



Fresh life for all.  
*alfresa*group



Alfresa Group  
Corporate Profile 2024–2025

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

The business environment around the Alfresa Group is seeing drastic changes due to factors such as the super-aged society, a shrinking workforce, the rising cost of social security, technological innovation and digitalization, and the evolution of the Community-Based Integrated Care System across Japan.

Against this backdrop, we announced the Alfresa Group's Medium- to Long-Term Vision in May 2023. The vision centers on our business strategy and financial and capital strategies and outlines the direction of the measures we are undertaking to increase corporate value through fiscal 2032. In addition, we are now in the final fiscal year of our efforts to reach the targets of 22–24 Mid-term Management Plan: Leap into the Future “An Evolving Healthcare Consortium.”

By strengthening our core businesses in the health and medical fields, cultivating growth businesses, and developing new businesses, we will reinforce and expand our total supply chain services while striving to create social value and enhance corporate value by extending healthy life expectancy, contributing to community healthcare, and promoting innovations in healthcare.

Ryuji Arakawa  
Representative Director & President  
Alfresa Holdings Corporation

### 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 Aspiration (Long-Term Goals)

### The Alfresa Group's Principles

Our Philosophy

Our Vision

Our Promises

### The Alfresa Group's Basic Sustainability Policy

#### Environment

Environmental Policy

#### Social

Human Rights Policy

Diversity Policy

#### Governance

Procurement Policy

Compliance Guidelines

Corporate Governance Guidelines

#### Important Sustainability Issues

- 1 Improvement of quality of products and services
- 2 Value creation and innovation
- 3 Environmental protection
- 4 Contribution to local communities
- 5 Active participation of human resources
- 6 Compliance
- 7 Risk management
- 8 Corporate governance

### The Alfresa Group's Aspiration (Long-Term Goals)

Become a Healthcare Consortium that provides products and services in every health-related field

### Medium- to Long-Term Vision

Improve corporate value over the medium to long term by becoming a Healthcare Consortium and improving capital efficiency through balance sheet controls

### 22–24 Mid-term Management Plan

## Leap into the Future “An Evolving Healthcare Consortium”

1. Enhancement of business models and creation of new value
2. Contribution to local health and treatments through united Group efforts
3. Contribution toward a sustainable society through initiatives to protect the environment
4. Promotion of a human resource strategy focused on diversity
5. Cultivation of a corporate culture with compliance as its highest priority



Please see here for more information on our Sustainability Policy.



Please see here for more information on the Alfresa Group's Aspiration (Long-Term Goals).



Please see here for more information on our Medium- to Long-Term Vision.



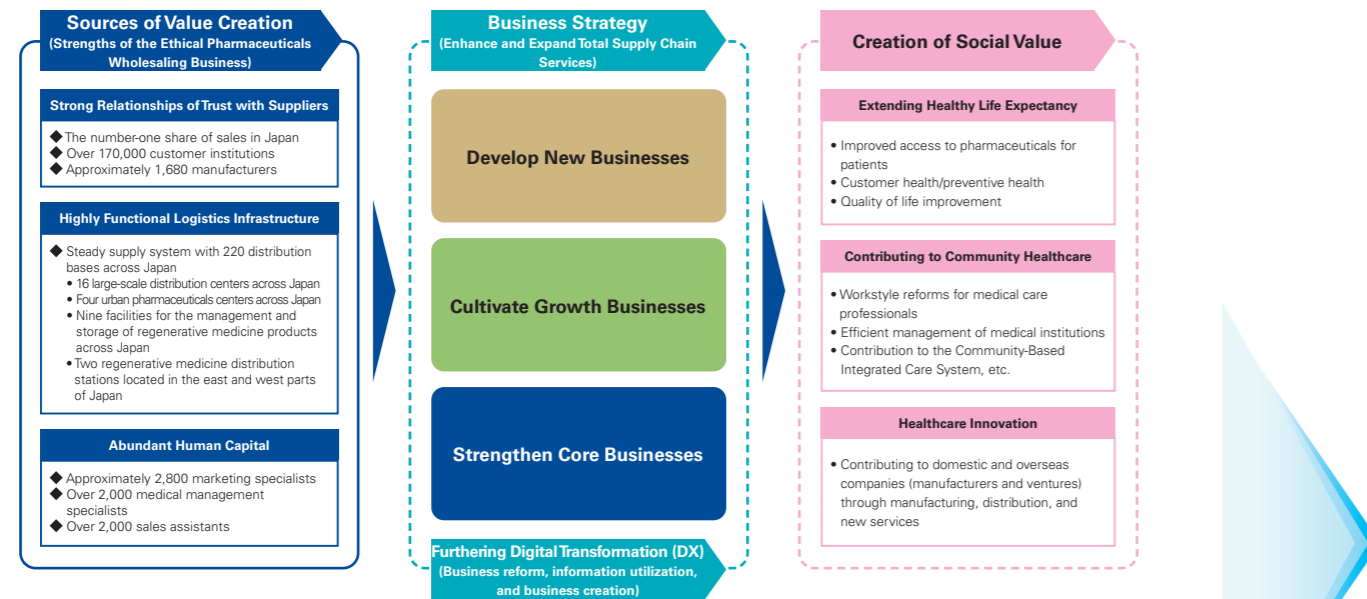
Please see here for more information on our 22–24 Mid-term Management Plan.



