

May 22, 2013

Otsuka Pharmaceutical Factory and Fresenius Kabi Japan enter into an exclusive distribution agreement of HES products, including the newly approved Voluven 6%

Tokyo, Japan, May 22, 2013 – Otsuka Pharmaceutical Factory, Inc. (Head Office: Naruto-shi, Tokushima, Japan; President: Ichiro Otsuka; “OPF”) and Fresenius Kabi Japan (Head Office: Shinagawa-ku, Tokyo, Japan; President: Felix Faupel; “FKJ”) have entered into an exclusive distribution agreement in Japan, of Voluven 6%, a new to be launched HES (Hydroxyethyl Starch) product, (approved on March 25, 2013) and two other existing HES products, Salinhes Fluid Solution 6% and Hespander Fluid Solution. The two products on the market are currently sold by FKJ.

Under the agreement, OPF will distribute Salinhes Fluid Solution 6%, Hespander Fluid Solution, and newly approved Voluven 6%. FKJ will continue to be the Market Authorization Holder of the Products. OPF will utilize approximately 350 Medical Representatives, specialized in the field of clinical nutrition to further promote the distribution of the HES products in Japan, and OPF will also be responsible for the collection and conveyance of safety information.

About HES (Hydroxyethyl Starch) Products and Voluven 6%

The drug substance of HES (Hydroxyethyl Starch) product is amylopectin, a kind of a starch derived from corn. HES products exhibit a plasma volume expansion effect by staying in the blood for a longer period of time. This is due to the slowing of metabolism by α -amylase, resulting from the hydroxylation of glucose molecules. Currently, FKJ distributes the two only HES products in Japan, Salinhes Fluid Solution 6% and Hespander fluid solution, which both have a molecular weight of 70kDa. These products are mainly used in the operating room and intensive care unit (ICU) for the treatment of hypovolemia when plasma volume expansion is required. Voluven 6% has a molecular weight of 130kDa, and the indication for the product is the maintenance of circulating plasma volume. According to dosage and administration, the maximum dosage is 50ml/kg. This makes it possible for Voluven 6% to be administered in higher dosage compared to the two existing products. Voluven 6% was initially launched in Germany in 1999.

Company Profile

Fresenius Kabi Japan

Established	:	March, 2007
Capital	:	765 million yen
Representative	:	Felix Faupel, President
Head office	:	4-7-35 Kita-Shinagawa, Shinagawa-ku, Tokyo, Japan
Employees	:	Not disclosed
Scope of Business	:	Import and sale of pharmaceuticals and medical devices, for the therapy and care of chronically and critically ill patients.

Otsuka Pharmaceutical Factory, Inc.

Established	:	September 1, 1921
Capital	:	80 million yen
Representative	:	Ichiro Otsuka, President
Head office	:	115 Kuguhara, Tateiwa, Muya-cho, Naruto, Tokushima, Japan
Employees	:	2,365 (as of March 31, 2013)
Scope of Business	:	Manufacture and sale of pharmaceutical and nutritional products