# 4S Initiatives



## **Our Responsibility to Customers**

We strive to improve the quality of life (QOL) of patients by supplying superior medicines and accurate information through medical professionals.

# **Quality Management**

## **Quality Management Measures**

We have established a thorough quality management system for pharmaceutical products to maintain quality throughout all of our manufacturing processes and provide customers with the intangible value of reassurance. Each and every one of our employees is constantly aware that beyond the pharmaceutical products we manufacture, there are the patients and their families who need these products. To ensure that our employees maintain this mentality, we have formulated a Quality Assurance Policy, and conduct quality assurance operations in accordance with this policy.

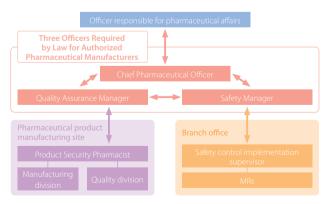
- 1. We are attentive to the opinions and requests of customers and actively strive to improve the quality of our products.
- 2. We work closely with manufacturing sites to maintain a constant supply of products with stable quality.
- 3. We bring together our knowledge and experience to carry out quality assurance ctivities based on facts and data

## **Quality Assurance and Safety Control System**

In order to comply with various laws, ordinances, and regulations, we have established the three officers required by law for authorized pharmaceutical manufacturers (Chief Pharmaceutical Officer, Quality Assurance Manager, and Safety Manager) under the Officer responsible for pharmaceutical affairs. These three work closely together to thoroughly ensure the quality assurance and the safety of pharmaceutical products after their launch.

We perform quality assurance of pharmaceutical products through proper operation on a daily basis including making appropriate decisions on market release and managing and supervising domestic and overseas manufacturers responsible for manufacturing active ingredients, and handling quality information and quality defects.

Quality Assurance and Safety Control System



## **GOP- and GMP-based Product Assurance**

GQP, which stands for Good Quality Practice, refers to standards that define the method of quality control of pharmaceutical products and stipulate the necessary operations for pharmaceutical manufacturers and distributors to ensure the quality of the products they manufacture and sell. GMP, short for Good Manufacturing Practice, refers to standards for manufacturing control and quality control of pharmaceutical products and defines the requirements for pharmaceutical products manufacturing sites to ensure that pharmaceutical products are consistently produced and controlled in accordance with quality standards.

Under the GQP-based control system, Torii regularly visits manufacturing sites that manufacture drug substances and formulations to confirm manufacturing control and quality control based on GMP. While sharing information regarding product quality with each manufacturing site on a daily basis, we are working to achieve process improvements and to further ensure stable quality with the aim of providing pharmaceutical products that patients can use with the utmost confidence.

## **Response to Product Recall**

In the event of quality defects that require a pharmaceutical product recall, our highest priority is to ensure the safety of patients. Under the direction of the Chief Pharmaceutical Officer, we report to the administrative authorities, share information with medical institutions and other organizations, rapidly recall affected products, identify the cause of the issue, and implement improvement measures. We also review and revise supply schedules and provide information on alternative products to avoid inconveniencing the patients that use the pharmaceutical product in question.

## Considerations for Packaging, Labeling and **Individual Product Boxes**

We consider and revise designs of packaging and labeling, reflecting information from medical institutions and patients as well as the industry guidelines. In order to increase visibility, identification, and convenience of individual product boxes, we engage in discussions with related divisions and make necessary improvements, such as change of the font size of text, incision of perforated lines on the boxes for scrapping, as desirable, for ease of disposal by medical institutions, and change of sealing tapes in accordance with the industry guidelines.

# **Stable Supply**

## **Stable Supply Measures**

Providing a stable supply of pharmaceutical products is one of the most important missions of companies that handle pharmaceutical products, on which people's lives directly depend.

Providing a stable supply of pharmaceutical products requires measures that encompass entire supply chains, and involve Torii itself and numerous partners responsible for every phase from the procurement of drug substances (active pharmaceutical ingredients) and other raw materials to manufacturing of pharmaceutical products. inventory optimization, and logistics.

We have put in place systems in preparation for various contingencies, including procurement of drug substances and raw materials from multiple suppliers. We are striving to ensure stable supply to provide the amounts of pharmaceutical products needed, when needed where needed

## **Measures for Managing Logistics while Ensuring Quality**

To fulfill our duty as a pharmaceutical company, we have built a system ensuring stable supply of safe, high-quality pharmaceutical products manufactured under strict quality control.

