

May 12, 2021

Sumitomo Dainippon Pharma Co., Ltd.

## **Sumitomo Dainippon Pharma Announces Revised Mid-term Business Plan 2022 (FY2018–FY2022)**

Sumitomo Dainippon Pharma Co., Ltd. (Head Office: Osaka, Japan; Representative Director, President and CEO: Hiroshi Nomura; Securities Code: 4506, First Section of TSE) today announced a revised version of its Mid-term Business Plan 2022 (FY2018–FY2022), which was originally announced in April 2019.

### 1. Background to the Revision

Guided by the Mid-term Business Plan 2022, Sumitomo Dainippon Pharma set Psychiatry & Neurology, Oncology, and Regenerative Medicine/Cell Therapy as its three focus areas. Focusing on these areas, the Company aspires to establish a position as a “Global Specialized Player” in 2033, with a view to the growth of healthcare areas other than pharmaceutical products as well. At the same time, it will also be working to rebuild its business foundation through the establishment of a growth engine and the building of a flexible and efficient organization.

Preparing for the post-LATUDA era (after the loss of exclusivity in the U.S. regarding the atypical antipsychotic drug), we formed a strategic alliance with Roivant Sciences in December 2019. This alliance has allowed us to acquire a number of pipelines expected to become growth drivers, including relugolix and vibegron, as well as DrugOME and Digital Innovation, healthcare technology platforms that will accelerate the Company’s digital innovation, and the related talent. On the other hand, in March 2021, we discontinued the development of napabucasin, on which we had placed high hopes as a post-LATUDA growth driver.

We expect that the impact of this discontinuation, which will result in decreased revenue, will be compensated for by increases in sales of new products from Sumitovant Biopharma. We also expect that our core operating profit will decrease as a result of posting sales, general and administrative expenses, as well as amortization of patent rights for new Sumitovant products. In view of these developments, we revised the FY2022 business goals set forth in the Mid-term Business Plan 2022.

### 2. Financial Goals

#### (1) FY2022 Business Goals

	Previous goals	Revised goals
Revenue	¥ 600 billion	¥ 600 billion

Core operating profit	¥ 120 billion	¥ 60 billion
ROIC <sup>1</sup>	10%	3%
ROE <sup>2</sup>	12%	3%

1. ROIC = (core operating profit – income tax) ÷ (total capital + interest-bearing liabilities)
2. ROE = profit attributable to owners of the parent ÷ equity attributable to owners of the parent

(2) Dividend Policy (Unchanged from the previous version)

- Maintain a consistent payment policy but also consider reflecting any improvement in the Company's performance in the dividend payment
- 5-year average payout ratio of 20% or higher

3. Major Initiatives

While pursuing the maximization of the product value of relugolix and vibegron, we will be fully committed to developing products that are expected to become growth drivers in the areas of Psychiatry & Neurology, Oncology, and Regenerative Medicine/Cell Therapy for our medium-to-long-term business expansion. We will also promote developing frontier businesses. In business operations, we will continue to strengthen our management structure such as the reinforcement of the foundation of each business unit and region. Furthermore, we will work to improve productivity through digital innovation, foster a corporate culture that accelerates change, and develop talent.

We aim to achieve an ROE of 10% or higher in the second half of the 2020s through sustained growth.

Note: For more details, please refer to the attached presentation material (excerpted version of FY2020 financial results and revision of Mid-term Business Plan 2022 presentation materials).

Disclaimer Regarding Forward-looking Statements

The statements made in this press release contain forward-looking statements based on management's assumptions and beliefs in light of information available as of the day of this release, and they involve both known and unknown risks and uncertainties. Actual results of those matters covered in the forward-looking statements, including financial forecasts, may differ materially from those contained in this release, due to a number of factors.

Contact

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Excerpted version of FY2020 financial results and  
revision of Mid-term Business Plan 2022 presentation  
materials

# Revision of Mid-term Business Plan 2022

# Background of Revision of Mid-term Business Plan 2022

- April 2019: Publication of Mid-term Business Plan 2022
    - ✓ Reshape business foundation through the “establishment of a growth engine” and the “building of a flexible and efficient organization,” preparing for the “Time for Change” and post-LATUDA revenue replacement
- ▼
- We decided to form the Strategic Alliance with Roivant due to a significant change in the medium- to long-term business outlook after the events such as discontinuation of development of napabucasin for pancreatic cancer which was expected as a revenue driver in post-LATUDA
    - ✓ Acquired relugolix and vibegron, which are expected to be the immediate revenues base
- ▼

## Revision of Mid-term Business Plan 2022

- **Currently working on (1) maximizing the product value of relugolix and vibegron and products that are expected to contribute to latest revenues, (2) advancing R&D activities for medium- to long-term growth, (3) advancing the reinforcement of business infrastructure to strengthen the company**

# Corporate Mission and CSR-Based Management

**Corporate Mission** To broadly contribute to society through value creation based on innovative research and development activities for the betterment of healthcare and fuller lives of people worldwide

- ❑ Define implementation of corporate mission as “CSR-based management” and set material issues of CSR-based management (Materiality)
- ❑ Address material issues, aimed at solving social challenges and enhancing corporate value through our core competencies

## Material issues linked to value creation

- solving issues is important for our sustained growth



## Material issues that forms the foundation for business continuity

- solving issues is essential for our sustained growth

- Respecting human rights
- Corporate governance
- Compliance
- Risk management
- Fair and transparent corporate activities
- Corporate regulatory compliance, quality assurance and stable supply
- CSR procurement
- Health, safety, and welfare of employees
- Environmental initiatives



Contribute to improved quality of life (QOL) for patients and their families

Improve and sustain corporate value

- Returns to shareholders (stable dividends, increases in dividends linked to improvements in performance)
- Strategic investment aimed at sustained growth (includes research and development investment)

Also contributing to achieving the Sustainable Development Goals (SDGs)

3 GOOD HEALTH AND WELL-BEING

8 DECENT WORK AND ECONOMIC GROWTH

12 RESPONSIBLE CONSUMPTION AND PRODUCTION

17 PARTNERSHIPS FOR THE GOALS

**Vision** For Longer and Healthier Lives  
We unlock the future with  
cutting-edge technology and ideas

Aspire to establish a position as a “Global Specialized Player” with ability to meet increasingly diversified needs for healthcare in 2033



