



Financial Results Briefing Material for FY2025

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School DX business

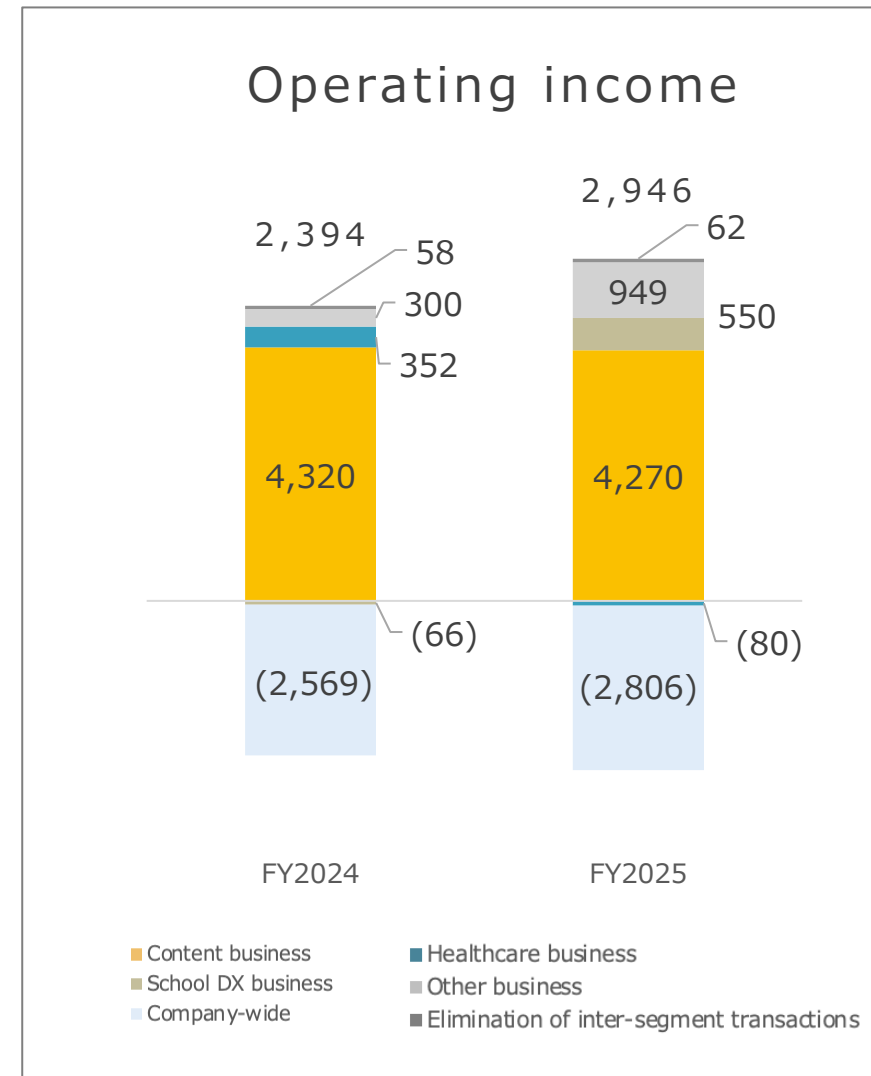
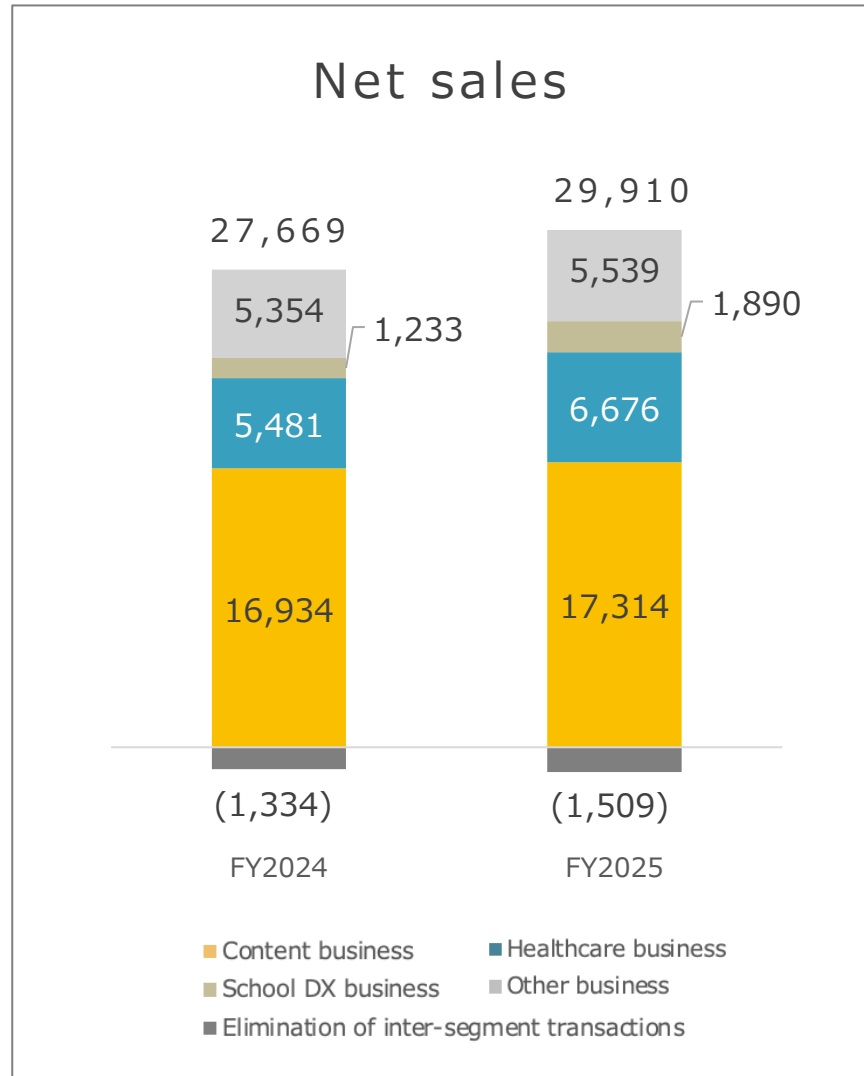
Trends in consolidated P/L

MTI Ltd.