With regard to temperature control, our logistics center stores pharmaceutical products in a refrigerated or room-temperature warehouse in accordance with the temperature control category (refrigerated storage or room-temperature storage) defined for each pharmaceutical product.

For management of logistics, we exclusively use dedicated temperature-controlled vehicles for pharmaceutical product transport and regularly monitor temperature of the vehicles for thorough quality control during transport.

With regard to risk management, anticipating the possibility of a large-scale disaster, we operate two logistics centers, one in East Japan and the other in West Japan. Under this system, if one center is affected by the disaster, the other center can continue to supply pharmaceutical products.

# **Appropriate Information Provision**

## Information Collection and Provision

Torii strives to promote the proper use of pharmaceutical products, and through our MRs we collect safety information from medical professionals such as data on side effects.

The information we collected and analyzed is provided on an ongoing steady basis as feedback to medical professionals, contributing to the safe and effective use of pharmaceutical products by patients.

We also participate in relevant academic society meetings and update product information sites for medical professionals to provide a wide range of information on the proper use of pharmaceutical products.

## **Promotion of Proper Use**

In order to ensure safer use of pharmaceutical products, we constantly collect safety information such as on side effects. We evaluate and analyze the safety information collected, and when the results indicate the need for additional information on proper use, we revise the risk management plan (RMP) and drug package inserts and update the drug information. We have implemented measures so that our pharmaceutical products are used more safely by notifying medical professionals of the contents of these revisions.

## Measures through MRs

The mission of our MRs is to accurately convey various information on pharmaceutical products to medical professionals, collect information such as that on the safety of products after launch, and provide information on proper use obtained as a result of the evaluation and analysis of this information by the Pharmacovigilance Department to medical professionals. This helps ensure that pharmaceutical products are used properly.

MRs work to promote the proper use of pharmaceutical products for the sake of patients by providing information to medical professionals as well as collecting information from them.

## **MR Education and Training**

We carry out a range of education and training programs to ensure that our MRs properly provide information on our pharmaceutical products to medical professionals and collect their feedback.

Various divisions of Torii collaborate in human resource development of MRs so that they can earn the trust of medical professionals. Practical training is designed to cultivate a mindset attuned to attending to the needs of individual patients and developing the ability to propose the optimum treatment for the patient.

# **Customer Support Department**

## **Customer Support Department Initiatives**

Our Customer Support Department interfaces directly with medical professionals, patients, and their families, handling a broad range of inquiries.

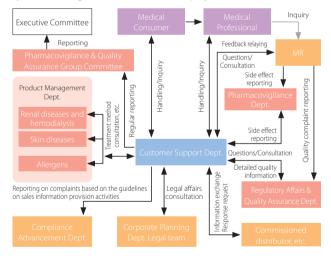
No matter how excellent a pharmaceutical product may be, it is only effective when used properly. To this end, we have worked to provide high-quality, appropriate, science-based drug information that takes into account the needs of our customers.

## Sharing Customer Feedback within the Company

As an open corporate contact point with customers, the Customer Support Department shares questions and opinions from customers with corresponding divisions, enabling them to consider future actions based on the latest information on safety, interaction, usage method and others.

In order to meet customers' expectations, we will continue to reflect customer feedback in product improvements and the provision of highquality information, contributing to patients' health.

## System for Sharing Information within the Company

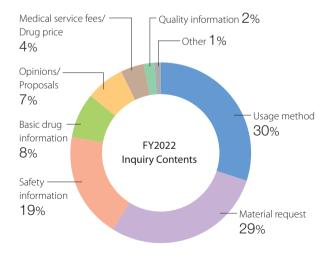


## **Customer Support Education**

We participate in external training related to customer service both inside and outside the pharmaceutical industry, to ensure that each and every customer is treated with integrity. Staff members who deal with customers are trained using the same continually updated materials as are used by MRs, and participate actively in study sessions held by related divisions, workshops, and academic society meetings so that they understand the latest drug information. This enables them to provide customers with accurate, appropriate information.