**Mid-Term Business Plan 2022: Rebuild Business Foundation**

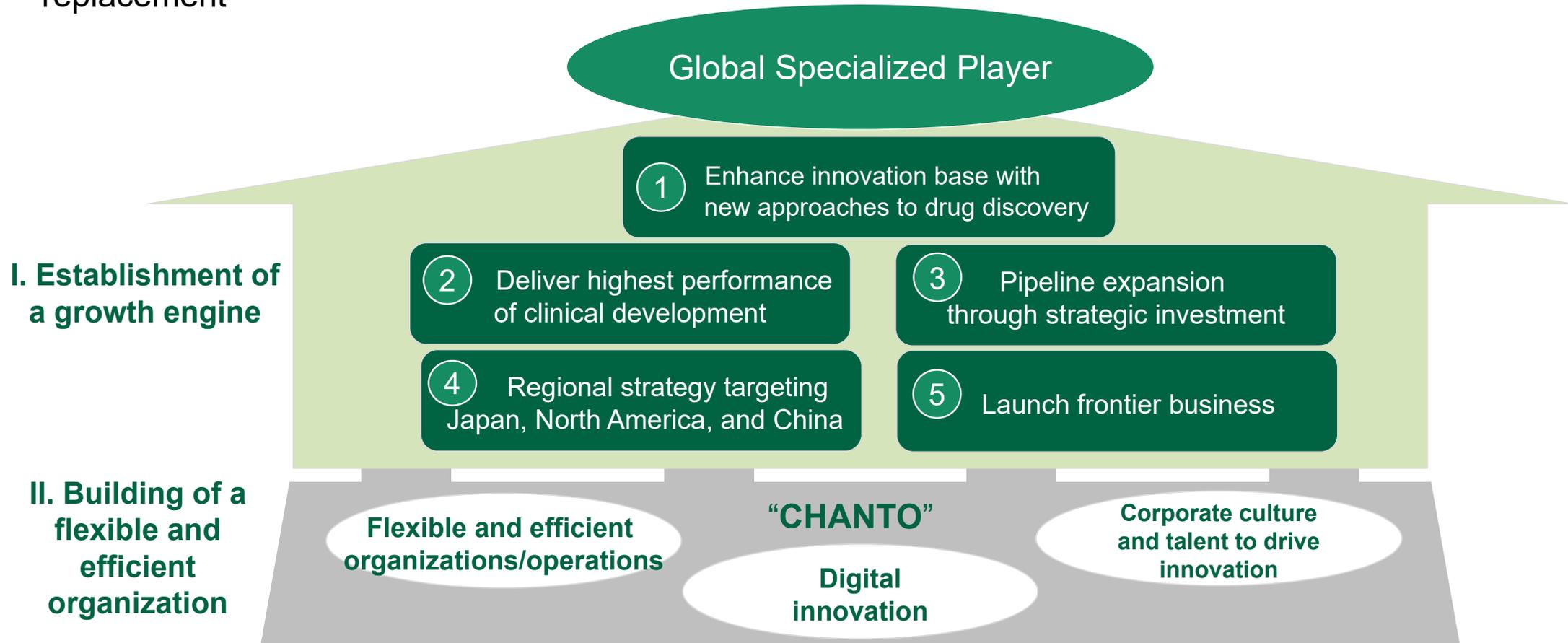
Establishment of growth engine + Building of flexible and efficient organization

**Acceleration of our growth by strategic alliance with Roivant**

Driver of sustained growth after LATUDA® LOE + Innovative change to new business model based on data technology of DrugOME and Digital Innovation

# Mid-term Business Plan 2022: Basic Strategies

Reshape business foundation through the “establishment of a growth engine” and the “building of a flexible and efficient organization,” preparing for the “Time for Change” and post-LATUDA revenue replacement



# Mid-term Business Plan 2022: Progresses and Updates

## Significant changes in business outlook after LATUDA® LOE

	Positive events	Negative events
North America	<ul style="list-style-type: none"> <li>■ KYNMOBI™ (PD): Launched</li> <li>■ ORGOVYX™ (Prostate cancer): Launched</li> <li>■ GEMTESA® (Overactive bladder) : Launched</li> <li>■ relugolix combination tablet (Uterine fibroids): NDA submitted</li> <li>■ SEP-363856 (Schizophrenia): POC obtained (BTD), phase 3 started</li> <li>■ SEP-4199 (Bipolar depression): Phase 3 in preparation</li> <li>■ RVT-802 (Pediatric congenital athymia): BLA resubmitted</li> </ul>	<ul style="list-style-type: none"> <li>■ LONHALA® MAGNAIR® (COPD): Downward revision of marketing plan</li> <li>■ KYNMOBI™ (PD): Delay of approval &amp; downward revision of marketing plan</li> <li>■ dasotraline (ADHD, BED): Withdrawal of application in U.S. / discontinuation of development</li> <li>■ SB623 (Chronic stroke): Discontinuation of development / return of rights</li> </ul>
North America, Japan	<ul style="list-style-type: none"> <li>■ DSP-7888 (Glioblastoma): Advanced to phase 3 (In process in Japan)</li> </ul>	<ul style="list-style-type: none"> <li>■ napabucasin (Pancreatic cancer/Colorectal cancer): Discontinuation of development</li> <li>■ alvocidib (Hematologic malignancies): Discontinuation of in-house development / working on out-licensing</li> <li>■ amcasertib (Solid tumors): Discontinuation of development</li> </ul>
Japan	<ul style="list-style-type: none"> <li>■ Equa®/EquMet® (Diabetes): Marketing alliance</li> <li>■ LONASEN® Tapes (Schizophrenia): Launched</li> <li>■ LATUDA® (Schizophrenia / Bipolar depression): Launched</li> <li>■ SEP-363856 (Schizophrenia): Phase 2/3 started</li> <li>■ imeglimin (Diabetes): NDA submitted</li> </ul>	<ul style="list-style-type: none"> <li>■ LONASEN® Tapes (Schizophrenia): Downward revision of marketing plan</li> <li>■ EPI-743 (Leigh syndrome): Discontinuation of development</li> </ul>
China	<ul style="list-style-type: none"> <li>■ LATUDA® : Launched (Schizophrenia), Phase 3 started (Bipolar depression)</li> <li>■ SEP-363856 (Schizophrenia): Phase 2/3 started</li> </ul>	

■ Psychiatry & Neurology ■ Oncology ■ Regenerative / Cell ■ Other

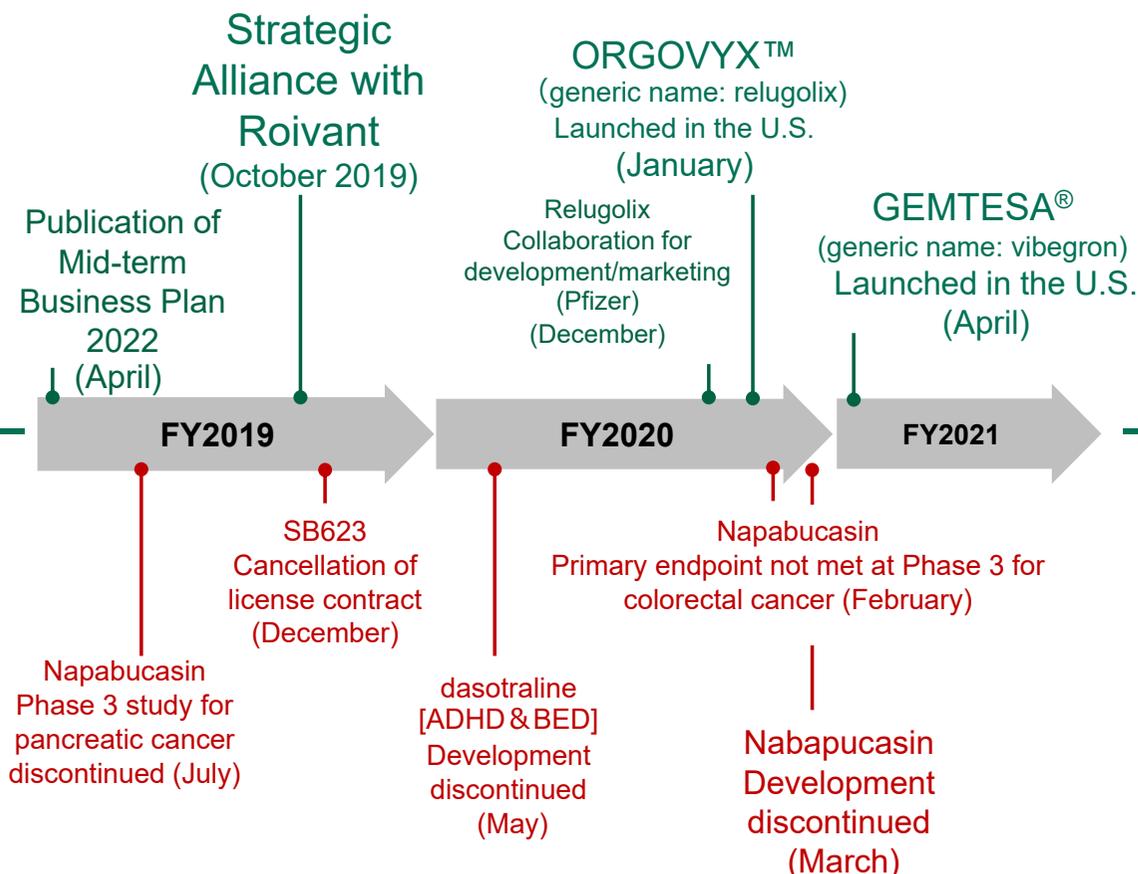
PD: Parkinson's disease; ADHD: attention-deficit hyperactivity disorder; BED: binge eating disorder; COPD: chronic obstructive pulmonary disease; POC: proof of concept; BTD: breakthrough therapy designation

