

## **Conference on FY2023.12 Q1 Financial Results**

## CHUGAI PHARMACEUTICAL CO., LTD.

27 April 2023





## Important Reminder



#### **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.

#### **Core Results**

Chugai discloses its results on a Core basis from 2013 in conjunction with its transition to IFRS. Core results are the results after adjusting non-recurring items recognized by Chugai to IFRS results. Chugai's recognition of non-recurring items may differ from that of Roche due to the difference in the scale of operations, the scope of business and other factors. Core results are used by Chugai as an internal performance indicator, for explaining the status of recurring profits both internally and externally, and as the basis for payment-by-results.

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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#### Dr. Osamu Okuda

President & CEO

### **FY2023 Q1 Consolidated Financial Overview (Core)** Toshiaki Itagaki

Director, Executive Vice President & CFO



#### Tetsuya Yamaguchi

Executive Vice President, Head of Project & Lifecycle Management Unit



## Dr. Osamu Okuda

President & CEO

## **Financial Overview**

- Increases in revenue and profits were mainly driven by good penetration of new/mainstay products and steady growth of exports to Roche
- Excluding COVID-19-related drug impact, full-year revenue and profit are expected to increase, with no changes to the initial forecast

Core	2022	2023			2023	Progress	
(billions of JPY)	Jan -Mar	Jan -Mar	Growth		Jan - Dec	(%)	
	actual*	actual			forecast		
Revenue	268.4	312.2	+43.8	+16.3%	1,070.0	29.2%	
Domestic sales	161.7	192.7	+31.0	+19.2%	541.7	35.6%	
Overseas sales	81.0	98.8	+17.8	+22.0%	378.3	26.1%	
Other revenue	25.7	20.7	-5.0	-19.5%	150.0	13.8%	
Operating profit	98.9	105.4	+6.5	+6.6%	415.0	25.4%	
Operating margin	36.8%	33.8%	-3.0%pts	-	38.8%	-	
Net income	70.6	78.4	+7.8	+11.0%	306.0	25.6%	
EPS (yen)	42.91	47.66	+4.75	+11.1%	186.00	25.6%	

- Domestic sales grew mainly due to the supply of Ronapreve to the government and the good market penetration of new/mainstay products despite the impact of NHI drug price revision and generics. Domestic sales excl.
   Ronapreve maintained steady growth at 111.5 billion yen (+ 10.5%)
- Overseas sales increased mainly due to Alecensa and Actemra exports to Roche
- Other revenue decreased due to the termination of royalty income from initial shipments of Hemlibra

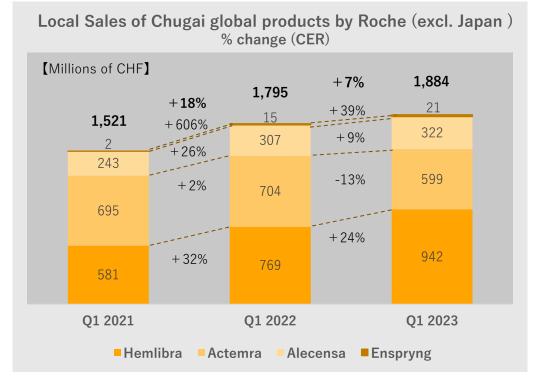
\* Starting from FY2023, Chugai has excluded income from disposal of product rights from revenue. In conjunction with this change, the results for FY 2022 have been restated accordingly.



## CHUGAI

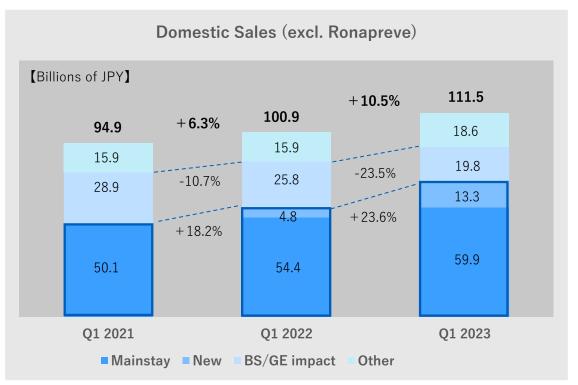
## Progress of Q1 Sales of Chugai Global Products and Domestic Sales

- Local sales of Chugai global products by Roche are steadily penetrating the market, mainly due to Hemlibra
- Domestic sales increased by the good performance of new/mainstay products, surpassing the negative impacts of biosimilars/generic drugs



#### Hemlibra: Patient Share in Hemophilia A in Japan

Q4 2021	Q1 2022	Q2 2022	Q3 2022	Q4 2022	Q1 2023
24.7%	26.3%	27.3%	28.5%	29.2%	30.0%



Mainstay products: Tecentriq, Hemlibra, Actemra, Perjeta, Alecensa, Enspryng, Kadcyla New products: Polivy, Evrysdi, Vabysmo

Products impacted by BS/GE: Avastin, Herceptin, Rituxan, Edirol, Oxarol, CellCept



## **Updates of In-house Developed Late-stage Products**

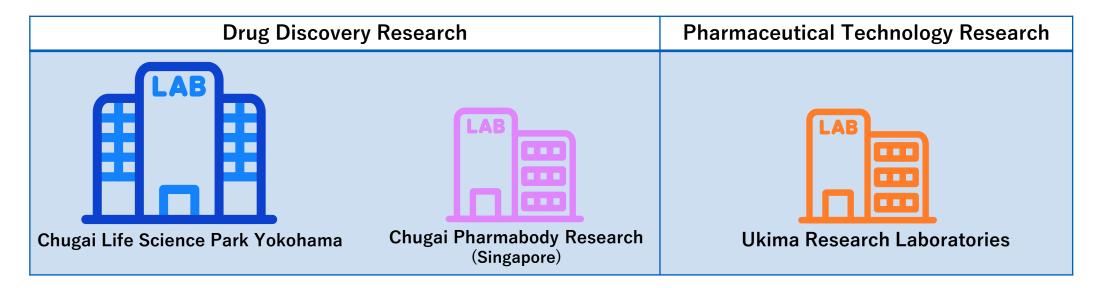
Crovalimab and nemolizumab sequentially achieved primary endpoints in the pivotal studies

Product	Expected indication	Pivotal Study	Medical conference	Expected file/launch year
crovalimab Initiated by Roche	PNH	COMMODORE2 met primary endpoints and the other P3 study COMMODORE1 supported the favorable benefit-risk profile in February 2023	To be presented at EHA 2023 (June 8-11)	To be filed in H1 2023 (JP/US/EU) * In China, filed in 2022
nemolizumab [overseas]	Atopic dermatitis	Two P3 studies (ARCADIA1/2) met all co-primary endpoints and key secondary endpoints in Q1 2023	To be presented in H2 2023	To be launched in H2 2024 (US)
Initiated by Galderma	Prurigo nodularis	OLYMPIA2 met all primary endpoints and all key secondary endpoints. The other P3 study OLYMPIA1 is on track.	Results of OLYMPIA 2 were presented as a late-breaking presentation at AAD in March 2023	To be launched in H2 2024 (US)
orforglipron (OWL833)	Type 2 diabetes	P3 study scheduled to start in H1 2023	_	_
Initiated by Eli Lilly and Company	Obesity	P3 study scheduled to start in H1 2023	_	_



## Research Facilities for Drug Discovery and Pharmaceutical Technology

Chugai Life Science Park Yokohama started full operation in April, integrating Fuji Gotemba and Kamakura Research Laboratories



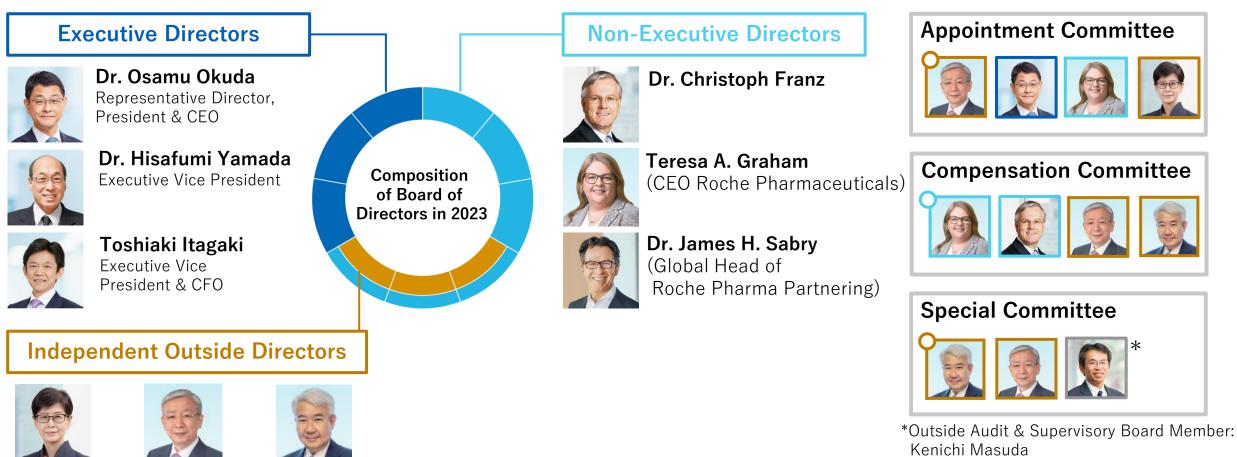
#### Progress toward relocation of the research laboratories

