Carna Medical Database

Better Healthcare, Better Tomorrow

KONOIKE GROUP

CARNA

MEDICAL DATABASE Pvt. Ltd.

1. Konoike Group – Medical Business

Building safer and higher quality logistics services from the perspective of the medical field, which can only be done by those of us who know the medical field.

Service for Medical Wholesaler and Manufacture

Joint transportation services for medical equipment and pharmaceuticals, including design and operation of distribution centers for pharmaceuticals and medical equipment.

KONOIKE　九州産交運輸 SANKO

Manufacturer of medical device labeling / Maintenance of medical equipment / Cleaning service

鴻池メディカル株式会社

Service for Medical Institution

Sample Transportation Services / Specialized Transportation Services for Advanced Therapeutics

日本空輸株式会社

Service for Medical Institution

Sterilization services / In-Hospital logistic service

鴻池メディカル株式会社

Global

Sample International Transport Services / Business development related Medical in India

CARNA MEDICAL DATABASE Pvt. Ltd.　カルナ・メディカル・データベース

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2. Konoike Group – India Business

➢ Bases in India

№	Companies/Office
1	Konoike Asia(India)Pvt. Ltd Established in Jan, 2012 International Freight Forwarding, Domestics Logistics, Engineering
2	Carna Medical Database Pvt. Ltd. Established in Nov, 2013 Medical Database, Consulting for medical/hospital industries, Wholesales
3	Joshi Konoike Transport & Infrastructure Pvt.Ltd. Established in Oct, 2016 Railway Transportation for ocean freight containers / automobiles
4	Konoike Transport Co., Ltd. India Office Established in Sep, 2019 Representing the parent company / group companies in India

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3. Carna Medical Database Overview

➢ Company Overview

Capital Stock	INR 20 Crore (Konoike Transport Co., Ltd. 70%, Medius Holdings Co., Ltd. 30%)
Address	Unit 518, 5th Floor, MGF Metropolis Mall, MG Road, Gurgaon-122002, Haryana
Managing Director	Mr. Hideki Ohtani
No. of Employee	10 members (Japanese staff 4 / National staff 6)

KONOIKE GROUP

CARNA MEDICAL DATABASE Pvt. Ltd.

