



Better Health, Brighter Future

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## Takeda Information

2019年11月15日

### 米国ジョージア州コビントンにおける PDT Day 開催について

当社は、米国東部時間の11月15日11時15分から15時45分(日本時間11月16日1時15分から5時45分)にかけて、米国ジョージア州コビントンにて PDT (Plasma-Derived Therapies: 血漿分画製剤) に関する説明会 (PDT Day) を開催します。

本 PDT Day では、血漿分画製剤の R&D に関する戦略や計画のプレゼンテーションを行いますので、本プレゼンテーション資料(英語)を公開させていただきます。また、本 PDT Day の模様は、当社ウェブサイトの [2019 年度 IR イベントのページ](#) から視聴が可能です。

なお、日本時間11月21日11時から17時にかけて、東京にて、R&D Day と PDT Day を同時に開催します(アナリスト・投資家向け)。米国で開催した R&D Day (ニューヨークにて11月14日に開催) と PDT Day (ジョージア州コビントンにて11月15日に開催) の内容を含む日本語プレゼンテーション資料および英語プレゼンテーション資料は、当日の10時40分に公開させていただく予定です。

以上



# Realizing the Potential of Plasma-Derived Therapies

## Investor Relations Day, Covington, GA

15<sup>th</sup> November 2019

Julie Kim

President, Plasma-Derived Therapies Business Unit (PDT BU)



Better Health, Brighter Future

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## **Financial information**

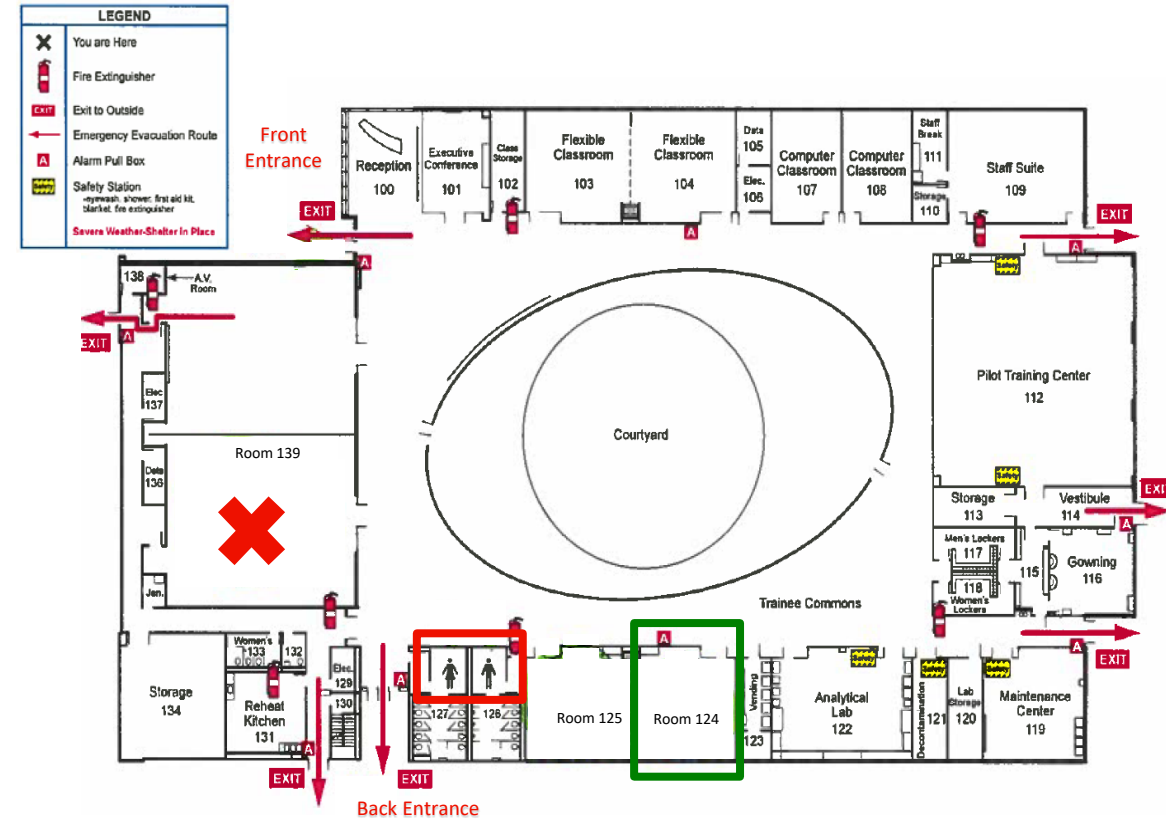
Takeda’s financial statements are prepared in accordance with International Financial Reporting Standards (“IFRS”).

