



#### **Consolidated Financial Results** for the Six Month Period Ended September 30, 2012

Hiroshi Takahara Senior Vice President Corporate Finance & Controlling Department

October 31, 2012

**Takeda Pharmaceutical Company Limited** 

## Consolidated Financial Results for the Six Month Period Ended September 30, 2012



	FY2011 AprSep.	FY2012 AprSep.	Year-on-year change		excl. Currency Translation Effect
	(billion yen)	(billion yen)	(billion yen)	⟨%⟩	(billion yen)
Net Sales	702.5	786.9	+ 84.4	〈+ 12.0〉	+ 88.7
Gross Profit	542.9	570.9	+ 27.9	〈+ 5.1 <b>〉</b>	+ 32.2
excl. Special factors *1	542.9	573.1	+ 30.2	<+ 5.6>	+ 34.4
SG&A Expenses	212.9	307.6	+ 94.7	<+ 44.5>	+ 97.5
excl. Special factors *2	182.0	240.8	+ 58.8	<+ 32.3>	+ 61.6
R&D Expenses	119.0	154.7	+ 35.7	<b>〈+ 30.0〉</b>	+ 36.0
Operating Income	211.0	108.6	- 102.5	⟨- 48.6⟩	- 101.4
excl. Special factors *3	242.1	177.7	- 64.4	⟨- 26.6⟩	- 63.2
Ordinary Income	209.6	113.1	- 96.5	⟨- 46.0⟩	- 95.4
Extraordinary Income/Loss	-	17.2	+ 17.2	=	+ 17.2
Net Income	135.7	119.8	- 15.9	<b>〈- 11.7〉</b>	- 15.3
excl. Extraordinary Income/Loss & Special factors *4	157.6	118.2	- 39.4	⟨- 25.0⟩	- 38.7
EBITDA (excl. Extraordinary Income/Loss)	266.7	213.4	- 53.3	⟨- 20.0⟩	
EPS	172 yen	152 yen	- 20 yen	<b>〈- 11.7〉</b>	
excl. Extraordinary Income/Loss & Special factors *4	200 yen	150 yen	- 50 yen	⟨- 25.0⟩	
Evolungo Roto USD	80 yen	80 yen	- 0 yen		
Exchange Rate EUR	114 yen	101 yen	- 13 yen		

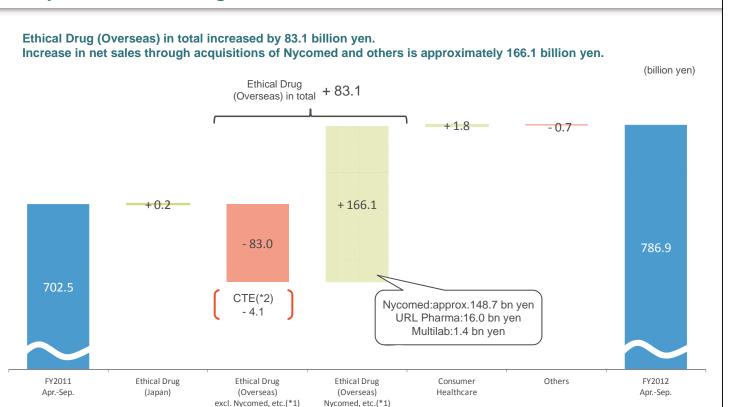
<sup>1:</sup> Special factors in Gross Profit: an increase in COGS related to inventory step-up due to revaluation to fair value resulting from corporate acquisitions

<sup>\*2:</sup> Special factors in SG&A Expenses: amortization of intangible assets and goodwill resulting from corporate acquisitions

<sup>\*3:</sup> Special factors in Operating Income: \*1 and \*2
\*4: Special factors in Net Income and EPS: in addition to \*1 and \*2, non-operating expenses resulting from corporate acquisitions and transfer price tax refund

