



Roche Roche Group



Innovation all for the patients

CHUGAI PHARMACEUTICAL CO., LTD. | Company Profile



We seek a place beyond imagination  
where fertile soil nourishes seeds of change.  
We pursue talent and technology  
beyond cultural and national boundaries.  
We disrupt common paradigms.  
And if there are a million people with the same disease,  
we'll find a million individual ways to treat them.  
Together with the medical community,  
we strive to deliver hope and relief to those who suffer.

Across our planet, home to 7 billion people,  
we're finding new treatments for today,  
for tomorrow, for the future of the human race.

And, when the world says there's no cure,  
we don't give up until we find one.

## INNOVATION BEYOND IMAGINATION

Innovation all for the patients



**CHUGAI PHARMACEUTICAL CO., LTD.**

 A member of the Roche group



## What We Strive to Solve



As long as there are people suffering from disease,  
we will continue to innovate...

*Addressing unmet medical need*

Medical technology has become increasingly sophisticated, but there are still many people suffering from disease around the world. Chugai seeks solutions in areas of unmet medical need – medical need that is not adequately met due to a lack of effective treatments – by confronting the need head on and evolving in all aspects. Based on our business philosophy, “Innovation all for the patients,” we will continue to innovate to bring hope to patients.





...because we are pursuing more effective treatments.

*Promoting personalized healthcare*

To address areas of unmet medical need, we don't just create medicines that are innovative, but pursue treatments that are more effective. One way we do so is by promoting personalized healthcare – the approach of distinguishing the characteristics of individual patients based on their genetic profile, then designing and implementing an optimal treatment plan for each patient that maximizes efficacy while reducing the risk of adverse reactions. We will continue to lead the industry as a pioneer of personalized healthcare in Japan.



# Who We Are

## We aim to become a top pharmaceutical company.

Chugai has become the leading provider of biopharmaceuticals and therapeutic antibodies in Japan. That brings us great pride, along with great responsibility. Our alliance with Roche, one of the world's largest pharmaceutical companies, has helped make the innovative medicines we create available to patients around the world. Today, we are striving to become a top pharmaceutical company that is trusted and supported by our stakeholders. We intend to do much more for the benefit of the medical community and human health worldwide.

**No. 1<sup>1</sup>**

Top share in the Japanese therapeutic antibody market (2017)

**No. 1<sup>1</sup>**

Top share in the Japanese oncology market (2017)

**116**

Countries in which Chugai's biopharmaceuticals have been approved (as of January 2018)

**5**

Breakthrough therapy designations<sup>2</sup> (as of January 2018)

1. Copyright © 2018 IQVIA. Source: JPM 2017. Reprinted with permission. The scope of the market is defined by Chugai.

2. Introduced by the U.S. Food and Drug Administration (FDA) in July 2012 to expedite the development and review of medicines to treat serious or life-threatening diseases or conditions

### Product Sales by Field



### Therapeutic Antibodies

Therapeutic antibodies are a class of biopharmaceuticals made using biotechnology. Targeting specific cell types or tissues, they provide a high degree of efficacy with few side effects. These advantages have led to rapid expansion of the market for therapeutic antibodies in recent years. Currently, seven of the ten top-selling drugs in the world are biopharmaceuticals, and five of those are therapeutic antibodies.<sup>3</sup> With more than three decades of experience using innovative technologies to create biopharmaceuticals, Chugai maintains the leading domestic market share for therapeutic antibodies, at 27.3 percent.<sup>1</sup>

3. Source: *NEW Pharma Future*, No. 7 (June - July 2017) by KEN Pharma Brain

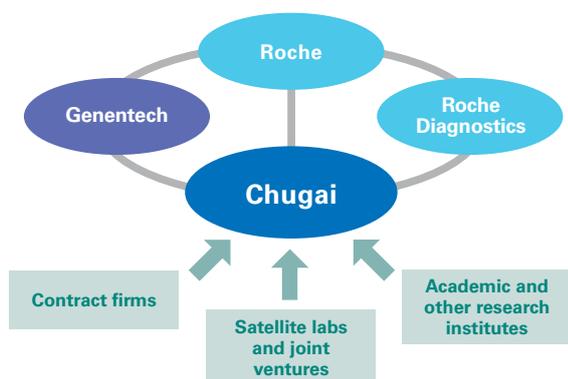


**We can, because we're Chugai.**  
Creating the global medicines of the future.

Inventing a completely new medicine means exploring a completely new world. By conducting original research across borders and challenging conventional wisdom, we have gained world-class research capabilities and unmatched technologies. We remain committed to creating innovative medicines for patients who are waiting for new therapies. Continuing innovation that leads to better medical outcomes will shape the future for patients, for the medical community, and for us.