The revenue of Shire plc (“Shire”), which were presently, presented in accordance with accounting principles generally accepted in the United States (“U.S. GAAP”), have been conformed to IFRS, without material difference.

The Shire acquisition closed on January 8, 2019, and our consolidated results for the fiscal year ended March 31, 2019 include Shire’s results from January 8, 2019 to March 31, 2019. References to “Legacy Takeda” businesses are to our businesses held prior to our acquisition of Shire. References to “Legacy Shire” businesses are to those businesses acquired through the Shire acquisition.

This presentation includes certain pro forma information giving effect to the Shire acquisition as if it had occurred on April 1, 2018. This pro forma information has not been prepared in accordance with Article 11 of Regulation S-X. This pro forma information is presented for illustrative purposes and is based on certain assumptions and judgments based on information available to us as of the date hereof, which may not necessarily have been applicable if the Shire acquisition had actually happened as of April 1, 2018. Moreover, this pro forma information gives effect to certain transactions and other events which are not directly attributable to the Shire acquisition and/or which happened subsequently to the Shire acquisition, such as divestitures and the effects of the purchase price allocation for the Shire acquisition, and therefore may not accurately reflect the effect on our financial condition and results of operations if the Shire acquisition had actually been completed on April 1, 2018. Therefore, undue reliance should not be placed on the pro forma information included herein.

# Thank you to the Georgia BioScience Training Center



# Agenda



## **PDT Overview**

*Julie Kim, President, PDT BU*

Lunch buffet

## **PDT R&D Overview**

*Christopher Morabito, Head, R&D, PDT*

## **Covington Site Introduction**

*Carlos Soto, Covington Site Head*

## **Q&A**

*Sue Brown, Head, Global BioLife Operations*

*Julie Kim, President, PDT BU*

*Christopher Morabito, Head, R&D, PDT*

*Adrian Murphy, Head of Plasma Operating Unit, Global Manufacturing & Supply*

*Costa Saroukos, Chief Financial Officer*

*Carlos Soto, Covington Site Head*

## **Close**

*Julie Kim, President, PDT BU*

## **Training Center & Covington Site tour**





# Introducing Takeda's Plasma-Derived Therapies Business



Julie Kim

President, Plasma-Derived Therapies Business Unit

Plasma-derived therapies are critical, life-saving medicines, relied upon by thousands of people worldwide with rare and complex diseases



### Lynayah's Family

I probably wouldn't have lived to see six months, which is why my family and I are eternally grateful for you. Your time, and your donation helped save my life.

Lynayah & Family



### Pawel

It's not always easy but, to reach the top, you must go uphill.

