



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

Our Stance



Mission

Dedicate ourselves to adding value by creating and delivering innovative products and services for the medical community and human health around the world

Core Values

1. Patient Centric

Make each patient's wellbeing our highest priority

2. Pioneering Spirit

Pursue innovation by improving ourselves and thinking differently

3. Integrity

Maintain the highest standards in all we do to create shared value with society



Envisioned Future

Become a top innovator for advanced and sustainable patient-centric healthcare, powered by our unique strengths in science and technology and the alliance with Roche.

Henceforth, our role will be to contribute to patient-centric healthcare. That's why we are always striving for the next innovation.

Many around the world still suffer from disease. Medical need is not adequately met. There are diseases with no effective treatments. Chugai has confronted this situation head on and continued to innovate for patients. We have delivered numerous breakthrough drugs and taken on substantial responsibility in the pharmaceutical industry.

Now, we wonder...
Shouldn't we play a broader role?
What about in these instances?

- The patient who has not realized she has contracted a disease.
- The patient unsure of the most suitable treatment for him.
- The patient who wants to spend precious time with family while receiving treatment.

Can't we make contributions tailored to the needs and values of such patients?

Therefore, while continuing to primarily provide drugs and services, Chugai aims to contribute to advances throughout the healthcare industry, with integrity and innovation on a whole new level.

Our aim is to become a top innovator.

Become a top innovator...

Chugai's History



From 1925

Founded in response to a shortage of medicines following the Great Kanto Earthquake of 1923

- Shifted to specialization in prescription drugs
- A pioneer in biopharmaceuticals



To 2018

Becoming a top pharmaceutical company

- Established a unique business model based on cooperation with Roche
- Provision of value globally through the creation of innovative new drugs



2019 Onward

Becoming a top innovator

- Contribution across the entire spectrum of healthcare centered on innovative drugs
- Management that creates shared value with society

Chugai has continually pursued innovation for patients since its founding. In 2002, we started a strategic alliance with Roche to deliver our value on a broader scale globally. In 2009, we set the goal of becoming a top pharmaceutical company that is trusted and lives up to expectations, a goal that we realized in 2018. Going forward, we aim to become a top innovator in the healthcare industry, making full use of the foundation we have built as we contribute to patients and across the entire spectrum of healthcare.



...for advanced and sustainable patient-centric healthcare...

Chugai's Contributions



Addressing unmet medical need¹



Creating a framework for next-generation healthcare



Improving patients' quality of life



Enabling the selection of the optimal treatment for each patient

Chugai is working to create innovative new drugs that address unmet medical need and give hope to patients suffering from illness. We believe our products should have true value for patients, not just in terms of efficacy and safety, but also in terms of improving patients' quality of life during treatment. To contribute across the entire spectrum of healthcare, our products will enable healthcare providers to carry out the optimal treatment for each patient according to factors including disease condition and characteristics at the genetic level. In this way, we aim to contribute to next-generation medical systems and the development of society.

1. Medical need that is not adequately met due to a lack of effective treatments



...powered by our unique strengths in science and technology...

