

Financial Results Briefing for FY2020

November 5, 2020



This report contains forward-looking statements on business performance based on the judgments, assumptions, and beliefs of management using the information available at the time. Actual results may differ materially due to changes in domestic or overseas economic conditions or changes in internal or external business environments or aspects of uncertainty contained in the forecasts, latent risks or various other factors. In addition, risk and uncertainty factors include unpredictable elements that could arise from future events.

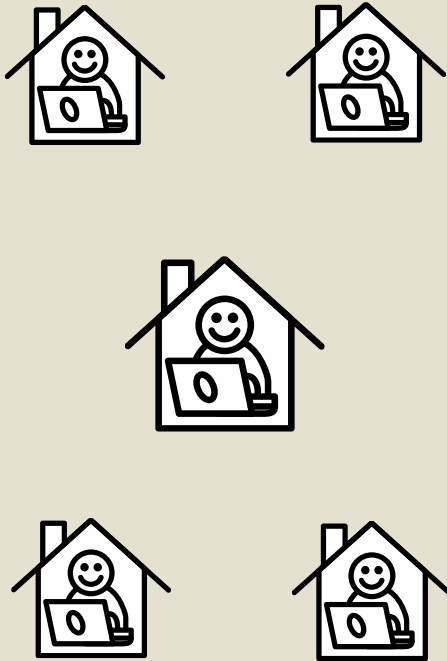
Measures to prevent the spread of COVID-19

SUSTAINABLE DEVELOPMENT GOALS



Measures to prevent the spread of COVID-19

Remote work standardized



- Introduction of Super Flextime System (no core time)
- Improvement of operation process for the optimization of teleworking
- Decrease in commuting expenses and travel expenses, among others
- Establishment of subsidy for communication expenses
- Plan to reduce office floor

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Financial Results Overview for FY2020

Financial highlight

1 FY2020 Results

- Net sales **¥26,082 million** (Down **¥1,030**million, Down **3.8%**, YoY)
(Achievement rate 100.3%)
- Operating income **¥2,507 million** (Down **¥451**million, Down **15.3%**, YoY)
(Achievement rate 100.3%)

2 FY2020 Achievements and initiatives

- Extensive introduction for online medical examination and Online medication advice
- Extensive introduction for cloud drug record service
- Brisk original comics content business

3 Earnings forecast for FY2021

- Net sales **¥25,500~ ¥26,500 million** (-2.2%~+1.6, YoY)
- Operating income **¥2,100~ ¥2,500 million** (-16.2~-0.3, YoY)

Consolidated P/L

Decreased sales and profit COVID-19 coronavirus impact limited

(Unit : Mil yen)

| | FY2020 total | FY2019 total | YoY | | |
|---|------------------------|-----------------|---------|------------|--|
| | | | Amount | Percentage | |
| Net sales | 26,082 | 27,112 | (1,030) | (3.8%) | Separation between telecommunication and smartphones (Tightening of regulations for mobile phone carries) |
| Cost of sales (ratio) | 7,130 27.3% | 7,157 26.4% | (26) | (0.4%) | |
| Gross profit (ratio) | 18,951 72.7% | 19,955 73.6% | (1,003) | (5.0%) | Reduction of advertising expenses |
| SG&A (ratio) | 16,444 63.0% | 16,996 62.7% | (551) | (3.2%) | |
| Operating income (ratio) | 2,507 9.6% | 2,959 10.9% | (451) | (15.3%) | Difference:(543) FY2020 Equity method investment loss 431 FY2019 Equity method return on investment 112 |
| Ordinary income (ratio) | 2,082 8.0% | 3,134 11.6% | (1,051) | (33.5%) | |
| Profit attributable to owners of parent (ratio) | 506 1.9% | 1,508 5.6% | (1,001) | (66.4%) | |

Consolidated SG&A :

Significant reduction of Advertising expenses

(Unit : Mil yen)

| | FY2020 total | FY2019 total | YoY | |
|----------------------|-----------------|-----------------|---------|------------|
| | | | Amount | Percentage |
| SG&A | 16,444 | 16,996 | (551) | (3.2%) |
| Advertising expenses | 1,174 | 2,404 | (1,230) | (51.2%) |
| Personnel expenses | 6,395 | 6,147 | +248 | +4.0% |
| Commission fee | 3,343 | 3,400 | (57) | (1.7%) |
| Subcontract expenses | 1,426 | 1,067 | +358 | +33.6% |
| Depreciation | 1,620 | 1,326 | +293 | +22.1% |
| Other | 2,483 | 2,648 | (165) | (6.2%) |


Separation between telecommunication and smartphones (Tightening of regulations for mobile phone carries)

Breakdown of extraordinary gains and losses

Extraordinary income (Unit : Mil yen)

| | |
|--|------------|
| (Include) | |
| Gain on sales of investment securities | 428 |
| Gain on step acquisitions | 272 |
| Total | 809 |

Extraordinary losses

| | | | |
|--|--------------|--|--|
| (Include) | | | |
| Impairment loss | 1,416 |  | |
| Loss on retirement of non-current assets | 166 | | Impairment of software, etc. 882 |
| Loss on valuation of investment securities | 93 | | Impairment of goodwill 518 (Cloud Cast, Ltd.) |
| Total | 1,678 | | |

Achievement Ratio for Earnings Forecast

(Unit : Mil yen)

| | FY2020 Actual | FY2020 Forecast | Achievement ratio |
|---|--------------------------|--------------------|------------------------------|
| Net sales | 26,082 | 26,000 | 100.3% |
| Operating income | 2,507 | 2,500 | 100.3% |
| Ordinary income | 2,082 | 2,400 | 86.8% |
| Profit attributable to owners of parent | 506 | 1,700 | 29.8% |

Performance by B/U

Content Business

BtoC/BtoB
Content distribution service



Healthcare Business

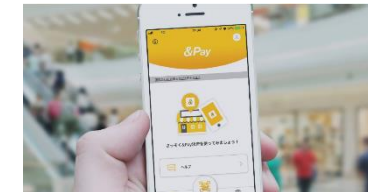
BtoC/BtoBtoC
Existing healthcare service
New healthcare service



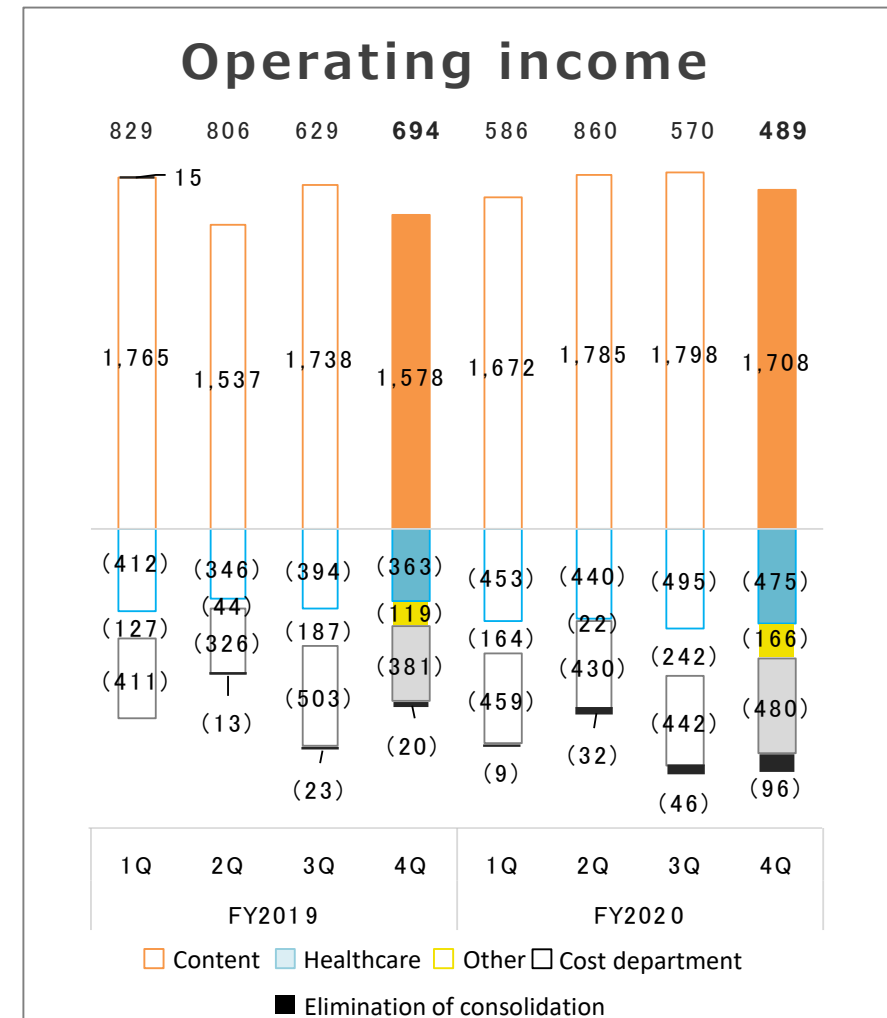
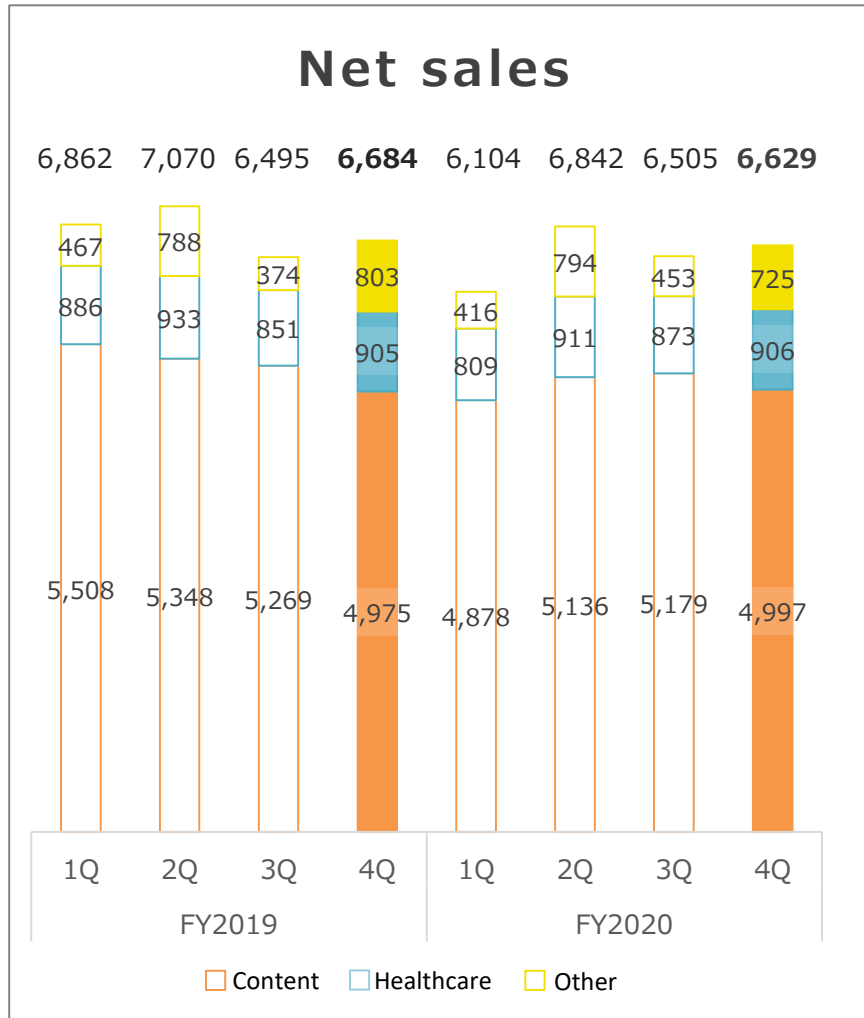
ČARADA Solamichi ČARADA オンライン診療