March 2019

# Plasma presents a unique opportunity



**Plasma is a durable business with compelling growth opportunity...**



1

Products have **lifecycle spanning decades**

2

Indication **expansion continues**

3

**Not subject to patent cliffs**

4

**Probability of success for R&D is generally high**

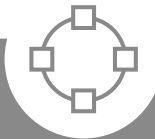
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**Market demand continues to grow steadily**

## ...AND HAS DISTINCT ASPECTS



Plasma is collected from human donations - scarce supply



It can take more than 7 months to produce plasma-derived therapies



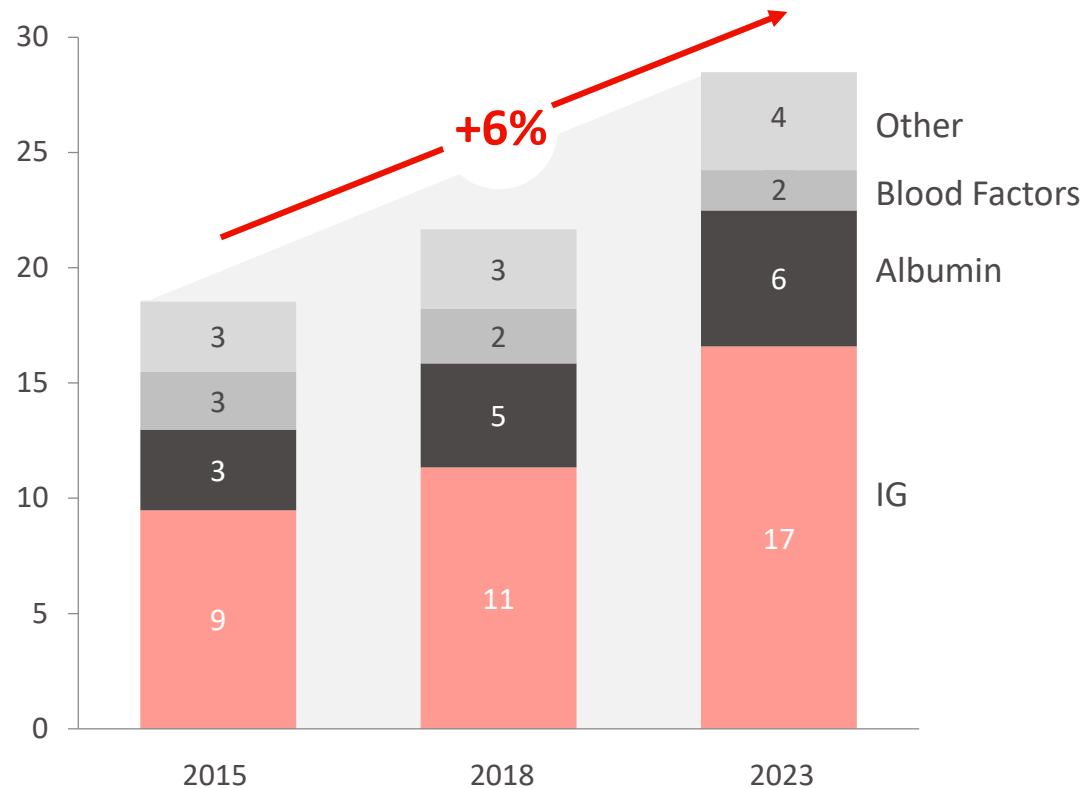
Capital-intensive manufacturing process



# Demand for key plasma-derived therapies has been continuously increasing and expected to grow



**Worldwide demand for plasma-derived therapies is expected to increase each year**



Global plasma market (\$B), 2015-23

**This trend is primarily driven by:**



Greater awareness and increasing rates of diagnosis



Growing access in emerging markets



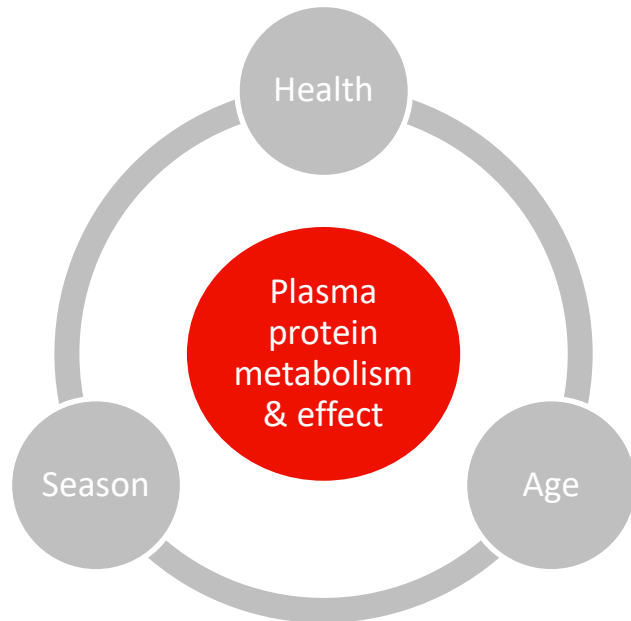
New indications in both immune deficiencies and immune-mediated diseases



