

経営理念

Management Philosophy

We, a total healthcare company for every “mind and body”,
have an obligation to be a faithful intermediate distributor
to contribute to society.

経営目的

Business Objective

Offering all people “good health and beauty”
for their valuable life full of smiles,
and achieving happiness of people working together.

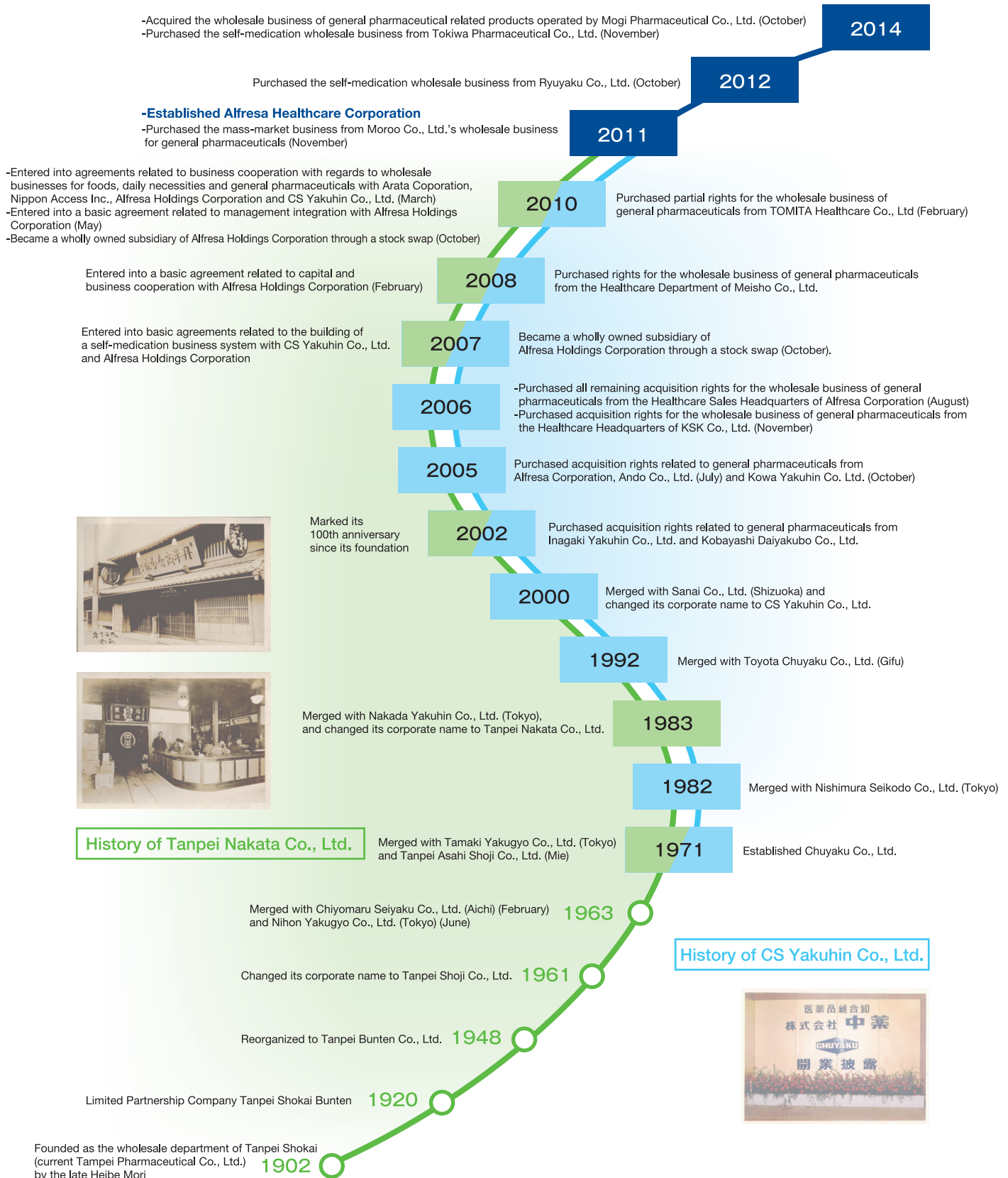
7つの基本方針

7 Basic Policies, “ALFRESA”

A ctive	L asting	F uture	R esponsibility	E fficiency	S incere	A ction
積極的	恒久的	未来	責任	効率	誠実	行動

History

A Historical Development of AHC



Business

A Self-Medication Products Wholesaler Specialized in OTC Drugs

Alfresa Healthcare Corporation (following AHC) is a Self-Medication products wholesaler specialized in OTC (over-the-counter) drugs. AHC forms part of the Alfresa Group. The group aims at becoming a “Healthcare Consortium” that can provide services and products in every health-related field.



