



Shionogi Group of Companies

Corporate Overview

**Очень рады с вами
познакомиться**

Apr., 2013

Shionogi & Co., Ltd.

Pharmaceuticals and Diagnostics

- **Established in 1878 and Incorporated in 1919**
- **Head Office Location : Osaka, Japan**
- **President : Isao Teshirogi, Ph.D.**
- **Employees**
Consolidated : 6,132 (as of March 2012)

Major Subsidiaries and Affiliates

- Shionogi Inc. (NJ, USA)
- Shionogi Limited (London, UK)
- Taiwan Shionogi & Co., Ltd. (Taipei, Taiwan)
- C&O Pharmaceutical Technology Ltd. (Hong Kong, China)
- Shionogi Analysis Center Co., Ltd. (Japan)
- Shionogi Pharma Chemicals Co., Ltd. (Japan)
- Ezose Sciences Inc. (NJ, USA)

Current Major Events

Apr. 2012: Shionogi Inc. submitted a NDA for Ospemifene

July 2012: Shionogi NDA filed for recombinant human leptin (metreleptin:in-licensed from Amylin Pharmaceuticals, Inc.) for lipodystrophy.

Oct. 2012: Shionogi-ViiV Healthcare announced completion of initial clinical registration package for dolutegravir in HIV

Shionogi and Kotobuki entered into a License Agreement on KT6-971, a Cholesterol Absorption Inhibitor

Shionogi and ViiV Healthcare announced new agreement to commercialize and develop integrase inhibitor portfolio

Shionogi entered into a license and Collaboration Agreement for its oral β -Secretase Inhibitor Program for the treatment of Alzheimer's Disease with Janssen Pharmaceuticals, Inc.

Dec. 2012: ViiV Healthcare filed a NDA for the Integrase inhibitor "Dolutegravir" to FDA, EMEA and Canada

Feb. 2013: FDA approval of 「Osphena™」 (ospemifene)

Mar. 2013: Approval of recombinant human leptin

Global Business Location

Shionogi Limited

London (staff: 18)
-Clinical Development
-Marketing
-New Product Planning

Shionogi & Co., Ltd.

Osaka, Japan (staff: 4181)
-Marketing
-Production
-Clinical Development
-Research
: As of April 2011

Ezose Sciences Inc.

NJ (staff: 13)
-Novel glycan analysis services

C&O

Hong Kong (staff: 1100)
-R&D
-Manufacturing
-Marketing

Shionogi Inc.

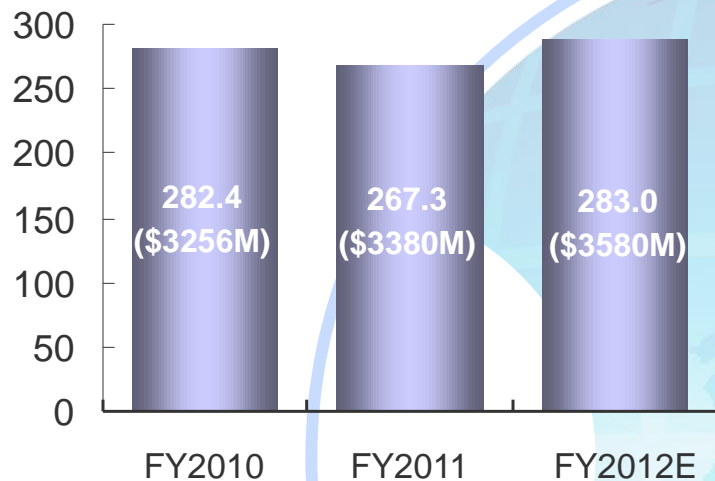
Florham Park, NJ (staff: 519)
-Clinical Development
-Marketing
-Sales
: As of June 2012

