



SANWA KAGAKU KENKYUSHO CO., LTD.

March 2018

Design Your Smile
健康創造のスズケングループ

A blue brushstroke graphic that starts under the Japanese text and extends to the right, ending under the 'Smile' part of the English text.

SUZUKEN Group

The SUZUKEN Group as a “Health Creator”

<i>Business Segment</i>	Pharmaceutical Distribution	Pharmaceutical Manufacturing	Dispensing Pharmacy	Healthcare-related Services
<i>Main Subsidiaries</i>	SUZUKEN Suzuken Iwate Nakano Yakuhin Sanki ASTIS Shoyaku Suzuken Okinawa Yakuhin Jingu Yakuhin Cloumed	SANWA KAGAKU KENKYUSHO 	Pfercos S-mile	<i>Care service:</i> Sanki Wellbe S-Care Mate <i>Logistics:</i> S.D. Logi Chuo Unyu <i>Medical device:</i> Kenzmedico <i>Others:</i> Life Medicom Life Support S.D. Collabo

SUZUKEN at a Glance

◆ Trade Name	SUZUKEN CO., LTD.
◆ Established	November 1932
◆ Chairman and Executive Officer	Yoshiki Bessho
◆ President and CEO	Hiromi Miyata
◆ Head Office	Nagoya, Japan
◆ Sales Offices	235
◆ Net Sales (FY 2016)	¥ 2,127 Bil. (\$ 19.34 Bil.) (Consolidated, \$ 1=¥ 110)
◆ Employees (As of March 2017)	16,456 (Consolidated)

SANWA KAGAKU KENKYUSHO CO., LTD.

