

Introduction to PHC Group

PHC Holdings Corporation



PHC
GROUP

Contents

1	PHC Group Overview	P.03
----------	---------------------------	-------------

2	Our History	P.06
----------	--------------------	-------------

3	Mission／Vision／Values	P.08
----------	------------------------------	-------------

4	Business Domains	P.12
----------	-------------------------	-------------

Diabetes Management

• Ascensia Diabetes Care Holdings AG	P.13
• IVD Business Unit of PHC Corporation	P.15

Healthcare Solutions

• LSI Medience Corporation	P.19
• Wemex Corporation	P.21
• Mediford Corporation	P.23

Diagnostics & Life Sciences

• Epredia Holdings Ltd.	P.26
• Biomedical (PHCbi) Business Unit of PHC Corporation	P.28

5	Sustainability	P.30
----------	-----------------------	-------------

1 PHC Group Overview

Company Name	PHC Holdings Corporation
Business Address/ Head Office	2-38-5 Nishishimbashi, Minato-ku, Tokyo 105-8433, Japan
Founded	1969 (Founded as Matsushita Kotobuki Electronics Co., Ltd.)
Representative	President, Representative Director and CEO Shoji Miyazaki
Capital	47,065 million yen*
Listed Market	Tokyo Stock Exchange Prime Market (TSE 6523)
Main Business	<ul style="list-style-type: none">• Diabetes Management• Healthcare Solutions• Diagnostics & Life Sciences

*As of March 31, 2023



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



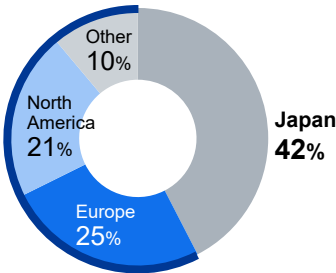
Global Reach to a Diverse
Range of Healthcare
Practitioners

