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# Profile

Established in 1932, Suzuken Company Limited is a pharmaceutical wholesaler supplying superior pharmaceuticals, diagnostic reagents and medical equipment and supplies to some 130,000 medical institutions and pharmacies throughout Japan. In fiscal 2006, Suzuken became the first pharmaceutical wholesaler in Japan to achieve nationwide coverage with sales offices in every prefectural district in the country. Suzuken is now able to supply pharmaceuticals and related products and services to more customers than ever.

In its core pharmaceutical wholesaling business, the Suzuken Group is a nationwide wholesaler with close regional ties. As such, it is creating services and businesses that reflect the specific healthcare needs of regions while further strengthening its operations to enhance customer satisfaction. In its pharmaceutical manufacturing business, meanwhile, Suzuken Group is reinforcing its presence in the field of diabetes treatment. It is also seeking out opportunities to develop new lines of business in the wide-ranging healthcare field.

As a "health creator," the Suzuken Group will continue to prioritize its contributions to society, maintaining a commitment to new challenges as it implements reforms. This will enable it to originate and deliver outstanding forms of value to its business partners, the pharmaceutical manufacturers, and its customers, the medical institutions and insurance pharmacies, as well as everyone who wants to lead a more healthy life.

## Forward-looking statements

This annual report contains forward-looking statements regarding plans, outlooks and strategies of Suzuken and its Group companies. These statements are based on the outlook for operating results in accordance with judgments using information currently available. Consequently, actual results may differ significantly from these statements for a variety of reasons.

# Financial Highlights

Suzuken Co., Ltd. and Subsidiaries  
Years ended March 31

	Millions of Yen except per share data						Thousands of U.S. Dollars except per share data
	2008	2007	2006	2005	2004	2003	2008
<b>For the year:</b>							
Net sales	¥ 1,586,596	¥ 1,454,842	¥1,388,695	¥1,330,983	¥1,194,024	¥1,060,211	\$ 15,865,960
Gross profit	164,040	148,362	140,525	129,072	125,120	115,468	1,640,400
Selling, general and administrative expenses	140,789	129,951	123,721	116,711	105,413	96,529	1,407,890
Operating income	23,251	18,411	16,804	12,361	19,707	18,939	232,510
Net income	21,327	17,702	17,184	12,576	17,308	16,004	213,270
<b>Per share data:</b>							
	Yen						U.S. Dollars
<b>Net income (EPS)</b>							
Basic	230.49	191.72	187.42	135.72	193.08	184.57	2.305
Diluted	—	—	—	135.46	189.98	180.80	—
Cash dividends	50.00	42.00	36.00	30.00	26.00	24.00	0.500
<b>At year-end:</b>							
Total assets	822,853	857,516	739,871	758,232	692,365	623,553	8,228,530
Total shareholders equity	274,357	271,229	240,146	223,979	213,539	186,899	2,743,570
<b>Ratio:</b>							
Return on assets (ROA) (%)	2.1	2.1	2.3	1.7	2.6	2.7	
Return on equity (ROE) (%)	7.9	7.0	7.4	5.7	8.6	9.1	
Dividend payout ratio (%)	21.7	21.9	19.2	22.1	11.2	10.8	

## Notes:

- U.S. dollar amounts are provided solely for the reader's convenience and use the exchange rate of ¥100 to the U.S. dollar prevailing on March 31, 2008.
- Net income per share and operating cash flow per share are calculated using the average number of shares outstanding during each fiscal year, net of the average treasury stock during each fiscal year. Shareholders' equity per share is calculated using the number of shares outstanding at the end of each fiscal year, net of treasury stock at the end of each fiscal year.
- Figures have been revised to reflect the impact of bank holidays that fell on March 31, 2001 and March 31, 2002.
- Per share data in prior years has been adjusted to reflect the 1.2-for-1 stock split conducted on March 31, 2004 (stock distribution date: May 19, 2004).

