

# Financial Results Briefing for Q2 FY2023

**May 12, 2023**



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.

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# **Financial Results Overview for Q2 FY2023**

# Financial highlight

**1**

**Operating income declined and was below the forecast.**

**Main cause: Loss-making projects in DX support business for major companies.**

- Net sales: ¥13,613 million (+¥638 million, YoY, Performance forecast comparison: +¥913 million)
- Operating income: ¥(18) million (-¥617 million, YoY, Performance forecast comparison: -¥218 million)
- Ordinary income: ¥187 million (-¥105 million, YoY, Performance forecast comparison: +¥187 million)

**2**

**The full-year forecasts are revised.**

**(only operating income is revised downward)**

- Net sales: ¥26,800 million (Compared to the previous forecast +¥800)
- Operating income: ¥200 million (Compared to the previous forecast -¥600)
- Ordinary income: ¥400 million (Previous forecast unchanged)

**3**

**Healthcare business and School DX business: Results improved as planned.**

**Other business: Loss-making projects in the DX support business for major companies continued being dealt with the aim of winding them down in the course of this fiscal year.**

# Consolidated P/L

Net sales : increased

Operating income : decreased

(Unit : Mil yen)

	FY2022 Q2	FY2023 Q2	YoY		
			Amount	Percentage	
Net sales	12,975	<b>13,613</b>	+638	+4.9%	Q1: Posting of spot sales of the video-streaming service
Cost of sales (ratio)	3,814 29.4%	<b>4,481</b> <b>32.9%</b>	+666	+17.5%	
Gross profit (ratio)	9,160 70.6%	<b>9,132</b> <b>67.1%</b>	(28)	(0.3)%	Posting of spot cost of sales of the video-streaming service
SG&A (ratio)	8,561 66.0%	<b>9,151</b> <b>67.2%</b>	+589	+6.9%	Increase in outsourcing expenses. (School DX business)
Operating income (ratio)	599 4.6%	<b>(18)</b> -%	(617)	-%	Increase in advertising expenses (AdGuard)
Ordinary income (ratio)	292 2.3%	<b>187</b> 1.4%	(105)	(36.1)%	
Profit attributable to owners of parent (ratio)	123 1.0%	<b>(326)</b> -%	(449)	-%	Q1: Posting of income taxes associated with the transfer of shares between Group companies

# Consolidated SG&A :

## Advertising expenses and outsourcing expenses : increased

(Unit : Mil yen)

	FY2022 Q2	FY2023 Q2	YoY		
			Amount	Percentage	
SG&A	8,561	<b>9,151</b>	+589	+6.9%	
Advertising expenses	758	<b>1,016</b>	+258	+34.1%	Increase in sales promotion costs for AdGuard
Personnel expenses	3,835	<b>3,947</b>	+111	+2.9%	
Commission fee	1,538	<b>1,491</b>	(46)	(3.0)%	Stricter requirements for the posting of software assets (School DX business)
Subcontract expenses	885	<b>1,041</b>	+156	+17.6%	
Depreciation	633	<b>591</b>	(42)	(6.6)%	
Other	909	<b>1,062</b>	+153	+16.8%	

# (Reference) Income tax-related settlement of gains on sale of shares in Boshimo Ltd.

## Non-consolidated settlement

Contributing to increase of ¥1,096 million in profit

Gain on sale of shares of subsidiaries: ¥1,579 million  
Income taxes: ¥483 million

## Consolidated settlement

Contributing to decrease of ¥483 million in profit

Gain on transfer of shares: ¥0 million (Consolidated elimination)  
Income taxes: ¥483 million (Deferred income taxes will not be posted)

# Difference between earnings forecast and the actual for Q2

Net sales : Posting of spot sales of the video-streaming service.

Operating income : Measures to deal with loss-making projects in DX support business (increase in cost of sales), decrease in orders received in AI business.

Ordinary income : Recording of equity method investment income.

Profit attributable to owners of parent : Recording of gain on change in equity (extraordinary income) .

(Unit : Mil yen)

	FY2023 H1		Difference
	The latest earnings forecast	Actual	Amount
Net sales	12,700	<b>13,613</b>	+913
Operating income	200	<b>(18)</b>	(218)
Ordinary income	0	<b>187</b>	+187
Profit (loss) attributable to owners of parent	(740)	<b>(326)</b>	+414



# Revision of earnings forecast of FY2023

**Net sales** : Posting of spot sales of the video-streaming service.

**Operating income** : Measures to deal with loss-making projects in DX support business (increase in cost of sales), decrease in orders received in AI business.

**Ordinary income** : Recording of equity method investment income.

**Profit attributable to owners of parent** : Recording of gain on change in equity (extraordinary income) .

(Unit : Mil yen)

	FY2023		Difference
	The latest earnings forecast	Forecast this time	Amount
Net sales	26,000	<b>26,800</b>	<b>+800</b>
Operating income	800	<b>200</b>	(600)
Ordinary income	400	<b>400</b>	-
Profit (loss) attributable to owners of parent	(600)	<b>(400)</b>	+200

# Performance by segment

## Content Business

- Content service (Entertainment & Life content)
- Original comics service



## Healthcare Business

- Healthcare service for women
- Childcare DX service
- Cloud drug record service
- Online consultation service, etc

LunaLuna

母子手帳アプリ



CARADA 電子薬歴  
Solamichi

## School DX Business

- School DX service

BLEND

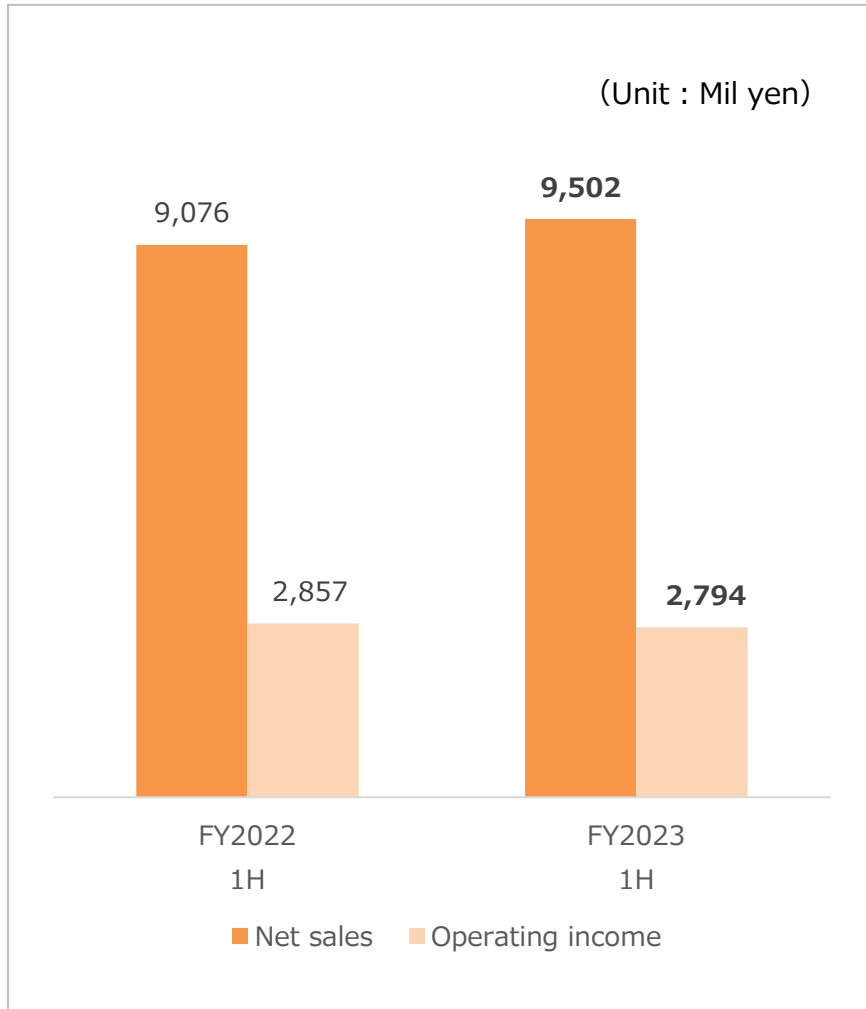


## Other Business

- AI business
- DX support business for companies
- Solution service for corporate



# Content business: Net sales and operating income



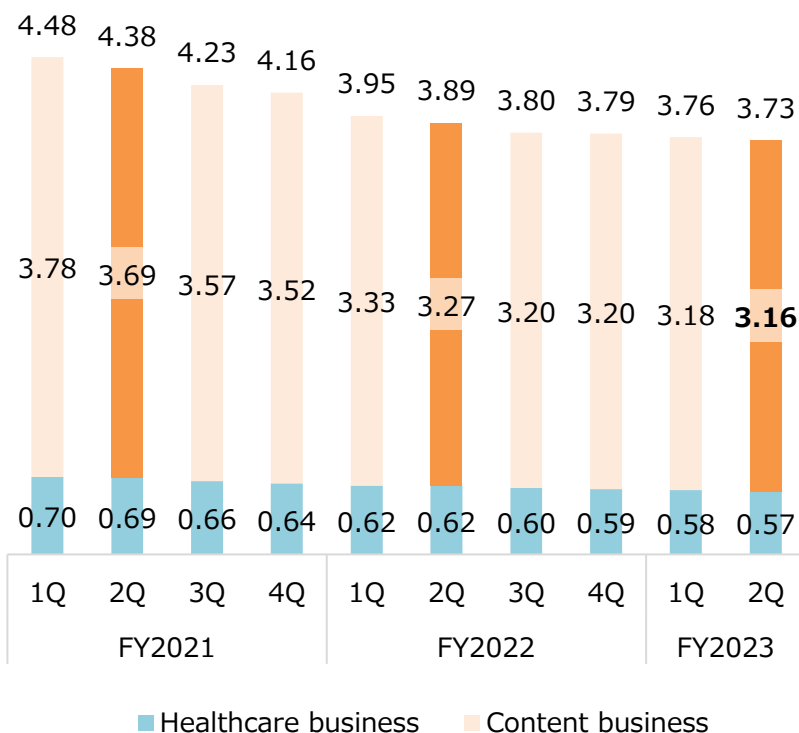
**Net sales increased,  
and the profit slightly  
decreased**