Revenue^{*1}

356_{bn yen}

Achieving Stable Growth

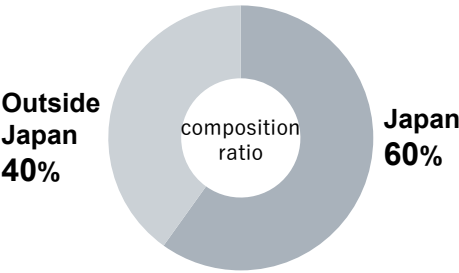
PHC Group's Revenue Geographic Mix



Employees^{*2}

9,403

Diversified Talent



Subsidiaries^{*2}

94

Growing a Global Network



Countries Where Our
Products are Available^{*2}

>125

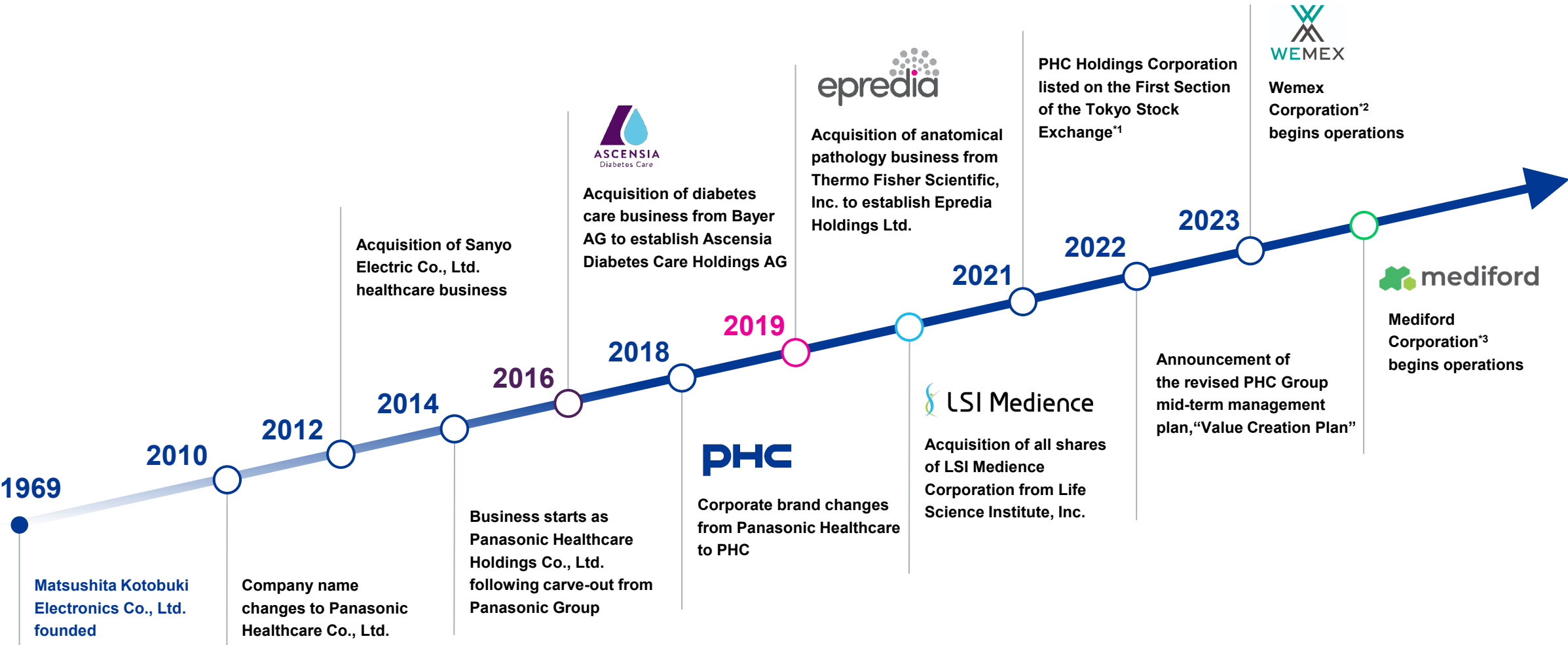
Extensive Global
Sales Performance



^{*1} FY2022, FX rate: 1 US\$ = 135JPY, 1 euro€=141JPY

^{*2} As of March 2023

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

Healthcare Solutions



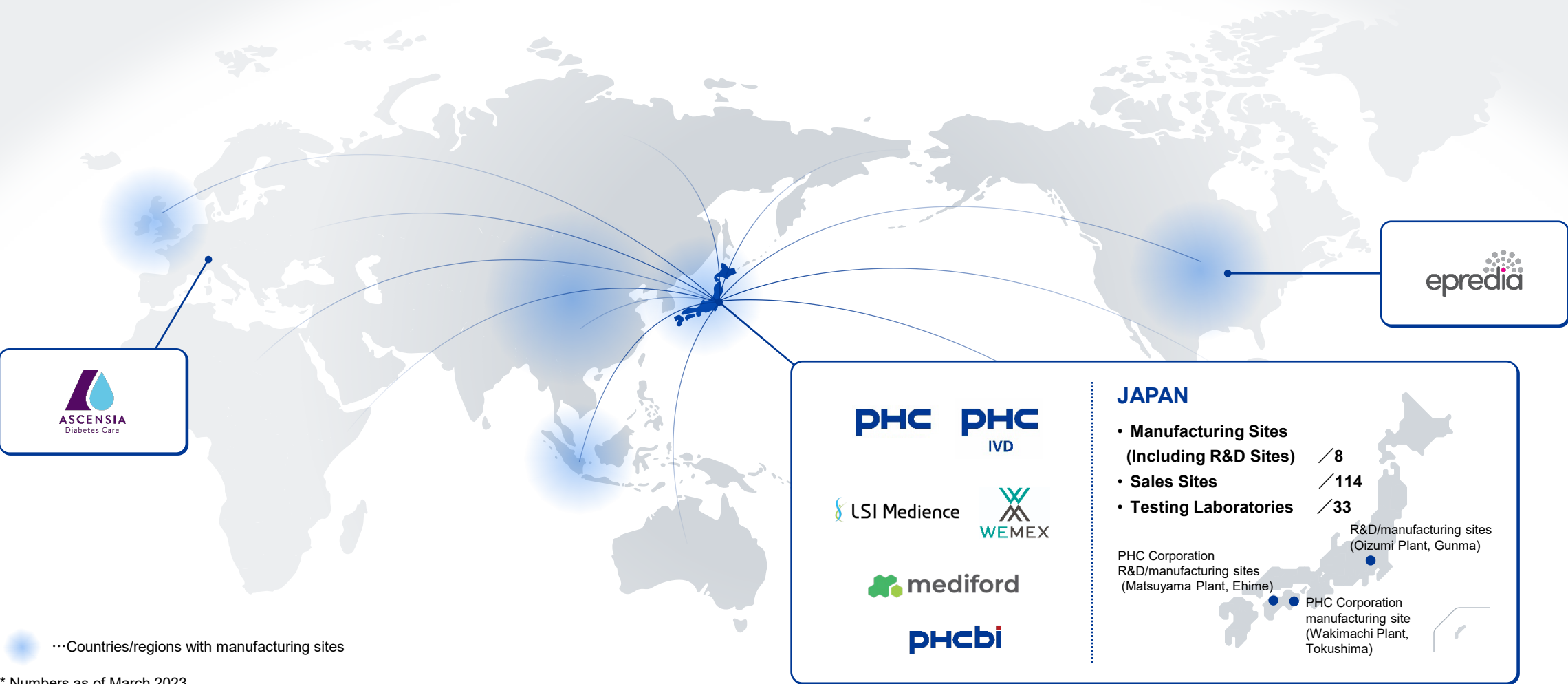
- Clinical Testing
- Healthcare IT Solutions
- Supports research and development of pharmaceuticals, medical devices, and regenerative medicine

