



Annual Report for Fiscal Year of 2010 (Jan-Dec)

February 23, 2011
Japan CRO Association

2010 Organization of JCROA

Total Number of Members: 28 companies

**{ Regular Member: 18 companies
Associate Member: 6 companies
Supporting Member: 4 companies**

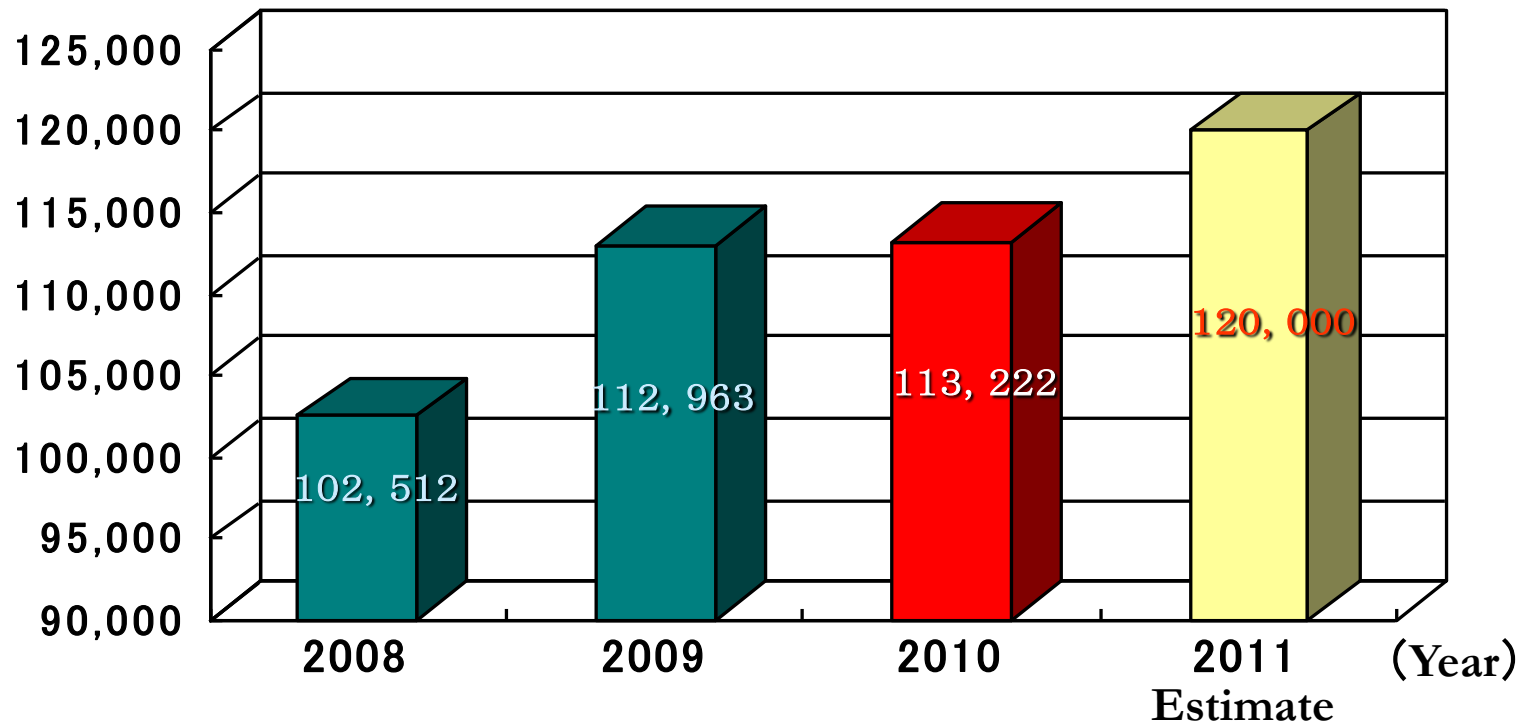
(Note)

- * This report is collected from 26 of the above 28 companies concerning providing services on 1) Clinical Development, 2) Medical Devices Development, 3) Food & Supplement Development, 4) Pre- Clinical, and 5) Others (including SMO/CRC).
- * In case any of the data is imperfect due to lack of information, the data is adjusted to the estimated data based on the average of the available information.
- * Data of 26 affiliated companies## of JCROA is available on Page 14.

##) Affiliated Companies have capital relation with the JCROA members.

Movement of Sales Amount*

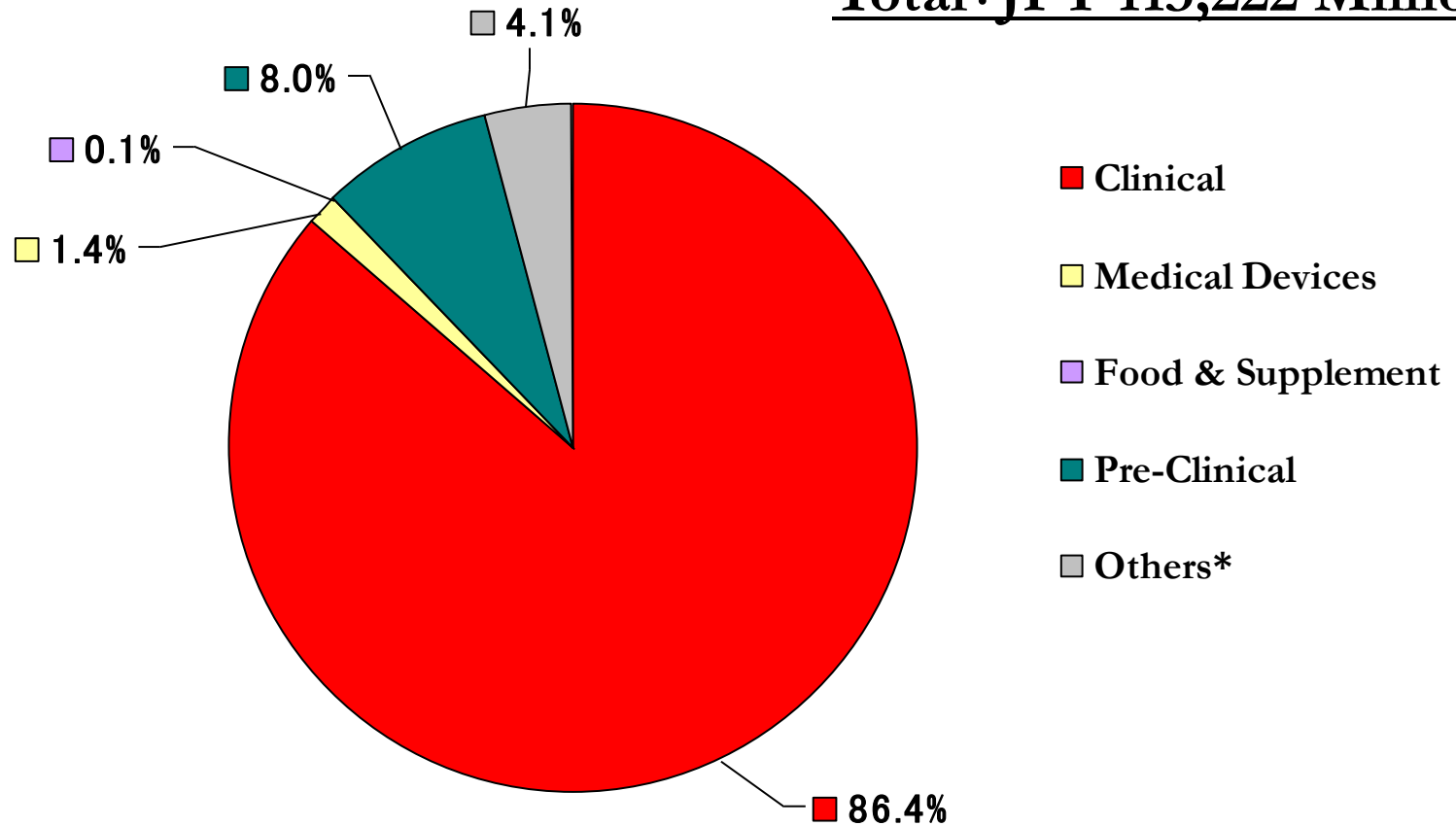
(JPY Million)



