

# 2009 Financial Results

## Fiscal Year Ended December 31, 2009

February 10, 2010

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**KIRIN**

**Kirin Holdings Company,  
Limited**

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# Overview of Financial Results for 2009

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# Review of Consolidated Financial Results for 2009

- Ordinary income reached a record high (144.6 billion yen, up 40.3% year-on-year) despite the difficult business climate. Net sales were nearly flat.
- Kirin Brewery and Australian business made substantial contributions to these results. When the effects of changes in exchange rates and accounting standards are excluded, operating income was up.

Billion yen		2008 Results	2009 Results	Year-on-Year Change (%)		Revised Plan (as of 3Q 2009)	Change from Plan
Sales (including liquor tax)		2,303.5	2,278.4	(25.1)	(1.1)	2,300.0	(21.6)
Operating income	Before goodwill amortization	※	157.7	※	※	※	※
	After goodwill amortization	145.9	128.4	(17.5)	(12.0)	130.0	(1.6)
Ordinary income		103.0	144.6	41.5	40.3	143.0	1.6
Net income		80.1	49.1	(31)	(38.7)	45.0	4.1
Operating income ratio (excluding liquor tax) (%)	Before goodwill amortization	※	8.2	※	※	※	※
	After goodwill amortization	7.6	6.7	(0.9)	—	※	※
EBITDA		264.6	212.8	(51.8)	(19.6)	223.8	(11)
ROE (before goodwill amortization) (%)		※	8.3	※	※	※	※

- **Net sales:** Generally according to plan because of efforts in the domestic[alcohol beverages segment and strong performance by pharmaceuticals, but exchange rate caused an overall decline.
- **Operating income:** There were effects from changes in exchange rates and accounting standards, but the domestic alcohol beverages and pharmaceuticals segments and Australian business increased.
- **Ordinary income:** Reached a record high because of strong performance and foreign exchange gains as result of changes in the Australian dollar exchange rate.
- **Net income:** Declined because of asset liquidation and losses arising from the reactions to gain on changes in ownership in 2008 and reorganization of Kirin Brewery production sites.

## 2009 Results by Segment

### Alcohol Beverages: Sales and Earnings Down (+) (—)

- Strong sales by Kirin Brewery  
- Solid performance by Lion Nathan

- Effects from changes in accounting standards and exchange rates

### SD&F: Sales and Earnings Up (+) (—)

- Stabilization of Australian dairy prices, consolidation of DF<sup>1</sup>, and improved profitability by KBC<sup>2</sup> as a result of profit structure reorganization

• Deterioration of the domestic competitive market, exchange rates, difficulty in KBC's overseas business

### Pharmaceuticals: Sales and Earnings Up (+) (—)

• Growth by leading domestic products, consolidation of Kyowa Hakko Kirin (1st quarter)

• Temporary impact from income under licensing agreements reported in 2008

### Other: Sales Up, Earnings Down (+) (—)

- Effects of consolidation of Kyowa Hakko Bio and Kyowa Hakko Chemical (1st quarter)

• Chemicals business deteriorated because of a market downturn resulting from a chemical product economic crisis  
• Effects from exchange rates in Bio-chemical/Downturn of the market vitaminic products

1. Dairy Farmers; 2. Kirin Beverage

Billion yen	Sales			Operating Income (after goodwill amortization)		
	2008	2009	YOY Change (%)	2008	2009	YOY Change (%)
Alcohol beverages	1,181.5	1,097.6	(7.1)	109.9	102.8	(6.5)
Soft drinks and foods	716.6	735.0	2.6	6.4	7.0	10.4
Pharmaceuticals	171.5	206.7	20.5	28.2	34.3	21.8
Other	233.8	238.9	2.2	18.2	3.8	(78.9)
Elimination or corporate	—	—	—	(16.9)	(19.6)	—
Total	2,303.5	2,278.4	(1.1)	145.9	128.4	(12.0)

# 2009 Highlights for Individual Segments and Group Companies

## Alcohol Beverages

### ● Kirin Brewery

■ **Beer, Hoppo-shu and New Genre achieved sales above the industry average → Strong support from customers**

Strong Sales of *Shin Ichiban Shibori*  
100% YOY Growth, above industry average  
**Beer**



