

# Supplementary Information on Q3FY2025 Quarterly Business Results Summary

FINDEX Inc.

November 13, 2025



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

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# **FINDEX Inc. Introduction**













# **Medical Business**

- Solving challenges in the healthcare industry through software solutions and Al
- Ensuring high profitability and scalability through high value-added products
- Expanding the medical data and medical network infrastructure businesses



# **Public Sector Business**

- Development of a SaaS-based eapproval and official document management system supporting municipal DX
- Offering an intuitive user interface and flexible customization, our service has earned high praise for its ease of use
- Through seamless document sharing and approval workflows, it provides strong support for remote work among government employees



# **Health tech Business**

- Utilizing medical data for drug discovery and research &development
- Development and commercialization of medical devices using cutting-edge technologies
- Global business expansion in the ophthalmology field
- Research on Mild Cognitive Impairment (MCI) using eye-tracking analysis

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Q3FY2025
Financial Performance Highlights

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# **KEY TAKEAWAYS**



### On track to exceed full-year forecast

• Q3 Result : Net sales  $\pm 4,372$  mio (YoY +1.5%)

: Operating profit ¥1,195 mio (YoY +6.2%)

• Progress rate: Net sales 72.6%

: Operating profit 81.6%

### **Key Growth Drivers**

- Certified by the Cabinet Office (September 30) as an "Enterprises Certified for Entrustment with Handling Medical and Other Data
- "under the Next Generation Medical Infrastructure Act
   → Building one of Japan's largest medical data
   platforms
- e-Prescriptions
   We offer an HPKI cloud-based signature service,
   positioning us to meet growing market demand as
   electronic prescription adoption expands
- Electronic Medical Record Data Sharing Service We support early infrastructure development by providing our in-house medical documentation service *DocuMaker Cloud* free of charge.

# Named on "TIME World's Best Companies in Sustainable Growth 2026"

 This ranking is a comprehensive analysis aimed at identifying companies that demonstrate outstanding performance in sustainable development while maintaining strong financial health. The study focuses on three key dimensions: revenue growth, financial stability, and environmental impact.

# **Public Sector Business growing rapidly**

- Q3 Result : Net sales  $\pm$  295 mio (YoY +49.8%)
  - : Operating profit  $\pm 113$  mio (YoY +92.1%)
- First product implementation in Tokyo's 23 wards confirmed
   (Itabashi City Document Management System redevelopment and operation & maintenance contract proposal, September 2)

# **Enhanced shareholder return through** increased dividends and share repurchase

· Dividends:

Our plan for FY2025 annual dividends: \(\frac{\pmathbf{4}}{17.0/\share}\) (YoY +\(\frac{\pmathbf{2}}{2.0}\))

Expected payout ratio is around 40%

Executing share repurchase (see p.20)
 Maximum amount of repurchase: ¥1 billion
 Maximum # of repurchasable shares: 1,333,300
 (5.19% of the total number of shares issued)

# Number of product shipments increases in Health Tech Business

- Q3 Result : Net sales ¥61 mio (YoY +137.5%)
- Through REXXAM, 50 units of the third batch of the perimeter *GAP* were shipped overseas
- Continuing to strengthen ties with domestic partners toward profitability
- MCI (Mild Cognitive Impairment) clinical study completed, moving to the trial phase

# Real World Data Classification - Medical Data Platform Business Overview-



Medical Data: Clinical data obtained in routine medical practice, reflecting patients' health status and treatment progress

RWD(Real World Data): A broad set of real world healthcare data, including electronic medical record data, claims data, health checkup data, and health information collected from wearable devices.

	Medical Reco d Data	Medical Claims Data	Health Check-up Data	PHR Data
Definition	Clinical record data entered into electronic medical records, including information such as chief complaints, test results, prescriptions, and progress notes	Accounting data issued by medical institutions that summarize information such as diagnoses, injuries, and medical expenses (medical fee statements)	Health checkup and medical screening data	An abbreviation for Personal Health Record. Refers to an individual's medical and health-related records
Purpose of use	<ul> <li>Drug discovery and clinical trials</li> <li>Epidemiological research</li> <li>Clinical research and development</li> <li>Public health and policy planning</li> <li>Hospital management improvement</li> <li>Health economics analysis</li> </ul>	<ul> <li>Epidemiological research</li> <li>Predictuion</li> <li>Hospital management improvement</li> </ul>	<ul> <li>Visualization of health conditions</li> <li>Health management</li> <li>Lifestyle improvement</li> <li>Prediction</li> </ul>	<ul> <li>Visualization of health conditions</li> <li>Health management</li> <li>Lifestyle improvement</li> <li>Prediction</li> </ul>
Users	<ul> <li>Pharmaceutical companies</li> <li>Medical device manufacturers</li> <li>Life insurance companies</li> <li>Research institutions</li> </ul>	Health insurers     Pharmaceutical companies	<ul><li>Health insurers</li><li>Municipalities</li><li>Corporations</li></ul>	Individuals     Healthcare Providers
Data handling qualifications	Organizations certified by the Cabinet Office of Japan:	-	-	-
Usefulness of data	***	***	**	**

# **Q1-3 FY2025 Financial Performance Highlights**



- Q1-3: Group revenue and profit rose, driven by growth in the Public Sector and Fitting Cloud businesses
- Q4 is expected to show further gains, keeping full-year targets on track
- Higher margins from service expansion and product mix lifted operating profit
- Shipped the third overseas lot of the perimeter GAP

(¥Million)	Q1-3 FY2024	Q1-3 FY2025	YoY	Forecast (FY2025)	Progress Rate
Net sales	4,310	4,372	1.5%	6,022	72.6%
Medical Business	4,087	4,015	(1.7)%	5,550	72.4%
Public Sector Business	197	295	49.8%	372	79.4%
Health Tech Business	26	62	137.5%	100	61.9%
Gross profit margin	2,602	2,813	8.1%	-	-
SG&A	1,476	1,618	9.6%	-	-
Operating profit	1,126	1,195	6.2%	1,465	81.6%
Medical Business	1,200	1,218	1.5%	_	-
Public Sector Business	59	114	92.1%	_	-
Health Tech Business	(133)	(136)	-	_	_
Recurring profit	1,133	1,240	9.5%	1,515	81.9%
Profit attributable to owners of parent	832	853	2.6%	1,108	77.0%

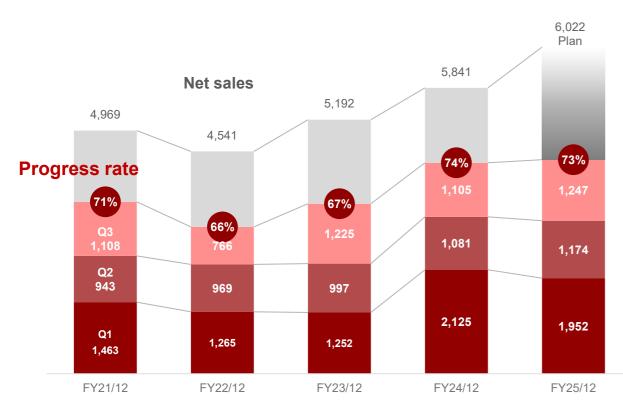
# Q3FY2025 Progress Rate vs. Annual Financial Results and Forecasts

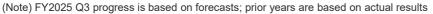


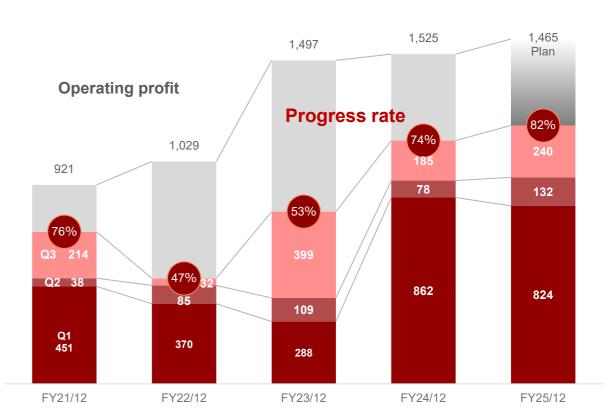
- Q3 results continued to exceed the initial forecast
- · Compared with prior years, FY2025 remains on track toward achieving full-year targets
- This fiscal year is following a pattern similar to FY2022, with stronger sales expected in the first and fourth quarters

