



アフリカ事業の課題と展望（アフリカ医療連絡会）

2019年2月19日

武田薬品工業株式会社

コーポレートコミュニケーションアンドパブリックアフェアーズ

佐藤孝徳 国際機関渉外ヘッド

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Better Health, Brighter Future

Agenda

- 1 ***Overview of Takeda***
- 2 Takeda contributions to Global Health and new challenges

WHO WE ARE

PUTTING PATIENTS FIRST FOR OVER TWO CENTURIES

Takeda is a patient-centric, innovation-driven global pharmaceutical company that builds on a distinguished 237-year history, aspiring to bring **better health** and a **brighter future** for people worldwide.



Better Health, Brighter Future

TAKEDA-ISM & OUR PRIORITIES

Established by our founding spirit and integral to every part of our business, **Takeda-ism** and **our priorities** guide us in our efforts to achieve our **Vision 2025**.

TAKEDA-ISM



OUR PRIORITIES

We make decisions and take actions by focusing on our four priorities in this order:

1 Putting the patient
at the center

2 Building trust with
society

3 Reinforcing our
reputation

4 Developing the
business

A traditional Japanese portrait of Chobei Takeda I, an elderly man with a shaved head and a small tuft of hair on the side. He is wearing a dark blue or black robe with gold trim and a circular emblem on the left chest. The background is a plain, light brown color.

SERVING THE NEEDS OF PATIENTS THROUGH
LEADING INNOVATION IN MEDICINE AND VACCINES

1781

OUR
HERITAGE,
OUR
FUTURE

In 1781, Chobei Takeda I began selling traditional herbal medicines in Osaka, Japan. Takeda's founder gained a reputation for business integrity and quality products, characteristics embedded into the Corporate Philosophy which still guides us today.

PANVITAN®

Japan's first multivitamin product is launched

1950

**SHOSHISHA FOUNDATION**

is established to support talented students who will contribute to society

1960

**TAKEDA SCIENCE FOUNDATION**

is established to encourage promising research and science technology

1963



1954

ALINAMIN®

a Vitamin B₁ derivative, is launched

1962

Takeda enters markets

OUTSIDE JAPAN

1980s-1990s

EXPANSION OF INTERNATIONAL BUSINESS

accelerates with the launch of leuprorelin, lansoprazole, candesartan, pioglitazone

MILLENNIUM PHARMACEUTICALS

is acquired by Takeda, enhancing innovation in oncology

2008

TAKEDA INITIATIVE

is formed to support the development of healthcare professionals in Africa

2010

ENTYVIO®

ulcerative colitis and Crohn's disease treatment, is approved by the EMA (EU) and the FDA (U.S.)