Research laboratory	Site area	Buyer	Planned disposition date
Fuji Gotemba research lab.	142,285m <sup>2</sup>	Yoshicon Co., Ltd.	2023 Q4 (as-is)
Kamakura research lab. South side site	53,945m <sup>2</sup>	HASEKO Corporation	2023 Q3 (as-is)
Kamakura research lab. North side site	35,359m²	Takasago International Corporation	2025 Q4 (vacant site)

## Composition of Board of Directors (as of April 1, 2023)



Diverse personnel composition from Chugai, outside the company, and Roche



OO: Chair

Dr. Mariko

Y. Momoi

Hideo Teramoto



## **Early Retirement Incentive Program**

Background	<ul> <li>Increased difficulty in developing new drugs, promotion of measures to curb medical/pharmaceutical expenses in Japan and overseas, expansion of market penetration of generic drugs and biosimilars and other factors, further accelerated the severe business environment</li> <li>Change in business activities associated with the advancement of digital technology</li> </ul>
Purpose	<ul> <li>Swift response to the drastically changing business environment and our management issues, and implement structural reform toward strategic resource allocation</li> <li>Support for employees who retire early and seek new opportunities due to diversified views on work and lifestyles</li> </ul>
Outline	<ul> <li>Eligible employees</li> <li>Employees aged 40 or over [Detailed criteria are specified separately]</li> <li>Application period</li> <li>From April 3 to April 21, 2023</li> <li>Retirement date</li> <li>June 30, 2023</li> <li>Number of applicants</li> <li>374 employees</li> <li>Incentives</li> <li>(i) Special additional allowance on top of regular retirement allowance (ii) Reemployment support services</li> <li>Impact on financial performance</li> <li>Special additional allowance and other expenses related to this program of approximately JPY 10.4 billion will be reported as Non-Core item *Negligible impact on the forecast for FY2023 consolidated core results</li> </ul>



## Toshiaki Itagaki

Director, Executive Vice President & CFO



## P/L Jan – Mar (Non-core adjustment)

	IFRS	Non-core	Core	
(Billions of JPY)		Intangible assets	Others	results
Revenue	312.2			312.2
Sales	291.5			291.5
Other revenue	20.7			20.7
Cost of sales	-151.3	+0.3		-151.0
Research and development	-42.9	+4.9	+1.9	-36.1
Selling, general and administration	-21.0		+0.0	-21.0
Other operating income (expense)	1.3		+0.0	1.3
Operating profit	98.3	+5.2	+1.9	105.4
Financial account balance	1.4			1.4
Income taxes	-26.2	-1.6	-0.6	-28.3
Net income	73.5	+3.6	+1.3	78.4
EPS (JPY)	44.67			47.66

Non-core items	(Billions of JPY)	
Intangible assets		
Amortization	+0.5	
Impairment	+4.7	
Others		
Restructuring expenses, etc.	+1.9	



## P/L (2022 Jan – Mar)Renaming and Reclassification

(Billions of JPY)	2022
	Actual
Revenue	268.6
Sales	242.7
Domestic	161.7
Overseas	81.0
Royalties and other operating income	25.9
Royalty and profit-sharing income	25.2
Other operating income	0.7
Cost of sales	- 114.1
(cost to sales ratio)	47.0%
Operating expenses	- 55.6
M&D and G&A	- 22.7
Research and development	- 32.9
Operating profit	98.9
(operating margin)	36.8%
Net income	70.6
EPS (JPY)	42.91

For 2022 results in the following slides, categories are after renaming and reclassification.

### Blue text :renamed categories

5.9		
5.2	0.2 billion JPY	
0.7	Income from dispo	sal of
4.1	product rights is re	eclassified
0%	to the new categor operating income (	-
<b>b.</b> 6		

#### 0.0 billion JPY

Income and expenses associated with operating activities that were previously included in "G&A" but could not be classified into functional expense categories such as gain (loss) on sale of land and buildings, etc., is reclassified to the new category "Other operating income (expense)"

(Billions of JPY)	2022
	Actual
Revenue	268.4
Sales	242.7
Domestic	161.7
Overseas	81.0
Other revenue	25.7
Cost of sales	- 114.1
(cost to sales ratio)	47.0%
Research and development	- 32.9
Selling, general and administration	- 22.7
Other operating income (expense)	0.2
Operating profit	98.9
(operating margin)	36.8%
Net income	70.6
EPS (JPY)	42.91

## P/L Jan – Mar (Year on Year)

(Billions of JPY)	2022	2023	Growth
Revenue	268.4	312.2	+ 43.8 + 16.3%
Sales	242.7	291.5	+ 48.8 + 20.1%
Domestic	161.7	192.7	+ 31.0 + 19.2%
Overseas	81.0	98.8	+ 17.8 + 22.0%
Other revenue	25.7	20.7	- 5.0 - 19.5%
Cost of sales	-114.1	-151.0	- 36.9 + 32.3%
( cost to sales ratio)	47.0%	51.8%	+4.8%pts
Research and development	-32.9	-36.1	- 3.2 + 9.7%
Selling, general and administration	-22.7	-21.0	+ 1.7 - 7.5%
Other operating income (expense)	0.2	1.3	+ 1.1 + 550.0%
Operating profit	98.9	105.4	+ 6.5 + 6.6%
(operating margin)	36.8%	33.8%	-3.0%pts
Financial account balance	-0.8	1.4	+ 2.2
Income taxes	-27.5	-28.3	- 0.8 + 2.9%
Net income	70.6	78.4	+ 7.8 + 11.0%
EPS (JPY)	42.91	47.66	+4.75 + 11.1%



#### **Domestic sales**

Increase due to sales growth of new products as well as mainstay products

#### **Overseas sales**

Increase in sales of Alecensa and Actemra

#### Other revenue

Decrease due to end of royalty income for initial shipping inventory of Hemlibra

#### Cost of sales

Cost to sales ratio higher due to a change in product mix, impact from foreign exchange, etc.

#### **Research and development**

Increase due to investments in research and early development, including start of operation of Chugai Life Science Park Yokohama, progress of development projects, etc.

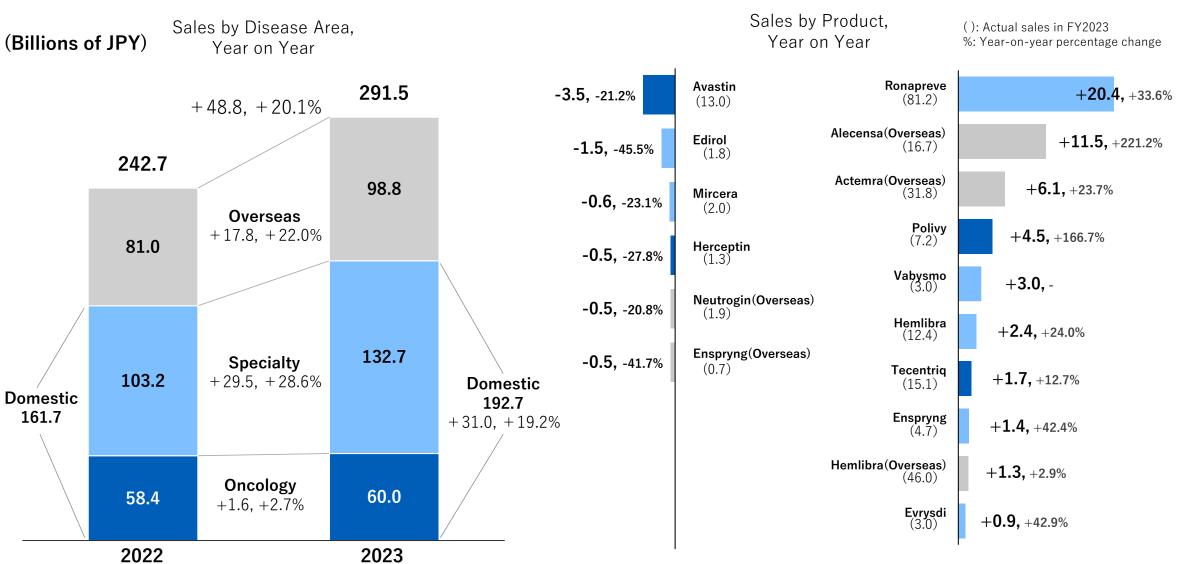
#### Selling, general and administration

Decrease in various expenses

#### Other operating income (expense)

Increase in income due to gain on sales of property, plant and equipment, etc.

