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meiji

「日本におけるケミカルバイオロジー研究新展開」

研究開発専門委員会第6回定例会

2013. 8. 5, ホテル京阪京都

Meiji Seika Pharma Co., Ltd.



Meiji Group Overview

Meiji Group

Meiji Holdings Co., Ltd.

Consolidated Sales
\$11.2B (Apr. 2012 – Mar. 2013)
Consolidated Number of Employees
15,338 (as of March 31st, 2012)

Meiji Seika Pharma Co., Ltd.

Ethical Pharmaceutical Business

Agricultural Chemicals and Veterinary Drugs Business

Meiji Co., Ltd.

Unit for Confectionary Business

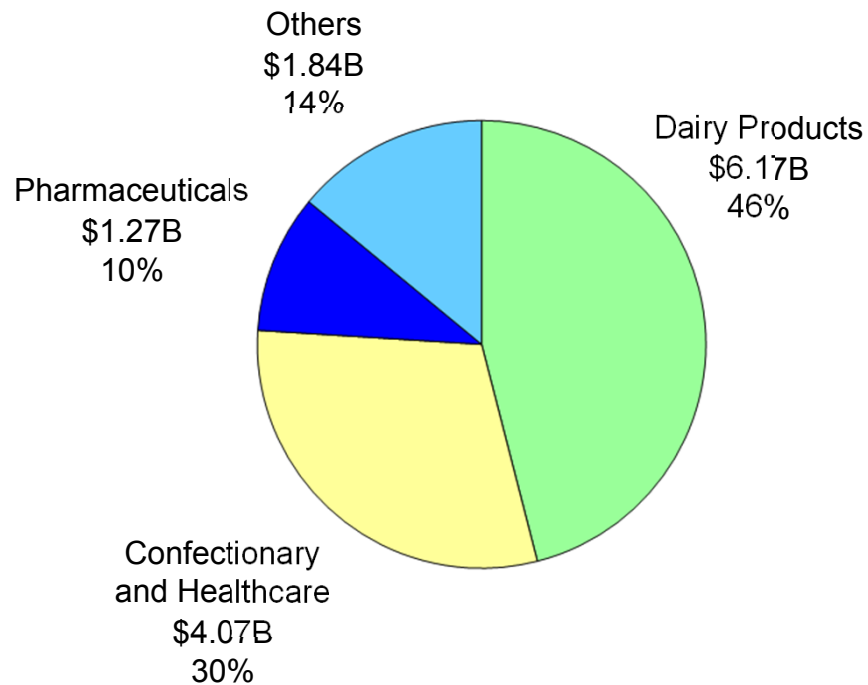
Unit for Dairy Products Business