2014



2009

Takeda joins the

**UNITED NATIONS
GLOBAL COMPACT**

and in 2011 its LEAD program

2011

NYCOMED AQUISITION

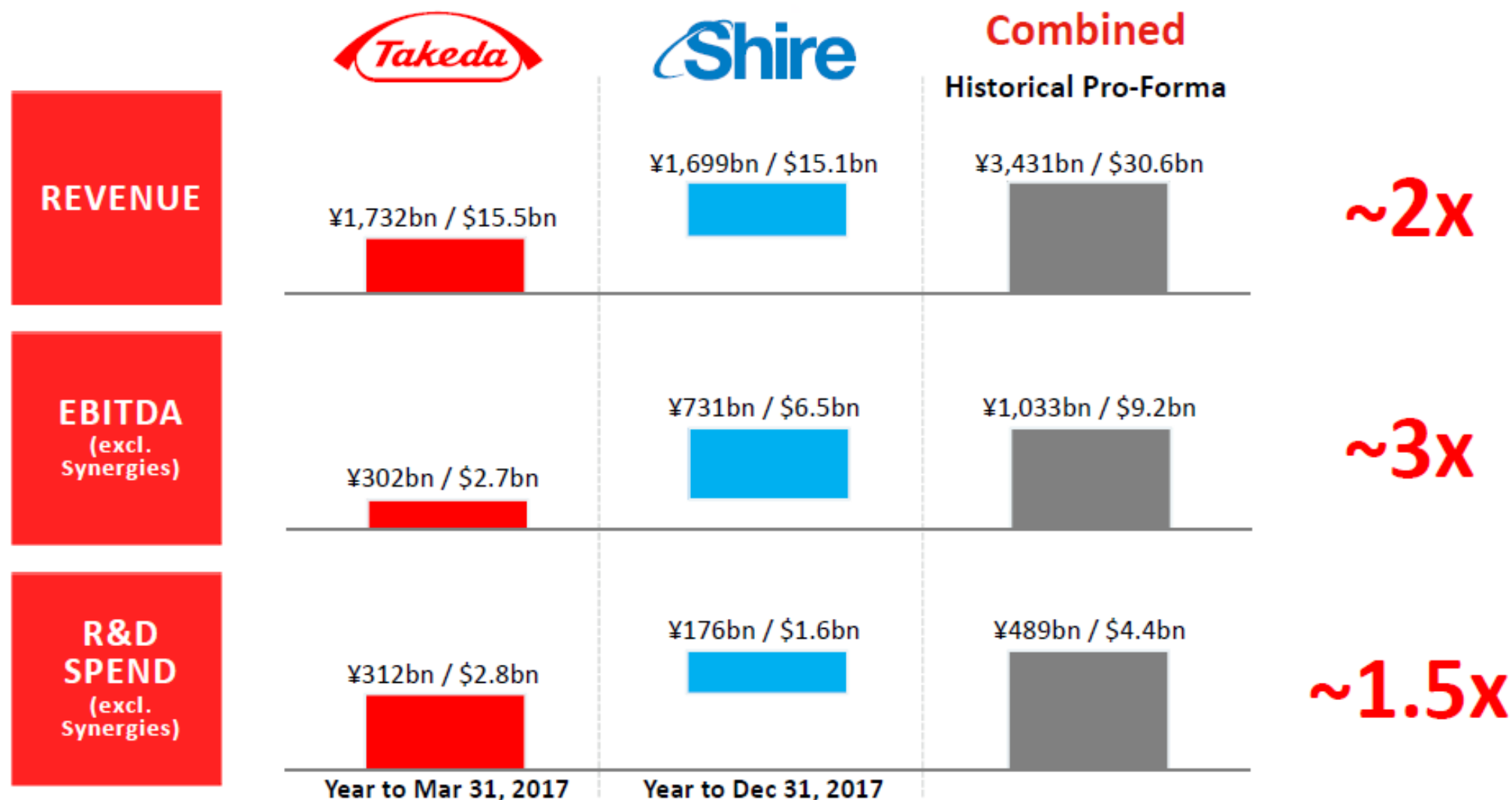
expands Takeda's global footprint into more than 70 countries worldwide

2015

TAKEDA AND CiRA

unite in T-CiRA to advance the future of regenerative medicine

Shire acquisition accelerates Takeda Globalization



Source: Shire plc Annual Report 2017, Takeda Consolidated Financial statements for the Fiscal Year Ended March 31, 2017, Historical FX rates sourced from FactSet.

Notes: The historical revenue, EBITDA and R&D figures of the combined group represent the aggregate consolidated revenue, EBITDA and R&D of (a) the amount for the 12 month period ending on March 31, 2017 and converted using the \$/¥ of 1:111.43 as at that date (in the case of Takeda) and (b) the amount for the 12 month period ending on 31 December 2017 and converted using the \$/¥ of 1:112.65 as at that date (in the case of Shire). These results are historic and do not take into account any divestitures or other events that may have occurred since these dates. The aggregate revenue figure comprises the aggregate of Takeda's reported revenue and Shire's Non GAAP revenue. The aggregate EBITDA figure comprises the aggregate of Takeda's EBITDA (Operating Profit adjusted for other operating income and expenses, D&A and impairment losses; including deductions for impairments of PPE, goodwill, intangibles and investment property depreciation in other operating expenses) and Shire's Non GAAP EBITDA. The aggregate R&D figure comprises the aggregate of Takeda's reported R&D spend and Shire's Non GAAP R&D spend.



