

At a Glance

ASKA Pharmaceutical Holdings' business operations include a pharmaceuticals business, an animal health business, and a testing business. Rather than focusing solely on promoting each business individually, we are using alignment between businesses to drive synergy that will maximize revenue. Here we highlight our initiatives in female healthcare, a key focus area in the pharmaceutical business, which accounts for approximately 90% of the Group's net sales.

● Net sales in FY2022
¥60,461 million

Pharmaceutical Business: Main Target Diseases

Internal Medicine (Gastroenterology and Thyroid)

- Hepatic encephalopathy
- Hyperthyroidism
- Hypothyroidism

Urology

- Benign prostatic hyperplasia
- Prostate cancer

Obstetrics and Gynecology (Ob/Gyn)

- Uterine fibroids
- Endometriosis
- Dysmenorrhea
- Menstrual disorders
- Contraception
- Emergency contraception
- Infertility
- Imminent miscarriage/premature birth
- Labor induction
- Menopause
- Iron deficiency anemia
- STD/Infection

Livestock and Fisheries

- Pharmaceuticals for breeding
- Gastrointestinal pharmaceuticals
- Pharmaceuticals affecting metabolism
- Antibiotics
- Antibacterial pharmaceuticals
- Antiparasitic pharmaceuticals
- Feed additives
- Mixed feed
- Feed materials

Companion Animals

- Cardiovascular pharmaceuticals
- Pharmaceuticals affecting metabolism
- Antiparasitic pharmaceuticals
- Topical pharmaceuticals
- Dietary supplements
- Skincare

Microdetermination of Endogenous Hormones

- High sensitivity measurement using LC-MS/MS (Optimization of measurement conditions, separation and refinement techniques, derivatization)
- Multi-item simultaneous steroid hormone measurement
- Ultra-high-sensitive estrogen measurement

Measurements Using Non-Invasive Samples (Hair, nails, etc.)

- Hair hormone level measurement kit-DHT (androgenetic alopecia)
- Hair hormone level measurement kit-testosterone (male menopausal disorder)
- Hair stress hormone level testing and diagnostics kit-cortisol
- Nail stress hormone level testing and diagnostics kit-cortisol

Animal Health Business: Main Products

Testing Business: Main Services and Products

ASKA Pharmaceutical—a Focus on Women's Healthcare

Ob/Gyn

Leading company

No. 1 domestic market share*

In the second half of FY2022, we achieved the highest sales in the Ob/Gyn field in Japan. We are promoting a variety of initiatives in addition to pharmaceuticals, including disseminating information on women's health.

* Company estimates

▶ See page 24 for details.

Female Healthcare Research

100 years

Since our founding in 1920, we have used hormonal research to address female healthcare. We will continue creating a wide variety of drugs in line with the needs of the times so that we can continue contributing to women's health.

▶ See pages 6-7 for details.

Share of Thyroid Products Market

95%

The continuous development of our business draws on our 100 years of experience and expertise in the thyroid area. We will strive to ensure quality and stable supply, continuing to contribute to society as a leading company in the thyroid area.

▶ See page 27 for details.

R&D Expenses

¥4.2 billion

We are a pharmaceutical manufacturer that develops new drugs with a focus on the three priority areas of internal medicine, Ob/Gyn, and urology. We will work with companies in Japan and abroad, accelerating open innovation to provide innovative new drugs.

▶ See pages 40-41 for details.

Uterine Fibroids and Endometriosis Agents (FY2023 Net Sales Forecast)

¥10.0 billion

RELUMINA, a uterine fibroids and endometriosis agent, is a growth driver. In the fifth year since its launch in 2019, it is expected to reach annual sales of ¥10.0 billion. We expect it to meet its medium-term management plan target ahead of schedule.

▶ See page 27 for details.

Diversity & Inclusion

20.8%

Percentage of Female Manager Candidates

We believe that achieving sustainable growth and enhancing corporate value depend on respecting diverse values. We aim to create a workplace environment in which all employees, regardless of age or attributes, can play an active role.

▶ See page 36 for details.