



# Annual Report 2014 (Jan. – Dec.)

**March 05, 2015**

**Japan CRO  
Association**

# JCROA 2014

**Total Number of Members: 28 companies**

**Regular Member: 17 companies**

**Supporting Member: 11 companies**

(Note)

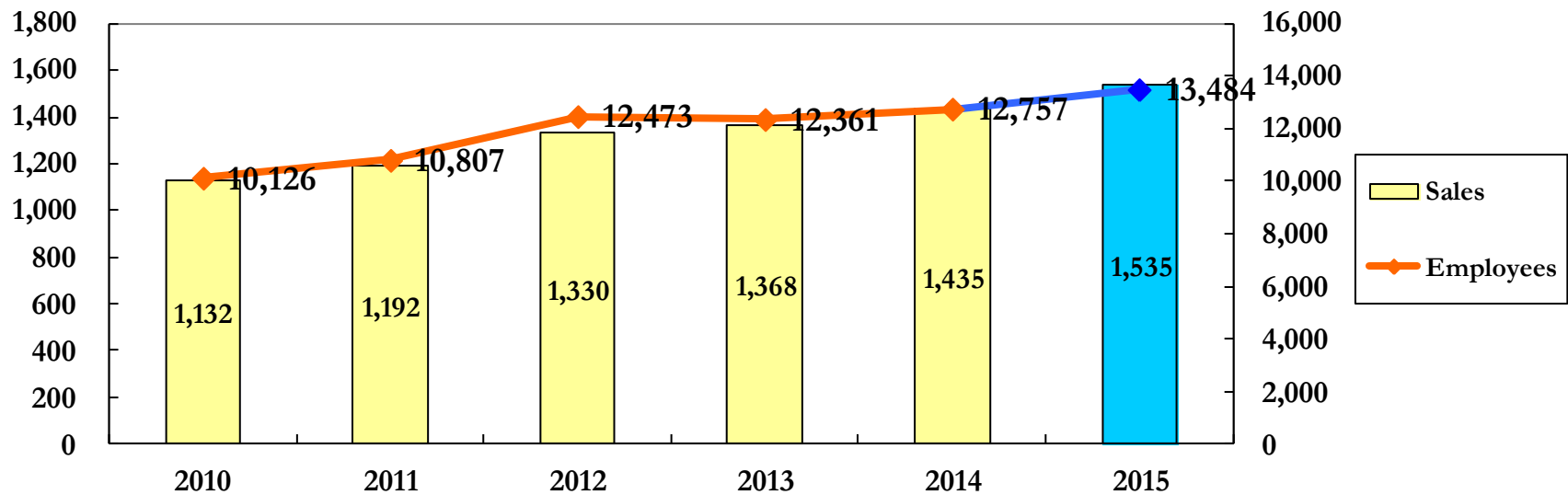
\* The business results are calculated in business areas such as 1) Pharmaceutical Development, 2) Medical Devices Development, 3) Food & Nutrition-Supplement Development 4) Pre- Clinical, and 5) Others (including SMO/CRC) from 23 companies in 2014, excluding 1 regular member and 4 supporting member in this report.

\* The estimated figures are calculated on the basis of approximate figures from average values of valid responses.

# Sales and Employees 2010-2014

(Sales Unit: 100 Mil.¥)

(Employee No.)

