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# **Kyowa Hakko Kirin**

## **Fiscal 2011 Results**

(Fiscal year to December 31, 2011)

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**January 31, 2012**

**President & CEO**  
**Yuzuru Matsuda**

**Kyowa Hakko Kirin Co., Ltd**

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## Summary of fiscal 2011 results

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● Summary of fiscal 2011 results: P&L

| (¥bn)         | Net sales                       | Operating income              | Ordinary income               | Net income                     |
|---------------|---------------------------------|-------------------------------|-------------------------------|--------------------------------|
| <b>FY2011</b> | <b>343.7</b>                    | <b>46.6</b>                   | <b>46.7</b>                   | <b>25.6</b>                    |
| <b>Change</b> | <b>-70.0</b><br><b>(-16.9%)</b> | <b>+1.2</b><br><b>(+2.7%)</b> | <b>+0.2</b><br><b>(+0.5%)</b> | <b>+3.4</b><br><b>(+15.4%)</b> |
| <b>FY2010</b> | <b>413.7</b>                    | <b>45.4</b>                   | <b>46.5</b>                   | <b>22.1</b>                    |

\*ProStrakan results for the first half of fiscal 2011 are not included in the above figures.

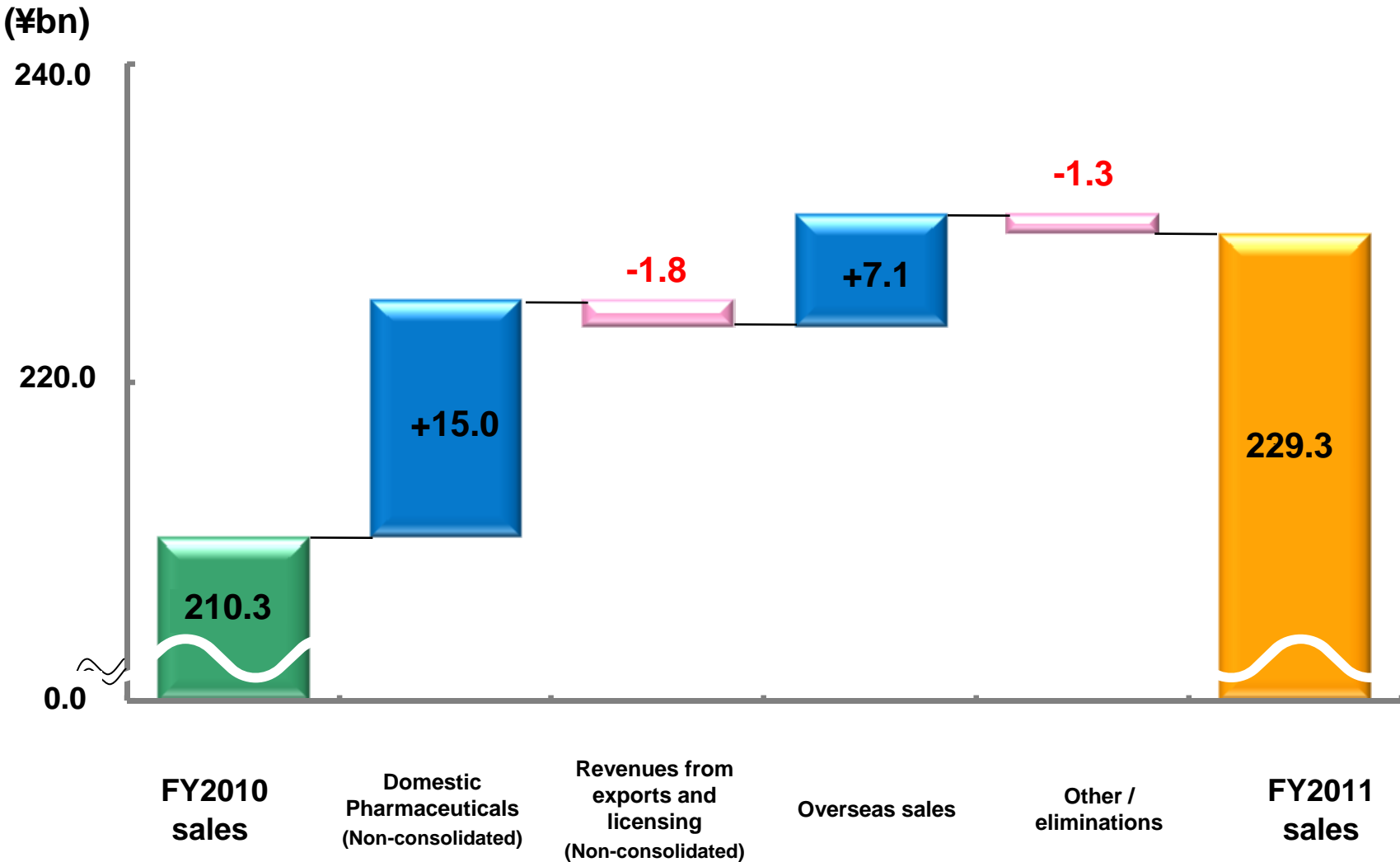
\* The Chemicals segment is included in consolidation for the whole of fiscal 2010 and January-March period of fiscal 2011 and excluded from April 2011.