Unit for Healthcare and Nutrition Business

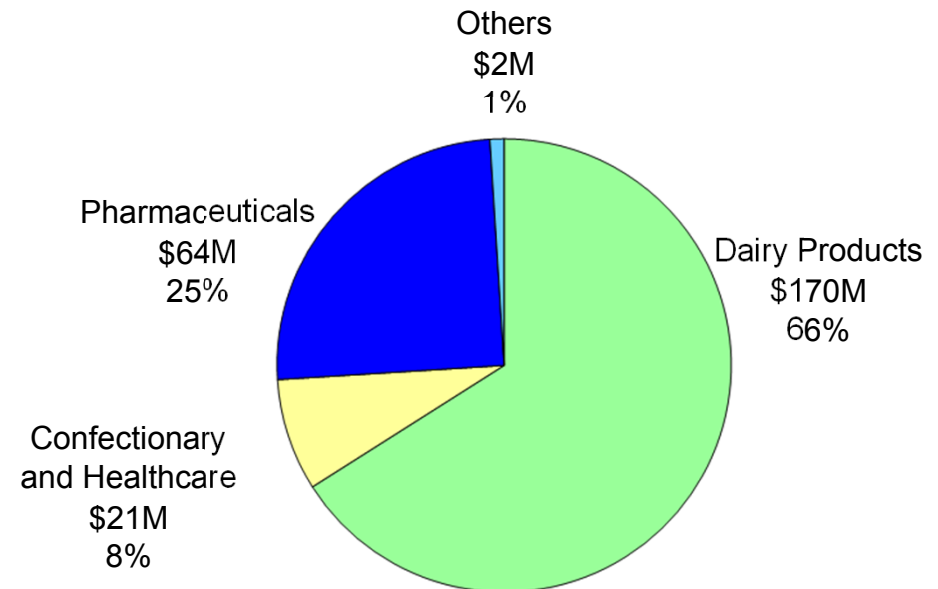
Unit for International Business

Meiji Group Financial Overview

Consolidated Sales
\$11.2B



Operating Incomes
\$258M



1USD=100JPY

*Based on the sales before intergroup elimination

**Apr. 2012 - Mar. 2013

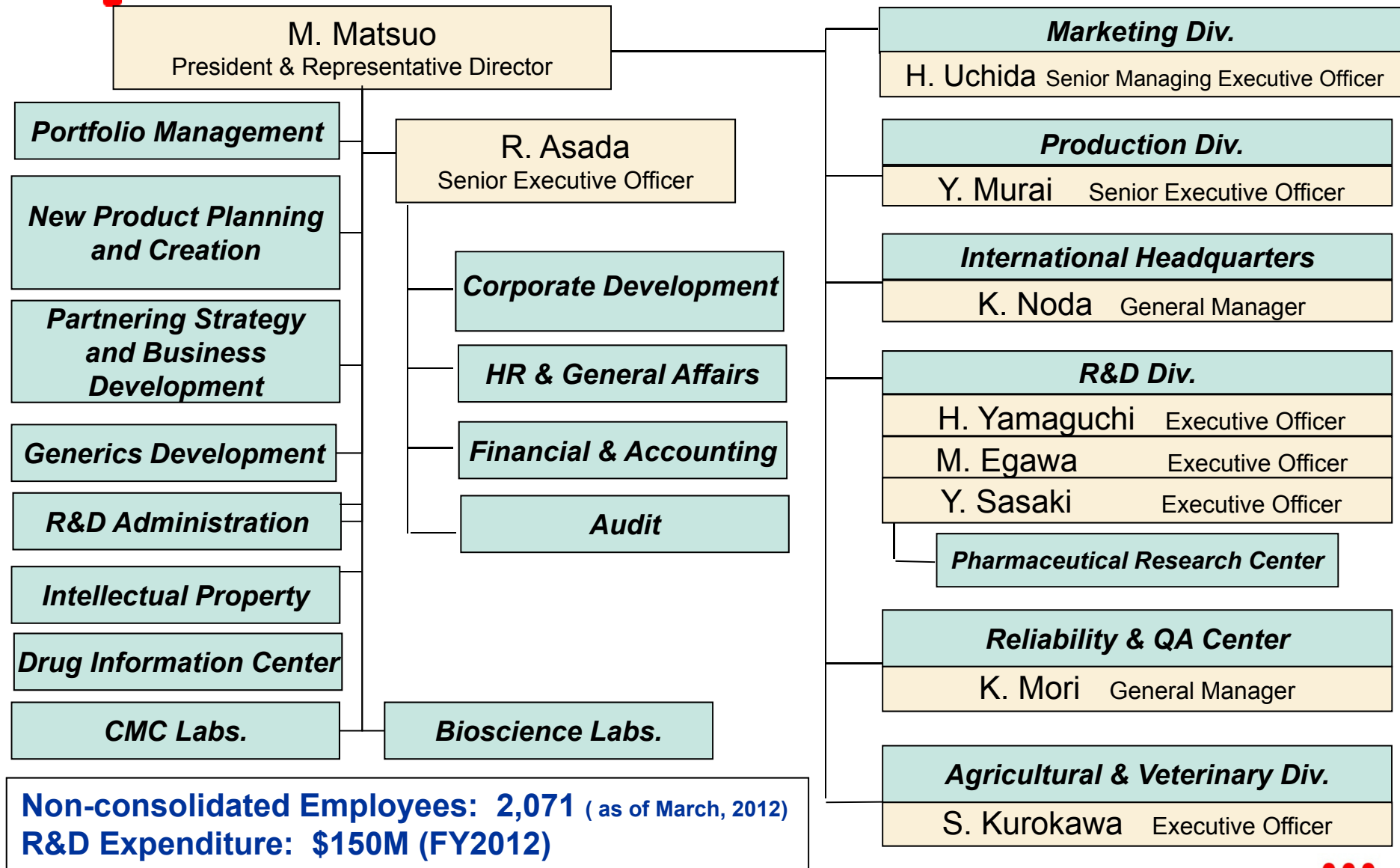
Meiji Seika Pharma Co., Ltd.

| 2020 Vision

Contributing to the well-being of people worldwide through the research and development of ethical pharmaceuticals, agricultural chemicals and veterinary drugs, and by providing high-quality, low-priced generic drugs.