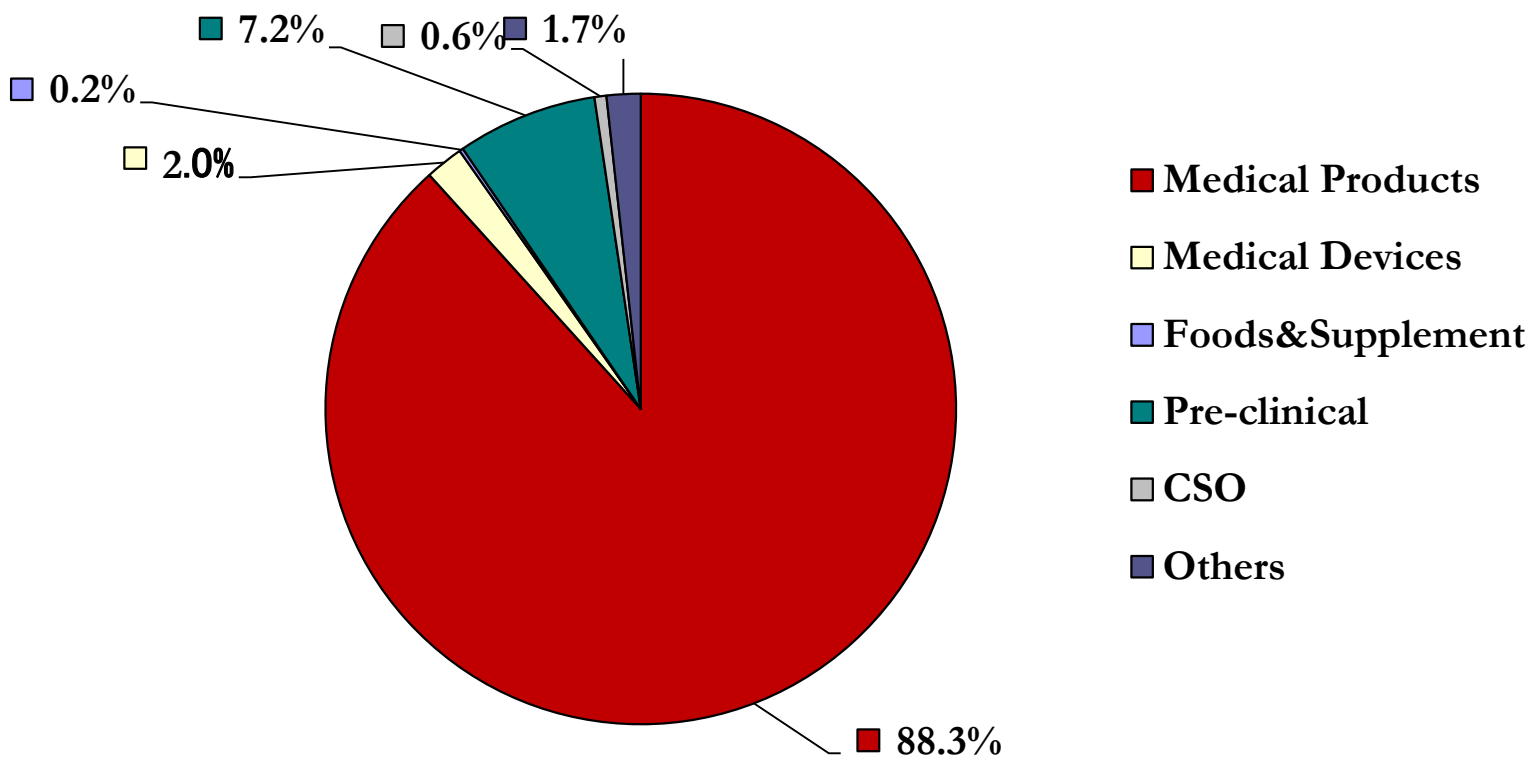


**Estimate**

Note) Count and estimate data of 26 companies in 2010 and 2011, 25 in 2012, 24 in 2013, 23 in 2014 and 2015