## Our research technologies and global research network are a powerful platform.

Along with the proprietary research technologies that we pioneered, we take full advantage of the cutting-edge research infrastructure of the Roche Group and a powerful network of outside partners to continuously create new drugs.



## We are accelerating discovery of new therapeutic antibodies by refining our strengths in antibody engineering technologies.

To speed up discovery of new antibodies using our proprietary antibody technologies, we have taken steps to strengthen our research activities, including the establishment of Chugai Pharmabody Research (CPR) in Singapore in 2012.



## We are developing proprietary next-generation antibody technologies.

Our scientists have developed a series of technologies that overcame the limitations of conventional antibody engineering techniques and are leading to the creation of innovative new drugs that target areas of unmet medical need.

Antibody Technology	Characteristics
<b>SMART-Ig®</b>	Used to create the recycling antibody, which can bind to the target antigen multiple times and therefore prolong the duration of the antibody's efficacy
<b>SMART-Fc®</b>	Used to create the sweeping antibody, which can eliminate the disease-causing antigen from plasma
<b>ART-Ig®</b>	Enables commercial production of the bispecific antibody, which is expected to exhibit diverse therapeutic effects by binding to two different types of antigen, unlike conventional antibodies, which only bind to one type of antigen

## We have also established outstanding technologies in small molecule drug discovery and are working on next-generation middle molecule drug discovery.

Small molecule drugs from Chugai's research, including those that have received breakthrough therapy designation from the FDA, are recognized globally for their value. We are also focusing on establishing a technology platform for middle molecule drug discovery.





## Top-level quality and speed

We work to bring medicines to patients as quickly as possible.

Many patients are waiting anxiously for a breakthrough drug. We want to fulfill their wishes by making much-needed medicines available as quickly as possible. Utilizing our network with Roche, we develop drug candidates into medicines and spread their value globally. We also continue to deliver high-quality medicines from our production operations, which are among the most advanced in Japan.

**Strong production functions for biopharmaceuticals underpin our ability to deliver innovative drugs.**

Chugai's production infrastructure, including biopharmaceutical API production facilities, ranks among the top in Japan in both quality and capacity. We also have a flexible development and production system that allows for a rapid shift to commercial-scale manufacturing of new products.



**With numerous in-house projects and our alliance partner Roche, we have one of the richest development pipelines in Japan.**

We are the domestic industry leader in participation in multinational studies, which enable simultaneous global filings for regulatory approval. This supports our goal of bringing innovative drugs to patients as quickly as possible.

Stage	Oncology				(As of February 1, 2018)	
Phase III	<b>RG7446</b> NSCLC [1st line], NSCLC (adjuvant), Small cell lung cancer, Urothelial carcinoma, Muscle invasive urothelial carcinoma (adjuvant), Renal cell carcinoma, Renal cell carcinoma (adjuvant), Breast cancer, Ovarian cancer, Prostate cancer		<b>RG435</b> Renal cell carcinoma	<b>RG3502</b> Breast cancer (adjuvant)		
	<b>RG7440</b> Prostate cancer, Breast cancer	<b>RG7596</b> Diffuse large B-cell lymphoma (DLBCL)				
Phase I	<b>GC33</b> Hepatocellular carcinoma*	<b>CKI27</b> Solid tumors (Domestic/Overseas)	<b>RG7604</b> Solid tumors	<b>ERY974</b> Solid tumors (Overseas)	<b>RG7421</b> Solid tumors	
	<b>Bone and Joint Diseases/Autoimmune Diseases</b>					
Phase III	<b>ED-71</b> Osteoporosis (China)	<b>NRD101</b> Knee osteoarthritis, Shoulder periarthritis (China)	<b>MRA</b> Systemic sclerosis	<b>SA237</b> Neuromyelitis optica* (NMO)		
	Phase I	<b>RG7845</b> Rheumatoid arthritis				
<b>Renal Diseases</b>						
Phase I	<b>EOS789</b> Hyperphosphatemia (Domestic/Overseas)					
<b>Others</b>						
Phase III	<b>RG1450</b> Alzheimer's disease	<b>RG7412</b> Alzheimer's disease	<b>ACE910</b> Hemophilia A (Non-inhibitor)	<b>RG6206</b> Duchenne muscular dystrophy		
	Phase II	<b>RG7916</b> Spinal muscular atrophy	<b>RG3637</b> Idiopathic pulmonary fibrosis	<b>CIM331</b> Pruritus in dialysis patients*	<b>URC102</b> Gout (Overseas)	<b>SKY59</b> Paroxysmal nocturnal hemoglobinuria
Phase I	<b>PCO371</b> Hypoparathyroidism (Overseas)	<b>RG7716</b> Wet age-related macular degeneration, Diabetic macular edema				

