

May 19, 2021

**FY2020 Financial Results
(Fiscal year ended March 31, 2021)
ASKA Pharmaceutical Holdings'
Medium-Term Management Plan 2025
Presentation for Investors**



Stock code : 4886

ASKA Pharmaceutical Holdings Co., Ltd.

Forward Looking Statement

- The forward-looking statements contained in this presentation are based on the Company's assumptions and beliefs in the light of information currently available to it and involves known and unknown risks and uncertainties.
- Accordingly, there is a possibility that actual results and development programs may differ largely from these forecasts, due to a variety of factors.
- This report contains information on Pharmaceuticals Products (including those under development), but the content of this report is not intended for medical promotion or medical advice.

FY2020 Consolidated Financial Summary



ASKA Pharmaceutical Holdings Co., Ltd.

Atsushi Maruo

Member of the Board of Directors

*Refers to April 1st 2020 to March 31st 2021

Consolidated Statements of Income

Millions of yen	FY2019	FY2020	Actual +/-	Growth +/-
Net sales	52,542	55,181	+ 2,640	+ 5.0%
Cost of sales	28,525	29,798	+ 1,273	+ 4.5%
Gross profit	24,016	25,383	+ 1,367	+ 5.7%
Selling, general and administrative expenses	22,509	21,773	- 736	- 3.3%
Operating profit	1,507	3,609	+ 2,103	+ 139.5%
Ordinary profit	1,715	3,092	+ 1,377	+ 80.2%
Profit attributable to owners of parent	649	2,713	+ 2,064	+ 317.7%

* Put a current exchange rate and the ref (1 US dollar = 109.21 yen, as of May 19th 2021)
(1 Euro = 132.93 yen, as of May 19th 2021)

Net Sales by Business (Consolidated)

Millions of yen	FY2019	FY2020	Breakdown	Actual +/-	Growth +/-
Pharmaceutical drugs	47,851	50,314	91.2%	+ 2,463	+ 5.1%
Animal Health	4,502	4,742	8.6%	+ 240	+ 5.3%
Others	187	125	0.2%	- 62	- 33.3%
Total	52,542	55,181	100%	+ 2,640	+ 5.0%

Sales of Main Products

Millions of yen

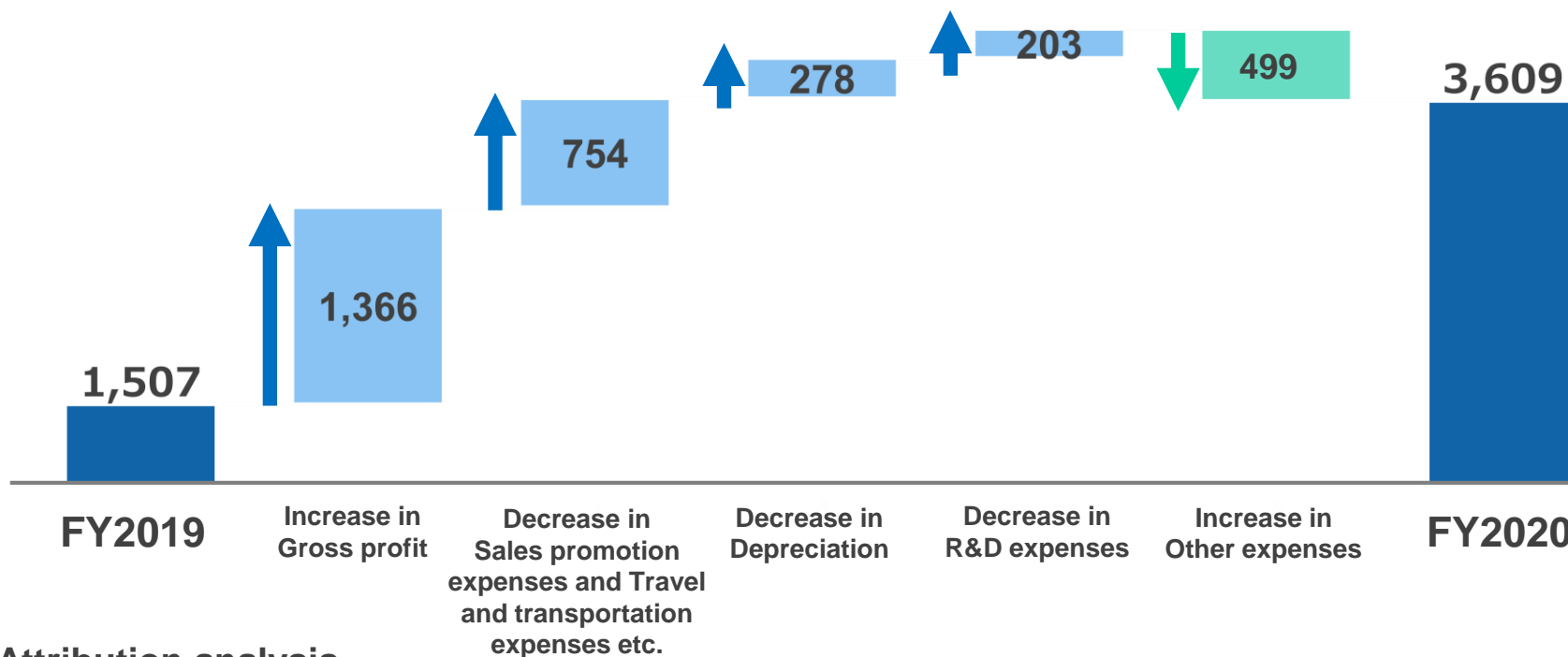
Area	Products	FY2019	FY2020		FY2021	
		Actual	Actual	YoY (%)	Plan	YoY (%)
Internal Medicine	*1 *2 CANDESARTAN	13,224	12,330	93.2%	10,605	86.0%
	THYRADIN	6,893	7,209	104.6%	7,279	101.0%
	RIFXIMA	3,780	4,334	114.7%	5,301	122.3%
	MERCAZOLE	1,380	1,401	101.5%	1,466	104.6%
	*1 AMLODIPINE	1,437	1,294	90.0%	1,102	85.2%
	LIPIDIL	1,370	1,097	80.1%	716	65.3%
Obstetrics and Gynecology	RELUMINA (2019.3~)	2,615	5,709	218.3%	7,257	127.1%
	*1 FREWELL(2018.12~)	2,248	2,952	131.3%	2,655	89.9%
	ANGE	1,009	908	90.0%	1,016	111.9%
	*3 Magsent (2020.3~)	55	908	1650.9%	700	77.1%
	LUTEUM	514	531	103.3%	615	115.8%
Urology	*1 *4 LEUPRORELIN	4,794	4,502	93.9%	3,919	87.1%
	*1 BICALUTAMIDE	1,258	810	64.4%	-	0%

* 1 Generic drugs * 3 Total value of magnesium sulfate preparation

* 2 Including combination drugs * 4 1.88mg formulation is for gynecological indications only, but combined with 3.75mg formulation

Analysis of Operating Profit (YOY)

(Millions of yen)



Attribution analysis

- In addition to the increase in Gross profit, there was a decrease in selling, and general and administrative expenses due to self-restraint in sales activities in line with the expansion of the novel coronavirus, and thus Operating profit increased significantly as a result.

Consolidated Balance Sheet

End of FY2019

Millions of yen

Current assets 37,326	Current liabilities 17,127
Property, plant and equipment 13,539	Non-current liabilities 21,537
Intangible assets 13,584	Net assets 41,573
Investments and other assets 15,789	

Total assets
80,239 million yen

End of FY2020

Millions of yen

Current assets 39,932 (+2,605)	Current liabilities 16,737 (-390)
Property, plant and equipment 12,675 (-863)	Non-current liabilities 21,334 (-202)
Intangible assets 11,893 (-1,690)	Net assets 44,510 (+2,936)
Investments and other assets 18,081 (+2,292)	

Total assets
82,581 million yen (+2343)

■ Assets	
Cash and deposits	+3,219
Notes and accounts receivable	-639
Property, plant and equipment	-863
Intangible assets	-1,690
Investment securities	+2,709
■ Liabilities/Net Assets	
Notes and accounts payable-trade	-216
Electronically recorded obligations-operating	+630
Retained earnings	+2,229

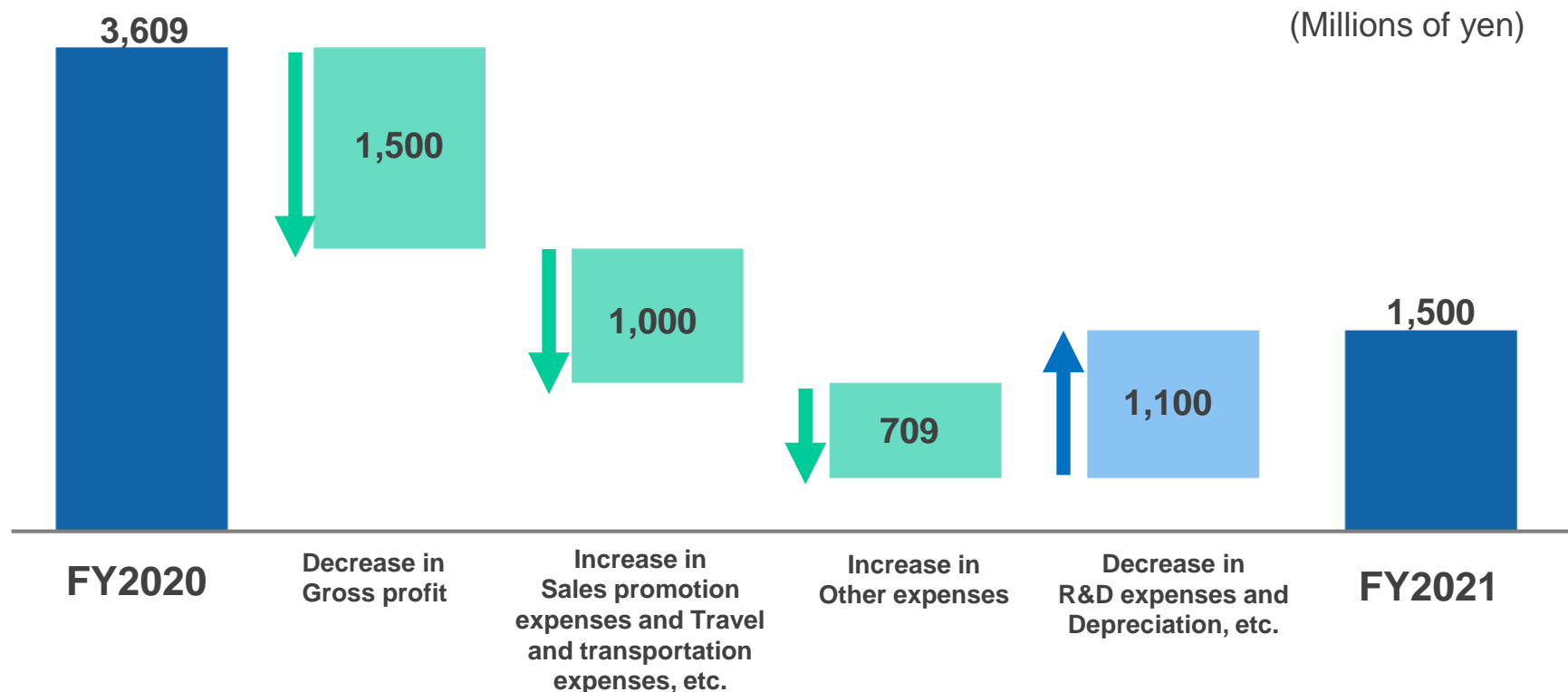
FY2021 Forecast (Consolidated)

Millions of yen	FY2020 Results	FY2021 Forecast	YOY Actual +/-	YOY % +/-
Net sales	55,181	52,000	-3,181	-5.8%
Operating profit	3,609	1,500	-2,109	-58.4%
Ordinary profit	3,092	1,500	-1,592	-51.5%
Profit attributable to owners of parent	2,713	800	-1,913	-70.5%

Major factors behind the decrease in sales

- Although new product lineups such as RELUMINA and RIFXIMA are expected to increase steadily, Net sales sales are expected to decrease due to the impact of NHI drug price revisions and the suspension of supplies of some products, as well as the absence of the forecast for this fiscal year of upfront payment income, which increased significantly in the previous fiscal year.