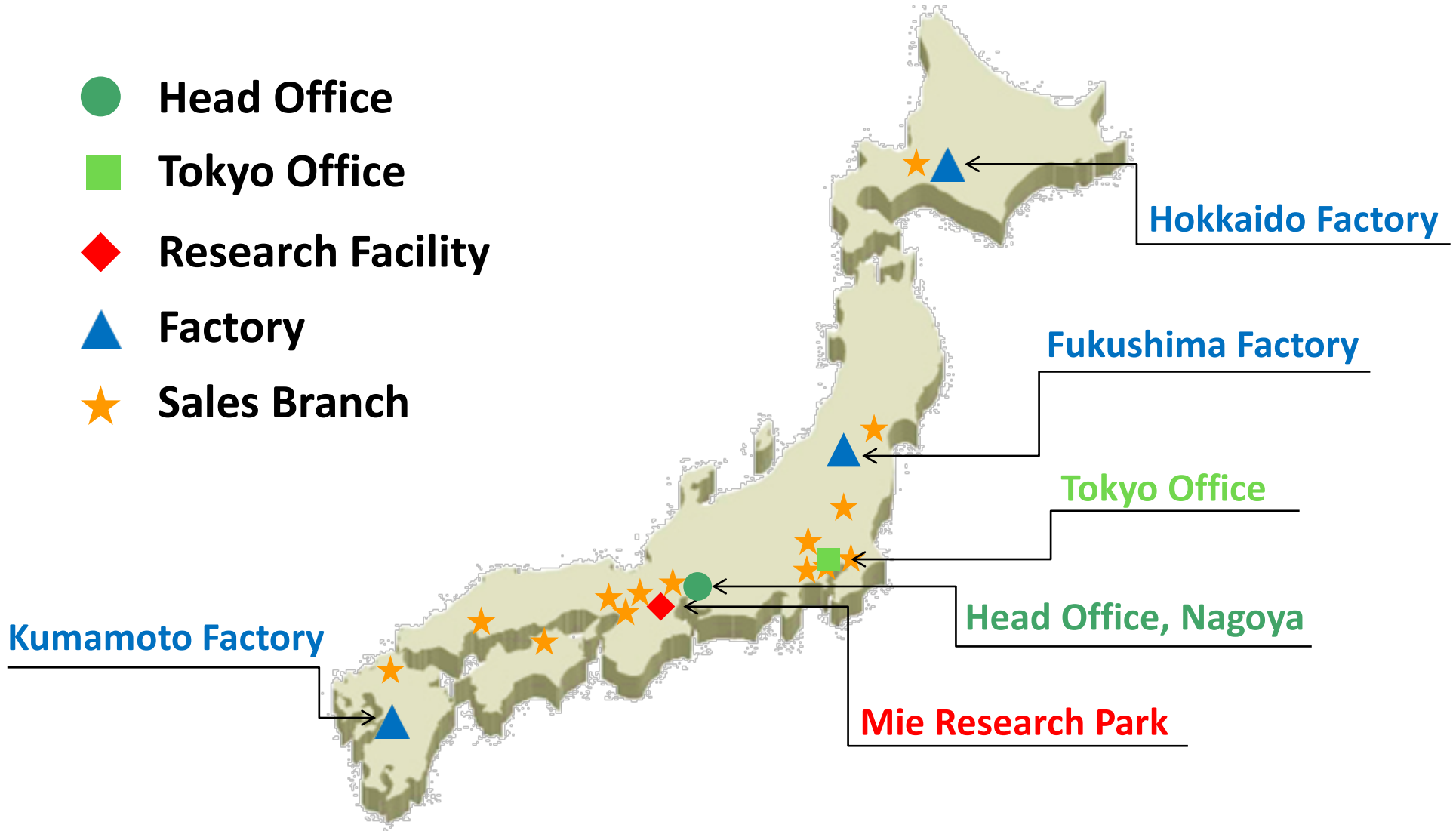


*“Human-friendly medicine for people
in the world”*

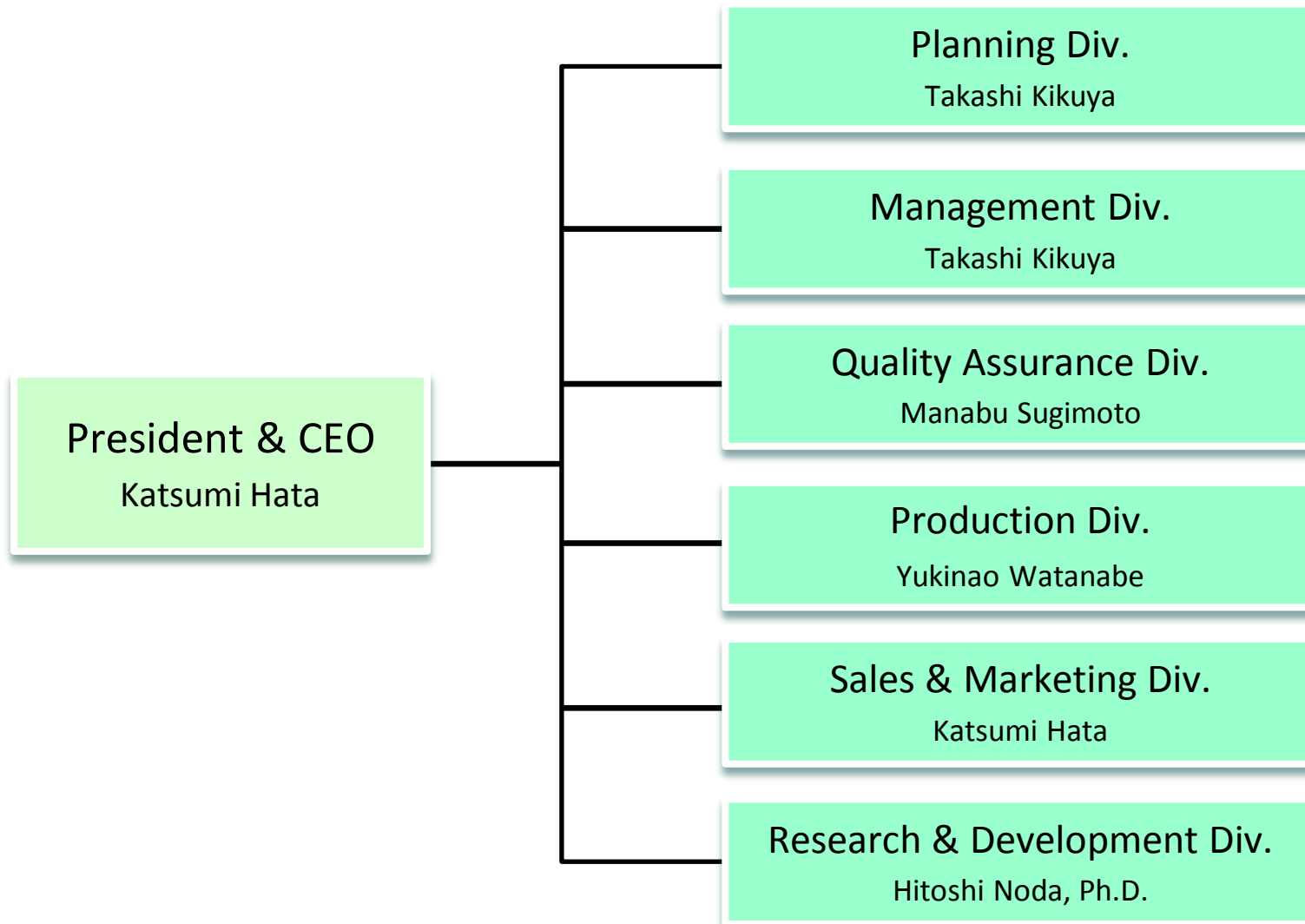
Overview

◆ Trade Name	SANWA KAGAKU KENKYUSHO CO., LTD.
◆ Established	December 1953
◆ President & CEO	Katsumi Hata
◆ Head Office	Nagoya, Japan
◆ Net Sales (FY 2016)	¥ 63.99 Bil. (\$ 581.8 Mil.) (\$ 1=¥ 110)
◆ Employee	1,423 (As of March 2017), 504 MRs
◆ Business Areas	Ethical pharmaceuticals Diagnostics OSDrC® (One-Step Dry-Coating Technology) Contract manufacturing of pharmaceuticals

