

# TABLE OF CONTENTS

November 24, 2008

No. 2116

## BUSINESS

- 1 Bayer Confident about Success in the Healthcare Field: Mr Wenning
  - Bayer HealthCare Enters PIII for Rivaroxaban to Prevent ACS
- 2 Top-Six Wholesalers' Profits Hit by Soft Market Prices
- 4 Losses on Sales Expand to 1.6% for Mediceo Paltac
  - Gross Profit Rate Down to 8.08%
  - FTC Is Reviewing Acceptability of Merger with Alfresa
  - Mediceo Paltac: Sales Up 11.0%, Operating Profits Down 8.6%
  - Mediceo Paltac to Ask Makers to Share Costs of Its MSs
- 5 Alfresa: Sales Up 16.8%, but Profits Down Sharply
  - Invoice Prices Higher than Market Prices
- 6 Suzuken: Sales Up 3.8%, Operating Profits Down 29.7%
  - Wholesalers Should Be Paid for MSs' Activities: President Ota
- 6 Toho: Net Losses due to Bankruptcy of Fuji Biomedix
  - Highest Operating Profit Rate among Top-Six Wholesalers
  - Some Makers Must Reconsider Their Invoice Pricing Policy: Mr Matsutani
  - Holding Company System to Be Started in April
- 7 Nihon Chouzai: Investment in Generics Business Depresses Profitability
  - Nihon Generic Acquires Plant for Generics from GSK
  - Some Original Drugs Makers Prevent Use of Generics: Mr Mitsuhashi
- 8 QOL: Acquisition Boosts Sales by 52%
  - Control of Pharmacies by Wholesalers Questionable
- 9 **Wholesale Business Management Seminar**
  - Wholesalers Need to Change Their Relationship with Customers and Manufacturers: Mr Kinoshita
  - Wholesalers Must Establish Their Independence: Prof. Mimura
  - Distribution Business Reform and Pricing System Reform Are Two Sides of Same Coin: Mr Matsutani
  - FPMJA-Proposed NHI Pricing System Profits Big Pharmas
  - Difference in Prices between Med Institutions and Pharmacies Is Problem: Mr Yamamoto
- 11 Santen to Recover Market Share with Tafluprost
  - Santen: Ethical Drugs Prop Up Business
- 11 Kaken: Artz's Sales Up 9.1% Despite NHI Price Cut of 5.8%
- 12 Kyorin: First Net Loss due to Withdrawal of Gatifloxacin
- 12 Mochida: Forecasts for Both Sales and Profits Revised Upward
- 13 Kissei: New Products Make Up for Drop in Sales of Cabaser
  - Application for EPO Biosimilar to Be Filed Soon
  - Aiming at 20-30% Market Share: JCR
- 14 Nippon Shinyaku: Sales Up 14.1% Due to Licensing of NS-304
  - New Products to Drive Business

- 15 Seikagaku: Good Domestic Sales Fail to Make Up for Decreases in Exports
  - US Market Still Has Growth Potential for Supartz
- 16 Zeria: Poor Sales of Healthcare Products Depress Overall Performance
- 16 ASKA: Generics Bolster Business
- 16 JCR: Net Profits Expected on a Full-year Basis
- 16 Asahi Kasei Pharma: Famvir Shore Up Sales, Profits
- 16 Teijin: Bonalon, Home Care Business Drive Business
- 17 Meiji Seika: Sales of Generics Up 38.9%
- 17 Ajinomoto: Pharma Sales Up 1.0% to ¥42.9 Bil.
- 17 **BUSINESS NEWS IN BRIEF**
  - Daiichi Sankyo Completes TOB on Ranbaxy
  - Daiichi Sankyo to Dissolve Subsidiaries with sanofi-aventis
  - DSP Increases MRs for Replagal
  - Pola Pharma Launches Pierre Fabre's A-Derma

## GENERICS

- 18 ASKA, Actavis Create Generic Joint Venture Firm in Japan
- 18 DPC Has Increased Use of Generics in over 60 DPC Hospitals: JHA Survey

## R&D

- 19 Daiichi Sankyo Ties Up with ArQule for Oncology Therapeutics
- 19 **R&D NEWS IN BRIEF**
  - Y's Therapeutics to Begin PI/II Trial of YSCMA in France
  - AnGes Terminates Joint Development of Drug for Atopic Dermatitis with Alfresa
  - Actemra Prevents Structural Joint Damage in RA Patients: Chugai, Roche
  - ADVATE Manages Bleeding Episodes in Patients with Hemophilia A: Baxter
- 20 **Commentary**
  - Thinking about Why Megapharmas Are Closing Research Labs in Japan

## REGULATORY

- 21 *Chuikyo* Will Continue to Review FPMJA's Drug Pricing System Reform Proposal: Mr Nagano
- 21 *Kenporen* Generally Satisfied with Improvements of Distribution Business Practices
- 22 **REGULATORY NEWS IN BRIEF**
  - Olmesartan/Amlodipine Combination Tablet Approved in Germany: Daiichi Sankyo
  - Apidra Approved for Diabetes in Children in US: sanofi-aventis

## SELF-MEDICATION

- 22 Savings of Up to ¥18 Tril. Possible by Self Med: NRK Report
  - Pharmacists Should Expand Their Range of Activities on Their Own
- 23 Controversies Continue over On-line Sale of Drugs

## MEDICAL DEVICES

- 22 **MEDICAL DEVICE NEWS IN BRIEF**
  - Sekisui Medical: Invader UGT1A1 Assay to Predict ADRs due to Irinotecan