

A large blue circular logo with a white "R" inside, surrounded by eight radiating lines ending in blue circles.

Shared Research Report  
2015/3/23

## SymBio Pharmaceuticals (4582)

---

Shared Research Inc. has produced this report by request from the company discussed in the report. The aim is to provide an "owner's manual" to investors. We at Shared Research Inc. make every effort to provide an accurate, objective, and neutral analysis. In order to highlight any biases, we clearly attribute our data and findings. We will always present opinions from company management as such. Our views are ours where stated. We do not try to convince or influence, only inform. We appreciate your suggestions and feedback. Write to us at [sr\\_inquiries@sharedresearch.jp](mailto:sr_inquiries@sharedresearch.jp) or find us on Bloomberg.



## Contents

Executive summary.....	3
Key financial data .....	4
Recent updates .....	5
Highlights .....	5
Trends and outlook.....	6
Business .....	13
Business description .....	13
Business strategy .....	16
Pipeline .....	20
Earnings structure .....	29
Strengths and weaknesses .....	31
Market and value chain .....	32
Market strategy.....	32
Historical performance .....	36
Income statement.....	39
Balance sheet .....	42
Cash flow statement.....	44
Other information .....	46
History .....	46
News and topics.....	48
Major shareholders.....	49
Top management .....	49
Employees.....	49
Other .....	50
Company profile.....	54



## Executive summary

---

### SymBio in-licenses drugs for development and sale in Japan and Asia

---

SymBio is a specialty pharmaceutical company that buys the right to develop and commercialize drug candidates in order to address the underserved medical needs of patients in Japan and the rest of Asia. With its main focus on the oncology, hematology and autoimmune space, the company typically seeks in-licensing opportunities for niche markets from pharmaceutical and biotech companies based in the US or EU.

Notably, the company does not conduct basic research and outsources preclinical/clinical development, employing a fables in-licensing approach. Using its proprietary in-house “search engine,” the company identifies, assesses and in-licenses only quality drug candidates having proof-of-concept established in human subjects. The company first screens third-party drug candidates being tested in clinical trials, then presents the in-licensing opportunities to its Scientific Advisory Board for further assessment of the science behind each molecule, preclinical/clinical data, target market, and the feasibility of receiving marketing approval from Japanese regulatory authorities.

According to the company, the typical development timeline of an oncology drug in Japan from preclinical studies to marketing approval is about 10 to 17 years. However, the company secured marketing approval for its first oncology drug under development in Japan, Treakisym, in only four years after the first clinical trial was initiated, with product launch only two years after US marketing approval and around the same time that approval was granted in Europe. Within three years of its launch, Treakisym had captured more than 50% of the non-Hodgkin’s lymphoma (NHL) and mantle cell lymphoma (MCL) market in Japan.

As of February 2015, the company’s pipeline consisted of two main assets under development: Treakisym (anticancer agent for hematologic malignancies) and rigosertib (anticancer agent for myelodysplastic syndromes).

### Earnings

---

In its mid-term plan, SymBio projects sales of JPY2.2bn–JPY3.8bn and a net loss of JPY2.6bn–JPY3.5bn in FY12/17. The company will seek regulatory approval to market Treakisym as first-line treatment for low-grade NHL and MCL during FY12/16, and chronic lymphocytic leukemia (CLL) between FY12/16 and FY12/17. This will result in milestone payments and higher sales. The company expects R&D expenses to fall for Treakisym, but to rise for rigosertib and new drug candidates that it acquires, resulting in higher overall SG&A expenses.

The company expects to achieve profitability in FY12/19–FY12/20, looking for an operating profit of anywhere between JPY900mn and JPY2.6bn in FY12/20. This assumes that products under clinical development as of February 2015 receive regulatory approval and generate sales as planned.

### Strengths and weaknesses

---

Shared Research thinks SymBio’s strengths include its unique candidate selection process, strong product development team, and business strategy focusing on niche markets. Weaknesses include the lack of its own sales force and funding needs (see Strengths and weaknesses).



## Key financial data

Income Statement (JPYmn)	FY12/10 Par.	FY12/11 Par.	FY12/12 Par.	FY12/13 Par.	FY12/14 Par.	FY12/15 Est.
<b>Sales</b>	<b>1,450</b>	<b>1,883</b>	<b>1,955</b>	<b>1,532</b>	<b>1,955</b>	<b>1,870</b>
YoY	21.7%	29.8%	3.9%	-21.6%	27.6%	-4.3%
<b>Gross Profit</b>	<b>1,212</b>	<b>658</b>	<b>593</b>	<b>318</b>	<b>527</b>	<b>-</b>
YoY	1.7%	-45.7%	-9.9%	-46.4%	65.6%	-
GPM	83.6%	35.0%	30.3%	20.8%	26.9%	-
<b>Operating Profit</b>	<b>-613</b>	<b>-2,067</b>	<b>-1,700</b>	<b>-1,681</b>	<b>-1,303</b>	<b>-2,452</b>
YoY	-	-	-	-	-	-
OPM	-	-	-	-	-	-
<b>Recurring Profit</b>	<b>-638</b>	<b>-2,095</b>	<b>-1,729</b>	<b>-1,601</b>	<b>-1,110</b>	<b>-2,481</b>
YoY	-	-	-	-	-	-
RPM	-	-	-	-	-	-
<b>Net Income</b>	<b>-642</b>	<b>-2,105</b>	<b>-1,733</b>	<b>-1,605</b>	<b>-1,116</b>	<b>-2,485</b>
YoY	-	-	-	-	-	-
Net Margin	-	-	-	-	-	-
<b>Per Share Data</b>						
Number of Shares ('000)	112	19,131	19,131	30,634	30,634	-
EPS	-59.3	-143.6	-90.6	-69.3	-36.3	-68.6
EPS (Fully Diluted)	-	-	-	-	-	-
Dividend Per Share	-	-	-	-	-	-
Book Value Per Share	365.4	345.3	254.7	239.5	208.8	-
<b>Balance Sheet (JPYmn)</b>						
Cash and Equivalents	4,016	6,511	4,840	7,264	6,591	-
<b>Total Current Assets</b>	<b>4,213</b>	<b>7,178</b>	<b>5,421</b>	<b>7,634</b>	<b>7,290</b>	<b>-</b>
Tangible Fixed Assets, net	22	17	14	9	49	-
Other Fixed Assets	27	48	57	37	49	-
Intangible Assets	1	13	11	8	66	-
<b>Total Assets</b>	<b>4,263</b>	<b>7,256</b>	<b>5,502</b>	<b>7,687</b>	<b>7,454</b>	<b>-</b>
Accounts Payable	1	309	330	-	306	-
Short-Term Debt	-	-	-	-	-	-
<b>Total Current Liabilities</b>	<b>178</b>	<b>646</b>	<b>599</b>	<b>251</b>	<b>488</b>	<b>-</b>
Long-Term Debt	-	-	-	-	-	-
<b>Total Fixed Liabilities</b>	<b>2</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>2</b>	<b>-</b>
<b>Total Liabilities</b>	<b>180</b>	<b>651</b>	<b>602</b>	<b>254</b>	<b>490</b>	<b>-</b>
<b>Net Assets</b>	<b>4,083</b>	<b>6,606</b>	<b>4,900</b>	<b>7,433</b>	<b>6,964</b>	<b>-</b>
Interest-Bearing Debt	-	-	-	-	-	-
<b>Cash Flow Statement (JPYmn)</b>						
Operating Cash Flow	-754	-2,074	-1,659	-1,677	-1,266	-
Investment Cash Flow	-116	-117	-411	-1,332	314	-
Financing Cash Flow	663	4,611	-1	4,057	544	-
<b>Financial Ratios</b>						
ROA	-15.1%	-36.5%	-27.2%	-24.3%	-14.7%	-
ROE	-15.8%	-39.4%	-30.2%	-26.3%	-15.8%	-
Equity Ratio	95.8%	91.0%	89.1%	96.7%	93.4%	-

Figures may differ from company materials due to differences in rounding methods

Source: Company data



## Recent updates

---

## Highlights

---

On **March 23, 2015**, Shared Research updated the report following interviews with management.

On **February 10, 2015**, SymBio Pharmaceuticals announced earnings results for full-year FY12/14 and a medium-term plan for FY12/15 through FY12/17 (see the results section for details).

**For corporate releases and developments more than three months old, see the News and topics section.**



**Trends and outlook**

**Quarterly trends and results**

Quarterly Performance (JPYmn)	FY12/13				FY12/14				FY12/14	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	% of FY	FY Est.
Sales	489	322	513	209	174	802	373	607	98.2%	1,990
YoY	-15.8%	-32.0%	10.5%	-52.3%	-64.5%	149.1%	-27.3%	191.0%		29.9%
Gross profit	151	33	89	45	32	215	106	173		
YoY	17.6%	-75.7%	-59.5%	-58.5%	-78.6%	543.6%	19.8%	286.1%		
GPM	30.9%	10.4%	17.3%	21.5%	18.6%	26.8%	28.5%	28.5%		
SG&A expenses	492	500	475	532	448	445	427	510		
YoY	-19.2%	-5.9%	-18.7%	-6.5%	-9.0%	-10.8%	-10.1%	-4.3%		
SG&A / Sales	100.6%	155.2%	92.6%	255.3%	257.9%	55.6%	114.5%	84.0%		
Operating profit	-341	-466	-386	-488	-416	-231	-320	-337		-1,311
YoY	-	-	-	-	-	-	-	-		-
OPM	-	-	-	-	-	-	-	-		-
Recurring profit	-352	-460	-376	-414	-454	-259	-228	-170		-1,308
YoY	-	-	-	-	-	-	-	-		-
RPM	-	-	-	-	-	-	-	-		-
Net income	-353	-461	-377	-414	-455	-261	-228	-172		-1,311
YoY	-	-	-	-	-	-	-	-		-
NPM	-	-	-	-	-	-	-	-		-

Figures may differ from company materials due to differences in rounding methods

Source: Company data

**FY12/14 results**

Sales for FY12/14 totaled JPY2.0bn (+27.6% YoY) due to domestic and overseas shipments of Treakisym.

Sales of Treakisym were JPY1.9bn (+35.5% YoY). Domestic sales totaled JPY1.5bn (+12.9% YoY), while overseas sales were JPY472mn (up 3.6x). The significant increase in overseas sales was because the company added one year of inventory (JPY273mn) in South Korea following a change of manufacturing location.

Milestone revenues were JPY15mn (-85% YoY), which the company booked on the approval of Treakisym for the indication of relapsed or refractory low-grade NHL in Korea.

SG&A expenses were JPY1.8bn (-8.4% YoY), including R&D expenses of JPY774mn (-26.5% YoY). Despite clinical trial expenses for Treakisym and the oral and IV forms of rigosertib, overall R&D expenses were down year-on-year because clinical trials for additional indications for Treakisym wound down. Other SG&A expenses totaled JPY1.1bn (+1.6% YoY).

As a result, operating loss totaled JPY1.3bn (FY12/13: loss of JPY1.7bn). The company also reported a recurring loss of JPY1.1bn (FY12/13: loss of JPY1.6bn). The recurring loss narrowed owing to non-operating gains of JPY215mn, including forex gains of JPY189mn, JPY16mn in interest received, and JPY8mn from interest on investment securities. Net loss totaled JPY1.1bn (FY12/13: loss of 1.6bn).

**Domestic**

Treakisym

Symbio completed the phase II clinical trial of Treakisym for the first-line treatment of low-grade NHL



and MCL in February 2014. The company is analyzing and evaluating data from the trial as it prepares to file a supplemental new drug application (sNDA) for marketing approval. Astellas Pharma GmbH ("Astellas"; European subsidiary of Astellas Pharma Inc.; TSE1: 4503) has already applied for approval in Europe.

The company completed the patient enrollment for a phase II clinical trial for CLL in October 2014. Treakisym was designated as an orphan drug (drug for the treatment of rare diseases) for CLL in June 2012.

The company is still considering applying for approval for use of the drug for relapsed or refractory aggressive NHL.

### Rigosertib

The company is conducting a domestic phase I clinical trial for the intravenous (IV) form of rigosertib in relapsed or refractory higher-risk myelodysplastic syndromes (MDS).

In February 2014, licensor Onconova Therapeutics, Inc. ("Onconova"; Nasdaq: ONTX) announced the results of its phase III ONTIME clinical trial in patients with higher-risk MDS. Compared with best supportive care (BSC), the clinical trial did not show a statistically significant improvement in the overall survival period (primary outcome measures). However, group analysis showed a statistically significant difference in the survival period for patients whose condition had deteriorated or those who had not responded to previous treatment using hypomethylating agents (HMAs).

Onconova held discussions with regulatory agencies in the US and Europe regarding the possibility of seeking approval based on the results of the phase III trial. The regulators have confirmed that patients who had not responded to HMAs would require a new treatment. In response, the company announced that it would develop the new treatment. SymBio will continue with its current phase I clinical trials in Japan. Post-phase I development in Japan will depend on the development in the US and Europe.

A domestic phase I clinical trial using the oral form of rigosertib is also underway in Japan for the treatment of high-risk MDS patients. The patient enrollment for the trial was completed in August 2014.

### **Overseas**

Bendamustine (domestic product name: Treakisym) was approved in South Korea for the additional indication of relapsed or refractory low-grade NHL in June 2014. The product is now sold by Eisai's Eisai Korea Inc. unit. The subsidiary also sells the drug for two other indications—CLL and multiple myeloma (MM).

In Taiwan, the drug is being marketed by InnoPharmax Inc. In Singapore, Eisai (Singapore) Pte. Ltd. markets the drug. Overseas sales increased by 2.2 times the estimate after the company added one year of inventory in South Korea in connection with a factory alignment.

**For details on previous quarterly and annual results, please refer to the Historical performance section.**



## Full-year (FY12/15) outlook

FY12/15 Forecasts (JPYmn)	FY12/14		FY12/15	
	1H Act.	2H Act.	FY Act.	FY Est.
<b>Sales</b>	<b>975</b>	<b>980</b>	<b>1,955</b>	<b>1,870</b>
CoGS	626	802	1,428	
<b>Gross Profit</b>	<b>247</b>	<b>280</b>	<b>527</b>	
GPM	25.3%	28.5%	26.9%	
SG&A	893	937	1,830	
SG&A / Sales	91.6%	95.6%	93.6%	
R&D expenses	370	404	774	
<b>Operating Profit</b>	<b>-646</b>	<b>-657</b>	<b>-1,303</b>	<b>-2,452</b>
OPM	-	-	-	-
<b>Recurring Profit</b>	<b>-713</b>	<b>-397</b>	<b>-1,110</b>	<b>-2,481</b>
RPM	-	-	-	-
<b>Net Income</b>	<b>-715</b>	<b>-401</b>	<b>-1,116</b>	<b>-2,485</b>
Net Margin	-	-	-	-

Figures may differ from company materials due to differences in rounding methods

Source: Company data

## Earnings outlook

The company expects sales of JPY1.9bn (-4.3% YoY), operating loss of JPY2.5bn, recurring loss of JPY2.5bn, and net loss of JPY2.5bn.