- + : Posting of spot sales of the video-streaming service (Q1)**
- : The number of paying subscribers decreased**  
**Advertising expenses increased**

# Content business: The number of paying subscribers

## Total paying subscribers

**3.73** million subscribers

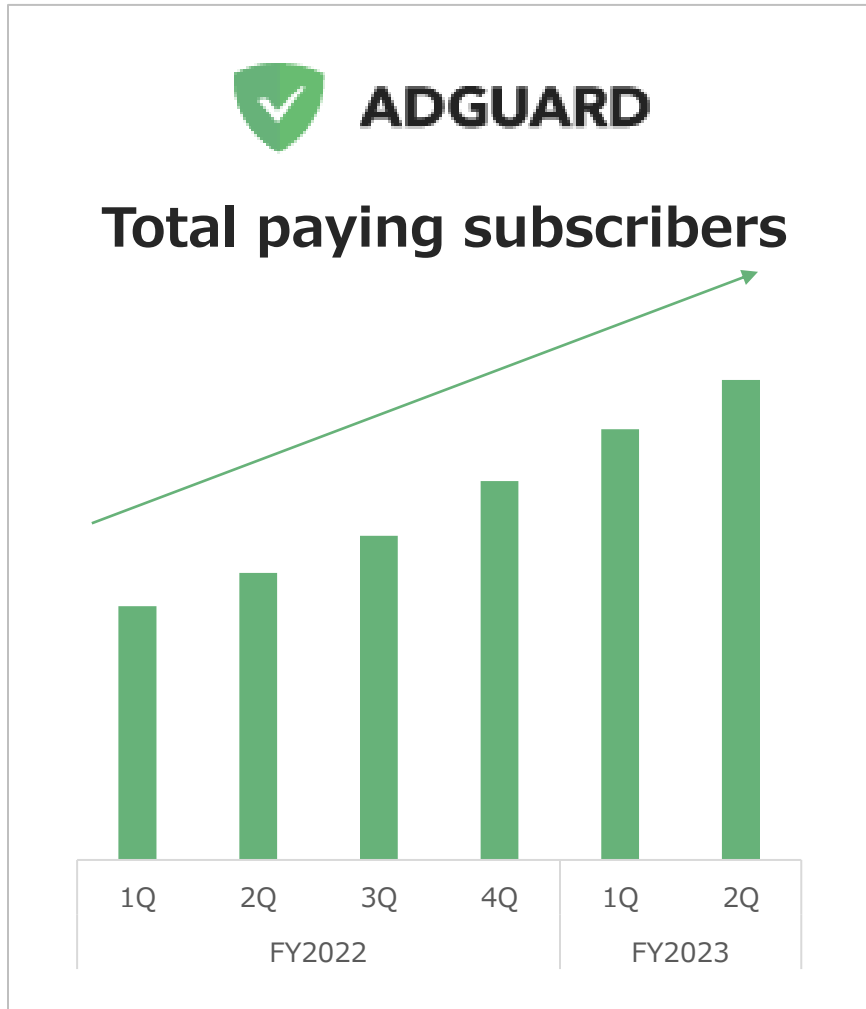


## Degree of decrease is being reduced

- Brisk Security-related apps
- Mostly unchanged from the previous quarter

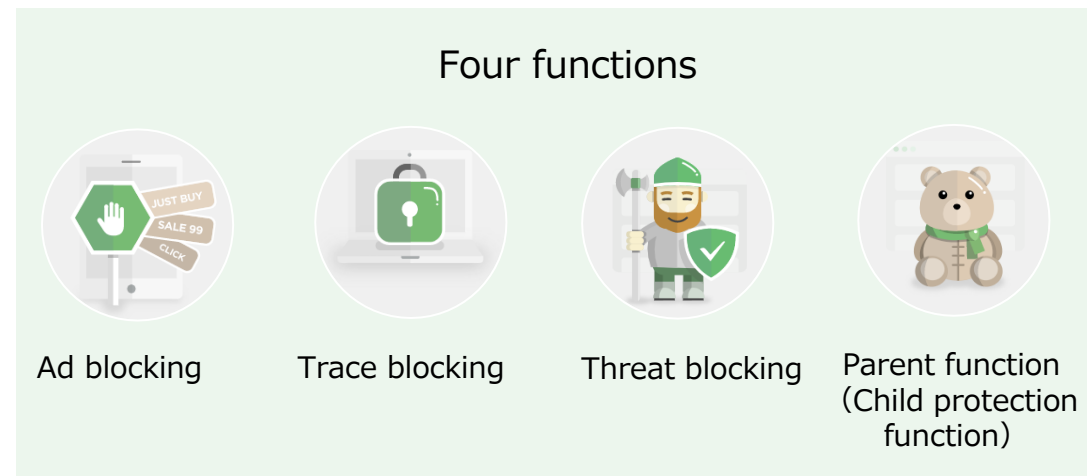
\* The number of paying subscribers are including healthcare business 'Luna-luna and 'Caradamedica' whose business model are monthly paid business above.

