



Alfresa Group Corporate Profile 2023–2024

Message from the President

We create and deliver
a fresh life for all.



One important principle of the Alfresa Group is expressed in Our Philosophy, which is to create and deliver a fresh life for all.

We expect that the business environment around the Alfresa Group will change in significant ways in the future because of factors such as the super-aged society, a shrinking workforce, the rising cost of social security, technological innovation and digitization, and the evolution of the Community-Based Integrated Care System across Japan.

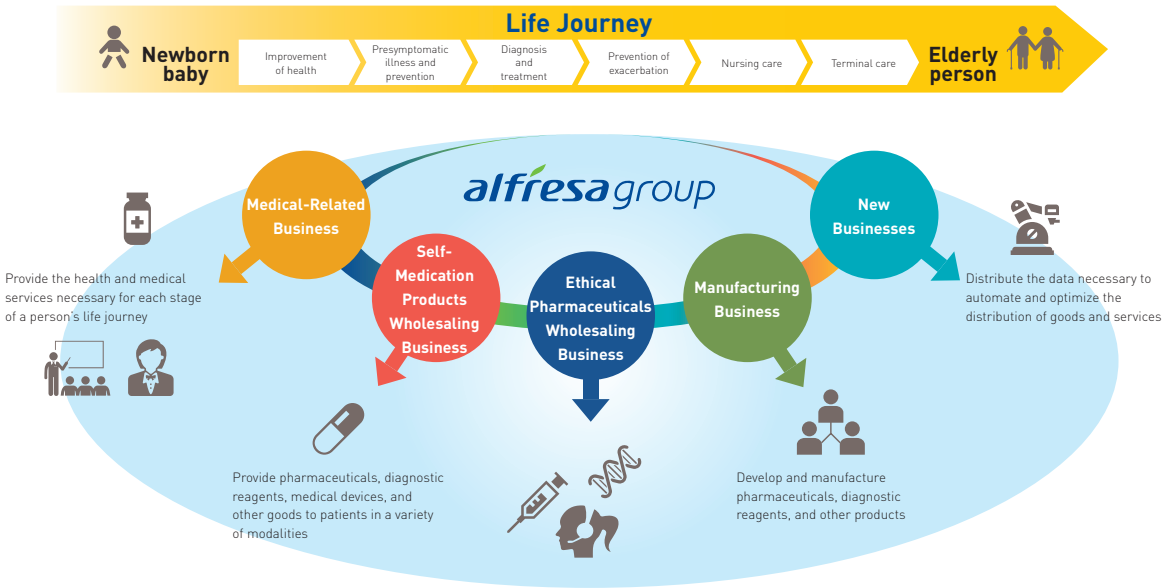
Anticipating these changes in the business environment, we formulated the 22–24 Mid-term Management Plan: Leap into the Future “An Evolving Healthcare Consortium” in May 2022 and are working hard to reach the targets within. In addition, we released the Alfresa Group’s Medium- to Long-Term Vision in May 2023, which centers on business and financial and capital strategies aimed at guiding the Group’s efforts over the medium to long term, ultimately aimed at further increasing corporate value. Guided by this vision, we will strengthen our foundational businesses in the health and medical fields, cultivate growth businesses, and develop new businesses. We will remain ever-focused on becoming a Healthcare Consortium that provides products and services in every health-related field.

We strive to realize a sustainable society as a corporate group that has taken on a role in the social infrastructure of delivering medicines in a safe, secure, and sincere manner.

Ryuji Arakawa
Representative Director & President
Alfresa Holdings Corporation

The Alfresa Group’s Aspiration
(Long-Term Goals)

The Alfresa Group aims to provide information, products, and services in every health-related field, beginning with medicine, for each stage in a person’s life journey, starting with presymptomatic illness and prevention, by maximizing the use of its manufacturing functions, wholesale and distribution functions, family pharmacy functions, and information provision functions. In addition to Group companies, we collaborate with other companies involved in healthcare to address diverse needs in the health and medical fields.



Providing products and services in every health-related field
Becoming a Healthcare Consortium

The Alfresa Group’s Principles

Our Philosophy

We create and deliver a fresh life for all.

Our Vision

We aim to become a Healthcare Consortium that provides products and services in every health-related field.

