

CITELINE JAPAN AWARDS

ENTRY GUIDE

TUESDAY, OCTOBER 21, 2025

PALACE HOTEL TOKYO

ENTRY AND GENERAL INQUIRIES:

Natalia Kay, Global Director of Events

Email: natalia.kay@citeline.com

www.citeline.com/awards/CitelineJapanAwards



THE CITELINE JAPAN AWARDS 2025

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WHY ENTER

Now in their fourth year, the Citeline Japan Awards recognize and reward outstanding achievements and innovations in Japanese pharma and biotech, highlighting Japan's integral role in the global life sciences and healthcare market. These awards bring together leading contributors to meet and network, discover new opportunities, and reflect on life-changing accomplishments made over the previous year.

Categories are diverse and wide-ranging, including Pharma Company of the Year, Best New Drug Award and Best Contract Research Organization.

- Brought to you by Citeline (a Norstell company), the Awards provide a unique and trusted platform to enable innovation, growth and commercial success for your organization.
- Honor your organization's outstanding contribution to the pharma and biotech industry.
- Showcase Japan's pivotal role in driving innovation in the global healthcare market.
- Be recognized as one of Japan's leading organizations, and a key contributor to the global life sciences and healthcare market.
- Reflect on the importance of your achievements, and share best practice with other thought leaders in pharma and biotech.

The Citeline Japan Awards are free to enter. The closing date for entries is Monday, July 14, 2025, and the qualifying period for submissions is 1 July 2024 – 30 June 2025.

The judging process will take place in August/September 2025. The finalists will be contacted in September and the winners announced at the Awards ceremony on Tuesday, October 21, 2025.

CATEGORIES

BEST CONTRACT RESEARCH

ORGANIZATION

**BEST CONTRACT DEVELOPMENT
MANUFACTURING ORGANIZATION**

BEST NEW DRUG

BIOTECH COMPANY OF THE YEAR

LICENSING DEAL OF THE YEAR

FINANCING DEAL OF THE YEAR

PHARMA COMPANY OF THE YEAR

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Monday, July 14, 2025**

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BEST CONTRACT RESEARCH ORGANIZATION

This Award is to recognize contract research organizations that provide full or specialist services to their clients and which have an office or other base (but not necessarily a head office) either in Japan or the Asia region, including Australia.

Entrant companies must offer services in Japan, but the achievements listed in the entry form do not necessarily have to be trials or services conducted in Japan (for example, clinical trials conducted in China or Australia are also eligible).

Judging will consider the quality and benefits of services and relationships built with clients and will pay particular attention to innovative patient trial recruitment strategies brought to the table.

To qualify, candidates must draw on their achievements in the qualifying period of 1 July 2024 – 30 June 2025.

To enter this category, please answer the following:

- What particular capabilities and strengths does the CRO offer?
- How has the company delivered results that exceed sponsor/partner expectations?
- What innovations in patient recruitment strategy has the CRO brought to its partner?
- How has it improved its performance, for example, in its quality of data, timelines and transparency?
- What steps is the CRO taking towards improving the collection and reporting of trial data, through new procedures and systems such as electronic data capture, storage and platforms?



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BEST CONTRACT DEVELOPMENT MANUFACTURING ORGANIZATION

This Award is to recognize contract development manufacturing organizations that provide full or specialist services to their clients and which have an office or other base (but not necessarily a head office) either in Japan or the Asia region, including Australia.

Entrant companies must offer services in Japan, but the achievements listed in the entry form do not necessarily have to be services or manufacturing conducted in Japan (for example, such activities conducted in Asia or Australia are also eligible).

Judging will consider the quality and benefits of services and relationships built with clients and will pay particular attention to innovative services or processes brought to the table.

To qualify, candidates must draw on their achievements in the qualifying period of 1 July 2024 – 30 June 2025.

To enter this category, please answer the following:

- What particular capabilities and strengths does the CDMO offer?
- How has the company delivered results that exceed partner expectations?
- What innovations in services or manufacturing techniques/approaches has the CDMO brought to its partners?
- How has it improved performance, for example, timelines, more efficient processes?
- What steps is the CDMO taking towards improving its services through new systems/processes, for example which reduce resource/energy use or costs?



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BEST NEW DRUG

The Best New Drug Award recognizes excellence in pharmaceutical development. In this category, the judges will be looking for the small molecule, biological, cell/gene therapy, digital therapeutic or vaccine product approved in Japan during the qualifying period that represents the best therapeutic advance in its area.

Any recently launched new product is eligible to enter as long as it was approved in its first indication between 1 July 2024 – 30 June 2025. (Generic and biosimilar products are not eligible.)