## Revision of Mid-term Business Plan 2022 (Positioning of the Revision)

### Mid-term Business Plan 2022 : Major Changes in Business Conditions after Publication



#### A Decision on Strategic Alliance with Roivant



#### C Discontinued development of the pipelines

#### B Downward revision of marketing plans of the new products

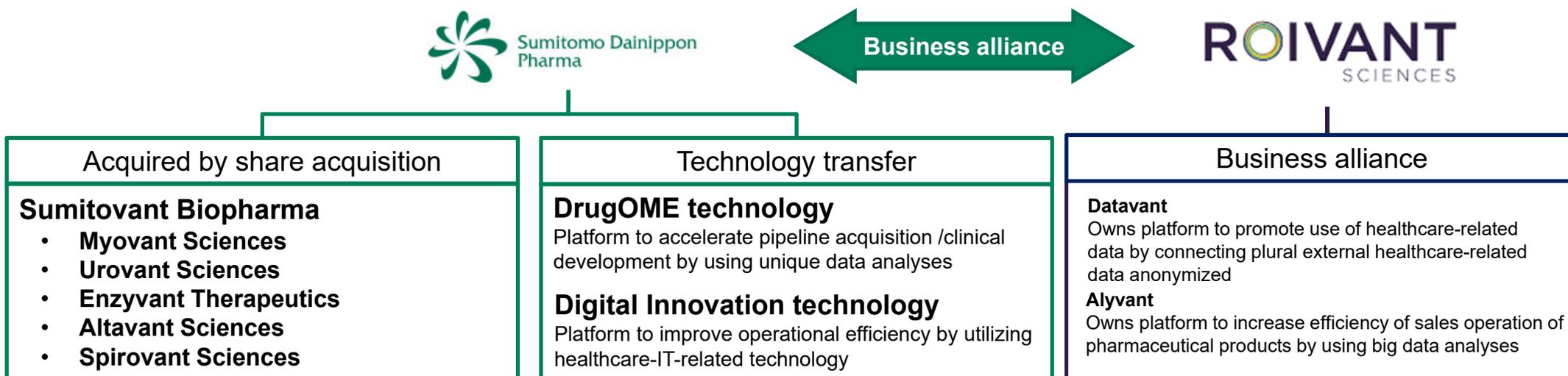
- LONHALA® MAGNAIR® [COPD]: Marketed in the U.S.
- KYNMOBI™ [PD]: Marketed in the U.S.
- LONASEN® Tape [Schizophrenia]: Marketed in Japan

#### D Acceleration of drug cost reduction measures

- Japan: Initiation of annual NHI drug price revision (FY2021)
- China: Expansion of centralized purchasing system or price bargaining system
- U.S.: Penetration of value-based pricing, possibility of introduction of international reference pricing

# Effects of Strategic Alliance with Roivant

- ❑ Acquisition of revenue base in 2023 and beyond
  - ✓ relugolix (Myovant) and vibegron (Urovant)
- ❑ Expansion of pipelines
  - ✓ Acquisition of multiple assets with new modalities and unique characteristics
- ❑ Acquisition of digital technology platforms
  - ✓ DrugOME, Digital Innovation
- ❑ Expansion of global business alliances with acquisition of various talented human resources

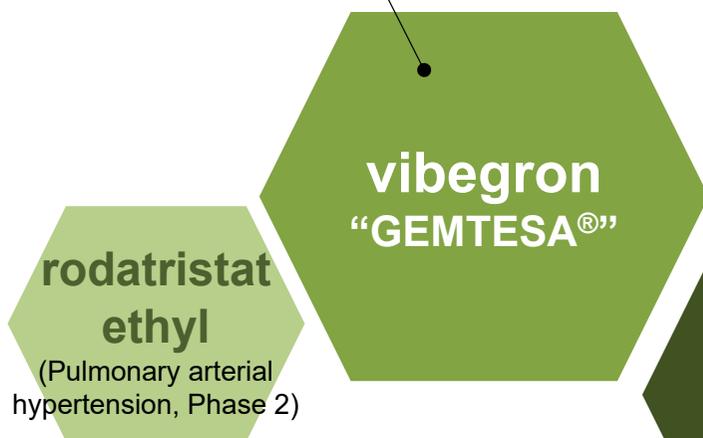


# Revision of Mid-term Business Plan 2022 (Effects of Strategic Alliance with Roivant)

## Acquisition of Pipelines that may Contribute to Early Revenue Generation and Development of Modalities



- Overactive bladder (marketed / U.S.)
- Overactive bladder with prostatic hyperplasia (Phase 3)



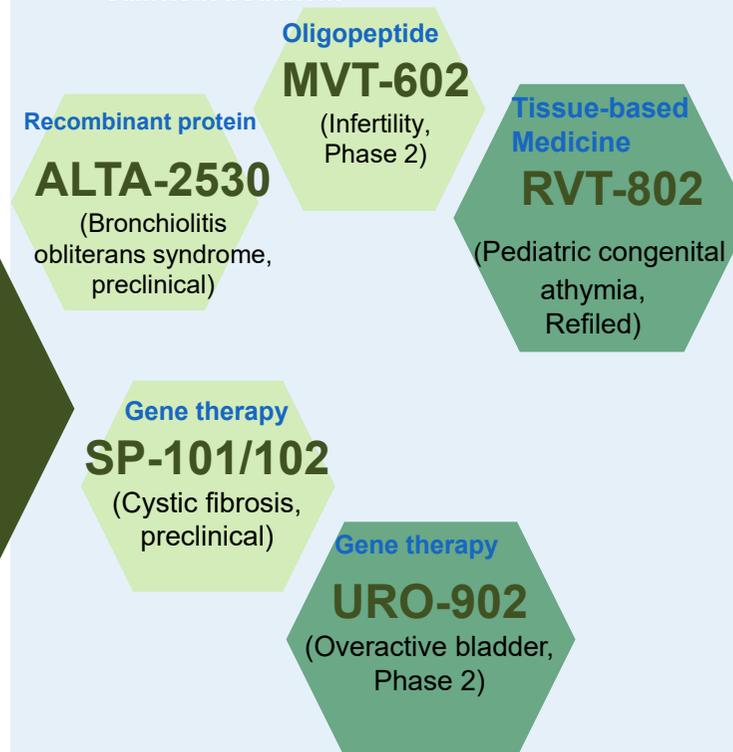
- Prostate cancer (marketed / U.S., submitted / Europe)
- Uterine fibroids (submitted / U.S. and Europe)
- Endometriosis (preparing for submission / U.S. and Europe)