	FY2023				FY2024				FY2025			
(Unit : Mil yen)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	7,091	6,540	6,507	6,660	6,625	6,892	7,018	7,132	7,271	7,613	7,420	7,604
Cost of sales	2,538	1,942	2,014	1,930	1,788	1,824	1,830	1,820	1,860	1,932	1,892	2,001
Gross profit	4,552	4,597	4,493	4,729	4,836	5,068	5,187	5,311	5,410	5,680	5,528	5,603
(Ratio)	64.2%	70.3%	69.0%	71.0%	73.0%	73.5%	73.9%	74.5%	74.4%	74.6%	74.5%	73.7%
SG&A	4,613	4,554	4,492	4,413	4,401	4,451	4,488	4,669	4,692	4,759	4,824	5,001
Operating income	(61)	42	0	316	435	616	699	641	718	921	704	602
(Ratio)	(0.9)%	0.7%	+0.0%	4.7%	6.6%	9.0%	10.0%	9.0%	9.9%	12.1%	9.5%	7.9%
Ordinary income	(88)	275	(35)	306	792	725	844	464	783	938	655	650
(Ratio)	(1.3)%	4.2%	(0.5)%	4.6%	12.0%	10.5%	12.0%	6.5%	10.8%	12.3%	8.8%	8.6%
Profit attributable to owners of parent	(590)	264	821	257	630	928	684	120	589	1,168	303	1,342
(Ratio)	(8.3)%	4.0%	12.6%	3.9%	9.5%	13.5%	9.8%	1.7%	8.1%	15.3%	4.1%	17.7%

Trends in consolidated SG&A

	FY2023				FY2024				FY2025			
(Unit : Mil yen)	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
SG&A	4,613	4,554	4,492	4,413	4,401	4,451	4,488	4,669	4,692	4,759	4,824	5,001
Advertising expense	479	537	553	566	626	674	711	788	890	986	926	858
Personnel expenses	1,989	1,958	1,956	1,810	1,818	1,774	1,816	1,867	1,814	1,795	1,891	2,003
Commission fee	746	745	731	731	709	706	719	735	737	753	804	819
Subcontract expenses	560	498	454	451	441	467	410	418	412	427	428	466
Depreciation	289	301	332	341	318	334	345	361	336	280	295	311
Other	549	513	464	511	486	494	485	497	501	516	478	542



Performance by segment (Quarterly trend)

Net sales

(Unit : Mil yen)

	FY2023				FY2024				FY2025			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Consolidated	7,091	6,540	6,507	6,660	6,625	6,892	7,018	7,132	7,271	7,613	7,420	7,604
Content business	5,118	4,384	4,317	4,289	4,210	4,216	4,202	4,304	4,292	4,357	4,273	4,390
Healthcare business	1,011	1,184	1,181	1,239	1,260	1,355	1,407	1,458	1,492	1,662	1,733	1,787
School DX business	155	153	272	270	260	260	364	347	412	492	453	532
Other business	1,190	1,227	1,183	1,221	1,228	1,423	1,418	1,283	1,441	1,456	1,331	1,310
Company-wide expenses	-	-	-	-	-	-	-	-	-	-	-	-
Elimination of inter-segment transactions	(384)	(408)	(447)	(360)	(334)	(363)	(374)	(262)	(367)	(355)	(370)	(416)

Performance by segment (Quarterly trend)

Operating income

(Unit : Mil yen)	FY2023				FY2024				FY2025			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Consolidated	(61)	42	0	316	435	616	699	641	718	921	704	602
Content business	1,439	1,355	1,210	1,218	1,091	1,169	1,059	999	970	1,008	1,060	1,231
Healthcare business	(172)	(46)	(13)	9	112	104	61	72	13	72	(10)	(155)
School DX business	(246)	(214)	(107)	(99)	(81)	(75)	65	24	100	171	111	166
Other business	(393)	(413)	(413)	(178)	(88)	51	163	173	304	324	195	124
Company-wide expenses	(678)	(654)	(632)	(651)	(609)	(627)	(633)	(700)	(672)	(678)	(681)	(773)
Elimination of inter-segment transactions	(8)	17	(42)	17	9	(5)	(16)	71	1	22	29	9



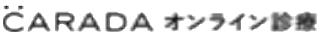

Consolidated B/S

MTI Ltd.