* Data of 39 companies in 2008. Data of 33 companies in 2009. Data of 26 companies in 2010/2011.

2010 Sales Breakdown by Fields

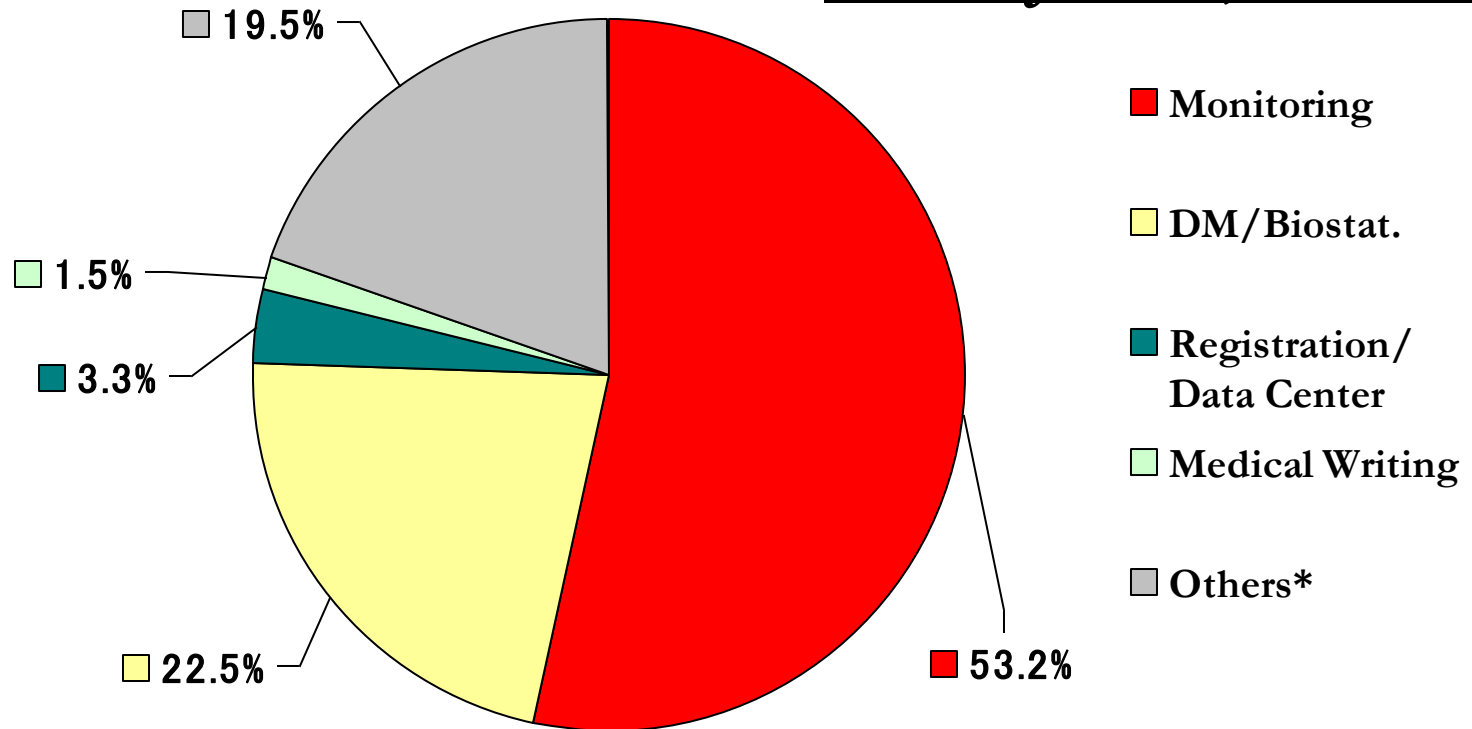
Total: JPY 113,222 Million



*Others: Central Laboratory, Laboratory, System development, Academic investigation, and etc.
(In Sales Amount Order)

