



# maruho

## Company Presentation

2024

# Corporate Philosophy



## -Mission-

**More smiles, brighter life for you.**

Maruho is always searching for what brings your personal happiness. By listening to you and appreciating every moment of life, we will seek the truth that makes you smile.

## -Values-

**Be genuine**

**Notice the signs**

**Grow your curiosity**

**Exceed your limits**

**Inspire each other**

These five values are those that should be cherished by us all and constitute the standards of our conduct.

# Maruho Overview

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- Leader of manufacturing, R&D, and marketing of dermatology/topicals in Japan
- Steady growth, annual sales of \$600 Million in Pharma
- Marketing success based on trusting relationship with Drs/patients and diverse product lineup
- Strong commitment to R&D and manufacturing quality
- Stable private company, long history, good culture

# Corporate Information

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**Founded** July 1915

**Incorporated** October 1949

**Business** Research and development, manufacture, marketing, import and export of pharmaceuticals, and medical devices, and associated business activities

**Number of Employees** 1,547 (non-consolidated)













**Capital** 382,530,000 yen / unlisted

**Financial year end** September

**Group companies** 7 companies in Japan, 16 companies overseas

# Maruho's History

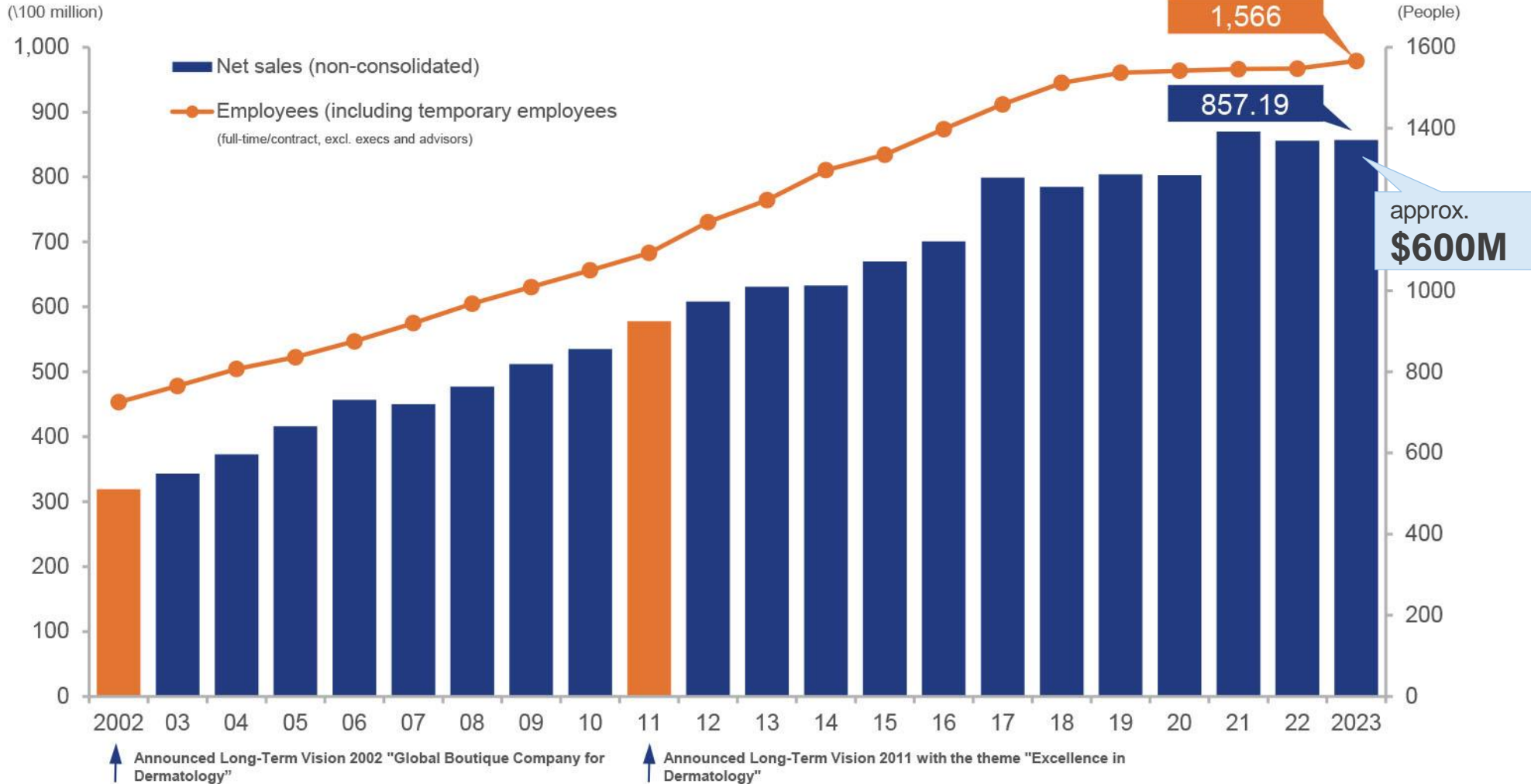
- Contributing to society as a leading company in dermatology -