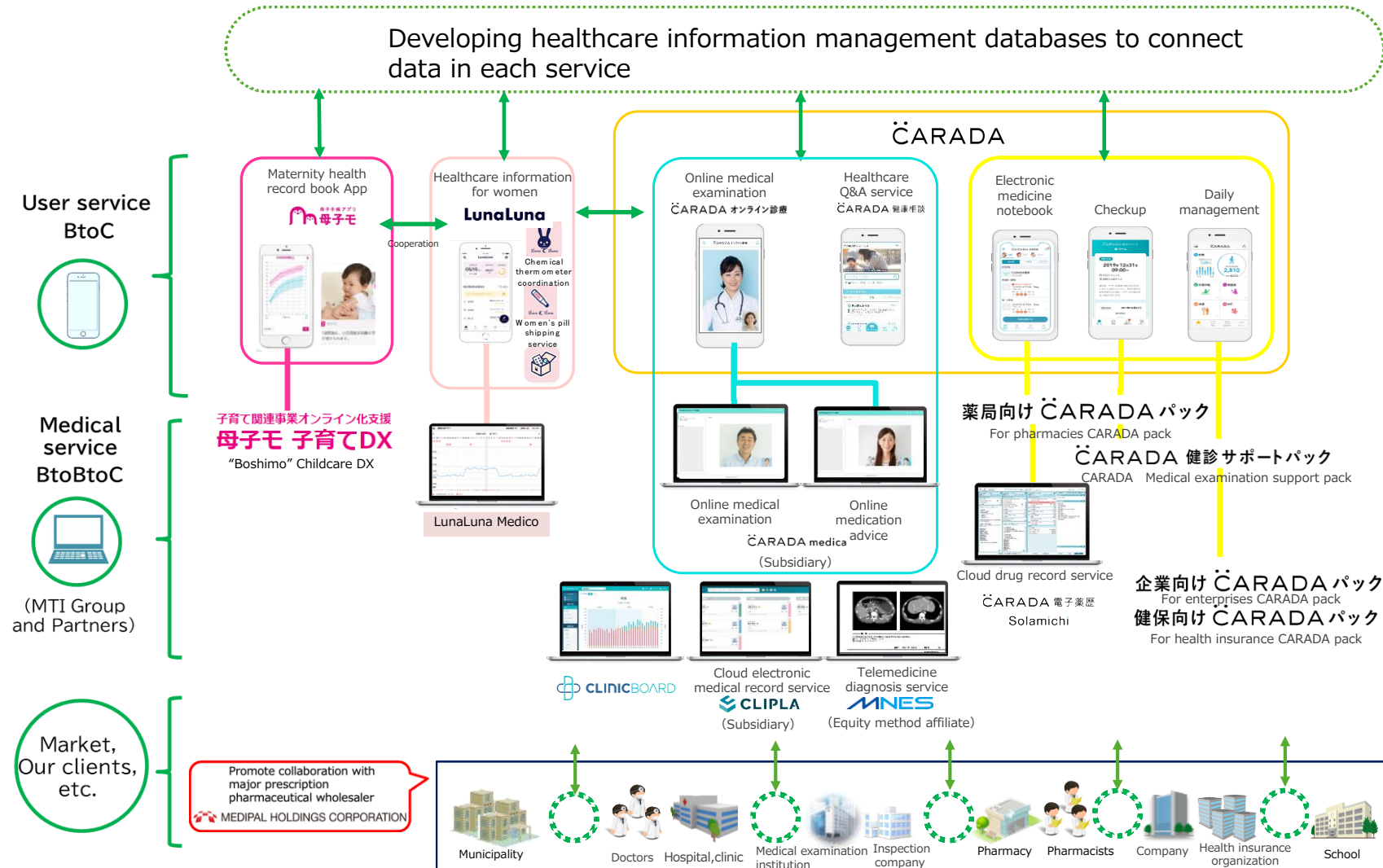
(Unit : Mil yen)	FY2024	FY2025	Change		FY2024	FY2025	Change
Current assets	20,152	23,212	+3,060	Current liabilities	6,951	8,074	+1,122
Cash and deposits	14,828	17,816	+2,987	Account payable-trade	1,100	1,020	(79)
Notes and accounts receivable - trade, and contract assets	4,183	4,085	(98)	Current portion of long-term borrowings	737	737	-
Allowance for doubtful accounts	(31)	(17)	+14	Account payable-other	1,331	1,569	+238
Other	1,171	1,327	+156	Income taxes payable	94	894	+799
				Contract liabilities	2,667	2,726	+59
Non-current assets	9,533	10,135	+601	Other	168	1,125	+105
Property, plant and equipment	203	219	+16	Non-current liabilities	3,590	2,827	(762)
Intangible assets	2,275	2,475	+200	Long-term borrowings	1,693	956	(737)
Software	1,929	2,127	+198	Retirement benefit liability	1,828	1,825	(3)
Goodwill	27	61	+34	Other	67	45	(21)
Customer-related assets	70	58	(11)	Total liabilities	10,541	10,901	+359
Investments and other assets	7,054	7,439	+384	Shareholders' equity	15,105	17,941	+2,835
Investment securities	4,466	4,691	+224	Share capital	5,310	5,511	+201
Leasehold and guarantee deposits	293	280	(12)	Capital surplus	6,376	6,317	(59)
Deferred tax assets	2,248	2,393	+145	Retained earning	6,626	8,709	+2,083
				Treasury shares	(3,207)	(2,596)	+610
				Accumulated other comprehensive income	340	472	+131
				Subscription rights to shares	22	0	(22)
				Non-controlling interests	3,675	4,032	+356
Total assets	29,686	33,347	+3,661	Total net assets	19,144	22,446	+3,301
				Total liabilities and net assets	29,686	33,347	+3,661

The list of main healthcare services

Figures are the actual as of end of September 2025.

Name of service	Service of function	Business model
	Maternal and Child Health Handbook service app. Vaccine scheduling function, parenting curve and information provided by municipalities.	BtoBtoC. The app is provided at no additional charge for those of childbearing age including mothers. Collects monthly usage fees from contracted municipalities nationwide. The service has been introduced by 772 municipalities. Childcare DX service has been introduced by 280 municipalities.
LunaLuna	Healthcare info service for women. Forecasting menstrual day & ovulation day.	BtoC. Over 22 million DL cumulative.(Free APP) More than 500 thousand people have registered for "Pill mode". 300 yen fee or higher for fertility mode and other modes. Going well in Women's pill shipping service.
Luna luna medico	LunaLuna linkage function for gynecologists. Daily health information for female patients is shown on hospital computers. The service is for fertility treatment.	BtoBtoC. (The service is currently provided at no additional charge.)
LunaLuna online medical examination	Complete online service provided in a single system, from making reservations for gynecological examinations to delivery of drugs from pharmacies	BtoBtoC.
 (CARADA Health consultation)	Q&A service for doctors and people engaged in medical services. Helps eliminate daily health concerns.	BtoC. ¥400/month
 (CARADA Online medical examination)	The system offers full features that are necessary for online medical examination, from reservations to delivery of drugs and prescriptions. (Online medical examination + Online medication guidance)	BtoBtoC. Contracts with clinics and pharmacies.
CARADA	Service for medical examination institutions. Results of health checkups, including previous records, are sent to relevant smartphones as a graphic. The service, which enhances users' convenience, contributes to increasing the rate of checkups at health examination institutions.	BtoBtoC. Collects monthly usage fees from health examination institutions.
 Solamichi (CARADA Cloud-based medication history service)	Cloud-based medication history service for pharmacies The medication guidance navigation function is highly rated. Links with the CARADA medical history notebook app.	BtoB. Initial cost for introduction + monthly usage fee 3,811 orders have been received.