Takeda Pharmaceutical Company Limited

Shire acquisition complements and further strengthens Takeda therapeutic areas

	Oncology	Gastroenterology	Neuroscience	Rare diseases			Plasma derived therapies	Ophthalmology, General medicine, Vaccines & Other
				Lysosomal Storage Disorders	HAE ²	Hematology		
Takeda key products	 	 	 				 	
Shire key products		 	 	 	 	 	 	

Source: Shire plc Annual Report 2017, Shire Plc First Quarter 2018 Results, Management Data

Notes: ¹Pro forma percentage estimated using Shire product sales (excluding royalties) for the 12 month period ending on March 31, 2018 converted at an exchange rate of \$:Oku¥ of 1:1.1 and Takeda management estimates for FY2017. any Limited

²Hereditary Angioedema

Our Mission is to strive towards Better Health and a Brighter Future for people worldwide through leading innovation in medicine



Innovation & Globalization stipulated in Vision 2025

Vision 2025: The future state of the company we aspire to become by 2025

- We serve the needs of our patients, wherever they are.
- We earn the trust of society and customers through Takeda-ism.
- We are recognized as best in class because of agility and innovation, qualities that help us build a steady pipeline and deliver growth, year on year.

**Innovation
= Investment**

**Globalization
= Return**

Major/single market are not enough to recoup investment

Geographic coverage

quick access

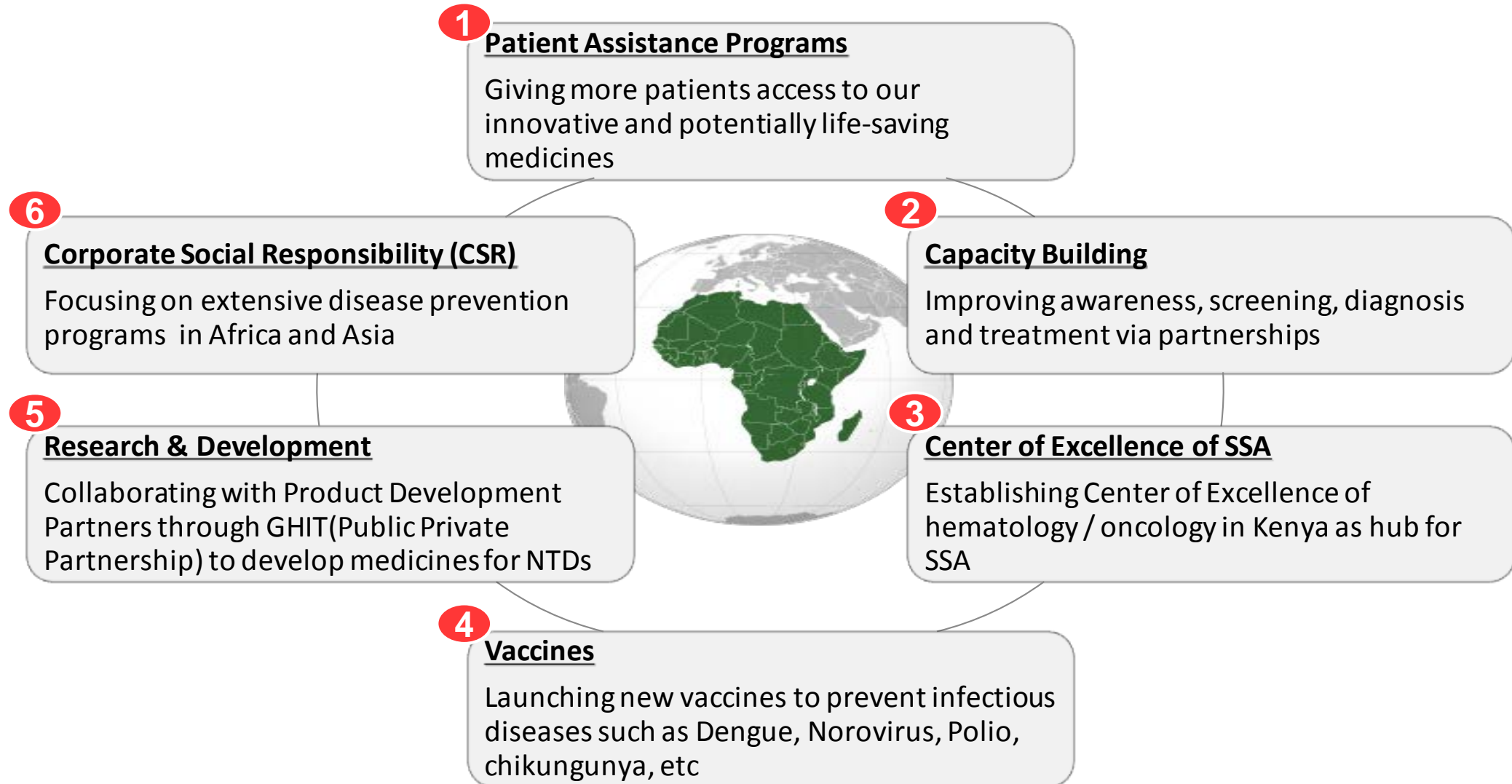
Life cycle of product is getting shorter

