



Otsuka Pharmaceutical Factory, Inc.

Company Profile 2025



Otsuka Pharmaceutical Factory, Inc.



The Best Partner in Clinical Nutrition



# The Best Partner in Clinical Nutrition

Otsuka Pharmaceutical Factory has embraced the management vision of being "The Best Partner in Clinical Nutrition." As the originating company of the Otsuka Group, we have been engaged in the intravenous (IV) solutions business for over 75 years, leading the development of IV solutions in Japan as a pioneering company in this field. To provide solutions that contribute to prevention, hospital medical care, rehabilitation, and home medical/nursing care, we are advancing the development of pharmaceuticals, medical devices, and digital services that address unmet medical needs, primarily in clinical nutrition, while consistently focusing on innovative product development that is not constrained by existing concepts and always from the patient's viewpoint. Otsuka's IV solutions are widespread not only in Japan but mainly in Asia. In the future, we intend to globally promote products that can contribute to clinical nutrition, such as nutrient IV solutions and enteral nutrition products, as well as basic IV solutions. Furthermore, we will continue to strive to deliver medicines, medical devices, and medical foods to people around the world.

By inheriting the teachings of our predecessors, such as "Ryukan-godo" (by sweat we recognize the way) by the founder Busaburo Otsuka, "Jissho" (actualization) by Masahito Otsuka, the second-generation president, and "Sozosei" (creativity) by Akihiko Otsuka, the third-generation president, we will continue our efforts to consistently deliver safe and high-quality products while developing and supplying innovative products. Through our business activities, we aim to contribute not only to the health of people worldwide but also to strengthen environmentally friendly business management, contributing to the achievement of sustainable development goals (SDGs) recommended by the United Nations. We look forward to your continued support in these endeavors.



**Shuichi Takagi**  
President and  
Representative Director

**Ryukan-godo  
(by sweat we  
recognize the way)**  
The process of discovering the  
core substance of something  
through hard work and  
practice.

**Jissho  
(actualization)**  
Self-actualization through  
achievement, completion and  
the discovery of truth.

**Sozosei  
(creativity)**  
Pursuing that which only  
Otsuka is capable of  
delivering.

## Otsuka Group corporate culture

The Otsuka Group has three core approaches for creating new value that it is aiming for: Ryukan-godo (by sweat we recognize the way), Jissho (actualization), and Sozosei (creativity). These are shared by the whole Group, helping to cultivate its corporate culture.

For more details, please visit the  
"Message from the President"  
page on our corporate website.

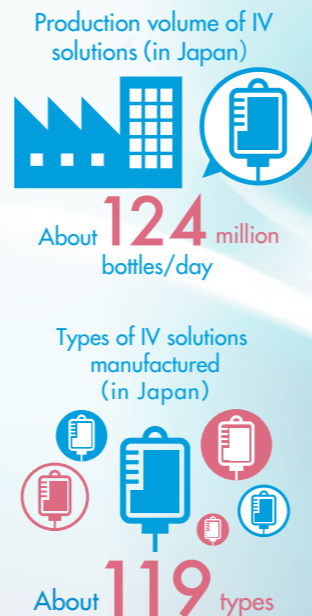


As a leading company in IV solutions that are “basic drugs”

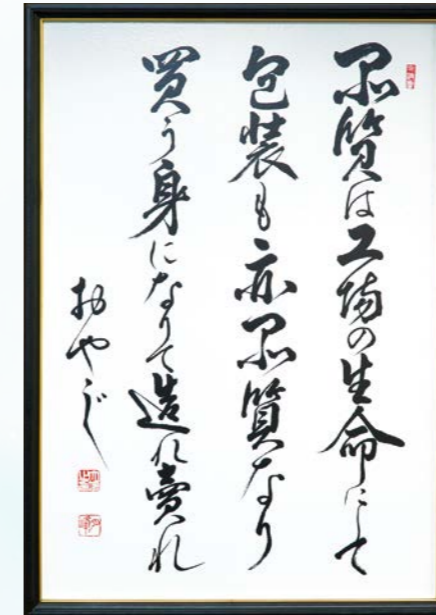


IV solutions, the main products of Otsuka Pharmaceutical Factory, are solutions for drip infusion, which are vital, life-supporting pharmaceutical preparations and play an essential role in medical care. Otsuka Pharmaceutical Factory, with a majority share\* in the Japanese IV solution market, has been developing IV solutions for more than 75 years, and as a leading IV solution company, we have steered their development in Japan. IV solutions are one of the “basic drugs” (a drug with high clinical needs whose manufacturing and sale will continue to be required without interruption). Accordingly, we need to maintain high quality and stable supply as a manufacturer of basic drugs.

\* Source: Copyright ©2025 IQVIA; Calculated based on JPM December 2024 MAT; Market as defined by Otsuka. Reprinted with permission.



Thorough pursuit of safety and quality



Quality first spirit inherited from the founding

“Good product quality is the key to the operation of the factory, and packaging is part of product quality as well. We must produce and sell our products from the point of view of the buyers.” This guiding principle was written by the founder Busaburo Otsuka (1891–1970), known as a superior calligrapher with a pen name of Otsuka Geppō, and familiarly known as “Oyaji-san” (meaning old man) by employees. In 1946, when he started manufacturing and selling injection drugs, Busaburo showed what persons engaged in manufacturing, transportation, and sales should do. Even today, the principles are displayed at the company’s front entrance and at each factory. This quality-first commitment described here has been handed down to our employees over generations and has become the foundation that has supported Otsuka’s manufacturing until now.

For the stable supply of high-quality products



At Otsuka Pharmaceutical Factory, everyone in our Manufacturing Division maintains a strong awareness of the part they play in providing medical treatment, and follows GMP\* documentation and other formalized, rigorous procedures. We recognize that a major factor in determining quality output is how well we can handle increasingly complex, advanced pharmaceutical manufacturing equipment, and software that controls manufacturing equipment, led by computer system validation. Such systems require those involved in manufacturing to have a high degree of knowledge and skills. Under such conditions, the Manufacturing Division carries out training programs for employees to pass on and acquire correct manufacturing techniques and new skills that we have established over the years. We also provide specialist education to managers, encourage employees to obtain trade skill qualifications, and carry out proposal activities that generate a wide range of creative proposals for improving production. Such efforts contribute to the stable supply of high-quality products.

\* Good Manufacturing Practice: The standards for manufacturing control and quality control of medicinal products.

Aiming to create innovative products that contribute to medical care

### Providing patients with products developed and improved to meet medical needs fast



In the medical field, medical representatives (MRs) with expertise provide information such as about appropriate infusion/nutrition therapy to healthcare professionals. Through such activities, they build trusted relationships with healthcare professionals and can quickly communicate feedback from them and their patients to our Research and Development and

Manufacturing Divisions in order to develop new products and improve upon existing ones. We will continue listening to various perspectives seriously and working to create innovative products that can contribute not only to the field of clinical nutrition but also to medical and nursing care settings.

### High-quality products and solutions spreading worldwide

Utilizing our advanced technological capabilities that we have accumulated as a leading IV solution company in Japan, the Otsuka Group is currently involved in the IV business at 17 group companies including Otsuka Pharmaceutical Factory. We will contribute to local healthcare by developing higher value-added solutions overseas based on their market needs.



### Aiming to provide solutions (problem solving) that combine products and services



In addition, we are expanding our business areas to cover the entire healthcare process, such as prevention, diagnosis, treatment, and monitoring. For example, we are developing services that contribute not only to product development but also to prevention and

treatment using digital technologies. We hope to be a company that can provide solutions that can contribute to healthcare, ranging from prevention to recovery by creating new value that combines products and services.

## To create innovative products that help patients

### Challenge to unmet medical needs

To address unmet medical needs, we listen to the opinions of patients and healthcare professionals in the exploratory stage, and develop innovative medical products by firmly grasping the problems that could arise in the future. With flexible ideas that are not bound by existing frameworks, we strive to create truly needed products.

#### Creating new values and solving social issues in the clinical nutrition area

We develop products to improve or cure conditions such as water-electrolyte imbalance and nutritional disorders, for which our main products, IV solutions, are indicated. Abnormalities in hydration and nutrition, which are essential for the maintenance of life, significantly affect various diseases and injuries, as well as surgeries and other treatments, and its prognosis. In recent years, we have been particularly focusing on pathological conditions such as cancer, renal failure (dialysis), and sepsis. While new therapies for these conditions are constantly being developed worldwide, we approach them from the perspective of abnormal metabolism of various nutrients. We believe that by providing the nutrients suitable or necessary for each of the condition, we can control disease progression and improve the outcomes of medical and surgical treatments. Therefore, we promote research to develop new IV solutions and therapies using nutrients.



**TOPICS** In 2024, development of "KIDPAREN Injection," an amino acid, glucose, electrolyte, fat, and multivitamin solution for high-calorie parenteral nutrition for patients with chronic kidney disease.

KIDPAREN Injection is a kit formulation of total parenteral nutrition that combines amino acids, glucose, electrolytes (excluding potassium and phosphorus) and vitamins (in accordance with the FDA 2000 formulation\*) in a 1,050 mL 3-chamber bag that provides 1,500 kcal and is directed at the patients with chronic kidney disease who need to restrict fluid. It enables preparation of mixing

various ingredients aseptically by breaking the center seal before use. We hope this Product will allow more options of injections for TPN management of the patients with chronic kidney disease and reduce the burden on the healthcare setting.

