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Otsuka Corporate Presentation

About us

The Story of Otsuka

- From humble beginnings
- Otsuka at a glance
- A century of innovation
- Our global mission
- Otsuka Group products
- Otsuka worldwide
- A rich & diverse pipeline

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Otsuka Pharmaceutical Europe Ltd.

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- Otsuka pharmaceutical companies in Europe
- Our European therapy areas
- Strategic relationships & alliances
- A commitment to our patients & to each other
- Doing the right thing & doing things right
- Taking responsibility for others
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Our Story

**Otsuka-people creating new
products for better health
worldwide**

From humble beginnings...

The company started in 1921 when Busaburo Otsuka, a farmer's son broke with tradition and set up a factory manufacturing chemical raw materials.

By 1946, his son Masahito had turned the business into an IV solution company, distributing products to hospitals across Japan. Within 25 years, Otsuka became the largest supplier of intravenous solutions to hospitals in Japan.

In 1964, Otsuka Pharmaceutical Co., Ltd. was established. Otsuka has since grown from 10 people into a global organisation of 47,000 people (as of March 2023), with a core focus on pharmaceuticals and nutraceuticals.

Otsuka celebrated our dedication to improving health around the world for **100 years** in 2021.



Otsuka at a glance



Headquarters
in Tokyo



196 companies
globally*



R&D spend of
€1.67 billion (2022)



173 factories*



47,000 employees*
in **33** countries and regions
worldwide*



Approx. **550** people
across
our European
pharmaceutical
operations*



42 research
Institutes in global
collaboration
network*



Medicines, medical devices,
nutritional foods and beverages,
consumer products & chemicals

*Figures correct as of March 2023

A century of innovation



1921

First factory founded in
Tokushima, Japan,
supplying raw chemicals
from the sea



A century of innovation



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First factory founded in
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1946

Business adapted to
focus on IV solutions



A century of innovation



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1964

Establishment of Otsuka Pharmaceutical Co., Ltd.



A century of innovation



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Establishment of Otsuka Pharmaceutical Co., Ltd.

