

Supplementary Information on Q1FY2025 Quarterly Business Results Summary

Findex Inc.

May 14, 2025



Cautionary Statements



This material is provided for informational purposes only and does not constitute a solicitation of any action based on this material.

This document (including the business plan) has been prepared by the Company based on reliable information available at the time of preparation, but it contains risks and uncertainties, and the Company assumes no responsibility for its accuracy or completeness. The Company assumes no responsibility for the accuracy or completeness of the information contained in this material, even if it is desirable to update or revise forecasts or plans.

The Company assumes no responsibility whatsoever for any losses that may arise from investment decisions based on the forecasts and target figures contained in this document.

The copyright of this material belongs to Findex Inc. No part of this report may be reproduced or distributed in any form or by any means without the prior written permission of the Company.

In the graphs and tables of this document, some of the figures are rounded up or truncated for the purpose of adjusting fractional values.

INDEX



- 01 / Q1FY2025 Financial Performance Highlights
- 02 / Q1FY2025 Segment Performance
- 03 / FY2025 Earnings Forecast
- **04** / Appendix

3

KEY TAKEAWAYS



Achieved meaningful progress towards our full-year targets

Q1FY2025: Net Sales: -8.1% YoY, Operating Profit: -4.5% YoY

Progress rate: 32.4% on net sales, 56.2% on operating profit

FY2025 performance followed Pattern B (see page 23), with concentration in Q1 and Q4

While facing a decline in revenue and profit, this is not indicative of the annual trend

Enhanced shareholder return through "increased dividends" and "share repurchase"

Dividends: Our plan for FY2025 annual dividends: ¥17.0

- Aiming for the dividend payout ratio of 40%

Executing "share repurchase"

- Maximum amount of repurchase: ¥1 billion
- Maximum number of repurchasable shares: 1,333,300 (5.19% of the total number of shares issued)

Strong performance of Public Sector Business continues

Public Sector Business

Q1 Net sales: ¥190 million (increased by 79.0% YoY)

Q1 Operating profit: ¥133 million (increased 2.51x YoY)

Backlog remains high

Backlog at the end of Q1FY2025:

¥1,088 million

*Record high as of the end of Q1

01

Q1FY2025
Financial Performance Highlights

```
Q1FY2025 Financial Performance Highlights
Q1FY2025 Financial Performance by Segments
J FY2025 Earnings Forecast and Progress
Appendix
```

Q1FY2025 Financial Performance Highlights



- Q1FY2025 progressed as expected, recognized as a smooth start
- Progress rates vs. the annual forecast: 32.4% for Net sales, 56.2% for Operating profit At the same level as our favorable result of Q1FY2024
- · Gross profit margin improved, as gross profit slightly increased. Operating profit slightly decreased as SG&A, mainly personnel costs increased
- Public Sector Business performed particularly well. Net sales increased by 79.0% YoY, Operating profit was 2.5x higher YoY, showing steady growth
- Profit for the current period was affected by the absence of the ¥46 million recorded in the previous year under the tax incentive program for promoting wage increases

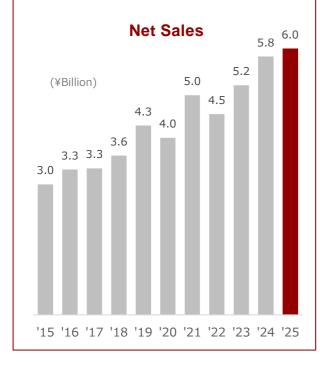
(¥Million)	Q1 FY2024	Q1 FY2025	YoY	Forecast (FY2025)	Progress Rate
Net sales	2,125	1,952	(8.1)%	6,022	32.4%
Medical Business	1,997	1,742	(12.8)%	5,550	31.4%
Public Sector Business	106	190	79.0%	372	51.0%
Health Tech Business	22	20	(9.6)%	100	19.9%
Gross profit margin	1,342	1,347	0.4%	-	-
SG&A	480	524	9.2%	_	_
Operating profit	862	824	(4.5)%	1,465	56.2%
Medical Business	839	740	(11.8)%	_	_
Public Sector Business	53	133	150.9%	_	_
Health Tech Business	(30)	(50)	-	_	_
Recurring profit	866	841	(2.8)%	1,515	55.5%
Profit attributable to owners of parent	643	578	(10.1)%	1,108	52.2%

Reasons Behind the Smooth Start in FY2025



FY2025 plans revenue growth with strong progress

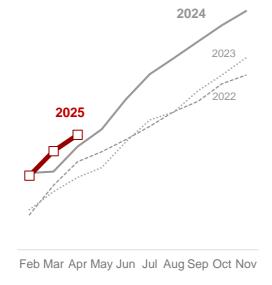
- Revenue expected to grow in FY2025, continuing the long-term trend
- Q1 progress rates against the full-year forecasts remained high: 32% for net sales, 56% for operating profit



Rapid increase in orders

- Potential orders* are accumulating faster than last year
- * Potential orders include confirmed orders and highly probable deals. Figures are not disclosed



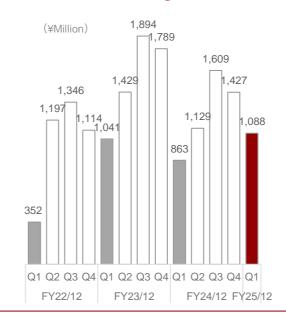


Backlog at the end of Q1 remains at a high level

 Backlogs typically decline in Q1 as deliveries progress, as seen in FY2024

At the end of Q1 FY2025, backlog remained high at ¥1,088 million

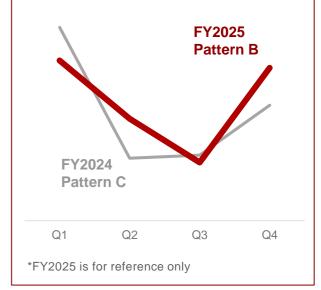
Backlog



Comparison b/w fiscal years with different seasonal patterns

- As outlined in the initial plan, FY2025 follows "Pattern B", with net sales concentrated in Q1 and Q4
- FY2024 followed "Pattern C", heavily weighted toward Q1, resulting in negative YoY growth this Q1

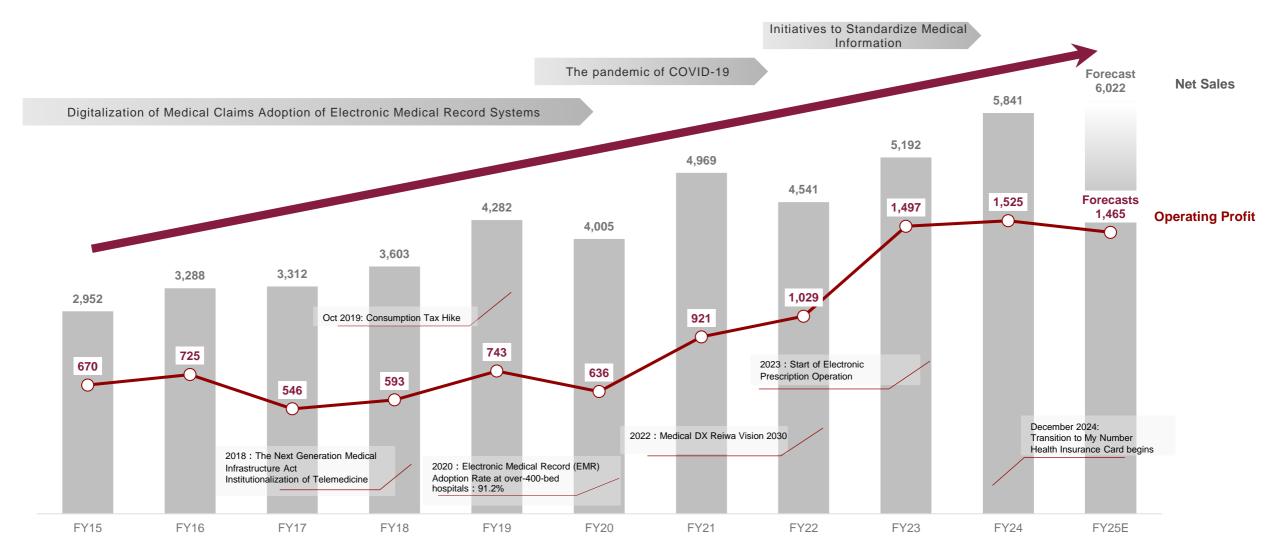
Quarterly Sales Pattern



Net Sales and Operating Profit Trends



- Revenue declined in 2020 and 2022 due to the special demand reflecting tax hike and COVID-19 impact
- Overall growth remains on an upward trend
- Despite delays in medical digitalization (DX) project led by the government, medical trends remain steady
- Amid post-COVID public sector demands for user-friendly solutions, thus our UI-focused products are well received