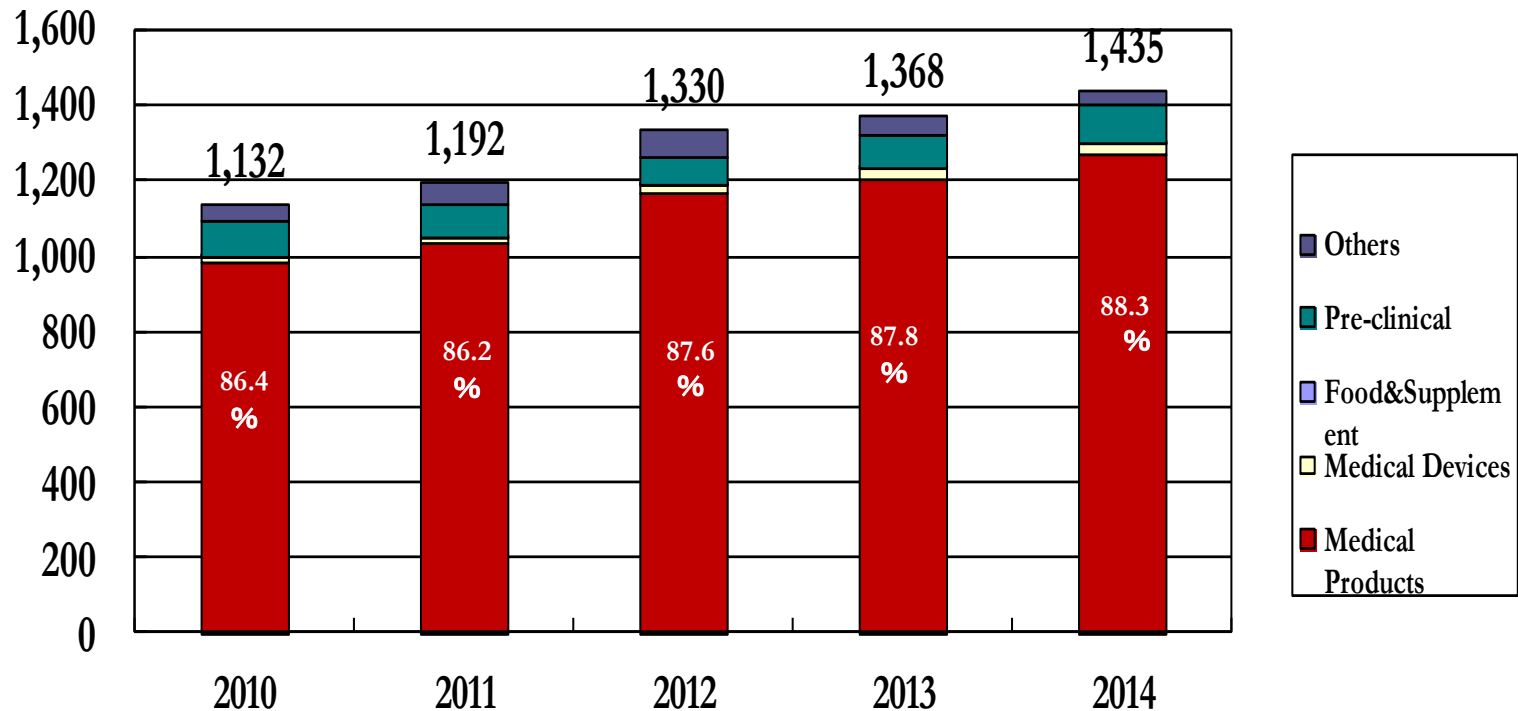
# 2014 Sales by Business Fields

Total: 143,460 Mil. ¥



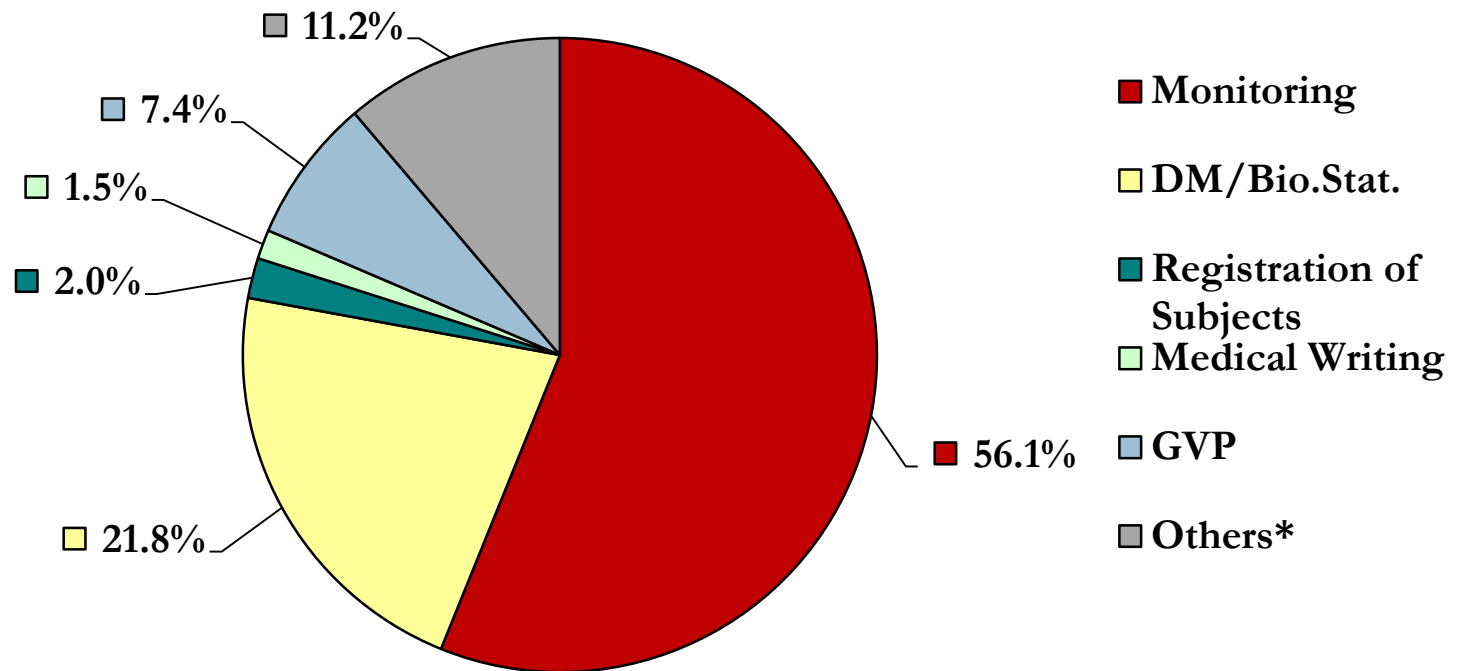
# Sales by Business fields 2010-2014

(Sales Unit : 100 Mil.¥)



## 2014 Medical Products/Devices/Food & Nutrition-Supplement Sales by Business Services

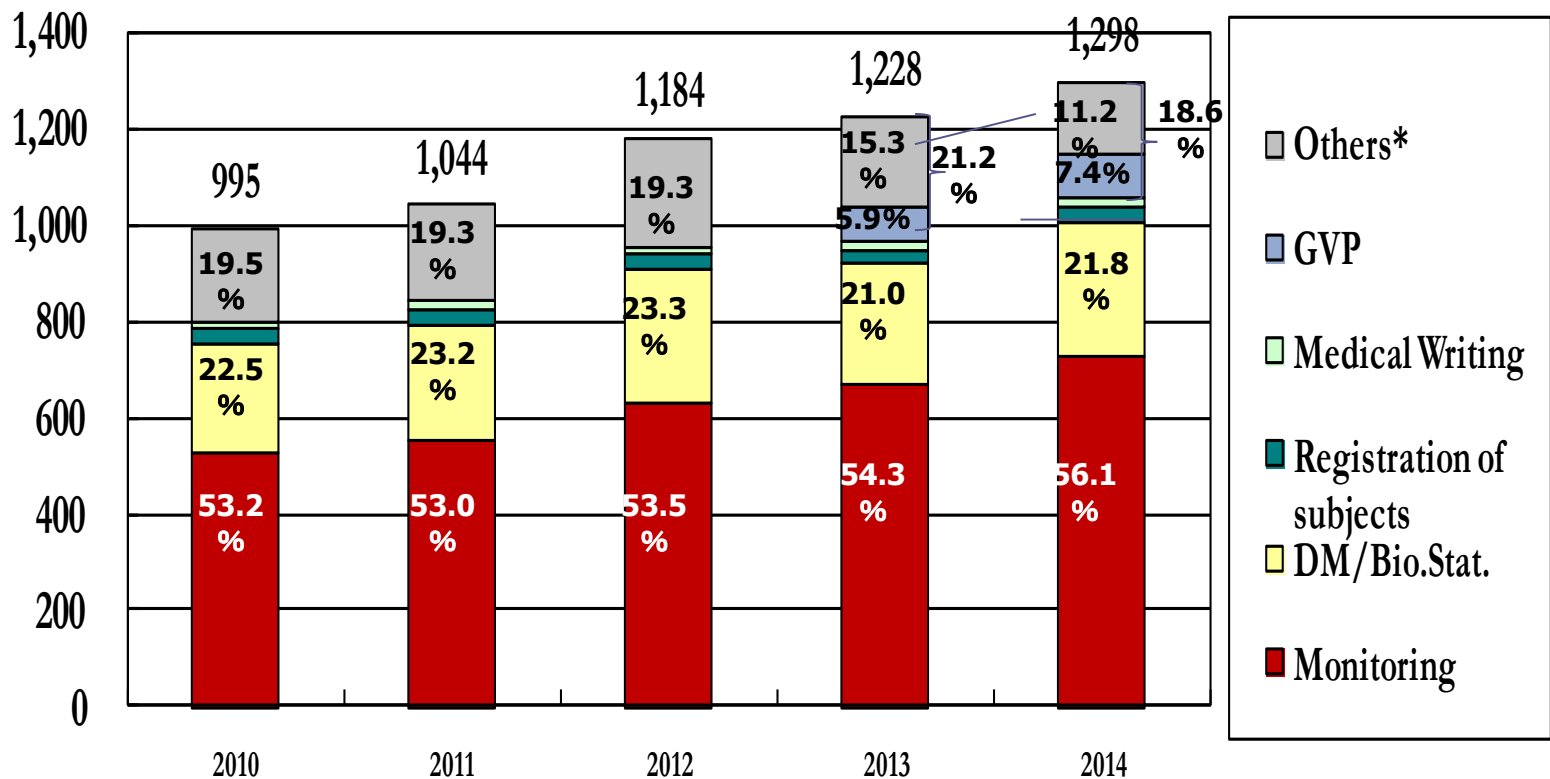
Total: 129,760 Mil.¥



\*Business activities relating to GVP were newly categorized from others since 2013.