#### Progress Rate vs. Net Sales (¥Million)

#### **Progress Rate vs. Operating Profit (¥Million)**





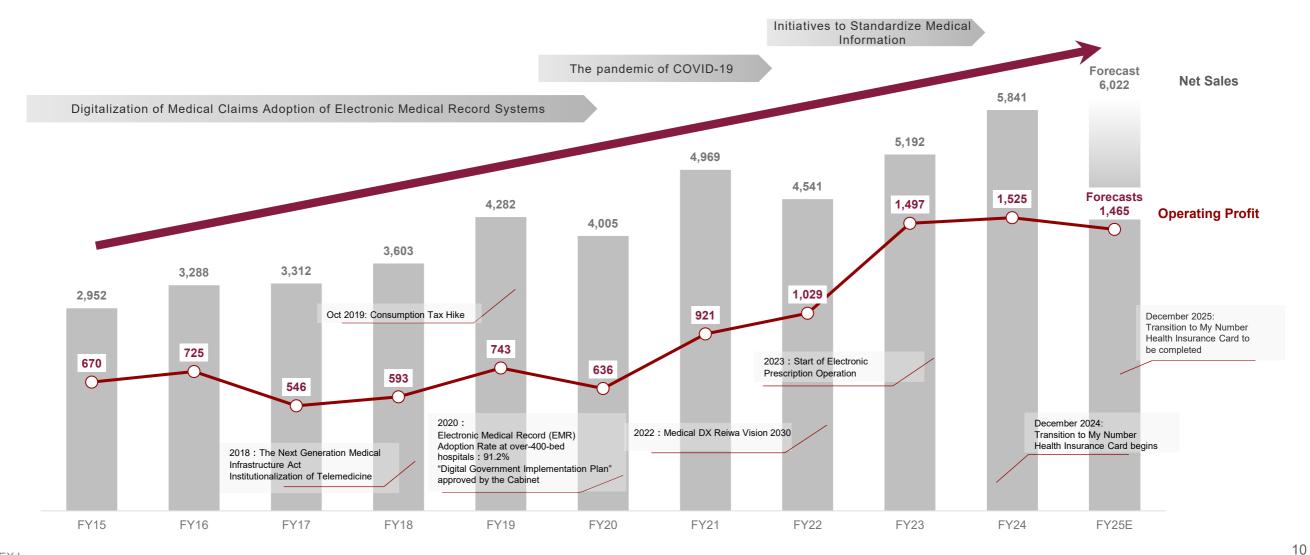


(Note) FY2025 Q3 progress is based on forecasts; prior years are based on actual results

# **Net Sales and Operating Profit Trends**



- · Steady business expansion driving sustainable growth
- The decline in revenue in 2020 was due to a reactionary drop following pre-consumption tax hike demand, while in 2022, sales activities were impacted by the COVID-19 pandemic
- Although challenges such as deteriorating hospital finances and a shortage of medical professionals persist, demand for medical information systems—essential for healthcare delivery—remains strong
- In the public sector, our document management systems are highly rated for their intuitive user interface (UI) and robust after-sales support



# **Q3FY2025** Balance Sheet



- While treasury shares are being repurchased, the balance sheet remains largely unchanged, and financial soundness is maintained, with an equity ratio of 83.5%
- Due to internal operational changes in inventory management, the number of items held in merchandise, finished goods, and work-in-progress has decreased
- The share buyback is expected to enhance ROE and EPS
- Investment securities are liquid subordinated bonds from major banks, available for flexible use. Including cash and deposits, we are ready to flexibly pursue growth opportunities such as M&A

B/S (¥Millions)	FY2024	Q3 FY2025	Changes
CURRENT ASSETS	3,582	3,250	(332)
Cash and deposits	1,734	1,605	(128)
Notes and accounts receivable - trade and contract assets  Merchandise and finished goods, work in progress	1,550 190	1,339 158	(210) (31)
Raw materials and supplies Other	50 58	33 113	(16) 55
NON-CURRENT ASSETS	3,102	3,077	(24)
Property, plant and equipment Intangible assets Software	80 311 311	87 300 300	7 (10) (10)
Investments and other assets Investment in securities	2,711 2,315	2,689 2,286	(21) (28)
TOTAL ASSETS  LIABILITIES	6,684 1,076	6,328 1,025	(355)
TOTAL CURRENT LIABILITIES  TOTAL NON-CURRENT LIABILITIES  Long-term and short-term interest-bearing liabilities	774 303 0	732 293 0	(41) (9) 0
NET ASSETS	5,607	5,302	(304)
Treasury shares	(772)	(1,514)	(742)
TOTAL LIABILITIES and NET ASSETS	6,684	6,328	(355)

Q3FY2025 Segment Performance

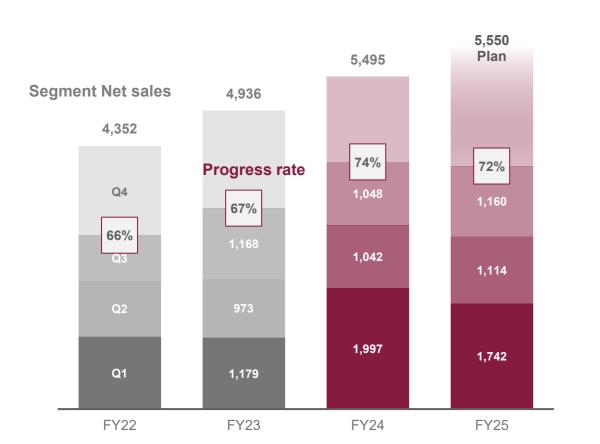
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# **Medical Business (1/2)**

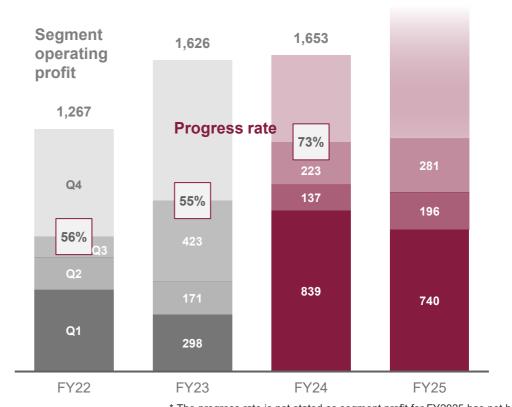


- Revenue decreased 1.7% YoY, while operating profit up 1.5%, driven by the growth Fitting Cloud businesses and the introduction of new high-value-added services
- Strategic products such as the PiCls cloud service series, including the electronic tracing report service AAde-Report, and the Al-powered document creation tool CocktailAI, saw continued increases in adoption. However, as these are subscription-based services, their impact on current earnings remains moderate
- In October, the company launched PiCls Connect, a medical data linkage service. Integrated with the government-led "Electronic Medical Record Data Sharing Service", it promotes regional collaboration through online data sharing. Based on successful early implementation at Chiba University Hospital, nationwide rollout is now underway





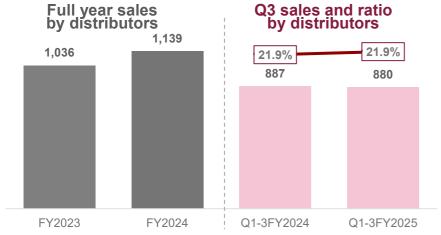
### **Operating Profit and Progress Rate (¥Million)**

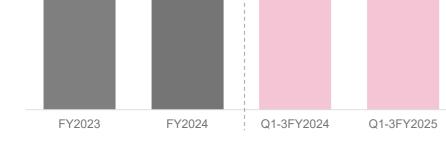


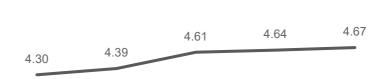
# Medical Business (2/2)



### Trends in Distributors Sales (¥Million)





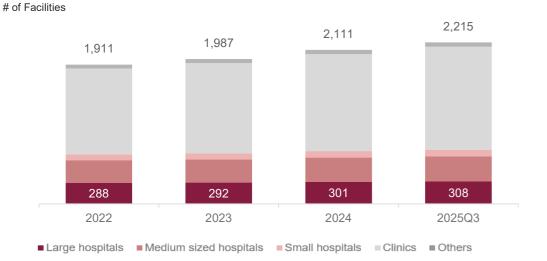


**Average Numbers of Solutions** 

**Installed per Medical Facility** 

#### 3.16 3.15 3.10 3.06 2.96 2.72 2.70 2.67 2.53 2.49 2.40 2.39 2.34 2.36 2.22

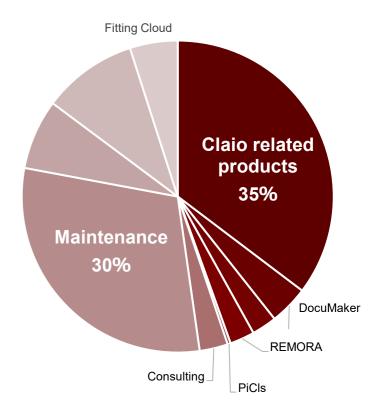
# **Changes in the Number of Medical Solutions Users**







