

Aiming to Become a Top Japanese Pharmaceutical Company

- Review of 2010 and Plans for 2011 -

CHUGAI PHARMACEUTICAL CO., LTD.
President and CEO
Osamu Nagayama

February 2/3, 2011

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.

2010 Full Year Results

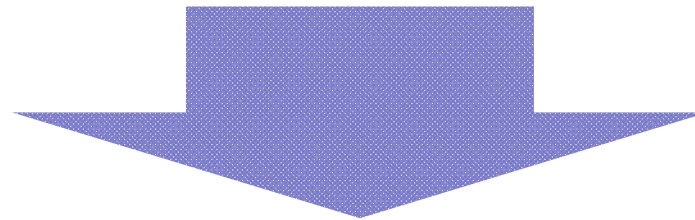
Growth of mainstay products compensate NHI price cut

Operating income drops due to low Tamiflu demand

(billions of yen)	2009	2010	YoY	vs. plan
Revenues	428.9	379.5	-11.5%	-4.1%
Sales (excl. Tamiflu)	342.9	357.4	+4.2%	-0.1%
Domestic sales (excl. Tamiflu)	309.3	324.4	+4.9%	-0.1%
Operating income	82.6	66.2	-19.9%	-5.4%
% revenues	19.3%	17.4%		
Net income	56.6	41.4	-26.9%	-3.7%
% revenues	13.2%	10.9%		

Review of 2010

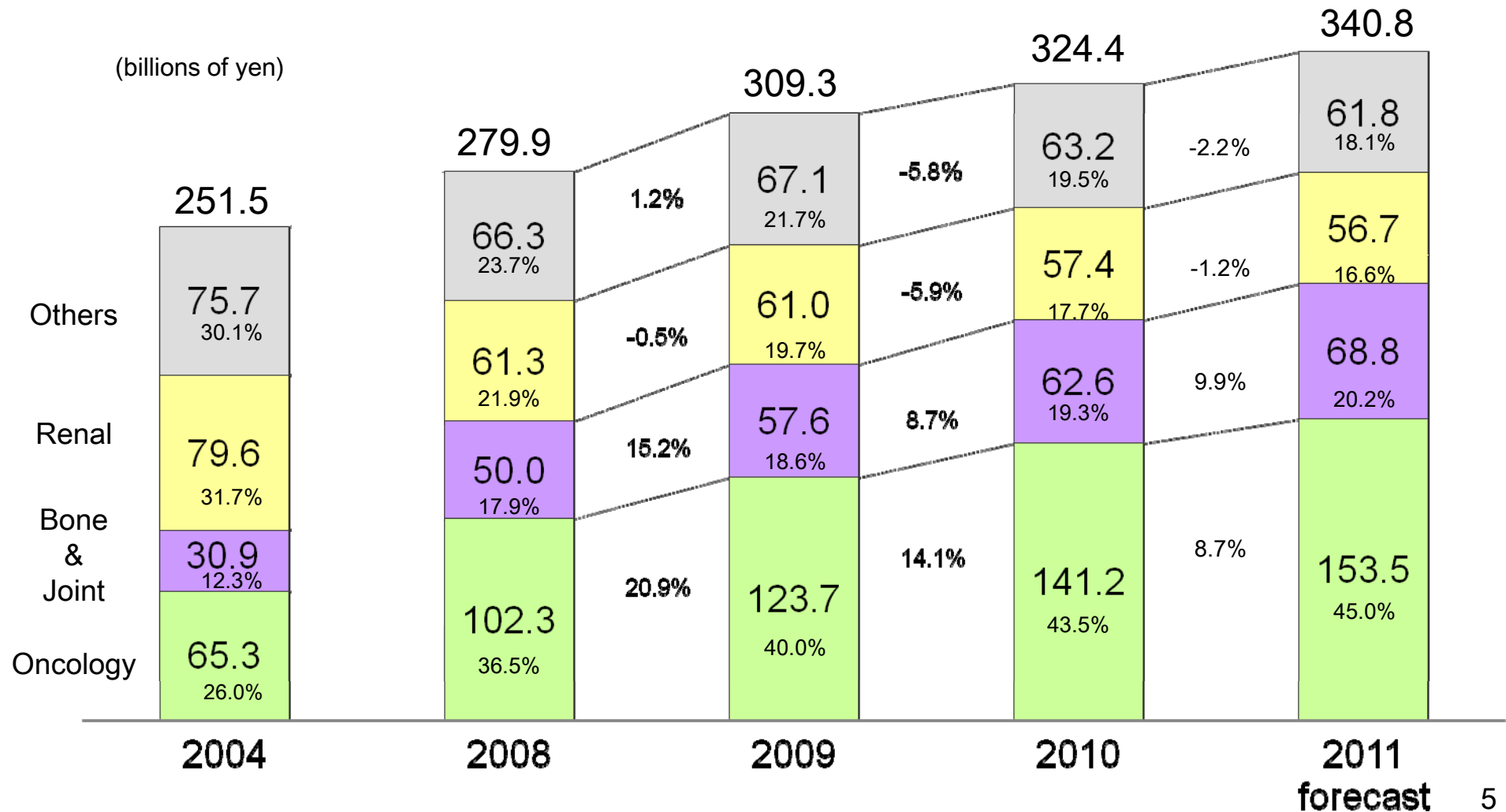
- Domestic sales excluding Tamiflu: +4.9%
- Launch of Actemra in US
- Approval of Epogin in predeposit of autologous blood transfusion
- Completion of All Patients Surveillance : Actemra & Avastin
- NDA filing of 2 projects/4 products



Smooth progress in both Sales & R&D

Domestic Sales excluding Tamiflu

Increased presence in Oncology and Bone & Joint



Progress in R&D ①

< Proof of Concept confirmed >

oncology

T-DM1 (RG3502)

Breast Cancer

HER2 antibody-drug conjugate

oncology

GA101 (RG7159)

Non-Hodgkin's lymphoma

Humanized anti-CD20 monoclonal antibody

others

tofogliflozin (CSG452)

Type II diabetes (in-house)

