

CORPORATE PROFILE 2022



< Corporate Identity >
NEVER SAY NEVER

Keeping in mind our path to follow to make the world healthier, we will continue taking on challenges beyond the boundaries of normal expectations no matter what difficulties arise.

Company Profile

Company Name	ROHTO Pharmaceutical Co., Ltd.
Foundation	February 22, 1899
Incorporation	September 15, 1949
Capital	6,504 million yen (as of March 31, 2022)
Head Office	1-8-1, Tatsumi-nishi, Ikuno-ku, Osaka 544-8666
Number of Employees	1,599 <non-consolidated basis> 6,866 <consolidated basis> (as of March 31, 2022)
Main Business	Manufacturer and marketer of pharmaceutical products, cosmetics and functional foods

Directors and Officers

[Board of Directors]

Chairman and Chief Executive Officer	Kunio Yamada
President and Chief Operating Officer	Masashi Sugimoto
Executive Vice President and Chief Financial Officer	Masaya Saito
Chief Technical Officer	Shinichi Kunisaki
Chief Human Resource Officer	Chiharu Takakura
Chief Communication Officer	Atsushi Hiyama
Chief Strategy Officer	Hidetoshi Segi
External Director	Akie Iriyama
External Director	Haruka Mera
External Director	Tatsuo Uemura
External Director	Eriko Hayashi

[Auditors]

Full-time Auditor	Masanori Kimura
Full-time Auditor	Hideto Uemura
External Auditor	Katsusuke Amano
External Auditor	Yasuhiro Tani

2030 Management Vision

Connect for Well-being

“Well-being” means that people feel energized both mentally and physically, and they spend every day filled with laughter and happiness throughout the various stages of their lives.

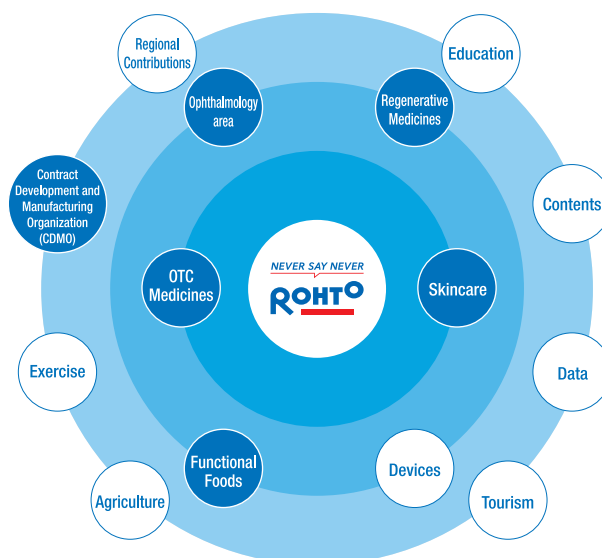
Rohto strives to be innovative in the fields of medicine and skincare products, as well as other business areas, so that people all over the world can experience “Well-being” for longer. We spread these innovations far and wide and “connect” them together.

In order to fully realize this goal, we closely “connect” members to those inside and outside of the company. We also “connect” organizations to each other.

We train our staff members in our chain of trust, so that we can create an organization with a sense of unity and then “connect” them to further people’s “Well-being.”



Rotta



■ Our businesses

We are committed not only to making individual people healthy both physically and mentally but also to making society healthy. We present the businesses that we will continue to focus on toward 2030.

OTC Medicines

In 1899, convinced that the stomach was the source of all illnesses, our founder Yasutami Yamada marketed a gastrointestinal medicine called 'Ikatsu' in a social backdrop where drastic changes in public dietary practices led to an unexpected surge in gastric complaints. Later, when an eye disease called trachoma occurred in epidemics in 1909, he launched Rohto Eye Drops. Now, OTC medicines are gaining in importance against the recent background of increased health awareness and more frequent remote health consultations. We are committed to our customers and offer helpful solutions to their many different health problems and suffering, including eye drops, dermal preparations, oral medicines, and test chemicals.



Skincare

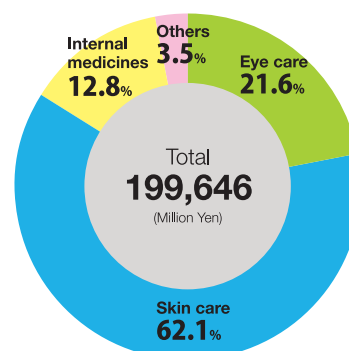
Since 1988, when we acquired the Mentholatum Company, we have also been engaged in skincare research, with our skincare products currently accounting for approximately 60% of our total sales. As a pharmaceutical company, we have built up excellent expertise in areas of basic research and underlying technologies. We have also developed findings and insights into regenerative medicine disciplines. We mobilize them to achieve higher safety and efficacy and a better understanding of mechanisms. Our rigorous evidence-based approaches guide the research and development activities, and we offer unparalleled and highly functional products.