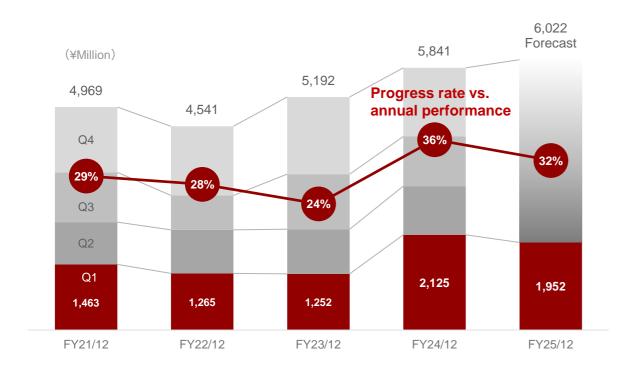


Q1FY2025 Progress Rate vs. Annual Financial Results and Forecasts

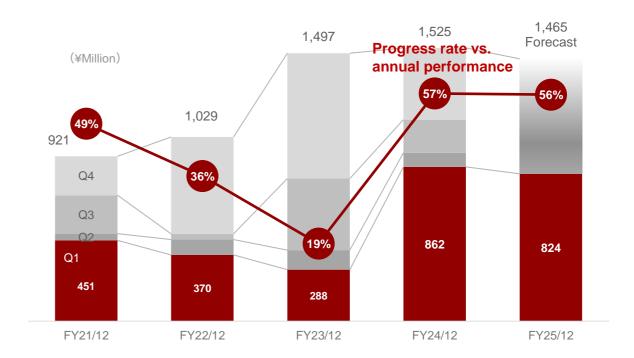


- Progress rate of net sales: 32%, not reaching the level of favorable Q1FY2024 but still very close
- Financial results are in line with the initial forecast, net sales are more concentrated in Q1 and Q4 in FY2025, as disclosed earlier
- Progress rate of operating profit against the full-year forecast remains high at 56%, because of high net sales and improved profit margin

Progress Rate vs. Net Sales



Progress Rate vs. Operating Profit



Q1FY2025 Factors Contributing to Changes in Operating Profit

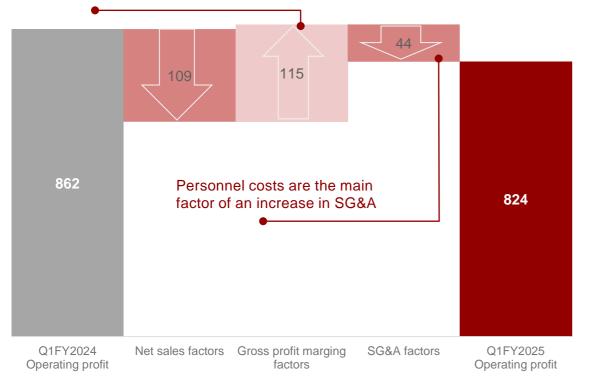


10

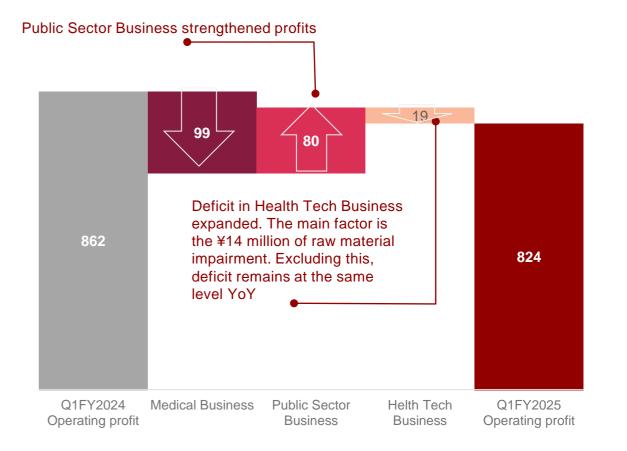
- Decrease in sales and increase in SG&A caused a decrease in operating profit YoY
- Gross profit margin is at 69.0%, improved from last year of 63.2%. This was due to the normalization of amount of goods purchased
- Personnel costs within SG&A (Compensation, salary, miscellaneous wages, legal welfare expenses and employee benefits) increased by ¥37 million
- Public Sector Business led increase in profit, while Medical and Health Tech Business declined. Expanded deficit in Health Tech Business includes ¥14 million of raw material impairment

Factors Affecting Operating Profit Changes (¥Million)

Improved gross profit margin offset decrease in profit. This was caused by the fact that there was a huge increase in purchasing for large projects last year



Factors Affecting Segment Profit Changes (¥Million)



Q1FY2025 Balance Sheet



- Financial soundness remains stable, with an equity ratio of 84.0%
- Equity ratio will be decreasing due to share repurchase, but still be securing above 80% by piling up profits, remaining financial soundness
- The share repurchase is expected to improve ROE and EPS
- Perpetual subordinated bonds of leading Japanese commercial banks have high liquidity, enabling us to utilize when necessary. Appropriate actions will proactively be executed when opportunities for growth investments are feasible, including M&A

B/S (¥Million)	FY2024	Q1FY2025	Changes
Cash and deposits	1,734	1,556	(179)
Notes and accounts receivable - trade and contract assets	1,550	2,022	471
Merchandise and finished goods, work in progress	190	125	(64)
Raw materials and supplies	50	37	(13)
Other	58	200	141
TOTAL CURRENT ASSETS	3,582	3,940	357
Property, plant and equipment	80	83	3
Intangible assets	311	317	6
Software	311	316	6
Investments and other assets	2,711	2,692	(19)
Investment in securities	2,315	2,295	(20)
TOTAL ASSETS	6,684	7,032	347
TOTAL CURRENT LIABILITIES	774	813	39
Non-current LIABILITIES	303	299	(4)
Long-term and short-term interest-bearing liabilities	0	0	0
TOTAL LIABILITIES	1,076	1,112	35
NET ASSETS	5,607	5,920	313
TOTAL LIABILITIES and NET ASSETS	6,684	7,032	347

02

Q1FY2025 Financial Performance by Segments

```
Q1FY2025 Financial Performance Highlights
Q1FY2025 Financial Performance by Segments
J FY2025 Earnings Forecast and Progress
Appendix
```

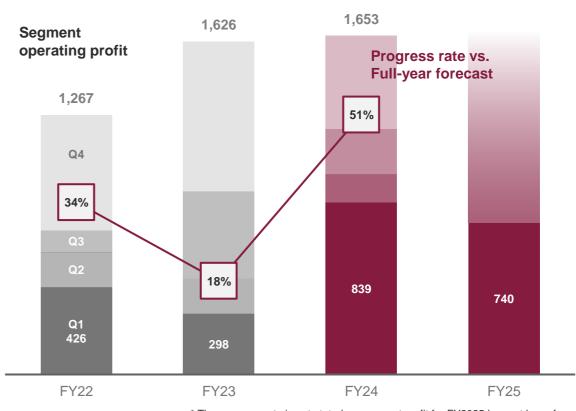
Medical Business (1/2)



- Sales dropped by 12.8% YoY and operating profit by 11.8%. While facing a decline in revenue and profit, this is not indicative of the annual trend
- While below Q1 FY2024, which saw many new contracts with small to mid-sized hospitals, the level remained high compared to FY2023 and FY2022
- Progress rate against the full-year forecast for sales is currently at 31%, following the trend with sales concentrating in Q1 and Q4
- Negative factors affecting to the operating loss are declining sales and increasing personnel expenses
- Our strategic products such as the tracing report PiCls AAdE-Report and generative AI documentation service CocktailAI, gain momentum as orders are received

Net Sales and Progress Rate (¥Million) 5,495 Progress rate vs. Segment sales 4,936 **Full-year forecast** 4,352 36% Q4 31% 27% 24% 1,997 1,742 Q1 1,179 1,196 FY22 FY23 FY24 FY25





^{*} The progress rate is not stated as segment profit for FY2025 has not been forecasted

