# **Value Creation Process**



We build bridges between those who need healthcare and those who support them, and bring smiles to the faces of all people by contributing to healthier and more fulfilling lives.



A Solutions Company that Develops Products and Services with the Constant Aim of Solving Issues in the Medical Field.



- Creating Impact to Solve Environmental and Social Issues
- Diverse, Independent Human Resources to Support Value Creation
- Contribution to Environmental Issues
- Building Sound Governance

#### **External Environment**

Globalization

Acceleration of DX

Demographic Changes

Extension of Healthy Life Expectancy

Changes in the Local Environment

New Way of Life

### Capital to Be Strengthened or Acquired



Automated Manufacturing Facilities
Open Innovation Center



#### **Human Capital**

Diverse Skills Human Resources with a Wide Range of Expertise



Global IP Strategy



Social and Relational Capital

**Diverse Partnerships** 



**Financial Capital** 

Sound and Solid Financial Base



Natural Capital

Renewable Energy Circulating Materials

## **Business Model**

#### Value Chain

Planning and Development Regulatory Strategy

Manufacture >

Sales

After-sales Service

Acceleration and Expansion of Global Activities

#### Value Creation Activities

**Providing Optimal Solutions** 

Field Observation

Problem Attentive and Prompt Service Data Linkage

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Problem

Explain Why

#### Sources of Competitive Advantage

## **Accelerate and Deepen Value Creation**

Ability to Understand Needs, Conceptualization, Technology, and Marketing



Collaboration with External Capital

### **Outcome**



Patient (Those Who Need Medical care)

Improve Quality of Life from Cure (Treatment) to Care (Comprehensive Health Management) Extension of Healthy Life Expectancy



Medical Personnel (Those Who Support Medical Care)

Resolving Unmet Needs
Providing Safe and Reliable Healthcare
Healthcare Efficiency and Burden Reduction



Stable Shareholder Returns
Stable shareholder returns



Employee
Increased Engagement



Client Provides Stable Business Opportunities



Local Community Contribution to Regional Development



Environment Saving Resources GHG Emission Reduction

# **Output**

## **Four Keywords in Business Development**

Low Assault ноте неalthcare

Preventive Healthcare Predictive Healthcare

Providing Services through a Common Platform

Formation of a New Portfolio for Future Healthcare through Restructuring of Existing Businesses and Strategic Alliances