Functional Foods

We also focus on a series of transitional health conditions between healthy and pathological conditions known as presymptomatic disease in Kampo, traditional Japanese medicine, to develop highly differentiated products. As the third pillar of our business following OTC medicines and skincare products, these products will address customers' unmet needs.

Sales by Product Segment
(FY2021 / 86th year)



Our businesses

Ophthalmology Area

We have built up expertise in OTC medicines manufacturing over many decades. We leverage the capabilities to develop ethical ophthalmologic medicines and medical devices in collaboration with Group companies and partners in order to deliver eyecare solutions.

Regenerative Medicines

In 2013, we established the Regenerative Medicine Research & Planning Division. It has focused on human adipose-derived mesenchymal stem cells for the development of regenerative medicines. We have robust technologies in handling cells, which we developed through many years of experience in the research and development of OTC medicines and cosmetic skin products. We also have sterile formulation technologies, which we developed to manufacture eye drops. We apply these unique technologies in the development of regenerative medicines. While we worked on research and clinical studies, at Rohto Research Village Kyoto, we have developed a type of automated cultivation equipment that creates high-quality cells. We will create additional businesses from these cell production and incubation technologies. We will also use the same technologies for the development of regeneration concept-based products in other fields to offer regenerative medicines to more people.

History of our regenerative medicine business

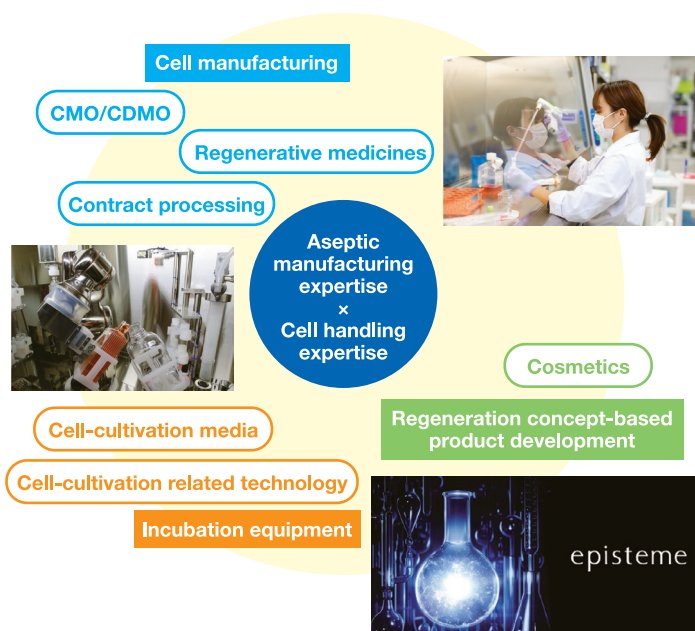
- 2013: Started regenerative medicine
- ↓
- 2017: Developed automated cultivation equipment that creates high-quality cells
Started a clinical trial involving patients with liver cirrhosis
- ↓
- 2020: Started a clinical trial involving patients with severe COVID-19 pneumonia
- ↓
- 2021: Acquired Interstem Co., Ltd., to strengthen activities in the orthopedic area
- ↓
- 2022: Started contract manufacturing and contract development and manufacturing (CMO/CDMO) business for regenerative medicine products

Contract Development and Manufacturing Organization (CDMO)

We are actively involved in our contract manufacturing organization (CMO) business. We developed an advanced CMO model in collaboration with other Group companies; we have built upon our excellent development capabilities and our one-stop contract development and manufacturing organization (CDMO) in the biotechnology field. Qualitech Pharma Co., Ltd., Rohto Nitten Co., Ltd., and Rohto Research Village Kyoto work hard to achieve advanced expertise and cost competitiveness for high-quality CDMO in their respective fields of oral medicines, ophthalmologic medicines, and regenerative medicines.



Rohto Nitten Co., Ltd., has PF delaminated container technologies for PF eye drops, a reliable production system underpinned by superior production expertise, and a nationwide sales network of ophthalmologists.



Rohto Research Village Kyoto



Rohto Nitten Co., Ltd.



Qualitech Pharma Co., Ltd.

Promoting Well-being Management Centered around the Independence of the Individual

The belief that an organization only comes into its own if its members make the most of their potential is why we promote well-being management, which is centered around members' independent initiatives for social well-being.

