

# Introduction to PHC Group

PHC Holdings Corporation



**PHC**  
GROUP

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# 1 PHC Group Overview

**Building a future of better  
healthcare for people  
across the world.**

<b>Company Name</b>	PHC Holdings Corporation
<b>Business Address/ Head Office</b>	15F DAI-ICHI LIFE HIBIYA FIRST 1-13-2 Yurakucho, Chiyoda-ku, Tokyo 100-8403, Japan
<b>Founded</b>	1969 (Founded as Matsushita Kotobuki Electronics Co., Ltd.)
<b>Representative</b>	President, Representative Director and CEO Kyoko Deguchi
<b>Capital</b>	48,423 million yen*
<b>Listed Market</b>	Tokyo Stock Exchange Prime Market (TSE 6523)
<b>Main Business</b>	<ul style="list-style-type: none"><li>• Diabetes Management</li><li>• Healthcare Solutions</li><li>• Diagnostics &amp; Life Sciences</li></ul>

\*As of March 31, 2024

PHC Group is a global network of healthcare companies dedicated to improving health through digital and precision technology. Since our founding in Japan in 1969, we have been driving better health through solutions in diagnostics, life sciences, diabetes management, and healthcare IT.

### PHC Group Strengths

Industry-Leading Products and Services

Manufacturing Excellence with High Precision and Quality

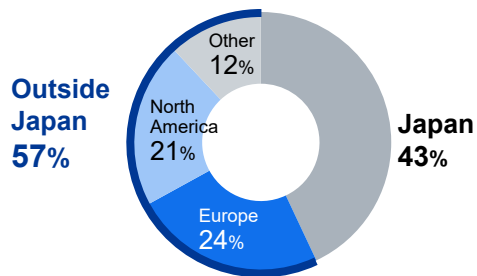
Global Reach to a Diverse Range of Healthcare Practitioners

