

<u>Business name</u>	<u>In cooperation with</u>	<u>Products marketed</u>	<u>Future trends</u>
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3) Basically, development and marketing of antiviral drugs will be pursued.

Business name

Current state

DNA as in-vitro diagnostic drug

Cosmo Bio

- 1) Handles probes of several companies as reagents for research and honors complete products of the industry.
- 2) Sales were 48,000,000 yen in 1989 and occupied 60% of the total market.
- 3) A programmable incubator that is employed with the PCR method has been recently used with good results by Fontbition-Bluegene (NONRIA detection system).

- 1) The conventional items of infectious disease can all be replaced with DNA probe diagnostics.
- 2) Marketing as an in-vitro diagnostic drug has already been considered. However, However, good products that are currently being handled will probably appear.
- 3) It appears that the patent on PCR of Cetus is the same patent that was completed earlier in Japan and therefore, it is not complete in its original form.

Wako Junyaku

- 1) Handles DNA probes of BRESA company as reagents for research.
- 2) The market is small with 1988 sales being 6,000,000.

- 1) Related associations, etc., are paying close attention to the Chugai Seiyaku and Toray probes and their operation. However, it does not appear that they can be used in test laboratories on their current level.
- 2) Pretreatment complexity, reproducibility, increasing speed, etc., are also problems. It appears that even though they actually work, these products still cannot be used when the fact that DNA sampling is difficult, back-ground data is necessary for bacteriology, etc., are taken into consideration.
- 3) However, emphasis is also being placed on how these products work on the clinical side when insurance scores have been assigned.