Entrants must have played a key role in the development of the nominated product, for example as a sole licensee or co-developer responsible for clinical trials and/or regulatory submissions, and all company members of joint development or joint venture agreements should be disclosed in the application.

To enter this category, please answer the following:

- Brand and generic name, indication, company(ies) involved in its development (if more than one company, please detail the relationship between the parties).
- Date and market of approval and launch.
- Mechanism of action. How is this differentiated from other products and how does it represent a step forward?
- Outline evidence for clinical activity, for example summary results from registrational clinical trials. How does this translate into a meaningful therapeutic benefit for patients and over other drugs?
- What is the potential market size of the candidate?



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BIOTECH COMPANY OF THE YEAR

This award honors outstanding achievements by biotech companies over the qualifying period of 1 July 2024 – 30 June 2025. This could be in terms of moving the business from an early stage to a more mature company, signing a transformative deal, taking its first or a major new product towards the market, or raising significant new funds.

To enter this category, please provide the following information:

- The company's most significant achievement during the year.
- Accomplishments in terms of: bringing new products closer to market; raising funds; significant licensing or partnership deals; evidence that management has been able to make difficult decisions to progress the company and its products; using proprietary science or technologies for unmet medical needs; transition from early stage to more mature company.

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LICENSING DEAL OF THE YEAR

Deals considered here are those that involve the licensing of a particular drug, project or group of R&D assets from one company to another for further development and/or marketing. (This category does not include more complex, broad partnerships between companies, for example to explore particular therapeutic strategies or mechanisms of action.)

The judges will look at all aspects from monetary and strategic value to the benefits they give to both sides. To qualify, licensing deals must have been closed during the qualifying period of 1 July 2024 – 30 June 2025.

To enter this category, please answer the following:

- Outline the structure of the deal, giving the names of the parties involved, the drug candidate(s) concerned, and what rights it covers.
- Monetary value of the deal in up-front and milestone payments.
- Countries and indications included in the deal and does it allow any party to enter new markets?
- Strategic value of the licensed product to the licensee/ licensor's business.
- Please explain how the licensed product was the best possible candidate to complement the rest of the licensee's pipeline or particular disease franchise, or how it fit into the licensor's business strategy.

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FINANCING DEAL OF THE YEAR

This Award seeks to reward successful and creative fundraising by pharma and biotech companies in Japan, which are either privately or publicly owned.

The investment can take various forms, including grants and public-private partnership deals, to fundraising from venture capital and private equity partners and initial public offerings. The majority of the new funds should be earmarked for use in drug discovery and/or company development. The qualifying period is 1 July 2024 – 30 June 2025.

The basic criterion for this award is the total amount of money raised at one time – for example in a Series A (or later) funding round or through an IPO – but other factors should be considered as well. For example:

- Did the financing attract a broad range of investor groups?
- Did investors include groups that do not normally invest in pharma/biotech?
- Were any particularly novel financial instruments or structures used?
- Was the financing/IPO successful despite being launched in a challenging overall environment?

PHARMA COMPANY OF THE YEAR

The Pharma Company of the Year Award honors outstanding achievement by pharmaceutical companies over the qualifying period of 1 July 2024 – 30 June 2025.

This special award is chosen not by the independent judging panel but by our own senior editorial team, based on a variety of key metrics as below:

- Financial performance compared with the same period in previous fiscal year.
- How the company was able to advance its stated strategy, looking at most significant achievements over the year.
- Progress in emerging markets.
- New product launches including line-extensions and formulations.
- Advances in the drug pipeline, including major clinical trial reports.

You can nominate your own company but there is no shortlist and the winner is decided by our senior editorial team.

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JUDGING

The Citeline Japan Awards will be judged by a panel of industry experts within academia and business, with extensive experience in Japan. Each of the judges brings a wealth of specialist knowledge, experience and expertise, carefully selected for their credibility and objectivity.

The Judging Panel is independent and considers entries objectively; each category is reviewed by at least three judges. The judges score each entry against the listed criteria for the category. The awards team collate the scores to determine which entries are included in the shortlist, and the ultimate winner.

The chair of the Judging Panel reserves the right to cast any deciding vote, should the need arise. The judges' decision is final - neither the organizers, nor the Judging Panel, will enter into any correspondence about the results. Details of the winners are strictly embargoed until the Awards night, but details of all the shortlisted entries will be listed on www.citeline.com/awards/citelinejapanawards.

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USEFUL TIPS FOR A WINNING ENTRY:

Read the entry details and judging criteria carefully for each category before starting your submission.

Write your entry specifically for the category in question, check the nomination is in the correct category and would not stand a better chance of winning in a different category.

