



# Annual Report 2015 (Jan. – Dec.)

**March 29, 2016**

**Japan CRO  
Association**

# JCROA 2015

**Total Number of Members: 30 companies**

**Regular Member: 17 companies**

**Supporting Member: 13 companies**

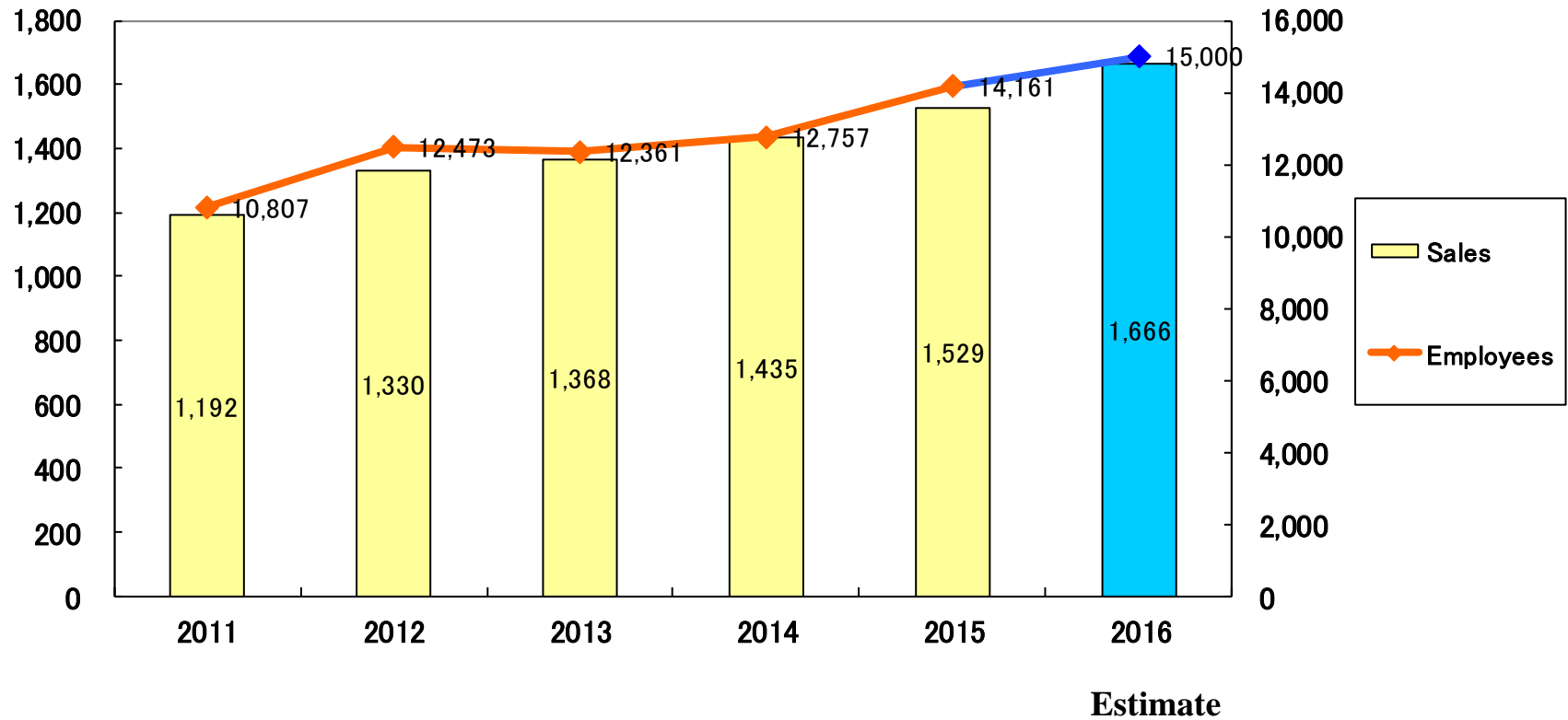
(Note)

- \* 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 26 companies in 2015, excluding 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 2011-2015

(Sales Unit: 100 Mil.¥)

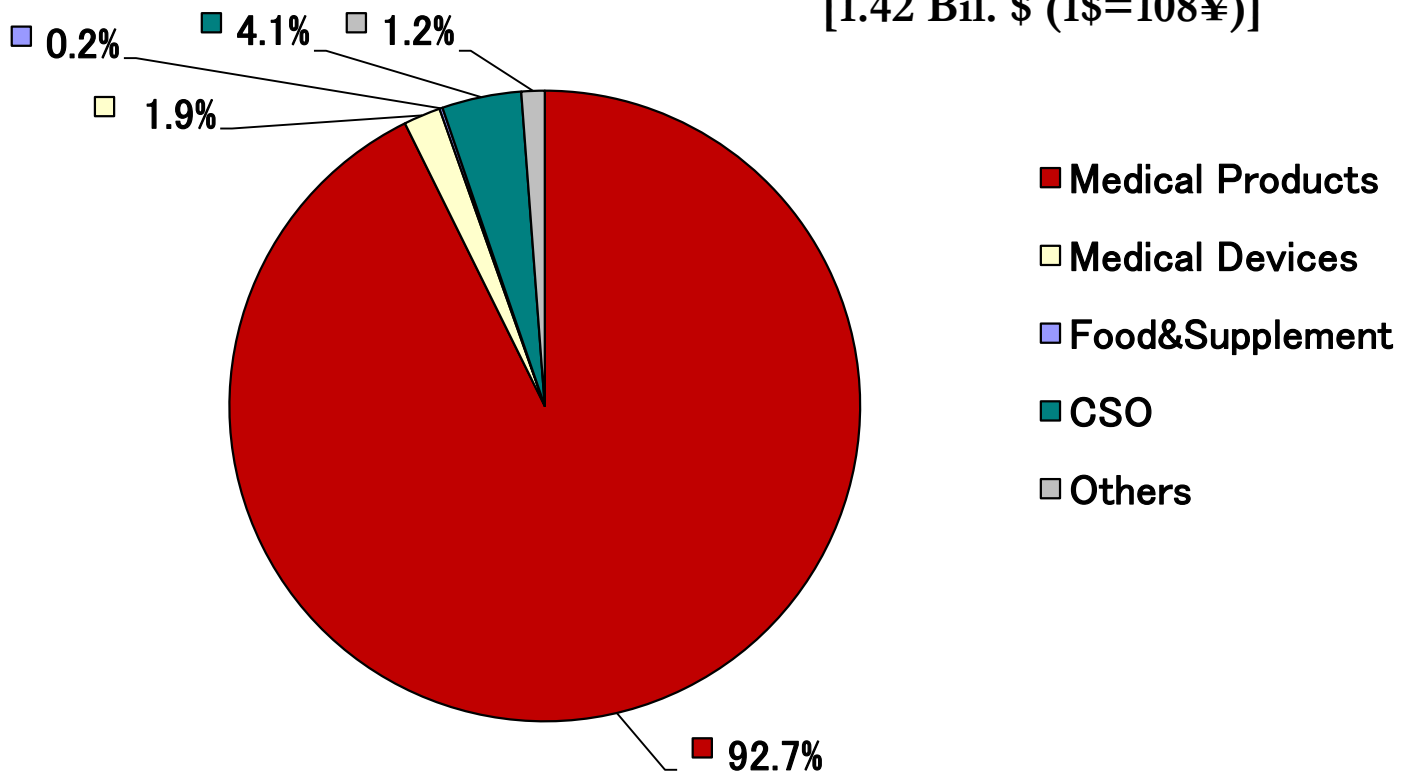
(Employee No.)