- **Business Expansion through Proactive R&D Investment**
- **Further Expansion of the Generic Drugs Business**
- **Proactive Expansion of International Business, mainly in Asia and Emerging Countries**

Organization of Meiji Seika Pharma



New Product Planning and Creation

Partnering Strategy and Business Development

Executive Officer: Mr. Yuji Sasaki



Business Locations & Group companies: Japan

Employees (As of March, 2013)

12 Branches and 76 Sales Offices

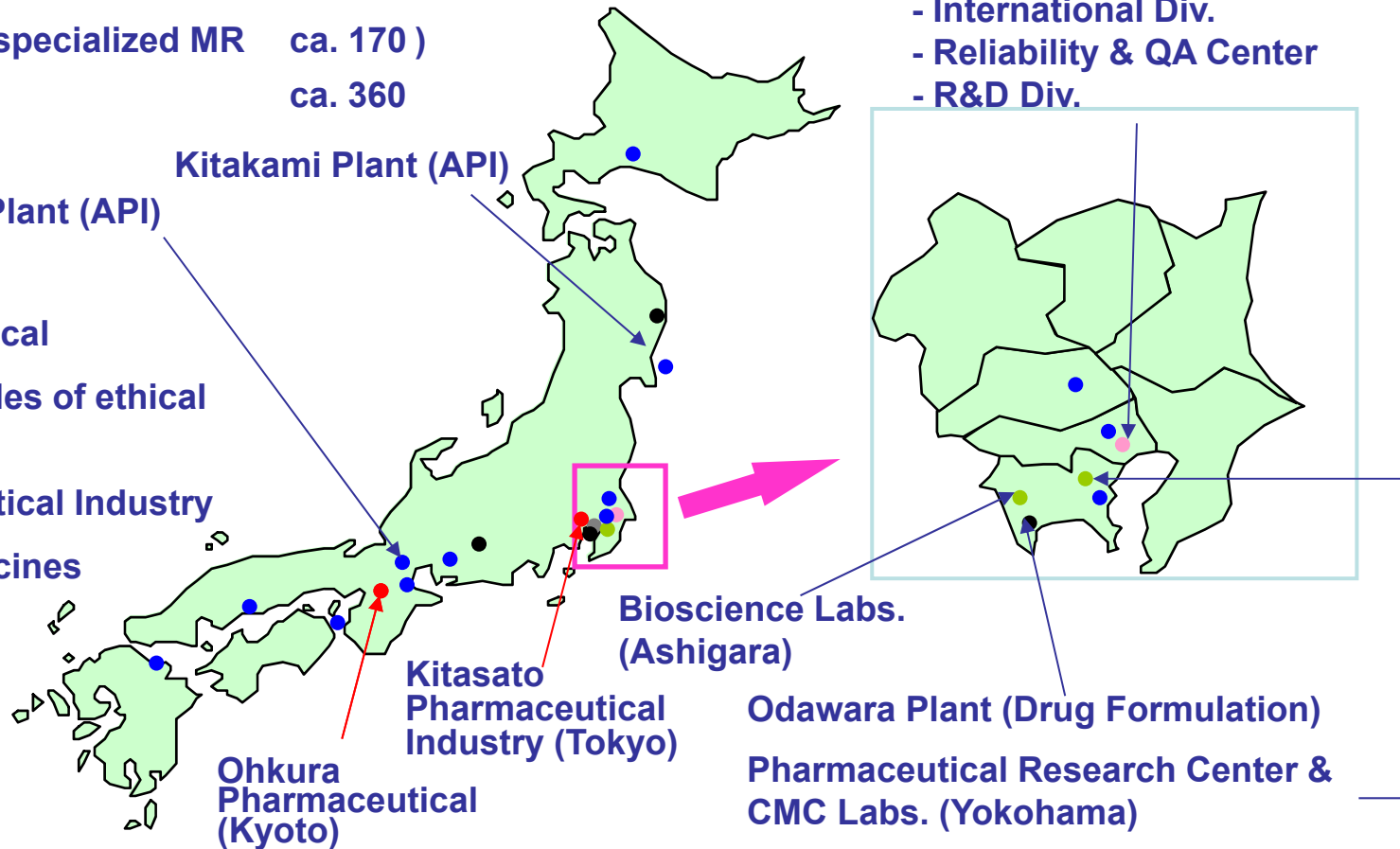
MR	ca. 780
(CNS specialized MR	ca. 170)
R&D	ca. 360