## Revenue\*<sup>1</sup>

# 353.9 bn yen

Operating businesses globally

PHC Group's Revenue Geographic Mix

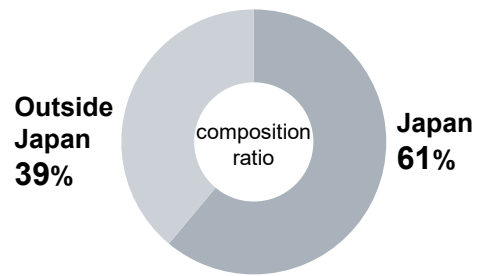


Outside Japan  
57%

## Employees\*<sup>2</sup>

# 9,245

Diversified Talent



Outside Japan  
39%

## Subsidiaries\*<sup>2</sup>

# 88

Growing a Global Network



## Countries Where Our Products are Available\*<sup>2</sup>

# >125

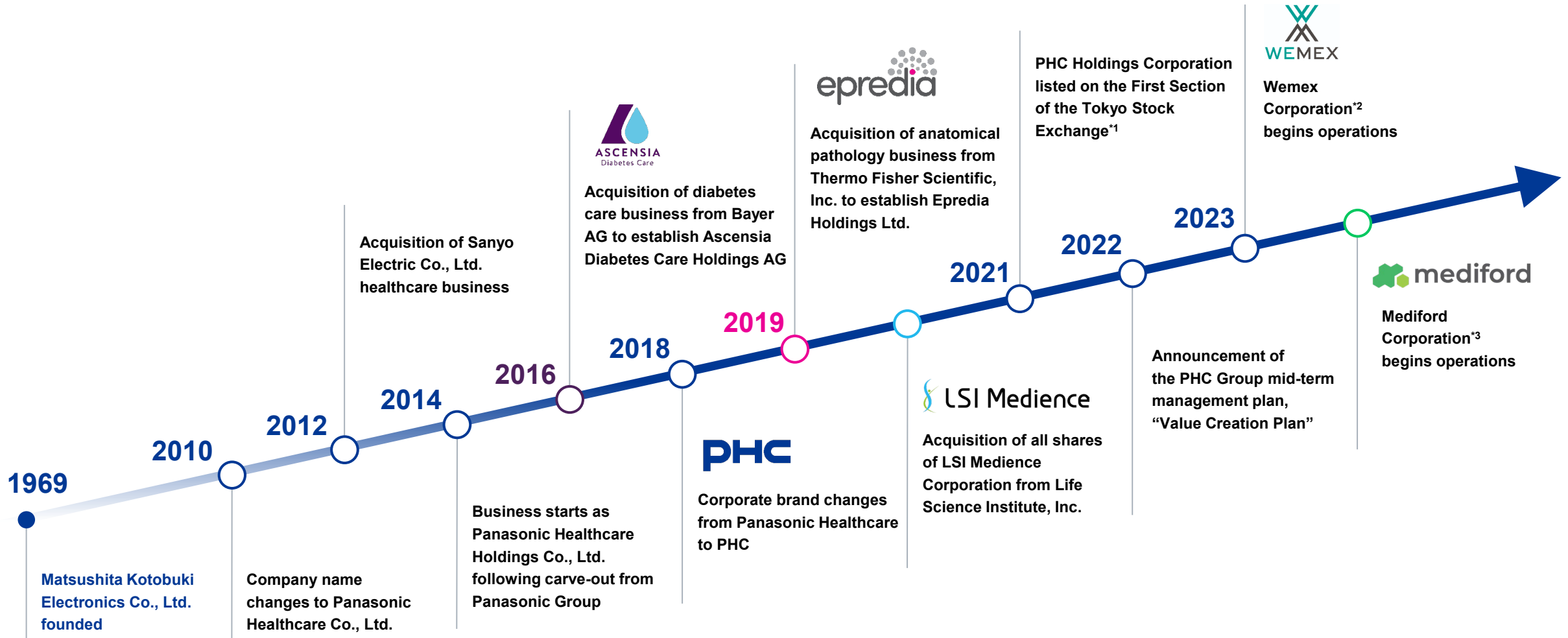
Extensive Global Sales Performance



\*1 FY2023, FX rate: 1 US\$ = 144JPY, 1 euro€=157JPY

\*2 As of March 2024

# 2 Our History



\*1 Listed on October 14, 2021 (TSE 6523) \*2 Merged the Medicom Division of PHC Corporation and PHC Medicom Corporation. \*3 Integrated the clinical trial business of LSI Medience Corporation to its subsidiary, and changed the company to a wholly-owned subsidiary of PHC Holdings Corporation.

# 3

## Mission / Vision / Values



## MISSION

We contribute to the health of society through our diligent efforts to create healthcare solutions that have a positive impact and improve the lives of people

## VISION

Be the leading provider of best-in-class precision and digital solutions in Diagnostics and Life Sciences globally, and in Healthcare Services in Japan

## VALUES

Diversity & Collaboration  
Challenging Spirit  
Innovative Thinking  
High Standards of Integrity



## Diabetes Management



- Blood Glucose Monitoring Systems
- Continuous Glucose Monitoring Systems
- Digital Diabetes Management Solutions

## Healthcare Solutions



- Clinical Testing



- Healthcare IT Solutions



- Supports research and development of pharmaceuticals, medical devices, and regenerative medicine

## Diagnostics & Life Sciences



- Anatomical Pathology Solutions for Clinical Testing and Research Laboratories

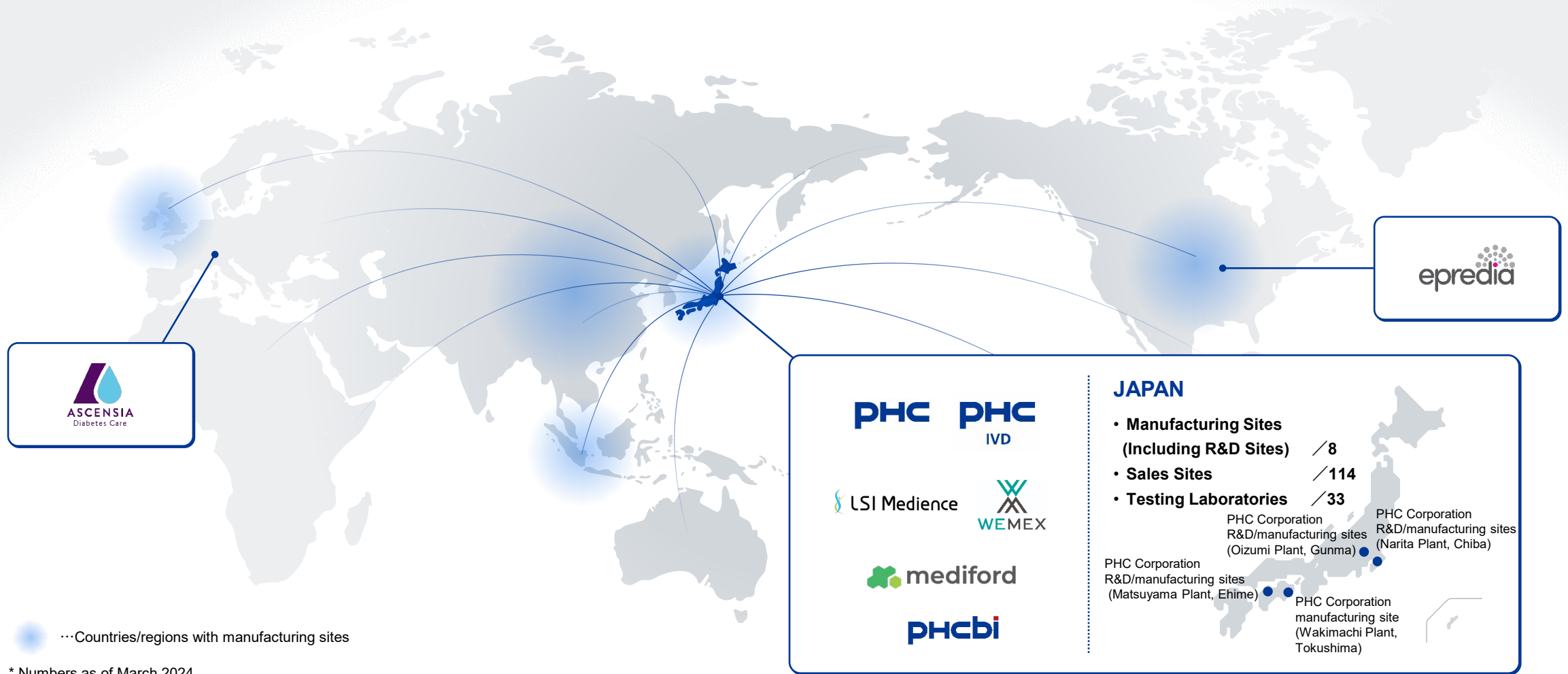


- Research/Medical Support Equipment



- Diagnostic Reagents and Instruments
- Development and Manufacturing Contract Service
- Drug Delivery
- Digital Healthcare

Our global business includes **88** subsidiaries, with sales in more than **125** countries and region.