# Content business: Security-related app

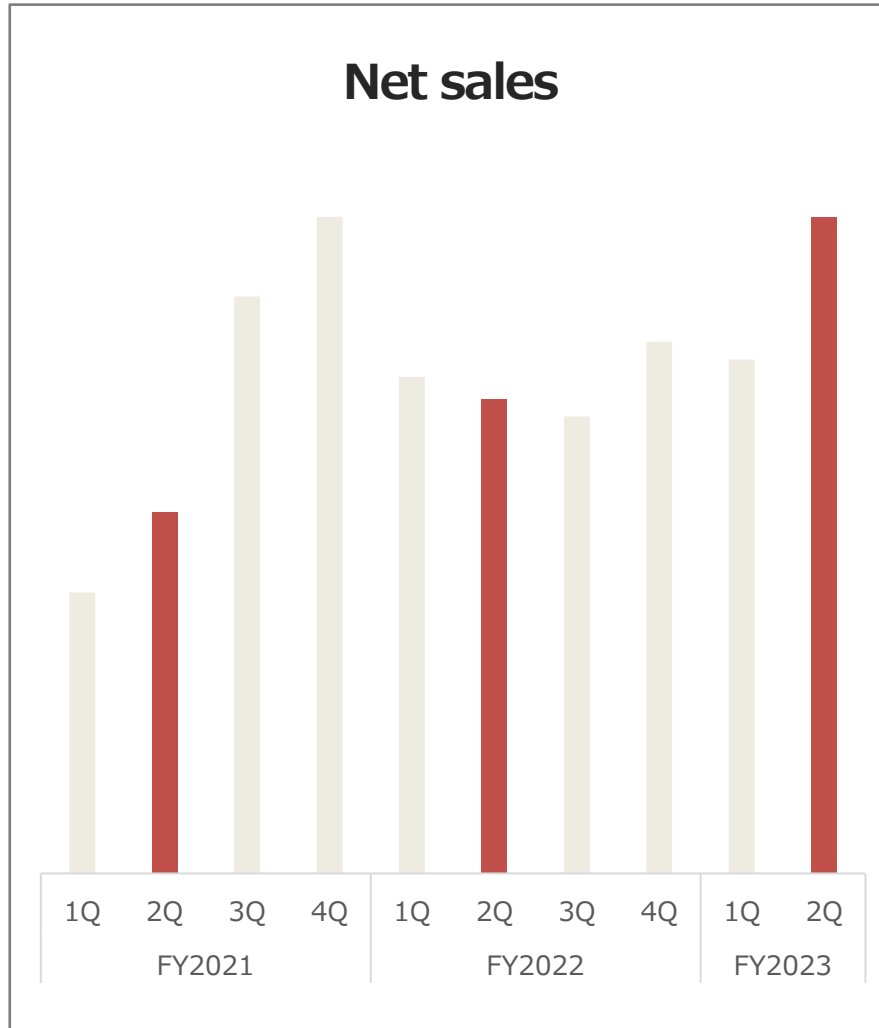


## Security-related apps are growing

Over 570 thousand people



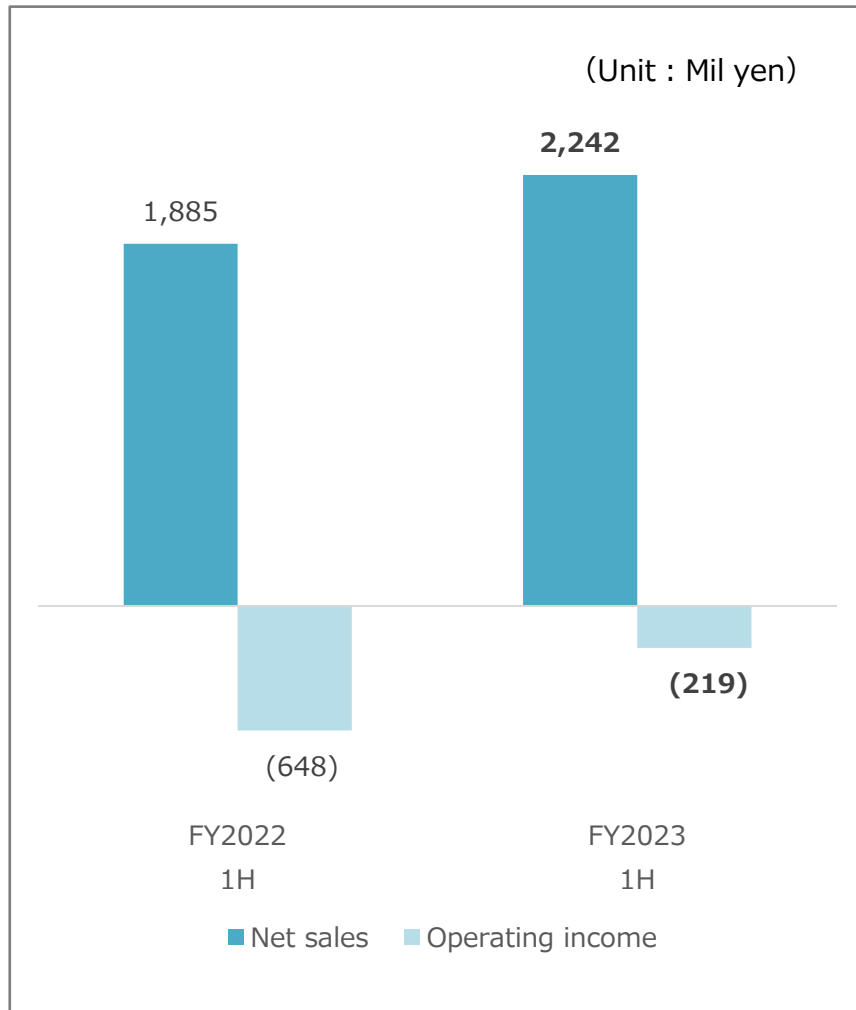
# Content business: Original comics content business



## Stable growth

The serialization of  
hit titles contributed  
Keep in comic titles introduced

# Healthcare business: Net sales and operating income



**Net sales increased,  
and the loss decreased**

**+ : Cloud drug record  
service going well**

**+ : Brisk Childcare DX  
services**

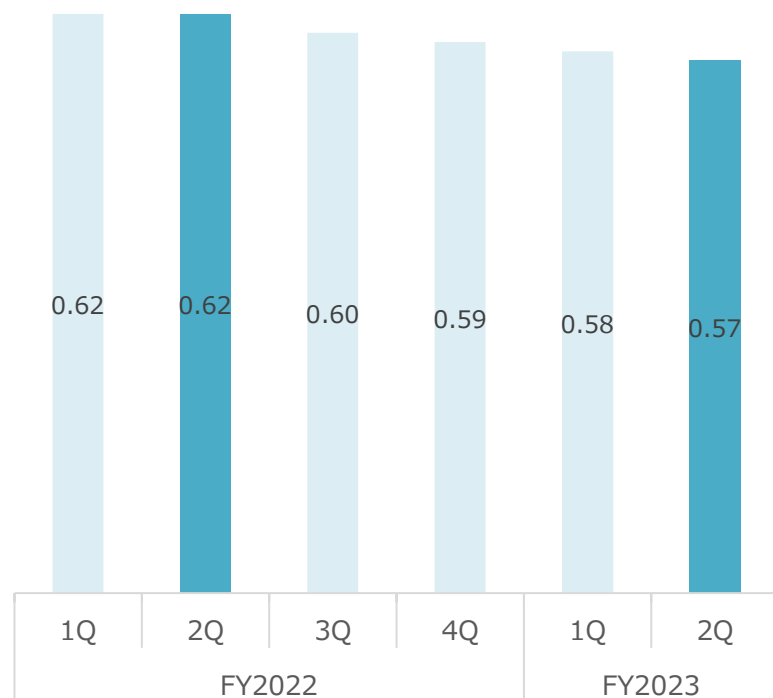
**– : The number of paying  
subscribers decreased**

# Healthcare business: The number of paying subscribers

## Healthcare paying subscribers

(LunaLuna, CARADA medica)

**0.57 million subscribers**



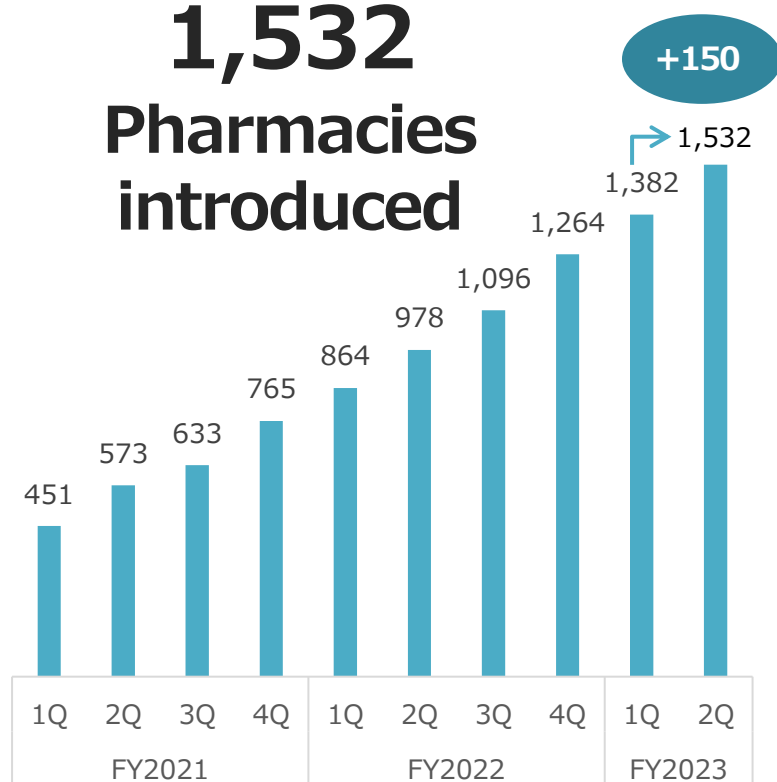
**Mostly unchanged from the previous quarter**