\* Vitamin formulation for parenteral nutrition issued by the Food and Drug Administration (FDA) in 2000

#### Research and development of products contributing to the prevention of infections and postoperative complications

We have been engaged in the development of drugs and medical devices to reduce invasion and complications/accidental symptoms associated with medical procedures. In 2015, we developed Olanedine, a new external-use antiseptic as a preventive measure for postoperative infections and also offered colored preparations to enable identification of the area of application. We also developed an antiseptic applicator, which integrated a disinfectant with an applicator. In 2020, we developed VISCOCLEAR gel to secure the visual field in endoscopy. This gel improves the poor visual field during gastrointestinal endoscopy and treatment, which has also become available as an ultrasonic transmission medium. We always listen to healthcare professionals to promote product development and innovative approaches to meet diversifying medical needs.



#### Research and development close to the frontline medical treatment

We conduct various studies at our Research Institute, from basic research to nonclinical studies, focusing on patient-centered product development to respond to unmet medical needs. Our Research Institute values opinions of patients and healthcare professionals, and develop new products in collaboration with the Development Division based on the feedback from the actual medical practice. We also collaborate with the Sales and Business Development divisions to incorporate new technologies into the formulation and the design of their containers, enhancing medical efficacy and safety.



## From developing drugs to developing medical foods

### Product development supported by scientific evidence

The mission is to develop creative foods supported by medical evidence, which is born from our origin as a pharmaceutical company with strength in clinical nutrition. We call these foods that are useful in clinical and nursing care settings "medical foods." Considering Japan has entered a super-aging society,

we are accelerating product development with the keywords "dehydration," "low nutrition," and "swallowing difficulty" in view of the mission imposed on pharmaceutical companies. In addition, we are engaged in business expansion and product development not only in Japan but also overseas, mainly in Asia.

#### Oral rehydration solution OS-1 Serie developed by a leading company in IV solutions



The oral rehydration solution OS-1 was the first oral rehydration solution in Japan to receive approval for labeling as a food for persons with medical conditions (individually evaluated type), categorized as a food for special dietary use. It is widely utilized in dietary therapy (oral rehydration therapy) for mild to moderate dehydration. As a food for persons with medical conditions, OS-1 is designed for broad use by patients, the elderly, and children. We have focused on making the product easy to use by improving packaging and launching a new Apple flavor.

#### HINEX, a series of concentrated liquid food that contains well-balanced nutrients to be taken as a diet food



Since the 1970s, the Otsuka Group has worked to develop products, focusing on nutritional foods that are taken orally by patients, making use of its ability to develop clinical nutritional products, mainly IV products. The "HINEX" brand of concentrated liquid diet foods launched in 1979 has been rolled out not only domestically but also overseas. HINEX E-Gel, HINEX E-Gel LC, HINEX RENUTE, and HINEX Jelly are on the Japanese market. HINEX E-Gel and

HINEX E-Gel LC are concentrated liquid diet foods that change physical property from a liquid to a jelly in the stomach. HINEX RENUTE is a concentrated liquid diet food that effectively supplies protein and energy in the initial stage of nutrition resumption, and HINEX Jelly is a semi-solid (jelly-type) concentrated liquid diet food. We continue to expanding the line-up and contribute to improving the nutritional condition of patients.

For more details, please visit the "Research and Development" page on our corporate website.



# Otsuka Pharmaceutical Factory contract manufacturing services



## Contract business utilizing IV solution technologies

### Full support, ranging from pharmaceutical development and formulation design to actual production

The strength of Otsuka Pharmaceutical Factory's contract business is our ability to propose products that make full use of the IV solution technology we have cultivated in our regular IV solution business, and our ability to provide high-quality, efficient production systems. To meet the multifaceted needs of client

companies, we coordinate with our Technical Division, Quality Division, and Manufacturing Division to provide full support, ranging from pharmaceutical development and formulation design to actual production.

### Our contract product line-up, suitable for a wide range of needs

We are currently contracted with many different drug manufacturers to provide a variety of pharmaceutical formulations. In the area of injectable drugs, we manufacture antibiotic kit products that employ our Otsuka multi-chamber bag system (which allows antibiotics and solvents to be administered in a sterile environment with a single press), as well as plastic ampoules suitable for small volumes, and a variety of soft bag formulations, while in the area of external preparations, we deal in a variety of

ointments and creams. We also perform contract manufacturing in coordination with the various companies of the Otsuka Group, and we manufacture prefilled syringe formulations at our subsidiary, J.O. Pharma Co., Ltd. We will continue to provide contract products that can contribute to a wide range of medical needs, with the aim of establishing the best partnerships in the contract business area.

### J.O. Pharma Co., Ltd.

#### Supporting frontline medical treatment with safe and trustworthy cutting-edge technology

As a specialist manufacturer of prefilled syringes, the company aims to constantly produce top-quality products with cutting-edge manufacturing equipment, stringent quality control, and continuous product improvements based on medical practice needs



27-1 Shimokoshi-cho, Izumo-shi, Shimane, Japan  
TEL: +81 (0) 853-24-8760  
Business Description: Manufacture of pharmaceutical products in prefilled syringes

For more details, please visit the "Contract Manufacturing" page on our corporate website.



# Factories to support IV solutions of Japan

## Stable supply of high-quality products while living in harmony with the natural environment

An abundance of clean water is necessary for the steady production of IV solutions. Our four factories in Japan all manufacture products while living in harmony with a rich natural environment—the two factories in Tokushima Prefecture, one in Naruto where the company was founded and the other in Itano-gun (Matsushige); one in Kushiro, Hokkaido; and one in Imizu, Toyama Prefecture.

### Naruto Factory



Our Head Office and Research Institutes are located in the Naruto region, where the Otsuka Group was founded, and the region serves as our home base as a leading manufacturer of IV solutions. Nearby are the famous whirlpools of the Naruto Strait, beneath the Naruto Bridge. The natural environment is also a rich resource for tourism.

The factory manufactures injection kit products with transfer needle and plastic bottle products. It also manufactures a brand item with a long history—Oronine H Ointment—and other products.

- Address: 115 Kuguhara, Tateiwa, Muya-cho, Naruto, Tokushima 772-8601, Japan
  - Began operations: 1921
  - Site area: 102,644 m<sup>2</sup>
  - Major manufactured items: Injection kit products with transfer needle, plastic bottle products, over-the-counter products, etc.
- Received ISO 14001 certification (May 2003)

### Matsushige Factory



The Matsushige Factory is located in an industrial park on the Tokushima coast of the Kii Channel, facing Awaji Island and Wakayama Prefecture. It is adjacent to Tokushima Airport and thus has excellent access from outside the prefecture. It is a rationalized and high-efficiency infusion factory.

The factory manufactures 50-mL to 1000-mL single-bag products, double-bag products, and 20-mL plastic injection ampoules. It also manufactures double-bag antibiotic kit solutions, which Otsuka was the first in the world to develop.

- Address: 139-1 Toyohisakaitaku, Toyohisa, Matsushige-cho, Itano, Tokushima 771-0296, Japan
  - Began operations: 1990
  - Site area: 165,611 m<sup>2</sup>
  - Major manufactured items: Single-bag formulations, double-bag formulations, plastic ampule formulations, antibiotic kit solutions, etc.
- Received ISO 14001 certification (Aug. 2003)

### Kushiro Factory



The Kushiro Factory is located not far from Kushiro Shitsugen National Park, a marshland known as a habitat for the Japanese crane. The factory utilizes the features of this broad geographical area with its high-quality water. As Otsuka's production base in northern Japan, the factory manufactures many types of IV products.

The factory manufactures 200-mL to 500-mL single-bag products, 20-mL plastic injection ampoules, and four-chamber infusion bags, which Otsuka was the first in the world to develop.

- Address: 1-13 Asahi, Onbetsu-cho, Kushiro, Hokkaido 088-0193, Japan
  - Began operations: 1976
  - Site area: 244,475 m<sup>2</sup>
  - Major manufactured items: Single-bag formulations, triple-bag formulations, quad-bag formulations, plastic ampule formulations
- Received ISO 14001 certification (Sep. 2002)

### Toyama Factory



The Toyama Factory is situated in a rich natural environment with abundant water. To the north is Toyama Bay and to the southeast is the Tateyama Mountain Range. It is the only factory in Japan to manufacture intravenous fat emulsions.

The factory manufactures 50-mL to 250-mL single-bag products, double-bag products and four-chamber infusion products.

- Address: 2-27-1 Ariso, Imizu, Toyama 933-0251, Japan
  - Began operations: 2001
  - Site area: 75,300 m<sup>2</sup>
  - Major manufactured items: Single-bag formulations, double-bag formulations, quad-bag formulations
- Received ISO 14001 certification (Apr. 1999)

For more details, please visit the "Production / Manufacturing Sites" page on our corporate website.



