

## Corporate Profile

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| Corporate Name | AHRMS, Inc.   |
| Location       | 3-10-9 Oyamadai, Setagaya-ku, Tokyo 158-0086, JAPAN   |
| Foundation     | January 2006  |
| Representative | Yuki Ujimasa, DVM, MS                                 |
| URL            | <a href="https://ahrms.jp/wp">https://ahrms.jp/wp</a> |

## Business

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### Services:

[Support for Clients' Business License Obtainment]

- ◆ Manufacturing License of Animal Medicines / Medical Devices / Diagnostics
- ◆ Marketing License of Animal Medicines / Medical Devices / Diagnostics
- ◆ Wholesale License of Animal Medicines / Medical Devices / Diagnostics
- ◆ Retail License of Animal Medicines / Medical Devices / Diagnostics
- ◆ Foreign Manufacturer Accreditation

[Support for Marketing Authorization]

Practical Support for Development of Veterinary Products, Veterinary Medical Equipment and Veterinary *in vitro* devices etc.

- ◆ Gap Analysis of Application Dossier between Japan and Europe/USA
- ◆ Preparation of Preliminary Consultation Paper to J-MAFF  
Consultation Service for Formulating Development Course
- ◆ Practical Support to Develop Dossier/Summary Document/Technical Documentation, etc.
- ◆ Practical Support for Hearing/Investigation Committees (incl. participation) until getting Marketing Authorization

[Support for Registration and Marketing of Animal Health Product]

- ◆ We, AHRMS, Inc., maintain the following business licenses:
  - Importing and marketing license of animal medicines
  - Manufacturing (stock, package, and label) license of animal medicines
  - Importing and marketing license of Class II animal medical devices and *in vitro* diagnostics for animal use
  - Manufacturing license of Class II animal medical devices and *in vitro* diagnostics
  - Wholesale license of animal medicines, animal medical devices and diagnostics (to companion animal veterinarians, equine practitioners, and food animal vets)
  - Retail license of animal medicines and animal medical devices (to pet owners)
- ◆ We register, import, stock, and label animal health products, ship them to veterinarians and/or pet owners, track them and collect a bill.
- ◆ Also, our clients can start business without any entities in Japan by appointing us as their D-MAH (designated marketing authorization holder).  
In early 2018, applications of 5 animal vaccines, 1 animal medicine, and 2 animal medical devices were filed by us and now under evaluation by JMAFF.

[Business Consulting]

- ◆ Strategy Formulation of New Market Creation
- ◆ Consultation Service for New Product Development and Launch
- ◆ Tailor-Made Market Research/Industry Trend Research
- ◆ Intermediate Agent for Corporate Alliance, M&A, etc.
- ◆ Partner Findings for New Entry into Japanese Market
- ◆ Establishment of Organization of Consortium
- ◆ Company training for new recruit, sales staff, etc.
- ◆ Market Research
- ◆ Product Registration Achievements (excerpt)
  - ◇ Animal Drugs:
    - ACE Inhibitor for dogs
    - Carditant for dogs
    - NSAID (Non-steroidal anti-inflammatory drugs) for horses and dogs
    - Heartworm Preventive for dogs
    - Prostaglandin F2Alpha analogue for cattle and swine
    - Wormers for horses, cows, and pigs
  - ◇ Biologicals
    - FeLV/ FIV Diagnosis Kits for cats
    - *In vitro* Device for Echinococcus infections
  - ◇ Medical Devices:
    - Microchip identification needles for horses
    - Needle-free Injector
    - Automated injection machines
    - Biochemical Analyzer
    - Radio knife for surgery

[Japanese Agent Business]

- D-MAH (Designated Marketing Authorization Holder)
  - ◇ Act as Client's subsidiary in Japan
- Brakke Consulting, Inc. (2014-Present)
  - ◇ Senior Consultant
  - ◇ Intermediate Agent for Corporate Alliance, M&A, etc.
  - ◇ Market Research in the US, EU, and China
- Association of Veterinary Consultants (2018-Present)
- Vetraxis (UK) (2012-2019)

[Public Affairs / Contracted Business]