Headquarters (Kyobashi Tokyo)

- Domestic Marketing Div.
- Production Div.
- International Div.
- Reliability & QA Center
- R&D Div.

Group companies

- Ohkura Pharmaceutical
Manufacturing & sales of ethical pharmaceuticals
- Kitasato Pharmaceutical Industry
Sales of ethical vaccines



Business Locations: World

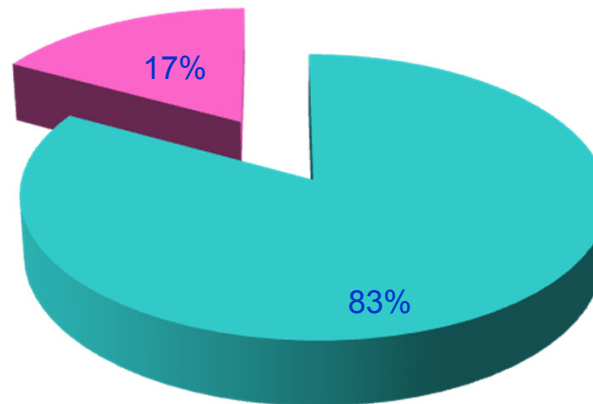
Overseas Employees :
1,963



Segment Sales

Consolidated basis
\$1,273M

**Agrochemicals
Animal Health**
\$217M



Ethical Pharmaceuticals
\$1,056M

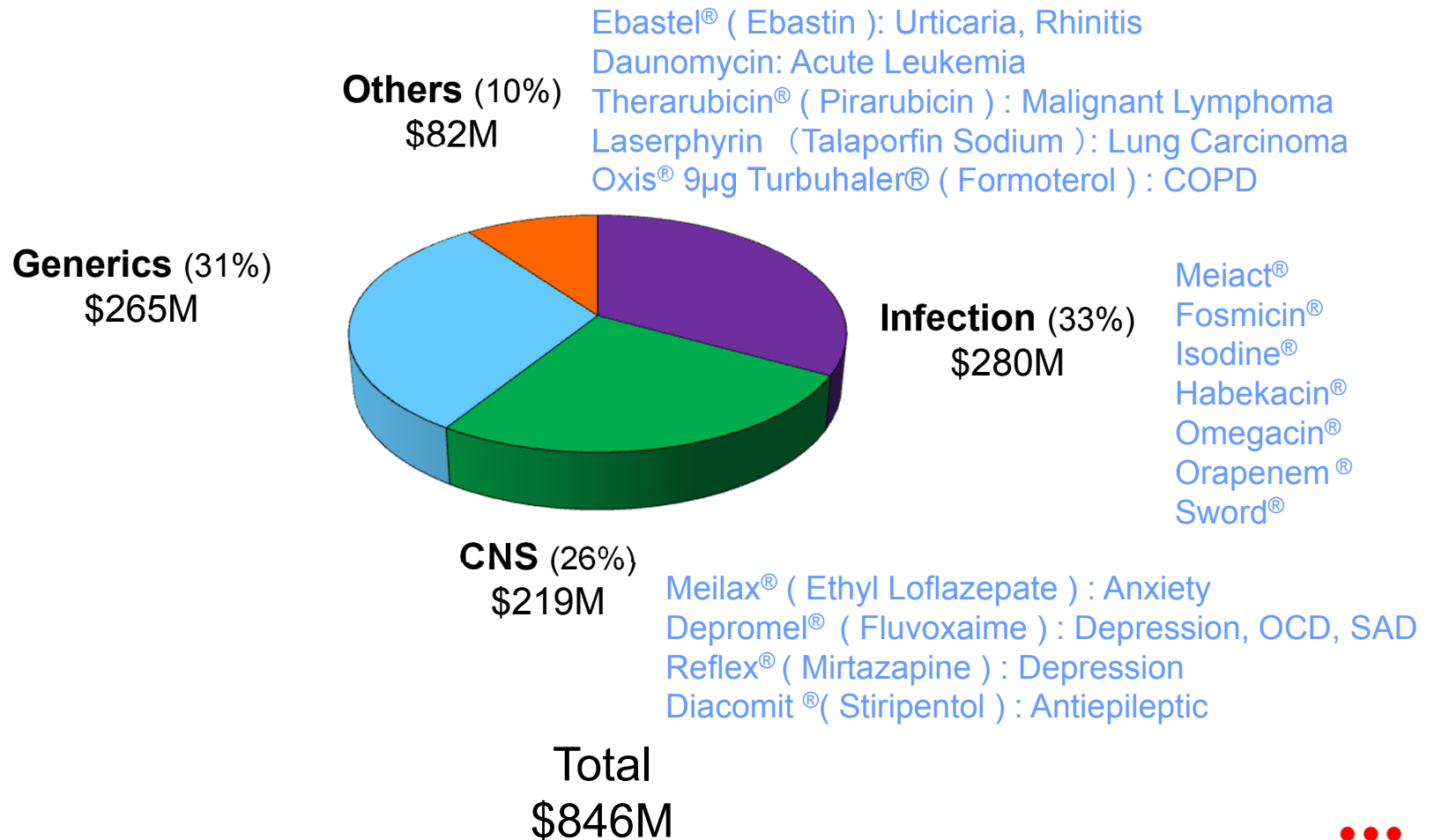
- domestic sales
- overseas sales
- export

1USD=100JPY

Apr. 2012 - Mar. 2013

Ethical Pharmaceutical Sales by Therapeutic Area

in the Japanese market (Apr.2012—Mar.2013)




Ethical Pharmaceutical Leading Products in the Japanese Market (Apr.2012—Mar.2013)


Brand Name (Date of Launch)	Activity/Indication	Sales in Japan	Partner
Meiact ('94.6)	Oral cephem	\$167M	
Reflex ('09.9)	NaSSA* : Depression	\$136M	MSD