# Otsuka's IV solutions spreading worldwide

Utilizing our advanced technologies related to IV solutions that we have accumulated as a leading company in IV solutions in Japan, the Otsuka Group began selling IV products outside of Japan in the 1970s. Currently, we are involved in the IV business at 17 group companies including Otsuka Pharmaceutical Factory, contributing to healthcare in other countries. Most group companies manufacture IV solutions locally, which leads to contributions to their local communities, such as supply of our products at fair prices and employment creation. Furthermore, our export of IV solutions has deepened our involvement in the healthcare of neighboring countries. We are developing business globally. We aim to provide higher value-added products to other countries based on their market needs for ethical pharmaceuticals (primarily IV solutions) and medical foods, thereby contributing to healthcare advancement in those countries.



- Overseas IV Solution Companies - Subsidiaries and Affiliates
- Overseas IV Solution Companies Other Than Mark in the Otsuka Group

### Establishment of a Joint Venture with ICU Medical Inc. in the United States

Our subsidiary, Otsuka Pharmaceutical Factory America, Inc., has agreed to participate in the capital of a newly established IV solutions business company by ICU Medical, Inc. in the U.S. ICU Medical, Inc. is a leading comprehensive IV solutions manufacturer in North America, engaged in the development, manufacture, and sale of innovative medical products used in infusion therapy, vascular access, and vital care applications. It owns one of the largest basic IV solution manufacturing plants in North America. Through this joint venture, Otsuka Pharmaceutical Factory and ICU Medical, Inc. aim to strengthen and stabilize the supply system for IV solutions in North America and contribute to a stable supply, while also enhancing the IV solutions business and promoting technological innovation of products in North America.



Established in 1977. The company manufactures and distributes mainly IV products with a large share of the Egyptian IV market. The IV solutions manufactured by Egypt Otsuka Pharmaceutical are exported to nearby countries across Africa and the Middle East as well.



In 2021, Egypt Otsuka Pharmaceutical Co., S.A.E. jointly invested with a local pharmaceutical company to establish Otsuka Gypto Pharmaceutical Egypt S.A.E. as a new company that sells IV solutions and other ethical drugs. Otsuka Gypto provides information on ethical drugs and sells the drugs not only in Egypt but also in neighboring countries.



In 2014, Egypt Otsuka Pharmaceutical made a local pharmaceutical company a subsidiary, and in later years it was renamed "Otsuka Al-Obour Pharmaceutical Egypt S.A.E." This acquisition has strengthened the manufacturing capacity of IV solutions in Egypt and sufficiently met the increasing demand in the IV market.



In 2013, Otsuka Pharmaceutical Factory acquired equity in a local IV company with the aim of entering the promising Indian pharmaceutical market. The company name was changed to Otsuka Pharmaceutical India Private Limited in 2017, and it now exports products to over 60 countries.



Established in 1973 as Otsuka Group's first overseas base. The company has the top share of Thailand's market for basic IV solutions, and exports IV solutions and enteral nutrition products to Asian countries including Japan.



The company manufactures and distributes basic IV solutions in Indonesia. It joined the Otsuka Group in 1995, and the construction of a new factory was completed in 2013. Currently, it has the top share of Indonesian market for basic IV solutions.



Established in 1974. The company has a high market share in the Indonesian IV market and it not only manufactures and sells IV solutions and clinical nutrition products but also sells ethical drugs and medical devices. It also exports IV solutions to Asian countries.



Established in 2003, the company sells manufactured IV solutions both domestically and internationally, while also importing and selling nutritional infusions and medical foods within Vietnam. The company works to contribute to the health and medical development of people not only in Vietnam but across Southeast Asia.



Established as a Sino-Japanese joint venture in 1981, a first in the pharmaceutical industry in China. The company manufactures and sells IV solutions and other medicines, together with other Otsuka Group's IV business subsidiaries in China, Guangdong Otsuka Pharmaceutical and Dalian Otsuka Pharmaceutical, and imports and sells enteral nutrition products.

For more details, please visit the "Otsuka's IV solutions spreading worldwide" page on our corporate website.



# Evolving product lines

## Ethical Drugs

### TPN Solutions



ELNEOPA-NF  
No. 1/ No. 2 Injection  
1000/1500/2000-mL bags



NEOPAREN  
No. 1/ No. 2 Injection  
1000/1500-mL bags



KIDPAREN Injection  
1050-mL bag

### Amino Acid, Carbohydrate, Electrolyte, Fat, and Water-soluble Vitamin Solutions



ENEFLUID Injection  
550/1100-mL bags

### Amino Acid, Carbohydrate, and Electrolyte Solutions



BFLUID Injection  
500/1000-mL bags

### Amino Acid Solutions



KIDMIN  
Injection  
200/300-mL bags

AMIPAREN  
Injection  
200/300/400-mL bags



AMINOLEBAN  
Injection  
200/500-mL bags

### Intravenous Fat Emulsions



Intralipos Injection 10%  
250-mL bag

Intralipos Injection 20%  
50/100/250-mL bags

### Glucose Products



OTSUKA GLUCOSE  
INJECTION 5%  
250/500-mL plastic bottles  
20-mL ampule

OTSUKA GLUCOSE  
INJECTION 10%  
500-mL bag  
20-mL ampule



OTSUKA GLUCOSE  
INJECTION 50%  
200/500-mL bags  
20-mL ampule



OTSUKA GLUCOSE  
INJECTION 70%  
350-mL bag



OTSUKA GLUCOSE  
INJECTION 20%  
20-mL ampule



OTSUKA GLUCOSE  
INJECTION 40%  
20-mL ampule

### Electrolyte Solutions



BICANATE Injection  
500/1000-mL bags



OTSUKA NORMAL SALINE  
50/250/500/1000-mL bags  
50/100/500/1000-mL plastic bottles  
20-mL ampule



KN No. 3 Injection  
200/500-mL bags



Lactec Injection  
250/500/1000-mL bags



POTACOL R Injection  
250/500-mL bags



Physio 35 Injection  
250/500-mL bags



Physio 140 Injection  
250/500-mL bags

### Plasma Expanders



Voluven 6% Solution  
for Infusion  
500-mL bag

LOW MOLECULAR  
DEXTRAN L INJECTION  
500-mL bag

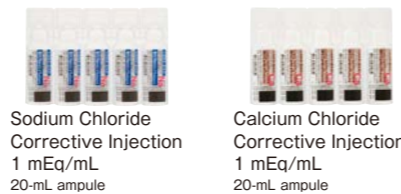
### Sodium Bicarbonate Solutions



MEYLON Injection 7%  
250-mL bag  
20-mL ampule

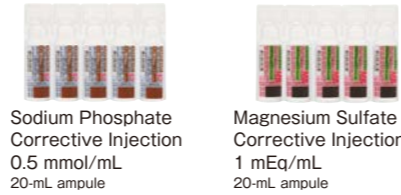
MEYLON Injection 8.4%  
250-mL bag  
20-mL ampule

### Corrective Electrolyte Solutions



Sodium Chloride  
Corrective Injection  
1 mEq/mL  
20-mL ampule

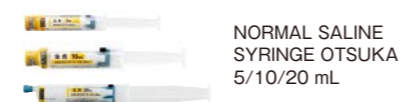
Calcium Chloride  
Corrective Injection  
1 mEq/mL  
20-mL ampule



Sodium Phosphate  
Corrective Injection  
0.5 mmol/mL  
20-mL ampule

Magnesium Sulfate  
Corrective Injection  
1 mEq/mL  
20-mL ampule

### Prefilled Syringes



NORMAL SALINE  
SYRINGE OTSUKA  
5/10/20 mL

## Enteral Nutrition Products



ENORAS Liquid for  
Enteral Use  
125/187.5-mL pouch



RACOL-NF  
Liquid for  
Enteral Use  
200-mL pouch  
400-mL bag

RACOL-NF  
SemiSolid for  
Enteral Use  
300-g bag



Solution A Solution B  
200 mL 200 mL

ENOSOLID  
Semi Solid for  
Enteral Use  
300-g bag

Twinline-NF Liquid for  
Enteral Use

## External-use Antiseptics



Olanedine Solution 1.5% Antiseptic  
Applicator 10/25 mL  
Olanedine Antiseptic Solution 1.5% 200 mL  
Olanedine Solution 1.5% OR Antiseptic  
Applicator 10/25 mL  
Olanedine Antiseptic Solution 1.5%  
OR 200 mL

Povidone Iodine  
Solution 10%  
Antiseptic Applicator  
Otsuka 10/25 mL

## Antibiotics for Intravenous Administration



Cefazolin Sodium  
Injection 1g Bag  
Otsuka

## Irrigation and Perfusion Solutions for Cerebrospinal Surgery



ARTCEREB Irrigation and  
Perfusion Solution for  
Cerebrospinal Surgery  
500-mL bag

## Anti-gastritis and Anti-gastric Ulcer Drugs



Rebamipide tablets  
100 mg Otsuka  
100/500/1050 tablets in PTP  
500 tablets in plastic bottle

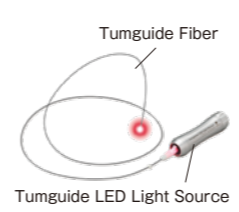
## Vasopressin V<sub>2</sub>-receptor Antagonist Tolvaptan OD Tablets