Innovation in formulations and delivery systems

# And plasma still has significant untapped therapeutic potential

## Multiple factors influence plasma protein metabolism and effects in individuals



## By advancing our understanding of plasma proteins, we can:

- Predict how different patients metabolize plasma proteins, and drive individualization of therapy
- Investigate strategies that allow the plasma protein to more precisely target disease or remain in the body longer
- Extend the benefits of plasma-derived therapies across our portfolio



# Takeda is now organized – and uniquely positioned - to realize the full potential of plasma-derived therapies



## PLASMA-DERIVED THERAPIES DEDICATED BUSINESS UNIT

Top 3 plasma company, investing to grow

**>20**

**PLASMA-DERIVED THERAPIES**

### RARE DISEASE LEADER

Deep understanding of patient's needs

### GLOBAL PHARMA SCALE & EXPERTISE

Capabilities in digital technology, data analytics, patient insights

**75+ YEAR**

pioneer legacy in plasma



**PLASMA-  
FOCUSED**  
R&D Team

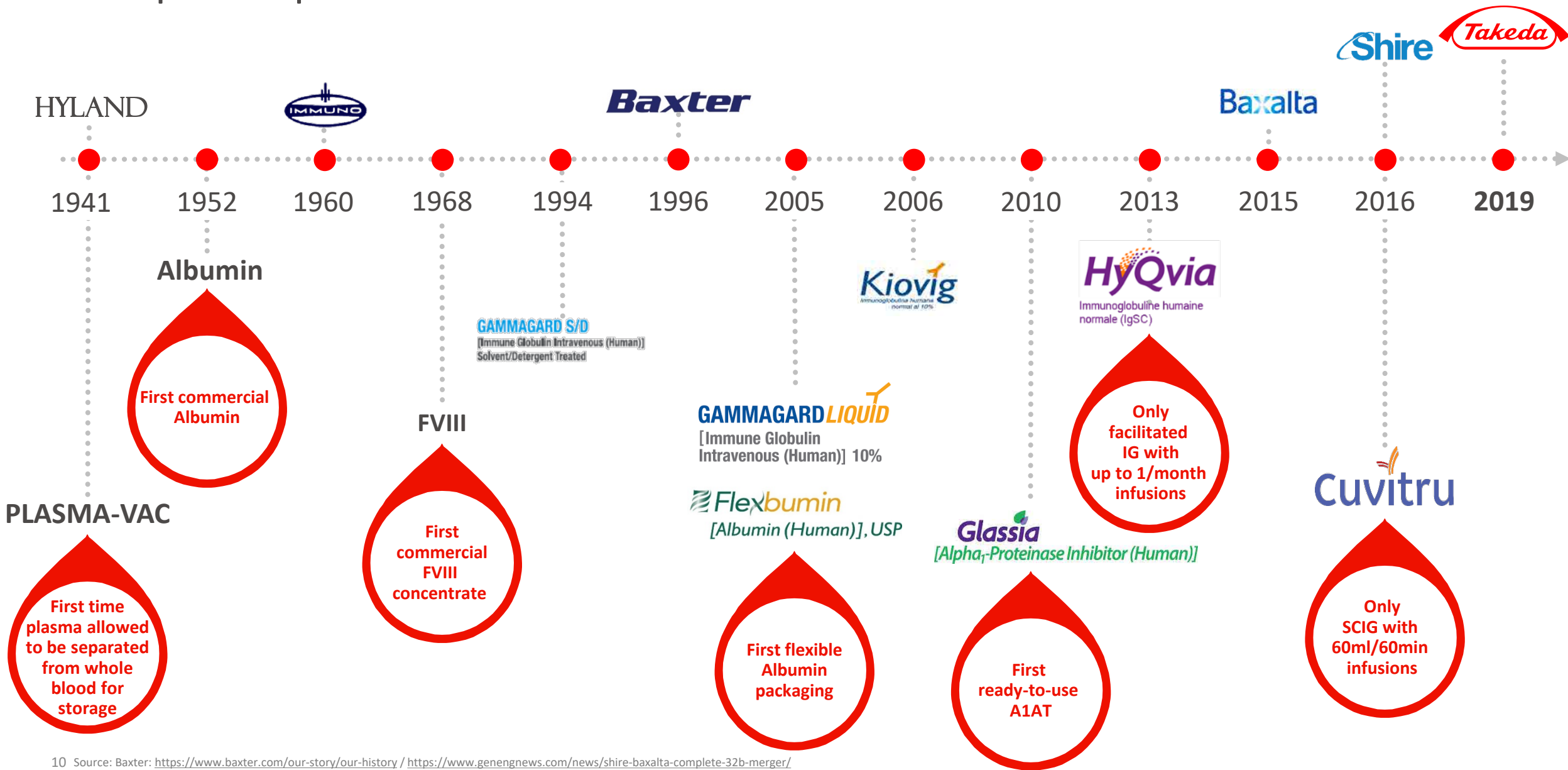
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MANUFACTURING  
SITES