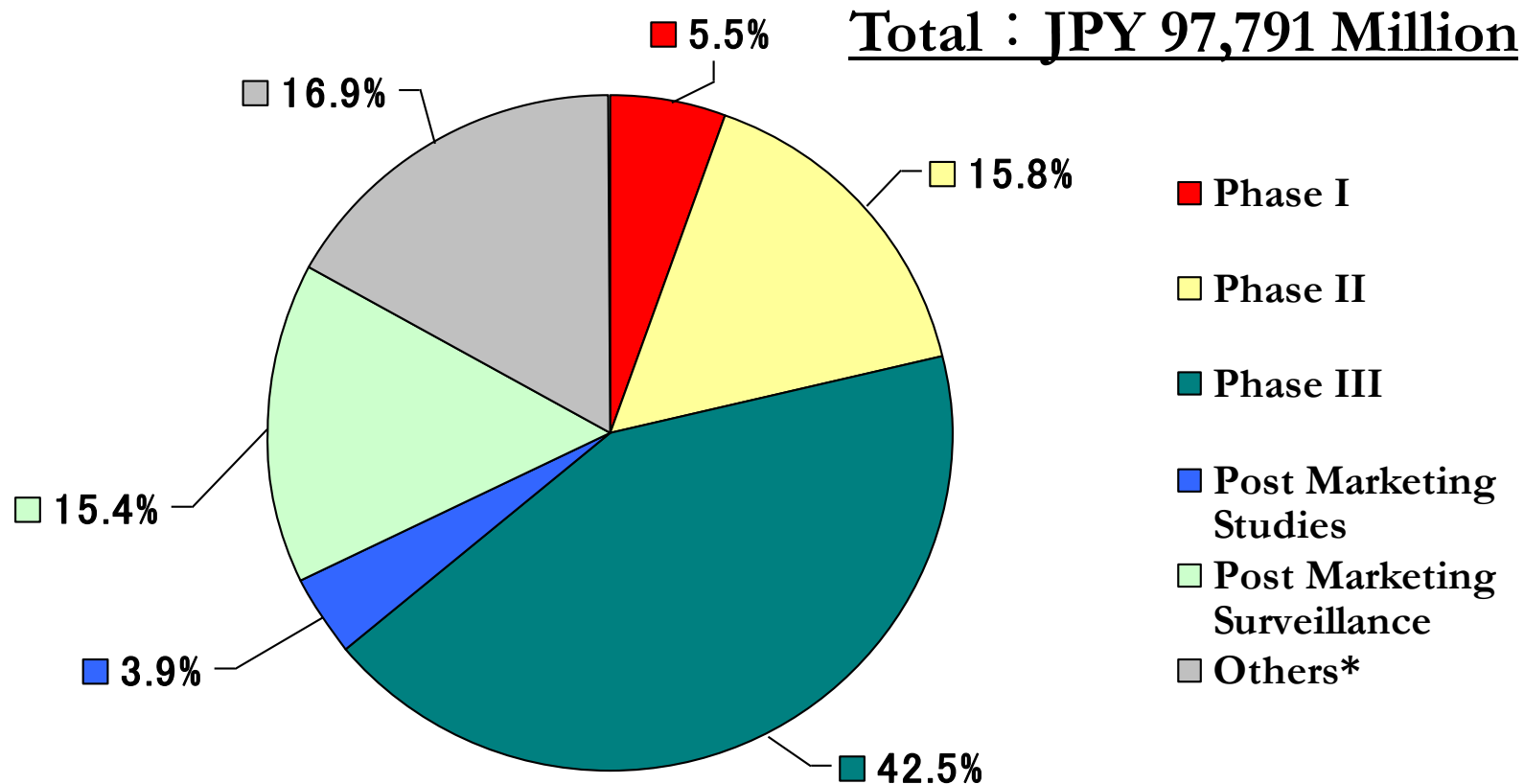
2010 Clinical/Devices/Food & Supplement Sales Breakdown by Services

Total : JPN 99,501 Million



*Others: Medical exam. related to clinical trials, Bioequivalent studies, Academic investigations, and etc. (In Sales Amount Order)

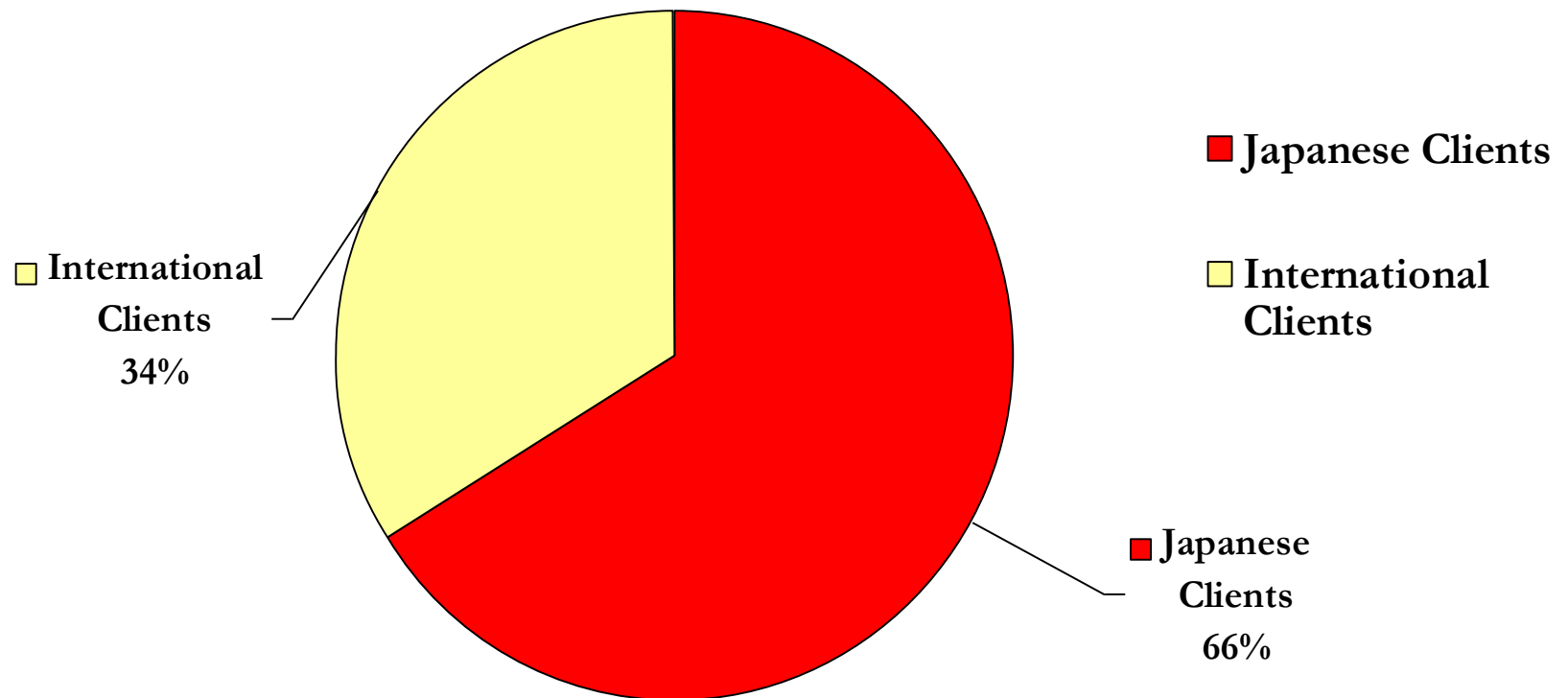
2010 Clinical Development Sales Breakdown by Phases