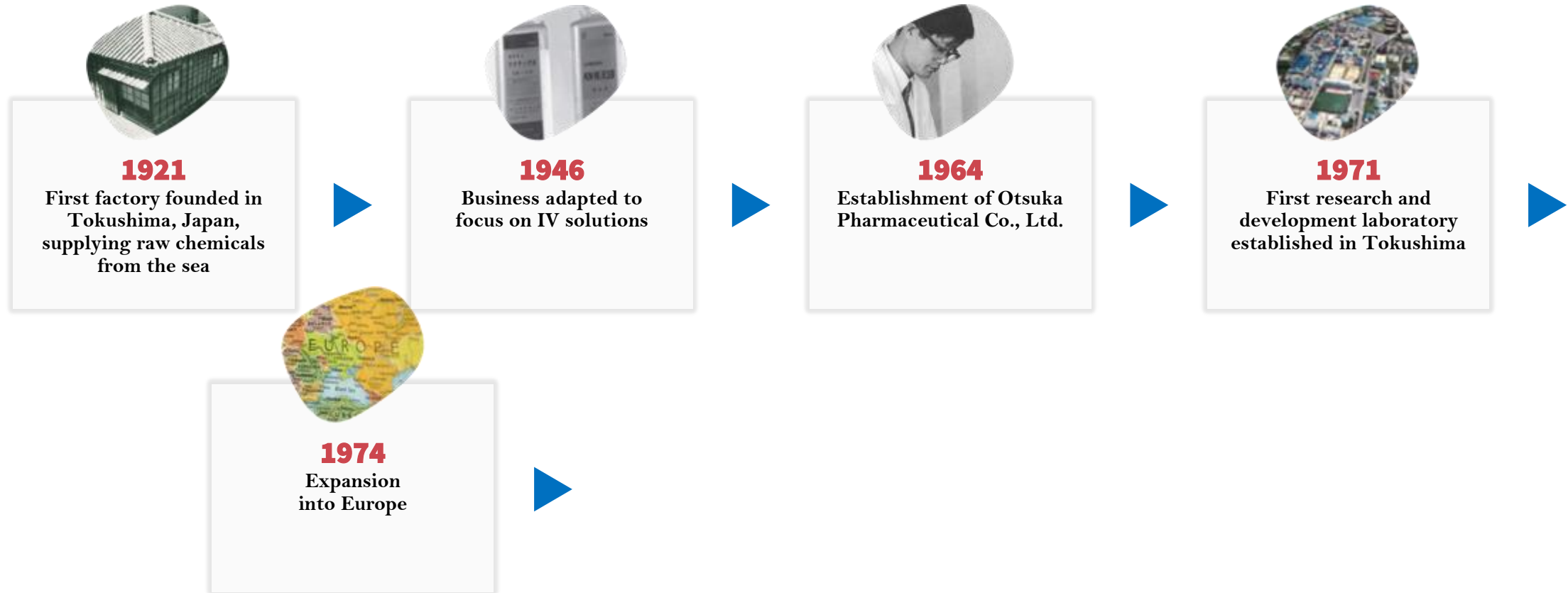


1971

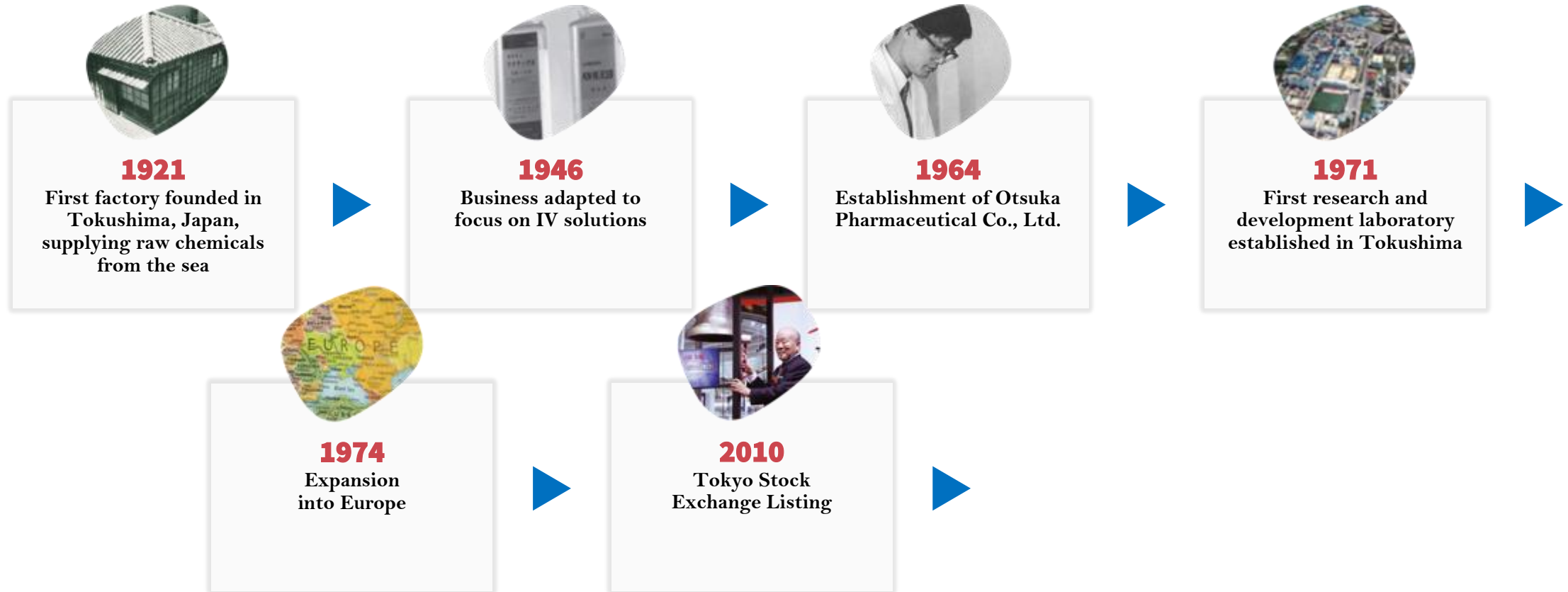
First research and development laboratory established in Tokushima