Note) Count and estimate data of 26 companies in 2011, 25 in 2012, 24 in 2013, 23 in 2014 and 26 in 2015 and 2016.

# 2015 Sales by Business Fields

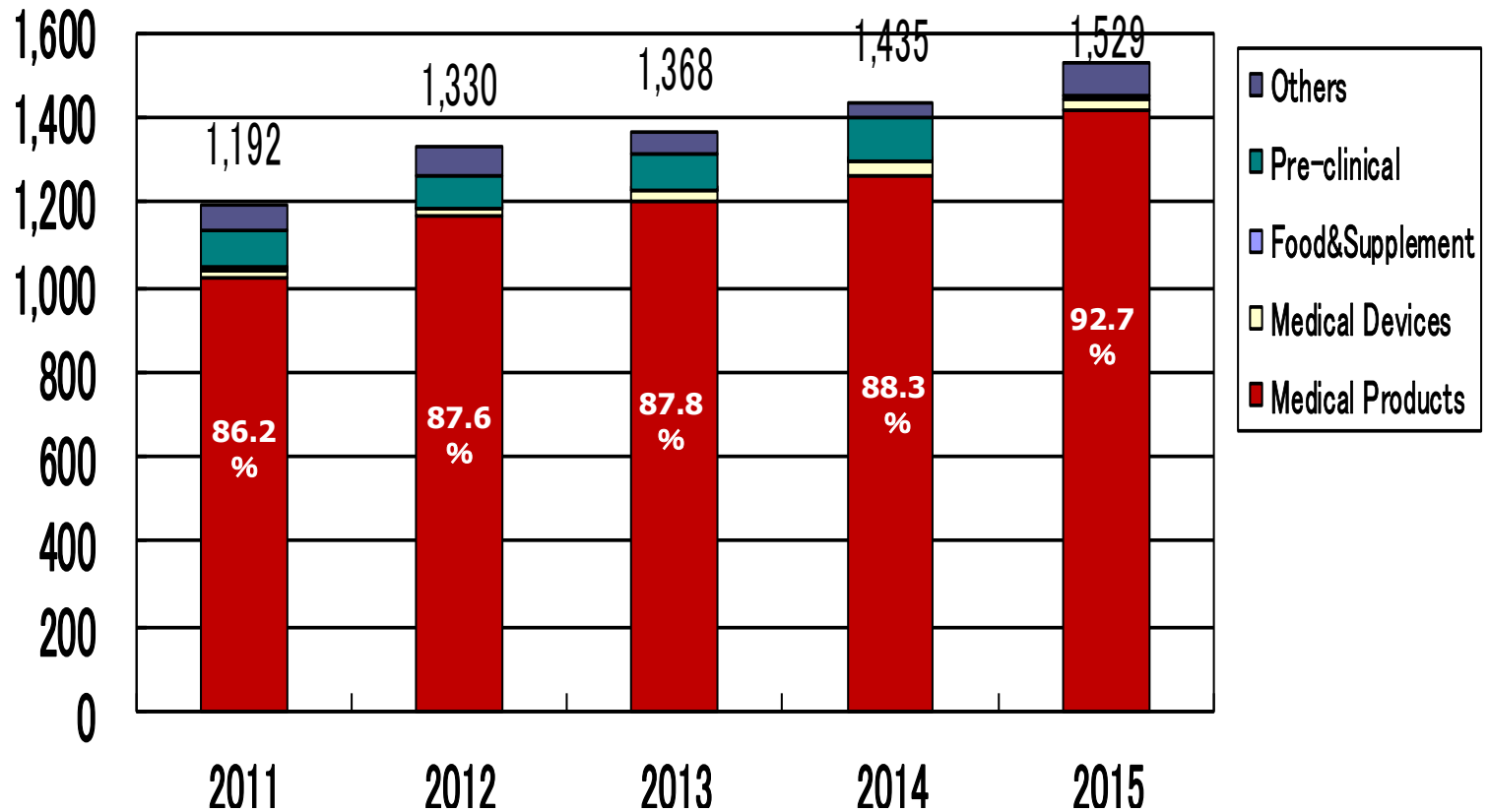
Total: 152.920 Mil. ¥  
[1.42 Bil. \$ (1\$=108¥)]