SGLT2 inhibitor

Progress in R&D ②

< In-house projects entering clinical trials >

oncology

AF802
ALK inhibitor

Non-small cell lung cancer

oncology

PA799

Solid tumors

Bone &
Joint

SA237

Rheumatoid Arthritis
Humanized anti-human IL-6 receptor
monoclonal antibody

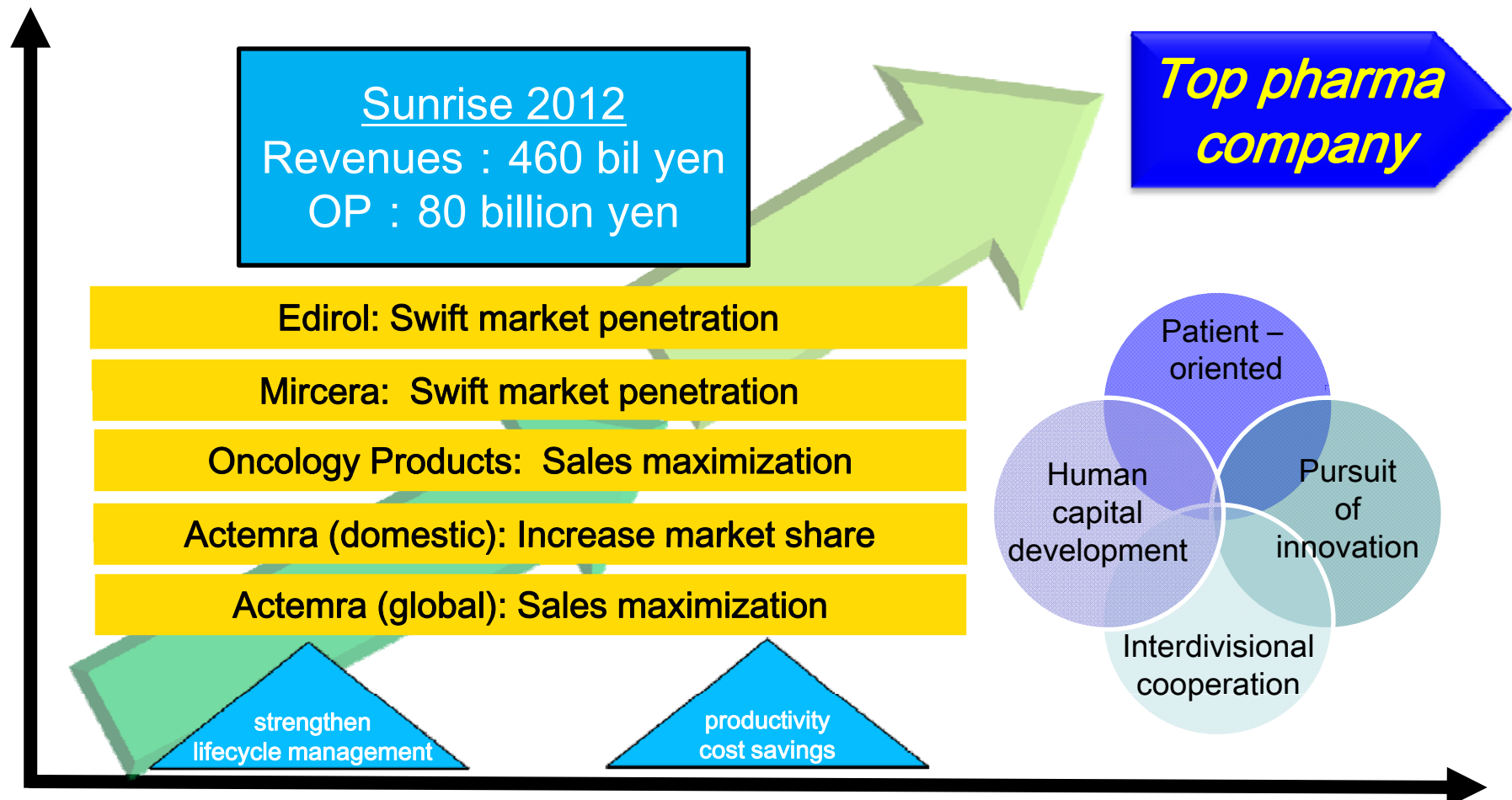
2011 Forecast

*Sales & profits to grow from new product launches
and penetration of existing products*

(billions of yen)	2010	2011 plan	YoY
Revenues	379.5	403.0	+6.2%
Sales excluding Tamiflu	357.4	379.5	+6.2%
SG&A	96.2	101.0	+5.0%
% of revenues	25.3%	25.1%	
R&D	54.7	59.2	+8.2%
% of revenues	14.4%	14.7%	
Operating income	66.2	75.0	+13.3%
% of revenues	17.4%	18.6%	
Net income	41.4	42.5	+2.7%
% of revenues	10.9%	10.5%	

Towards a Top Pharmaceutical Company

*Aiming to become a top pharmaceutical company
through the achievement of Sunrise 2012*



FY2010 Consolidated Financial Overview

CHUGAI PHARMACEUTICAL CO., LTD.
Senior Vice President and CFO
Yoshio Itaya

February 2,3 2011

Summary

- Revenues and Profits declined due to Tamiflu low demand
 - Revenues 379.5 billion JPY (-11.5%)
 - Operating Income 66.2 billion JPY (-19.9%)
 - Sales of Tamiflu -58.0 billion JPY (-76.1%)
- Solid growth in business excluding Tamiflu
 - Sales excluding Tamiflu increased by 14.5 billion JPY (+4.2%)
 - Domestic sales grew by 4.9% with double digit growth in oncology despite negative impact from NHI price revision
 - Overseas sales slightly declined due to strong Yen (-1.8%)
 - Operating income excluding Tamiflu also increased
- Year-end dividend 23 JPY per share (40 JPY annual dividend), achieving a payout ratio of 52.5%
 - +6 JPY from the original forecast, matching last year's total dividends including special dividends

Financial Overview Jan-Dec

(Billion JPY)	2009 Jan-Dec	As % of Revenues	2010 Jan-Dec	As % of Revenues	Variance	%
Revenues	428.9		379.5		-49.4	-11.5
Sales	419.1		375.6		-43.5	-10.4
excl. Tamiflu	342.9		357.4		+14.5	+4.2
Tamiflu	76.2		18.2		-58.0	-76.1
Other Operating Revenues	9.8		3.9		-5.9	-60.2
Operating Income	82.6	19.3	66.2	17.4	-16.4	-19.9
Non-operating Income	9.4		2.4		-7.0	-74.5
Non-operating Expenses	1.6		3.5		+1.9	+118.8
Recurring Profit	90.4	21.1	65.1	17.2	-25.3	-28.0
Extraordinary Gain	0.3		0.6		+0.3	+100.0
Extraordinary Loss	1.3		0.0		-1.3	-100.0
Net Income	56.6	13.2	41.4	10.9	-15.2	-26.9

	(Billion JPY)
➤ Sales excl. Tamiflu	+14.5
➤ Sales of Tamiflu*	-58.0
➤ Other Operating Revenues	-5.9
Decrease in milestone income	
➤ Operating Income	-16.4
➤ Non-operating Inc./Exp.	-8.9
➤ Extraordinary Inc./Exp.	+1.6

Average exchange rate (JPY)

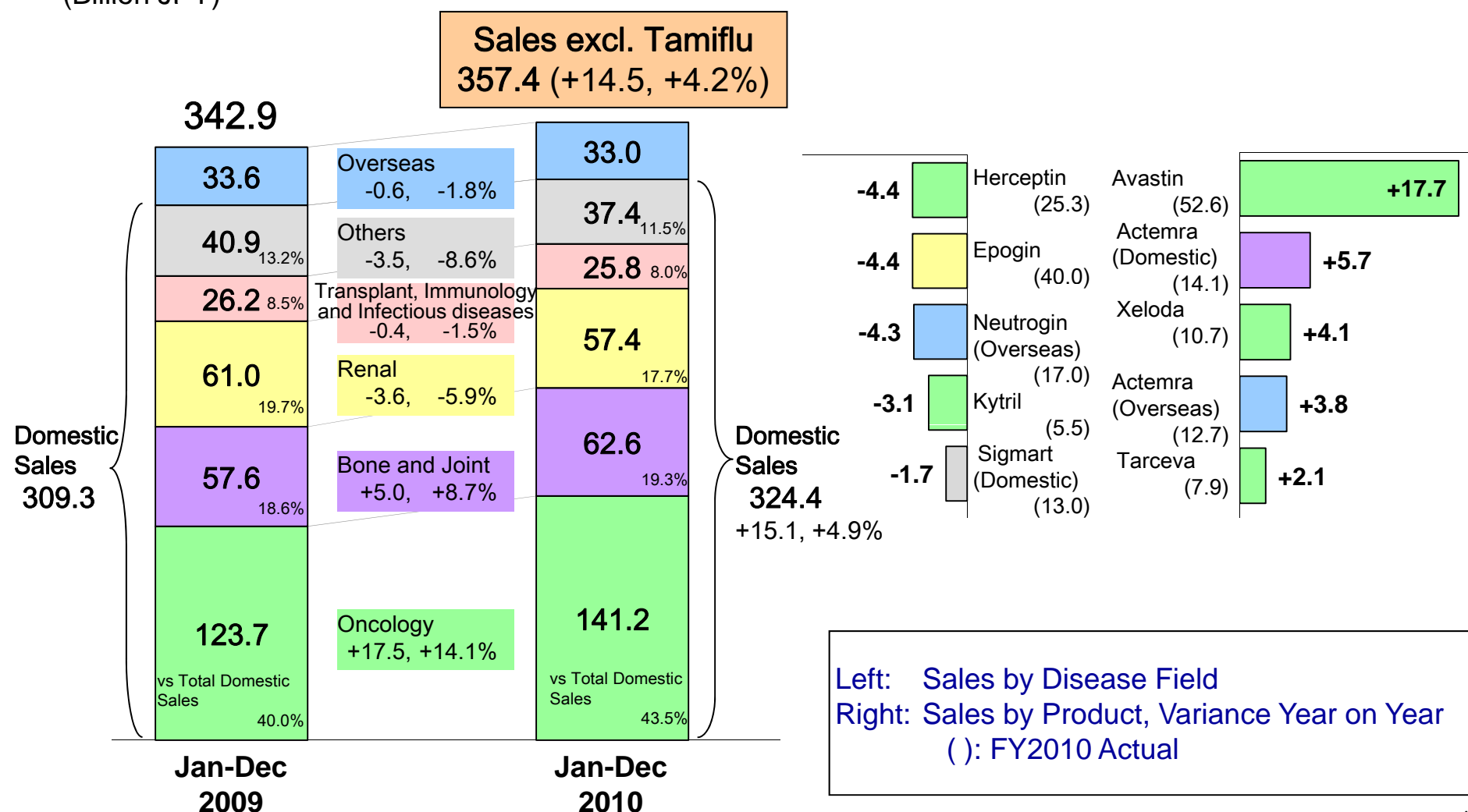
	2009 Jan-Dec	2010 Jan-Dec
CHF	86.20	84.17
EUR	130.10	116.32

