



Mid-Term Strategic Plan From FY2021 to FY2025

All for KIDS, KIDS for All
KIDS WELL, ALL WELL

GENE TECHNO SCIENCE CO., LTD.
FEBRUARY 15, 2015



Key Points

1 Vision

2 Outline of Mid-Term Strategic Plan

3 All for Kids, Kids for all
KIDS WELL, ALL WELL

4 Change of Company Name

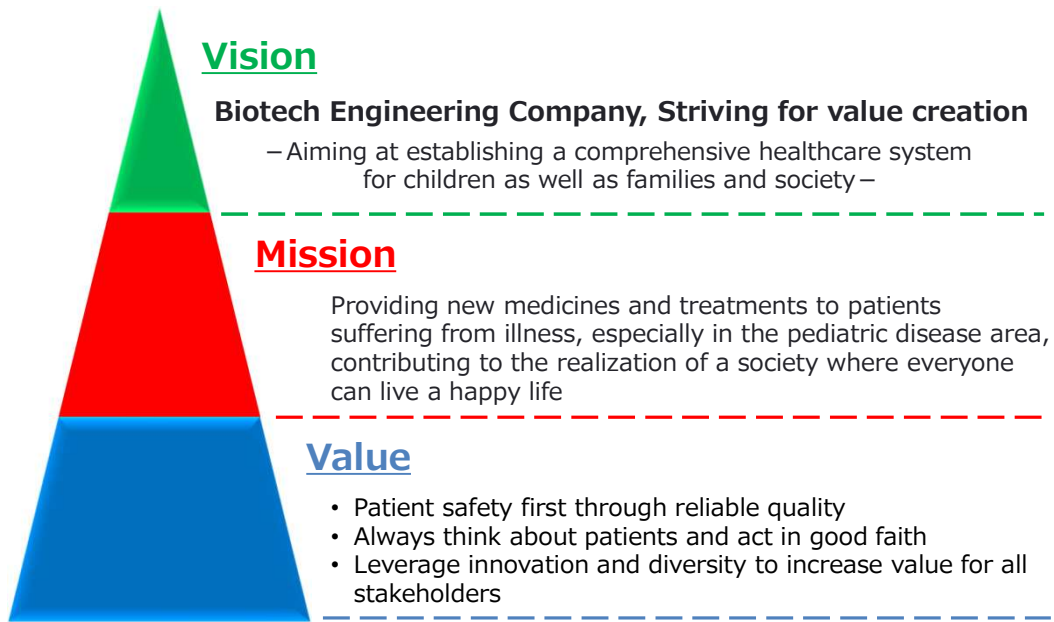
1. Vision

- **Our Vision**
- **Core Strategy**
- **Our Future**
- **Our Role in Society**
- **Our SDGs and ESG Focus**



Our Vision

All for Kids, Kids for all
KIDS WELL, ALL WELL



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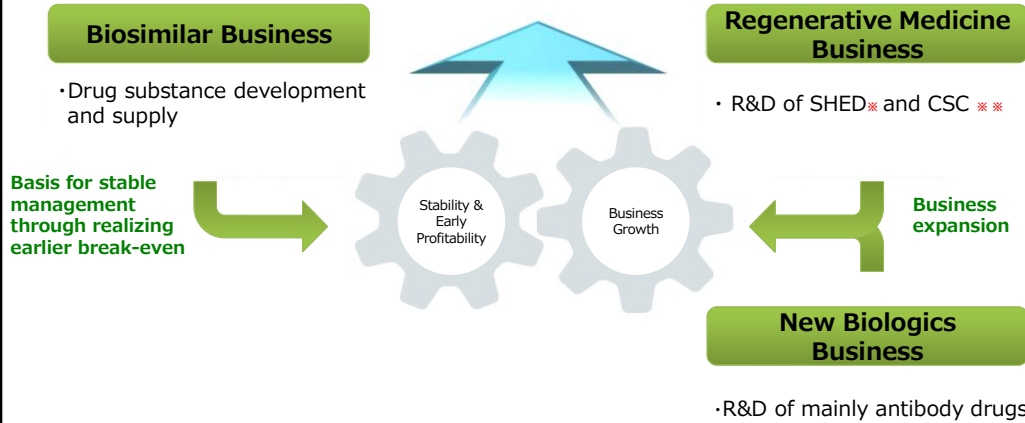
We have renewed our vision under the new company concept of “Kids Well, All Well” for proceeding with our mid-term strategic plan.