Strong sales of *Tanrei* series  
Market share more than 60% for the first time\*  
**Hoppo-shu**



*Nodogoshi Nama* achieves record one-year sales  
No. 1 for five consecutive years\*  
**New Genre**



\* 2009 Hoppo-shu taxed shipment volume

\* 2005 "other miscellaneous liquors (2)"

2006 – 2009 "other brewed liquor (carbonated) (1) taxed volume"

■ ***Kirin FREE* a Major Hit**

Initial plan was 630,000 cases → Sales exceeded 4 million cases  
Became a 2009 hit product, supported by a broad customer base



### ● Mercian



Collaboration by Kirin Brewery and Kirin Merchandising promoted value-proposal marketing

Increased eating at home

Strong sales of daily wines for the household market

Defensive mindset

Impact on commercial and medium to high price products

### ● Oceania: Lion Nathan

- Steady shift in merchandize mix to premium beers
- Consolidation of J. Boag & Son also contributed (See slide 16 for details)



### ● China

Economic downturn in the more economically-advanced coastal regions and increased sales by major beer companies caused an intensification of competition

# 2009 Highlights for Individual Segments and Group Companies

## Soft Drinks and Foods

### ● Kirin Beverage

**キリンビバレッジ**

Measures to Increase Brand Value with a Focus on Major Brands

**FIRE**

10th anniversary of launch in August

Enhanced product lineup



**Gogono Kocha**

New and revamped products

Proposed new value



Reform of Profit Structures: Continuous Cost Reductions

- Mineral water & green tea categories: Defensive mindsets expanding with the economic slump

### Overseas

**Thailand, Vietnam**

Launched new products tailored to market needs

**China**

Developed structures to implement an integrated beverages group strategy. Kirin (China) Investment invested in Shanghai JinJian Kirin Beverages and Food to expand its alliances in the beverage industry

### ● Kirin Kyowa Foods

**キリン協和フーズ株式会社**

Established April 1

Integration of Kirin Food-Tech and Kyowa Hakko Food  
Used fermentation technologies to accelerate proposals and provision of food ingredients

### ● National Foods

- Profits improved as raw dairy prices stabilized  
- Integration with Dairy Farmers proceeding on pace (see slide 16 for details)



## Pharmaceuticals

### ● Kyowa Hakko Kirin

**KYOWA KIRIN**

Strong sales of major products

Steady development of new candidate drugs

- Filing for additional NESP applications in Japan  
- KW-0761 (antibody drug) starts phase II trial for blood cancers

## Other



協和発酵バイオ



協和発酵ケミカル

**Bio**

Impact from global economic downturn and exchange rates

**Chemical**

Demand and product markets recovered and a profit was made in the 4th quarter

# 2010 Forecasts



# 2010 Consolidated Forecast

- The nine-month fiscal year for the Australian soft drinks and foods business will have an impact, but a double-digit increase in earnings is expected on a cash basis (operating income before goodwill amortization, EBITDA)
- The domestic alcohol and soft drink businesses will report higher earnings and the Kyowa Hakko Kirin's Chemicals Business will improve

Billion yen		2009 Results	2010 Consolidated Forecast	Year-on-Year Change (%)	2012 Target under the medium-term business plan	2015 Target Levels
sales	Excluding liquor tax	1,918.7	1,860.0	(3.1)	2,130.0	2,500.0
	Including liquor tax	2,278.4	2,220.0	(2.6)	—	—
Operating income	Before goodwill amortization	157.7	175.0	11.0	231.0	—
	After goodwill amortization	128.4	133.0	3.6	188.0	250.0
Ordinary income		144.6	125.0	(13.6)	—	—
Net income		49.1	48.0	(2.4)	—	—
Operating income ratio (excluding liquor tax) (%)	Before goodwill amortization	8.2	9.4	1.2	10.8	—
	After goodwill amortization	6.7	7.2	0.5	8.8	10%plus
EBITDA		212.8	280.0	31.6	3,410	—
ROE (before goodwill amortization) (%)		8.3	9.5	1.2	10% plus	—

# 2010 Forecasts by Segment

## Alcohol beverages: Sales and Earnings Up (+) (—)

+ Lower domestic selling costs and reduced materials costs, strong performance of LNNF<sup>1</sup> local business, exchange rates

