Basic Policy

Mitsubishi Tanabe Pharma is strengthening its initiatives to maximize product value as rapidly as possible, centered on our priority disease areas—autoimmune diseases, diabetes and kidney diseases, central nervous system diseases, and vaccines. In addition, to strengthen our sales promotion activities we are further enhancing our special expertise in our priority disease areas, and are also promoting area marketing and digital marketing.

IKUYAKU

Fiscal 2017 Initiatives

Since April 2017, the "Ikuyaku. Integrated Value Development Division" has been responsible for operations from late-stage development through to post-launch activities. These operations are handled through the clinical research & development, medical affairs, and pharmacovigilance sections.

In Japan, we commenced late-stage development of three candidates—MT-5199 (expected indication: tardive dyskinesia), MT-5547 (expected indication: osteoarthritis), and MT-6548 (expected indication: renal anemia). For products that have already been launched, such as Canaglu and Tenelia, we worked to enhance product information. In addition, looking overseas we established a global pharmacovigilance system accompanying the start of overseas sales activities for Radicava, an ALS treatment agent that originated in-house.

Outlook for Fiscal 2018 and Thereafter

In fiscal 2018, in Japan, in addition to the abovementioned MT-5199, MT-5547, and MT-6548, we will advance the clinical trial for MT-2355, a combined vaccine for five diseases. In addition, we will aim for an additional indication of diabetic nephropathy for Canaglu. For each of these products, we will strive to advance clinical trials while maintaining quality without losing speed.

Currently, after the implementation of POC trials overseas for two compounds that originated in-house—MT-7117 (expected indication: erythropoietic protoporphyria) and MT-8554 (expected indications: painful diabetic peripheral neuropathy, and vasomotor symptoms associated with menopause)—we plan to advance development in Japan as well. Moreover, clinical trials in China for MP-513 (teneliglptin), a diabetes treatment agent originated in-house, have reached phase 3, and we expect MP-513 to contribute to our China business in the future.

Seiichi Murakami
Board Director
Managing Executive Officer
In charge of Ikuyaku. Integrated Value Development Division
The medical affairs sections have a special focus on activities to increase product value after launch. For our priority products, such as Remicade, Canaglu, Tenelia, and Canalia, we will further clarify the product profile through the use of overseas information and post-marketing clinical trials (safety and efficacy). In this way, we will make it easy to understand the positioning of our products in treatment. On the other hand, the pharmacovigilance sections collect safety information and clarify in-depth product safety profiles. Moving forward, we will continue working to develop the capabilities of our staff members so that they improve the knowledge required to engage in disease-related discussions with healthcare professionals, and will work to further enhance their understanding of product safety. Also, in collaboration with the medical affairs sections, for Canaglu and other products, we are reporting data regarding clinical safety in Japanese patients at academic conferences, etc., and moving forward we intend to continue to actively communicate with healthcare professionals regarding safety information.

Since the Ikuyaku. Integrated Value Development Division was established, through collaboration among the clinical research & development sections, which develop products; the pharmacovigilance sections, which work to thoroughly understand safety; and the medical affairs sections, which provide scientific, well-balanced explanations of efficacy and safety, we have been working to increase product value and communicate information about our products to related parties. Currently, we are further advancing this initiative. We will strive to build a system that can provide information in a more effective and efficient manner from an earlier phase, i.e., from the late-stage development phase. In this way, we will work to support the use in patient treatment of highly anticipated new drugs for which launches are planned.

Advancing New Drug Development and Life-Cycle Management Strategy

In fiscal 2017, we made progress with initiatives to maximize the value of drugs, as follows.

### Acquisition of Approval

- **Remicade**
  Approval was received for a partial change in administration / dosage (shortened administration interval) for Crohn's disease in Japan.

- **MT-2412**
  Approval was received for type 2 diabetes mellitus in Japan (launched under the product name Canalia).

- **MCI-186 (Japan product name: Radicut)**
  Approval was received for ALS in the U.S. (launched under the product name Radicava).

- **Novastan**
  Approval was received for acute cerebral thrombosis in China.
  Note: In June 2018, Jublia was approved for tinea unguium in Taiwan.

### Application Filed

- **TA-7284 (Japan product name: Canaglu)**
  An application was filed in Indonesia for type 2 diabetes mellitus.

