

Question 1

Regarding the digital transformation of pharmaceutical delivery operations, I understand that it is currently being implemented only in some areas of KSK. Are you considering expanding it to other operating companies?

Answer 1

It was introduced in October 2025 as a pilot at the KSK Osaka branch. After a certain period of monitoring, KSK will gradually expand it to other branches and aims to have it operational in all branches within this fiscal year. Based on the evaluation and feedback from customers in the KSK area, we are also considering its deployment at Vital-Net.

Question 2

The Isehara Logistics Center will become operational in FY 2026. How do you plan to utilize it in the future?

Answer 2

In addition to the companies currently under contract for 3PL, we are proceeding with contracts with multiple new companies.

This center is designed to handle parts of the pharmaceutical manufacturing process, such as packaging. It is not just a 3PL that undertakes logistics operations; We will also meticulously respond to the needs of pharmaceutical companies.

Furthermore, in the pharmaceutical business conducted by us, we will fully utilize the functions of this center to achieve efficient and advanced logistics.

Question 3

I have a question about the pharmaceutical business.

Regarding the indication for Pulmonary Arterial Hypertension (PAH), what are the chances of success?

Also, with the clinical trial starting, at which facilities will the trial be conducted?

Answer 3

In fact, a clinical trial called the ORION-PH study, targeting PAH patients with ferric maltol, has already been conducted and published in a prestigious European journal.

As commented by Professor Masaharu Kataoka of the Second Department of Internal Medicine, University of Occupational and Environmental Health, Japan School of Medicine, the new compound ferric maltol is an iron preparation that enables long-term administration, which was previously difficult. It is highly anticipated that by conducting clinical trials of this new drug targeting PAH patients, Japan-originated evidence will be established.

Regarding the clinical trial sites, we have requested the trials mainly at specialized institutions, including university hospitals nationwide, that treat many PAH patients.

Question 4

Please tell us about the current progress and future business outlook for 'Okusuri Aun'.

Answer 4

As announced in the disclosure on October 6, in Miyagi Prefecture, where it was introduced in advance, the service has received very positive feedback from specialists, pharmacy pharmacists, and patients. The current target disease is IBD, but we have received multiple requests from healthcare professionals who learned about the service to expand it to other diseases. We are confident that this is the optimal service to fill the 'gaps' in medical collaboration that have been overlooked until now, and we hope you will look forward to its future nationwide rollout.