#### Composition of Sales by Products (%)



- Claio related products
- MoveBy
- PiCls
- Maintenance
- Other

- DocuMaker
- REMORA
- Consulting
- Hardware
- Fitting Cloud

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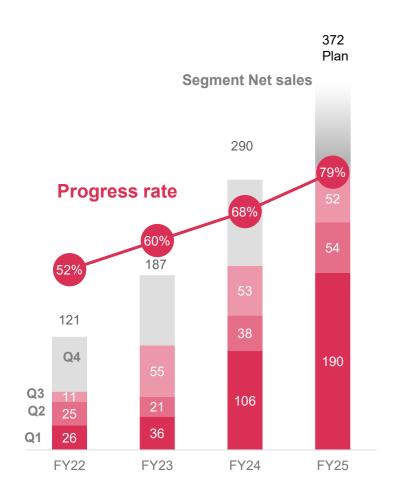
# **Public Sector Business**

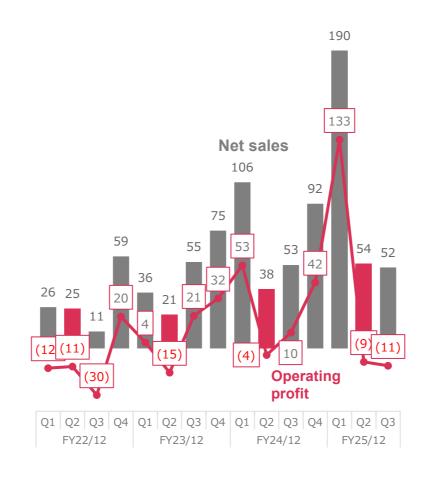


- Net sales up 49.8% YoY, operating profit up 92.1% YoY both at a high level compared to the same period in previous years
- The main product, the SaaS-based solution *DocuMaker Office*, was newly implemented by 15 municipalities and 4 medical institutions, bringing the cumulative total to 54 municipalities and 13 medical institutions
- A large-scale project was also received from one ward in Tokyo's 23 wards. In preparation for next year's operation, the Company will implement appropriate personnel allocation

**Net Sales and Progress Rate (¥Million)** 

Quarterly Net Sales and Operating Profit (¥Million)







Q2 Q3 Q4

FY23/12

FY22/12

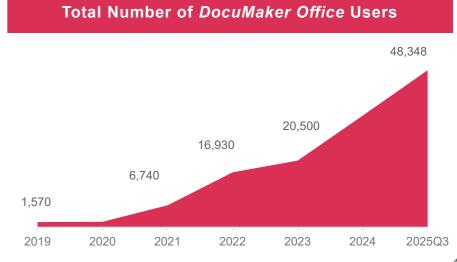
Q1

Q2 Q3

FY24/12

Q1 Q2 Q3

FY25/12



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# **Health Tech Business**

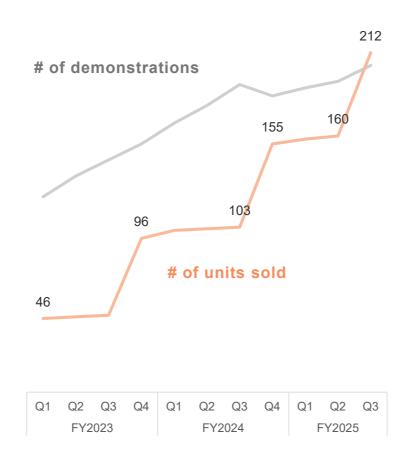


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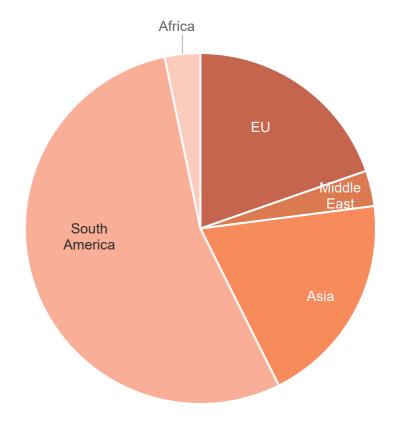
- Net sales up 137.5% YoY to ¥62 million, while operating loss was ¥135 million (vs. ¥132 million last year)
- · Although expenses increased due to raw material valuation losses and expansion of the Al Analytics Team, higher sales kept the loss increase minimal
- Certified by the Cabinet Office of Japan as an "Enterprises Certified for Entrustment with Handling Medical and Other Data" under the Next Generation Medical Infrastructure Act (September 30, 2025), and launched a new business to advance medical data utilization
- GAP-related business also progressed steadily, with 57 units shipped (including overseas) and rising domestic demand for the GAP-screener
- Development of new functions and the MCI (Mild Cognitive Impairment) medical device application are on track

# Net sales and operating profit (¥Million) 100 Plan **Segment Net sales** Q4 Q3 Q2 Q1 FY22 FY25 FY23 FY24 \*As of Q3 • (136) Segment operating profit (205)(229)

# Cumulative numbers of sales and domestic demonstrations



#### International shipping records by region



 $<sup>^{\</sup>star}$ Sales and profit by a former subsidiary EMC Healthcare are included in FY2022

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# Initiatives to Achieve FY2025 Financial Targets

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# **FY2025 Earnings Forecast**



- There are no changes to the earnings forecast announced at the beginning of the fiscal year
- The plan was set on a conservative basis, and performance contributions from new businesses in each segment have not been factored into the forecast.

(¥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%

# FY2025 Segmental Initiatives to Achieve the Targets and Their Current Status



#### Initiatives to achieve the targets

#### **Current Status**

· Our on-premises hospital system has established itself as the de facto standard

· Pursuing a selection and focus strategy toward high value-added products

# Medical Business

- Improving the Management of Medical Institutions
  - ✓ Expanding product offerings that enhance profitability and reduce costs for medical institutions
  - ✓ Developing operational support services alongside products such as CocktailAl and PiCls
- Promoting the digital networking of the healthcare sector
  - ✓ HPKI Secondary Digital Certificates (e-prescriptions) and DocuMaker Cloud
- · Further expanding sales of core products
  - ✓ Strengthening business model to adapt to a changing market environment
- · Released cloud-based and generative Al products
- Expanding our reach to target users through freemium models and limited-time campaigns

# Public Sector Business

- Establishing efficient sales channels and expanding product functions
  - ✓ Developing new distributor partnerships
  - ✓ Enhancing integration with other systems
- Expanding multi-channel marketing to increase product awareness
- Strengthening the sales organization to further drive expansion by leveraging existing installation achievements
- Secured multiple large-scale projects, each serving over 5,000 users per facility
- Entered the Tokyo 23 wards market for the first time
- Conducted marketing initiatives such as online advertising and exhibition participation

# Health Tech Business

- Building a business structure aligned with the Next-Generation Medical Infrastructure Act
- Expanding and strengthening collaboration with domestic and international distributor candidates
- · Expanding overseas sales regions
- · R&D on contrast sensitivity testing functions
- R&D related to MCI (Mild Cognitive Impairment)

- Strengthened the Al Analytics Team responsible for analyzing medical vital data
- Established a new business, the Medical Data Platform Division (October 29)
- Enhanced indirect sales efforts by assigning specialized personnel and significantly increasing opportunities for briefings and training sessions for ophthalmic medical device dealers nationwide
- Completed preparations for applying for MCI (Mild Cognitive Impairment) certification as a medical device

# **Share Repurchase Executed - Updates**

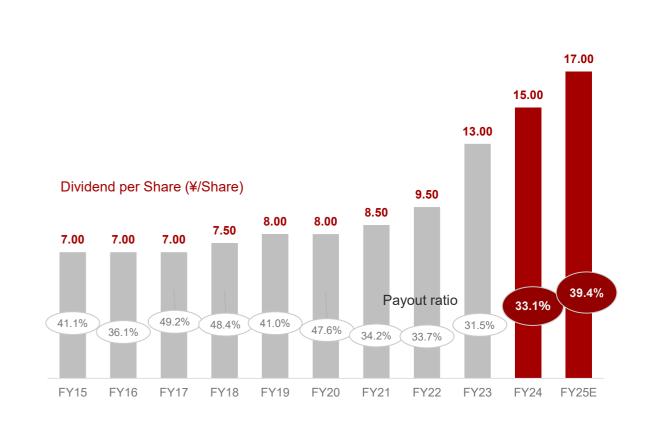


- Executing share repurchase of up to ¥1.0 billion or 5.19% of outstanding shares, considering shareholder returns and capital efficiency
- As of October 31, 1,154,100 shares (¥883 million) has been repurchased. The period of repurchase is until December 7th, 2025
- FY2025 projected dividend payout ratio: approx. 40%

Details of Share Repurchase			
Class of shares to be repurchased	Common shares		
Total number of repurchasable shares	1,333,300 shares (maximum) ( <b>5.19</b> % of the total number of shares issued excluding treasury shares)		
Total repurchase amount	¥1,000,000,000 (maximum)		
Repurchase period	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	1,154,100 shares	
Total purchase price for requrchase of shares	¥883,808,700	
Repurchase period	From March 14, 2025 to October 31, 2025	