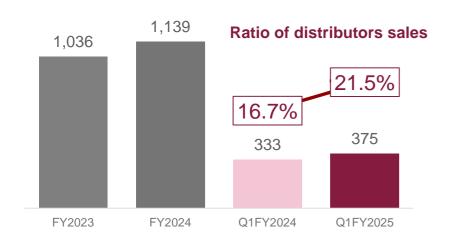
Medical Business (2/2)

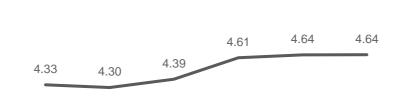


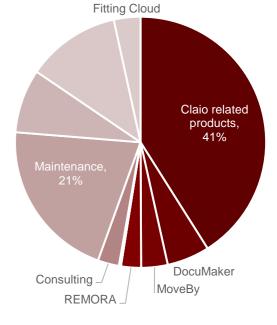
Trends in Distributors Sales (¥Million)

Average Numbers of Solutions Installed per Medical Facility

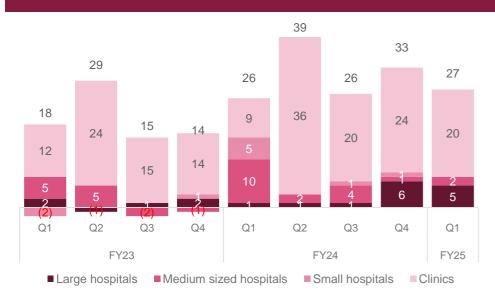
Composition of Sales by Products (%)







QoQ Change in Installations by Hospital Size









- DocuMaker
- MoveBy
- REMORA
- Consulting
- Maintenance
- Hardware
- Other
- Fitting Cloud

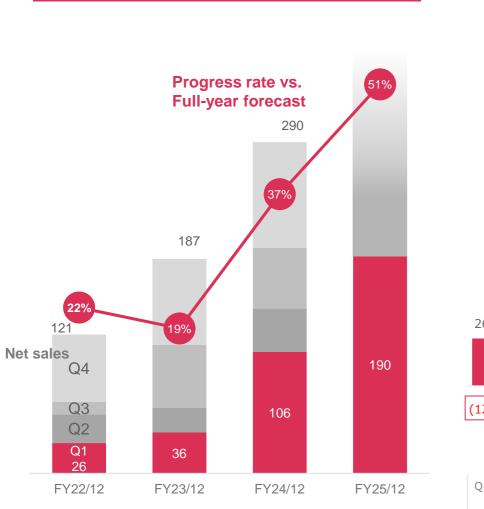
Public Sector Business

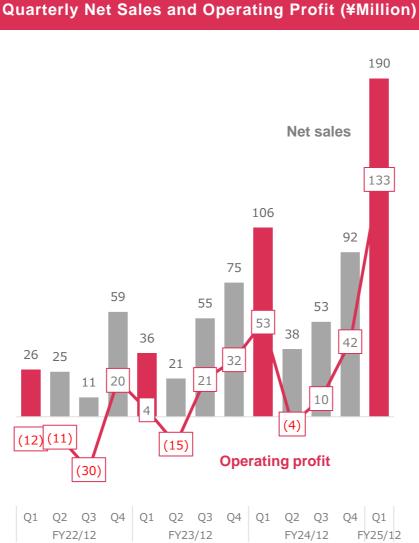
Net Sales and Progress Rate (¥Million)

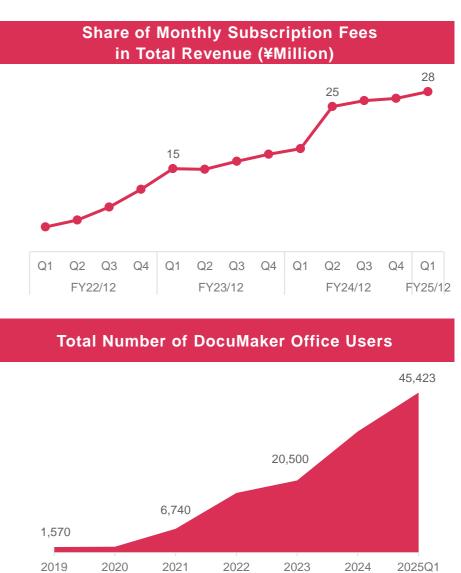


15

- This business segment was strong as sales increased by 79.0% YoY, operating profit increased 2.5x YoY. Our core SaaS solution, *DocuMaker Office*, was newly installed in 14 municipalities and 2 hospitals.
- During Q1, which includes March, the fiscal year-end for many public institutions, demand was strong, especially from local governments.
- With the installation prefecture O, total number of users surpassed 45,000 at the end of Q1. Numbers of Installations and users continue to grow steadily







Health Tech Business



- Q1 Net sales: ¥20 million, decreased by 9.6% YoY
- Three GAP units were sold in Q1. Sales declined due to fewer units sold YoY. Profit decreased mainly due to a ¥14 million impairment loss on raw materials Excluding this, the deficit YoY was roughly flat
- GAP-screener for health checkup facilities are in high demand in domestic market. Sales of GAP for hospitals and clinics are slow
- Preparation for international shipping in progress
- R&D on contrast sensitivity and MCI detection has also been proceeding smoothly

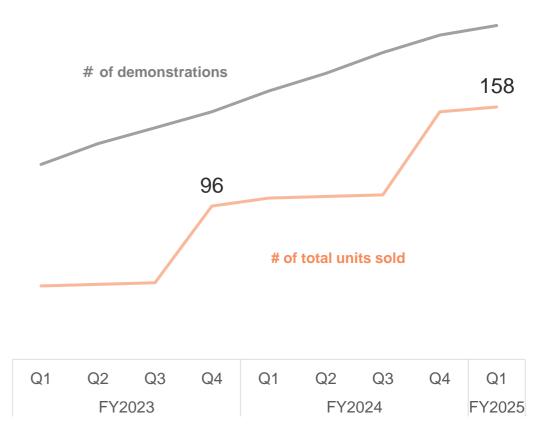
Net sales and operating profit (¥Million)

Operating profit



*Sales and profit by a former subsidiary EMC Healthcare are included in FY2022

Cumulative numbers of sales and domestic demonstrations



03

FY2025 Earnings Forecast and Progress

```
Q1FY2025 Financial Performance Highlights
Q1FY2025 Financial Performance by Segments
J FY2025 Earnings Forecast and Progress
Appendix
```

FY2025 Earnings Forecast and Strategies by Segments



- · No changes made on the initial forecast disclosed at the biggening of current fiscal year
- No change in the view that performance tends to concentrate in Q1 and Q4 (Pattern B; see p.23)
- · The forecast is conservative, with earnings from new businesses in each segment being excluded

(¥Million)	FY2024 Actual	FY2025 Forecast	Change
Net sales	5,841	6,022	3.1%
Medical Business	5,495	5,550	1.0%
Public Sector Business	290	372	28.5%
Health Tech Business	57	100	75.8%
Operating profit	1,525	1,465	(4.0)%
Recurring profit	1,544	1,515	(1.9)%
Profit attributable to owners of parent	1,162	1,108	(4.7)%
Earning per share	¥45.30	¥43.18	
Dividend per share (full-year)	¥15.00	¥17.00	+¥2.00
Interim dividend	¥7.00	¥8.00	+¥1.00
Year-end dividend	¥8.00	¥9.00	+¥1.00
Dividend payout ratio	33.1%	39.4%	+6.3%

Medical Business

- Transformation of business models to adapt to market changes such as cloud migration, SaaS adoption, and expanded use of AI
- Providing solutions that address challenges associated with implementing policies such as promoting medical digital transformation (DX)
- Expansion of target area leveraging cloud solutions and cross-selling

Public Sector Business

- Establishing efficient sales channels through distributor network expansion and integration with third-party systems
- Enhancing product recognition through both online and offline marketing

Health Tech Business

18

- Selecting and adding domestic and overseas distributor candidates
- Expanding overseas sales regions
- · R&D on contrast sensitivity and MCI

Key Developments Since January 2025 and Strategic Execution Highlights



19

Launch of REMORA Cloud (Cloud-based EMR) - Jan. 10, 2025

- REMORA, originally released in 2002 as an on-premises system
- Enables viewing and entering medical records on-site using laptops or tablets
- Supports complex clinical workflows, such as those in ophthalmology and ENT
- Includes DocuMaker Cloud, a cloud-based documentation software, as a standard feature, allowing access to approximately 12,400 medical document templates
- Safely stores medical record data in the cloud, removing the need for on-site servers or hardware

