

Bioscience Business

Nichirei Biosciences
<https://www.nichirei.co.jp/bio/english/>



Masato Takenaga

Executive Officer, Nichirei Corporation
 Representative Director, President,
 Nichirei Biosciences Inc.

Through biotechnology, we provide new value that customers demand in order to contribute to the mental and physical health of as many people as possible.

President's message

In Nichirei Biosciences' business domain, market expansion and technological innovations continue. In seizing such opportunities, we will strengthen our competitiveness in existing fields and work to create innovation utilizing the Nichirei Biosciences Global Innovation Center to promote growth in Japan and overseas.

Business Scale

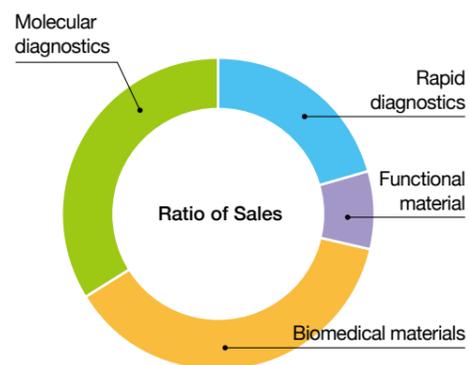
- Total assets (non-consolidated): ¥10,985 million
- Employees(non-consolidated): 98 persons

Main Facilities:

Nichirei Biosciences Global Innovation Center (production and R&D base)
 Pathcom Systems Corporation (California, U.S.)

Bioscience Business Changes

- | | |
|-------|---|
| 1980s | <p>Launched sales of byproducts in the meat products business</p> <ul style="list-style-type: none"> Import and sales of fetal bovine serum required for cell cultures Manufacture and sales of cow placenta extract effective for beauty |
| 1990s | <p>Business expansion</p> <ul style="list-style-type: none"> Import and sales of growth media used for cell culture (biomedical materials business) Sales of extracts and powders utilizing acerola (functional material business) Development, manufacture and sales of diagnostic agents using antibodies produced from cultured cells (molecular diagnostics and rapid diagnostics businesses) Acquired a US medical device company |



Current Medium-term Management Plan Measures and Progress

Main measures

- Develop and commercialize next-generation diagnostic drugs and devices
- Promote overseas business
- Create a business model that captures technological innovations and changing needs

Progress

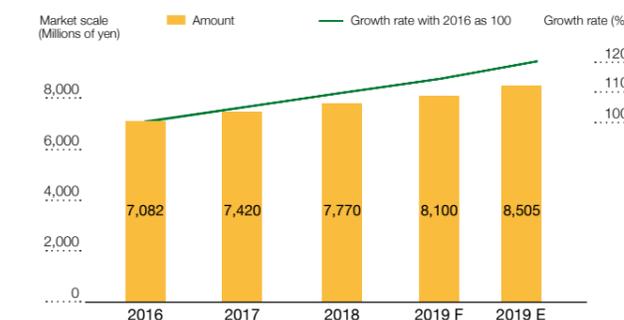
- Promote the development of in-vitro diagnostics for cancer and infectious diseases that utilize technologies for testing genes and proteins
- Sales of medical devices to the United States, Europe and China, and sales of animal serum for cell culture, mainly in the United States
- Promote new business construction by integrating technologies through joint developments (open innovation) with universities and corporations

Bioscience business Growth Driver- Molecular Diagnostics

Strength	<ul style="list-style-type: none"> Development and stable supply system of high-quality products that meet market needs in cancer diagnosis (companion diagnostics) Development and production of medical devices using immunostaining technology, one of the only such technologies in the world
Customer	Medical facilities for pathological examinations, universities and pharmaceutical companies for research and development
Strategy	Expand sales of competitive staining equipment and unique immunohistochemical staining reagents and diagnostic agents in Japan and overseas

Pathological Examination Market and Domestic Market Share (immunostaining antibodies and devices)

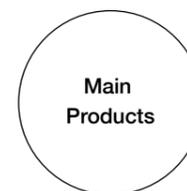
Market Scale¹



Domestic Share (2018)²

Sales company name	Amount (Millions of yen)	Share
Company A	3,125	40.2 %
Company B	2,240	28.8 %
Nichirei Biosciences	1,545	19.9 %
Company C	735	9.5 %
Company D	25	0.3 %
Other	100	1.3 %
Total	7,770	100 %

Notes: 1 and 2. Source: Compiled by Nichirei based on FUJII KEIZAI CO., LTD. documents



Histofine ALK iAEP® Kit



Histostainer-AT immunostaining device

About Companion Diagnostics

In-vitro diagnostics that enables patients to receive appropriate drugs or therapies by testing one's biomarkers or genes. Used to improve the efficacy and safety of certain drugs, and now several companion diagnostics are used to assess whether patients are eligible for molecular targeted cancer therapies.

Organization Information



Global Innovation Center



Molecular diagnostics business employees