Ⓜ In-house project   
 ◆ Project based on PHC   
 \* Multinational study managed by Chugai Pharmaceutical  
★ Development for atopic dermatitis: Out-licensed to Galderma S.A. (Overseas) and Maruho Co., Ltd. (Japan)  
 Note: Each project is identified by development code and indication.



## Contributing to the advancement of healthcare

All our efforts are for the benefit of patients.

We want patients to have access to better treatments and more treatment options. To make that possible, we must continuously generate valuable information. And to that end, we must further refine the expertise that allows us to propose various treatments to healthcare professionals as part of our efforts to advance medical care.

**Our aim is healthcare that is personalized.**

Our medical representatives\* (MRs) focus on consultation, using their specialized knowledge to propose and provide information to healthcare professionals on the optimal treatment options and side-effect management strategies for each patient. They also help to promote appropriate use of drugs to ensure that patients can use medicines with confidence.



\* Medical representatives are employees responsible for providing information on medicines.

**We support the increasingly important multidisciplinary team approach and community care.**

Healthcare has become more advanced and complex, and the healthcare environment is changing. In response, we strive to support the multidisciplinary team approach to care, in which teams of doctors, pharmacists, nurses and other professionals are formed to provide coordinated patient-oriented treatment. We also provide solutions adapted to variations in regional characteristics.



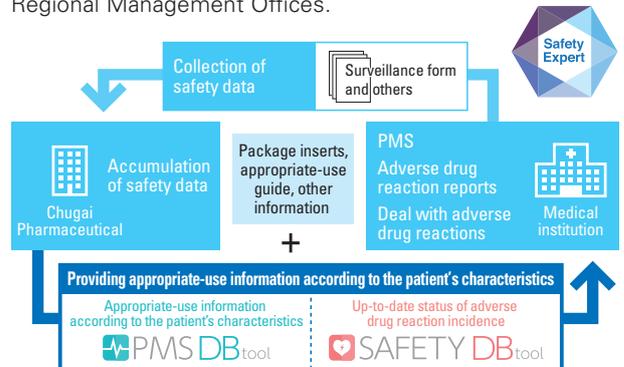
**We have a world-class safety management system, but are always trying to make it better.**

With expert safety assessment and sharing of adverse drug reaction information with Roche, Chugai provides fast and timely reporting and disclosure in line with global standards.



**We are taking steps to provide the most useful safety data.**

For the timely provision of information according to the characteristics of each patient, Chugai has taken steps including enhancing epidemiology functions, implementing its own post-marketing surveillance (PMS) and safety database (DB) tools, and assigning Safety Experts to its Regional Management Offices.



# Together with Stakeholders



## Support for Para-Sports

Chugai co-sponsors the Japanese Para-Sports Association as an official partner to support top athletes competing around the world. In addition, Chugai actively backs para-sports in other ways to help realize the para-sports philosophy of “creating a vital and inclusive society.”



Trying wheelchair basketball

## Educating the Next Generation

Chugai hosts various biology lab classes for elementary, junior high school and high school students to show children the fun of science. It has also established courses at universities to raise interest in health and medical treatment.



