

15 April, 2013

日露医療フォーラム(分科会)

Astellas Business in Russia

Eiji Nakane

Corporate Planning

Astellas Pharma Inc.



Philosophy: *Leading Light for Life*

“Contribute toward improving the health of people around the world through the provision of innovative & reliable pharmaceutical products.”

Business Description: Ethical pharmaceuticals (deployed globally)

Japan's 2nd largest (market cap*) pharmaceutical company

Top 20 overall in the global market

17,085 employees worldwide*



Fujisawa

Founded in 1894

Leader in Transplantation /
Immunology, Nuclear Cardiology,
Infectious Disease & Dermatology

Established in April 2005



astellas
Leading Light for Life



Yamanouchi

Founded in 1923

Leader in Urology and
Gastroenterology

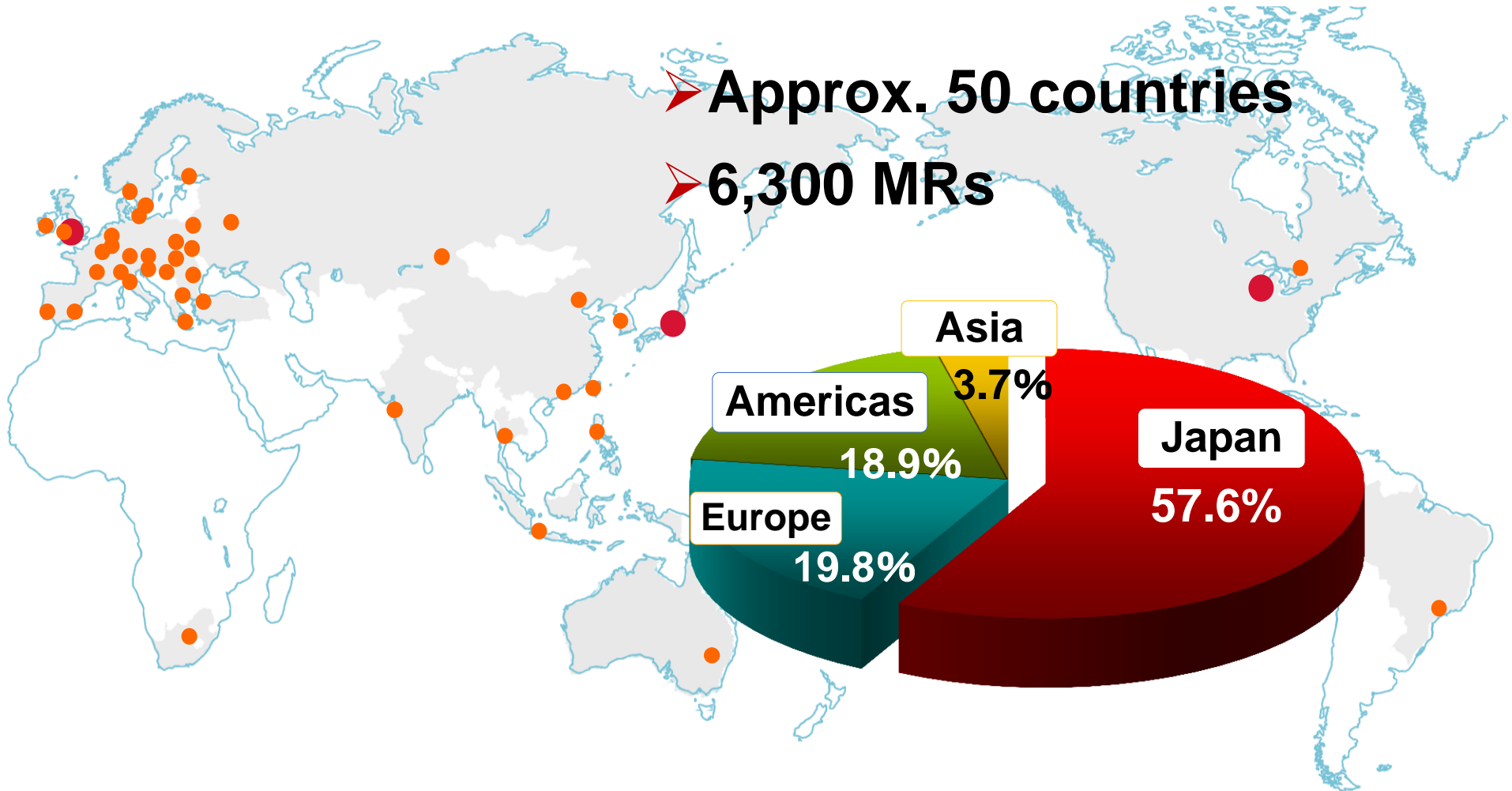
*As of March 31, 2012

Steady Global Expansion Across 4 Regions

Consolidated net sales (FY2011): 969.3 billion yen

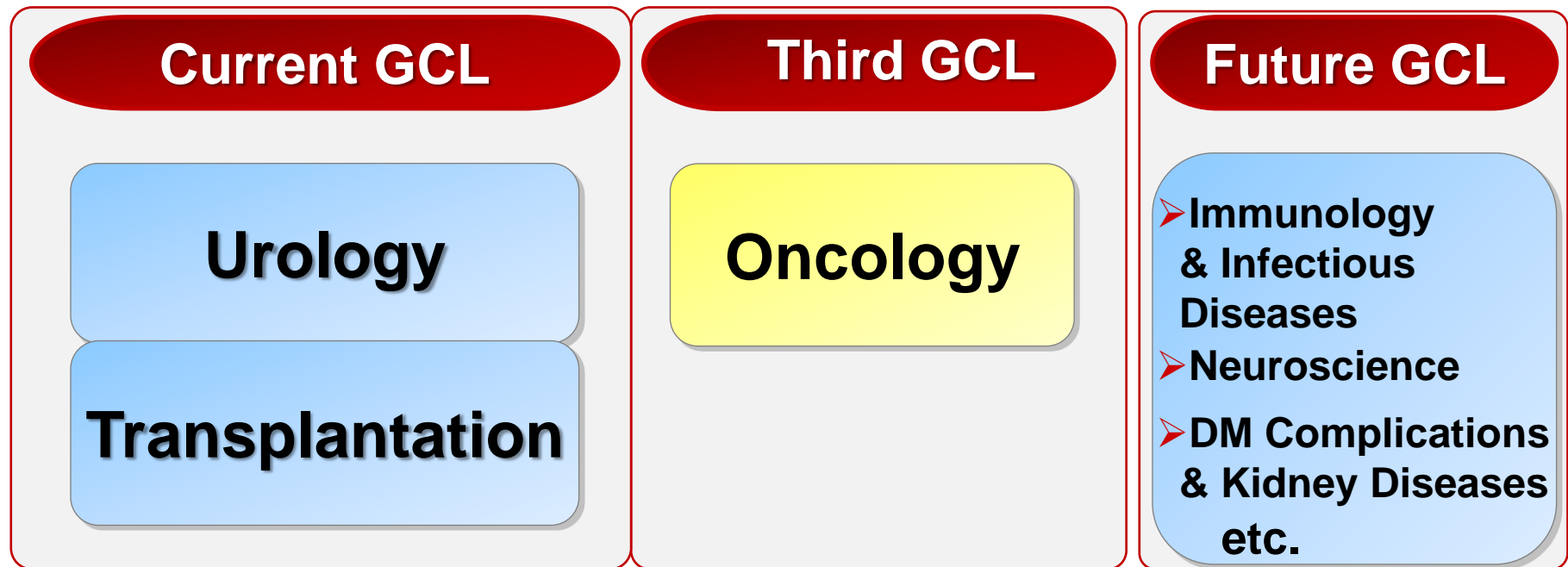
➤ **Approx. 50 countries**

➤ **6,300 MRs**

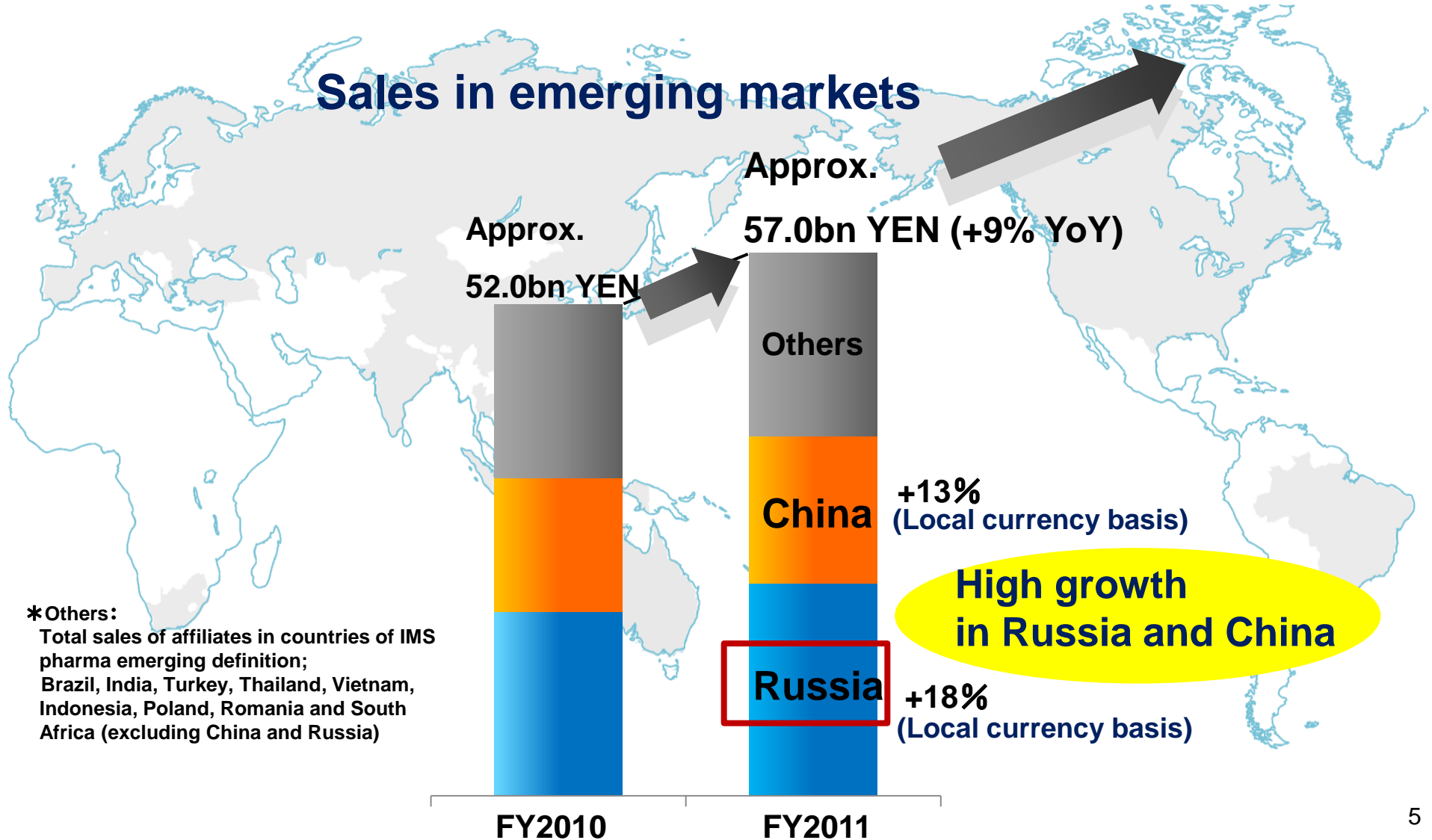


- Group HQ/Regional HQ
- Sales Affiliate/Promotion Base in Europe

Establish a competitive edge as a Global Category Leader (GCL)



Our Presence in Emerging Market – Russia



- **History:**
 - **1991 – With the acquisition of Gist Brocades, Representative Office was established**
 - **1994 – The name was changed to Yamanouchi**
 - **2005 – The name was changed to Astellas by the merger**
- **FY2011 Sales in Russia: approx. €200 MM**
- **Wider product portfolio:**

Therapeutic Area	Product
Anti-biotics	Flemoxin, Josamycin, Mycamine®
Gastro-enterology	De-Nol®
Urology	Tamsulosin – Omnic®,Tocas®, Vesicare®
Dermatology	Protopic® etc.
Transplant/Immunology	Tacrolimus – Prograf®/Advagraf®
Oncology	Bendamustine, Eligard®

Issues to continue dialogue

- Government policies in healthcare:
Future outlook of 'Strategy 2020'
- Clinical trials procedure
- Process of obtaining registration,
price and reimbursement (DLO and
7D)
- GMP standards and manufacturing

Issues Japanese pharmas are facing

- Uptake of Innovation
- Price sensitivity
- Further regulation by government
to restrict foreign market players
and to enhance the following:
 - ✓ Local production
 - ✓ Local development