100.1% in sum

# Sales by Business fields 2011-2015

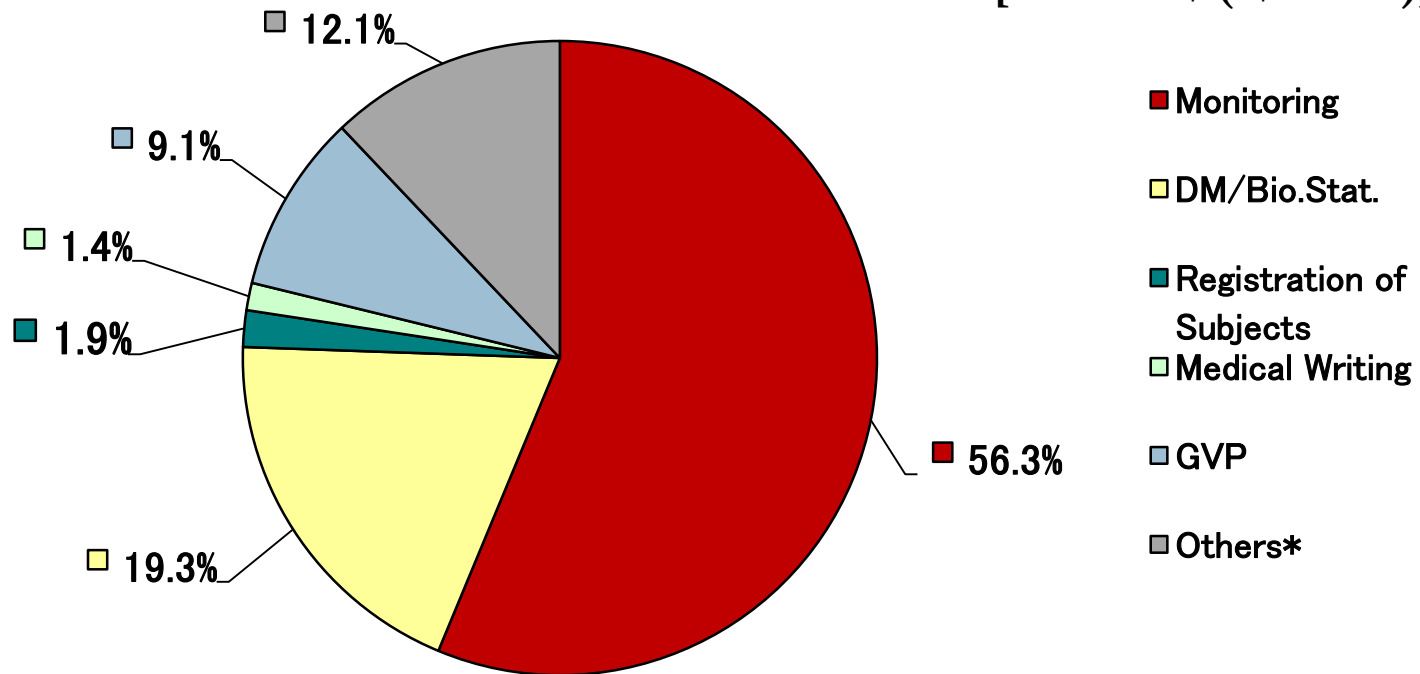
(Sales Unit : 100 Mil.¥)



Sales volume of Pre-clinical was included in others 2015.

## 2015 Medical Products/Devices/Food & Nutrition-Supplement Sales by Business Services

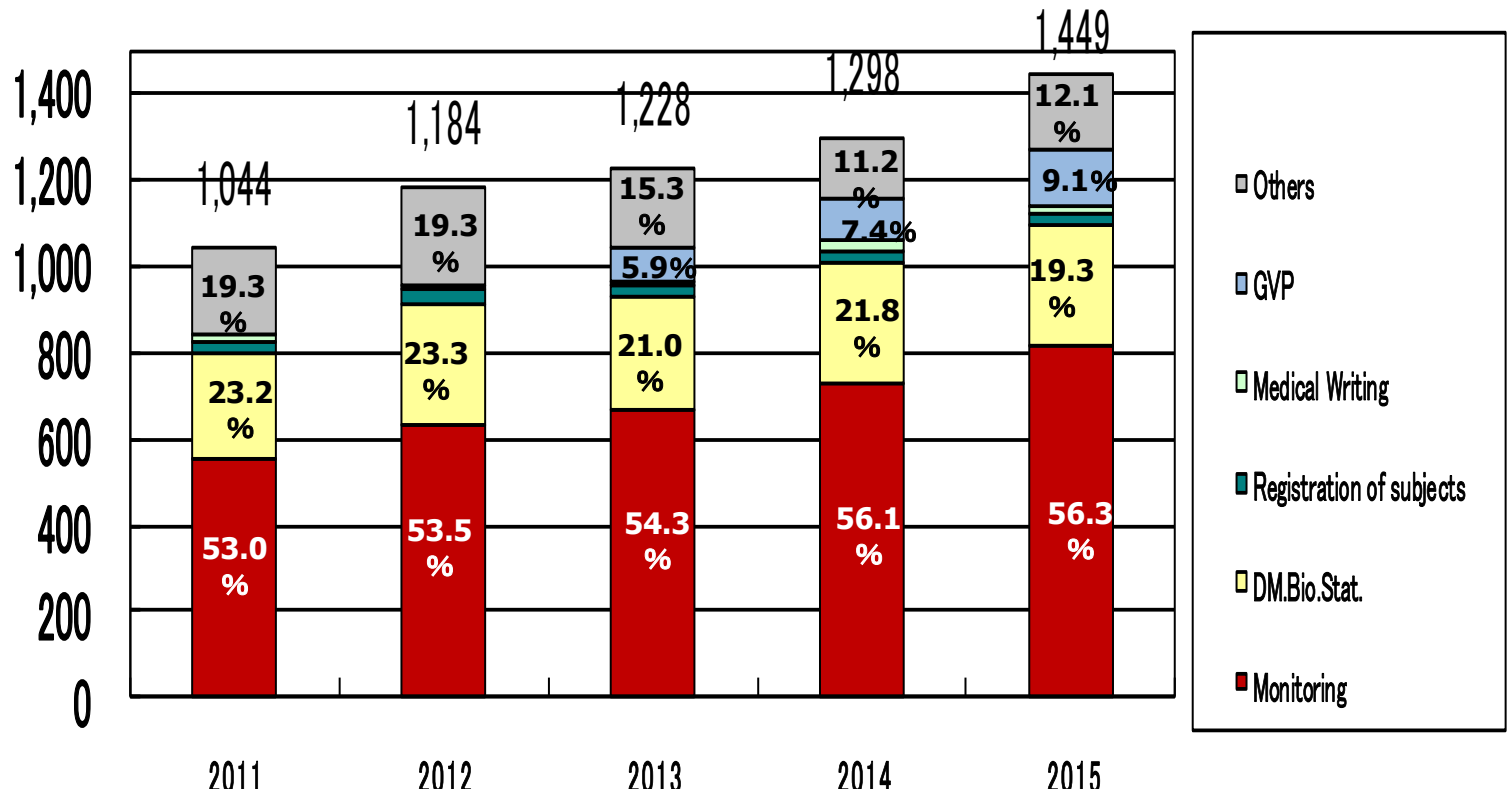
**Total: 144.880 Mil.¥**  
**[1.34 Bil. \$ (1\$=108¥)]**