# 4 Business Domains

Ascensia Diabetes Care is a global leader in diabetes technology. We have been entirely dedicated to improving the health and lives of people with diabetes for over 80 years.

## Our Strengths

- 1 **Serving people with diabetes in more than 100 countries and regions**
- 2 **Global sales network to meet diverse needs of diabetes management**
- 3 **Highly innovative product portfolio based on accuracy and patient needs**
- 4 **Integrated monitoring devices and digital technologies to support more effective self-management**

## Target Customers



Our blood glucose monitoring systems are highly accurate and easy-to-use, and widely accepted by patients around the world. Ascensia offer solutions to effectively manage diabetes while leveraging monitored data through the integration of digital technology.

### Blood Glucose Monitoring (BGM) Systems

Easy-to-use, highly accurate blood glucose monitoring for daily use by people with diabetes

### Continuous Glucose Monitoring (CGM) Systems

World's first\*<sup>2</sup> long-term implantable sensor for continuous blood glucose monitoring

### Digital Diabetes Management Solutions

Consolidated diabetes management solutions that support more effective self-management and data sharing for PWDs

### History of Innovation

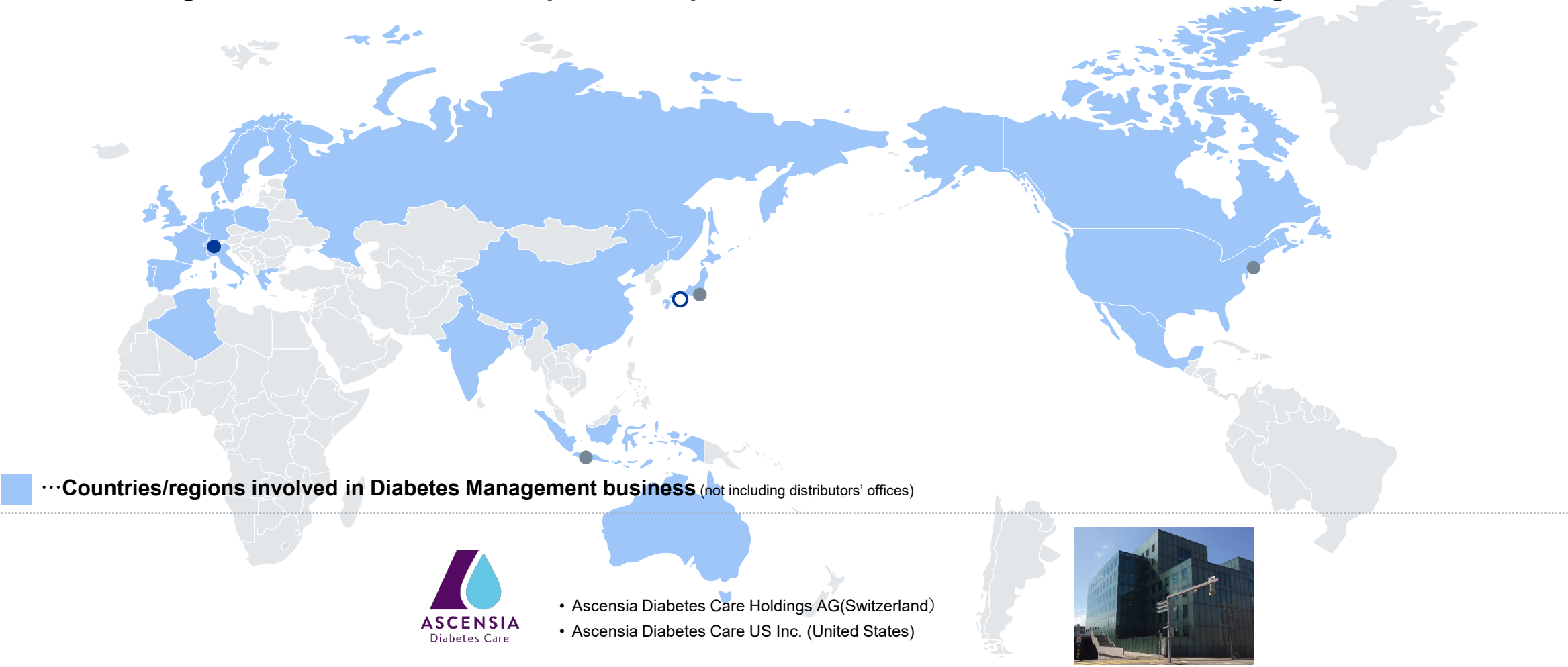
**First Test for Measuring Glucose in Urine (1941)**

**First Portable Blood Glucose Meter (1969)**

\*1 As OEM supplier. Source: In-house analysis

\*2 This is based on information provided by Senseonics Holdings, Inc., the developer and manufacturer of this product.

Manufacturing sites in Indonesia and Japan, and operations in more than 30 countries and regions.



● ...Headquarters of Group Companies ● ...Sales Sites ○ ...R&D  
(As of March 2023)

Since the founding of its predecessor Medical Science Corporation in 1975, the business that is now LSI Medience has contributed to the prevention, early detection, and treatment of diseases through clinical testing.

## Our Strengths

- 1 **Diverse testing portfolio with more than 4,000 types of tests**
- 2 **High-quality testing with international certification\***
- 3 **Large sales network extending across Japan**

## Target Customers

Hospitals/Clinics



Food Manufacturers



Some products and services may not be available in all countries

\* The College of American Pathologists (CAP)



LSI Medience provides services in clinical testing through laboratory analysis, including cancer diagnostics, genetic testing, and sports doping testing.