- Addition of new LN<sup>2</sup> goodwill

## SD&F: Sales Down, Earnings Up (+) (—)

+ Lower domestic selling costs and reduced materials costs, increased sales by LNNF and strong performance of LNNF local business, exchange rates

- Nine-month fiscal year by NFL<sup>3</sup>  
- Lower performance of domestic soft drink market

## Pharmaceuticals: Sales and Earnings Down (+) (—)

+ Increased volumes of major products, contribution by new products, milestone income

- Reformed pharmaceutical prices  
- Increased depreciation by operating manufacturing facilities for immunity study drugs

## Other: Sales Down, Earnings Up (+) (—)

+ Recovery of chemical product market

- Increase in LNNF head office expenses

1. Lion Nathan National Foods; 2. Lion Nathan; 3. National Foods

Billion yen	Net Sales			Operating Income (after goodwill amortization)		
	2009	2010	YOY Change (%)	2009	2010	YOY Change (%)
Alcohol beverages	1,097.6	1,115.0	1.6	102.8	105.0	2.1
Soft drinks and foods	735.0	672.0	(8.6)	7.0	13.0	83.1
Pharmaceuticals	206.7	205.0	(0.9)	34.3	32.0	(6.8)
Other	238.9	228.0	(4.6)	3.8	6.0	55.7
Elimination or corporate	—	—	—	(19.6)	(23.0)	—
Total	2,278.4	2,220.0	(2.6)	128.4	133.0	3.6

## Summary of 2010 Initiatives for Individual Segments and Group Companies

### Alcohol Beverages

#### ● Kirin Brewery



■ Continue measures for three strategic issues: (1) Strengthen core brands; (2) Improving our response to consumer health consciousness; (3) Increasing overall demand

(1) Reinforce core brands such as *Ichiban Shibori*, *Lager*, *Nodogoshi Nama*, and *Tanrei*

(2) Expand the lineup with a focus on *Tanrei Green Label* and Launch *Yasumu Hi No ALC 0.00%*

(3) Innovative proposals to follow *Kirin FREE*  
*Kirin 1000*: New product in a new genre

- Generate synergy effects: Collaboration with group companies in all value chains to generate synergies
- Raise profitability by reforming costs structures: reorganize production sites, strengthen shared group distribution bases, TCR activities\*

#### ● Mercian

- Concentrate management resources in the wine business → Improve profitability
- Increased collaboration with Kirin Brewery and Kirin Merchandising → Expand synergy effects

#### ● Oceania

Lion Nathan National Foods

See slide 16 for details

#### ● China

Reinforce the three bases where business is conducted (Yangtze Delta, Pearl River Delta, the three Northeast China provinces) and implement measures focusing on Eastern China to establish an independent business model based on an integrated beverages group strategy

\* Total cost reform. Measures for cutting costs through inter-departmental cooperation and problem solving of issues that affect production, SCM, and marketing and raise costs.

## Summary of 2010 Initiatives for Individual Segments and Group Companies

### Soft Drinks and Foods

#### ● Kirin Beverage **キリンビバレッジ**

Domestic

Additional efforts to create strong brands → Rebuild competitiveness

Consolidate brands worthy of attention and redistribute resources  
Make efforts to enter new categories

#### Strengthen Marketing

Establish “value proposal marketing” with competitive superiority  
Reinforce vending machine & CVS channels

#### Reform Profit Structures

Cut costs in all value chains  
→ Create earnings bases that can withstand adverse business climates

China:  
Implement an integrated beverages group strategy to improve profitability



#### ● Kirin Kyowa Foods **キリン協和フーズ株式会社**

- Develop value proposal marketing and build marketing structures
- Gain competitiveness and raise earnings capacity
- Take measures to generate group synergies by integrating Mercian processing alcohol and fermented seasonings businesses, and other efforts



#### ● Lion Nathan National Foods

See slide 16 for details

Overseas

#### ● Kyowa Hakko Kirin **KYOWA KIRIN**

pharmaceuticals

#### Marketing

- Since pharmaceutical price reforms are expected
- Reinforce sales activities for leading and new products
  - Create more efficient marketing structures

#### Research & Development

- Place priority on cancer, kidney and immunity disorders
- Increase pharmaceutical development capabilities by consolidating R&D functions
- New manufacturing facilities for immunity study drugs

Other

Bio



**協和発酵バイオ**

Increase sales of high added value amino acids in the medical and healthcare fields

Chemicals



**協和発酵ケミカル社**

KYOWA HAKKO CHEMICAL CO., LTD.