*Tamiflu (Billion JPY)

	2009 Jan-Dec	2010 Jan-Dec	Variance
Ordinary	36.2	1.6	-34.6
Govt. Stockpile etc.	40.0	16.6	-23.4

Sales excluding Tamiflu Jan-Dec

(Billion JPY)



Tamiflu Sales Performance

(Billion JPY)		Fiscal Term Sales														Seasonal Sales	Cases per sentinel* (millions)
		FY2005.12		FY2006.12		FY2007.12		FY2008.12		FY2009.12		FY2010.12		FY2011.12			
		Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec	Jan-Jun	Jul-Dec		
Ordinary	2004-05	23.2														24.6	1.47
	2005-06		11.9	9.9												21.8	0.92
	2006-07				3.7	5.0										8.7	1.01
	2007-08						5.2	1.4								6.6	0.66
	2008-09								5.7	11.0						16.7	1.27
	2009-10										25.2	1.4				26.6	2.02
	2010-11												0.2	5.3		5.5	-
	2011-12														2.5		
Ordinary		35.1	(+26.5)	13.6	(-21.5)	10.2	(-3.4)	7.1	(-3.1)	36.2	(+29.1)	1.6	(-34.6)	7.8	(+6.2)		

Govt. Stockpile etc.	2005-06		0.2	6.5													6.7
	2006-07				17.9	18.9											36.8
	2007-08						9.6	0.2									9.8
	2008-09								1.1	14.4							15.5
	2009-10										25.6	10.6					36.2
	2010-11												5.9	0.4			6.3
	2011-12														4.0		
Govt. Stockpile etc.		0.2	(+0.2)	24.4	(+24.2)	28.5	(+4.1)	1.3	(-27.2)	40.0	(+38.7)	16.6	(-23.4)	4.4	(-12.2)		

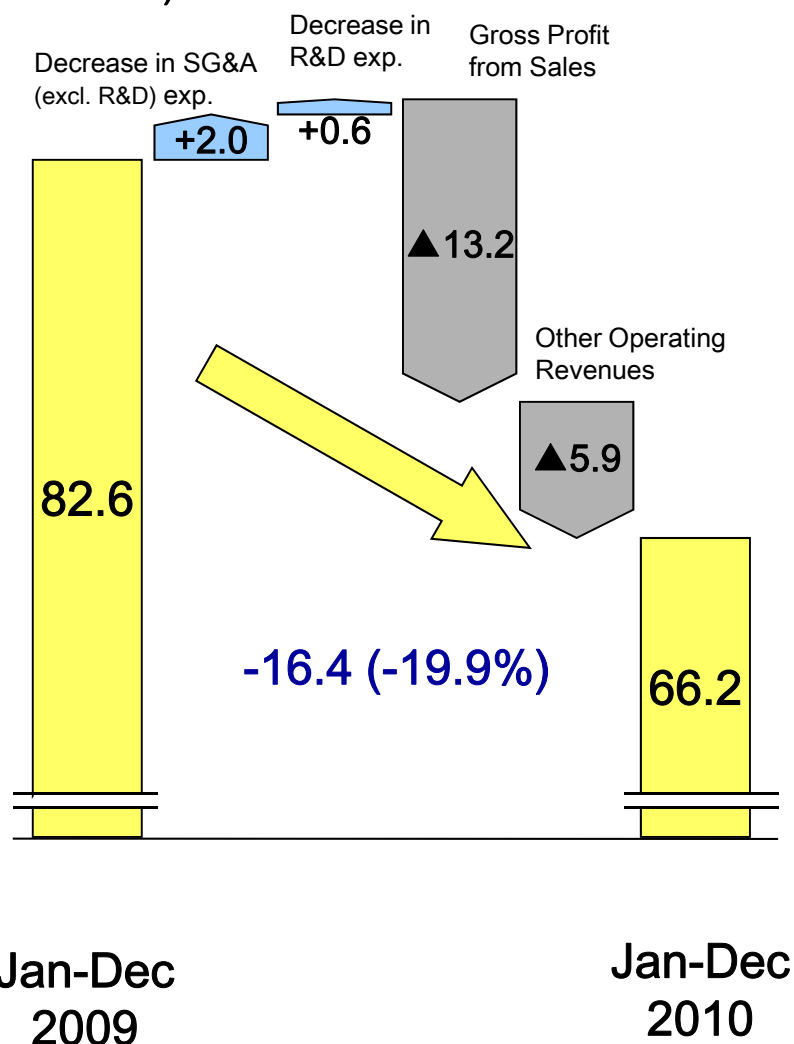
Total		23.2	12.0	16.3	21.6	23.8	14.8	1.6	6.8	25.4	50.8	12.0	6.1	5.7	6.5		
		35.2	(+26.6)	38.0	(+2.8)	38.7	(+0.7)	8.4	(-30.3)	76.2	(+67.8)	18.2	(-58.0)	12.2	(-6.0)		

 Company forecast

*Total patients number of the controlled samples in the infectious Diseases Weekly Report, period between late October and mid-April (between early July 2009 and mid-March 2010 for 2009-10), published by Japan's National Institute of Infectious Diseases.

Operating Income Jan-Dec

(Billion JPY)



(Billion JPY)	2009 Jan-Dec	2010 Jan-Dec	Variance	(%)
Revenues	428.9	379.5	-49.4	-11.5
Cost of Sales	192.9	162.4	-30.5	-15.8
Gross Profit	236.1	217.1	-19.0	-8.0
Sales	226.3	213.1	-13.2	-5.8
Other Operating Revenues	9.8	3.9	-5.9	-60.2
SG&A (excl. R&D) exp.	98.2	96.2	-2.0	-2.0
R&D exp.	55.3	54.7	-0.6	-1.1
Operating Income	82.6	66.2	-16.4	-19.9

- **Decrease in Gross Profit** -13.2
Decrease in Tamiflu sales
- **Decrease in Other Operating Revenues** -5.9
Decrease in milestone income
- **Decrease in SG&A (excl. R&D) exp.** +2.0
- **Decrease in R&D exp.** +0.6

Financial Overview Oct-Dec

(Billion JPY)	2009 Oct-Dec	As % of Revenues	2010 Oct-Dec	As % of Revenues	Variance	%
Revenues	119.2		103.4		-15.8	-13.3
Sales	115.7		102.3		-13.4	-11.6
excl. Tamiflu	95.3		100.0		+4.7	+4.9
Tamiflu	20.4		2.3		-18.1	-88.7
Other Operating Revenues	3.6		1.1		-2.5	-69.4
Cost of sales	49.5		42.8		-6.7	-13.5
Gross Profit	69.7	58.5	60.6	58.6	-9.1	-13.1
SG&A (excl. R&D) exp.	28.3		24.7		-3.6	-12.7
R&D exp.	17.5		14.8		-2.7	-15.4
Operating Income	23.8	20.0	21.1	20.4	-2.7	-11.3
Recurring Profit	24.4	20.5	20.8	20.1	-3.6	-14.8
Net Income	15.7	13.2	13.4	13.0	-2.3	-14.6

(Billion JPY)