Diagnostics & Life Sciences



- Anatomical Pathology Solutions for Clinical Testing and Research Laboratories
- Research/Medical Support Equipment

Our global business includes **94** 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

People with Diabetes



Pharmacies



HCPs



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



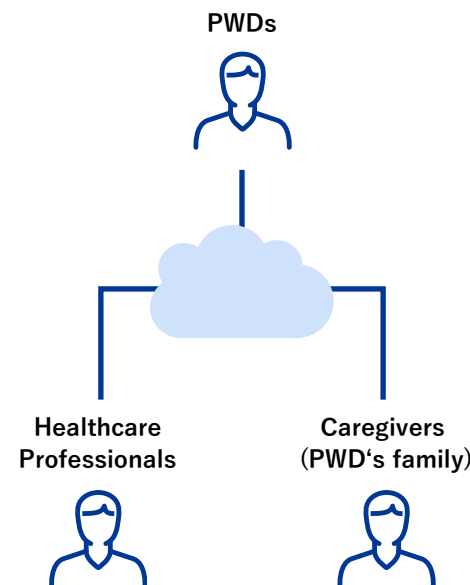
Continuous Glucose Monitoring (CGM) Systems

World's first*² 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.

Since its launch by Matsushita Kotobuki Electronics Co., Ltd. in 1991, the IVD Division of PHC Corporation has collaborated with partners to provide high-quality medical support equipment for the detection and treatment of diseases such as diabetes and asthma.

Our Strengths

- 1 **Excellence in development and manufacturing technology** highly evaluated by many of our partners
- 2 **Installation of fully automated facilities** that ensure high-quality and precision production
- 3 **Proposals that are tailored to OEM^{*1} partners** based on their Voice of Customer research^{*2}
- 4 **Efficient product development** through concurrent engineering and front loading^{*3}

*1 Abbreviation for Original Equipment Manufacturing.

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

*3 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.

Target Customers

Medical Device and
Diagnostics Companies



Pharmaceutical
Companies



The IVD Division of PHC Corporation develop and offer products such as blood glucose monitoring systems in diabetes care, equipment used for real-time testing at the medical frontline, and motorized drug delivery devices.

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.



Motorized Drug Delivery Devices

Supplied to:
JCR Pharmaceuticals Co., Ltd.



Lancing Devices/ Lancets

Supplied to:
SANWA KAGAKU KENKYUSHO CO., LTD.



FeNO (Fractional-exhaled Nitric Oxide) Measuring Device

Supplied to:
Circassia AB



History of Innovation

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



- In-house study
- Products except for FeNO not approved for use by the FDA in the U.S.

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 June, 2022)

Two manufacturing sites in Shikoku, and a total of three sales offices in Tokyo and Osaka.

…Prefectures with Sales Offices involved in Diabetes Management business
(Does not include distributor’s sites (regions))



- [Sales base]**
- Tokyo (Head Office)
 - Osaka
- Diagnostics Division

- [Manufacturing base]**
- Tokushima (Wakimachi Plant)
 - Ehime (Matsuyama Plant)

● …Manufacturing Sites ○ …R&D



PHC Corporation
headquarters (Minato-ku, Tokyo)

(As of June, 2022)

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 and contributed to transparency in sports by analyzing specimens for doping tests.