# Medical Products/Devices/Food & Nutrition-Supplement Sales by Clinical Services 2010-2014

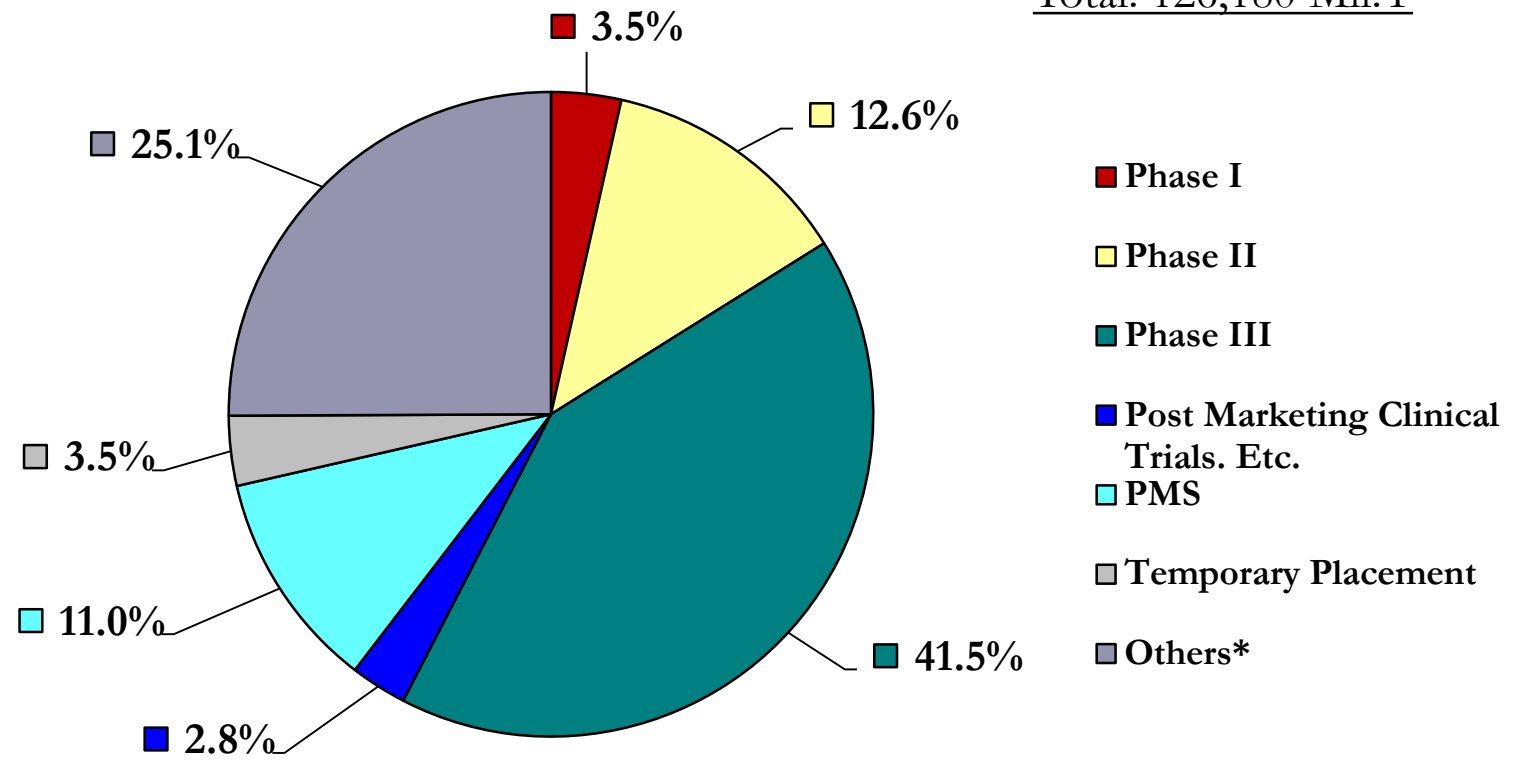
(Sales Unit: 100 Mil.¥)



\*Business activities relating to GVP were newly categorized from others since 2013.

# 2014 Medical Products Sales by Clinical Phases

Total: 126,180 Mil.¥

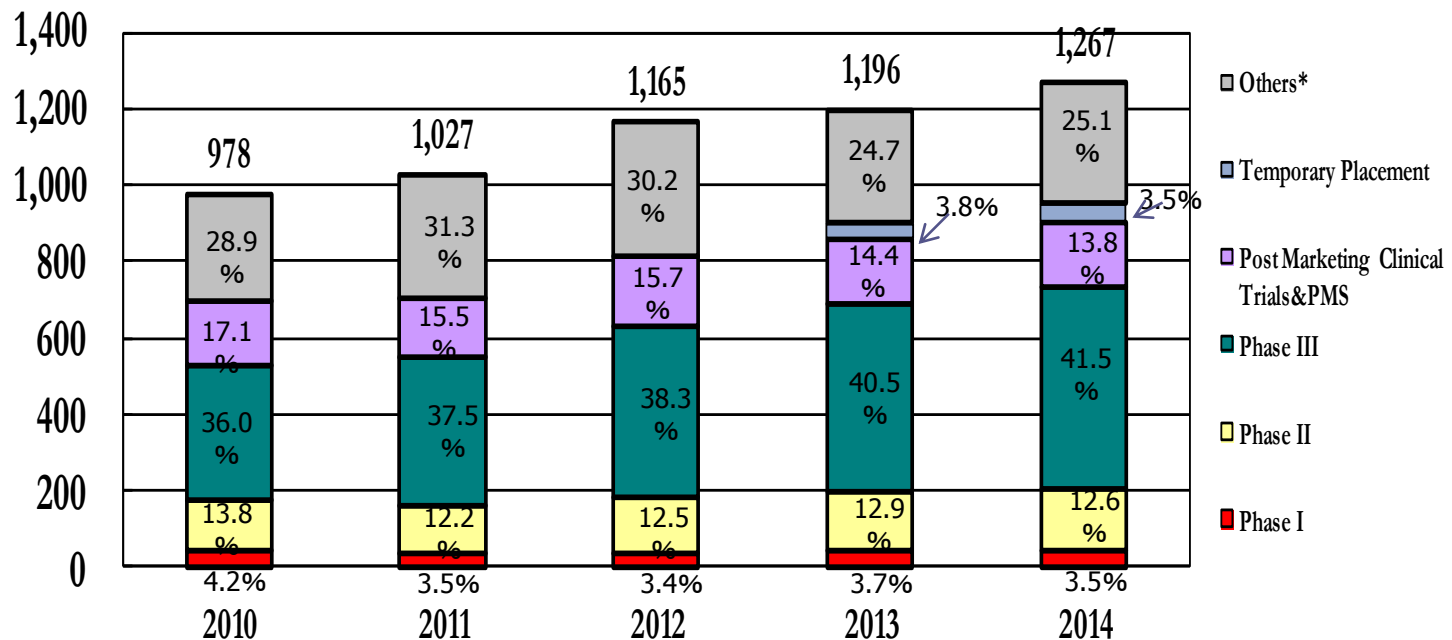


\*Refer to slide No. 9 regarding other services.



