

# Innovations to Facilitate Ageing in Place applied by DS HealthCare Group in Japan



**Dr. Ikuo Kantake**  
**President and CEO**  
**DS HealthCare Group Japan**

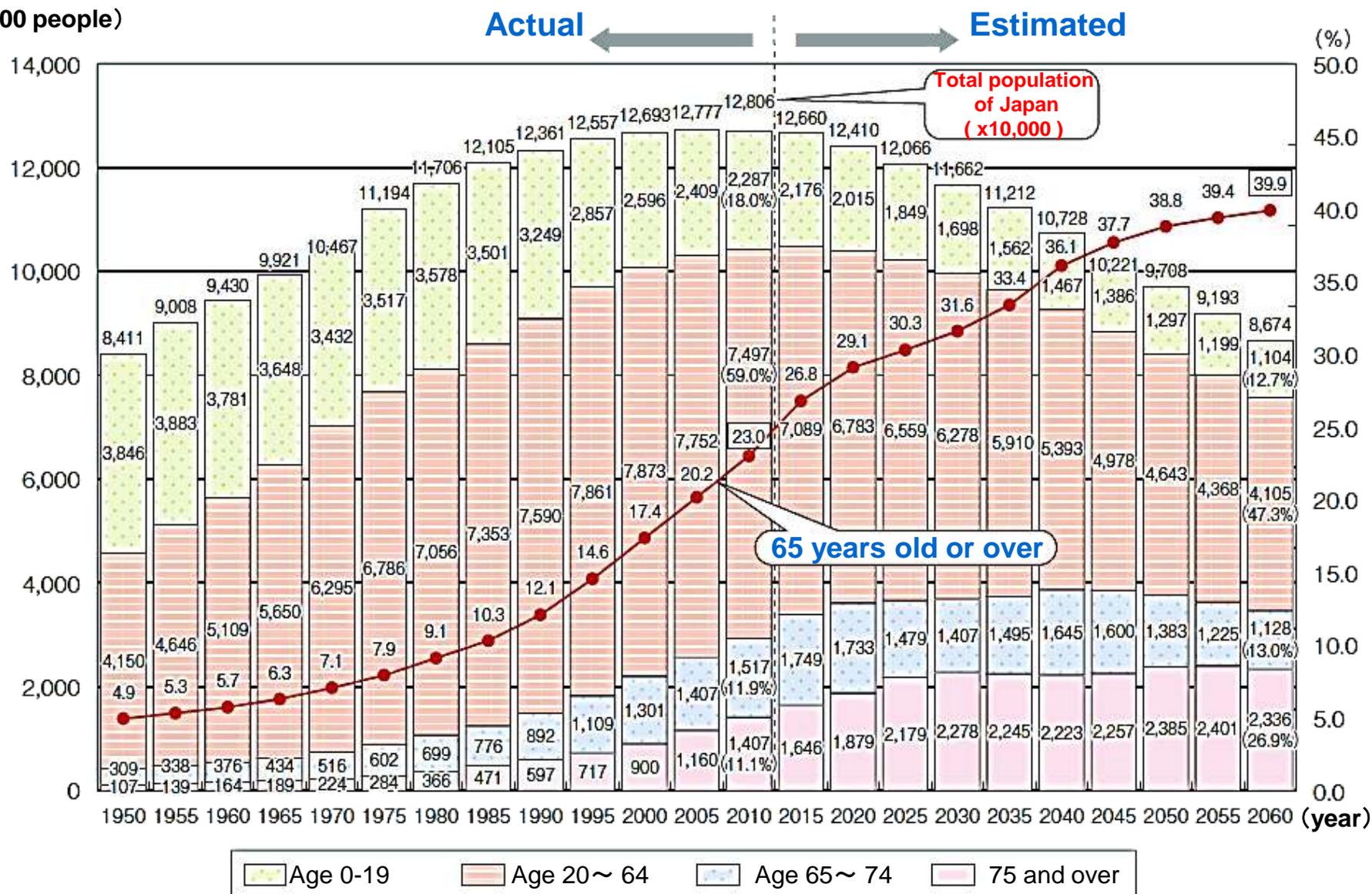