Our Strengths

1 High-quality testing with international certification^{*1}

2 Top-tier customer reputation in Japan for genetic-related testing

3 Excellent technology and expertise in the development of diagnostic reagents and instruments^{*2}

Target Customers

Hospitals/Clinics



Pharmaceutical
Companies



Food
Manufacturers



Some products and services may not be available in all countries

^{*1} Central Laboratory is certified by ISO 15189 and the College of American Pathologists (CAP)

^{*2} From November 1, 2023, the diagnostic reagents and instruments business has been integrated into PHC Corporation.

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

Clinical Testing

Laboratory Automation System to respond to advanced and diverse clinical testing needs



In Japan



Diagnostic Reagents and Instruments^{*2}

A wide range of product lineup to achieve quick and accurate testing

Immunoanalyzer



Mycoplasma antigen kit



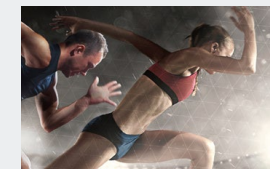
History of Innovation

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



Doping Tests

Supports global anti-doping activities as
Japan's only laboratory certified by the World
Anti-Doping Agency (WADA)^{*3}



Some products and services may not be available in all countries

^{*1} In-house study ^{*2} From November 1, 2023, the diagnostic reagents and instruments business has been integrated into PHC Corporation. ^{*3} World Anti-Doping Agency

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

WellPort 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

ファーマスV **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)^{*1} for personalized medicine^{*2}
- 2 Development support services for products including regenerative medicine
- 3 Analysis technologies (PBMC separation^{*3}, 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

^{*1} Treatment tailored to each patient's constitution and type of disease.

^{*2} PDX/PDC: Tissue fragments of human cancer tissue transplanted into immunocompromised mice, IMS: Imaging mass spectrometry of the sample

^{*3} 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.



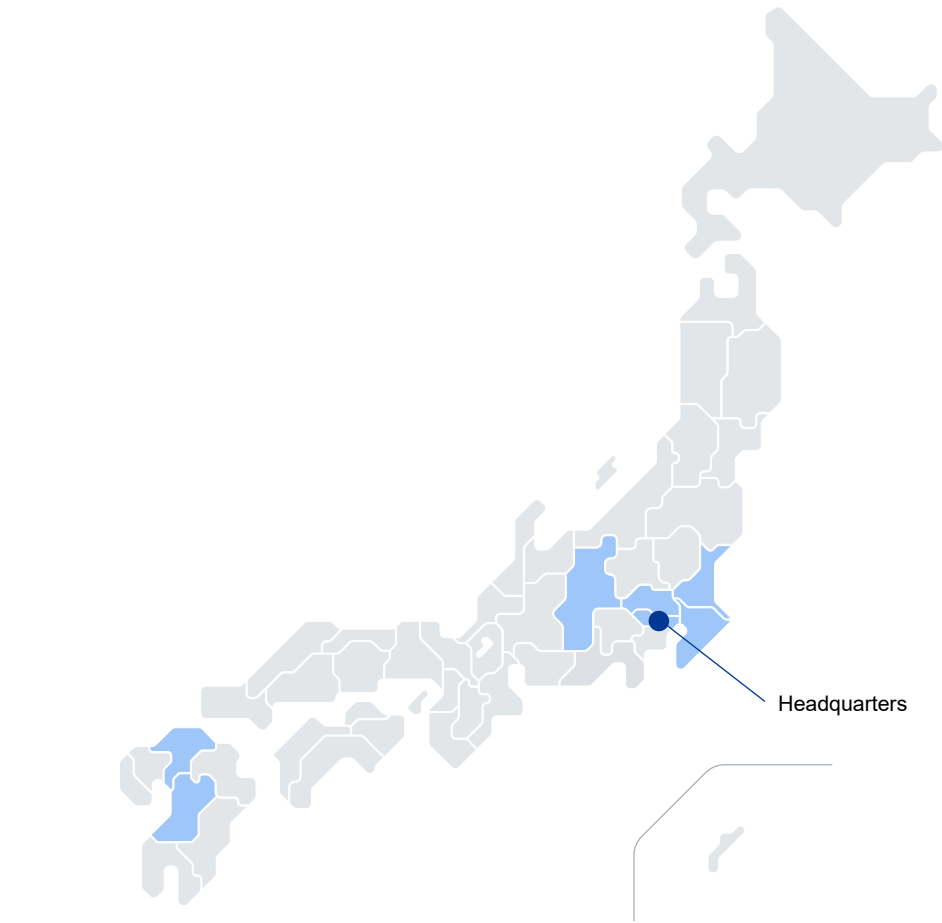
Central Laboratory Services

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, laboratories, and sales sites across Japan