Chugai's Strengths in Science and Technology



World-class antibody engineering technologies



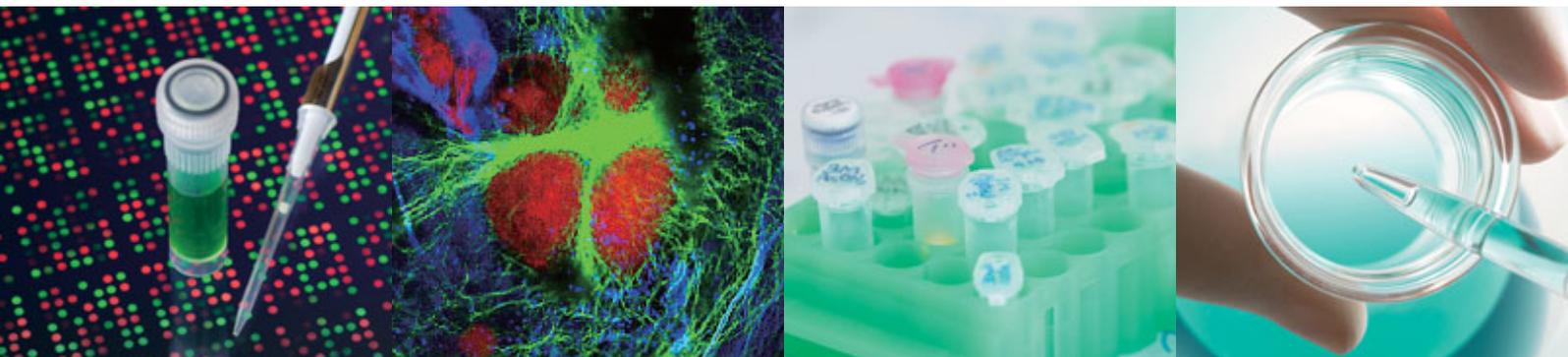
7 breakthrough therapy designations²



Solutions based on strong expertise and extensive data

Since its founding, Chugai has consistently believed in the potential of science and has continued to refine its strengths in this area. One example is our cutting-edge research infrastructure, which is the result of entering biopharmaceuticals ahead of other companies and establishing our proprietary antibody engineering technologies. The level of Chugai's drug discovery is world-class, with drugs created in-house at Chugai receiving seven breakthrough therapy designations from the U.S. Food and Drug Administration (FDA), the highest among Japanese companies. We have also earned a strong reputation for solutions backed by our scientific capabilities in areas such as providing specialized information for post-marketing safety data management and other applications to healthcare providers.

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



...and the alliance with Roche

Chugai's Position



No. 1 domestic market share³
in oncology area

No. 1 domestic market share³
in therapeutic antibodies⁴

Roche's Position



World No. 1³ in pharmaceutical research
and development investment⁵

World No. 1³ for number of personalized
healthcare products⁵

Chugai is the leading company in Japan in the areas of biopharmaceuticals, therapeutic antibodies and oncology. Roche, one of the world's foremost pharmaceutical corporate groups, possesses strong research and development capabilities and is a global leader in promoting personalized healthcare, in which treatment plans are prepared based on a patient's genetic and other information. Since embarking on a strategic alliance with Roche in 2002, Chugai has established a truly unique business model of operating in collaboration with Roche while maintaining its own independent management, which serves as a secure foundation for contributing to patients and society.

3. Copyright © 2019 IQVIA. Source: JPM 2018. Reprinted with permission. The scope of the market is defined by Chugai.

4. Therapeutic antibodies are a class of biopharmaceuticals made using biotechnology. Targeting specific cell types or tissues, they can be expected to provide a high degree of efficacy with few side effects.

5. Source: Chugai 2018.



Our Initiatives

We believe our future lies in using the power of science to completely control disease.

The introduction of innovative drugs leads to changes in the lives and lifestyles of patients. For diseases such as cancer, rheumatoid arthritis and hemophilia, for example, these drugs are said to have changed the goals of treatment itself.

In this area, Chugai has strengths in antibody engineering technologies and small molecule drugs. Products from our research are providing their value more broadly around the world, including the receipt of breakthrough therapy designations from the FDA. Furthermore, as for next-generation technology, we are leading the industry in the development of a technology platform for the discovery of middle molecule drugs, which combine characteristics of both therapeutic antibodies and small molecule drugs.

By continuing to pursue innovation driven by our world-class drug discovery and technological capabilities, we intend to help achieve a future where patients are freed from the suffering of disease.