Tolvaptan OD tablets  
7.5/15 mg Otsuka  
20/100 tablets in PTP

## Medical Devices

### Tumguide, a device for checking the position of the nasogastric tube tip



Tumguide LED Light Source

### Gel to Secure the Visual Field Used for the Endoscope for Natural Opening



VISCOCLEAR  
200 g

### Ultrasound Bladder Imaging Diagnostic Device



Lilium IP200  
Lilium one

### Intermittent Urological Catheter



Actreen

## Oral Care Products

### Oral Care Gel (Medicated Toothpaste)



Flavor-free Sudachi flavor  
HINORA  
Moisture Gel  
30 g  
Quasi-drug

### Oral Moisture Gel



Flavor-free Sudachi flavor  
HINORA  
Moisture Gel  
40/80 g  
Oral cosmetic

## Medical Foods

### Oral Rehydration Solutions



OS-1 Series  
500/300 mL  
200-g Jelly type  
Apple Flavor  
500/300 mL  
200-g Jelly type

### Concentrated Liquid Diet Products



HINEX E-Gel  
375/500-mL bags  
HINEX Jelly  
300 g  
HINE Jelly  
AQUA 250 g



HINEX E-Gel LC  
250/375/500-mL bags  
GFO  
10 g  
Peach tea flavor



HINEX RENUITE  
400-mL bags  
REHADAYS 125 mL  
Innerpower  
125 g

### Foods for Persons Who Have Difficulty Swallowing



ENGELEAD  
Apple Jelly  
29/78 g  
ENGELEAD  
Grape Jelly  
29/78 g

### Chew and Swallow Managing Foods



PROCESS LEAD 50 g  
Matcha (green tea)  
flavor  
Black sesame milk  
flavor

## Over-the-Counter Products

### Products for Treating Minor Skin Conditions and Injuries



Oronine H Ointment  
11/50-g tubes  
30/100/250-g bottles  
Class 2 pharmaceutical products



# Approach to Enterprise Risk Management (ERM) and Business Continuity Planning (BCP)

We define uncertainties that significantly impact the realization of our corporate philosophy and the achievement of business strategy objectives as “risks.” We are committed to spreading effective risk management activities throughout the organization and aim to become a strong organization capable of responding to changes by engaging in ERM activities and striving to reduce risks. To achieve this, we have established risk management regulations and set up a Risk Management Committee.

We are working to build a more robust risk management system from three perspectives: prevention of risks affecting business continuity and stable development (risk management); prevention of damage spread in the event of an incident (crisis management); and business continuity planning (BCP) within risks that have a major impact on business continuity, such as natural disasters and pandemics.

## Risk Management Committee

**Recognition and Evaluation of Risks**  
 •Recognition and evaluation of important risks across the organization

**Develop management policies**  
 •Development of management policies and action plans for important risks

**Monitoring and Reviewing Risk Management Status**  
 •Quarterly monitoring of each risk management status, and taking measures if thresholds are exceeded, along with reviewing management policies and action plans

## ISO 22301 certification acquisition

Otsuka Holdings Co., Ltd. has acquired the ISO 22301 International Standard for Business Continuity Management Systems, and its scope of application includes the stable supply of IV solutions, which are our main products. The Otsuka Group is

striving to create a system and measures that allow us to continue business activities to the fullest possible and provide stable supply of products in the event of a disaster.

## Efforts to prepare for natural disasters

Based on the assumption of the tsunami inundation in Tokushima Prefecture, we have taken measures to prevent flooding in the factory, such as building a seawall at the production base in Tokushima Prefecture, where there is concern about the inundation damage caused by the Nankai Trough earthquake. At the Naruto Factory, the seawalls have been built at each production building to reinforce and renovate drainage functions

to early eliminate flood damage caused by backflow of river water. The Matsushige Factory has built a seawall around the factory site. The circumferential seawall has drain gates to protect the factory from flooding due to backflow. In addition, as a utility measure, both factories have replaced the industrial water supply pipes with earthquake-resistant NS ductile cast iron pipes.

## Installation of a circumferential seawall at the Matsushige Factory



Circumferential seawall ● Total length: 1,620 m ● Height: 2.0 m (T.P. + 3.9 m) on east, west, and south sides; 2.70-3.35 m on north side  
 ● Installation date: June 2014 ● Steel pipe pile: 300-400 mm (diameter); 17-20 m (length); 678 used in total

## For stable product supply

IV solutions, Otsuka Pharmaceutical Factory's core products, are essential first aid drugs used in emergencies. As a company with a majority share in the Japanese IV market, we are required to have BCPs in place which will function even when dealing with a major disaster. We never forget this mission, which we are obliged to fulfill as a leading company in IV solutions, and we are sincerely

committed to BCP from four different directions: to guarantee the safety of life, to protect corporate assets, to ensure product inventories and raw materials, and to secure distribution channels. Even if some risk becomes apparent, by taking appropriate measures, we minimize damage and loss, continue our business activities, and establish a management system to ensure stable product supply.

## Ensuring safety of life

Ensuring the safety of our employees takes top priority. In addition to ensuring the earthquakeresistant buildings and equipment, installing a device for receiving emergency earthquake warning, and diversifying and multiplexing means of communications, we have in place a safety confirmation system for employees and distribute pocket-sized manuals of useful information for disasters for employees. Additionally all business locations maintain stockpiles of emergency supplies, food, and other goods for survival. We are engaged in disaster drills not only with employees but also with the surrounding residents.



In the event of a power outage, emergency LED lights will automatically light evacuation routes and evacuation centers for more than 20 hours

## Protection of corporate assets

In order to reduce damage from tsunami inundation and liquefaction caused by large earthquakes, we have conducted aseismic reinforcement of buildings and built a seawall. In addition, we have reinforced the supports for pipe racks to supply energy (electricity, steam, cooling water, etc.) to our manufacturing factories, and have taken measures to reduce damage of inclination of buildings caused by liquefaction. Also, we have built a backup system with multiple data centers so that we can promptly restore data in case important data system is damaged.



Building a circumferential seawall around the Matsushige Factory

## Ensuring inventories of products and raw materials

Considering the situation in which production facilities are subject to a great amount of damage, we ensure sufficient inventories of products that are essential for medical treatment and that have a high market share to prevent shortages. In case of emergency, it is difficult to obtain raw materials; therefore, we are working even in ordinary times to ensure an appropriate inventory of raw materials and purchase from multiple companies in order to detect signs of risks and respond promptly before risks become apparent, so that our products can be supplied stably.



Storage warehouse for inventory control of IV solutions

## Ensuring means of distribution

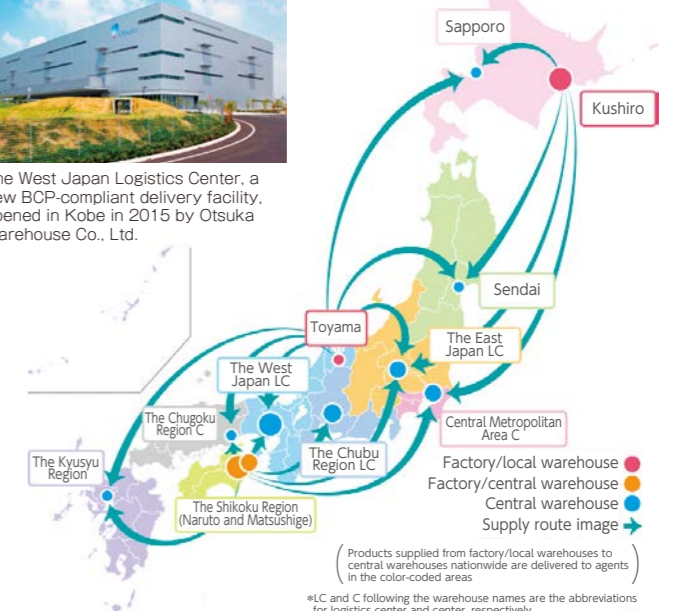
Otsuka Warehouse Co., Ltd. which manages the Otsuka Group's logistics, has a distribution system considering disaster preparedness, which includes decentralizing its distribution bases and product inventories and building a network, securing new warehousing bases, diversifying its order reception center, and diversifying delivery routes. Utilizing our nationwide network of bases, we have established a system that can promptly provide logistics services in the unlikely event of an emergency.



The West Japan Logistics Center, a new BCP-compliant delivery facility, opened in Kobe in 2015 by Otsuka Warehouse Co., Ltd.

## TOPICS | BCP exercises in Otsuka Group

The Otsuka Group regularly conducts joint exercises with Group's major companies assuming situations in which threats actually occur, in order to strengthen our ability to respond, apply, and imagine in the event of an unexpected situation. Also, in cooperation with related departments involved in the stable supply of the main products, or IV solutions, we reviewed the procedures for initial measures and conducted desktop exercise in line with the BCP in 2023. We are engaged in strengthening the risk management function by organizing the current issues and discussing countermeasures group-wide.



## To protect the global environment

### Environmental Policy

Environmental protection is a corporate activity that requires the participation of all employees.