● Summary of fiscal 2011 results: Pharmaceuticals business **KYOWA KIRIN**

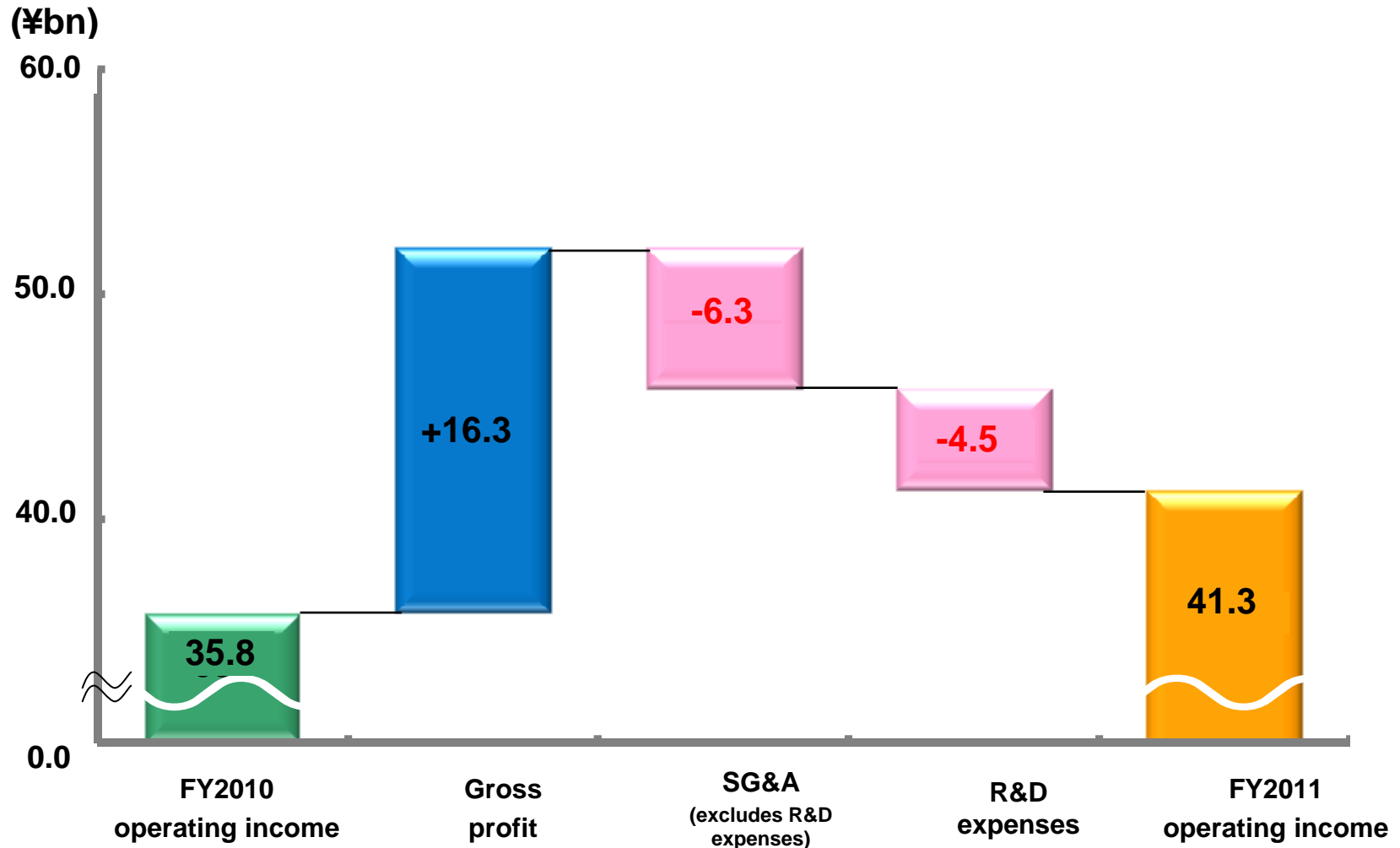
| (¥bn)            | FY2010 | FY2011 | Change |
|------------------|--------|--------|--------|
| Net sales        | 210.3  | 229.3  | +18.9  |
| Operating income | 35.8   | 41.3   | +5.4   |
| R&D expenses     | 40.0   | 44.5   | +4.5   |

\*ProStrakan results for the first half of fiscal 2011 are not included in the above figures.

● Pharmaceuticals business: Change in net sales



# ● Pharmaceuticals business: Change in operating income



● Summary of fiscal 2011 results: Bio-Chemicals and Chemicals businesses

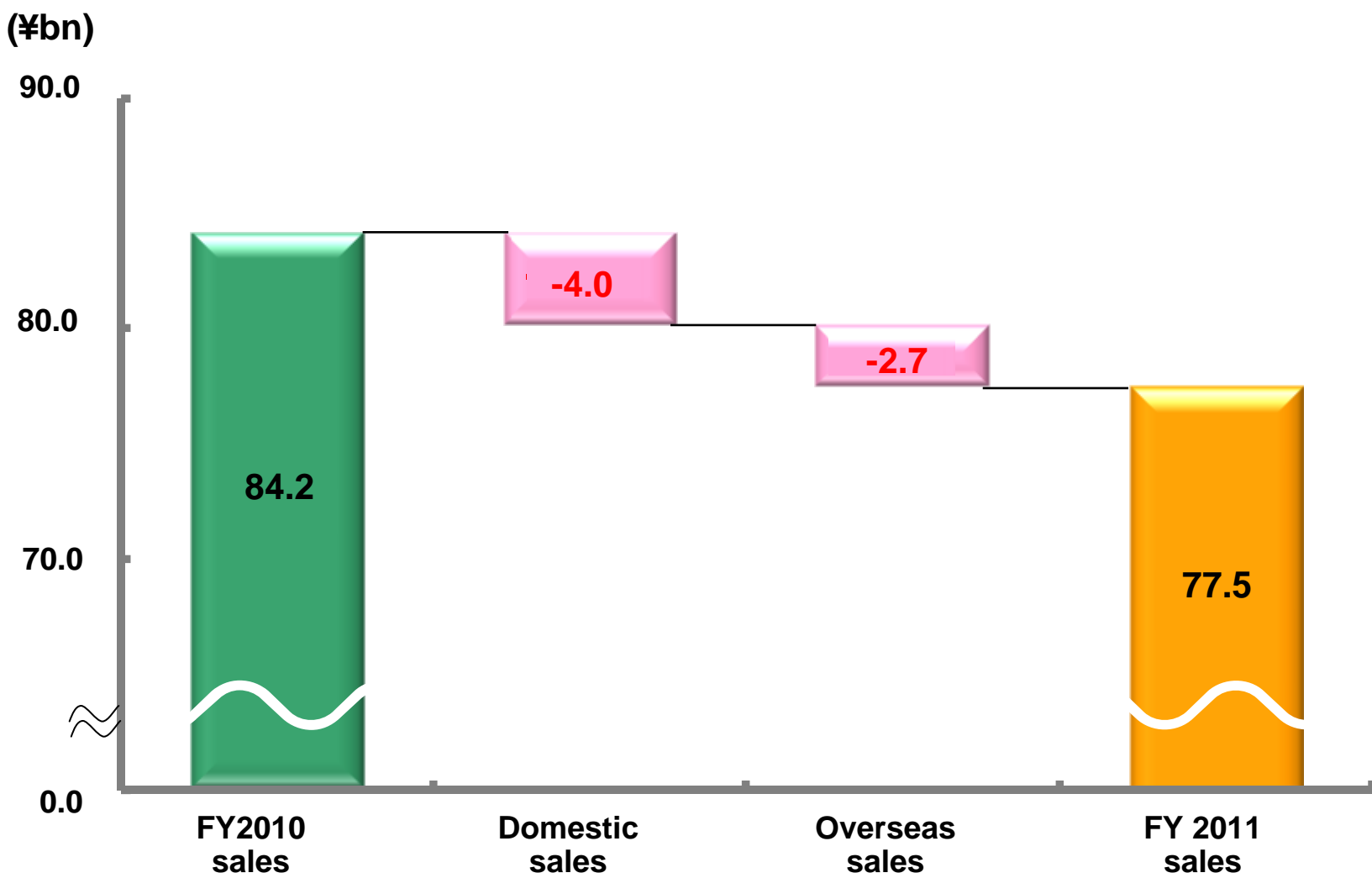
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|                      |                  | (¥bn) | FY 2010       | FY 2011       | Change        |
|----------------------|------------------|-------|---------------|---------------|---------------|
| <b>Bio-Chemicals</b> | Net sales        |       | <b>84.2</b>   | <b>77.5</b>   | <b>-6.6</b>   |
|                      | Operating income |       | <b>3.2</b>    | <b>2.8</b>    | <b>-0.3</b>   |
| <b>Chemicals*</b>    | Net sales        |       | <b>130.0</b>  | <b>33.5</b>   | <b>-96.4</b>  |
|                      | Operating income |       | <b>5.6</b>    | <b>2.1</b>    | <b>-3.5</b>   |
| <b>Forex</b>         | ¥/\$             |       | <b>¥88/\$</b> | <b>¥80/\$</b> | <b>-¥8/\$</b> |
|                      | ¥/€              |       | <b>¥116/€</b> | <b>¥111/€</b> | <b>-¥5/€</b>  |

