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## Translation

# Organizational Restructuring and Personnel Changes

August 19, 2009 (Tokyo) - Chugai Pharmaceutical Co., Ltd. [Head office: Chuo-ku, Tokyo; President: Osamu Nagayama] announced today that the company will make organizational and personnel changes, effective October 1, 2009.

[Details of Organizational Restructuring of Sales Division]

#### I. Establishment of Primary Unit

- Primary Unit is newly established in the Sales Division to create a two-unit organizational structure: Oncology Unit and Primary Unit
- Sales Planning and Control Dept., Sales Promotion Dept. 1, Sales Promotion Dept. 2 and Medical Promotion Dept. will belong to Primary Unit, and their names will be changed to Primary Sales Planning and Control Dept., Primary Sales Promotion Dept. 1, Primary Sales Promotion Dept. 2 and Primary Medical Promotion Dept.

#### II. Restructuring of Sales Division functions at Headquarters

- Sales Human Resource Management Dept. is newly established and will control human resource allocation within the Sales Division.
- Customer Relation Dept. functions are transferred to the Sales Coordination Dept. of both the Primary Unit and Oncology Unit, and the Customer Relation Dept. will be abolished.

#### III. Establishment of Sales Dept.

- Oncology Sales Dept. is newly established within the Oncology Unit, and Primary Sales Dept. is newly established in the Primary Unit.
- Oncology Sales Dept. will comprise of eleven sales departments, and the current seven departments which belong to the Oncology Sales Planning and Control Dept. will be abolished.
- Primary Sales Dept. will comprise of 20 Sales departments, and the current 53 sales groups which belong to the branch offices will be abolished.
- Eight Oncology sections and six Kidney sections will be newly established, and the number of General sections will be reduced by 10, resulting in a total of 62 Oncology sections, 34 Kidney sections and 108 General sections.

#### IV. Restructuring of branch office organization

- The function of branch offices will be restructured to supervise both Primary Unit and Oncology Unit.
- Branch Managers will be the Company's representative in their area, and will also be designated as the highest officer for management of the entire branch and planning and promotion of business activities. Their job title is renamed 'Supervisory Branch Manager.'
- Dealers Section currently belonging to Wholesaler Business Planning Dept. is restructured from ten to eight groups, and will belong to the branch office.
- Business Coordination Section in the branch office will be abolished and its function reorganized into a newly established Business Support Section.
- PMS Section and Medical Section will be abolished and their functions integrated into a newly established Drug Information Management Section.

#### [Details of Personnel Changes]

Vice Presidents

Name	New Responsibilities	Old Responsibilities
Yoshiro Saito	Vice President	Vice President
	Deputy General Manager of Sales	Deputy General Manager of Sales
	Div. (In charge of Wholesaler	Div. (In charge of Wholesaler
	Business Planning)	Business Planning) and Department
		Manager of Wholesaler Business
		Planning Dept.
Tetsuo	Vice President	Vice President
Minoura	Deputy General Manager of Sales	Branch Manager of Osaka Branch
	Div.	
Akio Tanaka	Vice President	Vice President
	Deputy General Manager of Sales	Deputy General Manager of Sales
	Div. and Head of Oncology Unit	Div. (In charge of Product Research
		and Drug Information) and Head of
		Oncology Unit
Masaaki	Vice President	Department Manager of Disease Area
Tohaya	Deputy General Manager of Sales	Strategy Dept. 3 and Senior Leader of
	Div. and Head of Primary Unit	Lifecycle Management Dept. 3
Keiji Shima	Vice President	Vice President
	Supervisory Branch Manager of Tokyo	Branch Manager of Tokyo Branch 1
	Branch 1	
Susumu Kato	Vice President	Department Manager of Sales
	Supervisory Branch Manager of	Coordination Dept.
	Osaka Branch	