# Medical Products Sales by Clinical Phases 2010-2014

(Sales Unit: 100 Mil.¥)



\*Temporary placement was newly categorized out of others since 2013.

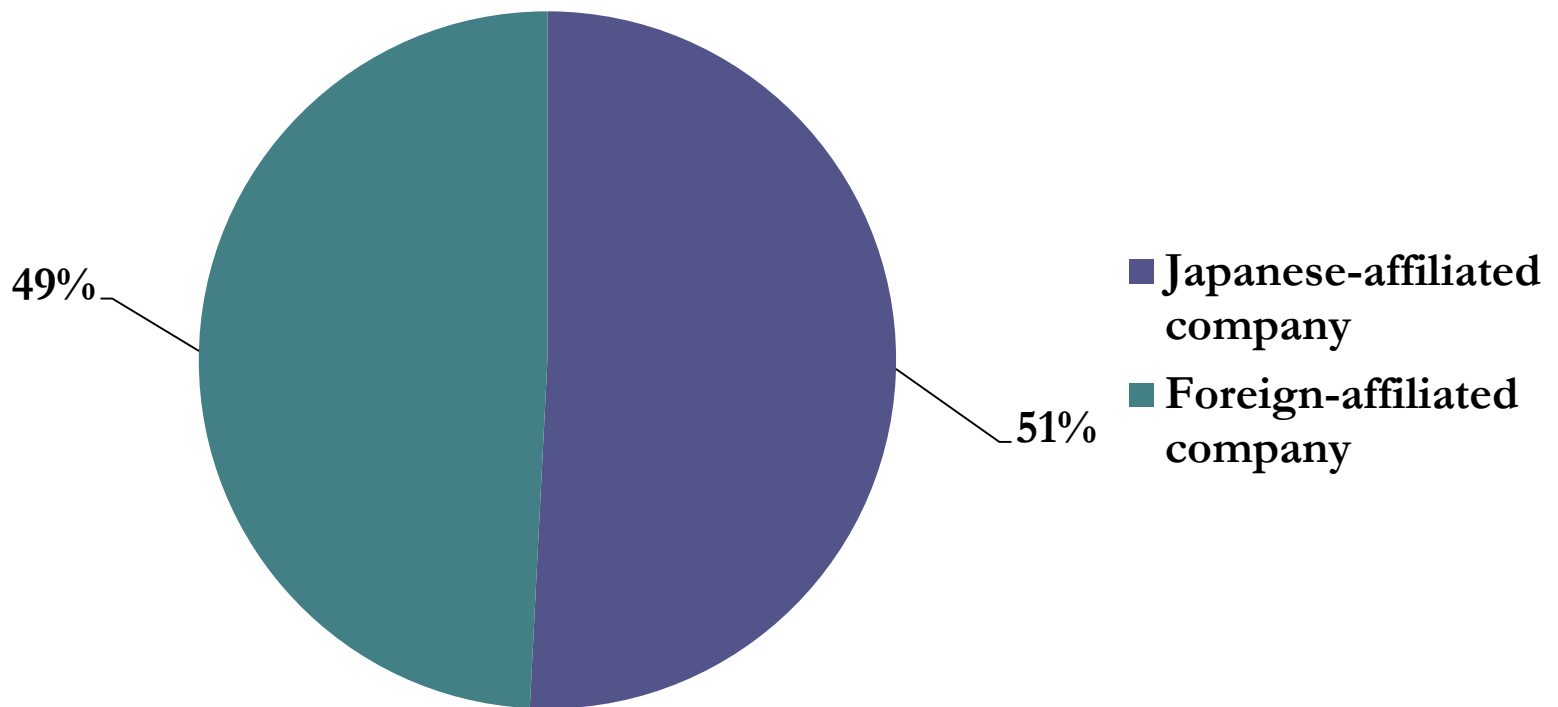
# Other services Conducted in relation to Medical Products

(No. represent the number of CRO conducting those business services.)

<b>Business services</b>	<b>No</b>	<b>Business services</b>	<b>No</b>
Academic clinical research	13	SOP preparation	8
Audit(including self-check)	13	Academic papers writing	7
Consultation	12	Re-examination documents preparation	6
Education & training	10	MF application, generics application	6
IT support-system building, excluding EDC	10	Transportation and storage of IMP	6
Translation	10	Holding research conference	5
Project management	9	Establishing analytical methods, validation	5
BE studies	9	Recruiting clinical study subjects, site-selection	5
Randomization	9	Clinical Trial In-Country Care-taker	5