人に未来を。医療に明日を。
MEDIUS

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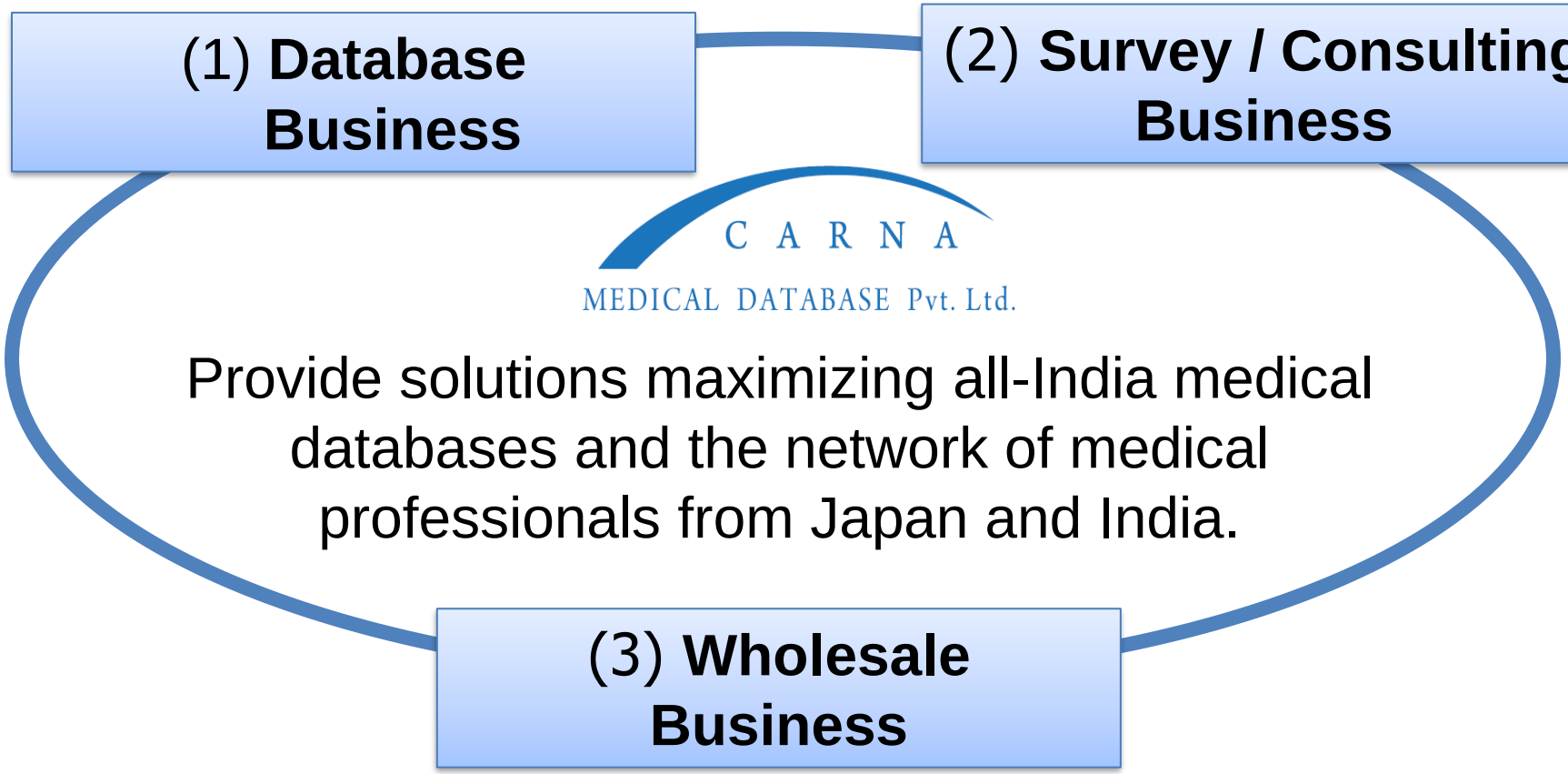
4. Business Frames

➢ **3 Business Frames**



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5. (1) Database Business

- **Collects all Indian medical databases to create Carna's own standardized and categorized system.**