## Clinical Testing

Through its Laboratory Automation System responds to advanced clinical testing needs and offers a wide variety of tests, including biochemistry, hematology, immunology, microbiology and genetics.



## Doping Tests

Supports global anti-doping activities as Japan's only laboratory certified by the World Anti-Doping Agency (WADA)\*. Implements sample analysis with the latest equipment and advanced analytical methodologies.



\* World Anti-Doping Agency

Some products and services may not be available in all countries

Wemex is a healthcare solution provider contributing to the digital transformation of healthcare. The business has a long history of providing cutting-edge healthcare IT for clinics and pharmacies in Japan, starting with launching Japan's first medical-receipt computer system in 1972.

## Our Strengths

- 1 **Extensive medical IT knowledge and experience accumulated over half a century**
- 2 **Strong customer base in the market segments of hospitals and pharmacies**
- 3 **Accurate and prompt support services through our nationwide business locations in Japan**
- 4 **Comprehensive ICT-based solutions that enable online collaboration between medical institutions and patients**

## Target Customers



Some products and services may not be available in all countries

Wemex offers electronic medical record and electronic medication history systems interfaced with online eligibility verification and e-prescriptions, as well as API integration with services provided by other companies.

## Healthcare Operation Support Systems

### Medical-Receipt Systems

For Clinics/Hospitals



Example **Medicom-HRF core**

Automatically reads data from patients' health insurance cards for a smooth payment process.

### Electronic Medical Record (EMR) Systems

For Clinics



Example **Medicom-HRF Hybrid Cloud**

Improves operational efficiency by reducing workloads in entering medical records.

## Preventive Medicine Solutions

### Health Management Solutions

**WellStep Step**

Supports smooth and detailed health guidance for employees (members of health insurance societies). Supports to healthier lifestyles for approximately 100,000 people every year.

### Electronic Medication History Systems

For Pharmacies



Example **PharmesV-MX**

Supports pharmacists' workflow with medication history list on-screen display.

### EMR System for Dental Clinics\*2

*fine-SEED*

Replicates flexibility and user-friendliness of handwritten medical records. Reduces operational friction.

### Receipt Screening Support Solution\*2

**べてらん君 collaboration Plus**

Provides high-speed digital processing with readability of an analog interface.

### Outsourcing Services for Healthcare Operations

### Health Checkup Support

Comprehensive health checkup support service reduces workloads of companies and health insurance associations.

## History of Innovation (Japan)

### Medical-receipt system (1972)



\*1 Source for Japan figures: In-house study \*2 Provided by subsidiary, Wemex Healthcare Systems Corporation

Some products and services may not be available in all countries

Mediford was established in 2023, integrating the clinical trial business previously under LSI Medience Corporation and the non-clinical testing business formerly under LSIM Safety Science Institute Corporation.

## Our Strengths

- 1 Unique drug development technologies (PDX · PDC, IMS)<sup>\*1</sup> for personalized medicine<sup>\*2</sup>
- 2 Development support services for products including regenerative medicine
- 3 Analysis technologies (PBMC separation<sup>\*3</sup>, nucleic acid drugs, and biomarkers) compatible with new treatment options
- 4 Consulting from non-clinical trial strategy development to implementation

## Target Customers

Pharmaceutical Companies/  
Drug Discovery Ventures



Business Enterprises (chemicals,  
agrochemicals, foods, cosmetics, etc.)



Universities



Public Institutions





Some products and services may not be available in all countries

<sup>\*1</sup> Treatment tailored to each patient's constitution and type of disease.

<sup>\*2</sup> PDX/PDC: Tissue fragments of human cancer tissue transplanted into immunocompromised mice, IMS: Imaging mass spectrometry of the sample

<sup>\*3</sup> PBMC: Human peripheral blood mononuclear cells

**Mediford offers services that support a wide range of research and development, from the exploratory phase of drug development to clinical testing, using reliable testing and analytical capabilities accumulated through extensive experience in contract research.**

## Non-clinical Testing Services

Offers a wide range of services, from studies for regulatory approval applications to exploratory studies in the early stages of research and development, as well as consulting services using GLP\*-compliant facilities and cutting-edge equipment.



## Bioanalysis Services

Develops analytical methods for drugs, metabolites, and biomarkers of biological samples, conducts validation of analytical methods, and measures actual samples.