(U.S.: Development / marketing alliance with Pfizer)  
(Europe: Development / marketing alliance with Gedeon Richter (Gynecology area))

### Non-low-molecular modalities

- Definitive therapy or continued duration of action can be expected
- For patients with any disease for which there is no sufficient treatment

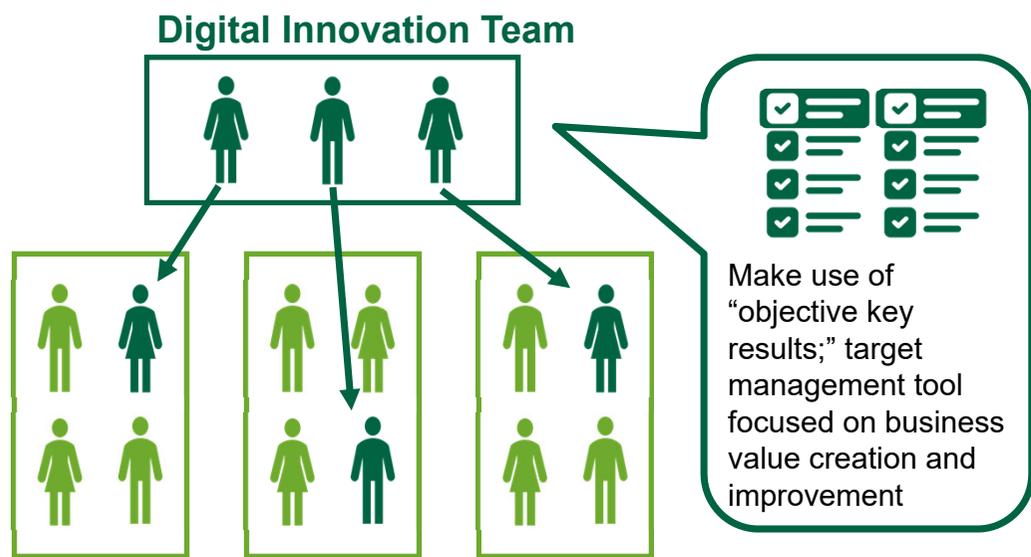


\*Owned by Myovant, a publicly traded company in which Sumitovant is a majority shareholder

# Development of “Digital Innovation” in Our Whole Company Group

❑ Expect improved probability of success in operations across whole group companies and R&D as well as impact on the return on investment goal

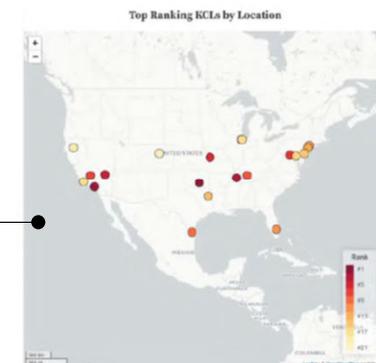
- Deploy digital innovators to each department/group
- Make efforts to solve problems on site and cooperate with each other cross-functionally



## Each subsidiary/department

- Create a position of Chief Digital Officer responsible for our whole company group
- Foster citizen data scientists

- Research for drug discovery
  - Identifying targets of research for new drug discovery based on information analyses utilizing a unique AI algorithm (DrugOME)
- Non-clinical study
  - Automated data acquisition utilizing image recognition
- Clinical study
  - Optimization of development strategy based on real world data analyses (DrugOME)
- Marketing operation
  - Productivity enhancement by effective and timely KOL mapping



# Initiatives for Medium-to-Long-Term Growth

## Pursuit of efficiency in management

### ① Structural reform to enhance company strength

- a. Initiatives for business promotion
- b. Initiatives for business structure

## Corporate culture/human resources

### ② Nurturing of corporate culture with professional talent that drives innovation

## Establishment of revenue base

### ① Initiatives to maximize revenue from key products in the market

## Stepping stone to medium-to-long-term growth

### ② Investment in pipelines expected to become major products in global market

## Initiatives to utilize our competitive technology/know-how

### ③ Creation of products in Psychiatry & Neurology area on a consecutive basis

### ④ Initiatives and practical application of new therapies by developing modality

## Challenge to start new businesses

### ⑤ Acceleration of frontier business development

Strengthening of management base

Establishment of growth engine

Corporate mission, CSR-based management

## ① Structural reform to enhance company strength

### Launching initiatives to deal with environmental changes in the pharmaceutical industry and uncertainty after LATUDA® LOE

#### a. Initiatives for business promotion

- Consideration/promotion of partnering on global basis to maximize revenue and cost reduction
- Optimization of investment to R&D pipelines, sales and administrative costs suited to business scale
- Consideration/promotion of selling products that have reached loss of exclusivity (LOE) and R&D assets

#### b. Initiatives for business structure

##### North America

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- ❑ Continued initiatives for optimization of infrastructure in North America
- ❑ Initiatives for creation of cost synergy by strengthening alliance among subsidiaries
  - Utilization of marketing platform of Sunovion (distribution or marketing functions, etc.)
  - Strengthening of shared service operations in North America by SDPA\*

##### Europe

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- ❑ Initiatives to optimize the structure to maintain sustainable revenue for business operations in Europe

##### Japan

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- ❑ Initiatives to optimize the structure to maintain sustainable revenue for business operations in Japan
  - Business operation based on the assumption of shrinkage of the size of pharmaceutical market in Japan
  - Review global head office functions for optimization
  - Maximize sales/profits through partnerships with external parties and promotion of internal cost reduction

##### China / Asia

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- ❑ Maximize sales/profits through partnerships with external parties and promotion of internal cost reduction
- ❑ Business expansion to geographical areas likely to contribute to our profits

## ② Nurturing of corporate culture with professional talent that drives innovation

- **Penetration/practice of “CHANTO”**
  - Deliver highest performance (“CHANTO”) to achieve the goals, while responding to environmental changes
  - The Conduct Guidelines are to be observed by each of our employees to establish our position as a global specialized player by 2033
  - Promote a company-wide project, aiming at understanding/penetration and practice/habituation of the Guidelines at each workplace, which was verbalized by our executive officers
- **Foster an organizational culture characterized by agility (quick and flexible) and unrelenting efforts instead of satisfaction with the status-quo**
- **Develop next-generation leaders by strategic personnel distribution and education/training program for selected employees**

