

A rising sun on the Swiss pharmaceutical horizon

Takeda Pharma – 224 years of success

A market leader in Japan and global player, Takeda Pharma AG, a subsidiary of Takeda Pharmaceutical Company (TPC), Osaka, has been domiciled in Lachen since October 1998.

The development of the company, which has trebled the number of its employees to over 40 within six years, is a success story like that of its parent company. Today, Takeda Pharma AG is among the 20 largest pharmaceutical companies in Switzerland and is still growing faster than the market.

Takeda, with its innovative medicines, dominates the market in medications in the field of type 2 diabetes, high blood pressure and acid-related gastro-intestinal illnesses. The company is heavily involved in preventative medicine in the fight against metabolic syndrome. The illness has a complex structure, closely linked to diabetes. Metabolic syndrome is growing at an alarming rate globally and in Switzerland on account of the increase of “affluent society” illnesses, for example, obesity, motor retardation and type 2 diabetes.

A global player with a long history

The Takeda Pharmaceutical Group operates on a global scale with around 14,500 employees worldwide. Total group revenue amounts to in excess of US\$ 10 billion. Of this figure, just under 90% is generated by pharmaceutical products. The company is a leader on the Japanese pharmaceuticals market and today ranks 14th among the world's largest pharmaceutical groups. Takeda's market capitalization is currently around CHF 45 billion.

Takeda's success story has its origins in 1781 in Osaka where it was a business selling traditional Japanese and Chinese medicines. Since it was established, the company has been continually increasing its investment in research and development. Worldwide expenditure on research and development already totals one billion dollars. Apart from Asia, where medicines are sold at seven locations, Takeda is also represented on the US market and in a total of six European countries.

Takeda Pharmaceutical Company has continued to grow over its 220-year history. In an increasingly difficult sector, Takeda has succeeded in tailoring its global business policy to market requirements. Although Takeda's management adopted a diversification policy in the 1960s and '70s—years of rapid growth—it was the first to change direction in the mid '90s, before most other Japanese firms. Its development shows that focussing on the core pharmaceutical business is the right way forward.

Research is company's cornerstone

The cornerstone for Takeda's international success was laid in its company research laboratory. Takeda scientists enjoy an excellent reputation worldwide. They are especially renowned for finding solutions to difficult and complex tasks. Its biochemists and pharmacologists tackle issues that other

pharmaceutical firms cannot even begin to deal with—with a persistence which has almost become a hallmark.

The majority of scientists work in one of the two research centres which Takeda operates in Japan in order to conduct research and development work as well as studies: the Tsukuba Research Centre and the Osaka Research Centre.

Basic research is mainly conducted at the Tsukuba laboratory, which is where chemists, biochemists, doctors and biologists carry out the initial work for developing new types of active substances. The focal area in this work is the analysis of receptor structures and the computer-aided development of active substances.

In Osaka, the focus is on the search for new therapy possibilities. Here the effects of new substances are examined for metabolic effects and substances selected for the development of new medications.

National studies in Switzerland

The goal Takeda has set itself is to make new and innovative products available to people as efficiently as possible. In order to achieve this ambitious goal—and to turn a diversified group focussed on Japan into a global pharmaceutical company with an R&D orientation—Takeda

has built up a worldwide network for clinical research and development. The focus in this regard is on the United States and, in the case of Europe, on the London-based Takeda Europe Research & Development Centre.

The role of the Swiss subsidiary, Takeda Pharma AG, within this network is also clearly delineated: in the context of the worldwide development of pharmaceutical products, to participate nationally in studies and to use its best efforts to cooperate on global development projects. The effective coordination of standardized methods for conducting all clinical studies create the prerequisites for the rapid launch of innovative medicines—for the good of people all over the world. ««««

For further information about Takeda Pharma in Switzerland, please contact Jean-Luc Delay, General Manager and supervisory board member (VR-Delegierter), Takeda Pharma AG, Alpenblickstrasse 26, CH-8853 Lachen/SZ (tel: 055-451 52 00; fax: 055-451 52 60; e-mail: jean-luc.delay@takeda.ch) or visit their website at www.takeda.ch.

* Philippe Welti is a Senior Consultant at Klaus J Stöhlker AG, Zollikon-Zurich.



Bruno Färber, Head of Diabetes Division, **Adi Rüegg**, Chief Financial Officer, **Jean-Luc Delay**, Chief Executive Officer, **Ernst Meier**, Head of Cardiology/Gastroenterology Division