### Sales

Symbio projects Treakisym sales of JPY1.9bn (-3.6% YoY), including domestic sales of JPY1.8bn (+20.4% YoY) and overseas sales of JPY103mn (-78.2% YoY). The company forecasts that overseas sales will decline from FY12/14, when shipments surged after the company added one year of inventory in South Korea following a change of manufacturing location. The company does not expect to receive milestone payments.

According to the company, JPY156mn in domestic product sales was pushed back from FY12/14 to FY12/15, but it also brought forward JPY273mn in sales in South Korea from FY12/15 to FY12/14. Excluding these one-time factors, product sales were JPY1.8bn in FY12/14 (domestic: JPY1.6bn; overseas: JPY199mn), with the company forecasting sales of JPY2.0bn in FY12/15 (domestic: JPY1.6bn; overseas: JPY376mn) (+9.0% YoY).

### SG&A

The company will expand the application of cancer agents Treakisym and the oral and IV forms of rigosertib while acquiring new drug candidates. For this purpose, Symbio will seek to conclude more licensing agreements with other companies. As a result, SG&A expenses may reach JPY3.0bn (FY12/14: JPY1.8bn), with JPY1.9bn in R&D costs (FY12/14: JPY774mn).

## Pipeline

### Treakisym

Astellas Pharma Inc. expects to receive approval in the EU for the use of bendamustine as first-line treatment for low-grade NHL in 1H FY12/15. Following approval, Symbio plans to file a sNDA in Japan in 2H FY12/15.



In October 2014, the company completed patients registration for the phase II clinical trial of Treakisym for the indication of CLL. It is currently monitoring the patients' progress. During FY12/15, it plans to prepare to file an sNDA for the following year, FY12/16.

### Rigosertib

Domestic phase I clinical trials of rigosertib are underway for the indications of relapsed or refractory MDS (IV), high-risk MDS (in combination with azacitidine) (oral), and transfusion-dependent low-risk MDS (oral). According to the company, it may participate in future global trials conducted by Onconova, aiming to secure approval for multiple indications by 2020.

On January 2015, patient registration was completed for phase I domestic trials of the IV form of rigosertib for the indication of relapsed or refractory high-risk myelodysplastic syndromes (MDS), a type of hematological malignancy. According to the company, it may participate in global trials that Onconova plans to launch in 2H FY12/15.

Following consultations with the US Food and Drug Administration (FDA) regarding the possibility of filing a marketing application for intravenous rigosertib using results from the phase III 'ONTIME' clinical trial, Onconova has confirmed that an underserved medical need exists for patients who did not respond to standard first-line treatment using hypomethylating agents (HMAs). Onconova intends to continue to focus on this subgroup of patients as it moves forward with rigosertib development, and is planning to launch phase III comparative trials (global trials) in 2H FY12/15.

Once Symbio has completed current domestic phase I clinical trials, it intends to begin development on its use for the indication of high-risk MDS (in combination with azacitidine) and transfusion-dependent low-risk MDS. It may participate in global trials that Onconova plans to launch for the latter two indications in FY12/16 or FY12/17.

### In-licensing of new drug candidates

Symbio plans to expand its product pipeline by in-licensing additional drug candidates.

### Long-term outlook

When it released its FY12/14 results, Symbio also announced a mid-term plan for FY12/15 through FY12/17.

Midterm Plan (JPYmn)	FY12/14 Act.	FY12/15 Est.	FY12/16 Target	FY12/17 Target
Sales	1,955	1,870	2,919~2,148	3,754~2,160
Operating Profit	-1,303	-2,452	-2,390~-3,005	-2,525~-3,492
Recurring Profit	-1,110	-2,481	-2,419~-3,034	-2,554~-3,521
Net Income	-1,115	-2,485	-2,422~-3,038	-2,557~-3,524

Source: Company data



Main Pipeline Schedule	FY12/15	FY12/16	FY12/17	FY12/18	FY12/19	FY12/20
Treakisym (first-line treatment of low-grade NHL and MCL)	Apply for approval	Obtain approval				
Treakisym (CLL)		Apply for approval	Obtain approval			
Rigosertib (IV) (relapsed and refractory high-risk MDS)		Participate in global trials				
Rigosertib (oral) (high-risk MDS [in combination with azacitidine])			Participate in global trials			
Rigosertib (oral) (blood transfusion-dependent low-risk MDS)			Participate in global trials			

Source: Shared Research (includes Shared Research estimates for applications, approvals)

### Earnings targets

#### Sales

The company's mid-term plan calls for an increase in Treakisym sales growth by securing a larger share of the relapsed or refractory low-grade NHL and MCL market. The company plans to hold seminars for doctors in Japan to promote Treakisym as an efficacious and safe alternative treatment to existing drug therapies. Such efforts may also lead to an increase in per-patient sales as patients complete additional treatment cycles.

In FY12/15, the company plans to file a domestic sNDA for approval to use Treakisym in the treatment of first-line low-grade NHL and MCL. It expects to receive approval in FY12/16. It also plans to file an sNDA for the indication of CLL in FY12/16, expecting to receive approval in FY12/16 or FY12/17.

Sales of Treakisym for the indication of first-line low-grade NHL will likely affect overall sales in FY12/16 and FY12/17. According to the company, this indication has about 1.5x as many patients as relapsed or refractory low-grade NHL. So it expects higher sales—if it receives approval.

#### SG&A

SG&A expenses, including R&D costs, are expected to increase under the medium-term management plan as the company acquires drug candidates to develop new products. The company will also pursue clinical trials of the IV and oral forms of rigosertib.

As mentioned, if the company receives approval for the indication of first-line low-grade NHL—meaning a potential increase in sales—it plans to in-license another two new drug candidates for development. If it does not receive approval for this indication, it intends to acquire just one new candidate, and manage overheads conservatively.

### Issues in the mid-term plan

#### Buying new drug candidates

The company wants to acquire new drug candidates during FY12/15. Shared Research expects the company to spend between JPY500mn and JPY1bn in one-time payments and R&D expenses per new



drug candidate.

### **Reorganization of sales force ahead of rigosertib sales**

The company will consider reorganizing its sales force in preparation for the launch of rigosertib. In August 2008, the company established an exclusive partnership with Eisai for Treakisym. Eisai agreed to cover one-time payments, milestone payments in accordance with clinical trial stage, and half of R&D expenses, as well as 100% of sales and marketing costs. Shared Research estimates that Eisai takes a margin of about 50% on domestic Treakisym sales at the National Health Insurance (NHI) drug price - Symbio's margin is just over 10%. The company also expects its margin to improve as procurement costs fall in line with higher sales.

As of February 2015, Symbio had not entered into an exclusive domestic sales agreement for rigosertib with any company, and the creation of its own domestic sales force for the launch of rigosertib in Japan is being considered. Following conversations with the company, Shared Research estimates that Eisai has 120-130 specialist medical representatives focusing on oncologic conditions. Labor costs would increase if Symbio were to create its own sales force of 30-40 medical representatives to sell rigosertib, but the company could realize a significantly higher profit margin on rigosertib sales than with Treakisym.

### **Symbio could turn profitable in FY12/19-FY12/20 if existing products are approved**

The plan does not call for the company to post a profit, but states that it could carve out an operating profit in FY12/20 if products in the current pipeline receive marketing approval as planned.

### **Potential FY12/20 sales: JPY10bn-JPY12bn for Treakisym; JPY5bn-JPY6bn for rigosertib**

Sales may increase if the company receives approval to use Treakisym as first-line treatment for low-grade NHL and MCL in FY12/16, and for the treatment of CLL, in FY12/17.

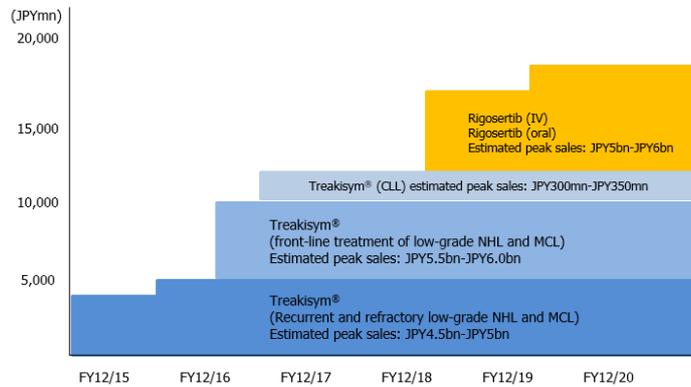
Shared Research estimates the number of patients using Treakisym for relapsed or refractory low-grade NHL and MCL at 4,700, implying potential sales of JPY4.5bn-JPY5bn. However, according to the company, as of February 2015, about 7,100 patients were undergoing first-line treatment for low-grade NHL or MCL, and about 700 patients were being treated for CLL—none of these patients currently use Treakisym. As the population ages, so will the potential patient population. Following discussions with management, Treakisym sales could increase by about JPY6bn-JPY6.5bn if the drug is approved for use in these additional indications.

Rigosertib: the company plans to market the IV and oral form in FY12/19. Shared Research projects that rigosertib sales in both formulations may touch JPY5bn-JPY6bn in FY12/20.

All in, sales may reach JPY15bn-JPY18bn in FY12/20—if the indications of the company's current products are approved as planned.



Medium-term sales (NHI prices)



Source: Shared Research

**Gross profit may reach JPY3.9bn–JPY5.1bn in FY12/20**

Symbio’s own product sales are about 40% of Treakisym’s overall sales. Cost of goods sold is approximately 75% (see Earnings structure section). If Treakisym sales increase to JPY11.5bn, the company’s own product sales may reach JPY4.6bn—implying JPY1.2bn in gross profit.

If the company builds its own sales network for rigosertib, sales at wholesale prices will be booked as product sales. Shared Research assumes wholesale prices of about 80–90% of NHI price and CoGS at approximately 25%. Therefore, if Symbio’s product sales hit JPY4bn–JPY5.5bn, this would contribute about JPY2.7bn–JPY3.9bn to gross profit.

Following discussions with management, Shared Research thinks that if the current products in the company’s development pipeline and their target indications receive marketing approval as planned, gross profit could reach JPY3.9bn–JPY5.1bn in FY12/20, with sales of JPY8.5bn–JPY10.0bn.

**Possible operating profit of JPY900mn to JPY2.6bn in FY12/20**

SG&A, excluding R&D, may remain at about JPY1bn. Despite the approaching end of development for rigosertib, spending may increase to about JPY1bn–JPY1.5bn if the company acquires new drug candidates. The establishment of the company’s own sales network for rigosertib may also drive up labor costs by about JPY500mn (assuming the company employs 40 medical representatives). Shared Research thinks SG&A expenses (excluding R&D expenses) may increase by JPY1.5bn.

Operating profit may be between JPY900mn and JPY2.6bn in FY12/20, in line with expected gross profit.



## Business

---

### Business description

---

#### Symbio licenses drugs for development and sale in Japan and Asia Pacific

---

President and CEO, Fuminori Yoshida, established Symbio in March 2005 to address underserved medical needs in Japan and the Asia Pacific region, with main focus on oncologic, hematologic and autoimmune diseases. The company aspires to be a leading specialty pharmaceutical company in the Asia Pacific region. Its strategic approach to drug development negates the need for costly and time-consuming investment in earlier-stage R&D activities with an in-house search and evaluation team to identify and assess only quality drug candidates having proof-of-concept established in human subjects.

#### Strategy Overview (details to follow)

- **Proof-of-concept:** The company reduces product development risk by focusing on drug candidates undergoing clinical development with preclinical/clinical data establishing safety and efficacy in human subjects.
- **Screening:** The company uses an in-house search and evaluation team to screen and evaluate drug candidates having a high unmet medical in Japan and other Asia Pacific markets with the potential to secure marketing approval in a shorter clinical development period. A select number of drug candidates will then undergo rigorous review by the company's Scientific Advisory Board (SAB).
- **Fabless:** The company outsources preclinical/clinical studies and manufacturing to reduce fixed costs.
- **New areas:** The company targets drugs with the potential to receive orphan drug designation and thus, secure a longer marketing exclusivity period due to high unmet medical needs and smaller patient populations. Larger pharmaceutical companies may be reluctant to develop drugs in niche markets due to limited sales potential—Symbio sees an opportunity to avoid intense competition in the marketplace by focusing on the development of orphan or 'orphan-like' drugs.
- **Asia expansion strategy:** The company identifies and capitalizes on opportunities to grow sales by acquiring the right to drug candidates, mainly from US or EU pharmaceutical and biotech companies, for clinical development and commercialization in Japan and other key Asia Pacific markets.

**Proof-of-concept:** Per company materials, "confirming the efficacy and safety of a new drug candidate in human subjects through clinical trials..."

As of February 2015, the company had evaluated some 400 drug candidates since its establishment in March 2005, signing on three deals.

According to the company, the development of a drug—from preclinical studies to approval—usually takes 10 to 17 years. A newly developed chemical compound has a 1/100,000 chance of securing regulatory approval. By contrast, the company's first product, Treakisym, received approval for domestic production only five years after signature of the License Agreement. The company achieved sales of JPY4.2bn in Japan in the third year after launch (FY12/13), equivalent to a market share of over 50%.

An example of the company's ability to identify and pursue quality in-licensing opportunities with proof-of-concept established is the license agreement signed for the development and commercialization right to rigosertib—currently in phase I clinical trials in Japan. In July 2011, once phase II clinical trials in the US established the drug's proof-of-concept, Symbio secured an exclusive right to all indications for rigosertib in Japan and South Korea from Onconova within seven months from the initial meeting between



the two companies. The following year, Baxter International Inc. entered into an agreement with Onconova for the commercialization rights to rigosertib in Europe with a USD50mn upfront payment and USD337.5mn in pre-commercial milestones tied to MDS and pancreatic cancer indications (in addition to an existing equity investment with Onconova of USD55mn), a market that is approximately twice the size of Japan.

## Products under development: Treakisym and rigosertib (IV and oral)

### Treakisym

For patients that have developed resistance to other drugs, Treakisym is safer and more effective than existing treatments. In October 2010, Symbio received approval to use the drug in Japan for relapsed or refractory low-grade NHL and MCL, having previously received orphan drug designation and priority review for these two indications.

**Refractory conditions** are difficult to treat, or do not respond to treatment.

As of February 2015, Symbio is carrying out domestic phase II clinical trials for Treakisym for the indications of first-line low-grade NHL, MCL, and CLL. The company expects to receive approval for these indications in FY12/16 or FY12/17.

### Rigosertib

Rigosertib is a treatment for myelodysplastic syndromes (MDS). According to the company, rigosertib may be used alone or—due to its safety—in combination with other anticancer drugs. The drug is being developed in both intravenous (IV) and oral forms.

In February 2014, Onconova completed phase III clinical trials for the IV form of rigosertib in patients with higher-risk MDS who had progressed on, failed or relapsed after prior therapy with hypomethylating agents (HMAs) in Europe. Symbio also completed patient registration for phase I domestic clinical trials in January 2015. It may participate in global trials that Onconova plans to launch in 2H FY12/15.