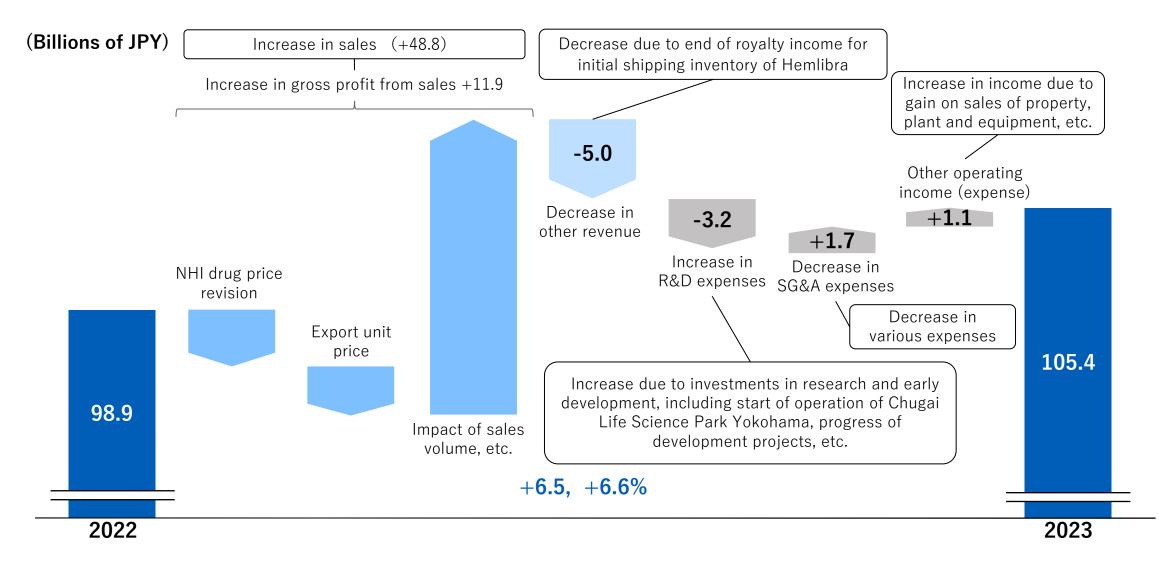
## Sales Jan – Mar (Year on Year)





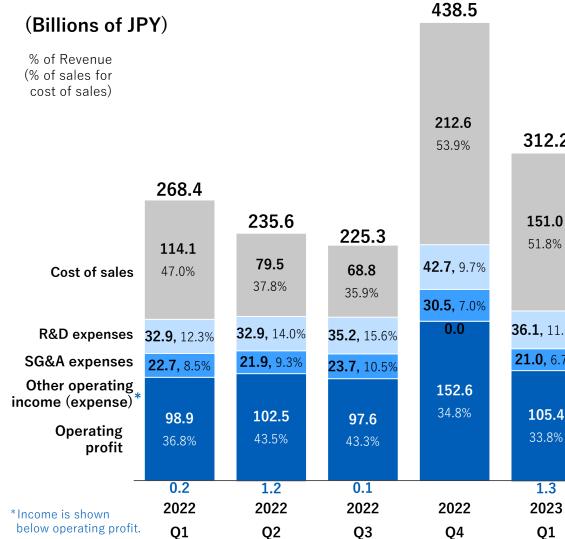


## **Operating Profit Jan – Mar (Year on Year)**





## Structure of Costs and Profit by Quarter



8.5			Year on Year (2022 Q1)
			<b>Cost of sales ratio</b> : higher due to a change in product mix, impact from foreign exchange, etc.
<b>2.6</b> 9%		312.2	<b>R&amp;D expenses</b> : increase due to investments in research and early development, including start of operation of Chugai Life Science Park Yokohama, progress of development projects, etc.
9 /0			SG&A expenses: decrease in various expenses
		151.0	<b>Other operating income (expense)</b> : increase in income due to gain on sales of property, plant and equipment, etc.
		51.8%	<b>Operating profit</b> : +6.5 billion JPY, +6.6%
<b>,</b> 9.7%			
, 7.0% . <b>0</b>	2	<b>C 1</b> 11 COV	Quarter on Quarter (2022 Q4)
.0		<b>6.1,</b> 11.6%	Cost of sales ratio: improved due to a change in product mix, etc.
2.6	2	<b>1.0,</b> 6.7%	<b>R&amp;D expenses</b> : decrease in line with the trend of previous years
<b>2.0</b> .8%		105.4	SG&A expenses: decrease in line with the trend of previous years
		33.8%	<b>Other operating income (expense)</b> : increase in income due to gain on sales of property, plant and equipment, etc.

**Operating profit**: -47.2 billion JPY, -30.9%

## Structure of Revenue by Quarter



438.5 (Billions of JPY) 43.9,10.0% % of Revenue 127.5 312.2 29.1% **20.7,**6.6% 268.4 235.6 **25.7,**9.6% 98.8 Other revenue 225.3 31.6% **25.5,**10.8% 81.0 **33.4,**14.8% 30.2% **Overseas sales** 98.0 78.1 41.6% 267.1 34.7% 60.9% 192.7 161.7 61.7% **Domestic sales** 60.2% 112.1 113.7 47.6% 50.5% 2022 2022 2022 2022 2023 Q1 Q2 **Q**3 **Q**4 Q1

#### Year on Year (2022 Q1)

**Domestic sales**: significant increase due to sales growth of new products as well as mainstay products

Overseas sales: increase in sales of Alecensa and Actemra

**Other revenue**: decrease due to end of royalty income for initial shipping inventory of Hemlibra

#### Quarter on Quarter (2022 Q4)

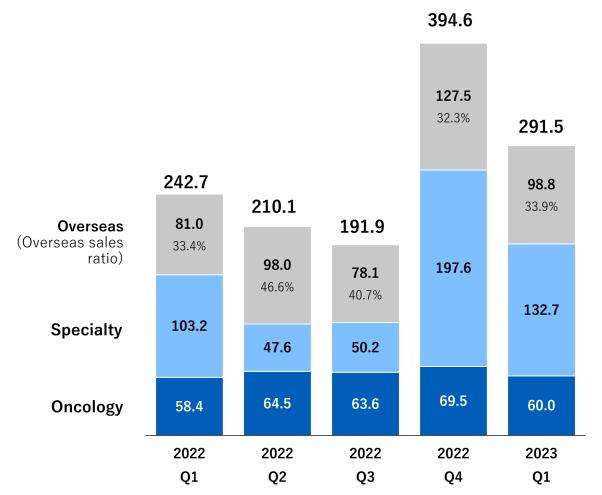
**Domestic sales**: significant decrease in line with the trend of previous years and sales of Ronapreve

**Overseas sales**: significant decrease in sales of Actemra and Hemlibra

**Other revenue**: decrease in income related to Hemlibra and Alecensa

## Structure of Sales by Quarter

(Billions of JPY)



#### CHUGAI Roche Roche Group Tecentriq: +1.7+20.4 Vabysmo: +3.0Enspryng: +1.4Actemra: +6.1

#### Quarter on Quarter (2022 Q4)

Year on Year (2022 Q1)

Polivy:

Avastin:

Ronapreve:

Hemlibra:

Alecensa:

Hemlibra:

Edirol:

Oncology

Specialty

**Overseas** 

Oncology	Avastin:	-3.6	Tecentriq:	-2.0
	Alecensa:	-1.4	Perjeta:	-1.2
Specialty	Ronapreve:	-61.6	Hemlibra:	-1.7
	Actemra:	-1.6		
Overseas	Actemra:	-18.5	Hemlibra:	-12.7
	Alecensa:	+3.2		