Our Promises

- Reliability
- Safety
- Sincerity

- We always provide reliable products and services and strive to enhance customer satisfaction.
- We respect individual characteristics and personalities and strive to maintain and improve a pleasant working environment.
- We raise corporate value as a corporate group operating in the health-related industry.
- We conduct proper trade under fair and free competition.
- We strive to proactively engage with society by providing appropriate information in a timely manner.
- We contribute to local communities through our business operations.
- We strive to protect the global environment.

The Alfresa Group’s Basic Sustainability Policy

We create and deliver a fresh life for all.

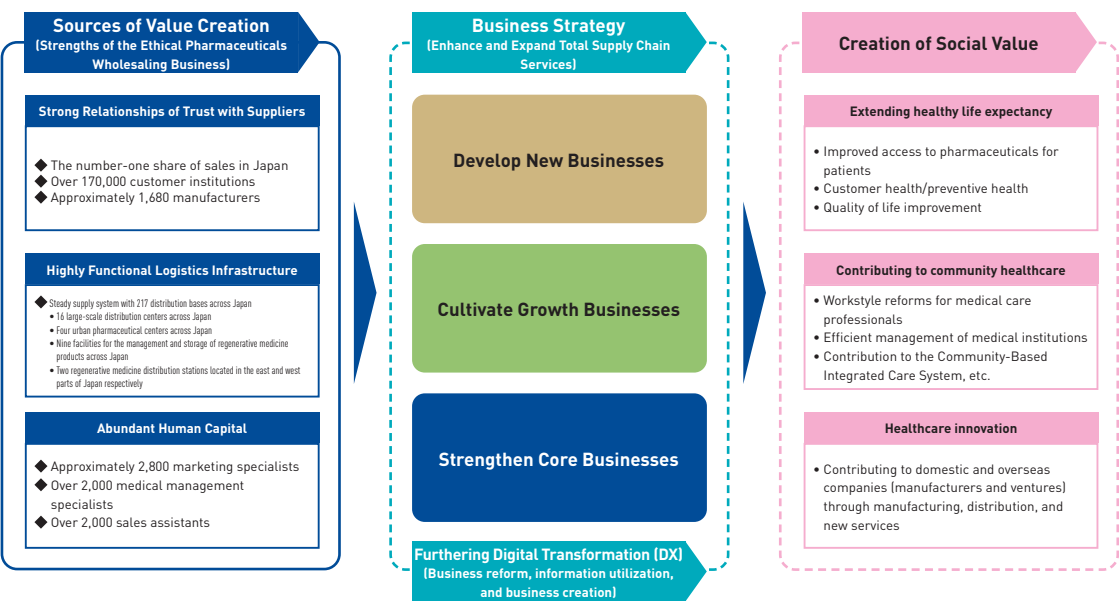
We believe it is important to realize a sustainable society
in order to create and deliver a fresh life for all.

We aim to contribute to the development of a society in which everyone can live in good health, while at the same time increasing our corporate value in a sustainable manner, by conducting business activities based on the Alfresa Group’s principles and by addressing social and environmental issues.

