



# Mitsubishi Tanabe Pharma Corporation

## Business Results Outline

### 3rd Quarter for Fiscal 2009

(April 1, 2009 – December 31, 2009)

January 28, 2010

Kunihiko Shimojuku  
Board Director  
Executive Vice President

# Q3 FY2009 Financial Results

[April to December, 2009]



	FY2008	FY2009	Increase Decrease		Published forecasts	Achieved
	Billion yen	Billion yen	Billion yen	%	Billion yen	%
<b>Net sales</b>	325.3	320.2	-5.1	-1.6	408.0	78.5
<b>Cost of sales</b>	123.9	116.8	-7.1	-5.8	148.5	78.6
Sales cost ratio	38.1%	36.5%				
<b>SG&amp;A</b>	136.3	143.5	+7.2	+5.3	196.0	73.2
<b>Operating income</b>	65.1	60.0	-5.1	-7.9	63.5	94.4
<b>Ordinary income</b>	66.4	60.4	-6.0	-9.0	63.5	95.1
<b>Net income</b>	32.1	32.6	+0.5	+1.6	32.5	100.4

Published forecasts announced on Oct. 29, 2009 in the financial results for the 2<sup>nd</sup> Quarter FY2009

# Sales by Segment

[Q3 FY2009 Financial Results, April to December, 2009]



	FY2008	FY2009	Increase Decrease		Published forecasts	Achieved
	Billion yen	Billion yen	Billion yen	%	Billion yen	%
Net sales	325.3	320.2	-5.1	-1.6	408.0	78.5
[Overseas sales]	[ 27.9]	[ 19.9]	[ -8.1]	[ -28.9]	[ 27.5]	[72.3]
Pharmaceuticals	302.5	313.1	+10.6	+3.5	398.1	78.6
Ethical drugs domestic sales	263.6	282.3	+18.7	+7.1	356.3	79.2
Ethical drugs overseas sales	19.5	16.9	-2.6	-13.5	23.5	71.9
OTC	4.2	3.9	-0.3	-6.9	5.1	76.8
Others	15.1	9.9	-5.1	-34.1	13.2	75.4
Other businesses	22.9	7.2	-15.7	-68.6	9.9	72.5

# Ethical Drugs Domestic Sales of Main Products

## [Q3 FY2009 Financial Results, April to December, 2009]



	FY2008	FY2009	Increase Decrease		Published forecasts	Achieved
	Billion yen	Billion yen	Billion yen	%	Billion yen	%
<b>Ethical drugs domestic sales</b>	263.6	282.3	+18.7	+7.1	356.3	79.2
Remicade	28.6	35.9	+7.3	+25.5	46.8	76.8
Radicut	22.3	22.3	0.0	0.0	27.8	80.1
Anplag	14.5	15.3	+0.8	+5.7	18.9	80.7
Urso	12.7	13.1	+0.4	+3.1	16.6	78.6
Tanatril	9.5	9.2	-0.4	-3.8	11.2	81.6
Talion	6.0	7.2	+1.1	+18.8	12.2	58.5
Ceredist	12.8	13.5	+0.7	+5.4	17.0	79.7
Depas	9.3	9.2	-0.1	-0.7	11.8	77.9
Herbesser	9.4	8.8	-0.7	-7.3	11.1	79.1
Maintate	8.0	8.8	+0.8	+10.3	11.0	80.1
Vaccines*	17.6	18.5	+1.0	+5.5	23.2	79.7
[Mearubik]	[9.1]	[8.9]	[-0.2]	[-2.4]	[12.5]	[71.2]
[Influenza]	[6.2]	[6.2]	[-0.1]	[-0.8]	[6.5]	[94.9]
[The H1N1 flu]	-	8.3	+8.3	-	-	-

