

Message from Business Group Management

Pharma

As a core business in the Group, we will build a pharmaceutical business with a strong presence.

Hiroaki Ueno

Executive Vice President
Head of Pharma



Executing management plans with a sense of determination and speed

In the Pharma business, we are enhancing our drug discovery capabilities cultivated over many years and are developing a stronger presence as a core business in the Mitsubishi Chemical Group and as a pharmaceutical company that supports the health of people around the world.

We are restructuring for growth in order to achieve the goals set out in the new management policy, "Forging the future." By building up our management foundations and reallocating management resources, we aim to achieve a recovery in earnings and further growth.

Concentrated investment in focus fields and focus markets

Japan and the United States are positioned as our focus markets, and we are developing our business with a focus on these two countries. In Japan, we are working in the focus fields of immuno-inflammation, diabetes and kidney diseases, the

central nervous system, and vaccines. In June 2022, we launched *DYSVAL* for tardive dyskinesia. Previously, there were no treatment options available for this disease. We are working to promote the appropriate use of *DYSVAL* and provide healthcare professionals and patients with this long-awaited treatment option. We also aim to expand our presence in the diabetes field, building on our experience with *TENELIA*, *CANAGLU*, and *CANALIA* and adding Eli Lilly Japan K.K.'s *MOUNJARO* to our diabetes lineup following approval in September 2022. In the United States, we have positioned the central nervous system as a focus field and aim to expand sales following the addition of *RADICAVA ORS* to our amyotrophic lateral sclerosis (ALS) franchise in June 2022. We also have a number of global late-stage trials underway for multiple development programs, and we aim to advance these through to commercialization. We are working to contribute to the health of people around the world by providing "Creating hope for all facing illness."

Strengthening all value chains for future growth

In all value chains in the Pharma business, we are working to deliver precision medicine*¹ and develop around-the-pill solutions*² for those diseases where there are still unmet medical needs. We have started a number of initiatives to maximize the value of our pharmaceutical products.

In our research divisions, we have started to investigate how to increase the speed and accuracy of our drug discovery efforts and are exploring new compounds using our existing drug discovery technologies combined with AI-driven drug discovery methods. In our development divisions, we have initiated application development programs to deliver around-the-pill solutions for early diagnosis or the management of drug compliance, and we have also initiated programs to make drug development more efficient through the use of real-world data. In our manufacturing divisions, we are looking at issues such as new materials for drug packaging, in order to reduce our environmental impact and energy use as we move toward a low-carbon economy. In our sales divisions, we have started using DX tools to provide information in a more efficient way. Finally, by integrating our corporate divisions, we have brought together a broad range of knowledge and are looking into how to apply this to staff development and improved digital literacy. Our goal is to move our business forward as an integrated Group, including generating synergies through greater collaboration between the Group companies.

*1 Providing the appropriate healthcare to the appropriate patient at the appropriate time, taking account of the differences in people's genes, environment, and lifestyles

*2 An approach that takes drug therapies as the starting point to offer solutions ranging from prevention to prognosis, to contribute to improving the QOL of patients and their families