# Healthcare business: Cloud drug record service

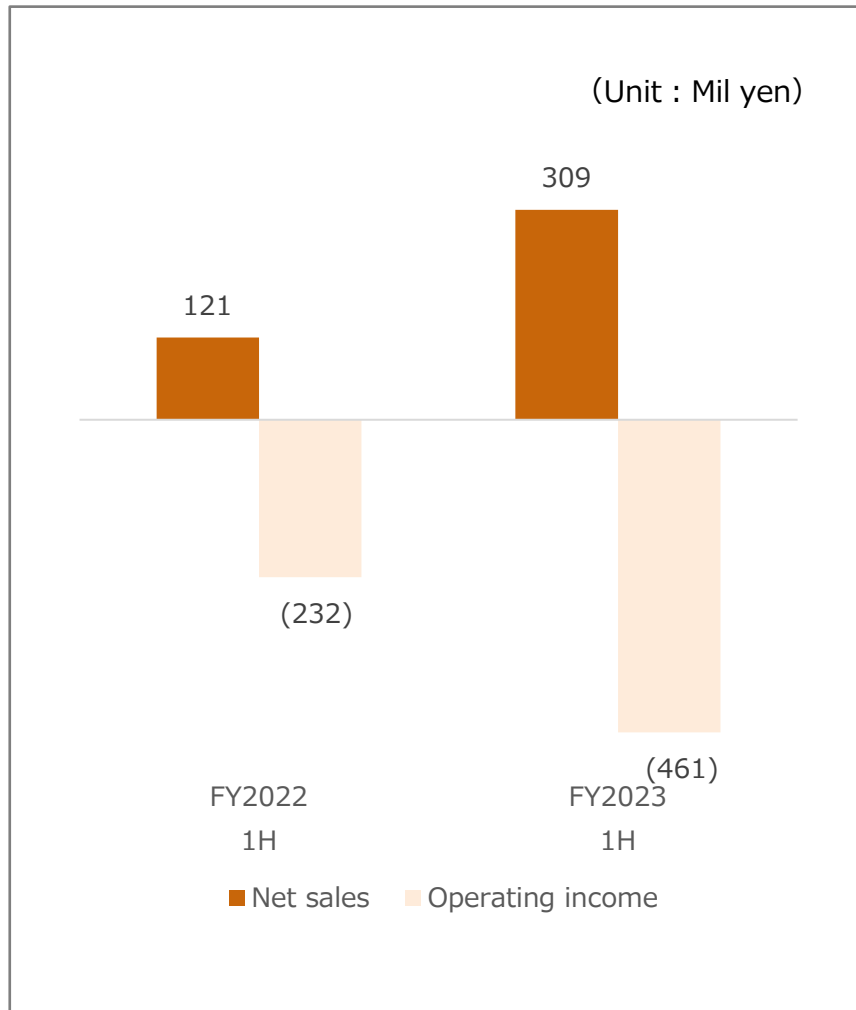
ČARADA 電子薬歴 Solamichi

**1,532**  
Pharmacies  
introduced



**Steady expansion  
in the number of  
pharmacies that  
introduced the service**

# School DX business: Net sales and operating income



## Sales expansion

- +155%, YoY
- Increase in number of schools introducing

## Operating loss

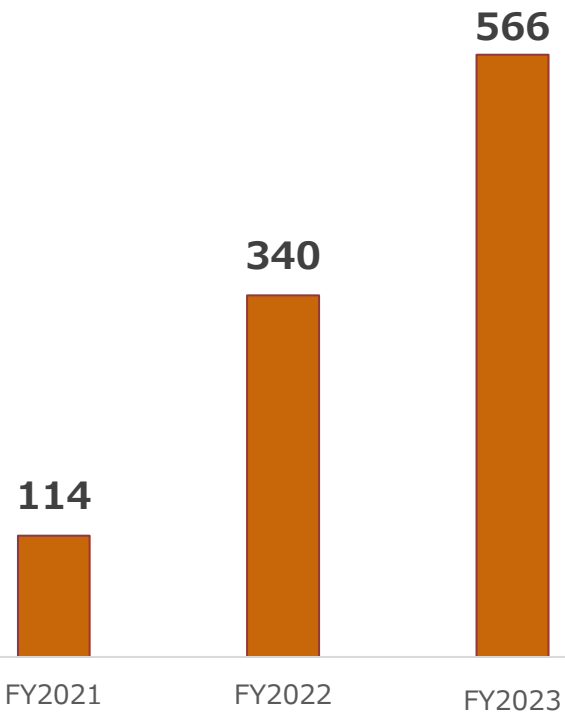
- Stricter requirements for the posting of software assets (FY2022 Q3~)
- Large-scale upfront investment to respond to a surge in orders

# School DX business

**BLEND**

Cloud-based school affairs support system

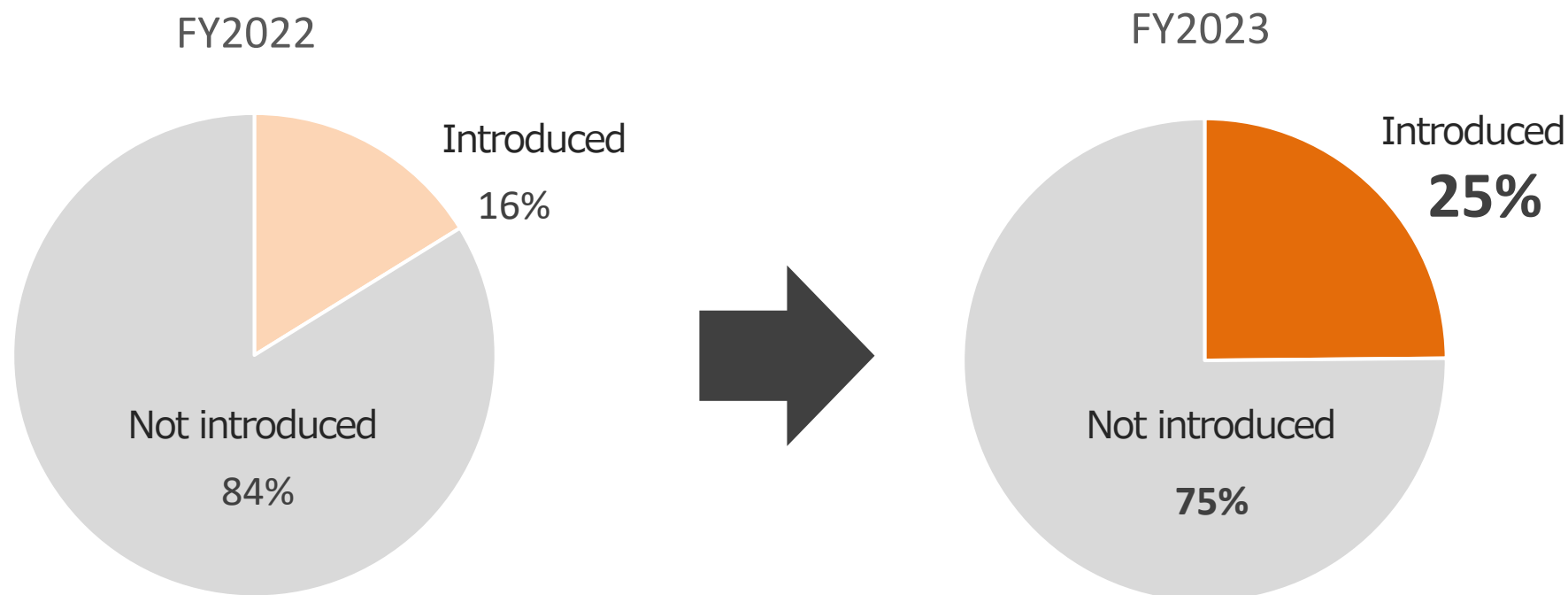
## The number of schools introduced



## Expansion in number of schools introducing the system from April 2023

- Definite orders received for October 2023 introduction (26 schools)
- Many potential projects for April 2024 introduction

## Share grew to 25% of all private high schools in Japan

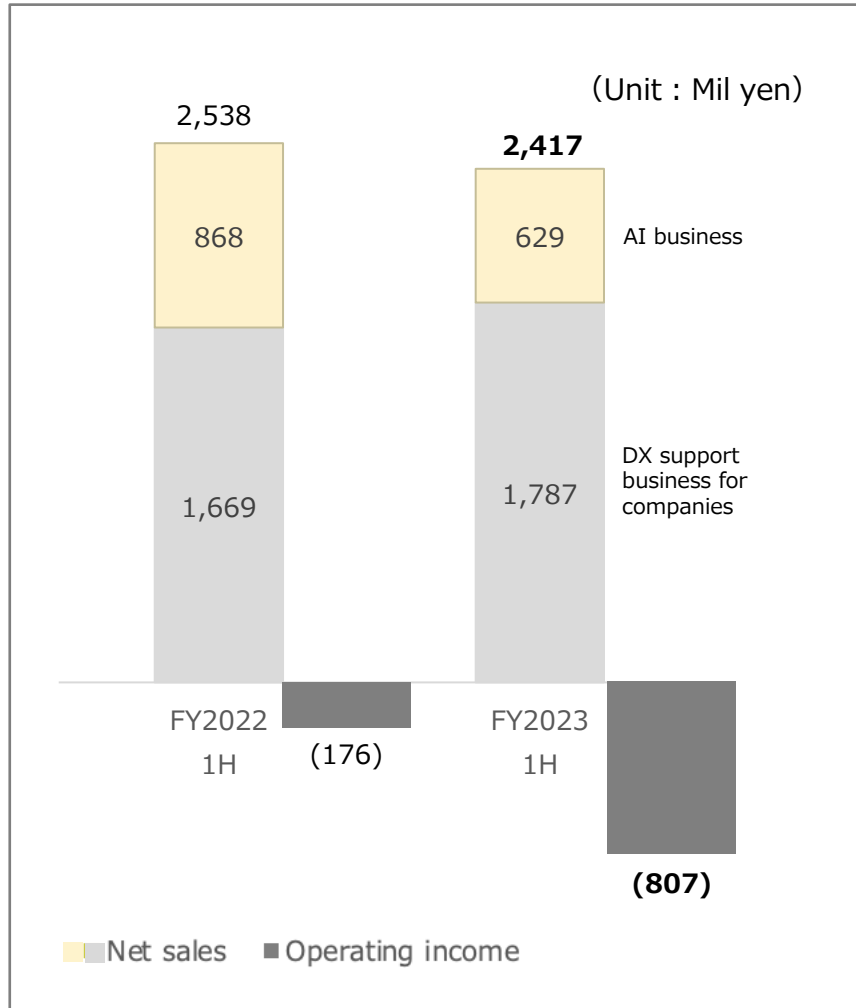


\*Includes some elementary and junior high schools

Document: Created by our company, sourced from the Ministry of Education, Culture, Sports, Science and Technology (MEXT) website.