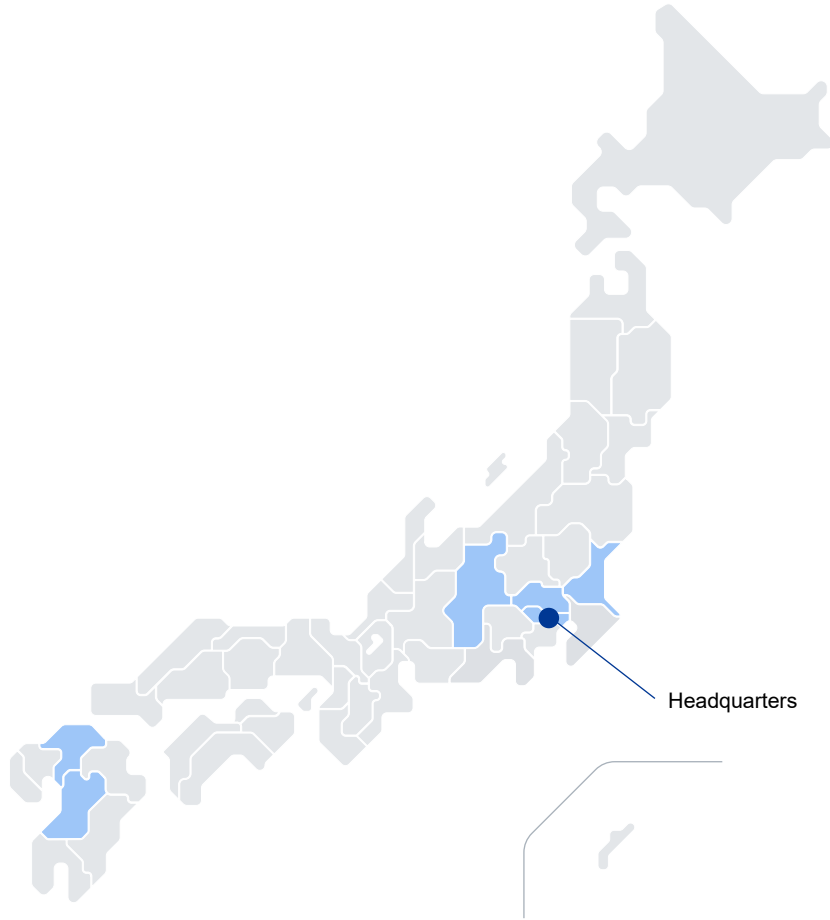
## Central Laboratory Services

Supports a series of processes from specimen collection to batch testing for clinical research (clinical trials and clinical testing) conducted at medical institutions in Japan, and responds to demands for global drug development.



\* GLP : Good Laboratory Practice. Standards to ensure the safety and reliability of non-clinical studies of pharmaceuticals

## R&D, manufacturing, laboratory, and sales sites across Japan



■ ...R&D or Manufacturing Sites

(As of November 2023)

	LSI Medience	WEMEX	mediford
	Headquarters (Minato-ku, Tokyo)	Headquarters (Shibuya-ku, Tokyo)	Headquarters (Itabashi-ku, Tokyo)
<b>R&amp;D or Manufacturing Sites</b>	<ul style="list-style-type: none"> <li>• Itabashi/Tokyo</li> </ul>	<ul style="list-style-type: none"> <li>• Saitama</li> <li>• Nagano</li> <li>• Fukuoka</li> </ul>	<ul style="list-style-type: none"> <li>• Ibaraki</li> <li>• Kumamoto</li> </ul>
<b>Sales Sites</b>	approx. <b>60</b>	<b>46</b>	<b>7</b>
<b>Laboratories (Registered sanitary inspection offices)</b>	<b>35</b>	-	<b>3</b>

EpreDia is a global leader in anatomical pathology, working to improve patient outcomes by providing a comprehensive range of solutions for precision cancer diagnostics. Every second of every day, 48 EpreDia products are used in the battle against cancer.

## Our Strengths

1

**High-quality, comprehensive product lineup** that improves the efficiency and accuracy of diagnostic processes

2

**Trusted customer relationships and high market shares** built over 85 years

3

**Strong sales network** established mainly in Europe and the U.S and Asia.

## Target Customers

Hospitals/Clinics



Research Institutions/Universities



Pharmaceutical Companies



From instruments to microscope slides and staining reagents, Epredia's diagnostic solutions help to improve workflow efficiency from specimen collection to analysis. Together they enable safer, quicker, and more accurate diagnoses of cancer.

## Microscope Slides

The foundation for quality specimen analysis



## Histology Staining Solutions

Acclaimed for optimum staining performance, designed to provide superior contrast between cytoplasm and nuclear chromatin



## Tissue Processors

Speeds up process for applying reagent to samples and reducing reagent costs



## Labeling and Tracking Solutions

Streamline workflows with an automated way of labeling and tracking laboratory samples and slides



## History of Innovation

### Superfrost and Superfrost Plus Microscope Slides

First printed tab slides enabling automation in labeling. Breakthrough adhesion technology to secure tissue specimens. (1984)



### Richard-Allan Scientific Stain System

First complete hematoxylin and eosin staining system enabling optimized performance. (1997)





Since the launch of its business as Sanyo Electric Co., Ltd. in 1966, the Biomedical business has supported medical practice and life science research with its industry-leading technologies and commitment to quality through manufacturing excellence.

### Our Strengths

- 1 Industry-leading high-performance and high-quality products and services recognized by major pharmaceutical companies and official certification authorities
- 2 Proprietary technologies and precision manufacturing capabilities to meet diverse customer needs and achieve high-performance and usability
- 3 Sales and service network established in some 110 countries
- 4 High market shares and strong customer bases within and outside of Japan


### Target Customers



Through three segments of solutions in life science, pharmacy, and food catering, we create new values in life science research and medical practice.