## Communication and Awareness-Raising through the Website "Health Information" Section and Pamphlets for Patients

The "Health Information" section of our website provides healthrelated information such as information regarding disease mechanisms and symptoms. We have created websites such as "Touseki no Kayumi (Dialysis Pruritus).jp" and "Torii-san's Allergen Immunotherapy Navigation," through which we provide information to foster an accurate understanding of disorders. Furthermore, we have created PDF versions of pamphlets such as "Jozuna Rin to Kalium no Torikata (How to Efficiently Control Intake of Phosphorous and Potassium" and "Kichinto Shirou Atopic Dermatitis (Atopic Dermatitis Navigation)," which are available on our website. We provide this information to help patients deepen their understanding of diseases, their treatments, and points to remember in everyday life, in order to contribute to the health of patients.



# IS

# **Our Responsibility to Shareholders**

We disclose timely, accurate corporate information and endeavor to generate appropriate shareholder returns and improve our corporate value.

## Information Disclosure

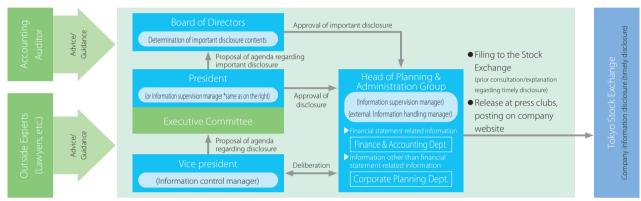
## Information Disclosure Measures

Communication with our shareholders and investors

In order to promote dialogue with our shareholders and investors, Torii holds individual consultations upon request, as well as endeavors to disclose information in a timely and appropriate manner by posting

financial highlights, financial results, securities reports, annual reports, press releases, and other information on the Torii website.

Overview of Torii's Timely Disclosure System



# **Dividend Policy**

Torii recognizes that generating appropriate shareholder returns is one of the key issues of management, and our basic policy is distributing surplus dividends in a continuous and stable manner.

Torii's basic approach is to pay surplus dividends twice per year in the form of an interim dividend and a year-end dividend. The interim dividend is decided by the Board of Directors, and the year-end dividend is decided by the General Meeting of Shareholders. The Articles of Incorporation of Torii stipulate that interim dividends may be decided by resolution of the Board of Directors.

In view of our investment and financial status from a medium- to long-term perspective focused on business growth, we intend to enhance our shareholder returns. At the 131st General Meeting of Shareholders, held on March 28, 2023, it was resolved that Torii will pay a year-end dividend of ¥76 per share for the current fiscal year. Together with the ¥24 per share paid in interim dividends, this amounts to an annual dividend of ¥100 per share. Surplus dividends whose record date falls within the current fiscal year are as follows.

Resolution date	Total dividends (Millions of Yen)	Dividend per share (Yen)
July 29, 2022 Resolution by Board of Directors meeting	674	24
March 28, 2023 Resolution by General Meeting of Shareholders	2,135	76

For fiscal 2023, in accordance with the policy and concept above, we plan to pay an annual dividend of ¥100 per share.

We will maintain our basic policy of continuous and stable dividends while further enhancing our shareholder returns, and in the future we will review the progress we have made in our business operations and investments while striving to improve dividend on equity ratio (DOE) over the medium to long term, aiming for a DOE level that compares favorably with that of other companies within the same industry.

#### Dividend per share (Yen) ■ Interim dividend ■ Year-end dividend 100 100 (Annual) (Annual, planned) 50 48 76 (Annual) 24 50 24 24 FY202 FY2022 FY2023 DOE 1.2% 2.4% ROE 2.9% 3.3% Dividend payout ratio 40.0% 71.2% 90.6%



# **Our Responsibility to Society**

We strive to mitigate global warming as we maintain a high ethical standard regarding our corporate social responsibility through business activities that reflect the needs of society in order to be a good corporate citizen.

## Torii Pharmaceutical Environmental Charter

## **Basic Policy on the Environment**

As a company aspiring to contribute to the health and happiness of people through pharmaceutical products, Torii Pharmaceutical considers protection of the global environment to be an important issue and conducts business activities with environmental protection in mind.