Approx. 680 Partner Manufacturers

AHC handles more than 47,000 items of approximately 680 manufacturers. They are necessary products for modern lifestyles, such as health foods, lifestyle-related goods and beauty care products. Of course, there are OTC drugs like traditional household medicines and switch-OTC drugs (which was switched from prescription to OTC). We can respond diverse needs of customers with our broad lineup ranging from major item to niche one. Also, we deliver them to retailers throughout the country, including pharmacies, drugstores and supermarkets.

A Total Lifestyle-Proposing Wholesaler Alliance, AAA

In March 2011, we formed a strategic collaboration with three other companies and named it AAA (Triple A). It is a total lifestyle-proposing wholesaler alliance between Arata Corporation of lifestyle-related goods wholesaler, Nippon Access Inc. of food wholesaler, Alfresa Holdings Corporation and AHC. Through the partnership to utilize each specialized fields, AHC has been improving customer satisfaction and our corporate value as a total lifestyle-proposing wholesaler.

Over 100-Year History Lasting Since 1902

We have an advantage of the know-how gained from many years' experience in the intermediate distribution. That is why we can catch the customer needs and suggest solution to meet them.

Since Tanpei Shokai started the wholesale business in 1902, it has integrated many companies. In 2012, Tanpei Nakata Co., Ltd integrated the consumer healthcare division of CS Yakuhin Co., Ltd and became Alfresa Healthcare Corporation. Now, we work hard at realizing of the “Healthcare Consortium” with many integrated companies sharing the same ambitions.

Business

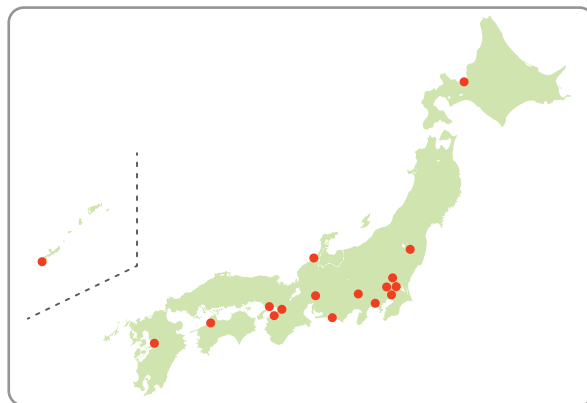
Nationwide Distribution System for the Speedy and Safe Supply

The speedy and accurate delivery system is indispensable to the intermediate distribution. We installed distribution centers nationwide to supply masses of products. It promoted efficiency in wide-area distribution covering the whole country and regional distribution depending on local characteristics. Now, we can supply products accurately, quickly, and safely.

To secure speed and quality of distribution, we strictly manage productivity, work progress, inventory stock and products thoroughly. Through the action of “visualization” at the distribution centers, we endeavor to achieve higher operational efficiency and delivery accuracy of 99.999% (five nines). Furthermore, we realize the stable supply to clients without spoiling effectiveness and safety of products through the complete QC (quality control) based on JGSP* standard.

*JGSP(Japanese Good Supplying Practice):

the practical standard for supply and QC of pharmaceuticals



Distribution bases across Japan

a 投入人員 21人			
行番	品名	数量	単位
予定	14.655	1,704	
済	11.035	1,157	
中	684	36	
残	2,936	511	
進捗率		75%	
終了予定時刻		14:37	



Proposal Skills of Marketing Specialists

Our Marketing Specialists (following MS, who are salespersons of drug wholesalers) with technical knowledge and superior proposal skills cover the whole country. They make suggestions for the most suitable salesfloors for local shoppers' needs. It is suggested that a product mix, display, shelf space allocation (which is also called planogram), and so on. Besides, our MS support clients' increase in sales through market trend analyses and strategic formulations depending on consumer needs.