Estimated Operating profit (YOY)



Major factors behind the decrease in profits

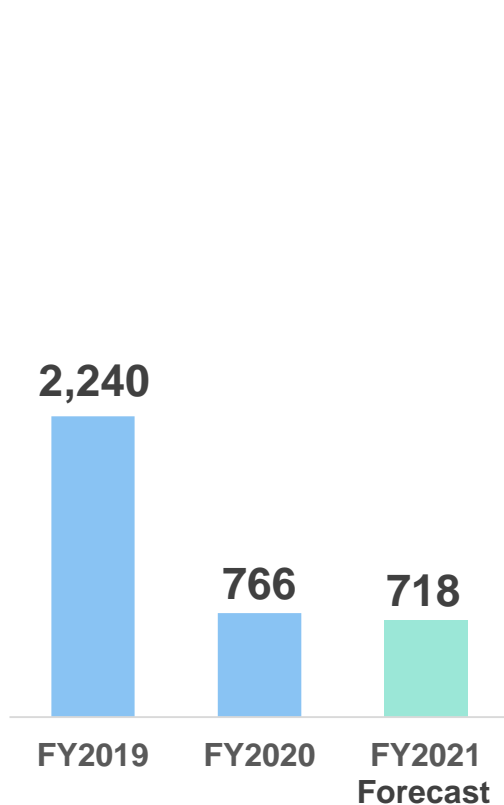
- In addition to the decrease in overall Gross profit, we expect Operating profit to decrease due to anticipated increases in costs related to sales activities, mainly sales promotion expenses.

Capital Expenditures, Depreciation and Amortization, and R&D expenses

Capital Expenditures

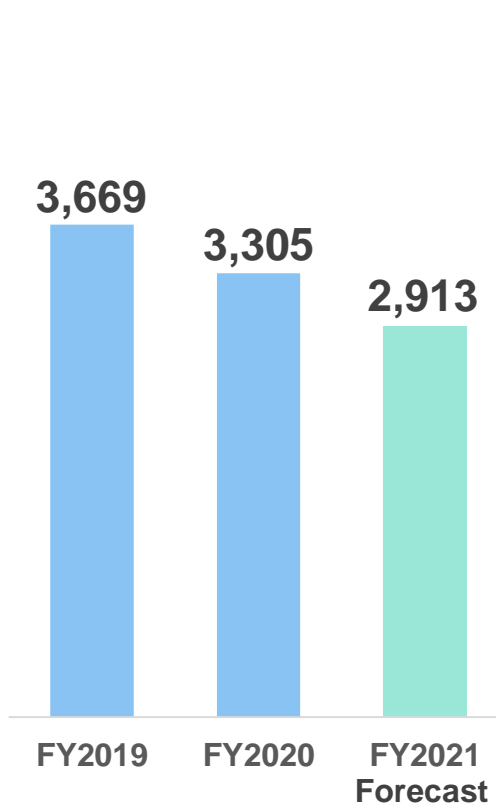
(Including intangible assets, consolidated basis)

(Millions of yen)



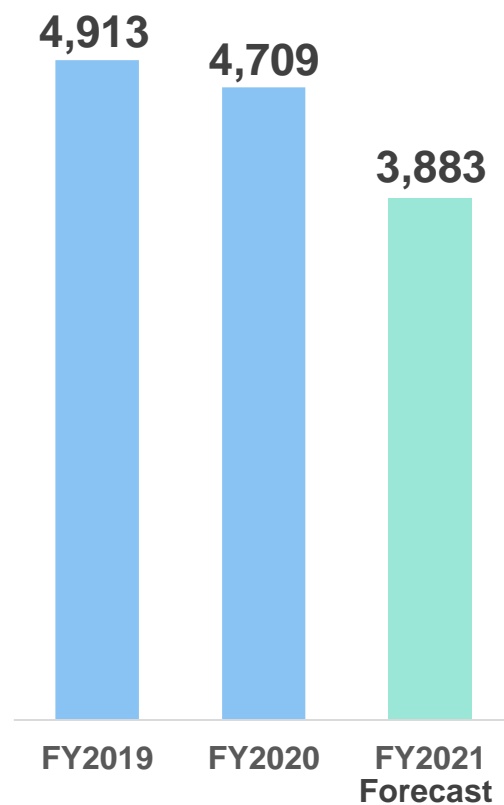
Depreciation and Amortization

(Millions of yen)



R&D expenses

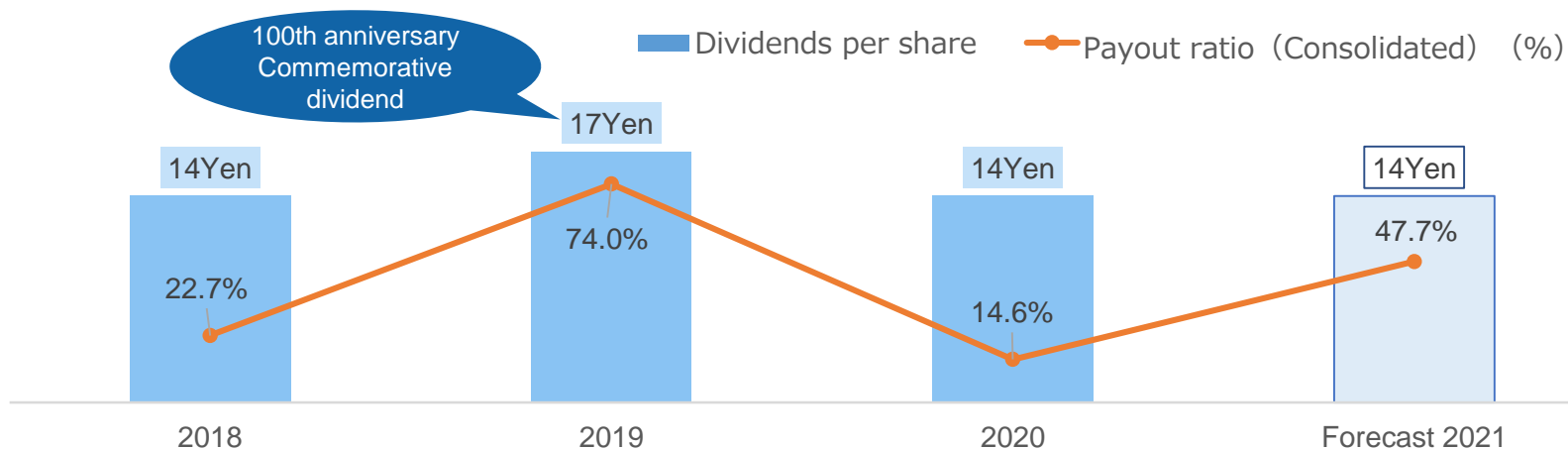
(Millions of yen)



Reference information

Shareholder Returns

Following the policy of ASKA Pharmaceutical, ASKA Pharmaceutical Holdings' basic policy is to continue paying a stable and continuous dividends in order to provide appropriate returns of profits to shareholders.



Strategic stockholdings

From the viewpoint of capital efficiency, ASKA Holdings will examine the appropriateness of continuing to hold certain strategic stocks, and will reduce stocks whose significance is determined to be not necessarily sufficient.

*FY2020: Three stocks (214000 shares) have been sold

ASKA Pharmaceutical Holdings' Medium-Term Management Plan 2025



ASKA Pharmaceutical Holdings Co., Ltd.

Takashi Yamaguchi

President, Representative Director

Today's Content

- 1. Review of ASKA PLAN 2020**
- 2. ASKA Pharmaceutical Holdings' Medium-Term Management Plan 2025**
- 3. Reference**

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Review of ASKA PLAN 2020

[Quantification Targets]

	End of FY2015 (Final year of previous Medium-Term Management Plan)	End of FY2021 (Final Year of the Medium-Term Management Plan)	ASKAPLAN2020
Net sales	43,215 Millions of yen	55,181 Millions of yen (27.7%UP)	70,000 Millions of yen
Operating profit	2.7%	6.5%	10.0%
ROE	1.9%	6.3%	8.0%

Major factors behind the shortfall of the plan

- Drastic reform of the drug pricing system
- Environmental changes regarding long-listed products/ generic market
- Delays in product development
- Delay in launching new businesses

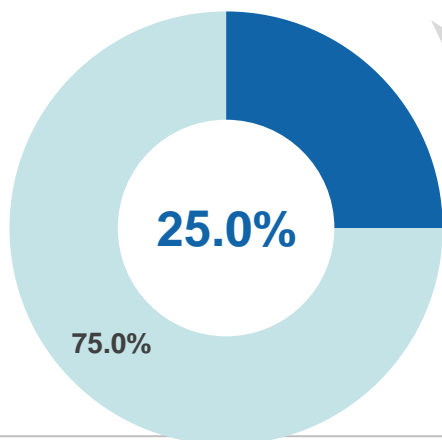
Transformation into New Drug-Based Business

Percentage of Sales Brand-Name and Generic Drugs

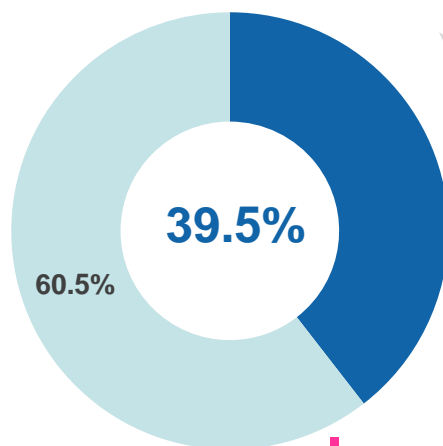
- Brand-Name Drugs
- GE Drugs

FY2015

(Final year of the previous Medium-Term Management Plan)

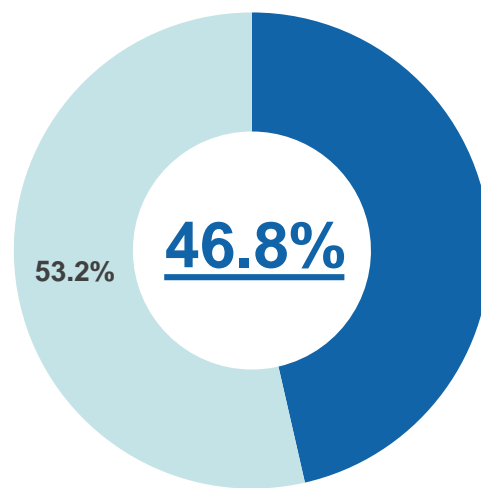


FY2018



FY2020

(Final Year of the Medium-Term Management Plan)



Increase the ratio of brand-name drugs during the period of the Medium-Term Management Plan

ASKA PLAN 2020 Four Key Challenges

Four Challenges	Achievements	Future Tasks
Strengthen new drug development business, particularly by restructuring drug discovery functions	<ul style="list-style-type: none"> Progress to PhIIa study for AKP-009 Complete approval application for Ulipristal Launch of new products such as RELUMINA and RIFXIMA Expansion product lineup in the field of Ob/Gyn and the Thyrology 	<ul style="list-style-type: none"> Development of compounds
Increasing product value and optimizing as well as maximizing profit through post-marketing product development	<ul style="list-style-type: none"> Begin clinical trials for Rifaximin (RIFXIMA) for pediatric hepatic encephalopathy and crohn's disease Complete clinical trials and approval application for Relugolix (RELUMINA) for Endometriosis 	<ul style="list-style-type: none"> Add additional indication of pediatric hepatic encephalopathy for RIFXIMA as early as possible (Aim for FY2023)
Overhauling the cost structure and improving productivity, mainly by lowering costs and reviewing the product portfolio	<ul style="list-style-type: none"> Iwaki No. 4 Pharmaceutical Plant started operations Increase efficiency through the introduction of ERP Improved cost of sales rate 60.3% → 54.0% (Comparison from FY2015) 	<ul style="list-style-type: none"> Further increase the ratio of brand-name drugs
Enabling employees to grow and develop their abilities in a new human resource system	<ul style="list-style-type: none"> Implementation of various training programs on an ongoing basis Strengthen human resources through mid-career recruitment 	<ul style="list-style-type: none"> Developing global human resources