# Breakdown of Change in Net Sales by Business Segment



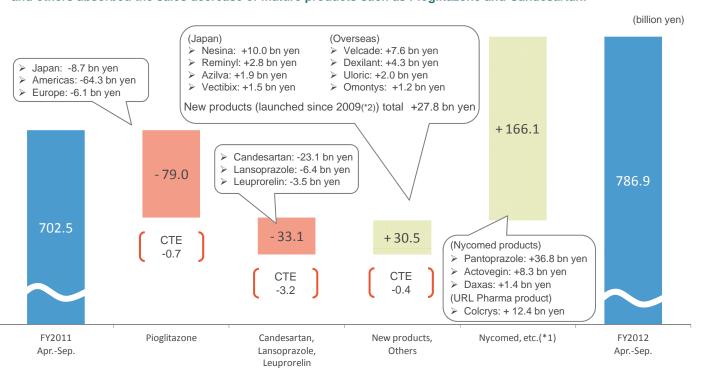


<sup>\*1:</sup> Increase in Net Sales related to acquisitions in and after FY2011, i.e. Nycomed, URL Pharma and Multilab.

# Breakdown of Change in Net Sales by Product



Sales growth of Velcade and new products including Nesina and sales increase due to acquisitions of Nycomed and others absorbed the sales decrease of mature products such as Pioglitazone and Candesartan.



<sup>\*1:</sup> Increase in Net Sales related to acquisitions in and after FY2011, i.e. Nycomed, URL Pharma and Multilab.

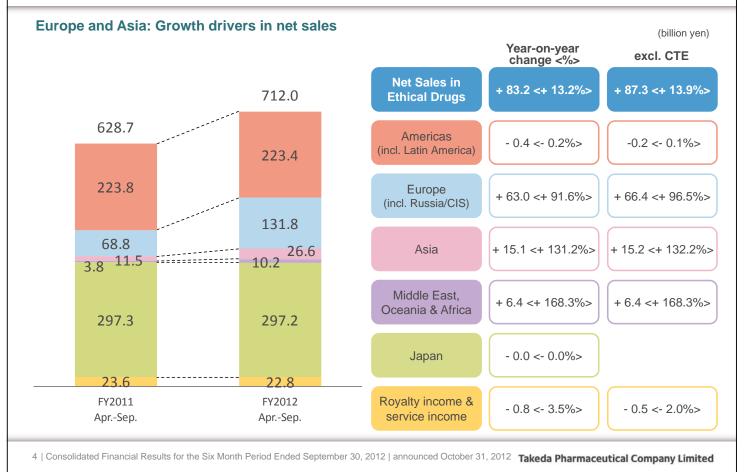
<sup>\*2:</sup> CTE: Currency Translation Effect (shall apply hereinafter )

<sup>2 |</sup> Consolidated Financial Results for the Six Month Period Ended September 30, 2012 | announced October 31, 2012 | Takeda Pharmaceutical Company Limited

<sup>\*2:</sup> Excluding fixed dose drugs with the existing drugs and formulation change drugs.

