

Business Overview



ASKA Pharma Medical

Contributing to the creation of a vibrant, healthy society through our unique technologies

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ASKA Pharma Medical operates a proprietary testing and diagnostics business based on the corporate philosophy of “contributing to the creation of a vibrant, healthy society through the latest measurement technologies.” Utilizing the advanced technologies and abundant know-how we have cultivated to date, we will contribute to a wide range of fields, including basic research, clinical research, and diagnostics, with a focus on the measurement of steroid hormones and other bioactive substances.

Extending healthy life expectancy has become a crucial issue of late, as society ages. Preventive medicine, improving pre-symptomatic states, and self-medication are attracting attention as approaches to solving this issue. We believe our proprietary high-sensitivity measurement technology can contribute significantly to the efficient implementation of healthcare programs. In particular, we think the development of measurement kits utilizing self-collectable samples, such as hair, saliva,

and fingernails, can lower the hurdle to testing and, in doing so, contribute to higher screening rates. We also believe the development of biomarkers leveraging our wealth of expertise and technology in endogenous hormones can contribute to extending healthy life expectancy. To that end, we are pursuing business in this area while engaging in open innovation with academia.

We have diversified into a new field with the launch of an environmental monitoring business, measuring levels of PFAS (per- and polyfluoroalkyl substances; persistent organic pollutants that have become a major issue for society) using methods compatible with various biological matrices including water, blood, and tissue.

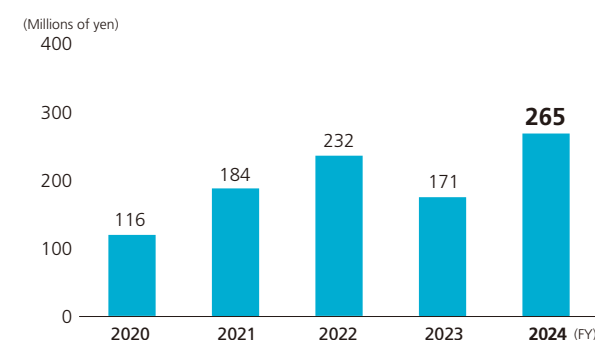
At ASKA Pharma Medical, we are committed to using our strengths in high-sensitivity measurement technology to deliver a high-quality medical service that helps create a vibrant, healthy society.

Trend in Net Sales

In FY2020, when we relocated to Shonan Health Innovation Park and launched as a company specializing in testing, sales were impacted by the novel coronavirus (COVID-19) pandemic. Since then (other than in FY2023 when there were fewer large-scale contracts than usual), sales have been increasing due to steady growth in research testing and the launch of non-invasive testing kits.

Going forward, we aim to ensure stable profits by growing the contract-based PFAS monitoring business we debuted in FY2025, launching new businesses, and strengthening our sales capabilities in the area of contract research testing.

Net Sales at ASKA Pharma Medical



Note: Amounts are rounded down to the nearest million yen.

Strengths

High-sensitivity measurement using liquid chromatography-tandem mass spectrometry (LC-MS/MS)

Multi item simultaneous steroid hormone measurement

Ultra-high-sensitive estrogen measurement

Measurement of thyroid gland-related substances

Measurements using non-invasive samples

Business Climate

Market environment

- ▶ Transition from a “hospital-based” medical care system to a “local community-based” system focused mainly on elderly patients
- ▶ Efforts to curb the increase in medical care costs arising from social conditions such as an aging population (annual medical costs for each senior are approximately ¥920,000, roughly three times the national average)

- ▶ Policies promoting preventive medicine and improvement at the presymptomatic stage, with the aim of building a society with longer healthy life expectancy (goal of ¥5 trillion reduction in medical and long-term care costs by 2025)
- ▶ Expansion of the testing and diagnostics field and improvement in analyzer performance, with a view to delivering high-quality medical services and better-quality testing

Risks

- ▶ Impact on testing prices from fierce competition among healthcare-related companies
- ▶ Effect on contracting demand from curbs on R&D expenditure by universities, public institutions, and companies
- ▶ Increase in the quality control and maintenance expenditures needed to deliver required improvements to testing quality

Opportunities

- ▶ Initiatives to extend healthy life expectancy, arising from the aging of society
- ▶ Rising importance of preventive medicine, improving pre-symptomatic states, and self-medication (increased demand for testing)
- ▶ Market expansion accompanying growth in femtech-related businesses

Strategies

- ▶ Contract measurement of trace samples using high-sensitivity measurement technology (differentiation from other companies)
- ▶ Collaboration with related companies on high-sensitivity measurement technology

- ▶ Development of femtech-related businesses using female hormone measurement technology
- ▶ Growth of the healthcare business through the development of a non-invasive measurement kit that enables self-collection of samples

FY2024 Initiatives

In the non-invasive testing business, which is based on high-sensitivity steroid hormone measurement technology, we developed and launched three types of hair hormone level measurement kits that can measure hair hormone levels using a sample of only 1 mg of hair, respectively measuring levels of DHT, testosterone, and cortisol. In FY2024, we added to this lineup by launching the hair female hormone level measurement kit “Proges” (to measure levels of progesterone), and two hormone level measurement kits for cats (measuring levels of thyroid hormone and cortisol).

In terms of applications for our proprietary technologies, we are pursuing various future-oriented initiatives that include collaborating with ASKA Pharmaceutical in femtech-related businesses, developing biomarkers in collaboration with academia, and

developing highly sensitive technologies for measuring PFAS levels.

Going forward, we will continue striving to serve the needs of all end users, contributing to total healthcare for all members of society by developing test kits and biomarkers in a range of fields.

