

Changes to Plan Torii 2012

Our current medium-term management plan, Plan Torii 2012, was announced in fiscal 2010. The following changes have been made to the plan to reflect our financial results for fiscal 2010 and developments affecting our R&D activities, including licensing agreement with ALK signed in January 2011 covering hyposensitization products for house dust mite allergies.

Amended Financial Targets for Fiscal 2012

	New	Previous	Change
Net sales	¥51,000 million	¥50,000 million	+¥1,000 million
Operating income	¥2,500 million	¥6,000 million	-¥3,500 million
Net income	¥1,600 million	¥3,500 million	-¥1,900 million
Dividend per share	Unchanged	¥40	—

Basic Policies and Medium-Term Priorities

Changes to numerical targets for priority sales categories (Fiscal 2012)

	New	Previous	Change
HIV (Truvada Tablets, Viracept Tablets, Viread Tablets, Emtriva Capsules)	Unchanged	¥13,000 million	—
Renal disease and hemodialysis (REMITCH CAPSULES, KAYEXALATE)	¥12,500 million	¥12,000 million	-¥500 million
Skin disease (Dovonex Ointment, ANTEBATE, ZEFNART, LOCOID)	Unchanged	¥11,000 million	—

In allergen specific immunotherapy field, we have decided to develop therapeutic drugs for house dust mite allergies, in addition to on-going clinical studies for cedar pollen allergies.

Other basic policies and medium-term priorities remain unchanged.

Main Products under Development

Sublingual Immunotherapy (cedar pollen extract by sublingual administration)	Phase III started	—
Hyperphosphatemia drug (JTT-751: JT development code)	Phase III started	Co-development with JT
Additional indication for REMITCH CAPSULES for the treatment of pruritus associated with hepatic disease	Phase III started	Co-development with Toray Industries, Inc. and JT
Cedar pollen allergy drug (cedar pollen vaccine)	Joint research on-going	Joint project with RIKEN to develop a next-generation hyposensitization drug

* We estimate that the two-year total of expenditure on research and development in fiscal 2011 and fiscal 2012 will be approximately ¥12,500 million, consisting of ¥6,000 million in fiscal 2011 and ¥6,500 million in fiscal 2012. The initial estimate was a three-year total of approximately ¥11,000 million. This has been increased to ¥18,500 million to reflect the acquisition of new products licensed from ALK and future development plans.