# Net Sales in Ethical Drugs by Region

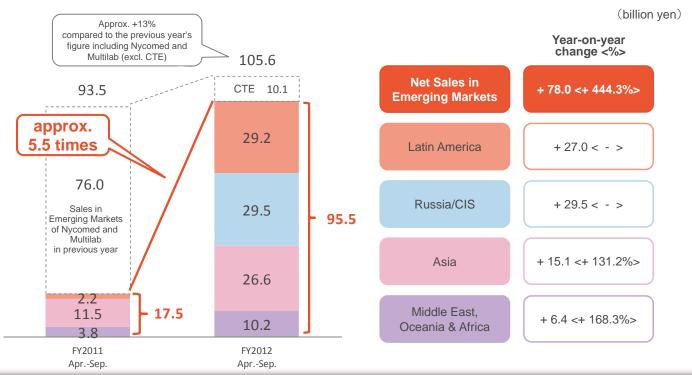




## Net Sales in Ethical Drugs Emerging Markets



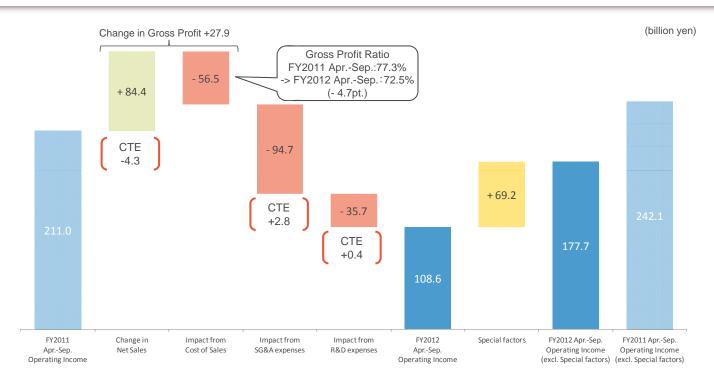
Net sales in emerging markets substantially increased by approximately 5.5 times over the same period of the previous year due to the Nycomed and Multilab acquisitions.



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#### Breakdown of Change in Operating Income



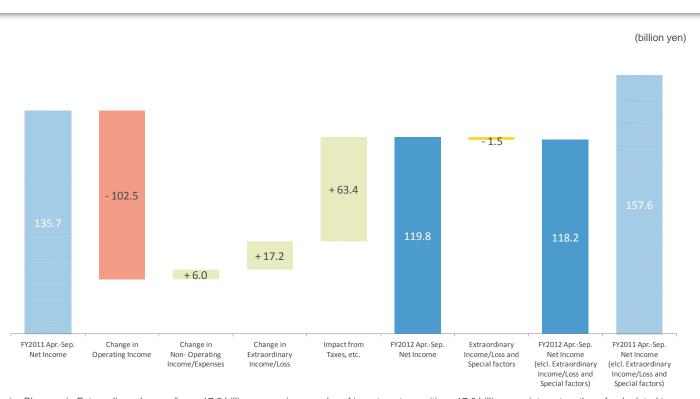


- > Impact from SG&A expenses -94.7 billion yen: increased expenses and increased amortization of intangible assets and goodwill resulting from the acquisitions
- > Impact from R&D expenses -35.7 billion yen: increased development costs by steady progression of the late-stage pipeline

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#### Breakdown of Change in Net Income





- Changes in Extraordinary Income/loss +17.2 billion yen: gains on sales of investment securities +17.0 billion yen, interest on the refund related to transfer price tax +11.6 billion yen, expenses related to the overseas restructuring -11.4 billion yen
- ▶ Impact from Taxes, etc. +63.4 billion yen: transfer price tax refund +45.6 billion yen

#### Cash Flow Statement



	FY2011 AprSep.	FY2012 AprSep.	Ref: FY2011 AprMar.
	(billion yen)	(billion yen)	(billion yen)
Net cash provided by (used in) operating activities	161.7	180.4	336.6
Income before income taxes and minority interests	209.6	130.3	252.5
Depreciation and amortization	49.9	80.3	128.0
Amortization of goodwill	6.6	16.1	22.2
Increase/decrease in working capital	- 14.0	- 9.2	64.7
Income tax paid (incl. transfer price tax refund for FY2012)	- 79.5	14.3	- 152.1
Net cash provided by (used in) investing activities	- 1,060.7	- 130.2	- 1,094.0
Payment for purchases of property, plant and equipment	- 25.0	- 44.4	- 61.9
Payment for acquisition of subsidiaries' shares	- 1,029.6	- 77.5	- 1,040.0
Net cash provided by (used in) financing activities	497.0	- 77.9	393.8
Net increase (decrease) in short-term loans	569.8	- 243.2	239.8
Proceeds from issuance of bonds	-	238.0	189.6
Dividends paid	- 71.0	- 71.1	- 142.0
Effect of exchange rate changes on cash and cash equivalents	- 66.0	- 17.1	- 54.9
Net increase (decrease) in cash and cash equivalents	- 468.0	- 44.9	- 418.5
Cash and cash equivalents, end of period	404.7	409.4	454.2

Takeda will maintain 300 billion yen level of R&D investment, ensure steady repayment of debts and maintain stable dividend payment.