([https://www.mext.go.jp/a\\_menu/koutou/shinkou/main5\\_a3\\_00003.htm#topic1](https://www.mext.go.jp/a_menu/koutou/shinkou/main5_a3_00003.htm#topic1))

## Other business (Includes DX support business for companies, AI): Net sales and operating income



## Sales slight decreased

- AI business

## Operating loss

- Responded to loss-making projects in part of the DX support business for major companies

MTI Ltd.  
2022  
Q3  
Q4  
Q1  
Q2

## **Approach in Q3 and beyond**

# Basic policies and priority issues for FY2023

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## 1. Healthcare business: Further sales growth

- ① Further expansion of the Cloud drug record service
- ② Promotion of the platform strategy of the childcare DX, "Boshimo"

## 2. School DX business: Further sales growth

- ① "BLEND" version upgrade
- ② Increased number of schools introduced in April

## 3. Content business: Securing profit

- ① Original comics content business growth
- ② Security-related app growth

## 4. Other business: Sales growth

- ① AI business expansion
- ② DX support business expansion

# Healthcare business: Cloud drug record service

Connecting pharmacies and patients

## Cloud drug record service

ČARADA 電子薬歴 Solamichi



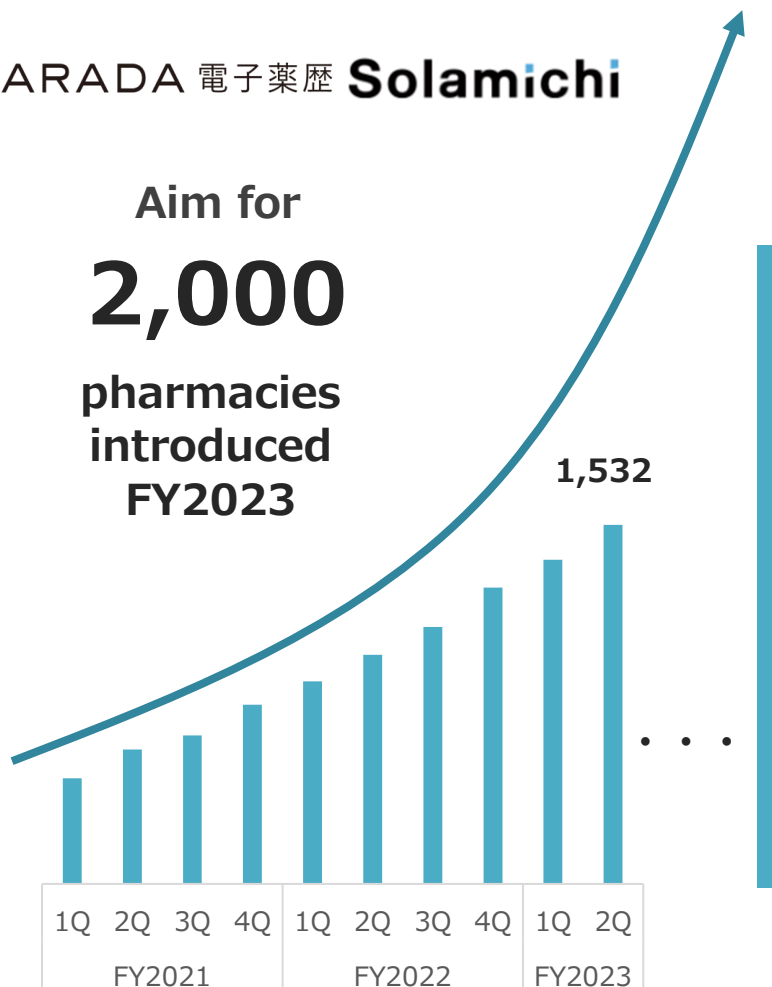


# Healthcare business: Cloud drug record service

## Continuing to strengthen cooperation in sales and to reinforce function development

CARADA 電子薬歴 Solamichi

Aim for  
**2,000**  
pharmacies  
introduced  
FY2023



### ① Continuing to strengthen cooperation in sales

- Collaboration with a major prescription pharmaceutical wholesaler



MEDIPAL HOLDINGS CORPORATION

⇒ Sharing more sales information and improving efficiency



### ② Continuing to strengthen function development for differentiation

- Connecting the drug histories possessed by different pharmacies
- Home care and nursing functions
- Additive Logic, Guidance Navigation
- Planning to add electronic prescriptions and other functions as needed

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

Connecting parenting households and municipalities

## Maternal and child health handbook app + Childcare DX services





**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"**

**Phase 1 : Introducing maternal and  
child health handbook app "Boshimo"**

**Phase 2 : Online consultation**

**Phase 3 : Childcare DX services**



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

Phase 1,2 : Maternal and child health handbook app "Boshimo" & Online consultation

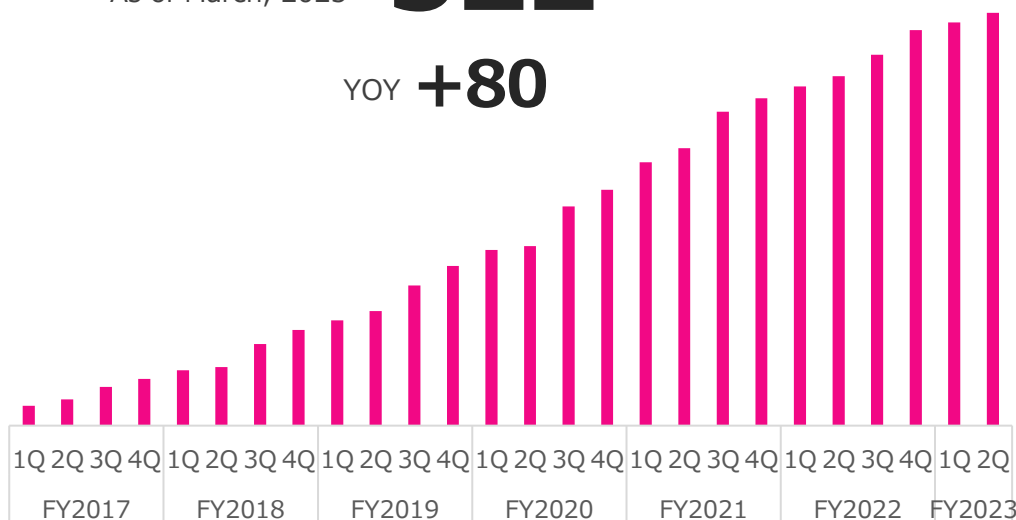
Making "Boshimo" the standard maternal and child health handbook app

**Phase1** Maternal and child health handbook app

**Phase2** Online consultation



As of March, 2023  
**522**  
YOY **+80**



"Boshimo" & Online consultation **70** contracts

As of March, 2023





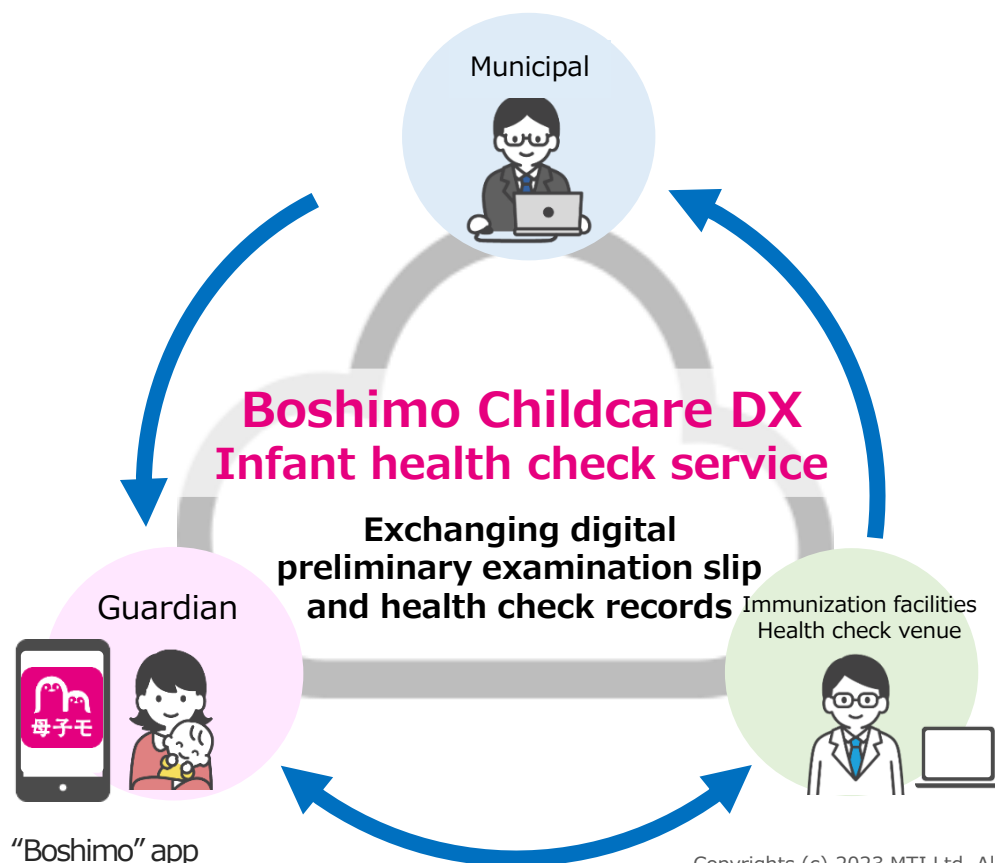
## Healthcare business:

### Maternal and child health handbook app + Childcare DX services

Phase 3 : Childcare DX services

Rapid increase in introduction of "Questionnaire" and "Appointment function" as add-on functions of maternal and child health handbook app.

The "Accompanying Support Program " initiative launched by the Ministry of Health, Labour and Welfare in January has provided a tailwind.



The number of municipalities introducing childcare DX services

45

\*Transferred to "Children and Families Agency" from April 1 .