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

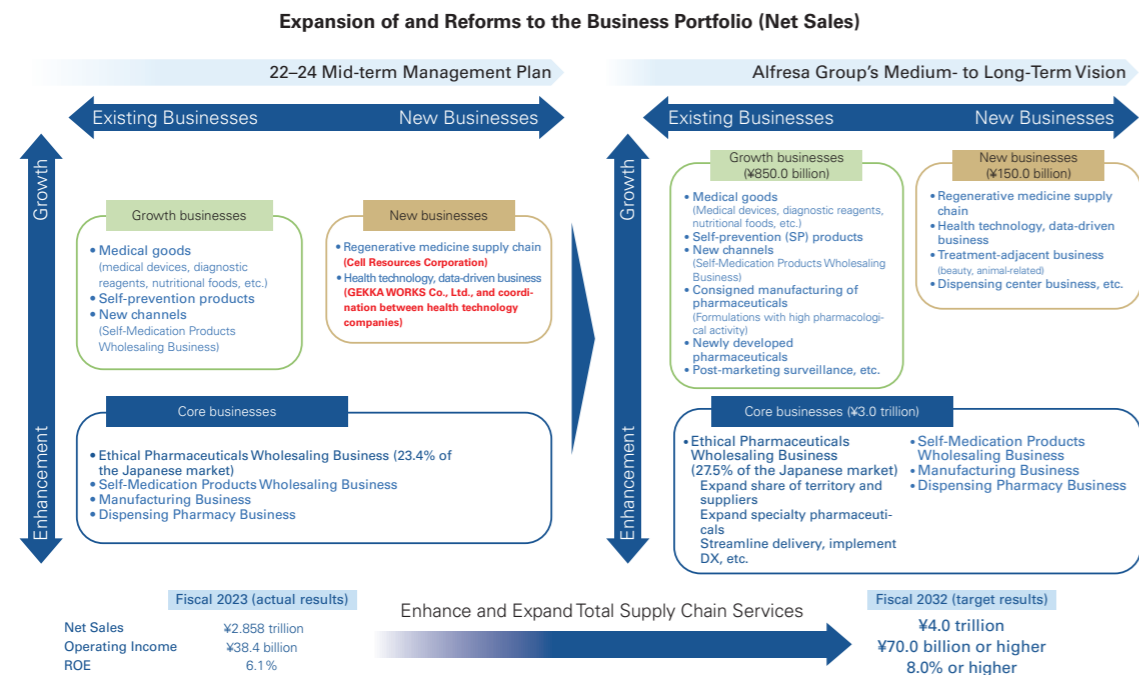
## The Ethical Pharmaceuticals Wholesaling Business as a Source of Value Creation

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 promoting digitization, digitalization, and digital transformation, we will strengthen and expand total supply chain services.