Agenda

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- 2 ***Takeda contributions to Global Health and new challenges***

Takeda Contribution to Global Health

- Consists of **6 strategic pillars** including access programs of innovative product portfolio and **capacity building** through partnerships
- Public-Private-Partnerships** have been key enablers of each of the strategic imperatives



PAP (Patient Assistance Programs) Project Concept

- PAPs address the **affordability** access barrier by providing access in a fair and sustainable manner

Access Barriers

- Lack of patient's awareness of health issues (symptoms and diseases)
- Low HCP capabilities in diagnosis and treatment of diseases
- Low availability of qualified HCPs and proximity to HCPs
- Lack of quality infrastructure and medicines
- High out-of-pocket costs for treatment
- Lack of financial assistance to afford innovative medicines
- Lack of patient acceptance and compliance of recommended treatment by qualified HCPs



PAP Focuses



Access

Extend access of medicines to cover a broader patient base across EM



Fairness

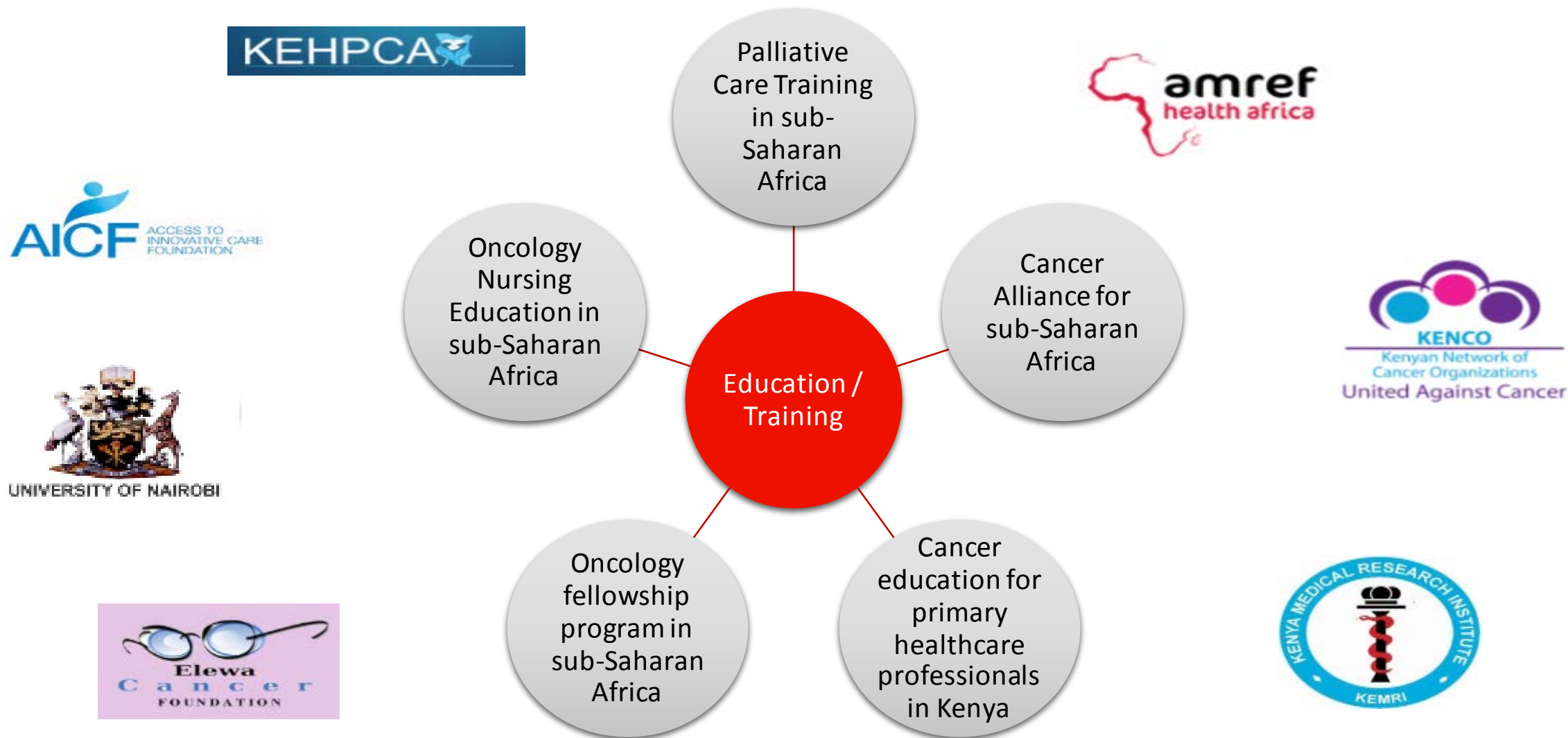
Provide equitable access of medicines to patients according to their ability to pay