Main Facilities

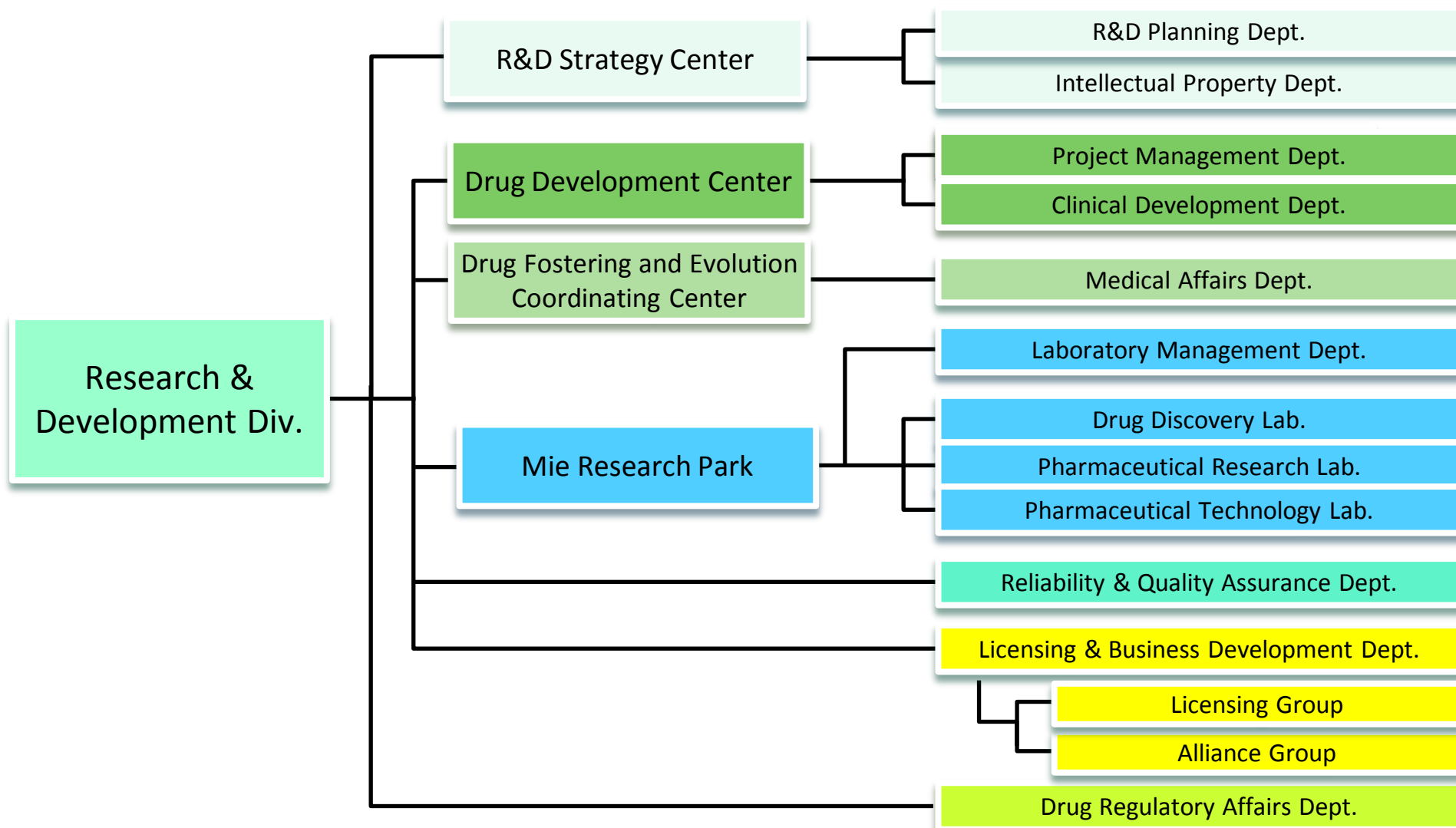


Corporate Organization