➤ Sales excl. Tamiflu	+4.7
Avastin	+5.2
Actemra (Domestic)	+2.0
Rituxan	+1.0
Tarceva	+0.7
Xeloda	+0.7
Actemra (Overseas)	-1.6
Neutrogen (Overseas)	-1.5
Epogin	-1.3
➤ Sales of Tamiflu*	-18.1
➤ Other Operating Revenues	-2.5
Decrease in milestone income	
➤ Operating Income	-2.7

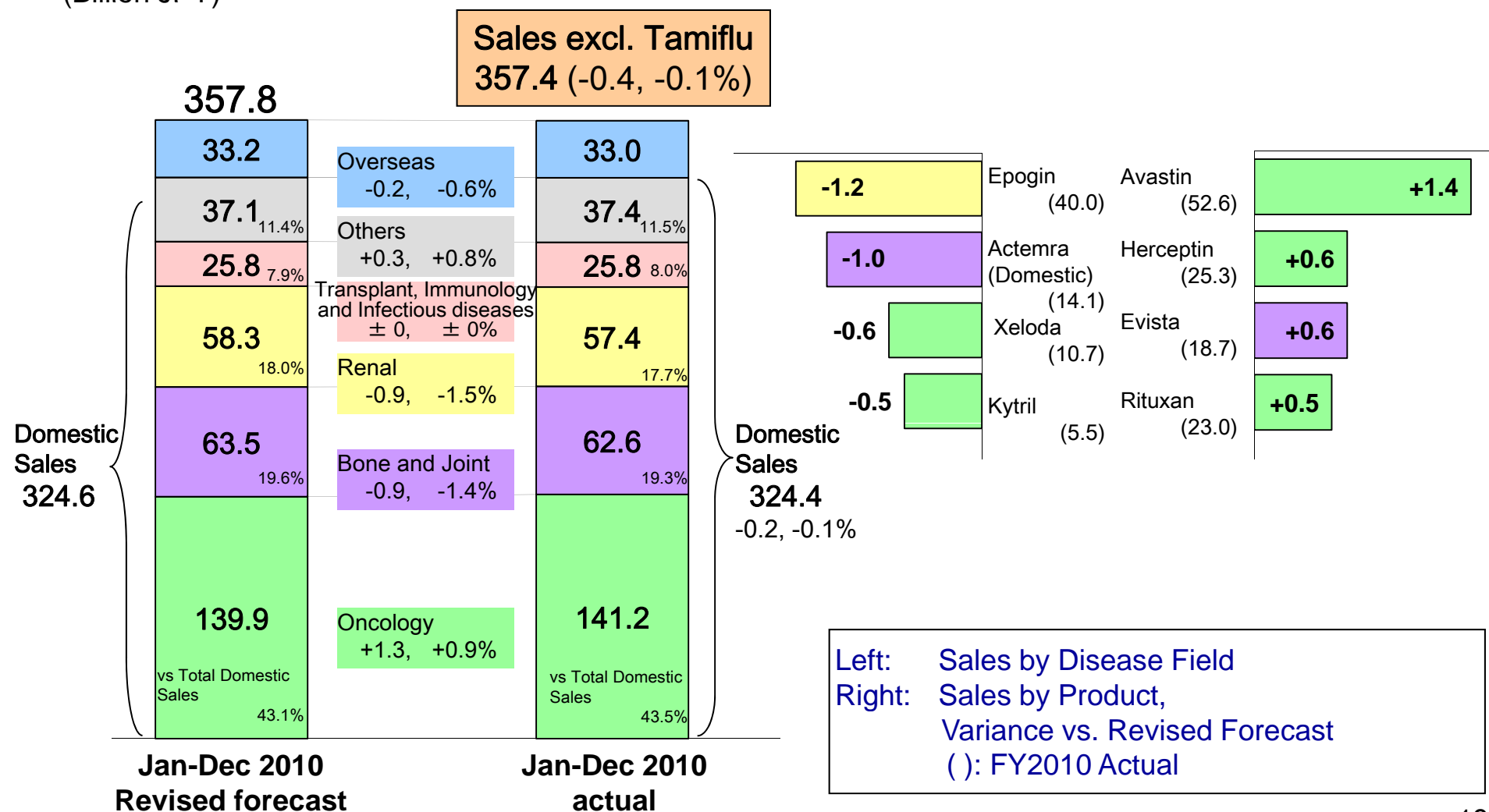
* Tamiflu (Billion JPY)	2009 Oct-Dec	2010 Oct-Dec	Variance
Ordinary	17.7	0.2	-17.5
Govt. Stockpile etc.	2.7	2.1	-0.6

Financial Overview Jan - Dec

(Billion JPY)	Revised Forecast Oct. 22		Actual		Variance		(Billion JPY)	
	2010 Jan-Dec	As % of Revenues	2010 Jan-Dec	As % of Revenues				
					Achiev. (%)			
Revenues	395.8		379.5		-16.3	95.9	➤ Sales excl. Tamiflu	-0.4
Sales	390.8		375.6		-15.2	96.1	Avastin	+1.4
excl. Tamiflu	357.8		357.4		-0.4	99.9	Herceptin	+0.6
Tamiflu	33.0		18.2		-14.8	55.2	Evista	+0.6
Other Operating Revenues	5.0		3.9		-1.1	78.0	Rituxan	+0.5
Cost of sales	170.8		162.4		-8.4	95.1	Epogin	-1.2
Gross Profit	225.0	56.8	217.1	57.2	-7.9	96.5	Actemra (Domestic)	-1.0
SG&A (excl. R&D) exp.	100.0		96.2		-3.8	96.2	➤ Sales of Tamiflu	-14.8
R&D exp.	55.0		54.7		-0.3	99.5	➤ Operating Income	-3.8
Operating Income	70.0	17.7	66.2	17.4	-3.8	94.6		
Recurring Profit	68.7	17.4	65.1	17.2	-3.6	94.8		
Net Income	43.0	10.9	41.4	10.9	-1.6	96.3		

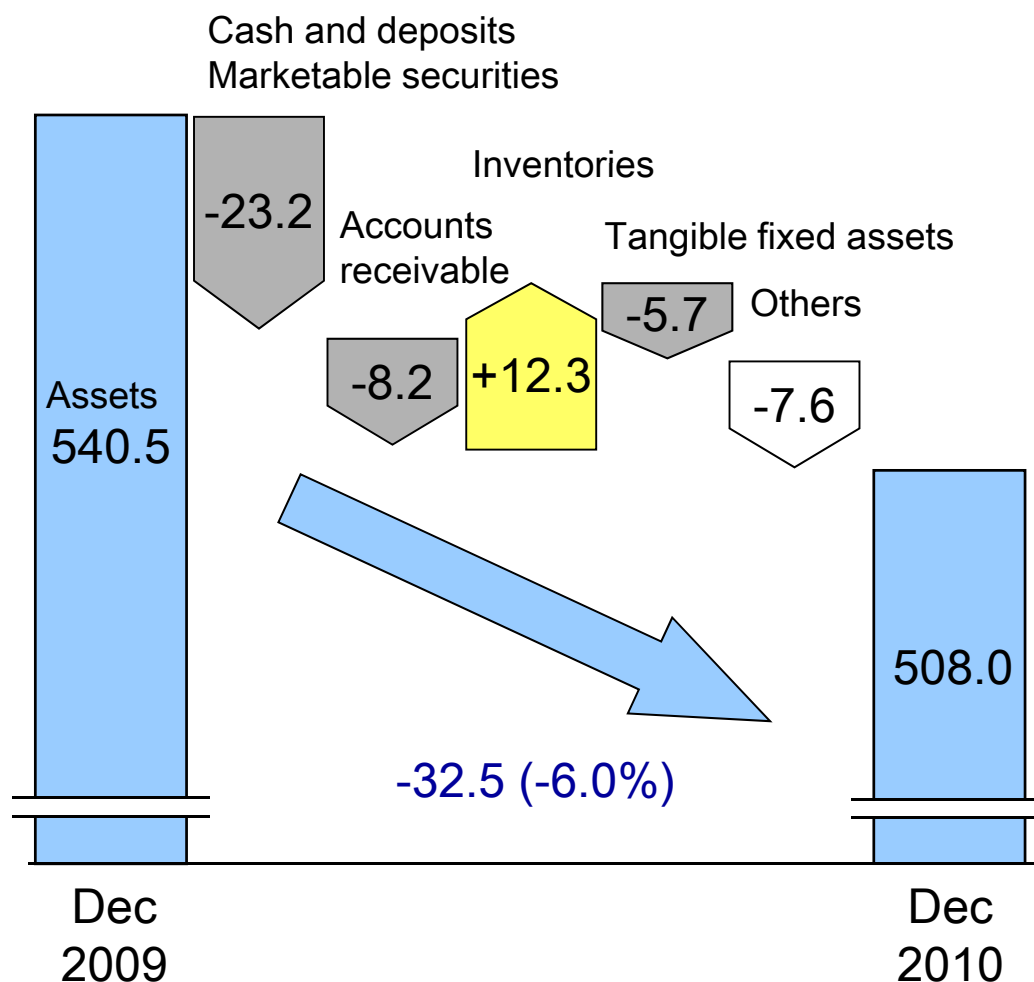
Sales excluding Tamiflu Jan-Dec

(Billion JPY)