Taiwan Shionogi

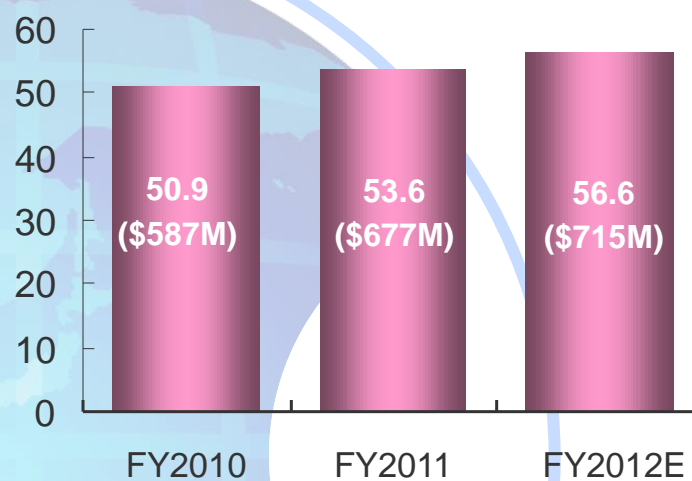
Taipei (Staff: 150)
-Import
-Clinical Development
-Sales
: As of April 2011

Consolidated Financial Results

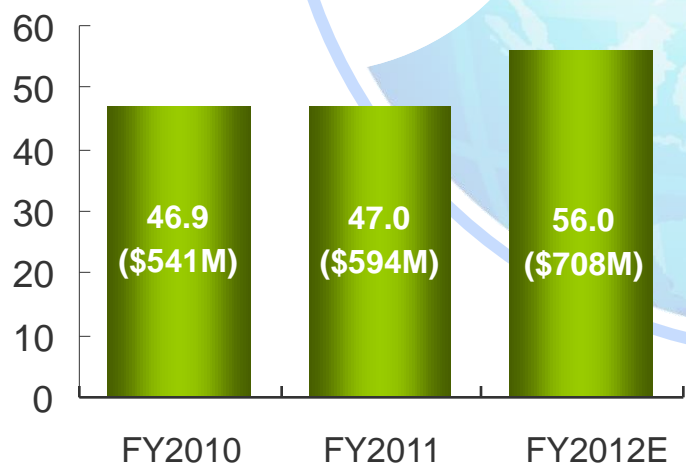
Net sales
(Billions of Yen)



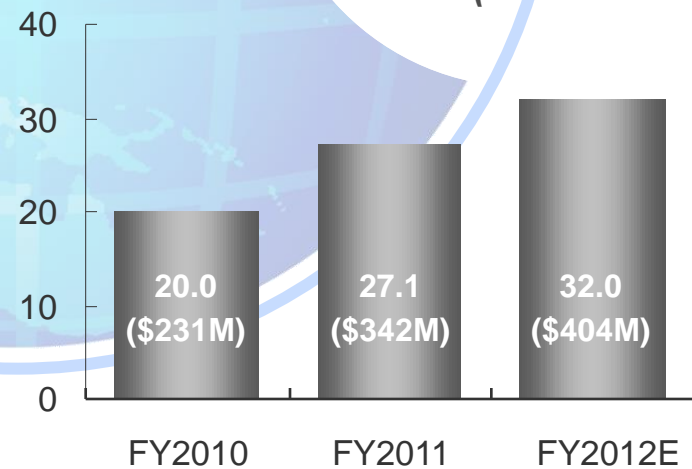
R&D expenses
(Billions of Yen)



Operating income
(Billions of Yen)



Net income
(Billions of Yen)