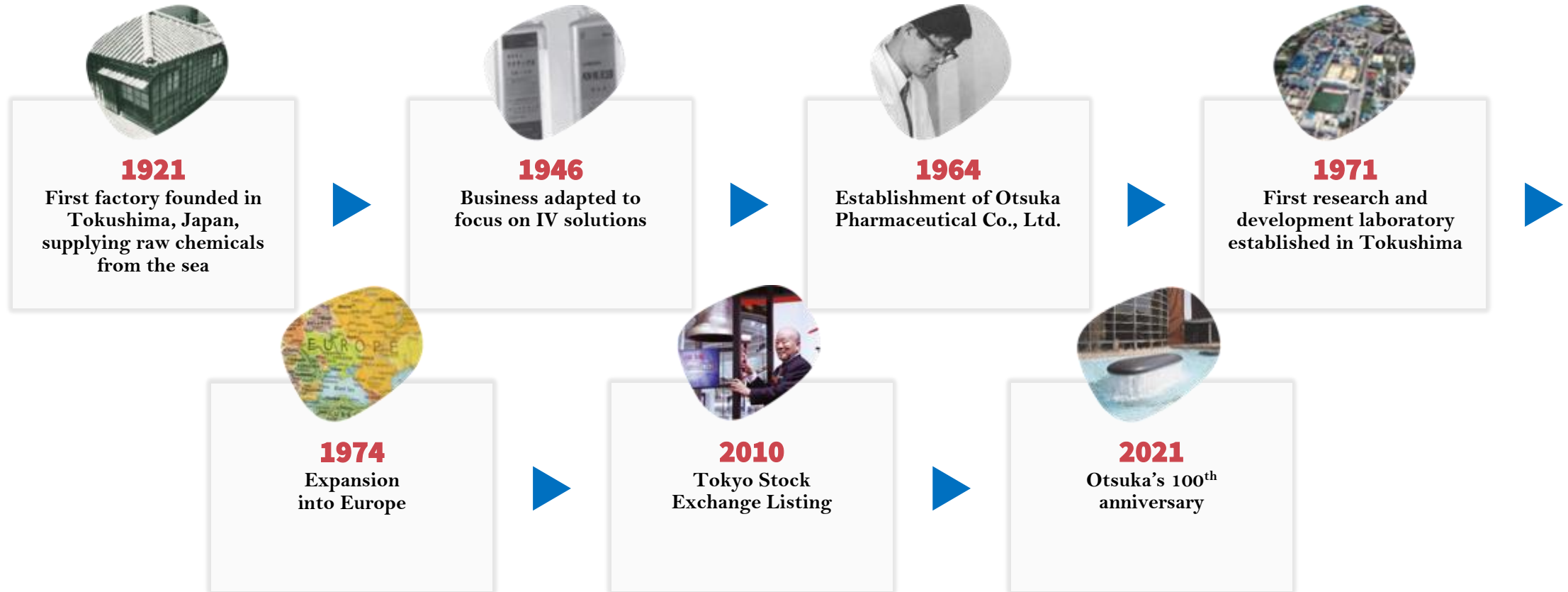
A century of innovation



A century of innovation



A century of innovation



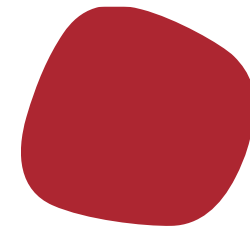
Our global mission: Otsuka-people creating new products for better health worldwide

At Otsuka our people are passionate about developing and delivering products as part of our global commitment to better health and wellbeing.

Two core businesses work to achieve these goals: **a pharmaceutical business and a nutraceutical business.**

Our pharmaceutical business develops and markets products for the diagnosis and treatment of disease in the following areas: central nervous system, cardiovascular-renal, dermatology, infectious disease, oncology and ophthalmology.

Our nutraceutical business is dedicated to maintaining and improving health through the use of foods and beverages.



Otsuka Group:

Nutraceutical and consumer products include:*



Pocari Sweat

Electrolyte replacement health drink



Ridge Wine

Award winning wine from California



SoyJoy

Nutrition bar baked with whole soybean dough and dried fruit



Gerblé and Isostar

Two brands from Otsuka owned Nutrition & Santé



Nature Made Vitamins

A wide range of vitamins from Pharmavite



Crystal Geyser Water

Mineral water from Pharmavite

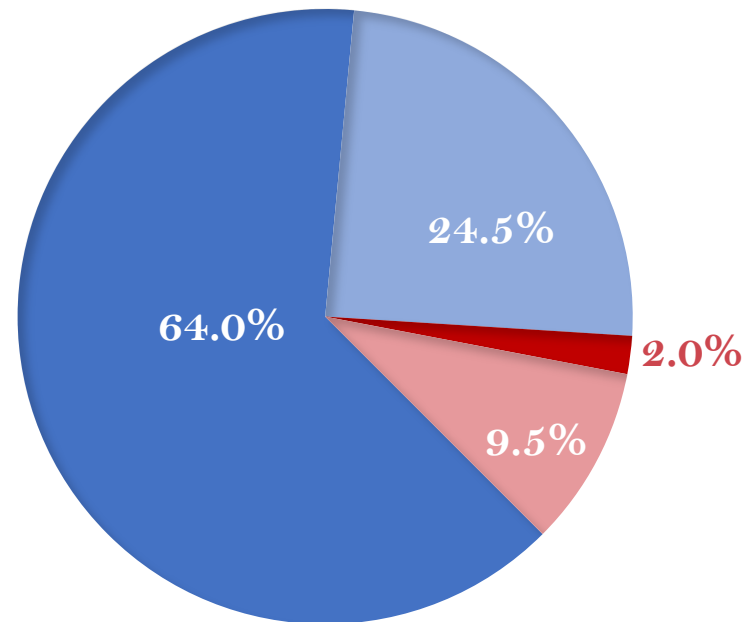
*This slide presents a selection of the key Otsuka nutraceutical products and is not an exhaustive list

Otsuka worldwide

We are part of Otsuka Holdings which oversees the following operating companies:

- Otsuka Pharmaceutical
- Otsuka Pharmaceutical Factory
- Taiho Pharmaceutical
- Otsuka Warehouse
- Otsuka Chemical
- Otsuka Medical Devices
- Otsuka Foods

Core business areas for Otsuka Holdings*



64.0% Pharmaceutical

- Pharmaceuticals
- Clinical nutrition
- Diagnostics
- Medical devices

24.5% Nutraceutical

- Functional foods and beverages
- Cosmetics (cosmetic + medicine)
- OTC products

2.0% Consumer

- Beverages
- Foods

9.5% Other

- Functional chemicals
- Fine chemicals
- Distribution
- Packaging
- Electronic equipment

*Core business area values based on total 2022 revenue

Otsuka worldwide



A diverse pipeline



- The Otsuka group has a diverse research and development programme which aims to develop medicines in areas of high unmet need
- In 2022 our R&D investment was **€1.67 billion**
- We have a collaborative network of **42 research institutes** around the world
- We aim to avoid generic approaches to product development and focus on identifying new options with a high clinical value
- Our global research focuses: central nervous system, cardiovascular-renal, dermatology, infectious disease, oncology and ophthalmology
- We are also exploring how digital health technology may provide holistic health solutions for patients, carers and healthcare professionals

