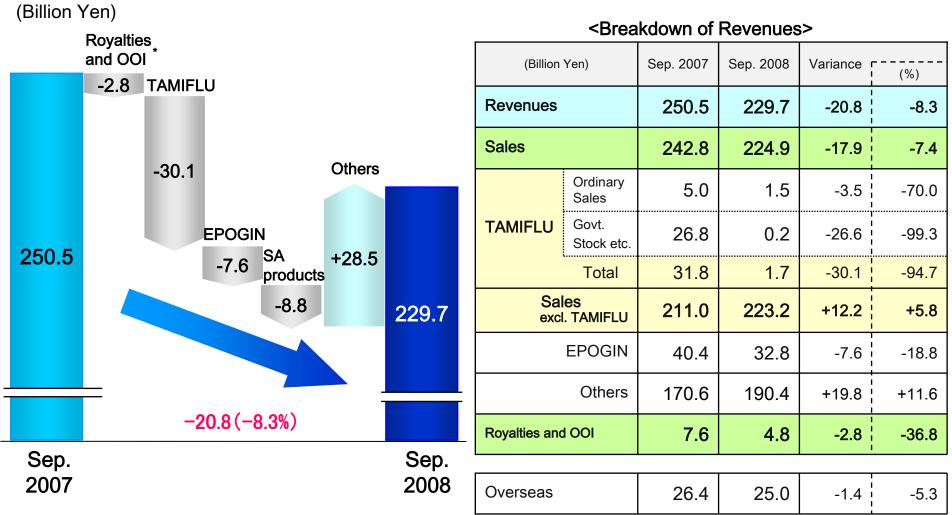


## Financial Overview (Year on Year)

(Pillion Yon)	Sep.	Sep.	Variance						
(Billion Yen)	2007	2008	vanance	(%)	(Billion Yen)				
Revenues	250.5	229.7	-20.8	-8.3	> Revenues - 20.8 (-8.3%) Refer to P.4-P.5				
Cost of Sales	101.0	87.6	-13.4	-13.3					
% of Sales	41.6%	39.0%			> Operating Income -9.2 (-18.8%) Refer to P.6				
Selling & Admin. Exp.	61.6	65.9	+4.3	+7.0	$\sum_{i=1}^{n} \sum_{j=1}^{n} \sum_{i=1}^{n} \sum_{j=1}^{n} \sum_{i$				
% of Revenues	24.6%	28.7%			> Recurring Profit - 8.3 (-16.3%)				
R&D Exp.	38.8	36.3	-2.5	-6.4	> Net Income - 0.1 (-0.3%)				
% of Revenues	15.5%	15.8%							
Operating Income	49.0	39.8	-9.2	-18.8					
% of Revenues	19.6%	17.3%			Foreign Exchange Rate				
Recurring Profit	51.0	42.7	-8.3	-16.3	Average rate (Jan. 1 – Sep. 30, 2007) 119.36Yen/US\$、237.10Yen/£、97.96Yen/CHF、160.37Yen/4 Average rate (Jan. 1 – Sep. 30, 2008)				
% of Revenues	20.4%	18.6%							
Net Income	30.2	30.1	-0.1	-0.3	105.85Yen/US\$、206.00Yen/£、100.08Yen/CHF、160.93Yen/4				
% of Revenues	12.1%	13.1%							



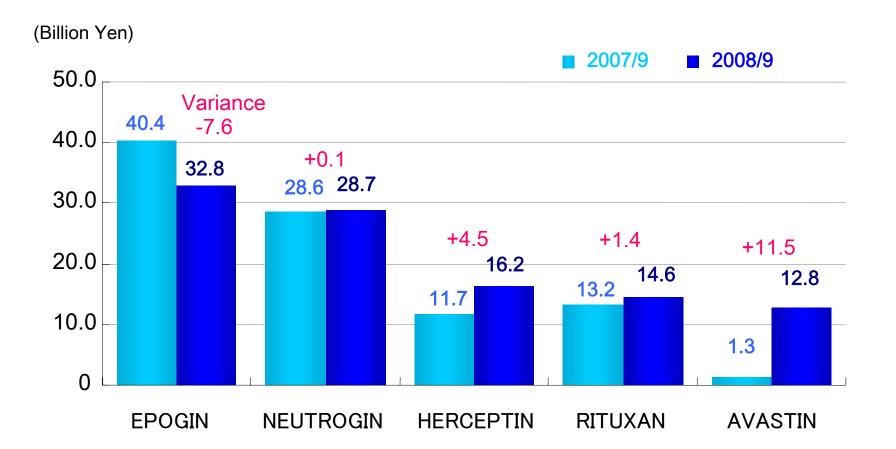
#### Revenues (Year on Year)