A DNA extraction lab class

## Environmental Protection Activities

Caring for the global environment is one of Chugai’s Core Values. Based on that value, we make efforts to minimize our environmental footprint in accordance with environmental laws and regulations. Our aim is to protect the global environment, which is part of the Chugai Business Conduct Guidelines.



Monitoring solar power generation at the Ukima site



## Health and Productivity Management

Chugai recognizes the importance of healthy employees and implements health-oriented management practices. We have been certified under the White 500 program by the Ministry of Economy, Trade and Industry and Nippon Kenko Kaigi for our excellent health and productivity management. Going forward, we will continue to promote health initiatives for our employees.



## Diversity Management

Chugai is emphasizing diversity management to enable a rich variety of employees to work enthusiastically and create new value. We have introduced a program for nurturing female leaders, and conduct various forums and training programs as part of our efforts to improve workplace environments.



For the fourth consecutive year, Chugai was selected as a "Nadeshiko Brand" company in recognition of its exceptional efforts to promote the success of women in the workplace.



Chugai has been selected as a Diversity Management Selection 100 company for promoting diverse human resources to create value. (Minister of Economy, Trade and Industry Award).

## Relay For Life

Chugai participates in and co-sponsors a variety of activities to support cancer patients and their families. One such activity is Relay For Life Japan, an awareness support campaign that forges ties in the fight against cancer. Chugai employees took part in this event at 29 locations throughout Japan in 2017.



Chugai employees participate as volunteers in Relay For Life Japan.

# Innovation All for the Patients

## Chugai's Mission Statement

### Mission

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Chugai's mission is to dedicate itself to adding exceptional value through the creation of innovative medical products and services for the benefit of the medical community and human health around the world.

### Core Values

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1. The primary focus of all our activities is patients and consumers.
2. In all our activities we are committed to the highest ethical and moral standards.
3. We value employees who develop profound expertise and broad perspectives and pursue innovation and challenges without fear of failure.
4. Wherever we operate around the world we seek to understand and respect people and cultures and to behave as good corporate citizens.
5. We promote an open and active corporate culture that respects individuality, ability and teamwork.
6. We care about the global environment.
7. We aim to achieve a fair return for our shareholders and to disclose information appropriately and in a timely manner.

### Envisioned Future

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As a most important member of the Roche Group, we aim to become a top Japanese pharmaceutical company by providing a continuous flow of innovative new medicines domestically and internationally.

## Business Plan IBI 18

The name of our business plan that started in 2016 is "IBI 18." Derived from the initials of our slogan, "INNOVATION BEYOND IMAGINATION," the name expresses our commitment to contributing to healthcare worldwide with innovation as the driving force. By fulfilling the two objectives of the priority agenda of IBI 18 – "Acquisition and implementation of competitiveness at a top global level" and "Selection and concentration strategy for acceleration of growth" – we aim to become a top pharmaceutical company and achieve dramatic growth globally.



INNOVATION BEYOND IMAGINATION

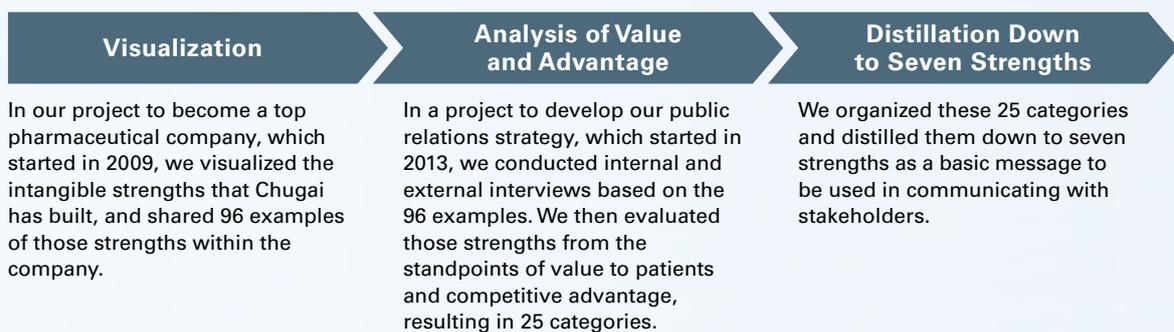
## Chugai's Seven Unique Strengths

Chugai's innovative products and advanced technologies are all developed with patients in mind. Based on internal and external interviews, we identified Chugai's seven core strengths.