Contracted Operations for Electronic Prescription and Dispensing Record Infrastructure - Jan. 20, 2025

- Developed and operated our remote e-signature service since 2023
- MEDIS (Medical Information System Development Center) announced it began charging for the e-signature service in April 2025; as a result, our responsibilities now include payment collection

Resolution on Share Repurchase - Mar. 10, 2025

See next page

12 New Employees Joined - Apr. 1, 2025

- Investment in HR is one of our key strategies for FY2025
- FY2025 hiring plan calls for 15 new employees. As of April 1, 12 new employees had joined the company. Recruitment will continue, along with efforts to strengthen individual skills through training and development

⇒See p.21 for details

Initiatives in AI, Security, and Cloud Migration

- Established the Cloud Infrastructure Division on April 1, 2025, in response to growing demand across many different industries for advanced, cloud-based system utilization—including AI and emerging technologies—alongside the need for strong countermeasures against data breaches and malware.
 Specialized engineers have been brought together to rapidly implement secure environments and advanced security measures
- Full-scale rollout of *CocktailAI*, a solution developed by our subsidiary FittingCloud that leverages generative AI to streamline physician tasks
- Sales of the electronic tracing report service *PiCls AAdE-Report* are expanding, supported by the success of the New Year promotional campaign
- Marketing efforts are being strengthened for new target markets previously not prioritized, including *DocuMaker Cloud* and *REMORA Cloud*

Share Repurchase Executed

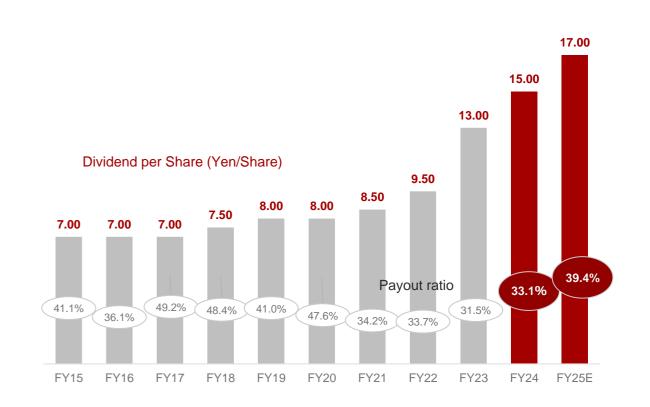


- Executing share repurchase of up to ¥1.0 billion or 5.19% of outstanding shares, considering shareholder returns and capital efficiency
- 264,400 shares (¥183 million) has been repurchased as of April 30; repurchase continues until December 7, 2025
- FY2025 projected dividend payout ratio: approx. 40%

Details of Share Repurchase	
Class of shares to be repurchased	Common shares
Total number of repurchasable shares	1,333,300 shares (maximum) (5.19% of the total number of shares issued excluding treasury shares)
Total repurchase amount	JPY1,000,000,000 (maximum)
Repurchase period	From March 14, 2025 to December 7, 2025
Repurchase method	Market purchase through Tokyo Stock Exchange

Status of Share Repurchase	
Total number of shares repurchased	264,400 shares
Total purchase price for requrchase of shares	JPY 182,923,500
Repurchase period	From March 14, 2025 to April 30, 2025





Personnel Expenses



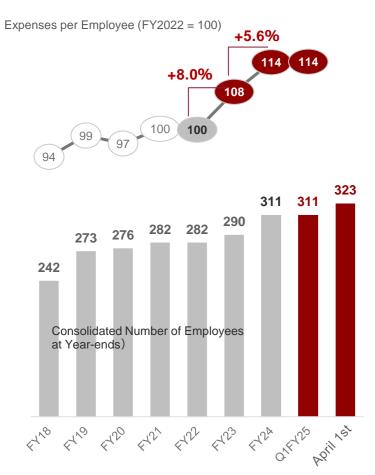
21

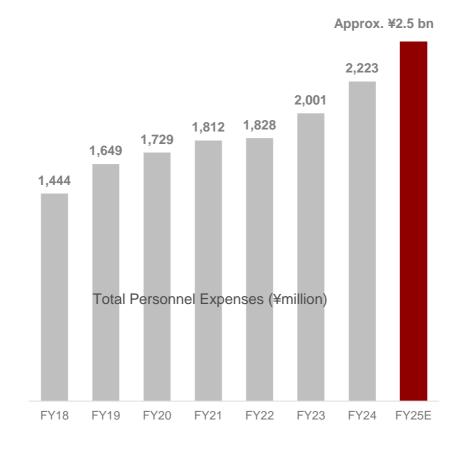
- Recruiting progressed as planned, with 12 new employees joining in April. As of April 1, the total number of full-time employees on a consolidated basis reached 323
- Active recruitment continuing, as the labor market remains competitive and additional headcount is essential for business growth
- New and existing personnel being strategically allocated to key business areas

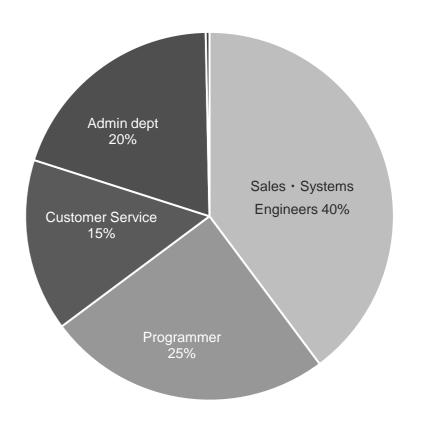
Trends on the number of Consolidated Employee and Expenses-per-Employee

Trends in Total Personnel Expenses

Employee Composition (As of March 31, 2025)







^{*}Calculated based on the number of permanent employees

^{*}Executives, part-time employees, and temporary staffs are excluded

Appendix

```
Q1FY2025 Financial Performance Highlights
Q1FY2025 Financial Performance by Segments
J FY2025 Earnings Forecast and Progress
Appendix
```

- Starting FY2025, previously disclosed "Standalone Performance Plans" and "Consolidated Interim Performance Plans" will no longer be disclosed
- While consolidated interim performance plans will not be disclosed, the quarterly net sales trend for FY2025 is expected to follow Pattern B

1 Reasons for Non-Disclosure of Standalone Performance Plans

- · Investors are believed to prioritize consolidated financial information when making investment decisions
- · The impact of our consolidated subsidiary, Fitting Cloud Inc. is expected to grow further
- *Fitting Cloud Inc. has begun developing and marketing new products such as CocktailAI and Weberi, along with enhancing its workforce

2 Reasons for Non-Disclosure of Consolidated Interim Performance Plans

- The decision to withhold consolidated interim performance plans aims to avoid information on our quarterly performance potentially being misleading, which differs from our annual financial trends
- As reported in the Q3FY2024 financial results, the sales of our Medical Business has seasonality. However, this seasonality varies annually due to factors such as the hospital investment environment and overlapping holidays affecting software inspections. As a result, comparing quarterly results on YoY basis or relying on short-term progress rates (e.g., Q1 results vs. H1 plans) may lead to misjudgments about our performance trends
- Historical quarterly sales patterns can be categorized into three types: (A) Flat sales from Q1 to Q3, followed by an increase in Q4, (B) Sales expand in Q1 and Q4, with Q3 being the bottom, and (C) Sales peak in Q1 and gradually increase from Q2 and onwards
- · Based on the current order outlook, the trend for FY2025 is expected to align closely with Pattern B









Approx. **80**%



in Large Hospitals Market Approx. 40 %

*Reference: Ministry of Health, Labor and Welfare 2023 Survey of Medical Facilities (static and dynamic) and Summary of Hospital Reports

(# of Facilities)

Medical Solutions –By Type of Medical Facility	Q4FY2024	Q1FY2025	QoQ
Large hospitals (400 beds and more)	301	306	+5
Medium sized hospitals (100-399 beds)	333	335	+2
Small hospitals (20-99 beds)	90	90	+0
Clinics (19 beds and less)	1,330	1,350	+20
Other	57	57	+0
Total	2,111	2,138	+27

(# of Cases)

Solutions for Public Sector –By Product	Q4FY2024	Q1FY2025	QoQ
Solutions for Public Sector	39	53	+14
Solutions for Medical Facilities	9	11	+2
Total	48	64	+16