## Expansion of 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"

### 1 Enhancement of business models and creation of new value

Important Sustainability Issues 1 2

### 2 Contribution to local health and treatments through united Group efforts

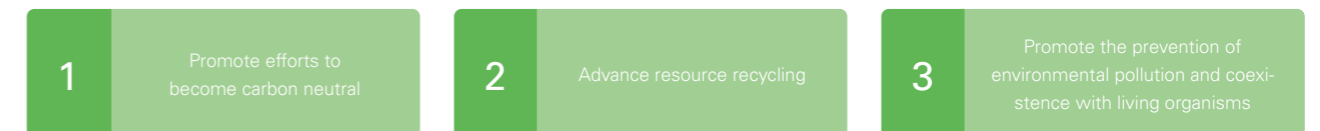
Important Sustainability Issue 4

In our pursuit of creating new value, we are working to strengthen and expand our total supply chain services by strengthening our core businesses, cultivating growth businesses, and developing new businesses.

As part of our contribution to local health and treatments, we are working to provide solutions to health and medical issues through various digital tools. Examples of such solutions include implementing a system for delivering pharmaceuticals to patients' homes that enables all processes—from appointments to medical interviews, consultations, payments, and delivery procedures—to be completed online, enhancing the operational efficiency of medical institutions and promoting workstyle reforms for medical practitioners, and developing communication tools to connect physicians. The Alfresa Group will work as one to meet local healthcare needs and help realize the Community Health Care Vision.

### 3 Contribution toward a sustainable society through initiatives to protect the environment

Important Sustainability Issue 3



In line with the Alfresa Group's Environmental Policy, we are focusing on efforts to become carbon neutral, advance resource recycling, and promote coexistence with living organisms. Through our environmentally friendly business activities, we aim to help realize a sustainable society.

### 4 Promotion of a human resource strategy focused on diversity

Important Sustainability Issue 5

In accordance with the Alfresa Group's Diversity Policy, we are pursuing initiatives to create a group of strong individuals who embrace diversity, make full use of their individuality and talents, and work together with diverse colleagues to achieve their goals.



### 5 Cultivation of a corporate culture with compliance as its highest priority

Important Sustainability Issue 6

The Alfresa Group takes past violations of the Antimonopoly Act very seriously and has repeatedly implemented a PDCA cycle to prevent recurrence.

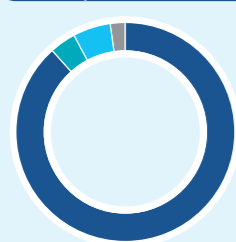
# Our Businesses

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

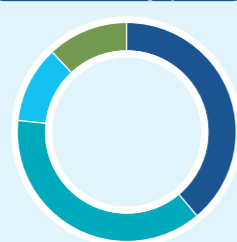
Focusing on ethical pharmaceuticals, we deliver a wide range of products— including diagnostic reagents, medical devices and materials, and nutritional foods— from our distribution centers— which are located across Japan and are capable of accurately handling a high throughput— to hospitals, clinics,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

Net Sales Composition by Product Field



- Ethical pharmaceuticals — 88.4%
- Diagnostic reagents — 4.0%
- Medical devices/equipment — 5.4%
- Others — 2.2%

Net Sales Composition by Medical Product Category



- Products with drug creation premiums — 38.9%
- Patented drugs, etc. — 37.9%
- Long-listed drugs — 11.3%
- Generic drugs — 11.9%



Information provided by marketing specialists (MSs)\*

\* Sales personnel within the Ethical Pharmaceuticals Wholesaling Business

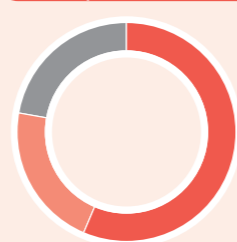


Product delivery (medical products, etc.)