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

# Medical Products/Devices/Food & Nutrition-Supplement Sales by Clinical Services 2011-2015

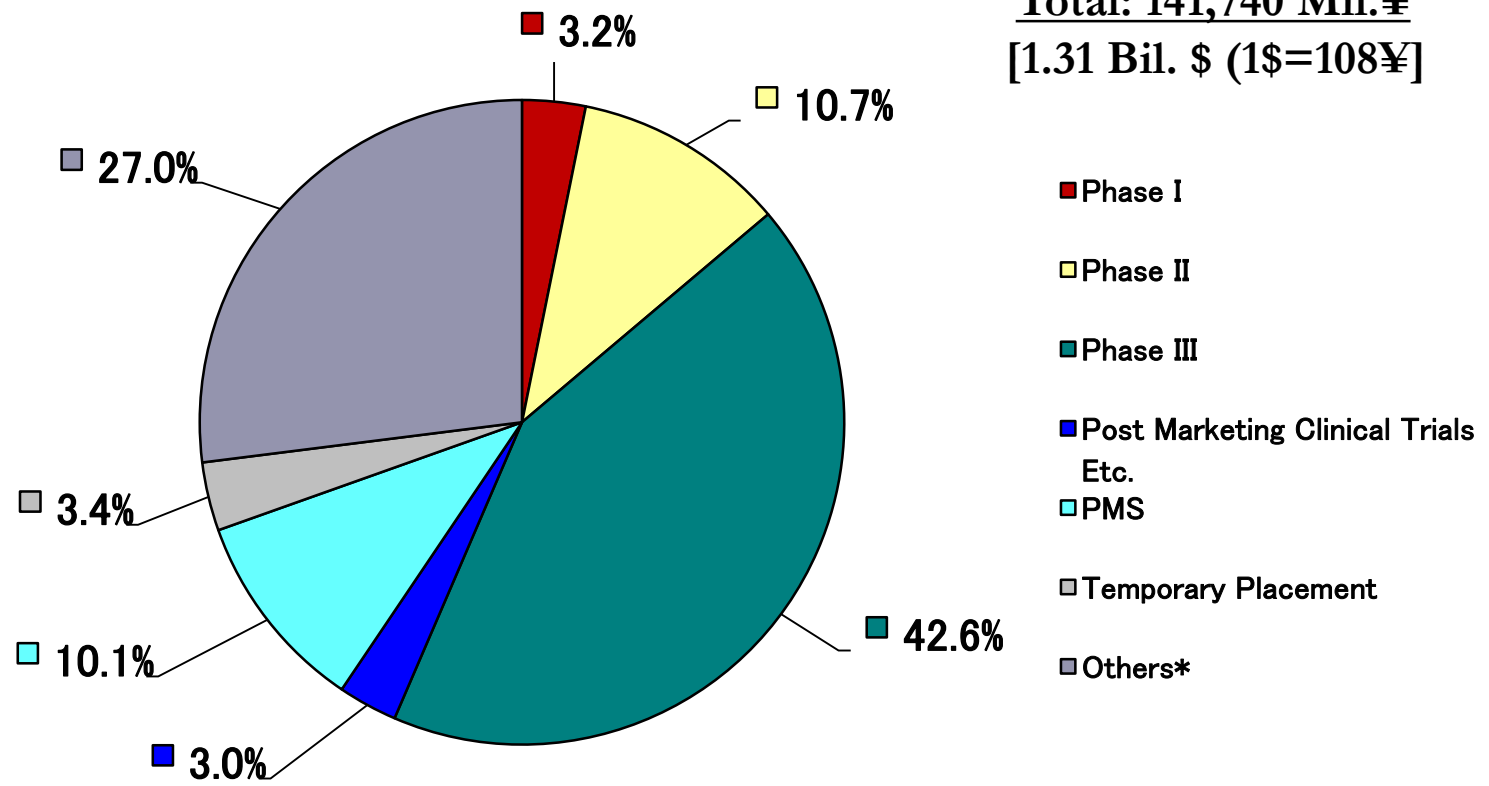
(Sales Unit: 100 Mil.¥)



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

# 2015 Medical Products Sales by Clinical Phases

Total: 141,740 Mil.¥  
[1.31 Bil. \$ (1\$=108¥)]