1915 ~	1950 ~	1990 ~	2002 ~	2011 ~	Present
<p>With a long-cherished desire to contribute to society through medicine</p>  <p>1915 Eikuma Koba Founded Maruho Shouten</p>	<p>A wide variety of product lineups, breathing new life into orthopedics and surgery</p>  <p>1951 Jiro Takagi appointed as Representative Director, President &amp; CEO</p>	<p>Specializing in topical drugs to proceed to a new growth stage</p>  <p>1999 Koichi Takagi appointed as Representative Director, President &amp; CEO</p>	<p>Establishing topical drug brand and expanding into dermatology</p>  <p>Announced Long-Term Vision 2002 "Global Boutique Company for Dermatology"</p>	<p>As a leading company in dermatology</p>  <p>Announced Long-Term Vision 2011 with the theme "Excellence in Dermatology"</p>	<p>More smiles, brighter life for you.</p>  <p>2020 Atsushi Sugita appointed as Representative Director, President &amp; CEO</p>
 <p>Intravenous Agent for asthma <i>Asthmolysin</i></p>	 <p>Anticoagulant and blood circulation promotion agent <i>Hirudoid</i> (currently <i>Hirudoid Cream</i>)</p> <p>Blood-flow accelerative/skin-moisturizing agent <i>Hirudoid Series</i></p> <p>Transdermal multiple anti-inflammatory <i>Mobilat Ointment</i></p> <p>Hemorrhoids treatment agent <i>Posterisan forte Ointment</i></p> <p>Articular cartilage protective agent <i>Arteparon</i></p>	 <p>Launched transdermal therapeutic system bronchodilator <i>Hokunalin Tape</i></p>	 <p>Treatment agent for keratosis including psoriasis vulgaris <i>Oxarol Ointment</i></p> <p>Oral penem antibiotic <i>Farom Tablets</i> <i>Farom Dry Syrup for Pediatric</i></p>	 <p>Acne vulgaris treatment agent <i>BEPIO Gel</i></p> <p>Anti-herpes virus agent <i>Amnelief Tablets</i></p> <p>Infantile hemangioma treatment agent <i>Hemangirol Syrup for Pediatric</i></p> <p>Topical Scalp Psoriasis Treatment <i>Comclo Shampoo</i></p>	 <p>Primary axillary hyperhidrosis treatment agent <i>Rapifort Wipes</i></p> <p>Human anti-human IL-31 receptor A monoclonal antibody <i>Mitchga Syringes</i></p>