## Self-Medication Products Wholesaling Business

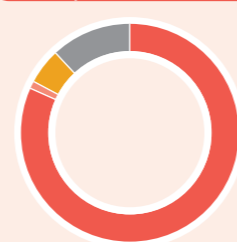
The Self-Medication Products Wholesaling Business focuses on over-the-counter drugs and delivers them, as well as health foods, supplements, and other products, to drugstores and pharmacies. We meet customer needs as a Total Healthcare Merchandising Wholesaler (THMW), offering a full product lineup, 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 — 56.4%
- Supplements and health foods, etc. — 21.4%
- Others — 22.2%

Net Sales Composition by Sales Channel



- Drugstores — 81.8%
- Pharmacies — 1.1%
- General merchandise stores — 5.2%
- Others — 11.9%



A selection of our product lineup



Store shelving proposal for optimal storefronts

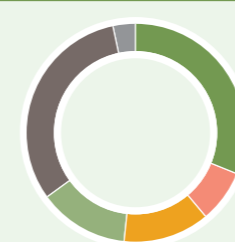
## Manufacturing Business

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 — 31.3%
- Diagnostic reagents — 7.6%
- Medical devices, etc. — 12.8%
- APIs — 13.4%
- Consigned manufacturing — 31.6%
- Others — 3.3%



Marketing activities by MRs



R&D at Alfresa Pharma Corporation's 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



## 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. (Alcoph), 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 healthcare-related products to serve as a bridge between Japanese companies and overseas local markets.



Alcoph headquarters

## New Businesses

We are working to provide solutions to health and medical issues through health technology and other digital tools. Examples of such solutions include implementing a system for delivering pharmaceuticals to patients' homes that enables all processes—from appointments to medical interviews, consultations, payments, and delivery procedures—to be completed online, enhancing the operational efficiency of medical institutions and promoting workstyle reforms for medical practitioners, developing communication tools to connect physicians, and establishing mechanisms that benefit pharmaceutical companies' medical representatives.

In addition, we are establishing a supply chain for regenerative medicine products, which have seen advances in practical applications in recent years. Established in 2022, Cell Resources Corporation is building a system for the stable supply of domestic cellular raw materials and the consigned manufacturing of processed cells and regenerative medicine products to contribute to the industrialization of regenerative medicine. In terms of storage and transportation, the Group has set up two regenerative medicine distribution stations and nine storage facilities for regenerative medicine products, establishing an environment that enables customers to entrust us with distribution. At the same time, we are continuously working to improve our expertise in transportation and delivery.

