Carrying on the century-long strength in science & technology forged by its predecessors, Daiichi Sankyo continues its quest to create innovative pharmaceuticals.

Moreover, with a robust, global pool of talent and global management, we will utilize our strong presence in Japan so as to continue our earnest and trustworthy activities.

Daiichi Sankyo's Strengths

Science & Technology

Strong R&D DNA Cultivated Over Years of Operation as a Drug Discovery-Oriented Company

The roots of Daiichi Sankyo’s R&D DNA can be traced back to the founding of the company. Our journey began with the extraction of adrenalin, the discovery of osmic acid and the domestic production of salvarsan. Ever since then, we have aimed to be a drug discovery-oriented company originating from Japan and have focused on in-house drug discovery. We have also gone on to create and deliver innovative products that have had a global impact such as pravastatin, levofloxacin, olmesartan and enoxaparin.

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Superior Pharmaceutical and Technological Capabilities for Creating Innovative Pharmaceuticals

Daiichi Sankyo’s Proprietary Antibody Drug Conjugate (ADC) Technologies

DS-8201 was created through Daiichi Sankyo’s proprietary science and technology. The antibody portion of this drug was created by applying the antibody research and protein engineering capability of the former Sankyo, while the drug payload and linker were born out of the research capabilities of the former Daiichi Pharmaceutical. Our ADC project started in 2010 by examining the merits and issues regarding the preceding ADC. In order to solve these issues regarding the preceding ADC, our researchers screened and optimized over several hundred combinations of antibodies, linkers, and payloads to ultimately produce the technology we have now. Daiichi Sankyo ADC has been established as a platform technology where a payload and linker can be combined with many different antibodies, and we are currently developing seven ADC projects.

Global Management System Uniting Intellects from Around the World

Global Management Committee and Global Matrix Management

Facilitating Swift and Accurate Decision-Making

In order to conduct swift and accurate management and decision-making from a global perspective, we established the Global Management Committee (GMC). This committee is composed of senior members from the R&D Unit, the Pharmaceutical Technology Unit, the Biologics Unit, Global Marketing, the Business Development Unit, and other departments. The multifunctional memberships allow GMC to make decisions based on active discussions with a global perspective and comprehensive assessments covering science and business.

Global R&D Structure Enabling Swift Decision-Making

GEMRAD, the decision-making body for global R&D projects, is composed of senior members from the R&D Unit, the Pharmaceutical Technology Unit, the Biologics Unit, Global Marketing, the Business Development Unit, and other departments. The multifunctional memberships allow GEMRAD to make decisions based on active discussions with a global perspective and comprehensive assessments covering science and business.

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Robust, Global Pool of Talent

Global Talent from Around the World

We employ many highly-talented individuals with diverse backgrounds in Japan and across the globe and we enhance our global organization and talent while working to achieve synergy by having such talent from around the world work together.

Human Resources Development Programs Taking Advantage of Global Experience

In human resources development, Daiichi Sankyo identifies positions that are key to the accomplishment of its management vision and the goals of its mid-term business plan on a global basis, and nurtures people by assigning them duties with challenging goals or difficult tasks or by relocating them overseas. As such, we proactively promote global talent management that offers opportunities for further contributions.

Assigning Human Resources to Strenuous Fields in a Concentrated Manner: COF Project

The Create Our Future (COF) Project started in 2017, with the aim of assigning Daiichi Sankyo’s human resources to strengthen fields that focus on oncology at appropriate times and in an appropriate manner, as well as to promote the maximum possible success of each and every employee.

Global Organization & Talent

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Presence in Japan

No.1 in Terms of Pharmaceutical Revenue in Japan

By continually launching and expanding the sales of propriety-developed products, Daiichi Sankyo works to grow the innovative pharmaceuticals’ business. At the same time, we utilize Daiichi Sankyo’s experts sales capabilities to acquire licenses for promising products developed elsewhere in order to sustain a virtuous cycle that drives further growth. Through this process, we maintain the No.1 position in terms of pharmaceutical revenue in Japan.

No.1 MR Evaluation

We have developed activities according to the various needs of each healthcare professional with a multichannel approach* by MRs. With regard to MR evaluation, we have been ranked highly not just for our knowledge and information, but also in terms of human nature and responsiveness. As a result, we are comprehensively ranked No.1.

Diverse Modalities for Innovative Pharmaceutical Development

In order to continue our substantial drug discovery efforts, Daiichi Sankyo is actively expanding its global drug discovery capabilities. Diverse modalities for innovative pharmaceutical development include next-generation ADC, nucleic acid drugs, oncology viruses, cell therapy, and gene therapy are utilized to broaden the possibilities for drug development.

Powerful Research Engines

Many Nobel laureates have come from Japan to date, and Japan has shown the world its high standard of research. At Daiichi Sankyo, we hire many talented researchers from excellent universities in Japan every year from a wide range of fields, including pharmacology, medicinal chemistry, pharmaco-kinetics, toxicology and pharmaceutical technology. Additionally we strive to improve the scientific level of research employees after joining the company, sending many of them to study at overseas universities and prestigious research institutions. These researchers take part in cross-functional project teams together with the development division, the pharmaceutical technology division, the marketing division, conducting research every day in order to create new drugs.

Strong Ties with Leading-Age Academic Institutions

At Daiichi Sankyo, we strive to conduct research and development on pharmaceuticals that will change SOC, the universally applied best treatment practice in today’s medical science. We have utilized collaborations with various organizations, including those in academia, so as to achieve many drug discovery targets, as well as to acquire and enhance drug discovery technologies. In fiscal 2018, we fostered multiple new collaborations in Japan and overseas, engaging in initiatives to bolster our pipeline by incorporating leading-edge science into the company.

Four Businesses Responding to Diverse Medical Needs

By leveraging the strength of its innovative pharmaceutical business, Daiichi Sankyo engages in generic business, vaccine business, and OTC-related business in Japan. As the No.1 company in Japan in both name and practice, Daiichi Sankyo addresses a wide range of medical needs related to areas such as treatment, reduction of medical costs, prevention, and self-medication, making comprehensive contributions to medicine in Japan.

Comprehensive Training Programs

In order to maintain our superior sales capabilities, we have developed comprehensive training programs for MRs, and all MRs have passed the certificate test for nine consecutive years.

In addition to the comprehensive training program, we have also implemented the “Trainee Program” to support the young sales representatives who will carry forward the next generation of responsible sales management.

Moreover, we have been working to develop new training methods through cooperation with universities so that our sales representatives can enhance their levels of learning, and we will continue to provide sales training that reflects the environment characteristics on a regular basis.

Sales growth of acquired products

Growth of Japanese businesses

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Acquire valuable new products

Fine-tuned sales capabilities

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