

4-4) Case Study for Major Diagnostic Producers

DAINABOT CO., LTD.

1. Company Outline

Mail Address: 3-8-21 Toranomon, Minato-ku, Tokyo 105
Phone: 03-437-9441
Fax: 03-437-9367
Telex: J26369
Established: August 1977
Representative: J. B. Johnston
Capitalization: Yen 935 million
Employees: 780
Major Shareholders: Abbott Laboratories, Daiichi Seiyaku
Financial Results (Million Yen):

	<u>Nov. 87</u>	<u>Nov. 88</u>	<u>Nov. 89</u>
Sales	30,100	30,600	32,000
Profit	-	-	-

2. Sales of Diagnostic Division (Million Yen):

	<u>Nov. 85</u>	<u>Nov. 86</u>	<u>Nov. 87</u>	<u>Nov. 88</u>	<u>Nov. 89</u>
Diagnostic reagents	14,200	16,300	16,400	15,850	16,500
Test equipment	1,300	1,400	1,500	1,600	1,700
Others	2,100	2,200	2,300	2,400	2,450
Total	17,600	19,900	20,200	19,850	20,650

Note: Sales of test equipment include automatic chemical analyzer, simple analyzer (VISION) and equipment for bacteria tests. Since TDX and IMAX are in most cases for rent, the sales of these systems are very small. Others include RIA (in-vivo).

3. Sales of Diagnostics by Area (Million Yen):

<u>Test Area</u>	<u>Nov. 85</u>	<u>Nov. 86</u>	<u>Nov. 87</u>	<u>Nov. 88</u>	<u>Nov. 89</u>
General	-	-	-	-	-
Haematological	-	-	-	-	-
Biochemical	1,500	1,550	1,600	1,650	1,750
Immunoserological	2,200	4,350	4,500	4,000	4,650
Microbiological	-	-	-	-	-
Control	-	-	-	-	-
RIA	10,500	10,400	10,300	10,200	10,000
Total	14,200	16,300	16,400	15,850	16,500