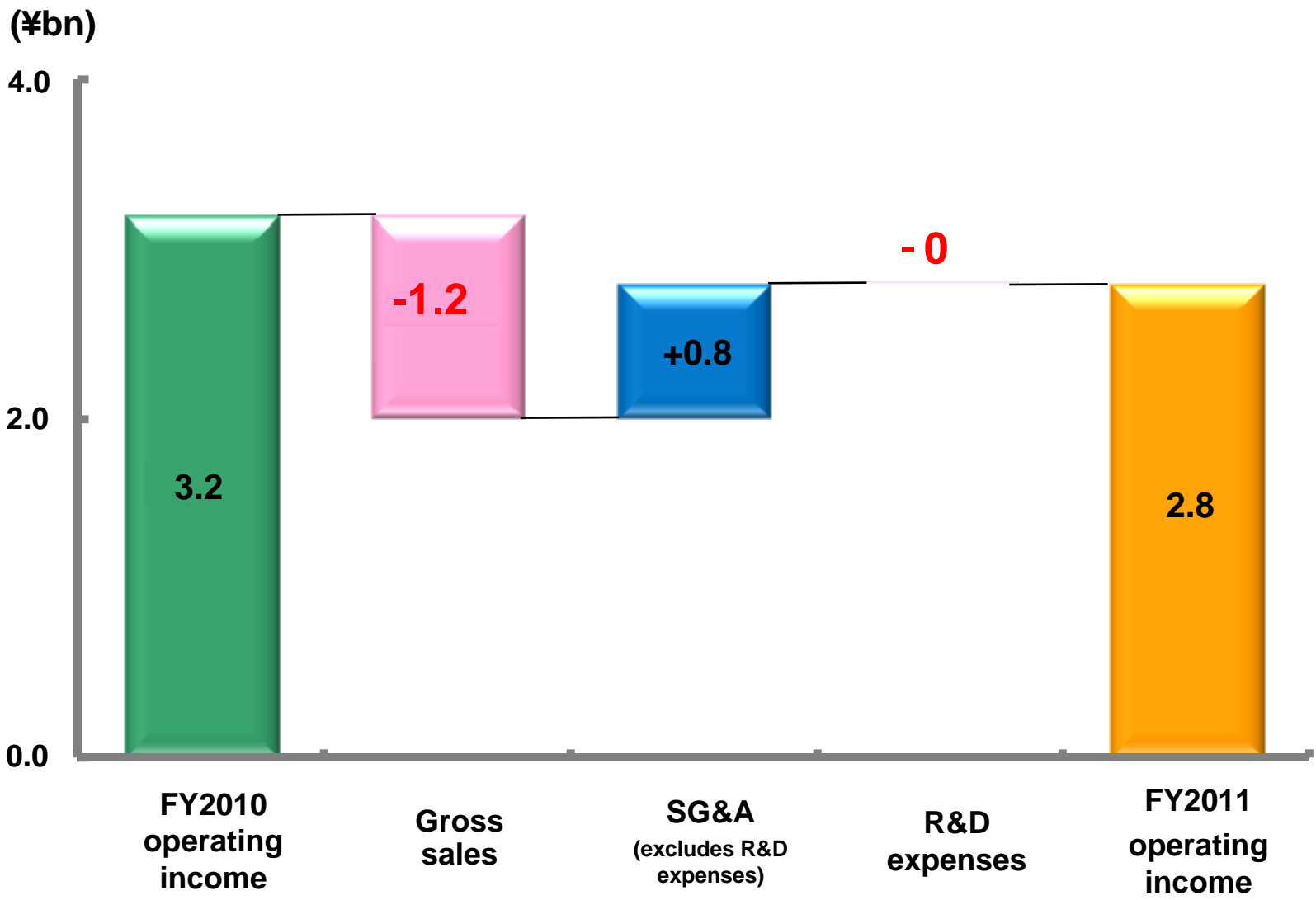
\* The Chemicals segment is included in consolidation for the January-March period of fiscal 2011 and excluded from April 2011.



● Bio-Chemicals business: Change in net sales



● Bio-Chemicals business: Change in operating income



## 2012 forecasts

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## ● 2012 forecasts

| (¥ bn)                      | Net sales      | Operating income | Ordinary income | Net income      |
|-----------------------------|----------------|------------------|-----------------|-----------------|
| <b>Fiscal 2012 forecast</b> | <b>326.0</b>   | <b>48.0</b>      | <b>42.5</b>     | <b>20.0</b>     |
| Change                      | <b>(-5.2%)</b> | <b>(+3.0%)</b>   | <b>(-9.1%)</b>  | <b>(-21.9%)</b> |
| <b>Fiscal 2011 results</b>  | <b>343.7</b>   | <b>46.6</b>      | <b>46.7</b>     | <b>25.6</b>     |

\* The Chemicals segment was included in consolidation for the January-March period of fiscal 2011 and excluded from April 2011.