Business Strategy under the Alfresa Group's Medium- to Long-Term Vision

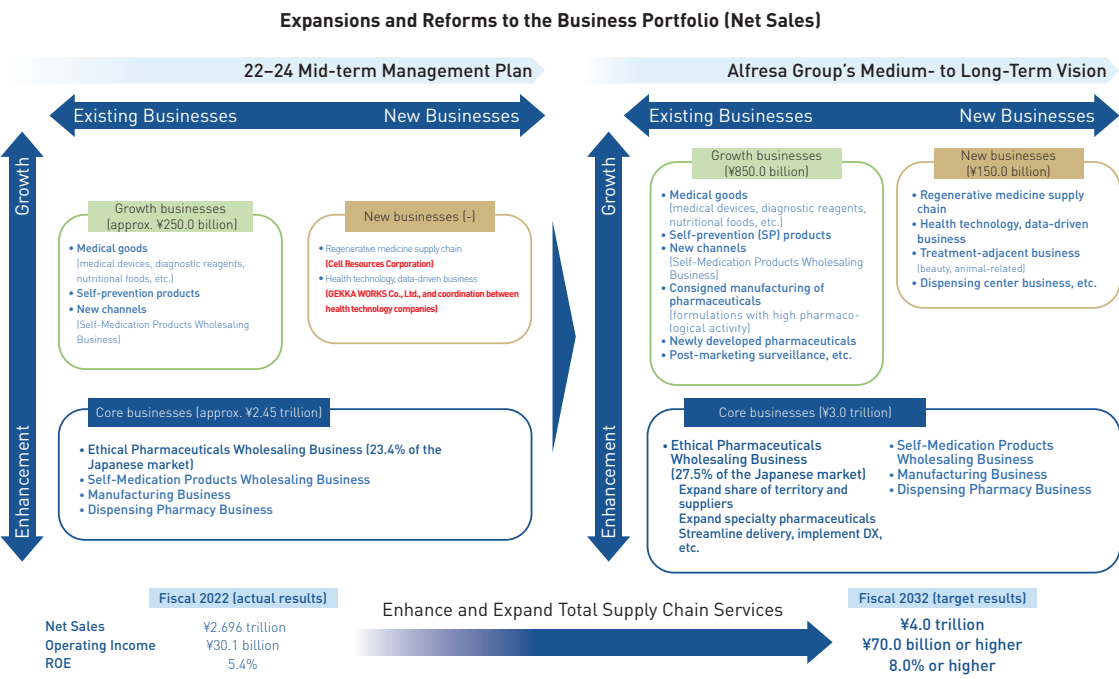
The Ethical Pharmaceuticals Wholesaling Business as a Source of Value Creation

The Ethical Pharmaceuticals Wholesaling Business possesses strengths in the form of strong relationships of trust with suppliers, a highly functional logistics infrastructure, and abundant human capital, which we will utilize to strengthen core businesses, cultivate growth businesses, and develop new businesses. By developing digitization, digitalization, and digital transformation, we will strengthen and expand total supply chain services.



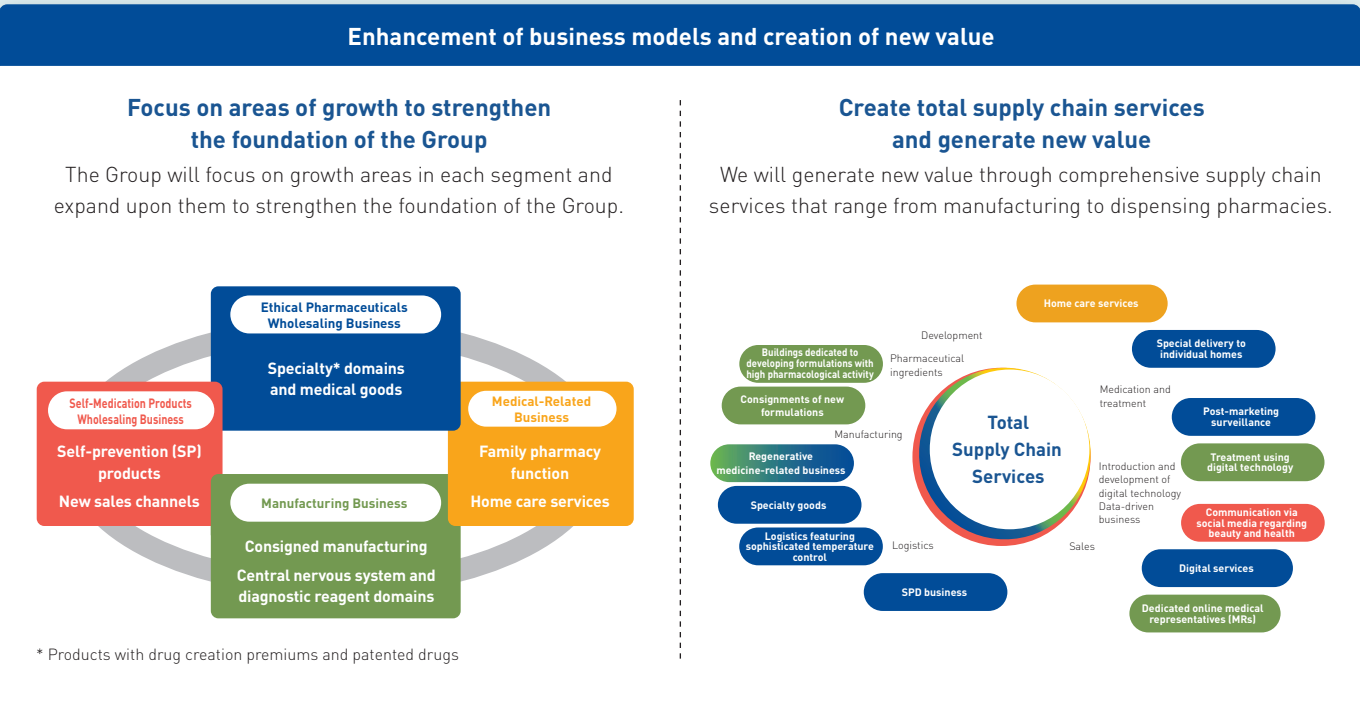
Expansions and Reforms to the Business Portfolio