# Maruho's History

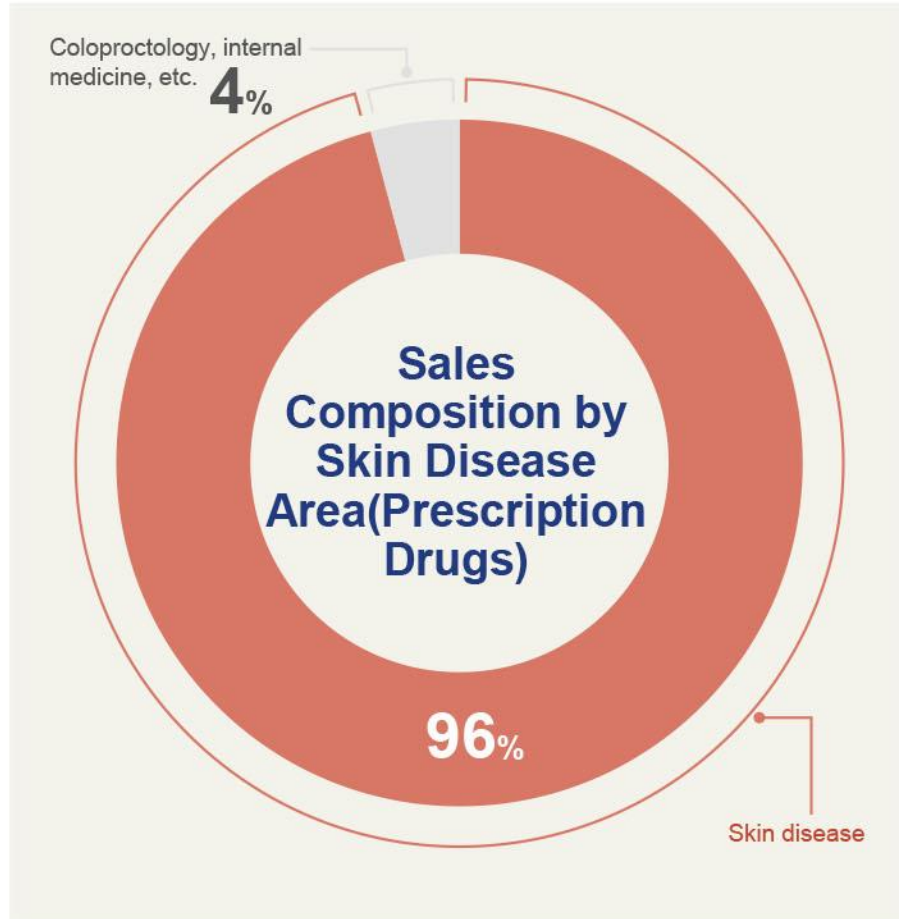
- Achieving sustainable growth as a leading company in dermatology -

## ■ Net Sales / Number of Employees (Non-consolidated)



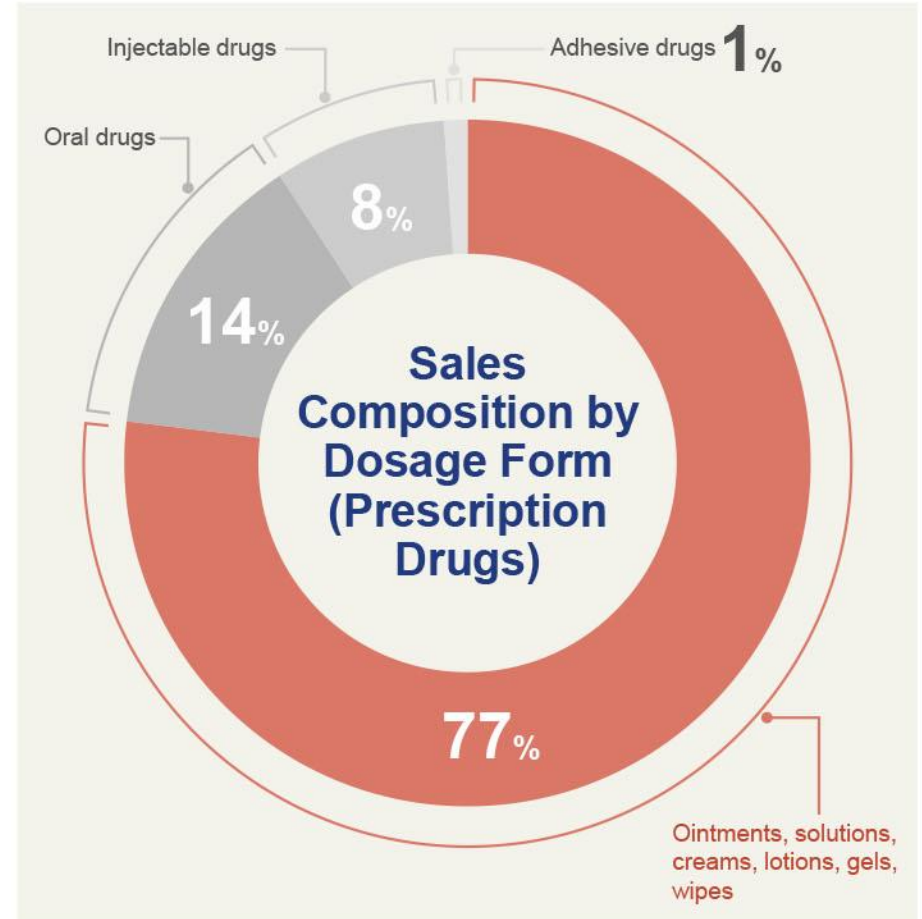
# Specializing in Dermatology and Topical Drugs