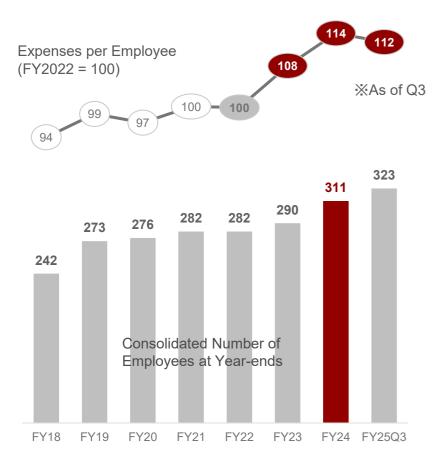


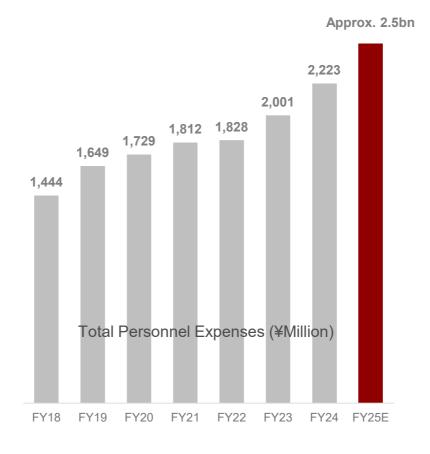
- Hiring is on track, with nearly all of the 15 planned new positions filled. As of Sep. 30, the total number of full-time employees on a consolidated basis reached 323
- · With proactive hiring and strategic reallocation of personnel, recent staff shortages are easing
- Leveraging generative AI to boost internal productivity and reduce reliance on individual expertise
- Cloud adoption in medical systems is accelerating, shifting from on-site operations to a knowledge-driven service model leveraging expertise and data

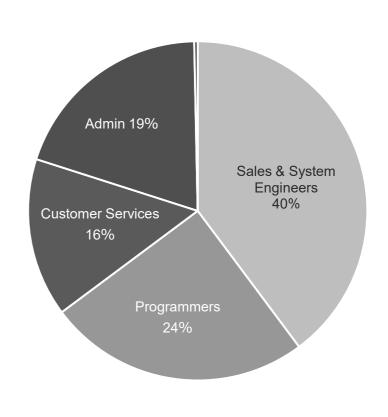
Trends on the number of Consolidated Employee and Expenses-per-Employee

**Trends in Total Personnel Expenses** 

Employee Composition (As of Sep. 30, 2025)







21

<sup>\*</sup>Calculated based on the number of permanent employees

<sup>\*</sup>Executives, part-time employees, and temporary staffs are excluded

# **Next Generation Medical Infrastructure Act and Certified Enterprises**



# **Next Generation Medical Infrastructure Act:**

The official name is "The Act on Anonymized Medical Information to Contribute to Medical Research and Development". This law promotes the use of individual medical data—such as health checkup results and electronic medical records—by allowing such information to be pseudonymized or anonymized for research and development in the medical field. It serves as a special provision under the Act on the Protection of Personal Information, permitting third-party use of medical data without requiring prior consent from individuals.

List of Certified Enterprises Certified Producer of Medical Data

Enterprises Certified for Entrustment with Handling Medical and Other Data Life Data Initiative (General Incorporated Association)



NTT DATA Japan Corporation

Japan Medical Association Medical Information Management Organization (J-MIMO)



ICI Inc.

**NS Solutions Corporation** 

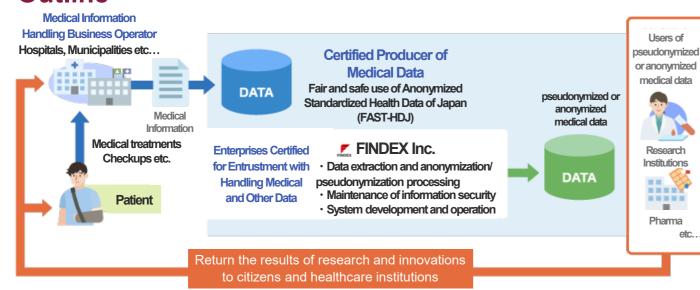
Fair and safe use of Anonymized Standardized Health Data of Japan (FAST-HDJ)



Hitachi, Ltd

FINDEX Inc.

## **Outline**



# **Timeline of Our Business:**

#### September 2025:

Certified as a "Enterprises Certified for Entrustment with Handling Medical and Other Data"

#### November 2025:

Medical Data Platform Business" has been established within the Health Tech Business segment

#### December 2026:

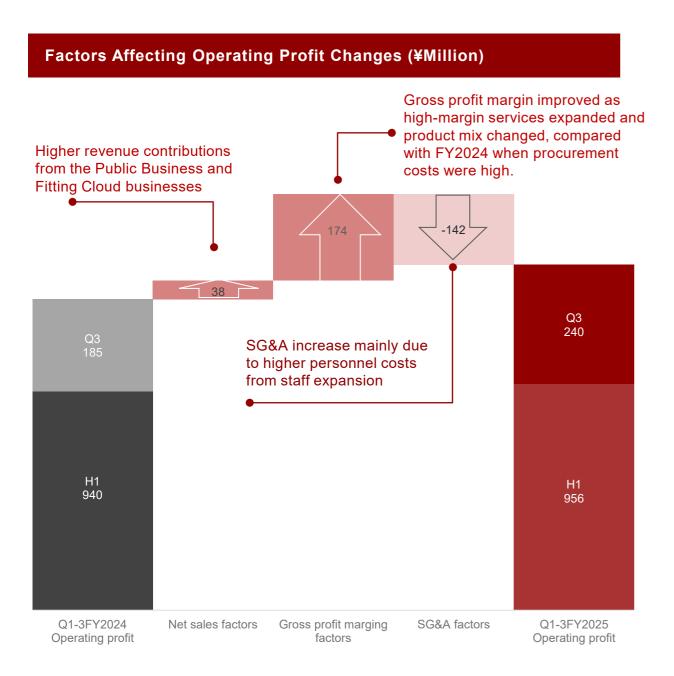
Completion of organizational restructuring through talent enhancement and training. Aligned operations with the Al Analytics Team

#### January 2030:

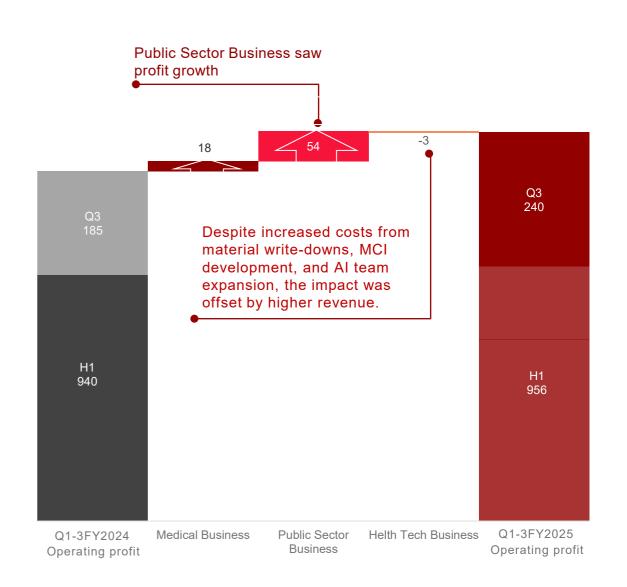
Growth as one of our core business pillars — Building one of Japan's largest electronic medical record data platforms

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### Factors Affecting Segment Profit Changes (¥Million)



24

Among National, Public and Private University Hospitals in Japan:

Approx. **80**%



Among Large Hospitals in Japan: Approx. 40 %

are our customers

\*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	Q2FY2025	Q3FY2025	QoQ	
Large hospitals (400 beds and more)	309	308	-1	<b>※</b>
Medium sized hospitals (100-399 beds)	338	341	+3	
Small hospitals (20-99 beds)	90	90	0	
Clinics (19 beds and less)	1,383	1,417	+34	
Other	59	59	0	
Total	2,179	2,215	+36	

XOne facility reclassified as a medium-sized hospital due to fewer beds.