**November 23, 2018**

# Aging of Japanese Population



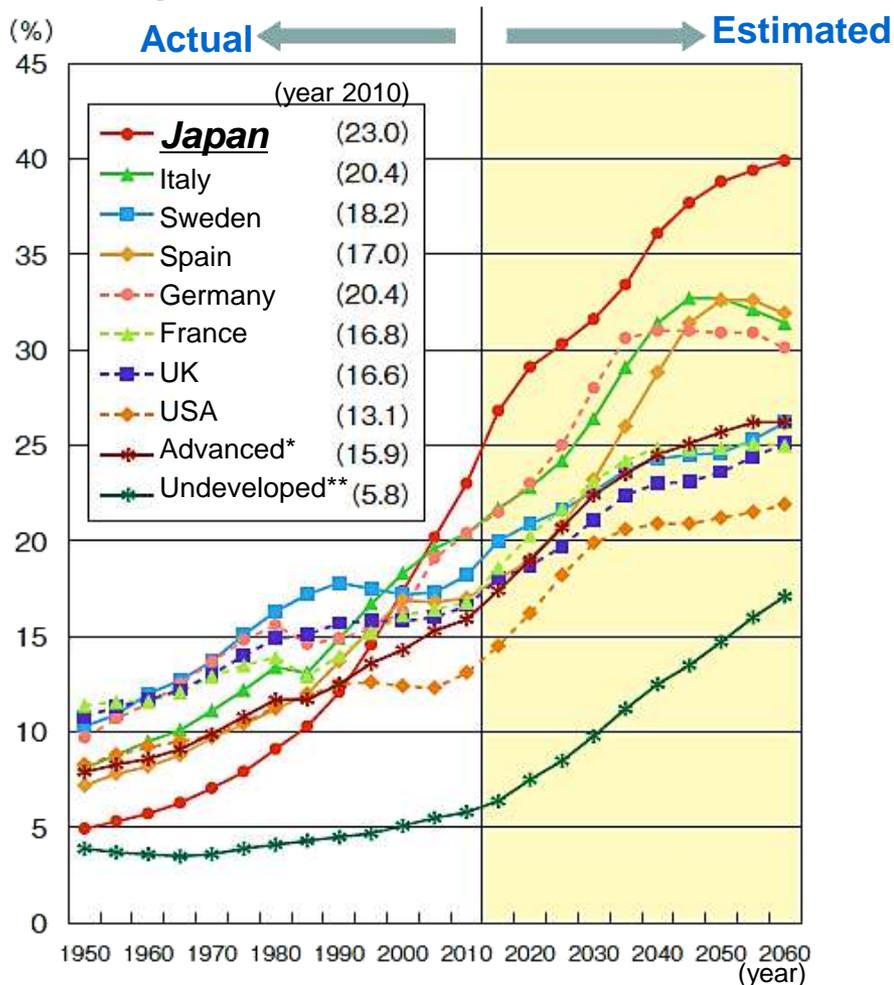
# Aging trends in Japan and future estimates

(x10,000 people)