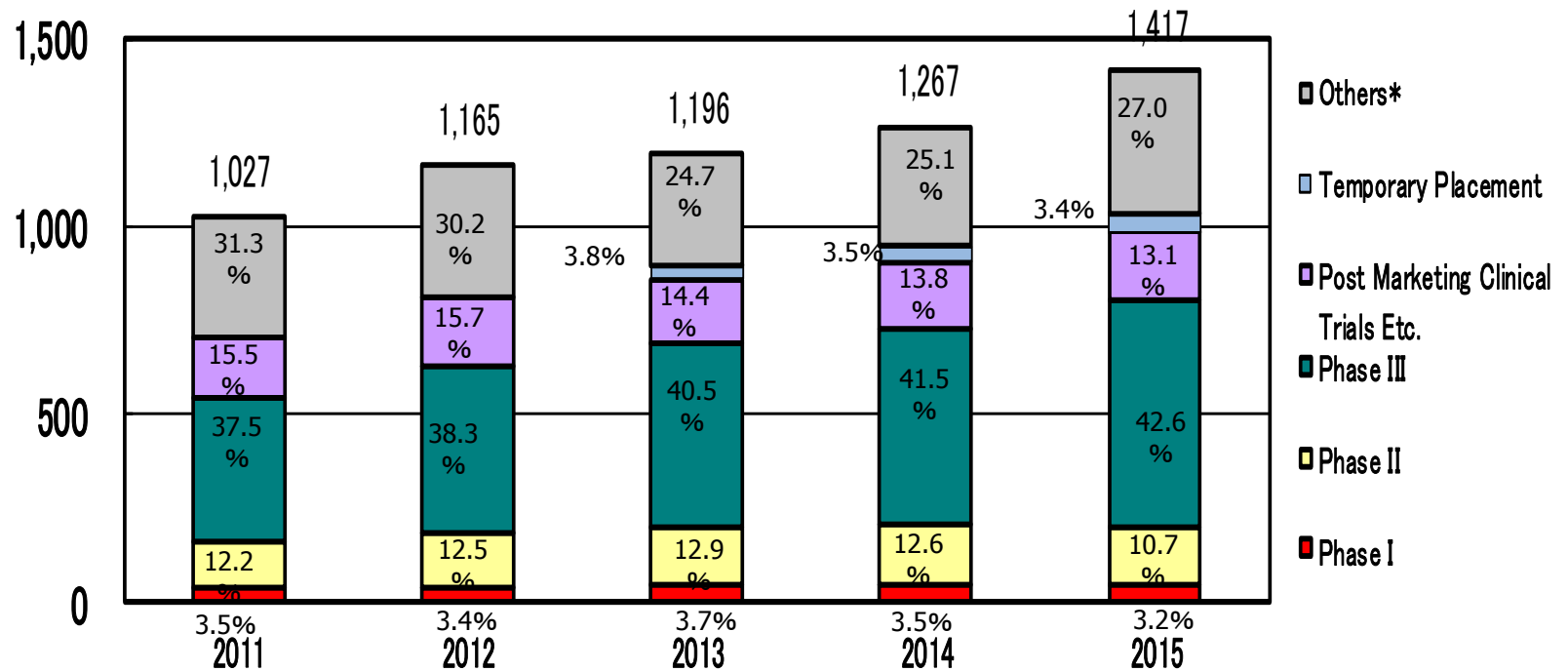


\*Refer to slide No. 10 regarding other services.



# Medical Products Sales by Clinical Phases 2011-2015

(Sales Unit: 100 Mil.¥)



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

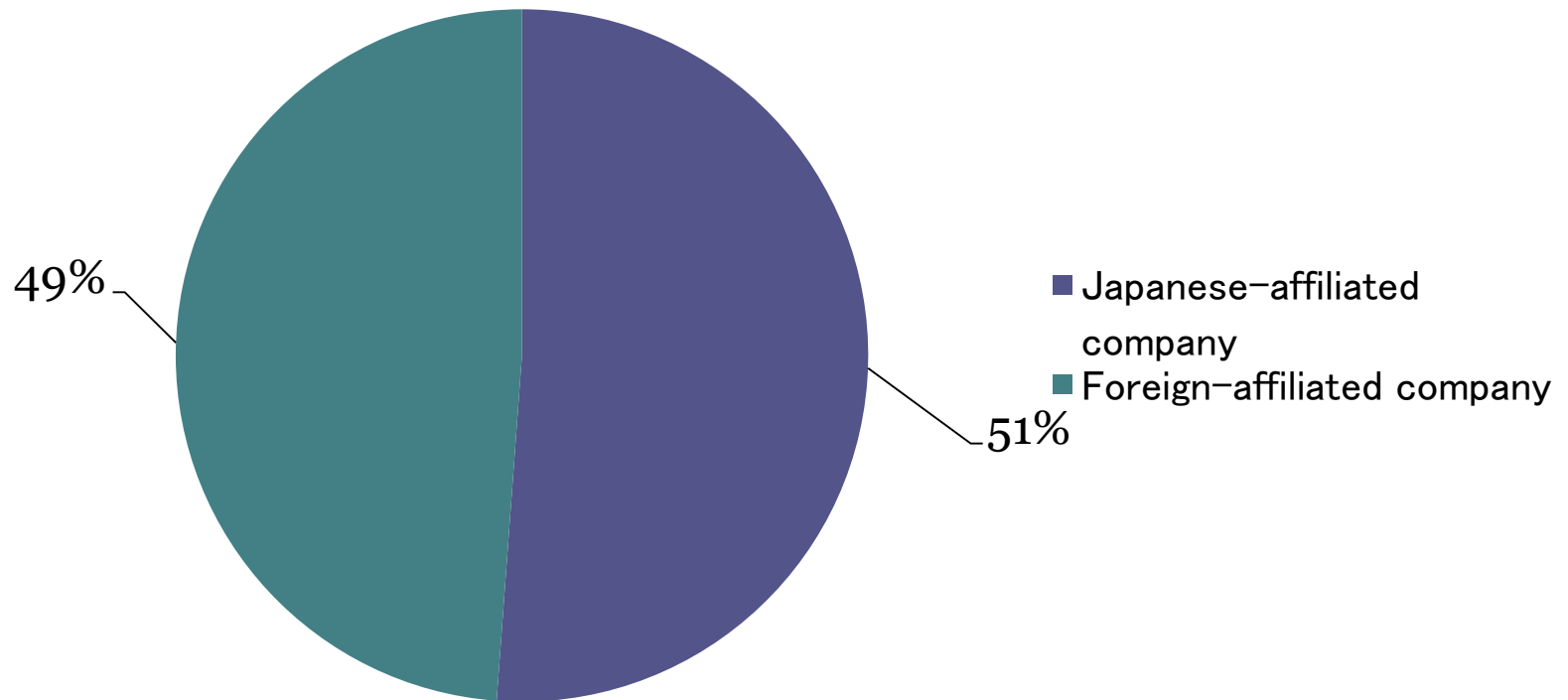
# Other services Conducted in relation to Medical Products

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

<b>Business services</b>	<b>No.</b>	<b>Business services</b>	<b>No.</b>
<b>Audit(including self-check)</b>	<b>15</b>	<b>BE studies</b>	<b>8</b>
<b>Academic clinical research</b>	<b>13</b>	<b>IT support-system building, excluding EDC</b>	<b>7</b>
<b>Consultation</b>	<b>13</b>	<b>Re-examination documents preparation</b>	<b>7</b>
<b>Education &amp; training</b>	<b>13</b>	<b>Recruiting clinical study subjects, site-selection</b>	<b>7</b>
<b>Randomization</b>	<b>12</b>	<b>Clinical Trial In-Country Care-taker</b>	<b>7</b>
<b>Project management</b>	<b>10</b>	<b>MF application, generics application</b>	<b>5</b>
<b>SOP preparation</b>	<b>9</b>	<b>Transportation and storage of IMP</b>	<b>4</b>
<b>Academic papers writing</b>	<b>9</b>	<b>Holding research conference</b>	<b>4</b>
<b>Translation</b>	<b>8</b>	<b>Establishing analytical methods, validation</b>	<b>2</b>