Core Strategy

Create innovative products and services in our three business domains and deliver them to patients in Japan and all over the world.

Hybrid and Virtual Management Business Model



* SHED (Stem cells from Human Exfoliated Deciduous teeth)
** CSC (Cardiac Stem Cells)

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We will continue to pursue growth in the regenerative medicine and new biologics business while making profit and stabilizing the biosimilar business.



Our Future

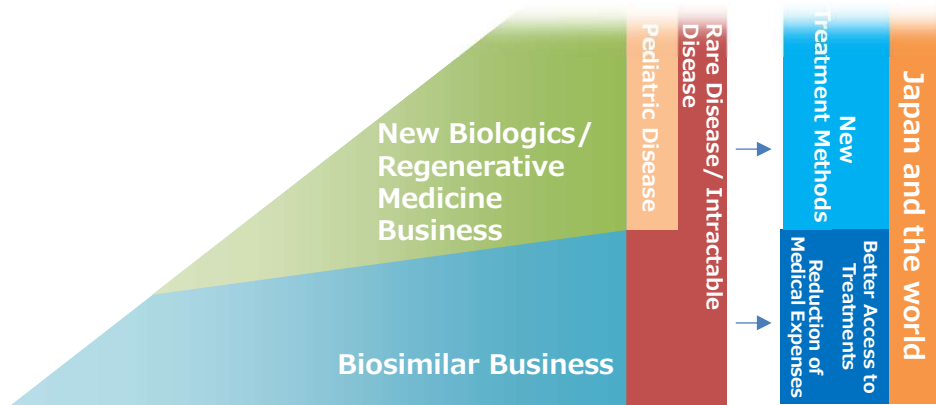
GTS after realizing of our vision

Contributing to a sustainable social security system while maintaining a healthy and strong company growth