+4.5

-3.5

+2.4

-1.5

+11.5

+1.3

## P/L Jan – Mar (vs. Forecast)

	Actual	Fore	cast	2022
(Billions of JPY)	2023	2023	Drogross	Drogroce*
	Jan - Mar	Jan - Dec	Filgless	Progress*
Revenue	312.2	1,070.0	29.2%	23.0%
Sales	291.5	920.0	31.7%	23.4%
Domestic	192.7	541.7	35.6%	24.7%
Overseas	98.8	378.3	26.1%	21.1%
Other revenue	20.7	150.0	13.8%	20.0%
Cost of sales	- 151.0	- 405.0	37.3%	24.0%
(cost to sales ratio)	51.8%	44.0%	-	-
Research and development	- 36.1	- 165.0	21.9%	22.9%
Selling, general and administration	- 21.0	- 100.0	21.0%	23.0%
Other operating income (expense)	1.3	15.0	8.7%	14.3%
Operating profit	105.4	415.0	25.4%	21.9%
(operating margin)	33.8%	38.8%	-	-
Net income	78.4	306.0	25.6%	22.2%
EPS (JPY)	47.66	186.00	25.6%	22.2%



#### **Domestic sales**

Overall progress nearly in line with forecast (2023 progress excluding Ronapreve: 24.2% 2022 progress excluding Ronapreve: 22.4%)

#### **Overseas sales**

Progress nearly in line with forecast

#### Other revenue

Progress nearly in line with forecast

#### Cost of sales

Cost to sales ratio nearly in line with Q1 forecast

#### **Research and development**

Progress nearly in line with forecast

#### Selling, general and administration

Progress nearly in line with forecast

#### Other operation income (expense)

Progress nearly in line with forecast

## Sales Jan – Mar (vs. Forecast)



	Actual	Fore	cast	2022
(Billions of JPY)	2023 Jan - Mar	2023 Jan - Dec	Progress	Progress *
Sales	291.5	920.0	31.7%	23.4%
Domestic	192.7	541.7	35.6%	24.7%
Oncology	60.0	253.3	23.7%	22.8%
Tecentriq	15.1	67.7	22.3%	22.0%
Avastin	13.0	48.1	27.0%	24.4%
Polivy	7.2	31.6	22.8%	17.4%
Perjeta	7.5	31.0	24.2%	22.9%
Alecensa	6.6	28.2	23.4%	21.8%
Kadcyla	3.8	14.1	27.0%	22.7%
Herceptin	1.3	4.9	26.5%	25.4%
Gazyva	0.8	4.5	17.8%	25.0%
Rituxan	0.9	3.7	24.3%	22.7%
Foundation Medicine	1.9	8.3	22.9%	22.5%
Other	1.9	11.2	17.0%	25.2%

	Actual	Fore	cast	2022
(Billions of JPY)	2023 Jan - Mar	2023 Jan - Dec	Progress	Progress *
Specialty	132.7	288.4	46.0%	25.9%
Ronapreve	81.2	81.2	100.0%	29.8%
Hemlibra	12.4	53.7	23.1%	20.3%
Actemra	9.9	44.3	22.3%	23.1%
Enspryng	4.7	21.6	21.8%	19.8%
Vabysmo	3.0	17.4	17.2%	0.0%
Evrysdi	3.0	14.1	21.3%	18.3%
Mircera	2.0	7.6	26.3%	24.1%
CellCept	1.6	6.7	23.9%	22.8%
Edirol	1.8	5.2	34.6%	29.5%
Other	13.1	36.7	35.7%	24.6%
Overseas	98.8	378.3	26.1%	21.1%
Hemlibra	46.0	185.2	24.8%	23.1%
Actemra	31.8	121.4	26.2%	19.7%
Alecensa	16.7	50.4	33.1%	12.8%
Enspryng	0.7	3.8	18.4%	42.9%
Neutrogin	1.9	7.3	26.0%	27.6%
Edirol	0.0	0.5	0.0%	0.0%
Other	1.8	9.7	18.6%	22.6%



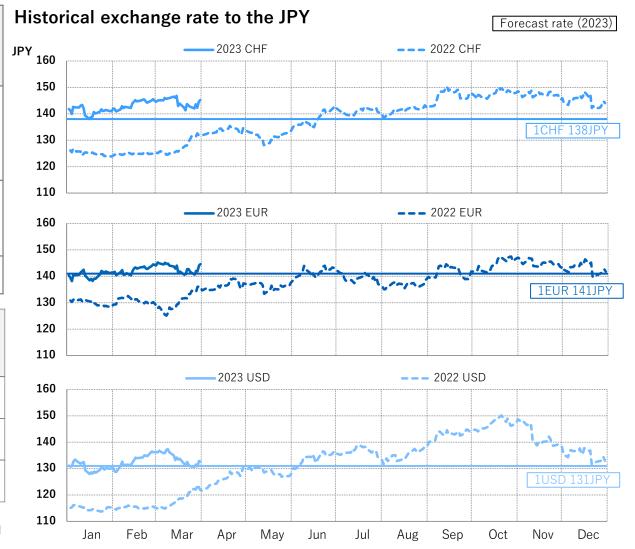
## Impact from Foreign Exchange Jan – Mar

(Billions of JPY)	vs. 2022 Actual rate	vs. 2023 Forecast rate
Revenue	+11.9	-1.3
Sales	+10.5	-0.6
Other revenue	+1.4	-0.7
Cost of sales	-13.0	-0.0
Other than above*1	-0.9	-0.1
Operating profit	-2.0	-1.4

Evolungo roto	2022	2023
Exchange rate (JPY)	Jan - Mar	Jan - Mar
(JFT)	Actual rate <sup>*2</sup>	Actual rate <sup>*2</sup>
1CHF	121.27	137.05
1EUR	130.68	141.96
1USD	111.13	132.79

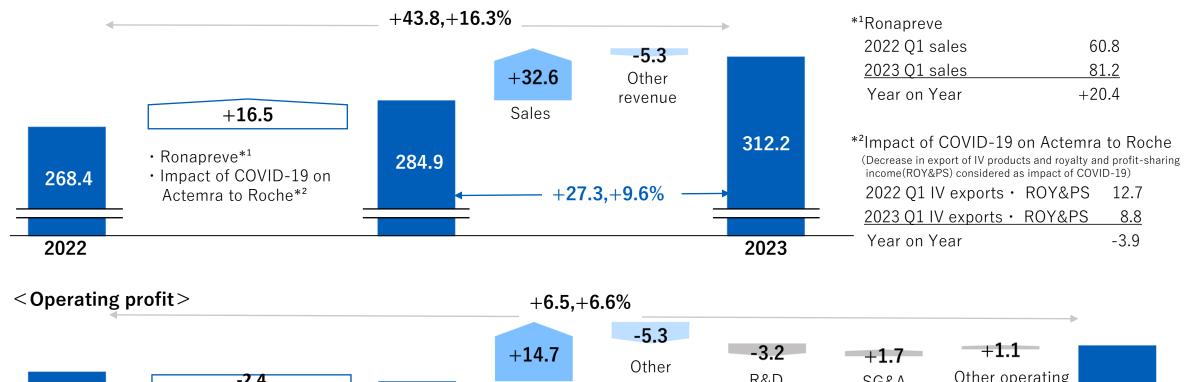
 $\ast 1$  Total of R&D expenses, SG&A expenses and other operating income (expense)

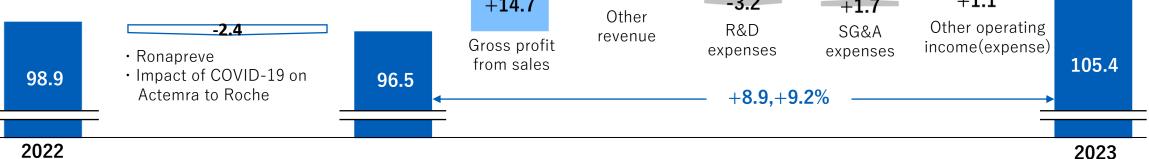
\*2 Weighted average of the exchange rates used to record foreign currency transactions included in categories from revenue to operating profit