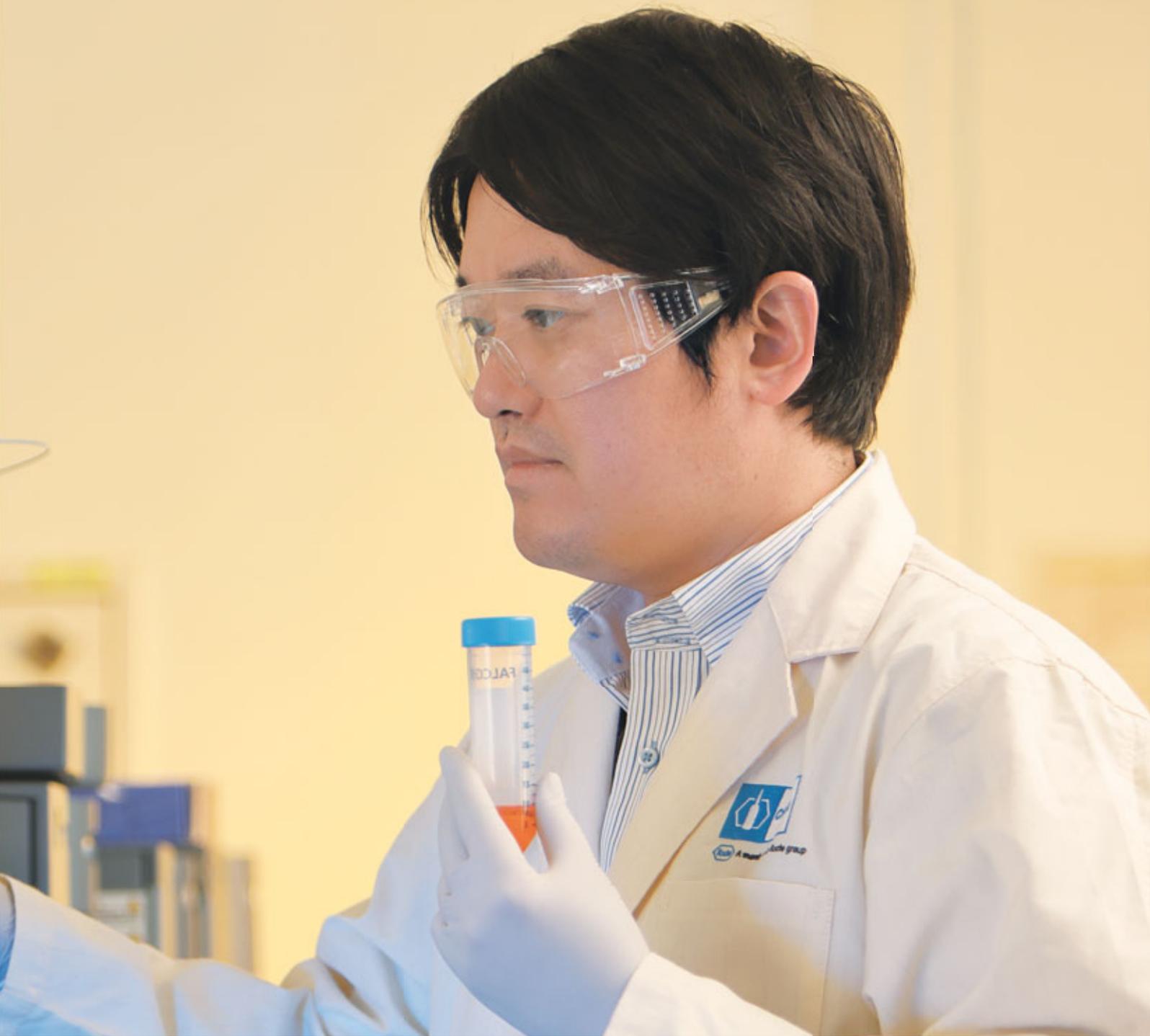
Evolution of Our Proprietary Technologies

Examples of Our Proprietary Antibody Technologies

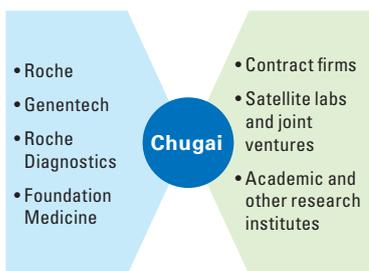
- SMART-Ig® (Recycling antibody)
- SMART-Fc® (Sweeping antibody)
- ART-Ig® (Bispecific antibody)

We have developed proprietary antibody technologies that give rise to a competitive advantage when applied to therapeutic antibodies. These technologies will lead to the creation of innovative new drugs that address unmet medical need.