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#### Consolidated Financial Results for the Six Month Period Ended September 30, 2012

[vs. Previous Forecasts] Takeda



		Previous Forecasts (Jul.)		Actual Actual vs.		Forecasts
		AprSep. (a)	AprMar.	AprSep. (b)	(c) = (b) - (a)	(c) / (a)
		(billion yen)	(billion yen)	(billion yen)	(billion yen)	<%>
Net Sales		780.0	1,550.0	786.9	+ 6.9	〈+ 0.9〉
R&D Expenses		140.0	310.0	154.7	+ 14.7	〈+ 10.5 <b>〉</b>
Operating Income		100.0	160.0	108.6	+ 8.6	〈+ 8.6 <b>〉</b>
excl. Special factors *1		170.0	305.0	177.7	+ 7.7	<b>〈+ 4.5〉</b>
Ordinary Income		95.0	150.0	113.1	+ 18.1	〈+ 19.1 <b>〉</b>
Extraordinary Income/Lo	oss	20.0	55.0	17.2	- 2.8	<b>〈- 13.9〉</b>
Net Income		105.0	155.0	119.8	+ 14.8	<b>〈+ 14.1〉</b>
excl. Extraordinary Income/l Special factors *2	Loss &	105.0	190.0	118.2	+ 13.2	<b>〈+ 12.6〉</b>
EBITDA (excl. Extraordii Income/Loss)	nary	194.0	345.0	213.4	+ 19.4	<b>〈+ 10.0〉</b>
EPS		133 yen	196 yen	152 yen	+ 19 yen	<b>〈+ 14.1〉</b>
excl. Extraordinary Income/l Special factors *2	Loss &	133 yen	241 yen	150 yen	+ 17 yen	〈+ 12.6〉
Freshamma Bata	ISD	80 yen	80 yen	80 yen	- 0 yen	
Exchange Rate E	UR	101 yen	100 yen	101 yen	+ 0 yen	

<sup>\*1:</sup> Special factors in Operating Income: amortization of intangible assets and goodwill resulting from corporate acquisitions, and an increase in COGS related to inventory step-up due to revaluation to fair value also resulting from corporate acquisitions

<sup>\*2:</sup> Special factors in Net Income and EPS: in addition to \*1, non-operating expenses resulting from corporate acquisitions and transfer price tax refund

#### FY2012 Financial Forecasts



# Although there are changes in sales forecasts by product, forecasts of FY2012 consolidated results in total are unchanged from those disclosed in July 2012.

> The sales upside of Actos and Velcade in U.S. and Azilva in Japan and Consumer Healthcare segment are expected to absorb the downside in Nesina and Takepron in Japan and the downside in Uloric and Dexilant in the U.S. As a result, the net sales are expected to achieve the forecasts announced in July.

		FY2011	FY2012		Year-on-yea	r change
		Actual	AprSep. Actual	AprMar. Forecasts	AprMar.	
		(billion yen)	(billion yen)	(billion yen)	(billion yen)	<%>
Net sales		1,508.9	786.9	1,550.0	+ 41.1	<b>〈+ 2.7〉</b>
R&D expenses		281.9	154.7	310.0	+ 28.1	<b>〈+ 10.0〉</b>
Operating income		265.0	108.6	160.0	- 105.0	⟨- 39.6⟩
excl. Special factors *1		414.5	177.7	305.0	- 109.5	⟨- 26.4⟩
Ordinary income		270.3	113.1	150.0	- 120.3	<b>〈- 44.5〉</b>
Extraordinary Income/L	.oss	-17.9	17.2	55.0	+ 72.9	-
Net income		124.2	119.8	155.0	+ 30.8	〈+ 24.8 <b>〉</b>
excl. Extraordinary income/lo	ss & Special factors *2	248.2	118.2	190.0	- 58.2	⟨- 23.4⟩
EBITDA(excl. Extraordina	ary Income/Loss)	422.6	213.4	345.0	- 77.6	⟨- 18.4⟩
EPS		157 yen	152 yen	196 yen	+ 39 yen	〈+ 24.8 <b>〉</b>
excl. Extraordinary income/lo	ss & Special factors *2	314 yen	150 yen	241 yen	- 74 yen	⟨- 23.4⟩
Evolungo Dato	USD	79 yen	80 yen	80 yen	+ 1 yen	
Exchange Rate	EUR	109 yen	101 yen	100 yen	- 9 yen	