Realizing high profitability



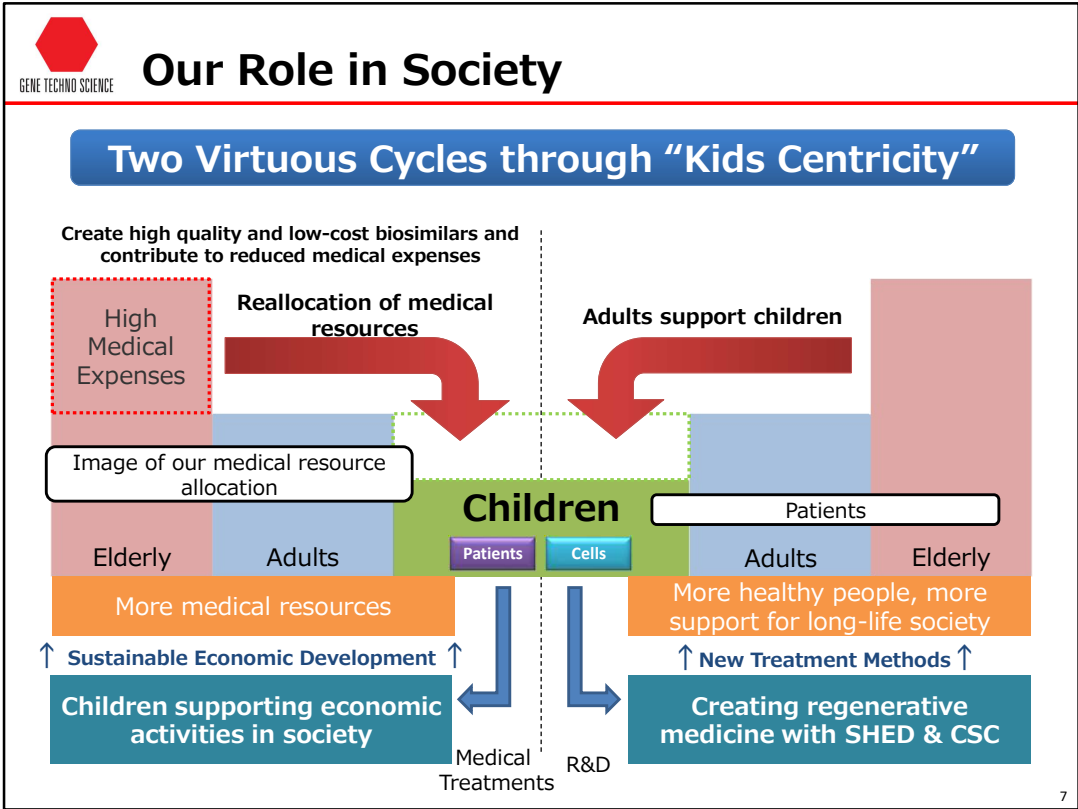
ESG Social Contribution



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While achieving expansion of our profit through regenerative medicine and new biologics and stable returns from the biosimilar business, we continue to create new treatment methods and provide medical care.

We also aim for the reduction of medical costs through the supply of reliable biosimilars. We will promote social contribution and ESG activities that will lead to the well-being of people not only in Japan but also around the world.



In this mid-term strategic plan, we focus on children. Our role in society is to contribute to two virtuous cycles as seen in the chart.

The cycle on the left-hand side, we will provide biosimilars in order to reduce medical expenses for elderly people and assist in allocating them to childcare. If more children can overcome diseases, they can play an active role in our society, and support a long-life society.

The cycle on the right-hand side is to utilize stem cells originating from children, SHED and CSC. SHED in particular is the key for the success of our regenerative medicine business. It goes through a cycle of curing the diseases of adults and the elderly, leading to a revitalized, strong society not only for children but also for adults.

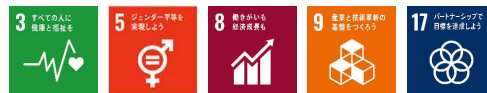


Our SDGs and ESG Focus

SUSTAINABLE DEVELOPMENT GOALS



Pursuing contributions to **S (social, society)** of ESG by providing new medical treatments



Our ESG activities are focused on “Social”, especially making new medical treatments available to more patients.

2. Outline of Mid-Term Strategic Plan

- **Executive Summary**
- **Roadmap**
- **New Drug Pipeline Aiming at Partnering**



Executive Summary

① Financial Target Fiscal year ending in March

- ◆ Operating Income: Turning profitable in FY2022
- ◆ Sales of 3 billion yen and operating income of 1 billion yen in FY2025.

② Business Growth Strategies to FY2025

Expanding potential licensing-out products and establishing business foundation for expanding and sustainable profits

Regenerative Medicine (SHED)	<ul style="list-style-type: none"> • Proceed with R&D collaboration with current partners. • Accelerate R&D and partnering for cerebral palsy, spinal cord injury, and non-union fractures. 	Continuing FY2025
Regenerative Medicine (CSC)	<ul style="list-style-type: none"> • Find a partner until the end of FY2022 and initiate collaboration for the establishment of JRM-001 business. 	FY2022
New Biologics	<ul style="list-style-type: none"> • Accelerate R&D and find a collaboration partner for Malignant lymphoma, Vasculitis and Pulmonary Hypertension. 	FY2025
Biosimilars	<ul style="list-style-type: none"> • Expand profit significantly with sales of GBS-001, GBS-007, GBS-011 and launch a fourth product to the market. 	Continuing
Others	<ul style="list-style-type: none"> • Streamline Selling, General and Administrative expenses while continuing to invest in R&D for our growth. 	Continuing