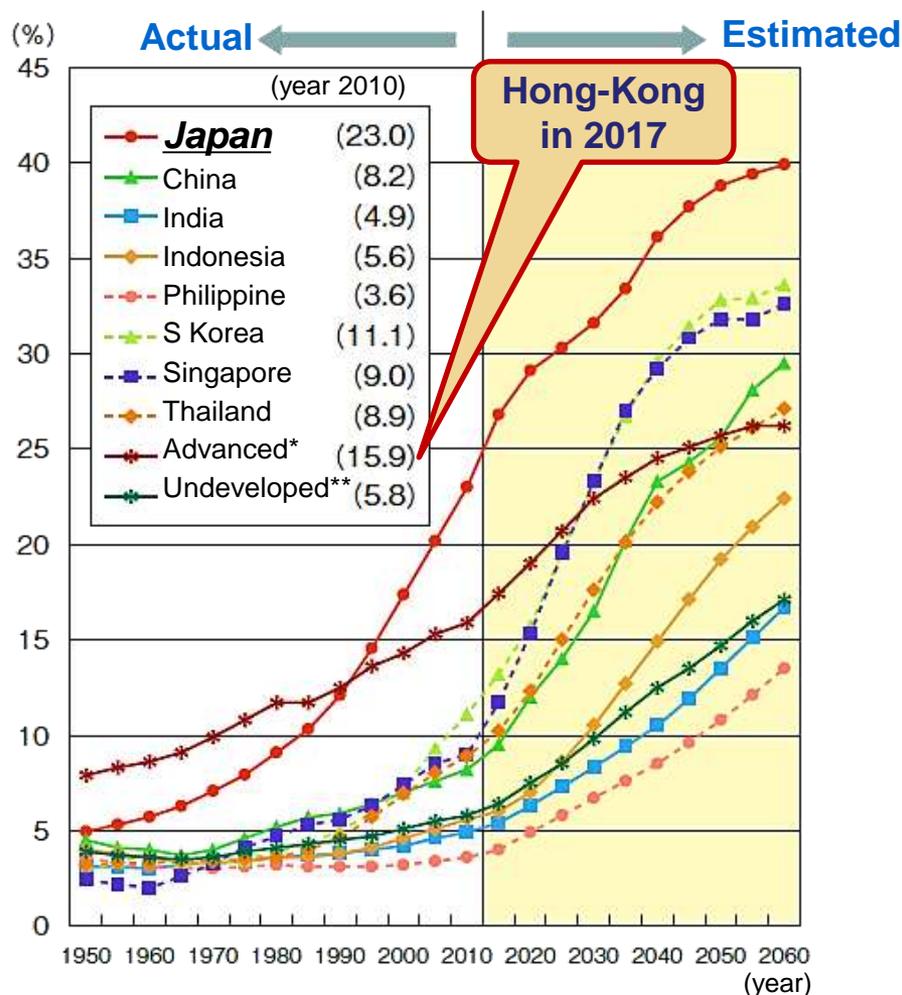


# Population Aging Rate in different countries

## 1. Europe & USA



## 2. Asia



Ref. : UN, World Population Prospects : The 2010 Revision

\*: Advanced region: North America, Japan, Europe, Australia and New Zealand

\*\* : Undeveloped region: Africa, Asia except Japan, Middle and South Americas, Melanesia, Micronesia, Polynesia

• White paper on Aging Society 2012 <<http://www8.cao.go.jp/kourei/whitepaper/w-2012/zenbun/index.html>>

# What is DS HealthCare Group now ?



# Company's Founder Introduction



寒竹 郁夫

KANTAKE IKUO

**DS HEALTHCARE GROUP**

**FOUNDER, CEO AND  
PRESIDENT**

**PRESIDENT OF MEDICAL  
INCORPORATED  
ASSOCIATION – IKUEIKAI**

1957 BORN IN TOKYO (AZUMABASHI, SUMIDA WARD)

1976 GRADUATED FROM FUNABASHI SENIOR HIGH-SCHOOL  
IN CHIBA PREFECTURE

1982 GRADUATED FROM MATSUDO DENTISTRY DEPARTMENT  
OF NIPPON UNIVERSITY

1986 GRADUATED FROM NIPPON UNIVERSITY WITH PHD  
DEGREE

1987 ESTABLISHED KANTAKE DENTAL CLINIC NEAR TO  
INAGE-KAIGAN STATION IN CHIBA CITY

1991 ESTABLISHED MEDICAL INCORPORATED ASSOCIATION -  
IKUEIKAI

1997 STARTED HOME VISIT DENTAL CARE SERVICES

1998 FOUNDED DENTAL SUPPORT CO., LTD

2012 APPEARED ON TOKYO TV BROADCAST

# Home Visit Dental Care and Support

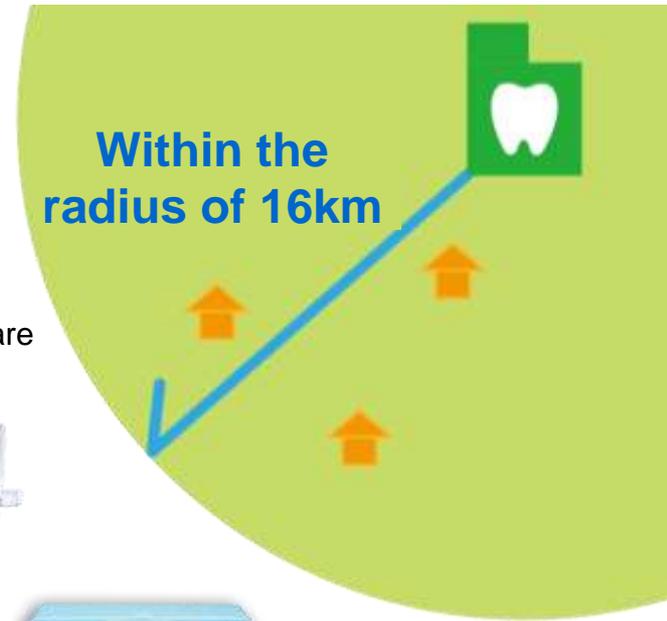
Professional oral care and dental treatment to elderly and handicapped people in people's living places, hospitals, nursing homes and other facilities.