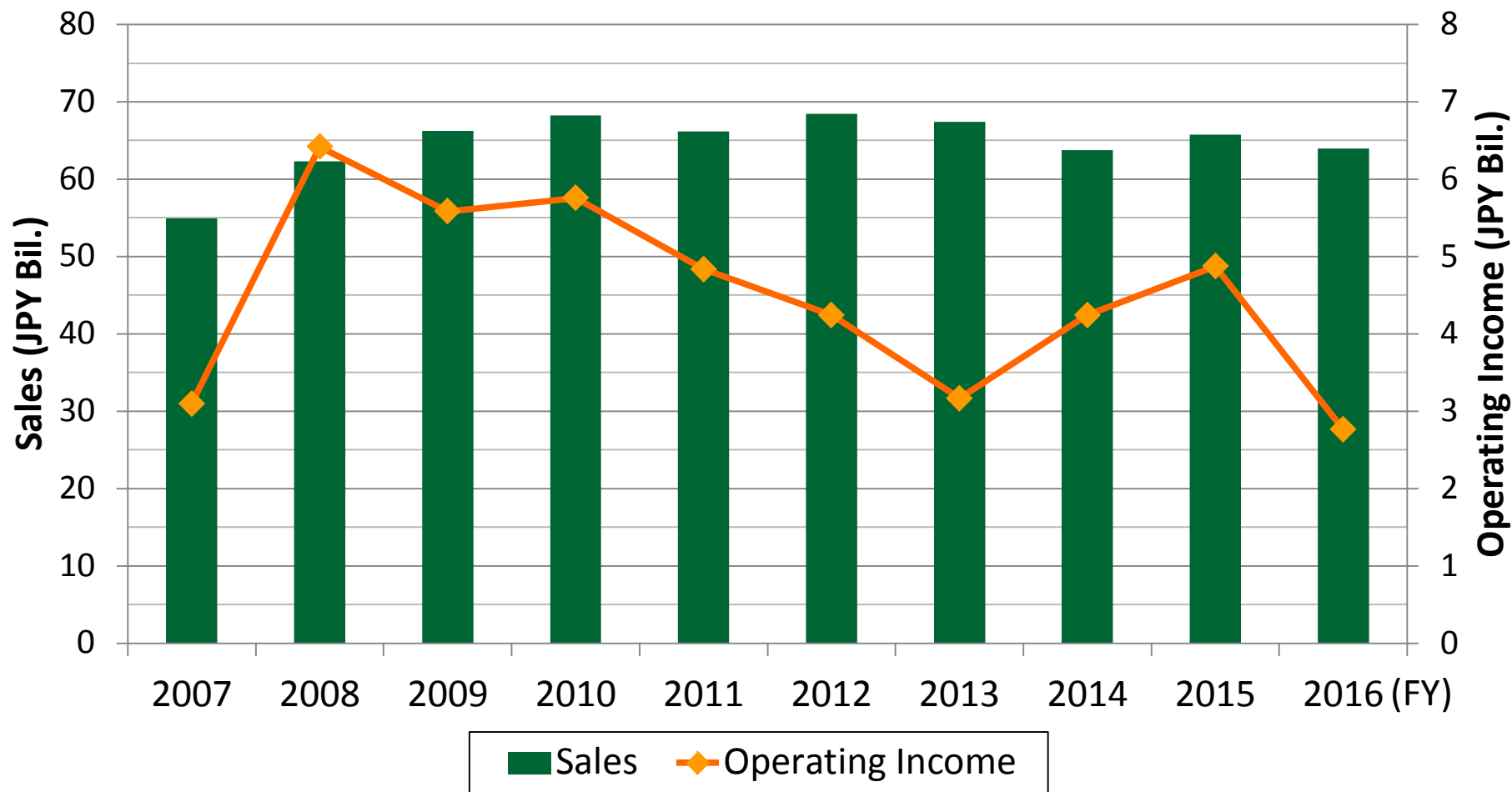


As of October 1, 2017

R&D Organization

