

Fresenius Medical Care Japan K.K. Buzen Plant

Fresenius Medical Care AG & Co. KgaA, headquartered in Germany, is a world leading company that provides a complete line of dialysis-related products and services. It operates 10 plants throughout the world and conducts business in over 100 countries. Dialysis patients in Japan are increasing, and Buzen plant of Fresenius Medical Care Japan K.K., located in Kyushu, serves as a core plant for the Asia-Pacific region.



Company Profile

● Representative President	Noriaki Tsunoda
● Location	Buzen Eastern Industrial Park, 92-7 Oaza Kaimo, Buzen City, Fukuoka
● TEL	+81-979-84-0511
● URL	http://www.fresenius.co.jp
● Established	July 2001
● Parent Company	Fresenius Medical Care AG & Co. KgaA (Germany)
● Capital	¥ 3.64 billion (as of the end of FY2007)
● Number of employees	260
● Description of business	Manufacture of dialysis instruments

Reasons for Starting Business in Kyushu

- Prospectivity of the Japanese market, new market exploration for the Asia-Pacific region
 - In Japan, the number of dialysis patients is second highest, following the U.S., and treatment by organ transplantation is not popular. Considering these conditions, we judged that the Japanese market has potential. Furthermore, we were considering exporting to the Asia-Oceania region because it is these developed countries where there are many dialysis patients.
- Necessity to manufacture products in cooperation with group companies
 - Regarding the location, because we needed to cooperate with Fresenius-Kawasumi Co., Ltd. (Bungoono City, Oita Prefecture), which was established in 1990 and to form a joint venture with Kawasumi Laboratories, Inc., we decided to locate our plant in Buzen City, near Bungoono City. Furthermore, Buzen City is a stable area with few natural disasters and where a large amount of water that is needed for production can be secured. These are also main factors.

-History-

- 1990 Fresenius-Kawasumi Co., Ltd. (a joint venture with Kawasumi Laboratories, Inc.) established
 - 1995 Inukai Plant (in Bungoono City) constructed
- 1993 Fresenius Medical Care Japan K.K. established
 - 2001 Buzen Plant (in Buzen City, Fukuoka Prefecture) constructed

Business Conditions

The number of dialysis patients is increasing; it is said that dialysis patients number about 1.6 million throughout the world and patient growth rate is 7 percent. There are two ways of dialysis: peritoneal dialysis and hemodialysis and 90 percent of patients undergo the latter and 10 percent the former. In Japan, peritoneal dialysis is not popular; the ratio of patents is 3.4 percent.

- We manufacture dialyzers for hemodialysis and peritoneal dialysis bag systems. Manufacture of dialyzers for hemodialysis is finished in our plant by assembling plastic parts and hollow fiber procured by the German Plant and Inukai Plant of Fresenius-Kawasumi Co., Ltd., respectively.
- Fresenius Medical Care is the only company that deals with products for both peritoneal dialysis and hemodialysis. Eighty percent of the products for peritoneal dialysis are for export consumption and our share of the dialysis market throughout the world is 47 to 48 percent.
- Our number of employees is 250. We basically employ permanent workers because the types of job in our company need accumulation of experiences obtained by long-term employment and stable quality is also important. Because we adopt a localization policy, we are trying to employ people from local regions except for highly specialized fields.

Future Prospects

- Reinforcement of the manufacturing line
 - A new automatic manufacturing line has been operating since 2008. As the market is expanding, we intend to expand with it.
- Firmly fixing in the local communities, fostering human resources
 - Regarding a portion of the parts, we are considering procurement from companies in the Kyushu region. Furthermore, we aim to enhance our image through exchanges with the local communities and to raise the level of the whole plant through fostering human resources.