It is demanded that MS master not only expert knowledge but information-gathering ability and excellent proposal skills; therefore we regularly hold workshops for MS. We work on upbringing of excellent MS who are well informed about what help sales promotion (including Pharmaceutical Affairs Law, store layouts, customer traffic flows, environments and other stores) and can suggest solution that reflects changing consumer lifestyles. We aim to produce such useful talented persons who each have a desire for self-improvement and satisfies clients.



Business

Merchandizing to support the sales of clients

Merchandizing (following MD) and retail support are important functions to increase total profit of clients. In order to meet consumer needs changing and diversifying from day to day, we carry out a next-generation MD such as optimization of product mix, excavation and suggestion attractive products, and create cross-merchandising (cross-MD) opportunities.

To effectively utilize clients' salesfloors, we have adopted a Web system of 3D display simulation, "Store Manager GX." Several kinds of analysis (including optimized a product mix, market data and sales result for example) can be conducted by setting various conditions. Analysis results are used in judgment on expansion or reduction of product space, the planogram and the selection of product. In this way, we can make the attractive salesfloor matching each store's strength which leads to increase in sales of clients.



A Proposal Forum, “Life Support Fair”

“Life Support Fair” is an exhibition held in Tokyo and Osaka in February every year. In cooperation with over 150 manufacturers related to the healthcare, we display newest products and demonstrate sales promotion. For example, we introduce our monopolies, methods for attracting customers and examples of planogram which we suggested to our clients. In addition, we hold various events on annual theme on the specially installed stage. There are over 1500 attendance of our clients and people involved in manufacturers at this fair; we provide significant time for both parties.



Complete Coverage of Product Information and Market Data with “alf-net”

It is important to provide information speedy and precisely for more efficient sales promotion. “alf-net” is our next-generation Web system supporting sales staff. It contains product information and the market data as well as the ability to order on-line. Therefore, the latest information can be shared instantly between manufacturers, our MS and clients through the Internet by using alf-net. alf-net is available from both PC and smartphone.



Corporate Profile

Trade name	Alfresa Healthcare Corporation	
Location of Head Office	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023 TEL 03 (3639) 6281 (Main)	
Founded	February 11, 1902	
Established	October 1, 2011	
Capital	499 million yen	
Board members and auditors	Representative Director & Chairman	Shozo Hasebe
	Representative Director & President	Hisashi Katsuki
	Director, Senior Vice President & Executive Officer	Kenji Okuda
	Director, Senior Vice President & Executive Officer	Tetsuya Hara
	Director, Managing Executive Officer	Akira Noda
	Director, Managing Executive Officer	Makoto Nishida
	Director	Yusuke Mogi
	Director	Kenichi Saito
	Audit & Supervisory Board Member	Kenzo Nagai
	Audit & Supervisory Board Member	Kunihiko Gotoh
Consolidated Net Sales (Results in 2016)	251 billion yen	
Number of employees	383 (as of March 31, 2017)	
Business line	Wholesaler of general pharmaceuticals, quasi-pharmaceutical products, health foods, and general merchandise	