*Others: Temp Agencies (5%), Bioequivalent studies, Academic investigations, System development for EDC and others, Safety report, Quality control related, and etc. (In the Number of Items Order)

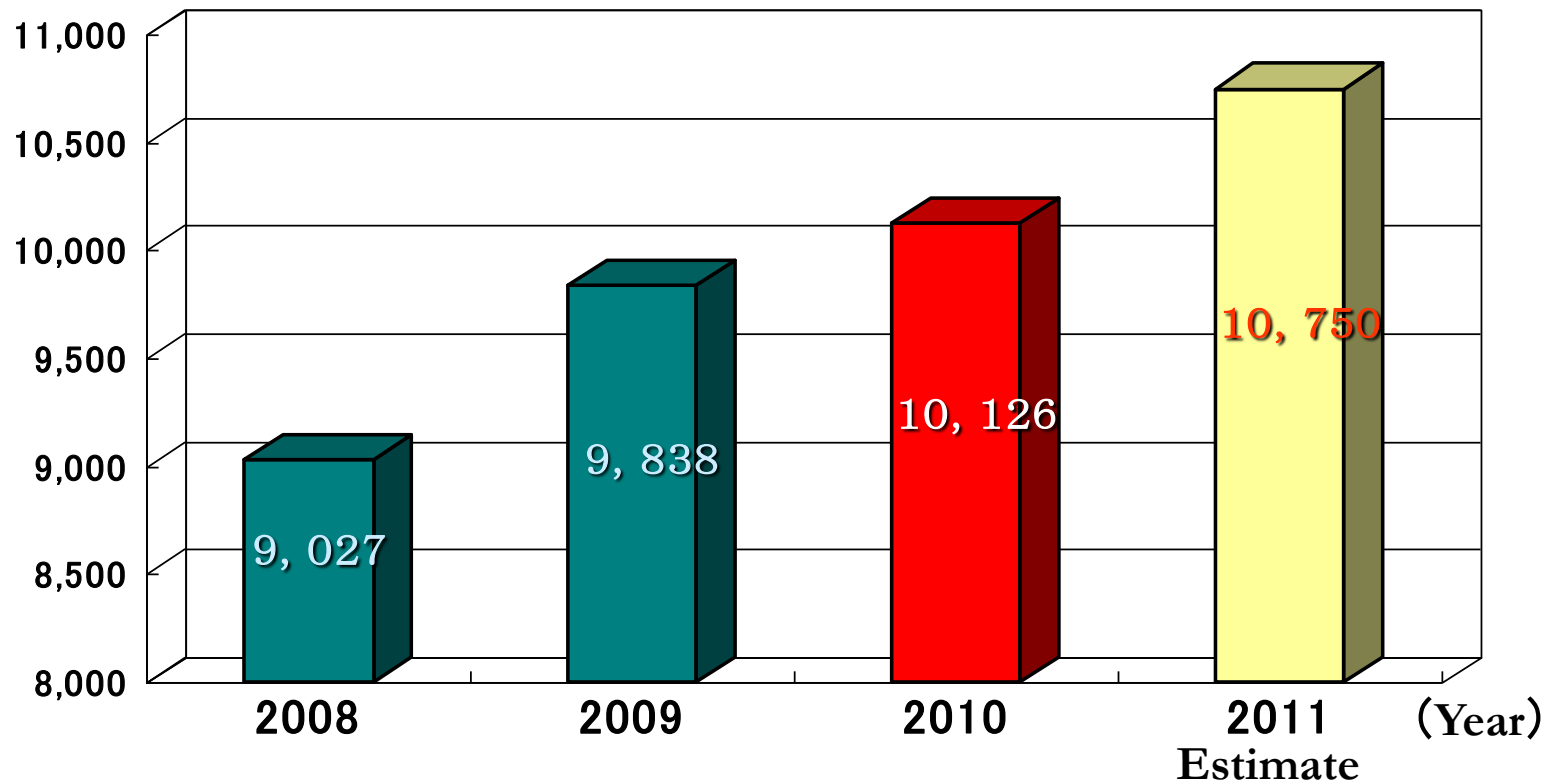
2010 Sales Breakdown by Clients

Total: JPY 113,222 Million



Movement of Number of Employees*

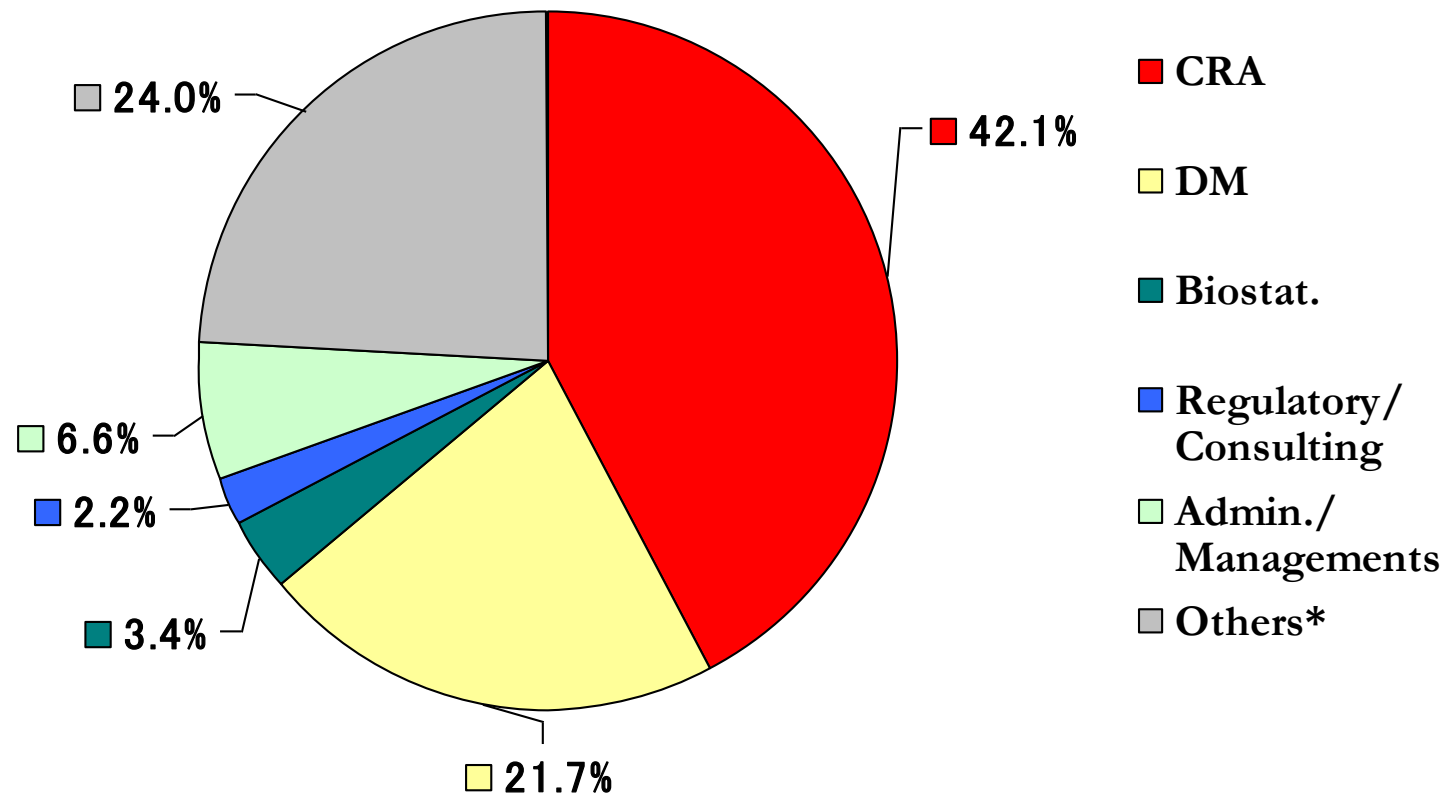