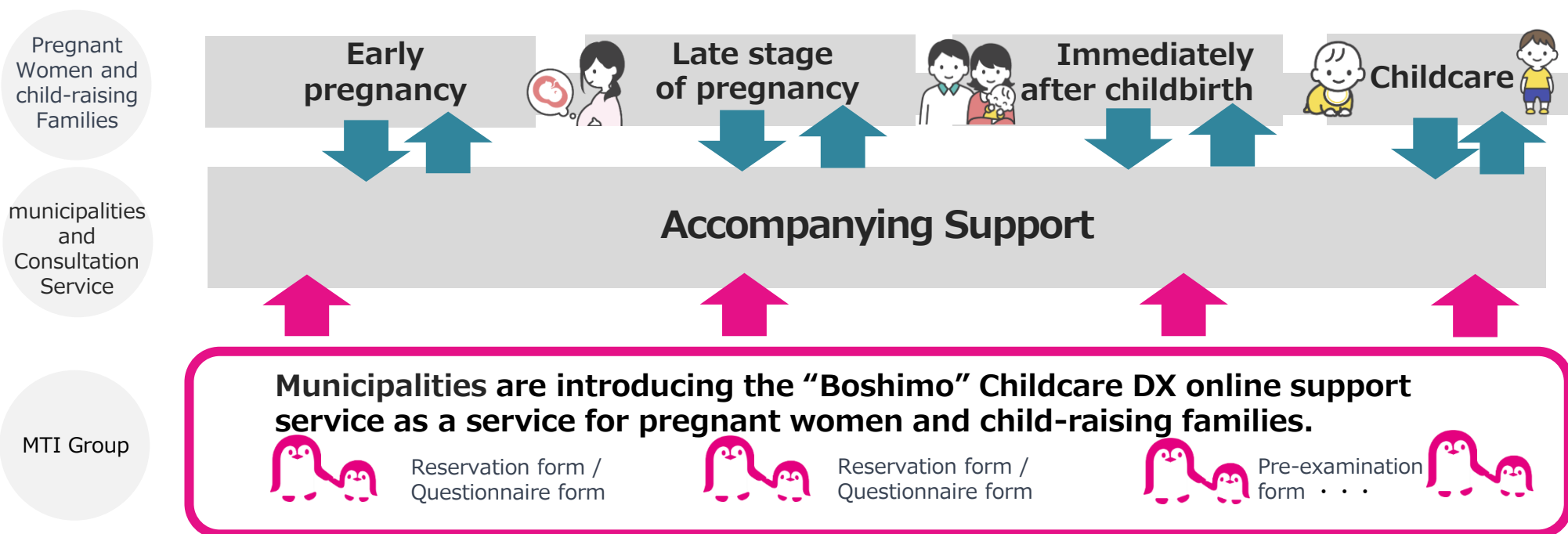


# (Reference) Healthcare business: Maternal and child health handbook app + Childcare DX services

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.





# Healthcare business:

## Maternal and child health handbook app + Childcare DX services

The “Boshimo” app and Childcare DX service are evolving into a platform.

Phase	1	2	3
Service functionalities	Maternal and child health handbook app	Online consultation	<b>Childcare DX services</b> <ul style="list-style-type: none"> <li>• Childhood immunizations (Digital preliminary examination slip , etc.)</li> <li>• Infant health check</li> <li>• Visits to all households with infants</li> <li>• Questionnaire and reservation form functionality</li> </ul> <div>Tailwind for the Accompanying Support initiative</div>
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)	522	70	45



# (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.





# School DX business

Connecting students and teachers

## Cloud-based school affairs support system

# BLEND

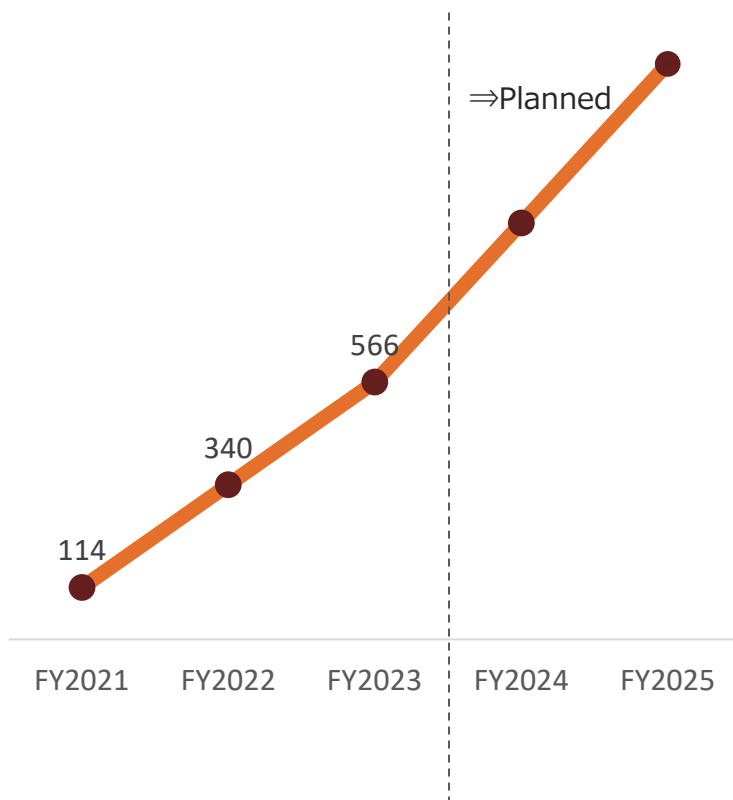


# School DX business

**BLEND**

Cloud-based school affairs support system

Conceptional image of a rise  
in the number of schools introducing the system



## Aiming to expand the number of schools to be introduced in the next fiscal year

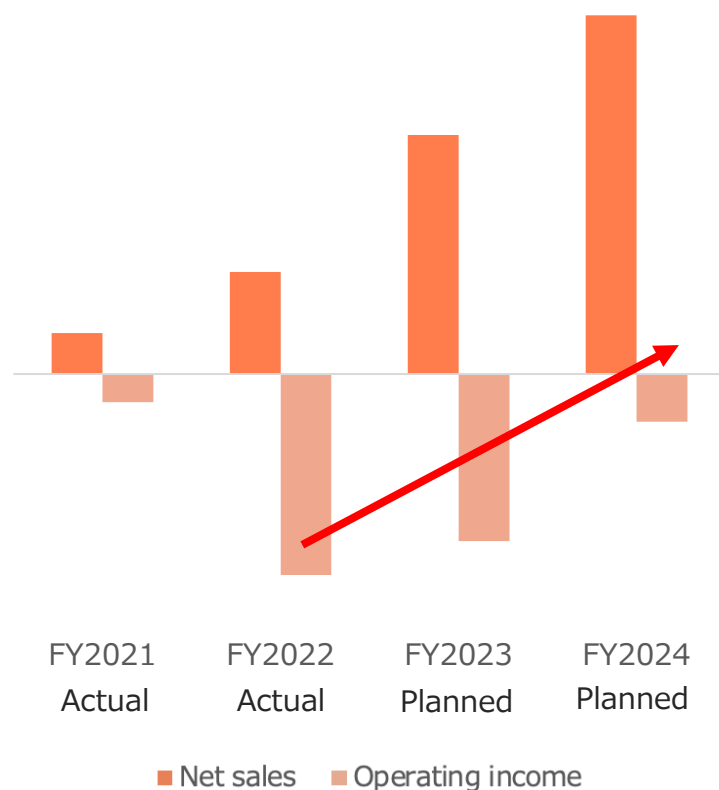
- Definite orders received for October 2023 introduction (26 schools)
- Many potential projects for April 2024 introduction

# School DX business

**BLEND**

Cloud-based school affairs support system

## Image of medium-term profit



## Aiming to significant reduce loss next fiscal year

Net sales : Expansion of the number of schools that introduced the system  
Operating income : Significantly reducing introduction expenses per school

# Image of medium-term profit

(by segment)

## Content business

Degree of decrease in the number of paying subscribers is reduced  
Focus on highly in-demand contents

## Healthcare business

Focus on expansion of stock sales (=profit)

## School DX business

Sharp growth in a short period of time

**Other business**  
(Includes DX support  
business for companies, AI)



〈Contact us〉

Investor Relations Office

e-mail: [ir@mti.co.jp](mailto:ir@mti.co.jp)

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

# Appendix

# Earnings forecast for FY2023

(Unit : Mil yen)

	FY2022 (Actual)			FY2023 (Revised forecast)			YoY	
	Full year	H1	H2	Full year	H1 (Actual)	H2 (Forecast)	Amount Full year	Ratio Full year
Net sales	26,479	12,975	13,503	26,800	13,613	13,186	+320	+1.2%
Cost of sales	7,787	3,814	3,972	8,200	4,481	3,718	+412	+5.3%
Gross profit	18,691	9,160	9,530	18,600	9,132	9,467	(91)	(0.5)%
SG&A	17,820	8,561	9,259	18,400	9,151	9,248	+579	+3.2%
Operating income	870	599	271	200	(18)	218	(670)	(77.0)%
(Ratio)	3.3%	4.6%	2.0%	0.7%	-%	1.7%		
Ordinary income	485	292	193	400	187	212	(85)	(17.7)%
(Ratio)	1.8%	2.3%	1.4%	1.5%	1.4%	1.6%		
Profit attributable to owners of parent	(930)	123	(1,053)	(400)	(326)	(73)	+530	-%
(Ratio)	-	1.0%	-%	-%	-%	-%		

# Consolidated B/S

MTI Ltd.