Based on the treatment plant, our **dentists, hygienists and coordinators** visit patients once every week.

**Using portable equipment and tools** our staff provide dental treatment and oral care identical to those provided in ordinary dental clinics.

Treatment services are provided through our exclusively developed management system with information managed by call centers.

Our hygienists also conduct seminars on oral care in hospitals and other facilities.



The number of consultation and treatment visits is over 30,000 every month around Japan, which makes us the largest dentistry group in the country.



# Home Visit Dental Care and Support



## Visiting patient's home



## Visiting nursing care homes



**42** dental clinics and **36** regional key stations  
**150** units of specially equipped vehicles  
for home visiting dental treatment



# Home Visit Dental Care



**Dental treatment done by dentist**



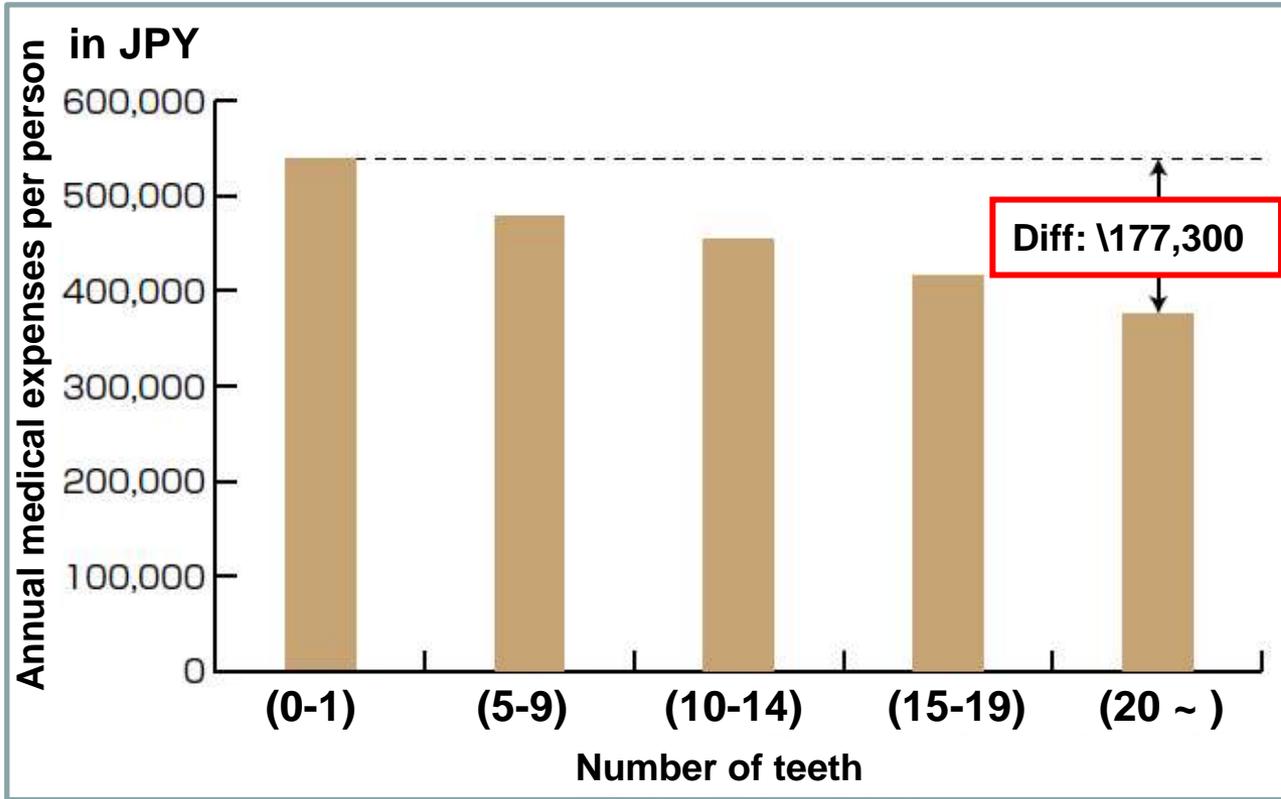
**Professional oral care performed by hygienist**