- **MP-214**
  An application was filed in South Korea and Taiwan for schizophrenia.
  Note: An application for MP-214 for schizophrenia was filed in Singapore in June 2018.

- **MCI-186 (Japan product name: Radicut)**
  An application was filed in Switzerland for ALS.
  Note: For MCI-186, applications were filed for ALS in Canada in April 2018 and in Europe in May 2018.

### Out-Licensed Products

- **Valixa**
  An application was filed in Japan for the prevention of cytomegalovirus disease in pediatric organ transplant patients.

- **FTY720 (product name: Gilenya)**
  Licensee Novartis, of Switzerland, filed applications for pediatric multiple sclerosis in the U.S. and Europe.
  Note: In May 2018, approval was received in the U.S. for FTY720 for pediatric multiple sclerosis.

- **TA-7284 (product name: Invokana)**
  Licensee Janssen Pharmaceuticals, of the U.S., filed applications in the U.S. and Europe for reduction of the risk of cardiovascular death in type 2 diabetes patients at risk for or with a history of cardiovascular disease (CANVAS/CANVAS-R).

- **MT-210**
  Licensee Minerva Neurosciences, of the U.S., started phase 3 clinical trials for schizophrenia in the U.S. and Europe.

- **MT-4580**
  Licensee Kyowa Hakko Kirin obtained approval in Japan for secondary hyperparathyroidism in patients on maintenance dialysis. In addition, phase 3 clinical trials were started in Japan for an indication of hypercalcemia in patients with parathyroid carcinoma or primary hyperparathyroidism.
using real and digital initiatives, such as making prescription proposals in face-to-face meetings with health care professionals while also operating exclusive websites for those professionals.

**Initiatives Centered on Priority Disease Areas**

In the field of autoimmune diseases, Janssen Pharmaceutical K.K. obtained approval of an indication of Crohn’s disease for Stelara, and in May 2017 Mitsubishi Tanabe Pharma and Janssen Pharmaceutical K.K. started co-promotion. Sales are handled by Janssen Pharmaceutical K.K., and the provision of information to health care professionals is implemented jointly by both companies. Up to this point, Mitsubishi Tanabe Pharma has sold Remicade as a treatment agent for Crohn’s disease. Moving forward, we will also conduct information provision activities for Stelara, which has a different mechanism of action. In this way, the Company is now able to provide a new treatment option for patient’s with Crohn’s disease.

In addition, Mitsubishi Tanabe Pharma now offers Remicade, Simponi, and Stelara, making us the only pharmaceutical company that offers three biologics in this field. We have received high evaluations from health care professionals as a pharmaceutical company that can provide the optimal treatment option to many patients who are suffering from autoimmune diseases, and as a pioneer in biologics. In fiscal 2017 our share of the market for biologics used to treat autoimmune diseases was 37%, and we have established a position as a leading brand in this market. Janssen Pharmaceutical K.K. received approval for an additional indication of ulcerative colitis in March 2017, and in fiscal 2017, the first year, Simponi earned a share of 10% of the market for ulcerative colitis. In this way, Simponi has gotten off to a favorable start.

Next, in the field of diabetes, the demand for combination tablets is increasing due to the need to control health care expenditures and address the harmful effects of polypharmacy and other health care issues. In this setting, in September 2017 we were able to launch Canalia, a type 2 diabetes mellitus treatment agent, as Japan’s first combination drug that includes a DPP-4 inhibitor and an SGLT2 inhibitor. Canalia has gotten off to a favorable start, and we are demonstrating synergies resulting from our ability to offer three diabetes treatment agents—Tenelia, Canaglu, and Canalia.

In vaccines, the operating environment is undergoing drastic change, and we are moving ahead with the establishment of a system that facilitates the realization of a stable vaccine supply. In fiscal 2017, there was concern about a shortage of influenza vaccine in Japan, and we worked to offer a stable supply in order to avoid any disorder in the market. As a result, we were able to maintain the No. 1 share among sales companies in the domestic market. The Research Foundation for Microbial Diseases of Osaka University (BIKEN Foundation) and Mitsubishi Tanabe Pharma established BIKEN Co., a joint venture for vaccine manufacturing that began operations in September 2017.

In addition, in November 2017 the Company and Teikoku Seiyaku, began co-promotion of Rupafin, an anti-allergy agent developed by Teikoku Seiyaku. Rupafin is Japan’s first anti-histamine that has anti-PAF* action.