Reinforce environmentally-friendly functional products  
→ Shift to business structures less susceptible to changes in the business climate

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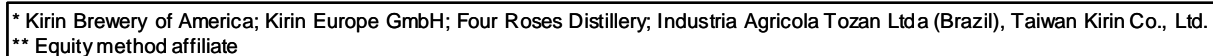
**KIRIN**

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# Appendices

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# Lion Nathan National Foods (LNNF)

## I. 2009 results and 2010 forecasts

¥ billion	2009	2010
Net sales revenue	422.6* <sup>1</sup>	389.0* <sup>2</sup>
Operating income* <sup>3</sup>	29.7* <sup>1</sup>	24.3* <sup>2</sup>

\*1 2009 results of LNNF is composed of LN and NFL results.

\*2 NFL changes the fiscal year ending from December to September from 2010. Due to this alteration, LNNF 2010 fiscal year includes only 9 months of NFL

\*3 Operating Income after Amortisation .

## II. Profit 2009 results and 2010 forecasts by segment\*<sup>3</sup> (Comparison with last year)

¥ billion	2009/2008 Difference	2009/2010 Difference
Alcohol beverages	(7.4)	(3.0)
Soft drinks and Foods	+2.7	+2.6* <sup>2</sup>

## III. Overview

	2009 Overview (Based on regional currency)	2010 Issue
<b>Total</b>	<ul style="list-style-type: none"> <li>• In line with its integrated food and beverages group strategy in Oceania, Kirin combined its operations under new management to form LNNF. The 100 day integration plan was executed to plan.</li> <li>• In 2009, consolidated sales and operating income increased due to stable profit growth in the alcohol business, benefits from the integration of Dairy Farmers, and a gradual improvement in the dairy business following particularly difficult market conditions in 2008.</li> </ul>	<ul style="list-style-type: none"> <li>• Currency impact</li> <li>• Continued synergies from LNNF and Dairy Farmers integrations</li> <li>• Improved operating performances from key business units (as below)</li> </ul>
<b>Alcohol Beverages</b>	<p>■ Increase of Volume, Net Sales revenue, and Operating income.</p> <ul style="list-style-type: none"> <li>• A very strong performance from the Australian beer business drove a significant step-up in earnings for the group. The business' focus on core power brands and innovation drove revenue and volume growth in the market. The growth of recent acquisition Boag's was an important stimulus</li> <li>• Lion Nathan NZ performed well in difficult economic circumstance to deliver EBIT growth and made significant progress toward completion of its new Auckland production facility, expected to open in 2010. The new facility will improve efficiency and flexibility.</li> </ul>	<ul style="list-style-type: none"> <li>- Continued revenue growth due to premiumisation and innovation</li> <li>- Improved cost base due to brewery investments</li> <li>- Continued growth of Boag's trademark</li> </ul>
<b>Soft drinks And Foods</b>	<p>■ Increase of Net Sales revenue, and Operating income.</p> <ul style="list-style-type: none"> <li>• An increase in net sales revenue and operating income was driven by the first time inclusion of Dairy Farmers and solid progress in delivering integration synergies</li> <li>- Australian dairy and juice markets remain subject to difficult market conditions for farmers and producers alike</li> <li>- NF achieved successful innovation and marketing campaigns in cheese, yoghurt and milk, designed to build value in those categories (e.g Iced Coffee, Dairy Farmers New Milk, Yoplait Forme )</li> </ul>	<ul style="list-style-type: none"> <li>• Further progress in integration of NF and DF</li> <li>- New strategy to focus investment on key brands and innovation to drive long-term revenue growth</li> </ul>



# San Miguel Brewery (SMB)



## I. Results and Forecasts (incorporation into Kirin)

¥billion	2009 Consolidated Net Income <sup>1</sup>	2010 Consolidated Net Income Forecast <sup>2</sup>
SMB	+0.5	+1.5
SMC	(0.6)	—