### Ultra-Low Temperature Freezers

Contributes to reducing global environmental impact with industry-leading<sup>\*1</sup> energy-saving performance; high usability supports research activities



**in Japan** **Globally**

1<sup>\*2</sup> 2<sup>\*2</sup>

### CO<sub>2</sub> Incubators

Superior control technology and unique anti-contamination features help to ensure an optimal cell culture environment and improve efficiency and reproducibility




**in Japan** **Globally**

1<sup>\*2</sup> 2<sup>\*2</sup>

### Pharmaceutical Refrigerators with Freezer / Pharmaceutical Refrigerators

Contributes to reducing greenhouse gas emissions through its remarkable energy-saving performance, while preventing quality degradation of pharmaceutical products with its precise temperature control technology




**in Japan** **Globally**

1<sup>\*2</sup> 4<sup>\*2</sup>

### Live Cell Metabolic Analyzer<sup>\*3</sup>

Designed to contribute to developing manufacturing processes for cell-based formulations by supporting research on cancer immunity and stem cells through continuous measurement of cell metabolites



### Remote Monitoring System

Enables real-time, centralized management of equipment operating status from remote locations; enhances the quality control of stored materials and streamlines monitoring operations



### Automatic Tablet Counting and Packaging Systems

Reduces medication errors and the workload of pharmacists



### Food Catering Carts

Assists with the optimal temperature of meals for hospitalized patients, reducing workload and improving efficiency of food delivery



### History of Innovation (Japan)

**Pharmaceutical refrigerator (1966)**



**Ultra-low temperature freezer with vacuum insulation panels (VIP) (1998)**



\*1 ENERGY STAR certification

\*2 In-house study

\*3 Under development

The diagnostics businesses of PHC Corporation and LSI Medience were integrated under PHC IVD in 2023. The resulting restructured PHC IVD provides highly accurate, reliable, and high-value-added medical devices and in-vitro diagnostics.

## Our Strengths

- 1 **Excellence in development and manufacturing technology of diagnostic reagents and instruments**
- 2 **Installation of fully automated facilities that ensure high-quality, precision manufacturing and optimized production** (blood glucose sensor plant in Matsuyama, Ehime Prefecture)
- 3 **Proposals that are tailored to OEM partners based on their VOC<sup>\*1</sup> research**
- 4 **Efficient product development through concurrent engineering and front loading<sup>\*2</sup>**

## Target Customers

Hospitals/Clinics



Medical Device  
Manufacturers



Pharmaceutical  
Companies



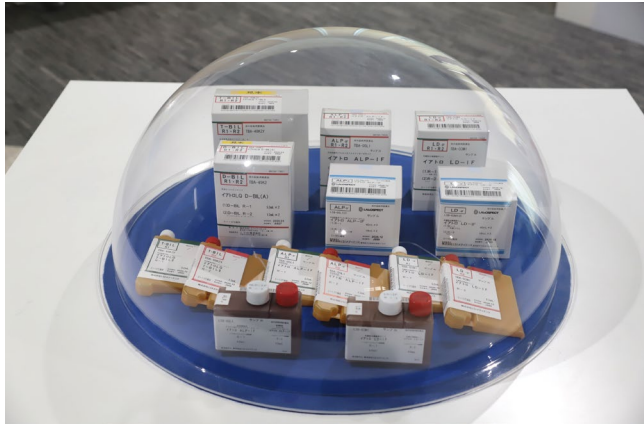
\*1 Abbreviation for Voice of Customer. Refers to opinions and requests from customers.

\*2 Concurrent engineering: Reducing development time by simultaneously running multiple processes. Front loading: Improving project efficiency by shifting latter processes upfront from the initial design phase.

**PHC IVD contributes to real-time testing in medical practices through its highly accurate diagnostic reagents, developed from the industry's first latex technology, and its compact POCT (point of care testing) devices.**

## Diagnostic Reagents

Offers a wide range of in vitro diagnostic reagents that measure blood components, including blood coagulation and fibrinolysis. Contributes to rapid testing with immunochromatography reagents that detect influenza and COVID-19 viruses.



## Diagnostic Instruments

Immunoassay analyzer for cardiac disease, sepsis, and gonad-related markers ensures highly sensitive and rapid measurement. Responds to needs ranging from emergency wards to large-scale central laboratories with instruments such as fully automated blood coagulation testers.



## History of Innovation

**Auto sample fill blood glucose sensing system for blood glucose monitoring system (1991)**



**Measuring equipment using latex aggregation Immunoassay method (LPIA-1) globally (1982)**



We collaborate with partners to contribute to the detection and treatment of diseases such as diabetes and asthma.