* Platelet Activating Factor. Closely involved in the pathology of allergies.
I originally joined the Company as an MR. As I confronted the various issues that MRs typically face, I began to think that I would like to work in a position that offers support from the perspective of MR development. That ambition was fulfilled, and in 2010 I was assigned to the Sales Force Training Office. I subsequently worked in MR development, including both operations and knowledge. In particular, my work in the formulation and adoption of solution maps* has been an extremely valuable experience.

In April 2018, I became the manager of this sales office, and MR development is still an important part of my responsibilities as manager. In regard to MR development, I believe that it is important to foster independent action. I am working to ensure that we share common objectives as a sales office, and at the same time I am also encouraging all employees to think for themselves about specific measures to achieve those objectives. In this way, I believe that each individual MR will focus on sustained success rather than being satisfied with short-term results.

However, promoting independence does not mean simply leaving things up to the individual. Follow-up is also important. For example, as a new initiative at this sales office we are strengthening the provision of information to medical institutions that account for only a small share of our sales but nonetheless have a high degree of potential. To that end, we are conducting strategy meetings in which participants share their insights and discuss effective measures. In this way, we are supporting the activities of individual MRs.

In regard to the independent action of MRs, I believe that the most important point is to give serious consideration to how our actions benefit patients. I also believe that acting for the benefit of patients is connected to the implementation of the solution maps that I mentioned above. Moving forward, I will continue to emphasize working for the benefit of patients, so that all of our MRs can have confidence that they are contributing to patients and society as they strive to carry out their duties each day.

* A systematic approach to processes that are models for the provision of information to health care professionals, based on analyses of the actions of Company MRs with superior results.
Overview and Sales Trends of Priority Products in Fiscal 2018

The sales forecasts in this section were announced on May 9, 2018.

Revenue of Priority Products in Fiscal 2018

<table>
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<tr>
<th>Product</th>
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<th>'16</th>
<th>'17</th>
<th>'18</th>
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<td>69.4</td>
<td>66.8</td>
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<td>24.9</td>
<td>32.1</td>
<td>35.0</td>
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<td>17.5</td>
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<td>18.9</td>
<td>16.9</td>
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<td>—</td>
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Note: From fiscal 2016, the Company has voluntarily applied IFRS instead of Japanese GAAP. Figures for fiscal 2015 are also presented in accordance with IFRS, but figures for fiscal 2014 are before the application.
Remicade
Infliximab

Domestic Revenue
¥64.6 billion

Overview
Remicade is the world’s first anti-TNF monoclonal antibody. It targets TNF, an inflammatory cytokine. Administered through IV infusion, it is very fast-acting and its efficacy is sustained for eight weeks with a single administration. In Japan, it was launched as a treatment agent for Crohn’s disease in 2002 and received an additional indication for RA in 2003. In 2009, approval was received for a change of dosage / administration for RA (increased dosage, shortened administration interval). Furthermore, additional indications for a wide range of inflammatory autoimmune diseases, such as psoriasis and ulcerative colitis, have contributed to growth in sales. In 2012, it became possible to shorten the IV infusion time from the 4th administration if there are no problems with safety. Also, in fiscal 2017 approval was received for a partial change in administration / dosage (shortened administration interval) for Crohn’s disease.

Sales Trend
In fiscal 2017, revenue was down 3.2%, to ¥64.6 billion. NHI drug prices were revised in April 2018, and the third biosimilar is expected to be launched during fiscal 2018. The circumstances will remain difficult, including competing products. However, in the treatment of RA, we will work to enhance original value by facilitating contributions to the optimization of treatment through the use of blood concentration measurement kits. The forecast for revenue in fiscal 2018 is ¥55.5 billion, a decline of 14.1%.

Simponi
Golimumab

Domestic Revenue
¥32.1 billion

Overview
Simponi is a human TNFα monoclonal antibody that targets TNFα, an inflammatory cytokine. With simple administration—subcutaneous injection once every four weeks—it has superior efficacy that continues for an extended period of time. Its efficacy and safety are higher than other subcutaneous injections, and it is expected to contribute to raising the percentage of patients who continue treatment. In regard to indications, in addition to RA (including the prevention of structural joint damage), in 2017 Janssen Pharmaceutical K.K., with which we are conducting joint development, added an indication for ulcerative colitis.

