



## Returning to growth in Japan

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## Important notice



### 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.

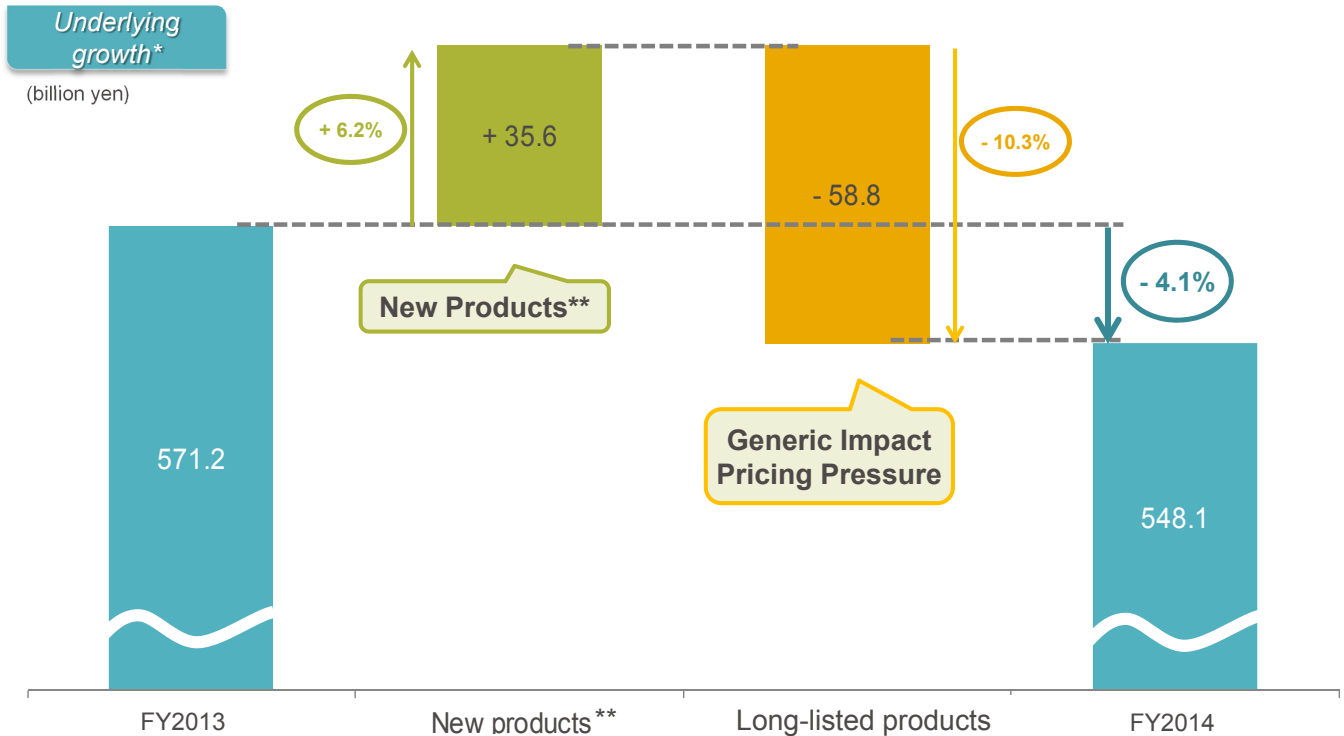
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### Medical Information

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# In FY2014, generic impact and pricing pressure stronger than new product growth