### Blood Glucose Self-Monitoring System

**Supplied to** Arkray, Inc.




### POC System (For HbA1c/lipid/CRP testing)

**Supplied to** Roche Diagnostics International Ltd.



### Blood Glucose Monitoring System for Hospitals/Clinics

**Supplied to** SANWA KAGAKU KENKYUSHO CO., LTD.



### Lancing Devices/ Lancets

**Supplied to** SANWA KAGAKU KENKYUSHO CO., LTD.



### Motorized Digital Injector

**Supplied to** JCR Pharmaceuticals Co., Ltd.



### Motorized Digital Injector

**Supplied to** Pfizer Inc.



### Motorized Digital Injector

**Supplied to** Teijin Pharma Limited



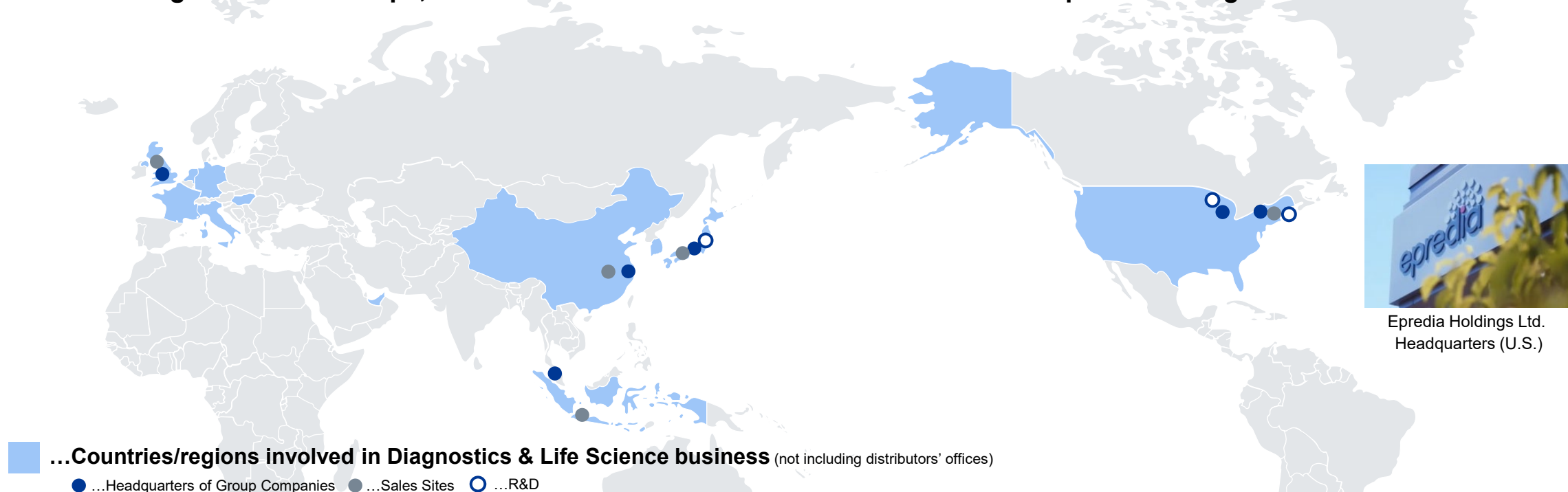
### FeNO (Fractional-exhaled Nitric Oxide) Measuring Device\*

**Supplied to** NIOX Group PLC



\* Products except for FeNOnot approved for use by the FDA in the U.S.

Manufacturing facilities in Europe, the U.S. and Asia. Sales offices in 14 countries for EpreDia and eight countries for PHCbi.



EpreDia Holdings Ltd. Headquarters (U.S.)

**...Countries/regions involved in Diagnostics & Life Science business** (not including distributors' offices)  
 ● ...Headquarters of Group Companies ● ...Sales Sites ○ ...R&D

**Manufacturing Sites**

- EpreDia Holdings Ltd. (U.S., UK, China)
- Fa-Tech Diagnostics Italia S.R.L. (Italy)
- Laurypath (France)

**Sales Sites** 14 countries

**Manufacturing Sites**

- PHC Corporation (Japan)
- PT PHC Indonesia (Indonesia)

**Sales Sites** 8 countries

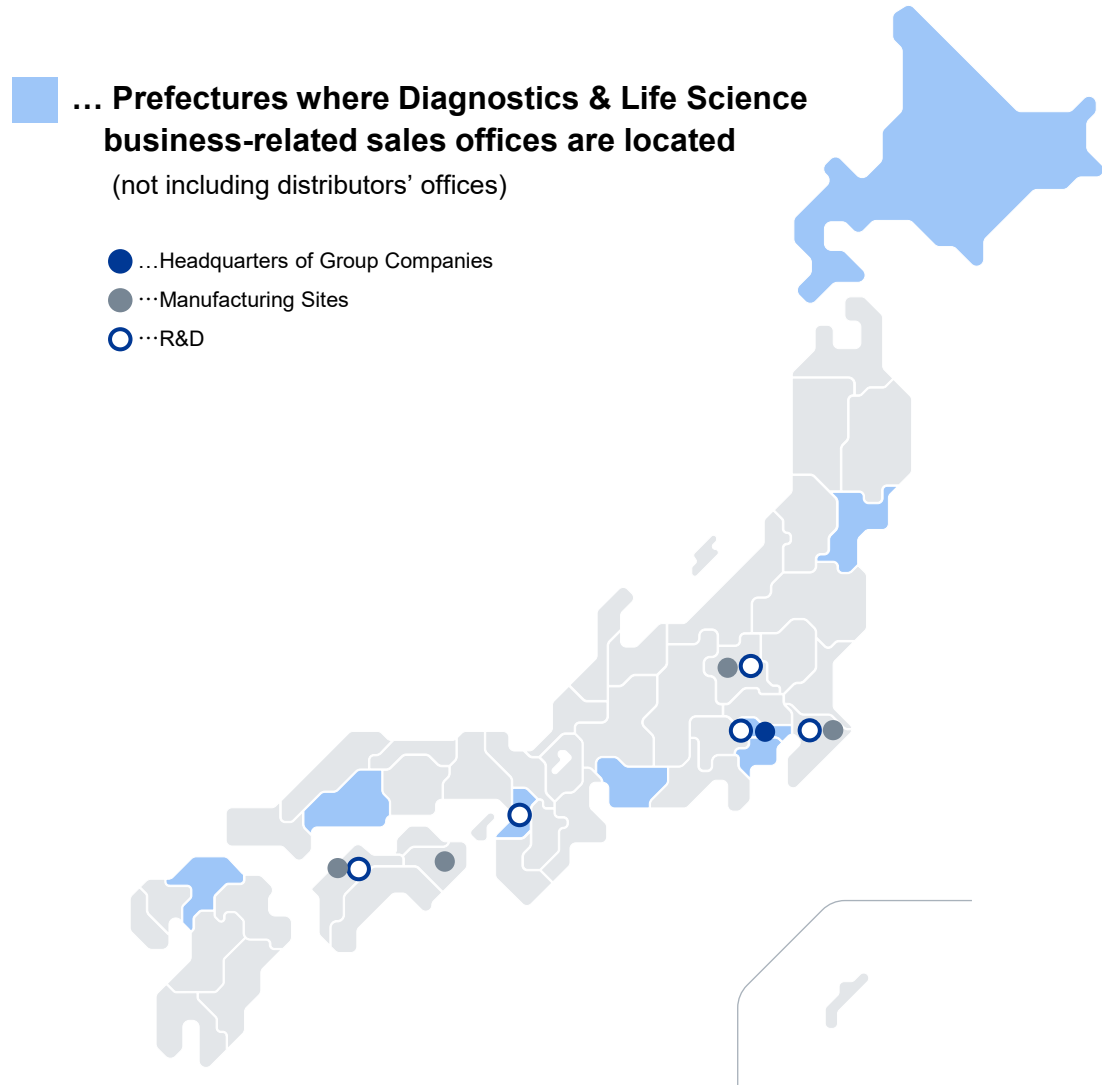
- PHC Corporation (Japan)
- PHC Corporation of North America (U.S.)
- PHC Europe B.V. (Netherlands/UK/France/UAE※)
- PHC Corporation (Shanghai) Ltd. (China)
- SciMed (Asia) Pte Ltd (Singapore)
- PT PHC Sales Indonesia (Indonesia)