## ● Fiscal 2012 full year forecasts: Pharmaceuticals

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| (¥bn)            | FY 2011 | FY 2012 | Change |
|------------------|---------|---------|--------|
| Net sales        | 229.3   | 242.0   | +12.7  |
| Operating income | 41.3    | 45.7    | +4.4   |
| R&D expenses     | 44.5    | 42.9    | -1.6   |

● Fiscal 2012 full year forecasts: Sales of core pharmaceutical products **KYOWA KIRIN**

| (¥bn)   | FY 2011 | FY 2012 | Change  |
|---|---------|---------|---------|
| <i>Nesp</i>                                   | 56.4    | 50.5    | 10.5% ↓ |
| <i>Espo</i>                                   | 5.3     | 4.0     | 24.5% ↓ |
| <i>Nesp/Espo</i>                              | 61.8    | 54.5    | 11.8% ↓ |
| <i>Regpara</i>                                | 11.5    | 13.1    | 13.9% ↑ |
| <i>Allelock</i>                               | 29.1    | 29.7    | 2.1% ↑  |
| <i>Patanol</i>                                | 11.4    | 11.3    | 0.9% ↓  |
| <i>Gran</i>                                   | 14.8    | 13.3    | 10.1% ↓ |
| <i>Fentos</i>                                 | 3.1     | 4.9     | 58.1% ↑ |
| <i>Coniel</i>                                 | 19.7    | 17.3    | 12.2% ↓ |
| <i>Coversyl</i>                               | 3.9     | 3.4     | 12.8% ↓ |
| <i>Depakene</i>                               | 11.2    | 10.7    | 4.5% ↓  |
| <i>Permax</i>                                 | 2.1     | 2.0     | 4.8% ↓  |
| <i>Asacol</i>                                 | 2.8     | 4.1     | 46.4% ↑ |
| Exports and technology out-licensing revenues | 22.3    | 33.3    | 49.3% ↑ |

● Fiscal 2012 full year forecasts: Bio-Chemicals business

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|                      |                  | (¥bn) | FY 2011 | FY 2012 | Change |
|----------------------|------------------|-------|---------|---------|--------|
| <b>Bio-Chemicals</b> | Net sales        |       | 77.5    | 78.0    | +0.4   |
|                      | Operating income |       | 2.8     | 2.0     | -0.9   |
| <b>Forex</b>         | / \$             |       | ¥80/\$  | ¥77/\$  | -¥3/\$ |
|                      | / €              |       | ¥111/€  | ¥98/€   | -¥13/€ |

● **Fiscal 2012 full year forecasts: Relative to medium-term plan** **KYOWA KIRIN**

| FY2012                      |             | (¥bn) | Medium-term plan | Current forecast | Difference    |
|-----------------------------|-------------|-------|------------------|------------------|---------------|
| <b>Pharmaceuticals</b>      | Sales       |       | <b>225.0</b>     | <b>242.0</b>     | <b>+17.0</b>  |
|                             | OP          |       | <b>36.4</b>      | <b>45.7</b>      | <b>+9.3</b>   |
|                             | R&D expense |       | <b>40.0</b>      | <b>42.9</b>      | <b>+2.9</b>   |
| <b>Bio-Chemicals</b>        | Sales       |       | <b>88.0</b>      | <b>78.0</b>      | <b>-10.0</b>  |
|                             | OP          |       | <b>8.4</b>       | <b>2.0</b>       | <b>-6.4</b>   |
| <b>Chemicals</b>            | Sales       |       | <b>147.0</b>     | <b>—</b>         | <b>-147.0</b> |
|                             | OP          |       | <b>7.0</b>       | <b>—</b>         | <b>-7.0</b>   |
| <b>Other / Eliminations</b> | Sales       |       | <b>-6.0</b>      | <b>6.0</b>       | <b>+12.0</b>  |
|                             | OP          |       | <b>0.0</b>       | <b>0.3</b>       | <b>+0.3</b>   |
| <b>Total</b>                | Sales       |       | <b>454.0</b>     | <b>326.0</b>     | <b>-128.0</b> |
|                             | OP          |       | <b>51.7</b>      | <b>48.0</b>      | <b>-3.7</b>   |

- Pharmaceuticals: Negative factors include the effects of the National Health reimbursement prices while positive factors include the effects of the biosimilar JV. The acquisition of ProStrakan has a positive effect on sales and a negative effect on operating income from the amortization of goodwill, etc.
- Bio-Chemicals: Expecting amino acid sales volumes to be higher than forecast in the medium-term business plan but revenues and profits to be lower due to sluggish sales of core products at Daiichi Fine Chemical and the effects of a strong yen (Exchange rates employed: Medium-term plan ¥91/\$, ¥133/€, FY2012 ¥77/\$, ¥98/€)
- Chemicals: The Chemicals segment has been eliminated



## Pipeline

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# ● Pipeline (as of January 24, 2012)

**KYOWA KIRIN**

## Filed/Approved

| Category   | Code name/<br>Product name                                   | Stage               |   | Indication   | Formulation | In-house or licensed               | Remarks   |
|------------|--|---------------------|---|--|-------------|------------------------------------|---|
|            |  | Japan               | Other countries                             |  |             |                                    |   |
| Oncology   | <b>KW-0761</b><br><b>Mogamulizumab</b>                       | Filed<br>April 2011 |   | Adult T-cell<br>leukemia/lymphoma                  | Injection   | In-house                           | POTELLIGENT® antibody*  |
|            | <b>Pegfilgrastim</b>   |                     | Filed in Asia                               | Chemotherapy<br>induced<br>febrile neutropenia     | Injection   | Kirin-Amgen                        | Asia: Korea and Vietnam   |
| Nephrology | <b>Cinacalcet</b><br><b>Hydrochloride</b>                    |                     | Filed in Asia                               | Secondary<br>hyperparathyroidism                   | Oral        | Licensed from NPS                  | Asia: The Philippines, Malaysia,<br>Thailand and China  |
|            | <b>Darbepoetin</b><br><b>Alfa</b>                            |                     | Approved in<br>Singapore<br>January<br>2012 | Renal anemia<br>(on dialysis)                      | injection   | Kirin-Amgen                        |   |
| CNS        | <b>KW-6500</b><br><b>Apomorphine</b><br><b>Hydrochloride</b> | Filed<br>July 2011  |   | Parkinson's disease                                | Injection   | Licensed from<br>Britannia Pharma. |   |
|            | <b>KW-6002</b><br><b>Istradefylline</b>                      |                     | Filed in<br>USA                             | Parkinson's disease                                | Oral        | In-house                           | Reimbursement of License from Valeant<br>International SRL<br>for the Development and Commercialization<br>of KW-6002 in the US and Canada. |
| Other      | <b>AMG531</b><br><b>Romiplostim</b>                          |                     | Filed in Asia                               | Idiopathic (Immune)<br>Thrombocytopenic<br>purpura | Injection   | Kirin-Amgen                        | Asia: Singapore and Taiwan (Approved in<br>Malaysia on December 2)  |

\*:KW-0761 is outlicensed to Amgen Inc. on March 6th,2008, with an exclusive right to develop and commercialize KW-0761 worldwide, except in Japan, Korea, China and Taiwan. Kyowa Hakko Kirin has retained the development and commercialization rights in these countries. In 2010, KHK paid Amgen US\$20M for the buy-out of Amgen's option to assume the development and commercialization of KW-0761 in oncology setting in Amgen's licensed territory, which was granted under the License Agreement.