For the oral form of the drug, Onconova is conducting phase II clinical trials in the US for high-risk MDS (in combination with azacitidine) and transfusion-dependent low-risk MDS. In Japan, Symbio is conducting a phase I clinical trial. It may participate in global trials that Onconova plans to launch in FY12/16 or FY12/17.

## Revenue: milestone payments and Treakisym; profitability target: FY12/20

Revenue comes from milestone payments and product sales. Operating losses have persisted since the company's foundation with the exception of FY12/08 when the company booked an operating profit due to a one-time contract payment from Eisai for an exclusive domestic right to sell Treakisym (see Historical performance). For FY12/15, the company expects an operating loss, recurring loss, and net loss of JPY2.5bn each. Over the course of the mid-term plan (FY12/15–FY12/17), the company expects to post annual operating losses of JPY2.3–3.5bn.

In light of conversations with management, Shared Research thinks the company may achieve the targets in its medium-term plan, namely sales of JPY8.5–10.0bn and operating profit of JPY900mn–2.6bn in FY12/20 (see Long-term outlook).

Symbio expects annual operating losses of JPY2.3–3.5bn between FY12/15 and FY12/17. To achieve medium-term growth, the company needs to in-license new drug candidates for development and



commercialization. As of the end of FY12/14, the company had cash and deposits plus securities of about JPY6.6bn. More cash may be necessary to continue bankrolling growth.



## Business strategy

### In-licenses drug candidates from pharma companies in the US or EU

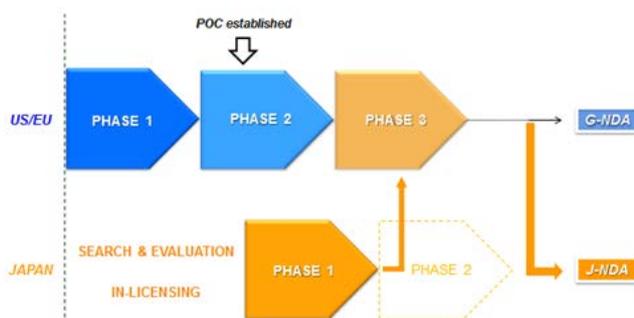
Unlike conventional pharmaceutical companies, Symbio does not conduct basic research or develop its own drug candidates in labs or clinics. Rather, it in-licenses drug candidates from pharmaceutical and biotech companies based in the US or EU.

The company focuses on developing drugs that have strong safety and efficacy data in clinical trials, providing an opportunity to develop new drugs more likely to succeed and secure regulatory approval with the use of bridging data whenever possible to shorten development timelines. Because the company does not conduct basic research, the company can file an NDA and start selling a drug within five to six years of securing the development and commercialization right. The company increases the chance that drug candidates it in-licenses will be approved in the future through an effective in-house screening process and rigorous evaluation by the company's Scientific Advisory Board. The overall aim is to reduce development risk by reducing development costs and shortening approval timelines, lifting earnings.

### Symbio targets compounds with an established proof-of-concept

The pharmaceutical business requires substantial financial commitment in terms of upfront investment, not to mention the number of years of development required in order to realize a return on the investment and the high risk of failure in clinical studies from Phase I through III. According to the company, the probability of a chemical compound having a signal with pharmacological activity in a particular disease being approved as a drug is 1/20,000 to 1/25,000, and only 15–20% of drugs that manage to enter the marketplace achieve profitability for the sponsor. Given the high rate of attrition of drug candidates in clinical development, Symbio reduces development risk by only targeting quality drug candidates undergoing clinical development with proof-of-concept established in human subjects and/or market sales. NDA filings that use clinical data generated overseas can expedite product development in Japan and other parts of Asia, slashing development costs and improving the overall success rate.

### Post-proof-of-concept strategy



Source: Company data

It may be possible for the company to file NDAs in Japan by bridging Japanese Phase I clinical trials with foreign data through its participation in global Phase III studies, thereby avoiding the need to complete domestic Phase II and/or Phase III studies for marketing approval.



### Screening: independent search network plus evaluation experience

The company identifies quality chemical compounds owned by pharmaceutical and biotech companies in the US or EU using a proprietary “search engine” and rigorous evaluation process. These candidates are first screened in-house by the search and evaluation team, whose members have extensive product development experience working at various pharmaceutical and biotech companies.

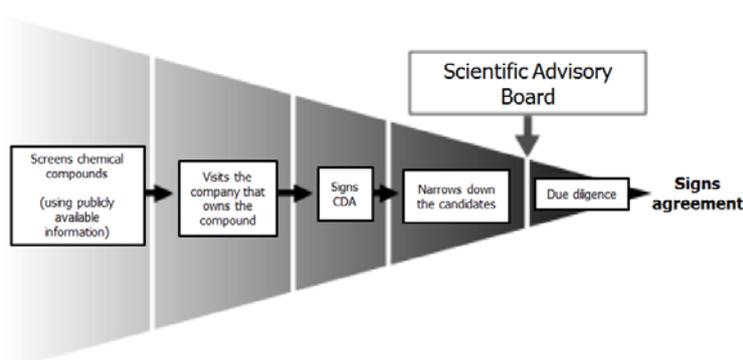
### Onsite due diligence

After a select team visits the potential licensor to conduct due diligence, a decision is made regarding whether to pursue the in-licensing opportunity based on the results of onsite due diligence and input from the company's SAB members.

### Only three drugs out of 400+ have met the company's stringent criteria since its foundation

As of February 2015, the company had screened over 400 candidates. It acquired three. The first was Treakisym, which Eisai Co., Ltd. (TSE1: 4523) sells in Japan. Clinical trials for additional Treakisym indications were underway as of July 2014. In addition to Treakisym, the company is also developing rigosertib.

### Drug candidate selection process



Source: Company materials  
CDA = confidential disclosure agreement

### Scientific Advisory Board

The Scientific Advisory Board is comprised of former directors of pharmaceutical companies, researchers, and doctors, and meets three times a year. Typically, the SAB panel evaluates two to three drug candidates that have been selected via the company's in-house screening process. This in-house screening of only those drug candidates having proof-of-concept established in human subjects with supportive efficacy and safety data followed by SAB assessment enables the company to reduce development risk and to pursue only those opportunities having the best chance of reaching the marketplace.



**Scientific Advisory Board members**

Name	Profile
George Morstyn, M.D., Ph.D.	Presently Chairman GBS Venture Capital firm, Deputy Chairman Victorian Comprehensive Cancer Centre, Director of Co-operative Research Centre for Cancer Therapeutics and Proacta. Former Senior Vice-President of Development and CMO at Amgen Inc..
Robert Lewis, M.D., Ph.D.	Former Senior Vice-President of US R&D, Aventis Pharmaceuticals; Chief Scientific Officer, Cell Therapeutics; Head of Discovery Research, Syntex Pharmaceuticals; Associate Professor, Harvard Medical School Currently serves as consultant in Immunology/Inflammation, Roche Palo Alto; Adjunct Faculty Member, Rockefeller University, New York
Makoto Ogawa, M.D., Ph.D.	Honorary President, Aichi Cancer Center
Tatsutoshi Nakahata, M.D., Ph.D.	Deputy Director and Professor of Center for iPS Cell Research and Application (CiRA), Institute for Integrated Cell-Material Sciences, Kyoto University Honorary member, The Japanese Society of Hematology
Toshio Suda, M.D., Ph.D.	Professor, Keio University School of Medicine (Chair in Developmental and Differential Biology) Guest Professor, Institute of Molecular Embryology and Genetics, Kumamoto University Vice President, The Japanese Society of Hematology in 2012
Tsutomu Takeuchi, M.D., Ph.D.	Professor of Medicine, Keio University, School of Medicine (Division of Rheumatology, Clinical Immunology, Department of Internal Medicine)
Shinji Nakao, M.D., Ph.D.	Professor, Kanazawa University College of Medical, Pharmaceutical and Health Sciences, Division of Cancer Medicine Cellular Transplantation Biology (Hematology/Respirology) Executive Director, The Japanese Society of Hematology in 2012
Toshio Heike, M.D., Ph.D.	Professor, Kyoto University Graduate School of Pharmaceutical Sciences (Developmental Medicine, Pediatrics) Director, Clinical Genetics Unit, Kyoto University Hospital Director, Division for iPS Cell Application Development, Kyoto University Hospital

Source: Company website

**A fables strategy with a lean management team**

Symbio seeks to reduce costs and raise profits by finding the right partner(s) to develop and commercialize drugs nimbly and efficiently through flawless execution.

Specifically, the company designs clinical trial protocols and whenever possible, will participate in global phase III studies being conducted by its partner(s) overseas with the aim of shortening development timelines in Japan. It may be possible to file NDAs in Japan using foreign data to support or "bridge" data generated in Japanese clinical trials, thereby avoiding the need to complete domestic Phase II and/or Phase III studies for marketing approval. The company uses its well established network for bendamustine to coordinate with medical professionals, outsourcing routine development duties. Production is also outsourced either to the company that originally granted the product license, or to other domestic or foreign manufacturer(s).

**Focusing on rare oncologic, hematologic, and autoimmune diseases**

Symbio focuses on drugs for underserved medical needs—even when the market may be as small as JPY10bn—rather than focusing on blockbuster drugs with sales in the hundreds of billions of yen. It aims to take advantage of therapeutic areas that tend to be overlooked in the pharmaceutical industry and thus, lack effective drugs.

According to the company, globally Japan has the third largest oncology market after the US and EU, and the market is expected to continue to expand due to Japan's aging population. However, regarding the



type of tumors that anticancer drugs can effectively treat, there is a considerable range of indications with a limited number of patients who will benefit from approved cancer treatments, particularly in the elderly population where the occurrence of serious adverse events can be prohibitive. As a result, barriers to entry are high—developing cancer drugs for niche markets is especially difficult and requires a high level of expertise. Concerns about having sufficient profit margins from marketed drugs to fund large operations means that major pharmaceutical companies may be reluctant to target indications with limited patient numbers for development, presenting an opportunity with fewer competitors in the marketplace for smaller and more specialized pharmaceutical companies such as SymBio.

### **Strategy for expansion in Asia**

Demand for medical services is expected to rise in Asia as economies continue to grow. Yet—as in Japan—there remains a lack of effective treatments for rare oncologic, hematologic, and autoimmune diseases. The company is seeking to develop new drugs that are complementary to Treakisym and rigosertib to sell in China/Hong Kong, Taiwan, South Korea, and Singapore, as well as in Japan.



## Pipeline

Name/Code	Category	Licensed Country	Indications	Development Stage	Partner
Treakisym SyB L-0501	Anti-cancer agent	Japan	Refractory/relapsed low-grade NHL	Market approval (2010/10/27)	Eisai Co., Ltd. (co-developed; exclusive sales rights granted to Eisai)
			Refractory/relapsed MCL	PII (completed)	
			Refractory/relapsed MCL	PII (completed)	
			First-line low-grade NHL	PII (completed)	
			First-line MCL	PII (completed)	
			CLL	PII (underway) Patient registration completed	
		Singapore	Low-grade B-cell NHL	Market approval (2010/1/20)	Eisai Co., Ltd. (exclusive development and sales rights granted to Eisai)
		Korea	CLL	Market approval (2011/5/31)	Eisai Co., Ltd. (exclusive development and sales rights granted to Eisai)
			MM	Market approval (2014/6/16)	
		China	Low-grade NHL	Clinical trials underway	Teva Pharmaceutical Industries Ltd. (China) (exclusive development and sales rights granted to Teva)
		Hong Kong	Low-grade NHL	Market approval (2009/12/30)	
		Taiwan	Low-grade NHL	Market approval (2011/10/18)	Innopharmax, Inc. (Taiwan) (exclusive development and sales rights granted to Innopharmax)
CLL					
Rigosertib (IV) SyB L-1101	Anti-cancer agent (IV)	Japan	Refractory/relapsed high-risk MDS	PI (underway)	—
		Korea	—	—	—
Rigosertib (oral) SyB C-1101	Anti-cancer agent (oral)	Japan	High-risk MDS (with azacitidine)	PI (underway) Patient registration completed	—
			Transfusion-dependent low-risk MDS	PI (underway) Patient registration completed	—
		Korea	—	—	—

Source: Company website

### SyB L-0501 (generic: bendamustine HCl; product name: Treakisym)

SyB L-0501 (Treakisym) or bendamustine hydrochloride is an anticancer agent. It is used as a treatment for low-grade NHL, MCL, MM and CLL.

\*Bendamustine was developed in 1971 by Jenapharm in former East Germany, where it was approved as a first-line treatment for low-grade NHL, MM, and CLL. After the unification of Germany in 1990, bendamustine was again evaluated for its effectiveness against these indications. In 2005, Germany approved the use of the drug for untreated low-grade NHL, MM and CLL. The drug was also approved in several other European countries in 2007. In the US, Treanda (bendamustine) was approved in March 2008 for relapsed or refractory NHL and CLL, with sales in October the same year. A separate application was filed in the US (2008) for the additional indication of previously untreated CLL.

According to the company, no cross-resistance has been shown for this drug, which means it is safer and more effective than existing treatments for target indications. In October 2010, Symbio received



regulatory approval in Japan to market the drug for relapsed or refractory low-grade NHL and MCL. Eisai covers 100% of the marketing and sales costs, and has been selling the drug since its launch in December 2010 (see Earnings structure).

As of February 2015, the company is conducting clinical trials for Treakisym in the first-line treatment of low-grade NHL, MCL, and CLL. The company plans to file an sNDA for approval for the indications of first-line low-grade NHL and MCL in FY12/15, expecting to receive approval in FY12/16. The company plans to file an sNDA for the indication of CLL in FY12/16, aiming to receive approval during FY12/16 or FY12/17.

### Lymphatic cancer

Lymphatic cancer is a malignant growth of lymphatic corpuscles in white blood cells. It causes inflammation of the lymphatic nodes. Lymphatic cancer is divided into Hodgkin's lymphoma (HL) and non-Hodgkin's lymphoma (NHL). Among the Japanese population, only 4% of lymphatic malignancies are HL. About 70-80% of NHL cases affect B-cells; the remaining 20-30% affect T/NK cells. Physicians examine tissue and determine the method of treatment depending on the type of cancerous cells observed: they look at the grade (high, intermediate, or low, depending on the aggressiveness of the disease) and clinical staging, which shows to what extent the cancer has spread.

#### Lymphatic malignancy: frequency by type

Category	Frequency
Non-Hodgkin's lymphoma	94%
B lymphocytes	69%
T/NK lymphocytes	25%
Hodgkin's lymphoma	4%
Other	2%

Source: Japanese Society for Lymphoreticular Tissue Research (JSLTR)

### Treakisym in-licensed from Astellas; Eisai handles sales

In December 2005, SymBio signed a license agreement for the exclusive right to bendamustine in Japan with Astellas Deutschland GmbH ("Astellas"), a subsidiary of Astellas Pharma Inc. The company entered into a second license agreement with Astellas in March 2007 to extend its exclusive development and commercialization right for bendamustine to China/Hong Kong, Taiwan, South Korea, and Singapore.