## P/L Analysis Jan – Mar (Year on Year)

<Revenue>

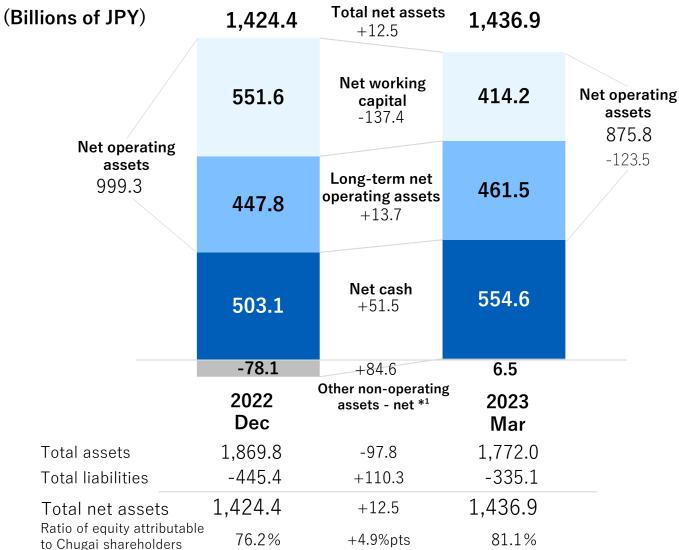






(Billions of JPY)

## Financial Position (vs. 2022 Year End)





#### Decrease in net working capital

Decrease in trade accounts receivable including Ronapreve

#### Increase in long-term net operating assets

Increase in property, plant and equipment due mainly to the investment in manufacturing building for APIs<sup>\*2</sup> (FJ3) at Fujieda Plant

#### Increase in net cash

(See next slide)

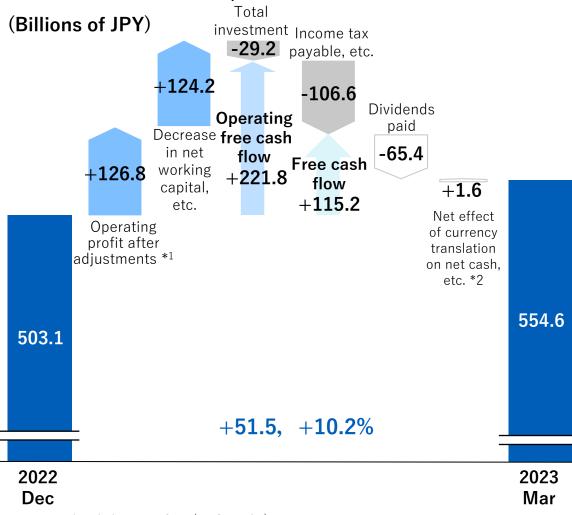
#### Increase in other non-operating assets – net

Increase due mainly to a decrease in accrued corporate tax

 $\ast$  1 E.g., deferred income tax assets, accrued corporate tax, etc.

\* 2 APIs: active pharmaceutical ingredients

## Net Cash (vs. 2022 Year End)





Operating profit after adjustment <sup>*1</sup>	+126.8
Operating profit *1	+98.3
Depreciation, amortization and impairment $^{*1}$	+13.4
Decrease in net working capital, etc.	+124.2
Trade accounts receivable, accounts payable and inventory of Ronapreve	+56.6
Total investment	-29.2
Property, plant and equipment	-27.2
Payment for lease liabilities	-2.0
Intangible assets	-
Operating free cash flow	+221.8
Income tax payable, etc.	-106.6
Income tax payable	-95.6
Free cash flow	+115.2
Dividends paid	-65.4
Net effect of currency transaction on net cash, etc. <sup>*2</sup>	+1.6

\*1 Including Non-Core (IFRS results)

\*2 Net effect of currency translation on net cash, etc. = Transaction in own equity instruments + Purchase of non-controlling interests + Net effect of currency translation on net cash(\*3)

\*3 Results from using different types of exchange rates when consolidating overseas subsidiaries in financial statements, i.e. net cash using end of period exchange rate and free cash flows using average exchange rate. (Chugai defines this term based on International Accounting Standard (IAS) 7 and IAS 21)



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## Current Status / Plan for Major Investments

••••••				
	2012         2016         2017         2018         2019         2020         2021         2022         2023         2024         2025         2	2026 2027		
	<b>Fujieda Plant:</b> Construction of a new synthetic manufacturing building to accelerate the development of small- and mid-size molecule active pharmaceutical ingredients (FJ2)			
roduction	Fujieda Plant:       Construction of a manufacturing building for active pharmaceutical ingredients to cover la development and early commercial production of small and mid-size molecule drugs (FJ3         2021.24: EE 5 billion JPY	)		
Ukima Branch:       Construction of biopharmaceutical APIs manufacturing building for early-stage clinic         2021-24: 55.5 billion JPY (30.2 billion         Ukima Branch:       Construction of biopharmaceutical APIs         2021-23: 12.1 billion JPY (5.2 billion)				
	CPR (Singapore): Accelerate creation of clinical candidates utilizing proprietary antibody technologies			
Research	2012-21: 476 million SGD (437 million SGD), incl. capital investments of 61 million SGD (70 million SGD) 2022-26: 282 million SGD (75 million SGD), incl. capital investments of 21 million SGD (4	million SGD)		
and Chugai Life Science Park Yokohama: Building of state-of-the-art R&D site to create innovative new drug candidates				
development Purchase of business site 2016-18: 43.0 billion JPY Construction of laboratory 2019-22: 128.8 billion JPY		billion JPY)		
Funding to <b>IFReC</b> per comprehensive collaboration agreement				
	2017-27: 10.0 billion JPY (6.0 billion JPY)			
	Environmental investment: Equipment upgrade to achieve Med-Term Environmental Goals 2030	//		
nvironment	2022-32: estimate 107.2 billion JPY Incl. research: 19.6 billion JPY, pharmaceutical/manufactur	ing: 87.6 billion JP unt at the end of Mar,		



## Tetsuya Yamaguchi

Executive Vice President, Head of Project & Lifecycle Management Unit

# Overview of Development Pipeline Q1 Topics (1/2)



As of April 27, 2023

Approved	Actemra/RG1569	COVID-19 in hospitalized adult patients (Taiwan, Import drug license)	April 2023
Filed	Actemra/RG1569	Cytokine release syndrome induced by cancer treatment	February 2023
Filed	Vabysmo	Macular Edema Associated with Retinal Vein Occlusion (RVO)	April 2023
	Gazyva	Pediatric nephrotic syndrome	P3(March 2023)
	Vabysmo	Angioid streaks	P3(March 2023)
New to pipeline	giredestrant	Breast cancer [1L-3L] (in combination with everolimus)	P3(April 2023)
	GYM329/RG6237	Facioscapulohumeral muscular dystrophy (FSHD)	P2(March 2023)
	SAIL66	CLDN6 positive solid tumors	P1(April 2023)
	crovalimab/RG6107	Lupus nephritis (LN)	P1(February 2023)
Readout in	crovalimab/RG6107	Paroxysmal nocturnal hemoglobinuria (PNH) / COMMODORE1, COMMODORE2	February 2023
pivotal study	nemolizumab	Atopic dermatitis / ARCADIA1, ARCADIA2	March 2023

Letters in orange : in-house projects (global development) Letters in blue : in-licensed from Roche (development and distribution in Japan)

# Overview of Development Pipeline Q1 Topics (2/2)



As of April 27, 2023

	Vabysmo	BALATON / COMINO (RVO): Angiogenesis, Exudation, and Degeneration 2023	February 2023
Medical conference	nemolizumab	OLYMPIA 2 (PN): American Academy of Dermatology (AAD) 2023	March 2023
	Tecentriq	IMbrave050 (HCC adjuvant): American Association for Cancer Research (AACR) 2023	April 2023
Literature publication	AMY109	Non-clinical efficacy data: Science Translational Medicine	February 2023
	Enspryng/RG6168	Forerunner Designation / AIE, MOGAD	March 2023
Others	Vabysmo	Orphan drug designation / Angioid streaks with neovascularization	March 2023
	gMSC®1	Termination of license agreement with TWOCELLS	April 2023
Development	ipatasertib	Prostate cancer (1L) (IPATential150 study in combination with abirate	erone)
discontinued	Tecentriq	Renal cell carcinoma (2L) (CONTACT-03 study in combination with ca	abozantinib)

Letters in orange : in-house projects (global development) Letters in blue : in-licensed from Roche (development and distribution in Japan) Letters in black : others

## 2023: Key R&D Milestones



Underlined and bolded are new progress since February 2, 2023

	Product	Indication/Study name	Progress
	Actemra	Systemic sclerosis with interstitial lung disease (SSc-ILD) (EU)	
Projects to be	Hemlibra	Moderate hemophilia A (EU)	✓
approved	crovalimab	PNH (China)	
	RG6264 (PER/HER FDC)	HER 2 positive Breast cancer/Colorectal cancer	
	Alecensa	ALINA Study: NSCLC [adjuvant]	
	<u>crovalimab</u>	COMMODORE 1/2 study: PNH	
	<u>nemolizumab</u>	ARCADIA 1/2 study: Atopic dermatitis	
D2/Divetel	Tecentriq + Avastin	IMbrave050 study: HCC [adjuvant]	✓
P3/Pivotal readouts	<u>Tecentriq</u>	IMpassion030: eBC [adjuvant]	×
Teauouts	Tecentriq	IMvoke010 study: HNC [adjuvant]	
	Tecentriq+ tiragolumab	SKYSCRAPER-01 study: NSCLC [1st line]	
	mosunetuzumab+Polivy	SUNMO study*: r/r aNHL	
	delandistrogene moxeparvovec	EMBARK study: Duchenne muscular dystrophy (DMD)	