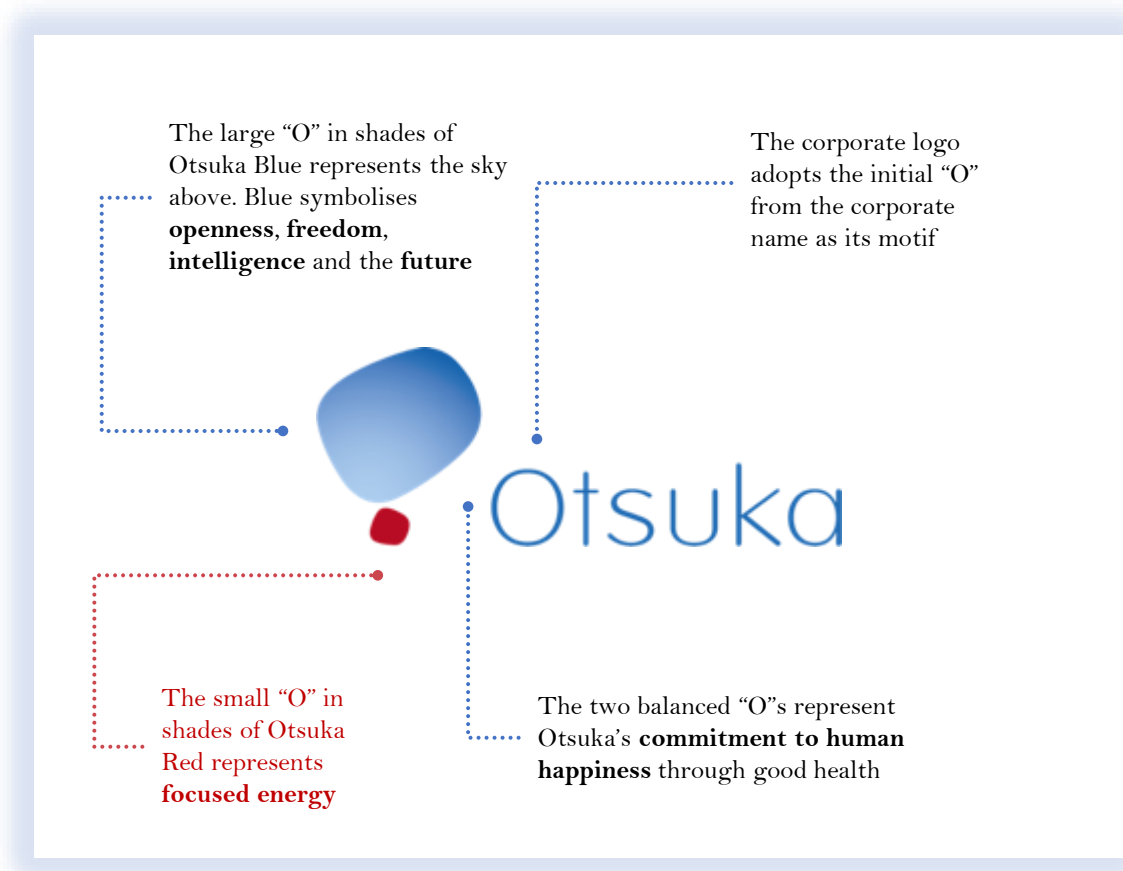
Our Japanese Heritage

A culture led by our Japanese guiding principles

In Europe, we may be geographically distant from our roots, but we still hold true to the Japanese principles of **‘Ryukan-godo’**, **‘Jissho’** and **‘Sozosei’**. This means that every day we strive to channel our passion and commitment into improving the health of our patients.



The meaning of our logo



The large blue shape, which comes from the first letter of Otsuka, represents the sky. The blue graduation signifies openness, freedom, intelligence and the future. The small ‘O’ in red is intended to represent the focused energy of Otsuka.

Pronunciation	OH	TSU-KA
		
Meaning	MAJOR	MILESTONE

We always look for different perspectives

What do our **balancing cedar tree**, **giant tomato trees** and **floating stones** mean to us?

These symbols, located at our Tokushima offices, embody creativity and remind us to always look beyond the conventional.

We nurture this free-thinking within our people, encouraging them to take on seemingly impossible challenges and to be open-minded in seeking solutions.



Despite being delicately balanced, this cedar tree sculpture withstood a major earthquake in 1995

We always look for different perspectives

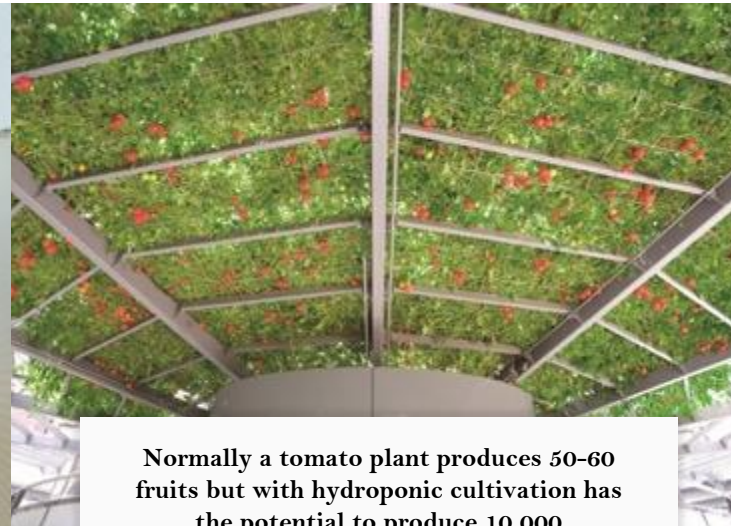
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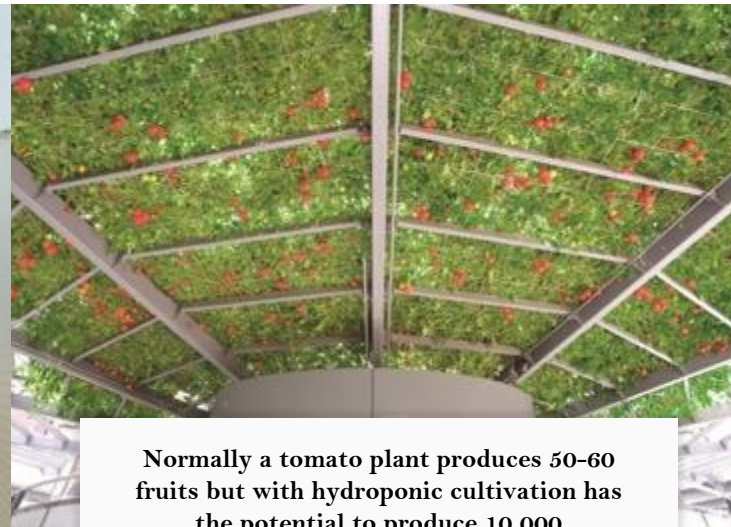
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These stones miraculously seem to float on water representing the power of unconventional ideas