In an effort to create value, we will expand and reform our business portfolio by enhancing and expanding our total supply chain services.



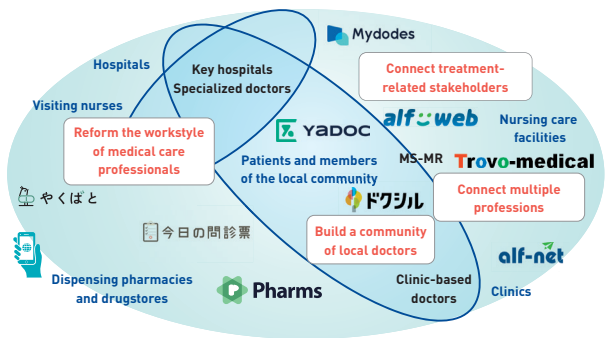
22–24 Mid-term Management Plan

Leap into the Future “An Evolving Healthcare Consortium”



Take advantage of digital tools to bring connectivity to the next stage

We intend to resolve customer issues through digital health, health technology, and a variety of other digital tools.

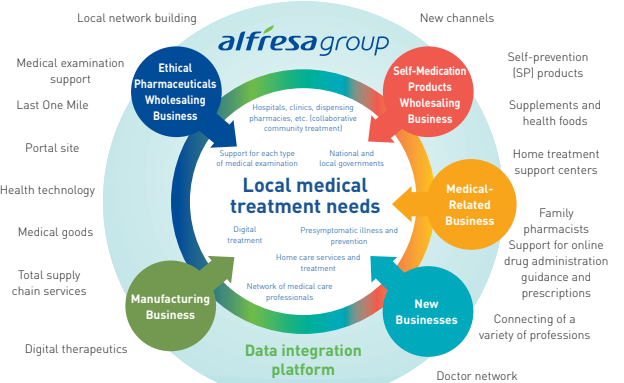


Note: Yakubato refers to services provided by Yakubato Co., Ltd.

Contribution to local health and treatments through united Group efforts

Contribute as a unified group toward realizing the Community Health Care Vision

The Group will work in unity to help realize the Community Health Care Vision and address local medical treatment needs.



Our Business

The Alfresa Group’s main businesses are the Ethical Pharmaceuticals Wholesaling Business, the Self-Medication Products Wholesaling Business, the Manufacturing Business, and the Medical-Related Business. We are striving for the realization of a Healthcare Consortium to contribute to people’s health.

Ethical Pharmaceuticals Wholesaling Business

Focusing on ethical pharmaceuticals, we deliver a wide range of products, including diagnostic reagents, medical devices and materials, and nutritional foods, from our distribution centers, which are located across Japan and are capable of accurately handling a high throughput, to hospitals, clinics, and dispensing pharmacies. In addition, our sales force, with extensive knowledge, provides support to our customers. We are contributing to the health of community members by meeting their various healthcare needs.

Net Sales Composition by Product Field

● Ethical pharmaceuticals	87.5%
● Diagnostic reagents	5.0%
● Medical devices/equipment	5.8%
● Long-listed drugs	1.7%
● Others	0.0%

Net Sales Composition by Medical Product Category

● Products with drug creation premiums	35.2%
● Patented drugs, etc.	38.1%
● Long-listed drugs	14.2%
● Generic drugs	12.5%

Information provided by marketing specialists (MSs)*

* Sales personnel within the Ethical Pharmaceuticals Wholesaling Business

Product delivery (medical products, etc.)