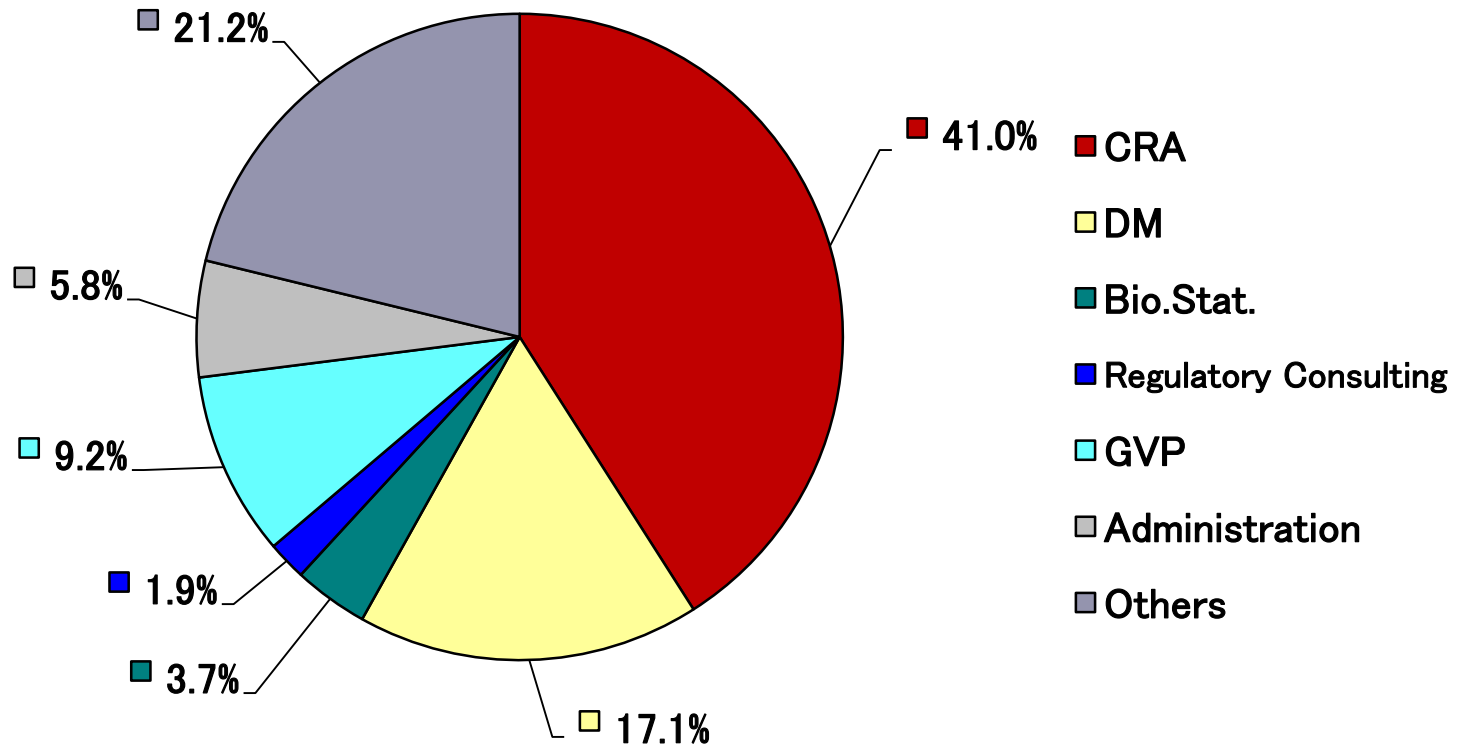
Also include clinical laboratory testing, regeneration medicine, image analysis and epidemiological study, etc.