(# of Employees)



* Data of 39 companies in 2008. Data of 33 companies in 2009. Data of 26 companies in 2010/2011.

2010 Employees Breakdown by Services

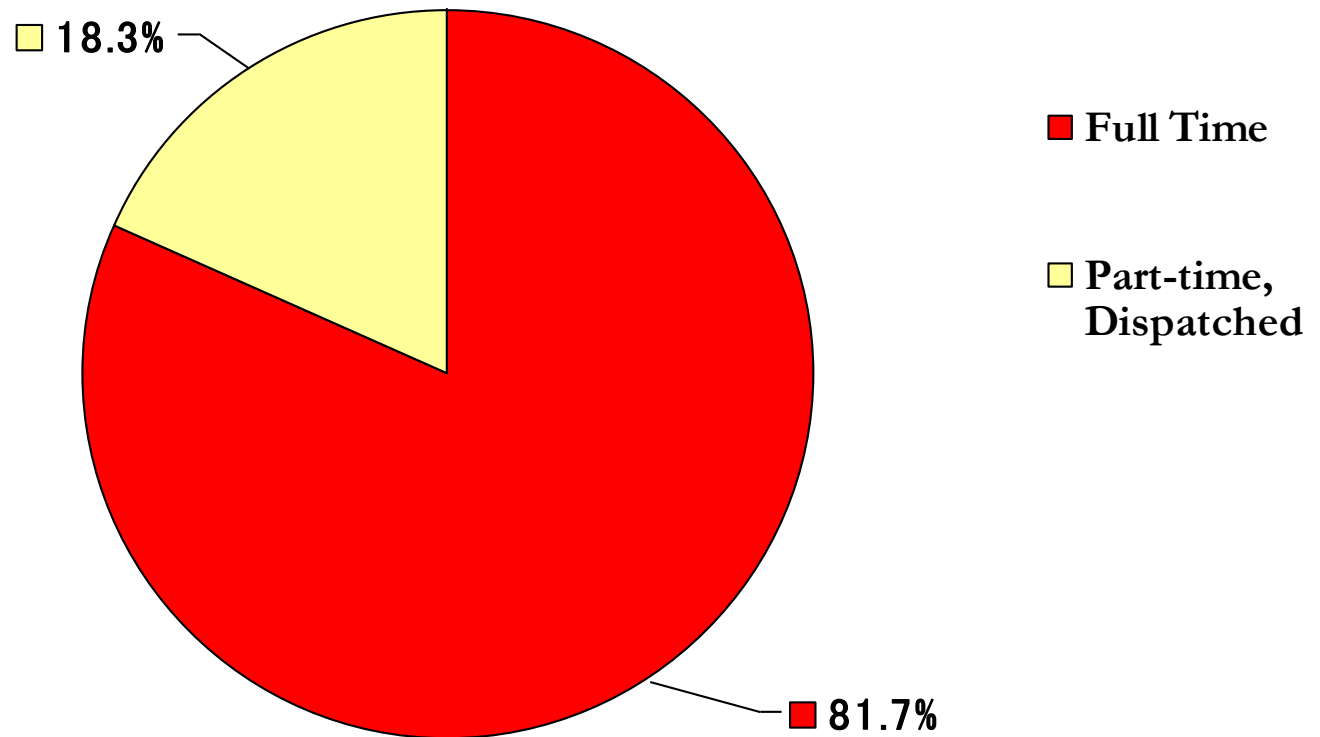
Total # of Employees: 10,126



*Others: Assistance for CRAs, IT related, Medical examiners related to clinical trials, Sales promotion, and etc.