Updated since August 2, 2011 ( Area, Stage, Filed, Approved, Launched etc.)

# ● Pipeline (as of January 24, 2012)

## Phase II, Phase III

| Category                                      | Code name/<br>Product name            | Stage                                      |  | Indication  | Formulation          | In-house or<br>licensed                                | Remarks   |
|---|---------------------------------------|--|--|---|----------------------|--|---|
|   |                                       | Japan                                      | Other countries  |   |                      |  |   |
| Oncology                                      | <b>KW-0761</b><br>Mogamulizumab       |  | Phase I/II<br>in USA   | Peripheral T-cell lymphoma and<br>cutaneous T-cell lymphoma                 | Injection            | In-house   | POTELLIGENT®<br>antibody*                       |
|   |                                       | Phase II                                   |  | Adult T-cell leukemia/Lymphoma, Add-<br>on therapy (for untreated patients) |                      |  |   |
|   |                                       | Phase II                                   |  | Peripheral T/NK-cell Lymphoma   |                      |  |   |
|   | <b>KW-2246</b><br>Fentanyl<br>citrate | Phase III                                  |  | Cancer pain   | Sublingual<br>tablet | Licensed from<br>Orexo                                 |   |
|   | <b>KRN125</b><br>Pegfilgrastim        | Phase III                                  |  | Chemotherapy induced febrile<br>neutropenia                                 | Injection            | Kirin-Amgen  |   |
|   | <b>ARQ 197</b>                        | Phase II<br>in Japan and Korea             |  | Gastric cancer  | Oral                 | Licensed from<br>ArQule.                               |   |
|   |                                       | Phase III<br>in Japan, Korea and<br>Taiwan |  | Lung cancer   |                      |  |   |
|   | <b>KW-2478</b>                        |  | Phase I/II<br>In UK, USA,<br>Philippines   | Multiple myeloma  | Injection            | In-house   |   |
|   | <b>KRN321</b><br>Darbepoetin<br>Alfa  | Phase II<br>in Japan and Korea             |  | ☆Myelodysplastic syndrome related<br>anemia                                 | Injection            | Kirin-Amgen  | Launched in Japan for anemia of<br>CKD patients |
| <b>KRN1493</b><br>Cinacalcet<br>Hydrochloride | Phase III                             |  | ☆HyperCalcemia with<br>parathyroid carcinoma or intractable<br>primary hyperparathyroidism | Oral  | Licensed from<br>NPS | Launched in Japan for<br>Secondary Hyperparathyroidism |   |

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Updated since August 2, 2011 ( Area, Stage, Filed, Approved, Launched etc.)

☆:New indication

# ● Pipeline (as of January 24, 2012)

**KYOWA KIRIN**

## Phase II, Phase III continued

| Category               | Code name/<br>Product name                         | Stage                       |                    | Indication   | Formulation | In-house or<br>licensed                   | Remarks  |
|------------------------|--|-----------------------------|--------------------|--|-------------|---|--|
|                        |  | Japan                       | Other<br>countries |  |             |   |  |
| Nephrology             | <b>KRN321</b><br><b>Darbepoetin</b><br><b>Alfa</b> | Phase III                   |                    | ☆Pediatric Renal Anemia  | Injection   | Kirin-Amgen                               | Launched in Japan for anemia of CKD patients   |
|                        |  |                             | Phase II in China  | Renal anemia (on dialysis)   |             |   |  |
|                        |  |                             | Phase III in India |  |             |   |  |
| Immunology/<br>Allergy | <b>ASKP1240</b>                                    | Phase I                     | Phase II in USA    | Organ Transplant Rejection   | Injection   | In-house                                  | Jointly developed with Astellas  |
|                        | <b>KHK4563</b><br><b>Benralizumab</b>              | Phase II in Japan and Korea |                    | Asthma   | Injection   | In-House                                  | Being developed by MedImmune as MEDI-563 Worldwide except in Japan and other Asian Countries POTELLIGENT® antibody |
|                        | <b>Z-206</b><br><b>Mesalazine</b>                  | Phase II                    |                    | ☆Crohn's disease   | Oral        | Licensed from Zeria Pharma.               | Jointly developed with Zeria Pharma launched in Japan for ulcerative colitis                                       |
| CNS                    | <b>KW-6002</b><br><b>Istradefylline</b>            | Phase III                   |                    | Parkinson's disease  | Oral        | In-house                                  |  |
|                        | <b>KW-6485</b><br><b>Topiramate</b>                | Phase III                   |                    | ☆Pediatric epilepsy  | Oral        | Licensed from Janssen Pharmaceutical K.K. | Launched in Japan for use as an epileptic drug   |
| Other                  | <b>KW-3357</b><br><b>Antithrombin</b>              | Phase III                   | Phase I in Europe  | Disseminated intravascular coagulation, Congenital antithrombin deficiency | Injection   | Developed In-house                        |  |

☆:New indication



Updated since August 2, 2011 ( Area, Stage, Filed, Approved, Launched etc.)

# ● Pipeline (as of January 24, 2012)

**KYOWA KIRIN**

## Phase I

| Category | Code name/<br>Product name  | Stage   |                      | Indication | Formulation | Developed in-house or licensed | Remarks  |
|----------|-----------------------------|---------|----------------------|------------|-------------|--------------------------------|--|
|          |                             | Japan   | Other countries      |            |             |                                |  |
| Oncology | <b>KW-2450</b>              |         | Phase I/II in USA    | Cancer     | Oral        | In-house                       |  |
|          | <b>KRN330</b>               |         | Phase I/IIa in USA   | Cancer     | Injection   | In-house                       |  |
|          | <b>BIW-8962</b>             |         | Phase I/IIa in USA   | Cancer     | Injection   | In-house                       | POTELLIGENT® antibody  |
|          | <b>KRN951 Tivozanib</b>     | Phase I |                      | Cancer     | Oral        | In-house                       |  |
|          | <b>KHK2866</b>              |         | Phase I in USA       | Cancer     | Injection   | In-house                       | POTELLIGENT® antibody  |
|          | <b>LY2523355 Litronesib</b> | Phase I |                      | Cancer     | Injection   | In-house                       | Worldwide Outlicensed to Eli Lilly for the Development and Commercialization of LY2523355 except Japan |
|          | <b>CEP-37250/ KHK2804</b>   |         | Phase I in USA       | Cancer     | Injection   | Cephalon                       | Jointly developed with Cephalon POTELLIGENT® antibody  |
|          | <b>KHK2898</b>              |         | Phase I in Singapore | Cancer     | Injection   | In-House                       | POTELLIGENT® antibody  |

Updated since August 2, 2011 ( Area, Stage, Filed, Approved, Launched etc.)