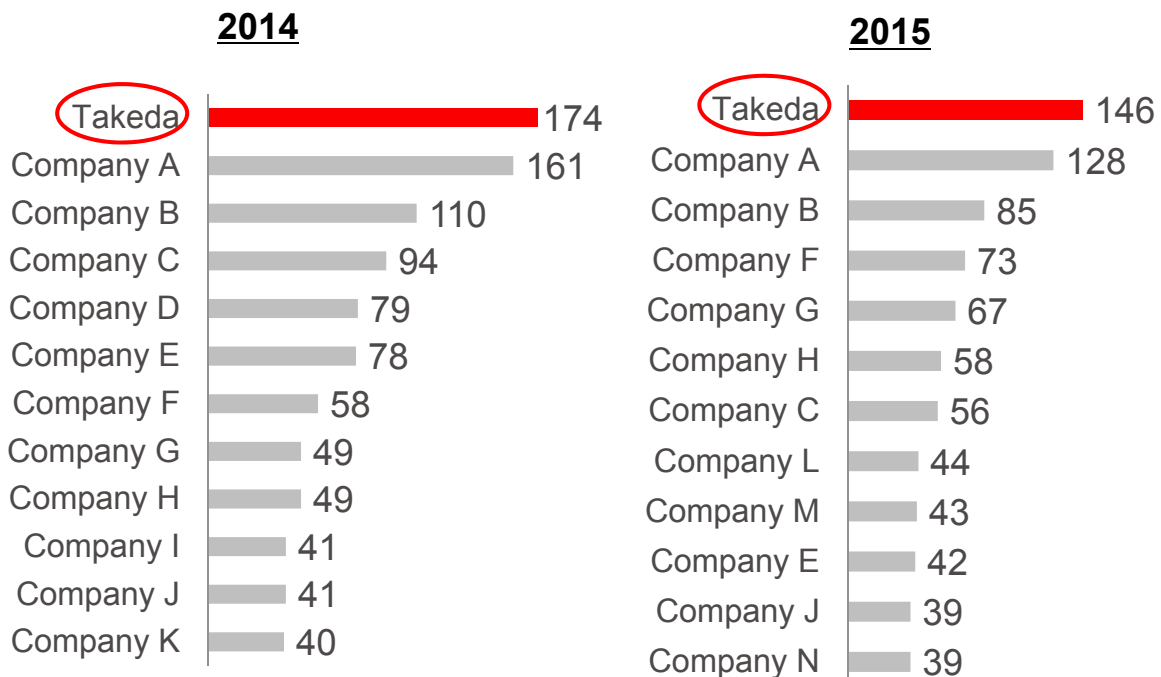
\* Underlying growth: Constant currency and w/o divestments / acquisitions / exceptional items.

\*\* New products: Represent products launched in or after 2009, excluding new formulation or fixed dose combination of existing drugs: NESINA, AZILVA, ADCETRIS, TAKECAB etc.

## 1. Best-in-class MR quality in the eyes of doctors



Question to doctors : Which company do you view as having excellent sales reps?