Maruho's Sales Composition by Skin Disease Area  
(Prescription Drugs)



Fiscal year ended September 2023

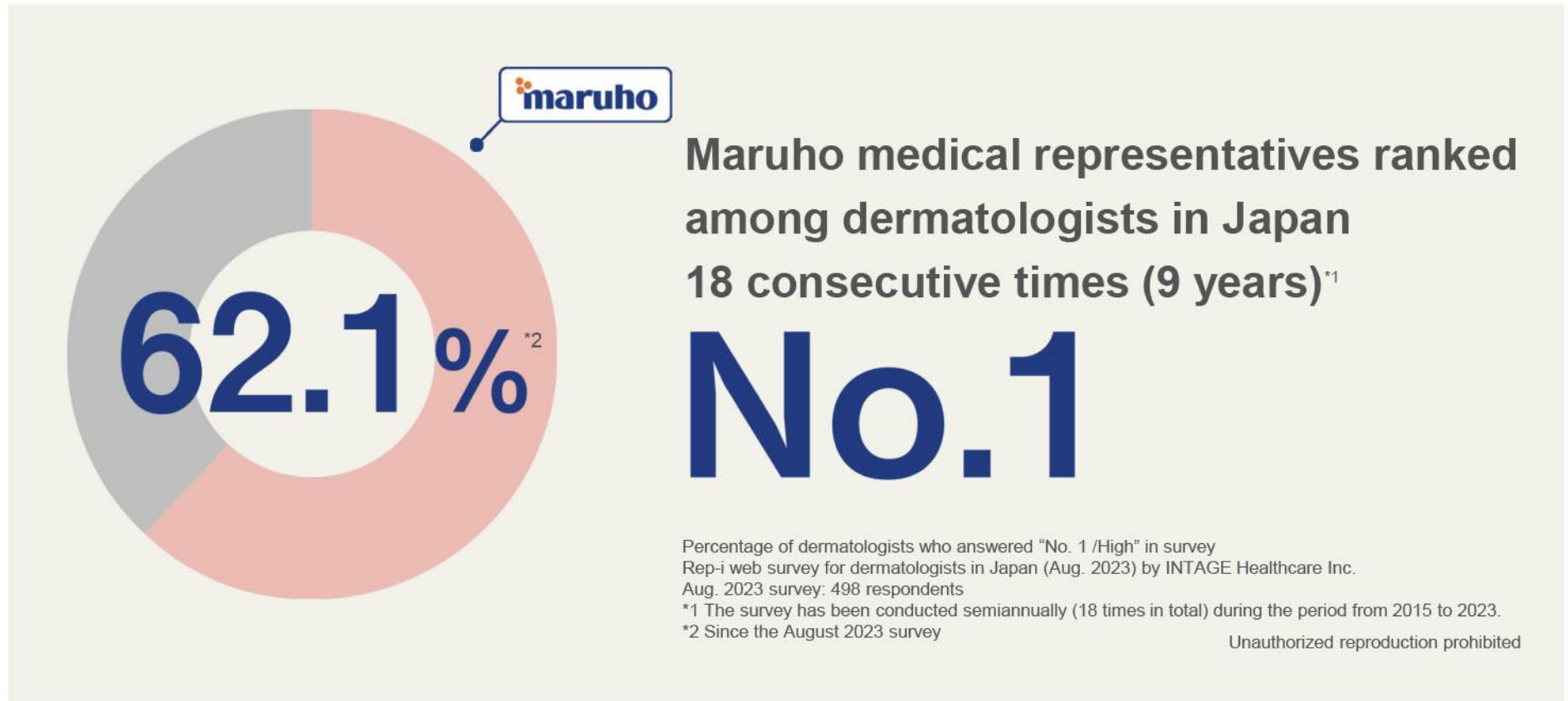
Maruho's Sales Composition by Dosage Form  
(Prescription Drugs)