Balance Sheet Items (Assets)

(Billion JPY)



➤ **Cash and deposits** **-30.8**

➤ **Marketable securities** **+7.5**

➤ **Accounts receivable** **-8.2**

➤ **Inventories** **+12.3**

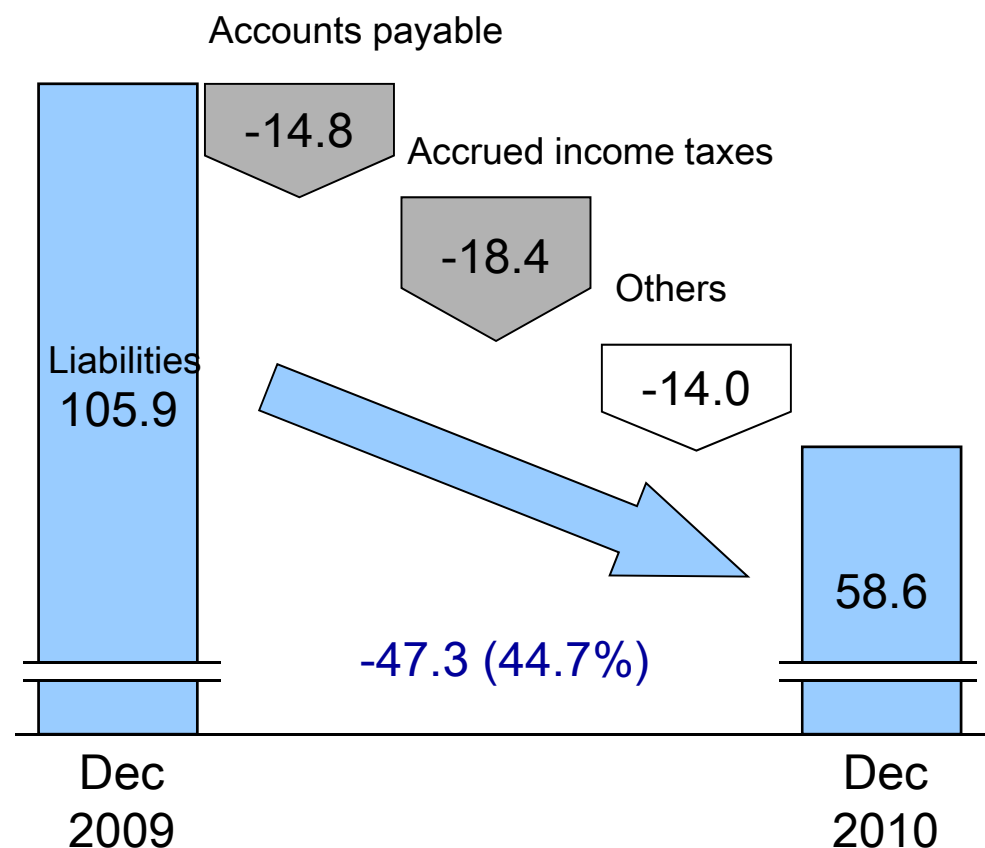
Decrease in Tamiflu (ordinary) sales

2009 Oct-Dec: 17.7

2010 Oct-Dec: 0.2

Balance Sheet Items (Liabilities)

(Billion JPY)



➤ Accounts payable -14.8

Decrease in purchase

Tamiflu

Manufacturing site change

➤ Accrued income taxes -18.4

➤ Others -14.0

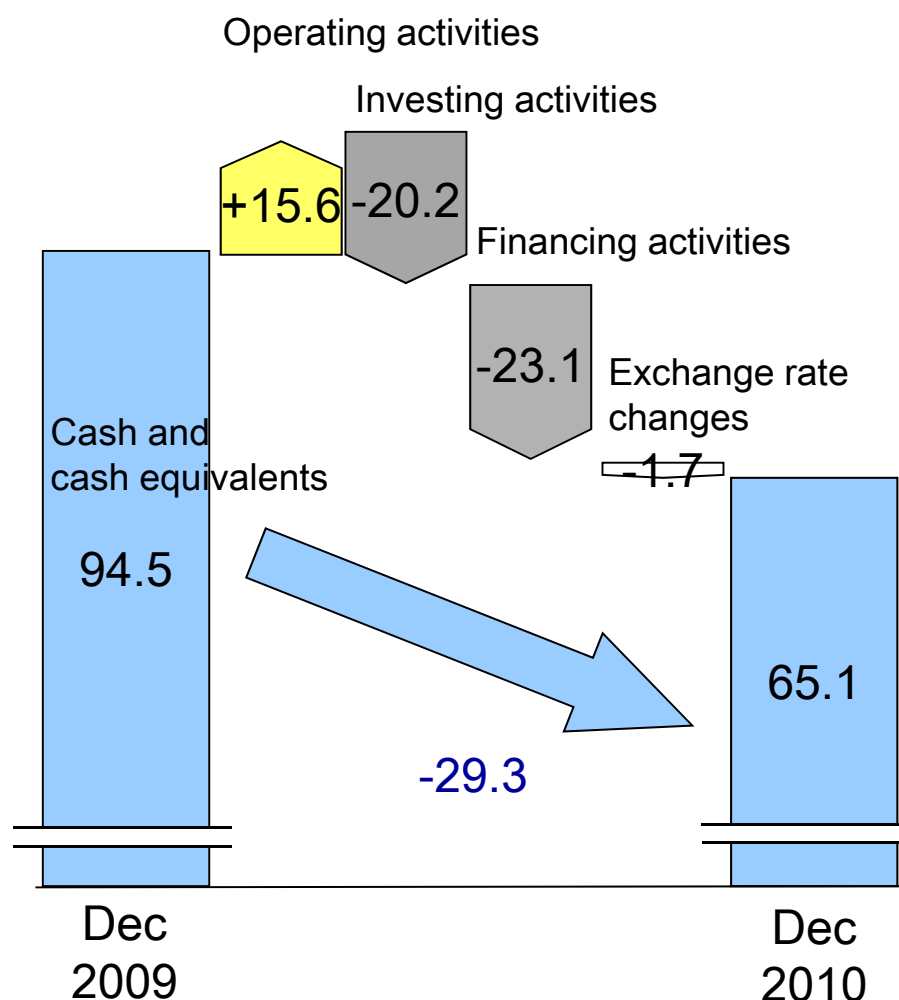
Decrease in accrued expenses
and accrued consumption taxes

Equity Ratio

Dec. 2009	Dec. 2010	Variance
80.0%	88.0%	+8.0%pts

Cash Flow Statement Jan - Dec

(Billion JPY)



➤ Cash flow from operating activities	+15.6
Income before taxes and minority interests	+65.7
Depreciation and amortization	+18.0
Increase in working capital	-19.5
Decrease in notes and accounts receivable	+7.9
Increase in inventories	-12.7
Decrease in notes and accounts payable	-14.7
Income taxes paid	-38.9
➤ Cash flow from investing activities	-20.2
Increase in time deposits	-0.9
Increase in marketable and investment securities	-5.9
Purchases of fixed assets	-13.6
➤ Cash flow from financing activities	-23.1
Payment of dividends	-21.8