Source: *Mix*, February 2014

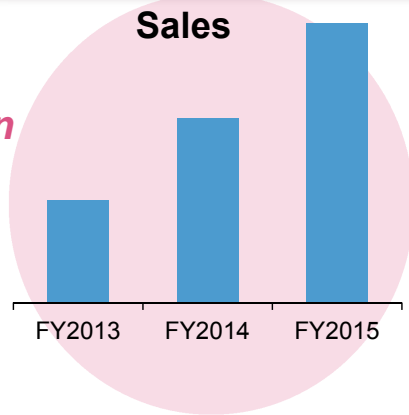
Source: *Mix*, February 2015

## 2. Strong commercial capabilities

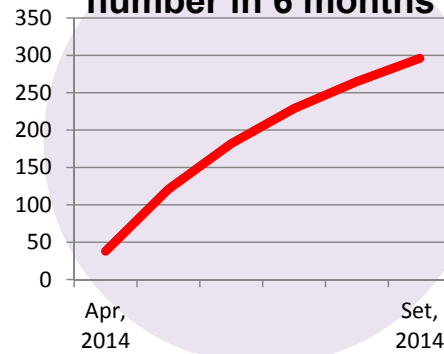


**AZILVA®**  
hypertension

High sales growth  
FY14 +80%



**Cumulative patient number in 6 months**



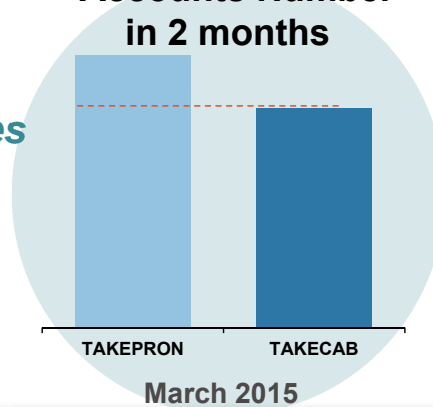
**ADCETRIS®**  
malignant lymphomas

Rapid growth in 6 months after launch in Apr '14  
**300 Cases**

**TAKECAB®**  
acid related diseases

Rapid uptake by hospital physicians in 2 months after launch of Feb '15

**Accounts Number in 2 months**

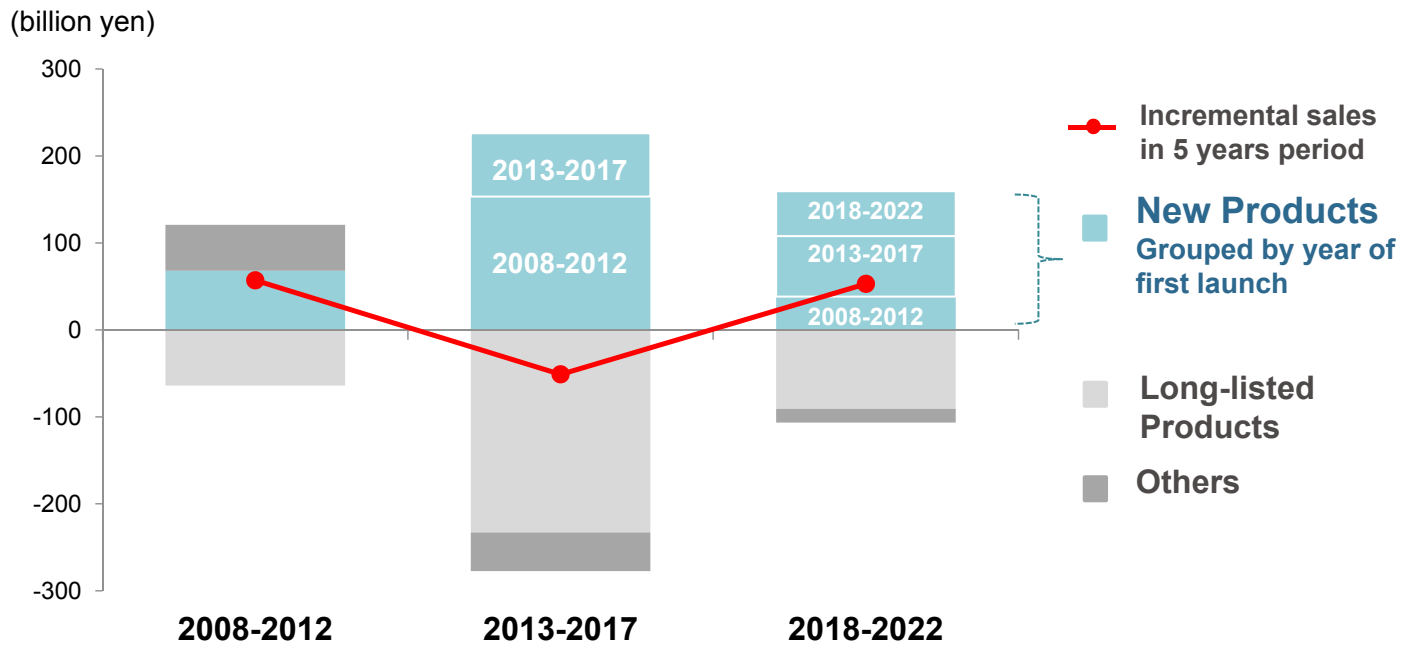


## 3. Robust pipeline in Japan



New and Potential Product Approvals	Oncology	CNS	CVM	GI	Vaccine	Other TA
FY2008 - 2012	VECTIBIX®	REMINYL® ROZEREM®	NESINA® AZILVA® LOTRIGA®			
FY2013 - 2017	ADCETRIS® ixazomib	COPAXONE® glatiramer	ZAFATEK®	TAKECAB®	influenza vaccine (H5N1) TAK-816 Hib TAK-850 influenza	fomepizole
FY2018 - 2022	TAK-385 MLN0128 alisertib	AZILECT®* rasagiline BRINTELLIX®* vortioxetine	TAK-272 TAK-114	ENTYVIO®* vedolizumab	TAK-003 dengue TAK-214 norovirus	namilumab

## Sales variation by period (5 fiscal years, Japan)



*Better Health, Brighter Future*