1. SMC is from October 2008 to March 2009, SMB is from April 2009 to September 2009;

2. Forecasted currency exchange rate for 2010 applied to the results of Oct. 2008 – Sep. 2009

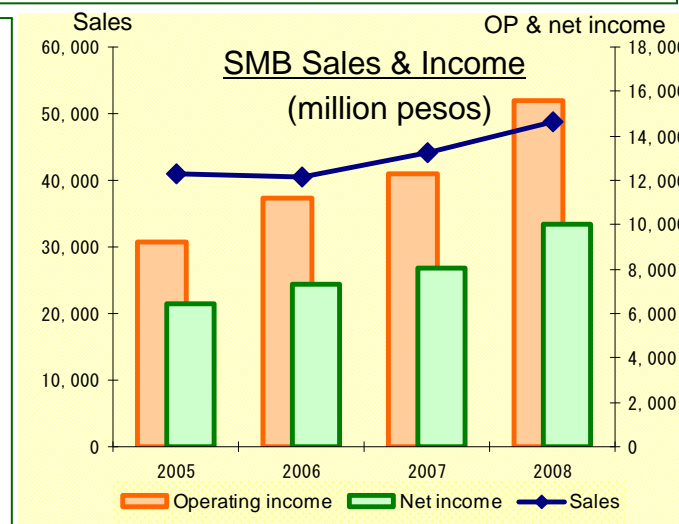
## II. Market and Business Summary and Forecasts

### Market Overview

- **The Philippines:** The beer market is growing steadily each year although slowly; growth of about 2% is expected in the future
- **Southeast Asia:** Beer consumption in countries with SMBIL bases such as Indonesia and Thailand continues to grow 2% to 5% annually and expansion in the future is expected