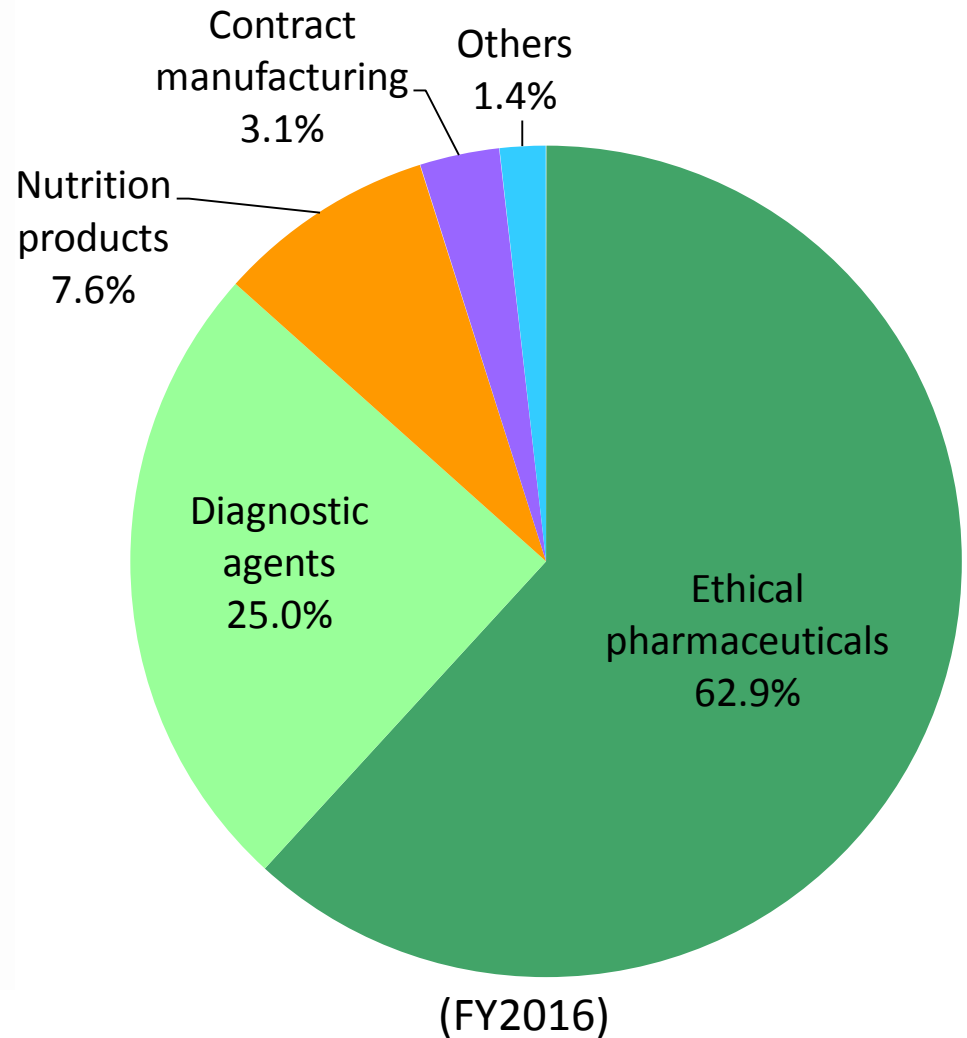
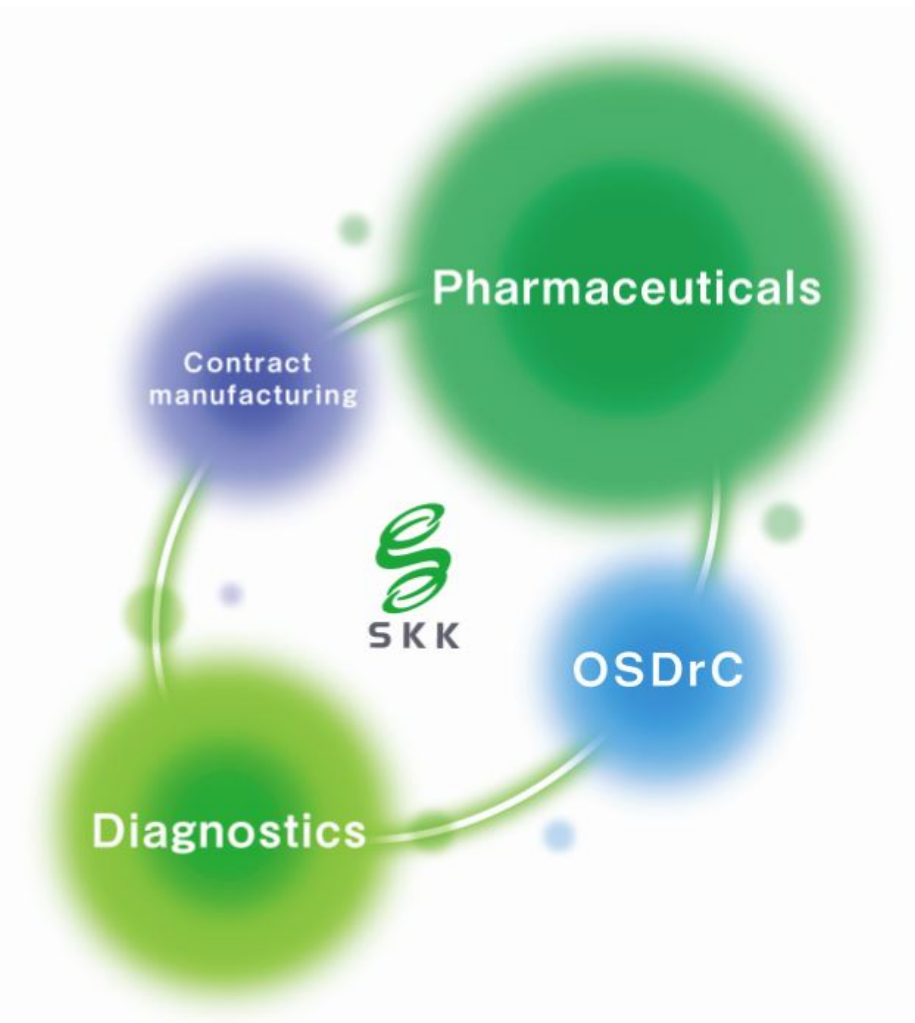