# ● Pipeline (as of January 24, 2012)

**KYOWA KIRIN**

## Phase I (continued)

| Category               | Code name/<br>Product name           | Stage   |                                     | Indication   | Formulation | Developed in-house or licensed | Remarks |
|------------------------|--------------------------------------|---------|-------------------------------------|--|-------------|--------------------------------|---------|
|                        |                                      | Japan   | Other countries                     |  |             |                                |         |
| Nephrology             | <b>RTA402<br/>Bardoxolone Methyl</b> | Phase I |                                     | Diabetic nephropathy                                 | Oral        | Licensed from Reata            |         |
| Immunology/<br>Allergy | <b>KHK4827</b>                       | Phase I |                                     | Psoriasis  | Injection   | Kirin-Amgen                    |         |
| Other                  | <b>KHK6188</b>                       | Phase I |                                     | Neuropathic pain                                     | Oral        | In-house                       |         |
|                        | <b>KRN23</b>                         |         | Phase I /II<br>in USA and<br>Canada | X-linked hypophosphatemic rickets/Osteomalacia (XLH) | Injection   | In-house                       |         |

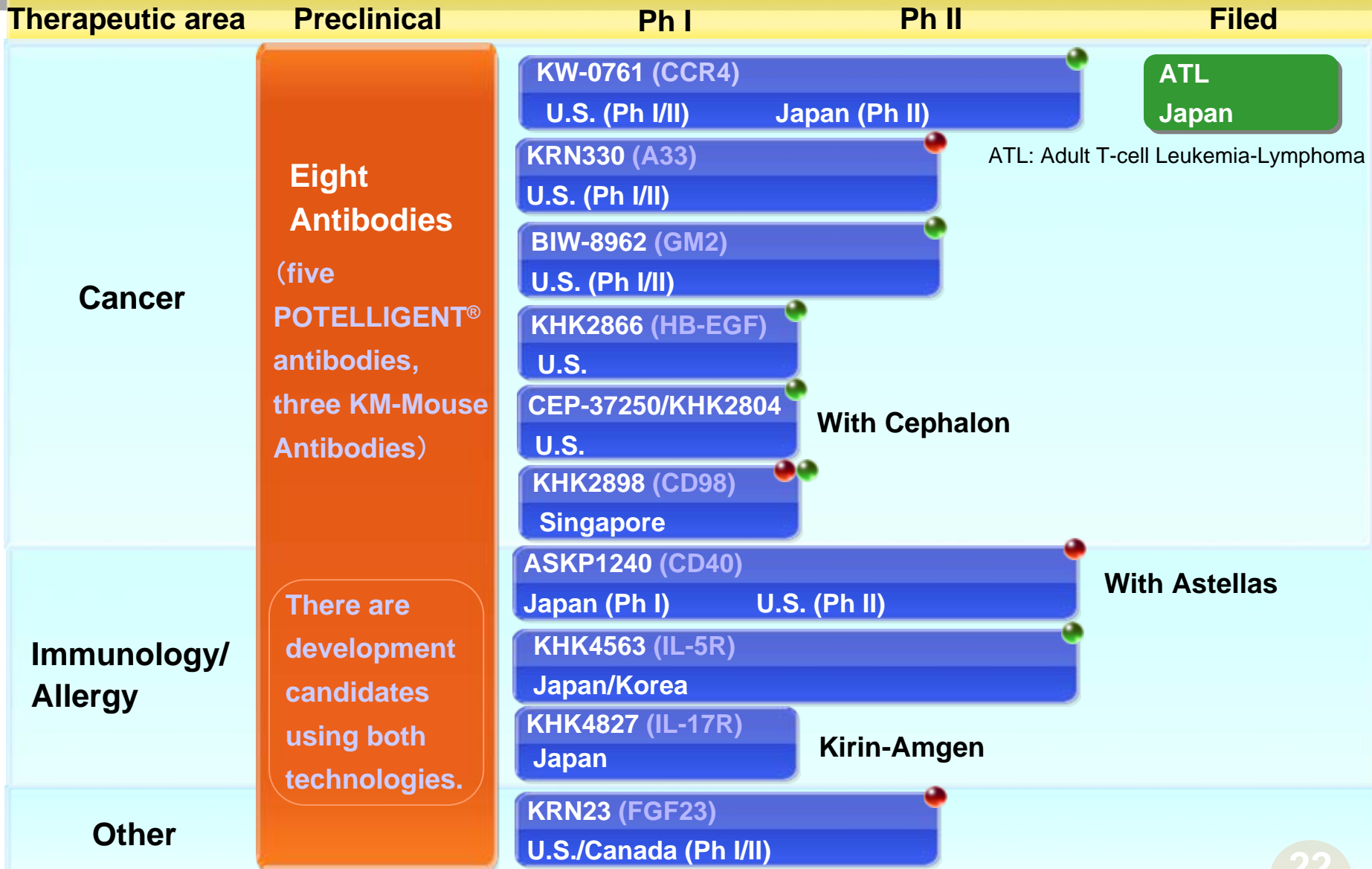
Updated since August 2, 2011 ( Area, Stage, Filed, Approved, Launched etc.)

## Withdrawal of Application

| Category | Code name/<br>Product name         | Stage             |                 | Indication                  | Formulation | Developed in-house or licensed | Remarks   |
|----------|------------------------------------|-------------------|-----------------|-----------------------------|-------------|--------------------------------|---|
|          |                                    | Japan             | Other countries |                             |             |                                |   |
| Oncology | <b>KRN321<br/>Darbepoetin Alfa</b> | Filed<br>Nov/2008 |                 | Chemotherapy induced Anemia | Injection   | Kirin-Amgen                    | The withdrawal of application was made because currently submitted data is insufficient to establish an evidence that is necessary to attain the approval, as a result of discussion with Pharmaceuticals and Medical Devices Agency. |

● Antibody pharmaceutical pipeline (as of January 24, 2012)

