# Q&A Highlights: H.U. Group Technology Day 2022

Date: December 9, 2022

Q-1

- You mentioned LTS in-house system development on slide 9 of R&D pipeline overview, what does it mean?

A-1

- In-house system is used for personalized medicine development and genome analysis. In anticipation of increasingly sophisticated medical care in the future, we are trying to build an in-house system that enables safe exchange (reception and reporting) of large volumes of information with medical institutions.

Q-2

- I believe that personalized medicine and genomic testing will increase in the future. How will the LTS business model change in the next 5-10 years? What kind of impact do you envision for your company, such as the possibility of opportunities to expand market share?

A-2

- Testing industry will become more polarized in the future. Advanced medicine, such as high-price/high-value-added genomic testing, and general testing will be polarized. Our resources will also be distributed among these two poles.
- We try to cover both sides of the equation, since esoteric testing is one of our strengths, we will continue to lead the field of advanced medicine.
- In the future, it will be a matter of how much useful clinical data and interpretation can be provided to medical institutions and patients, rather than simply reporting test results as in the past.

Q-3

- You have already launched RUO blood-based Alzheimer's-related reagents under your brand, but what is the timeline and potential for the expansion of Alzheimer's-related reagents into the CDMO business?

A-3

- We plan to explore global possibilities in clinical studies in collaboration with external parties.
- We will use the findings from each trial and study to expand to CDMO business

in a timely manner.

Q-4

- Over IVD's three R&D strategies, what do you focus on most?

A-4

- All of the strategies are important, but if we divide them into a timeline of short, medium, and long term, in the short term, we will first aim to enhance the Alzheimer's (Neuro) items.
- Subsequently, we aim to realize an ultra-high sensitivity detection method.
- In parallel, regarding the license agreement with PeptiDream, we will consider what kind of targets would be best to complement the antibodies.

Q-5

- With regard to Alzheimer's disease testing, where do you see the difficulties in detection of Amiloid β (Aβ)?

A-5

- We believe that the key is the development of instruments which have high-sensitivity and testing systems that ensure the stability of the same values in any environment.
- In some cases, there is a wide range of target data, such as PET data and CSF data, and it is essential to determine what is most conducive to monitoring and diagnosing Alzheimer’s Disease.
- I think the difficult point is that Alzheimer’s Disease takes a long time to onset, and there are multiple things that are not easy: diagnosis, specimen collection, and data across multiple platforms is necessary.

Q-6

- Do you think Alzheimer’s Disease can be diagnosed without Aβ, or do you think Aβ is indispensable?

A-6

- According to various reports and conference reports, there is no doubt that Ptau will be the main focus, but we would like to find how much Aβ will be involved in through various clinical trials.