Healthcare business: Overview of Healthcare services



*Some images are under development and may differ from the actual ones.

*The services provided by the Group include some services that provide support for medical sites, but do not perform medical activities.

Healthcare business: Cloud-based medication history service

Strong introduction to mid-size dispensing pharmacies

Collaboration with a major prescription pharmaceutical wholesaler  MEDIPAL HOLDINGS CORPORATION

New functional services

the automatic summary function has been well received

CARADA 電子薬歴 Solamichi

Medication guidance navigation



AI automatic summarization feature



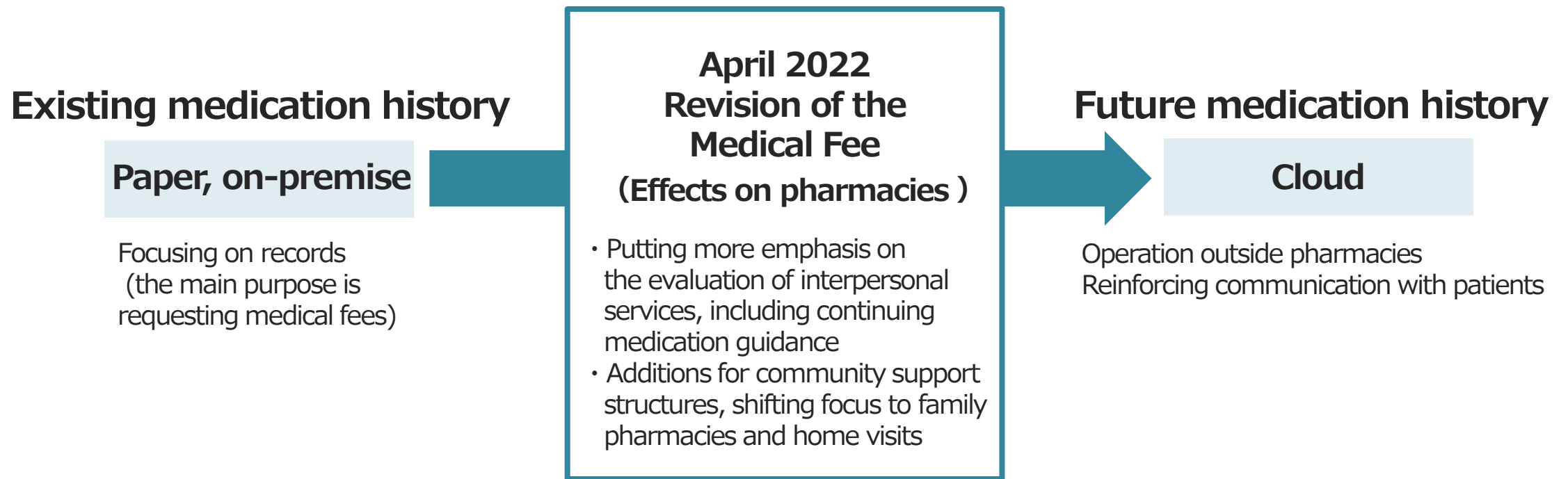
To further
improve
pharmacists'
work efficiency



- * "corte" was jointly developed by our subsidiary Solamichi System Inc. and by corte Inc.
- * "Corte" is a registered trademark of Corte Inc.

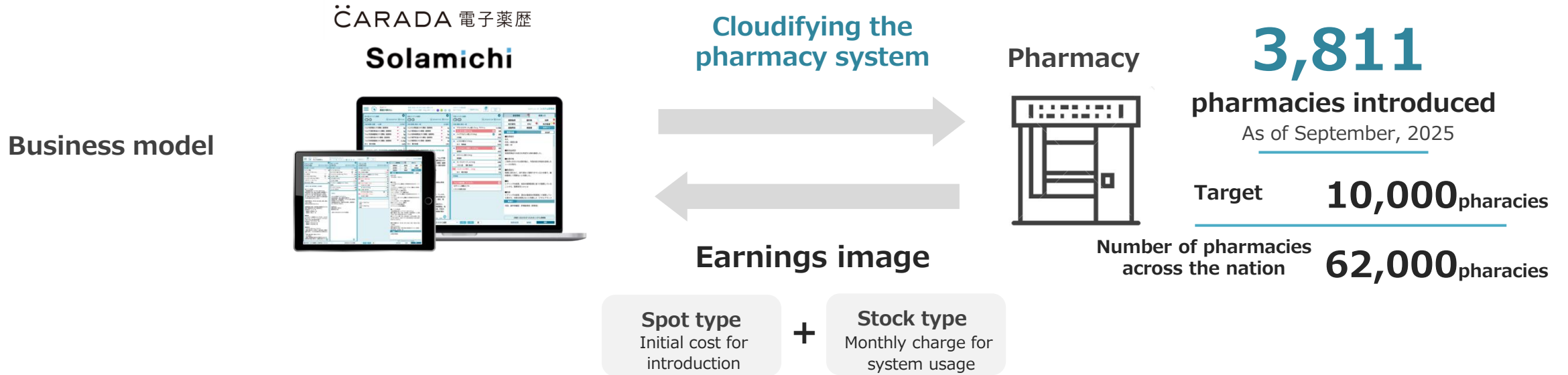
Healthcare business: Cloud-based medication history service

In response to the medical fee revision, the Company will promote a shift “from services handling materials to interpersonal services” at pharmacies and promote ICT at pharmacies as well



Demand for cloud-based medication history that has a wealth of medication advice and medication follow-up functions will increase

Market development with cloud technologies



What is 'medication history'?