**140+** PLASMA  
COLLECTION CENTERS

**13,000** EMPLOYEES  
worldwide, focused on  
plasma business

# We are building on a long and successful history of bringing innovative therapies to patients





We've established a dedicated business unit to steer our path, bring focus and harness our end-to-end plasma capabilities



# Our PDT BU leadership team draws on, and brings together, Takeda's extensive plasma experience and broader expertise across our business



**Julie Kim**  
Head of Plasma-Derived Therapies BU



**Ingrid Hofström**  
Executive Assistant



**Emi Psachoulia**  
Chief of Staff



**Sue Brown**  
Plasma Sourcing (BioLife)



**Christopher Morabito**  
R&D



**Michael Shires**  
Strategy



**Shady AbouZahra**  
Operations



**Annick Deschoolmeester**  
HR



**Ramy Riad**  
Finance



**Luana Banu**  
Public Affairs



**Deborah Hibbett**  
Communications



**Adrian Murphy**  
Manufacturing



**Barbara Glantschnig**  
Quality



**Thomas Kreil**  
Pathogen Safety



**Kasha Witkos**  
Commercial



**Paula Leca**  
Legal



**Gabriele Ricci**  
IT



**Linda Peralta**  
Ethics & Compliance



**Charlie Alexander**  
Business Development

**140 +**  
combined years of plasma experience

**19**  
team members

**11**  
nationalities

**♀ 60% Female**  
**♂ 40% Male**

# Our Ambition

*Build a respected, sustainable plasma business that reimagines the industry to best serve patients worldwide*



## **We have a singular, dedicated plasma focus and strategy**

- Responsibility for end-to-end plasma business
- Dedicated R&D organization and budget

## **We also benefit from the support of a global, values-based biopharmaceutical company**

- Long-term view with commitment to invest as plasma is a key growth driver for Takeda
- Access to Takeda's broader resources, capabilities and expertise, particularly R&D and manufacturing