Depromel ('99.5)	SSRI: Depression, OCD, SAD	\$48M	Abbott
Vancomycin MEEK ('02.7)	Antibiotic	\$38M	Kobayashi Kako
Amlodipine ('08.7)	Ca antagonist	\$38M	
Fosmicin ('80.12)	Fosfomicin	\$36M	
Meilax ('88.12)	Benzodiazepine: Anxiety	\$34M	Sanofi-Aventis
Sulbacillin ('06.9)	Antibiotic	\$22M	
Orapenem ('09.8)	Oral carbapenem	\$21M	Pfizer
Isodine ('61.11)	Anti-septic	\$21M	Mundipharma
Donepezil ('11.11)	Anti-Alzheimer's disease	\$19M	
Ebastel ('96.6)	H ₁ antagonist: Urticaria, Rhinitis	\$18M	Dainippon Sumitomo
Omegacin ('02.3)	Carbapenem	\$14M	Pfizer
Habekacin ('90.12)	Aminoglycoside: MRSA	\$13M	

* NaSSA : Noradrenergic and Specific Serotonergic Antidepressant

Product Pipeline : Infection Disease

【Infectious Disease】				
Compound	Activity	Indication	Status	Partner
 ME1111	Antifungal	Onychomycosis	Phase I	
Sym006	Polyclonal human antibodies	<i>Pseudomonas aeruginosa</i> infection	Preclinical	Research Collaboration with Symphogen