Sustainability

Deliver meaningful access to medicines in a sustainable way

Takeda Capacity Building Programs in SSA



Capacity Building in SSA

Cancer Alliance for sub-Saharan Africa

Description	The Alliance aims to improve, in the most efficient and coordinated manner possible, access to diagnostics, affordability of high quality medicine, transport to healthcare facilities, patient education and family services, healthcare practitioner education, data collection and dissemination, and enhancement of legislation and public policy related to cancer.
Partners	Amref Heath Africa, Kenya Cancer Association (KENCO), Kenya Medical Research Institute, etc
Disease	Cancer
Program Type	Health System Infrastructure - mHealth, Health System Infrastructure - Outreach & Medical Services, Health System Infrastructure - Training, Prevention Programs - Awareness & Outreach
Countries	Kenya

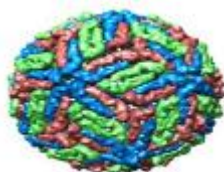


Strong pipeline relevant to developed and developing countries, emerging as partner of choice

Two late-stage vaccine candidates

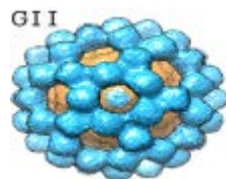
TAK-003 Dengue fever

- Phase 3 "TIDES" pivotal efficacy study progressing on track
- Goal is to demonstrate efficacy in all ages, and in "naïve" populations (e.g. travelers)
- Schedule of two doses over three months



TAK-214 Norovirus

- Phase 2b field efficacy study ongoing



High profile external collaborations

TAK-426 Zika virus

- Funding awarded by BARDA
- Potential funding up to \$312M
- Phase 1 clinical trial to start in FY2017



TAK-195 Polio

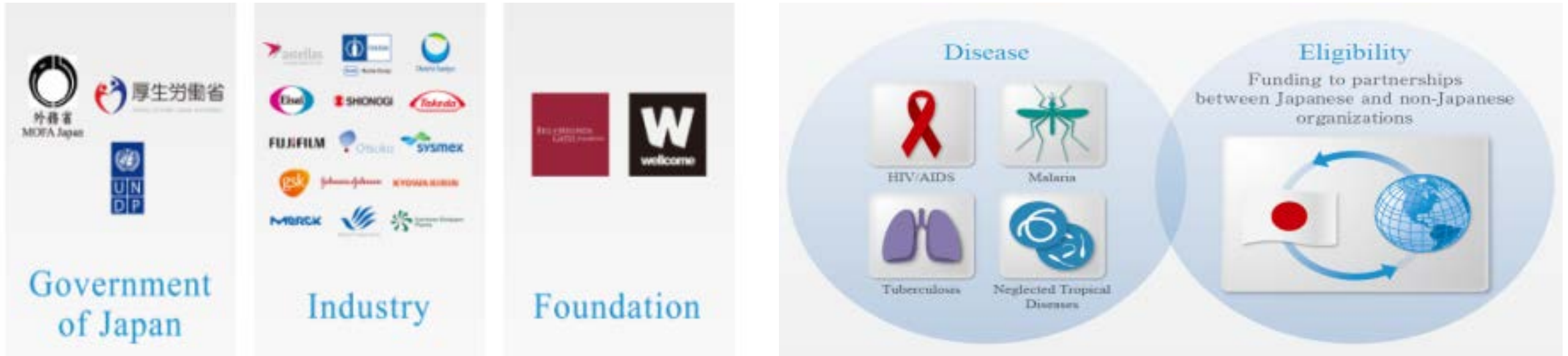
BILL & MELINDA
GATES foundation

TAK-507 Chikungunya

Zydus
Cadila

Takeda has been contributing to GHIT, an innovative PPP fund originated in Japan for global health for R&D

GHIT invest in nonprofit product development for HIV/AIDS, malaria, tuberculosis, and NTDs. Our funding partners, including the Government of Japan, Bill & Melinda Gates Foundation, Wellcome Trust, and global life sciences companies, have committed more than \$200 million for the second phase of GHIT's operations (FY2018- FY2022).