Otsuka Pharmaceutical Factory's company-wide environmental activities include activities for maintaining the health of people (the internal environment) and the ecosystem (the external environment). Otsuka works diligently to help bring sustainability to society through recycling and to promote environmental harmony.

#### Activity Guidelines

##### Environmental Compliance

We will increase the effectiveness of compliance and reduce risks.

##### Environmental Management

We will continue to improve our environmental management system, and promote activities related to environmental materiality.

##### Environmentally friendly technology

By actively developing and introducing environmentally friendly technologies, we will provide products and services that contribute to the formation of a sustainable society.

##### Human Resource Development

We will nurture human resources and create a corporate culture, and each employee will engage in environmental activities through their daily activities.

##### Communication

To promote communication with stakeholders, we will disclose environment-related information in a transparent manner.

### Carbon Neutrality

We are committed to mitigating climate change and contributing to the construction of a sustainable society by reducing greenhouse gas emissions and energy consumption from our business activities, improving energy use efficiency, transitioning to low-impact energy sources, and promoting the use of renewable energy.

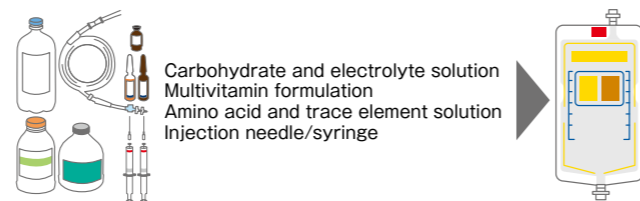


Solar panels placed on Kushiro Factory

### Circular Economy

To preserve limited resources, we are committed to contributing to the construction of a sustainable society by reducing waste generation, improving resource utilization efficiency, and promoting resource circulation. We also focus on lightweight packaging and transitioning to environmentally friendly materials.

#### Development of eco-friendly products with high safety and convenience



### Water Neutrality

In our business activities, water is an indispensable and important resource. Therefore, we aim for water neutrality by continuously working on water conservation from intake to drainage (creating forests that nurture water → using water carefully → returning clean water to nature).

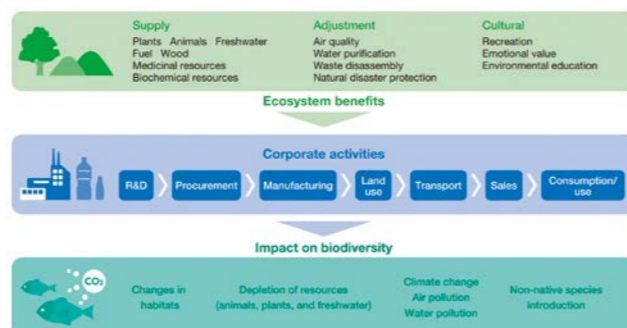


Employees and their families participating in tree planting activities

### Biodiversity

We recognize that biodiversity is an indispensable natural capital for all business activities. As a member of a society that benefits from nature, we will take into consideration the impact of our business activities on biodiversity and work to conserve and restore biodiversity towards realizing a sustainable society that passes rich nature to future generations.

#### Relationship between Biodiversity and Business Activities



## What we can do as a pharmaceutical company

The Otsuka group contributes to regional development by working together with local residents on social and cultural projects. Guided by our philosophy of community contribution, as a leading company in IV solutions in Japan, we work with local governments to promote health initiatives and disaster preparedness. Additionally, we actively engage in disaster recovery support and assistance for disaster victims.

### Support activities in disaster-stricken areas

IV solutions are considered to be particularly indispensable in initial treatment during emergencies. In the event of a disaster, we will provide medical supplies such as IV solutions and oral rehydration solutions to the affected areas at the request of the government and other public offices. In addition, overseas infusion companies (subsidiaries) are also actively engaged in local disaster recovery support activities.



Employees who load oral rehydration solutions into cars to support affected areas

### Collaboration with Local Communities and Governments

To prepare for disasters, our headquarters and all production sites have concluded disaster prevention agreements with local governments. We conduct briefings on our Business Continuity Plan (BCP) initiatives, facility tours, and joint tsunami evacuation drills for local residents and stakeholders. Additionally, we have entered into comprehensive collaborative agreements with Naruto City in Tokushima Prefecture, Kushiro City in Hokkaido, Ono City in Hyogo Prefecture, Imizu City in Toyama Prefecture, and Kawara Town in Tagawa District, Fukuoka Prefecture. The

purpose of these agreements is to establish mutual cooperation between the cities/town and our company to promote activities on nutrition, eating support (frailty, malnutrition, ingesting/swallowing, oral healthcare, etc.), urination care, and education on heatstroke and dehydration. Through these efforts, we aim to contribute to promoting the health and wellness of citizens, maintaining and enhancing regional medical care, and building a community-based integrated care system, ultimately realizing a society where local residents live in harmony.



Signing ceremony for disaster prevention agreement with Kushiro City, Hokkaido

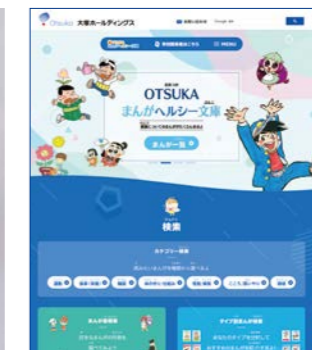


Emergency drills in collaboration with local residents

### Activities of "Otsuka Health Comic Library" in hope of children's health

"Otsuka Health Comic Library" is published with one volume every year to wish for children's health and deepen their interest in and understanding of how their bodies work and their health. The comic is donated to elementary and junior high schools,

special support education schools, national and public libraries nationwide, and Japanese schools overseas, which is a social and cultural activity of the Otsuka Group. The Group has continued the activity for 35 years since its first issue in 1989.



Otsuka Health Comic Library (available only on the Japanese site)  
<https://www.otsuka.com/jp/comiclibrary/>



## Aiming for a better working environment

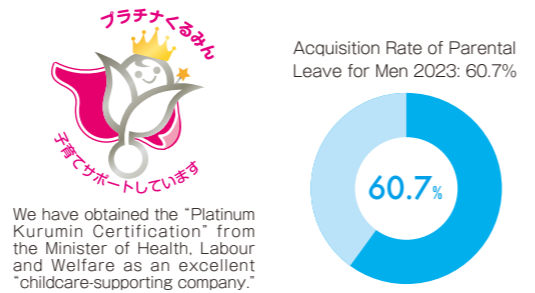
### Diversity

The diversity we strive for means employing a diverse range of human resources, respecting their individuality, nurturing them and using them strategically, thereby allowing their personalities to shine through. We aim to become a company overflowing with creativity and trusted by society by promoting a “rewarding” organization where diverse employees can make the best use of their individuality and work comfortably as they are, irrespective of nationality, race, age, gender, disability, or sexual orientation, and fostering an inclusive corporate culture where they can have healthy and open discussions, and take on challenges while respecting each other.



### Work-life balance

We respect our employees’ lifestyles, and we are committed to establishing a flexible working environment that takes both work life and home life into account. To that end, we have cut the amount of overtime hours worked and introduced work from home structures, offered childcare leave and nursing care leave, and have put in place systems for working while raising children.



### Beanstalk Kids Center Tokushima

Beanstalk Kids Center Tokushima is a well-received in-house daycare center for Otsuka group employees that provides an environment for young children that fosters creativity. In 2018, the number of children doubled to 210 from 100 of the opening year, and the daycare center has grown into among the largest in Japan. The facility is capable of responding to emergency needs such as extended childcare, providing extensive childcare support. We have in place an environment where employees who raise children can continue their work without worry.



### Factory tours for family members

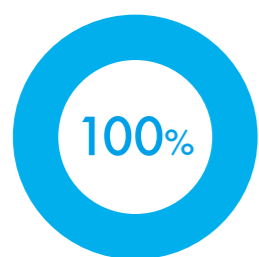
We offer our employees the opportunity to bring their family members to tour our factory, to further our objective of cultivating the sense that children need to be warmly looked after by everyone in the company. Families enjoy tours of the workplace, and employees and their families can eat lunch together in the employee cafeteria. We are actively engaged in coming up with new ideas that will further communication between employees and their families.



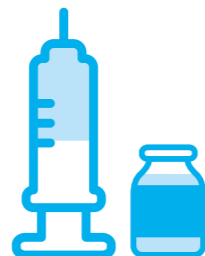
### Excellent Health and Productivity Management initiatives

We strive to provide a workplace environment where all employees can be lively in their work, while we promote sound business through the cultivation of awareness about health issues and tackle initiatives that help maintain and increase the health of our employees and their families.

100% Health Examination Participation Rate



Full Coverage of Influenza Vaccination Costs (Including Temporary Employees)



Introduction of Fitness Apps to Address Lack of Exercise and Sleep



## Contribution to culture and sports

### Otsuka Pharmaceutical Track & Field Team

Our Otsuka Pharmaceutical Track & Field Team, which we established in 1990, has continued to send both male and female athletes to events such as the Olympics and other world championships. When the athletes are not involved in practice or training camps, they are active in track-and-field classrooms, making a contribution to local activities through companysponsored sports.