- ◆ Japan Industry Representative, VICH Electric File Transfer Working Group (2013-Present)
- ◆ Japan Industry Representative, VICH Pharmacovigilance Working Group (2008-Present)
- ◆ Secretary General, Consortium for Japanese Veterinary Medicinal Products Manufacturers (2012-Present)
- ◆ Chairman, Committee for Mockup of Veterinary Diagnosis Kits by JMAFF (2014)
- ◆ Chairman, Committee for Mockup of Veterinary Medical Devices by JMAFF (2013)
- ◆ Consortium for Development of FMD Rapid Diagnosis Kit by JMAFF (2011)
- ◆ Consortium for Regulatory Reform of Animal Health Products (2010-2011)

- ◆ Consortium for International Harmonization of Animal Health Products (2010-2013)
- ◆ Committee for Promotion of Safe Use of Eco Feed (2009-2010)
- ◆ Preparation of Animal Health Products Marketing Approval Application Summary Report Exploratory Committee (2009)
- ◆ Committee for Establishment of Veterinary Information System about Pet Food Safety (2009)
- ◆ Development of Positive List Value Search System (2007)

[Writing Career]

- ◆ Journal of the Japan Veterinary Medical Association No. 10, Vol. 72, Oct. 2019
- ◆ JVPA Digest Published by Japan Veterinary Products Association  
([Trend of Restructuring Vet Pro Industry & Current Status of Animal Business.pdf](#)  
:Special thanks to Zoetis for translation into English)
- ◆ Journal of the Japan Veterinary Medical Association  
<http://nichiju.lin.gr.jp/mag/06501/a2.pdf> (Sorry in Japanese)  
And many others

[Lecture for Veterinarians in Japan and overseas countries]

- ◆ 2020
  - The Future Trend of Animal Medicines and Veterinary Services in Japan and The World
- ◆ 2019
  - Regulatory Pathways and Market Access in Japan - Animal Health Innovation Asia 2019
  - Ethics and Risks in Prescription of Non-approved Medicines for Both of Human and Animals by Veterinarians under their Discretionary Power & Global Counterfeit Distribution
- ◆ 2018
  - Biotech Innovation in Japan  
- Animal Health Innovation Asia 2018 in Hong Kong
  - The trend is changing. Do you realize how veterinary medicines will be?
- ◆ 2017
  - Ethics and Risks – Veterinarians' discretionary power
  - Pursue Customer-centric Policy in Hospital Management
- ◆ 2016
  - Animal Medicines born in Japan, grown and bloomed in the World  
- Société Franco-Japonaise des Sciences Vétérinaires in Annecy, France
- ◆ 2015
  - How to Prepare for Pet Population Decreasing
- ◆ 2014
  - Japanese Animal Health Industry Overview  
- As Joint Seminar with Brakke Consulting, Inc. in Las Vegas, NV, USA
- ◆ 2013
  - Current and Future Situation of Animal Health Industries
- ◆ 2012
  - Veterinary practices will be industrialized.
  - Vets' Anti-Commodity Strategy - Dealing with Pet Population Decreasing

## Curriculum Vitae of Yuki UJIMASA, DVM, MS

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### Work Experience

- ◆ 2006 - Present
  - President & CEO, AHRMS, Inc.
- ◆ 1988 - 2005
  - Dainippon Pharmaceutical Co., Ltd.  
(current DS Pharma Animal Health Co, Ltd.)

### Education

- ◆ Master's Degree, Graduate School of Veterinary Science, Hokkaido University
- ◆ Bachelor, Faculty of Veterinary Science, Hokkaido University

### Qualification

- ◆ D.V.M. (Doctor of Veterinary Medicine)
- ◆ Master's Degree (Master of Science)

### Current Other Professional Affiliation

- ◆ President & CEO, Vm3, Inc.  
<https://vm3.jp/news/>
- ◆ Board Director, EBM Trading, Inc.  
<http://ebmtrading.com>
- ◆ Secretary General, Consortium for Japanese Veterinary Medicinal Products Manufacturers (CJVM)  
<http://cjvm.jp>
- ◆ Company Auditor, Ecopharma.com, K.K.  
<http://www.eco-pharma.com>
- ◆ Councilor, Animal Clinical Research Foundation  
(Public Interest Incorporated Foundations)  
<http://www.dourinken.com>
- ◆ Member, Association of Veterinary Consultants  
<https://www.avc-eu.de>
- ◆ Full Member, Japan Veterinary Medical Association  
<http://nichiju.lin.gr.jp>
- ◆ Special Supporting Member, Japan Veterinary Products Association  
<http://jvpa.jp/jvpa/>