...R&D or Manufacturing Sites

(As of November 2023)

* From November 1, 2023, the diagnostic reagents and instruments business has been integrated into PHC Corporation.

	LSI Medience	WEMEX	mediford
	Headquarters (Minato-ku, Tokyo)	Headquarters (Shibuya-ku, Tokyo)	Headquarters (Itabashi-ku, Tokyo)
R&D or Manufacturing Sites	<ul style="list-style-type: none">• Tokyo/Itabashi• Chiba*	<ul style="list-style-type: none">• Saitama• Nagano• Fukuoka	<ul style="list-style-type: none">• Ibaraki• Kumamoto
Sales Sites	approx. 60	46	7
Laboratories (Registered sanitary inspection offices)	33	-	3

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, 44 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.

<h3>Microscope Slides</h3> <p>The foundation for quality specimen analysis</p> 	<h3>Histogy Staining Solutions</h3> <p>Acclaimed for optimum staining performance, designed to provide superior contrast between cytoplasm and nuclear chromatin</p> 	<h3>Tissue Processors</h3> <p>Speeds up process for applying reagent to samples and reducing reagent costs</p> 	<h3>Labeling and Tracking Solutions</h3> <p>Streamline workflows with an automated way of labeling and tracking laboratory samples and slides</p> 	<h3>History of Innovation</h3> <div data-bbox="2084 472 2397 701"> <p>Superfrost and Superfrost Plus Microscope Slides</p> <p>First printed tab slides enabling automation in labeling. Breakthrough adhesion technology to secure tissue specimens. (1984)</p>  </div> <div data-bbox="2109 915 2390 1086"> <p>Richard-Allan Scientific Stain System</p> <p>First complete hematoxylin and eosin staining system enabling optimized performance. (1997)</p>  </div>
---	--	---	--	--

Since the launch of its business operations by Sanyo Electric Co., Ltd. in 1966, the Biomedical Division of PHC Corporation has provided equipment and solutions that support medical practice and life sciences research. It contributes to the development of new treatments, new drugs, and vaccines.

Our Strengths

- 1 **Products and services** leveraging advanced technologies in cryopreservation and culture
- 2 **Design and development** based on precision manufacturing capabilities and thorough verification of performance
- 3 **Sales and service network in some 100 countries** to support new treatment modalities
- 4 **High market shares and strong customer bases** globally

Target Customers



In addition to providing innovative equipment and services required for life science research, we develop solutions for pharmacy dispensing operations and others. Contributing to the preservation of vaccines for COVID-19

Ultra-Low Temperature Freezers

Advanced refrigeration and thermal insulation technologies that achieve accurate and energy-efficient temperature control for stable and economical long-term storage of samples.



CO₂Incubators

Rapid decontamination and dry heat sterilization to create the optimal incubation environment and boost cell culture productivity



Pharmaceutical Refrigerators

Equipped with a natural refrigerant and an inverter-controlled compressor for significant energy savings



History of Innovation (Japan)

Pharmaceutical refrigerator (1966)



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



Wireless Monitoring Systems

Enables upload of data, such as temperature of inner equipment, to the cloud for centralized real-time management



Automatic Tablet Counting and Packaging Systems

Contributes to streamlining pharmacist workflow and reducing medication errors through automatic counting, dispensing, and packaging of prescriptions



