

## **Shionogi Signs Agreement with United Kingdom on International Industry-Academic Collaboration Initiatives**

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Shionogi & Co., Ltd. (Head Office: Osaka; President: Isao Teshirogi, Shionogi) announces that it has entered into an agreement with the United Kingdom (UK) on the formation of an international network for industry-academic collaboration in research and development.

The agreement comprises two main undertakings, described below.

1. With the cooperation of the British Embassy, the British Consulate General, and Scottish Development International, Shionogi will search for drug seeds held by UK research institutions (including academic institutions and venture companies) that meet its needs, establish cooperative research and development relationships with those institutions, and embark on joint research.
2. Personnel exchanges with UK research institutions to facilitate international human resources development

As one of the specific initiatives, Shionogi has already separately signed Memorandum of Understanding to carry out broad-ranging information exchanges and personnel exchanges in research and development with the three universities named below. Shionogi has also agreed to enter into similar Letter of understanding with Scottish Development International and another two universities. Looking ahead, Shionogi will conduct its FINDS (PHarma-INnovation Discovery competition Shionogi) drug discovery competition with these universities and launch other joint-research efforts. Shionogi will also continue to expand its network by signing Memorandum of Understanding with other universities and research institutions in the UK.

• **Universities with which Memorandum of Understanding have been signed:**

King's, Imperial and Oxford

• **Universities that Shionogi intends to sign Memorandum of Understanding:**

Aberdeen and Strathclyde

This agreement with the UK on international industry-academic collaboration is a cornerstone of Shionogi's efforts to further accelerate the globalization of its activities.

• **Messages from institutional representatives**

**David Warren, The British Embassy**

Today, it is a great pleasure for me as British Ambassador jointly to conclude a Memorandum of Understanding between the Shionogi & Co., Ltd. and the UK, designed to promote international collaboration between industry and academia. Shionogi are one of the leading Japanese pharmaceutical companies, with a long and successful history. The company has recently been expanding their overseas operations. It is a great honor for the UK to be chosen as Shionogi's R&D partner, and I am confident we will fully live up to your expectations.

**John Swinney MSP, Cabinet Secretary for Finance and Sustainable Growth**

As Cabinet Secretary for Finance and Sustainable Growth for Scotland I am very pleased to see this collaborative activity between Shionogi & Co., Ltd. and Scottish Development International. Scotland has real strengths in areas like life sciences – a message I delivered during my visit to Japan in July. We are a great place both to invest and to do business. This new link-up between Shionogi & Co., Ltd. and Scottish Development International builds on our work to strengthen business ties between Scotland and Japan. I look forward to seeing Scottish universities realise the benefits of this collaboration, both in terms of research and development and commercialisation through this commendable initiative by Shionogi & Co., Ltd..

**Isao Teshirogi, Ph.D., President and Representative Director, Shionogi & Co., Ltd.**

Today's signing of a contract with the United Kingdom on the formation of an international network for industry-academic collaboration in research and development is extremely significant for Shionogi.

The UK is highly advanced in science and technology, vying for first or second position in this area worldwide. The opportunity to form cooperative research relationships and engage in joint research with UK research institutions will help enhance our research and development capabilities and enable personnel exchanges that are ideal for development of international human resources. As a pharmaceuticals company that aims to contribute globally, we are extremely honored to have this opportunity and expect it to prove of great significance.

### **The British Embassy & the Consulate General**

The British Embassy in Tokyo, together with the British Consulate General in Osaka, represents the UK Government in Japan. Our two offices work together to deepen mutual understanding with Japan and promote the UK's cooperative relationship with Japan in business, politics, culture, and other areas. Currently, Britain and Japan are working closely together to deal with global issues. We strongly support the promotion of UK and Japan business collaborations in cutting edge science and technology represented by Life Sciences, through activities of Trade & Investment Department and Science & Innovation Section. The UK will continue to make efforts to maintain and further develop existing good working relationships with Japan.

<http://ukinjapan.fco.gov.uk/ja>

### **Scottish Development International**

Scottish Development International (SDI) is a government organisation which helps overseas businesses tap into Scotland's key strengths in knowledge, high level skills, technology and innovation. SDI also works to help Scottish companies do more business overseas and to promote Scotland as a good place to live and work. It is jointly operated by the Scottish Government and Scottish Enterprise. Its work is guided by the Scottish Government's strategy for economic development in Scotland. In Asia, SDI has offices in Beijing, Shanghai, Hong Kong, New Delhi, Mumbai, Tokyo, Seoul, Taipei, Singapore and Sydney.

[www.sdi.co.uk](http://www.sdi.co.uk)

### **Shionogi & Co., Ltd.**

Shionogi & Co., Ltd., headquartered in Osaka, Japan, is a major research-driven pharmaceutical company dedicated to placing the highest value on patients. Shionogi's Research and Development currently targets three therapeutic areas: Infectious Diseases, Pain, and Metabolic Syndrome. The Company has provided such innovative medicines as Crestor and Doripenem, which have been successfully delivered to millions of people who need them. In addition, Shionogi has some new research areas such as allergy and cancer. Contributing to the health of patients around the world through development in these therapeutic areas is Shionogi's primary goal. For more details, please visit [www.shionogi.co.jp](http://www.shionogi.co.jp).

### **FINDS**

FINDS is a newly collaborative industry-academic initiative to find novel drug seeds and develop them for practical use based on Shionogi's constantly effort to provide medicine of the best possible kind essential for protection of the health of the people. Since fiscal 2007, Shionogi has presented its needs and got many innovative ideas from researchers in Japan to put the ideas into the practical use while working together. .

Collaborative research results: (adoption/submission)

FY2007 11/242

FY2008 6/153

FY2009 Under adoption

### **Forward-Looking Statements**

*This announcement contains forward-looking statements. These statements are based on expectations in light of the information currently available, assumptions that are subject to risks and uncertainties which could cause actual results to differ materially from these statements. Risks and uncertainties include general domestic and international economic conditions such as general industry and market conditions, and changes of interest rate and currency exchange rate. These risks and uncertainties particularly apply with respect to product-related forward-looking statements. Product risks and uncertainties include, but are not limited to, completion and discontinuation of clinical trials; obtaining regulatory approvals; claims and concerns about product safety and efficacy; technological advances; adverse outcome of important litigation; domestic and foreign healthcare reforms and changes of laws and regulations. Also for existing products, there are manufacturing and marketing risks, which include, but are not limited to, inability to build production capacity to meet demand, unavailability of raw materials and entry of competitive products. The company disclaims any intention or obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise.*

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