(Unit : Mil yen)

	FY2022	FY2023-Q2	Change		FY2022	FY2023-Q2	Change
Current assets	18,778	18,224	(553)	Current liabilities	6,386	7,128	+741
Cash and deposits	12,097	12,763	+665	Account payable-trade	1,068	1,112	+43
Notes and accounts receivable - trade, and contract assets	4,294	4,512	+218	Short-term borrowings	-	9	+9
Other	2,420	981	(1,439)	Current portion of long-term borrowings	751	751	-
Allowance for doubtful accounts	(34)	(32)	+1	Account payable-other	1,221	1,202	(19)
				Income taxes payable	19	772	+752
				Contract liabilities	2,356	2,097	(277)
				Other	968	1,201	+232
Non-current assets	10,487	10,654	+167	Non-current liabilities	5,001	4,698	(302)
Property, plant and equipment	193	221	+28	Long-term borrowings	3,178	2,802	(375)
Intangible assets	3,790	3,582	(208)	Retirement benefit liability	1,816	1,889	+73
Software	2,058	2,165	+106	Other	7	7	(0)
Goodwill	655	510	(145)	Total liabilities	11,387	11,826	+438
Customer-related assets	912	702	(210)	Shareholders' equity	13,954	13,228	(725)
Investments and other assets	6,503	6,850	+347	Share capital	5,218	5,232	+13
Investment securities	3,675	4,001	+326	Capital surplus	6,768	6,769	+0
Leasehold and guarantee deposits	337	333	(4)	Retained earning	5,224	4,458	(766)
Deferred tax assets	2,394	2,404	+10	Treasury shares	(3,257)	(3,230)	+26
				Accumulated other comprehensive income	111	121	+9
				Subscription rights to shares	110	107	(3)
				Non-controlling interests	3,701	3,594	(106)
				Total net assets	17,877	17,052	(825)
Total assets	29,265	28,879	(386)	Total liabilities and net assets	29,265	28,879	(386)



# Trends in consolidated P/L

(Unit : Mil yen)

	FY2021				FY2022				FY2023	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
<b>Net sales</b>	6,304	6,742	6,457	6,238	6,551	6,424	6,378	7,125	7,080	6,532
<b>Cost of sales</b>	1,593	1,826	1,728	1,853	1,895	1,919	1,941	2,031	2,538	1,942
<b>Gross profit</b>	4,711	4,916	4,728	4,385	4,656	4,504	4,437	5,093	4,542	4,590
(Ratio)	74.7%	72.9%	73.2%	70.3%	71.1%	70.1%	69.6%	71.5%	64.1%	70.3%
<b>SG&amp;A</b>	4,157	4,237	4,164	4,251	4,204	4,356	4,613	4,645	4,603	4,547
<b>Operating income</b>	553	678	563	133	451	147	(176)	447	(61)	42
(ratio)	8.8%	10.1%	8.7%	2.1%	6.9%	2.3%	-	6.3%	-	0.7%
<b>Ordinary income</b>	495	345	428	101	395	(102)	(204)	397	(88)	275
(Ratio)	7.9%	5.1%	6.6%	1.6%	6.0%	-	-	5.6%	-	4.2%
<b>Profit attributable to owners of parent</b>	220	(1,637)	322	(69)	252	(129)	(211)	(841)	(590)	264
(Ratio)	3.5%	-	5.0%	-	3.9%	-	-	-	-	4.0%

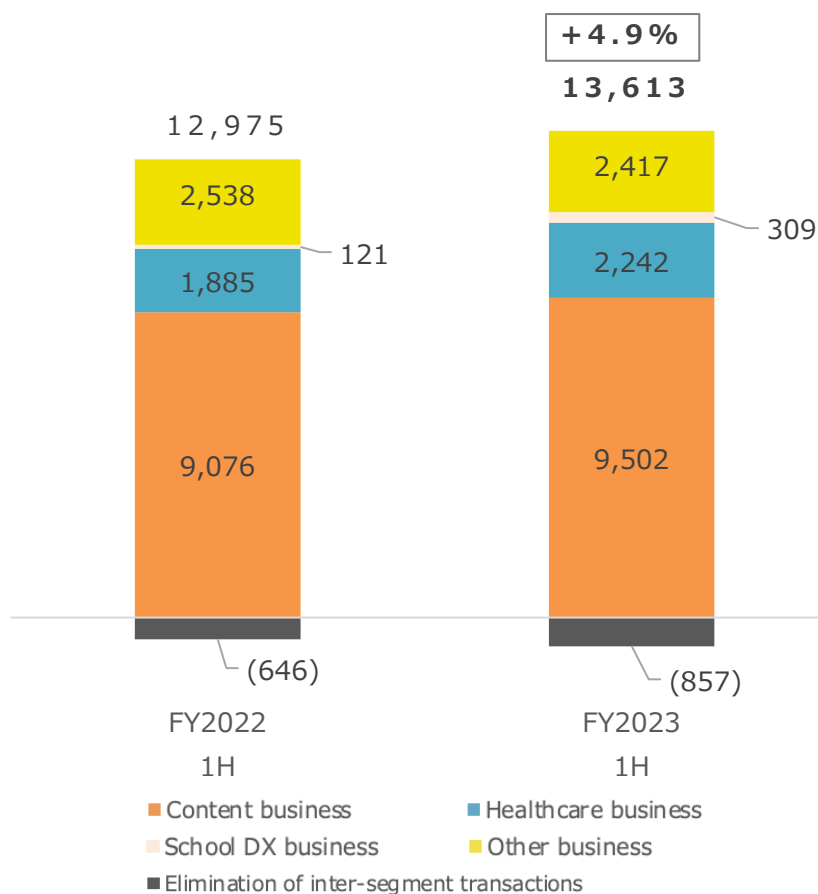
# Trends in consolidated SG&A

(Unit : Mil yen)

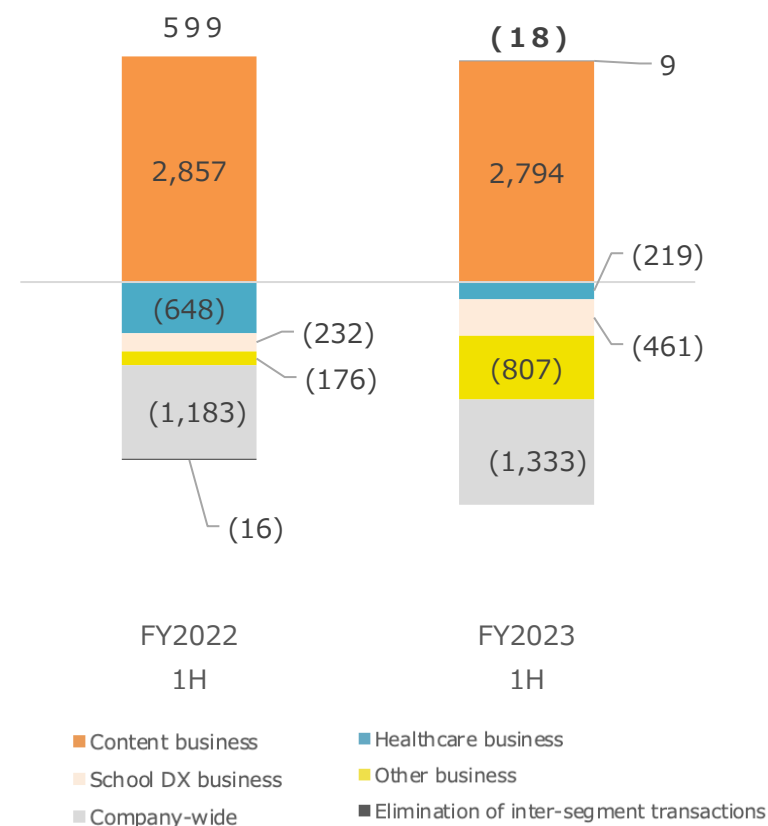
	FY2021				FY2022				FY2023	
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2
<b>SG&amp;A</b>	4,157	4,237	4,164	4,251	4,204	4,356	4,613	4,645	4,603	4,547
Advertising expense	337	373	393	413	360	397	379	442	479	537
Personnel expenses	1,743	1,700	1,808	1,847	1,912	1,923	1,950	1,932	1,989	1,958
Commission fee	789	785	777	806	753	785	777	778	746	745
Subcontract expenses	441	445	452	464	440	445	657	593	549	491
Depreciation	272	312	261	286	303	330	358	360	289	301
Other	573	620	472	434	435	473	490	537	549	513