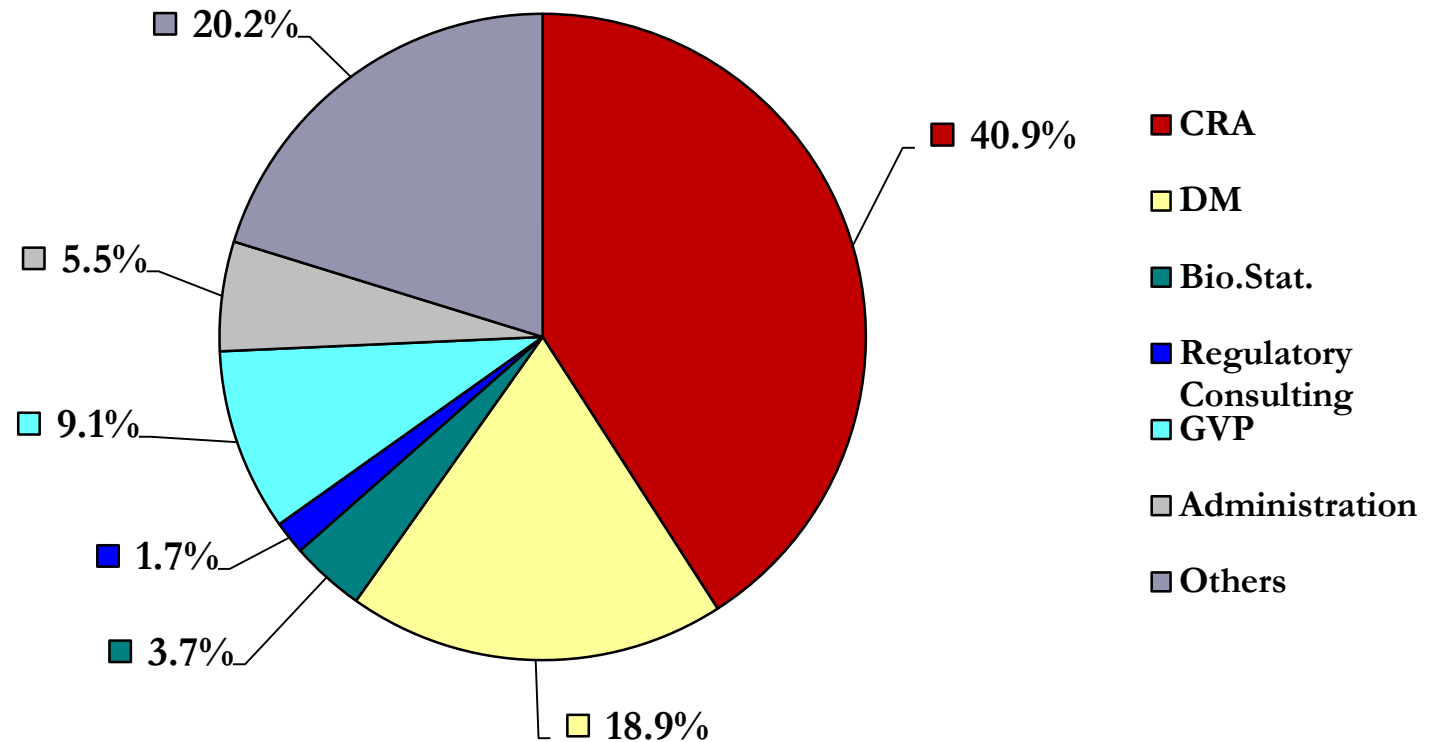
Also include Clinical laboratory testing, image analysis and epidemiological study, etc.