(# of Facilities)

Solutions for Public Sector –By Product	Q2FY2025	Q3FY2025	QoQ
Solutions for Public Sector	53	54	+1
Solutions for Medical Facilities	13	13	0
Total	66	67	+1

#### **Establishment of a National Medical Information Platform**

#### Medical Al · 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**

- With the integration of the My Number Card and the health insurance card, the traditional card will be abolished and replaced by the My Number Card as your Health Insurance Certificate in December 2025.
- About 90% 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

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# **Enriching Society with Technologies and Creation**

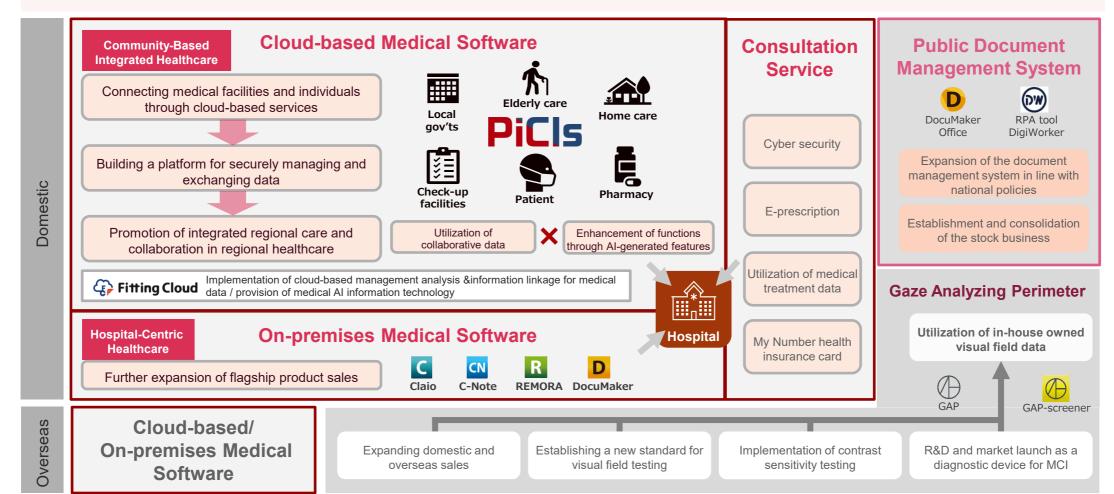
**Equal Access to Medical Services** 

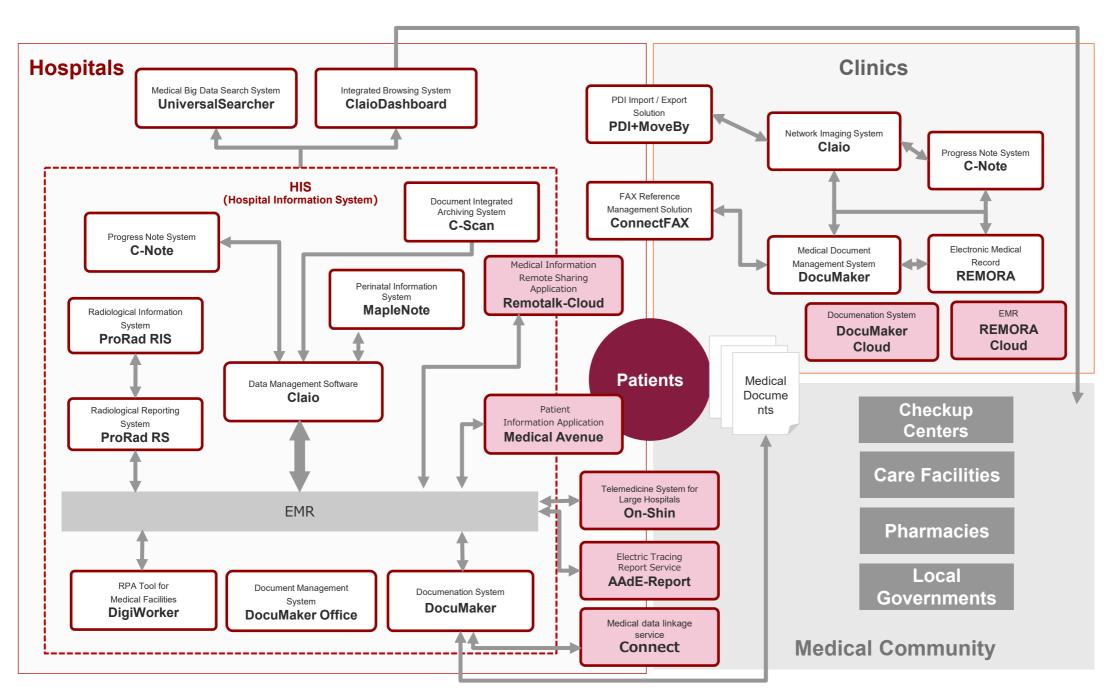
**Digitally Connecting Medical Communities** 

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





Cloud-based Solutions

**On-Premise Solutions** 

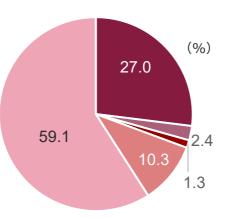
#### Number of shares and shareholders

Total number of authorized shares	78,336,000
Total number of issued shares	26,608,800
Number of shareholders	4,848

# Breakdown of shares by type of shareholder

Туре	# of shares	# of shareholders	% of total shares in issue
Japanese financial institutions	7,178,100	12	27.0
Japanese securities companies	637,911	27	2.4
Other Japanese companies	341,464	34	1.3
Foreign investors	2,731,909	84	10.3
Japanese individuals, others (Including treasury shares)	15,719,416	4,691	59.1
Total	26,608,800	4,848	100.0

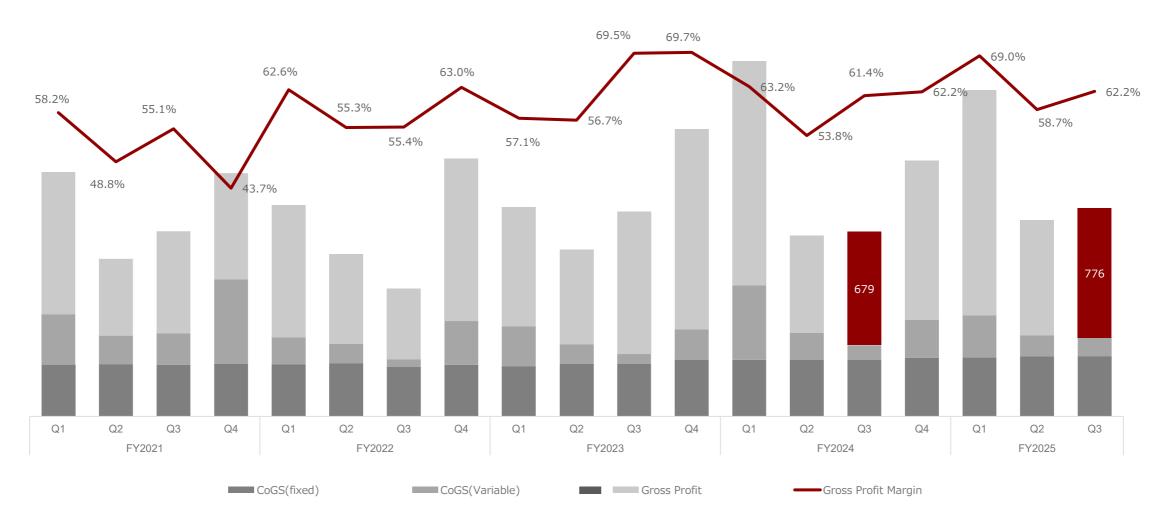
- Japanese financial institutions
- Japanese securities companies
- Other Japanese companies
- Foreign investors
- Japanese individuals, others (including tresury shares)



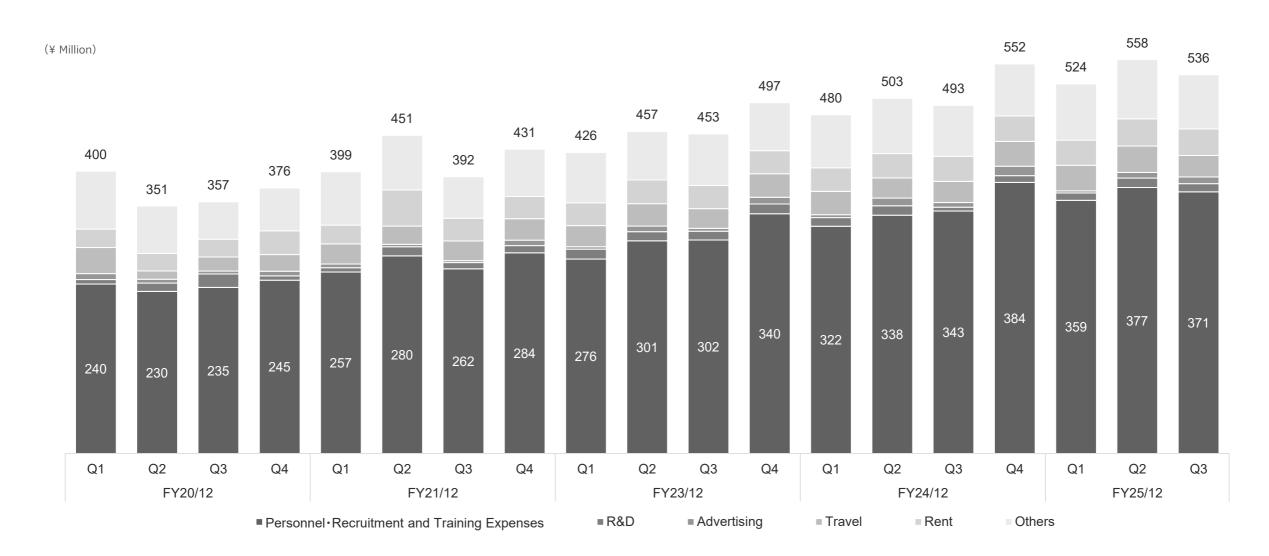
## Principal shareholders

# of shares	% of total shares in issue
7,707,600	30.5
2,738,100	10.8
1,440,000	5.7
1,440,000	5.7
967,200	3.8
876,200	3.5
868,500	3.4
797,000	3.2
349,800	1.4
275,000	1.1
	7,707,600  2,738,100  1,440,000  1,440,000  967,200  876,200  868,500  797,000  349,800