### “CHANTO” concept and key visual

#### CHANTO

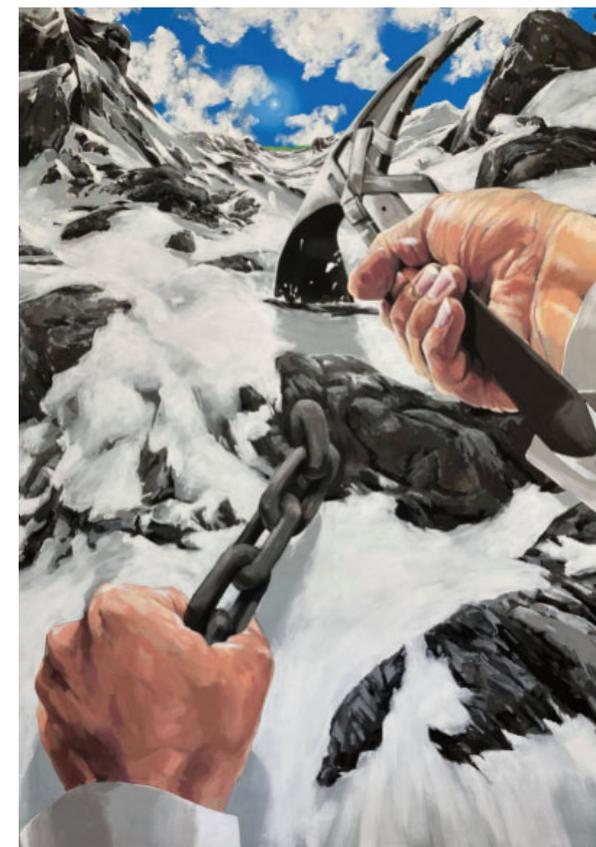
The era in which we cannot survive without each person's challenge

Drive in an anchor  
Pave the way for ourselves

Supporting and encouraging each other,  
Aim for the summit together

All leading roles, all supporting roles

Climb with our own strength  
to realize the future we envision



## Establishment of Growth Engine: Establishment of Revenue Base

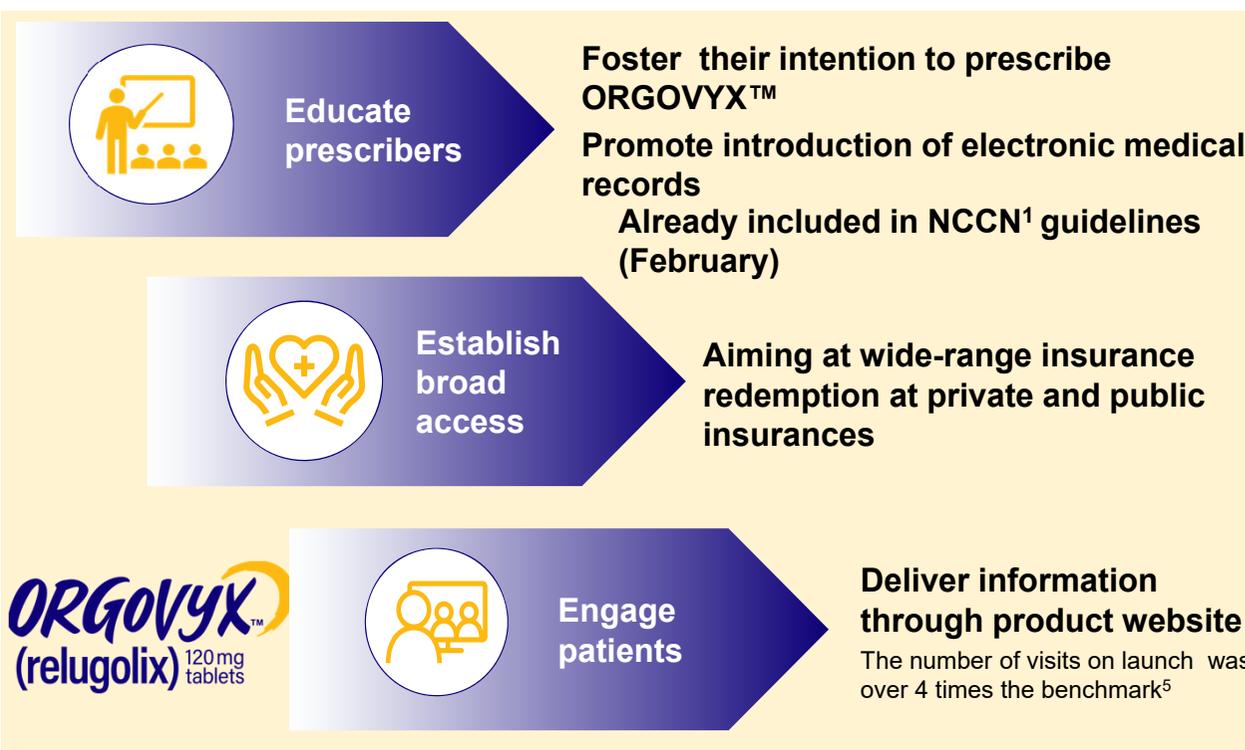
### 1 Initiatives to maximize revenue from key products in the market

- **ORGOVYX™\*/**  
**relugolix\* combination tablet** (to be launched in 2021)
  - ▮ Maximize sales through alliance with Pfizer
  - ▮ Pursue synergies in costs by utilizing Sunovion's commercial capabilities (distribution)
- **GEMTESA®**
  - ▮ Pursue synergies in costs by utilizing Sunovion's commercial capabilities (marketing, distribution)
  - ▮ Maximize revenue outside of North America: partnership with external parties
- **LATUDA®**
  - ▮ North America: Leverage digital transformation for effective marketing operations that impact earnings
  - ▮ Maximize sales by expanding to Japan, China, and Asia
- **KYNMOBI™**
  - ▮ Concentrate on start-up in the U.S.
  - ▮ Maximize revenue outside of North America: partnership with external parties
- **Antidiabetics in Japan**
  - ▮ Maximize launched products and imeglimin by utilizing the infrastructure of the top sales company in the Japanese antidiabetic market

\*Owned by Myovant, a publicly traded company in which Sumitovant is a majority shareholder

## Realization of Product Value Maximization of Relugolix (North America)

### □ Achieve smooth market penetration and maximize product value by utilizing infrastructure and expertise of Pfizer under co-promotion agreement



#### Characteristics of ORGOVYX™ (Prostate cancer)

- Oral drug
- No occurrence of sharp increase of hormone transient
- Continuous and rapid decrease of PSA<sup>2</sup>  
Rapid recovery of testosterone<sup>3</sup>

#### Characteristics of relugolix combination tablet (for gynecological diseases)

- Single dosage and administration
- Oral drug, one tablet once daily
- Favorable safety profile (incidence of hot flash: 5.6-13.6%<sup>4</sup>)

(1) NCCN, National Comprehensive Cancer Network

(2) PSA levels were monitored in the clinical study. The levels declined throughout the treatment period of 48 weeks: 65% decline in average after 2 weeks from initiation of ORGOVYX™, 83% after 4 weeks, and 92% after 3 months.

(3) On day 90 after termination of ORGOVYX™ administration, 55% of patients attained a testosterone level of the lower limit ( $\geq 280$ ng/dL) or over the baseline.

