



Drug Discovery Ecosystem Summit

30 July 2024

Leading the Next Era of Medicine. From Japan, for Japan, and the world.

A technology-powered biopharma in pursuit of new specialty medicines to improve the lives of patients

Cutting-edge Science

WORLD-LEADERS IN GPCR STRUCTURE-BASED DRUG DESIGN

NxWave™ SBDD Platform - Strong focus on GPCR targets – solved 375+ molecular structures

Programs by Design

30+ ACTIVE PROGRAMS



Real Human Outcomes

PROTECTING LIVES EVERYDAY

12,100+ patients have received Pivlaz® in Japan; launching soon in South Korea
+4 other partnered marketed products



TSE: 4565

Tokyo Stock Exchange Prime



350+ FTE Employees



5 Global Locations

Tokyo (HQ), Cambridge, London,
Seoul & Basel



Revenue-Generating

\$350m+ Cash in hand
(Mar-2024)

Our partners
(example)



abbvie



(formerly Google Life Sciences)

...

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Three points to build a drug discovery ecosystem that connects to global

日本が世界と繋がる創薬エコシステムを築くための3つのポイント

Pricing (薬価)

- ❶ No need to be like US pricing, but companies withdraw from Japanese market if price is extremely low.
米国と同価格の必要は無いが、極端な低価格では、企業は撤退を検討せざるを得ない
- ❷ Consider rewarding inclusion of Japanese patients in clinical trials with higher pricing, which would help patients and the ecosystem.
日本人の臨床試験データの厚みを薬価に反映することは、日本の患者さまとエコシステム両方に貢献する

Regulation (規制)

- ❸ Introduce regulatory incentives to reduce drug lag/loss (e.g. Priority Review Voucher, simplify the review process for drugs already approved in US/EU.)
ドラッグラグ/ロス解消の規制上の枠組み（例：優先審査バウチャー、欧米承認済品の国内承認の簡素化）
- ❹ Widen the scope of existing regulatory mechanisms such as SAKIGAKE and Orphan Drug Designation.
「さがけ指定」「希少疾患用医薬品指定」の範囲の拡大

Investment (投資)

- Promote healthy ecosystem growth by providing investment (requiring returns) rather than “free” subsidies
返済しない補助金ではなく、適切なりターンを求める「投資」により健全な産業成長を促す
- ❺ Provide government-funded project financing for reducing drug lag/loss.
政府によるドラッグラグ/ロス解消のプロジェクトファイナンス
 - ❻ Introduce a Japan Biotech Index & ETF, like the Nasdaq Biotechnology Index.
米国のようなバイオ株指数/ETF樹立



Locations



Midtown East,
9-7-2 Akasaka
Minato-ku
Tokyo 107-0052

Japan



F17, 410 Teheran-
Ro
GangNam-Gu
Seoul 06192

South Korea



Steinmetz Building
Granta Park,
Cambridge
CB21 6DG

United Kingdom



Spaces Grosspeter
Tower,
Grosspeteranlage
29,
4052 Basel

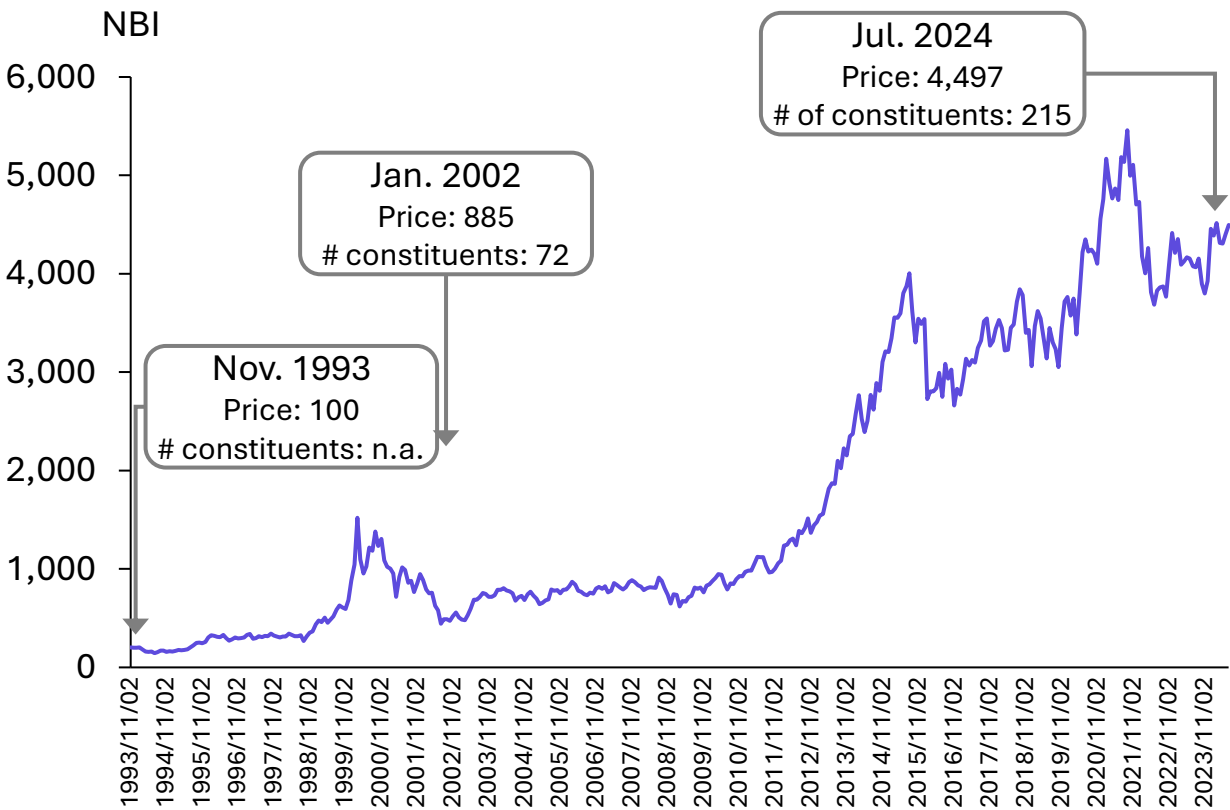
Switzerland

Biotechnology Index

In the US, the NASDAQ Biotechnology Index (NBI) has been established since the early days of biotech, and has laid the foundation for investing in biotechnology.

NBI: Started in **1993** and currently **200+ companies** are included

13+ Bn USD stocks are passively bought in line with NBI



		Total	Major Product
US	Investment Trust Fund	46 Bn USD	<ul style="list-style-type: none">Franklin Biotechnology Discovery Fund
	ETF	87 Bn USD	<ul style="list-style-type: none">iShares Nasdaq Biotechnology
	Ex-US (e.g. UK)	7 Bn USD	<ul style="list-style-type: none">Invesco NASDAQ Biotech UCITS ETF

Project Financing

Project financing can mitigate development (and/or commercial) risk, thereby contributing to solving the drug lag/loss issue

