OVERVIEW OF CORE ETHICAL DRUGS AND SALES TRENDS

PRIORITY PRODUCTS

**Remicade**  Infliximab  
Treatment of rheumatoid arthritis (RA), active Crohn’s disease and Behcet’s disease with refractory uveoretinitis (Anti-TNFα monoclonal antibody)  
**Fiscal 2007 sales:** ¥28.6 billion  
**Launch:** 2002  
**Origin:** Centocor (U.S.)  
**Development:** Mitsubishi Tanabe Pharma  

**Overview:** Anti-TNFα antibody that targets TNFα, an inflammatory cytokine. It is very fast-acting and its efficacy is sustained for two months with a single administration. Remicade has been shown to inhibit joint destruction in RA. In January 2007, it became the first drug in the world to receive an indication for Behcet’s disease complicated with refractory uveoretinitis that does not respond to conventional therapies. It received an additional indication for the maintenance treatment of Crohn’s disease in November 2007, and an application for another new indication, psoriasis, was filed in February 2008.  
**Sales trend:** Sales in fiscal 2007 were up 39.6%. In the future, competition among TNFα drugs is expected to intensify, but the market still shows potential for growth. The forecast for sales in fiscal 2008 is ¥35.7 billion.

**Radicut**  Edaravone  
Cerebral neuroprotectant (Free radical scavenger)  
**Fiscal 2007 sales:** ¥27.9 billion  
**Launch:** 2001  
**Origin:** Mitsubishi Tanabe Pharma  

**Overview:** Radicut, which was developed in Japan, is the world’s first cerebral neuroprotectant (free radical scavenger) shown to improve neurological symptoms at the acute stage of cerebral infarction, interference with activities of daily living and functional disability. It inhibits damage to brain cells and protects cerebral blood vessels and cells. It is applicable to the treatment of three major types of cerebral infarction (cerebral lacunar, atherothrombotic and cardiogenic).  
**Sales trend:** Sales in fiscal 2007 were down 2.4%. We will add more specialized MRs in the cerebral field, expand its use in the treatment of acute cerebral infarction, and bolster promotion. The forecast for sales in fiscal 2008 is ¥29.3 billion.

**Anplag**  Sarpogrelate  
Anti-platelet agent (5-HT2 blocker)  
**Fiscal 2007 sales:** ¥18.3 billion  
**Launch:** 1993  
**Origin:** Mitsubishi Tanabe Pharma  

**Overview:** Anplag is an oral anti-platelet that is used to treat patients with chronic arterial occlusion, such as arteriosclerosis obliterans (ASO). Anplag improves ischemic symptoms associated with chronic arterial occlusion, such as ulcer, pain and coldness of limbs, through the inhibition of platelet aggregation, vascular contraction and growth of vascular smooth muscle cells, which are intensified by serotonin. It especially improves blood flow in the collateral circulatory system. A small-sized tablet that is convenient for elderly patients was approved in August 2007.  
**Sales trend:** Domestic sales in fiscal 2007 were up 6.5%. Anplag, which has an excellent balance of safety and efficacy, is recording the strongest growth in the expanding ASO market. The forecast for sales in fiscal 2008 is ¥20.2 billion and overseas sales of ¥0.8 billion.

OTHER CORE ETHICAL DRUGS

**Ceredist**  Taltirelin  
Treatment of spinocerebellar degeneration  
**Fiscal 2007 sales:** ¥15.2 billion  
**Launch:** 2000  
**Origin:** Mitsubishi Tanabe Pharma  

**Overview:** Ceredist, developed by Tanabe Seiyaku, is the world’s first oral thyrotropin-releasing hormone (TRH) derivative drug. TRH was known to be effective against ataxia caused by spinocerebellar degeneration, but it was previously administered only through injection.  
**Sales trend:** Sales in fiscal 2007 were up 4.9%. Ceredist’s penetration rate in this market is high, and with steady growth in patient numbers, sales are expected to increase. The forecast for sales in fiscal 2008 is ¥15.3 billion.

**Herbesser**  Diltiazem  
Treatment of angina pectoris and hypertension (Calcium antagonist)  
**Fiscal 2007 sales:** ¥17.6 billion  
**Launch:** 1974  
**Origin:** Mitsubishi Tanabe Pharma  

**Overview:** Herbesser is a representative calcium antagonist that is used in more than 110 countries around the world. In addition to a blood-pressure-lowering effect, it reduces the cardiac load by lowering the heart rate and increases the oxygen supply through a coronary vasodilating effect. It has a gentle cardioprotective action in patients with hypertension or angina pectoris.  
**Sales trend:** In fiscal 2007, domestic sales declined 3.1% due to the influence of generics. Overseas sales were down 0.2%. In fiscal 2008, in conjunction with Tanatril and Mantate, we will implement effective promotion targeting cardiovascular specialists. The forecast for sales in fiscal 2008 is domestic sales of ¥12.0 billion and overseas sales of ¥6.0 billion.
Overview: Talion has rapid onset of anti-histamine (H1) effects and is effective for allergic rhinitis, urticaria and pruritus accompanying dermatitis. It has minimal incidence of sedation. In March 2007, approval was received for an additional formulation, orally disintegrating tablets, and they were launched in July.