Fiscal year ended September 2023

# Maruho's Reputation

- Pharmaceutical company with a high reputation among doctors -



Maruho medical representatives ranked among dermatologists in Japan 18 consecutive times (9 years)<sup>\*1</sup>

**No.1**

Percentage of dermatologists who answered "No. 1 /High" in survey  
Rep-i web survey for dermatologists in Japan (Aug. 2023) by INTAGE Healthcare Inc.  
Aug. 2023 survey: 498 respondents

<sup>\*1</sup> The survey has been conducted semiannually (18 times in total) during the period from 2015 to 2023.

<sup>\*2</sup> Since the August 2023 survey

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# Development Pipeline

	Indication	Description	Formulation	Stage	Notes
<b>M5250</b>	Pruritus associated with Atopic Dermatitis	Nemolizumab (IL-31 inhibitor)	Injection	Approved	Pediatric indication
<b>M5250B</b>	Prurigo Nodularis	Nemolizumab (IL-31 inhibitor)	Injection	Approved	Additional indication
<b>M6050C</b>	Acne Vulgaris	Benzoyl Peroxide	Topical	PIII	New dosage
<b>M6100</b>	Atopic Dermatitis	Ruxolitinib (JAK inhibitor)	Topical	PII/III	
<b>M6110*<sup>1</sup></b>	Verruca Vulgaris	Candida Albicans extract	Injection	PIII	
<b>M6130*<sup>2</sup></b>	Atopic Dermatitis	Biologic leveraging an ammonia-oxidizing bacterium	Topical	Preparation for PIII	
<b>M6090*<sup>3</sup></b>	Asthma	Verekitug (TSLP inhibitor)	Injection	PII	








\*1 Global Phase 3 conducted by Nielsen BioSciences; Nielsen retains development rights and Maruho has commercial rights in Japan.

\*2 Preparing for global Phase 3 with Japan arm conducted by Maruho.

\*3 Global Phase 2 conducted by Upstream Bio; Maruho holds development and commercial rights.

As of April 2024  
Program earlier than PII not disclosed

# Leading Products

Brand	Indication	Formulation	Therapeutic category/ MOA	Product Image
Hirudoid®	Asteatosis Cutis (“Dry Skin”)	Topical	Skin moisturizer (Heparinoid)	
Amenalief®	Herpes Zoster, Recurrent Herpes Simplex	Oral	Helicase-primase inhibitor	
Cosentyx®	Psoriasis	Injection	IL-17A monoclonal antibody	
Bepio® Epiduo® Differin®	Acne	Topical	Benzoyl Peroxide / Adapalene	
Protopic®	Atopic Dermatitis	Topical	Calcineurin Inhibitor	
Mitchga®	Atopic Dermatitis	Injection	Anti-IL-31 receptor A humanized monoclonal antibody	
Rapifort®	Hyperhidrosis	Wipe	Glycopyrronium tosilate hydrate	

# Maruho has over 20 products approves in past 10 years

## ■ Topical

Benzoyl Peroxide Gel



Vitamin D3 + Steroid



Adapelene +  
benzoyl peroxide



Metronidazole Gel



Oze noxacin Cream



Acetylcysteine Gel



Oze noxacin  
Lotion



Adapalene



Steroid  
Shampoo



Heparinoid  
Foam



Glycopyrronium  
Wipes



Benzoyl  
Peroxide Lotion



2015

2016

2017

2018

2019

2020

2021

2022

2023

Secukinumab



Propranolol  
hydrochloride



Ame name vir



Nemolizumab



## ■ Injection, Internal medicine

# Maruho Global Group

## Germany

**Maruho Deutschland GmbH**  
(Dusseldorf)  
Business Development Activities  
in EU

**Maruho Israel Innovation Fund**  
Derma focused VC jointly  
managed in Germany and Israel

## China

**Maruho Pharmaceutical  
Technology (Beijing) Co., Ltd.**  
development, regulatory, and  
sales preparatory activities in  
China