Main Products launched in ASKA PLAN 2020

Ob/Gyn

New dosage form

Emergency contraceptive Apr, 2016

NORLEVO®

Brand-name drug

Infertility Apr, 2016

LUTEUM® VAGINAL SUPPOSITORIES

AG

Dysmenorrhea Dec, 2018

FREWELL® COMBINATION TABLETS

Brand-name drug

Uterine fibroid Mar, 2019

RELUMINA® 40mg

Succession

Threatened premature delivery / Onset of eclampsia
Feb,2020 (Succession)

Succession

Onset of eclampsia Feb,2020
(Succession)

MAGSENT® INJECTION / Injection Syringe

MAGNESOL®

Thyroid

New dosage form

Hypothyroidism Jun, 2020

THYRADIN®-S I.V. INJECTION 200µg

New dosage form

Hyperthyroidism
Feb, 2021

MELCAZOLE® TABLETS 2.5 mg

Gastrointestinal

Brand-name drug

Hepatic encephalopathy Nov, 2016

RIFXIMA® TABLETS

Materials for the New Medium-Term Management Plan

Promote Alliance Activities

RIBOMIC

Kyorin

KinoPharma

INSUD PHARMA

Renascience

RaQualia
innovators for life

Strengthen Drug Discovery Function

- Full relocation of research laboratories to Shonan iPark
- Encourage open innovation
- Joint development with Kyorin Pharmaceutical (AKP-009)

Overseas Business

NeoASKA
pharma

NeoASKA(India)

DHT
HATAPHAR

Hataphar(Vietnam)

哈药集团
HARBIN PHARMACEUTICAL GROUP

Harbin(China)

Today's Content

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- 2. ASKA Pharmaceutical Holdings'
Medium-Term Management Plan 2025**
3. Reference



April 1, 2021 morning edition of Nikkei



本日、あすか製薬ホールディングス、誕生。

2021年4月1日、あすか製薬、あすかアニマルヘルス、あすか製薬メディカルの
3社を子会社とする「あすか製薬ホールディングス」が誕生しました。

1920年の創立当初からホルモン製剤のパイオニアとして医療に貢献してきた「あすか製薬」を中核に、
動物の健康を通じて人と動物の共生を目指す「あすかアニマルヘルス」、
最新のホルモン測定技術を用いて検査や予防医療に貢献する「あすか製薬メディカル」とともに、
人間から動物まであらゆる生命と真摯に向き合う“トータルヘルスケアカンパニー”となることを目指し、
「先端の創薬を通じて 人々の健康と明日の社会に貢献する」という経営理念のもと、
新たに挑戦を続けてまいります。



あすか製薬ホールディングス株式会社

<https://www.aska-pharma-hd.co.jp>

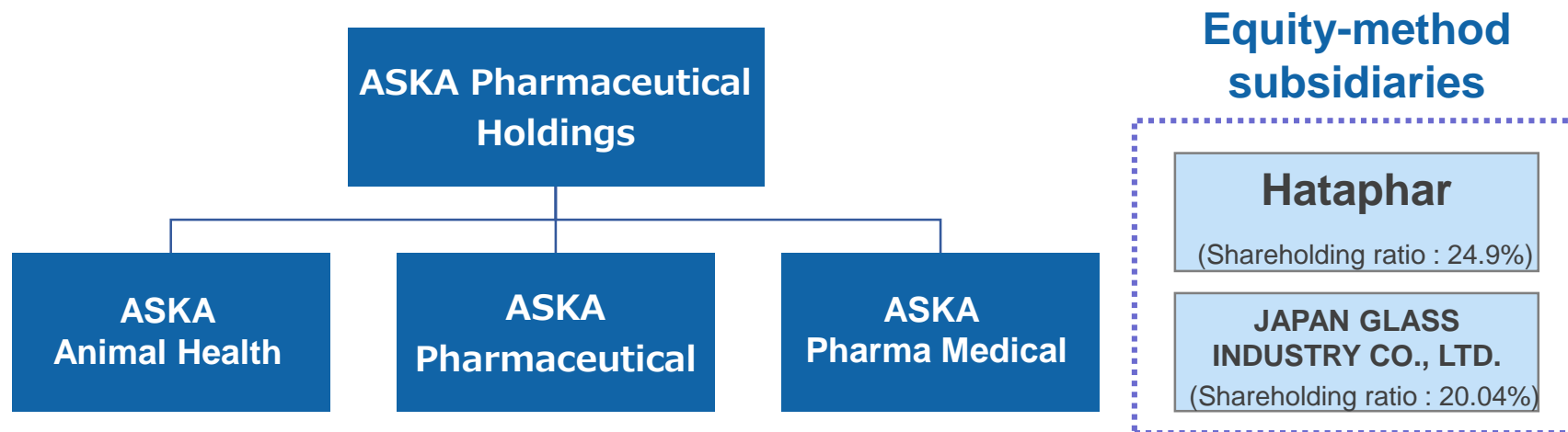


<Overview of listing approval>

- | | |
|---|------------------------------|
| (1) Company name: ASKA Pharmaceutical Holdings Co., Ltd. | (4) Stock code: 4886 |
| (2) Listed Stock Exchanges: First Section, Tokyo Stock Exchange | (5) Trading unit: 100 shares |
| (3) Listed date: April 1, 2021 | |

Vision of Medium-Term Management Plan 2025

"Become a Total Healthcare Company with a Strong Foundation as a Specialty Pharma Company"



Building upon our strong presence within the areas of endocrine hormone research and specialty therapeutic areas, ASKA will develop not only pharmaceutical products, but also overseas healthcare businesses in the areas of Prevention, Testing and Diagnostics, Treatment, as well as Prognosis.

Purpose of Becoming a Holding Company

① Strengthen related businesses in the healthcare field

Recognize healthcare as a series of frameworks of prevention to testing and diagnostics to treatment, as well as develop related businesses.

② Separate governance and business execution

Clarify the roles and responsibilities of each Group company, and aim for a system that can respond appropriately and promptly to the changes in the business environment.

③ Maximize Group's value

Promote optimal management through strategic collaboration among group companies in consideration of the characteristics of each business.

④ Strengthen group governance

By having a function to oversee the governance of the entire group, we can conduct business operations under a unified policy.

Our Choices to Enhance Corporate Value

Maximizing corporate value

Ob/ Gyn
Urology
Area

Internal
Medicine
(Gastrointestinal
and Thyroid)
Area

Expansion of
business axis
Overseas business
expansion,
Healthcare business
expansion, etc.

Animal health
business

Minute amount
Hormonal test
business

Open Innovation

Foundation

Business development that leverages the know-how and technologies that have been cultivated through the research on endocrine secretion

External Changes

- Shrinking domestic pharmaceutical drug market
- Drastic reform of the drug pricing system (annual NHI price revisions, etc.)
- Impact of the new Corona Virus
- Pharmaceutical quality issues
- Advancement in medical technologies and expansion of medical needs

R&D

- Diversification of research styles
- Increasingly complex clinical trial strategy
 - Thorough priority management of portfolios
 - Aggregate and distribute research resources
 - Review of development portfolio
 - Online clinical trial follow-up

Sales and Marketing

- Review of sales strategy
- Accelerating digitalization
- Changing customer needs
 - Online conferences and lectures
 - Establishment of an online support system

Manufacturing and distribution

- Visualization of the supply chain
- Review suppliers globally
- Establishment of a flexible and robust production system
- Stable supply and quality assurance

Responding to anticipated medium to long-term changes within the business environment

The Foundation for Formulating the New Medium-Term Management Plan

Specialty

**Ability to
create**

**Social
contribution**

<Four Visions>

1
Expand business scope centered on pharmaceutical products

2
Improve business operations through promoting open innovations

3
Become the top domestic company regarding our specialty areas for pharmaceutical products

4
Continue to be a company that is trusted by society

ASKA formulated the New Medium-Term Management Plan centered on "Specialty" "Ability to create" and "Social contribution" in response to changes in the external environment, which led to the formulation of four visions and seven strategies

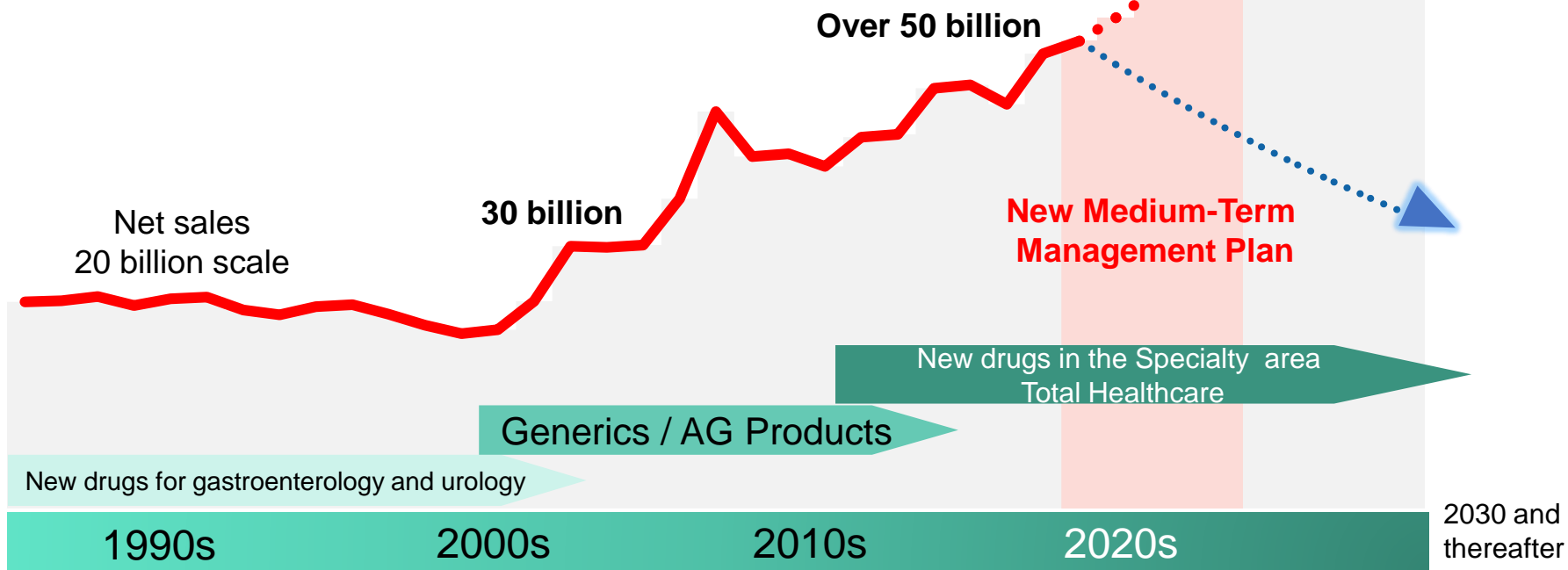
Aiming for Sustained Growth



ASKA Pharmaceutical Holdings Co., Ltd.

▲ Maintaining Growth and moving on to the Next Steps

The Medium-Term Management Plan 2025 Numerical Targets
Net sales 70 billion yen Operating profit rate 8% ROE8%



ASKA Pharmaceutical Holdings Co., Ltd.

