



Financial Results Briefing Material for Q3 FY2025

Appendix

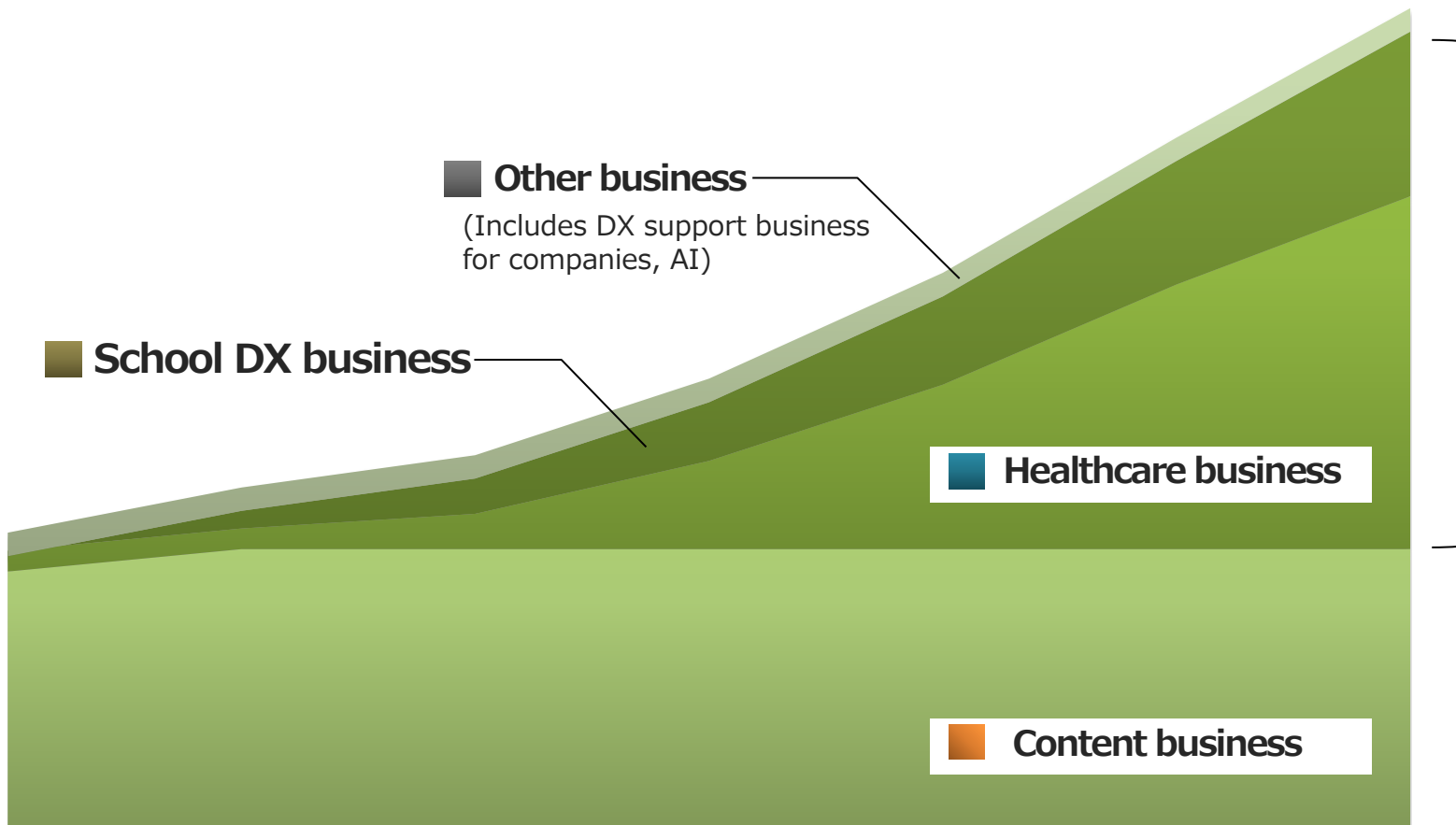
Earnings forecast for FY2025
Image of medium to long-term profit
Consolidated P/L
Consolidated SG&A
Business of segment
Consolidated B/S
The list of main healthcare services
Overview of healthcare services
Cloud-based medication history service
Maternal health record book app + Childcare DX services
School DX business