Do not exceed the word limit. Entries should be 1,500 words or less and there should be no supporting material.

Ensure the activities included were undertaken between the date parameters of 1 July 2024 – 30 June 2025

Ensure each entry meets the specific criteria for its category.

Ensure you have answered each entry question under a separate heading in your submission.

Plan ahead to ensure it's submitted in plenty of time so that, should it be incomplete, there will still be time to correct and re-submit it before the closing date of Monday, July 14, 2025.

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HOW TO ENTER

The Citeline Japan Awards are open to pharma or biotech organizations based in Japan (or those primarily doing business in Japan). Entries are free of charge.

1



Select your category.

2



Complete the downloadable entry form, explaining in 1,500 words or less why your organization should be recognized for its performance. Please refer to the category criteria as a guide.

3



Email your completed PDF entry form to the Awards team. You will then receive a confirmation email from one of the team.

Entry deadline: **Monday, July 14, 2025**

www.citeline.com/awards/citelinejapanawards

General inquiries: natalia.kay@citeline.com

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FREQUENTLY ASKED QUESTIONS

Q. How do I enter?

Please take your time to read the entry guidelines and category criteria and decide which category is most applicable to your organization. Download a PDF entry form from www.citeline.com/awards/citelinejapanawards. Answer the questions and criteria relevant to your chosen category. Once completed, please email your completed PDF entry form to the Awards team before Monday, July 14, 2025.

Q. How much does it cost to enter?

Citeline Japan Awards are free to enter.

Q. When is the entry deadline?

Entries are accepted until Monday, July 14, 2025.

Q. I am not sure which category is applicable?

If you are unsure which category is most suitable for your organization, please contact natalia.kay@citeline.com for further assistance.

Q. Is it possible to enter the same submission into more than one category?

Where appropriate, we do encourage organizations to enter more than one category. Please ensure you review the category criteria and tailor your entry accordingly.

Q. I am a sponsor of the Awards, am I still able to enter?

Sponsors are very welcome to enter the Awards, however, they are unable to enter the category they are sponsoring.

Q. How will I know whether my entry has been received?

Once your entry has been submitted, your organization will be acknowledged by an email. Our Awards team will also be in touch after the entry deadline. If you have any questions or concerns, please contact Natalia Kay at natalia.kay@citeline.com.

Q. How will I know if my submission has been successful?

Following the judging process, all organizations will be notified by email. Finalists will be announced on the Citeline Pharma Intelligence Japan Awards website: www.citeline.com/awards/citelinejapanawards.

Q. What happens if I win?

All winners will be announced at the Awards ceremony. Each winner will receive a trophy and certificate of recognition, as well as a press release and winner logos for use on social media, email signatures and their winners photo (if present at the awards).

Q. How do I get tickets for the event?

Please contact George Wilkins, Sales Manager
E: George.Wilkins@norstella.com for further information.

Q. What other ways can my organization be involved with the Awards?

There are a number of sponsorship opportunities available. Please contact George Wilkins, Sales Manager
E: George.Wilkins@norstella.com for further information.

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THE RULES

- All entries must be written in Japanese or English.
- All entries must be submitted by a PDF entry form, which can be downloaded on www.citeline.com/awards/citelinejapanawards
- Once your PDF entry form has been completed, it needs to be emailed to the Awards team.
- Limit your entry to 1,500 words.
- All entries must be accompanied by a 250-word summary of the entry as you would like it to appear on all publicity material (this is in addition to the 1,500-word entry). Please do not include confidential material in your 250-word summary. We reserve the right to amend your summary if needed.
- All entries must be based on activities undertaken in 1 July 2024 – 30 June 2025.
- Your organization may enter more than one category, provided that each entry has been specifically written to address the relevant criteria and is accompanied by a separate summary.

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CONFIDENTIALITY

- Citeline, organizer of the Citeline Japan Awards, recognizes and respects the sensitive nature of the information submitted in the entries. We ensure that this recognition is shared by our Judging Panel and therefore require each judge to sign a confidentiality agreement before they are appointed.
- Entries are not disclosed or discussed outside the judging process.
- Once an entry is shortlisted, extracts from the entry summary only will be sourced for inclusion in the Awards ceremony and any subsequent editorial coverage.
- Please ensure your entry summary contains no confidential or sensitive information. The Judging Panel for each Award is selected to avoid any conflict of interest.
- In addition to the judges, a very limited number of administrative staff in Japan and the UK will handle the entry forms for administrative purposes. By this statement, these administrative staff also agree to the confidentiality agreement.

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SPONSORSHIP AND ATTENDANCE INQUIRIES

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