2011 Forecast Jan - Dec

(Billion JPY)	Actual		Forecast		Variance	
	2010 Jan-Dec	As % of Revenues	2011 Jan-Dec	As % of Revenues		%
Revenues	379.5		403.0		+23.5	+6.2
Sales	375.6		391.7		+16.1	+4.3
excl. Tamiflu	357.4		379.5		+22.1	+6.2
Tamiflu	18.2		12.2		-6.0	-33.0
Other Operating Revenues	3.9		11.3		+7.4	+189.7
Cost of sales	162.4		167.8		+5.4	+3.3
Gross Profit	217.1	57.2	235.2	58.4	+18.1	+8.3
SG&A (excl. R&D) exp.	96.2		101.0		+4.8	+5.0
R&D exp.	54.7		59.2		+4.5	+8.2
Operating Income	66.2	17.4	75.0	18.6	+8.8	+13.3
Recurring Profit	65.1	17.2	75.5	18.7	+10.4	+16.0
Net Income	41.4	10.9	42.5	10.5	+1.1	+2.7

- (Billion JPY)
- Sales excl. Tamiflu +22.1
 - Sales of Tamiflu -6.0
 - Other Operating Revenues +7.4
 - increase in milestone income
 - increase in income related to Actemra
 - Operating Income +8.8
 - Non-operating Inc./Exp. +1.6

Exchange rate (JPY)

	2010 Jan-Dec	Assumption 2011 Jan-Dec
CHF	84.17	85.00
EUR	116.32	110.00

FX sensitivity

Estimated impact of a 1-yen appreciation

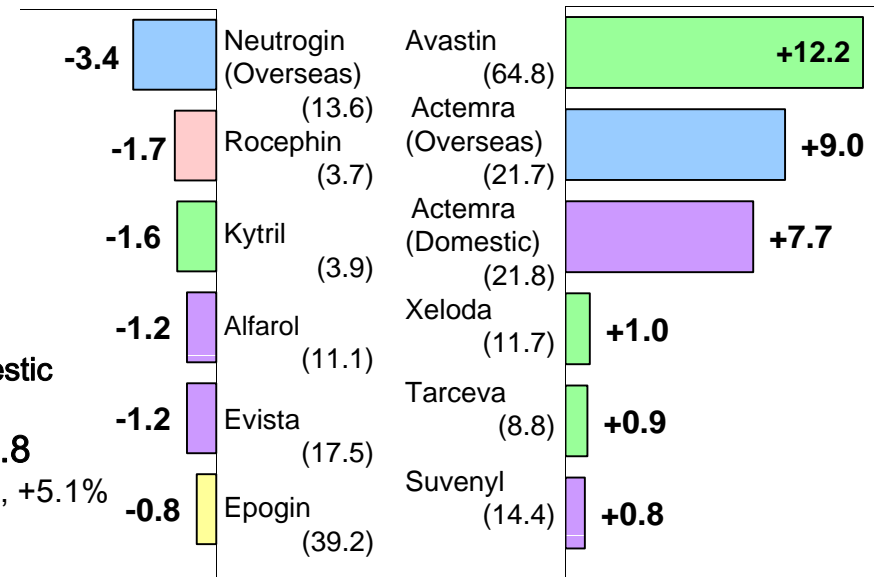
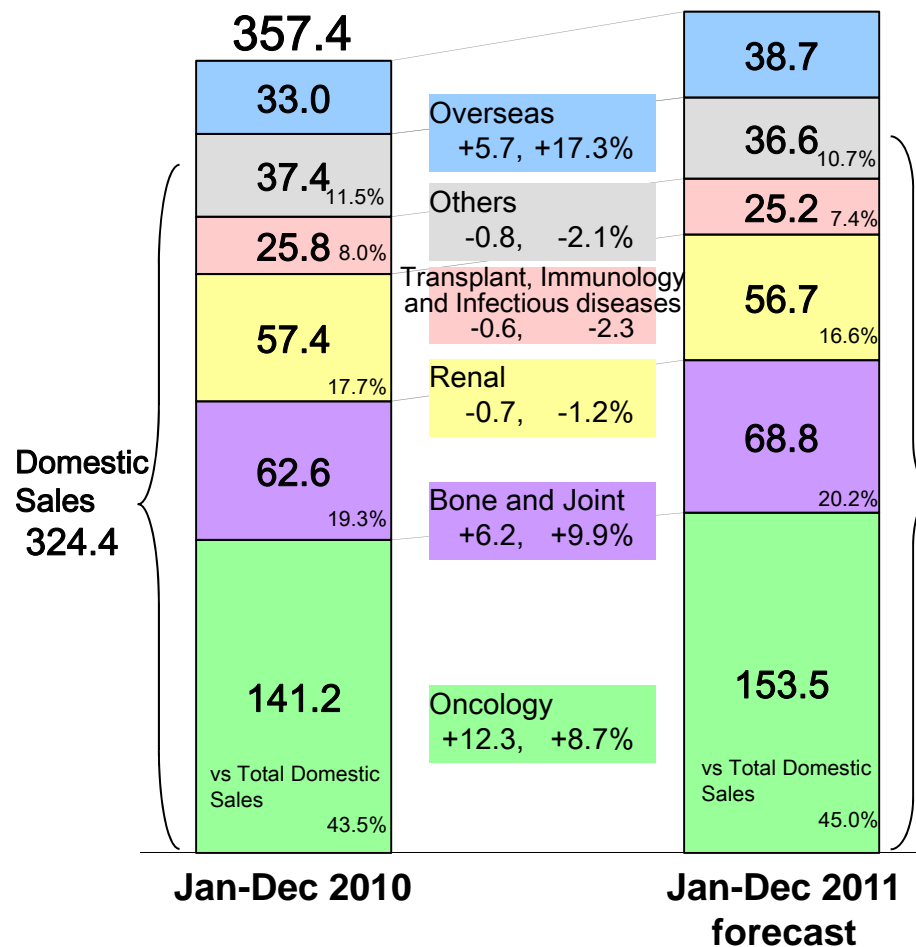
CHF:	+0.3 billion JPY
EUR:	-0.1 billion JPY

on Operating Income forecast

Sales excluding Tamiflu Jan-Dec

(Billion JPY)

Sales excl. Tamiflu
379.5 (+22.1, +6.2%)