Other Business

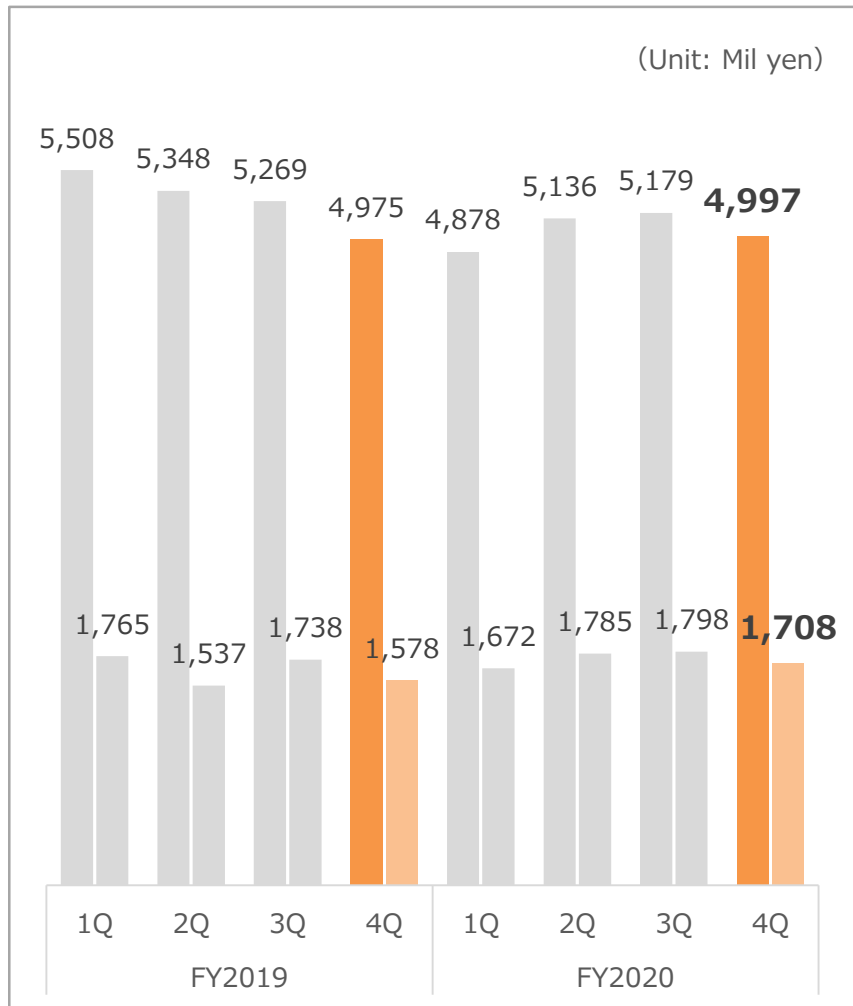
BtoB/BtoBtoC
Fintech service
AI service



Performance by B/U



Content business: Net sales and operating income



Net sales and operating income levelled off

- Net sales

Brisk original comics content business

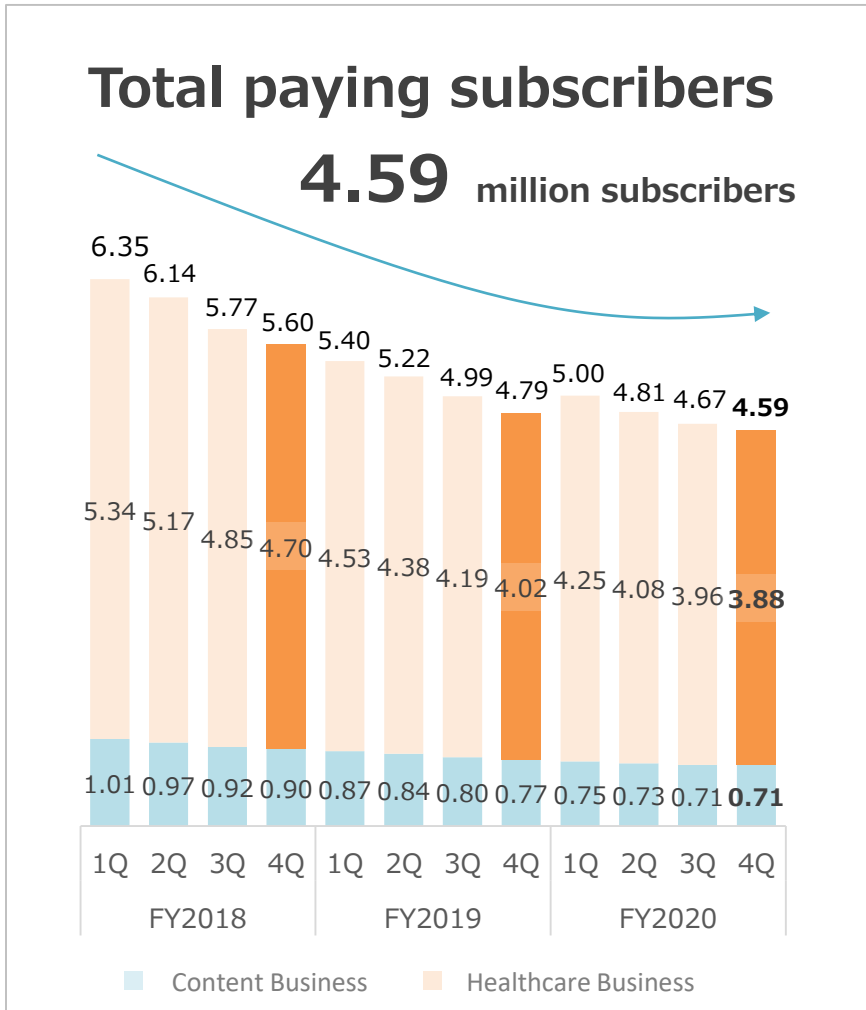
The effect of accepting the transfer of "musico"(Q1~)

- Operating income

Significant reduction of advertising expenses

The effect of accepting the transfer of "musico"(Q1~)

Content business: The number of paying subscribers



Degree of decrease is being reduced

Security-related apps are growing



ADGUARD

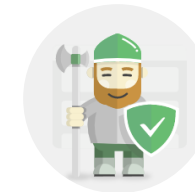
Four functions



Ad blocking



Trace blocking



Threat blocking



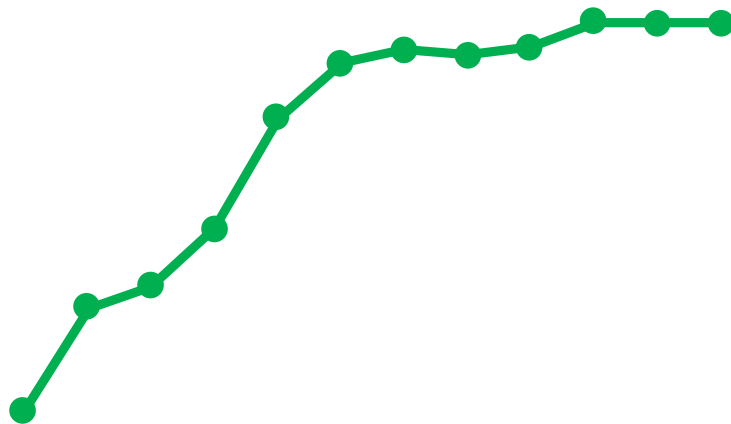
Parent function
(Child protection function)

* The number of paying subscribers are including healthcare business 'Luna-luna and 'Caradamedica' whose business model are monthly paid business above.