Our unique culture sets us apart



The Awa Odori dance originated in Tokushima where Otsuka was founded. Otsuka's dance troupe, now consisting of 120 members from all over Japan, have performed the Awa Odori at the Sydney Opera House and the Copenhagen Sakura (cherry blossom) Festival.

The Otsuka Museum of Art is the world's first and only ceramic board art museum, using Otsuka Ohmi Ceramics company technology. It houses over 1,000 masterpieces including a full-size replica of the Sistine Chapel.





Otsuka Pharmaceutical Europe Ltd.

Our vision – Patients at our core

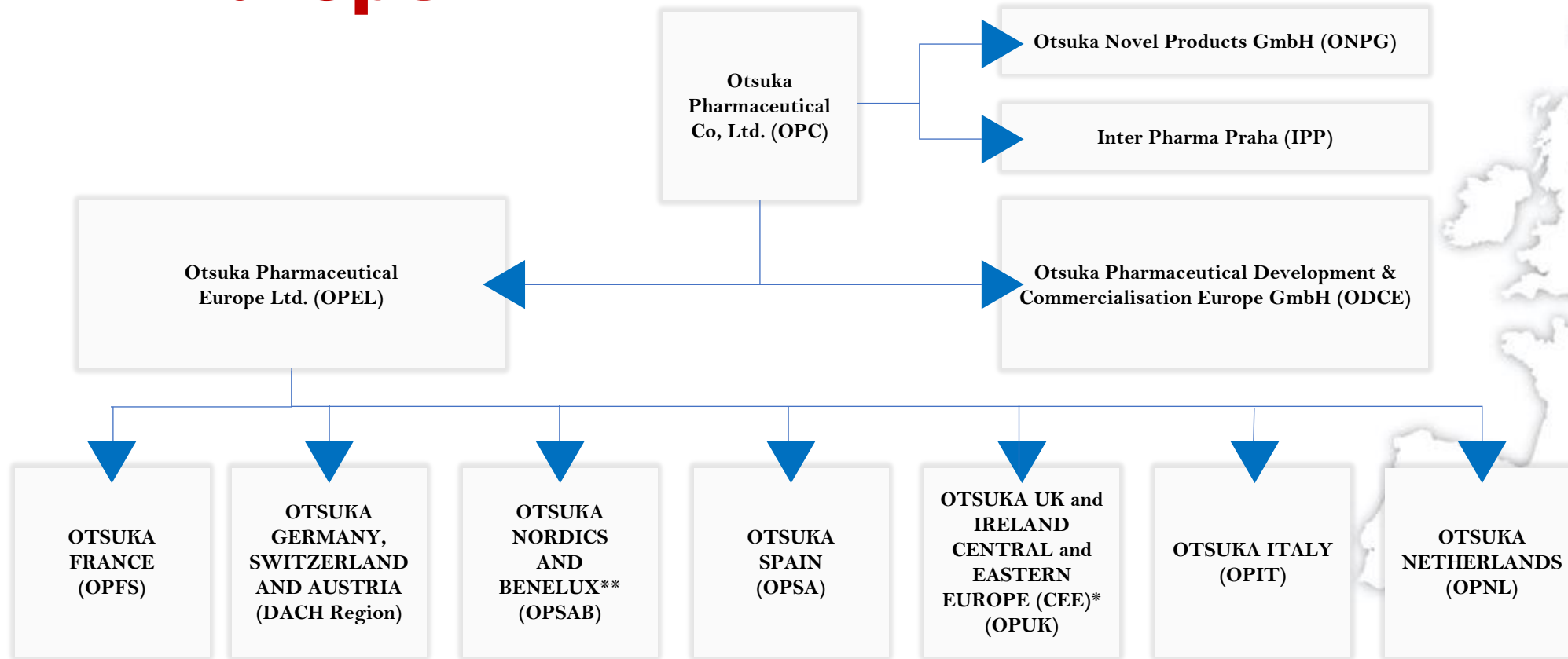
Every day, Otsuka people channel their passion and commitment into improving the health of our patients. Together, we are focusing on some of the world's unresolved health issues and developing medicines to treat some of the most challenging conditions of the body and mind.