Name	New Responsibilities	Old Responsibilities
Dr. Masayuki	Department Manager of Lifecycle	Department Manager of Lifecycle
Tsuchiya	Management Dept. 3 and Department	Management Dept. 3
-	Manager of Disease Area Strategy	
	Dept. 3	
Keiichi	Department Manager of Business	President of Chugai USA, Inc. and
Nakabayashi	Development Dept.	President of Chugai Pharma USA,
		LLC
Minoru	Department Manager of Oncology	Branch Manager of Yokohama Branch
Yoshida	Sales Planning and Control Dept.	
Shinji Hidaka	Department Manager of Oncology	Senior Leader of Disease Area
	Sales Promotion Dept.	Strategy Dept. 1
Hiroyuki	Department Manager of Primary	Department Manager of Customer
Matsumoto	Sales Planning and Control Dept.	Relation Dept.
Kenichiro	Department Manager of Primary	Department Manager of Sales
Numata	Sales Promotion Dept. 1	Promotion Dept. 1
Tetsuya	Department Manager of Primary	Department Manager of Sales
Takahashi	Sales Promotion Dept. 2	Promotion Dept. 2
Akira Honme	Department Manager of Primary	Department Manager of Medical
	Medical Promotion Dept.	Promotion Dept.
Akihiro	Department Manager of Sales	Branch Manager of Fukuoka Branch
Yanagihara	Coordination Dept.	
Morihiro	Department Manager of Wholesaler	Branch Manager of Nagoya Branch
Terakawa	Business Planning Dept.	
Shinichi	Center Manager of Drug Information	Branch Manager of Hiroshima Branch
Kurata	Center	
Mitsuharu	Department Manager of Sales Human	Senior Leader of Sales Coordination
Iwata	Resource Management Dept.	Dept.
Kazushige	Department Manager of Product	Senior Leader of Product Research
Mori	Research Dept.	Dept.
Fumio	Supervisory Branch Manager of	Branch Manager of Sapporo Branch
Yamada	Sapporo Branch	and Manager of Sapporo Sales Group
Tadahiko	Supervisory Branch Manager of	Department Manager of Oncology
Sato	Sendai Branch	Sales Planning and Control Dept.
Toshitaka Uto	Supervisory Branch Manager of Tokyo	Department Manager of Sales
	Branch 2	Planning and Control Dept.
Tsunanori	Supervisory Branch Manager of	Senior Leader of Sales Div.
Sato	Yokohama Branch	
Takafumi	Supervisory Branch Manager of	Branch Manager of Sendai Branch
Yamamoto	Nagoya Branch	
Kazushige	Supervisory Branch Manager of Kyoto	Branch Manager of Kyoto Branch
Hori	Branch	

Department, Supervisory Branch and Center Manager

Name	New Responsibilities	Old Responsibilities
Nobuhiro	Supervisory Branch Manager of	Branch Manager of Takamatsu
Fukushima	Hiroshima Branch	Branch
Masahito	Supervisory Branch Manager of	Department Manager of Oncology
Nagura	Takamatsu Branch	Sales Promotion Dept.
Hirotsugu	Supervisory Branch Manager of	Branch Manager of Tokyo Branch 2
Imoto	Fukuoka Branch	

Department, Supervisory Branch and Center Manager (cont'd)

### Senior Leader

Name	New Responsibilities	Old Responsibilities
Kimio	Senior Leader of Lifecycle	Department Manager of Business
Nishimura	Management & Marketing Unit and	Development Dept.
	Portfolio Management Unit	
Dr. Keiji Saito	Senior Leader of Oncology Unit	Department Manager of Product
		Research Dept.
Noriaki	Senior Leader of Oncology Unit	Senior Leader of Sales Div.
Yoshida		
Hiroshi Anma	Senior Leader of Primary Unit	Center Manager of Drug Information
		Center

## Group Company

Name	New Responsibilities	Old Responsibilities
Hiroshi	President of Chugai Clinical Research	Chugai Pharmaceutical Co., Ltd.
Hasebe	Center Co., Ltd.	Senior Leader of Clinical
		Development Div.
Kazutaka	President of Chugai USA, Inc. and	Chugai Pharmaceutical Co., Ltd.
Okada	President of Chugai Pharma USA,	Senior Leader of Development
	LLC	Regulatory Affairs Dept. and Senior
		Leader of Lifecycle Management
		Dept. 2
Tomohiko	Chairman of Chugai Pharma	Chugai Pharmaceutical Co., Ltd.
Kanazawa	(Shanghai) Consulting Co., Ltd.	Senior Leader of Overseas Business
		Dept.