Patient's drug prescription records

Pharmacists at pharmacies dispense drugs based on doctor's prescriptions. After the drugs are administered, they monitor the effects and possible adverse effects through direct interaction with patients to prepare a drug administration history for each patient. With each revision of the revision of the Medical Fee System, interest in electronic drug histories, especially those featuring "cloud drug record" and "medication administration guidance functions," has increased, shifting from traditional paper or on-premise drug records to cloud-based systems.



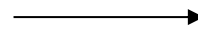
"Childcare support" is a social issue

Delay in digitalization for childcare support

Paper-based procedures
Extremely inefficient



Guardian Municipal Immunization facilities



Childcare-related
procedures
**Digitalization is
a pressing issue**

- ✓ Parents forced to visit the office with small children, long waiting times
- ✓ Parents asked to enter the same things every time in questionnaires
- ✓ Much paperwork is written by hand, and specifications vary between municipalities



Healthcare business:
Maternal and child health handbook app + Childcare DX services

Development of the platform business starting with the maternal and child health handbook app "Boshimo"

Phasse	1	2	3
Service functionalities	Maternal and child health handbook app	Online consultation	Childcare DX services <ul style="list-style-type: none"> • Questionnaire and reservation form functionality • Childhood immunizations (Digital preliminary examination slip , etc.) • Infant health checkup • Visits to all households with infants
Fee	¥50,000~ ¥100,000/month	+	Monthly : Tens of thousands of yen + Initial : Millions of yen ~ Monthly : Hundreds of thousands of yen ~
The number of municipalities introduced (Number of municipalities nationwide 1,741)	772	74	280 (Total)

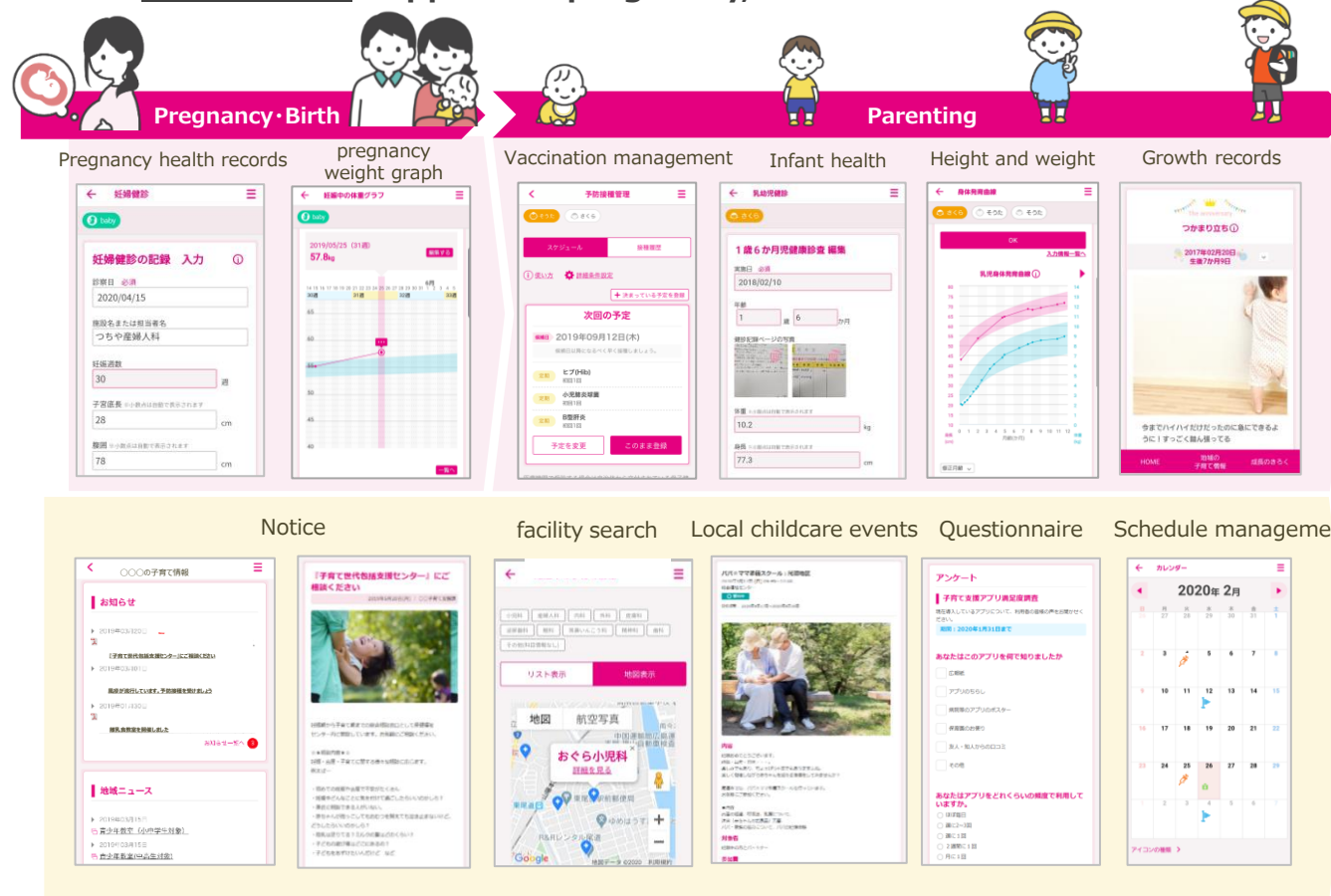
*The fee structure is set by each municipality according to the number of births.