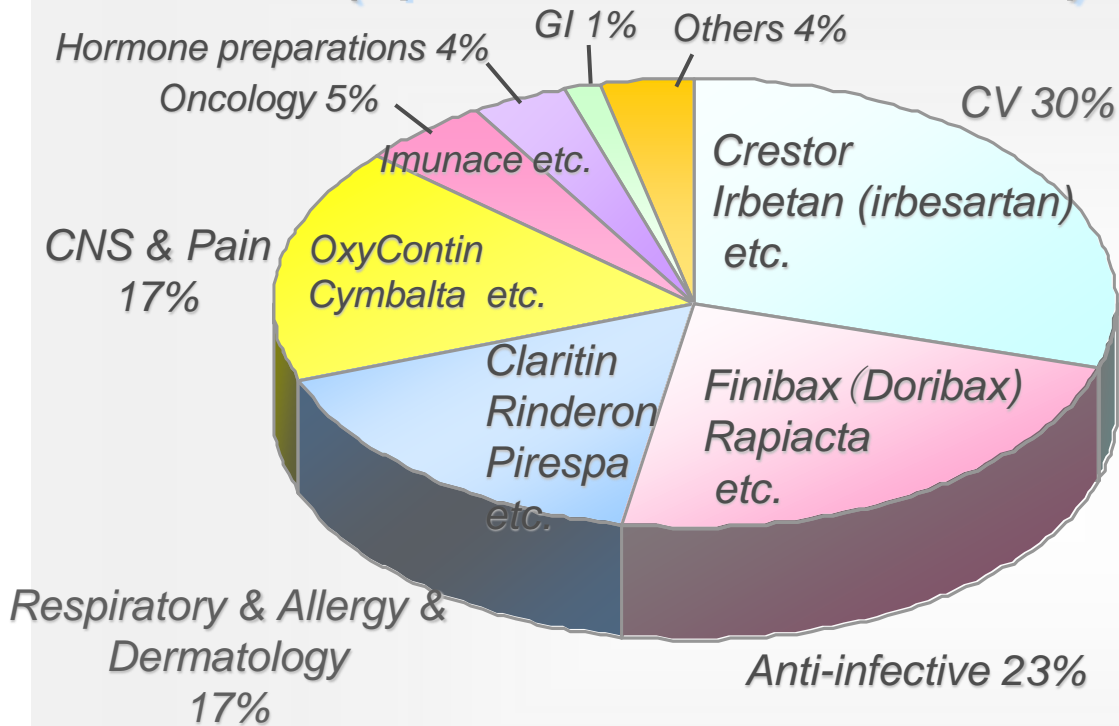


2010:\$1=86.73Yen
2011, 2012:\$1=79.06Yen

Sales Breakdown by Therapeutic Category

Pharmaceutical total (Japan) : Yen166Bn. (\$2.1Bn.)

(April 1 2011 - March 31 2012) \$1=79.06Yen



Pharmaceutical total (USA) :
\$74Mil
(April 1 2011 - Mar. 31 2012)



Major Products in Japan

Trade Name	Product	Category	Sales in FY2011		Launched Year
			Bn. of Yen	(\$Mil.)	
CV					
• Crestor	rosuvastatin	Hyperlipidemia	35.7	(451)	2005
• Irbetan	irbesartan	Hypertension	8.9	(112)	2008
Anti-infective					
• Flomox	cefcapene	Antibiotic, oral	20.7	(261)	1997
• Flumarin	flomoxef	Antibiotic, inj.	6.9	(87)	1988
• Vancomycin	vancomycin	Antibiotic, inj./powder	4.3	(54)	1981
• Finibax	doripenem	Antibiotic, inj.	4.7	(59)	2005
• Rapiacta	peramivir	Antiviral, inj.	1.4	(17)	2010
Respiratory & Allergy & Dermatology					
• Rinderon	corticosteroid	Dermatological	9.2	(116)	1962
• Claritin	loratadine	Antiallergic	7.8	(98)	2002
• Differin	adapalene	Acne vulgaris	3.7	(46)	2008
• Pirespa	pirfenidone	IPF*	3.4	(43)	2008
CNS & Pain					
• OxyContin	oxycodone	Analgesic	8.9	(112)	2003
• Cymbalta	duloxetine	Depression	6.6	(83)	2010
Oncology					
• Imunace	IL-2	Antitumor	2.1	(26)	1992

*: Idiopathic pulmonary fibrosis

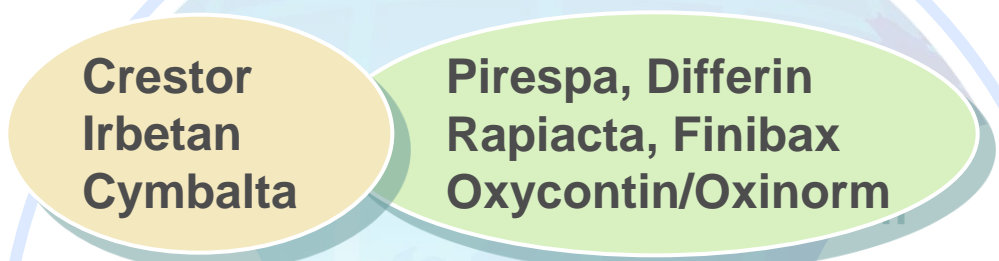
\$1=79.06Yen

Major Products in the USA

Trade Name	Product	Category
Pain		
• Naprelan	naproxen sodium	Pain
• Rybix ODT	tramadol HCL	Pain
• Xodol	hydrocodone/ acetaminophen	Pain
Pediatrics		
• Kapvay	clonidine	ADHD
• Ulesfia	benzyl alcohol	Head Lice
Other		
• Fortamet	metformin	Type II diabetes
• Moxatag	amoxicillin	Antibiotic, oral