# Ratio of total sales volume by client groups



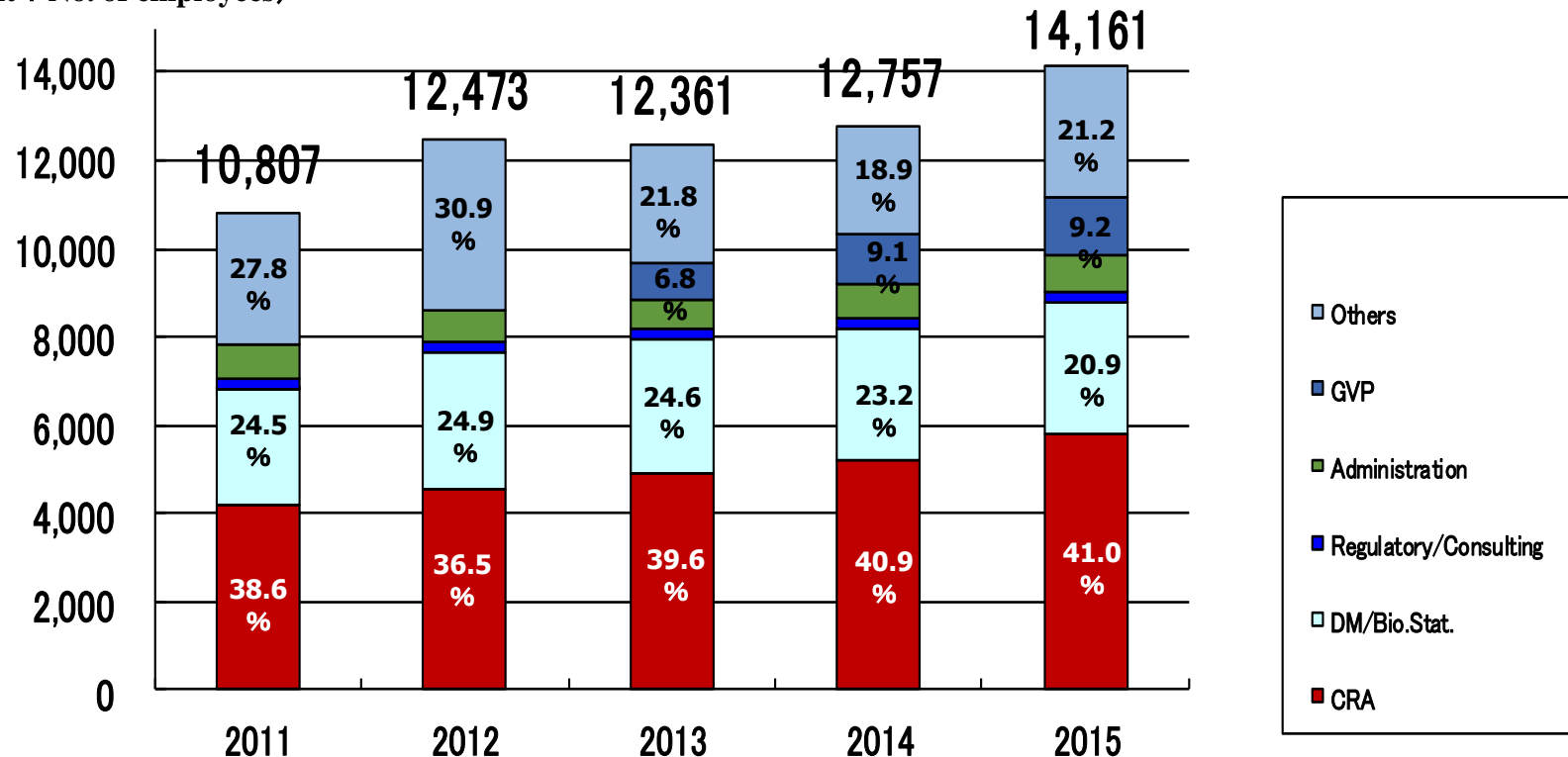
# 2015 Employees by Business Services

Total No. of employees: 14,161



# Employees by Business Services 2011-2015

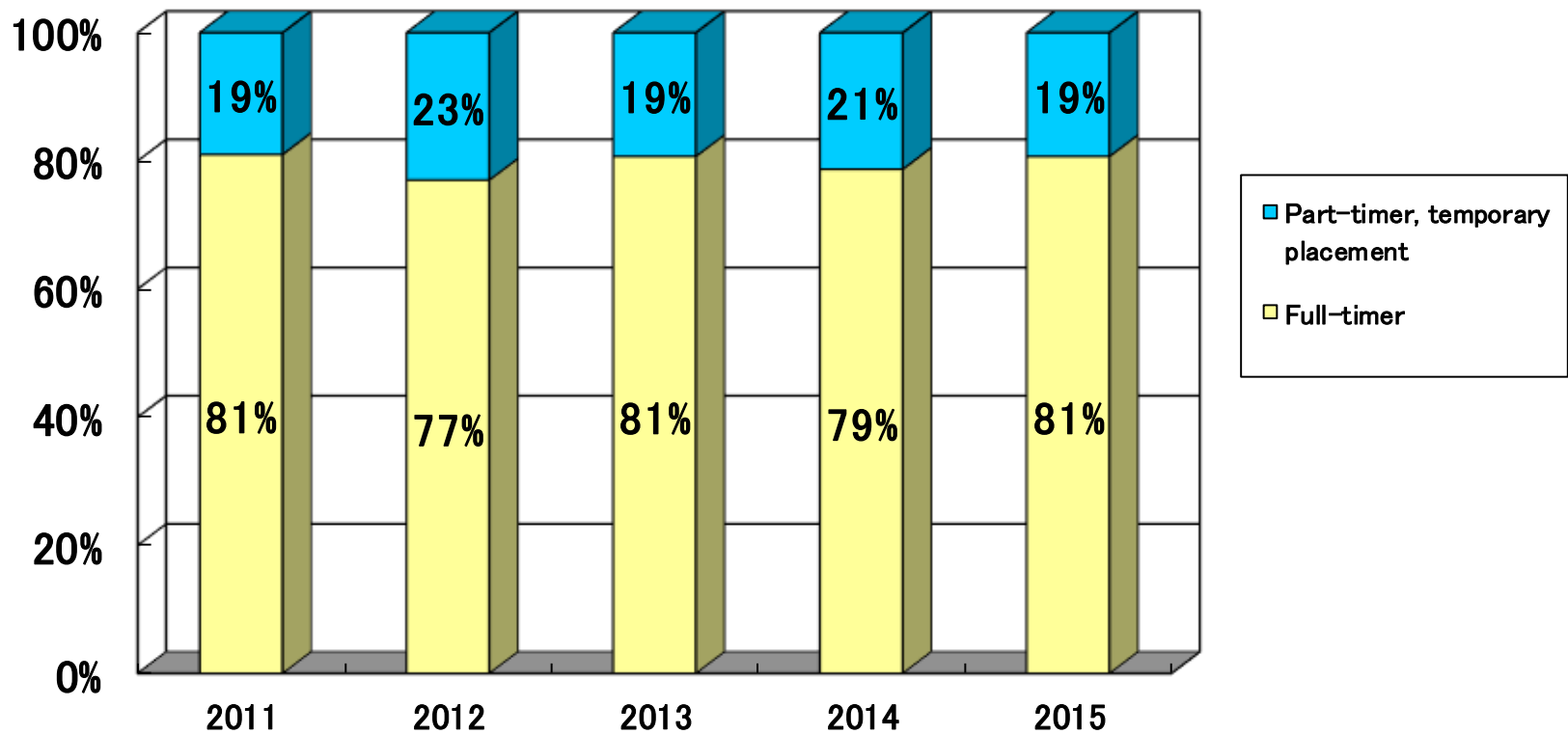
(Unit : No. of employees)