Employment in 2010

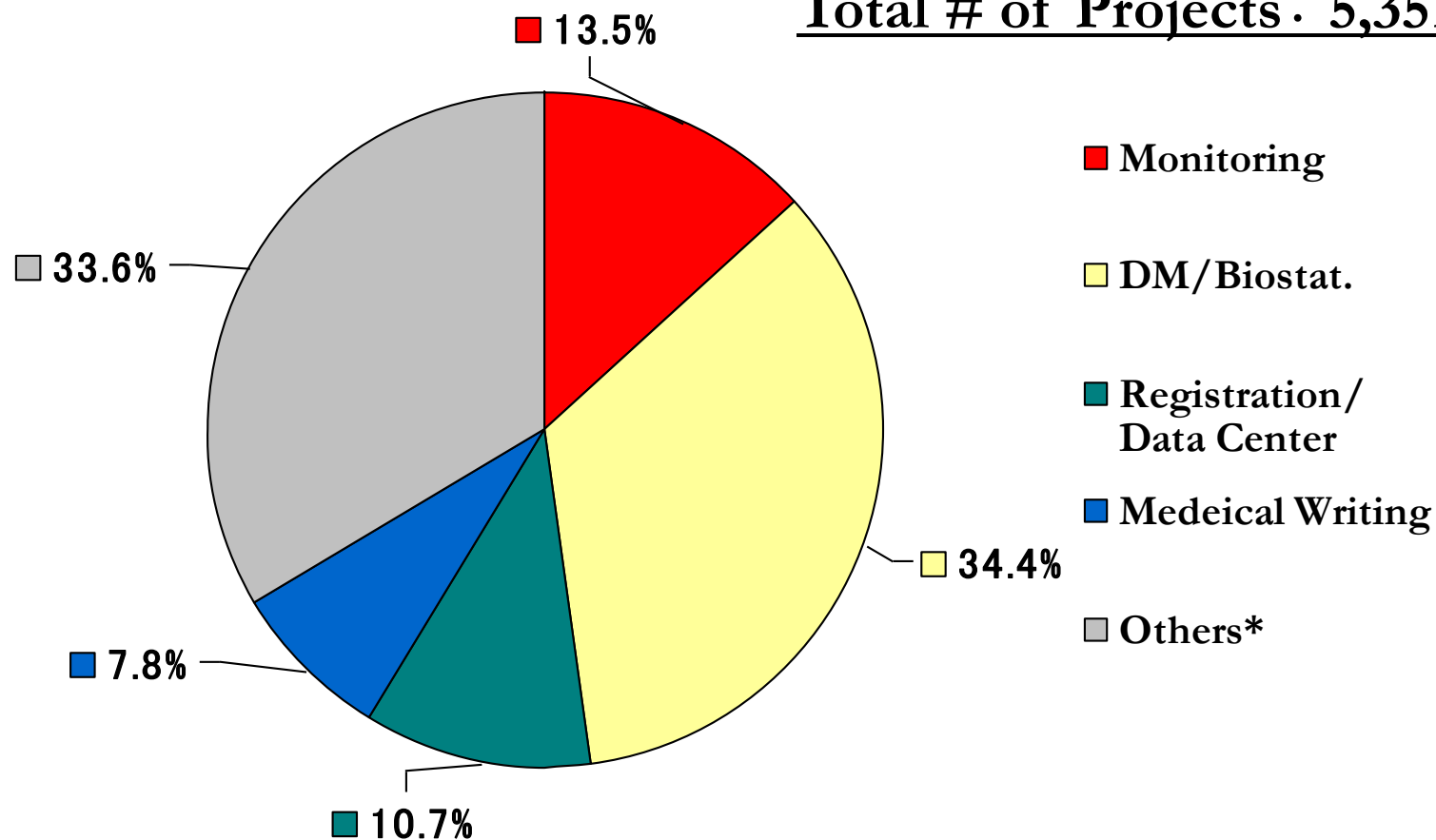
Total # of Employees : 10,126



2010 Clinical/Devices/Food & Supplement Breakdown of Outsourced Projects by Services

☆1 Project =1 service per protocol

Total # of Projects: 5,351

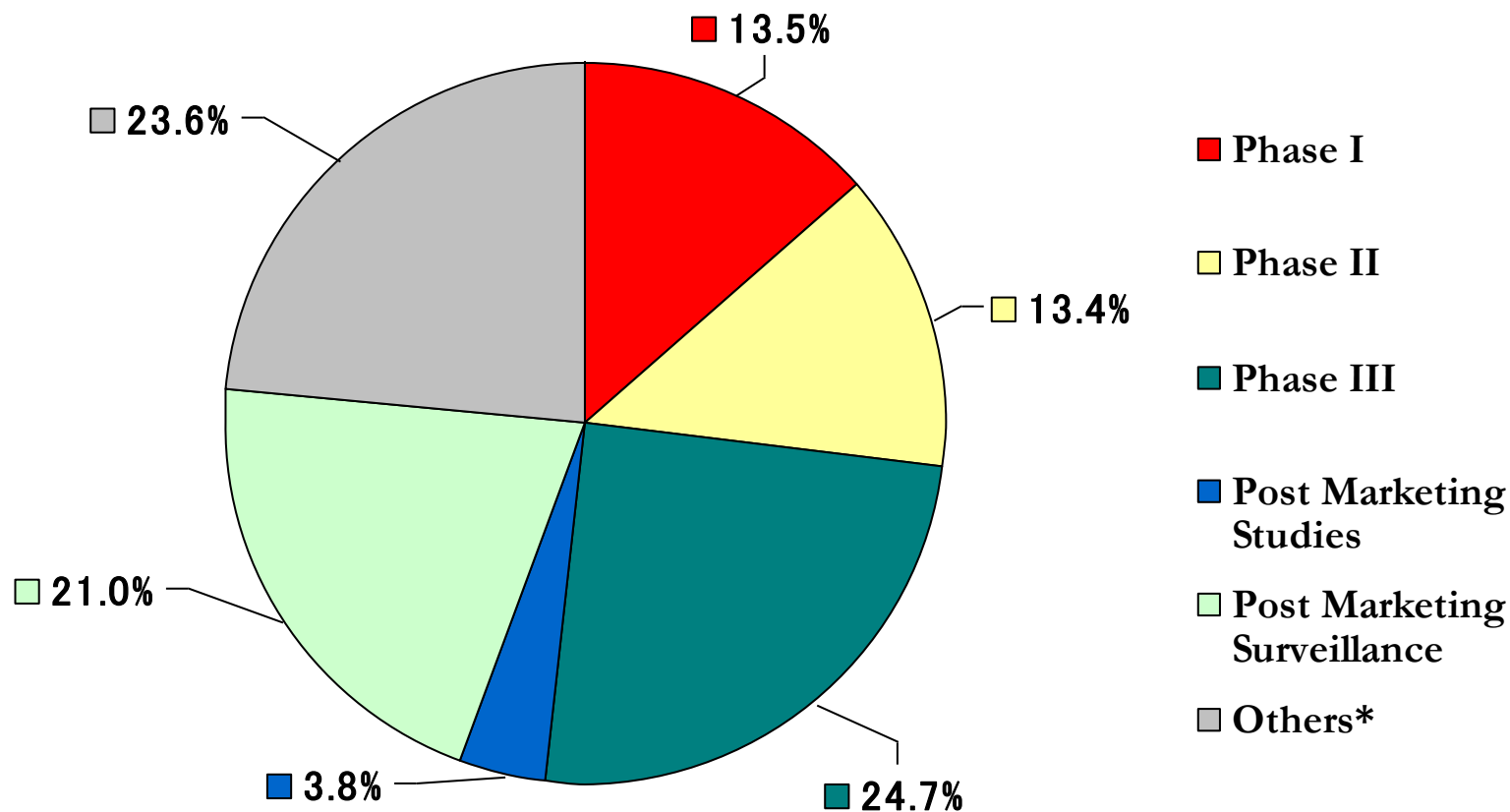


*Others: Medical exam. related to clinical trials, Bioequivalent studies, Academic investigation, System development for EDC and others, Safety Report, Quality Control related, and etc.
(In the number of Items Order)