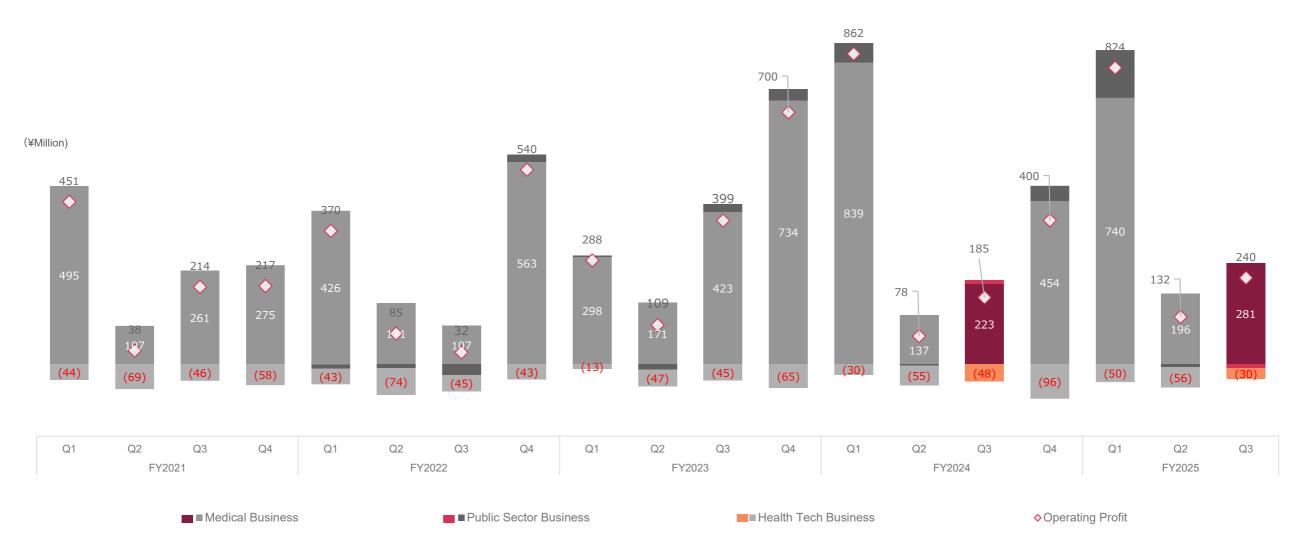
(¥ Million)



- Gross profit margin improved, with gross profit up 14.4% YoY
- Fixed costs are mainly personnel-related; variable costs depend on large-project procurement, while overall activity is higher in Q1 and Q4.

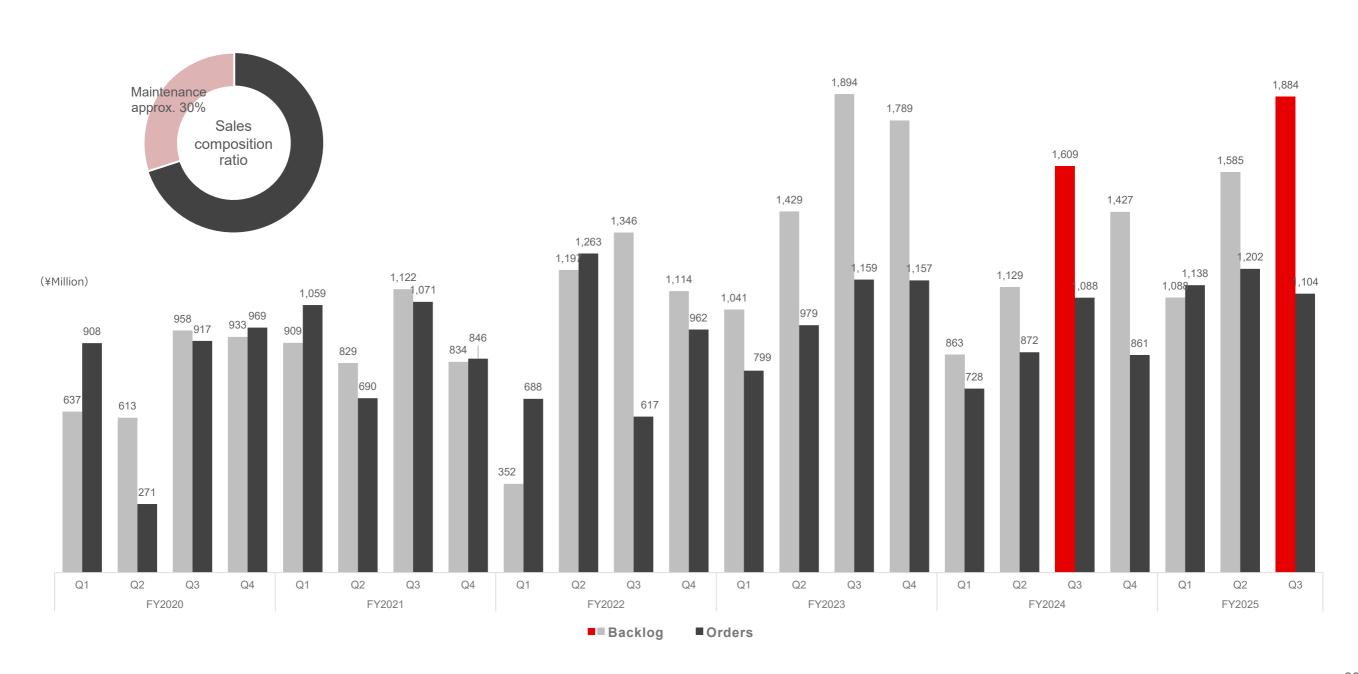


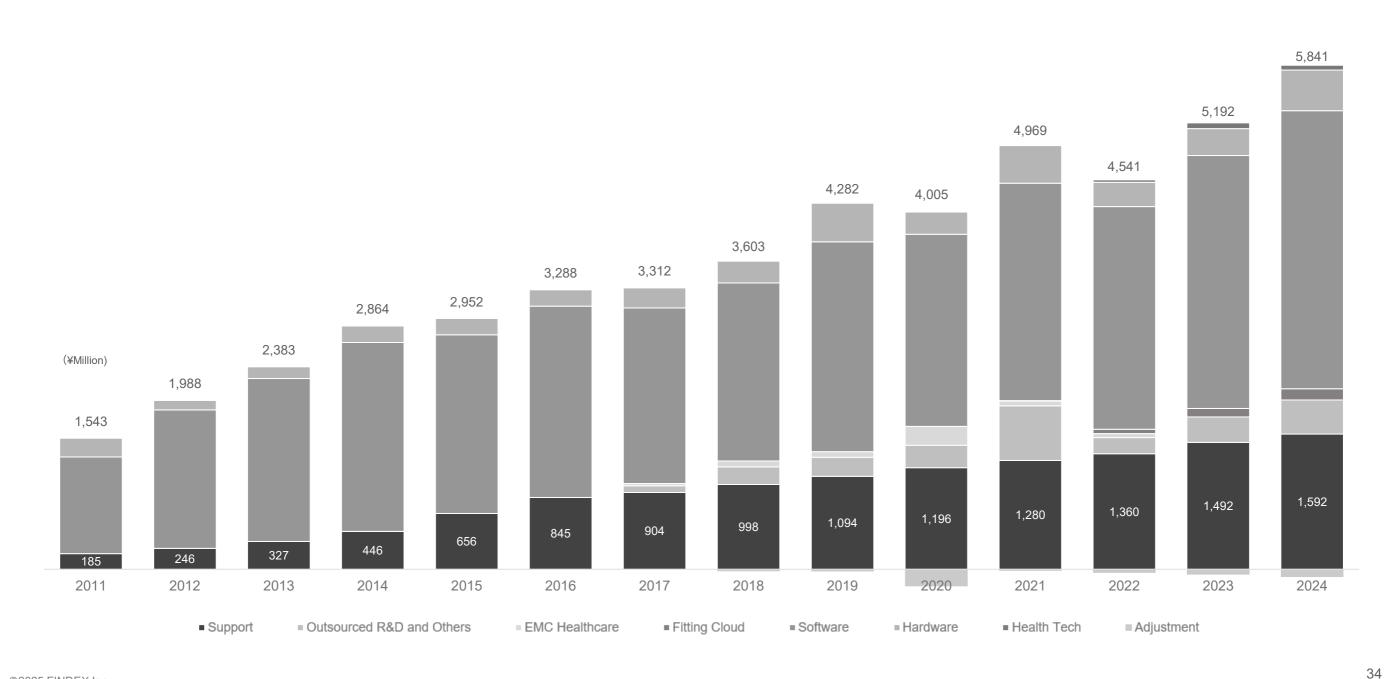
- Personnel and recruitment costs increased due to enhanced hiring and training efforts, but remain in line with the plan
- Q3 personnel and hiring/training costs up 8.1% YoY
- Number of consolidated employees at the end of Q3FY2025 : 323