## Japan

**Maruho Co Ltd**  
Head Office (Osaka)  
R&D Center (Kyoto)  
Four Pharmaceutical Manufacturing plants  
Nationwide Sales offices

**Maruho Hatsujyo Co Ltd**  
Medical devices and components

**Kose Maruho Pharma Co Ltd**  
Joint Venture for Cosmetic Products

## US

**Maruho America Inc**  
US Business Development Office (Boston)  
Business Development Activities in US

The slide features several large, textured circles in various colors: a green circle partially visible on the top left, a large blue circle below it, a smaller gold circle to the right of the blue one, a purple circle in the bottom right, and a large red circle at the bottom right. The text "Business Development" is centered in the middle of the slide.

# ***Business Development***

# Business Partnerships



FUJIFILM Toyama Chemical Co.,Ltd.



# Business Focus

## Therapeutic Area

### **Dermatology indications**

Atopic dermatitis, Psoriasis, Urticaria, Acne, Vitiligo, Warts, Hair loss, Hyperhidrosis, Nail fungus, Armpit odor, etc, also including Orphan diseases, Skin cancers

### **Beyond Dermatology indications**

Itch, pain, inflammation/allergy, etc

### **Dermatology products across the care cycle**

Derma-related medical devices, diagnostics, digital technologies

## Modality/ Form

Modality: Small molecule, antibody, peptide, gene therapy, etc

Formulation: topical, oral, injection etc, including expanding our pipeline through our topical formulation technologies

## Stage

Pre-clinical, P1, P2, P3, Approved/Marketed, development discontinued, etc

## Region

Japan, Asia and/or global rights

# Recent Business Development—Licensing Deals for Japan or Global

Jul 2023



- In-licensing
- Exclusive worldwide right to develop, manufacture and commercialize
- Aldehyde Dehydrogenase 2 (ALDH2) activator
- Preclinical

Sep 2023



- In-licensing
- Exclusive Japan right to develop, manufacture, and commercialize
- MRGPRX2 antagonist, an oral treatment with potential for multiple inflammatory conditions
- Phase 1

Oct 2023



- In-licensing
- Exclusive Japan right to develop, manufacture and commercialize
- Bispecific fusion protein comprising the FcεR1α extracellular domain of the IgE binding site, with potential for allergic diseases
- Preparation for Phase 1

Jan 2024



- In-licensing
- Exclusive Japan right to develop, manufacture, and commercialize
- Novel topical therapeutic for Atopic Dermatitis and potentially other dermatological diseases
- Preparation for Phase 3

July 2024



- In-licensing
- Exclusive Japan, US, EU and Taiwan right to research, develop, manufacture and commercialize
- Selective Inhibitor of Sepiapterin Reductase (SPR) which plays an important role in the biosynthesis of tetrahydrobiopterin related to the cause of pain
- Preclinical



# Recent Business Development—Licensing Deals for Asia

Aug 2023



- In-licensing
- Exclusive South Korea, Taiwan, Hong Kong, and SE Asia rights to develop, manufacture, and commercialize
- Topical glycopyrronium tosilate hydrate for hyperhidrosis
- Launched (JP)

Mar 2024



- In-licensing
- Exclusive rights in China and additional key Asian countries to develop and commercialize
- MRGPRX2 antagonist, an oral treatment, with potential for multiple inflammatory conditions
- Phase1

June 2024



- Out-licensing
- Exclusive rights in the 10 ASEAN countries to develop and commercialize
- Amenalief
- Oral tab for herpes zoster and recurrent herpes simplex
- Launched(JP)

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# ***Global Strategy in Asia***

# Maruho Asia Strategy: Maruho Asian Consortium

Maruho seeking rights for assets to develop in Japan and Asia

## Asia Consortium

Sublicense to  
Strategic Partners

- Lead Asia Strategy
- Lead Global Dev in Asia
- Manufacturing Base
- Marketing in Japan; marketing support in Asia

Korea  
China  
Taiwan  
Southeast Asia

## Maruho Global BD

- License/Acquire Rights for Japan + Asia
- Primarily for derma and derma-related assets



**maruho**

The logo for Maruho features three orange dots of varying sizes arranged in a triangular pattern to the left of the word "maruho". The word "maruho" is written in a bold, blue, lowercase sans-serif font.