External challenge work 2016~

The system encourages our members to work diversely, e.g. parallel careers, while staying committed to their jobs at Rohto and to explore possible avenues for contributing to the community. Totally, 123 members ventured into parallel careers (as of December 2021).

Internal double job 2016~

The system allows our members to work not only within their own divisions or departments but also beyond the boundaries of their department in other divisions or departments. Currently, 123 members work under the system (as of March 2022).

Asuniwa project: Supporting entrepreneurs within the Company 2020~

The project intends to support our members to start businesses inspired by their passions and ideas for addressing social issues and bringing social well-being. It develops autonomous and self-governing members through their entrepreneurial experience and removes corporate curbs to promote creative multi-job work styles.

Rohto Group has a global network

Rohto Group (as of June 30, 2022)



Rohto Pharmaceutical Co., Ltd.

Head Office (Osaka)
Grand Front Osaka Office
Tokyo Branch
Nagoya Branch
Fukuoka Branch
Sapporo Branch
Sendai Branch
Hiroshima Branch
Kanto Branch
Ueno Techno Center
Rohto Research Village Kyoto

Rohto USA Inc.

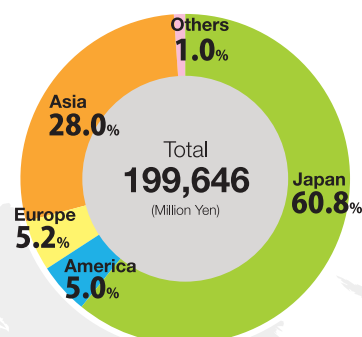
PT. Rohto Laboratories Indonesia
Rohto-Mentholatum (Vietnam) Co., Ltd.
Tianjin ROHTO Herbal Medicine Co., Ltd.
Qualitech Pharma Co., Ltd. (Japan)
Mayado Pharmaceutical Co., Ltd. (Japan)
Rohto Nitten Co., Ltd. (Japan)
Amato Pharmaceutical Products, Ltd. (Japan)
Others

The Mentholatum Company

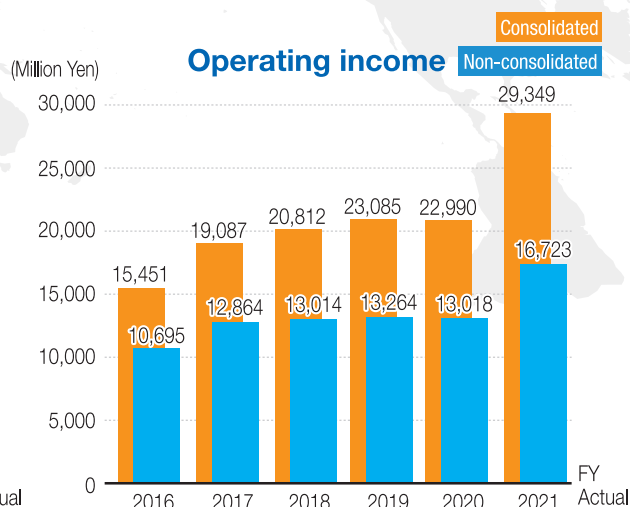
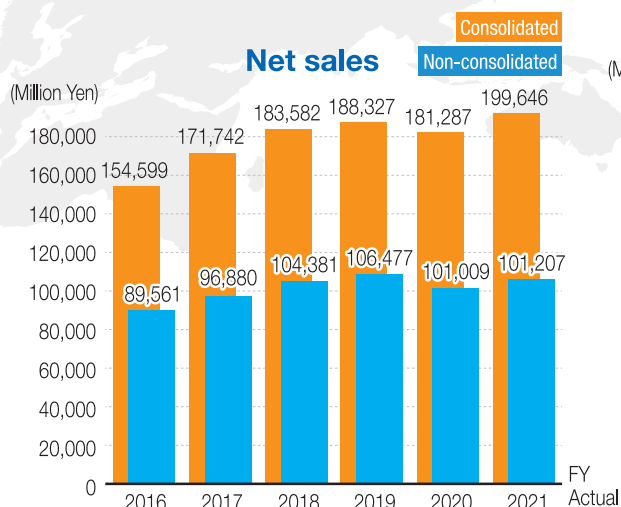
The Mentholatum Company, Ltd. (UK)
Mentholatum (Asia-Pacific) Limited [Hong Kong]
MENTHOLATUM TAIWAN LIMITED
Others
MENTHOLATUM (CHINA) PHARMACEUTICALS COMPANY LIMITED

*There are 45 consolidated subsidiaries, including the four major companies listed above.

Sales by Region (FY2021 / 86th year)



Business Results (FY2021 / 86th year)



Rocchi