Source: Shore ND, Saad F, Cookson MS, et al. Oral relugolix for androgen-deprivation therapy in advanced prostate cancer. New England Journal of Medicine. 2020 June 4. DOI: 10.1056/NEJMoa2004325

(4) SPIRIT1 1 TLR: 2020/6/23 Webcast, SPIRIT 2 TLR: 2020/4/22 Webcast, LIBERTY 1/2: N Engl J Med 2021; 384:630-42

(5) DTC benchmark of cancer therapeutic drugs = The product website is visited 175 times/day

ORGOVYX™ prescribing information is available from [www.myovant.com/orgovyx-prescribing-information.pdf](http://www.myovant.com/orgovyx-prescribing-information.pdf).

### Realization of Product Value Maximization of GEMTESA® (North America)

- ❑ Pursue group synergies between Urovant and Sunovion to optimize marketing structures for urology specialists, long-term care facilities, and primary care providers with high frequency of prescription to realize early maximization of the product value

#### Brand Vision

Establish GEMTESA® as the best in category treatment option for patients suffering from symptoms of overactive bladder (OAB)

1 Anchor launch performance through a focus in urology

2 Establish leadership for OAB in long-term care

3 Broaden uptake in primary care for OAB patients

4 Secure and maintain access and affordability for patients and healthcare professionals

5 Drive awareness, education and advocacy for OAB patients



GEMTESA®

#### Characteristics of GEMTESA®

- ✓ Single dose and administration, crushable tablets
- ✓ Dose adjustment not required<sup>1</sup>
- ✓ Data on frequency of urge to urinate are stated in the package insert
- ✓ No warning for blood pressure increased
- ✓ No warning for drug interactions related to CYP2D6

(1) Treatment with Jemtesa for patients is started with prescription of 75 mg as initial and effective dose. Source: GEMTESA® U.S. FDA label for the treatment of overactive bladder. GEMTESA® prescribing information is available from [www.gemtesa.com](http://www.gemtesa.com).

# Revision of Mid-term Business Plan 2022 (Initiatives for Medium-to-long-term Growth)

## Establishment of Growth Engine: Stepping Stone to Medium-to-Long-Term Growth



### 2 Investment in pipelines expected to become major products in global market

- **SEP-363856**
  - ▣ Advance Phase 3 study for schizophrenia
- **SEP-4199**
  - ▣ Initiate Phase 3 study for bipolar I disorder
- **rodatristat ethyl**
  - ▣ Advance Phase 2b study for pulmonary arterial hypertension

#### Utilization of external resources for maximization of revenue

- Collaboration with business partners to maximize operations is expected
- Out-licensing in geographies outside of North America, Japan and Asia

#### Advance of global study

- Advance of efficient clinical study and solution of time-lag

### SEP-363856

【Indications】 Schizophrenia, symptoms of other psychiatric disorders

【Characteristics】 **Psychotropic drug with new mechanism of action, which does not act on dopamine receptors**

Designated as breakthrough therapy for schizophrenia

【Launch】 U.S.: Targeted for FY2023  
Japan/Asia : Targeted for latter half of the 2020s

### rodatristat ethyl

【Indications】 Pulmonary arterial hypertension

【Characteristics】 Due to new mechanism, this drug can be concurrently used for pulmonary arterial hypertension (tryptophan hydroxylase inhibitor)

Based on approach, expect to see **disease modifying effects** instead of symptomatic treatment

【Launch】 U.S./Japan/Asia: Targeted for latter half of the 2020s

# Revision of Mid-term Business Plan 2022 (Initiatives for Medium-to-long-term Growth)

## Establishment of Growth Engine: Initiatives to Utilize Our Competitive Technology/Know-how (1)



### 3 Creation of products in Psychiatry & Neurology area on a consecutive basis

- **Enhance probability of success in clinical settings**

Sumitomo Dainippon 15% (6-8% industry average\*)

- ▣ Further improvement by utilization of biomarkers

- **Expand early pipeline**

12 candidates in the past 3 years

- ▣ Psychiatry (Phase 1; underlined)

SEP-380135, SEP-378614, DSP-1181,

DSP-0038, DSP-2342, DSP-3456

- ▣ Neurology

DSP-0187, DSP-0378, DSP-0551,

DSP-4240, DSP-7970

#### Extensive experience with clinical studies

- Launched 8 products since 1995

#### High-tech exploratory/development research aiming at improvement of efficacy in humans

- Utilization of AI
- Analysis of mechanism of action by optogenetics
- Utilization of high predictability biomarkers such as brain waves
- High-tech phenotype drug discovery
- Initiatives for new modalities

#### Organizational structure to support product creation on a consecutive basis

- Research project system integrated from idea generation to clinical levels
- Virtual one-team system to stimulate cross-sectional collaboration

\*Clinical Development Success Rates 2006-2015

## 4 Initiatives and practical application of new therapies by developing modality

- **Provide treatment options to patients with a disease that has no sufficient treatment, aiming at radical cure**
  - ▣ Cellular / tissue / transplanted organ drugs
  - ▣ Gene therapy
  - ▣ Protein drugs

### Utilizing world-leading capability for regenerative / cellular drugs

- Application of world-leading iPS technology in clinical setting
- Utilization of infrastructure/know-how/human resources of the core technology for practical use (manufacturing)
- Efforts to deregulate regulatory affairs

### Utilization of human resources who have knowledge about respective modalities; building of technological base

#### Allogenic iPS cell-derived drugs (Parkinson's disease)

【Indications】 Parkinson's disease

【Characteristics】 Co-development of **iPS cell-derived drug** with Center for iPS Cell Research and Application, Kyoto University. The drug is expected to recover nerve function.

Designated as Sakigake drug in Japan

【Launch】 Japan: Targeted for FY2023

(Clinical study is to be started in the U.S. in FY2022)

#### RVT-802

【Indications】 Pediatric congenital athymia

【Characteristics】 **The world's first drug of cultured thymus tissue** for fatal/congenital diseases

Designated as Regenerative Medicine

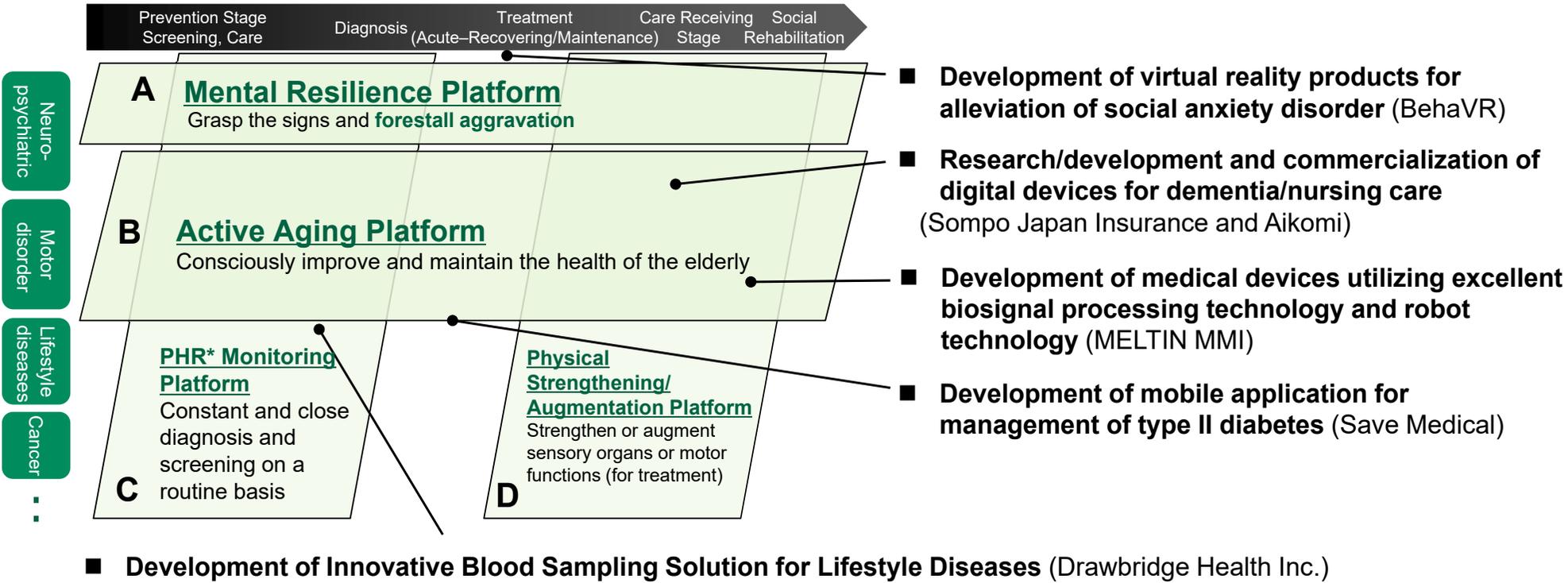
Advanced Therapy designation in the U.S., etc.