③ Business Growth Strategies beyond FY2025

Striving to realize our vision while further increasing profits

SHED	<ul style="list-style-type: none"> • Launch three products in the existing pipeline to the market. • Promote next-generation cell therapy, designer cell, with enhanced therapeutic efficacy. 	FY2030 Continuing
CSC	<ul style="list-style-type: none"> • Expand indications for other heart diseases such as dilated cardiomyopathy. 	Continuing
New Biologics	<ul style="list-style-type: none"> • Launch newly developed products. 	Early 2030s
Biosimilars	<ul style="list-style-type: none"> • Develop new biosimilar products with high-yield protein producing cell line technology and promote partnering. • Develop new biosimilar products for the profit after 2030. 	Continuing Continuing

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This is the executive summary of our mid-term strategic plan. There are three key points. The 1st is turning profitable in FY2022. The 2nd is to achieve 3-billion-yen sales and 1-billion-yen operating profit. Strategic plan ② is the growth strategy to achieve these numerical targets. Finally, the 3rd key point is relating to “beyond FY2025”.

The numerical target in FY2025 is not our goal, but rather a checkpoint. We are sowing the seeds with the aim of realizing further dramatic profit growth between 2030-2035. Strategic plan ③ summarizes our strategies for each business. Regarding SHED, a core driver in our regenerative medicine business, we commit to find our business partners by FY2025 and launch three products by 2030. We are using “naked” or “naïve” SHED now, but, aiming at 2030s, we will develop a 2nd generation SHED, which we call “Designer Cells”. This is a sort of recombinant SHED which, we believe, will become a leading player in the regenerative medicine area after 2030-2035.

Regarding CSC, we will commit to launching the first product by FY2025, after which we will expand its usage to other heart diseases. This will allow it to be used by a wider range of patients thereby further increasing profits.

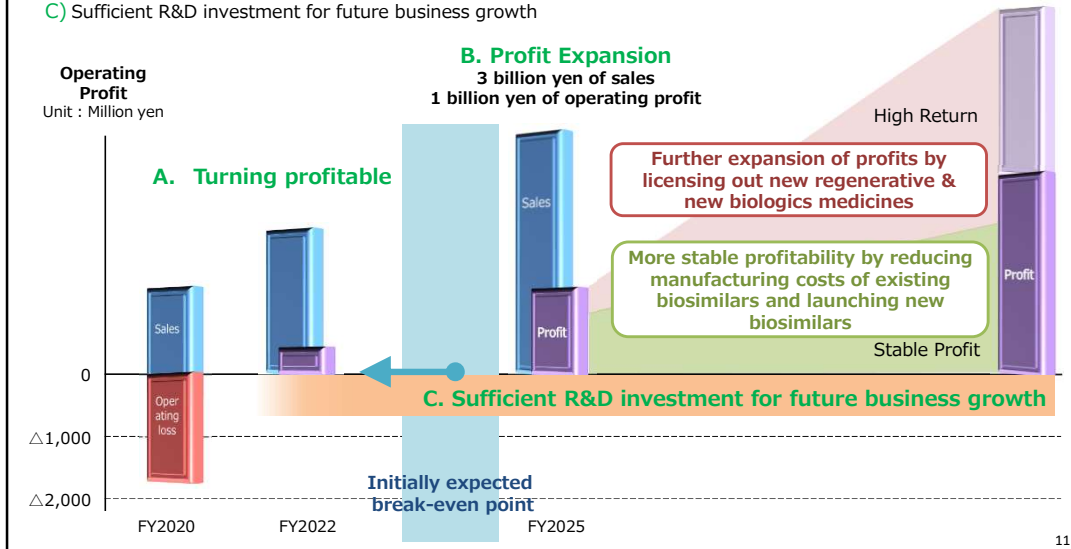
As for new biologics, we will drive collaboration with potential partners in order to launch new products in the early 2030s. Finally, regarding biosimilars which is our key sales driver, we will develop a new pipeline which will ensure high quality and cost competitiveness by utilizing our high yield protein producing cell line technology. This should become a new cash cow, aiming at “after 2030”.



