



**Strengthening in the Key Businesses of India and Medical, Konoike Transport
Acquires Shares in Indian Surgical Instrument & Equipment Sterilization Company
— Stepping Up Growth in the Expanding Indian Medical Market —**

On Thursday June 20, 2024, Konoike Transport Co., Ltd. (Headquarters: Chuo-ku, Osaka, Japan; Representative Director, Chairman, President and Chief Executive Officer: Tadahiko Konoike; hereinafter “Konoike Transport”) acquired 82% of the shares of SPD India Healthcare Pvt. Ltd. (Headquarters: New Delhi, India; Representative: Hitesh Mehta; hereinafter “SPD”), an Indian Surgical Instrument & Equipment Sterilization Company.

SPD is one of only a few surgical equipment sterilization contractors in India, providing sterilization services for surgical instruments and other medical equipment, as well as sales and rental of medical equipment, sterilization education programs, and comprehensive support services such as sterilization consulting for medical institutions.

For many years, the KONOIKE Group has been providing medical institutions in Japan with cleaning and sterilization services for surgical instruments and medical equipment, as well as in-hospital logistics and operating room support services. We also design and operate distribution centers for manufacturers and wholesalers in the medical industry, transport specimens and regenerative medical products, and provide integrated medical-related logistics services from upstream to downstream^{*1}, including the import, product inspection, transportation, and delivery of medical equipment, and maintenance for reused medical equipment.

In India, Carna Medical Database Pvt. Ltd. (Headquarters: Gurugram, Haryana, India; hereinafter “Carna Medical”^{*2}), a medical services company, has been working on the creation of a database of medical supplies, hospitals, and doctors to solve issues regarding management systems and distribution infrastructure in the Indian medical industry, and based on the good relationships it has built with both the Japanese and Indian governments and healthcare-related institutions, it provides support for Japanese companies entering the healthcare market in India.

*1: Konoike Transport website — “Overview of Medical Services”

<https://www.konoike.net/en/solution/servicelineup/medical/>

*2: <https://www.konoike.net/en/company/group/india/carna-medical-database/>

A joint venture with Medius Holdings Co., Ltd. (Headquarters: Chiyoda-ku, Tokyo)

In India, with a growing population and economy, as well as the government’s policy of expanding healthcare provision, the number of hospitals per capita is increasing, and the healthcare market is expanding at a faster pace than the economy. In addition, there is growing concern among the growing upper and middle classes about the quality of health

care. Konoike Transport has positioned its Medical and India business as one of its key businesses in its Medium-Term Management Plan (for FY 3/2023–3/2025) ^{*3} and by bringing SPD into the KONOIKE Group, it aims to grow in the Indian market, where outsourcing of hospital operations is still in its infancy.

*3: “Explanatory materials for the new Medium-Term Management Plan”

https://ssl4.eir-parts.net/doc/9025/ir_material_for_fiscal_ym3/119145/00.pdf

■ Konoike Transport Executive Officer Executive General Manager, Medical Division
Hideki Takami

As India’s national income increases, the nation’s healthcare needs continue to grow. Konoike Transport has been operating a medical business in Japan for some 30 years. In 2013, we established Carna Medical to build a similar business in India, and have made efforts to ascertain the state of medical care in the country, starting with a database business for medical equipment, as well as developing closer ties with related organizations. With the addition of SPD, one of India’s leading surgical equipment sterilization contractors, to the Group, we intend to step up the expansion of our medical business throughout India.

■ SPD Representative Hitesh Mehta

Becoming a part of the Konoike group signifies a strategic decision to propel our company to new heights. This merger promises a plethora of advantages, foremost among them being the synergies we anticipate. By combining our strengths with those of the Konoike group, we expect to achieve greater efficiency in operations and a more robust market presence. Furthermore, access to their extensive resources and networks opens doors to expanded opportunities for growth and innovation. Aligning with Konoike's vision also amplifies our commitment to sustainability and corporate responsibility, ensuring that we remain at the forefront of positive change in our industry.

■ Overview of SPD India Healthcare Pvt. Ltd. (<https://spdindia.com/>)

Business Name	SPD India Healthcare Pvt. Ltd.	Representative	Chief Executive Officer Hitesh Mehta
Head Office	Z-30, Okhla Industrial Area, Phase-II, New Delhi 110020		
Founded	2017	Incorporated	2017
Business	Onsite sterilization services in hospitals, offsite sterilization services for hospitals, outsource sterilization of medical materials prior to shipment, sales of medical supplies, etc.		

■ Overview of Konoike Transport Co., Ltd. : (<https://www.konoike.net/en/>)

The KONOIKE Group is a professional organization that continually challenges itself to solve society's problems and innovate, going beyond the boundaries of logistics and expanding into manufacturing, medical, airport operations, and more.

Business Name	Konoike Transport Co., Ltd. *"Prime Market" segment of the Tokyo Stock Exchange	Representative	Tadahiko Konoike, Representative Director, Chairman, President and Chief Executive Officer
Osaka Head Office	4-3-9 Fushimimachi, Chuo-ku, Osaka	Tokyo Head Office	6-10-1 Ginza, Chuo-ku, Tokyo
Founded	May 1880	Incorporated	May 30, 1945
Capital Stock	1,723 million yen	Employees	Approx. 24,000 (total number as a group) *Temporary staff included
Net Sales	315,029 million yen (Consolidated)	Operating Income	16,634million yen (Consolidated)
Business	Steel business, Engineering business, Food related business / Temperature-controlled logistics, Food products related business, Life related business, Medical business, Airport business, International logistics business and India business		

*Capital stock, employees, net sales and operating income are as of March 31, 2024

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https://www.konoike.net/en/contact/ir_pr/