Seven Strategies

1 <Specialty>
<Social contribution>

Enhancing Corporate Value by
Strengthening Initiatives in the
Specialty Areas

2 <Specialty>
<Ability to create>

Continuous Creation of New
Drugs through Advanced Drug
Discovery

3 <Ability to create>

Overseas operations

4 <Specialty>
<Ability to create>
<Social contribution>

Providing New Value to
Realize “Total Healthcare”

5 <Ability to create>

Improving Operational
Efficiency, Cutting Costs, and
Reinforcing Our Financial Base

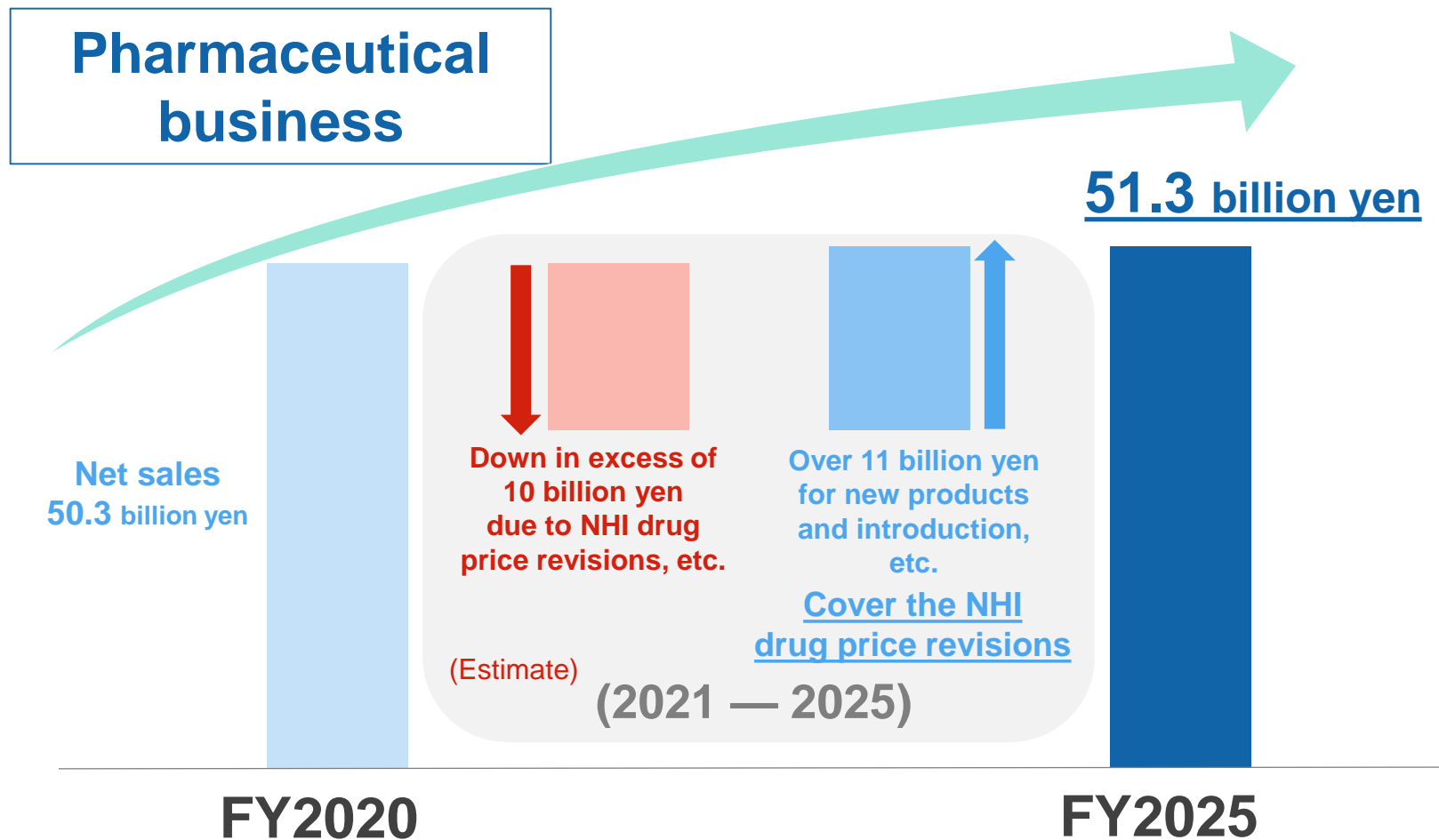
6 <Social contribution>

Foster an Organizational
Culture that Emphasizes
thorough Compliance and
Accountability

7 <Specialty>
<Ability to create>

Develop Human Resources to
Realize Growth Strategies

ASKA Pharmaceutical Co., Ltd. Numerical Targets



Seven Strategies

1 <Specialty>
<Social contribution>

**Enhancing Corporate Value by
Strengthening Initiatives in the
Specialty Areas**

2 <Specialty>
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**Continuous Creation of New
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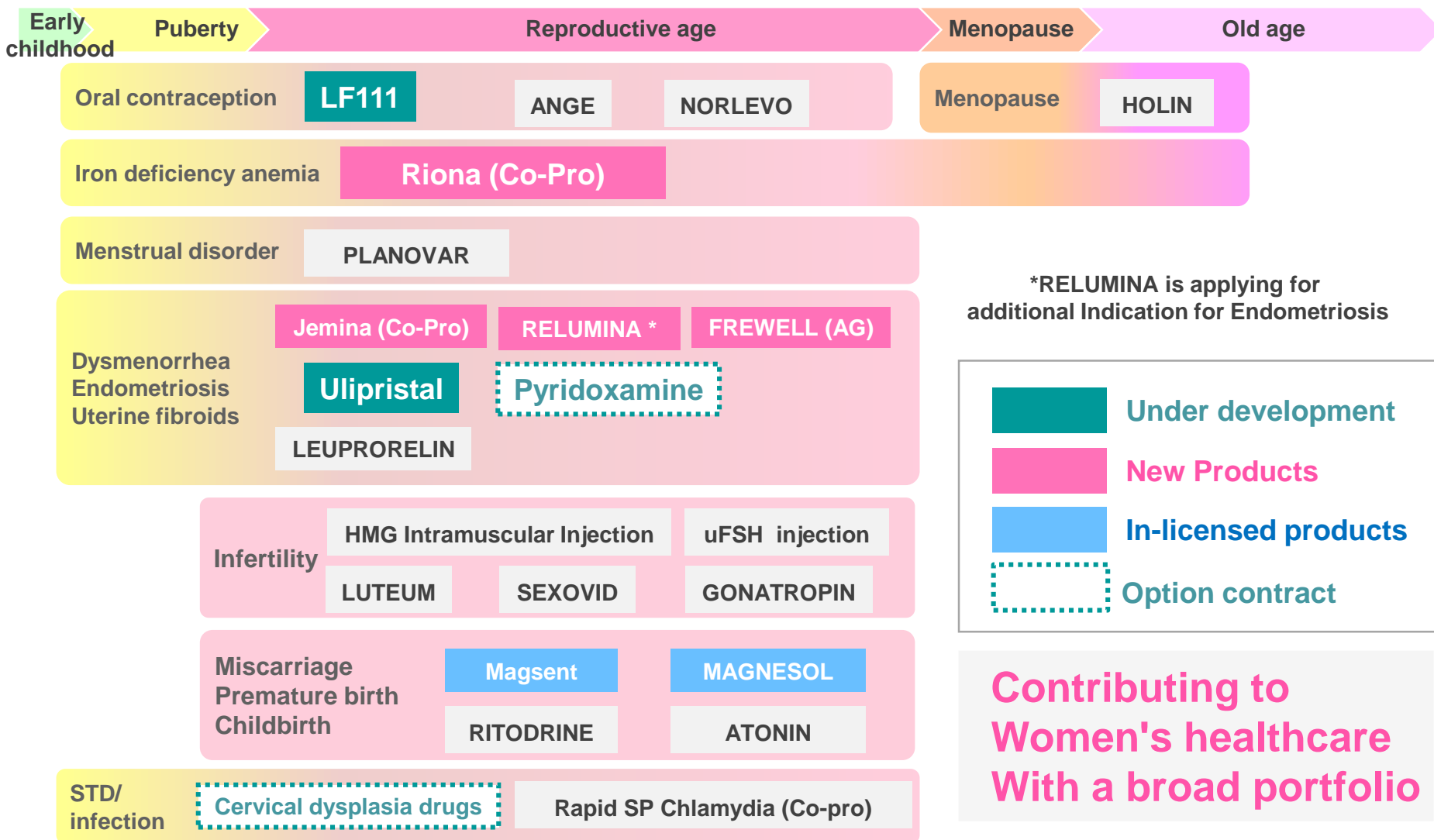
7 <Specialty>
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**Develop Human Resources to
Realize Growth Strategies**

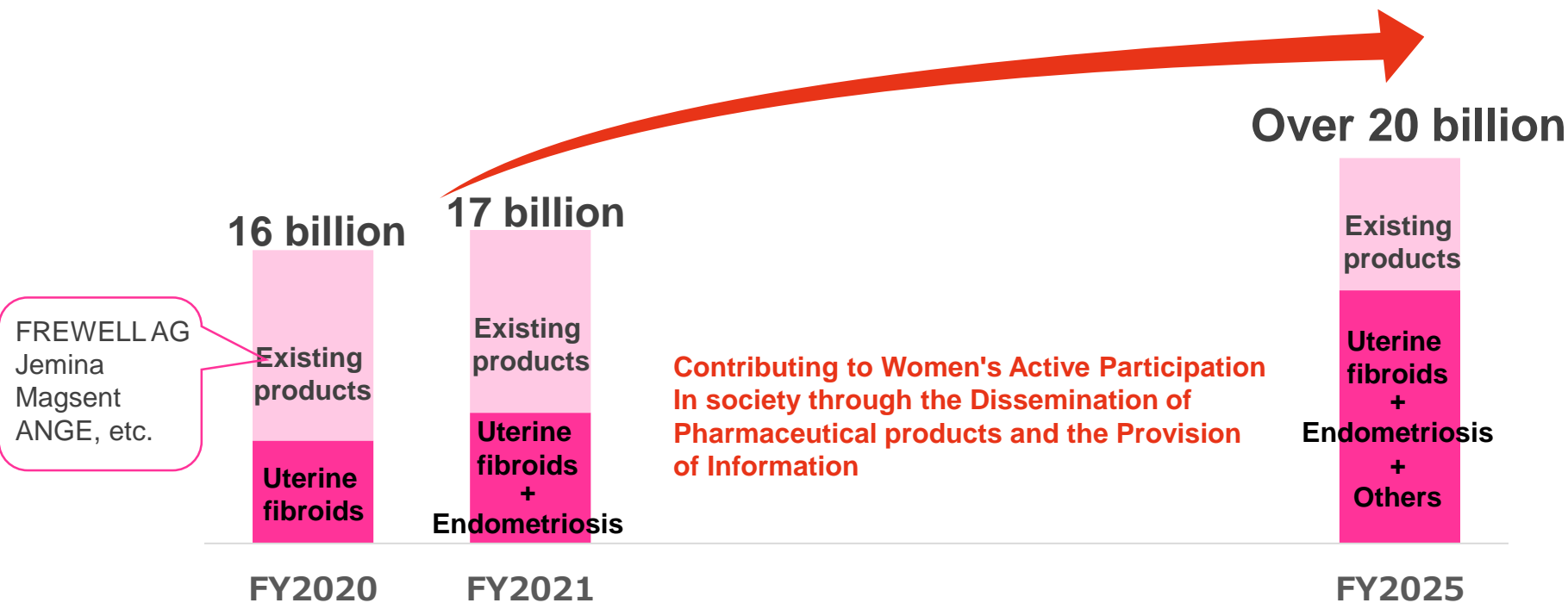
Goals

- **Contribute to improving women's QOL as a leading company in the field of obstetrics and gynecology**
- **Contribute to the treatment of potential patients by promoting awareness-raising activities for thyroid diseases**
- **Responding to Unmet Medical Needs**