Letters in orange : in-house projects (development in global) Letters in blue : in-licensed from Roche (development and distribution in Japan) \* Readout expected in 2023-2024

Filed in China with COMMODORE 3 results



## Primary Endpoints Met (crovalimab/nemolizumab)

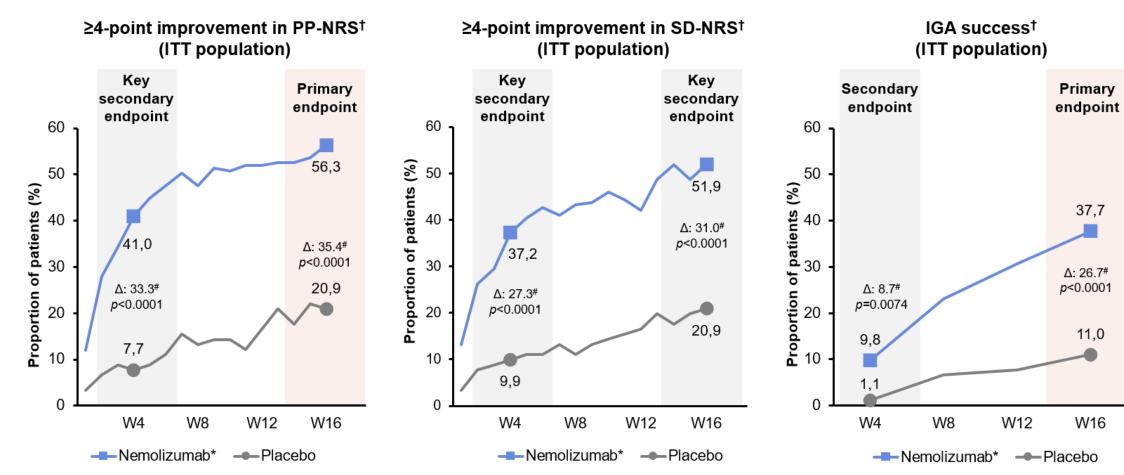
Two in-house projects achieved primary endpoints in multiple Phase 3 studies

crovalimab	nemolizumab
COMMODORE 1, COMMODORE 2 (PNH)	ARCADIA 1, ARCADIA 2 (Atopic dermatitis)
COMMODORE 2: Non-inferiority study with standard therapy in patients with PNH who had not previously been treated with a complement inhibitor met its two primary endpoints. Verified non-inferiority to standard therapy. [Primary endpoints] • Transfusion avoidance • Hemolytic control (LDH level; ongoing RBC destruction)	<ul> <li>Both ARCADIA 1 and ARCADIA 2 in patients with moderate to severe atopic dermatitis (adolescent to adult) met primary and key secondary endpoints</li> <li>Nemolizumab in combination with TCS (topical steroid) was evaluated in comparison to placebo, administered subcutaneously every 4 weeks</li> <li>Improved skin lesions, itching, sleep disturbances</li> <li>Presentation at a conference in late 2023, launch planned in H2 2024 (US)</li> </ul>
COMMODORE 1: P3 study in patients with PNH who switched to crovalimab from an existing complement inhibitor. Efficacy and safety supported the favorable benefit-risk profile of the COMMODORE 2. • The results of COMMODORE 1/2 will be presented at EHA2023	<ul> <li>OLYMPIA 1, OLYMPIA 2 (Prurigo Nodularis)</li> <li>OLYMPIA 2 study met all primary and all key secondary endpoints. The other P3 study OLYMPIA 1 is on track.</li> <li>Details of the OLYMPIA 2 study are on the next slide.</li> <li>To be launched in H2 2024 (US)</li> </ul>

#### 31

# Significant Improvements in itch, sleep disturbance and skin lesions at Weeks 4 and 16





Presented at American Academy of Dermatology Annual Meeting (March 17-21) All rights reserved

CMH, Cochran-Mantel-Haenszel; ITT, intention-to-treat; PP-NRS, peak pruritus Numerical Rating Scale; SD-NRS, sleep disturbance Numerical Rating Scale; W, week

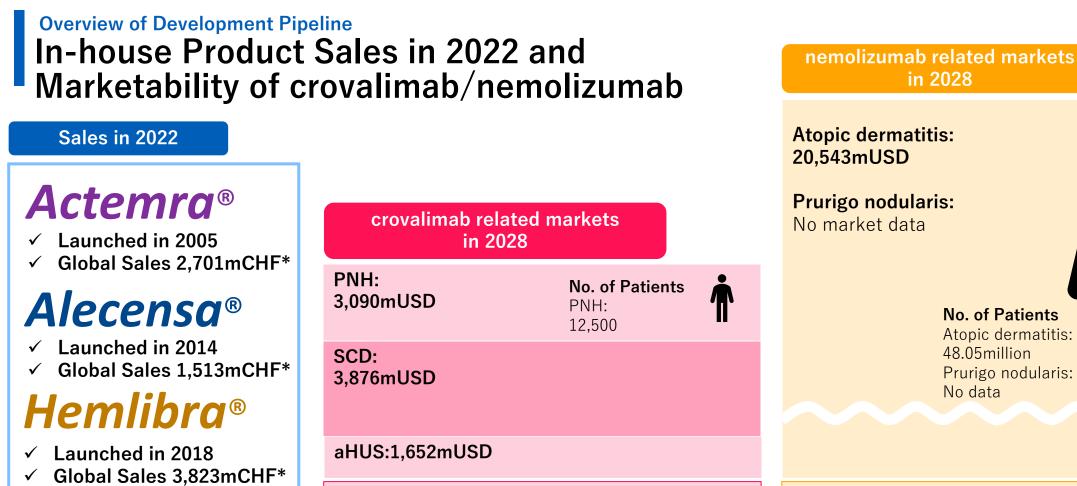
Baseline was defined as the last non-missing weekly value before the first dose of the study drug.

Data presented here are of non-responder imputation (missing result at a visit was considered non-response).

If a subject received any rescue therapy, the data at/after receipt of rescue therapy were considered of non-responders.

\*Nemolizumab is an investigational drug and Galderma has not received approval for any indication in any country.

<sup>†</sup>Weekly average PP-NRS/SD-NRS score was considered, and the values were calculated as average of 7 consecutive days data up to the target study day (excluding) and set to missing if <4 days data are available. <sup>#</sup>Unadjusted proportion differences are presented. Unadjusted p-values for between-group comparisons are from the CMH test.

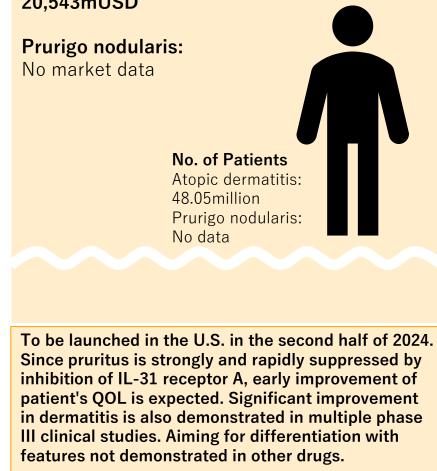


## **Enspryng**®

- ✓ Launched in 2020
- ✓ Global Sales 192mCHF\*

\*Data from Roche financial results

aHUS:1,652mUSD To be filed for approval in H1 2023 in Japan, US, and EU (PNH). Subcutaneous and self-injectable formulation with small dosing volume enables administration at home. Shorter dosing time may provide benefits to patients and medical professionals.



Roche Roche Group

Market size: Evaluate's sales estimates based on marketed and developed products (obtained PoC in principle) in each market. Patient number: Based on data provided by Evaluate. Total number of patients in EU5, US, JP, and Canada. Evaluate-provided patient count data is not available for SCD, aHUS, and PN.