- GHIT was launched in April 2013 with an initial commitment of more than 100 oku-yen. Japanese pharmaceutical companies committed 1 oku-yen per year for the five years 2013-2017 (GHIT's first phase) and committed 1 oku-yen per year for next five years 2018-2022 (GHIT'S second phase)
- GHIT has helped mobilize Japanese pharmaceutical companies, academics, and research organizations in the effort to get new medicines and vaccines to people who need them most.
- GHIT has developed its own Screening, Hit-to-Lead (HTL) and Product Development Platforms.

Takeda Global CSR Program: Employee Votes determine our global CSR programs

EMPLOYEE VOTES DETERMINE OUR GLOBAL CSR PROGRAMS

These programs contribute to the lasting health of people in developing and emerging countries through mid and long-term commitments in disease prevention, capacity building, and access to healthcare.

2016



2017



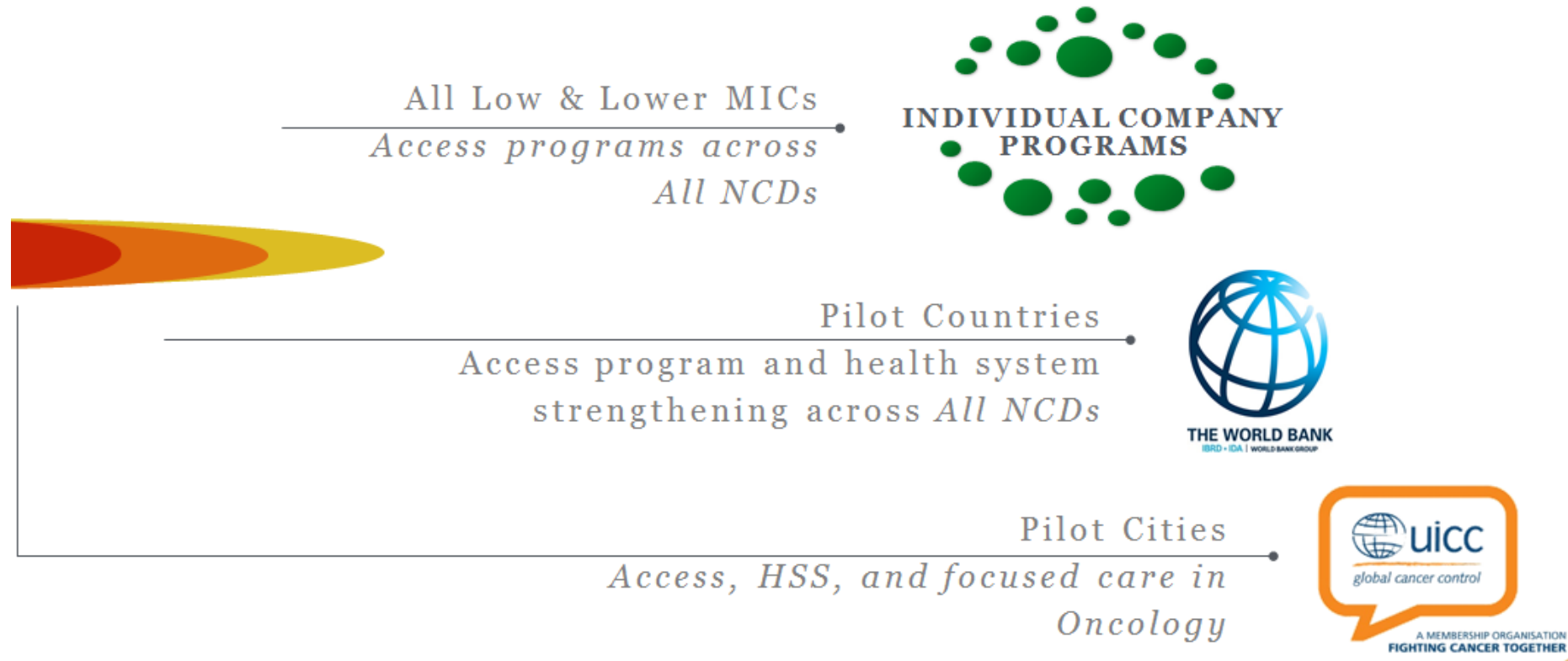
2018



On top of the individual company programs, health system strengthening through partnerships is the cornerstone of Access Accelerated