#### Members

16 male athletes, 9 female athletes (as of February 2025)

#### Recent Main Results

|                       |   |
|-----------------------|---|
| <b>Yuta Koga</b>      | 4th place in the 20 km Race Walk at the 2024 World Race Walking Team Championships<br>8th place in the 20 km Race Walk at the 2024 Paris Olympics<br>Represented Japan in the 20 km Race Walk at the 2023 World Championships in Budapest |
| <b>Hibiki Tsuha</b>   | Winner of the Long Jump at the 2024 and 2025 Japan Indoor Championships<br>Personal Best of 8.23 meters, ranking 5th in Japanese history  |
| <b>Kana Kobayashi</b> | 2nd place at the 2025 Osaka Women's Marathon with a time of 2:21:19 (Top Japanese, ranked 10th in Japanese history, and 11th as of the end of March 2025)<br>Winner of the 2024 Hofu Yomiuri Marathon with a time of 2:24:59              |

#### Successive Members Who Participated in the Olympics and World Championships

|                           |   |
|---------------------------|---|
| <b>Takayuki Inubushi</b>  | (2000 Olympics, Men's Marathon)   |
| <b>Michitaka Hosokawa</b> | (2005 World Championships, Men's Marathon)  |
| <b>Masumi Fuchise*</b>    | (2012 Olympics, 2009/2011/2013 World Championships, Women's 20 km Race Walk)            |
| <b>Mai Ito</b>            | (2016 Olympics, 2011/2015 World Championships, Women's Marathon)                        |
| <b>Yuzo Kanemaru*</b>     | (2012/2016 Olympics, 2011/2013/2015/2017 World Championships, Men's 400m)               |
| <b>Hideki Omuro</b>       | (2017 World Championships, Men's 110m Hurdles)  |
| <b>Hibiki Tsuha</b>       | (2021 Olympics, Men's Long Jump)  |
| <b>Yuta Koga</b>          | (2023 World Championships, Men's 20 km Race Walk, 2024 Olympics, Men's 20 km Race Walk) |

\* Currently not belonging to our team

### The Otsuka Museum of Art

In 1998, the Otsuka Group established the Otsuka Museum of Art to commemorate 75 years since the Group's founding, and it is through this Museum that we are active in promoting regional art and culture. Along the Museum's approximately 4 km artappreciation route, visitors can wander through the artwork of 26 countries, including more than 1,000 full-scale ceramic board faithful reproductions of masterpieces of Western art ranging from ancient murals to modern paintings, all while never having to leave Japan.

\* Photos taken of artwork displayed at The Otsuka Museum of Art

### Inheritance of local culture “Awa Dance”

As a company in Tokushima Prefecture, we have inherited the local traditional culture “Awa Dance” and formed the “Otsuka Uzumaki Ren” dance group with volunteer employees. Every year, we participate in Awa dance festivals in Naruto City and Tokushima City. Taking over the name of “Uzumaki Ren,” which has the oldest history in Naruto City, we are part of carrying on the regional culture.



Kana Kobayashi finished 2nd (Top Japanese, 10th in Japanese history at the time) at the January 2025 Osaka International Women's Marathon.



Yuta Koga achieved 6th place at the Japan Championships 20 km Race Walk in February 2025 (2024 Paris Olympics participant).



9th Tokushima Athlete Meeting in November 2024 (Training session aimed at strengthening junior track and field athletes).



Sistine Chapel\*



Dance by Otsuka Uzumaki Ren

Name of Company: Otsuka Pharmaceutical Factory, Inc.  
 Head Office: 115 Kuguhara, Tateiwa, Muya-cho, Naruto,  
 Tokushima 772-8601, Japan  
 Tel: +81- (0)88-685-1151  
 Tokyo Office: 2-9 Kandatsukasa-machi, Chiyoda-ku,  
 Tokyo 101-0048, Japan  
 Incorporated: October 7, 1969 (established September 1, 1921)

President and Representative Director: Shuichi Takagi  
 Capital: 15.08 billion yen  
 Amount of sales: 144.3 billion yen (2024)  
 No. of Employees: 2,350 (as of December 31, 2024)  
 Business Description: Manufacture, sale, and import  
 and export of clinical nutrition products and other  
 pharmaceutical products, medical devices, functional  
 foods, etc.



Head Office



Tokyo Office (Head office building of Otsuka Pharmaceutical Co., Ltd.)

### Business locations

- |   |   |   |
|---|---|---|
| <p>● <b>Head Office</b><br/>                 115 Kuguhara, Tateiwa,<br/>                 Muya-cho, Naruto, Tokushima<br/>                 772-8601<br/>                 Tel: +81- (0)88-685-1151, Japan</p> | <p>● <b>Tokyo Office</b><br/>                 2-9 Kandatsukasa-machi, Chiyoda-ku, Tokyo<br/>                 101-0048, Japan<br/>                 Tel: +81- (0)3-5217-5976<br/>                 • Sales Headquarters<br/>                 Tel: +81- (0)3-5217-5955<br/>                 • OS-1 Division<br/>                 Tel: +81- (0)3-5217-5951</p> | <p>● <b>U.S. Office</b><br/>                 10N. Martingale Road,<br/>                 Suite 400 Schaumburg,<br/>                 Illinois 60173, USA</p>  |
| <p>● <b>Research Institutes</b><br/>                 • Research and Development Center<br/>                 • Technical Center<br/>                 • Medical Foods Research Institute</p>                  | <p>● <b>Factories</b><br/>                 • Naruto Factory<br/>                 • Matsushige Factory<br/>                 • Kushiro Factory<br/>                 • Toyama Factory</p>  | <p>● <b>Branch Offices</b><br/>                 • Hokkaido Branch<br/>                 • Tohoku Branch<br/>                 • Takasaki Branch<br/>                 • Omiya Branch<br/>                 • Tokyo Branch<br/>                 • Yokohama Branch<br/>                 • Tokai Branch<br/>                 • Keiji Hokuriku Branch<br/>                 • Kansai Branch<br/>                 • Cyugoku Branch<br/>                 • Kyushu Branch<br/>                 • Tokushima Branch</p> |

### Significance of the corporate symbol



A symbolic representation of the Otsuka group's corporate philosophy, the corporate symbol adopts the initial "O" in the Otsuka as a motif. Representing the sky above, the large "O" in gradations of Otsuka BLUE is intended to signify openness, freedom, intelligence, and the future. The small "O" in Otsuka RED represents the focused energy of the Otsuka group, the wellspring of these tenets. Offsetting the two forms poised in balance, the Otsuka name is spelled out in an open and friendly typeface. The new corporate symbol conveys the Otsuka group's energetic commitment to human happiness through good health.

### Principal subsidiaries and affiliates outside Japan

- |   |   |   |
|---|---|---|
| Suzhou Otsuka Pharmaceutical Co., Ltd.            | Otsuka Pharmaceutical India Private Limited | PT Widatra Bhakti                           |
| Otsuka Pharmaceutical Vietnam Joint Stock Company | Egypt Otsuka Pharmaceutical Co., S.A.E.     | Otsuka Al-Obour Pharmaceutical Egypt S.A.E. |
| Otsuka Gypto Pharmaceutical S.A.E.                | PT Otsuka Indonesia                         | Diatranz Otsuka Limited                     |

### Principal subsidiaries in Japan

We develop our business activities in collaboration with nine domestic and sixteen global subsidiaries/affiliates. The synergy effect created by these relationships between the companies

helps us provide patients and healthcare professionals with even better, innovative products. The following are five domestic companies involved in the medical business in Japan.

#### Otsuka Techno Corporation

##### Technology to contribute to people's safety and security

Under the banners of "advanced technology," "clean environment," and "superior quality," Otsuka Techno molds and processes various types of resin, from commodity plastics to super engineering plastics.



120-1 Itayashima, Seto-cho Akinokami, Naruto, Tokushima 771-0360, Japan  
 Tel: +81- (0)88-683-7111  
 Business Description: Manufacture and sale of medical plastic container components and precision-molded products

#### J.O. Pharma Co., Ltd.

##### Supporting frontline medical treatment with safe and trustworthy cutting-edge technology

As a specialist manufacturer of prefilled syringes, the company aims to constantly produce top-quality products with cutting-edge manufacturing equipment, stringent quality control, and continuous product improvements based on medical practice needs.



127-1 Shimokoshi-cho, Izumo, Shimane 693-0032, Japan  
 Tel: +81- (0)853-24-8760  
 Business Description: Manufacture of pharmaceutical products in prefilled syringes

#### EN Otsuka Pharmaceutical Co., Ltd.

##### The company will contribute to the health and longevity of people around the world, by researching nutrition and providing superior products and insightful information

We will strive to contribute to the health of people around the world through a wide range of innovative and creative products, such as ENORAS, enteral nutrition formulas (prescription drugs), and iEat, a diet for people who have difficulty chewing, and aim to be a "nutrition care supporter" who can promptly provide more meaningful products and information.



4-3-5 Nimaibashi, Hanamaki, Iwate 025-0312, Japan  
 Tel: +81- (0)198-26-5261  
 Business Description: Research & development, manufacturing, sales, and the export/import of enteral nutrients, foods for medical use, foods for the elderly, and disease-specific foods

#### Lilium Otsuka Co., Ltd.

##### Creation of innovative urinary care products and creation of new markets

The company contributes to urinary care in the super-aging society by developing devices which can visually indicate the urinary output in the bladder using ultrasound technology and by providing unique solutions.