\* other operating income

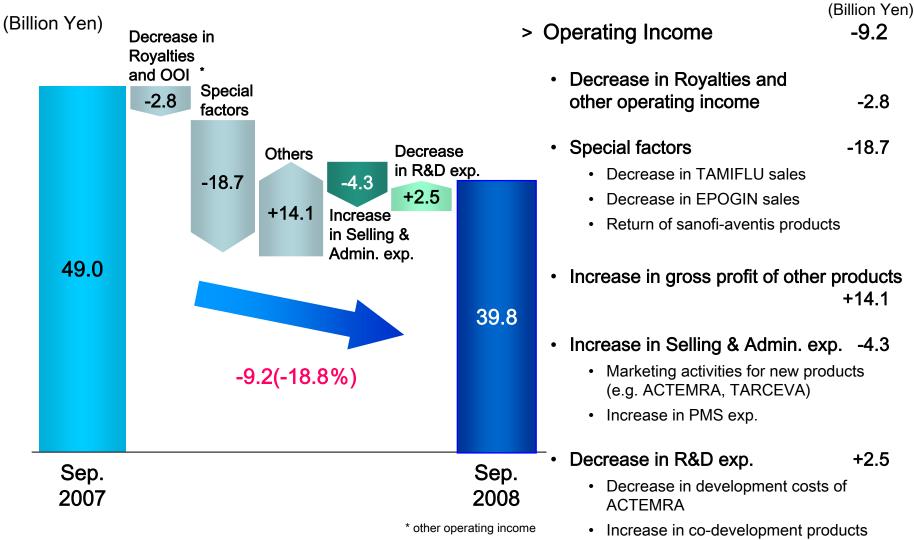


#### Sales of Top Five Products (Year on Year)





## **Operating Income (Year on Year)**





## Financial Overview (vs. Forecast)

(Billion Yen)	Revised Forecast	Actual Sep. 2008	Progress					
Revenues	Jul. 31 326.0	2008	70.5%	(Billion	Yen)	Forecast (Jul 31)	Actual Sep 2008	Progress
Cost of Sales	130.0	87.6	67.4%	Revenues		326.0	229.7	70.5%
% of Revenues	39.9%	38.1%			Ordinary Sales	3.7	1.5	40.5%
Selling & Admin Exp.	94.5	65.9	69.7%	TAMIFLU	Govt. Stock etc.	1.3	0.2	15.4%
% of Revenues	29.0%	28.7%			Total			
R&D Exp.	53.5	36.3	67.9%			5.0	1.7	34.0%
% of Revenues	16.4%	15.8%		Sales excl. TAMIFLU		321.0	228.0	71.0%
Operating Income	48.0	39.8	82.9%	EPOGIN		45.2	32.8	72.6%
% of Revenues	14.7%	17.3%			Others	275.8	195.2	70.8%
Recurring Profit	49.0	42.7	87.1%					
% of Revenues	15.0%	18.6%						
Net Income	33.0	30.1	91.2%					
% of Revenues	10.1%	13.1%						



# **Overview of R&D Activities**

CHUGAI PHARMACEUTICAL CO.,LTD. Vice President General Manager of Clinical Development Div. Yutaka Tanaka

October 21, 2008



## R&D Topics (January~April 2008)

- GC33:
  R7159(GA101):
  NA808:
- R597 (Herceptin):

■ MRA (Actemra):

Started phase I study for liver cancer Started phase I study for non-Hodgkin's lymphoma Started phase I study for chronic hepatitis C

 Approved for modification of manufacturing process for drug substance (to use porcine derived material) Received Complete Response Letter from the FDA regarding the US application for rheumatoid arthritis

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