# Towards reduction of medical treatment expenses

Impact of dental care on total amount of personal expenses for medical treatment

「Timely dental treatment and maintained oral health (eg. number of teeth) will result in reduction of personal expenses on general medical treatment」 according to the data of numerous dentists associations and research institutions



General medical expenses  
1,5 times higher

Number of teeth (0-4) ... 542,900 JPY/year  
Number of teeth (20~) ... 364,600 JPY/year

Diabetes treatment  
expenses 1,4 times higher

Number of teeth (0-4) ... 317,100 JPY/year  
Number of teeth (20~) ... 219,600 JPY/year  
Severe periodontitis ... 270,000 JPY/year  
Healthy gums ... 200,200 JPY/year

Ischemic heart disease  
expenses 2.3 times higher

Severe periodontitis ... 362,300 JPY/year  
Healthy gums ... 154,200 JPY/year

Cerebrovascular disease  
expenses 2.3 times

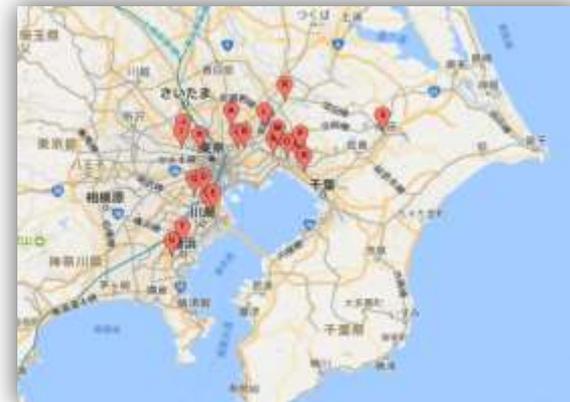
Number of teeth (0-4) ... 382,200 JPY/year  
Number of teeth (20~) ... 169,400 JPY/year

Keeping teeth healthy leads to maintaining the health of the whole body and as a result leads to reduction in total medical expenses

## TRC – total rehabilitation centers

Total Rehabilitation Center is a daytime service rehabilitation center with physiotherapists, occupational therapists and dental hygienists providing medical services to help elderly people maintain health of whole body and restore physical functions.

Dental hygienists also conduct specialized training programs for improvement of oral cavity function and enhancement of face and swallowing muscles.



**22 TRCs in Tokyo, Kanagawa and Chiba**

Whole body rehabilitation by therapists with red cord equipment and other machines



