Corporate Profile
Meiji Seika Pharma Co., Ltd.
make life lively

We will “make life lively” through pharmaceuticals that can support the lives of people worldwide.

As a leading company in the field of anti-infective drugs, we will expand and improve our lineup, covering vaccines for prevention through to antibacterial drugs. At the same time, we will not only develop new drugs but also provide biopharmaceuticals and high-quality generic drugs in Japan and overseas. In a wide range of disease fields, we will contribute to the progress of drug treatments and the realization of appropriate drug prices.

Also, as we develop our businesses, we will contribute to social issues by preparing for the threat of infectious diseases, enhancing access to pharmaceuticals and improving productivity in the agricultural industry by providing environment-friendly agricultural chemicals and veterinary drugs.

Given that we are engaged in industries that affect life, each of our employees is dedicated to working sincerely day-in-day-out.

The Meiji Group’s System of Principles

Group Philosophy

Our mission is to widen the world of “Tastiness and Enjoyment” and meet all expectations regarding “Health and Reassurance.” Our wish is to be closely in tune with our customers’ feelings and to always be there to brighten their daily lives.

Our responsibility as “Food and Health” professionals is to continue finding innovative ways to meet our customers’ needs, today and tomorrow.

Management Attitude

Five Fundamentals
1. Commit ourselves to customer-based ideas and behaviors
2. Provide safe and reassuring high-quality products
3. Strive to always produce new value
4. Foster the development of the synergies and capabilities of the organization and each individual
5. Be a transparent, wholesome company trusted by the society

Action Guidelines

meiji way

In order to be an essential part of our customers, partners, and colleagues’ daily lives, we must:
1. Listen to and learn from our customers
2. Find ways to identify tomorrow’s trends and be prepared to lead the way
3. Make our work exciting, and create exciting work
4. Have the strength and courage to confront any issues, rather than to avoid them
5. Always believe in our team’s potential, and make the most of its abilities

Daikichiro Kobayashi
President and Representative Director
Meiji Seika Pharma Co., Ltd.

The Meiji Group 2026 Vision: Beyond meiji - above imagination -

Our promise and commitment for the 2026 Vision

We will combine the strengths, the Meiji Group has cultivated over the past 100 years, with the latest technology and new findings. Thus we create innovative ways to meet our customers’ needs with food and health and grow in Japan and around the world sustainably.

Key Strategies

1. Secure an overwhelming advantage in core businesses
2. Establish growth foundation in overseas markets
3. New challenges in the health value domain
4. Social contributions

Beyond meiji the 1st stage

Medium-Term Business Plan (FYE March 2019-2021)

Goals

- Established sales
  - Meiji Holdings Co., Ltd.
  - Meiji Seika Pharma Co., Ltd.
  - KM Biologics Co., Ltd.

Net sales

¥168.466 billion (FYE March 2018)

Number of Employees

5,583 (As of March 31, 2018)

Agricultural

Chemicals

and Veterinary Drugs

11%

Sales ratio

Ethical

Pharmaceuticals

89%

The Meiji Group 2026 Vision Beyond meiji - above imagination -

Operating income growth rate

Mid to high single-digit growth (CAGR)

Overseas sales ratio

Target at 20%

ROE

Maintain 10% or more

Goals (JPY)

* CAGR: Compound annual growth rate (%)

2023 Medium-Term Business Plan
(FYE March 2022–2024)

2025 Medium-Term Business Plan
(FYE March 2025–2027)
Infectious Diseases Field

After beginning penicillin production in 1946, we launched STREPTOMYCIN Meiji for tuberculosis treatment in 1950 and Japan’s first internationally viable drug, KANAMYCIN Meiji, in 1958. As Japan’s top manufacturer of antibacterial drugs, we offer an extensive lineup of drugs for infectious diseases. In 1990, we launched HABEKACIN, the first MRSA infection treatment in Japan. In 1994, we launched MEIACET, an oral cephalosporin antibiotic. In 2009, we launched ORAPENEM, the world’s only oral carbapenem antibacterial drug for pediatric use. Also, we have launched a range of antibacterial generic drugs, including SULBACILLIN, VANCOMYCIN MEEK, and TAZOPIPER Meiji. We have established the leading share of Japan’s systemic antibacterial drugs market.