Healthcare business: Maternal and child health handbook app + Childcare DX services

Promote introduction in municipalities not yet using the maternal and child health handbook app

～Seamless support for pregnancy, childbirth and childcare～

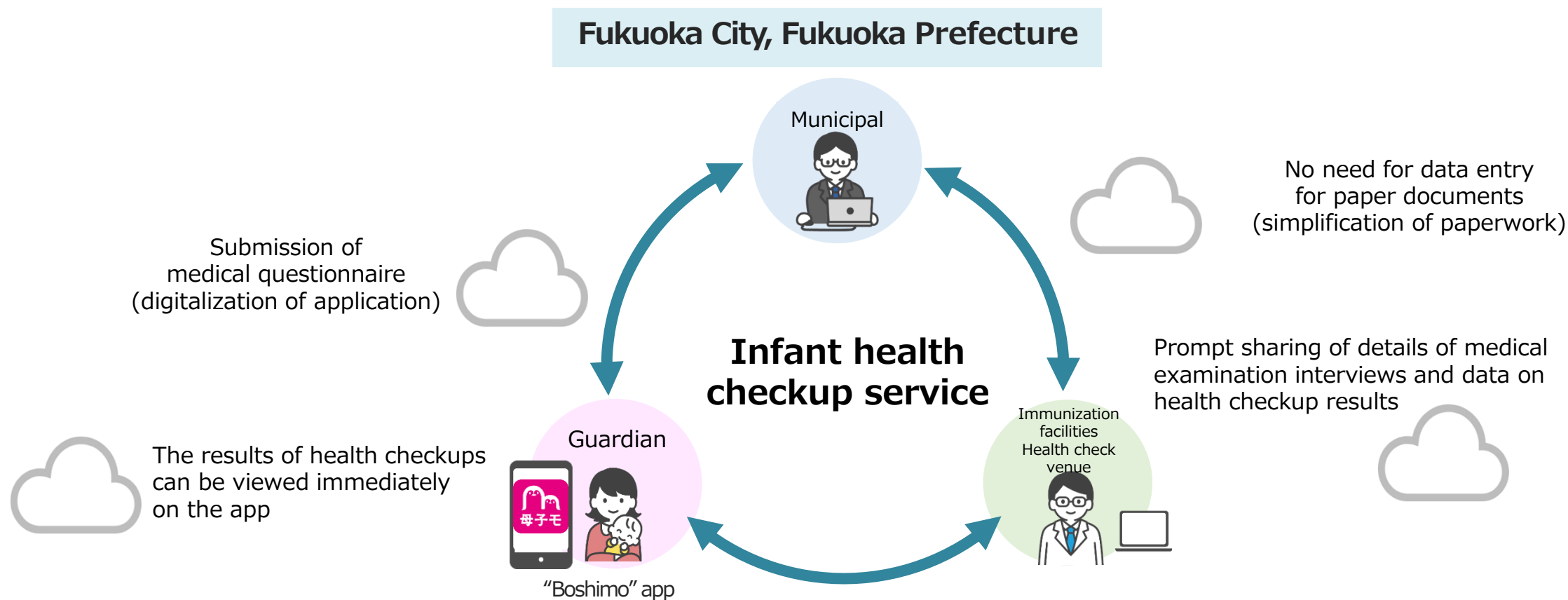




(Reference) Healthcare business :
Maternal and child health handbook app + Childcare DX services

Phase 3 : Childcare DX services

**Municipalities advance childcare DX with the introduction of infant health checkup services.
(Digitization of medical questionnaires and medical checkup results)**





(Reference) Healthcare business :
Maternal and child health handbook app + Childcare DX services

Phase 3 : Childcare DX services

Municipalities which were quick off the mark with childcare measures are pushing ahead with DX through the introduction of MTI's services.

**Kitakyushu City,
Fukuoka Prefecture**

Electronic filing of pregnancy notifications(APP)

- Prior applications for issuance of a maternal and child health handbook can be submitted via the app.
- Pregnancies registered via the app account for more than 93% of the total birth rate.



**Ichihara City,
Chiba Prefecture**

Digital pre-vaccination form for childhood immunizations

- Digital pre-vaccination forms are being used at medical institutions that have introduced the service.
- Time taken for verification between vaccinations has been shortened from 3 minutes to several seconds.



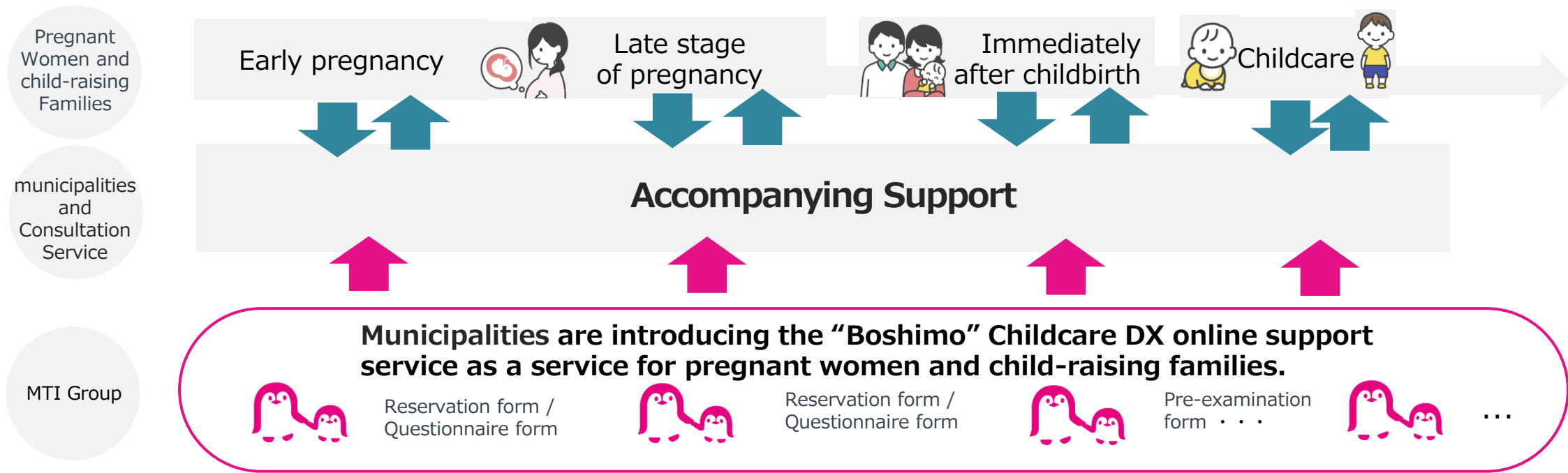


Healthcare business :
Maternal and child health handbook app + Childcare DX services

Phase 3 : Childcare DX services

What is ‘Accompanying Support Program’?

