

Introduction to CDI Medical, Incorporated

August, 2017

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1. Corporate profile (1/2) : CDI Medical, Incorporated

- CDI Medical is a management consulting firm advising healthcare providers and companies in the medical industry. CDI Medical is a subsidiary of Corporate Directions, Inc. (CDI) .

Company Name	CDI Medical, Incorporated
Address	Tennoz First Tower 23F 2-2-4 Higashi Shinagawa, Shinagawa-ku, Tokyo 140-0002 JAPAN
Capital	20 million yen
Business	<ul style="list-style-type: none">• Management consulting services for healthcare providers• Developing solutions for management problems for business organizations in the medical industry
President & CEO	Takatomo Ajima (Executive Partner, Corporate Directions, Inc.)
Foundation	2005
Group Companies	Corporate Directions, Inc. (CDI) CDI Solutions, Inc. CDI China, Inc. CDI Vietnam, Inc.

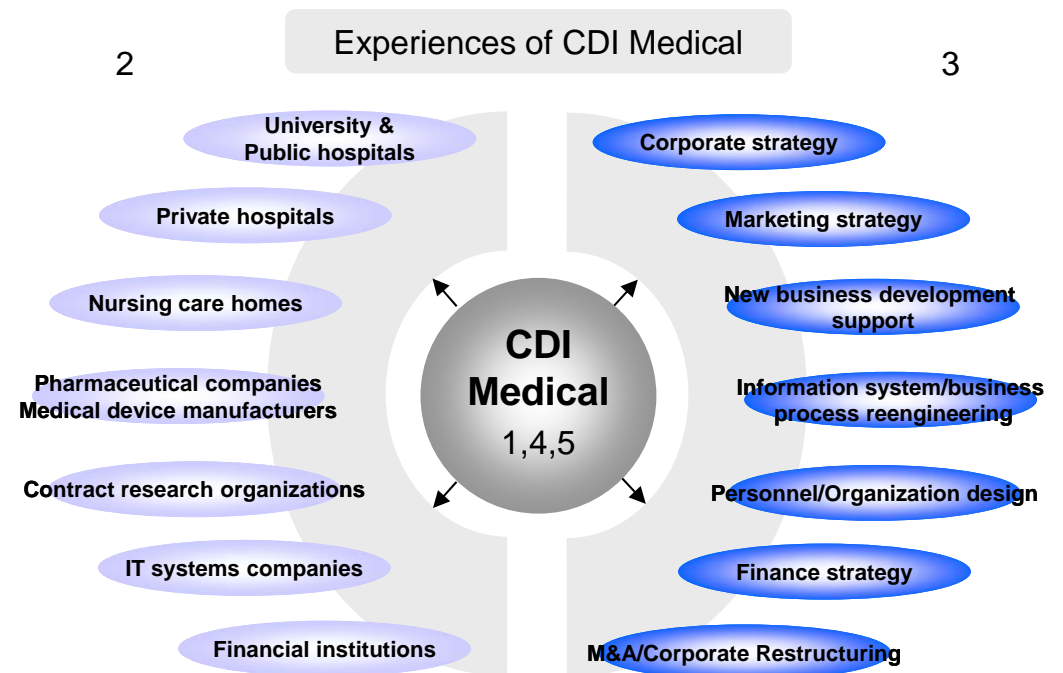
1. Corporate profile (2/2) : Corporate Directions, Inc. (CDI)

- CDI is the only independent strategic management consulting firm in Japan.
 - Founded in 1986 by ten consultants of the Boston Consulting Group (BCG) Tokyo office who spun off for providing the “real change to Japanese companies”
 - Capital: 96 million yen (Approx.. \$1M)
 - Clients: Approximately 700 (mostly listed companies)
 - Global networks: Corporate Directions (Shanghai), Inc.
Corporate Directions (Vietnam) Co., Ltd.
Corporate Directions, Inc. Asia-Pacific Pte. Ltd. (Singapore)
Corporate Directions (Thailand) Representative Office

- CDI’s service domain expands beyond the framework of conventional strategic consulting.
 - Drilling further into implementation support services
 - Active involvement in implementation and settlement of strategies, beyond strategy development
 - Step in collaborative work with the middle-level managers ⇒ Strategies do not end up with a “pie in the sky”
 - Active participation in adjacent/cross-over services
 - Strategic investment banking services (e.g. M&A, corporate restructuring, IPO/IR support, financial/credit rating advisory)
 - Venture business support services (e.g. strategic consulting, capital structure advisory, arrangement for alliances, management/staff outsourcing)