# Ratio of total sales volume by client groups



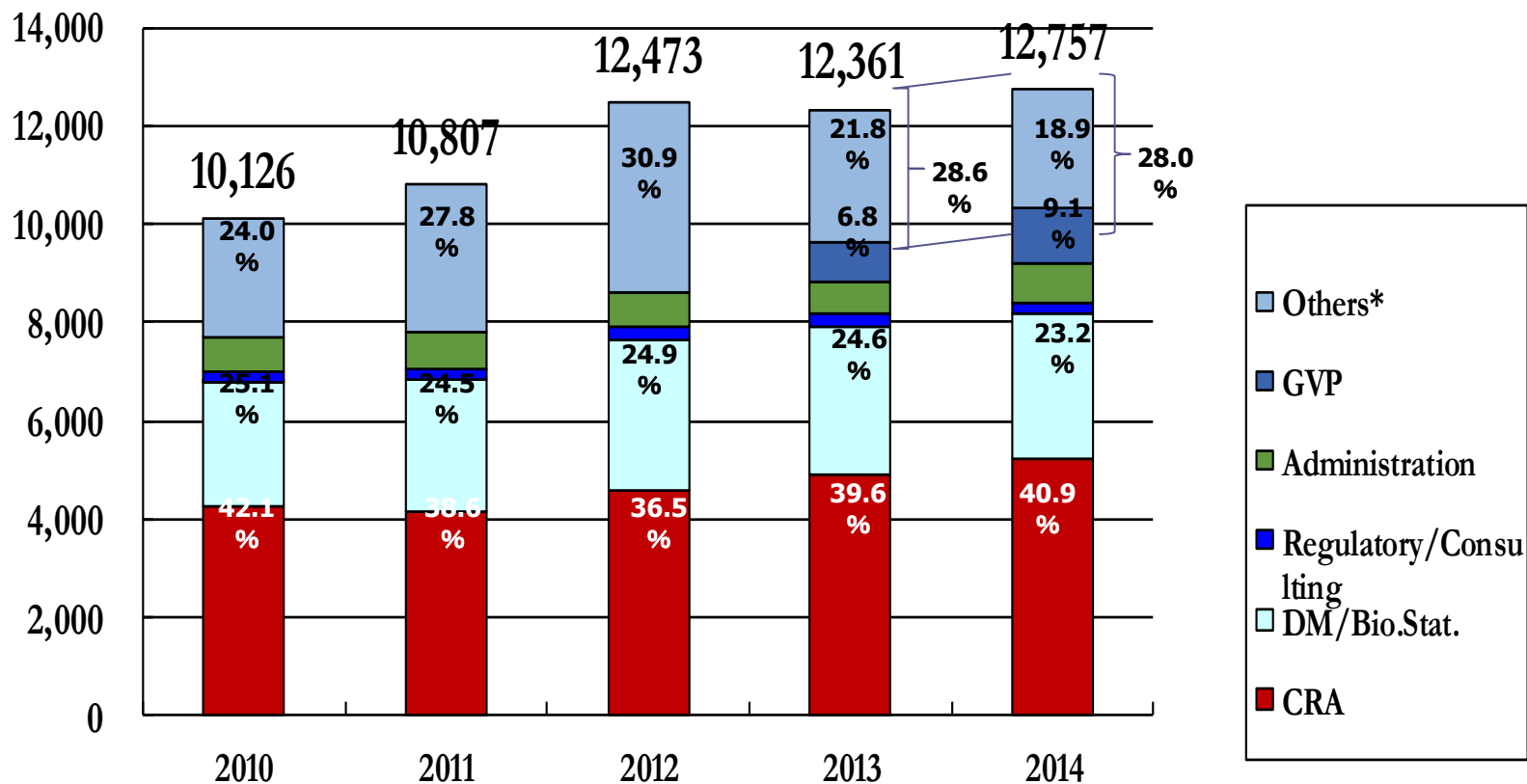
# 2014 Employees by Business Services

Total No. of employees: 12,757



# Employees by Business Services 2010-2014

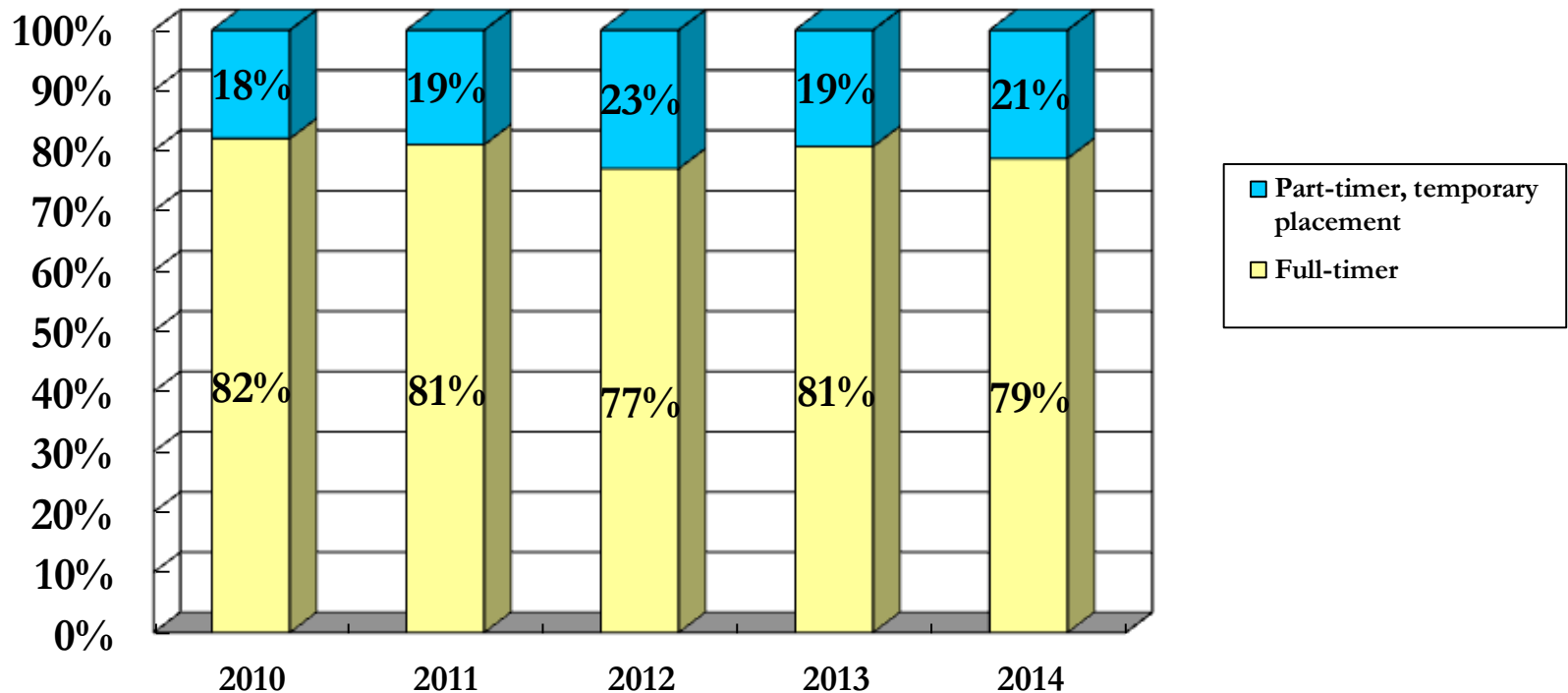
(Unit : No. of employees)



\*Business activities relating to GVP were newly categorized from others since 2013.

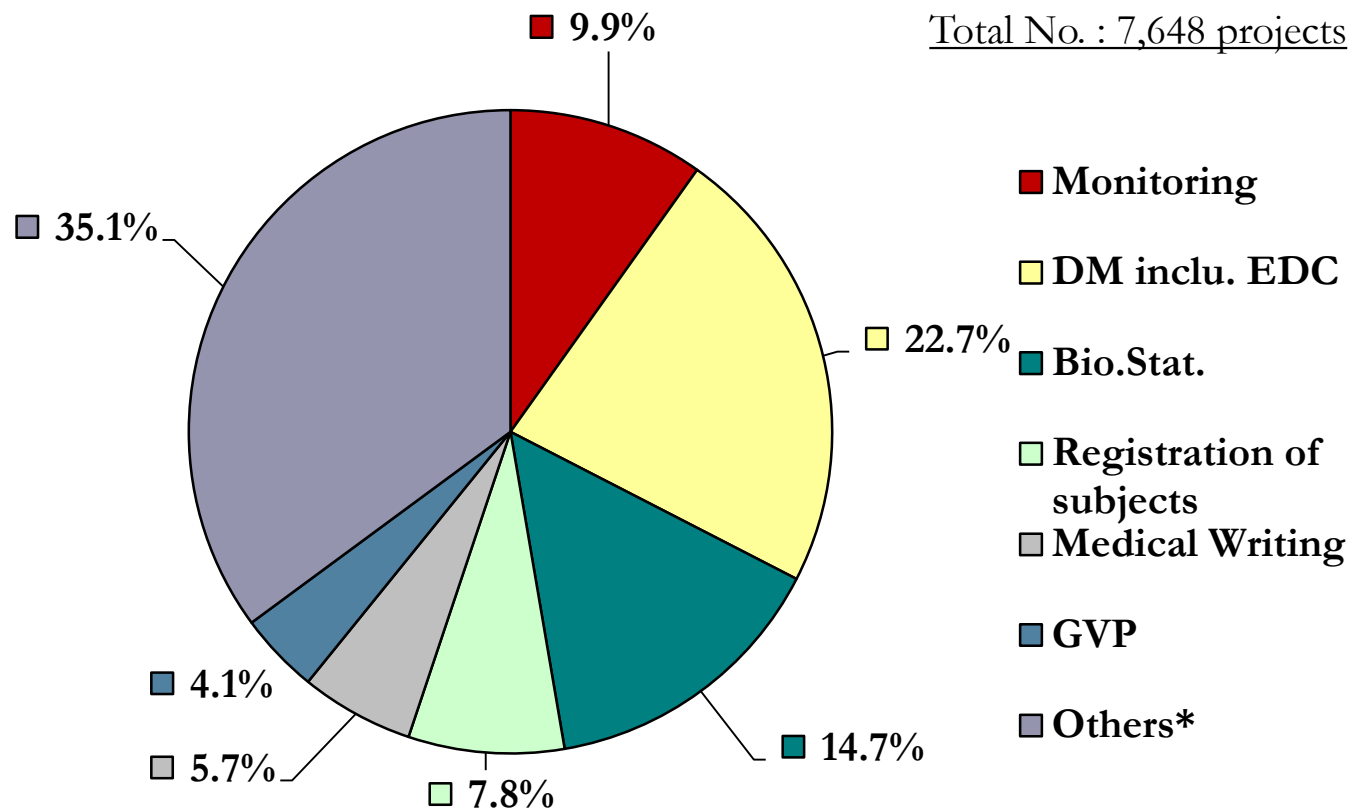
# Employees by Business Services 2010-2014