2010 Clinical Projects Breakdown by Phases

☆1 Project =1 service per protocol

Total # of Projects : 5,133



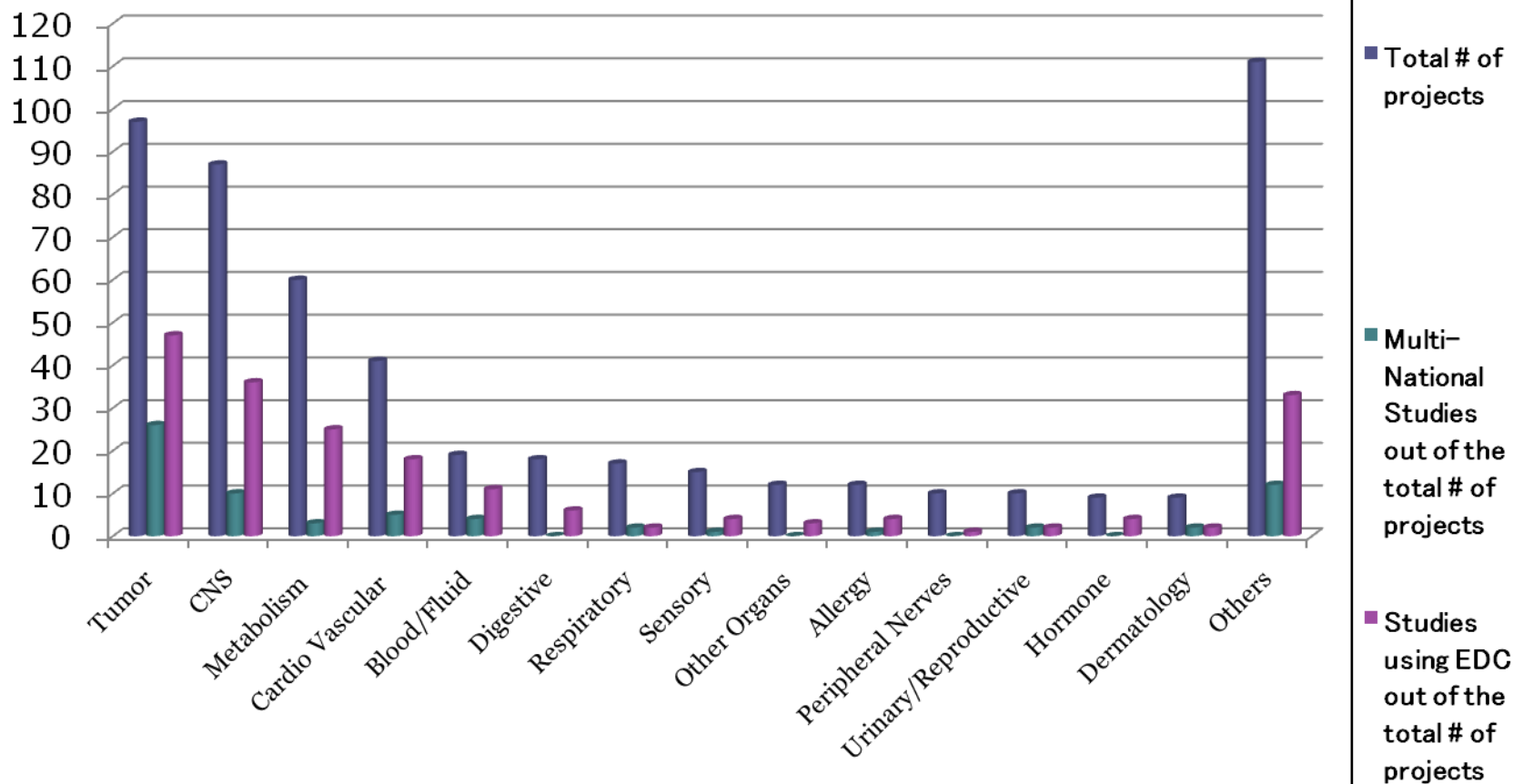
*Others : Medical exam. related to clinical trials, Bioequivalent studies, Academic investigation, System development for EDC and others, Safety Report, Quality Control related, and etc.
(In the number of Items Order)