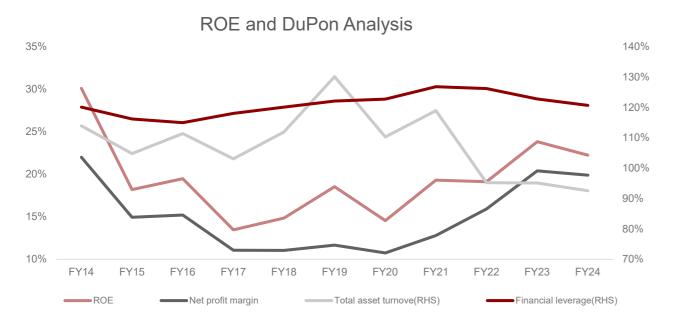


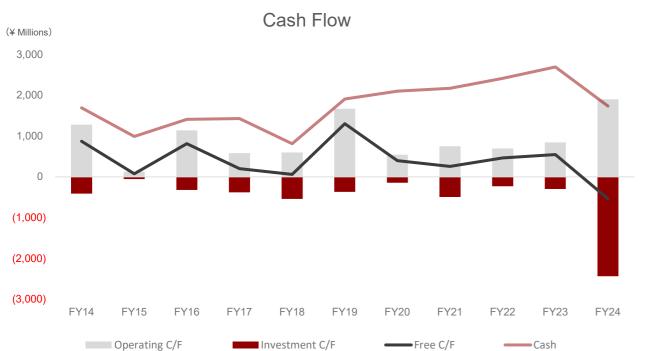
<sup>\*</sup> The "Accounting Standard for Revenue Recognition" has been applied from FY2022

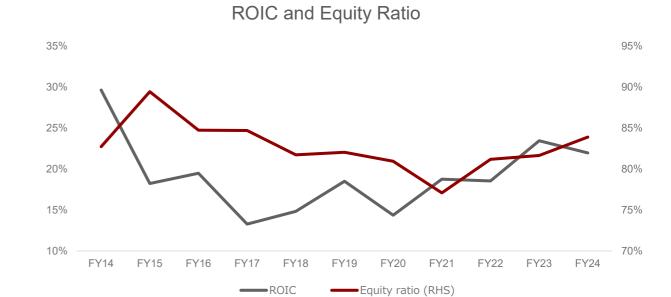
<sup>\*</sup> Business segments changed from FY2023. As for FY2022 figures are reallocated based on the change made Until FY2022. Public Business was included in Medical Business until FY2021. Figures above are unaudited

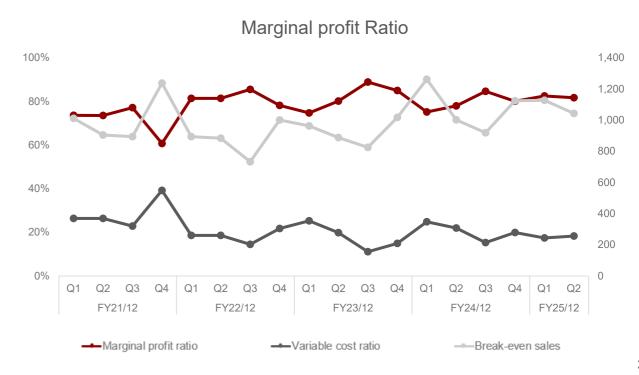








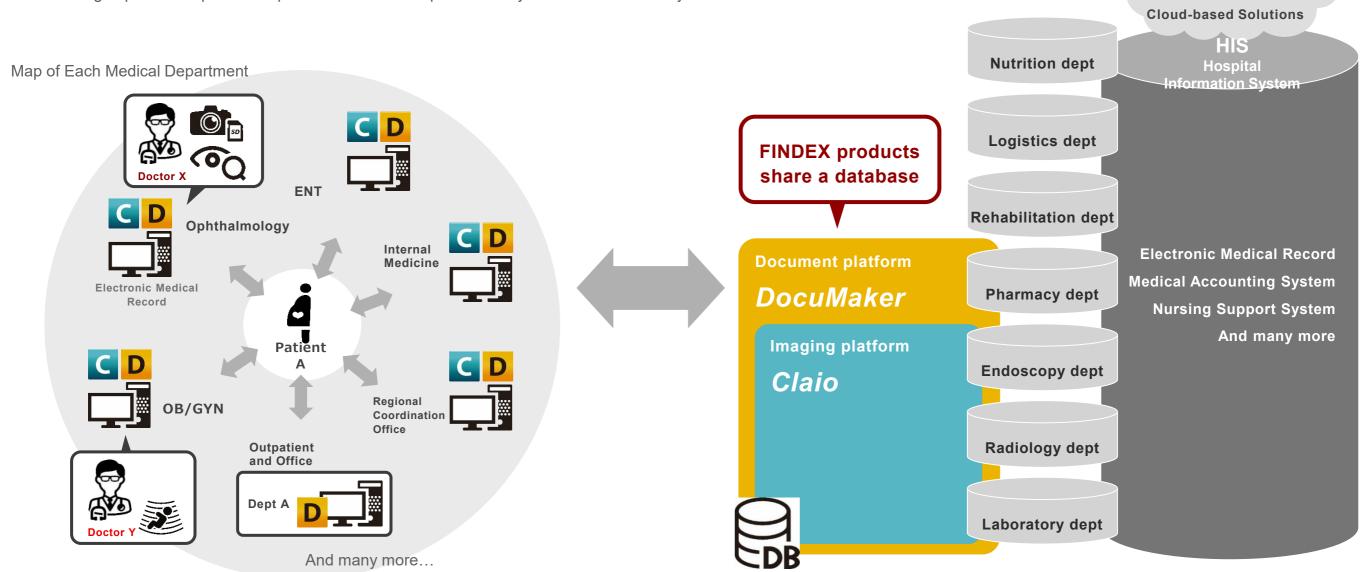




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# Overview of In-Hospital Solutions: Claio and DocuMaker as Platforms

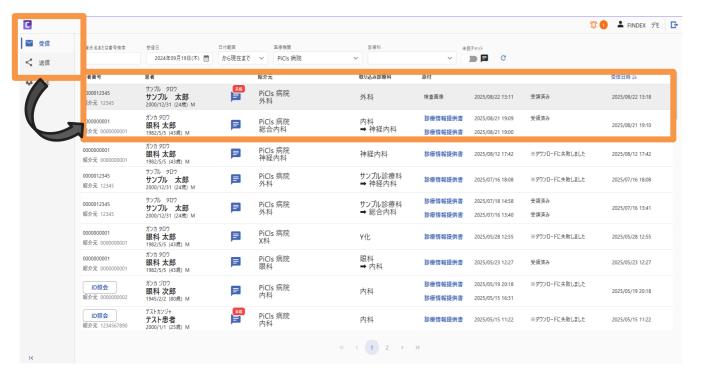
- Patient data is connected to departmental systems via the HIS (Hospital Information System)
- While each departmental system has its own unique database, *Claio* and *DocuMaker* serve as cross-departmental platforms that integrate and manage all systems
- · Providing department-specific templates allows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



# Medical data linkage service

**PICIS CONNECT** is a new cloud-based service that streamlines data linkage between hospitals for patient referrals.

- · Linked with electronic medical record (EMR) data sharing services (eligible for additional Medical Fee Points)
- Enables transmission of high-resolution medical images that cannot be fully shared through EMR data-sharing services alone
- Among the three documents and six types of information to be shared, referral letters can be created in data format using DocuMaker Cloud
- A scheduling coordination function between medical institutions is also under development

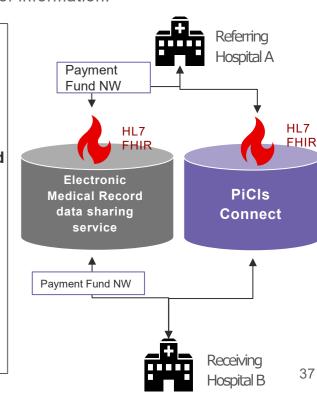


# What is the Electronic Medical Record (EMR) Data Sharing Service (Three Documents and Six Types of Information)?

This initiative aims to share patient information, which is managed differently by each EMR vendor, by utilizing the international standard for healthcare information exchange, HL7 FHIR.As the first step toward the standardization of electronic medical record information, the project begins with the sharing of three designated documents and six types of information.