Earnings forecast for FY2025

| (Unit : Mil yen) | FY2024 (Actual) | | | FY2025 (Forecast) | | | YoY | |
|---|-----------------|--------|--------|-------------------|----------------|--------|-----------------------|----------------------|
| | Full year | H1 | H2 | Full year | H1 (Actual) | H2 | Amount (full year) | Ratio (full year) |
| Net sales | 27,669 | 13,517 | 14,151 | 29,400 | 14,885 | 14,514 | +1,730 | +6.3% |
| Cost of sales | 7,264 | 3,612 | 3,651 | 7,500 | 3,793 | 3,706 | +235 | +3.2% |
| Gross profit | 20,405 | 9,905 | 10,499 | 21,900 | 11,091 | 10,808 | +1,495 | +7.3% |
| SG&A | 18,011 | 8,852 | 9,157 | 18,900 | 9,451 | 9,448 | +889 | +4.9% |
| Operating income | 2,394 | 1,052 | 1,341 | 3,000 | 1,639 | 1,360 | +605 | +25.3% |
| (Ratio) | 9.0% | 7.8% | 9.5% | 10.2% | 11.0% | 9.4% | | |
| Ordinary income | 2,721 | 1,518 | 1,309 | 3,100 | 1,721 | 1,378 | +272 | +9.6% |
| (Ratio) | 10.0% | 11.2% | 9.3% | 10.5% | 11.6% | 9.5% | | |
| Profit attributable to owners of parent | 2,256 | 1,558 | 805 | 2,800 | 1,757 | 1,042 | +436 | +18.4% |
| (Ratio) | 8.0% | 11.5% | 5.7% | 9.5% | 11.8% | 7.2% | | |

*The midpoint of the forecast range is presented for the fiscal year ending September 2025 for convenience.