Content business: ARPU

ARPU of paying subscribers of smartphones contents

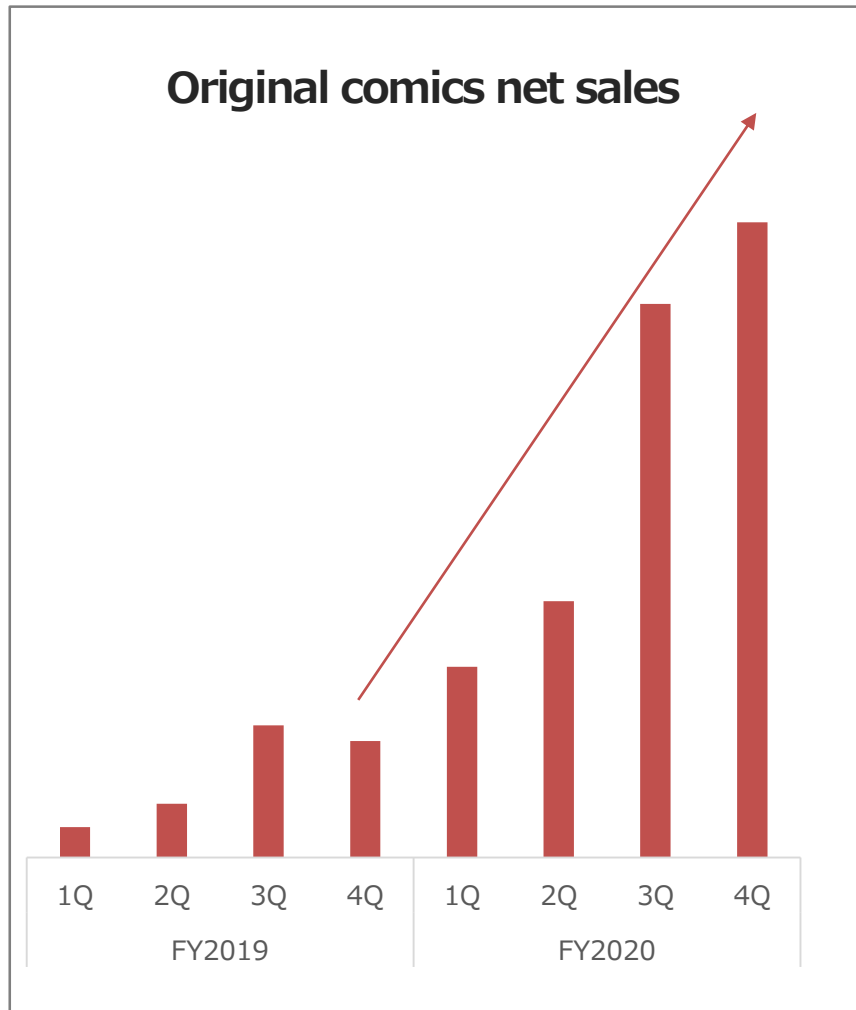
YoY +¥2.5



ARPU levelled off

Separation between telecommunication and smartphones (regulation implication)

Content business: Original comics content business

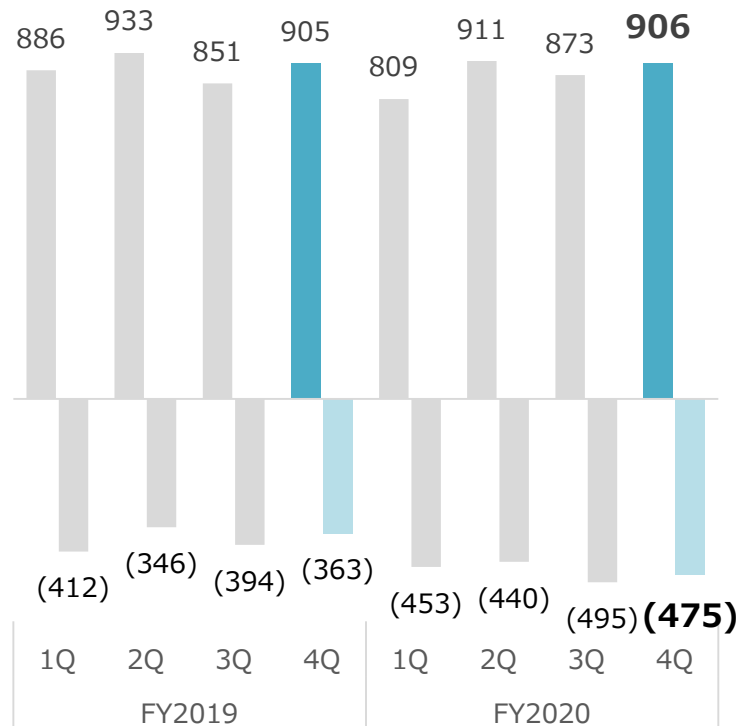


Sales continues to increase

Stay-at-home demand helped

Healthcare business: Net sales and operating income

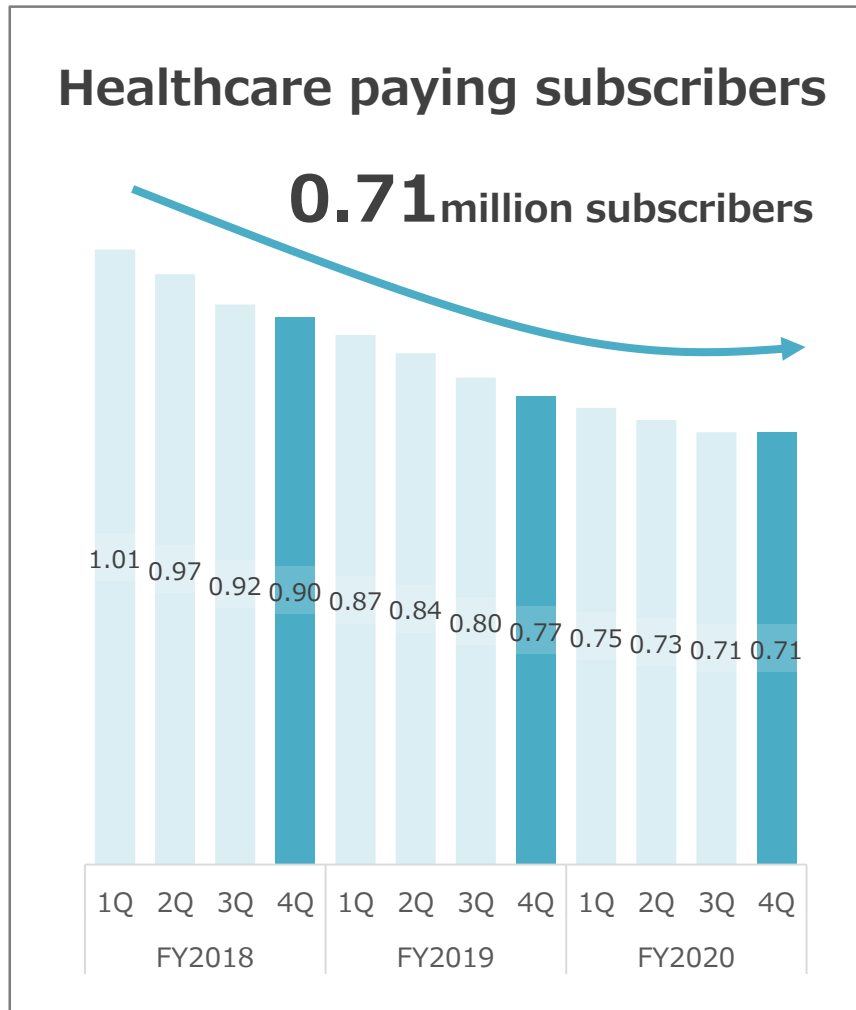
(Unit : Mil yen)



Net sales levelled off, but investment was maintained

Contribution to sales expanded for the initial introduction of cloud drug record service.

