



#### Takeda FY2014 Annual Results

Christophe Weber President & Chief Executive Officer

May 15, 2015

**Takeda Pharmaceutical Company Limited** 

#### 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.

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.

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#### **Medical Information**

This presentation contains information about products that may not be available in all countries, or may be available under different trademarks, for different indications, in different dosages, or in different strengths. Nothing contained herein should be considered a solicitation, promotion or advertisement for any prescription drug including the ones under development.

#### FY2014: A year of transformation and results



VALUE

Takeda-ism
 Patient → Trust → Reputation → Business

PEOPLE

- Patient and customer centricity
- Global and agile organization fostering talent

R&D

 Focused world class R&D innovation engine

BUSINESS PERFORMANCE

- Sustaining sales growth
   Innovation with leadership in GI & Oncology
   Leverage value brands in Emerging Markets
- Financial discipline to deliver growth

FY2014:
Transforming
and
Delivering
Sales & Core
Earnings
Target

Exceptional loss due to Actos

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#### Four key new products approved in FY2014











#### Significant late-stage milestones achieved

• **Ixazomib:** Phase III interim results permitting filing in FY2015 Breakthrough designation in AL Amyloidosis

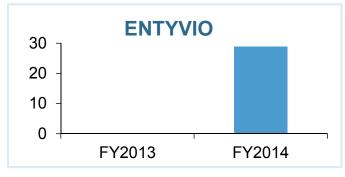
• ADCETRIS: Expansion of geographies (e.g. approved in Brazil, filed in Russia)

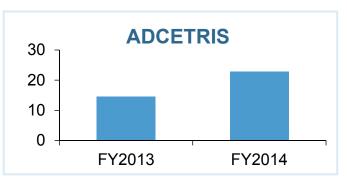
# FY2014: Delivering successful launches, achieving +2.8% underlying revenue growth

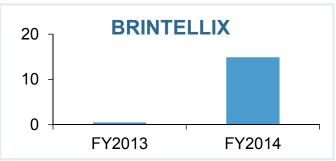


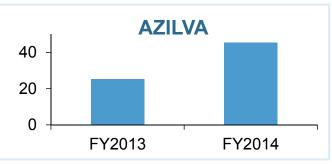
#### New products\* added ¥97.2 bln incremental sales in FY2014

Revenue (billion yen) @ Constant currency









<sup>\*</sup> New products: Products launched in or after 2009 excluding new formulation or fixed dose combination of existing drugs: DEXILANT, ULORIC, NESINA, AZILVA, ADCETRIS, BRINTELLIX, ENTYVIO, CONTRAVE, TAKECAB etc.

## Organization in place to deliver growth





# FOUR Therapeutic Areas Units in R&D

- Gastroenterology (GI)
- Oncology
- Central Nervous System (CNS)
- Cardiovascular/Metabolic (CVM)



# TWO Global Specialty Business Units

- Oncology
- Vaccine (incl. R&D)



FIVE Regional Business Units

- Japan Pharmaceuticals
- Emerging Markets
- U.S.
- EUCAN (Europe + Canada)
- Japan Consumer Healthcare

**Global Manufacturing & Quality Business Partner organizations** 

# Global, diverse and experienced Takeda's Executive Team (TET)





Yasuchika Hasegawa Chairman of the Board



Christophe Weber President & CEO



Masato Iwasaki President Japan Pharma BU



Ramona Sequeira
President
US Business Unit
will join June 2015



Shinji Honda

Corporate Strategy Officer



Francois-Xavier Roger Chief Financial Officer



Tachi Yamada Chief Medical and Scientific Officer



Marc Princen
President
EUCAN BU



Giles Platford

President

Emerging Markets BU



Yoshihiro Nakagawa Global General Counsel



**David Osborne** Global Human Resources Officer



Andy Plump Chief Medical and Scientific Officer Designate





Rajeev Venkayya President Global Vaccine BU



Haruhiko Hirate
Corporate Communications
and Public Affairs Officer



Gerard Greco

Global Quality Officer



Thomas Wozniewski Global Manufacturing and Supply Officer

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## FY2015: Takeda strategic roadmap



**VALUE** 

• Takeda-ism

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 Focused world class R&D innovation engine

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FY2015:
Positioning
Takeda for
long-term
sales and
profit growth

# FY2015: Positioning Takeda for long-term sales and profit growth



**VALUE** 

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Live our values and ensure compliance

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# FY2015: Positioning Takeda for long-term sales and profit growth



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R&D

 Focused world class R&D innovation engine Customer Satisfaction Index

Global Talent
Development
Program

BUSINESS PERFORMANCE

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# FY2015: Positioning Takeda for long-term sales and profit growth



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PEOPLE

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R&D

 Focused world class R&D innovation engine Ixazomib registration and launch preparation

Center for External Innovation

BUSINESS PERFORMANC Sustaining sales growth
 Innovation with leadership in GI & Oncology
 Leverage value brands in Emerging Markets

Financial discipline to deliver growth

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# FY2015: Positioning Takeda for long-term sales and profit growth



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R&D

Focused world class R&D innovation engine

Optimizing capital allocation

Reinforcing our growth drivers:

GI, Oncology

and EMs

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Operational Excellence to deliver CE and EPS growth

## FY2015 guidance: back to profitable growth



FY2015 Management Guidance (underlying growth)

| Revenue       | Low single digit                 |
|---------------|----------------------------------|
| Core Earnings | Higher than revenue growth       |
| Core EPS      | Higher than core earnings growth |

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## Sustainable dividend policy



**Annual dividend per share** 

FY2015 180 yen

after FY2015 at least maintain 180 yen

The Actos settlement will not affect Takeda's ability to pay dividends

# Better Health, Brighter Future

## **THANK YOU**



**Takeda Pharmaceutical Company Limited**