Sales Trend
In fiscal 2017, revenue rose 29.0%, to ¥32.1 billion. The convenience of a single administration for a four-week period has been highly evaluated, and Simponi is increasing its share in the RA market. In addition, in the ulcerative colitis market, it is used by a growing number of institutions as the third biologic. In April 2018, insurance coverage was extended to include self-administered injections for the treatment of RA, which provides a new treatment option for patients who face difficulties in commuting to medical facilities. In fiscal 2018, new competing products are expected to be launched, and the market environment will be challenging. However, we will leverage our collaborative alliance with Janssen Pharmaceutical K.K. and work to promote the further use of Simponi. The forecast for revenue in fiscal 2018 is ¥35.0 billion, an increase of 9.2%.
## Tenelia

**Teneligliptin**

**Domestic Revenue**

¥17.5 billion

**Indication**

Type 2 diabetes mellitus

**Launch**

September 2012

**Origin**

Mitsubishi Tanabe Pharma

**Development**

Mitsubishi Tanabe Pharma

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**Overview**

Tenelia is the first dipeptidyl peptidase-4 (DPP-4) inhibitor originating in Japan that has ever been launched. Due to the strength and duration of its action, it can improve post-prandial blood glucose, after three meals, with once-a-day oral administration. Furthermore, because it is eliminated from the body via two routes—through the kidneys and the liver—it is not necessary to adjust the dosage for patients with impaired kidney function. In 2013, approval was received for an indication of additional combination for type 2 diabetes mellitus, making it possible to use Tenelia in combination with all oral diabetes mellitus treatment agents and insulin.

**Sales Trend**

In fiscal 2017, revenue rose 5.8%, to ¥17.5 billion. Competition in the DPP-4 inhibitors market is intense, but we have implemented joint promotional activities with Daiichi Sankyo and achieved solid increases in the number of administrations. From 2015, to increase efficiency we changed from a joint sales scheme to solo marketing by Daiichi Sankyo. However, we continue to implement joint promotions, and are emphasizing its ease-of-use and strong effectiveness, such as for senior citizens and patients with impaired kidney function. Accompanying the change in the sales scheme, the total of the amount of the Company’s sales to Daiichi Sankyo, and the amount of promotion fees received from Daiichi Sankyo is disclosed as the amount of revenue from Tenelia. The forecast for revenue in fiscal 2018 is ¥17.0 billion, a decrease of 2.8%.

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## Talion

**Bepotastine**

**Domestic Revenue**

¥16.9 billion

**Indications**

Allergic rhinitis, urticaria, pruritus accompanying skin disease (eczema, dermatitis, prurigo, cutaneous pruritus)

**Launch**

October 2000

**Origin**

Ube Industries

**Development**

Co-development with Ube Industries

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**Overview**

Talion has rapid onset of histamine H1 receptor antagonist effects and quickly displays a high degree of effectiveness for allergic rhinitis, urticaria, and pruritus accompanying dermatitis. It has a low frequency of sedation, which is a side effect of anti-histamines. An orally disintegrating tablet formulation, which makes it easier for patients to take the drug, has been sold since 2007, and a pediatric indication (ages 7 to 15) was approved in 2015.

**Sales Trend**

In fiscal 2017, sales declined 10.7%, to ¥16.9 billion. In March 2018, an authorized generic was launched. (An authorized generic is a product that is sold through a subsidiary, affiliate, etc., when that company receives patent usage rights from the pharmaceutical company that manufactures and sells the original product.) In addition, a generic drug was launched in June. However, during the reexamination period we will focus on pediatric applications (ages 7 to 15). The forecast for revenue in fiscal 2018 is ¥7.3 billion, a decrease of 56.6%.
Lexapro
Escitalopram

Indications
Depression, depressive symptoms, social anxiety disorder

Overview
Lexapro is a selective serotonin reuptake inhibitor (SSRI). It was launched in 2002 in Europe and the U.S., and is currently approved in approximately 100 countries and regions. Among SSRIs, it has the highest serotonin transporter selectivity. Its superior efficacy for depression and depressive symptoms and good tolerability have been confirmed. In addition, it has simple administration, and as a result it is expected to contribute to the improvement of medication adherence, which is especially important in patients with depression. We have been conducting joint sales activities with Mochida Pharmaceutical since 2011. In 2015, it received an additional indication for social anxiety disorder (SAD).