CNS Disorders Field

Central nervous system (CNS) disorders continue to increase for a range of reasons, such as the aging of society in Japan, changing lifestyles, and stress. In response to these medical needs, we have provided a wide variety of evidence-based drugs mainly in the mood disorder field. In the CNS disorders field, we launched the antianxiety drug MEILAX in 1989; Japan’s first selective serotonin reuptake inhibitor (SSRI), DEPROMEL, in 1999; and Japan’s first noradrenergic and specific serotonergic antidepressant (NaSSA), REFLEX, in 2009. Further, current efforts to increase our presence in the schizophrenia field are focused on SYCREST launched in 2016. We will continue taking on the challenge of providing groundbreaking antidepressant drugs and schizophrenia drugs.

Peripheral and Other Fields

In fields peripheral to its mainstream fields of infectious diseases and CNS disorders, the brand-name drug business offers such drugs as the anti-allergy drug BILANGA, the chronic obstructive and pulmonary disease (COPD) drugs ULIUBRO and SEEBIR, and the anticancer drugs THERARUBICIN and LASERPYPHRIN. Also, we market drugs, medical devices, and medical materials in the health management field, including products for prevention and diagnosis. In 2018, we launched EPSIL ORAL LIQUID. We will cater to a variety of medical needs by expanding and improving this product lineup.

As a “Speciality & Generic Pharmaceutical Company”

Meiji Seika Pharma has led other brand-name drug companies in developing a generic drug business as a “Speciality & Generic Pharmaceutical Company.” Focusing on its mainstay fields of infectious diseases and CNS disorders, the brand-name drug business is strengthening its product pipeline. As well as providing convenient high-quality generic drugs, we work to ensure information provision and stable supplies. In 2015, Medreich Limited of India joined the Meiji Group. Further, we established Me Pharma Co., Ltd., which sells products that Medreich manufactures for Japan’s domestic market.

We aim to economically provide stable supplies of high-quality generic drugs, which will mainly cater to the expected growth in demand for generic drugs for lifestyle related diseases and digestive diseases as Japan becomes a super-aging society.

Our Medical Representative Activities

Providing and Collecting High-Quality Information throughout Japan

At Meiji Seika Pharma, medical representatives (MRs) are assigned to university hospitals, local hospitals and clinics in each region of Japan. MRs are responsible for promoting the use of our Company’s ethical pharmaceutical products, and some MRs are dedicated to promoting the use of CNS drugs in specialized diagnostic and treatment departments, such as in psychiatric and psychosomatic departments of hospitals and mental health clinics. Our MRs work closely with medical staff and patients in both providing and collecting information.

We have built a MR information provision support system and a pharmaceutical information search database for MR promotion activities in each region throughout Japan. Under this system, MRs can use digital tools to provide and obtain required information in a timely manner.
Agricultural Chemicals and Veterinary Drugs Business

Meiji Seika Pharma's agricultural chemicals and veterinary drugs businesses contribute to supply stability, productivity and safety for agricultural, livestock and marine products, supporting people's lives worldwide.

Agricultural Chemicals

We began the agricultural chemicals business by launching the GIBBERELLIN plant growth regulator in 1961. Subsequently, we added the bactericide STREPTOMYCIN and the rice blast preventative ORYZEMATE to expand the business. Launched more than 40 years ago, ORYZEMATE remains Japan's best-selling rice paddy agricultural chemical. Since 2011, we have expanded the business through the addition of the non-selective herbicide ZAXA, the paddy fungicide TRY and the insecticide FINESAVE.

Also, we are actively out-licensing to major overseas agrochemical companies. We have out-licensed the insecticide afidopyropen to BASF and the fungicide fenpicoxamid to Dow AgroSciences (now DowDuPont Inc.). Both agricultural chemicals were produced by mobilizing our drug discovery technologies that use microorganisms. In 2018, we developed the paddy insecticide flupyrimin in India and licensed the sales rights to Arysta LifeScience Corporation.

Each of these agricultural chemicals has a low environmental impact, and is expected to spread worldwide.

We will continue discovering groundbreaking new chemicals and contributing to the stable production of food worldwide.

Veterinary Drugs

In our veterinary drugs business, we are creating a product lineup to meet diverse needs. We have widened our activities by entering related areas, such as disinfectants and functional materials. In particular, we lead the industry in the fields of antibacterial drugs and disinfectants. Further, in the companion animals (CA) field, we contribute to veterinary treatments through anaesthetic and analgesic drugs and antiparasitic drugs.

Also, under the "One Health" initiative we are focusing on the importance of giving attention to animals and the environment to protect human health. We are working to heighten awareness of the appropriate use of drugs and developing new drugs that can contribute to this initiative.