Building a Research Network



While drawing upon our unique drug discovery technologies, we will utilize the Roche Group's research infrastructure as we proactively collaborate with external research institutions and other parties to generate further innovation.

Accelerating Open Innovation



We are working to contribute to next-generation healthcare by accelerating joint research with external organizations including the Osaka University Immunology Frontier Research Center (IFReC) and the University of Tokyo Research Center for Advanced Science and Technology to strengthen immunological research and pathological studies.

What we offer goes beyond effective medicines. We collaborate with healthcare providers to deliver solutions to patients.

Delivering new breakthrough drugs as quickly as possible to patients eagerly awaiting them. Providing treatment tailored to each patient. Supporting healthcare according to regional characteristics.

These are all solutions that Chugai is tasked with providing. Moreover, to generate even greater value, we must evolve each of our business functions, including pharmaceutical technology and production, development, sales, medical affairs and drug safety.

For instance, in providing safety information, we have created and upgraded databases that enable healthcare providers to make more accurate, real-time decisions on treatment. There is no limit to what we can do for patients. Chugai will not cease in its progress.



A System Supporting the Highest Standards of Development and Production



In addition to having production facilities, including for biological APIs, at the top level in Japan, in both qualitative and quantitative terms we have built a flexible development and production system that enables rapid commercialization.





Promoting Multidisciplinary Team Care and Regional Healthcare



Using our consulting and liaison functions, we contribute to multidisciplinary team care in which doctors, pharmacists, nurses and others work together, and we coordinate with and promote regional healthcare according to the characteristics of each medical facility.

Providing More Useful Safety Information



For the timely provision of information according to the characteristics of each patient, Chugai has taken steps including utilizing its own post-marketing surveillance (PMS) and safety database (DB) tools, and deploying Safety Experts.

We can further improve treatments and healthcare to deliver true value tailored to each patient.

As Japan's society ages rapidly, soaring medical costs are becoming a social issue that undermines the sustainability of the social security system. In addition, a patient-centric approach will increasingly require treatments that offer true value to patients, extending to their lives after administration.

Chugai is working for further progress in personalized healthcare, which it has been promoting as a pioneer. Because appropriate treatments are conducted based on genetic information and other factors, personalized healthcare is expected to maximize efficacy and reduce adverse events for patients and will help reduce medical expenses by precluding unnecessary treatments. We want to help create a society where the optimum treatment for each patient can be carried out in greater detail using genomic profiling, artificial intelligence and other technologies.



Promoting Advances in Personalized Healthcare



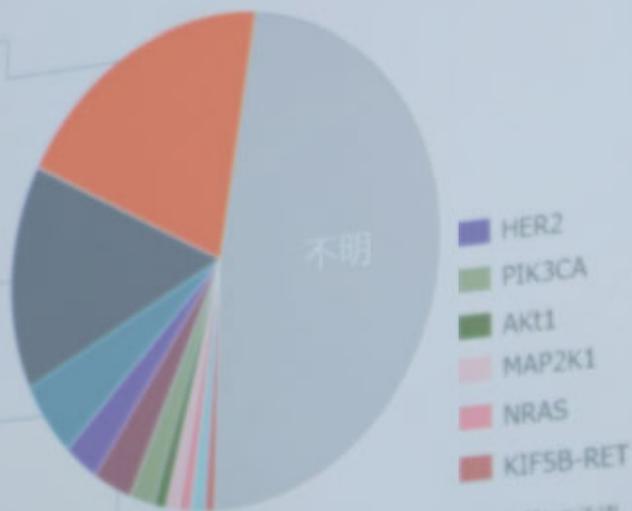
We use the genomic profiling technology of Foundation Medicine Inc. (FMI),¹ which joined the Roche Group in 2015, to help promote highly advanced and sophisticated personalized healthcare and cancer genomic medicine.