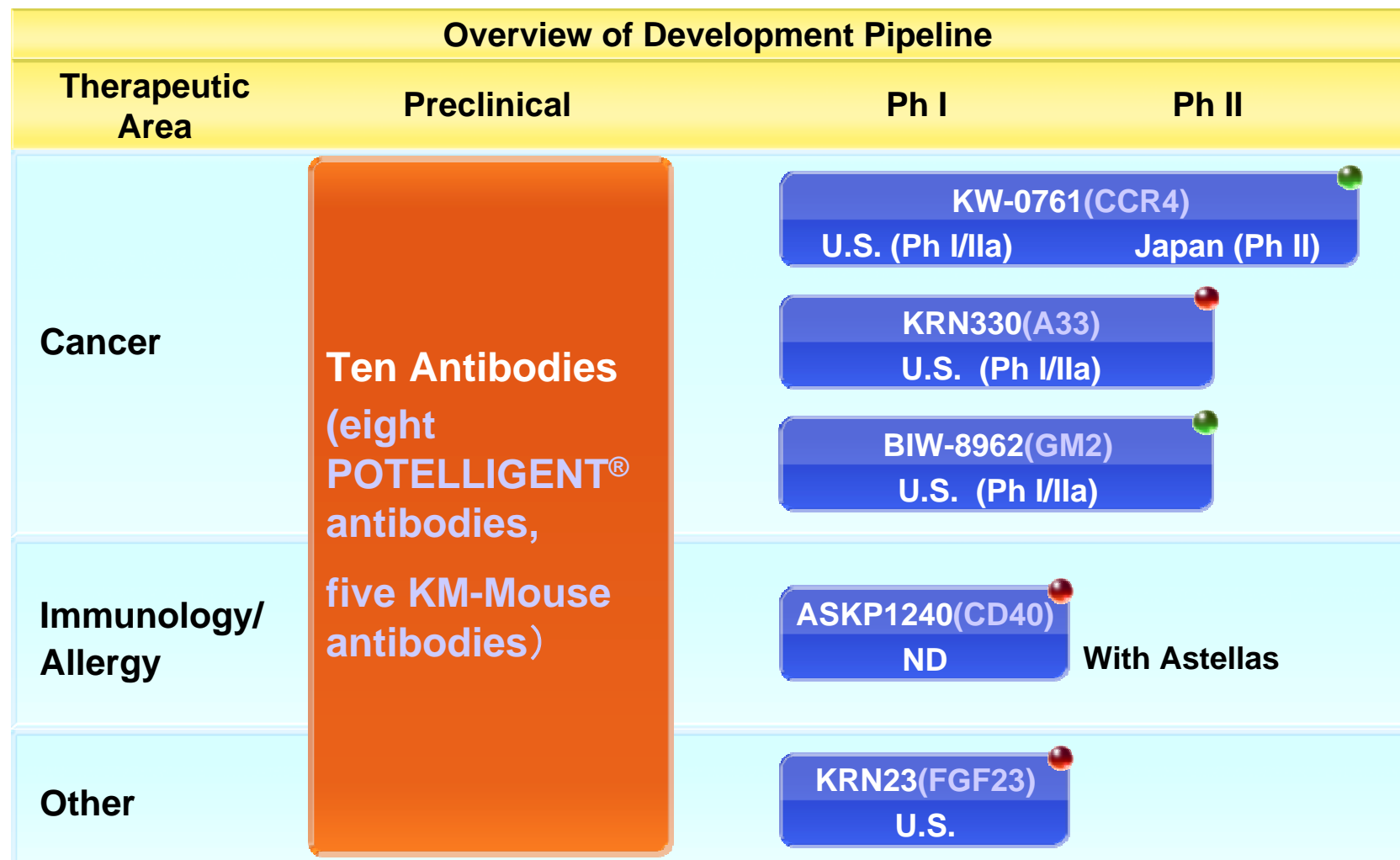
### SMB

- **Continued stable growth of the domestic market**
  - (1) 2009 sales were up slightly from the prior year (as of December 31)
  - (2) Estimated market share remains 95% or higher. In the domestic market, which is expected to grow, stable sales and earning will be maintained
- **Contract concluded to acquire all SMBIL shares held by SMC (acquisition completed in January 2010)**
  - (1) Gain an alcohol beverage business foundation in Southeast Asia
  - (2) Acquire rights in overseas regions for San Miguel brands that are global brands
  - (3) Raise the company's presence in Asian markets by comprehensively promoting domestic and overseas San Miguel brand and overseas local brand strategies



\* SMB was spun off from SMC in October 2007. Figures for 2005 to 2007 are from pro forma financial statements at the time of the IPO.

# Pipeline of Therapeutic Antibodies (as of January 2010)



● : POTELLIGENT® Technology

● : KM-Mouse Technology

## 2010 Cash Flows

Controls on capital investment and asset liquidation has resulted in repayment of interest-bearing liabilities, setting the stage for a quantum leap in growth and a restoration of financial health.

	2009 (actual)	2010 (forecast)	Remarks
Operating CF	189.9	210.0	Effects will be generated by creating group synergies and implementing lean management. Cash flows in 2010 are planned to exceed ¥200 billion.
Investment CF	(321.6)	(60.0)	Capital investment in 2010 will be limited to ¥100 billion and asset liquidation will be ¥40 billion.
<b>FCF</b>	<b>(131.7)</b>	<b>(150.0)</b>	
Financing CF	174.2	(200)	Financial standing will improve in conjunction with repayment of interest-bearing liabilities.

# Amortization of goodwill, etc. for FY2010

Billion yen	Year of investment	Total ①+②+③										
		①+②							Brand			
		Kirin HD Investment			Goodwill			Amortizat ion ③	Balance remaining	Year Remaining		
		Amortizati on ①	Balance remaining	Year Remaining	Amortizati on ②	Balance remaining	Year Remaining					
Total: Arising before 2006 (A)		4.7			1.1			5.9	5.7			11.6
LION NATHAN LTD	1998	2.5	19.4	8	1.1	2.4	3	3.7	5.7	12.5	3	9.5
Kirin Beverage	2006	1.9	30.8	16	—	—	—	1.9	—	—	—	1.9
Other		0.1	—	—	—	—	—	0.1	—	—	—	0.1
Total: Investments after 2007 (B)		32.3			0.6			32.9	4.7			37.6
Kyowa Hakko Kirin/ Kirin Kyowa Foods	2007	6.7	116.5	18	—	—	—	6.7	—	—	—	6.7
National Foods Limited	2007	4.6	107.5	18	0.6	15.4	18	5.3	2.8	64.8	18	8.1
J. Boag & Son Pty Limited	2008	1.3	9.5	8	—	—	—	1.3	0.4	3.5	8	1.8
San Miguel Brewery, Inc *Affiliated	2009	5.9	110.4	19	—	—	—	5.9	1.3	25.7	19	7.3
LION NATHAN LTD. *Wholly-Owned Subsidiary since 2009 4Q	2009	13.6	259.1	19	—	—	—	13.6	—	—	—	13.6
Total (A) + (B)		37.0			1.8			38.8	10.4			49.3