### 1)Three Documents

- Referral Letter
- Discharge Summary
- · Health Checkup Report
- 2) Six Types of Information (Electronic Medical Record Information)
  - · Disease Name/Diagnosis
  - Allergies
  - Infectious Diseases
  - Test Results (for emergency) care and lifestyle-related diseases)
  - Prescriptions
  - Drug contraindications



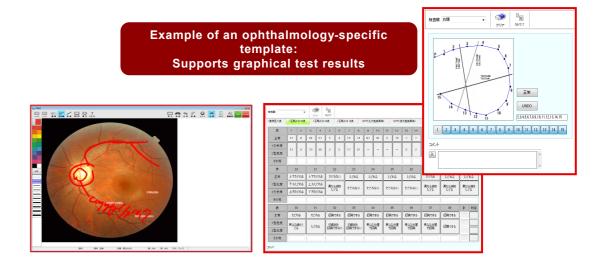
Claio is a medical data management system designed to efficiently manage images and data that are often overlooked during the transition to paperless medical records, while also providing functions for more valuable utilization.

Provides dedicated input templates suitable for each medical department

By connecting with imaging devices across departments, the system enables direct import of numerical and image data, eliminating the need for redundant data entry.

Supports informed consent and enhances quality of care

Allows direct annotation on images within the system, enabling visual explanations during patient consultations.



#### **Before installation of Claio:**

Each medical device is managed by its own dedicated system, making it impossible to view or search data across different devices









#### After installation of Claio:

Centralized management of all in-hospital devices and data enables patient-centered data utilization.

Effective in large and acute care hospitals with complex workflows involving many devices, departments, and physicians.

### Operation of Claio:

As an image platform, as a departmental system, evolving into an essential solution for hospitals.











- Integrates with the hospital database and operates as part of EMR
- Stores both non-DICOM diagnostic images and numerical data simultaneously
- Enables cross-departmental data management and secondary use without limitations by specialty
- Allows import of data files regardless of format or standard
- Provides access to the same information across multiple departments and terminals through a single system
- A comprehensive product lineup helps reduce system implementation costs

**DocuMaker** is a document creation and database software that allows users to easily digitize medical documents that were previously handwritten, without requiring specialized knowledge. With pre-registered templates, users can quickly generate a wide variety of documents and also utilize the system as a data management tool.

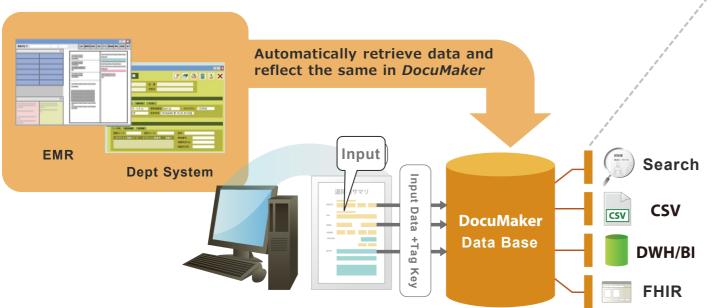
#### Can be used across multiple professions and clinical departments

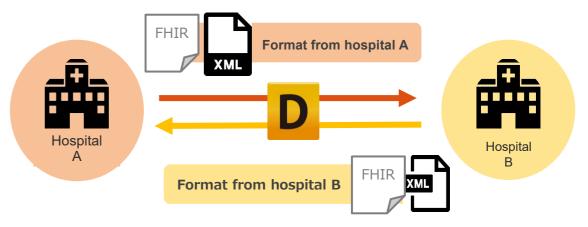
With the customizable template feature, hospitals can easily create their own unique formats. It enables centralized management of various documents needed in different clinical settings.

### Document contents are stored in a database for secondary use

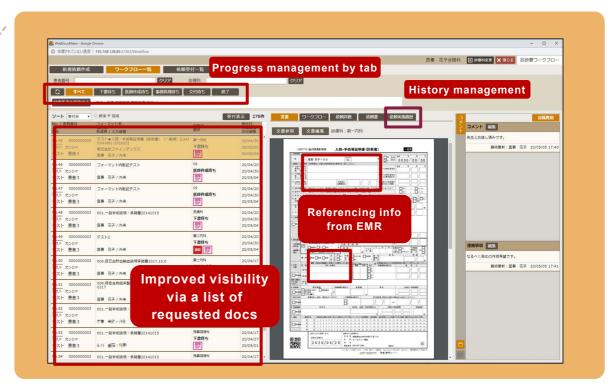
The system accumulates report data related to hospital management and clinical care, supporting analysis and insights. It provides comprehensive support from daily medical practice to overall hospital operations.

Software Certified by the Life Insurance Association of Japan





DocuMaker is effectively used in regional collaboration across facilities.



# REMORA / REMORA Cloud is an

electronic medical record (EMR) system designed for use in clinics and small to midsized hospitals. It offers high usability and customizable features to suit user preferences, making it well-suited for managing complex clinical workflows in specialties such as ophthalmology and otolaryngology

#### Seamless integration with medical images and documents

REMORA has a strong track record of integration with systems like *Claio* and *DocuMaker*. Increasingly, it is being implemented not only as a standalone EMR system, but also in combination with imaging and medical document management solutions.

### Functions supporting complex workflows in ophthalmology and ENT

With a track record of use in approximately 1,000 facilities across Japan, the system is equipped with a variety of features to ensure smooth operation even in specialties with numerous diagnostic devices and complex patient flows. It can be implemented and operated in ways that are tailored to the unique needs of each clinical department.



F h

Sales

Installation

Cutover

Nationwide Distributors Network (Approx. 20 Partners)

Following the policy of "a nearby distributor over a distant manufacturer", we have partnered with around 20 authorized distributors across Japan. These local partners not only handle sales activities in their respective regions but are also equipped to respond promptly to urgent issues, ensuring reliable and timely support for our products.

 Fully compatible with the NHI Receipt Software ORCA\* and the cloud-based WebORCA

\*\*ORCA refers to a receipt creation software developed and provided free of charge by the Japan Medical Association, used for calculating and billing medical fees

 REMORA Cloud comes standard with DocuMaker Cloud: medical documentation service

The integration of these cloud-based services further enhances the efficiency of clinical operations.

- A wide range of specialized options available, with the flexibility to add features even after implementation
- ✓ Ophthalmology: *G-Quick*、*C-peri*、*Claio-Cam*
- ✓ ENT: C-Nys ME
- $\checkmark$  Additional options: Inpatient management, patient ID card issuance, and more
- Personalized Support from Our Customer Center

On-site customer support is handled by our authorized distributors, while our dedicated staff provide remote assistance. We also offer flexible licensing to accommodate changes in the number of clerks or terminals.

Maintenance

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PiCIS is our service brand that supports the transition to cloud-based systems for large hospitals. It enables efficient use of in-hospital medical data and seamless sharing with the right people and places. Our goal is to establish a platform that supports Community-based Integrated Care.

Electronic Tracing Report Service AAdE-Report  Connecting pharmacies with hospital pharmacy departments, the system enables electronic management of tracing reports and provides seamless support up to follow-up inquiries.	Target Users:	Healthcare providers Pharmacies
Telemedicine Solution On-Shin  This service replicates the complex clinical workflows unique to large hospitals and integrates seamlessly with electronic medical records.	Target Users:	Healthcare providers Patients
Patient Guidance Application Medical Avenue  This application enables one-stop management of all processes related to medical care from appointment scheduling to payment.	Target Users:	Healthcare providers Patients
Online Appointment Service for First-Time Patients Booking Assistant  Designed for large hospitals, this online appointment system for first-time patients helps reduce the workload of reservation centers by streamlining front-desk operations.	Target Users:	Healthcare providers Patients
Medical Data Linkage Service Connect  Eliminates the need for physical media by enabling the exchange of patient information entirely electronically, allowing for secure and rapid information sharing with other hospitals.	Target Users:	Healthcare providers

# Progressive Software Creators

Always have, Always will.