# The Alfresa Group's Competitive Advantages

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 **15,557** \*2

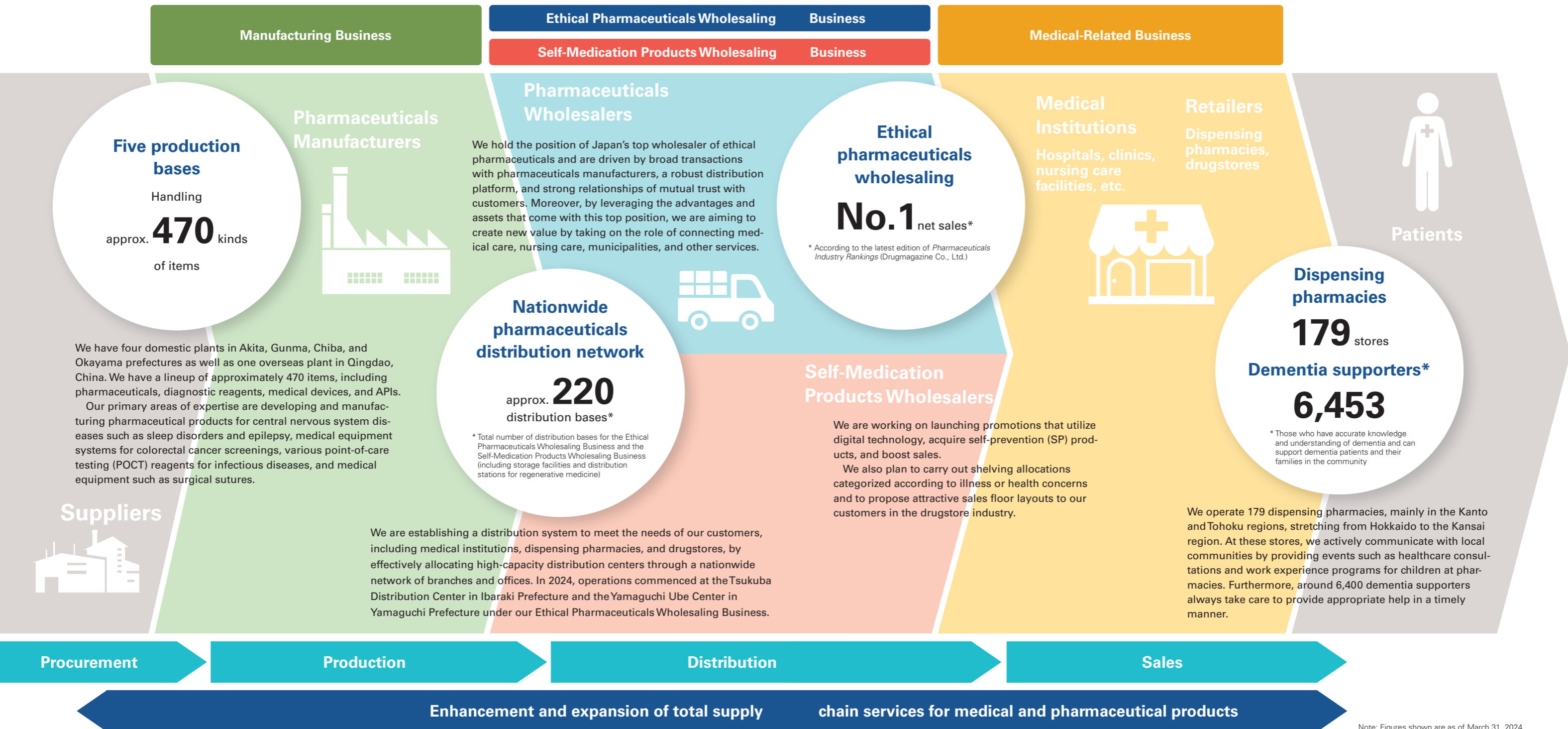
MSs  
(marketing specialists)  
**2,818**

SAs  
(sales assistants)  
**2,733**

Pharmacists  
**1,226**

Over 15,000 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 This figure includes 3,040 part-time and temporary employees (annual average).



Note: Figures shown are as of March 31, 2024.

# Alfresa Group Companies

## Ethical Pharmaceuticals Wholesaling Business

### Alfresa Corporation

Representative: Yusuke Fukujin, President  
 Head office: 7, Kanda-Mitoshirocho, 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: Yosuke Kiyoshita, 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.

### Specialty Medical Distribution Corporation

Representative: Yasuhide Sawado, President  
 Head office: 7, Kanda-Mitoshirocho, Chiyoda-ku, Tokyo  
 Business domain: Distribution of specialty pharmaceuticals, 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, Mukaiyama, Akita, Akita Prefecture  
 Business domain: Manufacturing of active pharmaceutical ingredients

### QINGDAO NESCO MEDICAL CO., LTD.

Representative: Yoshikazu Oe, Chairman  
 Head office: No. 11 Xinghai Rd., Chengyang, Qingdao, Shandong, China  
 Business domain: Manufacturing, export, and sale of surgical sutures

## 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, Kandanishikicho, Chiyoda-ku, Tokyo  
 Business domain: Operation, maintenance, and development of information systems for the Alfresa Group