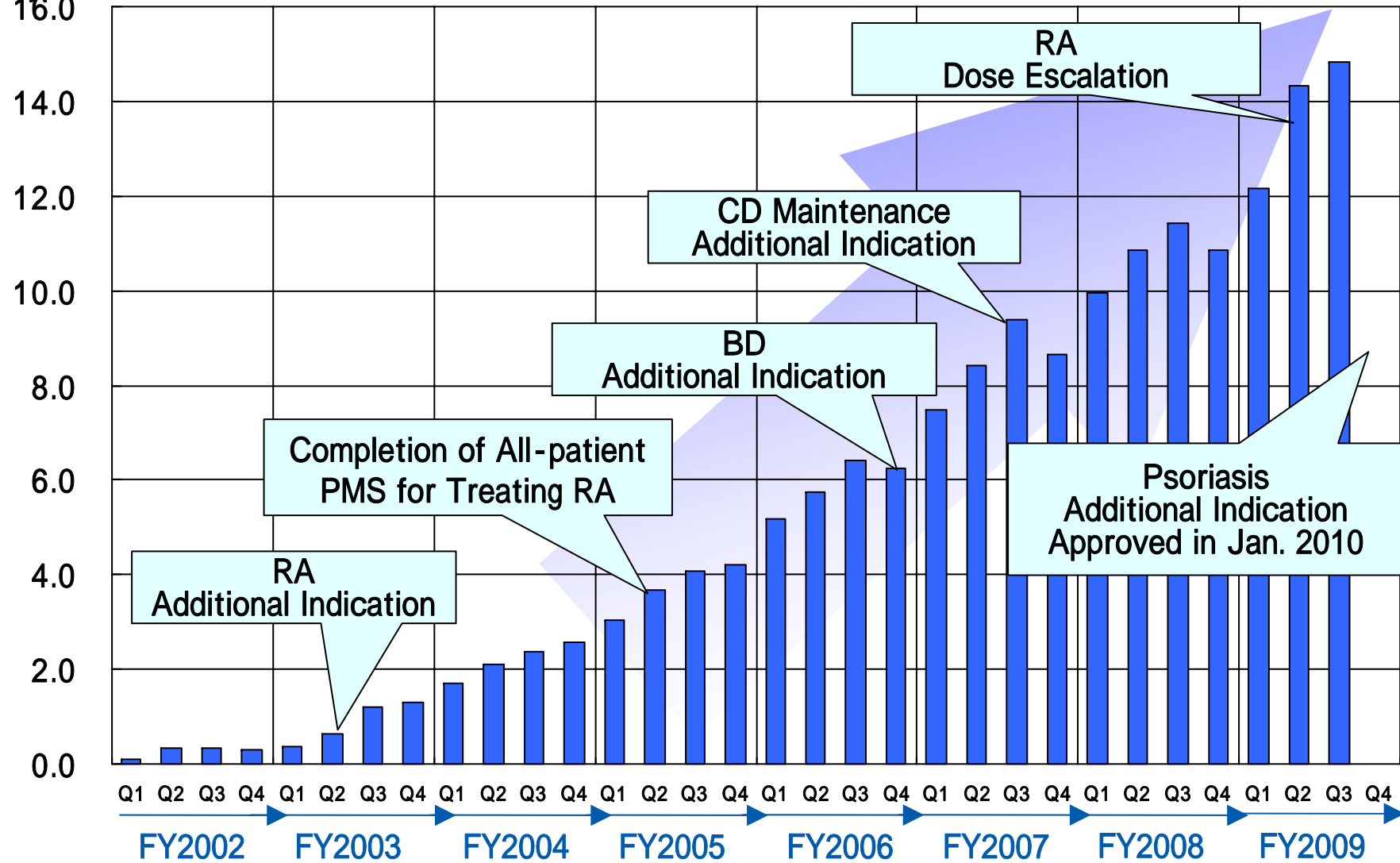
\*: The H1N1 flu vaccine is not included

# Remicade Sales Trend (NHI Drug Price Basis)

[Q3 FY2009 Financial Results, April to December, 2009 ]



Billion yen  
16.0



Source: © 2009 IMS Japan April 2002 – December 2009 JPM All rights reserved

# Cost of Sales/SG&A Expenses

[Q3 FY2009 Financial Results, April to December, 2009]



	FY2008	FY2009	Increase Decrease		Published forecasts	Achieved
	Billion yen	Billion yen	Billion yen	%	Billion yen	%
Net sales	325.3	320.2	-5.1	-1.6	408.0	78.5
Cost of sales	123.9	116.8	-7.1	-5.8	148.5	78.6
Sales cost ratio	38.1%	36.5%				
SG&A	136.3	143.5	+7.2	+5.3	196.0	73.2
R&D expenses	53.9	61.1	+7.1	+13.2	84.0	72.7
Labor costs	37.5	39.3	+1.8	+4.8	52.3	75.1
Sales promotion expenses	8.7	8.6	-0.2	-1.7	11.6	73.7
Amortization of goodwill	7.5	7.6	+0.1	+0.8	10.1	75.3
Others	28.7	27.0	-1.7	-5.9	38.0	71.0
Operating income	65.1	60.0	-5.1	-7.9	63.5	94.4

# Non-operating Income and Expenses/ Extraordinary Income and Losses

[Q3 FY2009 Financial Results, April to December, 2009]



	FY2008	FY2009	Increase Decrease		Published forecasts	Achieved
	Billion yen	Billion yen	Billion yen	%	Billion yen	%
Operating income	65.1	60.0	-5.1	-7.9	63.5	94.4
Non-operating income & expenses	1.3	0.4	-0.9	-67.0		
Ordinary income	66.4	60.4	-6.0	-9.0	63.5	95.1
Extraordinary income	0.2	0.1	-0.1		0.1	-
Extraordinary losses	10.0	6.3	-3.7		8.1	77.9
Loss related to business suspension	-	2.3	+2.3			
Impairment loss	3.0	1.8	-1.2			
Restructuring expenses	-	1.5	+1.5			
Loss on valuation of investment in securities	2.9	0.2	-2.7			
Special retirement expenses	3.9	-	-3.9			
Net income	32.1	32.6	+0.5	+1.6	32.5	100.4

# Status of New Product Development

Progress since previous announcement on October 29, 2009



## MTPC Development

- ◆ Remicade (Infliximab) Anti-TNF monoclonal antibody  
Psoriasis, additional indication Approved, Jan. 2010
- ◆ Radicut (Edaravone) Free radical scavenger  
Additional formulation, bag Approved, Jan. 2010
- ◆ TA-7284 (Canagliflozin) SGLT2 inhibitor  
Diabetes mellitus Phase 2 in Japan, Nov. 2009

## Licensing-out

- ◆ FTY720 (Fingolimod hydrochloride)  
Sphingosine 1-phosphate receptor modulator  
Multiple sclerosis Filed in US and EU, Dec. 2009  
Licensee: Novartis Pharma, Switzerland

### **Cautionary Statement**

**The statements contained in this presentation is based on a number of assumptions and belief in light of the information currently available to management of the company and is subject to significant risks and uncertainties.**