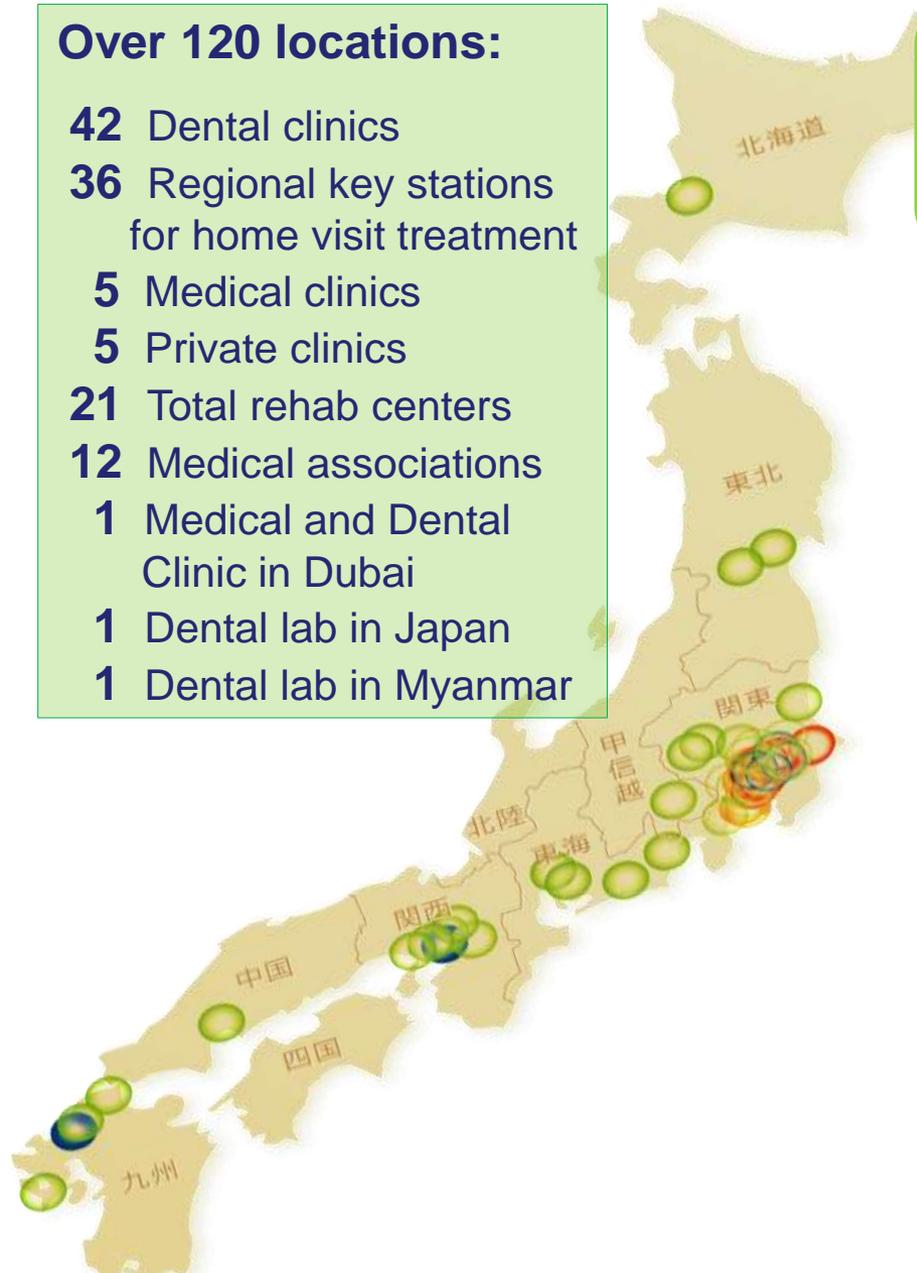
Professional oral care by dental hygienists



# Largest dentistry group in Japan

## Over 120 locations:

- 42 Dental clinics
- 36 Regional key stations for home visit treatment
- 5 Medical clinics
- 5 Private clinics
- 21 Total rehab centers
- 12 Medical associations
- 1 Medical and Dental Clinic in Dubai
- 1 Dental lab in Japan
- 1 Dental lab in Myanmar



デンタルサポート - Support for home dental treatment  
Dental Support



- Oral care seminars
- Nursing care
- Dental Checkups
- Support of business establishment

DSデンタルスタジオ - Dental Laboratory



DS SAKURA DENTAL LABORATORY - Dental Lab in Myanmar



さくらクリニック - Sakura Medical and Dental Clinic in Dubai (UAE)  
SAKURA Medical and Dental



Health Med  
ヘルスメッド  
- Support of clinics establishment  
- Administration agency services



セルリア  
Selria  
- Home nursing services  
- Rehabilitation centers  
- Elderly homes



# DS HealthCare Group Overseas Expansion



# DS HealthCare Group Overseas Activities

Since August 2011, Sakura Medical and Dental Clinic in Dubai (UAE) with treatment coverage for patients in Abu-Dhabi and other neighboring countries (Bahrain, Saudi-Arabia, etc.)

From September 2018 technical cooperation with Dental Clinic in Mongolia

From 2011 dispatching Japanese dentists to Beijing, China

Investments to I-SMILE-DENTAL (Shanghai, China) in May 2014

Japanese quality dental treatment provided by DS HealthCare Group doctors in VINMEC General Hospital (Hanoi, Vietnam) since August 2015

Annual health and dental examination in Bahrain and Abu-Dhabi

From July 2014, dental laboratory and dental technology education project with JICA for Yangon Dental University

Since December 2015, DS Sakura Dental Laboratory in Yangon (Myanmar)

Dental Laboratory Project under implementation in Kuala-Lumpur (Malaysia)

# Sakura Medical and Dental Clinic in Dubai (UAE)



# Tie-up with VINMEC General Hospital (Vietnam)



# DS Sakura Dental Laboratory in Yangon (Myanmar)



**Thank you for your kind attention !**