We aim to innovate with integrity and are committed to conducting business ethically and in compliance with the laws and regulations of the countries where we operate.

Our ultimate goal is to be an indispensable contributor to people's health worldwide.



Otsuka pharmaceutical companies in Europe



*Otsuka UK and Ireland covers CEE countries which includes Bulgaria, Croatia, Cyprus, Czech Republic, Estonia, Greece, Hungary, Iceland, Latvia, Lithuania, Malta, Poland, Portugal, Romania, Republic of Ireland, Slovakia, Slovenia and the United Kingdom **Otsuka Nordics and Benelux covers Sweden, Finland, Norway, Denmark, Belgium, the Netherlands and Luxembourg

Our European therapy areas



Neuroscience

For over 30 years, we have worked in the area of mental health, focusing on treatments for schizophrenia and bipolar conditions. We work closely with Lundbeck and Sunovion to bring new treatment options to the millions of people affected by mental ill health across Europe.



Nephrology

We work with patients and healthcare professionals to increase awareness of kidney disease including autosomal dominant polycystic kidney disease (ADPKD) and together with Aurinia, are exploring treatment options for patients with Lupus Nephritis.



Haemato-oncology

With our partner Astex (acquired by Otsuka in 2013), we are currently focusing on haematological malignancies, such as acute myeloid leukaemia.



Specialty

We have been conducting research to identify medicines that help people affected by hormone-related conditions. One such condition is hyponatraemia which is abnormally low levels of sodium in the blood.



Digital Innovation

We are exploring how digital health technology may provide holistic health solutions for patients, carers and healthcare professionals.

Strategic relationships & alliances

Otsuka's global family consists of a number of different companies with varied portfolios and therapy areas, allowing us to offer wide ranging support to our patients and their carers.

In Europe we have built alliances and acquisitions with like-minded pharmaceutical companies and other organisations who share our commitment to delivering medicines in areas of unmet need.

We believe that by pooling resources and expertise and by working as a team with those who share our passion and goals, we can accelerate this process.

Alliances and acquisitions including



Nephrology



Haemato-oncology



Neuroscience



Neuroscience



Neuroscience

A commitment to our patients & to each other

In Europe, our Otsuka Values were co-created by over 100 Otsuka employees – approximately a fifth of the European organisation. Our values act as the moral compass of our culture, guiding us on our mission and informing everything we do.



Integrity

We are guided by a foundation of trust, ethics and honesty



Compassion

We consistently demonstrate genuine empathy and respect



Collaboration

We work together to deliver the best outcomes



Excellence

We always give it our best



Creativity

We embrace unconventional thinking and welcome innovative solutions

Doing the right thing & doing things right

We always aim to operate with integrity, one of our core values, and we are committed to conducting business ethically and in compliance with the laws and regulations of the countries where we operate.

We have our own published European Code of Conduct which establishes our corporate standards of ethical behaviour and expectations for all Otsuka employees in Europe.

This represents our commitment to patients, each other and our alliances.



Taking responsibility for others

As a company we seek ways to help our communities around us and encourage our employees to proactively participate in corporate social responsibility activities, helping to give back to the society that we live in. Across Europe we have also contributed to efforts to help those around us affected by the war in Ukraine.



Otsuka in Italy planted 500 trees to offset their carbon footprint, as part of its 'Carbon Footprint' project, aimed to quantify CO₂ emissions



Otsuka in Germany works with children's charity Frankfurter Kinderbüro to donate Christmas presents to socially disadvantaged children



Otsuka Pharmaceutical Europe Ltd. pledged a donation of €100,000 (USD 110,000) to the Red Cross Ukraine Humanitarian Appeal in response to the humanitarian crisis arising in the aftermath of the invasion of Ukraine



Otsuka Spain employees and their children volunteered at Can Calopa Mental Health Association, helping to upgrade the building by painting and decorating whilst getting to know the people living and working there

To find out more

To find out more please visit
www.otsuka-europe.com