【Launch】 U.S.: Targeted for FY2021

# Establishment of Growth Engine: Challenge to Start New Businesses

## 5 Acceleration of frontier business development

Continue investment in potential technologies and businesses in the areas aiming to contribute through all stages from prevention to social rehabilitation



\*PHR: Personal Health Record

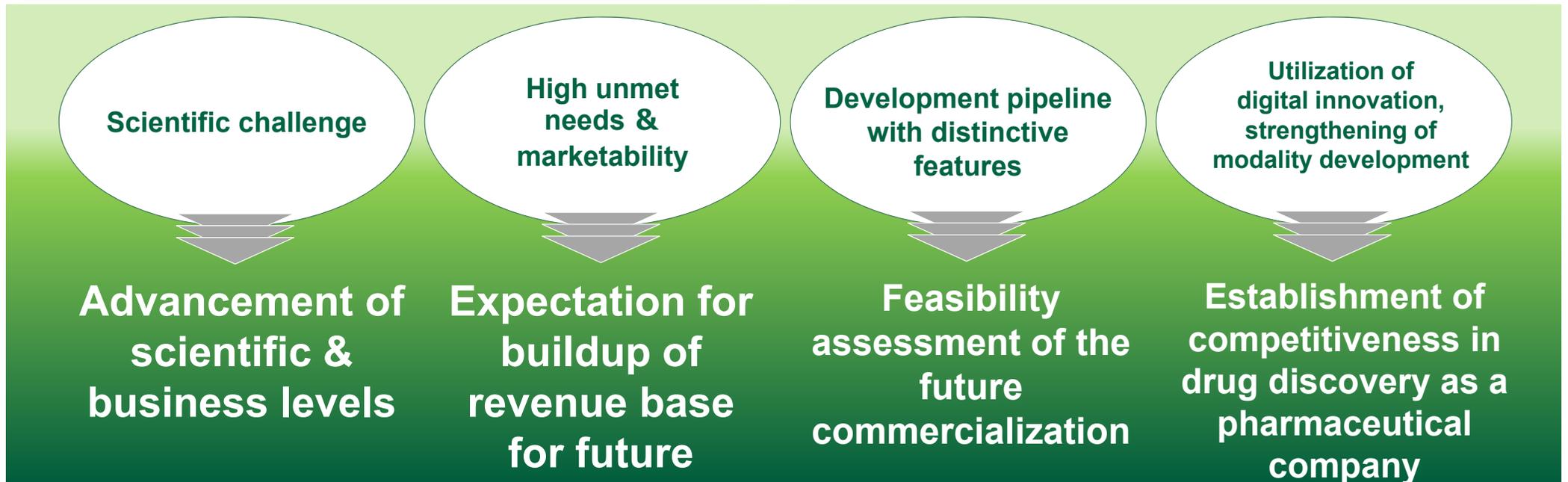
## Policy of Approaching Oncology Area

### □ Revisit the R&D policy in oncology and undertake challenges on a continuous basis

- Development: Initiatives focused on assessment of value of existing pipelines
- Discovery research: Work continuously on drug discovery in pursuit of our competitive edge
- Promote business collaboration/out-licensing operation

#### Meaning of continuation

#### Our approach



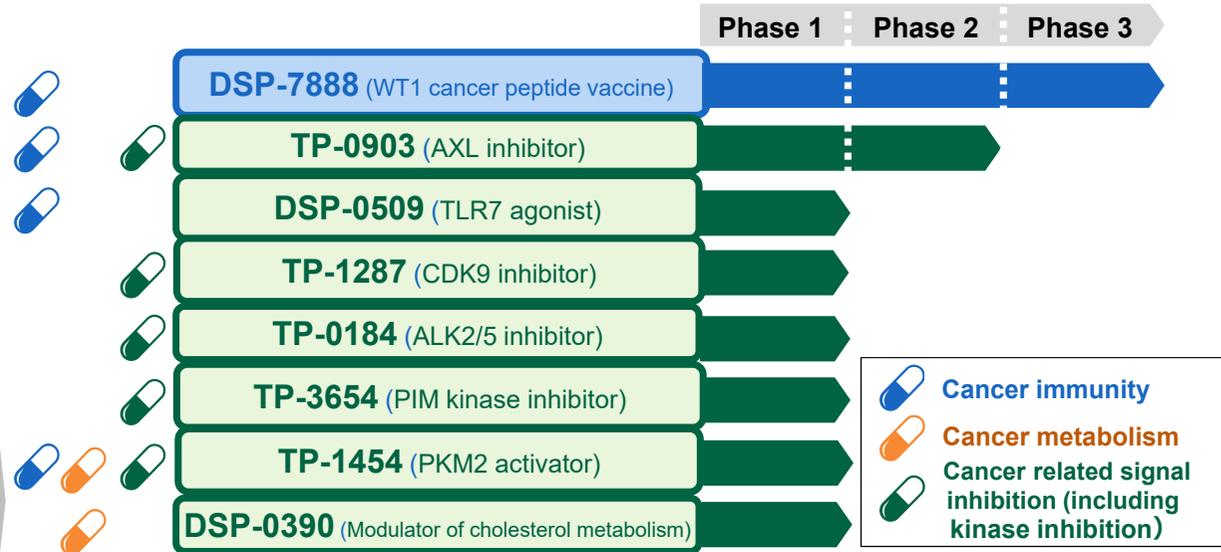
# Revision of Mid-term Business Plan 2022 (Policy of Approaching Oncology Area)

## Initiatives for Existing Development Pipeline

□ Aim at early assessment of product value and commercialization

- **Strengthen initiatives to identify the types of cancer/patients optimally through brief and small-scale tests**

- Actively utilize adaptive design
- Strengthen connection between research and development
  - ✓ Translational research from research to clinical practice
  - ✓ Feedback between clinical data and research
- Analyze clinical and research data obtained by our own digital technology