Overview of Development Pipeline



●: POTELLIGENT® technology    ●: KM-Mouse technology

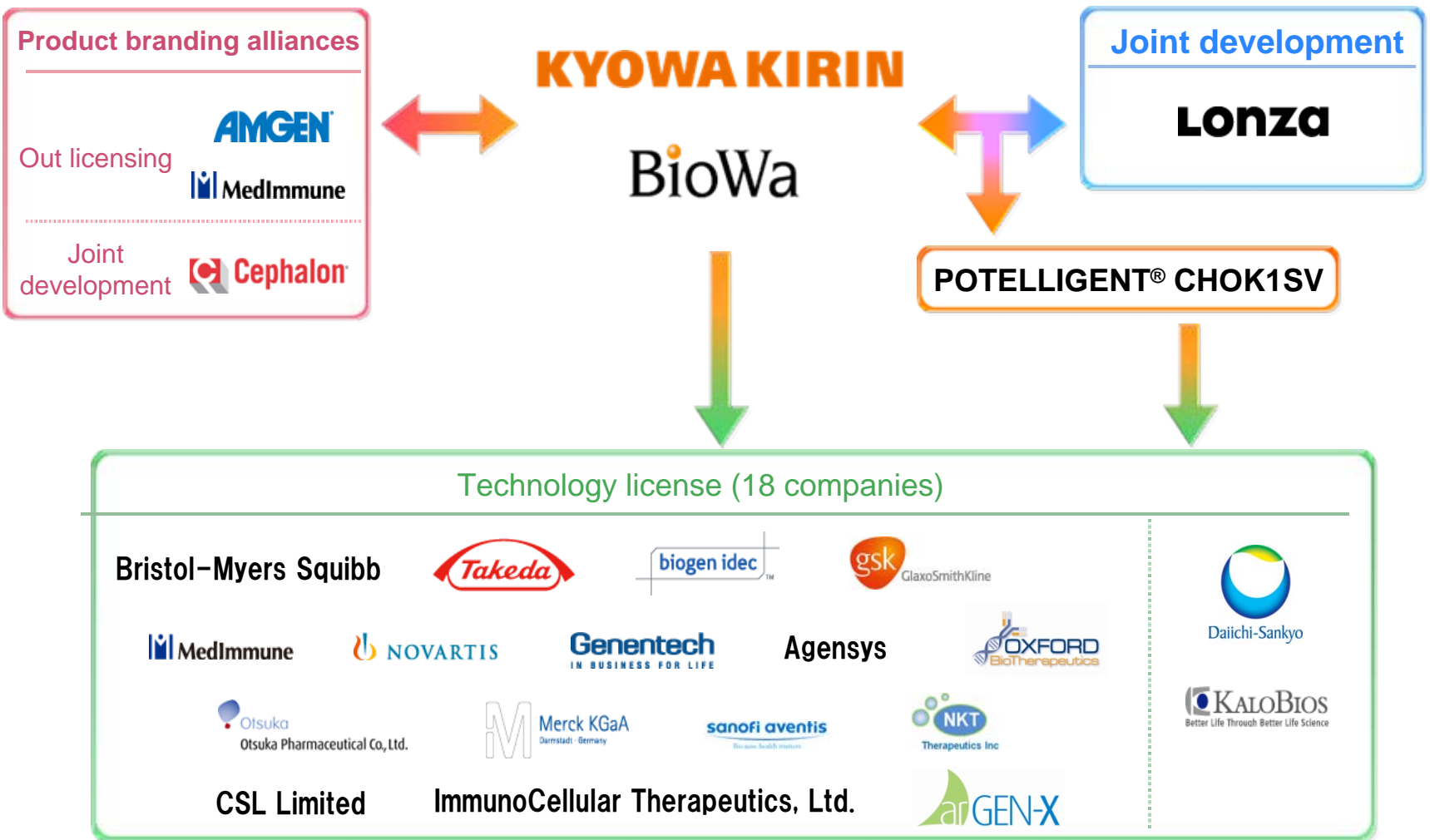
● **Licensing-out antibody pharmaceuticals** (as of January 24, 2012) **KYOWA KIRIN**

| Antibody               | Target | Licensee                                      | Reported Stage      | Remarks      |
|------------------------|--------|---|---------------------|--------------|
| KW-0761                | CCR4   | Amgen (Allergy)<br>(Except in JP, CN, KR, TW) | Ph I<br>(AMG 761)   | POTELLIGENT® |
| KHK4563                | IL-5R  | MedImmune<br>(Except in Japan, Asia)          | Ph II<br>(MEDI-563) | POTELLIGENT® |
| KW-2871                | GD3    | Life Science<br>Pharmaceuticals               | Ph II               |              |
| Anti LIGHT<br>antibody | LIGHT  | Sanofi  | Research            | KM-Mouse     |



● POTELLIGENT® technology-related alliances (as of January 24, 2012)

**KYOWA KIRIN**



\*To date seven out-licensed POTELLIGENT® antibodies have entered clinical trials, including those by Bristol-Myers Squibb and Genentech.

● Progress with outlicensed compounds (as of January 24, 2012)

| Name                               | Partner          | Phase |    |     | Remarks                                   |
|------------------------------------|------------------|-------|----|-----|---|
|                                    |                  | I     | II | III |   |
| Tivozanib<br>(KRN951)              | AVEO<br>Astellas |       |    |     | Cancer<br>(VEGF receptor inhibitor)       |
| KW-2871<br>(Low-fucose antibody)   | Life Science     |       |    |     | Cancer<br>(Anti-GD3 antibody)             |
| MEDI-563<br>(KHK4563:POTELLIGENT®) | MedImmune        |       |    |     | Asthma<br>(Anti-IL-5R antibody)           |
| KRN5500                            | DARA             |       |    |     | Peripheral neuropathy                     |
| LY2523355                          | Eli Lilly        |       |    |     | Cancer<br>(Mitotic kinesin Eg5 inhibitor) |
| AMG 761<br>(KW-0761:POTELLIGENT®)  | Amgen            |       |    |     | Asthma<br>(Anti-CCR4 antibody)            |
| RGI2001                            | REGiMMUNE        |       |    |     | Immunosuppressive                         |

● Progress with inlicensed compounds (as of January 24, 2012)

| Name    | Partner     | Phase |    |     | Remarks   |
|---------|-------------|-------|----|-----|---|
|         |             | I     | II | III |   |
| KW-6500 | Britannia   | Filed |    |     | Parkinson's disease<br>(Dopamine agonist)                       |
| SP-01   | Solasia     | Filed |    |     | Emesis<br>(Serotonin antagonist)                                |
| KW-2246 | Orexo       |       |    |     | Cancer pain<br>(m-opioid receptor agonist)                      |
| ARQ 197 | ArQule      |       |    |     | Lung cancer<br>(c-met inhibitor)                                |
|         |             |       |    |     | Gastric cancer<br>(c-met inhibitor)                             |
| Asacol  | Zeria       |       |    |     | Crohn's disease<br>*as a treatment for ulcerative colitis       |
| RTA 402 | Reata       |       |    |     | Diabetic neuropathy   |
| KHK2804 | Cephalon    |       |    |     | Cancer<br>(Anti-tumor specific Glycoprotein Humanized Antibody) |
| KHK4827 | Kirin-Amgen |       |    |     | Psoriasis<br>(Anti-IL-17 receptor fully Human antibody)         |