Left: Sales by Disease Field

 Right: Sales by Product, Variance Year on Year
 (): FY2011 Forecast

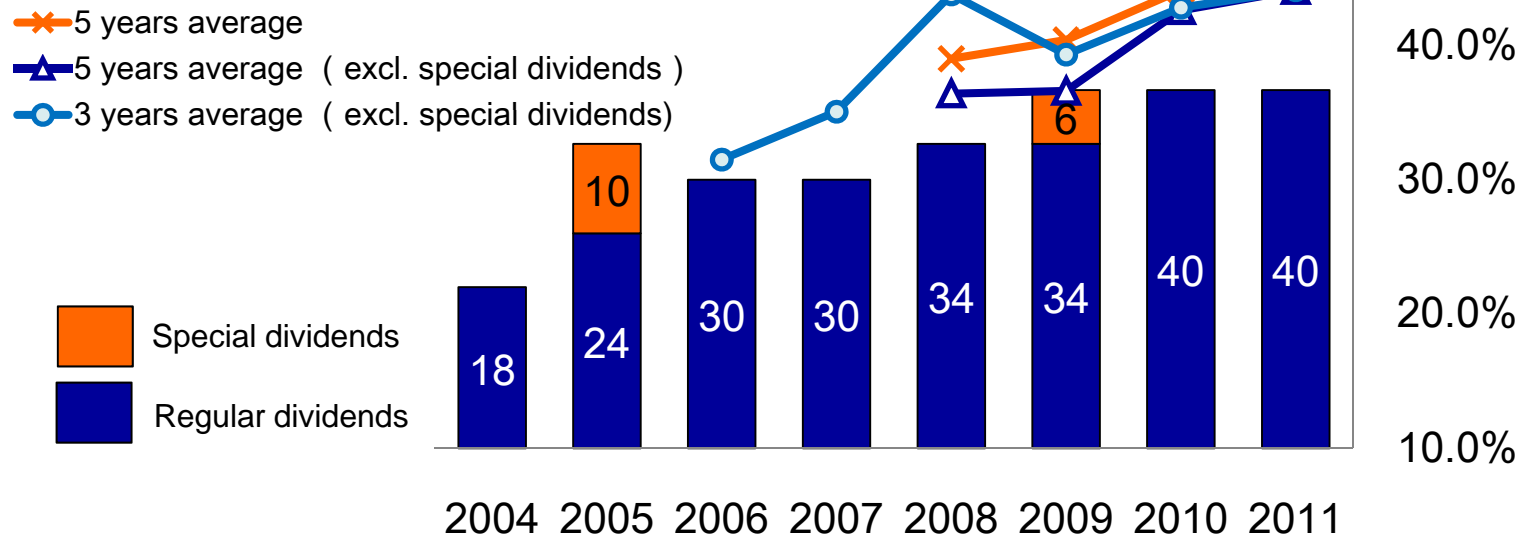
Dividend Policy

➤ Policy

Aiming to ensure stable profit for all shareholders and a consolidated dividend payout ratio of **over 40% on average**, taking account of strategic funding needs and earnings prospects.

- Dividends for FY2010 (Plan) 40JPY : 17 + 23
- Dividends for FY2011 (Forecast) 40JPY : 20 + 20

Dividends payout ratio





Roche Roche Group

Overview of Development Pipeline

CHUGAI PHARMACEUTICAL CO., LTD.
Senior Vice President
Head of Lifecycle Management & Marketing Unit
Yutaka Tanaka

February 2/3, 2011

Projects under Development (as of Feb. 2011)

	Phase I	Phase II	Phase III	Filed
Oncology	CIF/RG7167 - solid tumors CKI27/RG7304 - solid tumors GC33 - liver cancer★ PA799 - solid tumors★ GA101/RG7159 - NHL	MRA/Actemra - PC TP300 - GC AF802 - NSCLC WT4869 - myelodysplastic syndromes★ RG435/Avastin - glioblastoma (relapsed) RG1415/Tarceva - NSCLC(1 st line) RG3502(T-DM1) - BC	RG435/Avastin - GC - aBC - glioblastoma RG1273/pertuzumab - BC	EPOCH/Epogin - CIA RG435/Avastin - BC RG1415/Tarceva – PC RG340/Xeloda - GC RG597/Herceptin - GC
Bone & Joint	SA237 - rheumatoid arthritis★	RG484/Bonviva(oral) - osteoporosis	MRA/Actemra (overseas) - RA(sc) RG484/Bonviva(inj) - osteoporosis	MRA/Actemra (overseas) - sJIA★
Renal				RG744/Mircera - renal anemia
Others	RG1450 - alzheimer's disease	RG1583/taspoglutide - diabetes	CSG452/RG7201 - diabetes★ RG1678/(GLYT1) -schizophrenia★	RG442/Pegasys - HBV★ RG442+RG964/Pegasys + Copegus – cirrhosis★

Letters in orange in-house projects
★: Projects with advances in stages since Oct. 22, 2010

Development Status - Oncology

In-house

GC33: Liver cancer

P1 started in Oct. 2010 in Japan

- Licensed out to Roche in Jan. 2011

In-house

WT4869 (WT1 peptide cancer vaccine): Myelodysplastic syndromes

P1/2 will start in Feb. 2011

*Co-developed with Dainippon Sumitomo Pharma

In-licensed

Avastin: Colon cancer (adjuvant)

Development suspended

- Did not meet the primary endpoint in P3 study

Development Status - Bone & Joint

In-
house

Edirol (ED-71): Osteoporosis
Approved in Jan. 2011

In-
house

SA237: Rheumatoid Arthritis
P1 started in Dec. 2010

Development Status –

Transplant, Immunology, Infectious diseases and others

In-house

tofogliflozin (CSG452): Type 2 diabetes

P3 started in Nov. 2010 in Japan

In-licensed

Pegasys/Copegus: Compensated liver cirrhosis caused by hepatitis C virus

Filed in Oct. 2010 and designated as priority review subject on Jan. 2011

In-licensed

Pegasys: Hepatitis B

Filed in Jan. 2011

In-licensed

GLYT1 (RG1678): Schizophrenia

Started P3 multi national study in Jan. 2011

In-house

NA808: Hepatitis C

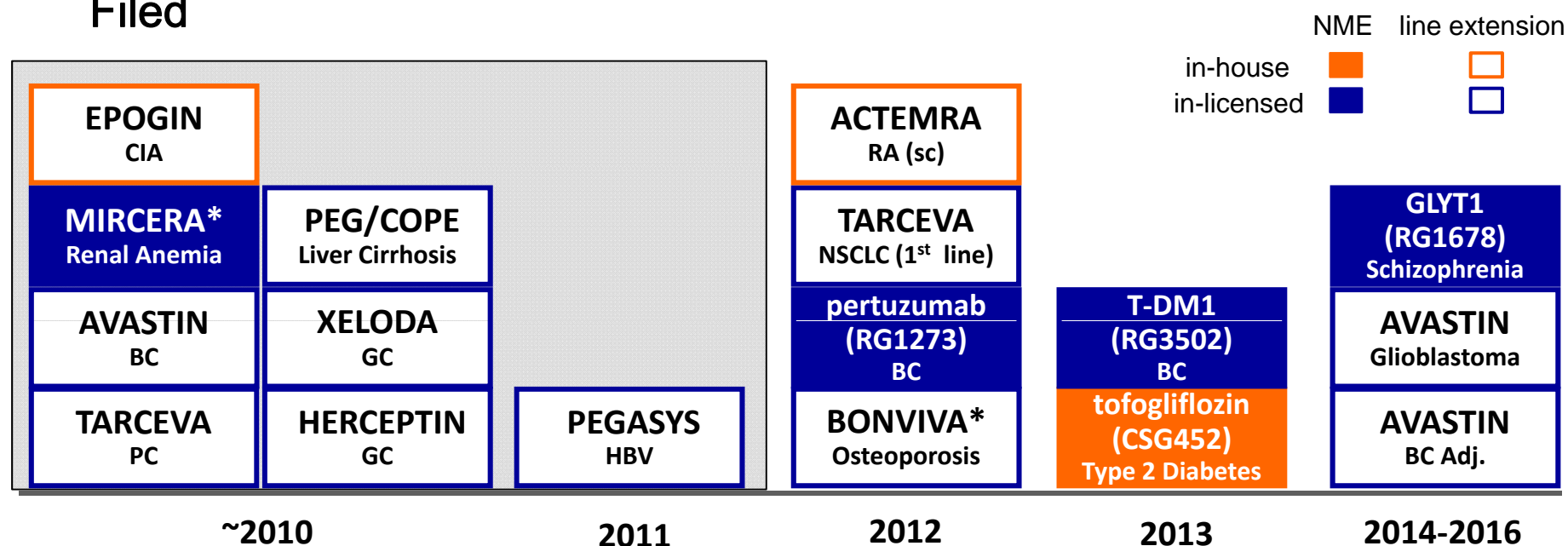
Development suspended

- Did not meet the efficacy criteria to proceed

Projected Submissions (Post PoC products and NMEs)

- Filings planned each year

Filed



*Overseas name

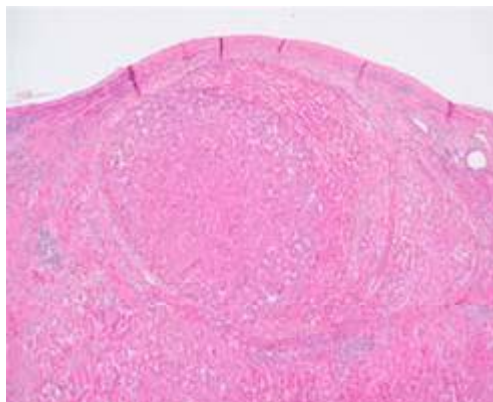
GC33 Mode of Action

- Glypican-3 (GPC) is a member of the heparan sulfate proteoglycan families, which is linked to the cell surface through a GPI anchor
- The expression of GPC3 up-regulated especially in hepatocellular carcinoma (HCC)
 - GPC3 is found highly expressed in 70-80% of HCC samples
 - Incidence rate : Approx. 40,000 patients/year in Japan
- GC33 induces antibody-dependent cellular cytotoxicity (ADCC) and elicits antitumor activity in an antigen-dependent manner
- Currently in phase I (Japan & overseas)