In August 2008, SymBio granted Eisai Co., Ltd. ("Eisai") the co-development and exclusive marketing right for Treakisym in Japan. Under the agreement, SymBio receives one-time payments from Eisai as well as milestone payments based on the clinical trial stage for a particular indication, plus revenues after supplying Treakisym to Eisai. Eisai shoulders half of the development costs for Treakisym, including labor costs for researchers and outsourcing costs for clinical trials (see Earnings structure).

SymBio has granted exclusive marketing rights for Treakisym to InnoPharmax, Inc. in Taiwan, Cephalon, Inc. in China, and Eisai in South Korea and Singapore. In return, SymBio receives one-time milestone payments, and books revenue from the sale of the drug to these companies. In FY12/14, overseas sales totaled JPY199mn (10.8% of the total) (note this does not include sales brought forward from next year in Korea). The company expects robust growth in overseas sales to continue.



**Approval for relapsed or refractory low-grade NHL, MCL**

In October 2010, five years after acquiring the right to Treakisym, Symbio received marketing approval in Japan for relapsed or refractory low-grade NHL and MCL. In FY12/14—following the domestic launch of the drug in December 2010—Treakisym sales to end users reached JPY4.3bn. According to company estimates, the drug has achieved a market share of about 57-58%.

According to the company, Japan has about 4,700 patients who suffer from relapsed or refractory NHL and MCL. Symbio thinks annual Treakisym sales could reach JPY4.5bn-JPY5.0bn.

**Treakisym: adding more indications**

As of February 2015, Treakisym was under phase II development by the company for the first-line treatment of low-grade NHL /MCL, and CLL as part of its plans for label expansion.

Market for Treakisym and number of patients

	Non-Hodgkin's Lymphoma		Chronic Lymphatic Leukemia
	Low-grade B-cell	High and intermediate grade	
Initial treatment	Number of patients: 7,100 Obtain approval in FY12/16 (planned) Phase III trials complete in Europe Phase II trials complete in Japan	/	Number of patients: 700 Obtain approval in FY12/17 (planned)
Relapsed and refractory conditions	Number of patients: 4,700 Approval obtained Approval obtained in Japan in Oct. 2010 Sales launched in Japan in Dec. 2010	Number of patients: 6,700 Consultation on application underway Phase II trials complete in Japan	Approval obtained in Europe and the US Phase II trials underway

Source: Company data

**First-line treatment of low-grade NHL and MCL**

In Japan, R-CHOP therapy—a combination of rituximab with CHOP chemotherapy drugs (cyclophosphamide, doxorubicin, vincristine, and prednisolone)—is standard first-line treatment for low-grade NHL and MCL despite the frequent occurrence of adverse events due to toxicity. Researchers have yet to establish the most appropriate method of treatment using rituximab in combination with chemotherapy.

Phase III clinical trials conducted overseas have demonstrated that rituximab in combination with bendamustine (R-B therapy) was safer and more efficacious than standard R-CHOP therapy for previously untreated low-grade B-cell NHL. Based on these results, the National Comprehensive Cancer Network (NCCN) and European Society for Medical Oncology (ESMO) guidelines recommend the use of R-B therapy as first-line therapy for patients with untreated low-grade NHL. The efficacy and safety of R-B therapy demonstrated during clinical trials for previously untreated low-grade NHL led to recommendations as first-line treatment for this indication.



## Development status: Astellas seeking approval in Europe

A randomized phase III trial completed in March 2011 by Dr. M. J. Rummel and researchers affiliated with Study Group Indolent Lymphomas (StiL) in Germany investigating efficacy and safety of bendamustine + rituximab (B-R) vs R-CHOP in first-line low-grade NHL and MCL is encouraging. The phase III clinical trial was conducted at 81 facilities in Germany, treating patients who were newly diagnosed between September 2003 and August 2008 with stage III or IV low-grade NHL or MCL. The trials involved a comparison between R-CHOP and the bendamustine-rituximab (B-R) regimen (bendamustine is marketed as Levact<sup>®</sup>, Ribomustin<sup>®</sup>, or Ribovact<sup>®</sup> in Europe). A total of 275 patients underwent R-CHOP therapy, while 274 were administered the B-R combination. The median follow-up period was 45 months. Clinical results showed that the median progression-free survival period was 69.5 months for the bendamustine hydrochloride-rituximab group while that for the R-CHOP group was 31.2 months ( $p < 0.0001$ ), demonstrating the superiority of the B-R therapy.

Results from the BRIGHT study, reported at the 2012 American Society of Hematology (ASH) Annual Meeting, combined with long-term safety data from other studies, suggest that the combination of bendamustine and rituximab may be an important alternative treatment option for the initial therapy of patients with low-grade NHL and MCL (Flinn et al reported in *Blood*). This randomized, noninferiority, phase III study evaluated the efficacy and safety of B-R vs a standard R-CHOP regimen or R-CVP (rituximab plus cyclophosphamide, vincristine, and prednisone) for treatment-naïve patients with indolent NHL or MCL. The B-R combination was found to be noninferior to commonly used chemotherapy with R-CHOP/R-CVP in terms of complete response rate. Assessed by the primary endpoint of complete response rate, B-R was noninferior to R-CHOP/R-CVP (31% vs 25%,  $P = .0225$  for noninferiority). The complete response rate for B-R was greater than the 22% threshold for noninferiority, an 88% margin.

## sNDA filing in Japan for first-line low-grade NHL and MCL in FY12/15

Astellas has filed a marketing application for the approval of bendamustine in first-line low-grade NHL in Europe which includes the StiL and BRIGHT study data, and data generated from Symbio's phase II study for first-line low-grade NHL in Japan. As of February 2015, the application was being reviewed by Germany's Federal Institute for Drugs and Medical Devices (BfArM) under the Decentralized Procedure. Astellas may be able to obtain approval for this indication in Europe in FY12/15 (with eventual approval in 24 European countries—the 23 Concerned Member States plus Germany). After Astellas receives approval in Europe for first-line low-grade NHL, Symbio plans to use data both from its domestic phase II clinical trial and the data package in Europe when it files its sNDA in Japan. The company expects to receive marketing approval in Japan in FY12/16.

## Patient population

Symbio estimates that there are 7,100 first-line low-grade NHL and MCL patients in Japan—1.5 times the number of patients with relapsed or refractory low-grade NHL and MCL. Treakisym sales could reach JPY5.5bn–JPY6bn as the Japanese population continues to age.

## Targets chronic lymphocytic leukemia (CLL)

Astellas' European subsidiary has obtained approval in the US and the EU to market bendamustine for the indication of untreated CLL. In Japan, Treakisym was designated as an orphan drug (drug for the treatment of rare diseases) in June 2012 by the Review Committee on Unapproved or Off-Label Drugs with High Medical Needs after it was determined that this drug met critical demand for new therapies to treat CLL.

## R&D status: application in FY12/16, approval expected in FY12/16 or FY12/17

The use of Treakisym to treat CLL has already been approved in the US and Europe. In May 2013, Symbio



initiated a pivotal phase II trial for Treakisym in CLL as a joint project with Eisai. With patient enrollment completed in November 2014, the company plans to submit an application to market the drug in FY12/16, expecting to receive approval in FY12/16 or FY12/17.

### **Potential patient population, expected sales**

Symbio estimates that there are about 700 CLL patients in Japan. Shared Research estimates that sales could reach JPY300mn–JPY350mn. This estimate is based on Treakisym sales per patient with relapsed or refractory low-grade NHL or MCL.

### **Relapsed or refractory DLBCL (aggressive NHL)**

Diffuse large B-cell lymphoma (DLBCL), or aggressive NHL, progresses rapidly but recovery may be expected in patients for whom anti-cancer drugs are effective. R-CHOP is the standard initial therapy for DLBCL, the most common type of NHL.

But according to the company, DLBCL patients relapse or become refractory to R-CHOP used as first-line therapy in about 40% of cases, and only patients who are 65 or younger can undergo chemotherapy at higher doses together with autologous stem cell transplants. Because the majority of relapsed or refractory DLBCL patients are elderly, physicians must consider potential side effects when selecting a suitable treatment. Weaker patients—due to age or other illnesses—have limited choices for treatment, and there is a need for a safer, more effective method of treatment such as Treakisym.

### **R&D status**

In March 2012, the company completed final analysis and evaluation of data from its phase II clinical trial using Treakisym in combination with rituximab for relapsed or refractory DLBCL (aggressive NHL). The trial, with clinical trial sites in both Japan and South Korea, demonstrated an improved prognosis with a median progression free survival (PFS) of 6.7 months as well as clinically manageable side effects in elderly patients.

Symbio had planned to file for marketing approval in Japan following completion of the phase II clinical trial and presentation of the data at the 54th American Society of Hematology (ASH) Annual Meeting in December 2012, however, the company decided to delay submission of the marketing application after subsequent consultations with the Pharmaceuticals and Medical Devices Agency (PMDA).

### **Potential patient population**

According to Symbio, the number of relapsed or refractory DLBCL (aggressive NHL) patients in Japan is approximately 6,700.

### **SyB L-1101 (intravenous)/SyB C-1101 (oral) (generic name: rigosertib)**

Rigosertib is a tumor-specific dual-specificity inhibitor, which inhibits both the PI3K (phosphoinositide 3-kinase) and the PLK (polo-like kinase 1) pathway. It is being developed in the US and EU by Onconova as a treatment for myelodysplastic syndromes (MDS) as well as in other indications such as first-line MDS and AML (in combination with Vidaza), and head and neck cancer (solid tumor).

According to Symbio, rigosertib's high safety profile enables the drug to be used as both a monotherapy and in combination with other anticancer drugs. It is being developed in both intravenous and oral forms.



**Onconova:** A US biopharmaceutical company. Established in 1998, Onconova focuses on discovering and developing small molecule drug candidates to treat cancer.

### Myelodysplastic Syndromes (MDS)

MDS is a refractory disease with a poor prognosis and progression to acute myeloid leukemia (AML) in approximately 30% of cases. It leads to abnormalities in hematopoietic stem cells that produce blood cells, resulting in a lack of blood. Blood cells produced this way are abnormally shaped. This change in the cells is called dysplasia. The disease typically leads to frequent anemia with some patients dying from infection or bleeding due to the reduction in blood cells. The average survival period is about three to five years, with some patients surviving 10 years or longer. It is still not clear what environmental or genetic factors are responsible for the occurrence of MDS, although those who have received radiation treatment or taken anti-cancer drugs may have a higher risk of developing the disease (source: Japan Adult Leukemia Study Group: JALSG).

#### Risk level assigned based on International Prognostic Scoring System

The seriousness of MDS is determined with the use of the International Prognostic Scoring System (IPSS). The IPSS score is calculated based on the ratio of myeloblasts (immature blood cells) in the bone marrow, chromosome analysis, and the results of a general laboratory blood test. The risk level is assessed based on the number of years that the patient is expected to live, disease progression, and the probability that the disease may lead to acute myeloid leukemia. Risk categories: low, intermediate-1, intermediate-2, and high. Lower-risk MDS refers to low and intermediate-1 patients, while higher-risk MDS refers to intermediate-1 and high in the IPSS risk categories.

### Acquired rights from Onconova to develop and sell rigosertib in Japan, Korea

In July 2011 SymBio bought the exclusive right to develop and sell the intravenous (IV) and oral forms of rigosertib following completion of Onconova's phase II US clinical trial for the IV form. In September 2012, Baxter International Inc. acquired the exclusive right to develop and sell rigosertib in Europe.

### Development status of rigosertib

As of July 2014, SymBio is developing the IV form of rigosertib for the indication of relapsed or refractory high-risk MDS, and the oral form for high-risk MDS (in combination with azacitidine) and transfusion-dependent low-grade MDS. The company also plans to expand the label of solid tumor indications, in view of progress in clinical trials overseas.

Onconova has completed its phase III trial for the intravenous form of rigosertib in post-HMA higher-risk MDS patients in the US and Europe. Although there was no statistically significant improvement in survival period in primary outcome measures, the efficacy of the drug was confirmed in a subgroup analysis. In Japan, SymBio has been conducting phase I clinical trials since June 2012.

As of February 2015, Onconova is conducting phase II clinical trials for the oral form of rigosertib in the US for the indications of high-risk MDS (in combination with azacitidine) and transfusion-dependent lower-risk MDS. In Japan, SymBio has been conducting phase I clinical trials for the indications of high-risk MDS and transfusion-dependent low-risk MDS since March 2013. The company also plans to begin phase I trials for the indication of high-risk MDS (with azacitidine) in FY12/16.



**Market for Rigosertib and number of patients**

	Low-risk MDS First-line	High risk MDS First-line	Relapsed/refractory
Intravenous			Number of patients: 3,200 Obtain approval in FY12/19 (planned) Phase III trials complete in the US Phase I trials underway in Japan
Oral	Number of patients: 7,800 Obtain approval in 2019-2020 (planned) Phase II trials underway in the US Phase I trials underway in Japan	Number of patients: 3,200 Schedule TBC Phase I trials underway in the US	

Source: Company data

**IV form of Rigosertib for post-HMA higher-risk MDS**

Higher-risk MDS is likely to cause a decline in blood cells or lead to leukemia. Treatment may involve stem cell transplants, depending on the patient's age, condition, and the compatibility of the donor. In the US and Europe, Vidaza (azacitidine) and Dacogen (decitabine) are standard drug therapies for this treatment. In Japan, Vidaza (being marketed by Nippon Shinyaku) is also administered in cases where stem cell transplants are not used. (for Vidaza, see Market and value chain)

However, some cases of higher-risk MDS show resistance to standard treatment with hypomethylating agents (HMAs) such as Vidaza and Dacogen, including relapse following treatment. The most advanced research being conducted for rigosertib as of February 2015 was for the treatment of patients with higher-risk MDS who had progressed on, failed or relapsed after prior therapy with HMAs. According to the company, no drugs have been approved for the treatment of post-HMA higher-risk MDS patients.

**R&D status: phase III clinical trial demonstrates no significant difference**

In February 2014, Onconova completed its phase III ONTIME clinical trial for the intravenous form of the drug in MDS patients in the US who showed resistance to standard treatment with HMAs, or who experienced recurrence of the disease after treatment with HMAs.

Of the 299 patients enrolled in the phase III clinical trial, 199 were administered rigosertib and 100 were placed in the control group. The overall survival (OS) period for those who received rigosertib was 8.2 months, while OS for the control group (BSC) was 5.8 months. However, with a p-value of 0.27, there was no statistically significant difference between the two groups.

Among patients whose condition had deteriorated or not responded to previous treatment using hypomethylating agents (184 of 299 people, or 62%), the overall survival period for higher-risk MDS patients who received rigosertib was 8.5 months, while for those in the control group (BSC) it was 4.7 months. The p-value was 0.022, showing a statistically significant difference. The hematological toxicity of the conventional anti-cancer agent was approximately 60%. With rigosertib, toxicity of Grade 3 or above did not exceed 7%, and non-hematological toxicity did not exceed 3%, confirming safety of the drug.

Following consultations with the US Food and Drug Administration (FDA) and European regulatory



agencies, Onconova plans to continue development work on rigosertib for the above indication, aiming to begin phase III comparative trials (global trials) in 2H FY12/15.