Globally-Proven Products

The Company will focus its sales and marketing resources on 3 key strategic products, **Crestor, Irbetan and Cymbalta**, and 5 new products (Domestic Sales)



**Crestor
Irbetan
Cymbalta**

**Pirespa, Differin
Rapiacta, Finibax
Oxycontin/Oxinorm**

● **Crestor**

- Based on extensive clinical data, establish a position as “The strongest statin in history” and “The statin that promotes efficient plaque regression”

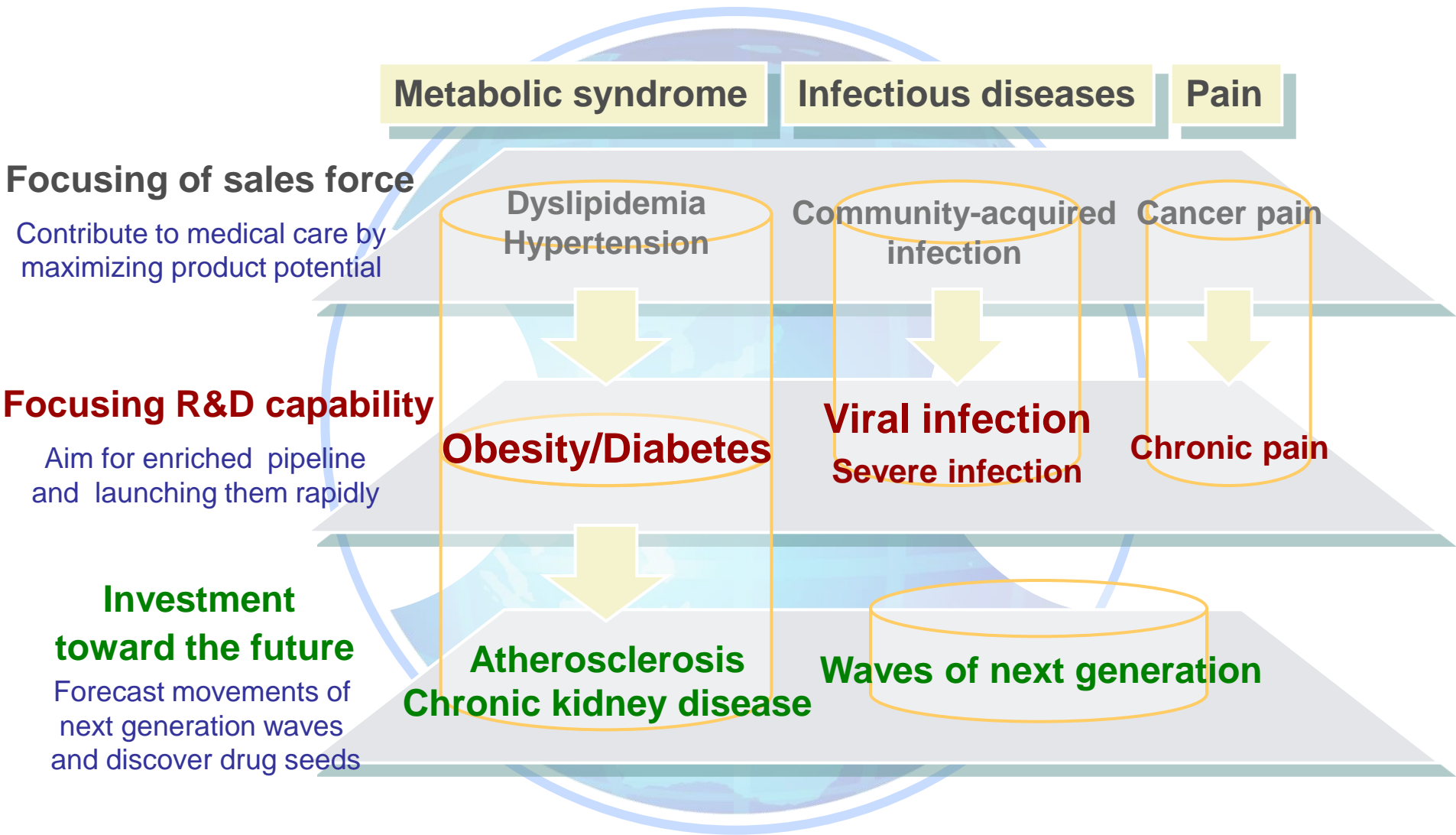
● **Irbetan**

- Build a presence in the metabolic syndrome area based on its potent antihypertensive effect
- Expand sales based on the sufficient evidence interrelating among brain, heart and kidney