## **Code of Conduct**

- 1. Throughout our business activities from R&D to production, distribution, provision of information on pharmaceutical products, and sales, we comply with environmental laws and regulations applicable to our operations and internal rules. At the same time, we recognize the impact of our operations on the environment and strive to reduce it.
- Upon grasping and understanding the Environmental Action Plan, we actively collaborate on company-wide measures concerning environmental issues in addition to engaging in the environmental initiatives of our own departments.
- 3. While promoting resource saving and energy saving and endeavoring to realize a low carbon society, we strive to reduce waste and facilitate recycling.
- We monitor industrial waste processors to which disposal is consigned, raw materials suppliers, etc. to confirm their compliance with laws and regulations and their initiatives for environmental issues.
- We actively collaborate on company-wide social contribution activities in addition to engaging in the social contribution activities of our own departments.
- We also strive to take action concerning environmental issues and endeavor to make social contributions in our private lives.

## **Environmental Action Plan**





Item		FY2022 Environmental Action Plan	FY2022 Results		Evaluation FY2023 Environmental Action Plan	
emissions reductions	Head office	FY2022 target: 328 t-CO <sub>2</sub> or less  [Main measures]  Continue installing energy-saving vending machines and review the number of vending machines installed  Continue implementing Cool Biz and Warm Biz energy-saving initiatives  Strengthen initiatives for paperless operation  FY2022 result: 326 t-CO <sub>2</sub> (Result excluding 9 t-CO <sub>2</sub> attributable to increased floor area)  Measures implemented  Continued installing energy-saving vending machines and review the number of vending machines installed  Continued installing energy-saving vending machines and review the number of vending machines installed  Continued installing energy-saving vending machines and review the number of vending machines installed  Strengthen initiatives for paperless operation		<b>(2)</b>	FY2023 target; 335 t-CO <sub>2</sub> or less  [Main measures]  Review usage of energy-saving equipment, lighting, etc.  Continue and review implementing Cool Biz and Warm Biz energy-saving initiatives  Enhance employees' awareness about environmental protection	
Greenhouse gas em	Sales vehicles	FY2022 target: 874 t-CO <sub>2</sub> or less  [Main measures]  Continue selecting fuel-efficient vehicles such as hybrids  Continue promotion of eco-drive awareness and education activities  Introduce telematics to reduce fuel consumption by minimizing sudden start, sudden braking, etc.	FY2022 result: 956 t-CO <sub>2</sub> [Measures implemented]  © continued selecting fuel-efficient vehicles such as hybrids  © continued promotion of eco-drive awareness and education activities  © introduced telematics to reduce fuel consumption by minimizing sudden start, sudden braking, etc.	(2)	FY2023 target: 956 t-CO₂ or less [Main measures] ■ Continue selecting fuel-efficient vehicles such as hybrids ■ Continue promotion of eco-drive awareness and education activities ■ Continue introduction of telematics to reduce fuel consumption by minimizing sudden start, sudden braking, etc.	
Maintain/increase waste recycling rate	Head office	FY2022 target: 98% or above [Main measures]  Continue to consign disposal to industrial waste processors with high recycling rates and continue monitoring of industrial waste processors  Continue selling off items with value	FY2022 result: 98.04% [Measures implemented]  Continued to consign disposal to industrial waste processors with high recycling rates and continue monitoring of industrial waste processors  Continued selling off items with value		FY2023 target: 98% or above [Main measures]  Continue to consign disposal to industrial waste processors with high recycling rates an continue monitoring of industrial waste processors  Strengthen initiatives for paperless operation	

# **Overview of Business Activities and Their Environmental Impacts**

Head office / Branch offices

## Total energy usage

Electricity: 1,048,000 kWh 1.323,000 m<sup>3</sup> City gas: Gasoline: 412 kL Offices

Planning and administration, Information systems, General office work, sales Waste and generation of items with value Total waste discharge: 18.3t

Items with value sold: 0.0t Recycling volume: 18.0t Final disposal volume: 0.3t

**Emissions into the atmosphere** 

 $CO_2$ 1,404t

# **Compliance Measures**

## Response to the violation of the Antimonopoly Act

In March 2020, Torii received a cease and desist order and a surcharge payment order from the Japan Fair Trade Commission (JFTC) pursuant to the Antimonopoly Act for a violation of the Antimonopoly Act concerning the setting of the wholesale price of the CALVAN Tablets. Taking these orders gravely and seriously, we revised the Code of Conduct and established and notified the guidelines as measures to prevent recurrence. We are holding regular training sessions and continuing implementation of strengthened supervisory functions in order to keep the need for vigilance at the forefront of our minds. We will continue our efforts to ensure thorough compliance with laws and regulations in order to prevent recurrence and restore trust as soon as possible.