### **Overview of Development Pipeline Projected Submissions** (Post PoC NMEs and Products)



as of April 27, 2023

Filed	ACTEMRA (MRA/RG1569) ★ CRS induced by cancer treatment	VABYSMO (RG7716) RVO	in-house	NME Line	e extension	as of April 27, 2025
crovalimab (SKY59/RG6107) PNH (China)	(MRA/RG1569)	RG6264 (FDC, sc) BC/CRC	in-licensed (Re ★:newentry ★:	GAZYVA (RG7159) ★ Pediatric nephrotic syndrome		
	SRP-9001 (RG6356) DMD	TECENTRIQ (RG7446) HNC (adjuvant)	]	Vabysmo (RG7716) Angioid streaks	GYM329/RG6237 FSHD*	GAZYVA (RG7159) LN
TECENTRIQ+AVASTIN (RG7446 + RG435) HCC (adjuvant)	mosunetuzumab (RG7828) 3L FL	TECENTRIQ (RG7446) NSCLC (neoadjuvant)	giredestrant (RG6171)) <b>+</b> 1L~3L BC	TECENTRIQ+AVASTIN (RG7446 + RG435) HCC(intermediate stage)	ENSPRYNG (SA237/RG6168) MOGAD	TECENTRIQ (RG7446) 2L HCC
tiragolumab (RG6058) 1L NSCLC + TECENTRIQ	tiragolumab + TECENT (RG6058 + RG7446) 1L NSQ NSCLC	RIQ (RG435) 1L SCLC + TECENTRIQ	tiragolumab + TECENTRIQ (RG6058 + RG7446) EC	ranibizumab(PDS) (RG6321) DME	ALECENSA (AF802/RG7853) NSCLC (Stage III)	giredestrant (RG6171) 1L BC
ALECENSA (AF802/RG7853) NSCLC (adjuvant)	tiragolumab + TECENT (RG6058 + RG7446) NSCLC (Stage III)	RIQ (RG7446) eBC (neoadjuvant)	ENSPRYNG (SA237/RG6168) AIE	ranibizumab(PDS) (RG6321) nAMD ★	GYM329/RG6237 SMA* + EVRYSDI	giredestrant (RG6171) BC (adjuvant)
crovalimab (SKY59/RG6107) PNH	ENSPRYNG (SA237/RG6168) gMG	TECENTRIQ (RG7446) MIBC (adjuvant)	crovalimab (SKY59/RG6107) aHUS 🗡	mosunetuzumab+ POLIVY (RG7828+RG7596) r/r aNHL	crovalimab (SKY59/RG6107) SCD* (US/EU)	mosunetuzumab (RG7828) 2L FL
2023		2024	20	25	2026 ar	nd beyond

# Appendix



## Projects under Development (1/2)



#### As of April 27, 2023

	Phase I		Phase II	Phase III		Filed
Cancer	LUNA18 - solid tumors GC33 / codrituzumab - HCC ERY974 - solid tumors STA551 - solid tumors SOF10 (RG6440) - solid tumors SPYK04 - solid tumors ALPS12 (RG6524) - solid tumors SAIL66 - CLDN6 positive solid tumors ★ RG7828 / mosunetuzumab - FL (3L)	RG7421 / cobimetinib - solid tumors RG7802 / cibisatamab - solid tumors RG6026 / glofitamab - hematologic tumors RG6194 / runimotamab - solid tumors RG6330 / KRAS G12C inhibitor - solid tumors RG6433 / SHP2 inhibitor - solid tumors RG6160 / cevostamab - r/r MM	RG6396 / pralsetinib - NSCLC (2L) - solid tumors	AF802 (RG7853) / Alecensa - NSCLC (adjuvant) - NSCLC (stage III)* RG7446 / Tecentriq - NSCLC (neoadjuvant) - MIBC (adjuvant) - eBC (adjuvant) - eBC (neoadjuvant) - HCC (2L) - HNC (adjuvant) - PC (2L) RG7446 / Tecentriq + RG435 / Avastin - SCLC (1L) - HCC (adjuvant) - HCC (intermediate stage)	RG6058 / tiragolumab + RG7446 / Tecentriq - NSCLC (1L) - NSCLC (stage III) - NSQ NSCLC (1L) - EC RG6171 / giredestrant - BC (adjuvant) - BC (1L) - BC (1L-3L) ★ RG7828 / mosunetuzumab - FL (2L) RG7828 / mosunetuzumab + RG7596 / Polivy - r/r aNHL RG6396 / pralsetinib - NSCLC (1L)	RG6264 (PER/HER FDC) - BC/CRC MRA(RG1569) / Actemra - CRS induced by cancer treatment ★

Letters in orange : in-house projects (development in global) Letters in blue : in-licensed from Roche (development and distribution in Japan)

In principle, completion of first dose is regarded as the start of clinical studies in each phase.  $\star$ : Projects with advances in stages since February 2, 2023 \* maintenance therapy after chemoradiation

## Projects under Development (2/2)



As of April 27, 2023

	Phase I	Phase II	Phase III	Filed
Immunology	DONQ52SKY59(RG6107)- Celiac disease/RAY121- Autoimmune disease		RG7159 / Gazyva - LN - Pediatric nephrotic syndrome ★	MRA (RG1569) / Actemra (EU) - SSc-ILD
Neurology	RG7935 / prasinezumab - Parkinson's disease RG6100 / semorinemab - Alzheimer's disease RG6102 / trontinemab - Alzheimer's disease	GYM329 (RG6237) + RG7916/ Evrysdi - SMA (PII/III) - FSHD ★ RG7906 / ralmitaront - schizophrenia RG6042 / tominersen - Huntington's disease	SA237 (RG6168) / Enspryng       SRP-9001(RG6356) / delandistrogene         - gMG       delandistrogene         - MOGAD       moxeparvovec         - AIE       -DMD *	
Hematology	NXT007 (RG6512) - hemophilia A (PI/II)	SKY59 (RG6107) / crovalimab (US/EU) - SCD	SKY59 (RG6107) / crovalimab - PNH - aHUS	SKY59 (RG6107) / crovalimab (China) - PNH
Ophthalmology	RG6321 / PDS - nAMD (PI/II) - DME (PI/II)		RG7716 / Vabysmo - Angioid streaks ★	RG7716 / Vabysmo - RVO ★
Other	AMY109 - endometriosis			

Letters in orange : in-house projects (development in global) Letters in blue : in-licensed from Roche (development and distribution in Japan) \* Sarepta manages the global study, including Japan In principle, completion of first dose is regarded as the start of clinical studies in each phase. Trojects with advances in stages since February 2, 2023



#### Advances in Major Chugai Originated Projects Licensed Out to the 3<sup>rd</sup> Party

★: changes since February 2, 2023 As of April 27, 2023

	Licensee	Granted rights to licensee	Indication	Stage	Progress
	Verastem Oncology	exclusive global license for the manufacturing, development and marketing	Ovarian cancer	global: P2	<ul> <li>US FDA BTD (recurrent LGSOC in combination with defactinib)</li> </ul>
RAF/MFK				global: P2	—
inhibitor			NSCLC	global: P1/2	<ul> <li>RAMP 203 trial (in combination with KRAS G12C inhibitor sotorasib) initiated</li> </ul>
					<ul> <li>RAMP 204 trial (in combination with KRAS G12C inhibitor, adagrasib) initiated</li> </ul>
Anti-IL-31 receptor A humanized monoclonal antibody	Global (Galderma) Japan (Maruho)	Galderma	Atopic dermatitis	global: P3	<ul> <li>Two P3 studies met primary endpoints ★</li> </ul>
		exclusive global license for the development and marketing excluding Japan and Taiwan Maruho rights for development and marketing in the skin disease area for the Japanese market		Japan: launched	<ul> <li>Granted regulatory approval for itch associated with atopic dermatitis</li> </ul>
			Prurigo nodularis	global: P3	US FDA BTD
					Primary endpoint was met in the one of two P3 studies
				Japan: P2/3	-
			CKDaP	global: P2/3	-
	Eli Lilly and Company	worldwide development and commercialization rights	T2D	global: P2	• Results of P2 study (26 wks treatment with OWL833)
					✓ Dose-dependent reduction in HbA1c up to 2.1% and weight reduction up to 9.6% were observed
			Obesity		<ul> <li>Results of P2 study* (36 wks treatment with OWL833)</li> </ul>
				global: P2	✓ Weight reduction of approximately 14%-15% was estimated
Ar e nu an Or e GL	nti-IL-31 eceptor A umanized onoclonal ntibody ral non- eptidic LP-1 eceptor	hibitor Oncology hibitor Oncology hibitor Global (Galderma) Japan (Maruho) ral non- eptidic LP-1 cceptor Bli Lilly and Company	AF/MER hibitorVerastern Oncologymanufacturing, development and marketinghibitorOncologyGalderma evelopment and marketinghibitorGlobal (Galderma) Japan (Maruho)Galderma exclusive global license for the development and marketing excluding Japan and Taiwan Maruho rights for development and marketing in the skin disease area for the Japanese marketral non- eptidic LP-1 ceptorEli Lilly and Companyworldwide development and commercialization rights	AF/MEK hibitor AF/MEK Hibitor AF/MEK Hibitor	AF/MEK hibitorVerastem Oncologyexclusive global license for the manufacturing, development and marketingActionglobal: P2Atopic dermatitiesglobal: P1/2anti-L-31 cceptor A umanized onoclonal htibodyGalderma Agaan Maruho rights for development and marketing exclusing in the skin disease area for the Japanese marketAtopic dermatities Prurigo nodularis (KDaPglobal: P3apan: apan: Agaan: P2/3Japan: P2/3ral non- eptidic LP-1 reptorFil Lilly and Companyworldwide development and marketing in rightsT2Dglobal: P2ral non- eptidic LP-1 reptorFil Lilly and commercialization rightsT2Dglobal: P2