25

Enriching Society with Technologies and Creation

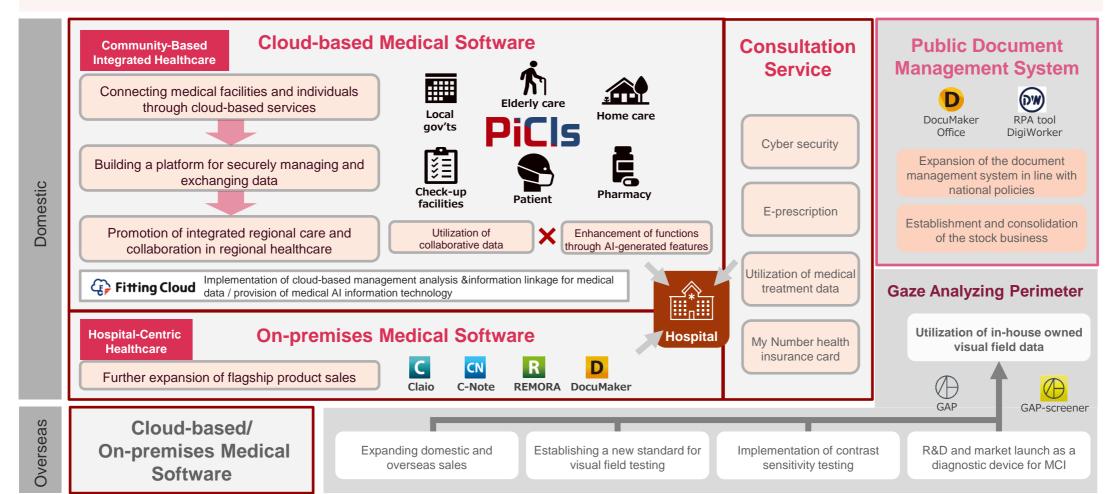
Equal Access to Medical Services

Digitally Connecting Medical Communities

Developing New Technologies for Healthy Livings



- Driving digitalization in and outside medical facilities, offering solutions that revolutionize the business models in the healthcare sector
- Proficient in processing and handling a variety of patient data owned by large hospitals
- · Providing consulting as software specialists and applying in-house technology to products for the public sector and medical devices



Establishment of a National Medical Information Platform

Medical AI · Big Data

- Generally, all medical institutions and pharmacies are connected to the Online Certification System for Healthcare
 - →Laying the Groundwork for Data Utilization
- The implementation of the Next Generation Medical Infrastructure Act will expand the collection and utilization of diverse real-world data
- In addition to the Health Insurance Claims Data currently being traded in the market, it will be possible to handle more accurate medical data such as medical records in the future

Advantages for hospitals and healthcare industry:

- · Support for diagnosis, treatment, and surgery
- Applications for disease and nursing care prevention and reduction of medical costs
- Development of new markets via data accumulation

Electronic Prescriptions

- The Japanese gov't targets all hospitals and pharmacies to implement e-Prescriptions by the end of March 2025, but the extension of transitional measures has postponed it until around this summer (As of March 2025, the adoption rate is approx. 30%)
- Medical facilities need to install Online Certification System for Healthcare and issue HPKI cards prior to the utilization of e-Prescriptions

Advantages for hospitals and healthcare industry:

- Optimization of dispensing and counseling tasks
- Prevention of duplicated prescriptions by centralizing management of prescribing information
- · Contribution to telemedicine and home care services

[Medical DX Reiwa Vision 2030]

Standardization of EMR Information (Promotion across all medical institutions)

Cloud-Based Services

- Cloud-based operations with high security levels are now possible without compromising the "three principles of electronic storage
- In small and medium-sized hospitals and clinics, the use of cloud-based products is expanding, while in large hospitals, on-premises system operation is still common
 - →The widespread adoption of cloud storage will likely accelerate as its market prices decrease
- Utilizing the cloud for the development of a Regional Collaboration Network

Advantages for hospitals and healthcare industry:

- Efficient information sharing enables smart coordination with other facilities
- No need for extensive capital investment, server room allocation, or regular system updates

Myna Insurance Card

- The Japanese is phasing out health insurance cards and integrate them into the national My Number identification system (conventional health insurance card abolished in Dec 2024)
- About 80% of medical institutions and pharmacies nationwide have started using online qualification verification system

Advantages for hospitals and healthcare industry:

- Enhanced healthcare through centralized medical history management
- · Reduction of administrative costs

Digitalization of Medical Treatment Fee Amendment

Telemedicine

- The 2022 revision of medical fees has led to an increase in the insurance points for initial consultation fees to 87% of in-person medical care, resulting in a rapid increase in facilities that have introduced telemedicine
- Meanwhile, there is a limited number of medical facilities that offer telemedicine services, and large hospitals are hesitant to fully implement them
 - →The applications are limited, primarily in second opinion outpatient settings
- Emergence of teleoperated surgical robots

Advantages for hospitals and healthcare industry:

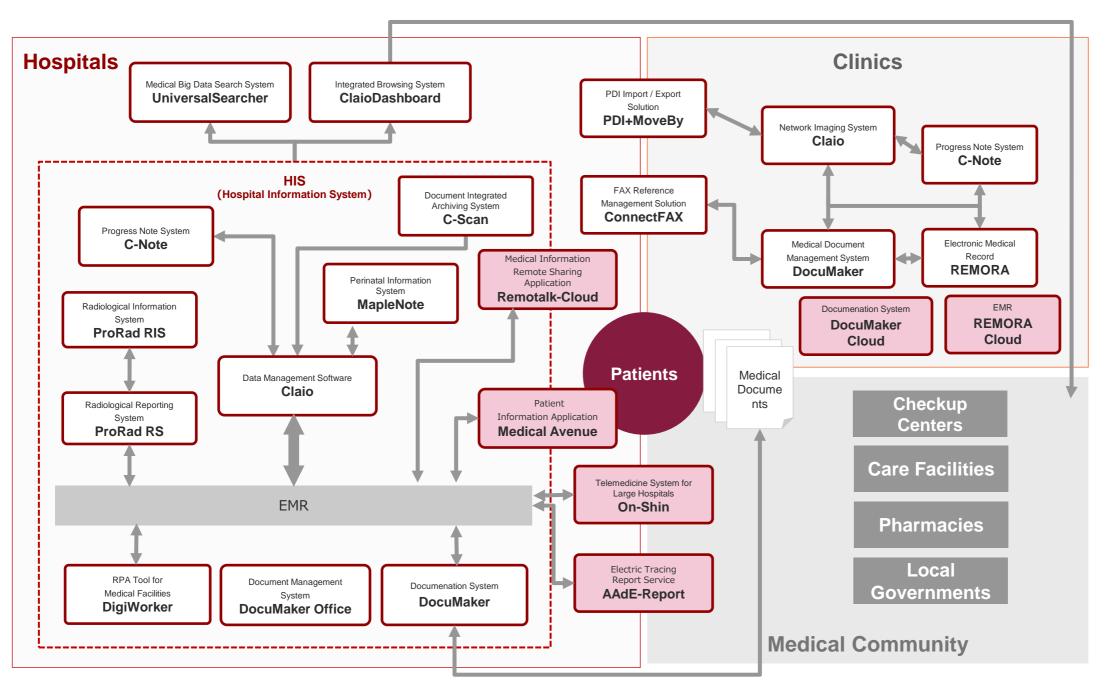
- Expanding the choice of medical facilities, improving healthcare systems in remote areas and to address medical service disparities
- The reduction of congestion and infection risk due to a drop in patient visits

Better Working Environments

- Started in April 2024, overtime work for employed physicians is now limited to no more than 960 hours per year
 - →Proper management of working hours is necessary
- Digitalization has also been accelerated for improvement of efficiency in medical practices

Advantages for hospitals and healthcare industry:

- Improvement in long working hours of physicians
- Sales opportunities for attendance management solutions



Cloud-based Solutions

On-Premise Solutions

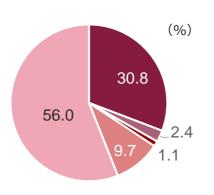
Number of shares and shareholders

Total number of authorized shares	78,336,000
Total number of issued shares	26,608,800
Number of shareholders	4,409

Breakdown of shares by type of shareholder

Туре	# of shares	# of shareholders	% of total shares in issue
Japanese financial institutions	8,193,700	13	30.8
Japanese securities companies	649,125	26	2.4
Other Japanese companies	282,532	31	1.1
Foreign investors	2,594,220	75	9.7
Japanese individuals, others (Including treasury shares)	14,889,223	4,264	56.0
Total	26,608,800	4,409	100.0