### **Domestic phase I clinical trials to continue**

Symbio initiated its phase I clinical trial for intravenous rigosertib to treat relapsed or refractory higher-risk MDS in June 2012. Patient registration was completed in January 2015. Based on the outcome of discussions with the FDA and European regulatory agencies and Onconova's future development, the company may participate in global trials that Onconova plans to launch in 2H FY12/15.

### **Oral form of rigosertib for first-line high-risk MDS (in combination with azacitidine)**

#### **R&D status: phase I and II clinical trials underway**

As of February 2015, Onconova is conducting phase I and II clinical trials of the oral form of rigosertib for the indication of high-risk MDS (in combination with azacitidine).

During phase I of the trials, the 18 patients took only rigosertib (oral) in week one, rigosertib and azacitidine in week two, only rigosertib in week three, and nothing in week four. The safety profile of this treatment was comparable to monotherapy with azacitidine. Of the 18 patients, marrow complete remission or marrow complete remission with incomplete recovery of blood counts was reported in 9.

As of February 2015, phase II of the trial is underway at three locations in the US and Europe, including the MD Anderson Cancer Center in Texas.

#### **Plans to continue domestic phase I clinical trials**

Symbio expects to complete the domestic phase I clinical trial of rigosertib (oral) for the indication of high-risk MDS in FY12/15. The company intends to launch phase I clinical trials to confirm the safety of this drug when used in combination with azacitidine to treat high-risk MDS in FY12/16. The company may also participate in global trials conducted by Onconova in early 2017.

### **Oral form of rigosertib for transfusion-dependent lower-risk MDS**

Lower-risk MDS corresponds to all the low-risk categories and intermediate-1 of the IPSS with a blast-cell ratio (the ratio of blast cells in the marrow and peripheral blood) of less than 5%. It is primarily caused by a decline in blood cells. It poses a low risk of progression to acute leukemia.

Patients who do not suffer a large decline in blood cells and who do not have any subjective symptoms are placed under observation instead of being treated. Those who develop anemia receive an infusion of red blood cells in accordance with their age. Sometimes an immunosuppressant is used to prevent lymphocyte cells from attacking hematopoietic stem cells. Depending on a patient's age and condition, and HLA compatibility with a donor, an allogeneic hematopoietic stem cell transplant is sometimes carried out. Patients who are not suitable candidates for an allogeneic hematopoietic stem cell transplant, but who are in critical condition due to hematopoietic failure, may be given Vidaza.

#### **R&D status: US phase II clinical trial in first-line lower-risk MDS demonstrates efficacy**

Onconova is conducting a phase II clinical trial in the US for the oral form of rigosertib in first-line transfusion-dependent, lower-risk MDS. As of February 2015, the company was in discussions with the FDA regarding design of the phase III clinical trial.

Interim results of the ongoing phase II clinical trial in first-line lower-risk MDS were released in December 2013 at the 55th American Society of Hematology (ASH) Annual Meeting. The trial was conducted in



first-line transfusion-dependent, lower-risk MDS patients to determine the efficacy and safety of rigosertib. A combined response rate of 53% was observed in 36 evaluable patients receiving the intermittent dosing schedule. Major adverse effects include toxicity in the bladder (such as trouble urinating, frequent urination, and bloody urine). However, no severe cases of bone marrow suppression were observed (adverse events of anti-cancer agents include lower white blood cell, red blood cell, and platelet counts).

In the clinical trial, 36 patients were given rigosertib twice a day for 14 days, and then did not receive the drug for the next seven days. This was repeated for at least eight weeks. In the study, transfusion dependency was resolved for 14 (39%) of these patients. To address urinary adverse events, a modified dosing regimen was tested in a cohort, and of the 13 patients receiving the new regimen only one patient reported a Grade 2+ urinary event (8%). The results were promising. At the same time, a whole genome scan was used to identify a methylation signature in 32 patients, helping to relate transfusion independence with the genomic profile in the 32 patients analyzed—genetic markers that could be associated with the elimination of blood transfusion dependency. An additional cohort of 20 lower-risk MDS patients to confirm genomic signature is now being enrolled.

### **Domestic phase I clinical trial**

In March 2013, SymBio launched phase I clinical trials of the oral form of rigosertib for the indications of transfusion-dependent low-risk MDS and high-risk MDS. The company plans to continue conducting these clinical trials, while following the progress of Onconova's clinical trials.

### **Patient population, estimated sales**

According to SymBio estimates, patients with lower-risk MDS in Japan number about 7,800, with 3,200 MDS patients classified as higher-risk.

Nippon Shinyaku Co., Ltd. (TSE1: 4516) has been selling azacitidine in Japan as first-line therapy for MDS under the product name Vidaza since March 2011. According to Nippon Shinyaku, sales of Vidaza were JPY9.7bn for FY03/14 (+38.1% YoY). The company expects to book sales of JPY10.8bn for FY03/15. Shared Research thinks that sales of the intravenous and oral forms of rigosertib could match or exceed sales of Vidaza, used when patients who receive treatment with Vidaza relapse.



## Earnings structure

Earnings structure							
(JPYmn)	FY12/08	FY12/09	FY12/10	FY12/11	FY12/12	FY12/13	FY12/14
Sales	1,630	1,191	1,450	1,883	1,955	1,532	1,955
Product Sales	-	-	326	1,632	1,955	1,432	1,940
Treakisym Sales to End Users (Reference)	-	-	644	3,390	3,940	4,230	4,320
Product Sales / Sales to End Users	-	-	50.6%	48.2%	49.6%	33.9%	44.9%
Royalty Revenue	1,630	1,191	1,124	250	-	100	15
Sales to Eisai	1600	1,085	1,446	1,872	1,930	1,486	1,908
Non-Eisai Sales	30	106	4	10	26	46	47
CoGS	-	-	238	1,224	1,362	1,214	1,428
CoGS / Product Sales	-	-	73.1%	75.0%	69.7%	84.8%	73.6%
CoGS / Sales to End Users	-	-	0	36.1%	34.6%	28.7%	33.1%
Product Procurement	-	-	238	1,434	1,322	1,175	1,550
Gross Profit	1,630	1,191	1,212	658	593	318	527
SG&A	1,497	1,399	1,825	2,725	2,293	1,999	1,830
Personnel	252	323	343	365	413	441	479
Research	868	817	1,118	1,945	1,438	1,053	774
Other	377	259	364	415	442	505	577
Operating profit	133	-208	-613	-2,067	-1,700	-1,681	-1,303

Source: Company data

## Sales

The company's sales are made up of product sales and royalty revenue. Since FY12/08, per the above table most of the sales have originated from Eisai.

### Product sales

Product sales are revenue from selling Treakisym. The company began booking product sales in FY12/10, when it obtained approval for Treakisym and started selling the anti-cancer agent in December 2010. In FY12/14, product sales comprised sales of bendamustine to Eisai and InnoPharmax. Bendamustine is supplied wholesale at the NHI price minus a percentage based on past transactions. Shared Research estimates this percentage to be about 40%.

### Royalty revenue

Royalty revenue includes one-time contract payments and milestone payments. Since granting the exclusive marketing right for Treakisym to Eisai in August 2008, Symbio books one-time payments and milestone payments in accordance with clinical trial stage.

## CoGS

Cost of goods sold refers to procurement costs for drugs. As mentioned earlier, the company's only product on the market as of July 2014 was Treakisym (bendamustine). Astellas supplies bendamustine to the company for about 75% of Symbio's wholesale price. Margins may improve as sales increase.



SymBio receives bendamustine in nude vials from Astellas, carries out the packaging and labelling, and supplies the drug wholesale to Eisai. SymBio pays Astellas in euros, with these transactions usually taking place several months apart. Thus, the company faces the risk that euro-yen forex rates will change during this period. The company hedges this risk with forward foreign-exchange contracts, and by reporting gains and losses on forex as a non-operating profit (or loss).

### SG&A

---

Labor and R&D are the main SG&A expenses. Labor costs have been trending upward in line with business growth. R&D expenses fluctuate depending on the progress of clinical trials and new license agreements from in-licensing activities. According to the company, in-licensing expenses are between JPY500mn and JPY1bn per drug, and domestic clinical trials cost between JPY1bn and JPY2bn. Note: Eisai pays half of the development costs for Treakisym in Japan.



## Strengths and weaknesses

---

### Strengths

---

- **Unique candidate selection process:** Symbio makes decisions on in-licensing new drug candidates based on an initial assessment and screening process by its in-house search and evaluation team. The final decision is made by the company after evaluation by a team of medical experts—the Scientific Advisory Board (SAB). President Yoshida's extensive range of contacts in the pharmaceutical industry built during his tenure at Amgen Japan and Amgen Inc. is a significant hurdle for competitors attempting to emulate the quality of the company's search and evaluation team, SAB panel and selection process.
- **Strong product development:** Treakisym (bendamustine hydrochloride)—the first drug the company developed—received marketing approval in Japan just five years after the license agreement was signed with Astellas. Treakisym, launched by the company in December 2010, is being used by a number of Japanese physicians and is considered to be an essential drug for the treatment of relapsed or refractory low-grade NHL and MCL. The company's success with Treakisym demonstrates its strong product development capabilities and nimbleness. Three additional indications are now under development by the company for the drug (relapsed or refractory aggressive NHL; first-line low-grade NHL and MCL; and chronic lymphocytic leukemia), which may receive marketing approval in the future.
- **Strong share in niche markets:** Symbio focuses on niche markets for rare oncologic, hematologic, and autoimmune diseases. The company takes advantage of a less competitive environment by developing drugs for indications that serve a limited number of patients and require a high degree of in-house expertise. Thus, the company has succeeded in securing more than 50% of the target market for Treakisym in relapsed or refractory low-grade NHL and MCL in the third year after launch.

### Weaknesses

---

- **Lack of sales force:** The company does not currently have its own sales force, thus Treakisym is being sold through Eisai, an alliance partner. The company is considering the creation of its own sales and marketing organization for rigosertib and other drugs approved beyond rigosertib. Such efforts could drive up costs and impact the company's future profitability.
- **Funding needs:** It takes time and significant investment for pharmaceutical and biotech companies to develop and commercialize drugs, and they must secure funding on a regular basis to cope with the uncertainty of their earnings. For Symbio, cash and equivalents plus short-term investments totalled about JPY6.6bn at the end of FY12/14. But the company expects a total net loss of JPY7.4–9.1bn over the period of its mid-term plan (FY12/15–FY12/17). Losses could be heavier if the company acquires new drug candidates, requiring one-time payments and more R&D spending. The company's operations would be affected if it fails to secure additional funding.
- **Dependence on a single individual:** Founding President and CEO, Fuminori Yoshida, has played a central role in all aspects of Symbio's management since its foundation. If for any reason Mr. Yoshida is unable to perform his duties, this could have an impact on company operations.



## Market and value chain

---

## Market strategy

---

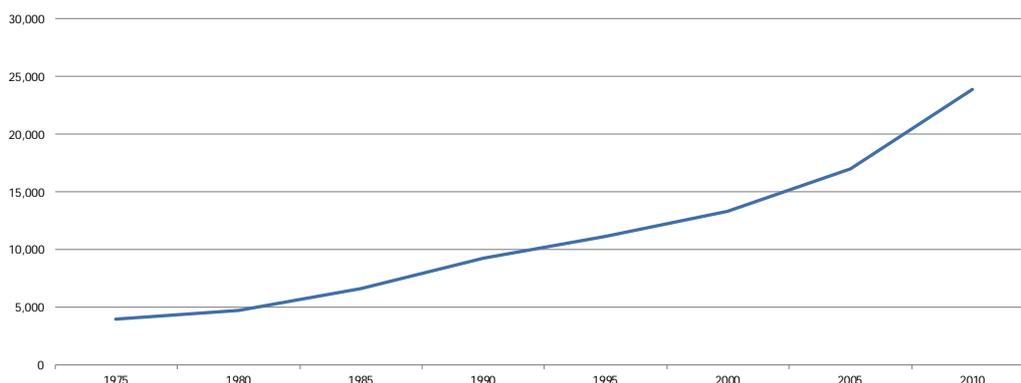
### Lymphatic cancer: patient population, market size, drugs

---

#### Newly diagnosed patients with lymphatic cancer

In 2010, the number of people newly diagnosed with lymphatic cancer in Japan was 23,919, according to the Center for Cancer Control and Information Services of the National Cancer Center. Of these, 18,240, or 76.3%, were 60 years or older. The number of people newly diagnosed with lymphatic cancer has been rising along with Japan's aging population. This number rose by 80% from 2000 to 2010. Between 2010 and 2014, the total number of people newly diagnosed with lymphatic cancer was 21,100, per National Cancer Center data. This number is expected to rise to 23,000 between 2015 and 2019, and to 24,500 between 2020 and 2024.

Patients newly diagnosed with lymphatic malignancy



Source: Center for Cancer Control and Information Services, National Cancer Center

Patients newly diagnosed with lymphatic malignancy

	1975	1980	1985	1990	1995	2000	2005	2010
Number of patients	4,013	4,741	6,635	9,297	11,195	13,307	16,991	23,919
Incidence rate (per 100,000)	3.6	4.1	5.5	7.5	8.9	10.5	13.3	18.7

Source: Center for Cancer Control and Information Services, National Cancer Center

#### Market for lymphatic cancer drugs may expand

According to the Fuji Keizai Group, the domestic market potential for anticancer agents was JPY769.1bn in 2012. The market is growing, and is expected to hit JPY1.1tn by 2021—the result of a larger elderly population in Japan and more treatable patients as cancer is discovered at an earlier stage. Within this market, the market for lymphatic cancer drugs is expected to expand to JPY60.2bn in 2021 from JPY38.9bn in 2012.

**Market for drugs for lymphatic malignancy**

(JPYbn)	2012	YoY	2021 (Est.)	Growth (2021/2012)
Anticancer agents	769.1	105.0%	1,061.4	138.0%
Breast cancer	119.5	112.4%	199.4	166.9%
Lymphatic malignancy	38.9	111.5%	60.2	154.8%

Source: Fuji Keizai Group

As of February 2015, the first-line drug for lymphatic cancer was rituximab. According to Chugai Pharmaceutical Co., Ltd., Japanese Rituxan sales were JPY22.9bn in 2011, JPY24.7bn in 2012, JPY26.2bn in 2013, and JPY26.2bn in 2014.

**Treakisym market potential and patient population**

The company estimates that the number of patients being treated for relapsed or refractory low-grade NHL in Japan is 4,700. Treakisym sales reached JPY4.3bn in FY12/14.

The company estimates that the number of Japanese patients receiving first-line treatment for low-grade NHL and MCL is about 7,100 (phase II completed); the number of patients with relapsed or refractory aggressive NHL is about 6,700 (phase II completed). Japanese patients with CLL is estimated to be about 700 (phase II ongoing). The estimate for total number of users and potential users of Treakisym: 19,200.