Self-Medication Products Wholesaling Business

The Self-Medication Products Wholesaling Business focuses on over-the-counter drugs and delivers these, as well as health foods, supplements, and other products, to drugstores and pharmacies. We meet customer needs as a Total Healthcare Merchandising Wholesaler (THMW), offering a full product lineup, a reliable product supply system, and high-value-added marketing activities that help customers with questions such as how to create optimal storefronts.

Net Sales Composition by Product Field

● OTC pharmaceuticals	55.1%
● Supplements and health foods, etc.	22.0%
● Others	22.9%

Net Sales Composition by Sales Channel

● Drugstores	81.3%
● Pharmacies	1.2%
● General merchandise stores	5.2%
● Others	12.3%

A selection of our product lineup

Store shelving proposal for optimal storefronts

Manufacturing Business

From a comprehensive perspective encompassing prevention, diagnosis, and treatment, we manufacture and market high-quality active pharmaceutical ingredients (APIs), pharmaceuticals, diagnostic reagents, and medical devices that meet GMP*1 and QMS*2 requirements. We research, develop, manufacture, and market unique and distinctive products, and undertake contract manufacturing of pharmaceuticals.

*1 GMP (good manufacturing practice): standards for manufacturing control and quality control of pharmaceuticals and quasi-drugs
*2 QMS (quality management system): standards for manufacturing control and quality control of medical devices and external diagnostic reagents

Net Sales Composition by Product Field

● Ethical pharmaceuticals	42.1%
● Diagnostic reagents	6.3%
● Medical devices, etc.	13.0%
● APIs	13.4%
● Consigned manufacturing	20.2%
● Others	5.0%

Marketing activities by MRs

R&D at the Ibaraki Research Center

Medical-Related Business

In an active effort to expand its business areas, the Alfresa Group is working to meet a variety of medical needs through its dispensing pharmacy business and other medical-related businesses. Our dispensing pharmacy business pursues further added value as a community-based pharmacy.

Community event: "Children's pharmacy"

Courteous and kind treatment of patients

Demonstrating Group Synergies through Collaboration between Business Segments

Overseas Business

In addition to the development of the Company, we are expanding business through alliances with overseas companies, primarily in Asia. In China, the Group established the joint venture REMEJE PHARMACEUTICALS (CHINA) CO., LTD., in 2005 as a representative office for pharmaceuticals and healthcare-related products. In Vietnam, the Group established the joint venture Alfresa Codupha Healthcare Vietnam Co., Ltd. (Alcophya) to conduct import and sales, mainly of medical devices and materials and diagnostic reagents.

We aim to expand our business in the Asian market by enhancing our lineup of health-care-related products to serve as a bridge between Japanese companies and overseas local markets.

Alcophya headquarters

Business Development

Businesses within the Alfresa Group collaborate to support the Community-Based Integrated Care System with digital technology and expand the data-driven business. We want to promote various initiatives, including those that will help connect local medical professionals, contribute to multiple professions, and resolve issues facing medical and nursing care workers. At the same time, we also want to support the promotion of the Community-Based Integrated Care System and expand the data-driven business.

To this end, in 2022, we established a new company, GEKKA WORKS Co., Ltd., to promote regional medical cooperation. By promoting collaboration with Group companies, supporting medical care professionals, and contributing to community medicine, we aim to create an environment where everyone can receive optimal medical treatment.

Also, in 2022, Alfresa Corporation established Cell Resources Corporation to help ensure a reliable supply of regenerative medicine and other products. This company aims to conduct business ranging from cell extraction and processing to the manufacture of regenerative medicine. It will provide a stable supply of master cells for regenerative medicine products, thereby helping ensure the reliable supply of regenerative medicine products and supporting pharmaceutical companies engaged in drug discovery.

The Alfresa Group's Features

The Alfresa Group is engaged in a range of businesses, from the manufacture of APIs and the manufacture and wholesale of pharmaceuticals and other products to the operation of dispensing pharmacies. With the unified development of these businesses, the Group strives to meet the full range of medical needs.