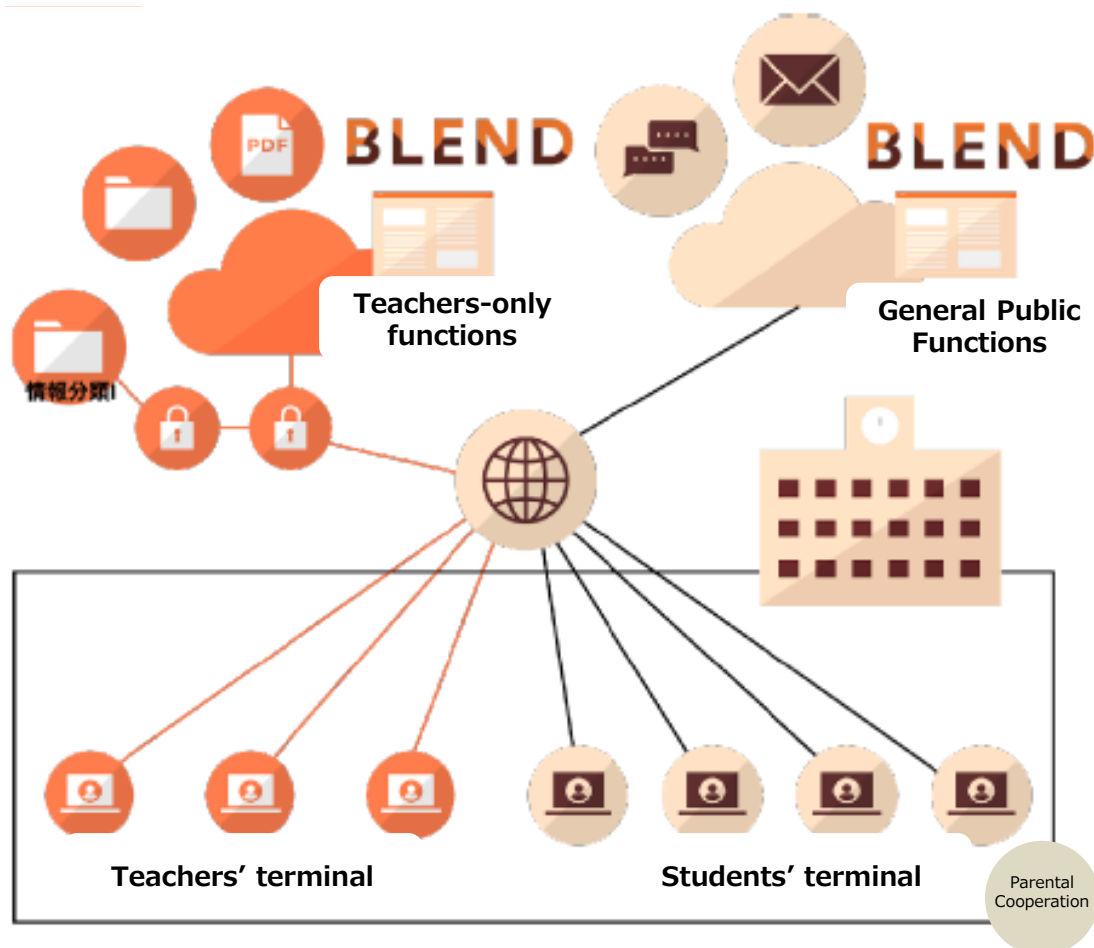
Government pregnancy and childcare support service launched in January 2023. Supports pregnant women and child-raising families with children below the age of 3 to plan for childbirth and raising children. Includes a total of three face-to-face meetings (upon registration of pregnancy and directly before and after birth) and a gift voucher of 100,000 yen. Parents are also put in contact with a local counselling organizations to give them peace of mind and provide a supportive environment for childbirth and parenting.



School DX business : Full cloud-based school affairs support system

A world with **BLEND**

Eliminating all negatives



Functions

- Fully cloud-based centralized management of data
- Data linkage without returning to the staff room
- Data linkage with parents and guardians