We will strengthen the product lineup of the the veterinary drugs business for the livestock and fisheries industries. At the same time, we will set our sights on using our expertise in vaccine development and feeding management to step up business development overseas.

International Business

Aiming to sustain growth in overseas markets, we will increase production and sales of meiji brand products mainly in Asia and Europe. At the same time, we will build foundations for CMO (contract manufacturing organization) and CDMO (contract development and manufacturing organization) businesses and accelerate global business development.

Expanding Overseas Business, Especially in Asian Growth Markets

We began exporting an antibacterial drug in 1950, and currently ship meiji brand pharmaceuticals, including MEIACT and FOSMICIN, overseas.

Currently, we use a global production and sales network that is based on local subsidiaries in Indonesia, Thailand, China, Spain, and India to develop the ethical pharmaceuticals and veterinary drugs businesses and contribute to medicine and the livestock industry in countries around the world.

In 2015, Medreich Limited of India joined the Meiji Group. The company has an extensive track record in the CMO and CDMO businesses and large-scale production facilities. Medreich is catering to the steadily increasing worldwide demand for the contract manufacturing of pharmaceuticals. Further, in 2017 the company began supplying Japan’s market with the high-quality generic drugs that it economically manufactures based on technical guidance and quality control methods from Japan.

Meiji Seika Pharma aims to be a corporate group that supports people’s lives worldwide through the development of its businesses overseas.
Research and Development

The R&D departments of Meiji Seika Pharma comprise its head office organization and four laboratories. These laboratories conduct R&D with the objective of becoming a specialty pharmaceutical company in the field of infectious diseases and CNS disorders. They also conduct R&D focused on generic drugs, agricultural chemicals, and veterinary drugs. We aim to incorporate new technologies and expertise into pharmaceutical R&D, create progressive value, and continue our growth in Japan and worldwide.

- **Pharmaceutical Research Center**: The center discovers development candidates by coordinating discovery, synthesis, and evaluations of pharmacological efficacy, safety, and pharmacokinetics. Further, the center is responsible for work related to applications for clinical development and approval. The center also conducts tests and research aimed at establishing additional indications for and promoting sales of products that the company has already brought to market.

- **Chemistry, Manufacturing & Control Research Labs.**: These laboratories examine methods of synthesizing and formulating bulk drugs, new drugs, biosimilars and generic drugs. Also, they conduct various types of tests for the acquisition of approval. For example, the laboratories examine the physicochemical properties, measure the impurities, and test the chemical stability of bulk drugs.

- **Bioscience Labs.**: These laboratories use leading edge technology to research and develop biopharmaceuticals, including biosimilars. Also, the laboratories are continuing research and product development based on the advanced fermentation technology that we have established over many years.

- **Agricultural & Veterinary Research Labs.**: These laboratories use synthetic organic chemistry, natural products chemistry, biology, and physical chemistry to conduct exploratory research, examine adaption for mass production, and support sales of agricultural chemicals that protect crops from pests, pathogens, and weeds. Further, the laboratories introduce, develop, and test products that promote the health of industrial animals.

- **Pharmaceutical Development Division**: In clinical development, through a project management system, we prepare development strategies of the seeds of new drugs that the Pharmaceutical Research Center has discovered and of products introduced from external organizations. We take into account statistical and pharmaceutical considerations when designing each nonclinical and clinical trial and conduct them in the most suitable countries and regions. Also, we use our medical affairs capabilities to produce medical evidence that contributes to the appropriate usage and lifecycle management of drugs.

Production

Our manufacturing of ethical pharmaceuticals is strictly controlled. We employ a quality control system based on good manufacturing practice (GMP) standards that covers the procurement of bulk drugs and raw materials, manufacturing, packaging, and shipping. We undertake integrated management of supply chains—from the procurement of raw materials through to product distribution—and we have established systems that can provide stable supplies. The company’s pharmaceutical plants have computerized manufacturing control systems. In addition, we rigorously enforce 5S (sorting, setting in order, systematic cleaning, standardizing, sustaining discipline) activities so that our manufacturing environments are always safe and ultra-clean.

In the same way that we do for ethical pharmaceuticals, for veterinary drugs and agricultural chemicals we stably supply customers with products of reliable quality. Through strict control systems, stringent production control, and each employee’s strong commitment to quality, we deliver products of reliable quality to medical care facilities.