Obstetrics and Gynecology Products by Life Stage

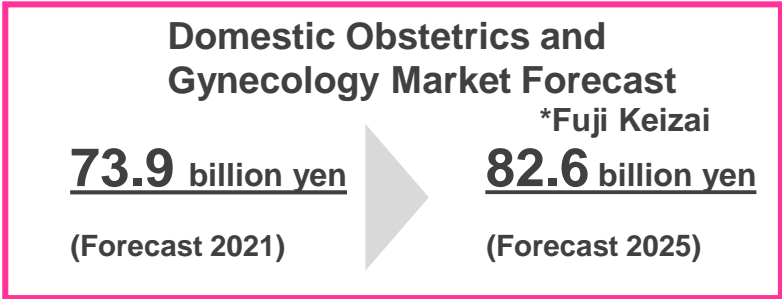


Becoming a leading company in the field of obstetrics and gynecology



Growth Factors

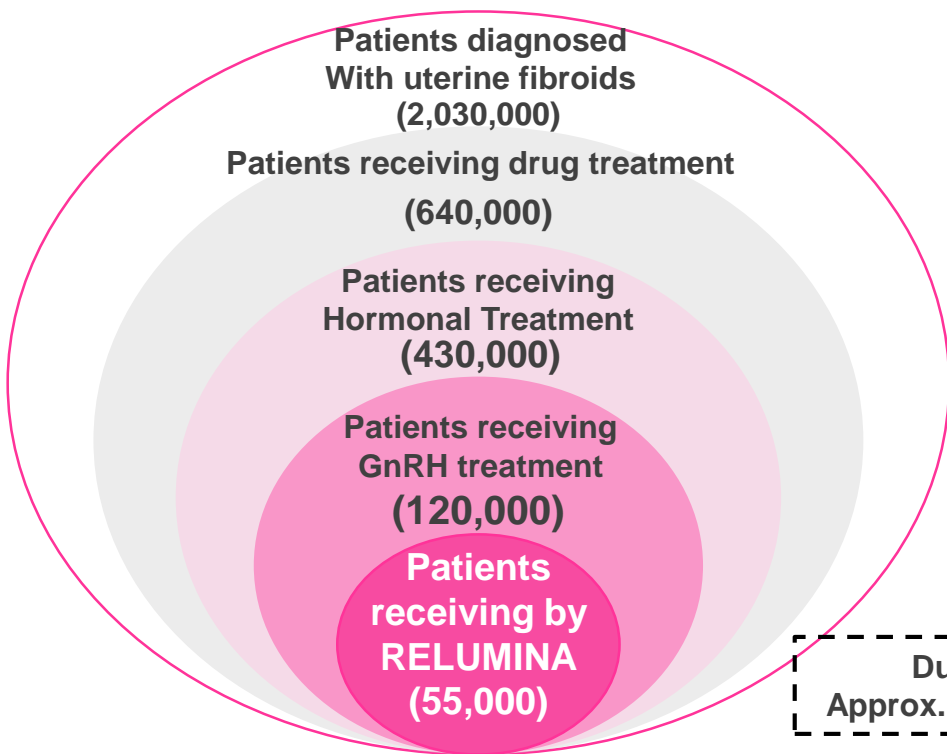
- ◆ Penetration of RELUMINA and others into Uterine fibroids and Endometriosis market
- ◆ Jemina Tablets and Riona Tablets Co-promotion
- ◆ Expansion of lineup through introduction, etc.
- ◆ Dissemination of correct knowledge through disease awareness activities



Contributing to Uterine fibroids and Endometriosis through RELUMINA

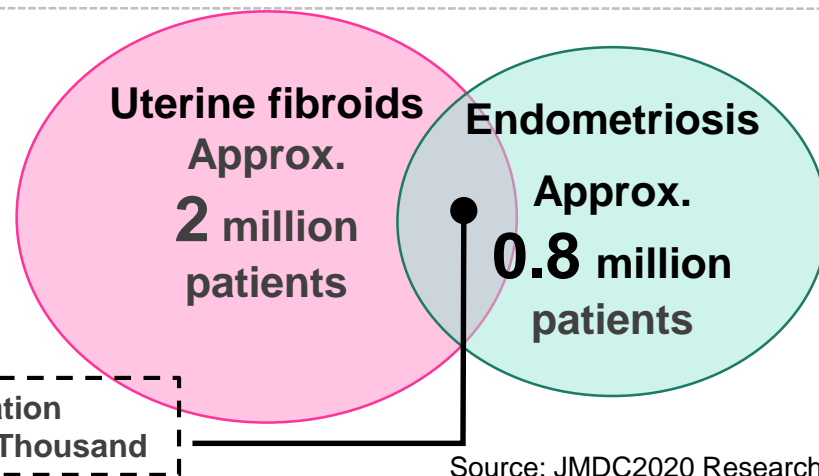
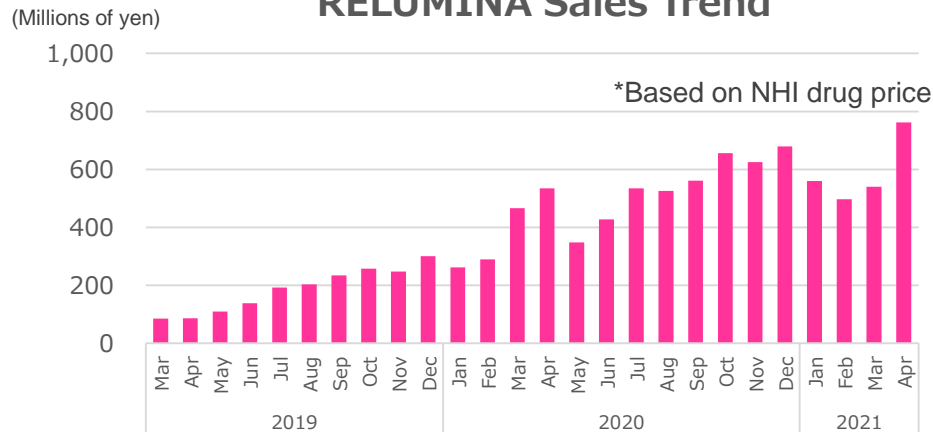
Uterine fibroids treatment status

(Enlarged estimate from electronic receptacle data)



Source: JMDC2020 Research Inc.

RELUMINA Sales Trend



Source: JMDC2020 Research Inc.

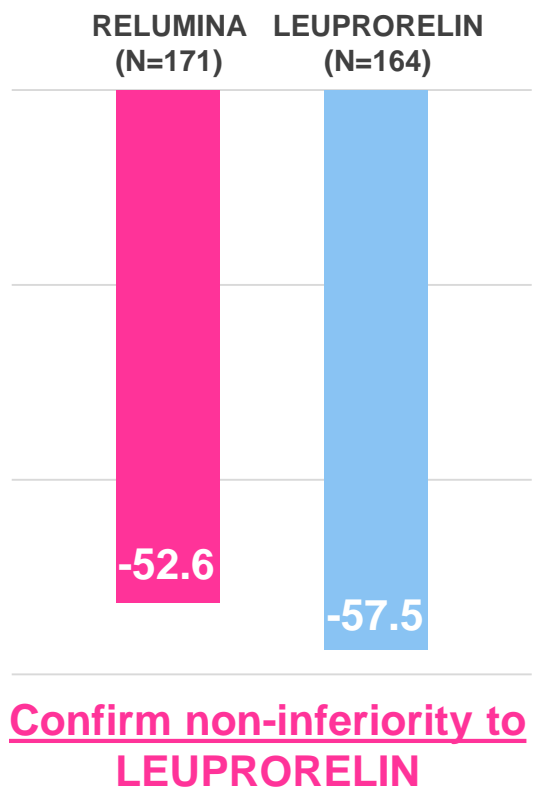
Aim to exceed 10 billion yen during the New Medium-Term Management Plan due to the additional indication of Endometriosis, etc.

A New Option for Treatment of Endometriosis

RELUMINA Tablets

Endometriosis Phase III comparative study

Change from the baseline in the maximum VAS of Pelvic Pain



Application for Additional Indication of Endometriosis

(January, 2021)

Expected addition of Indication in the first half of 2022

Drawn from materials presented at the 42nd meeting of the "JAPAN SOCIETY OF ENDOMETRIOSIS"

*VAS: Visual Analogue Scale (an index of pain: 0 for no pain and 100 for most severe pain)

Responsibilities as a Leading Company in the Thyroid Area

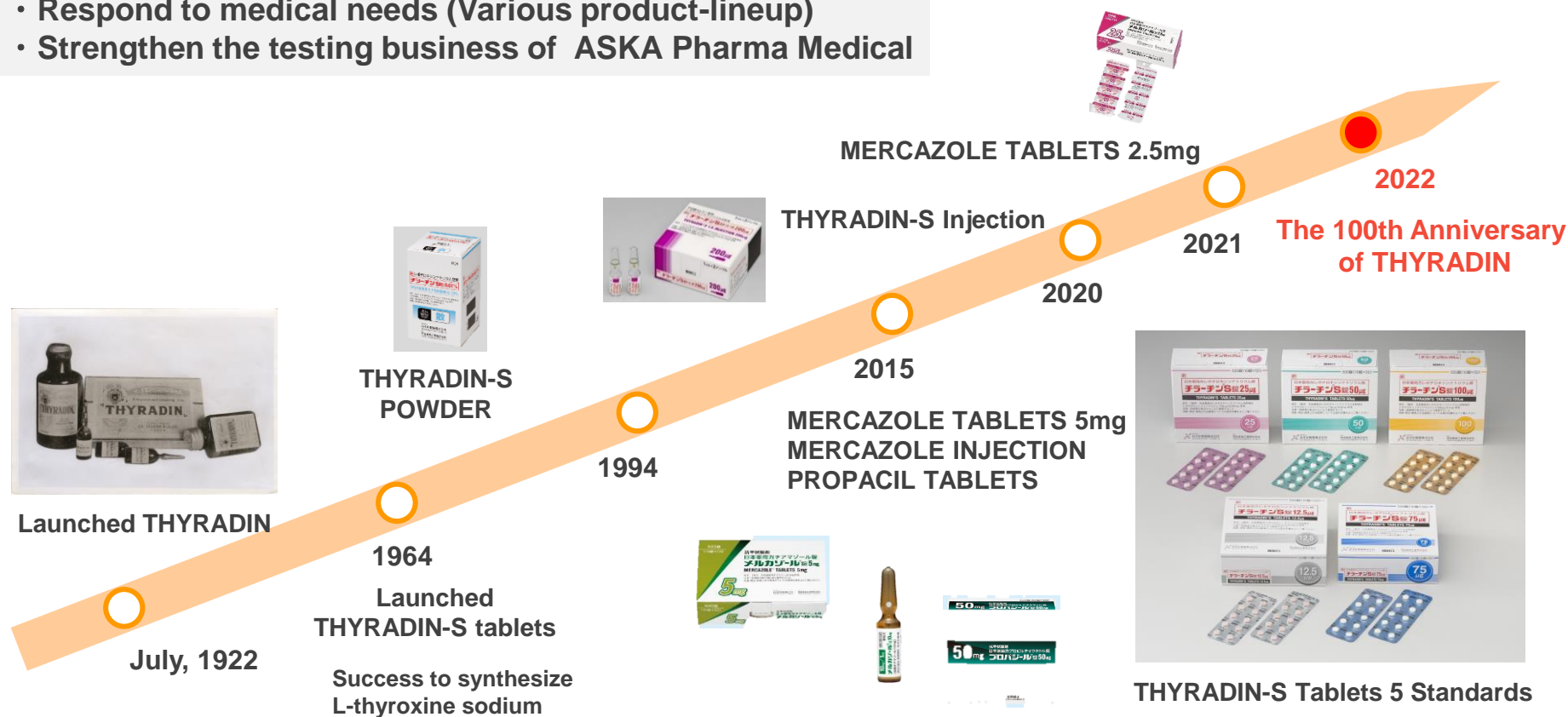
Initiatives in the Thyroid Area

- Securing of stable supply
- Continue to raise awareness of diseases
- Cooperation with related academic societies
- Respond to medical needs (Various product-lineup)
- Strengthen the testing business of ASKA Pharma Medical



Disease awareness
Butterfly ribbon badges

**Thyroid Area 10 billion yen
Sales Target FY2025**



Responding to Unmet Medical Needs by RIFXIMA

Revised version of Clinical Practice Guidelines for Cirrhosis.