2014 Total No. of employees :12,757



# 2014 Medical Products/Devices/Food & Nutrition-Supplement Outsourced Projects by Business Services

★1 Project =1 service per protocol, not including any projects associating temporary placement

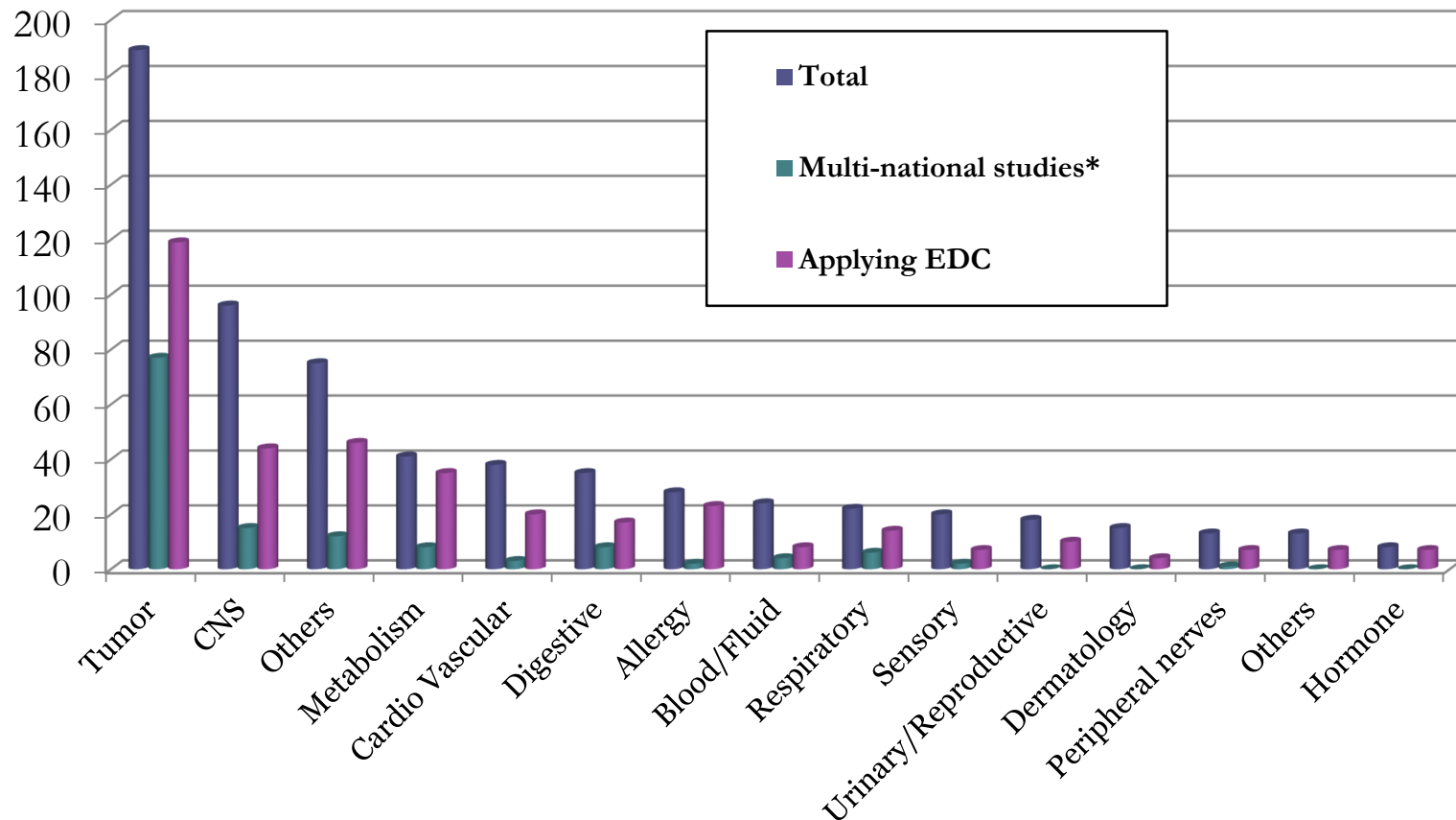


\*Others: Academic clinical researches, audit, consultation, education and training, IT support-system building, translation, BE studies, Randomization, clinical laboratory testing. etc.

## 2014 Monitoring Projects\* by Therapeutic Area

- Only valid responded projects, 635, are categorized out of total monitoring projects .
- \* Multi-National Studies: Studies conducted in multi countries simultaneously with the same protocol.

(Units: No. of projects)





# 2014 Monitoring Projects\* by Clinical Phases

Note: Only valid responded projects, 635, are categorized out of total monitoring projects.