Reliability & Quality Assurance

Pharmaceuticals and medical devices, which affect people’s health and lives, are subject to strict standards, covering development and production through to shipping, collection of information on side effects, and provision of information on appropriate usage methods. Meiji Seika Pharma’s Reliability Assurance Policy states: “We will contribute to society by earning the trust of patients and healthcare professionals.” In accordance with this policy, we have built a quality management system, and we are taking measures to ensure reliability and improve it even further. In addition, we conduct reliability assurance activities that encompass raw material procurement and collection of information about side effects, and other areas. These activities enable us to provide patients and healthcare professionals with high-quality products.
The Meiji Group’s Approach to CSR

Our target profile
A corporate group essential to and trusted by its stakeholders

The basis of "the Meiji Group’s Approach to CSR" is to fulfill corporate social responsibility (CSR) by putting the Corporate Behavior Charter to meet stakeholders’ expectations and continue fulfilling social responsibilities.

Operating Bases and Group Companies

Japan
- Head Office
- Branches
  - Pharmaceuticals
    - Hokkaido Branches
    - Sendai Branches
    - Tokyo Branches
    - Chiba & Saitama Branches
    - Yokohama Branches
    - Kaneto Branches
    - Nagoya Branches
    - Kyoto Branches
    - Osaka Branches
    - Chugoku Branches
    - Shinagawa Branches
- Group Companies
  - Me Pharma Co., Ltd.
  - Kitasato Pharmaceutical Industry Co., Ltd.
  - OHKURA Pharmaceutical Co., Ltd.
  - MYIYAXU TRANSPORTATION CO., LTD.
- Plants
  - Kita-ku
  - Odawara
  - Gifu
- Research Laboratories
  - Pharmaceutical Research Center
- Agricultural & Veterinary Research Labs.

Worldwide Locations
- Offices
  - Madrid Office
  - Beijing Office
  - US Office
- Group Companies
  - Meij Pharma (Shandong Co., Ltd.) (China)
  - Shantou SEZ Meiji Pharmaceutical Industries (China)
  - Medreich Life care Limited (India)
  - Medreich Limited (India)

The Group History

1916
- Tokyo Confectionery Co., Ltd. (Tokyo Confectionery), the predecessor of Meiji Seika, is established.
1924
- Tokyo Confectionery changes its name to Meiji Seika Kaisha, Ltd. (Meiji Seika).
1946
- The pharmaceutical business is launched with the commencement of penicillin production.
1950
- The antibiotic STREPTOMYCIN MEIJI is introduced.
1955
- The veterinary penicillin-based feed additive MEIRICH P is launched.
1958
- The antibiotic KANAMYCIN MEIJI is launched.
1961
- The plant growth regulator GIBBERELLIN is launched.
1971
- Operation of the Gifu Plant is commenced.
1974
- The pharmaceutical business establishes PT. Meiji Indonesian Pharmaceutical Industries.
1975
- The antibiotic PARIMYCIN is launched.
1976
- The agricultural chemical product ORYZEMATE is launched.
1979
- Operation of the Kitakami Plant is commenced.
1980
- The pharmaceutical business establishes Thai Meiji Pharmaceutical Co., Ltd.
1981
- The antibiotic FOSMACIN is launched.
1985
- The antibiotic MEICELIN is launched.
1988
- The anitcancer drug THERARUBICIN is launched.
1989
- The antiviscosity drug MEILAX is launched.
1990
- The Meiji Group celebrates its 100th anniversary.
1991
- Medreich Limited of India joins the Group.
1992
- The photosensitizing agent LASERPHYRIN is launched.
1998
- The antidepressant DEPROMEL is launched.
2002
- The antidepressant drug REFLEX is launched.
2010
- OHKURA Pharmaceutical Co., Ltd. is transferred from Meiji Daires Corporation.
2011
- Medreich Limited (India), Meiji Seika, and Meiji Daires establish Meiji Holdings Co., Ltd. (Meiji Holdings), joint holding company, and integrate the management.
2012
- Generic Development Department is established and full-fledged entry to the generic drug market is commenced.
2015
- Me Pharma Co., Ltd. starts its operation.

Trade Name
Meiji Seika Pharma Co., Ltd.

President and Representative Director
Dentor Kiyabushi
Established
October 9, 1916

Main Businesses
- Manufacturing and sale of ethical pharmaceuticals, agricultural chemicals and veterinary drugs

<Reference>
* ISODINE® is a registered trademark of Mundipharma K.K.