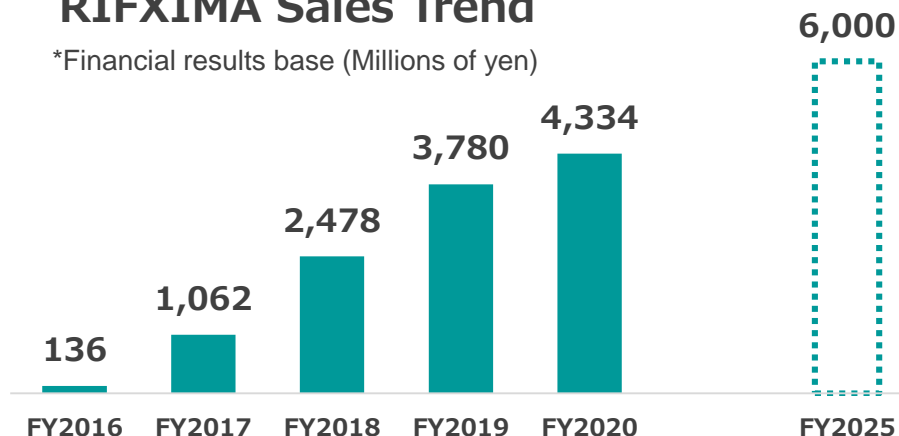
Strength of recommendation: **Strongly recommended** Evidence level: **A**

(Applicable partial summary)

Because RIFXIMA is an effective treatment for hepatic encephalopathy, as is synthetic disaccharides, It has been recommended as a "basic therapeutic agent".

RIFXIMA Sales Trend

*Financial results base (Millions of yen)



Changes in the number of hepatic encephalopathy patients (Our estimates)



*For primary hepatitis C, Drop in hepatic encephalopathy patients due to breakthrough drugs launched from other companies

Future Initiatives

[LCM: Expansion of indications]

- Pediatric hepatic encephalopathy
- Crohn's disease
- Others

Contributing to hepatic encephalopathy Patients and Maximizing Product Value

Seven Strategies

1 <Specialty>
<Social contribution>

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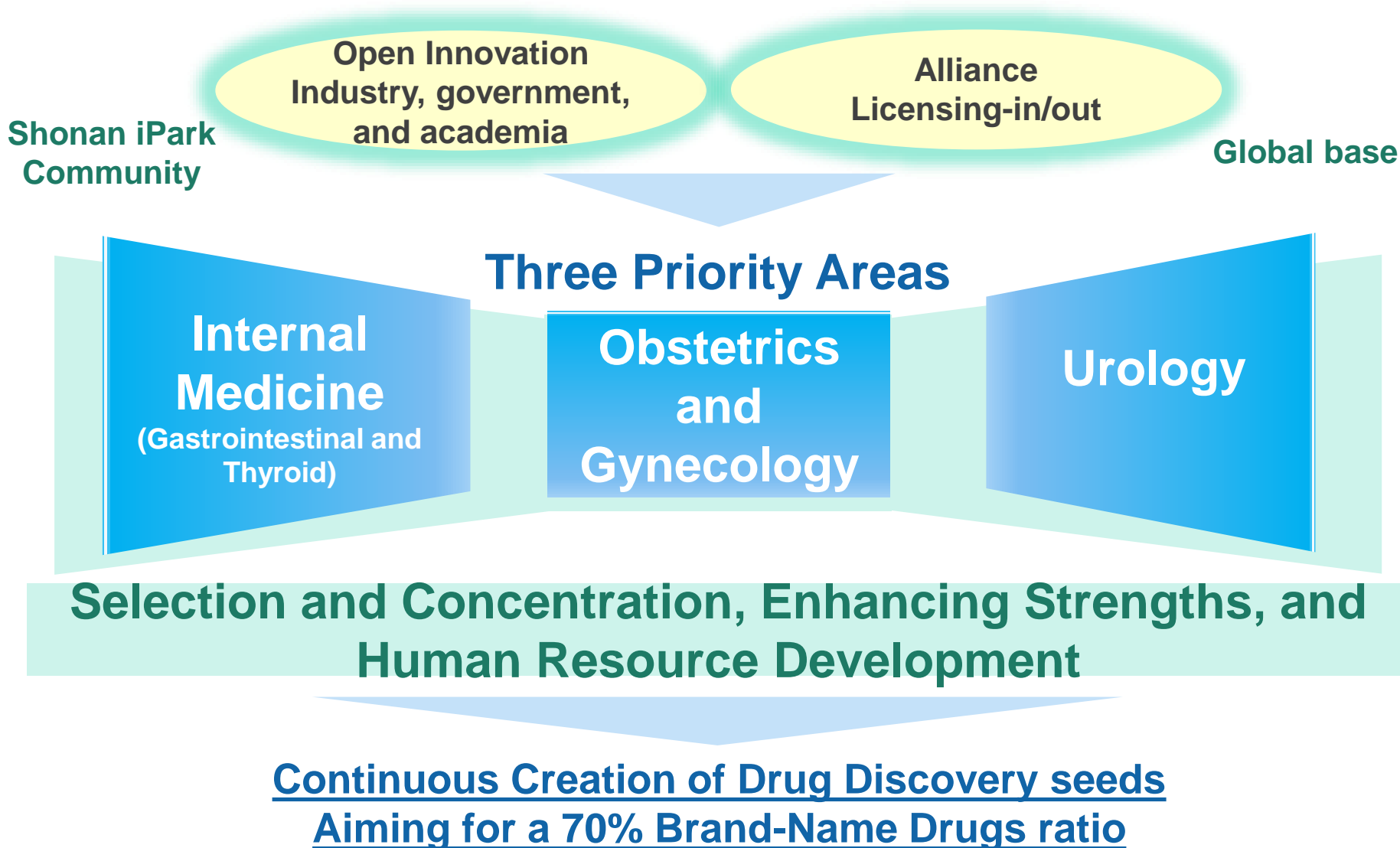
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Culture that Emphasizes
thorough Compliance and
Accountability

7 <Specialty>
<Ability to create>

Develop Human Resources to
Realize Growth Strategies

<Specialty> <Ability to create>




Continuous Creation of New Drugs through Advanced Drug Discovery



Development Pipeline

R&D Status (as of May 2021)

 Changes from the previous report

Development code (Generic name) Indication		PhI	PhII	PhIII	Application	Approval	
CDB-2914 (Ulipristal Acetate) Uterine fibroids						Filed	
TAK-385 (Relugolix) Endometriosis						Filed	
LF111 (Drospirenone) Contraception			Ph/II Ongoing				
L-105 (Rifaximin) Hepatic encephalopathy (pediatrics)					PhIII Ongoing		
L-105 (Rifaximin) Crohn's disease			PhI Completed				
AKP-009(Ludaterone Acetate) Benign Prostatic Hyperplasia				PhII Ongoing			

Goal

- Inclusion in the clinical of three preclinical themes in progress by FY2025
- Expand pipeline by strengthening alliance activities

Drug Discovery Promotion (Alliance Activities)



Joint R&D agreement for drug discovery

Aim to create an aptamer drug targeting hormone receptors



Option Agreement regarding the Treatment for Cervical Dysplasia

Kino Pharma is conducting a Phase I Clinical Trial in Korea



Co-Development and Option agreement in the Field of Gynecology

Conducting a Phase II trial initiated by physicians

* Adopted for CiCLE business by AMED



Joint Research Agreement on drug discovery research

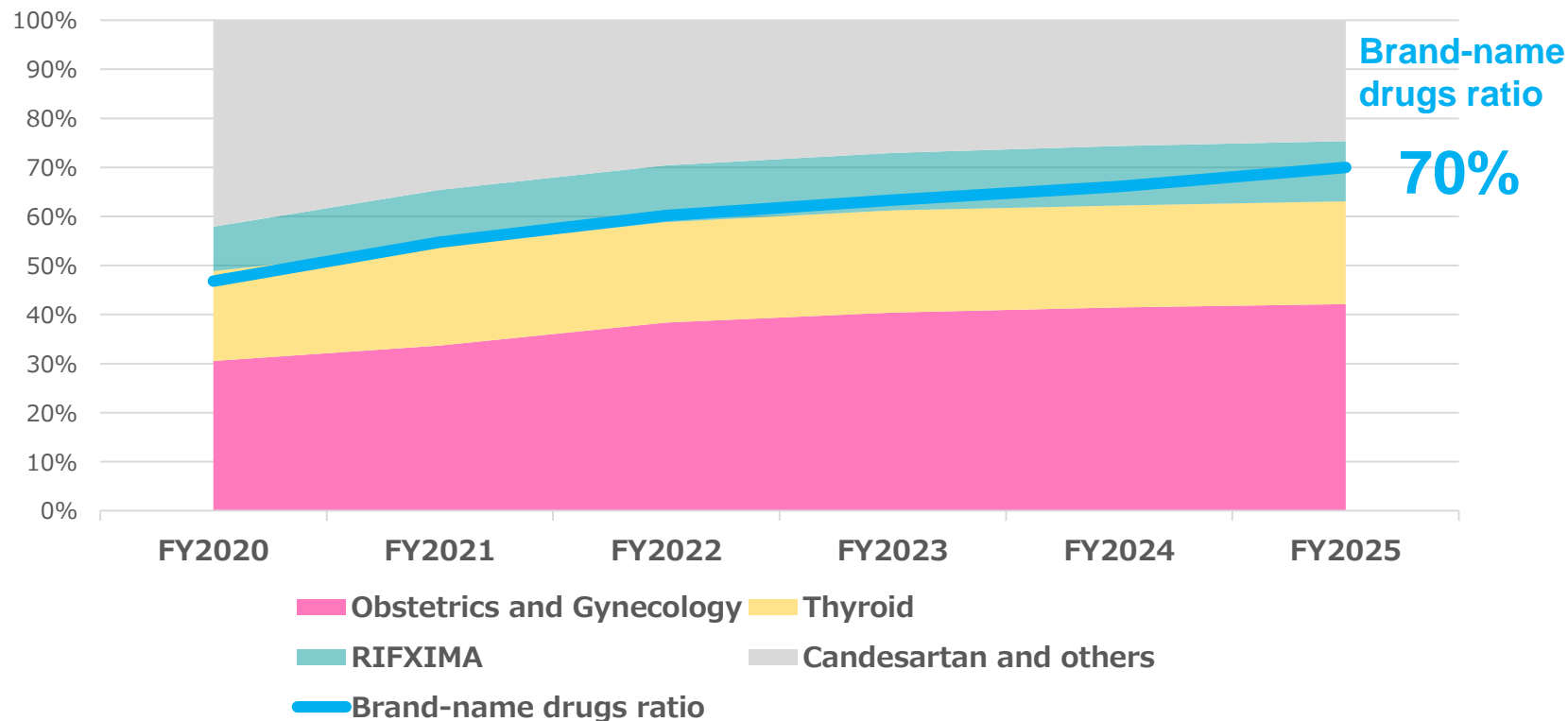
Running a new screening system targeting ion channels



**Promoting Alliance Activities by
Strengthening the System**

Breakdown of Sales in Pharmaceutical Products

Sales of Pharmaceutical Products



Targeting 70% Brand-Name Drugs ratio, centered on Obstetrics and Gynecology

Seven Strategies

1 <Specialty>
<Social contribution>

Enhancing Corporate Value by
Strengthening Initiatives in the
Specialty Areas

2 <Specialty>
<Ability to create>

Continuous Creation of New
Drugs through Advanced Drug
Discovery

3 <Ability to create>

Overseas operations

4 <Specialty>
<Ability to create>
<Social contribution>

Providing New Value to
Realize “Total Healthcare”

5 <Ability to create>

Improving Operational
Efficiency, Cutting Costs, and
Reinforcing Our Financial Base

6 <Social contribution>

Foster an Organizational
Culture that Emphasizes
thorough Compliance and
Accountability

7 <Specialty>
<Ability to create>

Develop Human Resources to
Realize Growth Strategies

Overseas operations

Goals

- Establish a business centered on the growing Asian market
- Leverage our accumulated know-how and technologies to improve quality and meet needs in the Asian market

Efforts in the Asian Region

1. Business development in Vietnam

- Technical Support for Hataphar Plant Construction
- Began reciprocal personnel exchanges with Hataphar

2. Out-licensing in the Asian region

- Out-licensing our original formulation to China, etc.