Roadmap

The key to further growth is
to expand partnering for regenerative medicine and new biologics pipeline

- A) Turning profitable in FY2022
- B) 3 billion yen of sales and 1 billion yen of operating profit in FY2025 and huge profit expansion after 2025
- C) Sufficient R&D investment for future business growth



This roadmap visualizes our mid-term strategic plan. Again, there are three points. A is to turn profitable in FY2022. This is much earlier than we had previously planned. (Please see the light blue area which indicates our original plan, i.e., FY2024 or FY2025 to turn profitable). B is our commitment to achieve 3-billion-yen sales and 1-billion-yen operating profit.

This is not our goal, but just a checkpoint to confirm if the basis for further dramatic profit growth has been established. Therefore, it is more important to realize dramatic profit growth beyond FY2025. We are confident we can achieve this by implementing manufacturing cost reduction initiatives and developing a new pipeline in biosimilars and licensing out new regenerative & biologics medicines. The biosimilar business ensures our sustainable profit growth and the new biologics business will dramatically expand this profit level. This is our commitment.



New Drug Pipeline Aiming at Partnering

Cerebral palsy

Pediatric disease

Treatment method: None
Number of patients: 30,000 patients (2,000 newborn babies per year)
Therapeutic target: Maintain posture and improve limb athletic ability

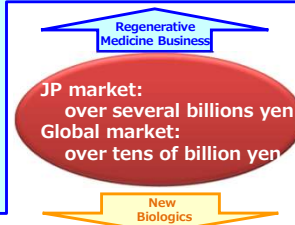
Spinal cord injury

Including pediatric disease

Treatment method: None
Number of patients: 100,000 patients (5,000 patients per year)
Therapeutic target: Recover perception, improve walking ability

Non-Union Fractures

Treatment method: Surgery
Number of patients: 100,000 patients per year
Therapeutic target: Maintain posture and improve limb athletic ability



Malignant lymphoma

Including pediatric disease

Treatment method: Chemotherapy, CAR-T therapy
Number of patients: 30,000 patients per year
Expected effect: Induction of cell death independent of the patient's immunity

Vasculitis

Including pediatric disease

Treatment method: Immunosuppressive and vasodilator drugs
Number of patients: 40,000 patients
Expected effect: Suppression of hyper inflammation on the blood vessel wall, which is ineffective with existing drugs