1. Medical need that is not adequately met due to a lack of effective treatments
2. Drug development projects from the initial stage of development to market launch
3. Based on the strategic alliance with Roche concluded in December 2001, Chugai and Nippon Roche K.K., a wholly owned subsidiary of Roche, merged in October 2002.
4. A treatment method in which treatment plans are devised and executed according to the molecular and genetic information of individual patients

## The Process of Identifying Our Seven Strengths



# Network (As of April 1, 2018)

● Research ▲ Development ◆ Production □ Marketing

## Chugai Pharmaceutical

### ★ Head Office

1-1 Nihonbashi-Muromachi 2-chome,  
Chuo-ku, Tokyo 103-8324 Japan  
Tel: +81-(0)3-3281-6611  
URL: <https://www.chugai-pharm.co.jp/english/>

### ● Research Laboratories

- ① Fuji Gotemba Research Laboratories
- ② Kamakura Research Laboratories
- ③ Ukima Research Laboratories

### ◆ Plants

(Chugai Pharma Manufacturing Co., Ltd.)

- ◆ Ukima Plant
- ◆ Fujieda Plant
- ◆ Utsunomiya Plant

### ■ Branches

- ① Hokkaido Branch
- ② Miyagi and Yamagata Branch
- ③ Kita-Tohoku Branch (Iwate/Aomori/Akita)
- ④ Fukushima Branch
- ⑤ Saitama Branch
- ⑥ Ibaraki Branch
- ⑦ Gunma and Tochigi Branch
- ⑧ Niigata Branch
- ⑨ Nagano and Yamanashi Branch
- ⑩ Tokyo Branch 1
- ⑪ Tokyo Branch 2
- ⑫ Tokyo Branch 3
- ⑬ Tokyo Tama Branch
- ⑭ Chiba Branch
- ⑮ Yokohama Branch
- ⑯ Atsugi Branch
- ⑰ Aichi Branch
- ⑱ Gifu and Mie Branch
- ⑲ Shizuoka Branch
- ⑳ Kyoto and Shiga Branch
- ㉑ Hokuriku Branch (Ishikawa/Toyama/Fukui)