Sales trend: Domestic sales in fiscal 2007 were up 23.9%, the highest rate of growth in the market for allergic disorder drugs. In fiscal 2008, we will continue aggressive promotion activities, which are on the largest scale in the allergic disorder field, and strive for further growth. The forecast for sales in fiscal 2008 is domestic sales of ¥10.8 billion and overseas sales of ¥0.5 billion.

**Talion**
Bepotastine
Treatment of allergic disorders

<table>
<thead>
<tr>
<th>Fiscal 2007 sales: ¥8.8 billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>(domestic, ¥8.3 billion; overseas, ¥0.5 billion)</td>
</tr>
<tr>
<td>Launch: 2000</td>
</tr>
<tr>
<td>Origin: Ube Industries</td>
</tr>
</tbody>
</table>

**Urso**
Ursodeoxycholic Acid
Agent for improving hepatic, biliary and digestive functions

<table>
<thead>
<tr>
<th>Fiscal 2007 sales: ¥17.1 billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>(domestic, ¥16.6 billion; overseas, ¥0.5 billion)</td>
</tr>
<tr>
<td>Launch: 1962</td>
</tr>
<tr>
<td>Origin: Mitsubishi Tanabe Pharma</td>
</tr>
</tbody>
</table>

Overview: Ursodeoxycholic acid, which is the principal ingredient of Urso, is the source of the effectiveness of black bear gallbladder. It has been used to improve digestive diseases. UDCA is one of the bile acids existing in the human body. In addition to the dissolution of gall stones, in 2007, additional indications were received for improvement of liver function in chronic liver disease and hepatitis C.

Sales trend: Domestic sales in fiscal 2007 were up 4.7%. As a result of our marketing activities, general practitioners and non-specialists are approaching the same administration criteria as hepatologists. In fiscal 2008, we will work to disseminate the treatment objectives under the chronic hepatitis treatment guidelines. The forecast for sales in fiscal 2008 is domestic sales of ¥18.0 billion and overseas sales of ¥0.5 billion.

**Tanatril**
Imidapril
Treatment of hypertension (ACE inhibitor)

<table>
<thead>
<tr>
<th>Fiscal 2007 sales: ¥14.4 billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>(domestic, ¥12.4 billion; overseas, ¥2.0 billion)</td>
</tr>
<tr>
<td>Launch: 1993</td>
</tr>
<tr>
<td>Origin: Mitsubishi Tanabe Pharma</td>
</tr>
</tbody>
</table>

Overview: Tanatril shows excellent blood pressure control with effective organ protection as well as minimal incidence of dry cough, a common side effect of ACE inhibitors. With the approval of an additional indication in 2002, it became the first drug in Japan approved for diabetic nephropathy with type 1 diabetes.

Sales trend: Although the size of the market for ACE inhibitors is declining, we limited the decline in domestic sales to 2.9%. We will promote Tanatril by emphasizing its differences from angiotensin receptor blockers (ARBs), which are expanding rapidly, and its superiority in terms of its protective effect against coronary artery disease. The forecast for sales in fiscal 2008 is domestic sales of ¥12.6 billion and overseas sales of ¥2.0 billion.

**Venoglobulin-IH**
Human immunoglobulin
Liquid human immunoglobulin formulation for intravenous use (plasma derivative)

<table>
<thead>
<tr>
<th>Fiscal 2007 sales: ¥12.9 billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>(domestic, ¥11.8 billion; overseas, ¥1.1 billion)</td>
</tr>
<tr>
<td>Launch: 1992</td>
</tr>
<tr>
<td>Origin: Mitsubishi Tanabe Pharma</td>
</tr>
</tbody>
</table>

Overview: Venoglobulin-IH is an intravenous human immunoglobulin product derived from donated plasma in Japan. Due to four effects of immunoglobulin (opsonic effects, neutralizing effects on toxins and viruses, immunobacteriolytic effects, and antibody-dependent cytotoxic effects) it shows high efficacy against serious infectious diseases in combined administration with an anti-bacterial agent.

Sales trend: Domestic sales in fiscal 2007 were down 3.3%. In fiscal 2008, we will strive to improve sales through efficient activities leveraging the integration of MR systems. The forecast for sales in fiscal 2008 is domestic sales of ¥12.2 billion and overseas sales of ¥1.1 billion.

**Medway**
Re-NSA Human albumin
Recombinant Human Serum Albumin (rHSA)

<table>
<thead>
<tr>
<th>Fiscal 2007 sales: ¥12.6 billion</th>
</tr>
</thead>
<tbody>
<tr>
<td>(domestic, ¥12.4 billion; overseas, ¥2.0 billion)</td>
</tr>
<tr>
<td>Launch: 1992</td>
</tr>
<tr>
<td>Origin: Mitsubishi Tanabe Pharma</td>
</tr>
</tbody>
</table>

Overview: Medway is the world’s first recombinant albumin product for pharmaceuticals. Manufacturing approval was received in October 2007, and sales began in May 2008. This product enables mass production and supply of high-purity HSA using Pichia pastoris as a host. Since no animal-derived substances are used in the manufacturing process, there is no risk of infectious diseases caused by viruses. In marketing this product, we will carefully emphasize safe usage.