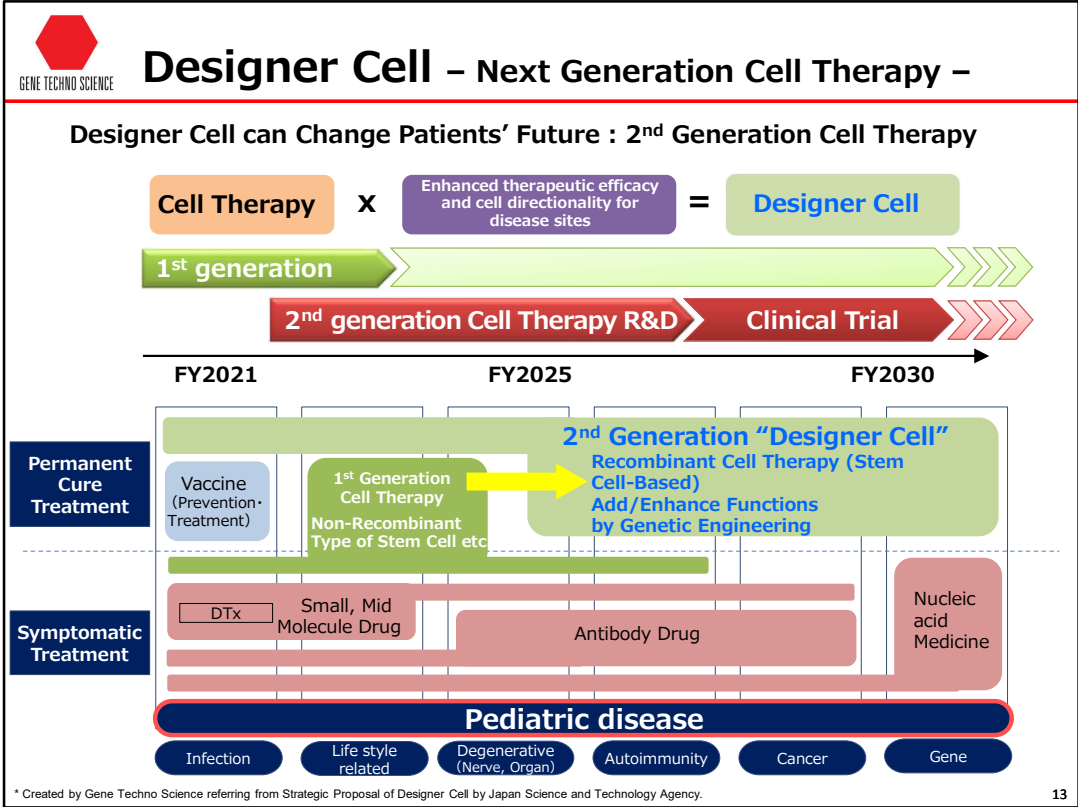
Pulmonary Hypertension

Including pediatric disease

Treatment method: Vasodilator drugs
Number of patients: 250,000 patients
Expected effect: Therapeutic effect on patients for whom existing drugs are ineffective

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How can we accomplish high return? We have been developing a pipeline for regenerative medicine since 2018 and for a new biologics business since GTS was founded. The targeted diseases above were chosen by considering feasibility and marketability. For expansion of profits, we commit to creating and launching brand-new treatment methods for these diseases with pharmaceutical partners.



We have already initiated the 2nd generation cell therapy R&D as this chart illustrates. We believe designer cells will become a leading player in cell therapy after 2030-2035 and drive our profit growth dramatically.



New biosimilar pipeline for partnering

Challenge for new biosimilars based our track record and highly efficient manufacturing technology

[New Pipeline]

Drive development of highly cost-competitive new biosimilars

《New biosimilar pipeline candidates》*

Nivolumab BS (Opdivo), Pembrolizumab BS (Keytruda), Ravulizumab BS (Ultomiris)
Brolucizumab BS (Beovu), Ustekinumab BS (Stelara) etc.

* Business collaboration should be established with potential development partners.

[High-yield protein producing cell lines technology]

Research collaboration with SOLA Biosciences and chromocenter to significantly improve cost competitiveness and profitability using a brand new high yield production cell line technology

[Track record of launching biosimilars]

- GBS-001 Filgrastim BS (Launched in FY2013)
- GBS-011 Darbepoetin alfa BS (in FY2019)
- GBS-007 Ranibizumab BS (Filed for Manufacturing & Marketing Approval in FY2020)
- The 4th biosimilar to be launched (by FY2025)

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As the biosimilar business is our key driver to achieve sustainable profit growth, we will challenge ourselves to create a new pipeline. We believe that this is realistic based on our track record, which has been proven by our launched/to-be-launched products and highly efficient manufacturing technology which are currently developed as a high yield protein producing cell line technology. We believe biosimilars will be promoted by governments all over the world to maintain their social security systems. We, therefore, commit to launch more biosimilars in the future.