**Treakisym indications and number of patients**

Condition	Patients	Progress	Notes
Relapsed or refractory low-grade NHL, relapsed or refractory MCL	4,700	Approval granted	Sales: JPY4.3bn (FY12/14)
First-line low-grade NHL, first-line MCL	7,100	Clinical trials underway	Phase II clinical trials completed
Relapsed or refractory intermediate- or high-grade NHL	6,700	Clinical trials underway	Consultation on application underway
CLL	700	Clinical trials underway	Phase II clinical trials

Source: Company data

\*Sales based on NHI prices.

**Drugs competing with Treakisym**

As of February 2015, these include rituximab and ibritumomab tiuxetan. Immunochemotherapy (the combination of immunotherapy and chemotherapy drugs) is often used to treat B-cell lymphatic malignancies.

**Rituximab (product name: Rituxan)**

The drug, co-developed by the US companies IDEC Pharmaceuticals and Genentech, Inc. received US approval in November 1997 as the world's first monoclonal antibody.

Rituxan consists of a portion of both mouse antibody and IgG, a human antibody. It attaches itself to the CD20 antigen that appears on B cells in the body and fights tumors through complement-dependent cytotoxicity and antibody-dependent cell-mediated cytotoxicity effects (source: Chugai, Zenyaku Kogyo). In Japan, Zenyaku Kogyo and Chugai have been jointly selling the drug since September 2001. Chugai's Rituxan sales were JPY26.2bn in 2014.



**Ibritumomab tiuxetan (product name: Zevalin)**

Like Rituxan, the antibody drug Zevalin targets CD20 antigen on B cells. It combines the antibody with a radioactive substance and attacks B cells with radiation. The treatment is only available at medical institutions authorized to handle radioactive elements.

Zevalin was approved in January 2008 as a treatment for refractory lymphatic cancer (low-grade B-cell NHL). It is sold by Fujifilm RI Pharma Co., Ltd., a subsidiary of Fujifilm Holdings Corporation.

**MDS patients, drugs**

**Market potential and number of patients**

**MDS patient population estimated at 11,000**

A high proportion of people aged 60 or older suffer from MDS. The number of patients totaled 9,000 in 2008, with 2,781 deaths from the disease according to Japan's Ministry of Health, Labour and Welfare (MHLW). Symbio estimates that there are currently about 11,000 MDS patients in Japan amid a larger elderly population. Even though the number of patients continues to rise, there is a high unmet medical need in Japan with no effective treatment available.

Rigosertib indications and number of patients

Condition	Patients	Progress	Notes
Low-risk MDS	7,800	Clinical trials underway	Domestic Phase I clinical trial in progress
High-risk MDS	3,200	Clinical trials underway	Domestic Phase I clinical trial in progress

Source: Company data

**Drugs competing with rigosertib**

According to the company, as of February 2015, Nippon Shinyaku Co., Ltd.'s Vidaza is the only IV drug approved in Japan for the main indication of MDS.

**Azacitidine (product name: Vidaza)**

Vidaza, developed by Pharmion Corporation (now Celgene Corporation) in the US, is a treatment for first-line intermediate and higher-risk MDS. Nippon Shinyaku Co., Ltd. signed a license agreement with Pharmion in 2006 to sell this drug in Japan, obtaining marketing approval in January 2011 following the completion of domestic clinical trials. Nippon Shinyaku booked Vidaza sales of JPY9.7bn in FY03/14 (+38.1% YoY), according to the company, and expects sales of JPY10.8bn in FY03/15.

In addition to killing cancerous cells, azacitidine inhibits DNA methylation. It becomes effective after use for three to six months, with bone marrow suppression as the main side effect (a decline in white blood cells and platelets). However, while the use of hypomethylating agents such as azacitidine and decitabine (Dacogen) in the treatment of MDS has improved the outcome of patients who tend to have very poor survival, about half of MDS patients do not respond, progress, or relapse at different times after their response on these HMAs, followed by an extremely poor prognosis.

According to the company, as of July 2014 Vidaza was the only approved drug in Japan for the first-line treatment of higher-risk MDS, with no effective treatment available once patients treated with Vidaza



relapse. The company plans to position the IV formulation of rigosertib in the marketplace to treat Japanese patients who have failed or relapsed after azacitidine treatment.



## Historical performance

---

### Q3 FY12/14 results

---

In Q3 FY12/14, sales increased 1.9% YoY to JPY1.3bn, due to domestic and overseas sales of Treakisym.

Treakisym product sales totaled JPY1.3bn (+9.0% YoY). Net domestic sales of Treakisym were up 0.4%; net overseas sales were up 2.3x.

Milestone payments were JPY15mn (-85.0% YoY), upon the approval of bendamustine hydrochloride ("bendamustine"; product name: Symbenda) for the indication of relapsed or refractory low-grade NHL in South Korea.

SG&A expenses totaled JPY1.3bn (-10.0% YoY). R&D costs were down 33.2%, at JPY545mn. The company incurred costs related to the clinical trials of Treakisym and rigosertib (intravenous and oral forms), but overall R&D costs fell year-on-year as R&D spending on Treakisym winds down. Other SG&A expenses were up 19.1% at JPY775mn.

Overall, Symbio booked an operating loss of JPY967mn (operating loss of JPY1.2bn in Q3 FY12/13). Recurring loss was JPY941mn (recurring loss of JPY1.2bn in Q3 FY12/13). The net loss was JPY944mn (net loss of JPY1.2bn in Q3 FY12/13).

### Domestic

#### Treakisym

In March 2013, patient enrollment was completed for the phase II clinical trial of Treakisym in the first-line treatment of low-grade NHL and MCL. The company is analyzing and evaluating data from the trial as it prepares to file a supplemental new drug application (sNDA) for marketing approval. Astellas Pharma GmbH ("Astellas"; European subsidiary of Astellas Pharma Inc.; TSE1: 4503) has already applied for approval of first-line low-grade NHL for bendamustine in Europe; the application is currently under review in Germany by the Federal Institute for Drugs and Medical Devices (Bundesinstitut für Arzneimittel und Medizinprodukte: BfArM).

A phase II clinical trial for the indication of CLL was initiated by the company in May 2013, with the completion of patient enrollment in November 2014.

#### Rigosertib

The company is conducting a domestic phase I clinical trial for the intravenous (IV) form of rigosertib in relapsed or refractory higher-risk myelodysplastic syndromes (MDS). In February 2014, licensor Onconova Therapeutics, Inc. ("Onconova"; Nasdaq: ONTX) announced the results of its phase III ONTIME clinical trial in patients with higher-risk MDS who had progressed, failed or relapsed after prior therapy with hypomethylating agents (HMAs); 299 MDS patients were enrolled at 89 sites in the US and Europe. Compared with best supportive care (BSC), the clinical trial did not show a statistically significant improvement in the overall survival period (primary outcome measures). However, group analysis showed a statistically significant difference in the survival period for patients whose condition had deteriorated or not responded to previous treatment using HMAs. At the time of writing this report, Onconova was in discussions with regulatory agencies in the US and Europe regarding the future development of intravenous rigosertib. Post phase I development in Japan will depend on the outcome of these discussions.

A domestic phase I clinical trial using the oral form of rigosertib is also underway in Japan for the treatment of lower-risk transfusion-dependent MDS patients as first-line treatment.



## Q2 FY12/14 results

---

In 1H FY12/14, sales increased 20.3% YoY to JPY975mn, due to domestic and overseas sales of bendamustine.

Domestic sales of Treakisym to end users were JPY2.1bn (+2.0% YoY). Product sales were up 35.1%, to JPY960mn. Domestic sales of Treakisym rose 21.1%, as Eisai completed distribution inventory adjustments. Overseas product sales were up about 3.5x.

Milestone payments totaled JPY15mn (-85.0% YoY). The company received these payments upon marketing approval of Symbenda for the additional indication of relapsed or refractory low-grade NHL in South Korea.

SG&A expenses totaled JPY893mn (-9.9% YoY). R&D costs were down 33.5%, at JPY370mn. The company incurred costs related to the clinical trials of Treakisym and rigosertib (intravenous and oral), but overall R&D costs fell year-on-year as R&D spending on Treakisym winds down. Other SG&A expenses were up 20.3% at JPY523mn, due to higher promotional expenses and changes to the categorization of some R&D costs.

Overall, Symbio booked an operating loss of JPY646mn (operating loss of JPY807mn in Q2 FY12/13). The company also booked non-operating expenses of JPY79mn, mainly due to foreign exchange losses. As a result, recurring loss was JPY713mn (recurring loss of JPY812mn in Q2 FY12/13). The net loss was JPY715mn (net loss of JPY814mn in Q2 FY12/13).

### Asia Pacific partners

Symbio expects overseas markets to expand, and forecasts about 10% growth in sales in FY12/14. In June 2014, Eisai's subsidiary, Eisai Korea Inc. (EKI) received approval in South Korea for the additional indication of relapsed or refractory low-grade NHL for bendamustine (product name: Symbenda). EKI sells the drug for two other indications—CLL and multiple myeloma (MM). A second Eisai subsidiary, Eisai (Singapore) Pte. Ltd., markets bendamustine in Singapore (product name: Symbenda). In Taiwan, the drug is being marketed by InnoPharmax Inc. for relapsed or refractory low-grade NHL and CLL (product name: Innomustine).

## FY12/13

---

Treakisym sales in Japan and other parts of Asia were JPY1.5bn (-21.6% YoY) due to adjustments in distribution inventory. Sales to end users were JPY4.2bn (+7.4% YoY). However, Treakisym sales totaled JPY1.4bn (-26.8% YoY) due to adjustments in Treakisym distribution inventory at Eisai.

The company earned JPY100mn in royalty revenue (no such revenue was posted a year earlier). The company received milestone payments associated with the start of the phase II clinical trial for CLL.

The company posted R&D costs of JPY1.1bn (-26.8% YoY) due to clinical trials for additional Treakisym indications, and rigosertib indications. R&D costs declined from a year earlier as development for Treakisym nears completion. With other expenses totaling JPY946mn (+10.6% YoY), total SG&A expenses were JPY2.0bn (-12.9% YoY).

Operating loss was JPY1.7bn (almost unchanged from a year earlier). There were non-operating expenses of JPY35mn associated with payment of fees and stock issuance costs. The company posted a



non-operating profit of JPY114mn due to currency gains. Consequently, recurring loss was JPY1.6bn (a loss of JPY1.7bn a year earlier), and net loss was 1.6bn (a loss of JPY1.7bn a year earlier).



## Income statement

Income Statement (JPYmn)	FY12/09	FY12/10	FY12/11	FY12/12	FY12/13	FY12/14
	Par.	Par.	Par.	Par.	Par.	Par.
<b>Total Sales</b>	<b>1,191</b>	<b>1,450</b>	<b>1,883</b>	<b>1,955</b>	<b>1,532</b>	<b>1,955</b>
YoY	-26.9%	21.7%	29.8%	3.9%	-21.6%	27.6%
CoGS	-	238	1,224	1,362	1,214	1,428
<b>Gross Profit</b>	<b>1,191</b>	<b>1,212</b>	<b>658</b>	<b>593</b>	<b>318</b>	<b>527</b>
GPM	100.0%	83.6%	35.0%	30.3%	20.8%	26.9%
SG&A	1,399	1,825	2,725	2,293	1,999	1,830
SG&A / Sales	117.5%	125.8%	144.8%	117.3%	130.4%	93.6%
<b>Operating Profit</b>	<b>-208</b>	<b>-613</b>	<b>-2,067</b>	<b>-1,700</b>	<b>-1,681</b>	<b>-1,303</b>
YoY	-	-	-	-	-	-
OPM	-	-	-	-	-	-
Non-Operating Income	20	13	56	7	114	215
Non-Operating Expenses	26	38	85	37	35	22
<b>Recurring Profit</b>	<b>-214</b>	<b>-638</b>	<b>-2,095</b>	<b>-1,729</b>	<b>-1,601</b>	<b>-1,110</b>
YoY	-	-	-	-	-	-
RPM	-	-	-	-	-	-
Extraordinary Gains	-	-	-	-	-	2
Extraordinary Losses	-	0	5	0	-	3
Tax Charges	4	4	4	4	4	4
Implied Tax Rate	-	-	-	-	-	-
<b>Net Income</b>	<b>-218</b>	<b>-642</b>	<b>-2,105</b>	<b>-1,733</b>	<b>-1,605</b>	<b>-1,116</b>
YoY	-	-	-	-	-	-
Net Margin	-	-	-	-	-	-

Figures may differ from company materials due to differences in rounding methods

Source: Company data

## FY12/12

Sales were JPY2.0bn (+3.9% YoY). Product sales were JPY2.0bn (+19.8% YoY) due to an increase in Treakisym sales to end users, which totaled JPY3.9bn (+16.2% YoY). The company did not receive any royalty revenue.

SG&A expenses were JPY2.3bn (-15.8% YoY). R&D costs totaled JPY1.4bn (-26.1% YoY), which included the cost of clinical trials for additional Treakisym indications and rigosertib. The company, which made one-time payments for the acquisition of rigosertib a year earlier, did not make such payments, slashing R&D expenses.

## FY12/11

Sales were JPY1.9bn (+29.8% YoY). Product sales were JPY1.6bn (+401.3% YoY). Sales of Treakisym to end users were JPY3.4bn (JPY64mn in FY12/10). Royalty revenues were JPY250mn. The company received milestone payments associated with the start of domestic development of first-line low-grade non-Hodgkin's lymphoma and mantle-cell lymphoma, plus the marketing approval of Treakisym in South Korea and Taiwan.

SG&A expenses were JPY2.7bn (+49.4% YoY). R&D costs were JPY1.9bn (+73.9% YoY). The company conducted clinical trials for additional Treakisym indications and SyB D-0701 (antiemetic transdermal



patch for RINV). The company also made one-time payments for the acquisition of rigosertib rights (both IV and oral).

### **FY12/10**

---

Sales were JPY1.5bn (+21.7% YoY). Product sales were JPY326mn (no product sales a year earlier). The company began to post product sales as it started to sell Treakisym in Japan. Royalty revenue totaled JPY1.1bn. The company received milestone payments from Eisai associated with the marketing approval of Treakisym in Japan, marketing approval of Symbenda in Singapore, and the start of the phase II clinical trial for multiple myeloma in Japan.

SG&A expenses were JPY1.8bn (+30.4% YoY). R&D costs were JPY1.1bn (+36.9% YoY), which included spending for clinical trials, preparation for additional Treakisym indications and the clinical trial for SyB D-0701 (antiemetic transdermal patch for RINV). The company made one-time payments for SyB 0702 (HSP32 inhibitor).

### **FY12/09**

---

Sales were JPY1.2bn (-26.9% YoY), all from royalty revenues. The pivotal phase II clinical trial for Treakisym targeting low-grade NHL and MCL patients who had received prior treatment was completed in March 2009. The company submitted an application for accelerated marketing approval of Treakisym in October 2009 (receiving orphan drug designation with 10-year marketing exclusivity once approved).

SG&A expenses were JPY1.4bn (-6.5% YoY). R&D costs were JPY817mn (-5.9% YoY). The company sought to develop its product pipeline with emphasis on phase II clinical trials for additional indications of Treakisym, and phase I clinical trial for the combination therapy of Treakisym plus rituximab in first-line low-grade NHL and MCL.