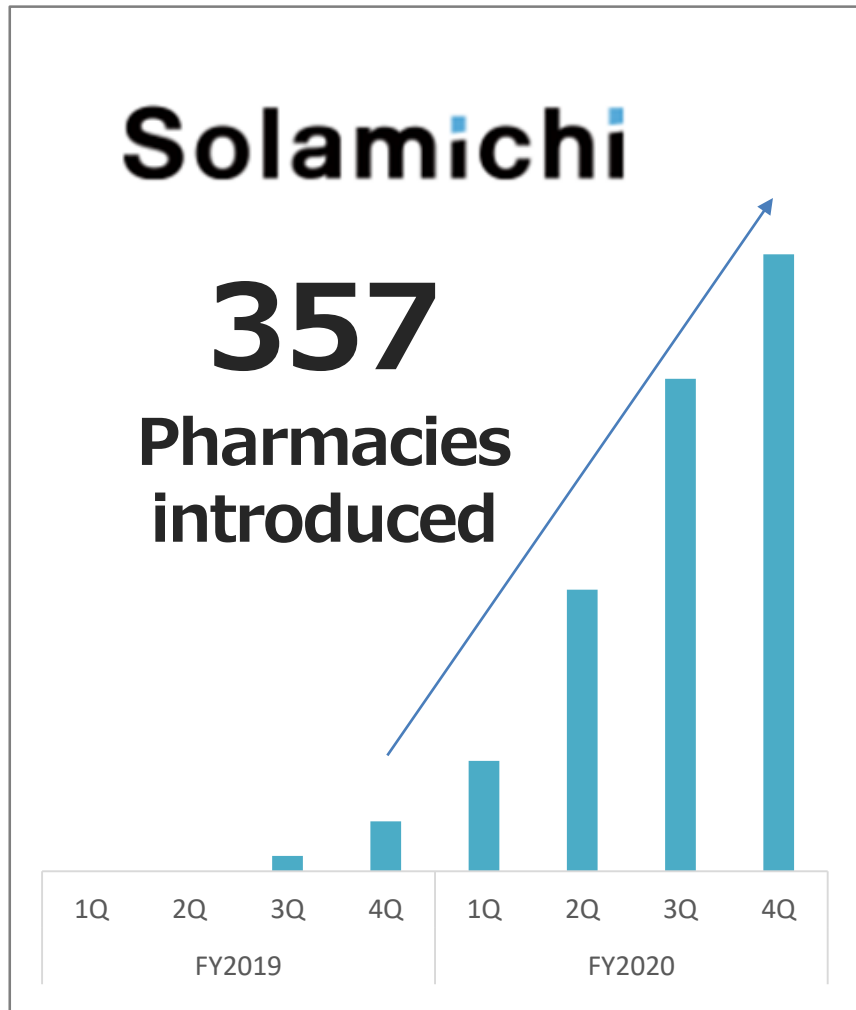
Healthcare business: The number of paying subscribers



Changed from a declining trend to a flat line

LunaLuna stopped falling

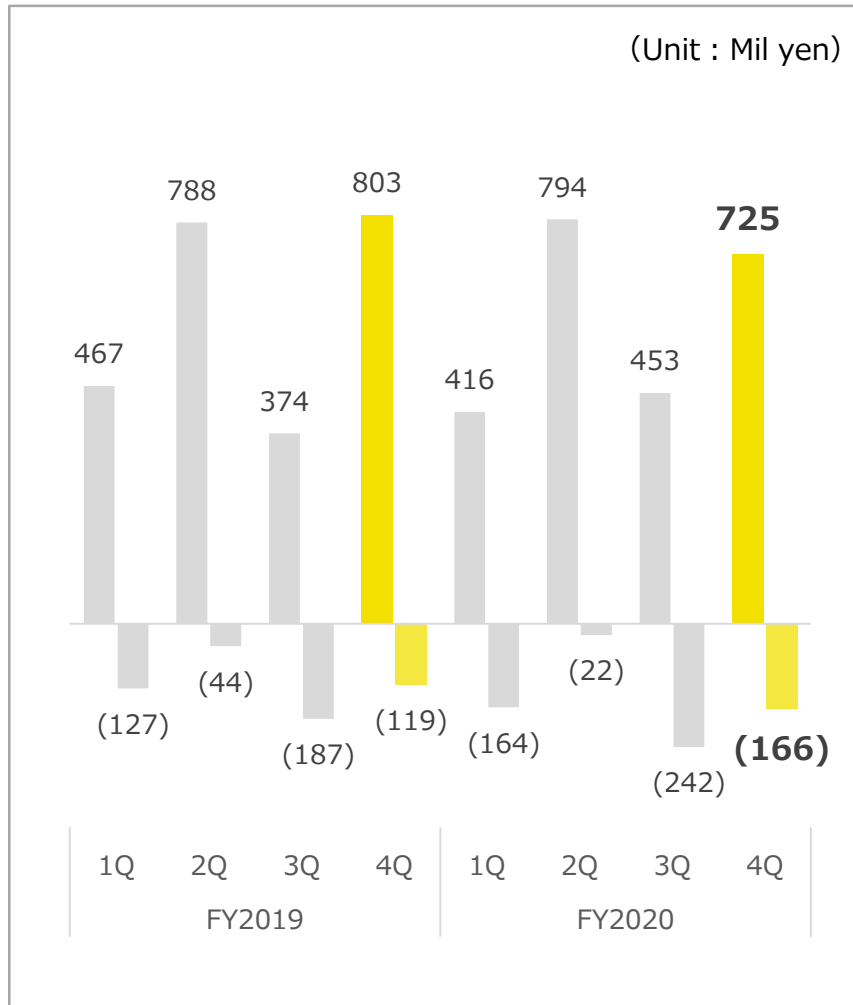
Healthcare business: Cloud drug record service



Extensive introduction

Actively promoting
online sales activities

Other business(AI business): Net sales and operating income



- Net sales
Seasonal factors in AI Business
- Operating loss
Q3 results reflect a loss at the subsidiary, Crowd Cast, Ltd.

Approach in FY2021

Basic policy in FY2021

1. Healthcare business

- Further increase in the number of stores introducing the Cloud drug record service
- Maintenance of the number of paying subscribers

2. Content business

- Original comics content business expansion
- Maintenance of the number of paying subscribers (Expansion of security-related apps)

Linking medical institutions and patients

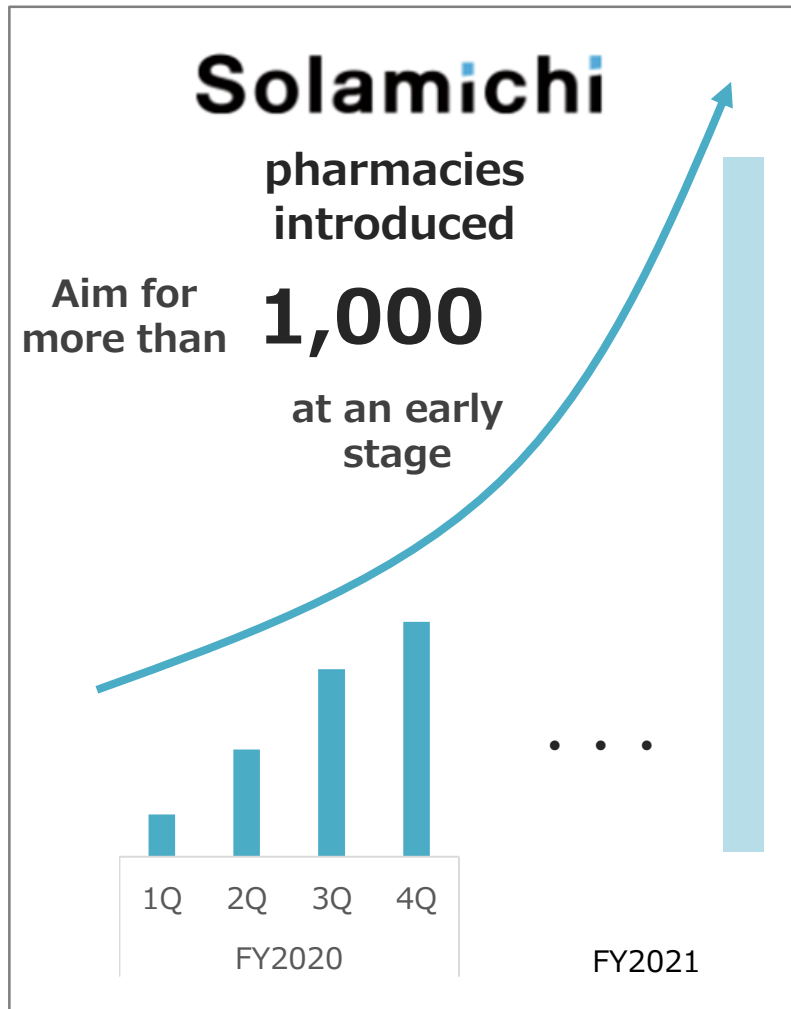


What is 'medication history'?

