



## *A C T I V E*    *in the healthcare*

Suzuken Co., Ltd. was established as a pharmaceutical wholesaler in 1932. The spirit of the company has always been one of “learning from our customers.” Today, Suzuken is a leader of the Japanese pharmaceutical wholesaling industry. Suzuken’s corporate philosophy is to “create new value in order to contribute to the improvement of health on Earth and to healthier and better lives for all people.” Broad involvement in healthcare-related businesses, based on such thinking, makes Suzuken an active force for good across the healthcare spectrum.

Suzuken has long been a pioneer within the Japanese pharmaceutical wholesaling industry in terms of the focused development of a nationwide network connecting medical institutions across the country. Sales, distribution and information systems have all been developed to target customer requirements precisely. Suzuken is continually looking for new ways to add value to its function as a pharmaceutical wholesaler.

Sanwa Kagaku Kenkyusho Co., Ltd. (SKK), a Suzuken subsidiary, is engaged in the research and development and manufacture of pharmaceuticals, as well as a range of related products focused on diabetes. In addition, its state-of-the-art production facilities undertake contracted manufacturing of medicine, providing the pharmaceutical industry with a valuable source of advanced technical expertise.

Suzuken is also active in the field of medical equipment. Suzuken develops and manufactures devices designed to help manage various lifestyle-related diseases. Using the latest network technology, Suzuken also provides a variety of services to link general practitioners to specialist expertise and to connect doctors with patients. In doing so, Suzuken helps raise the efficacy and efficiency of medical care in Japan.

By integrating all the functions provided by Suzuken Group companies, Suzuken’s aim remains one of becoming Japan’s primary supplier of health resources.



## *s p e c t r u m*

- ✓ Through its network of 230 operating bases across Japan, Suzuken supplies pharmaceutical companies, healthcare professionals, patients and the general public with a range of high-quality products and services that include pharmaceuticals, diagnostic reagents, medical equipment and supplies, the latest pharmaceutical information, and customized solutions.
- ✓ Besides wholesaling functions, the Suzuken Group includes firms that manufacture pharmaceuticals and medical equipment. The group workforce of approximately 9,500 people includes pharmacists, clinical researchers and business consultants.
- ✓ Results in the year ended March 2004 set records for Suzuken in terms of sales and profits. Net sales totaled ¥1,194,024 million (\$11,264 million), operating income amounted to ¥19,707 million (\$186 million) and net income totaled ¥17,308 million (\$163 million).
- ✓ Suzuken's ROE was 8.6%, 1.9 percentage points above the industry average.
- ✓ Suzuken distributes pharmaceuticals, diagnostic reagents, and medical equipment and supplies from over 1,800 prominent manufacturers in the world to more than 130,000 medical institutions and pharmacies throughout Japan.
- ✓ The Suzuken Click online service provides healthcare professionals with quick access to the latest pharmaceutical and medical information. Customers can also use this service to order any of the 180,000 products that Suzuken handles.
- ✓ Suzuken's head office has received ISO 14001 certification for its environmental management systems.
- ✓ Suzuken exports Kenz-branded medical equipment to over 50 countries around the world. Suzuken has obtained a number of quality certifications, including the ISO 9001 and ISO 13485 international quality assurance standards, the CE Mark for distribution standards in Europe, and the China Compulsory Certification (CCC) Mark.
- ✓ Suzuken assists in the provision of effective and efficient diagnostic support services through its Holter electrocardiograph analysis business and remote imaging diagnostic support service.
- ✓ Having formed a dedicated team that includes Chinese staff members, Suzuken is exploring business opportunities in China, which has a population of more than 1.2 billion and represents a huge potential market in the pharmaceutical wholesaling sector.