### **FY12/08**

---

Sales were JPY1.6bn (no sales for FY12/07). All sales were comprised of royalty revenue. In August 2008, the company entered into a license agreement with Eisai for the co-development and exclusive marketing right to Treakisym in Japan. Symbio received one-time payments for the agreement. SG&A expenses: JPY1.5bn. R&D expenses: JPY868mn.



## Historical forecast accuracy

---

Initial CE vs. results (JPYmn)	FY12/09 Par.	FY12/10 Par.	FY12/11 Par.	FY12/12 Par.	FY12/13 Par.	FY12/14 Par.
Sales (Initial CE)	-	-	1,933	2,338	1,927	1,785
Sales (Results)	-	-	1,883	1,955	1,532	1,955
<b>Initial CE versus Results</b>	-	-	<b>-2.6%</b>	<b>-16.4%</b>	<b>-20.5%</b>	<b>9.5%</b>
Operating Profit (Initial CE)	-	-	-2,351	-1,625	-1,889	-1,654
Operating Profit (Results)	-	-	-2,067	-1,700	-1,681	-1,303
<b>Initial CE versus Results</b>	-	-	-	-	-	-
Recurring Profit (Initial CE)	-	-	-2,398	-1,652	-1,922	-1,650
Recurring Profit (Results)	-	-	-2,095	-1,729	-1,601	-1,110
<b>Initial CE versus Results</b>	-	-	-	-	-	-
Net Income (Initial CE)	-	-	-2,407	-1,656	-1,926	-1,654
Net Income (Results)	-	-	-2,105	-1,733	-1,605	-1,116
<b>Initial CE versus Results</b>	-	-	-	-	-	-

Figures may differ from company materials due to differences in rounding methods

Source: Company data



## Balance sheet

Balance Sheet (JPYmn)	FY12/09 Par.	FY12/10 Par.	FY12/11 Par.	FY12/12 Par.	FY12/13 Par.	FY12/14 Par.
<b>Assets</b>						
Cash and Equivalents	3,902	2,314	4,559	4,540	6,163	5,692
Marketable securities	219	1,701	1,953	300	1,100	899
Accounts Receivable	-	6	162	148		273
Inventories	-	-	207	165	125	
Other Current Assets	97	191	297	268	245	426
<b>Total Current Assets</b>	<b>4,218</b>	<b>4,213</b>	<b>7,178</b>	<b>5,421</b>	<b>7,634</b>	<b>7,290</b>
Buildings	7	7	7	8	8	22
Equipment, Plant	18	31	32	34	34	47
Acc. Depreciation	-12	-16	-22	-28	-33	-20
<b>Total Tangible Fixed Assets</b>	<b>13</b>	<b>22</b>	<b>17</b>	<b>14</b>	<b>9</b>	<b>49</b>
<b>Total Other Fixed Assets</b>	<b>27</b>	<b>27</b>	<b>48</b>	<b>57</b>	<b>37</b>	<b>49</b>
Software	2	1	10	8	6	62
Other	-	-	3	3	2	4
<b>Total Intangible Assets</b>	<b>2</b>	<b>1</b>	<b>13</b>	<b>11</b>	<b>8</b>	<b>66</b>
<b>Total Fixed Assets</b>	<b>42</b>	<b>50</b>	<b>78</b>	<b>82</b>	<b>53</b>	<b>164</b>
<b>Total Assets</b>	<b>4,261</b>	<b>4,263</b>	<b>7,256</b>	<b>5,502</b>	<b>7,687</b>	<b>7,454</b>
<b>Liabilities</b>						
Accounts Payable	-	1	309	330		306
Accrued Amount Payable	182	124	278	196	207	143
Short Term Debt	-	-	-	-	-	-
Other Current Liabilities	23	52	59	73	44	39
<b>Total Current Liabilities</b>	<b>205</b>	<b>178</b>	<b>646</b>	<b>599</b>	<b>251</b>	<b>488</b>
Long Term Debt	-	-	-	-	-	-
Other Fixed Liabilities	2	2	5	4	3	2
<b>Total Long Term Liabilities</b>	<b>2</b>	<b>2</b>	<b>5</b>	<b>4</b>	<b>3</b>	<b>2</b>
<b>Total Interest Bearing Debt</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Total Liabilities</b>	<b>207</b>	<b>180</b>	<b>651</b>	<b>602</b>	<b>254</b>	<b>490</b>
<b>Shareholder Equity (Net Assets)</b>	<b>4,060</b>	<b>4,083</b>	<b>6,606</b>	<b>4,873</b>	<b>7,336</b>	<b>6,764</b>
Issued Capital	3,378	3,711	6,025	6,025	8,059	8,331
Reserves	3,348	3,681	5,995	5,995	8,029	8,301
Retained Earnings	-2,666	-3,309	-5,413	-7,146	-8,752	-9,868
Subscription Rights to Shares	-	-	-	27	97	200
<b>Total Shareholder Equity (Net Assets)</b>	<b>4,054</b>	<b>4,083</b>	<b>6,606</b>	<b>4,900</b>	<b>7,433</b>	<b>6,964</b>
Working Capital	-	5	61	-17	125	-33
Interest Bearing Debt	-	-	-	-	-	-
Net Debt (Net Cash)	-3,902	-2,314	-4,559	-4,540	-6,163	-5,692

Figures may differ from company materials due to differences in rounding methods.

Source: Company data

## Assets

Symbio does not have its own manufacturing facilities, clinical facilities or salesforce: the company outsources manufacturing, clinical development, and sales and marketing. Therefore, most of the company's assets are cash, deposits, and negotiable securities.

Within current assets, inventory assets consist of Treakisym merchandise inventory.



### Liabilities

---

The company does not have interest-bearing liabilities such as loans. Booked liabilities are accounts payable and arrears.

### Net assets

---

Capital and capital reserves are increasing as a result of fundraising efforts. However, the deficit in retained earnings is expanding as the company continues to post losses.



## Cash flow statement

Cash Flow Statement (JPYmn)	FY12/09 Par.	FY12/10 Par.	FY12/11 Par.	FY12/12 Par.	FY12/13 Par.	FY12/14 Par.
Operating Cash Flow (1)	-211	-754	-2,074	-1,659	-1,677	-1,266
Investment Cash Flow (2)	-4	-116	-117	-411	-1,332	314
Free Cash Flow (1+2)	-215	-870	-2,191	-2,069	-3,010	-952
Financial Cash Flow	2,963	663	4,611	-1	4,057	544
Depreciation & Amortization (A)	4	7	8	9	8	13
Capital Expenditures (B)	-3	-14	-12	-3	-	-109
Working Capital Changes (C)	-	5	56	-78	142	-159
Simple FCF (NI + A + B - C)	-217	-655	-2,165	-1,650	-1,739	-1,053
Cash and Equivalents (year-end)	4,121	3,916	6,311	4,240	5,294	5,092

Figures may differ from company materials due to differences in rounding methods.

Source: Company data

## Cash flow from operations

Cash flow from operations almost matches the company's current net loss before tax.

## Cash flow from investment activities

Purchases of tangible fixed assets and intangible assets are limited as Symbio outsources manufacturing, clinical development, and sales and marketing. But investment in time deposits and securities meant outflow from investment activities widened in FY12/12 and FY12/13.

## Cash flow from financing activities

The company has reported a series of inflows from financing activities. As the table below shows, the company has raised capital on multiple occasions in order to finance its operations in the face of continuous operating losses.

**Main sources of funding**

Date	Change in shares outstanding	Total shares outstanding	Change in capital/reserves (JPYmn)	Total capital/reserves (JPYmn)	Method
Mar. 2009	7,404	66,017	888	4,643	Paid-in third-party allotment
Nov. 2011	8,334	90,268	500	6,104	Paid-in third-party allotment
Dec. 2009	9,553	100,651	573	6,727	Paid-in third-party allotment
Feb. 2011	11,032	122,769	772	8,164	Paid-in third-party allotment
Feb. 2011	17,368	140,137	1,216	9,380	Paid-in third-party allotment
Oct. 2011	5,100,000	19,130,900	2,628	12,019	Paid-in public offering (price determined by the book building process)
Jan.-Dec. 2013	3,921,257	23,052,157	1,244	13,263	Exercise of stock options attached to convertible corporate bonds and other stock options
Dec. 2013	6,720,200	29,772,357	2,504	15,767	Paid-in public offering (price determined by the book building process)

Source: Company data



## Other information

---

### History

---

SymBio was established in March 2005 by Fuminori Yoshida, former Corporate Vice President of Amgen Inc., and founding President and CEO of the Japanese subsidiary, Amgen Japan. Mr. Yoshida's desire to address the unmet medical needs of patients in underserved markets often overlooked by the pharmaceutical industry due to limited patient numbers inspired him to create SymBio Pharmaceuticals.

In 2013, Amgen Inc. was the largest biopharmaceutical company in the world by revenue. It was established in 1980 in Thousand Oaks, California as Applied Molecular Genetics. Mr. Yoshida established Amgen Japan in May 1993, serving as President and CEO for 12 years prior to founding SymBio Pharmaceuticals in March 2005. In February 2008, Takeda Pharmaceutical Co. Ltd. acquired Amgen Japan.

After its establishment, SymBio obtained financing totaling JPY1bn from Daiichi Pharmaceutical Co., Ltd. (now Daiichi Sankyo, Inc.; TSE1: 4568), Medical & Biological Laboratories Co., Ltd. (JASDAQ: 4557), EPS Corporation (TSE1: 4282), and SBI Holdings, Inc. (TSE1: 8473). The company used the cash raised to in-license its first drug candidate, bendamustine hydrochloride, from Astellas Pharma GmbH in December 2005 with the exclusive right to develop and commercialize the drug in Japan.

After the global financial crisis of September 2008, the company experienced a shortage of capital as Treakisym was advancing in the clinic. Mr. Yoshida visited at least 50 venture capital firms in Japan and elsewhere in December 2008, eventually raising JPY1.5bn in capital from Cephalon, Inc. (acquired by Teva Pharmaceutical Industries Ltd. (NASDAQ: TEVA) in October 2011).

Since obtaining marketing approval for Treakisym in October 2010 for relapsed or refractory low-grade NHL and MCL and the drug's launch onto the Japanese market in December of that year, the company has continued to build a robust pipeline supported by Treakisym cash flow through commercial expansion into other key Asia Pacific markets and the completion of clinical trials in additional indications. Treakisym was granted orphan drug designation and priority review for these two indications in October 2009, with 10-yr market exclusivity through 2020. However, investment in Treakisym development has reached its peak, with the company shifting resources to accelerate rigosertib development.



## Company history

Date	Details
March 2005	SymBio Pharmaceuticals Limited established with JPY30mn in capital.
December 2005	License Agreement finalized with Astellas Pharma GmbH for SyB L-0501 (bendamustine) development and commercialization rights in Japan.
March 2006	Manufacturer's License (packaging, labeling and storage) obtained from Tokyo Metropolitan Government (License #13AZ200010).
March 2007	Abeille Pharmaceuticals licenses SyB D-0701 (granisetron patch) to SymBio Pharmaceuticals for development & commercialization in Japan, China (HK), Taiwan, Korea and Singapore.
March 2007	License Agreement finalized with Astellas Deutschland GmbH for SyB L-0501 (bendamustine) development & commercialization rights in China (HK), Taiwan, Korea and Singapore.
August 2008	License Agreement finalized with Eisai Co., Ltd. for co-development and commercialization rights of SyB L-0501 (bendamustine) in Japan.
March 2009	SymBio Pharmaceuticals concludes Sublicense Agreement with Cephalon, Inc. for development and commercialization rights of bendamustine hydrochloride in China (HK).
May 2009	License Agreement finalized with Eisai Co., Ltd. for co-development and commercialization rights of SyB L-0501 (bendamustine) in Korea and Singapore.
September 2010	SymBio Pharmaceuticals and Eisai launch SYMBENDA® (bendamustine) in Singapore for the treatment of Low-grade Non-Hodgkin's Lymphoma and Chronic Lymphocytic Leukemia.
October 2010	SymBio Pharmaceuticals announces NDA Approval of TREAKISYM® (bendamustine) in Japan.
December 2010	SymBio Pharmaceuticals launches TREAKISYM® in Japan.
July 2011	Onconova and SymBio Pharmaceuticals complete License Agreement for SyB L-1101/SyB C-1101 (rigosertib, a Phase III stage multi-kinase inhibitor for Myelodysplastic Syndromes).
October 2011	SymBio Pharmaceuticals launches Symbenda® (bendamustine hydrochloride) in Korea for the treatment of Chronic Lymphocytic Leukemia and multiplemyeloma.
October 2011	Listed on Osaka Securities Exchange JASDAQ Growth Market.
February 2012	SymBio Pharmaceuticals launches Innomustine® (bendamustine hydrochloride) in Taiwan for the treatment of Low-grade Non-Hodgkin's Lymphoma and Chronic Lymphocytic Leukemia.

Source: Company website



## News and topics

---

### November 2014

On **November 14, 2014**, the company announced the issue of second series unsecured convertible bonds with subscription rights to new shares, and series 34 subscription rights to new shares by third-party allotment.

The company expects to receive total funds of about JPY1.5bn, net of expenses. The company plans to use the funds for expenses related to the development of new drug candidates between FY12/14 and FY12/16. As of November 13, 2014, Symbio was negotiating license agreements for two to three new drug candidates with pharmaceutical companies in the US and EU. It has based the amount of funding required on the expected cost of in-licensing these drug candidates.

### Overview of the offering

#### Second series unsecured convertible bonds with subscription rights to new shares

- Payment date: December 1, 2014
- Number of stock subscription rights: 25 units
- Issue price of bonds: JPY20mn (JPY100 per JPY100 par value)
- Issue price of stock subscription rights: Gratis
- Number of potential shares: 1.7mn
- Total funding amount: JPY500mn
- Conversion price: JPY300
- Subscription and allocation method: Issued to Oak Capital Corporation via third-party allotment.

#### Series 34 subscription rights to new shares

- Allotment date: December 1, 2014
- Number of stock subscription rights: 30,304 units
- Issue price: JPY10.4mn (JPY342 per unit)
- Number of potential shares: 3.0mn
- Total funding amount: JPY1.0bn  
(JPY10.4bn from the issue of subscription rights to new shares; JPY1.0bn from the exercise of subscription rights)
- Exercise price: JPY330
- Subscription and allocation method: Issued to Oak Capital Corporation via third-party allotment.

On **November 13, 2014**, the company announced its revised full-year earnings forecast for FY12/14.

#### Revisions to the full-year earnings forecast for FY12/14 (previous forecast in parentheses)

- Sales: JPY2.0bn (JPY1.8bn)
- Operating loss: JPY1.3bn (operating loss of JPY1.7bn)
- Recurring loss: JPY1.3bn (recurring loss of JPY1.7bn)
- Net loss: JPY1.3bn (net loss of JPY1.7bn).

#### Reasons for the revisions

The company expects sales to outperform the initial forecast by JPY205mn, mainly due to an increase in overseas product sales of Treakisym. SG&A expenses are also expected to be lower than in the initial forecast owing to a revision of development costs for clinical trials.