### Group Companies

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



# Corporate Overview

As of June 26, 2024

<b>Corporate Name:</b>	Alfresa Holdings Corporation		<b>Address:</b>	1-1-3, Otemachi, Chiyoda-ku, Tokyo 100-0004, Japan	
<b>Established:</b>	September 29, 2003		<b>Business:</b>	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	
<b>Paid-in Capital (Consolidated):</b>	¥18,454 million				
<b>Net Sales (Consolidated):</b>	¥2,858,500 million (Fiscal year ended March 31, 2024)				
<b>Directors and Audit &amp; Supervisory Board Members:</b>	<b>Ryuji Arakawa</b>	Representative Director & President	<b>Masakazu Ozaki</b>	Audit & Supervisory Board Member (Standing)	
	<b>Seiichi Kishida</b>	Representative Director & Executive Vice President	<b>Yuji Ueda</b>	Audit & Supervisory Board Member (Standing)	
	<b>Yusuke Fukujin</b>	Representative Director & Executive Vice President	<b>Yoshitaka Kato</b>	Audit & Supervisory Board Member (Outside)	
	<b>Shigeki Ohashi</b>	Director, Vice President & Executive Officer	<b>Takashi Ito</b>	Audit & Supervisory Board Member (Outside)	
	<b>Toshiki Tanaka</b>	Director, Vice President & Executive Officer	<b>Hiroshi Kizaki</b>	Audit & Supervisory Board Member (Outside)	
	<b>Hisashi Katsuki</b>	Director			
	<b>Koichi Shimada</b>	Director			
	<b>Takashi Hara</b>	Director (Outside)			
	<b>Manabu Kinoshita</b>	Director (Outside)			
	<b>Toshie Takeuchi</b>	Director (Outside)			
<b>Kimiko Kunimasa</b>	Director (Outside)				

### Alfresa Group Integrated Report

[https://www.alfresa.com/eng/ir/library/annual\\_report/](https://www.alfresa.com/eng/ir/library/annual_report/)



## Corporate Website

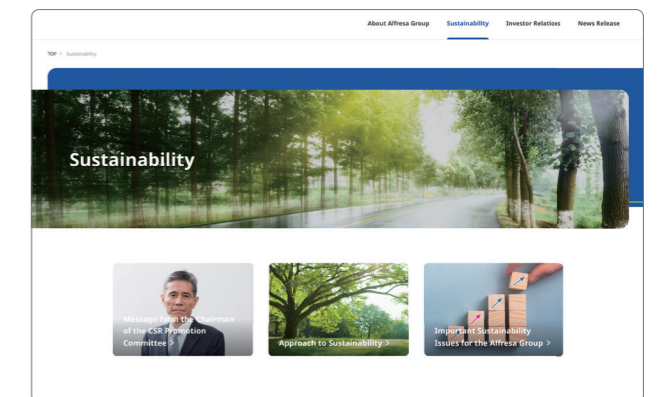
### Home Page

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



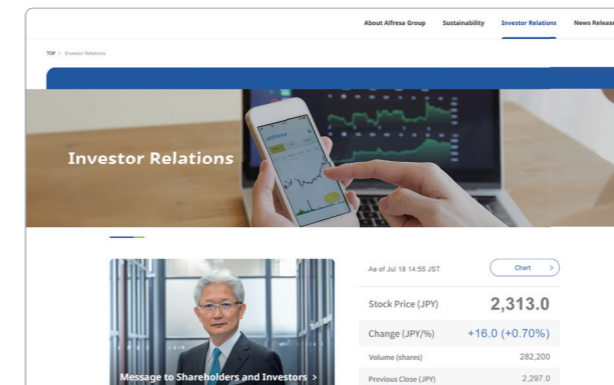
### Sustainability

<https://alfresa.com/eng/csr/>



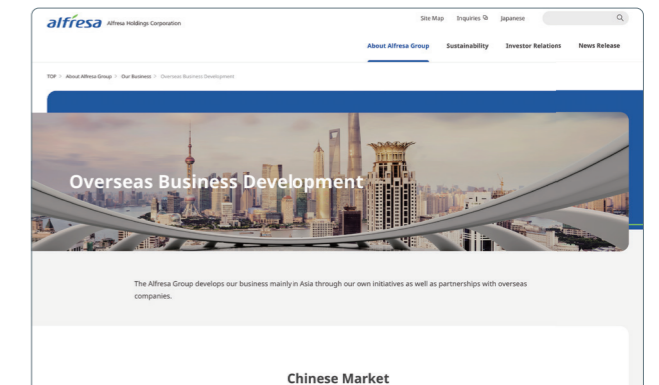
### Investor Relations

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



### Overseas Business Development

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





Please see our corporate website for more details.



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