## Biosimilar joint venture with Fujifilm

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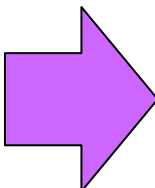
# Biosimilar merger company: Overview

Provide an advanced level of reliability and quality and superior cost-competitive products

Develop ground-breaking biopharmaceutical production technology leveraging synergies between both companies

**Joint venture company**  
- To be established spring, 2012 (planned)  
- Investment ratio 50:50

Development and production of biosimilars



Aiming to begin clinical trials in 2013

Biopharmaceutical research, development and manufacturing technology, and knowhow



Production, quality control and analysis technology  
Know-how to improve technology and production processes



## ● Leveraging technology developed by FUJIFILM

- In the short-term
  - Optimization of production process (culture, refinement, etc.) using by production and quality control technologies that allow precision control
  - Improve cell culture process leveraging analysis technology from photographic film diagnosis
  - Improve capital expenditure efficiencies that use advanced engineering technologies
- In the medium to long-term
  - Practical application of cutting-edge culture technologies
  - Practical application of new refining processes
- KHK will use newly developed technologies for new drugs, JV will use newly developed technologies for biosimilar

## Business in Asia

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# ● Pharmaceutical business in Asia (End Dec 2011)

**Pharmaceutical businesses across Asia**



| Consolidated subsidiaries   | MRs | Net sales Products  |
|---|-----|---|
| <b>Korea</b><br><b>Est. May 1991</b><br>Jeil-Kirin Pharmaceutical Inc.                      | 25  | ¥3.0 bn<br>Nesp, Regpara, Renagel, Gran, Busulfex, MitomycinC, Leunase  |
| <b>China</b><br><b>Est. Jun. 1997</b><br>Kirin Kunpeng (China) Bio Pharmaceutical Co., Ltd. | 114 | ¥2.8 bn<br>Espo, Gran, Busulfex, Mitomycin C, Leunase, Coniel, Allelock |
| <b>Taiwan</b><br><b>Est. Apr. 1992</b><br>Kyowa Hakko Kirin (Taiwan) Co., Ltd.              | 18  | ¥2.0 bn<br>Nesp, Regpara, Gran, Busulfex, MitomycinC, Leunase           |
| <b>Hong Kong</b><br><b>Est. Aug. 1993</b><br>Kyowa Hakko Kirin (Hong Kong) Co., Ltd.        | 5   | ¥0.5 bn<br>Aranesp, Regpara, Renagel, Busulfex, MitomycinC, Leunase     |
| <b>Singapore</b><br><b>Est. Mar. 2005</b><br>Kyowa Hakko Kirin (Singapore) Pte., Ltd.       | 6   | ¥0.3 bn<br>Aranesp, Gran, Peglasta, Busulfex, MitomycinC, Leunase       |

**Thailand (non-consolidated)**  
 Kyowa Hakko Kirin(Thailand) Co., Ltd



# Development and sales in Asian markets-1

⊙:Launched    ○:Approved    ☆:Filed

As of December 31, 2011

|                 | Korea | China   | Taiwan | Hong Kong | Singapore | Thailand | Malaysia | The Philippines | Indonesia | Vietnam | India   |
|-----------------|-------|---------|--------|-----------|-----------|----------|----------|-----------------|-----------|---------|---------|
| <b>Espo</b>     |       | ⊙       |        |           |           |          |          |                 |           |         |         |
| <b>Nesp</b>     | ⊙     | Phase 2 | ⊙      | ○         | ☆         | ⊙        | ○        | ○               |           |         | Phase 3 |
| <b>Aranesp</b>  |       |         |        | ⊙         | ⊙         |          |          |                 |           |         |         |
| <b>Renagel</b>  | ⊙     |         |        | ⊙         |           |          |          |                 |           |         |         |
| <b>Gran</b>     | ⊙     | ⊙       | ⊙      |           | ⊙         | ⊙        | ⊙        | ○               |           | ⊙       |         |
| <b>Peglasta</b> |       |         |        |           | ⊙         | ⊙        | ⊙        | ⊙               |           | ☆       |         |
| <b>Neulasta</b> | ☆     |         | ○      |           |           |          |          |                 |           |         |         |
| <b>Nplate</b>   | ○     |         | ☆      | ○         | ○         |          | ○        |                 |           |         |         |
| <b>Busulfex</b> | ⊙     | ⊙       | ⊙      | ⊙         | ⊙         | ⊙        | ⊙        |                 |           |         |         |
| <b>Regpara</b>  | ⊙     | ☆       | ⊙      | ⊙         | ○         | ☆        | ☆        | ☆               |           |         |         |

# Development and sales in Asian markets-2

⊙:Launched    ⊖:Approved    ☆:Filed

As of December 31, 2011

|                    |                | Korea            | China | Taiwan           | Hong Kong | Singapore | Thailand | Malaysia | The Philippines    | Indonesia | Vietnam | India |
|--------------------|----------------|------------------|-------|------------------|-----------|-----------|----------|----------|--------------------|-----------|---------|-------|
| <b>Mitomycin C</b> |                | ⊙                | ⊙     | ⊙                | ⊙         | ⊙         | ⊙        | ⊙        | ⊙                  | ⊙         | ⊙       | ⊙     |
| <b>Leunase</b>     |                | ⊙                | ⊙     | ⊙                | ⊙         | ⊙         | ⊙        | ⊙        | ⊙                  | ⊙         | ⊙       | ⊙     |
| <b>Coniel</b>      |                | ⊙                | ⊙     | ⊖                |           |           |          |          | ⊙                  |           |         |       |
| <b>Allelock</b>    |                | ⊙                | ⊙     |                  |           |           |          |          |                    |           |         |       |
| <b>Sancuso</b>     |                |                  |       | ☆                |           |           |          |          |                    |           |         |       |
| <b>ARQ 197</b>     | NSCLC          | Phase 3 (MRCT)*1 |       | Phase 3 (MRCT)*1 |           |           |          |          |                    |           |         |       |
|                    | Gastric Cancer | Phase 2 (MRCT)*1 |       |                  |           |           |          |          |                    |           |         |       |
| <b>KHK4563</b>     |                | Phase 2 (MRCT)*1 |       |                  |           |           |          |          |                    |           |         |       |
| <b>KW-2478</b>     |                |                  |       |                  |           |           |          |          | Phase 1/2 (MRCT)*1 |           |         |       |
| <b>Nesp MDS*2</b>  |                | Phase 2 (MRCT)*1 |       |                  |           |           |          |          |                    |           |         |       |

\*1 MRCT: Multi Region Clinical Trial

\*2 Nesp MDS::Nesp treatment for Anemia from myelodysplastic syndrome

# **KYOWA KIRIN**

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