On **November 5, 2014**, the company announced the completion of patient enrollment for the domestic phase II clinical trial of its anticancer agent Treakisym (development code: SyB L-0501; generic:



bendamustine hydrochloride) in CLL patients. The company is developing Treakisym in conjunction with partner Eisai Co., Ltd. ("Eisai"). The Ministry of Health, Labour and Welfare (MHLW) has designated Treakisym as a prioritized unapproved drug having high potential to address the lack of an effective therapy in CLL—Treakisym was designated as an orphan drug for the CLL indication in June 2012.

In October 2010, the company received domestic regulatory approval of Treakisym for the indications of relapsed or refractory NHL and MCL. Since December 2010, Eisai, has been selling the drug in Japan under the product name "Treakisym® 100mg for IV Use."

## Major shareholders

Top Shareholders	Amount Held
Fuminori Yoshida	9.6%
Cephalon, Inc.	8.0%
JAFCO V2 Investment LP	5.7%
Oak Capital Corporation	5.1%
Eisai Co., Ltd.	2.6%
Waseda No. 1 Investment LP	2.1%
Waseda Global No. 1 Investment LP	1.5%
BNYM SA/NV for BNYM Client Account MPCJ Japan	1.3%
Japan Securities Finance Co., Ltd.	1.2%
Rakuten Securities, Inc.	0.8%

(as of December 31, 2014)

Source: Company data

## Top management

Representative Director, President and CEO, Fuminori Yoshida established Symbio Pharmaceuticals Limited, his third company, in March of 2005. As founding president of two other major healthcare companies, Nippon BioRad Laboratories (1980) and Amgen Japan (1993), he has earned high visibility and credibility within Japan's healthcare and academic communities. Following his graduation from Gakushuin University in 1971 with a B.S. in Organic Chemistry, he went on to receive an M.S. in Molecular Biology from MIT (1973) and M.S. in Health Policy and Management from Harvard University Graduate School (1975). He possesses dual experience and expertise in the management of major Japanese and American corporations due to his prior work experience at various companies, including Mitsubishi Corporation and AHS Japan, Syntex Japan (1993) as President and CEO, and Amgen Inc. where he served concurrently as Corporate Vice-President, President and CEO of Amgen Japan, for 12 years.

## Employees

Symbio had a total of 69 employees as of September 30, 2014, with just under 60% of employees (41) working in the R&D department.



## Other

---

### Overview of clinical trials

---

#### Development of a new drug takes between 10 and 17 years

The development process of a new drug follows the four stages described below. It usually takes 10 to 17 years for a new drug to win regulatory approval, according to the company.

##### Ordinary process and periods of developing new drugs

Process	Period	What is done
Basic research	2-3 years	Creation of new substances and decision on candidates for drugs
Preclinical test	3-5 years	Confirmation of efficacy and safety through experiments on animals
Clinical trials	3-7 years	Phase I: Confirmation of safety and pharmacokinetics with a small number of healthy people Phase II: Confirmation of efficacy and safety with a small number of patients Phase III: Confirmation of efficacy and safety with many patients in comparison to existing drugs
Application and approval	1-2 years	Examination by the Ministry of Health, Labour and Welfare

Source: Company data

#### Probability of a compound receiving drug approval is 1/100,000

The probability of a chemical compound receiving regulatory approval is said to be 1/100,000, according to the company.

According to the 2013 edition of the Thomson Reuters Pharmaceutical R&D Factbook, the success rate of pharmaceutical companies around the globe from 2006 to 2009 at various stages in the development process was:

- Preclinical: 67%
- Phase I clinical trials: 46%
- Phase II clinical trials: 19%
- Phase III clinical trials: 77%
- Regulatory approval: 90%.

The success rate of cancer drugs tends to be lower than that of other drugs. The success rate of cancer drugs that went through clinical trials in the US between 2004 and 2011 was only 6.7%, compared with 12.1% for other drugs, according to BIOtechNow. The success rate of cancer drugs that went through Phase III clinical trials was 45%, while other drugs had a 64% success rate.

#### Ethnic factors in the acceptability of foreign clinical data

---

Japan's Ministry of Health, Labour, and Welfare (MHLW) in 1998 released a report entitled Ethnic Factors in the Acceptability of Foreign Clinical Data (ICH-E5 Guideline) to spell out the government's stance on the use of data on clinical trials conducted outside Japan. The report discusses whether the use of such extrapolated data is acceptable.

Applications for drug approval in Japan normally require pharmacokinetic data, dose-responsive data, and clinical trial data on efficacy for Japanese people. However, data from overseas clinical trials are



acceptable if a bridging study demonstrates that such data can be used for Japanese people.

**Pharmacokinetic data:** Data concerning the fate of substances administered externally to a living organism: absorption, distribution, metabolization, and excretion (ADME).

## Glossary

### Antigen

Normally, a protein or other substance carrying bacteria and viruses that the body rejects as foreign, causing an antigen-antibody reaction (AAR). When antigens enter the body, they either stimulate the production of antibodies or combine with them.

### Bridging Data

Data generated from overseas clinical trials that can be applied to Japanese patients and used in Japan regulatory filings for marketing approval. The goal is to shorten the number of preclinical/clinical studies required for marketing approval in Japan by avoiding the need to repeat the same studies that have already been carried out overseas (e.g., dispense with the need to do a phase II and/or III clinical trial in Japan).

### Chronic Lymphocytic Leukemia (CLL)

A disease in which white blood cells, called lymphatic corpuscles, become cancerous.

### Contract Research Organization (CRO)

Pharmaceutical companies often outsource some of their work to contract research organizations so they can focus on core operations. Outsourced work may include monitoring of clinical trials to ensure that they are proceeding according to plan, and the management of clinical trial data.

### Dose-Responsiveness

Dose-responsiveness shows the relationship between the dosage and efficacy of a drug. It is used to determine the method and dosage. Under normal circumstances, the effectiveness of a drug corresponds to its dosage.

### First-line Drug

The first drug given to a patient for a disease that is typically part of a standard set of treatments such as surgery followed by chemotherapy and radiation. When used by itself, first-line therapy is the one accepted as the best treatment. If it doesn't cure the disease (the patient has a relapse) or causes severe side effects, other treatments (second-line, third-line etc.) may be added or used instead.

### Immunoglobulin G (IgG)

The main antibody isotype found in blood and extracellular fluid which protects the body from infection by binding to many kinds of pathogens such as viruses, bacteria, and fungi—it does this via several immune mechanisms: IgG-mediated binding of pathogens causes their immobilization and binding together.

### Key Opinion Leader (KOL)

Key opinion leaders are physicians whose opinions concerning the treatment of certain illnesses have a strong influence on other doctors.

### Mantle-Cell Lymphoma (MCL)

A type of fast-growing B-cell non-Hodgkin's lymphoma that normally affects people over a certain age. It is characterized by small and medium-sized cancer cells that appear in lymphatic nodes, the spleen, bone



marrow, blood, and the digestive system.

### **Monoclonal Antibody**

A single antibody molecule taken from a single cell. It is possible to produce large amounts of these special antibodies and use them in the development of antibody drugs.

### **Multikinase Inhibitor**

Multikinase inhibitor blocks tyrosine kinases, which play an important role in transmitting signals involving the multiplication and division of cells. Tyrosine kinases can be energized due to genetic mutations. If this happens, the number of cells rapidly increases, causing cancer or other illnesses.

### **Non-Hodgkin's Lymphoma (NHL)**

A group of ailments associated with all types of malignant tumors other than Hodgkin's lymphoma. In Japan, many of these diseases are diffuse large cell lymphomas.

### **Overall Survival (OS)**

Overall survival refers to the duration between the initiation of treatment and a patient's death.

### **Progression-Free Survival (PFS)**

Progression-free survival refers to the duration between the initiation of treatment, and either death or disease progression.

### **Proof-of-Concept (POC)**

A proof-of-concept, when applied to drug development, is the concept that the efficacy and safety of a new drug candidate must be validated through data generated in clinical trials.

### **Rare Disorders**

Rare disorders are illnesses that affect few people, although they may be serious and/or life-threatening. Drugs designed to treat rare medical conditions are called 'orphan drugs', and pharmaceutical companies often receive government incentives for the development of these drugs.

In Japan, the Ministry of Health, Labour and Welfare seeks to promote the development of orphan drugs by offering subsidies. When a drug is designated as an orphan, it is placed on a fast track for approval (the time between the application and approval is reduced). The period of market exclusivity can also be extended to 10 years, and a system is in place to keep the NHI price of orphan drugs above a certain level.

### **R-CHOP therapy**

A combination of rituximab with chemotherapy drugs cyclophosphamide, doxorubicin (hydroxydaunomycin), vincristine (Oncovin®), and prednisolone. R-CHOP is an acronym derived from the names of the drugs used. It is the standard initial treatment for low-grade non-Hodgkin's lymphoma (NHL) and mantle-cell lymphoma (MCL).

### **Special Protocol Assessment (SPA)**

A system under which the US Food and Drug Administration (FDA) approves the protocol or design of a planned phase III clinical trial, such as target illness, purpose, primary and secondary endpoints, and method of data analysis – the protocol may be revised following FDA consultation prior to the start of the study. The SPA is intended to shorten the review period of new drug applications (NDAs) by the FDA.

### **Standard Therapy**

Standard therapy refers to treatment that is considered to be the best therapy currently available. It is a treatment widely recommended to patients by physicians.



### Company name

---

SymBio is derived from the words “symbiosis” and “biotechnology.” The company’s corporate philosophy emphasizes the symbiotic or mutually supportive relationship that exists among major players in the healthcare industry, and is reflected in the company’s logo which symbolizes physicians, scientists, regulators, and investors, with patients at its center. The color of the logo represents the evergreen tree—the company’s endeavor to create and sustain a life-giving force.



## Company profile

---

<b>Company name</b> SymBio Pharmaceuticals Limited	<b>Head office</b> Toranomom 30 Mori Building, 3-2-2 Toranomom Minato-ku, Tokyo, JAPAN 105-0001
<b>Phone</b> +81-3-5472-1125	<b>Listed on</b> TSE JASDAQ Growth
<b>Established</b> March 25, 2005	<b>Exchange eisting</b> October 20, 2011
<b>Website</b> <a href="http://www.symbiopharma.com/index_e.html">http://www.symbiopharma.com/index_e.html</a>	<b>Fiscal year-end</b> December
<b>IR contact</b> Tsutomu Abe	<b>IR web</b> <a href="http://www.symbiopharma.com/ir_e/01.html">http://www.symbiopharma.com/ir_e/01.html</a>
<b>IR mail</b> tabe.ta02@symbiopharma.com	<b>IR phone</b> +81-3-5472-1125



## About Shared Research Inc.

We offer corporate clients comprehensive report coverage, a service that allows them to better inform investors and other stakeholders by presenting a continuously updated third-party view of business fundamentals, independent of investment biases. Shared Research can be found on the web at <http://www.sharedresearch.jp>.

Current Client Coverage of Shared Research Inc.:

Accretive Co., Ltd.	Gamecard-Joyco Holdings, Inc.	Onward Holdings Co., Inc.
AEON DELIGHT Co.	GCA Savvian Corporation	Paris Miki Holdings Inc.
AI Holdings Corp.	Grandy House Corp.	NS Tool Co.
AnGes MG Inc.	Gulliver International Co., Ltd.	NTT Urban Development Corporation
Anicom Holdings, Inc.	Hakuto Co., Ltd.	Pigeon Corp.
Anritsu Corporation	Happinet Corporation	Resorttrust, Inc.
Apamanshop Holdings Co., Ltd.	Harmonic Drive Systems Inc.	Round One Corp.
ArtSpark Holdings Inc.	Hearts United Group Co., Ltd.	Ryohin Keikaku Co., Ltd.
AS ONE Corporation	Infomart Corp.	Sanix Incorporated
Axell Corporation	Intelligent Wave Inc.	Sanrio Co., Ltd.
Azbil Corporation	Itochu Enex Co., Ltd.	SATO Holdings Corp.
Bell-Park Co., Ltd.	ITO EN, Ltd.	SBS Holdings, Inc.
Benefit One Inc.	J Trust Co., Ltd	Ship Healthcare Holdings Inc.
Canon Marketing Japan Inc.	Japan Best Rescue Co., Ltd.	SMS Co., Ltd.
Chiyoda Co., Ltd.	JIN Co., Ltd.	SOURCENEXT Corporation
Comsys Holdings Corporation	Kenedix, Inc.	Star Mica Co., Ltd.
Creek & River Co., Ltd.	Kenko.com Inc.	Symbio Pharmaceuticals Limited
Daiseki Corp.	KLab Inc.	Takashimaya Co., Ltd.
DIC Corporation	LAC Co., Ltd.	Takihyo Co., Ltd.
Digital Garage Inc.	Lasertec Corp.	Tamagawa Holdings Co., Ltd
Don Qijote Holdings Co., Ltd.	MAC-HOUSE Co.	3-D Matrix, Ltd.
Dream Incubator Inc.	Matsui Securities co., Ltd.	TOKAI Holdings Corp.
Elecom Co.	Medinet Co., Ltd.	Verite Co., Ltd.
EMERGENCY ASSISTANCE JAPAN Co.	MIRAIT Holdings Corp.	WirelessGate, Inc.
en-Japan Inc.	NAGASE & CO., LTD	Yellow Hat Ltd.
FerroTec Corp.	NAIGAI TRANS LINE LTD.	Yumeshin Holdings
Fields Corp.	NanoCarrier Ltd.	VOYAGE GROUP, Inc.
FreeBit Co., Ltd.	Nippon Parking Development Co., Ltd.	ZAPPALLAS, INC.
		ZIGEXN Co., Ltd.

Attention: If you would like to see firms you invest in on this list, ask them to become our client, or sponsor a report yourself.

## Disclaimer

This document is provided for informational purposes only. No investment opinion or advice is provided, intended, or solicited. Shared Research Inc. offers no warranty, either expressed or implied, regarding the veracity of data or interpretations of data included in this report. Shared Research Inc. shall not be held responsible for any damage caused by the use of this report.

The copyright of this report and the rights regarding the creation and exploitation of the derivative work of this and other Shared Research Reports belong to Shared Research Inc. This report may be reproduced or modified for personal use; distribution, transfer, or other uses of this report are strictly prohibited and a violation of the copyright of this report. SR Inc. officers and employees may currently, or in the future, have a position in securities of the companies mentioned in this report, which may affect this report's objectivity.

## Japanese Financial Instruments and Exchange Law (FIEL) Disclaimer

The report has been prepared by Shared Research Inc. ("SR") under a contract with the company described in this report ("the Company"). Opinions and views presented are SR's where so stated. Such opinions and views attributed to the Company are interpretations made by SR. SR represents that if this report is deemed to include an opinion by SR that could influence investment decisions in the Company, such opinion may be in exchange for consideration or promise of consideration from the Company to SR.

## Contact Details

<http://www.sharedresearch.jp>

Email: [info@sharedresearch.jp](mailto:info@sharedresearch.jp)

3-31-12 Sendagi

Bunkyo-ku Tokyo, Japan

Phone: +81 (0)3 5834-8787