



Kunio Fukujin
Representative Director & Chairman

Arata Watanabe
Representative Director & President

Past Initiatives

The Alfresa Group has been working to strengthen its competitiveness by actively establishing a broader circle of equity-based alliances and business tie-ups with cooperative companies. Our crucial priorities have been to drive nationwide expansion and achieve net sales of more than ¥2 trillion.

In tandem with Group expansion, the Alfresa Group has focused on raising management efficiency and building up Group infrastructure, and has sustained sales growth exceeding market growth. We are steadily expanding our network nationwide, and our Wholesaling business has grown into one of the leading businesses in Japan's ethical wholesale pharmaceuticals industry in terms of net sales. Clearly, our past initiatives are producing strong results.

Progress With the Medium-term Management Plan and Business Performance

In May 2007, the Group formulated the "07-09 Medium-term Management Plan—Advancement and Expansion," for the three-year period from April 1, 2007 to March 31, 2010. In the fiscal year ended March 31, 2008, the plan's first year, the Group made steady progress with respect to the plan's themes thanks to active efforts to achieve the plan's goals. In the fiscal year under review, we delivered double-digit sales and earnings growth in terms of net sales, operating income and net income.

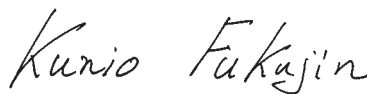
Future Growth

Aiming to realize the Group's "Healthcare Consortium" vision, we will aggressively expand the scope of our business by forming strategic alliances with other companies and establishing a wholesaling business for self-medication products, among other efforts. With regard to management, we will continue to develop a system of internal controls for all Group companies, as we aim to fortify our Group's collective strength.

As a leader in Japan's wholesale pharmaceuticals industry, we will do our utmost to further enhance transparency and efficiency in the distribution process, in response to an urgent proposal raised at last year's Conference for Improving Distribution of Pharmaceuticals.

We look forward to your continued understanding and support as we strive to accelerate the Alfresa Group's growth into the future.

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