Business development in the Asian market

Overseas operations

[Completed acquisition of shares]

On January 15, 2021, we completed the acquisition of 24.9% of the shares for Ha Tay Pharmaceutical Joint Stock Company (Hataphar) and completed the conversion of Hataphar into an equity-method affiliate.

[Construction of new plant]

With our support, a new plant is scheduled to be constructed in the Hoaruck High-Tech Park, an industrial park located in the western part of Hanoi, the new plant will meet the criteria of PIC/S GMP as in developed nations.

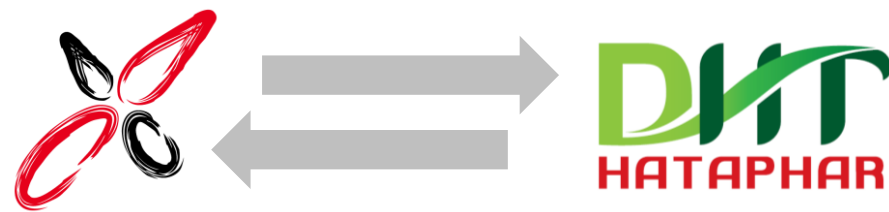


Image of Completion (Construction started in September 2021, scheduled to start operations in FY2023)

[Personnel exchanges]

Personnel exchanges between the two companies is planned.

Learn about local marketing and local organizational management



Learn about PIC/S GMP and how to manage operations at actual plant site

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Total Healthcare

ASKA Animal Health Co., Ltd.

Description of Businesses

Manufacture and sale of animal health products, feed and feed additives, raw materials, etc.

Management Vision

Become an one of a kind company that supports the health of companion animal products with strengths in animal reproduction, immunology and nutrition for the livestock and fisheries field

Numerical Target

FY2025: Net sales over 6 billion yen



Initiatives

- Launch and foster important products as well as new products in the livestock and fishery field
- Launch and foster new companion animal products
- Aim for Global orientation
- Contribute to a sustainable society by meeting the needs of animal health, feed, livestock and fishery industries

Total Healthcare

ASKA Animal Health Co., Ltd.

Market launch through the diversion of pharmaceutical drugs to animal drugs

ASKA Pharmaceutical Products

MELCAZOLE®

Launched in Jan, 2021

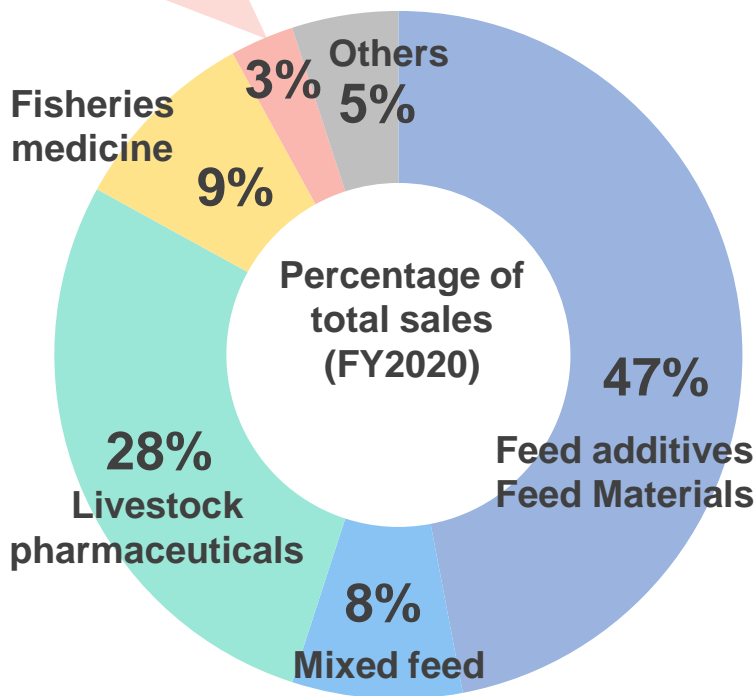
THYLOBLOCK®

Hyperthyrosis treatment for cats



Other product, such as ATONIN for veterinary use and Enalmon Depot for veterinary use, is on sale due to veterinary drug diversion

Companion animal-related



create synergies by sharing technologies and know-how among Group companies and by encouraging personnel exchanges

Total Healthcare

ASKA Pharma Medical Co., Ltd.

Description of Businesses

Service of clinical testing and biologic testing

Priority Targets

Expansion of business through hair-growth diagnostics and thyroid disease testing

Numerical Target

500 million yen

Initiatives

Endogenous hormone microanalysis
(Steroid hormones, thyroid hormones, etc.)

Technologies in possession

- ✓ High-sensitivity analysis of steroid hormones
- ✓ Multi-item simultaneous analysis of steroid hormones
- ✓ Analysis of a wide range of matrices

Study sample
Commissioned
business

Hair-growth
diagnostics

Thyroid disease
business

Collaboration with
ASKA Pharmaceutical's
Healthcare Business

Total Healthcare

ASKA Pharmaceutical Healthcare Business



[aska-La folate multi-support]

A one package/day well balanced supplement that includes folic acid and necessary nutrients.



[YUINOBRUSH]

A cervical cytology extraction instruments developed to support the accuracy of cell diagnosis and improve cell extraction

[YUINOBRUSH EM]

Highly maneuverable and stable cell collection device capable of adequate endometrial cell collection

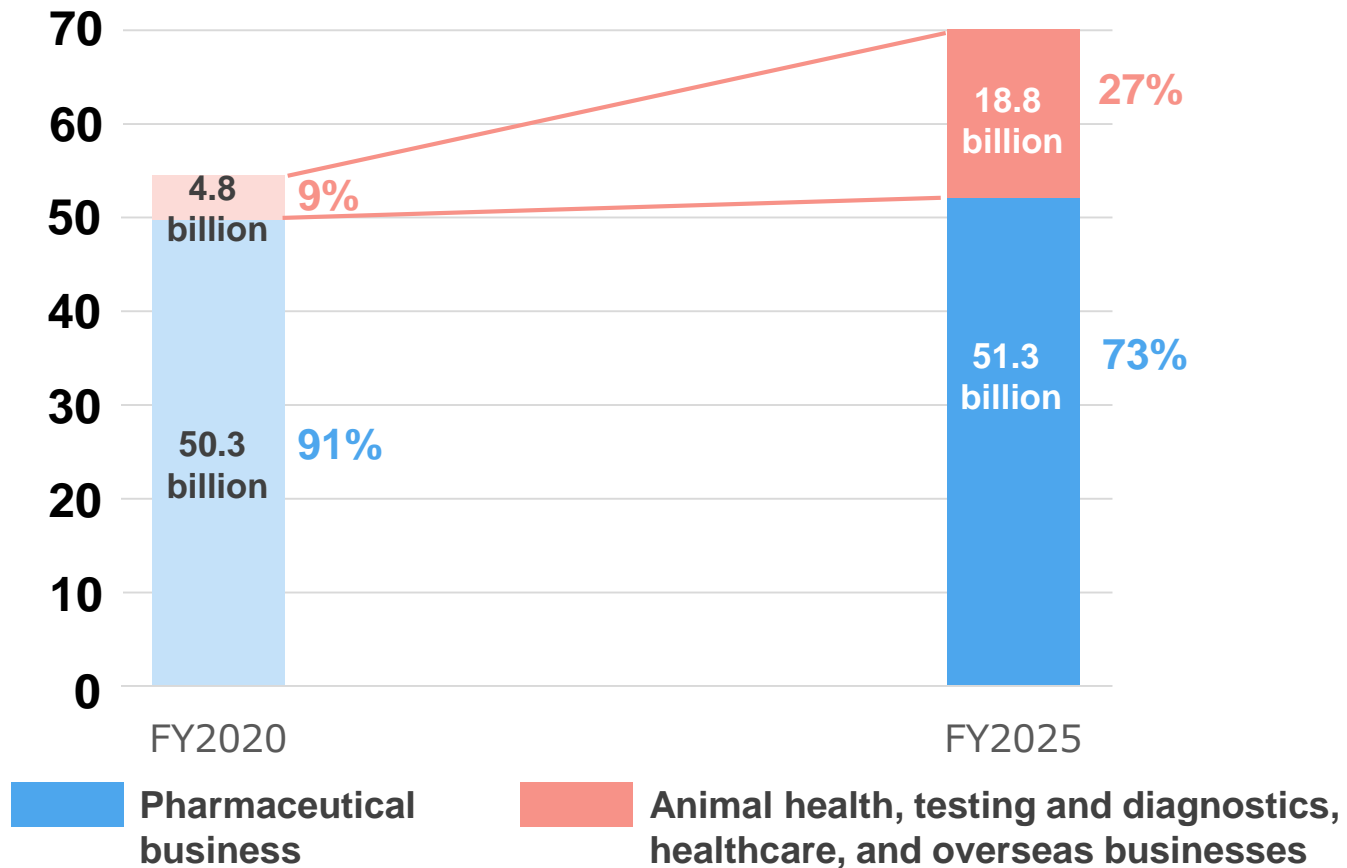
Developing a healthcare business by leveraging the strengths of women's related businesses

Numerical Targets

Net sales 70 billion yen Operating profit rate 8% ROE8%

Diversification of earnings base in addition to expansion of domestic pharmaceutical business

(Billions of yen)



Seven Strategies

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Improving operational efficiency, cutting costs, and reinforcing our financial base

Operating profit rate 8%

- ✓ Increase brand-name drugs ratio
- ✓ Initiatives related to SG&A Expenses

Strengthen foundations

Improve the Cost of sales rate to less than 50%

- ✓ Aim to provide stable supplies of high-quality products and reduce cost of sales margins

DX Initiatives

- ✓ Establishment of an IT friendly environment
- ✓ Expansion into sales, drug discovery, and production
- ✓ Streamlining with RPA

Seven Strategies

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<Ability to create>

Develop Human Resources to
Realize Growth Strategies

[Social contribution]

Foster an organizational culture that emphasizes thorough compliance and reliability

<Specialty> <Ability to create>

Human Resource Development for Realizing Growth Strategies

Human resources capable of responding to new businesses and changes in the environment

Global Human Resources
DX Promotion Personnel

Active participation of diverse human resources

Environment in which women, careers, and seniors can thrive

Company that continues to be trusted

Stable supply of high quality products

Reexamine and continue to inspect domestic and overseas supply chains

Thorough Compliance

Continue and expand compliance education and training

Strengthening Internal Controls within the HD System

Strengthen supervisory functions for business execution by separating management and execution
Establishment of ESG Committee

Corporate Philosophy

Contribute toward the improvement of people's health and progress in society through the development of innovative products

Promotion of ESG management

[Corporate Philosophy]

Contribute toward the improvement of people's health and progress in society through the development of innovative products

Establishment of
ESG Committee
2021.4.1~

Identification
of Key Issues

Provide value to
Society and
stakeholders

ASKA's Main SDG Initiatives



[Potential Value candidates for our company]

Contributing to
women's social
advancement

Responding to
Unmet
Medical Needs

Humans and
animal
Coexistence

Consideration
for the
environment

Provision of
minimally
invasive tests

ASKA Pharmaceutical Holdings has established the ESG Committee.
ASKA will identify and disclose any important issues that we need to embark on.

Change of the President of ASKA Pharmaceutical Co., Ltd. (informal appointment)

ASKA Pharmaceutical Co., Ltd. President and Representative Director Sota Yamaguchi

[Date of birth]

Born December 17, 1983

[Education]

March, 2006: Graduated from Department of Chemistry, Faculty of Science,
Tokyo Metropolitan University

March 2008: Completed the Graduate School of Science,
Tokyo Metropolitan University

March 2020: Completed the School of business Administration,
Hitotsubashi Business School

*After joining our company

[Work Experience]

April 2008: Joined Hitachi, Ltd.

May 2011: Registered as a patent attorney

February 2016: Joined ASKA Pharmaceutical Co., Ltd.

June 2017: Member of the Board Directors, Executive Corporate Officer
ASKA Pharmaceutical Co., Ltd.

June 2019: Managing Member of the Board Directors,
ASKA Pharmaceutical Co., Ltd. (to present)



*With the establishment of ASKA Pharmaceutical Holdings Co., Ltd.