THE ELEMENT OF THE PARTNERSHIPS

MULTI-YEAR PROGRAM TO SUSTAINABLY ADDRESS ACCESS
BARRIERS TO NCD TREATMENTS



Individual companies are expected to grow and scale-up existing NCD programs, and share the knowledge by access observatory & open platforms

SCOPE: COMPANY COMMITMENTS

24 COMPANY CONFIRMED

- | | |
|------------------------|--------------|
| • Almirall | • Menarini |
| • Astellas | • Merck & Co |
| • Bayer | • Merck KGaA |
| • Bristol-Myers Squibb | • Novartis |
| • Celgene | • Pfizer |
| • Chiesi | • Roche |
| • Chugai | • Sanofi |
| • Daiichi Sankyo | • Shionogi |
| • Eisai | • Shire |
| • Eli Lilly | • Sumitomo |
| • GlaxoSmithKline | • Takeda |
| • J&J | • UCB |

Trade Associations: EFPIA, IFPMA, JPMa, PhRMA, BIO

CORE COMMITMENT

1. Grow new and existing NCD programs
2. Apply a coordinated monitoring & evaluation framework to company NCD programming to generate robust metrics on industry-wide impact
3. Coordinate communications and launch announcements, leveraging the Access Accelerated brand to amplify impact
4. Support WB and UICC partnership initiatives with thought leadership and on-the-ground resources

Partnerships have been expanded and now include some disease-specific programs



The WBG has focused its health sector investments and research in areas that are especially vital to helping countries achieve UHC by 2030, working closely with donors, development partners, governments, and the private sector.



The partnership focuses on working together towards improved access to quality cancer treatment and care in cities around the world.



Together with Access Accelerated, the NCD Alliance will seek to elevate the voice of people living with NCDs (PLWNCDs) in Kenya and a second country TBC, building on the NCD Alliance's OUR VIEWS, OUR VOICES initiative which seeks to meaningfully involve people living with a range of different NCDs to engage in the NCD response, supporting and enabling individuals to share their views, take action and drive change.

