Business Conditions

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.

Recently, with the rapid aging of society, extending healthy life expectancy has become an important issue. 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 preventive medicine, improvement of pre-symptomatic states, and the promotion of self-medication. To that end, we are actively pursuing business in this area while engaging in open innovation with academia and healthcare-related companies.

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.

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

Analysis of Business Climate

Elements of Business Climate

- Transition from a "hospital-based" medical care system to a "community-based" system focused mainly on elderly patients
- Calls to reduce medical care costs arising from social conditions such as the aging population
- 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 spending 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

TOPICS

Utilization of Highly Sensitive Measurement Technology for Endogenous Hormones

ASKA Pharma Medical is using its strengths in highly sensitive measurement technology for endogenous hormones to develop its healthcare business.

In the non-invasive testing business, which is based on high-sensitivity steroid hormone measurement technology, we previously developed and launched three types of hair hormone level measurement kits, respectively measuring levels of dihydrotestosterone, testosterone, and cortisol. To build on this lineup, in April 2024 we launched the hormone level measurement kit "Proges" (to measure levels of progesterone). We are also working on the development of two hormone level measurement kits for cats (measuring levels of thyroid hormone and cortisol).

We are pursuing various future-oriented initiatives by applying proprietary technologies through open innovation. Among these initiatives, we are collaborating with ASKA Pharmaceutical in Femtech-related businesses and developing biomarkers in collaboration with academia and healthcare-related companies.

Going forward, we will continue striving to serve the needs of all end users. Creating test kits in a wide range of fields, we will use open innovation to develop biomarkers that contribute to better healthcare for all members of society.

Hormone level measurement kit "Proges"
(to measure levels of progesterone)