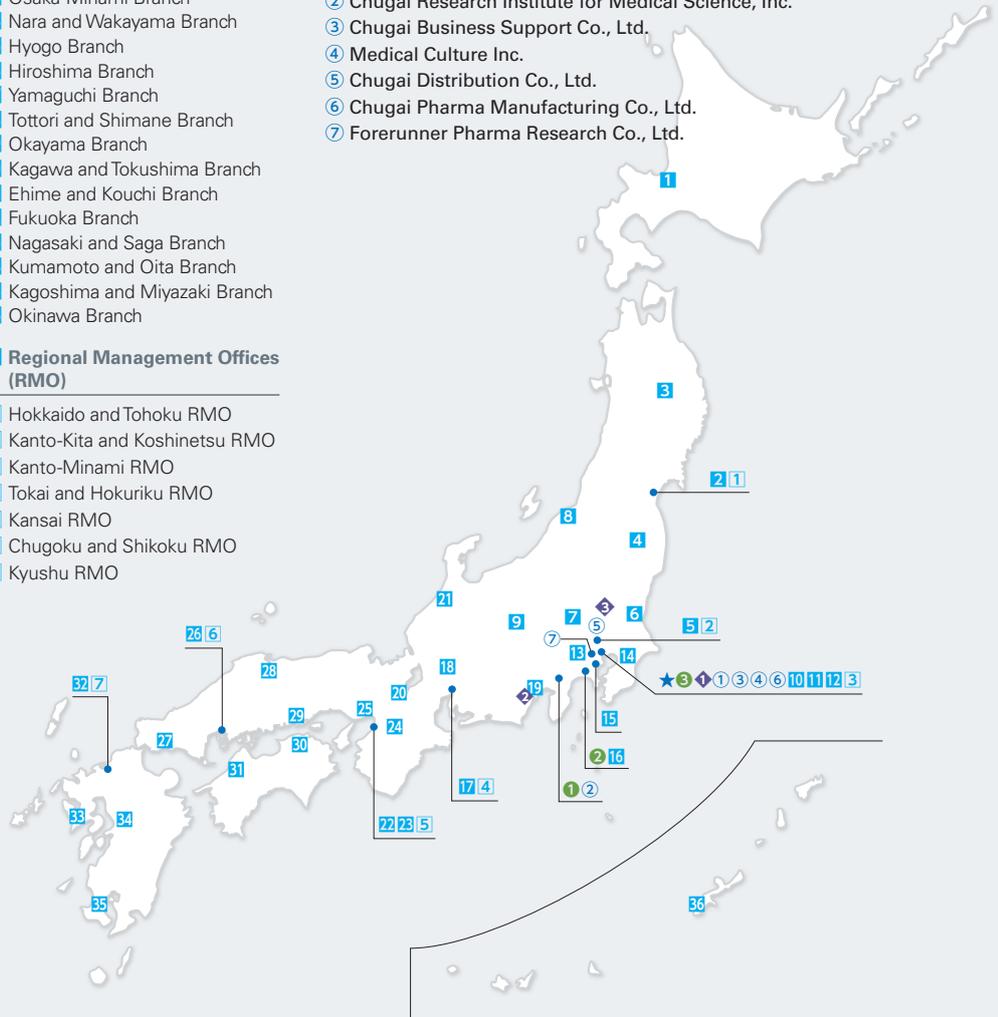
- ㉒ Osaka-Kita Branch
- ㉓ Osaka-Minami Branch
- ㉔ Nara and Wakayama Branch
- ㉕ Hyogo Branch
- ㉖ Hiroshima Branch
- ㉗ Yamaguchi Branch
- ㉘ Tottori and Shimane Branch
- ㉙ Okayama Branch
- ㉚ Kagawa and Tokushima Branch
- ㉛ Ehime and Kouchi Branch
- ㉜ Fukuoka Branch
- ㉝ Nagasaki and Saga Branch
- ㉞ Kumamoto and Oita Branch
- ㉟ Kagoshima and Miyazaki Branch
- ㊱ Okinawa Branch

### □ Regional Management Offices (RMO)

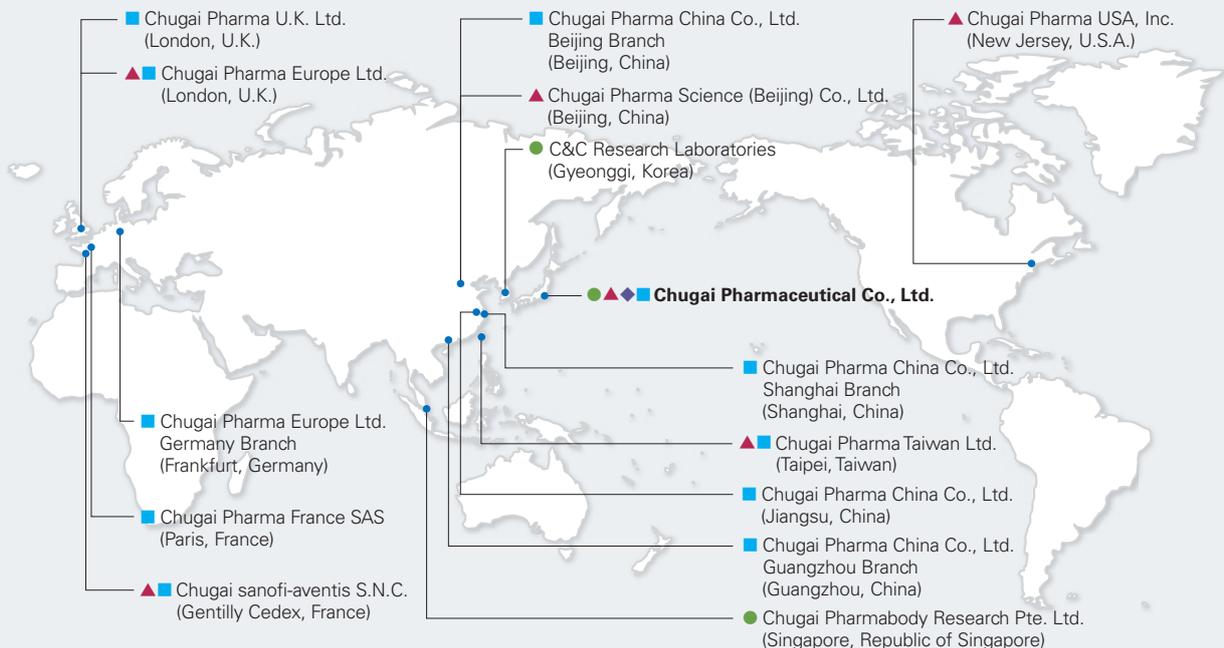
- ① Hokkaido and Tohoku RMO
- ② Kanto-Kita and Koshinetsu RMO
- ③ Kanto-Minami RMO
- ④ Tokai and Hokuriku RMO
- ⑤ Kansai RMO
- ⑥ Chugoku and Shikoku RMO
- ⑦ Kyushu RMO

