



Speech

By Leon Moore, President of International Markets, Astellas

6 June 2022

1. Thanking the VIPs and previous speakers

Good morning/afternoon to all our guests, and

His Excellency Iwai Fumio, Ambassador Extraordinary and Plenipotentiary of Japan to the Kingdom of Saudi Arabia

Thank you for joining us today for the inauguration of the Astellas Scientific and Technical Office in Riyadh.

2. Raison d'être of the Saudi office

In his video message earlier, our President and CEO, Dr. Kenji Yasukawa highlighted that Astellas is focused on addressing unmet medical needs to improve the health of people around the world. Now and into the future, we are working to continue to evolve and innovate targeted therapies for hard-to-treat cancers and medical specialties with the fewest medical options. Today, we are also focusing our efforts towards developing our pipeline in Cell and Gene Therapy and Regenerative Medicine.

This is very much aligned with why we are deepening our presence in the Kingdom of Saudi Arabia and opening our office in Riyadh today. The Astellas Scientific and Technical Office in Riyadh is part of our long-term commitment to the Kingdom and it fulfills many mutual objectives.

Key priority market and accelerating launches

Firstly, we have identified The Kingdom of Saudi Arabia as a priority market for Astellas. This means we will be accelerating future launches and new indications for medications in the Kingdom to enable us to better serve patients. Leveraging our leadership position in oncology treatments, we are partnering closely with local authorities to ensure more innovative, life-saving treatments in disease areas such as Acute Myeloid Leukemia, Urothelial Cancer and Gastric Cancer amongst others are made available to patients.

Technology and knowledge transfer

Next, we will continue to build on our commitment in technology and knowledge transfer. We already have a well established manufacturing investment via our joint venture with SAJA as well as through our distribution partnership with Salehiya, TAMER and Jazeera Pharmaceuticals. Importantly, the office will support our scientific and technical activities with the Gulf Cooperation Council (GCC), enabling us to better serve patients and support the local healthcare system.

Investment in hiring locals

Additionally, our new office in Riyadh supports Astellas in creating new job opportunities for Saudi nationals and bringing new skills to the country. I am happy to share that at this initial stage, Saudi nationals already make up more than 60 percent of our workforce.

Partnership with local community

Our aspirations in Saudi Arabia can be realised only by involving and partnering with the local community. This includes working with local partners and healthcare providers to deliver innovative healthcare solutions and enabling the maximum number of people to have access to our innovative medicines.

We have plans to scale up education and training that covers a range of topics, from disease awareness to education on our medicines. This is very aligned with the Saudi government's health and wellness initiatives such as the 'Health Sector Transformation Programme' and the 'Preventative Care Initiative' which aims to restructure the healthcare sector in the Kingdom to be a comprehensive, effective and integrated health system.

3. Supporting Vision 2030

All that I have mentioned provides support for the bigger Vision 2030 goal. We welcome the Saudi Government's focus and investment in innovation, high-tech manufacturing of bio pharmaceuticals, and building an open environment which encourages collaboration across private sector companies, public agencies and the government to further advance Saudi Arabia's healthcare goals.

4. Closing

At Astellas, patients are at the centre of everything we do and we are focused on improving the health of people through the provision of innovative and reliable pharmaceutical products.

We are committed to being a strategic partner to government of The Kingdom of Saudi Arabia, while contributing to the growth of its economy, healthcare system, and medical service offering.

It is an honour for Astellas to be part of this vibrant ecosystem where domestic and international pharmaceutical players are working together to grow the sector's local capabilities and workforce. We look forward to even more opportunities to collaborate in the future.

On that note, I want to personally thank you all for being here to share in this milestone with us.

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