1. FMI was established in Massachusetts, U.S.A. in 2010. In 2015, Roche took a majority stake, and then acquired the remaining outstanding shares in 2018 to make FMI a wholly owned subsidiary. Chugai is carrying out commercialization and product value maximization of FMI's "Comprehensive Genomic Profiling Service" in Japan.



遺伝子変異を標的とする治療

遺伝子変異に基づく肺腺がんの分子標的治療薬の選択¹⁾



Pao W, et al.: Nat Med 2012; 18(3): 349-51. 訂正

1) Pao W, et al.: Nat Med 2012; 18(3): 349-51 2) Buffon 3) Frampton

研究の取り組みが続くなか、薬剤開発をさらに推進しうる多くのドラッグが期待されている²⁾

急速なゲノム上の発見が、細胞増殖やシグナル伝達を介して、数百以上の遺伝子変異が治療が臨床上市



Achieving Proof of Value



We are engaged in empirical research using real world data² for purposes including verifying the burden on patients and developing technologies and systems that can visualize and measure changes in quality of life.

2. Anonymized patient data obtained from clinical practice or other sources

Enhancing Cooperation with Other Industries



We are proactively collaborating with companies and organizations with state-of-the-art technologies and different cultures. This includes entering into a comprehensive partnership agreement with Preferred Networks, Inc., which is attracting attention worldwide for its deep learning and robotics technologies.

Our own innovation will be indispensable for attaining the future we aim for.

Chugai has grown through innovation. However, we believe that solving social issues and making a greater contribution to healthcare will require innovation on a whole new level.

Our people are our greatest asset and the source of our innovation. We will continue to offer roles and growth opportunities that reflect each employee's ability and aptitude, and foster a culture and work environment that encourage taking on challenges. Chugai will continue its commitment to innovation as it further evolves its human resources and organizational strategy.



Promoting Talent Management



Chugai promotes talent management for developing employees based on visualization of human resources and their capabilities. We formulate development plans for each employee, and quickly identify and develop leaders and highly competent specialists to accelerate innovation and strategy execution.





Accelerating Diversity and Inclusion



Based on respect for different values and ideas, we conduct various measures to foster an inclusive organizational culture in which diverse human resources can succeed and pursue innovation. These measures have been highly evaluated by parties outside the Company.



Advancing Health and Productivity Management



2019
健康経営優良法人
Health and productivity
ホワイト500

In addition to placing importance on the health of its employees, Chugai believes it is well-positioned to take the lead in health and productivity management in society, and has strengthened its efforts in this area. We have been certified under the White 500 program by the Ministry of Economy, Trade and Industry and Nippon Kenko Kaigi for the second consecutive year in recognition of our efforts.

We are raising the quality of our management and operations for sustainable growth as a top innovator.

Making Chugai a top innovator is premised on both our own sustainable growth and the sustainability of society. Creating shared value with society and our various stakeholders is our management approach. This approach is aligned with the Sustainable Development Goals (SDGs) adopted at the United Nations Sustainable Development Summit in 2015, and Chugai considers it essential to strongly commit to SDG initiatives.

In order to do so, we will focus greater effort on the roles that we are uniquely qualified to fulfill, including our social responsibilities as a global company, and resolving issues where we should take the initiative.



Promoting Disease Awareness



In cooperation with medical institutions and local governments, we actively engage in educational activities on cancer, rheumatoid arthritis, kidney disease, osteoporosis, locomotive syndrome* and other illnesses to improve the effectiveness of treatment through early diagnosis and to promote patients' understanding of their diseases.