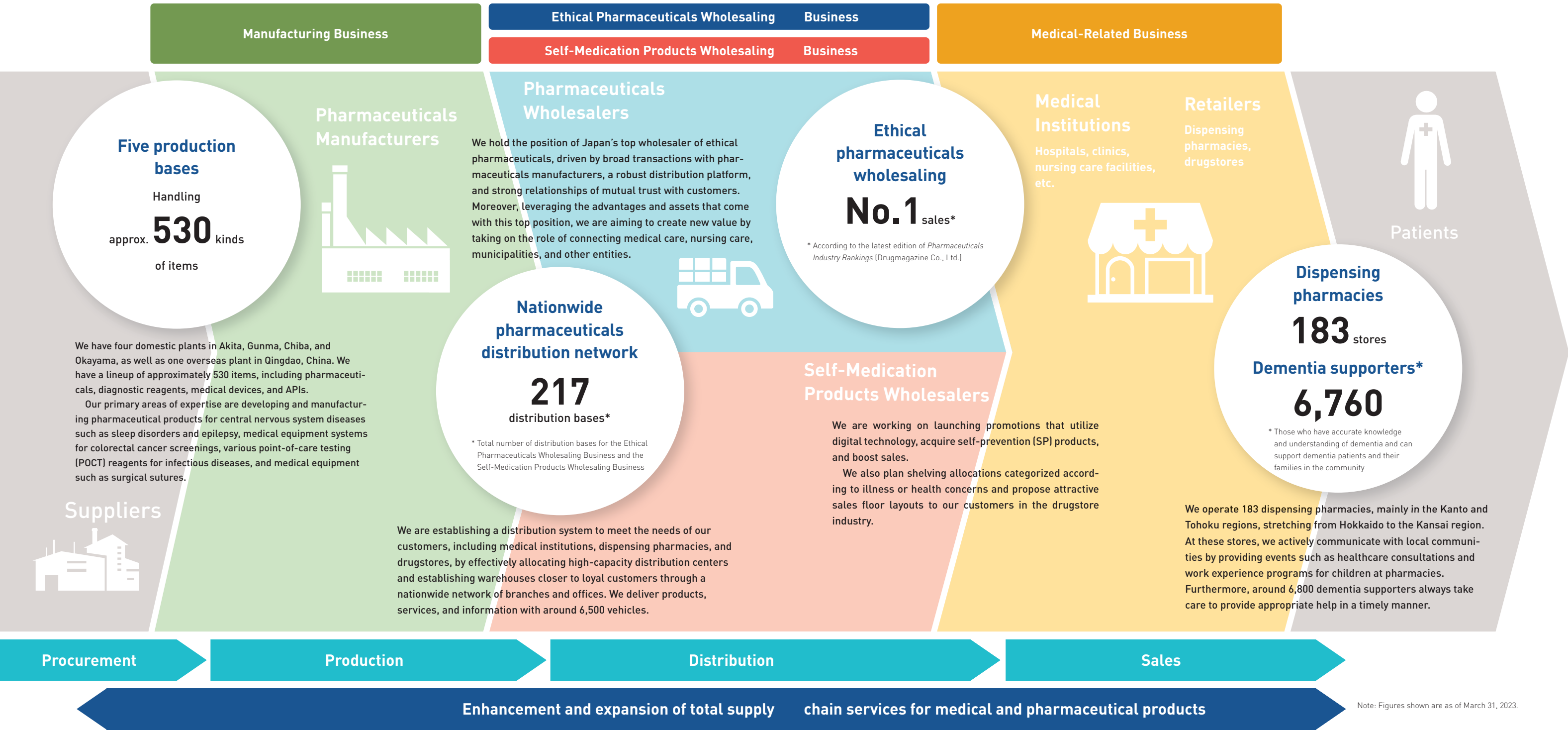
Talent with a sense of mission

Number of “our people”*1 **14,117***2

MSS (marketing specialists)	SAs (sales assistants)	Pharmacists
2,970	2,097	1,294

Over 14,000 of our people are working as one, with a strong sense of mission, to promote the business as a part of a social infrastructure that must not be interrupted at any time.

*1 The Alfresa Group refers to its employees as “our people”
*2 Including 2,345 part-time and temporary employees (annual average)



Note: Figures shown are as of March 31, 2023.

Alfresa Group Companies

Ethical Pharmaceuticals Wholesaling Business

Alfresa Corporation

Representative: Yusuke Fukujin, President
Head office: 7, Kanda-Mitoshicho, Chiyoda-ku, Tokyo
Business domain: Ethical Pharmaceuticals Wholesaling Business

TS Alfresa Corporation

Representative: Takuji Takahashi, President
Head office: 1-2-19, Shoko Center, Nishi-ku, Hiroshima, Hiroshima Prefecture
Business domain: Ethical Pharmaceuticals Wholesaling Business

RYUYAKU CO., LTD.