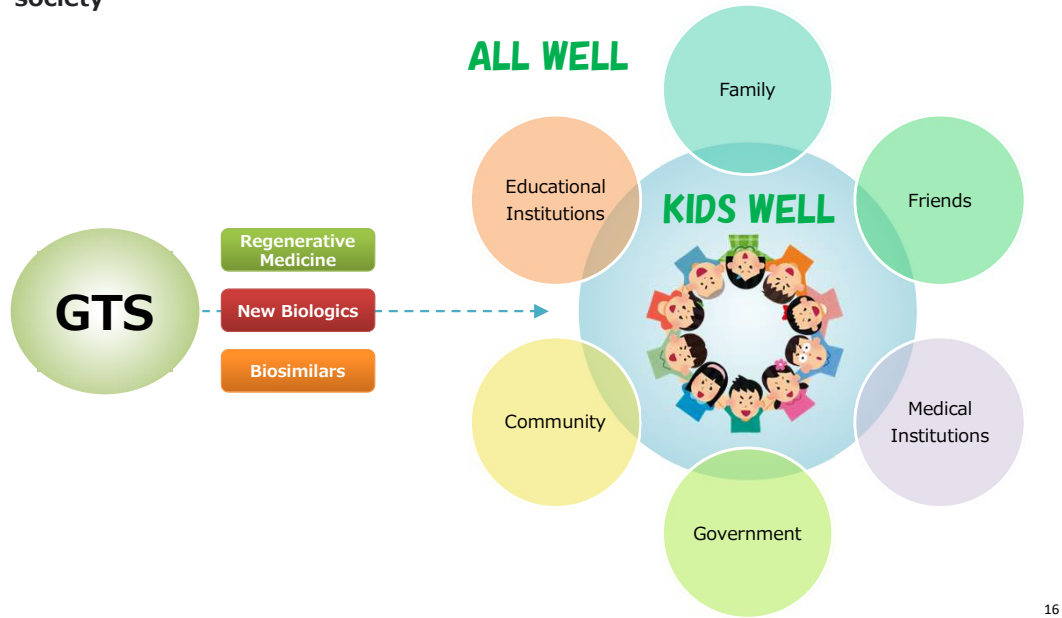


**3. All for Kids, Kids for all
KIDS WELL, ALL WELL**



All for Kids, Kids for all
KIDS WELL, ALL WELL

For a comprehensive healthcare system for children as well as families and society



Our focus is on children, but, as explained in earlier slides, we will also target diseases from which adults/elderly people are suffering. By having “KIDS WELL, ALL WELL” in our mind, we will realize a comprehensive healthcare system for children as well as families and society through our business. We really wish that everyone can live a happy life with “a big smile”.



4. Change of Company Name



Change of Company Name

Kidswell Bio Corporation

Kids + wellness

All for KIDS, KIDS for All

**Biotech Engineering Company,
Striving for Value Creation**

For a comprehensive healthcare system
for children as well as families and society

(Note) Change of company name is subject to approval at the 21st shareholders' meeting to be held in June 2021.

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Create new treatment methods to save children so that children can support and contribute to our society. With all for kids, kids for all, the new company name shows our mission and responsibility to patients and stakeholders. (The change of company name is subject to approval at the shareholders meeting planned in June.)



Cautionary Statement

This information material is provided for understanding Gene Techno Science (“GTS”), not for soliciting investment in GTS shares.

Information provided in this material may contain so-called “forward-looking statements.” These statements are based on current expectations, forecasts and assumptions that are subject to risks and uncertainties, which could cause actual outcomes and results to differ materially from these statements. Risks and uncertainties include success rate of R&D projects, new regulations and rules, relations with partners in the future, etc.

This material includes information on pharmaceutical products and regenerative medicine (or related products), etc., which are being developed or launched. However, this is not intended to promote our products or provide medical advice.



Gene Techno Science



***Biotech Engineering Company,
striving for value creation***

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Inquiries regarding our mid-term plan will be summarized and posted on our website. Gene Techno Science continues to promote our pipeline centered on research and development activities and will contribute to a better direction for society. We appreciate your continued support.