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.

Cloud drug record service①: Initiatives



Further increase in the number of pharmacies introducing the service

- Collaboration with Medipal Holdings Corporation, a major prescription pharmaceutical wholesaler
- Increase in the number of online seminars held

Cloud drug record service②: Operating environment

● Challenges in the healthcare industry

(primarily those closely related to pharmacies)

National health insurance budget: 42.6 trillion yen (2018)

Pharmacy errors (incorrect medication or prescription)

→ Stronger regulations underway for 60,000 pharmacies across the nation

● Revenue of dispensing pharmacies is declining

On a declining trend reflecting government revisions in drug prices and drug compounding fees



Remuneration (revenue) of dispensing pharmacies

*Evaluation of drug management service, medication advice, drug information and home medication services provided by pharmacists.

Management priority is to raise ③ revenue

● Challenges for pharmacies

Increasing workload for dispensing pharmacies and pharmacists

Given the large number of input items for medication histories, the burden for pharmacists after business hours is heavy. Certain drug medications may be considered fraudulent unless they are provided in accordance with administrative guidelines requiring accurate statement of medication history. It will be necessary to establish a system capable of facilitating efficient operations for pharmacists who will face further increases in their workload.



A system facilitating efficient operations for pharmacists in preparing medication histories

Solamichi solves the problem!

Cloud drug record service③: Service introduction

A system facilitating efficient operations for pharmacists in preparing medication histories

Solamichi



CHARADA

Data linkage with Drug record app

With medication instructions

A user-friendly operation screen

Accessible even outside pharmacies

Providing comprehensive support for new drug medication instruction services added to the medical payment system!

Well received by practicing pharmacists!

Effective with familiar pharmacies!

Cloud drug record service④: Market

Market development with cloud technologies

Solamichi

357 pharmacies introduced
September, 2020

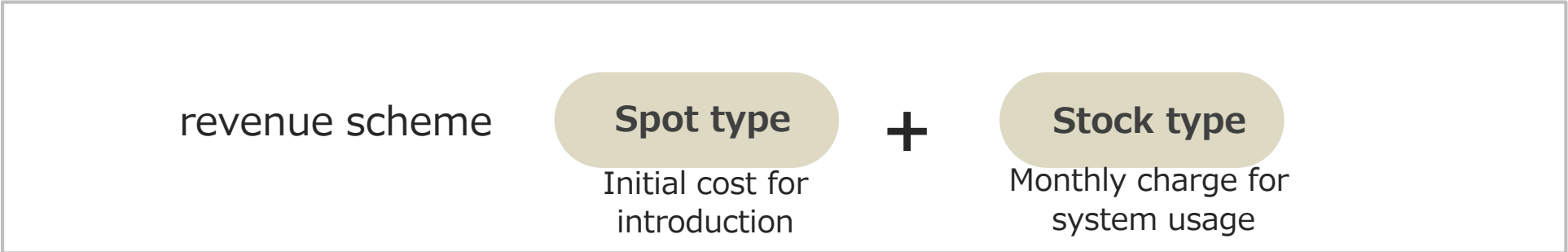
Aim for more than **1,000** at an Early stage



Number of pharmacies across the nation
60,000 pharmacies

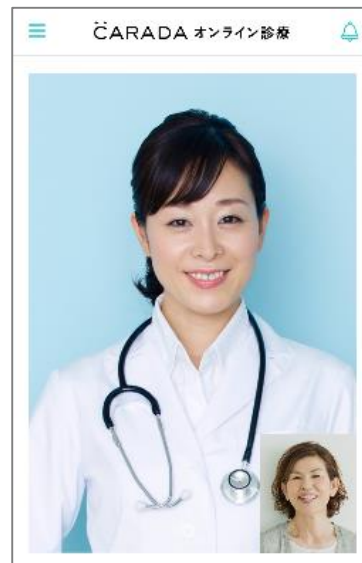
Estimated to be Interested in using cloud services
20%

Target
10,000 pharmacies

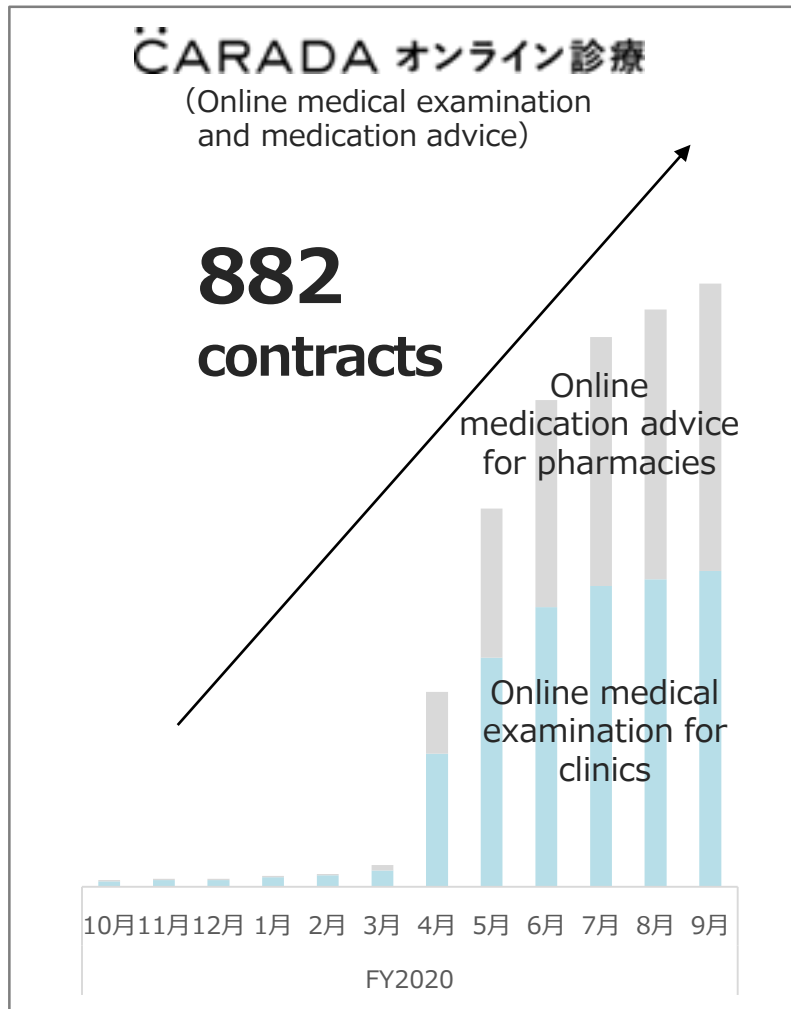


Linking medical institutions and patients

Online medical examination and Online medication advice



Online medical examination and online medication advice: Initiatives



Focus on shifting to paid services and raising usage rate

Collaboration with Medipal Holdings Corporation, a major prescription pharmaceutical wholesaler

Topics

Topics① : “Boshimo”

Connect parenting households and local governments

Maternal health record book app and online consultation service



(Reference) Description of "Boshimo", a maternal health record book app

"Boshimo" is a parenting support app that provides seamless support from pregnancy, childbirth and childcare.



Pregnancy health records

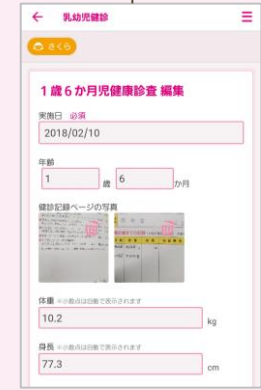
Weight graph during pregnancy

Vaccination management

Infant health checkup records

Height and weight graphs

Growth records



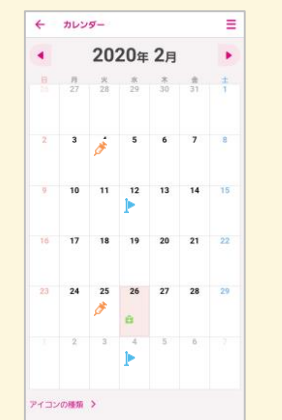
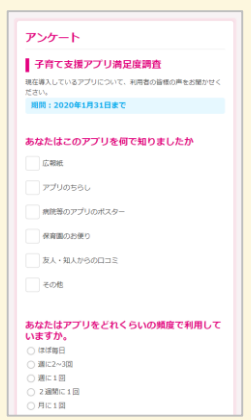
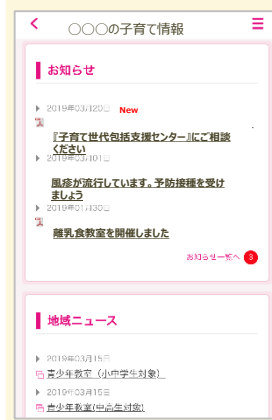
Notice

Childcare support facility search

Local childcare events

Questionnaire

Schedule management



Topics① : "Boshimo"



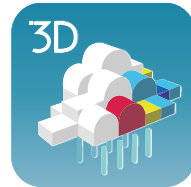
More than **300** local governments introduced the app