* A state of high risk of requiring nursing care as a result of physical disorders of the bones, joints, muscles or other parts of the musculoskeletal system



Enhancing Environmental Conservation



Monitoring solar power generation at the Ukima Plant



We work to minimize our environmental footprint in accordance with environmental laws and regulations. Our aim is to protect the global environment, which is one of the initiatives in the Chugai Group Code of Conduct.

Contributing to Global Health



Global Health Innovative Technology Fund



Moving NCD Care Forward

As international contributions in the area of global health, Chugai participates in the Global Health Innovative Technology Fund (GHIT Fund), which aims to conquer infectious diseases in developing countries, and Access Accelerated, which conducts measures for people living with non-communicable diseases in low and middle income countries.

Social Contribution





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.”



One of the largest international wheelchair softball tournaments in Japan

Para-Transit Vehicle Donation Program

Securing the means for senior citizens and disabled people living at home to go to and from hospitals and welfare facilities, and for staff from these facilities to visit homes to perform home care, is an important social issue. In its efforts to contribute to welfare services at home, Chugai has been donating specially equipped para-transit vehicles to welfare organizations since 1985.



Specially equipped para-transit vehicle

Relay For Life Japan

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 27 locations throughout Japan in 2018.



Chugai employees participate as volunteers in Relay For Life Japan.

Educating the Next Generation

Chugai hosts various lab classes for elementary school students to show them the fun of science. Our lab classes during 2018 included one for girls entitled “Science Is Interesting: Let’s Try Dissecting a Squid.”



“Plunging into Mysteries We Can’t See: The Grand CO₂ Experiment” lab class for girls



Information and Networking Support for Generation AYA Members

Since 2017, Chugai has been operating “AYA Life,”* a website for young cancer patients and their families. For AYA generation patients feeling isolated or worried about the future, or having difficulty finding someone to talk with, the website includes sections for sharing their experiences and for assistance in building a support network, helping them confront cancer proactively.



* AYA, an abbreviation of “Adolescents and Young Adults,” refers to the population from around 15 to 39 years of age. (<https://aya-life.jp/> (Japanese only))



Network (As of April 1, 2019)

● 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
<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.)

- ④ Ukima Plant
- ⑤ Fujieda Plant
- ⑥ 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)