Locations of Business Offices

Business Offices	Location	TEL	FAX
Headquarters	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-6281	03-3639-6291
Sales			
Hokkaido, Tohoku Branch	1-28-22 Izumi Chuo Izumi-ku, Sendai-shi, Miyagi 981-3133	022-772-6383	022-772-6386
Tohoku Branch Office	Koriyama Truck Terminal 48-1 Aza-Kamioike, Kikuta-machi, Koriyama-shi, Fukushima 963-0551	024-963-1060	024-959-2170
Sendai Representative Office	1-28-22 Izumi Chuo Izumi-ku, Sendai-shi, Miyagi 981-3133	022-772-6383	022-772-6386
Fukushima Representative Office	Koriyama Truck Terminal 48-1 Aza-Kamioike, Kikuta-machi, Koriyama-shi, Fukushima 963-0551	024-963-1060	024-959-2170
Sapporo Branch Office	Clean Building Kita 30 Jo 2nd Floor, 12-4-9 Kita 30-jo Higashi, Higashi-ku, Sapporo-shi, Hokkaido 065-0030	011-704-7880	011-704-7881
Kanto Branch	2-5-2 Tonya-cho, Kumagaya-shi, Saitama 360-0024	048-528-0011	048-528-0015
Kanto First Branch Office	2-5-2 Tonya-cho, Kumagaya-shi, Saitama 360-0024	048-528-0011	048-528-0015
Kanto Second Branch Office	2-5-2 Tonya-cho, Kumagaya-shi, Saitama 360-0024	048-528-0011	048-528-0015
Shizuoka Branch Office	Shizuoka Anzai Building 3rd Floor, 3-24 Anzai, Aoi-ku, Shizuoka-shi, Shizuoka 420-0011	054-275-1422	054-272-3633
Tokyo Branch	5-14-1 Kameari, Katsushika-ku, Tokyo 125-8511	03-5673-2800	03-5673-2805
Tokyo First Branch Office	5-14-1 Kameari, Katsushika-ku, Tokyo 125-8511	03-5673-2800	03-5673-2805
Tokyo Second Branch Office	5-14-1 Kameari, Katsushika-ku, Tokyo 125-8511	03-5673-2800	03-5673-2805
Yokohama Koshinetsu Branch Office	1-12-11 Kandajji, Kanagawa-ku, Yokohama-shi, Kanagawa 221-0801	045-413-2296	045-413-2295
Yokohama Representative Office	1-12-11 Kandajji, Kanagawa-ku, Yokohama-shi, Kanagawa 221-0801	045-413-2296	045-413-2295
Koshinetsu Representative Office	7600-7 Sasaga, Matsumoto-shi, Nagano 399-0033	0263-85-0180	0263-85-0388
Chubu Branch	222 Hattanbata, Koori-cho, Konan-shi, Aichi 483-8131	0587-53-6310	0587-53-6330
Nagoya First Branch Office	222 Hattanbata, Koori-cho, Konan-shi, Aichi 483-8131	0587-53-6310	0587-53-6330
Nagoya Second Branch Office	222 Hattanbata, Koori-cho, Konan-shi, Aichi 483-8131	0587-53-6310	0587-53-6330
Kanazawa Branch Office	ACTY Hakusan 3rd SCM Center 2nd Floor, 2727-10 Tokumitsu-machi, Hakusan-shi, Ishikawa 924-0071	076-274-7100	076-274-7801
Kansai Branch	52-1 Ikaga Nishi-machi, Hirakata-shi, Osaka 573-0066	072-861-7703	072-861-7713
Kansai First Branch Office	52-1 Ikaga Nishi-machi, Hirakata-shi, Osaka 573-0066	072-861-7703	072-861-7713
Kansai Second Branch Office	52-1 Ikaga Nishi-machi, Hirakata-shi, Osaka 573-0066	072-861-7703	072-861-7713