Business Performance

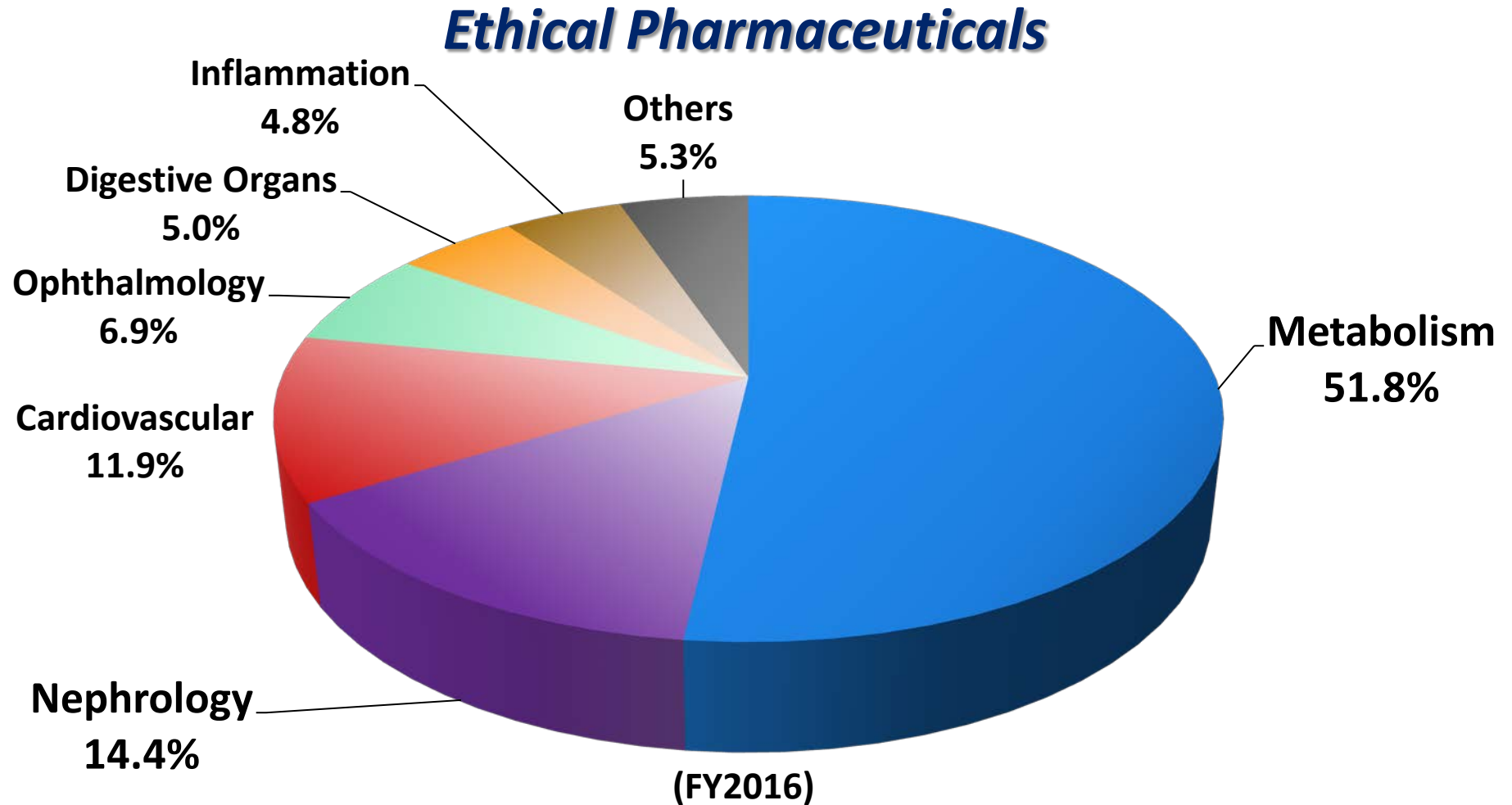


Fiscal Year (FY): From April 1 through March 31 in the following year

Sales Breakdown by Business Units



Sales Breakdown by Therapeutic Areas



Major Pharmaceutical Products

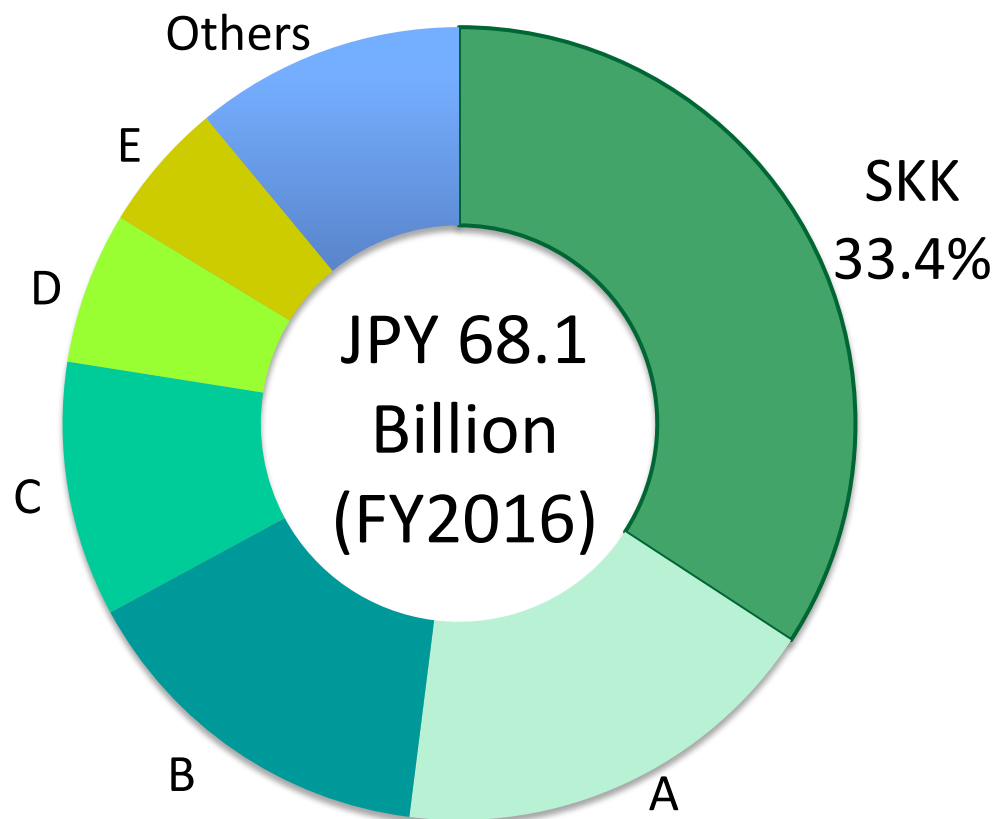
Brand Name	Active Ingredient	Indication / Class	FY 2016 Sales (JPY Mil.)	Growth (%)	Launched Year
Seibule®	Miglitol	α -Glucosidase inhibitor	20,507	-5	2005
Argamate®	Calcium polystyrene sulfonate	Hyperpotassemia	6,672	-6	2000
Carnaculin®	Kallidinogenase	Peripheral blood flow improver	2,648	-24	1965
Diart®	Azosemide	Long acting loop diuretic	2,597	-20	1987
Suiny®	Anagliptin	DPP-4 inhibitor	2,558	+18	2012
Lansoprazole OD	Lansoprazole	Anti-ulcer	1,966	-7	2007
Uriadec®	Topiroxostat	Gout and hyperuricemia	1,138	+74	2013
Metformin	Metformin	Biguanides	1,034	+62	2015
Nifelantern® CR	Nifedipine	Ca channel blocker	862	-5	2004
Touchron®	Ketoprofen	Non-steroidal anti-inflammatory drug	829	-6	1998