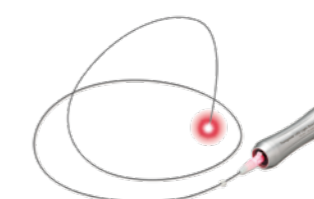


1-1-1, Chuo, Chuo-ku, Sagami-hara, Kanagawa 252-0239, Japan  
 Tel: +81- (0)42-707-4258  
 Business Description: Research and development, manufacturing, and marketing of medical devices and related products

#### Otsuka Clinical Solutions, Inc.

##### We contribute to improving the quality of healthcare by delivering innovative and practical solutions to healthcare settings

As a marketing authorization holder of medical devices, we will work on the production and development of advanced medical devices utilizing innovative technologies such as the "Tumguide," a device for checking the position of the nasogastric tube tip.



5194-63 Katsurenhaeburu, Uruma City, Okinawa, 904-2311, Japan  
 Tel: +81- (0)98-923-0407  
 Business Description: Manufacturing and marketing of medical devices and related products

For more details, please visit the "Otsuka Group(our subsidiaries and others)" page on our corporate website.



## Otsuka Group Corporate Philosophy

# Otsuka-people creating new products for better health worldwide

### Overview

The Otsuka group of companies, whose origins date back to 1921, aims to contribute to the health of people around the world. It aims to do so through two main pillars: the pharmaceutical business for the diagnosis and treatment of diseases and the nutraceutical\*1 business to support the maintenance and promotion of everyday health.

The company's culture, summarized in a few words as, "Ryukan-godo" (by sweat we recognize the way), "Jissho" (actualization) and "Sozosei" (creativity), have been fostered by successive Otsuka leaders. These are emphasized by our 35,000\*2 employees across 174 group companies in 32 countries and regions who strive to create and market unique products and services.

\*1. Nutraceuticals: nutrition + pharmaceuticals \*2. As of end of December, 2024. Otsuka Holdings and consolidated subsidiaries.

### Organizational Structure



|  |   |
|--|---|
| Company Name                               | Otsuka Holdings Co., Ltd.   |
| Established                                | July 8, 2008  |
| President and Representative Director, CEO | Makoto Inoue  |
| Capital                                    | 81.69 billion yen   |
| Head Office                                | 2-9 Kanda-Tsukasamachi, Chiyoda-ku, Tokyo   |
| Business Description                       | Strategic management and oversight of the group companies, and provision of specialized business services as a holding company of the group |

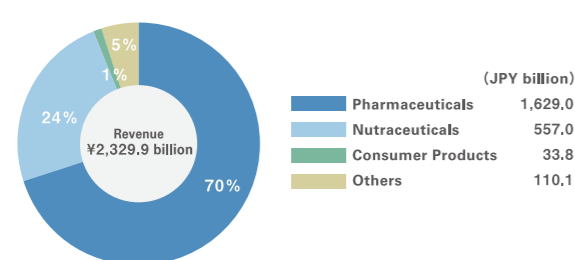
### Milestones

- 1921 Founded as a chemical raw material manufacturer in Naruto City, Tokushima Prefecture
- 1946 Started infusion (intravenous solutions) production, entering the pharmaceuticals field
- 1965 Launched nutritional drink (ORONAMIN C DRINK), entering the nutraceuticals field
- 1971 Otsuka Pharmaceutical established the group's first pharmaceutical research laboratory
- 1973 First expansion outside Japan, in Thailand and the US
- 2008 Established Otsuka Holdings as a group holding company
- 2010 Otsuka Holdings listed on the Tokyo Stock Exchange
- 2021 100th anniversary of the Otsuka group

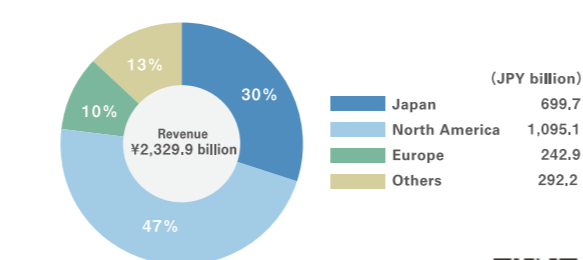
### Financial Highlights

(FY2024)

Revenue by Business Segment  
Revenue to external customers



Revenue by Geographical Segment  
Revenue to external customers



For more information about Otsuka Holdings : <https://www.otsuka.com/en/>

## Otsuka's Sustainability

Solving social issues for a better future is the essence of our business activity itself. Our efforts extend beyond providing well-being to people; we also aim to make a positive impact on the global environment. We are united as an entire group and continue a path of sustainable growth as a total healthcare company for corporate growth and society.

### Corporate Philosophy

Otsuka-people creating new products for better health worldwide

### Goal

To become an indispensable contributor to people's health worldwide

### Sustainability Mission

Guided by its corporate philosophy, the Otsuka group works to solve social issues through its businesses and contribute to the creation of a healthy and sustainable society, while achieving growth.



### Materiality

- 4 key areas (materiality) to fulfill our sustainability mission
- Establishing strategies, policies, and goals to drive forward



#### Contribute to the Health and Well-being of People Around the World

From Better Health to Beyond Health to Well-being

Maximizing product value by leveraging diverse assets within and outside the group

Strengthening research and development capabilities to address unmet medical needs

Adapting to changes in the world and providing people with complex health solutions



#### Develop Human Capital to Fulfill Our Corporate Philosophy at Good Working Environment

Empowerment of the Diverse and Motivated Individuals

Strengthen human resources, a source of innovation, to realize our corporate philosophy

Creating an environment to maximize human resources



#### Create More Sustainable Future With Business Partners

Sustainable Supply Chain

Building a strong and stable procurement system to respond to risks

Promotion of responsible procurement



#### Promote Positive Impact on Global Environment

Achievement of 2050 Environmental Vision "Net Zero"

- Carbon neutrality
- Circular economy
- Water neutrality
- Biodiversity




For more information about Otsuka group's sustainability : <https://otsuka.com/en/sustainability/>

For more information about the history of Otsuka Pharmaceutical Factory, please visit here



● Ethical Drugs, Medical Devices, OTC Products, Quasi-Drugs, Oral Cosmetics, and Digital Services ● Medical Foods  
Generally, product names are those currently used. Product photos are generally those at the time of launch. All products are sold by Otsuka Pharmaceutical Factory and other Otsuka Group companies.

**1921** Busaburo Otsuka founds Otsuka Seiyaku Kogyobu (Otsuka Pharmaceutical)



● Production of magnesium carbonate (listed in the Japanese Pharmacopoeia) from the bittern called "Nigari" begun

**1936** ● Production of potassium bromide (listed in the Japanese Pharmacopoeia) begun and a series of new IV solution products decided to start


**1940** Otsuka Pharmaceutical renamed Otsuka Pharmaceutical Factory

**1946** ● Licenses obtained to manufacture calcium chloride injection, Ringer's solution, etc.

● Production of pharmaceutical products including various intravenous solutions begun

**1947** Masahito Otsuka succeeds Busaburo Otsuka as company owner

**1948** ● License obtained to manufacture the glucose injection



**1950** ● MEYLON Injection launched—a 7% sodium bicarbonate IV injection

**1951** ● Glass vial for IV solutions launched

**1952** ● Hydrazide Otsuka launched—an antitubercular drug

**1953** ● Oronine Ointment launched—Otsuka Group's first over-the-counter product




**1960** ● Amino acid supplements for nutritional deficiencies launched: PAN-AMIN, an essential amino acid injection, and PAN-AMIN S, a hypertonic injection of essential amino acids

**1963** ● KN solution series (electrolyte solution) launched

**1964** ● LOW MOLECULAR DEXTRAN D INJECTION launched—a circulatory improvement and extracorporeal perfusion solution

**1967** ● Lactec Injection launched—an electrolyte solution (lactated Ringer's solution)

**1968** ● Production of Japan's first plastic bottle for IV solutions begun



**1969** Otsuka Pharmaceutical Factory becomes Otsuka Pharmaceutical Factory, Inc.

Masahito Otsuka appointed President

**1972** ● Oronine H Ointment launched—a product for treating minor skin conditions and injuries, containing chlorhexidine gluconate, which has excellent antiseptic properties

**1974** ● MARTOS Injection 10% launched—a disaccharide IV injection

● Japan's first injection solution in plastic ampule launched

**1975** Yoshimitsu Otsuka appointed President

**1976** Kushiro Factory established

**1977** Arab Otsuka Pharmaceutical established in Egypt (currently Egypt Otsuka Pharmaceutical Co., S.A.E.)

● Injection in twist-off type plastic ampule launched—a product that can be opened by twisting the tip



**1979** ● POTACOL R Injection launched—a lactated Ringer's solution containing 5% maltose

**1982** ● PLAS-AMINO Injection launched—an injection with glucose and amino acids

**1984** ● AMINOLEBAN Injection launched—an amino acid injection for treatment of hepatic encephalopathy

● Normal saline injection and distilled water for dissolving drugs launched in 100-mL piggy bottles