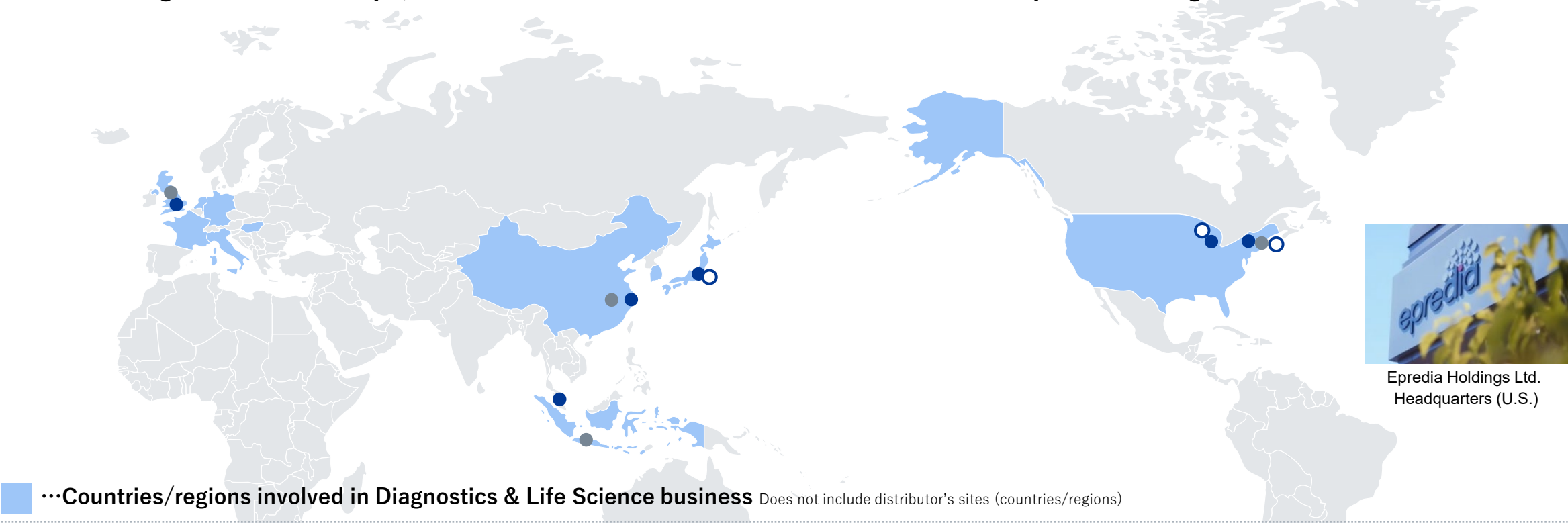
Food Catering Carts

Allows easy delivery of warm and cold food to patients with electric power assistance



*1 *2 In-house study

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 Does not include distributor's sites (countries/regions)



【Manufacturing Sites】 PT PHC Indonesia (Indonesia)

【Sales Sites】 Eight 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)



【Manufacturing Sites】

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

【Sales Sites】 14 countries

● ...Headquarters of Group Companies ● ...Sales Sites ○ ...R&D

(As of March 2023)

Established manufacturing bases in Gunma Prefecture and Ehime Prefecture, and sales bases in 8 locations.

...Prefectures where Diagnostics & Life Science business-related sales offices are located
(not including distributors' offices).