2010 Monitoring Projects* Breakdown by Therapeutic Area

* 527 projects as available data

** Multi-National Studies: Studies conducted in multi countries at the same time based on the same protocol.

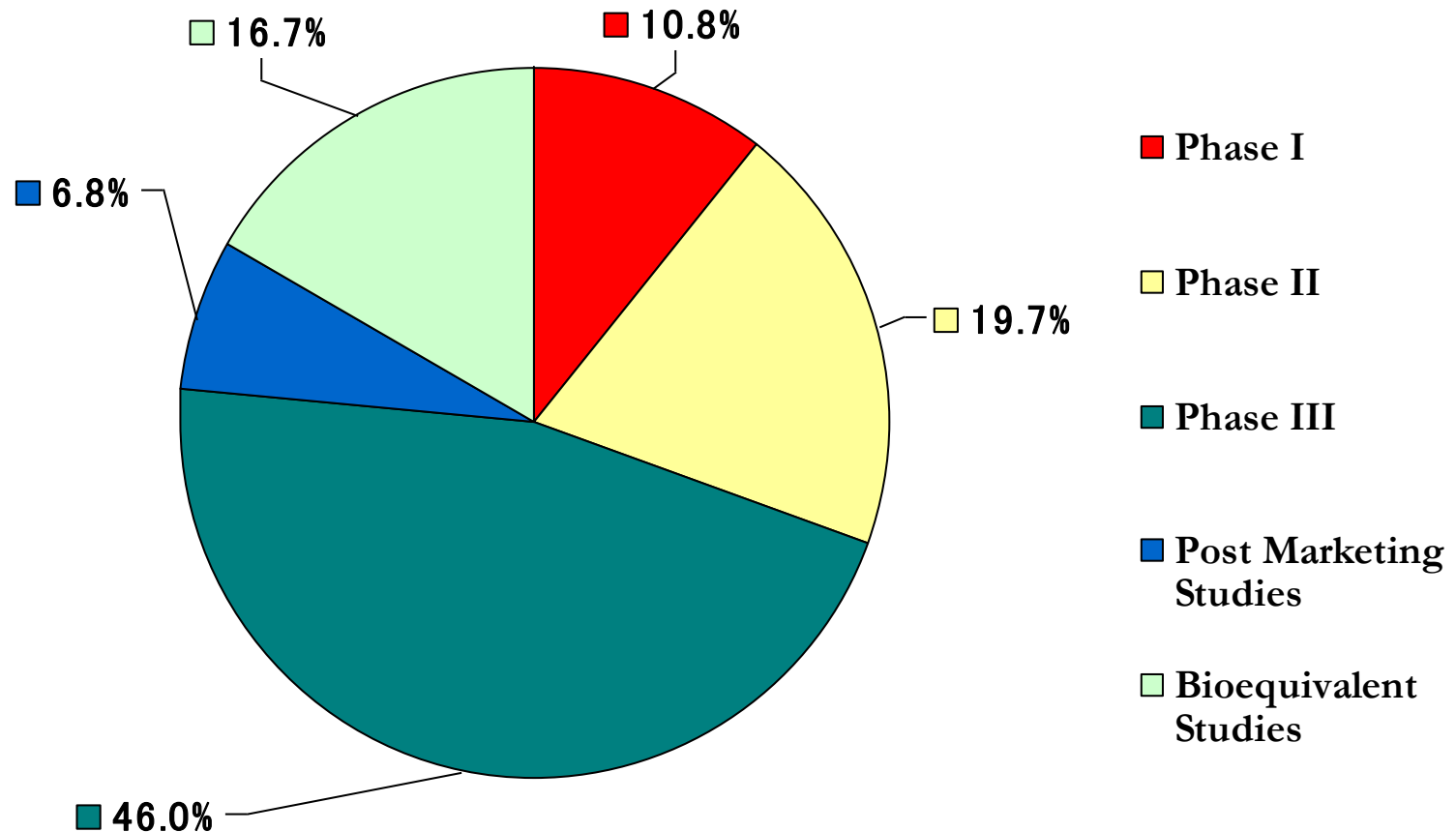
(# of Projects)



Therapeutic Area by Japanese Classification

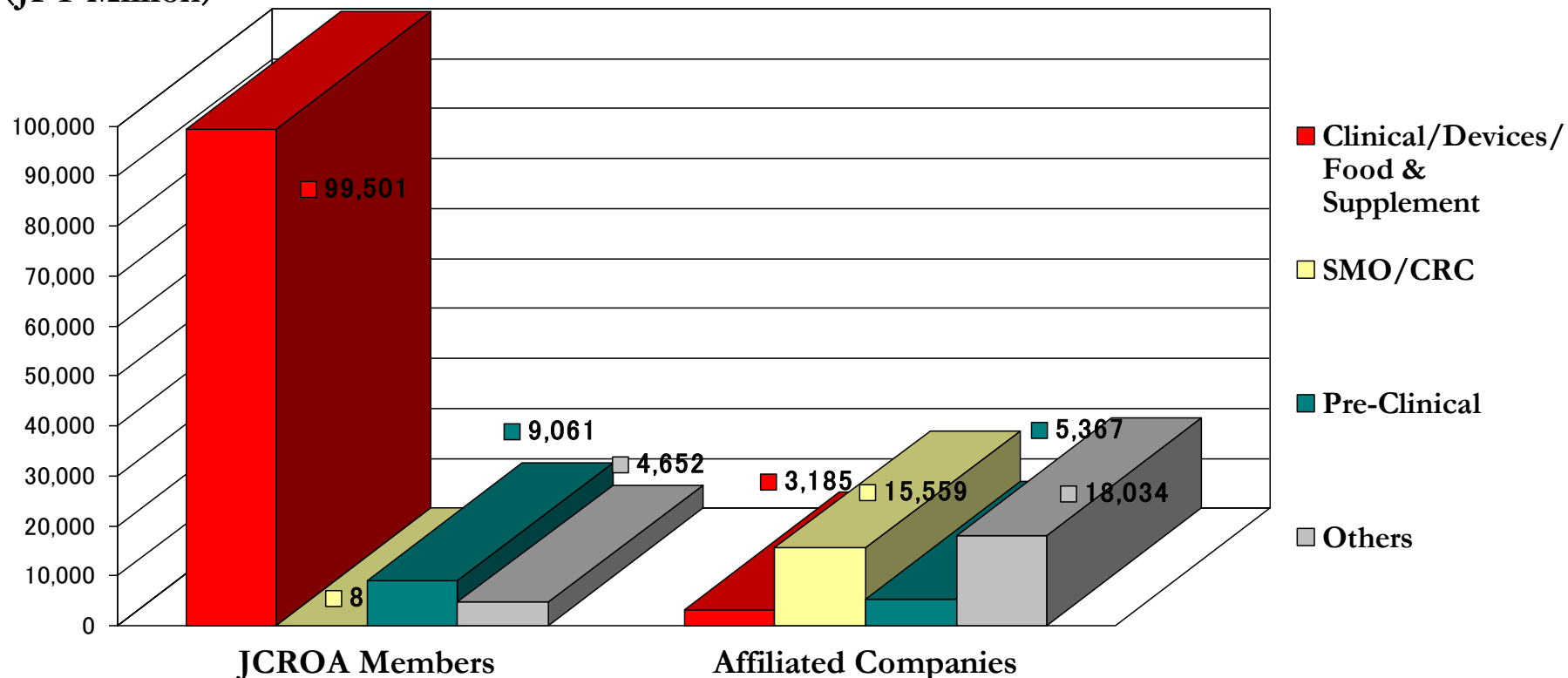
2010 Monitoring Projects* Breakdown by Phases

* 527 projects as available data



2010 Sales and Employees JCROA Members vs Affiliated Companies*

(JPY Million)



Sales : JPY 113,222 Million
(Total # of Employees : 10,126)

Sales : JPY 42,145 Million
(Total # of Employees : 4,910)

* Affiliated Companies: 26 companies who have capital relation with the JCROA Members.