【Medical Products Database】

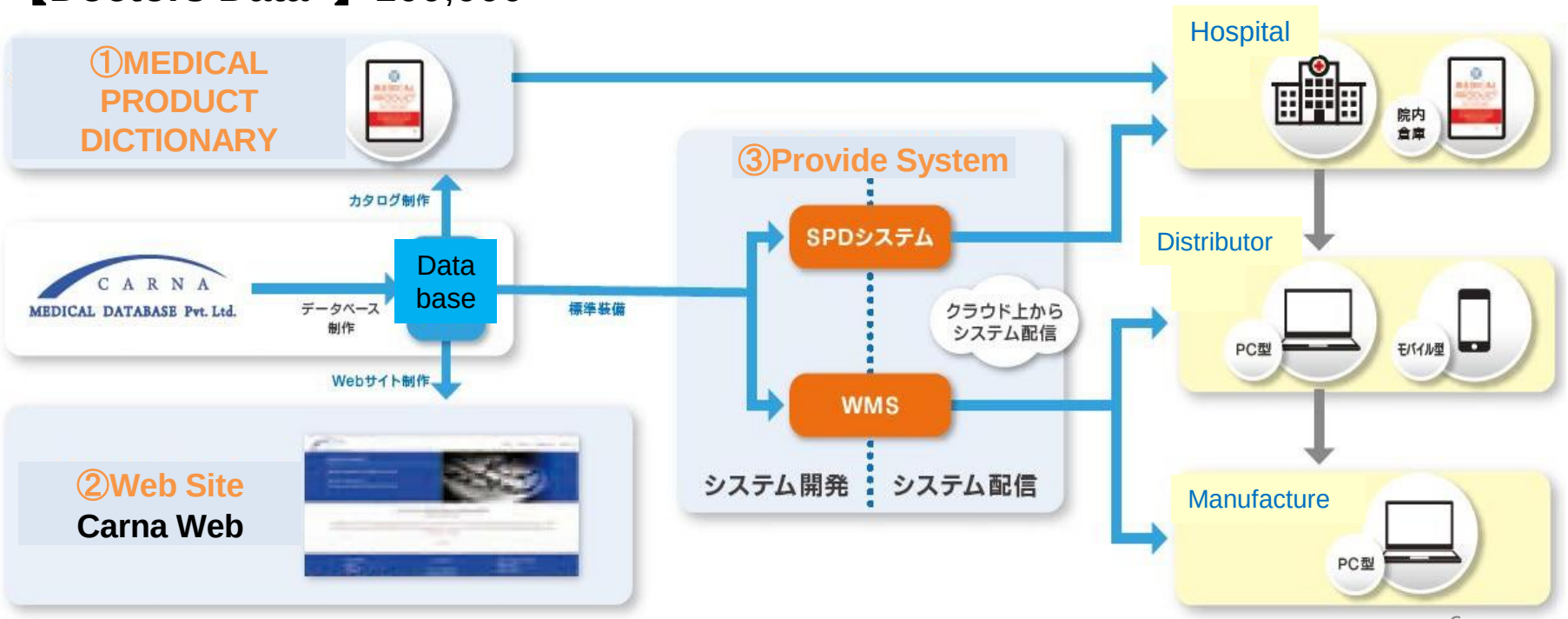
200 Manufactures, 49,000 products

(10,000 items are listed in the dictionary.)

【Hospital Data 】 63,000 +

【Doctors Data 】 100,000 +

MEDICAL PRODUCT DICTIONARY (Edition 3)



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5. (2) Survey / Consultation Business

➢ **Field Study:Research, analysis and proposals based on customer needs**

Marketing Survey (Field Study) → **Customer Decision** → **Registration Approval** → **Sale** → **Expand Market Share**

Experience

- Market research of products
- Hearing surveys of Doctors and Healthcare providers
- Email marketing to Doctors / Hospitals
- Events for physicians and healthcare providers etc.

Database

Networking with medical professionals in Japan and India

州別、規模別病院データイメージ

現地医療関連企業の実態調査イメージ

症例別手術用鋼製小物セットデータイメージ

現地医療セミナーや展示会の企画・開催

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5. (3) Wholesales Business

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KONOIKE GROUP

➢ Wholesales Business : Start from Aug 2022~

Provides total service in Konoike, covering imports from Japan to Indian acceptance and domestic delivery.

(1) Wholesale license for medical products (2) FSSAI food wholesale license

Marketing Survey → Customer Decision → Registration Approval → **Sale** → Expand Market Share

Drug Wholesales License

CARNA MEDICAL DATABASE Pvt. Ltd.

End to end support from research to sales for entering the Indian market.

Field Study

Research, analysis and proposals based on customer needs

Export Import

Support for necessary documentation and procedures

Sale

Support from sales to market share expansion

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5. Real situation in Consultation Business

"YouTube「KONOIKEグループチャンネル」掲載"

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6. Summary

【Assistance in entering Indian Healthcare Market】
Propose Customized solution
(Market research , Exhibition Support , Sale)

Japanese Companies
considering entering the Indian healthcare market.

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Feedback or New Idea

【Introduction of products】
To know Unique products that do not exist in India / Using new Japanese Technology

【Create Business Opportunity】
Attracting customers through new treatment methods by using unique Japanese products

Hospitals /Doctors Medical Association in India

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7. Conclusion

Entering the Indian Healthcare Industry
~ Towards the Field of Possibilities ~

As your value creation partner,
Carna will provide total support for your expansion into the fast-growing Indian market with our unique solutions based on our experience of closely observing the Indian healthcare industry!

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