【Sales Sites】

- Tokyo
- Osaka
- Fukuoka



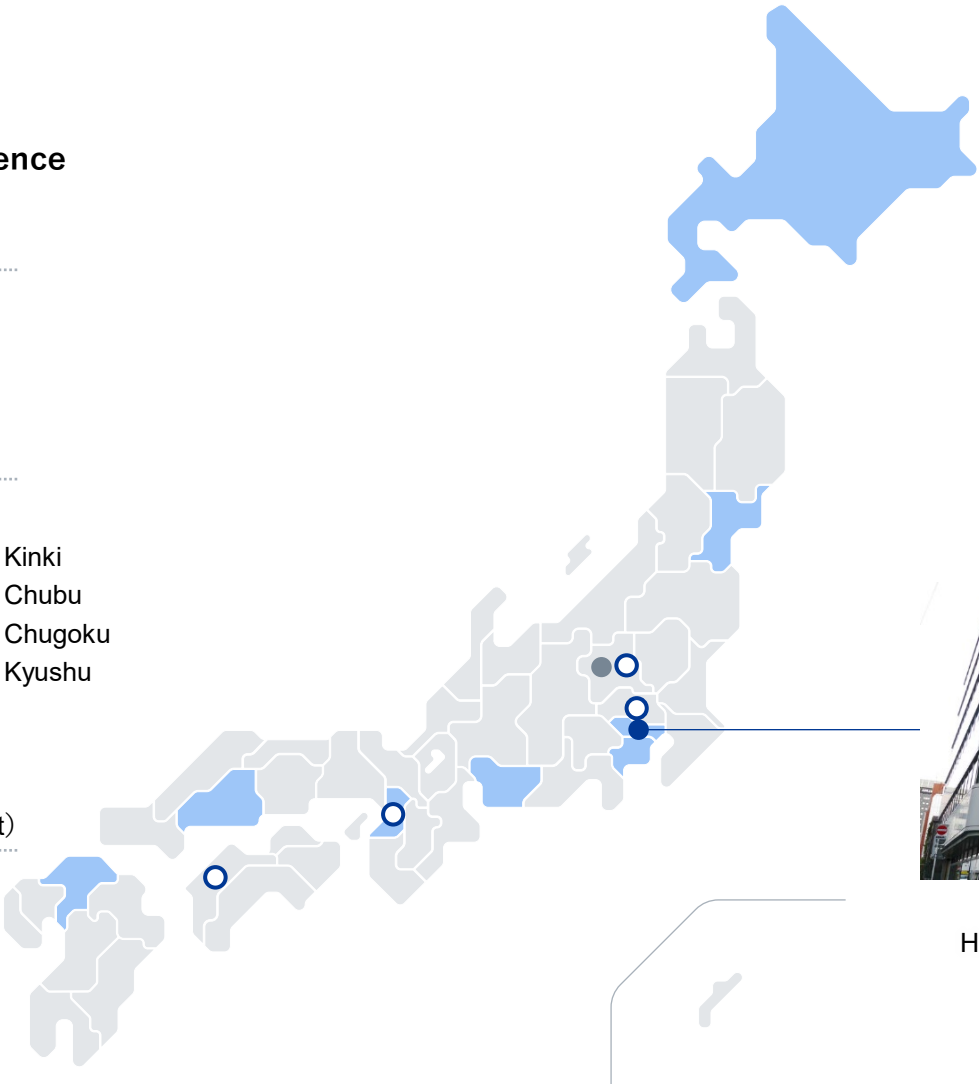
【Sales Sites】

- Hokkaido
- Tohoku
- Tokyo (headquarters)
- Minami Kanto
- Kinki
- Chubu
- Chugoku
- Kyushu

【Manufacturing Sites】

- Gunma (Ooizumi plant)
- Ehime (Matsuyama plant)

● ...Manufacturing Sites ○ ...R&D



PHC Corporation
Headquarters (Minato-ku, Tokyo)

(As of June, 2022)

5 Sustainability

Respecting
Diversity



Contributing
with Society



Harmonizing with
the Environment



Corporate
Integrity



Respecting Diversity

With a unique and varied corporate culture, and businesses operating across the world, PHC Group works to create a dynamic global organization that embraces diversity. We strive to create a workplace that facilitates collaboration, promotes transparent communications, builds talent, and fosters mutual respect among all our employees.

Education on Human Rights & Corporate Culture

Developing Human Resources

Promoting Diversity

Work-Life Balance

Creating a Safe and Healthy Workplace



Contributing with Society

PHC Group works to solve some of the most critical healthcare issues affecting society today, such as the increasing prevalence of diabetes and cancer, by offering solutions across diabetes management, healthcare solutions, and diagnostics & life sciences. By contributing to cutting-edge life sciences research that uncovers new ways to treat diseases, such as gene and cell therapy, we seek to advance better quality healthcare and ultimately improve the lives of patients.

Solving Social Problems through Businesses

Regional Social Action Programs



©PHC Holdings Corporation 2023

Harmonizing with the Environment

PHC Group recognizes that environmental sustainability is among the important challenges that businesses face today. We have obtained ISO14001 certification, the international standard for an environmental management system, at manufacturing sites in Japan, and internationally our businesses are working to reduce environmental impact through various measures including efficient use of energy and eco-friendly product development.

Environment Impact Reduction Activities

Employee Training/Education to Improve Environmental Awareness



Corporate Integrity

PHC Group is committed to conducting business with high standards of integrity, with an emphasis on honesty, fairness, and transparency under an appropriate corporate governance system. In addition to complying with specific laws, regulations, and industry guidelines in each country where we operate, we work to strengthen customer-oriented manufacturing and quality management systems with top priority on quality.

Corporate Governance

Procurement

Code of Conduct

Risk Management

Quality

Information
Security

Customer
Satisfaction