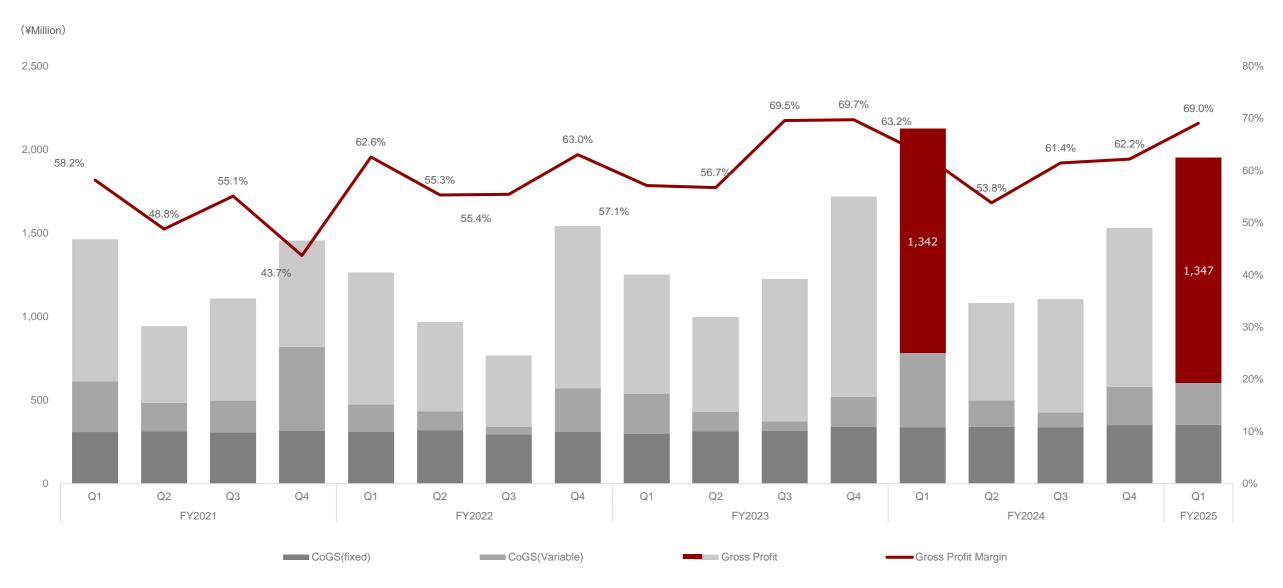
- Japanese financial institutions
- Japanese securities companies
- Other Japanese companies
- Foreign investors
- Japanese individuals, others (including tresury shares)



Principal shareholders

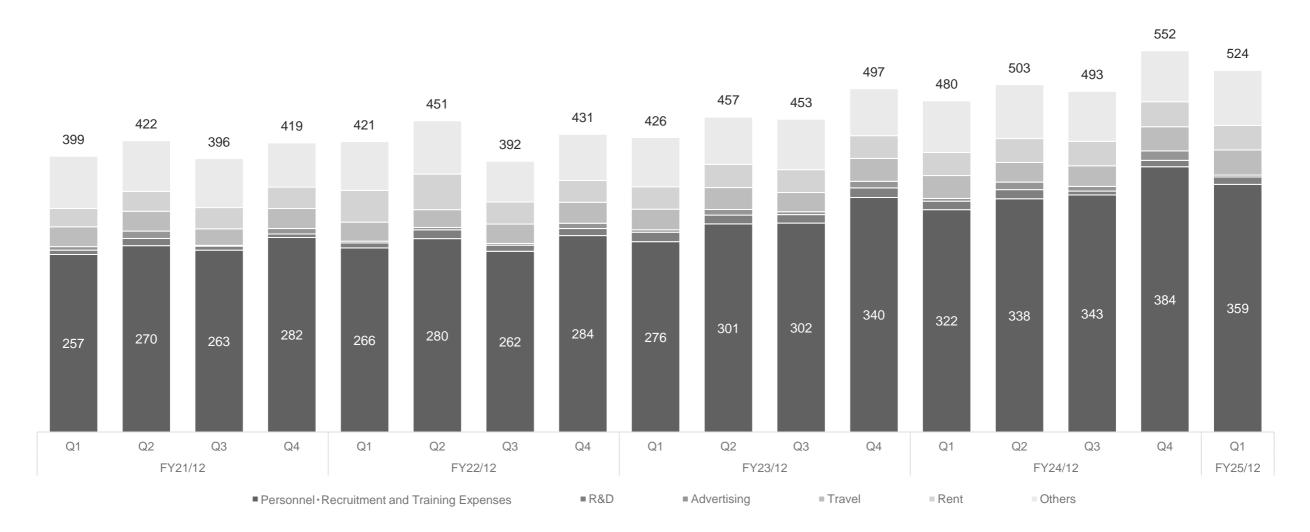
Name	# of shares	% of total shares in issue
Teruo Aibara	7,707,600	29.9
The Master Trust Bank of Japan, Ltd. (Trust Account)	3,293,400	12.8
Mizuho Trust & Banking Co., Ltd. Securities Custody Trust 0700068	1,440,000	5.6
Mizuho Trust & Banking Co., Ltd. Securities Custody Trust 0700067	1,440,000	5.6
CACEIS BANK/QUINTET LUXEMBOURG SUB AC / UCITS CUSTOMERS ACCOUNT (Standing proxy: The Hongkong & Shanghai Banking Corporation Limited, Tokyo Branch)	1,058,900	4.1
Ehime Bank, Ltd.	967,200	3.7
Keiji Takemura	963,000	3.7
Custody Bank of Japan, Ltd. (Trust Account)	798,000	3.1
THE BANK OF NEW YORK MELLON 140040 (Standing proxy: Settlement Sales Division, Mizuho Bank, Ltd.)	716,946	2.8
SCBHK AC LIECHTENSTEINISCHE LANDESBANK AG (Standing proxy: MUFG Bank, Ltd.)	275,000	1.1

(As of 31 December 2024)



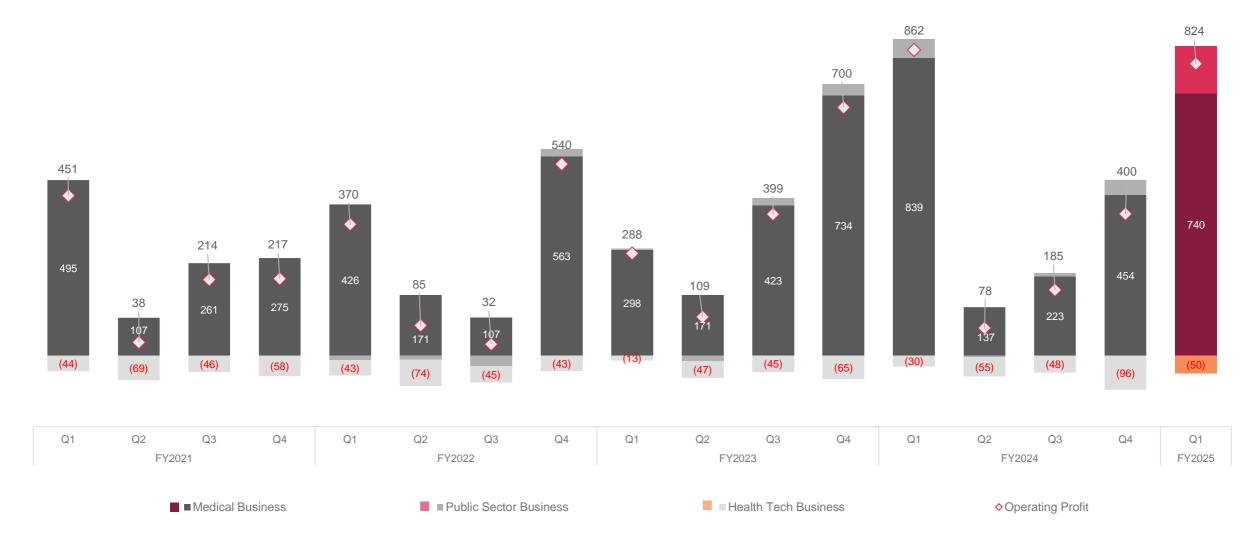
- Gross profit margin improved, with gross profit up 0.4% YoY
- Fixed costs are primarily personnel-related, while variable costs fluctuate significantly depending on procurement costs for large projects

