

Main Initiatives in Building Partnerships

Establishing Business Partnerships

2006–

Improving the efficiency of medical care

Concluded business alliance with Medical Data Vision Co., Ltd. in 2006. We began working with its subsidiary Doctorbook Inc. in the joint operation of the medical information portal site “Clinical Cloud by MEDIPAL” in 2019.

2016–

Improving health

Concluded business and capital alliance with MTI Ltd. We are working to increase the market share of MTI’s “Luna-Luna Medico” service, which puts women in touch with physicians, and the maternal and child health handbook app “Boshi-mo.”

2019–

Stable supply of pharmaceuticals

Concluded a capital and business alliance with Mitsubishi Logistics Corporation. We aim to establish an optimal pharmaceutical distribution system covering all processes from launch to delivery to final consumers.

Integration of distribution functions

Examples of initiatives

Concluded strategic business alliance with H.U. Group Holdings, Inc.

In June 2020, we concluded a strategic business alliance with H.U. Group Holdings, Inc. (company name changed from Miraca Holdings, Inc. on July 1, 2020) in the medical and healthcare sectors. We aim to integrate the MEDIPAL Group’s pharmaceutical distribution network and specialized knowledge with the H.U. Group’s logistics functions for high-quality clinical testing. We will also explore various opportunities in the field of regenerative medicines and work to establish a distribution platform in the medical and healthcare sectors.

The alliance will enable us to enhance convenience for medical institutions through joint delivery of pharmaceuticals and clinical diagnostics. It will also lead to enhanced productivity and reduced CO₂ emissions through the sharing of logistics functions (shared collection and delivery of products).

Currently, as phase one of this initiative, we are moving forward with the creation of a shared ordering system and shared warehouse infrastructure.



Joint press conference (from left) SRL President Higashi, H.U. Group President Takeuchi, MEDIPAL HOLDINGS President Watanabe and MEDIPAL HOLDINGS Senior Managing Director Yoda

Clinical laboratory testing business



Pharmaceutical wholesale business



Pre-symptomatic

Diagnosis/Testing

Treatment/Medication

Regenerative medicines

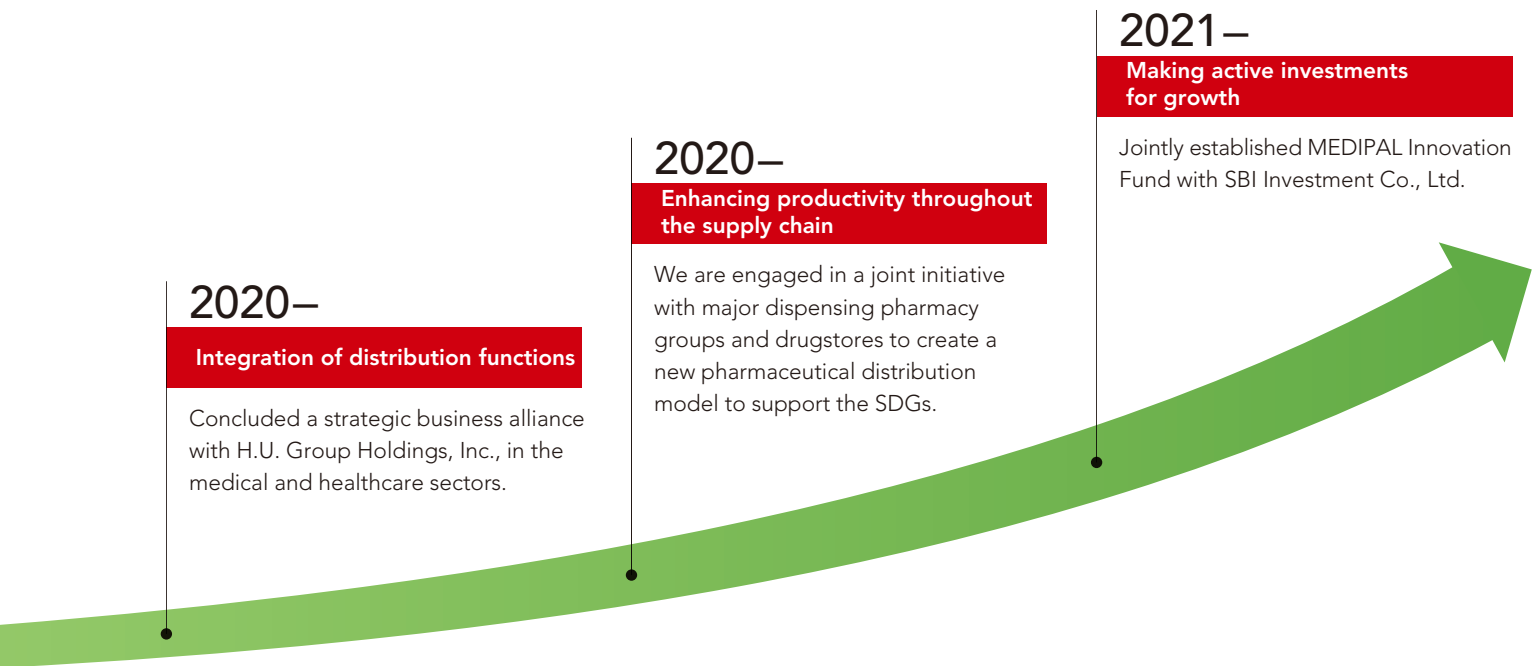
Goals

- Increase customer convenience
- Help resolve social issues
- Provide total healthcare solutions

(Phase 1) Shared ordering system and warehouse infrastructure

(Phase 2) Shared logistics in a limited region

(Phase 3) Nationwide expansion of shared logistics and commercialization in the field of regenerative medicines



Enhancing productivity throughout the supply chain Examples of initiatives

Initiatives for the realization of a sustainable society

As awareness of the SDGs grows worldwide, the Prescription Pharmaceutical Wholesale Business is implementing initiatives to help achieve a sustainable society by collaborating with drugstore chains and other retail customers to reduce CO₂ emissions, enhance productivity, and reform work styles.

By identifying and monitoring the optimal inventory of pharmaceuticals for each store, we will streamline ordering

and delivery operations for all parties, thus reducing vehicle CO₂ emissions. In addition, by increasing efficiency in ordering, product inspection, and other operations, we will enhance the productivity of distribution staff and also free up time for medical professionals to spend on essential duties. This system will also contribute to improving medical treatment in local communities.

Optimizing distribution to increase efficiency and reduce CO₂ emissions



- Resolving both MEDIPAL and customer issues by optimizing the whole supply chain
- Steadily growing number of cooperating enterprises and participating stores

(Examples of improvements)

<p>Current situation: Frequent or irregularly timed deliveries</p> <ul style="list-style-type: none"> • Review of number of deliveries • Introduction of inspection by individual scans 	}	<table border="0"> <tr> <td style="background-color: #2e7d32; color: white; padding: 5px; text-align: center;">Number of deliveries</td> <td style="padding-left: 10px;"> <p>Once a day, in principle → 80% reduction in CO₂ emissions from vehicles</p> </td> </tr> <tr> <td style="background-color: #2e7d32; color: white; padding: 5px; text-align: center;">Product inspection time</td> <td style="padding-left: 10px;"> <p>One-minute inspection time per delivery → 84% reduction in inspection time</p> </td> </tr> </table>	Number of deliveries	<p>Once a day, in principle → 80% reduction in CO₂ emissions from vehicles</p>	Product inspection time	<p>One-minute inspection time per delivery → 84% reduction in inspection time</p>
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