※ Marketing Site

**Manufacturing/Sales Sites**

- PHC Corporation (Japan)
- PT PHC Indonesia (Indonesia)

(As of March 2023)



(As of March 2023)



**Sales Sites**

- Tokyo
- Osaka
- Fukuoka



**Sales Sites**

- Hokkaido
- Miyagi
- Tokyo (Headquarters)
- Kanagawa
- Aichi
- Osaka
- Hiroshima
- Fukuoka

**Manufacturing Sites**

- Gunma (Oizumi Plant)
- Ehime (Matsuyama Plant)



**Sales Sites**

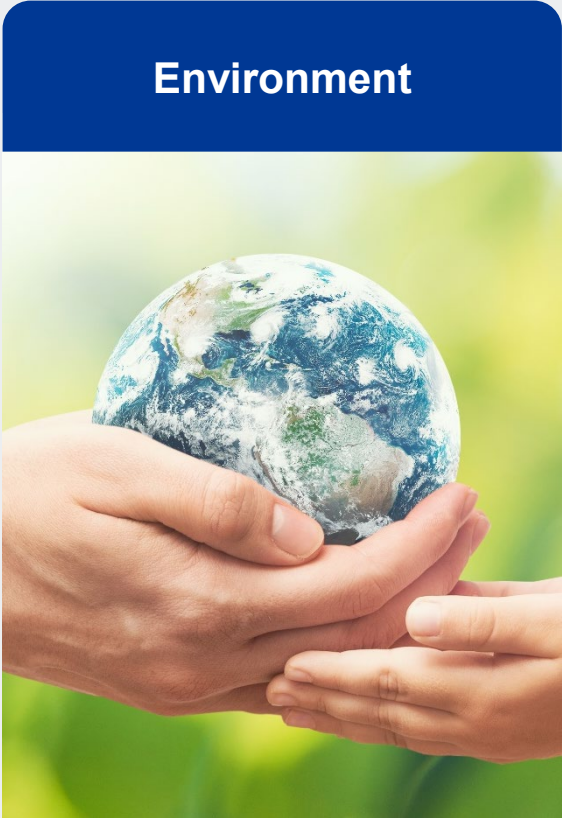
- Hokkaido
- Miyagi
- Tokyo (Headquarters)
- Aichi
- Osaka
- Hiroshima
- Fukuoka

**Manufacturing Sites**

- Chiba (Narita Plant)
- Tokushima (Wakimachi Plant)
- Ehime (Matsuyama Plant)

# 5 Sustainability





# Environment

PHC Group strives to maintain a sustainable environment at our manufacturing bases around the world. In Japan and the outsides, we have obtained ISO 14001 certification and are engaged in activities to conserve the environment; for example, efficient energy use and environmentally friendly product development. In particular, our ESG strategy is focused on climate change, preservation of natural resources, and circularity as important global environmental issues that must be addressed.



# Social

As we create new value through healthcare innovation, we recognize the magnitude of our potential impact on people’s health as a healthcare company. First and foremost, it is of the utmost importance to fulfill our responsibility for product safety and quality. We contribute to improving the quality of healthcare by providing high-quality, cutting-edge products and contributing to the development of new treatments. We also believe that expanding our sales in emerging and developing markets will enable us to help offer health technology and therapies to more people, thereby leading to improved access to healthcare.



# Governance

Strong corporate governance is essential to ensure transparency, fairness, and timeliness in management, and to achieve sustainable corporate growth and improvement in corporate value. One concept related to these goals is the establishment of a system for management execution and supervision. In order to increase the timeliness of corporate management decisions and activities, we have introduced an executive officer system with an Audit and Supervisory Board. This structure promotes accountability and creates two layers of auditing for legal compliance through supervision by the Board of Directors and the Audit and Supervisory Board. Furthermore, we prioritize corporate governance from the perspective of ensuring management soundness, efficiency, transparency, and sustainably increasing corporate value.