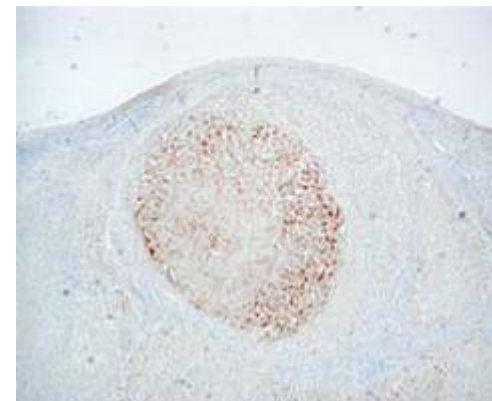
GC33 & Companion Diagnostics

- Promotion of personalized healthcare by discovery of biomarkers and the simultaneous development of immunohistochemistry based diagnostics with Roche (Ventana Medical Systems)

HE stain



Immunohistochemistry utilizing anti-GPC3 antibody



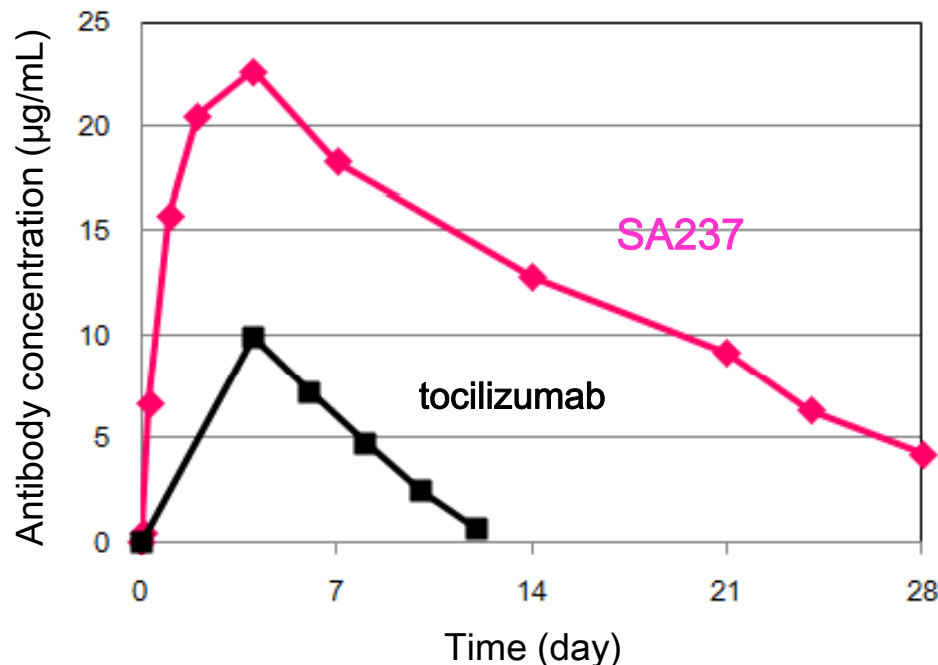
About SA237

- Interleukin-6 (IL-6) is produced by various cell types, including lymphocytes or macrophages, and exerts various physiological functions such as proliferation and differentiation of cells.
- Tocilizumab (Actemra) is a monoclonal antibody (MAB) against human IL-6 receptor which blocks the binding of IL-6 to its receptor and inhibits the actions of IL-6.
- Tocilizumab is shown to be effective in the treatment of rheumatoid arthritis.
- SA237 is a follow-on MAB created by applying Chugai's unique antibody engineering technology to tocilizumab.
- SA237 is expected to maintain similar efficacy and safety profile to that of tocilizumab while improving the pharmacokinetic properties, which may provide the benefits of increased convenience.

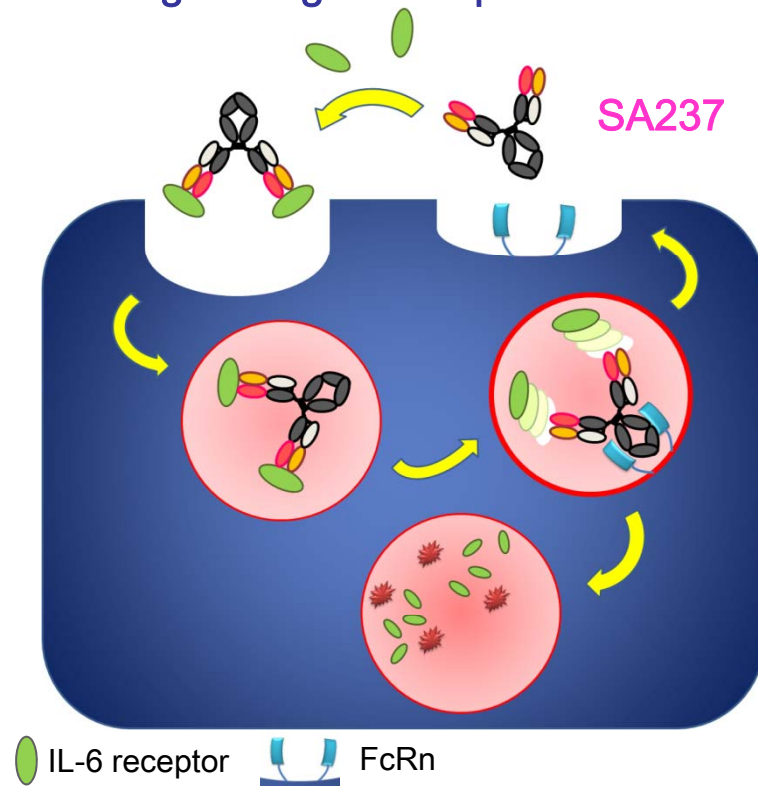
SA237 Mode of Action

- The antibody engineering technology utilized in SA237 has been highly appraised and was accepted by Nature Biotechnology

Improved blood kinetics
(animal model)
SA237 vs tocilizumab



The antibody engineering technology utilized in SA237; enabling single antibody molecule to bind the target antigen multiple times



Actemra Overseas Development Status

■ Clinical development conducted by Roche

□ 4 RA related programs

	Study	Details
New Evidence	FUNCTION	Patient population: Early RA
	ADACTA	Head-to-head study with Humira
P3 study	SUMMACTA	Subcutaneous Actemra and intravenous Actemra
	BREVACTA	Subcutaneous Actemra and placebo

□ 3 non-RA programs

Indication	Study	Details
sJIA	TENDER	Submitted in Oct. 2010 to FDA/EMA Granted accelerated review by FDA/EMA
Ankylosing Spondylitis	BUILDER 1	Patient population: TNF-naïve
	BUILDER 2	Patient population: TNF-IR

Current Situation of the Requests Made by MHLW Unapproved Drug Committee

■ MHLW Unapproved Drug Committee

Requested drug manufacturers to develop unapproved drugs with high clinical needs, including 8 cases with 10 indications for Chugai

Date for request	Product	indication	Development status
May 21, 2010	Xeloda	Advanced or recurrent gastric cancer	Filed
	Tarceva	Advanced or recurrent pancreatic cancer	Filed
	Avastin	Advanced or recurrent breast cancer	Filed
	pulmozyme	Cystic fibrosis	Planning
Dec 13, 2010	Avastin	Ovarian cancer	Submitted appeal for “New Drug Application Based on Evidence in the Public Domain”
	Herceptin	Q3W dosage HER2+ metastatic breast cancer	
	Herceptin	HER2 + neo-adjuvant breast cancer	
	Kytril	Radiation	
	Cellcept	Child kidney transplant	
	Bactramin	Prevention & treatment of pneumocystis pneumonia	

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