April, 2021: Member of the Board Directors,
ASKA Pharmaceutical Holdings Co., Ltd. (to present)
Dated June 24, 2021: Senior Managing Member of the
Board Directors, Representative Director
(informal appointment)

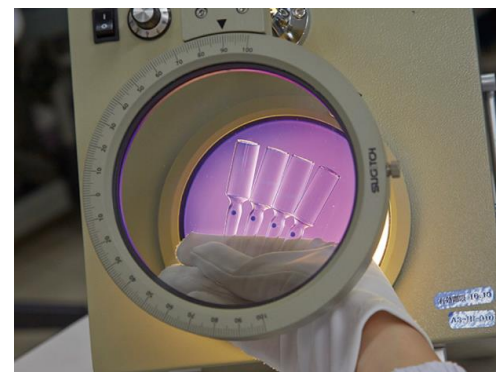


ASKA Pharmaceutical Holdings Co., Ltd.

Share Acquisition of JAPAN GLASS INDUSTRY CO., LTD.

■ Overview of JAPAN GLASS INDUSTRY CO., LTD.

Headquarter	7-2, Nihonbashi-Honcho 4-chome, Chuo-ku, Tokyo
Establishment	January 18, 1946
Businesses	Manufacture and sale of pharmaceutical packaging materials as well as contract packaging for pharmaceuticals and in vitro diagnostics reagents
Capital	75 million yen
Net sales (Year ended March 31, 2021)	1,561 million yen
Net Income (Year ended March 31, 2021)	117 million yen
Net assets (Year ended March 31, 2021)	603 million yen
Total Assets (Year ended March 31, 2021)	1,229 billion yen



■ Purpose of share acquisition

To further strengthen the manufacturing and quality control systems by mutually utilizing the manufacturing capabilities, technologies, and know-how of the two companies.

By leveraging the synergies between the two companies, we will increase productivity while reducing costs as much as possible, and provide a stable supply of high-quality pharmaceuticals with outstanding efficacy and safety.

Today's Content

1. Review of ASKA PLAN 2020
2. ASKA Pharmaceutical Holdings' Medium-Term Management Plan 2025
- 3. Reference**

Ha Tay Pharmaceutical Joint Stock Company (Know as Hataphar)

**Concluded a stock transfer agreement with
Ha Tay Pharmaceutical Joint Stock Company (Know as Hataphar)**

Completed a 24.9% share transfer agreement with Hataphar, the second largest commercial company in the Vietnamese pharmaceutical industry as a strategic partner

Synergies between ASKA Pharmaceutical's development and manufacturing technologies and Hataphar's local sales capabilities will lead to significant growth in the two companies' business operations.



[Overview of Hataphar]

Year of founding: 1965

Headquarter location: Hanoi, Vietnam

Net sales: 9.6 billion yen (FY2020)

Net income: 500 million yen (FY2020)

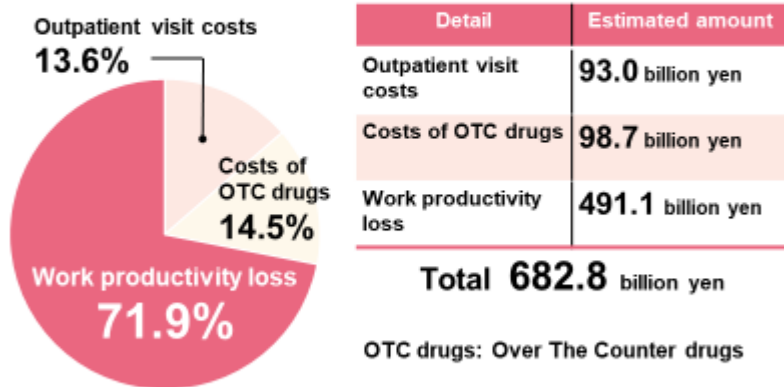
Net assets: 1.7 billion yen (FY2020)

Total assets: 4.4 billion yen (FY2020)

* 1VND=0.0048JPY

Women's Health Issues

■ The annual economic burden of menstrual symptoms in Japanese women



Created based on Tanaka E, Momoeda M, Osuga Y et al J Med Econ 2013; 16(11): 1255-1266

Current challenges for women's health in the workplace

Challenges in occupations with a relatively large number of women

Ex) Mental health and smoking rate increase in occupations such as hospitality, standing work, call center, etc.

Challenges in menstruation

Ex) Loss due to presenteeism, lack of literacy, etc.

Challenges in women's specific diseases

Ex), such as the presence or absence of compatibility and gynecological examination

Challenges in pregnancy and childbirth

Ex) loss of career opportunities, etc.

Challenges in menopause

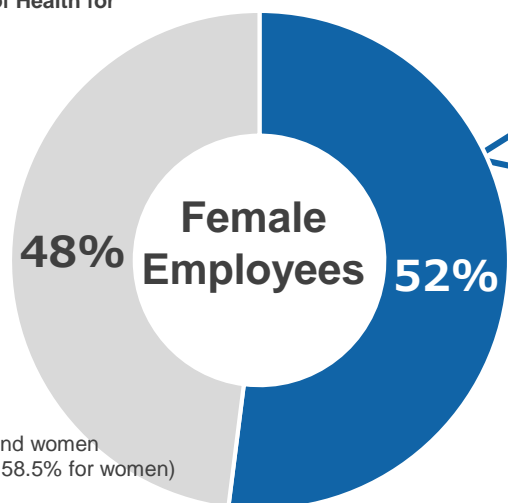
Ex) Balancing work and long-term care, loss of opportunities in the workplace, etc.

Work productivity loss due to menstrual symptoms is about 500 billion yen

Health issues faced by female employees

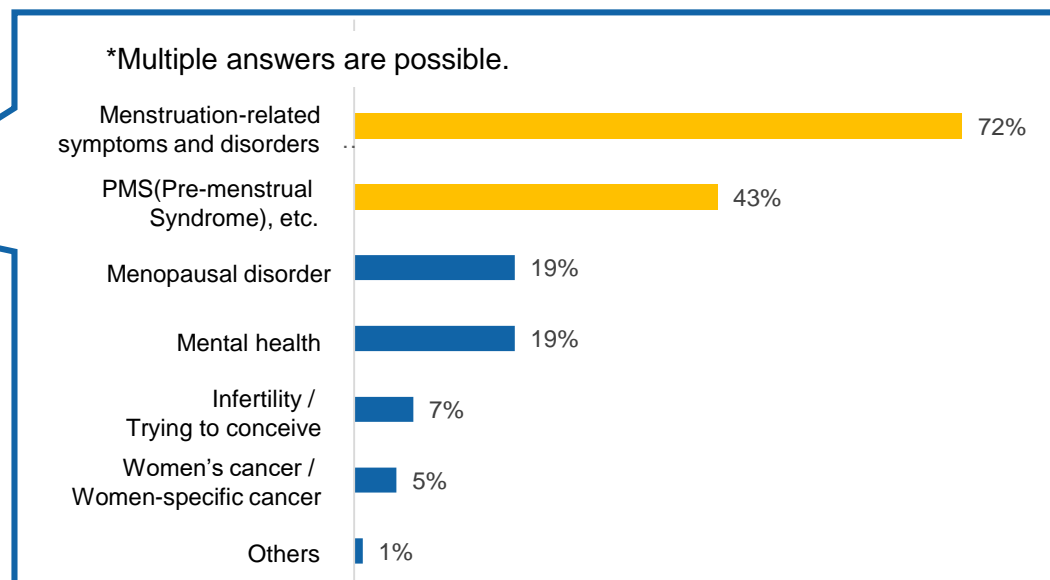
Have you ever had trouble at work due to health issues that are specific to women or symptoms that often occur in women?

From the Fact-finding Survey on the Promotion of Health for Working Women



■ None ■ Have experienced some problems

[Period of survey]
Jan, 2018
[Target]
5422 working men and women
(41.5% for men and 58.5% for women)



Source: Healthcare Industry Section, Ministry of Economy, Trade and Industry
Partial revision of "initiatives for women's health in health and productivity management"

52% of female employees have experienced problems that arise from women-specific health issues

The most commonly experienced problem was menstruation-related symptoms

Social contribution Activity



Health Lab Mint+ for Women's health

<https://www.aska-pharma.co.jp/mint/> *Japanese only

Mint+

女性のための健康ラボ Mint+

CSR Activities in FY2020

ASKA Pharmaceutical contribute to Women's Health Issues through Projects as below



公益社団法人日本産科婦人科学会・公益社団法人日本産婦人科医会

女性の健康週間

産婦人科医は、女性を守り続けます。
— 生涯主治医がいる安心を —



なりたい自分をデザインする

丸の内キャリア塾
Marunouchi Career Academy



女性のための働き方改革!

生理快適
プロジェクト

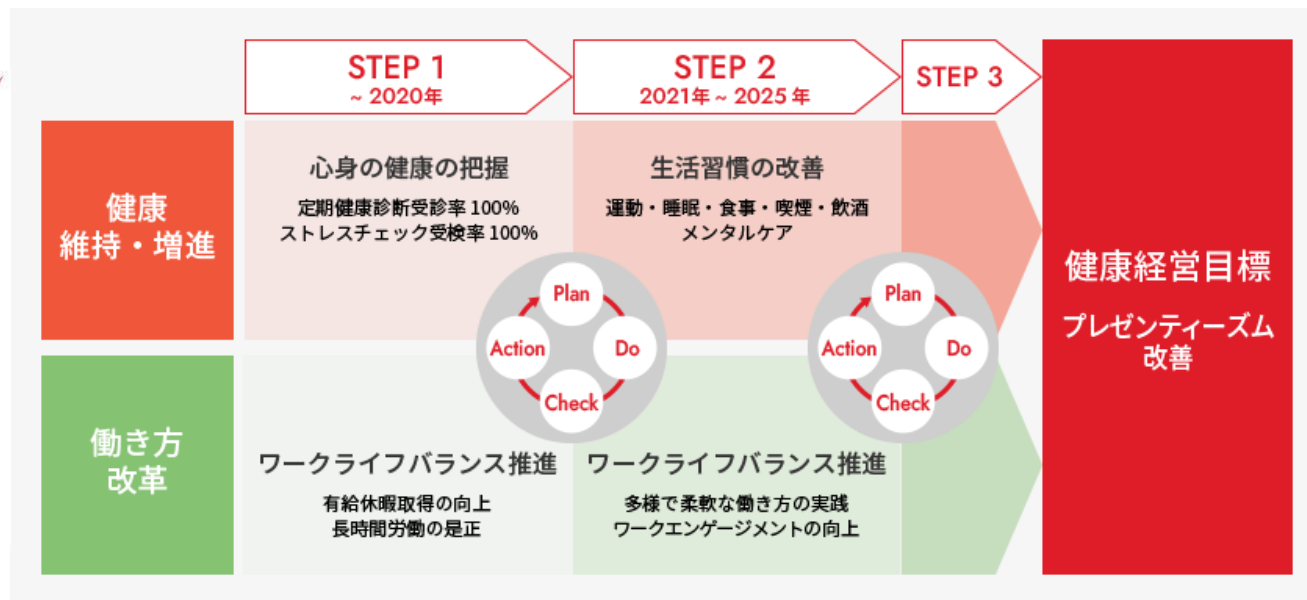


Seiri kaiteki Project HP : <https://special.nikkeibp.co.jp/atclh/DRS/20/seirikaiteki/> * Japanese only

Women's Health Action HP : <https://whasympto.com/> * Japanese only

Health Management Initiative

ASKA has been recognized as one of the “White 500”:
A Certified Health & Productivity Management Outstanding
Organizations Recognition Program, conducted jointly by the Ministry
of Economy Trade and Industry and the the Nippon Kenko Kaigi, for
three consecutive years.



Our HP: ASKA's Health Management

<https://www.aska-pharma-hd.co.jp/csr/sustainability/health.html> * Japanese only

Inquiries

Corporate Planning Department

Tel : +81-3-5484-8366

e-mail: kouhou@aska-pharma.co.jp