



Hakuzo Medical Corporation

Osaka-City, Osaka

Productivity Enhancement Demand Increase HR Acquisition
 Manufacturing Service

Point

Placing emphasis on developing products that are required for medical and nursing care, the company expands its operation internationally with pharmaceuticals, medical devices, and medical disposables.

- Sets up the Singapore Representative Office to expand sales channels in ASEAN countries.
- Starts the employment of foreign workforce. Plans to expand the number of staff and also increase the number of languages supported in line with the sales expansion.
- Develops safe products that can improve work efficiency in medical and nursing care workplaces.

Company Profile

Location	2-4-9, Tokui-Cho, Chuo-Ku, Osaka-City, Osaka
TEL/FAX	+81-6-6942-0451/+81-6-6945-0539
Website	http://www.hakuzo.co.jp/
Representative	Representative Director and President Yasuhiro Nakamura
Establishment	1953
Capital	50 million yen
Empolyees	271 employees



Productivity Enhancement

Demand Increase

HR Acquisition

Company Overview

Started with gauze manufacturing, the company currently develops, manufactures and sells pharmaceuticals, quasi-drugs, medical devices, and cosmetics. The company also concentrates its development and sales efforts in infection control products that pack medicine and medical disposables together, kit products that comprise of different sort of medical disposables, obstetrics and gynecology related products, and bandage for hemostasis. The company expands its operation not only domestically but also internationally, with focus on Asia.



Hakuzo Medical Headquarters

Efforts for innovative product development and creative services

Expands the business of Japanese quality single-use medical products to ASEAN-centered countries,

This company started the overseas business expansion in 2013. As Japanese market is expected to shrink further with the declining birthrate and aging population, the company started to develop the Asian market with the support from some public institutions (JETRO, MEJ, etc.) by placing globalization as part of the company's strategic policy. In 2015, the company set up the Singapore Representative Office. After gathering information locally and providing good local customer support, it successfully signed agreements with a few distributors in ASEAN countries, with the haemodialysis disposables as the main products. The company is working very hard on regulatory applications in each country, the sales is expected to pick up once the products can be distributed. The company plans to build factories in one of the ASEAN countries in the future which will be used to supply the local markets.



Scene at one of the international exhibitions

The company is hiring foreign employees aggressively as it sees them as a key factor in successful global expansion.

In order to accommodate the needs for conducting business in different foreign languages, the company started hiring foreign employees in 2013 to prepare for its overseas expansion. The company currently employs 3 foreign employees, with one of them as mid-career recruitment.

The company currently supports Mandarin, Cantonese, Malay, Indonesian, and English, and it plans to increase the number of foreign employees for further overseas expansion.



Scenes at a meeting with foreign employees

Contribute to the decrease in contamination risks, and at the same time improve the efficiency in medical and nursing workplace by minimizing medical supply waste.

One of the major infection control products, Push Swab Series packs the swab stick and the disinfectant separately. This is a very user-friendly product where the user only needs to push, soak, and take out to start using.

Based on the single use concept, this product has contributed greatly to the decrease of contamination risks, and at the same time improves the efficiency in medical and nursing workplace, minimizes medical supply waste.



Push Swab Series