<sup>\*1:</sup> Special factors in Operating Income: amortization of intangible assets and goodwill resulting from corporate acquisitions, and an increase in COGS related to inventory step-up due to revaluation to fair value also resulting from corporate acquisitions

<sup>\*2:</sup> Special factors in Net Income and EPS: in addition to \*1, non-operating expenses resulting from corporate acquisitions and transfer price tax refund

in the foreign exchange rate         USD         EUR           Net Sales         4.4         4.0           Operating Income         - 0.9         0.0           Net Income         - 0.1         - 0.1	Reference: Impact of 1 yen change	FY2012 (billion yen)			
Operating Income - 0.9 0.0	in the foreign exchange rate	USD	EUR		
	Net Sales	4.4	4.0		
Net Income - 0.1 - 0.1	Operating Income	- 0.9	0.0		
1401 1100110	Net Income	- 0.1	- 0.1		

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# Breakdown of Special factors and Extraordinary Income/Loss



Breakdown of Special factors and Extraordinary	FY2011	FY2012	(billion ye
ncome/Loss	AprSep.	AprSep.	
COGS> Increase in COGS related to inventory step-up due to evaluation to fair value	-	2.2	
URL Pharma acquisition and Multilab acquisition	-	2.2	until 2021
SG&A> Amortization of intangible assets	24.4	50.8	for Daxas
TAP integration	5.0	5.0	Amortize until 2012
Millennium acquisition	18.9	18.9	Amortize until 2018
Nycomed acquisition	-	22.8	Amortize until 2026
URL Pharma acquisition	-	3.7	Amortize until 2030
SG&A> Amortization of goodwill	6.6	16.1	
Millennium acquisition	6.0	6.1	Amortize until 2028
Nycomed acquisition	-	8.8	Amortize until 2031
URL Pharma acquisition	-	0.7	Amortize until 2028
Impact of Special factors on Operating Income	31.0	69.2	until 2029
Non-Operating Expenses> Non-Operating Expenses resulting rom corporate acquisitions	-	2.3	for Colcrys
Extraordinary Income/Loss>	_	-17.2	
Gains on sales of investment securities	-	-17.0	
Restructuring cost of foreign subsidiaries	-	11.4	Nycomod: 24 F
Interest on trancefer price tax refund	-	-11.6	Nycomed: 31.5
Impact of Special factors and Extraordinary Income/Loss on Income before Income Taxes and Minority Interests	31.0	54.2	
Income Taxes and Income Tax Adjustment relating to impact described above	-9.1	-10.1	
trancefer price tax refund	-	-45.6	
Impact of Special factors and Extraordinary Income/Loss on Net Income	22.0	-1.5	

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#### Breakdown of EBITDA



(billion yen)

Breakdown of EBITDA	FY2011 AprSep.	FY2012 AprSep.
Ordinary Income	209.6	113.1
+ Special factors in Operating Income:  Amortization of intangible assets	24.4	50.8
+ Special factors in Operating Income:  + Amortization of goodwill	6.6	16.1
+ Depreciation and Amortization (excl. Special factors)	25.5	29.6
+ Interest paid	0.6	1.5
+ Others	-	2.3
EBITDA (excl. Extraordinary Income/Loss)	266.7	213.4





# Second Quarter of Fiscal 2012 Updates Related to R&D Activities

Dr. Tadataka Yamada Chief Medical & Scientific Officer

October 31, 2012

**Takeda Pharmaceutical Company Limited** 

#### Takeda R&D Value



Takeda is a pharmaceutical company committed to the discovery and development of innovative solutions addressing unmet medical needs of patients through R&D investment

#### Takeda R&D Principles





# Focus on Patients

**PARTNERSHIP** 



Takeda Pharmaceutical Company Limited

#### Partnership in Takeda R&D



#### Shonan Incubation Laboratories

- Distinguished researchers from external institutions will work side-by-side with Takeda researchers in the Shonan Research Center, bringing new insights to drug discovery through intensely collaborative research
- Plans to adopt 1 or 2 new projects per year
- Project initiated with BC Cancer Agency collaboration to explore new drug targets based on gene analysis