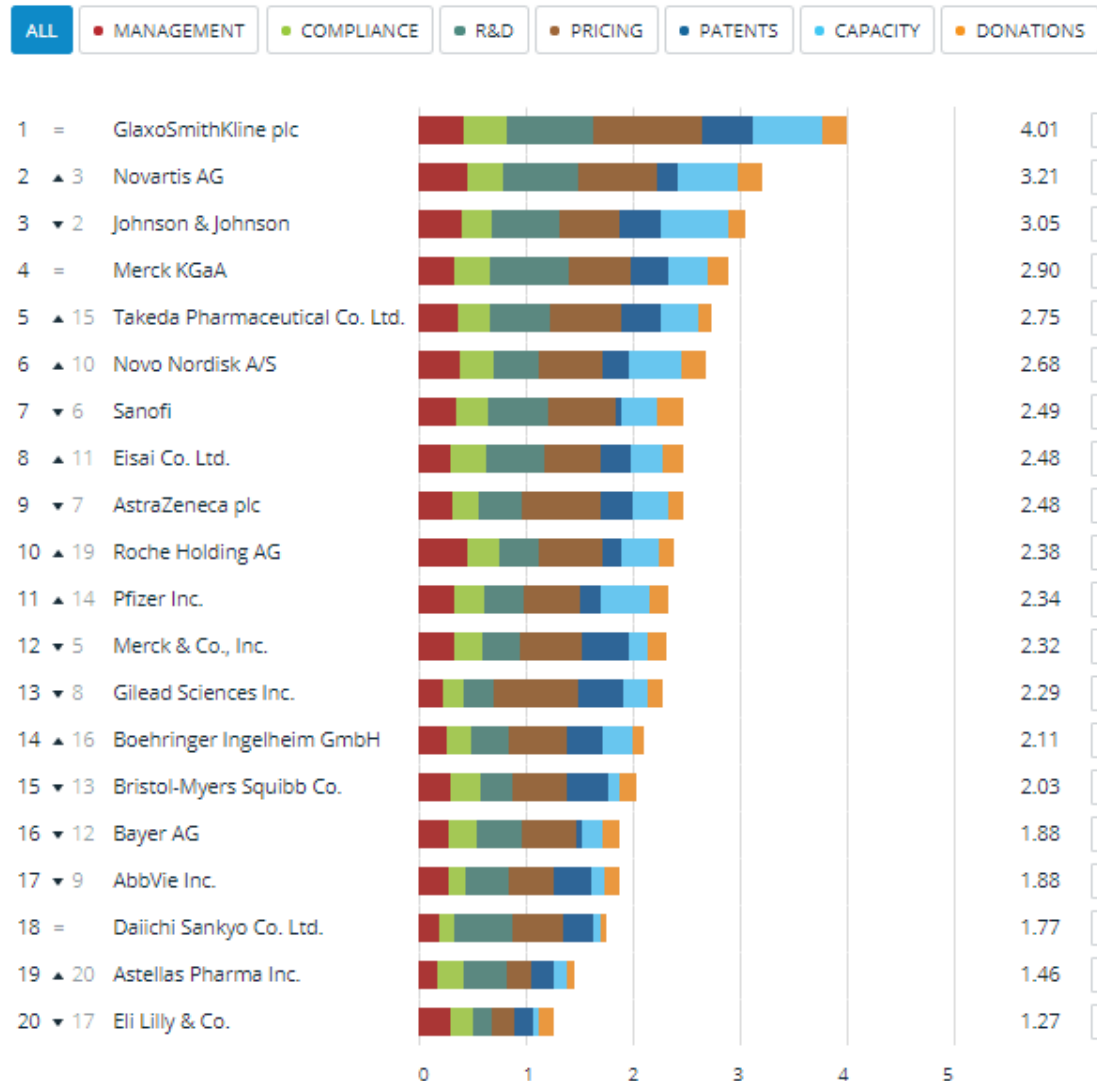


The WHF and Access Accelerated are partnering to improve cardiovascular health care by strengthening and accelerating global and national advocacy efforts. These include events on the margins of the 3rd UN High-level meeting on Non-communicable Diseases in September 2018, communications campaign for the White Paper on Circulatory Health, and highlighting key findings and priority actions on CVD.



PATH will work closely with the Ministry of Health and local partners across several sectors to assess the supportive policies and interventions required to influence the model of service delivery and increase access to NCD treatment and care including access to essential medicines and products for NCDs.

In Access to Medicine Index 2018 Takeda rises further than all other companies, moving 10 places to rank 5



access to
medicine
INDEX

RANK	SCORE
5▲	2.75
15 (2016)	



Performance

• Overall evaluation

Takeda has a **governance structure** up to CEO level, a raft of new **AtM-related policies**, a deepened approach to **equitable pricing**, and a solid approach in **capacity building**

• Details

- AtM governance reaching up to CEO-level
- Solid performance in R&D
- Increase of products with equitable pricing strategies
- Leading in IP-sharing in least developed countries with new levels of patent disclosure
- Deepened approach in capacity building and strengthening health systems



Defeat NCD Partnership was launched at UNGA in September 2018, to address rapid global increase of NCD death and disabilities

Summary Background of Creation of Defeat-NCD Partnership

- 1) Rapid global increase of NCD death and disabilities
- 2) High demands on SDGs achievement
- 3) UNOPS Global Health Sector Experience
- 4) UNOPS Global Health Procurement Experience
- 5) Success of Stop TB Partnership hosting management
- 6) Needs on new financing mechanism: SG's statement "Achieving the SDGs requires a surge in financing and investments"

Launch of the Defeat NCD Partnership

- During UN General Assembly, the Defeat NCD Partnership was officially launched, hosted by Gov of Denmark, Tanzania, and UNOPS.



Mr. Stefano Manservigi
DIRECTOR-GENERAL, International
Cooperation and development,
European Commission



Mr. Lars Fruergaard Jørgensen
President and CEO, Novo
Nordisk



Dr. Svetlana Akseirod
WHO Assistant Director-General
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UNOPS



ご清聴ありがとうございました

To find out more, visit
www.takeda.com