## Compliance as a Pharmaceutical Company

Pharmaceutical companies are required to constantly maintain a high level of ethics and transparency in their corporate activities.

Torii has defined various internal standards such as the Torii Pharmaceutical Promotion Code based on the JPMA Code of Practice by the Japan Pharmaceutical Manufacturers Association and the guidelines on sales information provision activities by the Ministry of Health, Labor and Welfare, and engages in compliance-oriented activities.

## **Compliance Promotion Structure**

Torii positions ensuring compliance as one of the foundations for business operation. In order to ensure heightened effectiveness, we formulated rules for the compliance structure and established the Compliance Committee. Chaired by the President, this committee directly reports to the Board of Directors and deliberates on compliance promotion issues.

The Compliance Advancement Department, which spearheads company-wide compliance promotion operations, also supervises Torii's sales information provision activities in response to the guidelines on sales information provision activities, which came into force in 2019. The department screens Torii's academic information materials and monitors information provision activities to confirm whether the information provision activities are in compliance with the guidelines. The department also conducts review of research support for academia.

## **Employee Awareness-Raising and Education**

Torii defines compliance as maintaining the trust of stakeholders and not disappointing them. To this end, we distribute a compliance book that defines concrete action standards serving as guidelines for specific actions as well as values and ethics that all employees should share, and we engage in education and awareness-raising activities on a continual basis. We conduct compliance training when new employees join the Company and when new General Managers take office. We also conduct compliance training for all employees once a year. Each division of the Company formulates and implements compliance promotion measures.

Besides, we implement drug injury education for all employees to deepen the knowledge of drug-related injuries and foster awareness on patients' use of drugs.

## **Compliance Questionnaires**

We administer compliance questionnaires every two years to understand and evaluate employees' attitudes towards compliance, current company and workplace compliance conditions, and compliance implementation conditions, and we use these findings in our future compliance promotion activities.

The results of these questionnaires are posted for viewing by all employees on our company intranet. Moreover, the issues identified through these questionnaires are utilized, for example, when formulating compliance promotion measures.





Compliance Book

Compliance Card

## Reporting and Consultation Contact Point (Hotline)

In order to comply with the Act Partially Amending the Whistleblower Protection Act, we have reviewed various internal rules. We have also established a new internal reporting desk affiliated with the Audit & Supervisory Board in addition to an internal reporting and consultation desk and an external reporting contact point (lawyer) to promptly identify and minimize the threats posed to the company by legal violations. In addition to our company-wide reporting and consultation desk, we have also established consultation desks within individual groups to better facilitate consultation.

# Transparency Initiatives

Collaboration with universities and other research institutions and medical institutions is vital and essential for us to contribute to peoples' health as a pharmaceutical company.

During the course of these activities, we sometimes pay medical institutions compensation for their contributions, and we believe that we must maintain transparency in our relationships with them. We also believe that we must quarantee transparency in the relationships between patient groups and pharmaceutical companies so that the

opinions and input from patients and supporters can be sufficiently leveraged within medical treatment as a social resource.

Based on this philosophy, we have defined Transparency Guideline for the Relation between Corporate Activities and Medical Institutions and Transparency Guidelines for the Relation between Corporate Activities and Patient Groups. We will fulfill our responsibility to society through our activities, which are based on these guidelines.

# 4S Initiatives



## **Our Responsibility to Employees**

We aim to motivate all our employees and offer them every opportunity to achieve fulfillment by respecting every individual, ensuring equal opportunities for career advancement, and treating employees fairly on the basis of unbiased assessments.

# **Human Resources Development**

We offer not only position-specific training but also elective training for which employees apply as well as distance learning programs focused on the business skills that we believe employees need to conduct their work, continuously implementing measures that support and promote employees' self-led development.

In addition, training programs for managerial personnel are designed to enhance their human resources development- and management-related skills and knowledge in areas such as subordinate development, career development support, strengthening of interdepartmental collaboration, encouragement of departments and teams, and appropriate evaluation.

