

At a Glance

ASKA Pharmaceutical Holdings' business operations include a pharmaceutical 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 FY2023

¥62,843 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

Animal Health Business: Main Products

Microdetermination of Endogenous Hormones

- Unique, high-sensitivity measurement technology using LC-MS/MS (Optimization of measurement conditions, separation and refinement technology, derivatization)
- Multi-item simultaneous steroid hormone measurement
- Ultra-high-sensitivity estrogen measurement
- Multi-item, high-sensitivity measurement from small samples

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

- Hair**
- Hair hormone level measurement kit-Dihydrotestosterone (androgenetic alopecia)
 - Hair hormone level measurement kit-Testosterone (male menopausal disorder)
 - Hair stress hormone level test kit-Cortisol (chronic stress)
 - Hormone level measurement kit-Proges (progesterone)
- Nails**
- Nail stress hormone level test kit-Cortisol (chronic stress)

Testing Business: Main Services and Products

ASKA Pharmaceutical—a Focus on Women's Healthcare

Ob/Gyn

Leading company

No. 1 domestic market share*

We achieved the highest sales in the Ob/Gyn field in Japan in the second half of FY2022 and maintained the leading market share in FY2023. We are promoting a variety of initiatives in addition to the provision of pharmaceuticals, including the dissemination of information on women's health.

* Company estimates

▶ See page 41 for details

Female Healthcare Research

Over
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 5-6 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 43 for details

R&D Expenses

¥4.7 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 43-44 for details

Uterine Fibroids and Endometriosis Agents (FY2024 Net Sales Forecast)

Over
¥10.0 billion

RELUMINA, a uterine fibroids and endometriosis agent, is a growth driver. In FY2024, which will mark five years since its 2019 launch, RELUMINA is expected to reach the medium-term management plan target of ¥10.0 billion in annual sales ahead of schedule.

▶ See page 42 for details

Diversity & Inclusion

12.4%
Percentage of Female Managers

We believe that our ability to achieve sustainable growth and enhance corporate value hinges on respect for diverse values and the exchange of opinions. We aim to reform the workplace environment such that all employees, regardless of gender or other attributes, can play an active role.

Note: As of September 30, 2024

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