## Amortization of goodwill ①+②

(A) + (B) ※excluding affiliated companies

Ref: Tanshin Supplementary Documents 1. Results of operations; note, EBITDA / 4. Major Expenses and Others  
Reference Material 2. Information by segment

## Depreciation ③

(A) + (B) ※excluding affiliated companies

Ref: Tanshin Supplementary Documents 1. Results of operations; note, EBITDA / 4. Major Expenses and Others  
Reference Material 2. Information by segment

## Amortization of goodwill etc. ①+②+③

(A) ①Arising before 2006 ※including affiliated companies

(B) ②Investments after 2007 ※including affiliated companies

Ref: Tanshin Reference Material 1. Guide to Kirin Group Consolidated Financial Indices

\*Amounts may change due to the impact of exchange rates

# Change in accounting periods

## ●FY2008

	FY2007				FY2008											
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Kirin HD																
Kirin Pharma																
Kyowa Hakko																
Kyowa Hakko Kirin																
Lion Nathan																
National Foods																
San Miguel																

## ●FY2009

	FY2008				FY2009											
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Kirin HD																
Kyowa Hakko																
Lion Nathan																
National Foods																
San Miguel Brewery																
San Miguel																

## ●FY2010

	FY2009				FY2010											
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Kirin HD																
Kyowa Hakko Kirin																
Lion Nathan Natinal Foods *1																
Lion Nathan Natinal Foods *2																
San Miguel Breary																

\*1 former Lion Nathan

\*2 former National Foods

## Impact of foreign exchange (Australian dollar)

### Impact of changes in foreign exchange (AU \$) on operating results (compared to previous fiscal year)

	2009 Actual	2010 Forecast	(Billion yen)
Sales	(109.1)	37.0	
Operating income	(11.3)	3.0	
Foreign currency lending *(Non-operating income)	15.8	—	

Reference: Increase of 1 yen in the AU\$/¥ exchange rate equates:

FY2009 (A) a loss in sales of ¥5.5 billion, a loss in operating of ¥0.4 billion income

FY2010 (E) a loss in sales of ¥5.0 billion, a loss in operating of ¥0.3 billion income

\*in 2009, our Australian consolidated subsidiaries repaid Group loans of AU \$850 million and realized exchange gains due to AU\$/yen exchange rate in the consolidated basis.

### Foreign exchange chart

Average rate for the period used for the income statement:	2008 Actual	2009 Actual	2010 Forecast	(Yen)
Lion Nathan	97.38	70.04	—	
National Foods	88.00	74.57	—	
Rate used on the balance sheet date:	2008 Actual	2009 Actual	2010 Forecast	
National Foods	—	—	80.00	

# Supplemental Information to Financial Reports (excerpts)

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# ● R&D Pipelines

## Phase II, Phase III

(As of January 2010)

Category	Code name/ Product name	Stage		Indication	Formulation	In-house or licensed	Remarks
		Japan	Other countries				
Cancer/ Hematology	KW-0761	Phase II	Phase I / II a in USA	Cancer (Hematologic tumor)	Injection	In-house	Humanized monoclonal antibody (The exclusive right to develop and commercialize for treatments other than cancer, and except in Japan, Korea, China and Taiwan, was out-licensed to Amgen in March 08).
	KRN321 NESP	Filed Nov/2008		★Chemotherapy induced anemia	Injection	Kirin-Amgen	Long-acting erythropoietin stimulating protein. On sales in Japan as anemia of CKD patients on dialysis since July 2007.
	AMG531	Phase III		Immune thrombocytopenic purpura	Injection	Kirin-Amgen	Thrombopoiesis stimulating peptibody. The clinical development is being conducted by Amgen Development KK as per agreement.
	KW-2246	Phase III		Cancer pain	Sublingual tablet	Licensed from Orexo.	
	KRN125	Phase II		Neutropenia	Injection	Kirin-Amgen	Long-acting G-CSF
Kidney	PB94 PHOSBLOCK (RENAGEL)		Filed in China Jun/2008	Hyperphosphatemia	Oral	Licensed from Chugai.	Launched in Japan
	KRN321 NESP	Filed Dec/2008		★Anemia (not on dialysis)	Injection	Kirin-Amgen	Long-acting erythropoietin stimulating protein. On sales in Japan as anemia of CKD patients on dialysis since July 2007.
			Phase II in China	★Anemia (on dialysis)			
Immunology/A llergy	KW-4679 ALLELOCK		Filed in China Jul/2008	Allergy	Oral	In-house	Launched in Japan
	Z-206 ASACOL	Phase III		Inflammatory bowel disease (Crohn's disease)	Oral (pH depend controlled- release formulation)	Licensed from Zeria Pharma.	Jointly developed with Zeria Pharma.



