Mitsubishi Tanabe Pharma was established in October 2007. However, Tanabe Seiyaku, one of our predecessor companies, was founded 340 years ago. Throughout our long history, we have continually taken on the challenge of creating pharmaceuticals that are useful to society, and we have discovered a large number of innovative drugs. We currently have four priority disease areas—autoimmune diseases, diabetes and kidney diseases, central nervous system diseases, and vaccines. Centered on these areas, we are aiming to discover new drugs that address unmet medical needs (see the “Explanation of Terms” section). To realize that objective, our researchers are doing their utmost each day to achieve results.

Our History of Drug Discovery

1678

Founding
Tanabe Seiyaku Co., Ltd.

2001

Merger
Mitsubishi-Tokyo Pharmaceuticals, Inc.

Welfide Corporation

2007

Merger
Mitsubishi Tanabe Pharma Corporation

2010

Gilenya, which was discovered by the Company, was launched in the U.S. as the world’s first oral MS treatment agent by licensee Novartis, of Switzerland.

2011

Launch of Lexapro, an anti-depressant, in Japan
Launch of Simponi, a treatment agent for rheumatoid arthritis (RA), in Japan
Launch of Imusera, a treatment agent for MS, in Japan
Launch of Telavic, a treatment agent for chronic hepatitis C, in Japan

2012

Receipt of Fiscal 2012 Pharmaceutical Society of Japan Award for Drug Research and Development for fingolimod hydrochloride (Imusera), a treatment agent for MS
Launch of Tenelia, a treatment agent for type 2 diabetes mellitus, in Japan
Launch of Tetrabik, a pertussis-diphtheria-tetanus-inactivated polio combined vaccine, in Japan
2013
- **Invokana**, a treatment agent for type 2 diabetes mellitus that was discovered by the Company, was launched as the first SGLT2 inhibitor in the U.S. by licensee Janssen Pharmaceuticals, of the U.S.

2014
- Receipt of Fiscal 2014 Pharmaceutical Society of Japan Award for Drug Research and Development for SGLT2 inhibitor canagliflozin (Canaglu), a new treatment agent for type 2 diabetes mellitus
- Launch of Canaglu, a treatment agent for type 2 diabetes mellitus, in Japan

2015
- Receipt of commendation at the Fiscal 2015 National Commendation for Invention for discovery of diabetes treatment agent teneligliptin (Tenelia)
- Launch of Radicava, an amyotrophic lateral sclerosis (ALS) treatment agent, in the U.S.
- Launch of Canalia (Tenelia-Canaglu combination drug), a treatment agent for type 2 diabetes mellitus that was Japan’s first combination drug including a DPP-4 inhibitor and an SGLT2 inhibitor
- Launch of Rupafin, a treatment agent for allergic disorders, in Japan

2016
- Receipt of METI Minister’s Award at the Fiscal 2016 National Commendation for Invention for discovery of diabetes treatment agent canagliflozin (Canaglu)
- Receipt of Okochi Memorial Technology Prize at the 63rd Okochi Prize awards for fingolimod hydrochloride, a treatment agent for MS

2017
- Receipt of Technology Award Grand Prize at the 50th Japan Chemical Industry Association (JCIA) Awards for diabetes treatment agent Canagliflozin, which has a revolutionary treatment concept
The Company’s MRs (see the “Explanation of Terms” section) play a central role in the Company’s provision of pharmaceuticals to as many patients as possible. In Japan, we are conducting information provision activities for health care professionals. These activities, which are related to the appropriate use of pharmaceuticals (see the “Explanation of Terms” section), are centered on new drugs and priority products (see below).

Overseas, in addition to Europe (U.K., Germany) and Asia (China, South Korea, Taiwan, Indonesia), following the launch of Radicava we started information provision activities through MRs in the U.S. in 2018. Moreover, to provide drugs discovered by the Company to a wide range of patients around the world, we are taking steps to actively leverage collaboration with global companies.

**New Drugs and Priority Products Revenue**

In Japan, steady growth of revenue from new drugs and priority products

<table>
<thead>
<tr>
<th>Year</th>
<th>Revenue (Billion yen)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2014</td>
<td>140.7</td>
</tr>
<tr>
<td>2015</td>
<td>166.6</td>
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<tr>
<td>2016</td>
<td>185.9</td>
</tr>
<tr>
<td>2017</td>
<td>189.4</td>
</tr>
<tr>
<td>2018</td>
<td>187.5 (Forecast)</td>
</tr>
</tbody>
</table>

1. Priority products in fiscal 2017 (Remicade, Simponi, Tenelia, Talion, Lexapro, Canaglu, and Imusera), vaccines, and new drugs
2. Ratio of revenue from new products and priority products to revenue from domestic ethical drugs
**Overseas Revenue**

Royalty revenue from Gilenya and Invokana as well as full-sale acceleration of U.S. business development with the launch of Radicava

**FY 2017**

- **112.9 billion**
- **26.0%**

**Overseas revenue ratio**

- **Royalty revenue, etc. (overseas)**
- **Overseas ethical drugs**
The Mitsubishi Tanabe Pharma corporate philosophy is to “contribute to the healthier lives of people around the world through the creation of pharmaceuticals.” This philosophy expresses how we have returned to the basics of the discovery of pharmaceuticals and puts our fundamental purpose into words. In line with this philosophy, we strive to be a global research-driven pharmaceutical company that is trusted by society. Going forward, in accordance with the Group’s shared values that “everything we do is for the patients,” we will work to fulfill our social mission as a life sciences company by creating pharmaceuticals that are useful to people around the world and delivering those pharmaceuticals to patients.

For Patients

Our brand mark takes the form of hands gently enfolding the health of people around the world, symbolizing Mitsubishi Tanabe Pharma’s future growth and unlimited potential as a global research-driven pharmaceutical company.

Imusera (Gilenya)

Contributing to the treatment of MS in more than 80 countries as the world’s first oral MS treatment agent

In 1997, we transferred exclusive development and sales rights worldwide, except for Japan, to Novartis. This drug was launched by Novartis in the U.S. in 2010, and is now prescribed in more than 80 countries and regions around the world. As a replacement for injections, it contributes to addressing unmet medical needs by reducing the mental and physical burden on patients.
We contribute to the healthier lives of people around the world through the creation of pharmaceuticals.

**Tenelia, Canaglu (Invokana)**

Contributing to the treatment of diabetes, which affects 1 out of 11 adults worldwide, with two drugs that have entirely different mechanisms of action.

The global population of people with diabetes is increasing each year, and in 2017 this disease was said to affect 8.8% of people between the ages of 20 and 79, or 1 out of 11 adults (Source: IDF Diabetes Atlas, 8th Edition, 2017). Mitsubishi Tanabe Pharma has Tenelia, a DPP-4 inhibitor, and Canaglu, an SGLT2 inhibitor, both of which were originated in-house. In 2017, we launched Canalia, Japan’s first combination drug of this type, and we are contributing to further progress in the treatment of diabetes.

**Radicava (Radicut)**

Contributing to ALS patients around the world as the first new drug for ALS launched in the U.S. in approximately 20 years.

ALS is an idiopathic disease in which motor neurons selectively degenerate and die. Muscle strength declines throughout the entire body, including the extremity, facial, and respiratory muscles, and muscular atrophy progresses. This drug was approved in Japan and South Korea in 2015, and subsequently it was approved as the first new drug in the U.S. in approximately 20 years that limits the progress of ALS. We have also filed applications in Canada, Switzerland, and Europe, and moving forward we will work to see that this drug can contribute to the treatment of as many patients as possible.