October, 2020



Online consultation started
Supports local government DX

Topics② : Received the GOOD DESIGN AWARD



3D雨雲ウォッチ



Creates excellent UI and UX

Received the GOOD DESIGN AWARD of 2020



Earnings forecast for FY2021

Earnings forecast for FY2021

Focus on raising sales in the healthcare business(new)

| | |
|---|---|
| Net sales | YoY levelled off ¥25,500~ ¥26,500 million |
| Operating income | YoY decrease in profit ~ levelled off ¥2,100~ ¥2,500 million |
| Profit attributable to owners of parent | YoY increased profit ¥1,300~ ¥1,700 million |

Change factors in financial forecast range

- Speed of extensive introduction for Cloud drug record service
- Providing original comics, hit comics
- Speed of increase in the number of paying subscribers to ad blocker, AdGuard

Earnings forecast for FY2021

(Unit : Mil yen)

| | FY2021(Forecast) | | | FY2020 (Actual) | | | YoY | |
|---|------------------|--------|--------|-----------------|--------|--------|------------------|-----------------|
| | Full year | H1 | H2 | Full year | H1 | H2 | Amount Full year | Ratio Full year |
| Net sales | 26,000 | 13,000 | 13,000 | 26,082 | 12,946 | 13,135 | (82) | (0.3%) |
| Cost of sales | 7,200 | 3,600 | 3,600 | 7,130 | 3,531 | 3,598 | +69 | +1.0% |
| Gross profit | 18,800 | 9,400 | 9,400 | 18,951 | 9,414 | 9,536 | (151) | (0.8%) |
| SG&A | 16,500 | 8,300 | 8,200 | 16,444 | 7,968 | 8,476 | +55 | (0.3%) |
| Operating income | 2,300 | 1,100 | 1,200 | 2,507 | 1,446 | 1,060 | (207) | (8.3%) |
| (Ratio) | 8.8% | 8.5% | 9.2% | 9.6% | 11.2% | 8.1% | | |
| Ordinary income | 2,300 | 1,100 | 1,200 | 2,082 | 1,310 | 772 | +217 | +10.4% |
| (Ratio) | 8.8% | 8.5% | 9.2% | 8.0% | 10.1% | 5.9% | | |
| Profit attributable to owners of parent | 1,500 | 750 | 750 | 506 | 1,246 | (739) | +993 | +195.9% |
| (Ratio) | 5.8% | 5.8% | 5.8% | 1.9% | 9.6% | (5.6%) | | |

※For convenience, the middle points in the range of financial forecasts are shown for the fiscal year ending September 30, 2021.

Capital Policy

Capital Policy

We aim for continuous growth in sales and profit, and for harmonizing them with returns to shareholders.

| | Interim dividend | Year-end dividend | Annual dividend |
|-----------------------------|------------------|--------------------------|---------------------------|
| FY2020 | ¥8 | ¥8 (Scheduled) | ¥16 (Scheduled) |
| FY2021 (Forecast) | ¥8 | ¥8 | ¥16 |

※ A Dividend at the end of FY2020 are to be referred to the 25th general shareholders' meeting on December 19, 2020.

Appendix

Consolidated B/S

MTI Ltd.

(Unit : Mil yen)

| | FY2020 | FY2019 | Change | | FY2020 | FY2019 | Change |
|-------------------------------------|--------|--------|--------|---|---------|---------|--------|
| Current assets | 19,743 | 18,469 | +1,274 | Current liabilities | 4,766 | 4,315 | +451 |
| Cash and deposit | 13,354 | 12,421 | +932 | Accounts payable-trade | 1,101 | 1,308 | (206) |
| Notes and accounts receivable-trade | 4,840 | 4,667 | +173 | Current portion of long-term borrowings | 451 | 14 | +437 |
| Other | 1,585 | 1,427 | +157 | Account payable-other | 1,333 | 1,150 | +183 |
| Allowance for doubtful accounts | (36) | (47) | +11 | Income taxes payable | 701 | 730 | (29) |
| Non-current assets | 10,803 | 9,010 | +1,793 | Allowance for coin usage | 110 | 143 | (32) |
| Property, plant and equipment | 193 | 258 | +64 | Other | 1,067 | 968 | +99 |
| Intangible fixed assets | 3,764 | 2,062 | +1,701 | Non-current liabilities | 4,270 | 1,370 | +2,900 |
| (Include) software | 1,281 | 1,870 | (589) | Long-term borrowings | 2,881 | 52 | +2,829 |
| goodwill | 692 | 153 | +538 | Retirement benefit liability | 1,381 | 1,306 | +75 |
| Customer-related assets | 1,755 | - | +1,755 | Other | 6 | 11 | (4) |
| Investments and other assets | 6,845 | 6,689 | +155 | Total liabilities | 9,036 | 5,685 | +3,315 |
| (Include) investment securities | 4,536 | 4,977 | (440) | Shareholders' equity | 19,112 | 19,598 | (485) |
| Leasehold and guarantee deposits | 493 | 511 | (18) | Capital stock | 5,138 | 5,135 | +2 |
| Deferred tax assets | 1,766 | 1,133 | +633 | Capital surplus | 6,551 | 6,706 | (155) |
| Total assets | 30,547 | 27,479 | +3,057 | Retained earning | 10,707 | 10,989 | (281) |
| | | | | Treasury shares | (3,283) | (3,233) | (50) |
| | | | | Accumulated other comprehensive income | 54 | 268 | (214) |
| | | | | Subscription rights to shares | 345 | 343 | +2 |
| | | | | Non-controlling interests | 1,998 | 1,584 | +414 |
| | | | | Total net assets | 21,510 | 21,794 | (283) |
| | | | | Total liabilities and net assets | 30,547 | 27,479 | +3,067 |

Trends in consolidated P/L

(Unit : Mil yen)

| | FY2018 | | | | FY2019 | | | | FY2020 | | | |
|--|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|----------------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| Net sales | 7,517 | 7,645 | 7,036 | 6,876 | 6,862 | 7,070 | 6,495 | 6,684 | 6,104 | 6,842 | 6,505 | 6,629 |
| Cost of sales | 1,590 | 1,734 | 1,499 | 1,580 | 1,632 | 1,883 | 1,652 | 1,989 | 1,627 | 1,904 | 1,783 | 1,814 |
| Gross profit | 5,926 | 5,910 | 5,537 | 5,295 | 5,229 | 5,186 | 4,843 | 4,695 | 4,477 | 4,937 | 4,722 | 4,814 |
| (Ratio) | 78.8% | 77.3% | 78.7% | 77.0% | 76.2% | 73.4% | 74.6% | 70.2% | 73.3% | 72.2% | 72.6% | 72.6% |
| SG&A | 5,265 | 5,200 | 4,444 | 4,542 | 4,400 | 4,380 | 4,213 | 4,001 | 3,891 | 4,076 | 4,151 | 4,325 |
| Operating income | 661 | 710 | 1,092 | 753 | 829 | 806 | 629 | 694 | 586 | 860 | 570 | 489 |
| (ratio) | 8.8% | 9.3% | 15.5% | 11.0% | 12.1% | 11.4% | 9.7% | 10.4% | 9.6% | 12.6% | 8.8% | 7.4% |
| Ordinary income | 619 | 706 | 1,085 | 705 | 868 | 709 | 1,373 | 183 | 404 | 905 | 651 | 121 |
| (Ratio) | 8.2% | 9.2% | 15.4% | 10.3% | 12.7% | 10.0% | 21.1% | 2.7% | 6.6% | 13.2% | 10.0% | 1.8% |
| Profit attributable to owners of parent | 801 | 352 | 740 | (266) | 543 | 317 | 1,285 | (638) | 231 | 1,014 | 534 | (1,273) |
| (Ratio) | 10.7% | 4.6% | 10.5% | – | 7.9% | 4.5% | 19.8% | – | 3.8% | 14.8% | 8.2% | – |

Trends in consolidated SG&A

(Unit : Mil yen)

| | FY2018 | | | | FY2019 | | | | FY2020 | | | |
|----------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| SG&A | 5,265 | 5,200 | 4,444 | 4,542 | 4,400 | 4,380 | 4,213 | 4,001 | 3,891 | 4,076 | 4,151 | 4,325 |
| Advertising expense | 1,369 | 1,487 | 721 | 822 | 722 | 763 | 504 | 414 | 248 | 241 | 362 | 320 |
| Personnel expenses | 1,534 | 1,456 | 1,500 | 1,324 | 1,550 | 1,516 | 1,584 | 1,496 | 1,550 | 1,561 | 1,551 | 1,731 |
| Commission fee | 886 | 938 | 884 | 913 | 880 | 844 | 869 | 805 | 829 | 844 | 853 | 815 |
| Subcontract expenses | 282 | 240 | 240 | 361 | 216 | 248 | 274 | 328 | 278 | 345 | 396 | 406 |
| Depreciation | 430 | 422 | 412 | 373 | 343 | 332 | 326 | 323 | 307 | 450 | 425 | 437 |
| Other | 761 | 654 | 685 | 746 | 687 | 673 | 654 | 632 | 675 | 632 | 562 | 613 |