Representative: Katsuya Higa, President
Head office: 5-6-5, Makiminato, Urasoe, Okinawa Prefecture
Business domain: Ethical Pharmaceuticals Wholesaling Business

Alfresa Medical Service Corporation

Representative: Tamotsu Shioda, President
Head office: 2-3-14, Kudan-Minami, Chiyoda-ku, Tokyo
Business domain: SPD business (contract distribution service in hospitals) and wholesaling of medical materials

A-L Plus Co., LTD.

Representative: Masahiko Hagino, President
Head office: 1-12-1 Uchikanda, Chiyoda-ku, Tokyo
Business domain: Pharmaceutical distribution and logistics (warehousing, transportation, delivery), and moving, office relocation, and storage

Shikoku Alfresa Corporation

Representative: Masahiko Ogura, President
Head office: 1255-10, Fuke Kou, Kokubunjicho, Takamatsu, Kagawa Prefecture
Business domain: Ethical Pharmaceuticals Wholesaling Business

Meisho Co., Ltd.

Representative: Hiromitsu Kawajiri, President
Head office: Ha 1, Muryoji-machi, Kanazawa, Ishikawa Prefecture
Business domain: Ethical Pharmaceuticals Wholesaling Business

Tohoku Alfresa Corporation

Representative: Shinya Uchida, President
Head offices: Sendai Headquarters, 4-8-5, Oroshimachi, Wakabayashi-ku, Sendai, Miyagi Prefecture
Koriyama Headquarters, 1-46-1, Kikutamachi Oroshi, Koriyama, Fukushima Prefecture
Business domain: Ethical Pharmaceuticals Wholesaling Business

Alfresa Shinohara Chemicals Corporation

Representative: Yuichi Shinohara, President
Head office: 9-41, Minamigoza, Kochi, Kochi Prefecture
Business domain: Wholesaling business of diagnostic reagents, research reagents, nursing care equipment, and analytical equipment for laboratories, etc.

Self-Medication Products Wholesaling Business

Alfresa Healthcare Corporation

Representative: Makoto Nishida, President
Head office: 3-11-5, Nihonbashi-Honcho, Chuo-ku, Tokyo
Business domain: Self-Medication Products Wholesaling Business

Manufacturing Business

Alfresa Pharma Corporation

Representative: Koichi Shimada, President and CEO
Head office: 2-2-9, Koku-machi, Chuo-ku, Osaka, Osaka Prefecture
Business domain: Manufacturing, import/export, and marketing of pharmaceuticals, diagnostic reagents, medical devices, and materials for pharmaceuticals, etc.

Alfresa Fine Chemical Corporation

Representative: Masahiko Kuretani, President and CEO
Head office: 1-10-1, Mukaihama, Akita, Akita Prefecture
Business domain: Manufacturing of active pharmaceutical ingredients

Medical-Related Business

APOCREAT Corporation

Representative: Shizuhisa Kanemoto, President
Head office: 4-5-2, Higashi-Ikebukuro, Toshima-ku, Tokyo
Business domain: Dispensing pharmacy business

Information System Business for the Alfresa Group

Alfresa System Corporation

Representative: Naruhiko Sano, President
Head office: 1-1, Kandanshikicho, Chiyoda-ku, Tokyo
Business domain: Operation, maintenance, and development of information systems for the Alfresa Group