# Performance by segment

## Net sales



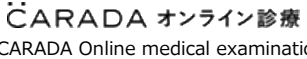



## Operating income

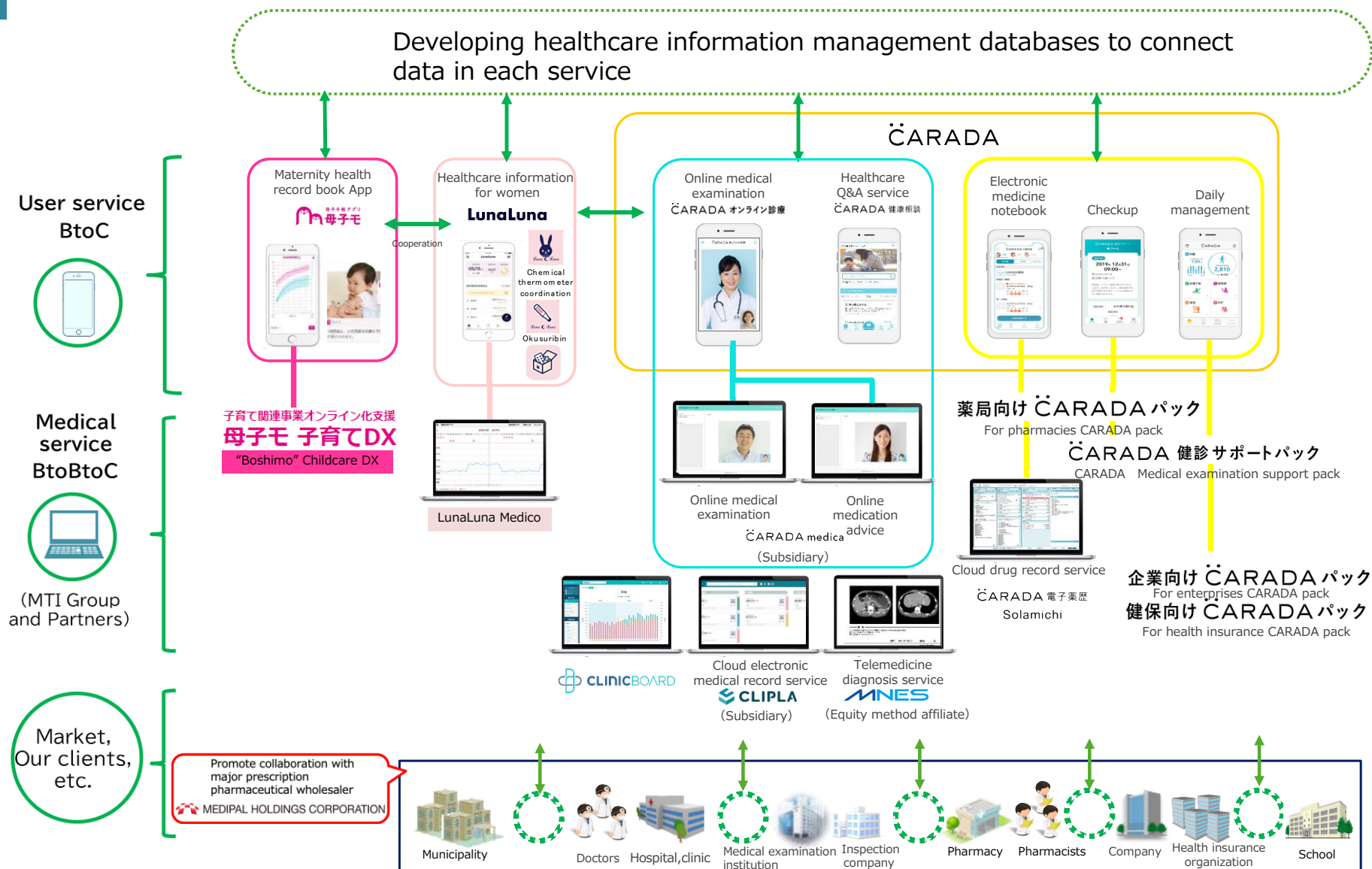


# The list of main healthcare services

Figures are the actual as of end of March 2023.

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 adopted by 522 of 1,741 municipalities nationwide.
<b>LunaLuna</b>	Healthcare info service for women. Forecasting menstrual day & ovulation day.	BtoC. Over 19 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.
'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. The service has been adopted by over 1,000 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	BtoBtoC. The service charged from February 2021.
 (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 .	BtoBtoC. Contracts with clinics and pharmacies. The service charged from February 2021.
<b>CARADA</b>	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 drug history service)	Cloud drug administration record service for pharmacies The drug administration record navigation function is highly rated. Links with the CARADA medical history notebook app.	BtoB. Initial cost for introduction + monthly usage fee 1,532 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.

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# Cloud drug record service

CARADA 電子薬歴 Solamichi



**1,532** pharmacies introduced

As of March, 2023

Aim for more than **2,000** at an Early stage

## Market development with cloud technologies



Pharmacy

Target  
**10,000**  
pharmacies

Number of  
pharmacies across  
the nation  
**60,000**  
pharmacies

## 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. Increasing interest in Cloud drug record due to the revision of the Medical Fee System.

## revenue scheme

Spot type

+

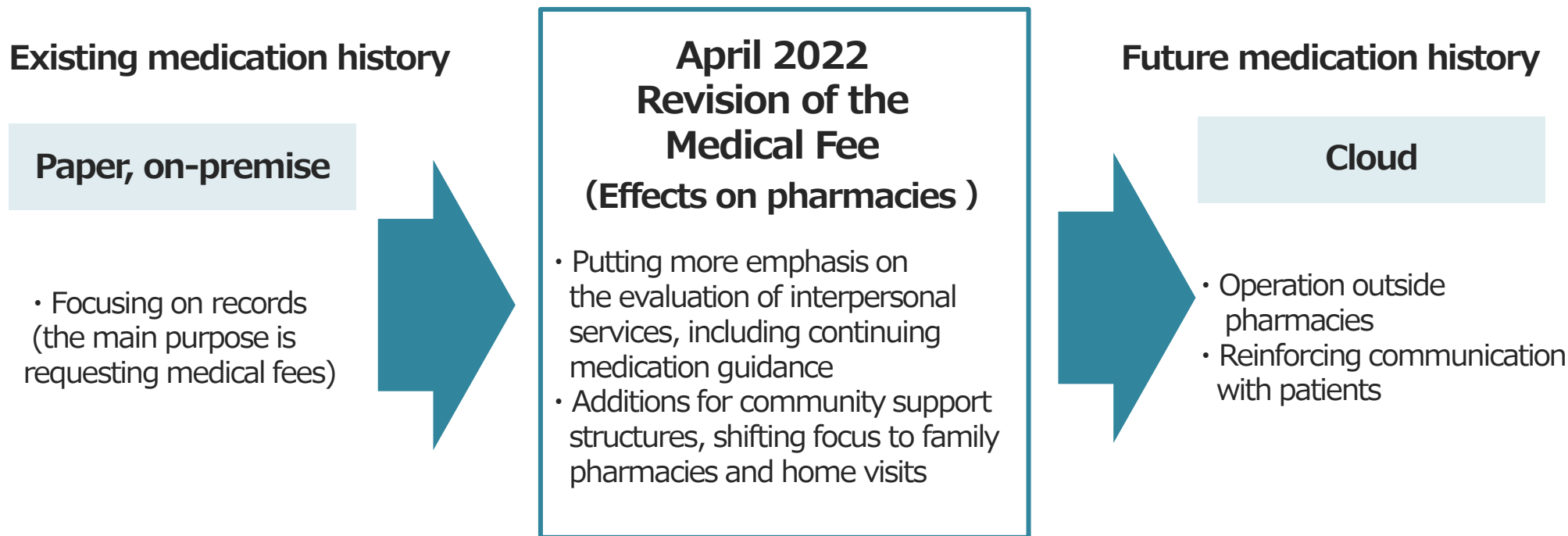
Stock type

Initial cost for  
introduction

Monthly charge for  
system usage

# Cloud drug record 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.



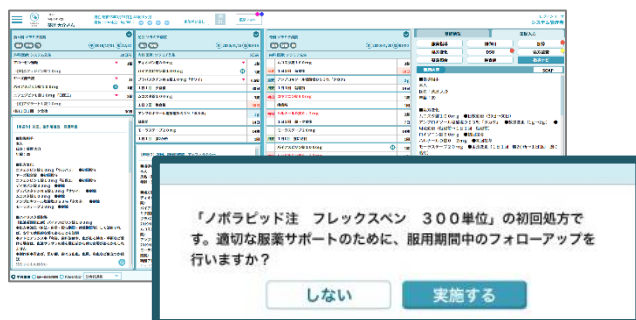
**Demand for cloud drug record that has a wealth of medication advice and medication follow-up functions will increase.**

# Cloud drug record service

Increasing the number of pharmacies that introduce cloud drug record by enhancing service functions and strengthening cooperation in sales

## ① Enhancing service functions

- Added “medication follow-up” in March

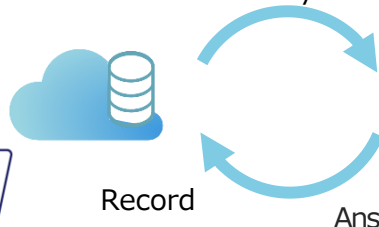


After drugs are delivered...

Are you taking medicine?

Proposing follow-up services automatically


Follow



Answer



## ② strengthening cooperation in sales

- Collaboration with  Medipal Holdings Corporation, a major prescription pharmaceutical wholesaler

⇒ Sharing more sales information and improving efficiency




- Collaboration with large system companies that provide services to pharmacies
  - Commenced partnership with Mitsubishi Electric IT Solutions Corporation
  - Commenced partnership with FUJIFILM Healthcare Systems Corporation



# Maternal and child health handbook app "Boshimo"

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



**Pregnancy·Birth**

- Pregnancy health records
- Weight graph during pregnancy

**Parenting**

- Vaccination management
- Infant health checkup records
- Height and weight graphs
- Growth records

**Notice**

**Childcare support facility search**

**Local childcare events**

**Questionnaire**

**Schedule management**

# School DX business

## Improving efficiency in school administration and the quality of education

Cloud-based school affairs  
support system

# BLEND



## BLEND



Attendance  
management



Grade  
management



Form  
management



Learning  
management



Student  
information



Student  
memo



Office  
management



Health care



Entrance exam  
management



External  
mock test



# School DX business

**Following an online classes boom,**  
**demand for the school DX business increased sharply**

Started  
online classes

Excessive  
teacher overtime

Digitalization demand for  
school administration  
increased sharply



- Investment in cloud school administration (school DX) increased in response to a sharp increase in demand
- Digitalization is slow in this area, and the business is expected to grow



〈Contact us〉

Investor Relations Office

e-mail: [ir@mti.co.jp](mailto:ir@mti.co.jp)

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