Trends in performance by business units (Net sales)

(Unit : Mil yen)

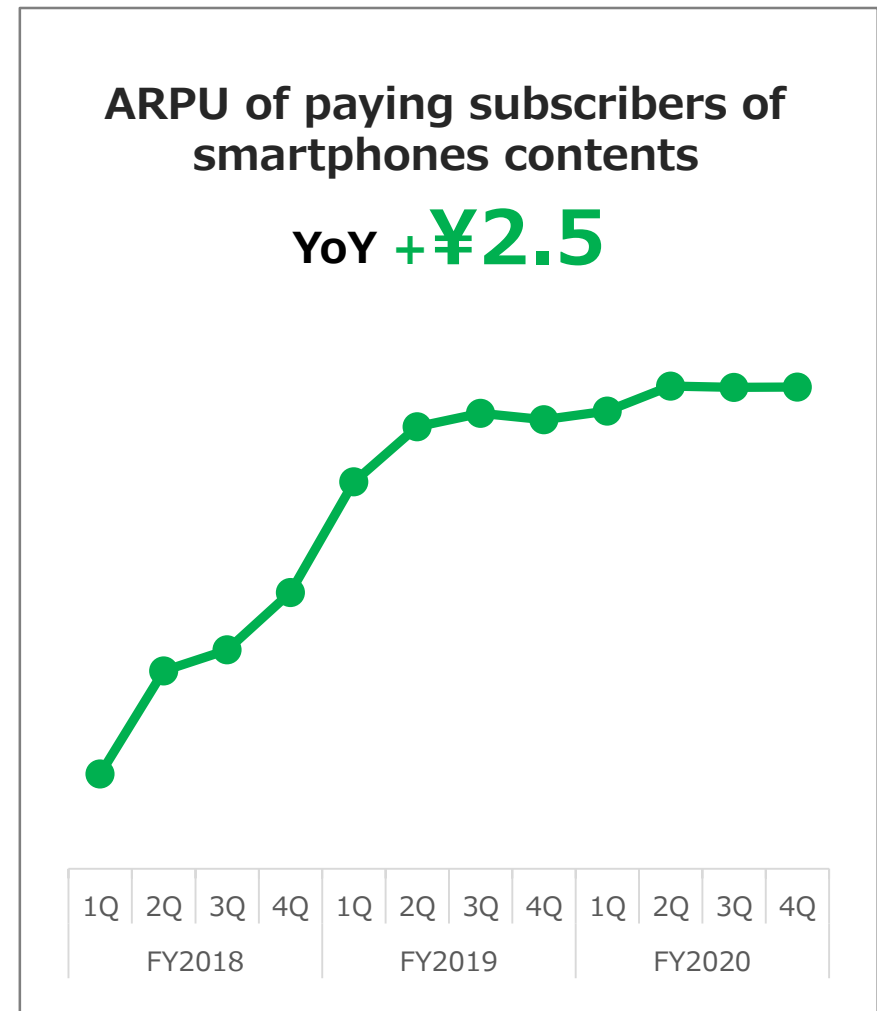
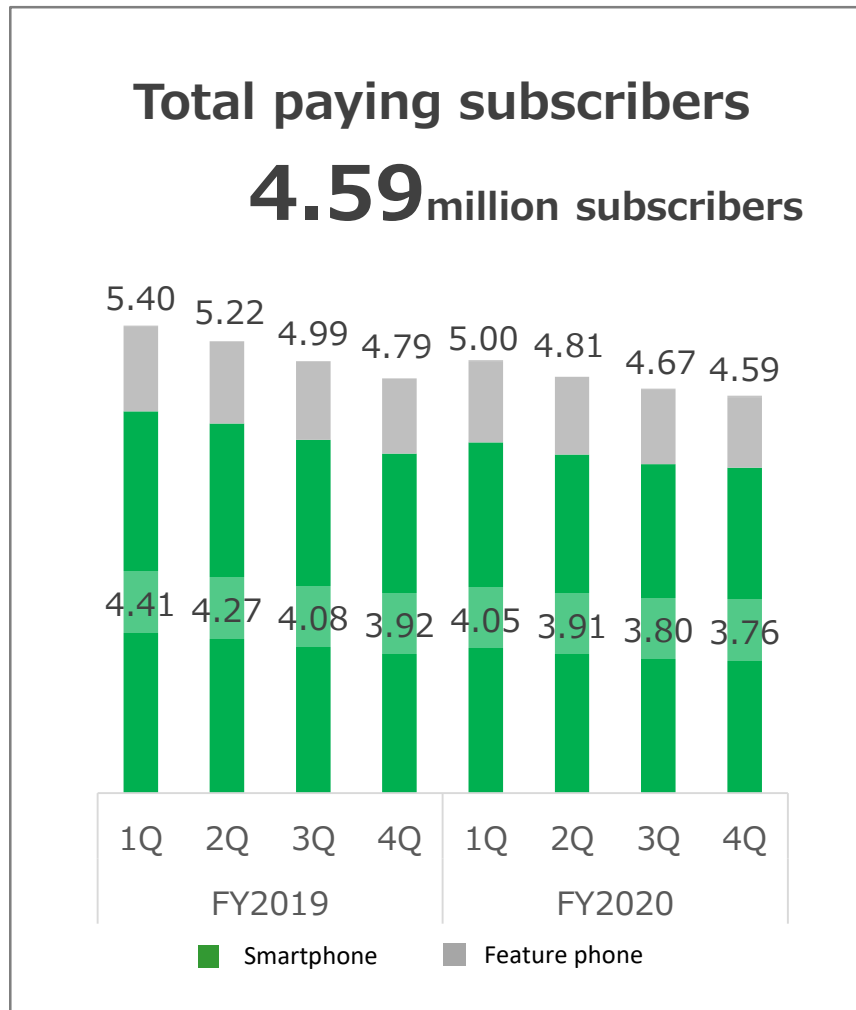
| | FY2019 | | | | FY2020 | | | |
|------------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| Net sales | 6,862 | 7,070 | 6,495 | 6,684 | 6,104 | 6,842 | 6,505 | 6,629 |
| Content business | 5,508 | 5,348 | 5,269 | 4,975 | 4,878 | 5,136 | 5,179 | 4,997 |
| Healthcare business | 886 | 933 | 851 | 905 | 809 | 911 | 873 | 906 |
| Other business | 467 | 788 | 374 | 803 | 416 | 794 | 453 | 725 |
| Cost department | - | - | - | - | - | - | - | - |
| Elimination of consolidation | - | - | - | - | - | - | - | - |

Trends in performance by business units (Operating income)

(Unit : Mil yen)

| | FY2019 | | | | FY2020 | | | |
|------------------------------|------------|------------|------------|------------|------------|------------|------------|------------|
| | 1Q | 2Q | 3Q | 4Q | 1Q | 2Q | 3Q | 4Q |
| Operating income | 829 | 806 | 629 | 694 | 586 | 860 | 570 | 489 |
| Content business | 1,765 | 1,537 | 1,738 | 1,578 | 1,672 | 1,785 | 1,798 | 1,708 |
| Healthcare business | (412) | (346) | (394) | (363) | (453) | (440) | (495) | (475) |
| Other business | (127) | (44) | (187) | (119) | (164) | (22) | (242) | (166) |
| Cost department | (411) | (326) | (503) | (381) | (459) | (430) | (442) | (480) |
| Elimination of consolidation | 15 | (13) | (23) | (20) | (9) | (32) | (46) | (96) |




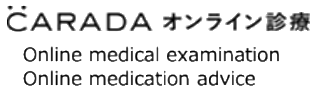


Content business: The number of paying subscribers



* The number of paying subscribers are including healthcare business 'Luna-luna and 'Caradamedica' whose business model are monthly paid business above.