Updated since October 29, 2009 ( Area, Stage, Filed, Approved, Launched etc.)



New indications



## ● R&D Pipelines

### Phase II, Phase III

(As of January 2010)

Category	Code name/ Product name	Stage		Indication	Formulation	In-house or licensed	Remarks
		Japan	Other countries				
CNS	KW-6002	Phase III	Filed in USA Apr/2007	Parkinson's disease	Oral	In-house	
	KW-6500	Phase III		Parkinson's disease	Injection	Licensed from Britannia Pharma.	

### Phase I

Category	Code name/ Product name	Stage		Indication	Formulation	In-house or licensed	Remarks
		Japan	Other countries				
Cancer/ Hematology	KW-2450		Phase I in USA	Cancer	Oral	In-house	
	KRN654	Phase I/II		Essential thrombocythemia	Oral	Licensed from Shire.	
	KW-2449		Phase I/IIa in USA	Cancer	Oral	In-house	
	KW-2478		Phase I in Europe	Cancer	Injection	In-house	
	ARQ 197	Phase I		Cancer	Oral	Licensed from ArQule.	
	KRN330		Phase I/IIa in USA	Cancer	Injection	In-house	Fully human monoclonal antibody
	BIW-8962		Phase I/IIa in USA	Cancer	Injection	In-house	Humanized monoclonal antibody
	KRN951	Phase I		Cancer	Oral	In-house	

Updated since October 29, 2009 ( Area, Stage, Filed, Approved, Launched etc.)

★ New indications

## ● R&D Pipelines

### Phase I

(As of January 2010)

Category	Code name/ Product name	Stage		Indication	Formulation	In-house or licensed	Remarks
		Japan	Other countries				
Immunology/ Allergy	ASKP1240		Phase I	Organ Transplant Rejection	Injection	In-house	Fully human monoclonal antibody Developed with Astellas.
Other	KW-3357	Phase I	Phase I in Europe	Disseminated intravascular coagulation, Congenital antithrombin deficiency	Injection	In-house	Recombinant antithrombin product
	KRN23		Phase I in USA	X-linked Hypophosphatemic rickets/osteomalacia (XLH)	Injection	In-house	Fully human monoclonal antibody

(Note)

In the Philippines, an NDA of Filgrastim (G-CSF) has been filed for neutropenia.

In Thailand, Singapore, Malaysia and the Philippines, NESP (Long-acting erythropoietin stimulating protein) has been filed. In Korea, Taiwan, and Hong Kong, NESP was approved.

In Korea and Taiwan REGPARA (Calcimimetic agent) has been filed. In Hong Kong (Macau), REGPARA was approved.

Updated since October 29, 2009 (Area, Stage, Filed, Approved, Launched etc.)



New indications

### Discontinued

Category	Code name/ Product name	Stage		Indication	Formulation	In-house or licensed	Remarks
		Japan	Other countries				
Immunology/ Allergy	NU206		Phase I in Australia	Inflammatory bowel disease	Injection	Developed with ARCA biopharma. (the former Nuvelo).	Portfolio review
Cancer/ Hematology	AGS-003		Phase II in USA and Canada	Renal Cell Carcinoma	Injection	Developed with Argos.	Portfolio review
	AGS-004		Phase II in USA and Canada	HIV	Injection	Developed with Argos.	Portfolio review