Kansai Third Branch Office	52-1 Ikaga Nishi-machi, Hirakata-shi, Osaka 573-0066	072-861-7703	072-861-7713
Nishi Nihon Branch	Hiroshima CD Building 6th Floor, 1-7-11 Hikari-machi, Higashi-ku, Hiroshima-shi, Hiroshima 732-0052	082-567-2790	082-262-2675
Nishi Nihon Branch Office	2-9-16 Matsuda, Higashi-ku, Fukuoka-shi, Fukuoka 812-0064	092-627-2240	092-627-2242
Hiroshima Branch Office	Hiroshima CD Building 6th Floor, 1-7-11 Hikari-machi, Higashi-ku, Hiroshima-shi, Hiroshima 732-0052	082-567-2790	082-262-2675
Okayama Representative Office	Growth 3rd Building 2nd Floor, 4-8-18 Ima, Kita-ku, Okayama-shi, Okayama 700-0975	086-241-4721	086-241-0765
Matsuyama Sales Office	133-1 Ko, Nakano-machi, Matsuyama-shi, Ehime 791-1121	089-960-8520	089-960-8521
Kyushu Branch	2-9-16 Matsuda, Higashi-ku, Fukuoka-shi, Fukuoka 812-0064	092-627-2240	092-627-2242
Kyushu First Branch Office	2-9-16 Matsuda, Higashi-ku, Fukuoka-shi, Fukuoka 812-0064	092-627-2240	092-627-2242
Kyushu Second Branch Office	2-9-16 Matsuda, Higashi-ku, Fukuoka-shi, Fukuoka 812-0064	092-627-2240	092-627-2242
Okinawa Branch	Kumiai Kaikan 2nd Floor, 2-6-6 Irijima, Urasoe-shi, Okinawa 901-2123	098-878-9030	098-878-9077
Okinawa Branch Office	Kumiai Kaikan 2nd Floor, 2-6-6 Irijima, Urasoe-shi, Okinawa 901-2123	098-878-9030	098-878-9077
First Regional Branch	5-14-1 Kameari, Katsushika-ku, Tokyo 125-8511	03-3620-2590	03-3620-2594
First Regional Branch Office	5-14-1 Kameari, Katsushika-ku, Tokyo 125-8511	03-3620-2590	03-3620-2594
Second Regional Branch Office	5-14-1 Kameari, Katsushika-ku, Tokyo 125-8511	03-3620-2590	03-3620-2594
Second Regional Branch	5-14-1 Kameari, Katsushika-ku, Tokyo 125-8511	03-5673-2812	03-5673-6262
Third Regional Branch Office	5-14-1 Kameari, Katsushika-ku, Tokyo 125-8511	03-5673-2812	03-5673-6262
Fourth Regional Branch Office	5-14-1 Kameari, Katsushika-ku, Tokyo 125-8511	03-5673-2812	03-5673-6262
Sales Management Division	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-6281	03-3639-6292
Purchase and Sales Promotion Head Office			
Purchasing Division	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-6285	03-3639-6292
Ordering Center	Tomihisa 2nd Building 5th Floor, 3-9-7 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-5643-8851	03-3639-6300
Okinawa Representative Office	Kumiai Kaikan 2nd Floor, 2-6-6 Irijima, Urasoe-shi, Okinawa 901-2123	098-878-9030	098-878-9077
Purchase Control Division	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-7353	03-3639-6292
Sales Promotion Division	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-7355	03-3639-6292
Business Development Division	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-6284	03-3639-6292