● **Cymbalta**

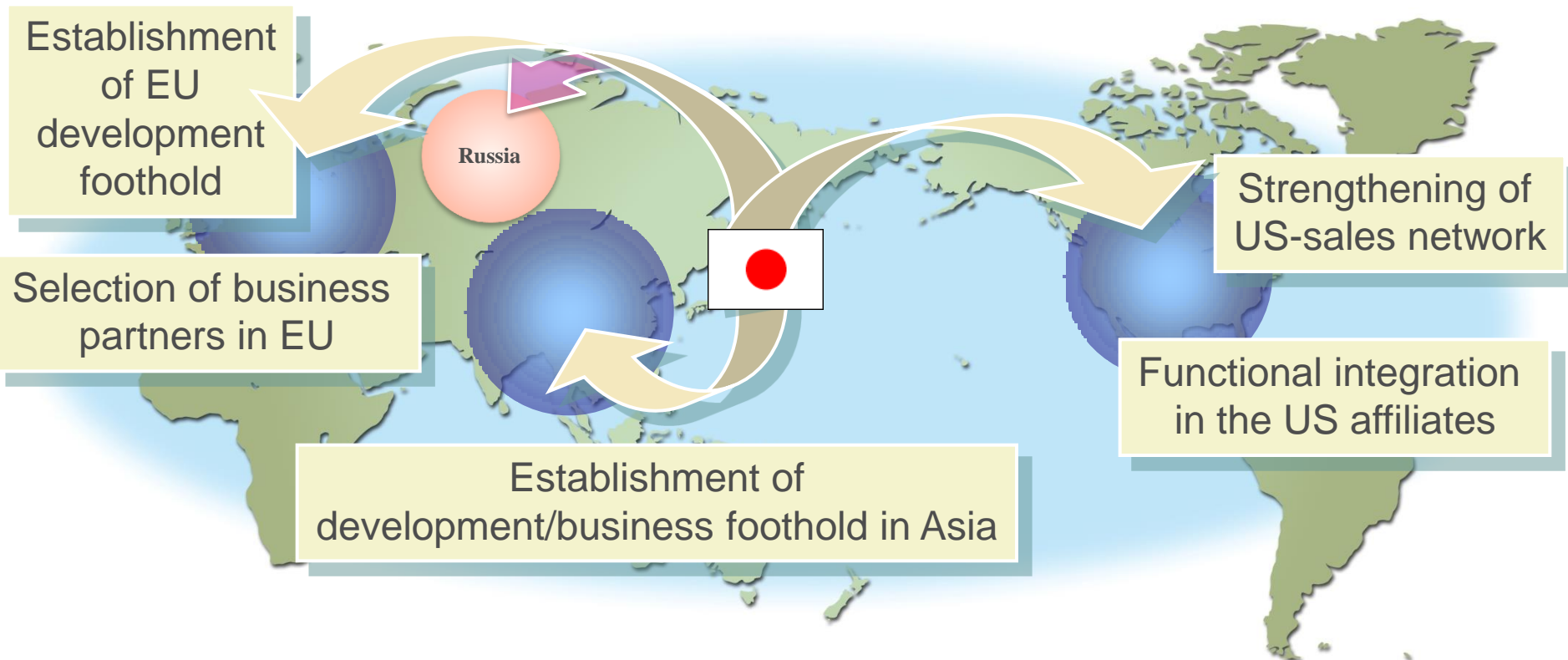
- Aim to position Cymbalta as the drug that will best help patients suffering from depression
- Expand indication to diabetic neuropathic pain