(¥Million)



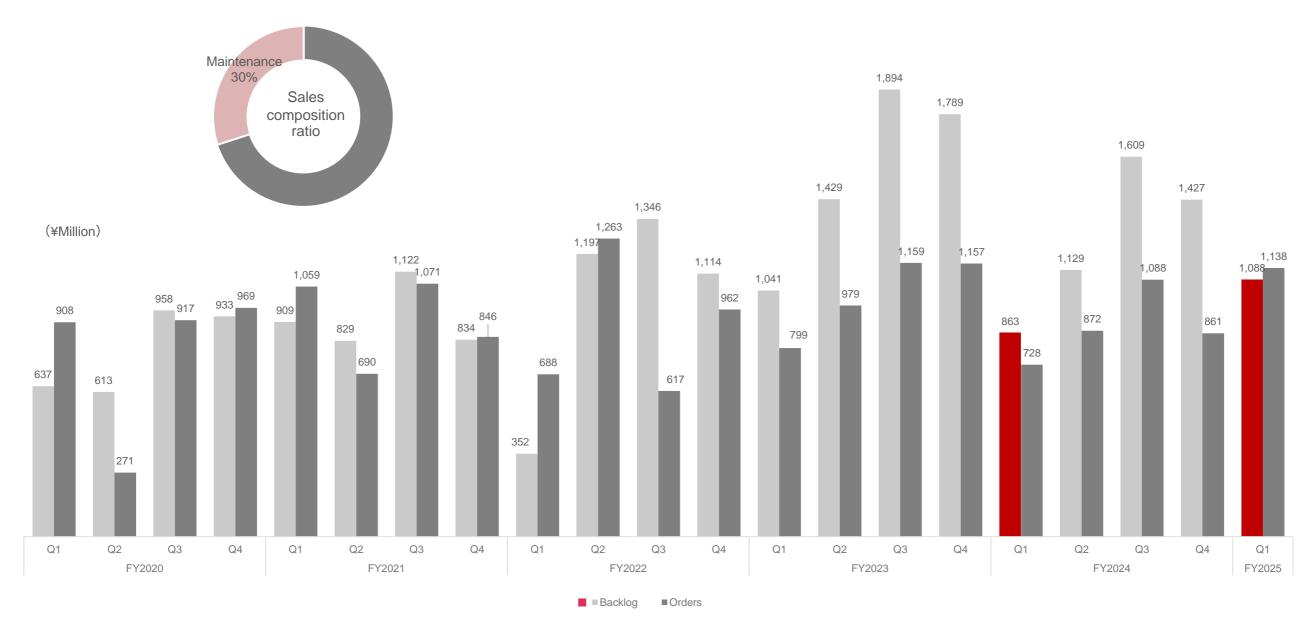
- Personnel and recruitment costs increased due to enhanced hiring and training efforts, but remain in line with the plan
- Q1 personnel and hiring/training costs rose 11.5% YoY
- Number of consolidated employees in Q1 FY2025: 311

(¥Million)

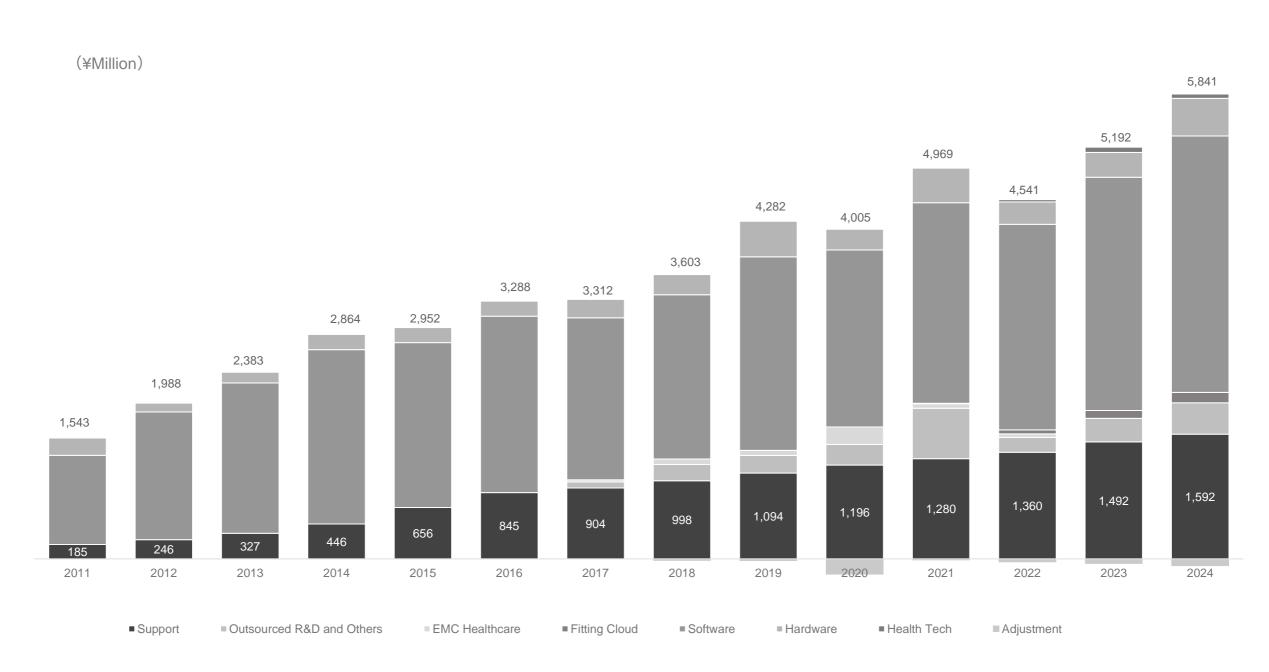


^{*}The "Accounting Standard for Revenue Recognition" has been applied from FY2022

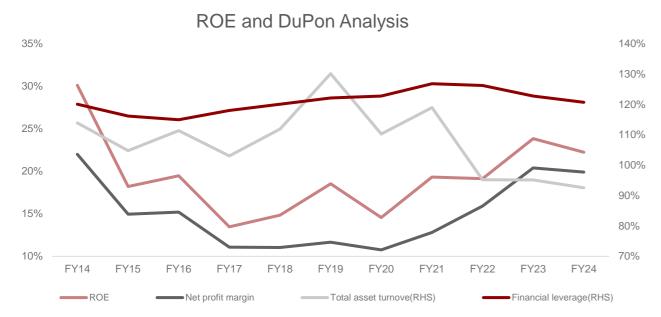
^{*} Business segments changed from FY2023. As for FY2022 figures are reallocated based on the change made Until FY2022. Public Business was included in Medical Business until FY2021. Figures above are unaudited

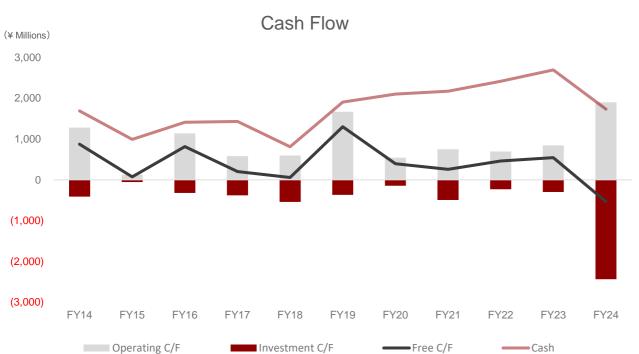


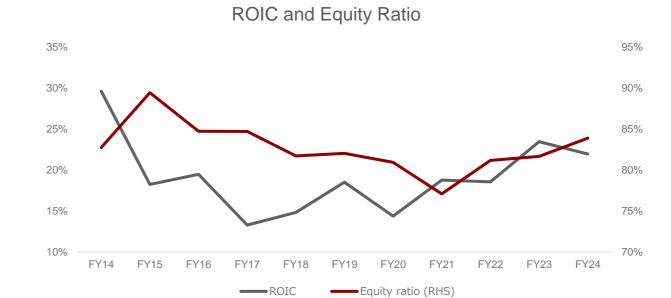
- Backlog reached a record high of ¥1,088 million at the end of Q1
- By segment, the public sector business performed particularly well, with backlog up 2.6 times YoY. The medical and health tech businesses also saw YoY increases of around 20%