#### Advinus Therapeutics Discovery Collaboration

 A three-year discovery collaboration with Adivnus Therapeutics in India, who have the ability to provide a timely and sustainable flow of IND candidates focused on novel targets for major therapeutic areas, including Inflammatory, CNS and Metabolic



## Acquisition of LigoCyte

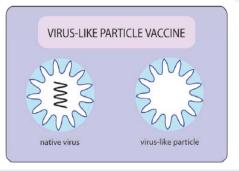




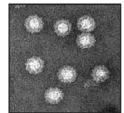
A major step forward for Takeda's vaccine business, and an expansion of Takeda's commitment to human health

**Enhances Takeda's R&D capacity with** the acquisition of VLP\* technology

**Expands Takeda's development pipeline** with potential first-in-class norovirus vaccine (P-I/II) and pre-clinical assets for RS virus, influenza and rotavirus



\*Virus-Like Particles (VLPs) mimic the external protein structure of a virus without including the genetic material (DNA or RNA). The human immune system responds as if encountering a live virus, allowing it to build immune defenses.



LigoCyte's norovirus VLP Credit: LigoCyte Pharmaceuticals, Inc.

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# R&D Pipeline Stage-Ups (since July 30, 2012) Takeda



			P-I	P-II	P-III	Filing	Approval
ADCETRIS®	Relapsed / Refractory Hodgkin Lymphoma Relapsed / Refractory systemic Anaplastic Large Cell Lymphoma	EU	ı				<b>→</b>
Revestive®	Short Bowel Syndrome	EU				_	<b>→</b>
Lotriga®	Hyperlipidemia	Jpn					<b>→</b>
Lu AA21004 (vortioxetine)	Major Depressive Disorder	US			-	<b>\</b>	
Lurasidone	Schizophrenia	EU				<b>→</b>	
ATL-962 (cetilistat)	Obesity	Jpn				<b>\</b>	
AG-1749 (lansoprazole)	Helicobacter pylori eradication by concomitant therapy with amoxicillin hydrate and either clarithromycin or metronidazole	Jpn			-	<b>&gt;</b>	
MLN9708	Relapsed / Refractory Primary (AL) Amyloidosis	US/EU					

#### **Progress in Oncology**

#### - ADCETRIS® (SGN-35) Additional Indications -



#### ADCETRIS® (SGN-35, generic name: brentuximab vedotin)

- In-licensed from Seattle Genetics
- Antibody-drug conjugate (ADC), anti-CD30 monoclonal antibody linked to MMAE\*
- Potential for further use in other CD30 expressing malignancies - collaboration with Ventana Medical Systems to identify CD30 expression in patients



\*Monomethyl auristatin E

Indication	Development stage
Relapsed or Refractory Hodgkin Lymphoma	EU: Approved (Oct 2012) Jpn: P-I/II
Relapsed or Refractory Systemic Anaplastic Large Cell Lymphoma	EU: Approved (Oct 2012) Jpn: P-I/II
Post-Transplant Hodgkin Lymphoma	EU: P-III (AETHERA)
Relapsed Cutaneous T-Cell Lymphoma	EU: P-III
Front Line Hodgkin Lymphoma	EU: P-I
Front Line Systemic Anaplastic Large Cell Lymphoma	EU: P-I

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### **Progress in CNS**

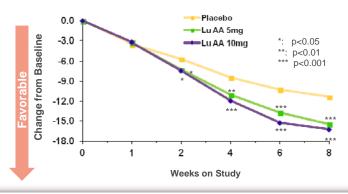
- Two Late-Stage Pipelines Filed -



#### Lu AA21004 (vortioxetine)

- A novel multimodal antidepressant
- In-licensed from Lundbeck
- US NDA filed by Takeda in October 2012 for Major Depressive Disorder
- 6 global Phase III results (including a study in elderly patients) demonstrated significant efficacy in dose range of 5 to 20mg/day
- Japan filing expected in FY2013
- EU MAA announced by Lundbeck in September 2012