## Domestic Subsidiaries

- ① Chugai Clinical Research Center Co., Ltd.
- ② Chugai Research Institute for Medical Science, Inc.
- ③ Chugai Business Support Co., Ltd.
- ④ Medical Culture Inc.
- ⑤ Chugai Distribution Co., Ltd.
- ⑥ Chugai Pharma Manufacturing Co., Ltd.
- ⑦ Forerunner Pharma Research Co., Ltd.



## Chugai's Global Network



# Corporate Data

## Corporate Data (As of December 31, 2017)

<b>Company name</b>	Chugai Pharmaceutical Co., Ltd.
<b>Foundation</b>	March 10, 1925
<b>Establishment</b>	March 8, 1943
<b>Stated capital</b>	¥73,202 million
	2017 core basis results*
	<hr/>
	Revenues ¥534.2 billion
	Operating profit ¥103.2 billion
	Net income ¥76.7 billion
	* IFRS results excluding gains and losses associated with non-recurring events
<b>Fiscal year-end</b>	December 31
<b>Number of employees</b>	7,372 (consolidated)
<b>Principal lines of business</b>	Research, development, manufacturing, sales and import/export of pharmaceuticals
<b>Head office</b>	Nihonbashi Mitsui Tower (Front desk: 15th floor) 1-1 Nihonbashi-Muromachi 2-chome, Chuo-ku, Tokyo

## Directors & Officers (As of April 1, 2018)

Representative Director & Chairman	Osamu Nagayama
Representative Director & Deputy Chairman	Motoo Ueno
Representative Director, President & CEO	Tatsuro Kosaka
Outside Director (Independent*)	Yasuo Ikeda
Outside Director (Independent*)	Masayuki Oku
Outside Director (Independent*)	Yoichiro Ichimaru
Director	Christoph Franz
Director	Daniel O'Day
Director	Sophie Kornowski-Bonnet
Audit & Supervisory Board Member (Full-time)	Shunji Yokoyama
Audit & Supervisory Board Member (Full-time)	Mamoru Togashi
Audit & Supervisory Board Member (Outside) (Independent*)	Hisashi Hara
Audit & Supervisory Board Member (Outside) (Independent*)	Takaaki Nimura

\*Independent officer pursuant to the regulations of Tokyo Stock Exchange, Inc.

### About Roche

Established in 1896, Roche is a pharmaceutical company headquartered in Basel, Switzerland. It employs approximately 94,000 people in over 100 countries, and generated net sales of 53.3 billion Swiss francs in 2017. Roche contributes to medicine in a wide range of fields through its two business segments, pharmaceuticals and diagnostics. Central to the Roche Group's strategy is personalized healthcare, in which biomarkers and diagnostic tests are used to identify the patients most likely to respond to a particular drug.

Roche began an alliance with Chugai in 2002, and is now the majority shareholder in Chugai. U.S.-based Genentech, one of the world's leading biotechnology companies, is also a member of the Roche Group.

### Website

<https://www.chugai-pharm.co.jp/english/>



### Social Media

Twitter URL [https://twitter.com/chugai\\_cc](https://twitter.com/chugai_cc)  
ID @chugai\_cc

YouTube URL <https://www.youtube.com/user/chugaijp>

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