**1985** Otsuka Techno Corporation established

**1986** ● Akihiko Otsuka appointed President

**1988** ● AMIPAREN Injection launched—a 10% amino acid solution

● Otsuka MV Injection launched—multivitamins for Total Parenteral Nutrition

**1990** Matsushige Factory established

**1992** ● OTSUKA NORMAL SALINE TN and OTSUKA GLUCOSE INJECTION 5% TN launched—a diluent with transfer needle

**1994** ● TRIFLUID Injection launched—an electrolyte maintenance solution with 10.5% complex carbohydrates

Yoshimitsu Otsuka appointed President

**1995** ● Otsuka multi-chamber bag system developed and the world's first antibiotic kit product using it obtained manufacturing approval



**1996** ● Cefazolin Sodium Injection 1g Bag Otsuka launched—a cephalosporin antibiotic for intravenous administration

● KIDMIN Injection launched—a 7.2% amino acid injection for renal failure

**1998** Kyoichi Komatsu appointed President


**1999** ● NEW SARALIN launched—a laxative newly formulated with all natural ingredients

**2000** ● Physio 140 Injection launched—an electrolyte solution (a 1% glucose and acetated Ringer's solution)

**2001** Toyama Factory established

● Intralipos Injection 10%/20% launched—an intravenous fat emulsion

● OS-1 launched—an oral rehydration ion beverage based on the approach to oral rehydration therapy proposed by the WHO



**2002** EN Otsuka Pharmaceutical Co., Ltd. established

● MIXID L/H Injection launched—a TPN formulation with fat that contains amino acids, glucose, and electrolytes

**2003** Otsuka OPV established (currently Otsuka Pharmaceutical Vietnam Joint Stock Company)

● OS-1 Jelly launched—an oral rehydration ion beverage suitable for persons with difficulty chewing or swallowing

● GFO launched—a powdered drink mix containing glutamine, fiber, and oligosaccharides

J.O. Pharma Co., Ltd. established

**2004** ● NEOPAREN No. 1/No. 2 Injection launched—a formulation containing glucose, electrolytes, amino acids, and multiple vitamins for TPN

● OTSUKA NORMAL SALINE 2-PORT and OTSUKA GLUCOSE INJECTION 5% 2-PORT launched—a diluent with transfer needle

Ichiro Otsuka appointed President

● Oral rehydration solution OS-1 approved as food for persons with medical conditions (individually evaluated type) categorized as food for special dietary use by the Ministry of Health, Labour and Welfare

**2005** ● Renewal design of plastic infusion bag which considers clarity and distinguishability to prevent a medication mix-up

**2006** ● ENGELEAD Apple Jelly launched—a food for persons with difficulty swallowing, suitable for managing normal oral intake

● BFLUID Injection launched—a carbohydrate, electrolyte, and amino acid solution with vitamin B<sub>1</sub>

● Heparin Na LOCK 10 and 100 Units/mL SYRINGE OTSUKA 5/10 mL launched—an anticoagulant prefilled syringe product

● NORMAL SALINE SYRINGE OTSUKA 5/10/20 mL launched—a prefilled syringe product

● Oral rehydration solution OS-1 Jelly approved as food for persons with medical conditions (individually evaluated type) categorized as food for special dietary use by the Ministry of Health, Labour and Welfare

**2007** Suzhou Otsuka Pharmaceutical Co., Ltd. established

**2008** ● ARTCEREB Irrigation and Perfusion Solution for Cerebrospinal Surgery launched

Otsuka Holdings Co., Ltd. established

**2009** ● Innerpower, beverage (jelly), launched

● Oral rehydration ion beverage OS-1 Powder launched—a powder type that is convenient for carrying around

● ELNEOPA No. 1/No. 2 Injection launched—a TPN formulation containing glucose, electrolytes, amino acids, multiple vitamins, and trace elements

● HINE Jelly Aqua launched—a concentrated liquid diet with added water

**2010** ● BICANATE Injection launched—a bicarbonated Ringer's solution

Otsuka Holdings Co., Ltd. listed on the First Section of the Tokyo Stock Exchange

**2011** ● RACOL-NF Liquid for Enteral Use, a low residual diet preparation (for feeding tube and oral administration), and Twinline-NF Liquid for Enteral Use, an elemental diet preparation, launched

Diatranz Otsuka Limited established in New Zealand

**2012** ● Oral rehydration solution OS-1 Powder approved as food for persons with medical conditions (individually evaluated type) categorized as food for special dietary use by the Consumer Affairs Agency

**2013** Capital participation in a company of IV solutions in India (currently Otsuka Pharmaceutical India Private Limited)

● Voluven 6% Solution for Infusion launched—a plasma substitute

**2014** ● ENGELEAD Apple Jelly and ENGELEAD Grape Jelly approved as food for special dietary use, food for persons who have difficulty swallowing (approval standard I) by the Consumer Affairs Agency

● Povidone-Iodine Solution 10% Antiseptic Applicator Otsuka 10 mL/25 mL launched—an external-use antiseptic

● RACOL-NF SemiSolid for Enteral Use launched—an enteral nutrient solution

Shinichi Ogasawara appointed President

Acquired a company of IV solutions in Egypt (currently Otsuka Al-Obour Pharmaceutical Egypt S.A.E.) as a subsidiary

● PROCESS LEAD launched—a chew and swallow managing food that takes into account physical properties after chewing

**2015** Liliium Otsuka Co., Ltd. established

● Olanedine Antiseptic Solution 1.5% and Olanedine Solution 1.5% Antiseptic Applicator 10/25 mL launched—an external-use antiseptic



**2017** ● ELNEOPA-NF No. 1/No. 2 Injection launched—a TPN formulation containing glucose, electrolytes, amino acids, multiple vitamins, and trace elements



● HINE Jelly and HINE Jelly AQUA—a concentrated liquid diet, approved as comprehensive nutritional food for patients [zinc adjustment] categorized as food for special dietary use by the Consumer Affairs Agency

● Rebamipide tablets 100 mg Otsuka launched—an anti-gastritis and anti-gastric ulcer agent

● HINEX REHADAYS launched—a beverage to support exercise and rehabilitation

**2019** ● ENORAS Liquid for Enteral Use (for feeding tube and oral administration) launched



**2020** ● Oral care gel (medicated toothpaste) HINORA (quasi-drug) and oral moisture gel HINORA Moisture Gel (oral cosmetic) launched

● Oral Rehydration Solution OS-1 Series approved for new labeling including "prevention of deterioration of or recovery from dehydration" and "heatstroke with dehydration" as individually evaluated food for persons with medical conditions, categorized as food for special dietary use by the Consumer Affairs Agency

● VISCOCLEAR launched—gel to secure the endoscopic visual field for a natural opening

● ENEFLUID Injection launched—an amino acid, carbohydrate, electrolyte, fat, and water-soluble vitamin injection



**2021** ● HINEX E-Gel and HINEX E-Gel LC launched—a concentrated liquid diet product with changed names and compositions



Otsuka Gypto Pharmaceutical Egypt S.A.E. established in Egypt

**2022** ● Actreen launched—an intermittent urological catheter

● Tolvaptan OD tablets 7.5/15 mg Otsuka launched—a vasopressin V<sub>2</sub>-receptor antagonist

● Liliium IP200 launched—an ultrasound bladder imaging device



● Pokenyu (Pocket Nutrition) service begun—a cloud service that helps professionals involved in home medical care identify and solve dietary and nutritional issues for home medical care patients

● OS-1 Apple Flavor added to the Oral Rehydration Solution OS-1 series



**2023** ● Liliium one launched—a medical device that measures urine volume in the bladder specialized for single measurement

● HINEX RENUTE launched—a concentrated liquid diet food that effectively supplies protein and energy in the initial stage of nutrition resumption



● Tumguide LED Light Source and Tumguide Fiber launched—medical devices that configure Tumguide, a device for checking the position of the nasogastric tube tip



**2024** Shuichi Takagi appointed President

Otsuka Clinical Solutions, Inc. established

● HINEX Jelly launched—a concentrated liquid diet product with improved compositions and physical properties



● Nurtal service begun—a cloud service that visualizes the administration of nutrition and supports nutrition management by healthcare professionals.

● KIDPAREN Injection launched—an amino acid, glucose, electrolyte, fat, and multivitamin injection for high calorie parenteral nutrition of patients with chronic kidney disease



**2025** ● ENOSOLID Semi Solid for Enteral Use launched—an enteral nutrient solution

● OS-1 Jelly Apple Flavor added to the Oral Rehydration Solution OS-1 series



# We do not want any more people to die of dehydration.



Dehydration, or lack of water, makes us fall ill. That is because our body contains water with ions, including  $\text{Na}^+$  and  $\text{K}^+$ , which play an important role in the cells and blood.

We have long focused on body water and developed the OS-I series to treat dehydration.

While becoming familiar with the words such as dehydration and oral rehydration solution, people still suffer from severe dehydration and may die of it. We will give more support to those involved in medical and nursing care.

We are on a mission to deliver accurate information about dehydration and to keep providing appropriate IV solutions and products for oral rehydration therapy.

Maintaining body water content Otsuka Pharmaceutical Factory, Inc.