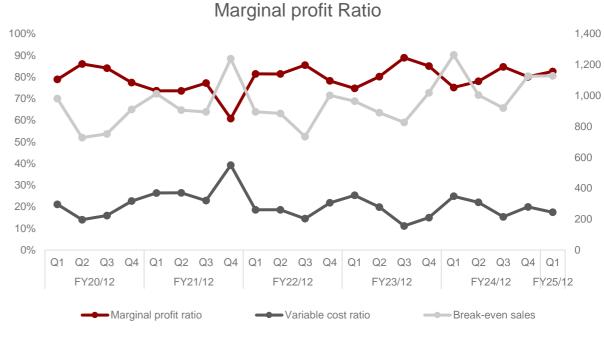


34



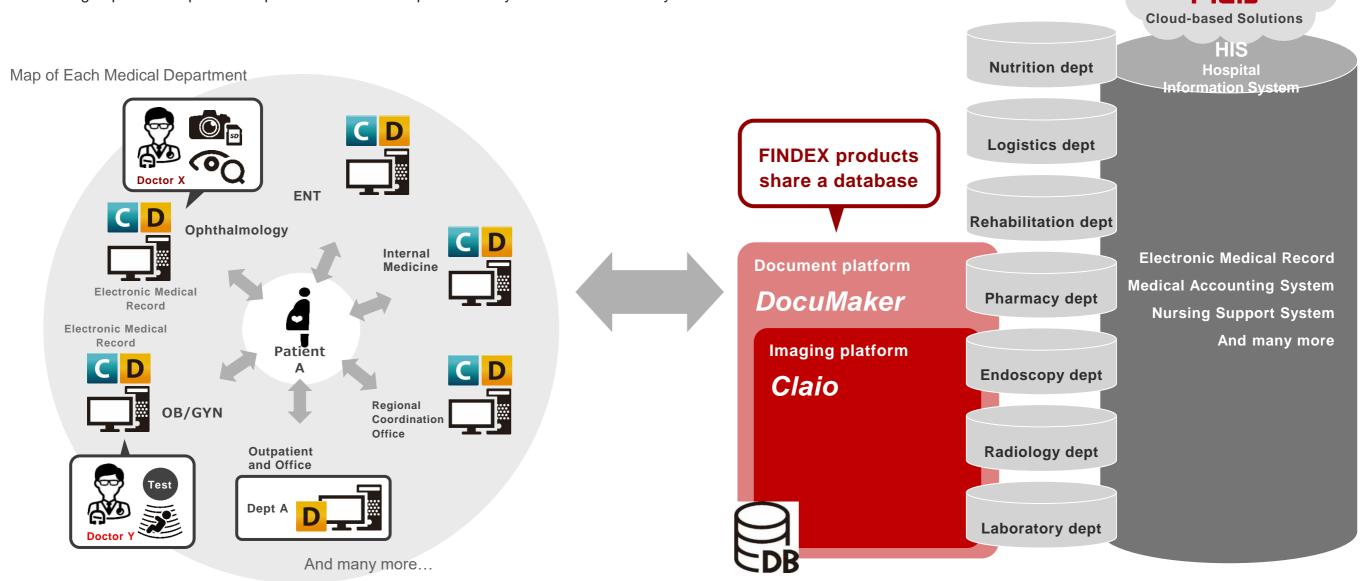






Overview of In-Hospital Solutions: Claio and DocuMaker as Platforms

- · Patient data is connected to departmental systems via the HIS (Hospital Information System)
- While each departmental system has its own unique database, *Claio* and *DocuMaker* serve as cross-departmental platforms that integrate and manage all systems
- · Providing department-specific templates allows each departmental system to be used easily



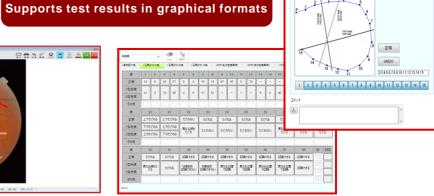
35

Claio is a medical data management system designed to efficiently manage images and data that are often overlooked during the transition from paper-based to paperless records. It is equipped with features that enable the valuable utilization of these resources.

Provide dedicated input templates suitable for each medical department

Connecting to medical imaging equipment in each department enables direct acquisition of numerical and image data, eliminating redundant input

As an informed consent tool, it enables high-quality medical care
Being able to draw directly on images allows for clear visual communication with patients



Before *Claio* was introduced to the market:

All medical devices were operated independently by each department

Centralized management and operation of all medi

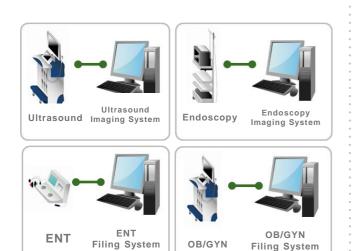
HIS

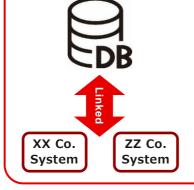
and operation of all medical devices and data within the hospital became possible Claio demonstrates its true value in large-scale and acute care hospitals, where a high number of devices, departments, and physicians result in increasingly complex workflows

Claio in Operation:

Ophthalmology-Specific Templates

An indispensable solution for hospitals, functioning both as an imaging platform and a departmental system

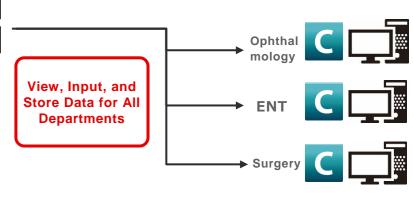




Hospital Information System



- Integrated with in-hospital databases as part of the electronic medical record system
- · Supports data file imports regardless of format
- $\boldsymbol{\cdot}$ View the same information across terminals in multiple departments
- $\boldsymbol{\cdot}$ Enables cross-departmental data management and secondary use
- Stores non-DICOM images and numerical data simultaneously
- · Reduces overall system implementation costs



And many more...

DocuMaker is a document creation and database software that digitizes handwritten medical documents easily without specialized knowledge. DocuMaker supports preparing hospital-specific formats and serves as a tool for document management, data entry, and data management.

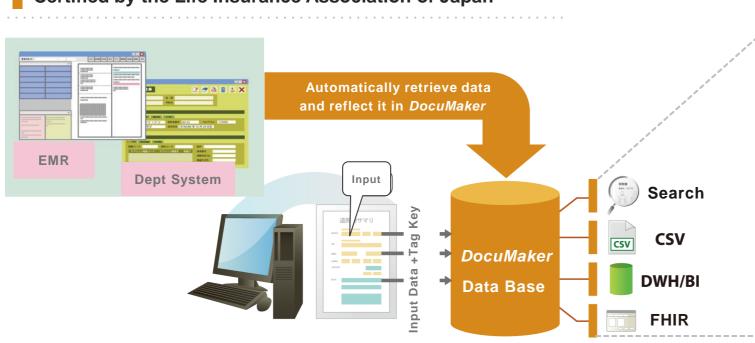
Cross-functional and team-wide use:

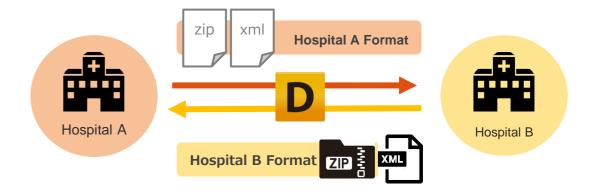
Customizable formats allow easy preparation of hospital-specific documents, enabling centralized management across teams and professions

Database integration and secondary use:

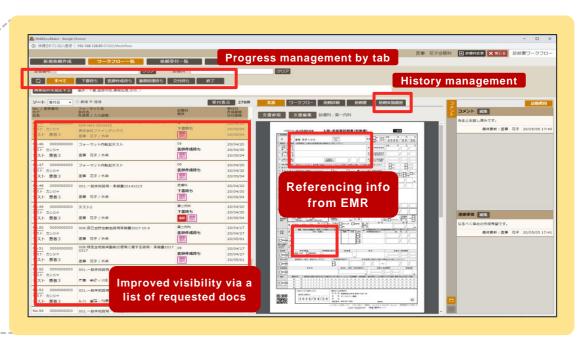
Stores report data for hospital management and medical care, supporting analysis and operations from daily practice to management

Certified by the Life Insurance Association of Japan





DocuMaker has been effectively utilized for regional collaborations among medical institutions



37

Progressive Software Creators

Always have, Always will.