Effects

- Reducing workload for school affairs
- Reducing system management costs

Values

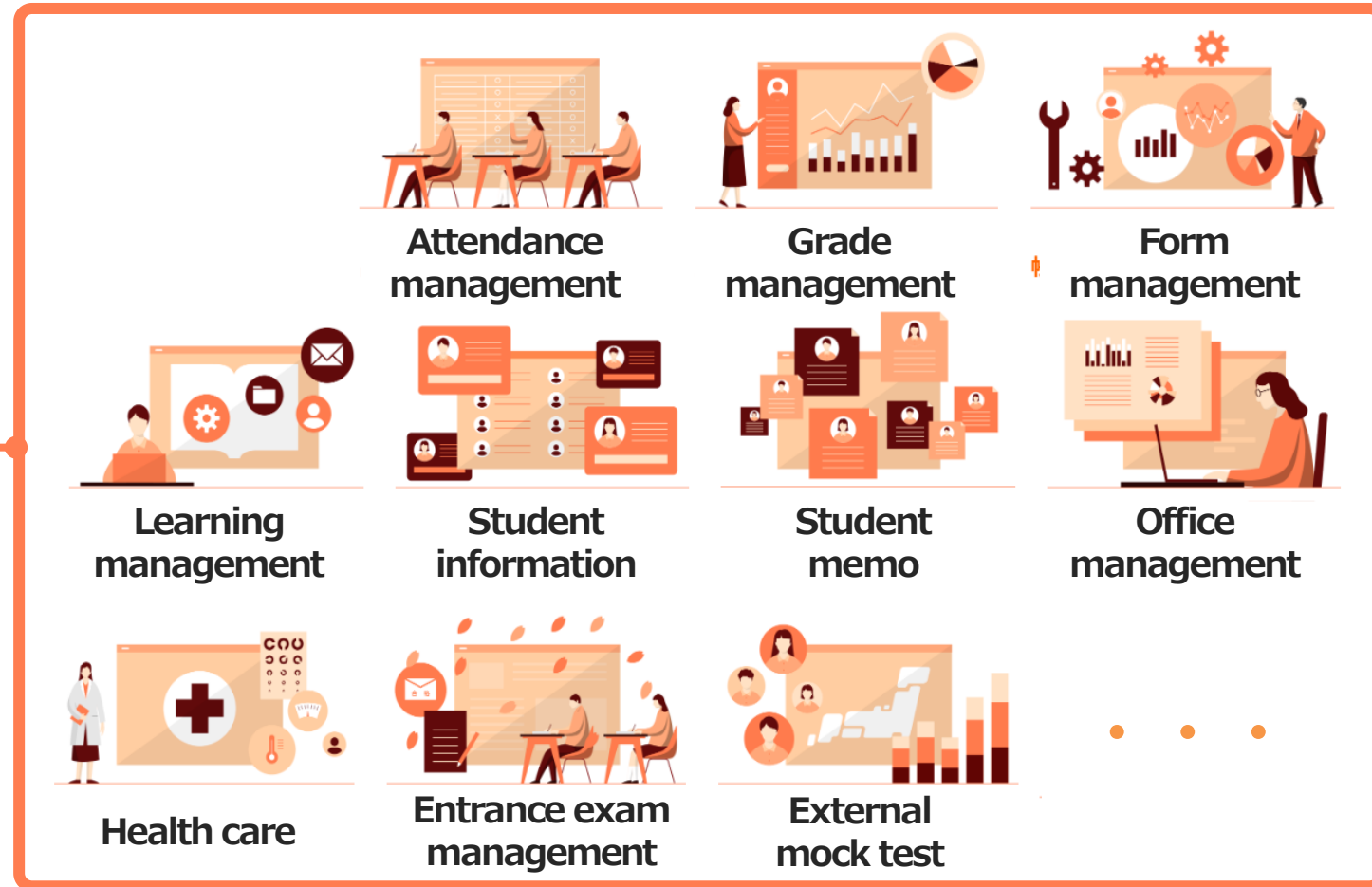
Create an environment that enables concentration on essential education through the provision of school DX services

School DX business : Full cloud-based school affairs support system

Full cloud-based transformation of all necessary elements for school affairs support system

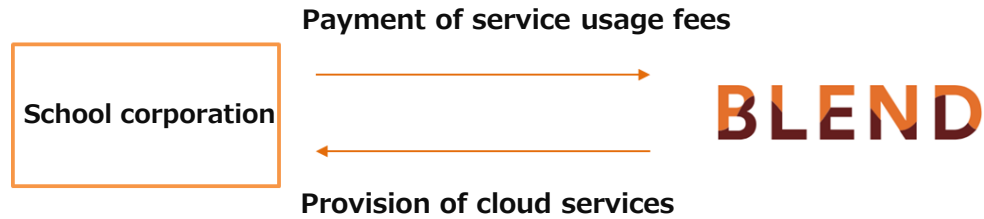
Cloud-based school affairs support system

BLEND



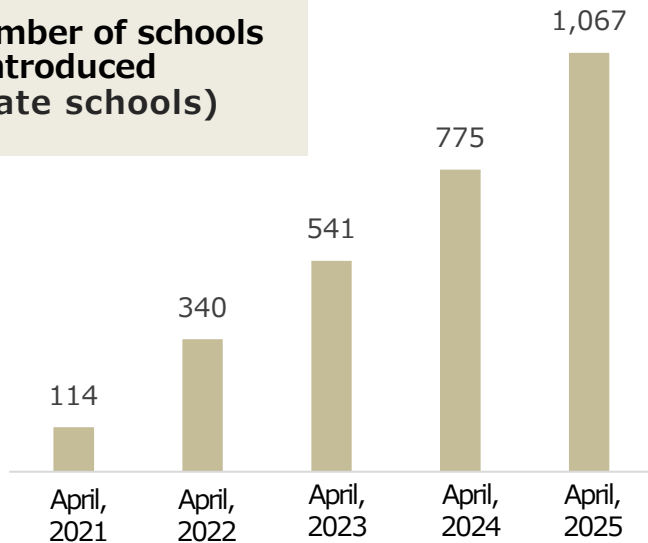
School DX business : Cloud-based school affairs support system

Business model (Private schools)



$$\text{Net sales} = \text{Number of students} \times \text{The usage fee per student is 300 yen (Monthly \& List price)} \times \text{Number of schools introduced}$$

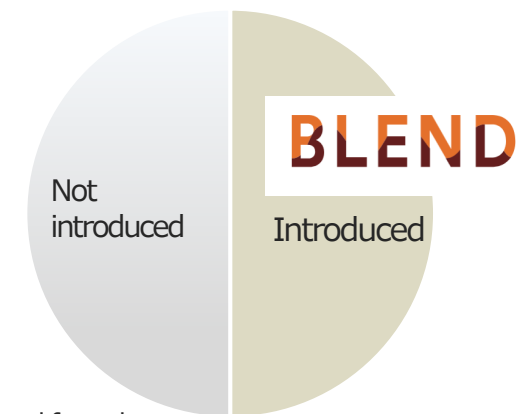
KPI: Number of schools Introduced (Private schools)



Market share

Private middle and high school 50%

(Cumulative for FY2025-H1)



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〈Contact us〉

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