Business Offices	Location	TEL	FAX
Administration			
General Affairs Personnel Division	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-6281	03-3639-6291
Internal Control Department	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-6281	03-3639-6291
Accounting Division	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-6283	03-3639-6291
Credit Management Division	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-7354	03-3639-6291
System Division	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-7352	03-3639-6291
Yokohama Representative Office	1-12-11 Kandaiji, Kanagawa-ku, Yokohama-shi, Kanagawa 221-0801	045-488-3577	045-488-3579
Distribution Division	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-6286	03-3639-6291
Hokkaido Distribution Center	3-705-1 Shinkominami, Ishikari-shi, Hokkaido 061-3244	0133-76-6126	0133-64-3512
Tsuruha Sapporo Delivery Center	3-705-1 Shinkominami, Ishikari-shi, Hokkaido 061-3244	0133-76-6126	0133-64-3512
Tohoku Distribution Center	2-5-7 Sendaikouita, Miyagino-ku, Sendai-shi, Miyagi 983-0007	022-254-3770	022-254-3780
Niigata Delivery Center	Senko (Ltd) Niigata PD, 818-1 Takeo, Higashi-ku, Niigata-shi, Niigata 950-0862	024-956-1162	024-956-1163
Kawachi Kanto Delivery Center	2568-1 Oaza-Tako, Kaminokawa-machi, Kawachi-gun, Tochigi 329-0524	024-956-1162	024-956-1163
Kawachi Tohoku Delivery Center	8-2 Aza-Minamioki, Fukaya, Fukuoka, Shiroishi-shi, Miyagi 989-0731	024-956-1162	024-956-1163
Kashiwa Delivery Center	Shonan Kogyo Danchi, Nippon Express (Ltd), 1027-1 Washinoya, Kashiwa-shi, Chiba 270-1443	04-7190-1722	04-7190-1719
Kasukabe Delivery Center	Pip Logistics (Ltd), 1094-1 Kobuchi, Kasukabe-shi, Saitama 344-0007	048-760-5541	048-760-5540
Yamanashi Delivery Center	Fugaku Express Kofu Higashi Soko, 1410 Shirai, Kofu-shi, Yamanashi 400-1052	055-261-7501	055-261-7502
Tochigi Delivery Center	Kitakanto Logistics Center C Building, 2705-1 Oaza-Nobushima, Oyama-shi, Tochigi 323-0152	0285-39-3772	0285-42-2151
Tsukuba Delivery Center	2497-1 Fukuoka, Tsukubamirai-shi, Ibaraki 300-2406	04-7190-1722	04-7190-1719
Kanto Product Return Center	Shonan Kogyo Danchi, Nippon Express (Kabu), 1027-1 Washinoya, Kashiwa-shi, Chiba 270-1443	04-7190-1722	04-7190-1719
Minami Kanto Distribution Center	1902-1 Sakai Aza-Shimo Aitsubo, Atsugi-shi, Kanagawa 243-0022	046-226-7611	046-227-6670
Yokohama Delivery Center	8953-1 Seya-cho, Seya-ku, Yokohama-shi, Kanagawa 246-0003	045-924-6220	045-924-6221
Hamamatsu Delivery Center	2658 Yonezu-cho, Minami-ku, Hamamatsu-shi, Shizuoka 432-8056	046-226-7611	046-227-6670
Kyorindo Kakegawa Distribution Center	Hitachi Transport System, 653-14 Sakagawa, Kakegawa-shi, Shizuoka 436-0084	0587-53-6271	0587-53-6273
Chubu Distribution Center	222 Hattanbata, Koori-cho, Konan-shi, Aichi 483-8131	0587-53-6271	0587-53-6273
Hokuriku Distribution Center	ACTY Hakusan 3rd SCM Center 2nd Floor, 2727-10 Tokumitsu-machi, Hakusan-shi, Ishikawa 924-0071	0587-53-6271	0587-53-6273
Aoki Hokuriku Delivery Center	2-3 Nomi, Nomi-shi, Ishikawa 929-0108	0587-53-6271	0587-53-6273
Ogaki Delivery Center	3-2-1 Yokozone, Ogaki-shi, Gifu 503-0943	0587-53-6271	0587-53-6273
Kansai Distribution Center	3-9-4 Tadaokanaka, Tadaoka-cho, Senboku-gun, Osaka 595-0812	0725-21-2841	0725-21-4576
Higashi Osaka Delivery Center	Pip Logistics (Ltd), Higashi Osaka Distribution Center, 2-31 Jimmu-cho, Yao-shi, Osaka 581-0067	072-923-1910	072-923-7060
Kobe Delivery Center	Mitsui-Soko (Ltd), Nishi Kobe Office 2nd Center, 1-16-1 Yasakadai, Suma-ku, Kobe-shi, Hyogo 654-0161	078-792-8511	078-792-8512
Matsuyama Delivery Center	133-1 Ko, Nakano-machi, Matsuyama-shi, Ehime 791-1121	089-960-8830	089-960-8831
Kansai Product Return Center	3-9-4 Tadaokanaka, Tadaoka-cho, Senboku-gun, Osaka 595-0812	0725-21-2841	0725-21-4576
Kirindo Delivery Center	2-55-3 Shimotanabe-cho, Takatsuki-shi, Osaka 569-0062	0725-21-2841	0725-21-4576
Kyushu Distribution Center	1-48 Ryutsu Danchi, Minami-ku, Kumamoto-shi, Kumamoto 862-0967	096-377-5330	096-377-5337
Kyushu Product Return Center	1-48 Ryutsu Danchi, Minami-ku, Kumamoto-shi, Kumamoto 862-0967	096-377-5330	096-377-5337
Okinawa Distribution Center	2-7-5 Irijima, Urasoe-shi, Okinawa 901-2123	098-878-0149	098-878-0158
MK Yoshikawa Distribution Center	7-1 A Building, Asahi, Yoshikawa-shi, Saitama 342-0008	03-3620-2591	03-3620-2593
MK Osaka Delivery Center	5-162 Minamijima-cho, Sakai-ku, Sakai-shi, Osaka 590-0904	03-3620-2591	03-3620-2593
MK Fukuoka Delivery Center	3-9-70 Kamata, Higashi-ku, Fukuoka-shi, Fukuoka 813-0023	03-3620-2591	03-3620-2593
MK Ashikaga Delivery Center	Matsumoto Kiyoshi Kita Kanto Kyohai Center, 3-3 Otsuki-cho, Ashikaga-shi, Tochigi 326-0005	03-3620-2591	03-3620-2593
Corporate Planning Division	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-6282	03-3639-6291
Audit Division	3-11-5 Nihonbashi-Honcho, Chuo-ku, Tokyo 103-0023	03-3639-6281	03-3639-6291