\* preliminary analysis 38



### FoundationOne CDx Cancer Genomic Profile -Companion diagnostic indications-

As of April 27, 2023

Alterations	Cancer type	Relevant drugs
Activated <i>EGFR</i> gene alterations		afatinib dimaleate, erlotinib hydrochloride, gefitinib, osimertinib mesylate, dacomitinib hydrate
EGFR exon 20 T790M alterations		osimertinib mesylate
ALK fusion genes	NSCLC	alectinib hydrochloride, crizotinib, ceritinib, brigatinib
<i>ROS1</i> fusion genes		entrectinib
MET exon 14 skipping alterations		capmatinib hydrochloride hydrate
BRAF V600E and V600K alterations	Malignant melanoma	dabrafenib mesylate, trametinib dimethyl sulfoxide, vemurafenib, encorafenib, binimetinib
<i>ERBB2</i> copy number alterations (HER2 gene amplification positive)	BC	trastuzumab (genetical recombination)
KRAS/NRAS wild-type	CRC	cetuximab (genetical recombination), panitumumab (genetical recombination)
Microsatellite Instability-High	UNU	nivolumab (genetical recombination)
Microsatellite Instability-High		pembrolizumab (genetical recombination)
Tumor Mutational Burden-High Solid tumors		pembrolizumab (genetical recombination)
<i>NTRK1/2/3</i> fusion gene		entrectinib, larotrectinib sulfate
BRCA1/2 alterations	Ovarian cancer	olaparib
BRCA1/2 alterations	Prostate cancer	olaparib
FGFR2 fusion genes	Biliary tract cancer	pemigatinib

## CHUGAI

## FoundationOne Liquid CDx Cancer Genomic Profile

**Companion diagnostic indications** 

As of April 27, 2023

Alterations	Cancer type	Relevant drugs
Activated EGFR gene alterations		afatinib dimaleate, erlotinib hydrochloride, gefitinib, osimertinib mesylate
EGFR exon 20 T790M alterations	Non-small cell lung	osimertinib mesylate
ALK fusion genes	cancer (NSCLC)	alectinib hydrochloride, crizotinib, ceritinib
<i>ROS1</i> fusion genes		entrectinib
MET exon14 skipping alterations		capmatinib hydrochloride hydrate
<i>NTRK1/2/3</i> fusion gene	Solid tumors	entrectinib
BRCA1/2 alterations	Prostate cancer	olaparib

\* Underlined are the companion diagnostic features and relevant drugs currently filed for regulatory approval.



## **GYM329: Facioscapulohumeral muscular dystrophy (FSHD)** MANOEUVRE: Global Phase II study

## GYM 329 is expected to maintain and improve motor function by promoting muscle growth in FSHD

**FSHD:** A hereditary muscle disease characterized by muscle degeneration and weakness affecting the face, shoulders, and upper arms. Muscle weakness in the lower limbs also occurs with progression.

- The cause is abnormal activation of *DUX4*.
- The disease is a common form of muscular dystrophy, affecting around 1 in 8,000 people.
- Symptom onset can occur from early childhood through late adulthood but typically occurs in the teens or 20s.
- About 20% of those with FSHD cannot walk and require a wheelchair to move.
- There are no approved disease-modifying drugs.

Trends Mol Med. 2021 Feb;27(2):123-137.

#### Outline of the MANOEUVRE study

**Disease: FSHD** Aged 18 – 65, Ambulant

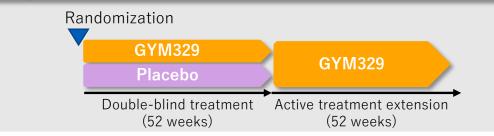
Purpose: Safety, tolerability, efficacy, PK and PD

Estimated enrollment: Up to 48 participants

**Duration**: Double-blind treatment (52 weeks) followed by active treatment extension (52 weeks)

Treatment: GYM329 or Placebo\*

**Primary endpoint**: Change from baseline in the muscle volume at Week 52, Safety



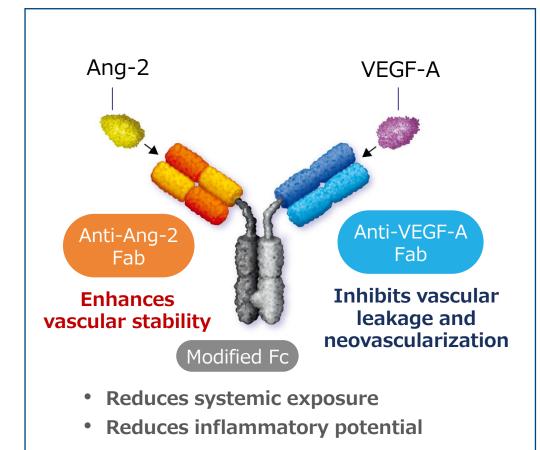
\*GYM329/placebo administration: Once every 4 weeks, subcutaneous

## CHUGAI

## **VABYSMO:** Angioid Streaks

Clinical study for Angioid Streaks was initiated in Japan, and designated as an ODD

- Angioid streaks (AS) are crack-like dehiscence of Bruch's membrane in the retina, which may coexist with systemic diseases, such as pseudoxanthoma elasticum. The choroidal neo-vascularization (CNV) caused by AS in the fovea can result in a deterioration of vision. There is no approved drugs for AS in Japan.
- It is estimated that there are around 350-510 AS patients/year in Japan
- A phase III study of faricimab, which is the first bispecific antibody designed to selectively bind both VEGF-A and Ang-2 for the eye, for the treatment of AS was initiated in Japan.
- Faricimab received orphan drug designation (ODD) for angioid streaks as of Mar 27, 2023.



<sup>1.</sup> Chatziralli I, et al, Retina. 2019;39:1-11

# Conference on FY2023.12 Q1 Financial Results Abbreviations



aHUS	atypical hemolytic uremic syndrome	MIBC	muscle-invasive bladder cancer
AIE	autoimmune encephalitis	MM	multiple myeloma
aNHL	aggressive B-cell non-Hodgkin lymphoma	MOA	mode of action
BC	breast cancer	MOGAD	myelin oligodendrocyte glycoprotein antibody–associated disease
BS	biosimilar drugs	nAMD	neovascular age-related macular degeneration
CRC	colorectal cancer	NHI	national health insurance
CRS	cytokine release syndrome	NSCLC	non-small cell lung cancer
DMD	duchenne muscular dystrophy	NSQ	non-squamous
DME	diabetic macular edema	PDS	port delivery system with ranibizumab
eBC	early Breast cancer	PNH	paroxysmal nocturnal hemoglobinuria
EC	esophageal cancer	PS	profit share
FDC	fixed-dose combination	r/r	relapsed or refractory
FL	follicular lymphoma	RBC	red blood cell
FSHD	facioscapulohumeral muscular dystrophy	RCC	renal cell carcinoma
GE	generic drugs	ROY	royalty
gMG	generalized myasthenia gravis	RVO	retinal vein occlusion
НСС	hepatocellular carcinoma	SCD	sickle cell disease
HNC	head and neck carcinoma	SCLC	small cell lung cancer
LDH	lactate dehydrogenase	SMA	spinal muscular atrophy
LGSOC	low-grade serous ovarian cancer	SSc-ILD	systemic sclerosis with interstitial lung disease
LN	lupus nephritis	T2D	type 2 diabetes





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### INNOVATION BEYOND IMAGINATION