Training Participation Results (Fiscal 2022)

Learning and training	Number of participants
Life planning training (information provision)	10 (16)
Topic-specific training (business basics, team power, global)	17 (11)
Management training (including e-learning)	258 (435)
Position-specific training (excluding new employee training)	61 (81)
New employee training	7 (12)
Distance learning/e-learning (self-improvement)	135 (124)

Note: Figures in brackets are the previous year's figures.

# **Creating Better Working Environments**

## Measures for Realizing Working Environments in which **Each and Every Employee Works Enthusiastically**

For Torii to achieve sustainable growth and enhancement of corporate value over the medium to long term, flexible and swift actions are required. As individuals' values diversify and the environment continuously changes, employees' ability to work autonomously is essential. Therefore, we are pursuing an initiative from the perspectives of organizational support for employees' growth, raising awareness, and improvement of working environments to enable each and every employee to work enthusiastically.

As one element of this initiative, we have also formulated an action plan based on the Act on Promotion of Women's Participation and Advancement in the Workplace and the Act on Advancement of Measures to Support Raising Next-Generation Children.

Status of Measures for Promoting Active Participation by Female Employees

Items	As of December 31st, 2022 *Figures in "()" are the previous year's figures
Percentage of female employees in management positions	10.6% (10.0%)
Percentage of female employees in all employees	22.7% (22.1%)
Percentage of the number of female employees to the total number of workers they employed	33.3% (42.9%)
Percentage of average wages of female employees to average wages of male employees	Regular employees: 85.3% ( – ) Non-regular employees: 42.2% ( – ) All employees: 81.7% ( – ) The main reason for the difference in average wages between male and female employees is that the percentage of male employees in management positions is higher than that of female employees, for both regular and non-regular employees. We are promoting efforts to increase the percentage of female workers in management positions as a goal of our "General Employer Action Plan based on the Act on the Promotion of Women's Active Engagement in Professional Life".
Average years of continuous service between Male vs Female	Male: 15.2 years, Female: 11.7 years (Male: 14.6 years, Female: 11.2 years)
Average overtime per month	17.1 hours (17.6 hours)
Percentage of employees taking childcare leave (*) (January 2022 to December 2022)	Male: 32.0% ( - ), Female100% ( - )
Acquisition of taking annual paid leave (April 2022 to March 2023)	Percentage of taking annual paid leave: 79.3% (68.4%) Average number of days of: 16.3 days (14.1 days)

<sup>\*</sup>New items to be listed

## **Cultivation of Corporate Culture**

We aim to cultivate a corporate culture in which employees have the habit of deepening their interpretation of Torii Pharmaceutical's Purpose on a daily basis, and in which individuals and the organization consistently practice TORII's POLICY, a set of important values for accomplishing Torii Pharmaceutical's Purpose. To this end, we are continuously creating opportunities for Directors and Audit & Supervisory Board Members to exchange opinions with employees on Torii Pharmaceutical's Purpose and TORII's POLICY and supporting the implementation of TORII's POLICY.

## **Human Rights Measures**

We believe it is important that people working in the same workplaces respect one another and build relationships of mutual trust, and that as members of society all people always respect the rights of others. This is why on December 10, Human Rights Day, we carry out measures aimed at developing a shared awareness of human rights throughout workplaces and heightening respect for human rights. These measures include familiarizing employees with pamphlets created by the Human Rights Bureau of the Ministry of Justice containing information regarding human rights issues and initiatives.

## **Occupational Safety and Health**

Each of our work sites carries out safety and health measures in order to achieve safe and healthy work environments.

In addition to the holding of a monthly meeting of the Safety and Health Promotion Committee, the head office carries out Health Officer inspections (once per week), Industrial Physician inspections (once per month), and Safety and Health Committee inspections (held for each floor five times per year), and labor and management work to improve workplace environments through deliberations at Head Office Safety and Health Committee meetings held each month.

Company-Wide Safety and Health Control Organizations

Safety and Health	nealtri	Head Office Safety and Health Committee
Promotion Committee		

<sup>\*</sup>A Safety and Health Committee is established for worksites with 50 or more full-time

<sup>\*</sup>A Health promoter officer is appointed for worksites with 10 or more but less than 50 full-time workers.