

**Medius – Medinippon India Healthcare Seminar IX  
20, March, 2018; Tokyo, Japan.**



**The IX Medius- Medinippon joint seminar on Indian healthcare was conducted on the 20th of March 2018,, which started with an introductory note and welcome address by Mr. Hisayuki Furuki (President, Medius Solutions, Japan) in Trust City Conference Hall, Nihonbashi, Tokyo, Japan**

*Representatives from medical devices and disposable manufacturing industry, distributors, logistics companies, financial institutes, Government support agencies and those with interest in Indian health care market from healthcare and allied domains participated in the seminar.*



**Dr. Tomohiko Kisaka** (Hiroshima University, Japan; Former Scholar from Biodesign School of Stanford University USA & AIIMS, New Delhi, India), presented an overview of his experience in both USA and India on Biodesign programs and narrated the advantages of working with a developing country to develop medical devices for unmet needs, specially keeping in mind the affordability. A range of products developed jointly, have been licensed to manufacturers and alumni of such program themselves have become entrepreneurs. He also shared about the Translational Research Centre to be inaugurated in Hiroshima University to spearhead such globally integrated activities in which Japanese technocrats and medical devices industry stake holders can play an active role.

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**Mr. Tatsuro Fuse**, Chairman of Secom Medical Devices Inc., Japan, shared their experience of building Sakra Hospital in Bangalore, India's first 100% Japanese owned Hospital. He emphasized on the need to bring together Indian and Japanese medical experts both physicians from various specialties and nursing professionals to achieve their goal of improving the quality of patient care. Periodical personnel exchange programs, internal audits to ensure quality as well as patient friendly activities such as free shuttle buses, free medical camps in the surrounding villages etc have been gradually making the number of patients both in Out-patients registration and In-patient occupancy increase. The hospital is also planning expansions in the near future.



**Mr. Taro Takahata** (Managing Director, Shimadzu India Pvt Ltd), shared with the audience through Video conference, the history of Shimadzu in India including their increased investments at several stages, tackling of compliance related issues in India, price competition with other brands, unique challenges in India as well as the change of the headquarters from Chennai to Mumbai. Nevertheless, he insisted that being such a big and expanding market, Indian healthcare cannot be ignored, where a long gestation period is necessary to become a successful player.

Mr. Furuki finally gave a brief overview of increasing investments from foreign institutional and Private Equity investors in Indian healthcare infrastructure especially in Hospitals and discussed on the possibilities of how Japanese medical devices manufacturers could benefit from such increase in hospitals and bed strengths in India.



### ***A section of the audience in the IX Seminar by Medius Holdings (Jp) & Medinippon Healthcare (In)***

*The VII seminar was concluded with a note of appreciation and sincere thanks to the speakers and attendees and it was announced that the next seminar will be conducted in August 2018 in Tokyo, Japan and the exact date will be announced around of the end of April 2018. The attendees if they want to place a request for the themes of the future seminars may do so by an email to Ms. Fukuzumi, Medius solutions ([fukuzumi@healthcaresolution.jp](mailto:fukuzumi@healthcaresolution.jp))*