Strategic Products

	SEIBULE®	SUINY®	URIADEC®
Generic Name	Miglitol	Anagliptin	Topiroxostat
Indication	Diabetes mellitus	Type 2 diabetes mellitus	Gout and hyperuricemia
Classification	α -Glucosidase inhibitor	Dipeptidyl peptidase-4 inhibitor	Xanthine oxidoreductase inhibitor
Launched Year	2005	2012	2013
Note	Licensed from Bayer	Co-marketing with Kowa	Licensed from, co-marketing with Fuji Yakuhin



Major Diagnostic Agent



Glutest®



Blood Glucose Meter Market in Japan

Research and Development

Our focus

Drug development for specific complications of immune or kidney diseases, or in cancer patients

Our contribution

Drug development and marketing in Japan

Areas of Interest

- ◆ Immune diseases, or its specific complications
- ◆ AKI (Acute Kidney Injury)
- ◆ ADPKD (Autosomal Dominant Polycystic Kidney Disease)
- ◆ Dialysis-related diseases
- ◆ Supportive care in cancer

Development Pipeline 1

Product /Generic name /Code name	Status	Targeted Indication	Originator /Partner
SK-1501	Filed	Type 2 diabetes [Anagliptin/Metformin combination]	In-house
SK-1202	Phase 3	Constipation	In-house
SK-1401 (Darbepoetin alfa biosimilar)	Phase 3	Renal anemia [erythropoiesis- stimulating agent]	Licensed from Dong-A ST Co-developing with Gene Techno Science

Development Pipeline 2

Product /Generic name /Code name	Status	Targeted Indication	Originator /Partner
SK-1404	Phase 2	Nocturia due to nocturnal polyuria	In-house
SK-1405	Phase 2	Pruritus	In-house Co-developing with Ube Industries
SK-1403	Phase 1/2	Secondary hyperparathyroidism	Licensed from EA Pharma

SKK's Alliances

In-license

Company	Year	Item
EA Pharma	2016	SK-1403
Dong-A ST	2014	SK-1401 (Darbepoetin alfa biosimilar)
Methapharm	2012	Provocholine [®]
Fujiyakuhin	2009	Uriadec [®]
Pfizer (Wyeth)	2004	Diamox [®]
Bayer AG	1998	Seibule [®]
GlaxoSmithKline	1997	Relifen [®]

SKK's Alliances

Out-license

Company	Year	Item
Mylan	2010	Adelavin [®]
Elmed Eisai	2009	Menilet [®] jelly
Kowa	2008	Suiny [®]
JW Pharmaceutical	2008	Suiny [®]
	2001	Argamate [®]
Kolon	2007	Carnaculin [®]
Samjin	2003	Diart [®]

Collaboration

Company	Year	Item
Ube Industries	2015	Co-development of SK-1405
Gene Techno Science	2014	SK-1401 (Darbepoetin alfa biosimilar)
Astellas	2012	Co-promotion of Argamate [®] , Kiklin [®]

One-Step Dry-Coating Technology

<http://www.osdrc.com/>

Supports single-step manufacturing of pharmaceuticals

- Ultimate one step compression system
- Permits commercial-scale production of conventional cored tablets
- Requires no separate core preparation or supply
- Permits production of broad spectrum of high quality formulation
- Potential replacement for sugar or film coated tablets



*Dividable tablets
with two cores*



Cored tablets



OSDrC tableting system



*OSDrC Research
Laboratory Building*

Contract Manufacturing Services

- ◆ Manufacturing site

 - Fukushima Factory - Large-scale production

 - Kumamoto Factory - Small-scale production

- ◆ Formulation

 - Oral tablet : Plain, Film-coated, Sugar-coated

 - Capsule : Hard capsule

 - Fine granule : Powder, Granule

 - Buccal tablet : Sublingual tablet, Retard buccal



Fukushima Factory
Aizuwakamatsu, Fukushima



Kumamoto Factory
Uto, Kumamoto

Thank you for your attention



SANWA KAGAKU KENKYUSHO CO., LTD.

E-Mail Address: bp-connect@ml.skk-net.com