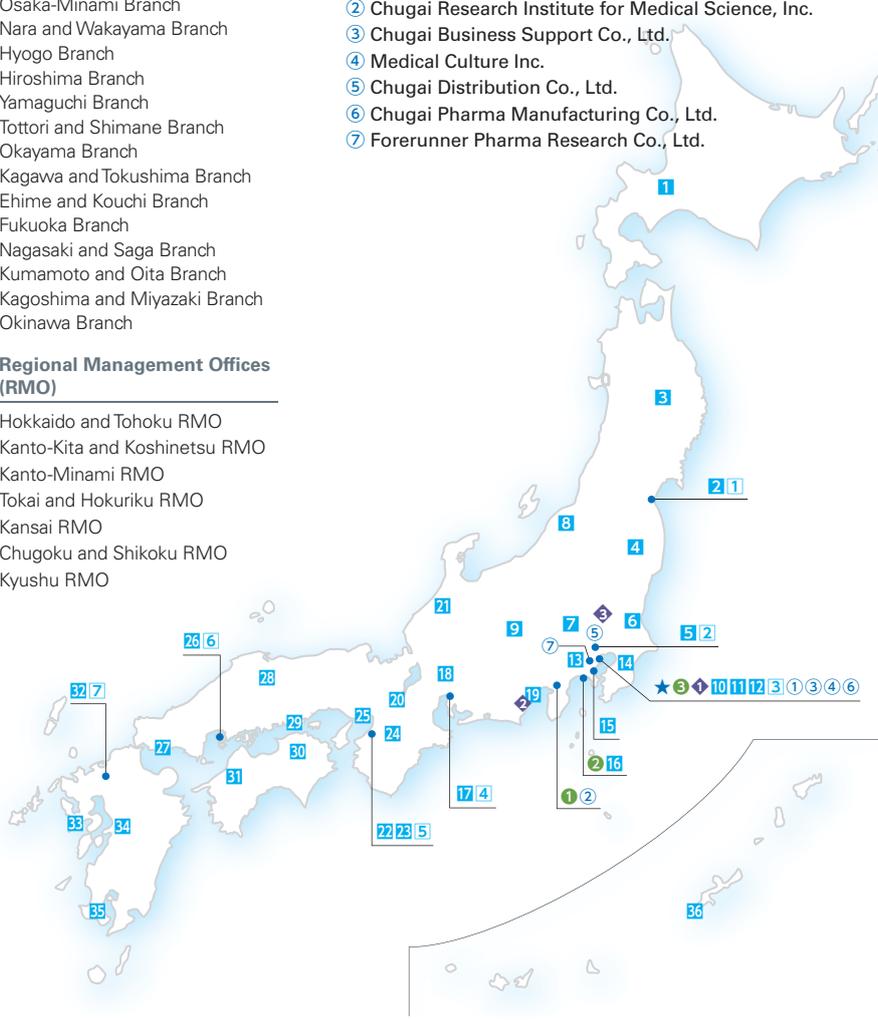
- ㉒ Osaka-Kita Branch
- ㉓ Osaka-Minami Branch
- ㉔ Nara and Wakayama Branch
- ㉕ Hyogo Branch
- ㉖ Hiroshima Branch
- ㉗ Yamaguchi Branch
- ㉘ Tottori and Shimane Branch
- ㉙ Okayama Branch
- ㉚ Kagawa and Tokushima Branch
- ㉛ Ehime and Kouchi Branch
- ㉜ Fukuoka Branch
- ㉝ Nagasaki and Saga Branch
- ㉞ Kumamoto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

■ **Regional Management Offices (RMO)**

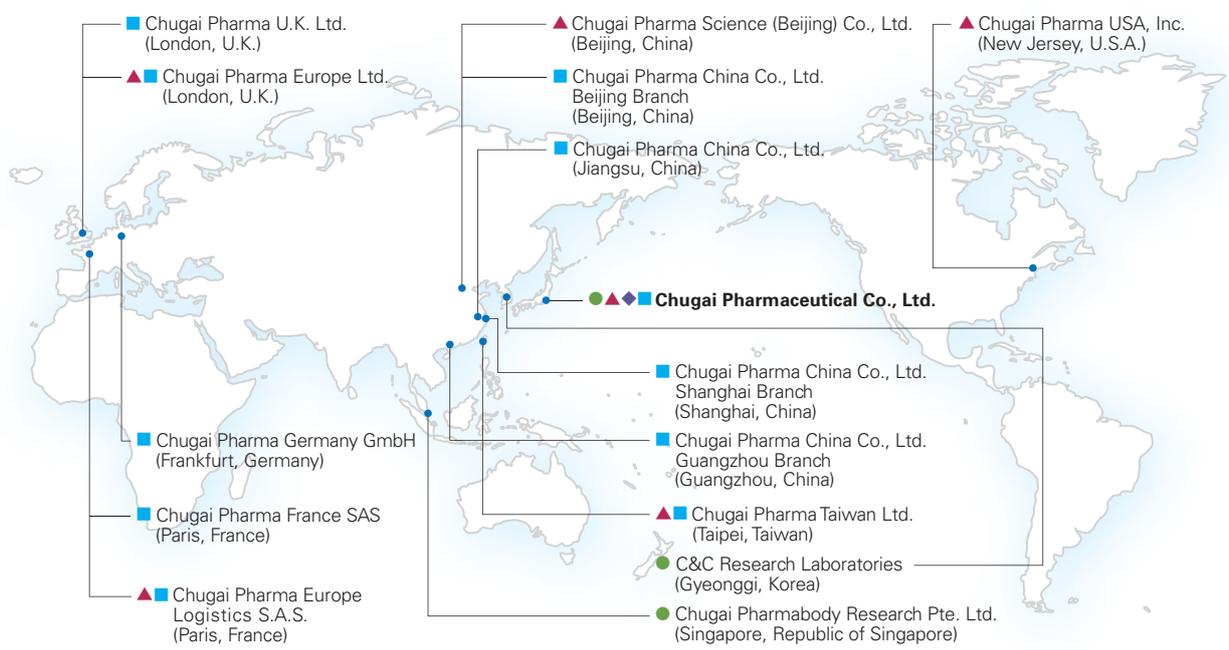
- ① Hokkaido and Tohoku RMO
- ② Kanto-Kita and Koshinetsu RMO
- ③ Kanto-Minami RMO
- ④ Tokai and Hokuriku RMO
- ⑤ Kansai RMO
- ⑥ Chugoku and Shikoku RMO
- ⑦ Kyushu RMO