2. Track Record Overview

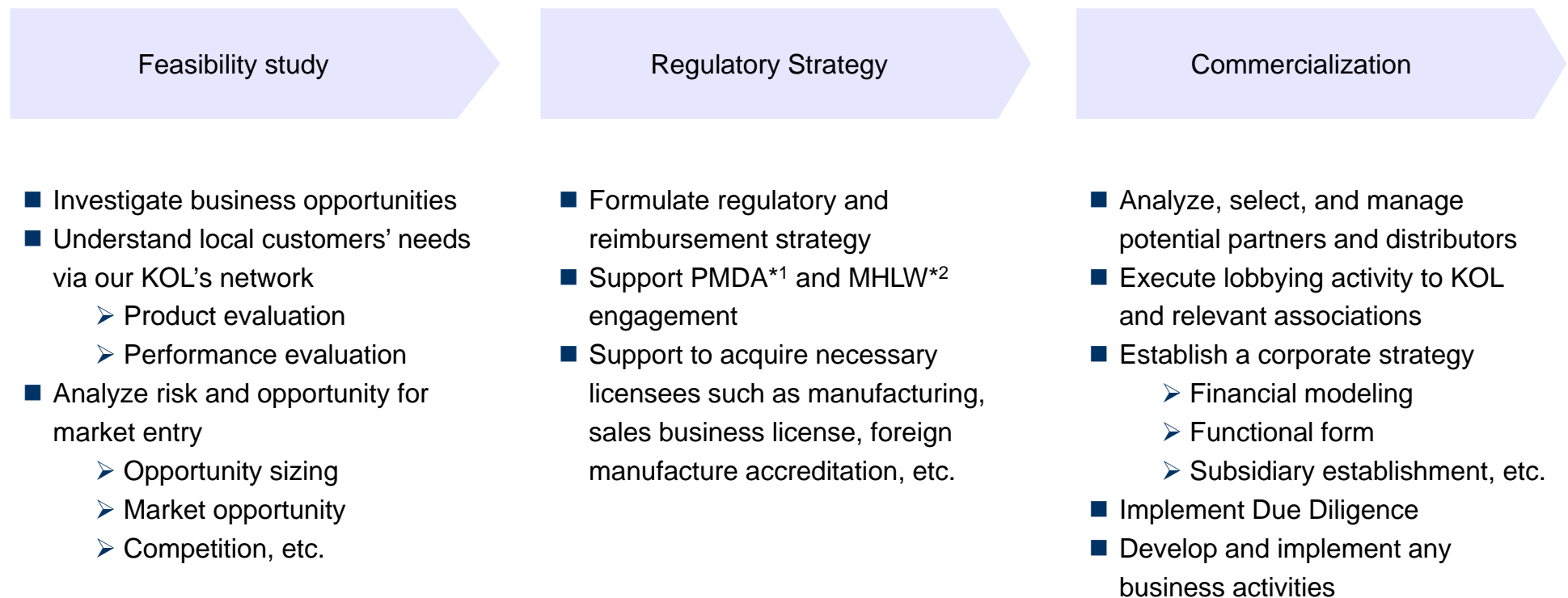
1. Independent management consulting firm for healthcare providers and companies in medical industries
 - CDI Medical is an independent firm and offers customer-oriented consulting service.
2. Extensive experiences in wide-range of clients
 - CDI Medical has extensive experiences with following players.; university hospitals, public hospitals, private hospitals, nursing care homes, pharmaceutical companies, medical device manufacturers, CROs, and financial institutions
3. Extensive experiences in wide-range of consulting services
 - CDI Medical offers one stop service based on the following consulting services.;
 - revenue enhancement, cost reduction, information system reengineering, business process reengineering, organization design, Finance restructuring, IP strategy, and M&A
4. Extensive achievements in large-scale projects
 - CDI Medical offers reliable and advanced service for clients based on extensive achievements in leading hospitals and major companies.
5. Developing most-advanced solutions for clients
 - CDI Medical and CDI are developing most-advanced solutions on a steady basis.



3. Market Entry Support for Foreign Healthcare Company

- CDI Medical offers foreign healthcare companies broad support services, including feasibility study, development of regulatory strategy, and implementation of commercialization programs.

【CDI Medical Support Service for Foreign Company】



*1: Pharmaceuticals and Medical Devices Agency

*2: Ministry of Health, Labour and Welfare

4. The network of CDI Medical (1/2)


- CDI medical's strength is to be good relationship with more than 2,700 people relating to the healthcare industry.
 - It enables us to interview the experts who are the most suitable for each project.

【Our networks】

As of April 2017

Medical and Healthcare industry		
Medical Institutions	PMDC*	Others
728	803	512

Financial and Public institution (Dedicated to healthcare Industries)
684



*: Pharmaceutical and Medical Devices Companies

4. The network of CDI Medical (2/2)

【The some of current clients】

Clients	Segments	Clients	Segments
<ul style="list-style-type: none"> ■ Medical Devices 	<ul style="list-style-type: none"> • Orthopedics • Cardiovascular • Surgery • Respiratory care • Gastroenterological Surgery • Heart • Homecare • Nursing care • Modality • IT・Diagnostic imaging • Modality(CT ・ MRI) 	<ul style="list-style-type: none"> ■ Drug-Device Combination ■ Reagents Industry ■ Bio medical Pharmacy ■ Medical Distributor ■ Cosmetics ■ Non- healthcare companies 	<ul style="list-style-type: none"> • Sterilization Machines • Reagents Pharmaceuticals • Regenerative Drugs • Cardiovascular • General Medical Devices • Rehabilitation equipment • Endoscopic operation device • Cosmetics & Pharmacy
<ul style="list-style-type: none"> ■ Pharmaceuticals 	<ul style="list-style-type: none"> • Central nervous system • Oncology • Regenerative Drugs • Gynecology • Immune system disease • Generic drugs • Gastroenterological Surgery • Neuromuscular disorder 	<ul style="list-style-type: none"> ➤ Electronic mft*. ➤ Chemical mft*. ➤ Material mft*. ➤ Gum mft*. ➤ Fund 	<ul style="list-style-type: none"> • Imaging・IT solutions • Bacteria in intestines • Preventive Medicine • Regenerative Drugs • General Cather device • Electronic health record system • Nursing care

* :manufacturing

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