HEALTHCARE

Pharmaceuticals

Hyperuricemia and gout treatments

Top share* in Japan

* As of December 31, 2017

Teijin’s rental volume

Estimated from external reports and unauthorized reproduction is strictly prohibited.

Teijin Group has business alliances

117 countries and regions

Number of sales offices

70 sales offices in Japan

Business Opportunities

Operating conditions remained harsh for the recently developed drugs business owing to the downward revisions of Japan’s National Health Insurance drug reimbursement prices for prescription pharmaceuticals and higher sales of generic drugs. Under these conditions, the Teijin Group’s originally developed hyperuricemia and gout treatment febuxostat, its first novel global treatment in 40 years, has already secured the top share of the domestic market. Sales are forecast to continue to the extent that they will be a driver of business growth. In addition, we have secured exclusive distribution agreements for febuxostat covering 117 countries and regions overseas and sales have already started in more than 70 of these places as of the end of June 2016, with plans to expand the sales area going forward.

Fiscal 2017 Performance

Favorable sales of hyperuricemia and gout treatment FEBURIC

Sales of pharmaceuticals such as the hyperuricemia and gout treatment FEBURIC (febuxostat) and Somatuline® expanded steadily. In July 2017, Somatuline® received additional approval in Japan for the new indication of gastro-entero-pancreatic neuroendocrine tumors (GEP-NET). Sales of febuxostat also extended to expand encouragingly overseas. In May 2017, we entered into a worldwide license agreement with Merck & Co., Inc., U.S.A. for the development, manufacture and commercialization of an investigational antibody candidate targeting tau, for a possible new treatment of Alzheimer’s disease. Accordingly, we received lump-sum payment as consideration for licensing out the investigational antibody.

Business Sites

70 sales offices in Japan

Home Healthcare

In Japan, the Teijin Group was a pioneer in home oxygen therapy (HOT) services. Teijin’s strengths are its customer base, the largest in the sector, and its extensive domestic structure, which can support patients 24 hours a day, 365 days a year. Teijin provides home healthcare services to over 350,000 patients inside and outside of Japan. We have also secured the No.1 share in Japan for the rapidly growing market for continuous positive airway pressure (CPAP) ventilators for the treatment of sleep apnea syndrome (SAS), the same as with our HOT services.

Fiscal 2017 Performance

Solid rental volume for home oxygen therapy

We maintained a high level of rental volume for therapeutic oxygen concentrators for HOT. This was done by enhancing the lineup and expanding the use of portable oxygen concentrators. Rental volume for CPAP ventilators for the treatment of SAS continued to increase favorably, due to increasing the appeal of VitalLink, a monitoring system for CPAP ventilators that uses mobile phone networks, and to the use of the SAS-2100 sleeping pattern analysis devices.

Business Sites

65 sales offices in Japan

Home Healthcare Business Group

Healthcare Business Group

We will strive to capture synergies between both the pharmaceuticals and home healthcare businesses. Our goal is to help to enhance the quality of life (QOL) of our patients.

The Teijin Group is working to maximize earnings from existing growth drivers, while focusing on drug discovery research and striving to strengthen home healthcare using IoT. The Teijin Group will proactively support comprehensive and efficient community healthcare, as it strives to optimally allocate resources across the entire field and implement restructuring initiatives.

Pharmaceuticals

Sales of febuxostat, a treatment for hyperuricemia and gout have been increasing steadily worldwide. Aiming to maximize earnings from febuxostat, we will work to raise disease awareness and to boost recognition of the importance of treatment. By doing so, we will strive to absorb the impact of downward revisions of Japan’s National Health Insurance drug reimbursement prices for prescription pharmaceuticals.

In drug discovery research, we will continue working to expand drug discovery fields. Specifically, we will enhance drug discovery technologies in areas such as nuclear receptor drug discovery and macrocyclic and constrained peptide drug discovery, along with conducting R&D activities focused on advanced medical materials based on the integration of materials and healthcare technologies. Another priority is to pursue regenerative medicine initiatives for neurological diseases and other diseases. We will also continue to promote alliances on a global scale. Notably, in May 2017, we received consideration for the licensing out of an investigational antibody candidate targeting tau, for a possible new treatment of Alzheimer’s disease, from Merck & Co., Inc., U.S.A. In October 2017, we acquired the exclusive license and co-development rights in Japan to Xeomin (incobotulinumtoxinA), the novel type A botulinum neurotoxin developed by Merz Pharma GmbH & Co. KGaA of Germany.

Home Healthcare

In fiscal 2018, Home Healthcare is expected to be impacted by factors including downward revisions to medical fees. However, we will continue to strengthen the base of the Home Healthcare field by striving to further increase rental volume of ventilators for the treatment of sleep apnea syndrome (SAS) and oxygen concentrators. This will be done primarily by enhancing the functionality of these devices, bolstering support systems and upgrading and expanding the product lines.

VitaLink is a multidisciplinary collaboration and information sharing system used by medical professionals as a tool to support comprehensive community healthcare. For VitaLink, we have made steady progress on signing agreements with general practitioners through medical associations, in addition to signing agreements directly with primary care physicians. In 2017, VitaLink was adopted for use by the Hyogo Prefecture Medical Association. With the number of users nearly reaching 1,000, VitaLink is contributing to comprehensive community healthcare in Hyogo Prefecture.