Mitsubishi Tanabe Pharma

February 3, 2016 (Wed)　18:00 - 18:30

[Attendees]

Seiichi Murakami, Board Director, Managing Executive Officer, Division Manager of Ikuyaku. Integrated Value Development Division

Minoru Muramatsu, Managing Executive Officer, in charge of Corporate Communications Department

Eizo Tabaru, Board Director, Executive Officer, General Manager of Finance & Accounting Department

Shigeru Douseki, Executive Officer, General Manager of Strategic Sales Planning Department, Sales & Marketing Division

[Full year forecasts revision]

Q. Do you expect your royalty income to outperform your full year forecast of ¥89.6 billion?

A. We estimate to outperform our forecast of ¥89.6 billion, which we announced in the financial results of Q2 FY2015, by around ¥3.0 billion to ¥4.0 billion.

Q. What catalysts prompted you to upwardly revise your sales forecast by ¥11.0 billion? Also what the amount of these catalysts?

A. The main catalysts were an increase in vaccine sales, a rise in royalty income, and a smaller-than-expected decline in long-listed drug sales. Each catalyst represents about one-third of the total upward revision.

Q. What is your view on earnings, excluding royalty income?

A. We recognize that one issue we must tackle is the fortification of our earnings strength in Japan. In light of this, we are implementing various measures, including structural reforms.

[Domestic sales]

Q. Have biosimilars impacted Remicade sales? Has the Hepatitis C drug released by your competitor had an impact on Telavic sales?

A. The impact changes depending on certain changes, such as changes in the pharmaceutical market environment. However, biosimilars are just that. They are only similar to brand name drugs. They do not contain identical medicinal ingredients. Consequently, we believe that we will not see the same significant impact as was recently seen with the generic versions of low molecule drugs. Also, there has been no impact to Telavic sales.

[Radicut: additional indication for ALS]

US

Q. When will you file and obtain the approval in the US?

A. We plan to submit regulatory filing in 1H 2016 and are aiming to launch the drug sometime in FY2016.

Q. Has the situation changed after your dealings with the FDA? Why do you require more time?

A. The situation has not changed. Preparation for regulatory filing just requires a certain amount of time.

[Development]

MT-3995

Q. Is it correct to understand that you acquired POC in the Phase II trials in Europe and Japan?

A. We believe that we have acquired POC.

Q. What direction do you plan to take development going forward? Do you plan in-house development? Are you looking for a licensing partner in Japan and abroad?

A. We are currently examining possibilities for future development plans. At present we are conducting development independently. I believe there are companies that are interested but we plan to take careful consideration before moving forward.

TA-8995

Q. Will Amgen start Phase III trials in 2016? Also, do you expect milestone income when it starts?

A. Please inquire with Amgen about development plans. Also, I would like to refrain from discussing details related to the content of the contract.

End