Early assessment of product value

### DSP-7888

【Indications】 Glioblastoma, other solid tumors (combined with immune checkpoint inhibitor)

【Characteristics】 The world's first WT1 cancer peptide vaccine for immunotherapy, which activates both helper T cells/cytotoxic T cells

【Launch】 U.S.: Targeted for FY2024 (indicated for glioblastoma)

# Revision of Mid-term Business Plan 2022 (Policy of Approaching Oncology Area)

## Realization of Pipeline with Competitive Edge



### Multiple new themes in progress specified by utilizing DrugOME

- ✓ Selection of target candidates for drug discovery based on literature with natural language processing technology used; exhaustive analyses of database information and trend forecasts



### Utilization of our new technology

- ✓ Drug discovery based on distinctive pharmacological concept
  - DSP-7888 (peptide vaccine that enables to activate both helper T cells and cytotoxic T cells)
- ✓ Initiatives for technology aiming at higher levels of efficacy and safety:
  - New concept ADC: AiADC\* (Antitumor activity is expected only within the target tumor cells)



### Actively seeking of external input

- ✓ Participate in the planning of Beat AML Study led by LLS\*\*: TP-0903 (indicated for AML)
- ✓ Searching for indicated type of cancer by joint research: TP-3654 (University of Virginia), TP-0184 (DFCI\*\*\*)

Establishment of competitiveness  
in drug discovery

\*Antibody intracellular activated drug conjugate \*\*Leukemia & Lymphoma Society \*\*\*Dana-Farber Cancer Institute

# Future Outlook

# Review of Financial Goals

## Throughout the Mid-term Business Plan 2022

- ❑ Focus on early expansion of new Sumitovant products
- ❑ Continue investment in research and development for medium-to-long-term growth (≥90 billion yen/year)
- ❑ Promote world-wide operational excellence by strengthening the management base and business structure
  - Optimize the business structure in North America, improve R&D productivity, active collaboration with external parties, etc.

	FY2022 Financial Goals (Published in April 2019)		FY2022 Financial Goals (Revised in May 2021)		Outlook for FY2025
Revenue	<b>600 billion yen</b>		<b>600 billion yen</b>		approx. 750 billion yen
Core operating profit	<b>120 billion yen</b>		<b>60 billion yen</b>		approx. 120 billion yen
ROIC	<b>10 %</b>		<b>3 %</b>		<b>Long-term vision</b>
ROE	<b>12 %</b>		<b>3 %</b>		<b>ROE ≥10% in latter half of the 2020s</b>
5-year average payout percentage	<b>≥20 %</b>		<b>≥20 %</b>		

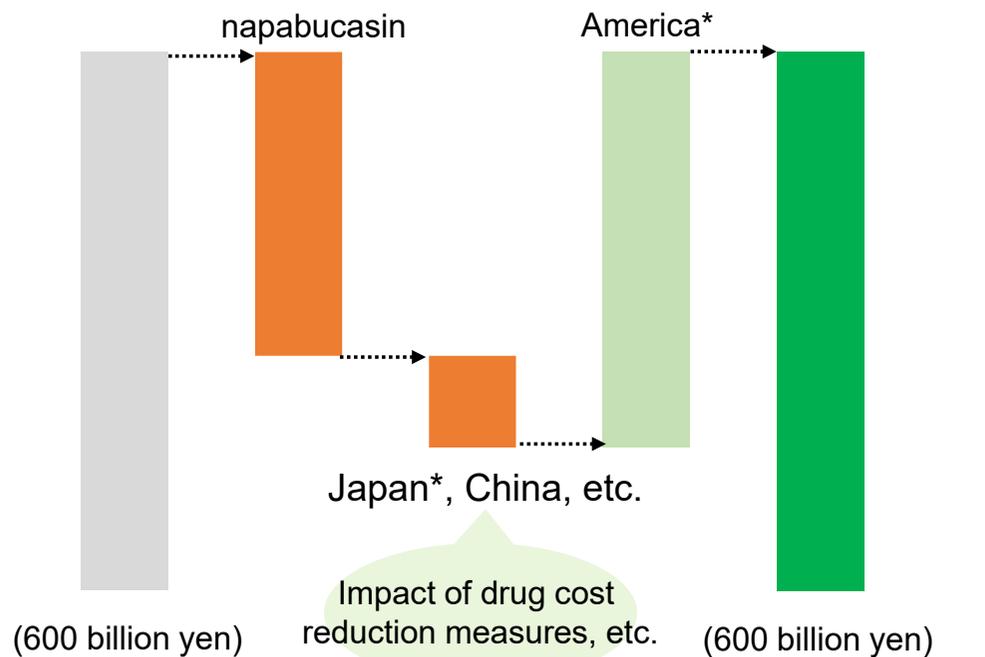
Exchange rate : 110 yen to the dollar

# Factors to Be Reviewed for Financial Goals for FY2022

## Revenue

Financial goals for FY2022

(Published in April 2019)



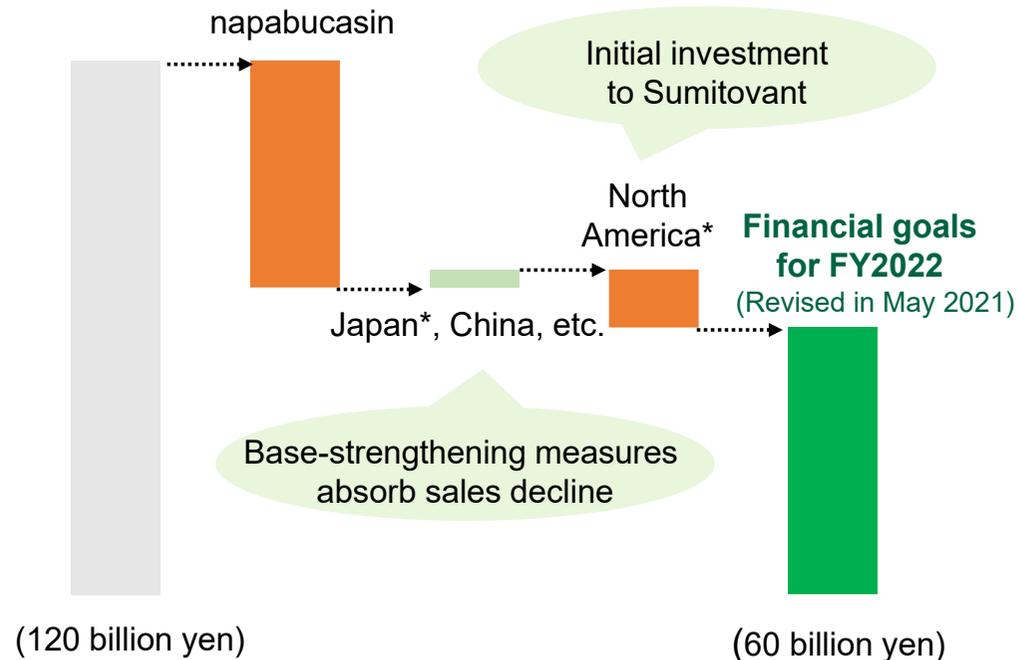
Financial goals for FY2022

(Revised in May 2021)

## Core operating profit

Financial goals for FY2022

(Published in April 2019)



(Diagram)

\*Exclude napabucasin

## Future Outlook

# Realization of Long-term Growth with Success of Promising Products