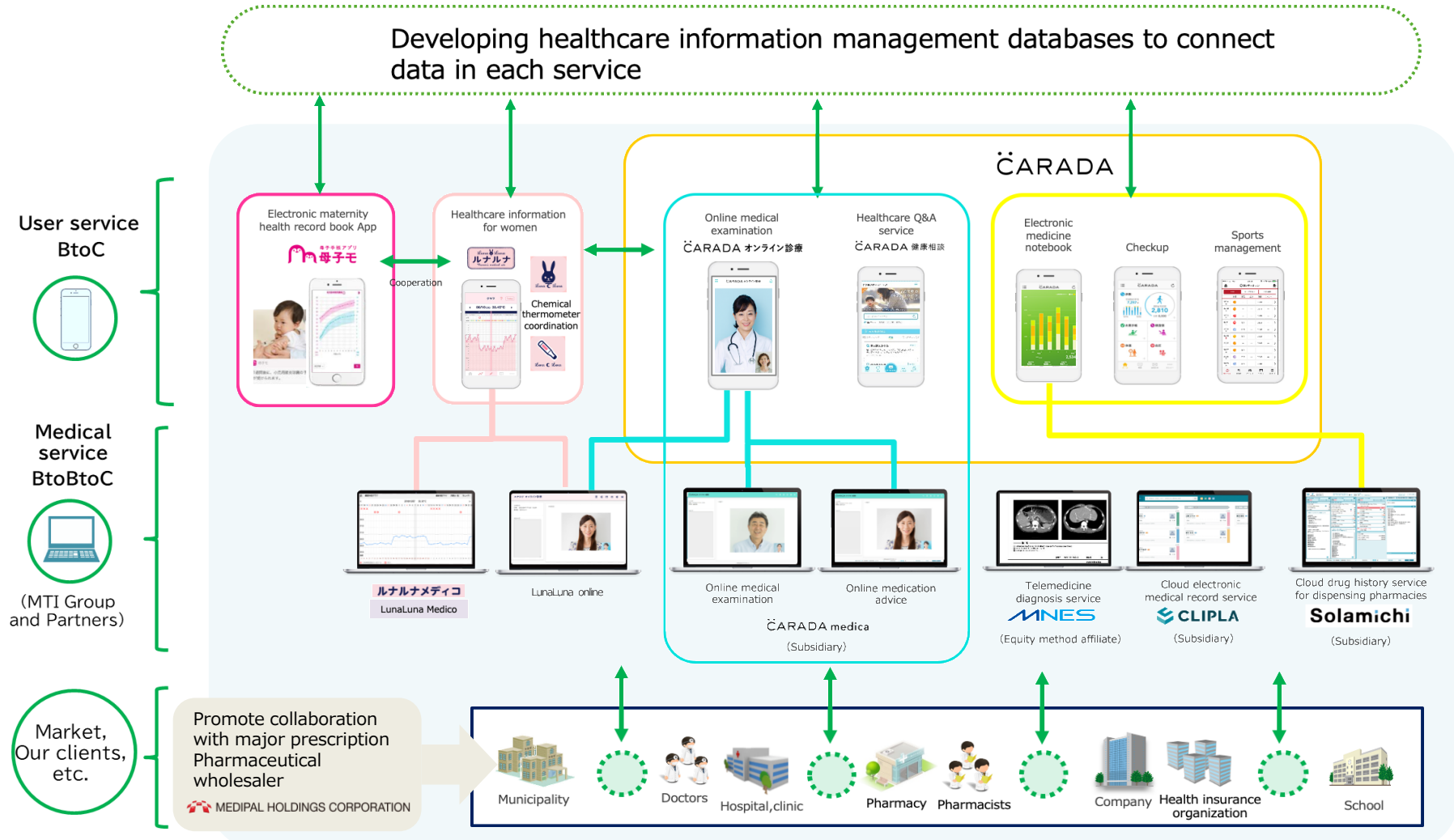
The list of main healthcare services

Figures are the actual as of end of September 2020.

| Name of service | Service of function | Business model |
|---|---|---|
|  | Maternal and Child Health Handbook service app. Vaccine scheduling function, parenting curve and information provided by local governments. | The app is provided at no additional charge for those of childbearing age including mothers. Collects monthly usage fees from contracted local governments nationwide. The service has been adopted by 285 of 1,741 local governments nationwide. |
|  | Healthcare info service for women. Forecasting menstrual day & ovulation day. | Free app (Over 15 million DL cumulative) Three hundred yen fee or higher for fertility mode and other modes |
| '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. | The service is currently provided at no additional charge. The service has been adopted by 780 gynecologists. (Patients are LunaLuna users [free/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 | As a measure to prevent the spread of COVID-19, The service will be provided free of charge until the end of September 2020. |
|  | Q&A service for doctors and people engaged in medical services. Helps eliminate daily health concerns. | ¥400/month |
|  | the system offers full features that are necessary for online medical examination, from reservations to delivery of drugs and prescriptions . | Contracts with 724 clinics and pharmacies. As a measure to prevent the spread of COVID-19, The service will be provided free of charge until the end of September 2020. |
|  | 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. | Collects monthly usage fees from health examination institutions. |
|  | Cloud drug administration record service for pharmacies The drug administration record navigation function is highly rated. Links with the CARADA medical history notebook app. | Initial cost for introduction + monthly usage fee 285 orders have been received. Full-scale deliveries started in December 2019. |

*The schedules are subject to change due to future developments with COVID-19.

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.

Online medical examination and online medication advice①:

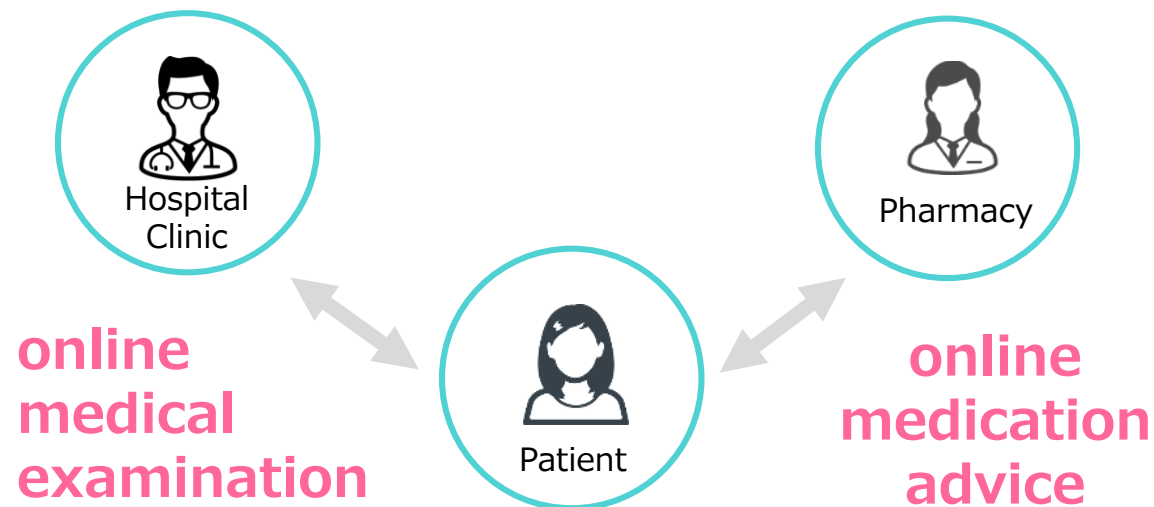
What is 'online medical examination'?

Internet-based medical services provided to non-hospitalized patients that are performed by healthcare professionals.

What is 'online medication advice'?

Internet-based medication advice for prescribed drugs usually performed by pharmacists. Patients receive drugs with internal prescription at home. They receive external prescriptions forwarded to their smartphones. This service replaces the process of drug purchases by patients at pharmacies with medication instructions.

CARADA オンライン診療



Online medical examination and online medication advice②: Operating environment

| | Previously | Temporary measure After COVID-19 4/10~ |
|----------------|---|--|
| First visit | <p>Online medical examination not appropriate Face-to-face medical examination required</p> | <p>Online medical examination allowed for new patients</p> |
| Target disease | <p>High blood pressure, diabetes, certain chronic diseases only</p> | <p>No limitation with doctor's discretion</p> |





Deregulation underway for online medical examination and online medication advice

Online medical examination and online medication advice③: Service introduction

CARADA medica

A full spec online system that handles every step from reservation, to video call, settlement and drug delivery.

Full spec

| Reservation | Video call | Settlement | Delivery of drugs and prescriptions |
|---|--|--|--|
|  <p>By allowing patients to make reservations for date and hour of medical examination in advance, wasted time can be avoided in medical practice.</p> |  <p>An online medical consultation and examination are conducted through a video call, easing the burden on healthcare professionals because they can speak to the patient while checking his/her facial expressions.</p> |  <p>Settlement is made automatically after online medical consultation and examination, using the credit card registered by the patient in advance.</p> |  <p>A delivery firm collects the drugs and prescriptions from medical institutions and delivers them to patients.</p> |

Online medical examination and online medication advice④: Market

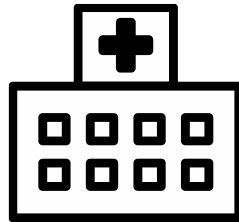
Rapid growth in demand in the wake of COVID-19

ĀARADA オンライン診療

(Online medical examination
and medication advice)

882
contracts

September 2020



Clinic



Pharmacy

Number of clinics across
the nation

100,000 clinics

Number of pharmacies
across the nation

60,000 pharmacies

Estimated to be
Interested in online services

20%

Future revenue scheme
(Currently provided for free)

Spot type

Initial cost for
introduction

+

Stock type

Monthly charge for
system usage



〈Contact us〉

Investor Relations Office

TEL: +81-3-5333-6323 FAX: +81-3-3320-0189

e-mail: ir@mti.co.jp

<https://www.mti.co.jp/eng/>

This report contains forward-looking statements on business performance based on the judgments, assumptions, and beliefs of management using the information available at the time. Actual results may differ materially due to changes in domestic or overseas economic conditions or changes in internal or external business environments or aspects of uncertainty contained in the forecasts, latent risks or various other factors. In addition, risk and uncertainty factors include unpredictable elements that could arise from future events.