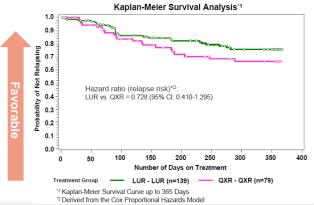
#### Phase III Result - Change from Baseline in HAMD-24 Total Score by Visit (MMRM, LS Means)



#### Lurasidone

- An atypical antipsychotic
- In-licensed from Dainippon Sumitomo Pharma
- EU MAA filed by Takeda in September 2012 for schizophrenia
- MAA supported by data including PEARL 1, 2, and 3, from more than 50 clinical trials involving more than 3,800 Lurasidone-treated subjects
- Approved in the US in October 2010 and Canada in June 2012

Phase III: 52 week double-blind extended study (PEARL 3)



## **Top 10 Companies by Pipeline Size 2012**



Position 2012 (2011)	Company	No. of R&D products 2012 (2011)	No. of originated products
1 (2)	GlaxoSmithKline	257 (269)	147
2 (1)	Pfizer	225 (284)	152
3 (3)	Merck & Co	223 (236)	150
4 (4)	Novartis	218 (200)	151
5 (5)	Hoffmann-La Roche	198 (183)	147
6 (6)	Sanofi	178 (182)	91
7 (12)	Takeda	149 (103)	80
8 (9)	Bristol-Myers Squibb	146 (149)	113
9 (8)	AstraZeneca	144 (167)	85
10 (7)	Johnson & Johnson	142 (171)	85

Citeline: Pharma R&D Annual Review 2012

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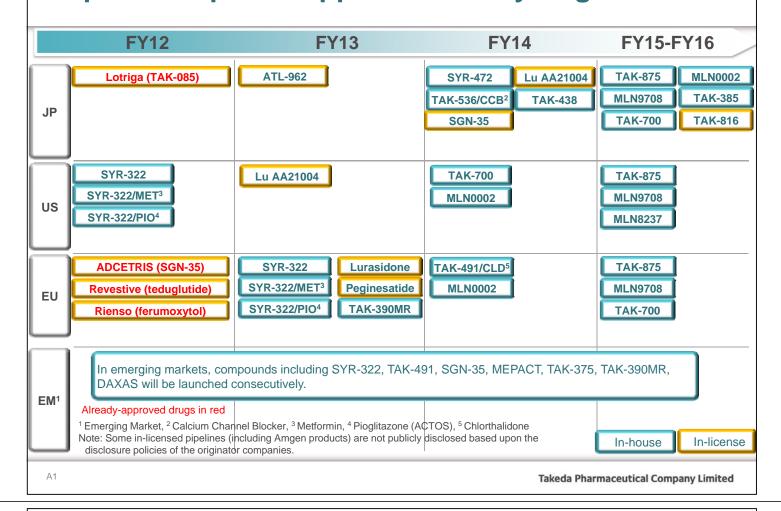
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# Appendix

## **Expected Pipeline Approval Year by Region**





## **Forward-Looking Statements**

This presentation contains forward-looking statements regarding the Company's plans, outlook, strategies, and results for the future.

All forward-looking statements are based on judgments derived from the information available to the Company at this time. Forward looking statements can sometimes be identified by the use of forward-looking words such as "may," "believe," "will," "expect," "project," "estimate," "should," "anticipate," "plan," "continue," "seek," "pro forma," "potential," "target, " "forecast," or "intend" or other similar words or expressions of the negative thereof.

Certain risks and uncertainties could cause the Company's actual results to differ materially from any forward looking statements contained in this presentation. These risks and uncertainties include, but are not limited to, (1) the economic circumstances surrounding the Company's business, including general economic conditions in the US and worldwide; (2) competitive pressures; (3) applicable laws and regulations; (4) the success or failure of product development programs; (5) decisions of regulatory authorities and the timing thereof; (6) changes in exchange rates; (7) claims or concerns regarding the safety or efficacy of marketed products or product candidates; and (8) integration activities with acquired companies.

We assume no obligation to update or revise any forward-looking statements or other information contained in this presentation, whether as a result of new information, future events, or otherwise.



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