 Meiji Seika Pharma original compound





 Developing outside Japan



New Product Pipeline : CNS

【CNS】				
Compound	Activity	Indication	Status	Partner
● ME2136 (Asenapine)	SDA	Schizophrenia	Phase III	MSD (in-license)
● Depromel (Fluvoxaim)	SSRI	Obsessive Compulsive Disorder (Pediatric)	Phase III Line Extension	Abbvie (in-license)
● ME2112 (Ziprasidone)	SDA	Schizophrenia	Phase II	RaQualia (in-license)
● Reflex (Mirtazapine)	NaSSA	Fibromyalgia	Phase II Line Extension	MSD (in-license)
● ME2125 (Safinamide)	MAO-B inhibitor	Parkinson's Disease	Phase I	Newron (In-license)

● Developing in Japan







New Product Pipeline : Unmet Medical Needs




【Unmet Medical Needs】				
Compound	Activity	Indication	Status	Partner
 ME2906	Photosensitizer	Glioma Esophagus Cancer	NDA Clinical Research	
 ME3113 (Udenafil)	Phosphodiesterase V inhibitor	Benign Prostatic Hyperplasia	Phase IIb	Dong-A (In-license)
  DMB-3111 (Biosimilar)	Monoclonal Antibody	Breast Cancer	Preclinical	Dong-A

-  Developing in Japan
-  Developing outside Japan

Partners' Development Activities

【International Development】

Compound	Activity	Indication	Status	Partner
 LS11 (ME2906)	Photosensitizer	Hepatocellular Carcinoma Metastatic Colorectal Cancer Benign Prostatic Hyperplasia	Phase III Phase III Phase I	Light Sciences Oncology (out-license)
 ME3301	Anti-inflammatory	IBD, Allergic Rhinitis	Phase II	Amalyte (out-license)
  CP8816 & CP8863	Progesterone receptor modulator	Endometriosis	Preclinical	Tokai (out-license)
  MN-447 (CP4715)	GP II bIIIa & $\alpha v\beta 3$ receptor dual antagonist	Acute Ischemic Heart Disease Cerebral Infarction	Preclinical	MediciNova (out-license)

 Meiji Seika Pharma original compound
  Developing in Japan
 Developing outside Japan

Recent Alliance Deals

Year	Partner	Type of Collaboration
Apr/2013	MSD	In license of Asenapine / Schizophrenia in Japan
Oct/2012	OHKURA	Distribution of Check hMPV / Diagnostic reagent kit in Japan
May/2012	AstraZeneca	Distribution of Oxis® 9µg Turbuhaler®28doses / COPD in Japan
May/2012	OHKURA	Distribution of Check AD / Diagnostic reagent kit in Japan
Apr/2012	R-Pharm	Out license and Distribution of MEIACT MS® and ADANT® in Russia
Apr/2012	Thien Thao	Distribution partnership of Meiji products in Viet Nam
Jan/2012	Newron	In license of Safinamide / Parkinson's Disease In Asia
Dec/2011	OHKURA	Distribution of Check RSV/ Diagnostic reagent kit in Japan
Sep/2011	Dong-A Pharm	Strategic Partnership for global R&D of Biosimilars
Sep/2011	Dong-A Pharm	In license of Udenafil / Benign Prostatic Hyperplasia in Japan
Jul/2011	Alere Medical	Distribution of Clearline®InfluenzaA/B/(H1N1)2009 / Diagnostic product for Influenza in Japan
Mar/2011	RaQualia	In license of Ziprasidone / Schizophrenia in Japan
Jan/2011	Fresenius Kabi Japan	Strategic Partnership of oncologic generic products in Japan

Strategic Alliance to Strengthen Generic Business

Global Alliance with Dong-A Pharmaceutical

(September 14th, 2011)



- Collaboration on Monoclonal Antibody of Biosimilars
 - DMB-3111 selected for development for oncology indications
 - Two more to be selected within a year
- Joint Venture established for global supply and commercialization
- c-GMP manufacturing facility to be constructed in Incheon Free Economic Zone

| Partnering Interest

- **Product In-license & Research Collaboration**
 - Infectious and respiratory diseases
 - CNS diseases
 - Diseases with unmet medical needs
(Oncology, Inflammatory & rare diseases)
- **Marketing Collaboration**
 - ENT
 - Pediatric
 - Psychiatry & Neurology
 - Respiratory
 - Hematology

Current Partnerships