Launch
August 2011
Origin
H. Lundbeck (Denmark)
Development
Mochida Pharmaceutical

Sales Trend
In fiscal 2017, revenue rose 13.2%, to ¥12.7 billion. Recognition of Lexapro’s efficacy and tolerability has begun to achieve further market uptake, and Lexapro has secured the top share in the SSRI market. With an additional indication for SAD, we will work to promote its use by patients with anxious depression. In addition, for consideration of the pediatric dosage the reexamination period was extended by two years. The forecast for revenue in fiscal 2018 is ¥13.1 billion, an increase of 3.1%.

Canaglu
Canagliflozin

Indication
Type 2 diabetes mellitus

Overview
Canaglu is an SGLT2 inhibitor that originated in Japan. It has been approved in more than 80 countries around the world, including the U.S., European countries, and Australia. It is based on the SGLT inhibitor T-1095, which was discovered by the Company and is the world’s first orally administered SGLT inhibitor. SGLT2 inhibitors promote urinary glucose excretion and blood glucose reduction. In this way, SGLT2 inhibitors have a new mechanism of action that was not previously available and does not work through insulin. In addition to a strong blood glucose lowering effect, SGLT2 inhibitors are expected to have a low hypoglycemia risk in monotherapy. SGLT2 inhibitors also have a weight reduction effect that is not seen with other oral diabetes treatment drugs. In overseas markets excluding Asia, licensee Janssen Pharmaceuticals, of the U.S., received approval in the U.S. in 2013, making this drug the first SGLT2 inhibitor approved in the U.S., and this drug is sold under the brand name Invokana.

Launch
September 2014
Origin
Mitsubishi Tanabe Pharma
Development
Mitsubishi Tanabe Pharma

Sales Trend
In fiscal 2017, revenue was up 60.8%, to ¥5.6 billion. Moving forward, we will work to see that Canaglu rapidly catches up to SGLT2 inhibitors that were launched earlier by securing accounts at hospitals and by differentiating it from other drugs in the private practitioner and small hospital market. On a base of abundant evidence for Canaglu, which is the world’s most prescribed SGLT2 inhibitor, we will advance appropriate information provision activities and work to promote the appropriate use of SGLT2 inhibitors while fostering an understanding of the usefulness of this drug. The forecast for revenue in fiscal 2018 is ¥7.6 billion, an increase of 36.5%.
Overview
The Company sells vaccines developed and produced by The Research Foundation for Microbial Diseases of Osaka University (BIKEN Foundation). In May 2017, aiming for a stable supply of high-quality vaccines that are competitive in Japan and overseas, the BIKEN Foundation and the Company established a joint venture company, BIKEN Co., based on the BIKEN Foundation’s vaccine manufacturing business. On a base of the BIKEN Foundation’s vaccine manufacturing technologies, BIKEN Co., will leverage Mitsubishi Tanabe Pharma’s pharmaceutical production-related systems and management methods and accelerate the reinforcement of the production foundation. In this way, BIKEN Co., will aim to achieve a more stable supply of vaccines.

Sales Trend
In fiscal 2017, overall revenue from vaccines was down 10.0%, to ¥35.0 billion. The Company maintained the top share of the domestic vaccine market in fiscal 2017. For the seasonal influenza vaccine, which accounts for the largest share of the Company’s sales of vaccines, intradermal and cell-culture vaccines have been developed, but their influence on the market is not clear and it is not possible to make specific market forecasts. For the varicella vaccine, the number of children receiving periodic vaccination and the supply both stabilized. Accordingly, from fiscal 2017 we focus on promotions to prevent shingles in people 50 or older. However, the effect on the market has been small because this is a voluntary vaccination. The forecast for overall revenue of vaccines in fiscal 2018 is ¥36.5 billion, an increase of 4.2%.

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Imusera
Fingolimod
Domestic Revenue
¥4.7 billion

Overview
Imusera is a first-in-class drug that controls inflammation in the brain and spinal cord in MS. It inhibits the receptor function of the sphingosine-1-phosphate (S1P) receptor on the lymphocyte, and prevents auto-aggressive lymphocytes from invading the central nervous system. Unlike previous drug treatments for MS, which are limited to injections, it can be administered orally (once daily), thereby lowering the burden on patients. Imusera was discovered by Mitsubishi Tanabe Pharma and developed jointly by Mitsubishi Tanabe Pharma and Novartis Pharma K.K. in Japan. We are marketing this product under the name Imusera, while Novartis Pharma K.K. is marketing it under the name Gilenya. Overseas, Novartis, of Switzerland, which licensed the product, has obtained approval in more than 80 countries and regions, including countries in Europe and the U.S.