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

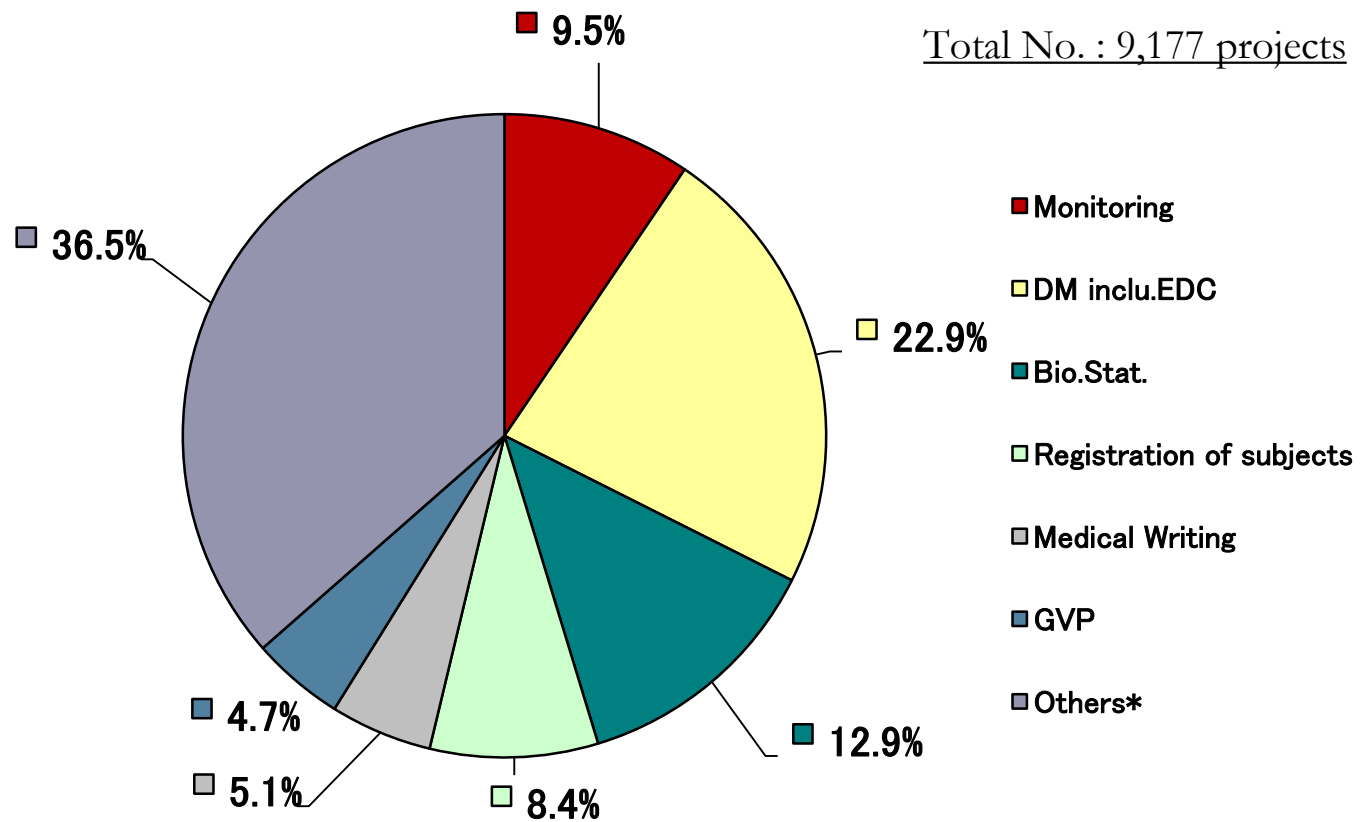
# Employees by Business Services 2011-2015

2015 Total No. of employees :14,161



# 2015 Medical Products/Devices/Food & Nutrition-Supplement Outsourced Projects by Business Services

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

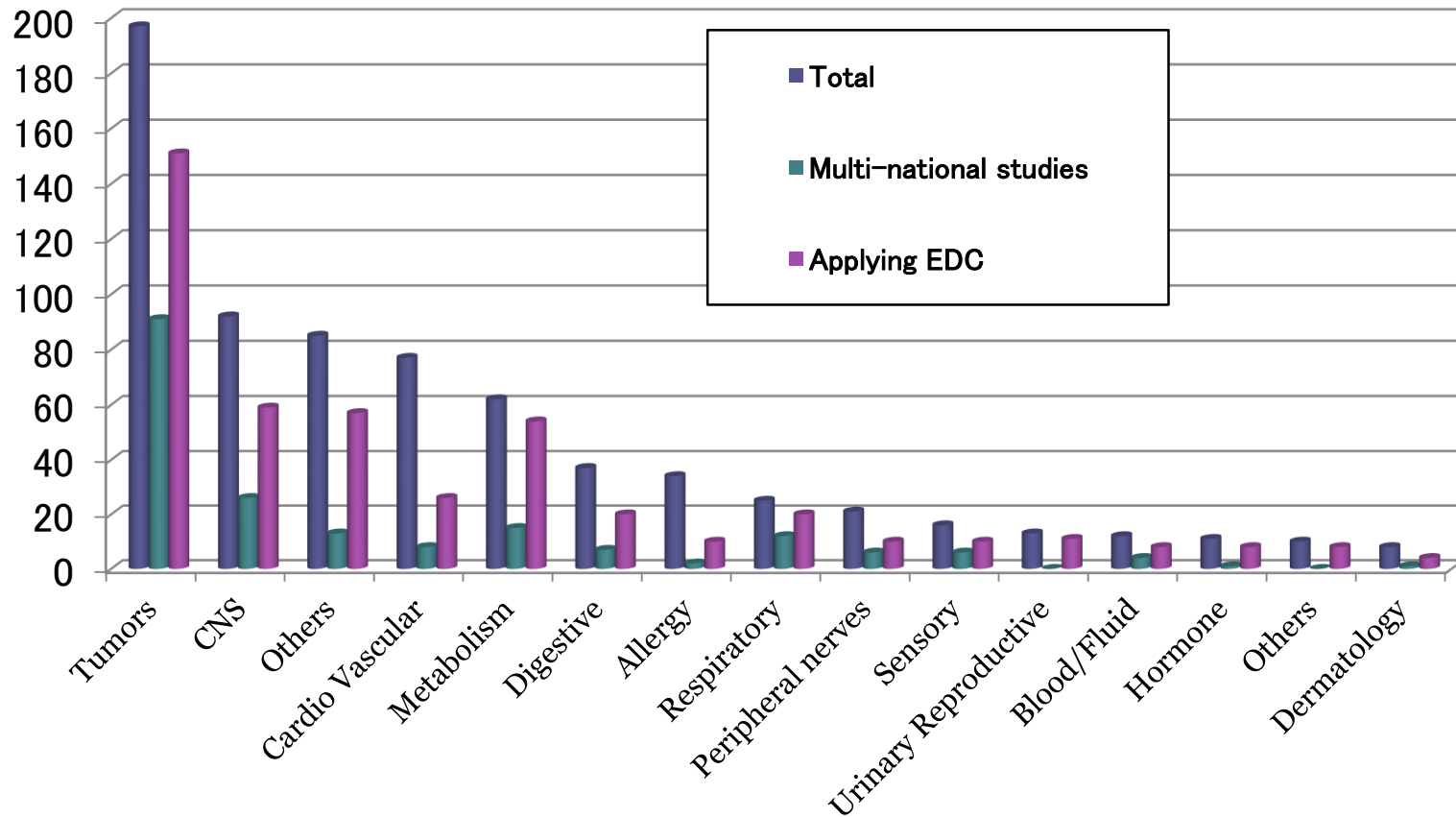


\*Others: Academic clinical researches, audit, consultation, education and training, IT support-system building, translation, BE studies, Randomization, clinical laboratory testing. etc.

## 2015 Monitoring Projects\* by Therapeutic Area

- Only valid responded projects, 706, are categorized out of total monitoring projects .
- \* Multi-National Studies: Studies conducted in multi countries simultaneously with the same protocol.

(Units: No. of projects)





## 2015 Monitoring Projects\* by Clinical Phases

Note: Only valid responded projects, 705, are categorized out of total monitoring projects.