Therapeutic Areas to Be Focused on



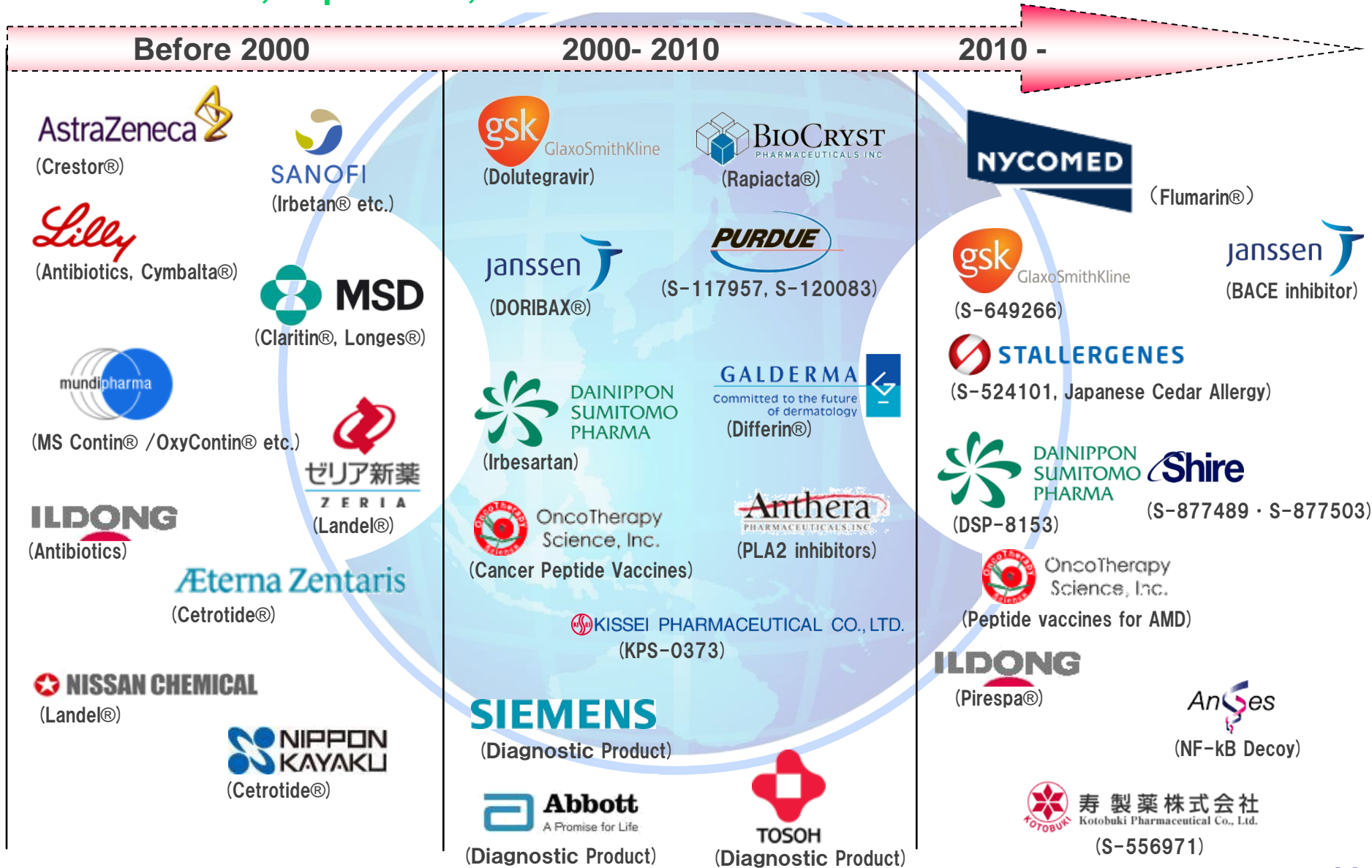
Globalization during the 3rd Mid-Term Business Plan

- Establish footholds in EU, USA and Asia for global development of new drugs
- Establish aggressively a business platform in Asia aiming for direct sales
- Select multiple alliance partners in EU for sales



Continuous Value Creation from Alliance

- Dedication, Experience, Excellent Partners -



Collaboration with academia

Exploration of early-stage seeds and technologies

Osaka University
*PET Molecular
Imaging Center*

Hokkaido University
Shionogi Innovation Center

FINDS
(Drug discovery competition)

Shionogi Science Program
(UK, Sweden, etc.)

- Development of drug-seeds and novel technologies
- Translational research

- Seed discovery through fundamental research collaboration



Thank you

Б о л ь ш о е с п а с и б о !

Shionogi & Co., Ltd.

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