Sales Trend
In fiscal 2017, revenue was down 3.5%, to ¥4.7 billion. New competing product was launched in February 2017, but based on their combined results Imusera and Gilenya have maintained the No. 1 share in the market. Moving forward, we anticipate a shift from injections toward oral drugs, and patients will have a choice of two oral drugs in accordance with their condition. The forecast for revenue in fiscal 2018 is ¥4.9 billion, an increase of 5.4%.

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Imusera
Fingolimod
Domestic Revenue
¥4.7 billion

Indication
Multiple sclerosis (MS)

Launch
November 2011

Origin
Mitsubishi Tanabe Pharma

Development
Co-development with Novartis Pharma K.K.

Vaccines
Domestic Revenue
¥35.0 billion

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The Company sells vaccines developed and produced by The Research Foundation for Microbial Diseases of Osaka University (BIKEN Foundation). In May 2017, aiming for a stable supply of high-quality vaccines that are competitive in Japan and overseas, the BIKEN Foundation and the Company established a joint venture company, BIKEN Co., based on the BIKEN Foundation’s vaccine manufacturing business. On a base of the BIKEN Foundation’s vaccine manufacturing technologies, BIKEN Co., will leverage Mitsubishi Tanabe Pharma’s pharmaceutical production-related systems and management methods and accelerate the reinforcement of the production foundation. In this way, BIKEN Co., will aim to achieve a more stable supply of vaccines.
New Products Launched in Fiscal 2017

Canalia
Teneligliptin/canagliflozin

**Overview**
Canalia is a type 2 diabetes mellitus treatment agent that combines Canaglu and Tenelia. It is the first combination drug launched in Japan that includes a DPP-4 inhibitor and an SGLT2 inhibitor. Canalia has two different mechanisms of action, with the DPP-4 inhibitor promoting the secretion of insulin in accordance with blood glucose level and the SGLT2 inhibitor promoting the excretion of glucose into urine. Accordingly, it is expected to offer good blood glucose control with a single tablet administered once per day. In addition, in clinical trials in Japan targeting patients for whom monotherapy with Tenelia or Canaglu is not sufficiently effective, favorable results have been confirmed in regard to efficacy and safety.

**Sales Trend**
In fiscal 2017, revenue was ¥1.8 billion. Since its launch in September 2017, product recognition and intention to prescribe have been high, and sales have followed a favorable trend. In fiscal 2018, a competing product is expected to be launched, and domestic needs for combination tablets are increasing against a background of declines in the number of tablets taken and in the NHI drug price burden. Accordingly, we will work to foster further uptake in the market by providing information about the characteristics of Canalia. The total of the amount of the Company’s sales to Daiichi Sankyo and the amount of promotion fees received from Daiichi Sankyo is disclosed as the amount of the Company’s revenue. The forecast for revenue in fiscal 2018 is ¥3.2 billion, an increase of 79.6%.

Rupafin
Rupatadine fumarate

**Overview**
Rupafin is an oral allergy treatment agent that has a new mechanism of action. In addition to anti-PAF (platelet activating factor) action, it also has anti-histamine action. Launched in 2001 in Spain, it is currently approved in more than 80 countries and regions. Like histamine, PAF is a chemical transmitter that is closely involved in the pathology of allergic disorders. PAF induces vasodilation, vascular permeability enhancement, sensory nerve stimulation, and white blood cell activation. As a result, it brings about such symptoms as sneezing and runny nose. By simultaneously controlling PAF and histamine, Rupafin offers strong effectiveness and controls the symptoms of allergic disorders.

**Sales Trend**
Sales commenced in November 2017, and in fiscal 2017 revenue was ¥0.4 billion. The number of patients with hay fever and other allergic disorders is increasing each year. By simultaneously controlling both PAF and histamine, Rupafin offers dual action that is not available from existing anti-histamine products. Rupafin is a highly effective product, and on that basis we will work to increase its share by implementing sales activities to promote a switch from existing anti-histamine products. The forecast for revenue in fiscal 2018 is ¥6.8 billion, a substantial increase.