



News Release

September 21, 2016
Maruho Co., Ltd.

Maruho enters a License Agreement with Dermira for Hyperhidrosis treatment agent DRM04

Osaka (Japan), September 21, 2016 – Maruho Co., Ltd. (“Maruho”, Head Office: Osaka, Japan, President and CEO: Koichi Takagi), announced that it has entered an exclusive license agreement with Dermira, Inc. (Head Office: Menlo Park, California, US, Chairman and CEO: Thomas G. Wiggins) to develop and market hyperhidrosis treatment agent DRM04 (a topical, small-molecule, anticholinergic product) in Japan.

Under the terms of this agreement, Maruho acquires an exclusive license for the development, distribution and marketing of DRM04 in Japan, and is aiming to receive manufacturing and marketing approval. Maruho will pay Dermira a license payment of \$25 million and potential additional payments totaling up to \$70 million, contingent on the achievement of milestones associated with submission and approval of a marketing application and certain sales thresholds, as well as royalty payments representing a fixed percentage of net product sales, in Japan.

Hyperhidrosis is a disease that causes excessive sweating in localized areas such as on the head and face, underarms, palms, and soles of feet¹. DRM04 is a topical, small-molecule, anticholinergic product in Phase 3 clinical development by Dermira for the treatment of primary axillary (underarm) hyperhidrosis in the US. DRM04 inhibits sweat production by blocking the interaction between acetylcholine and the cholinergic receptors responsible for sweat gland activation.

Maruho hopes that by providing a new treatment option for hyperhidrosis to medical professionals it can further contribute to the health of patients in Japan suffering from skin diseases.



About Hyperhidrosis

Hyperhidrosis is classified into focal hyperhidrosis, where sweating increases on a confined part of the body, and systemic hyperhidrosis, where sweating increases over the entire body. It can affect the head and face, underarms, palms, soles of feet, and other areas regardless of the presence or absence of hyperthermia or psychological effects. In Japan, the prevalence of primary axillary (underarm) hyperhidrosis is reported to be 5.75% of the population and the average age of onset is 19.5 years². The main treatment is therapy with a topical aluminum chloride solution or botulinum toxin injections.

About Dermira

Dermira is a biopharmaceutical company dedicated to identifying, developing and commercializing innovative, differentiated therapies to improve the lives of patients with dermatologic diseases. Dermira is headquartered in Menlo Park, California. For more information, please visit www.dermira.com.

About Maruho

Maruho Co., Ltd. has its headquarters in Osaka and leads Japan in research and development, manufacturing, and commercialization of dermatological products. Founded in 1915, Maruho has 1,335 employees (as of the end of September 2015), and net sales were approximately 67.0 billion yen in the previous fiscal year. Pursuing its long-term corporate vision of "Excellence in Dermatology," Maruho is striving to improve the health and quality of life of people all over the world.

For more information about Maruho Co., Ltd., please refer to www.maruho.co.jp/english

References

- 1 Fujimoto T, et al: Primary focal hyperhidrosis clinical practice guidelines Revised in 2015 *Jpn J Dermatol*: 125 (7), 1379-1400,2015
- 2 Fujimoto T, Kawahara K, Yokozeki H: Epidemiological study and considerations of focal hyperhidrosis in Japan: From questionnaire analysis. *J Dermatol*.40:886-890,2013

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