<https://www.alfresa.com/eng/about/group/>



Corporate Overview

As of June 27, 2023			
Corporate Name:	Alfresa Holdings Corporation	Address:	1-1-3, Otemachi, Chiyoda-ku, Tokyo 100-0004, Japan
Established:	September 29, 2003	Business:	Managing subsidiaries that deal with wholesaling, manufacturing, marketing, and the import/export of pharmaceuticals, diagnostic reagents, medical devices/equipment, etc., and operating dispensing pharmacies and conducting related business
Paid-in Capital (Consolidated):	¥18,454 million		
Net Sales (Consolidated):	¥2,696,069 million (Fiscal year ended March 31, 2023)		
Directors and Audit & Supervisory Board Members:	Ryuji Arakawa Seiichi Kishida Yusuke Fukujin Shigeki Ohashi Toshiki Tanaka Hisashi Katsuki Koichi Shimada Takashi Hara Manabu Kinoshita Toshie Takeuchi Kimiko Kunimasa	Representative Director & President Representative Director & Deputy President Representative Director & Deputy President Director, Vice President & Executive Officer Director, Vice President & Executive Officer Director Director Director (Outside) Director (Outside) Director (Outside) Director (Outside)	Masakazu Ozaki Yuji Ueda Yoshitaka Kato Takashi Ito Hiroshi Kizaki Audit & Supervisory Board Member (Standing) Audit & Supervisory Board Member (Standing) Audit & Supervisory Board Member (Outside) Audit & Supervisory Board Member (Outside) Audit & Supervisory Board Member (Outside)

Alfresa Group Integrated Report

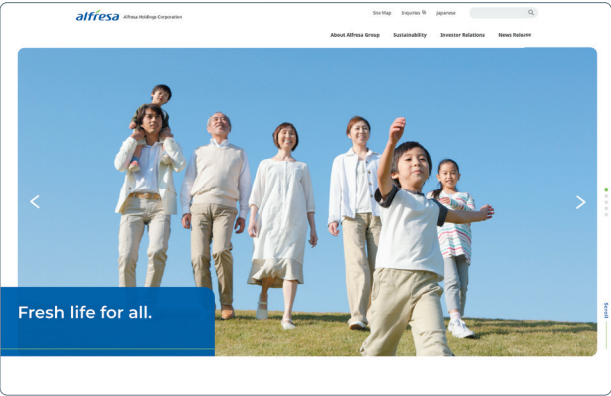
https://www.alfresa.com/eng/ir/library/annual_report/



Corporate Website

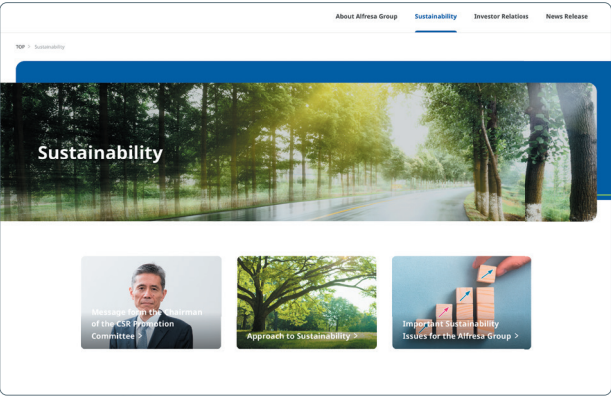
Home Page

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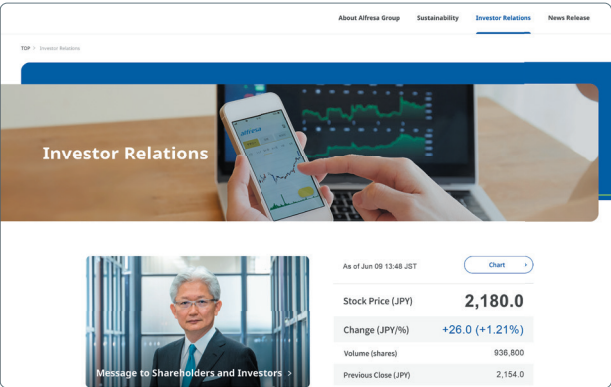
Sustainability

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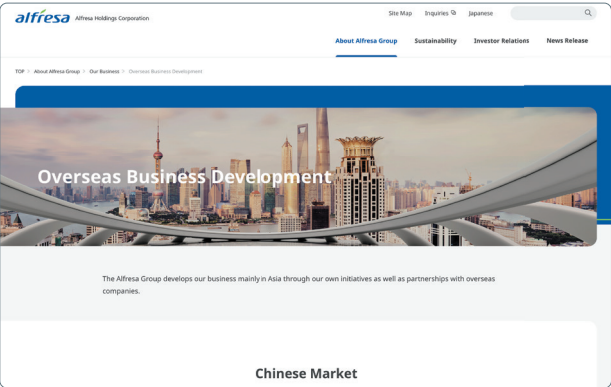
Investor Relations

<https://www.alfresa.com/eng/ir/>



Overseas Business Development

<https://www.alfresa.com/eng/about/business/overseas/>





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