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, 2018)

Company name Chugai Pharmaceutical Co., Ltd.

Foundation March 10, 1925

Establishment March 8, 1943

Stated capital ¥73,202 million

2018 core basis results*

Revenues ¥579.8 billion

Operating profit ¥130.3 billion

Net income ¥97.3 billion

* IFRS results excluding gains and losses associated with non-recurring events

Fiscal year-end December 31

Number of employees 7,432 (consolidated)

Principal lines of business Research, development, manufacturing, sales and import/export of pharmaceuticals

Head Office 1-1, Nihonbashi-Muromachi 2-chome, Chuo-ku, Tokyo, Japan

About Roche

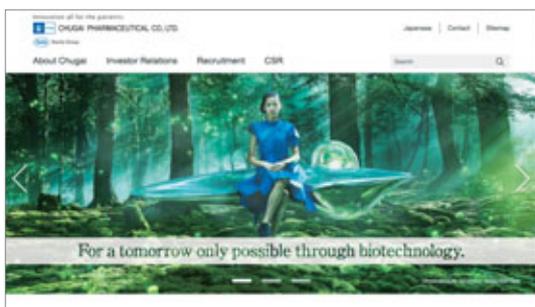
Established in 1896, Roche is a pharmaceutical company headquartered in Basel, Switzerland. It employs approximately 94,000 people and generated net sales of 56.8 billion Swiss francs in 2018. Roche contributes to medicine in a wide range of fields through its two business segments, pharmaceuticals and 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

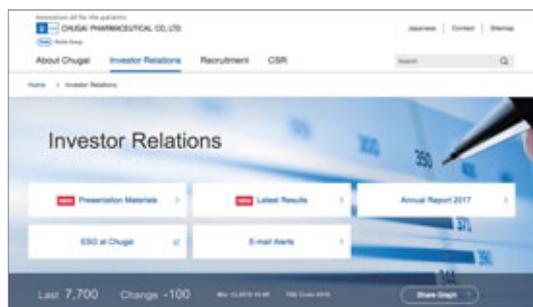
Corporate Website

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



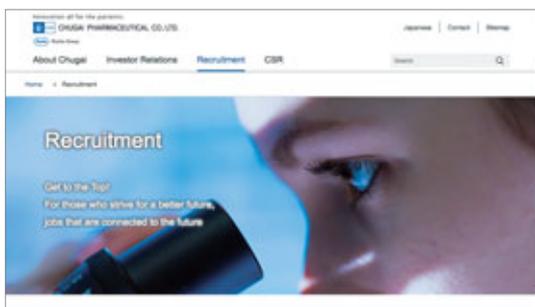
Investor Relations

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



Recruitment

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



Social Media

Twitter [@chugai_cc](https://twitter.com/chugai_cc)

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

Innovation all for the patients



CHUGAI PHARMACEUTICAL CO., LTD.