Image of medium to long-term profit



**In the medium to long-term,
Healthcare business and
School DX businesses
will drive the profit growth**

FY2024

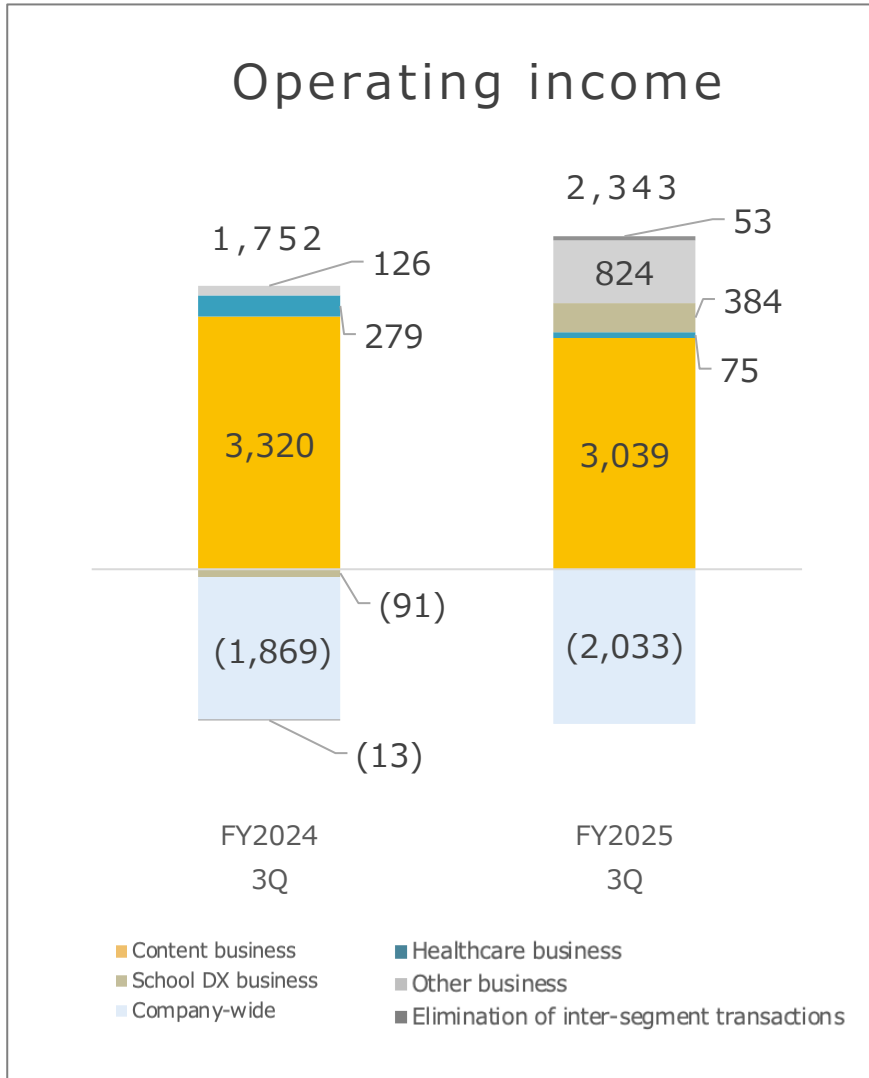
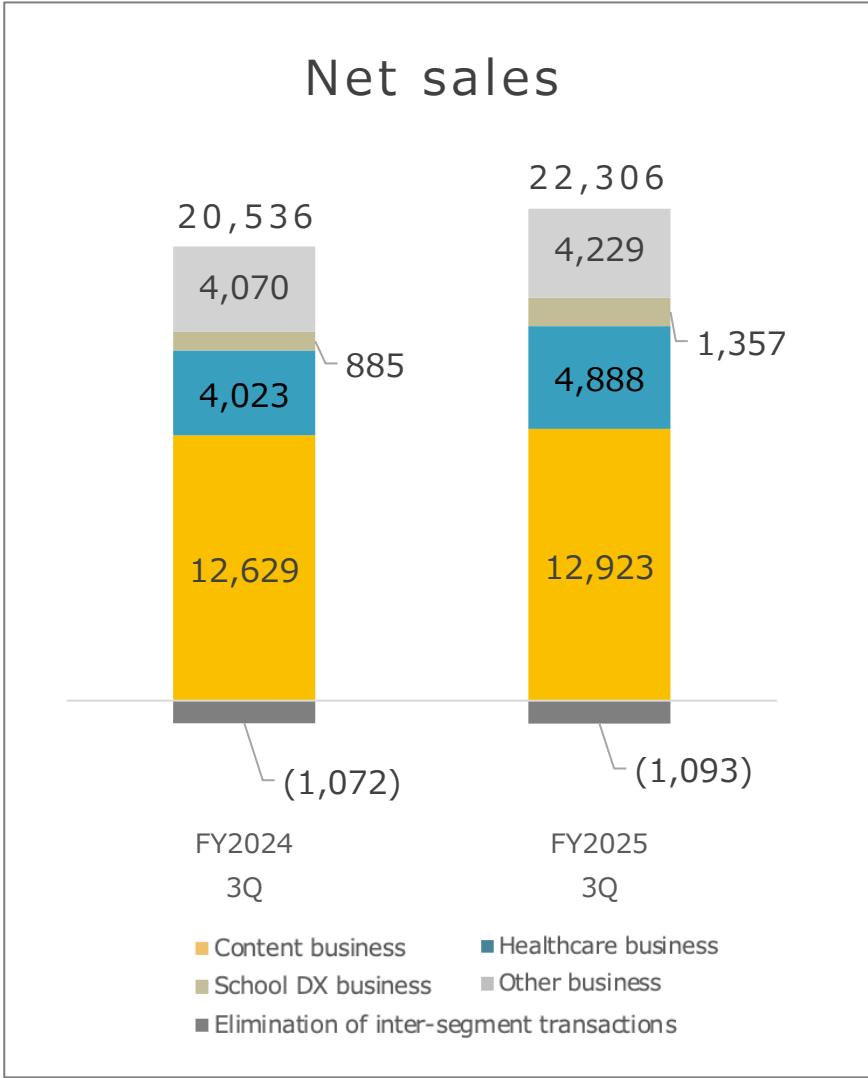
Trends in consolidated P/L

MTI Ltd.

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

Trends in consolidated SG&A

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



Performance by segment (Quarterly trend)

Net sales

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

Performance by segment (Quarterly trend)

Operating income


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

Consolidated B/S

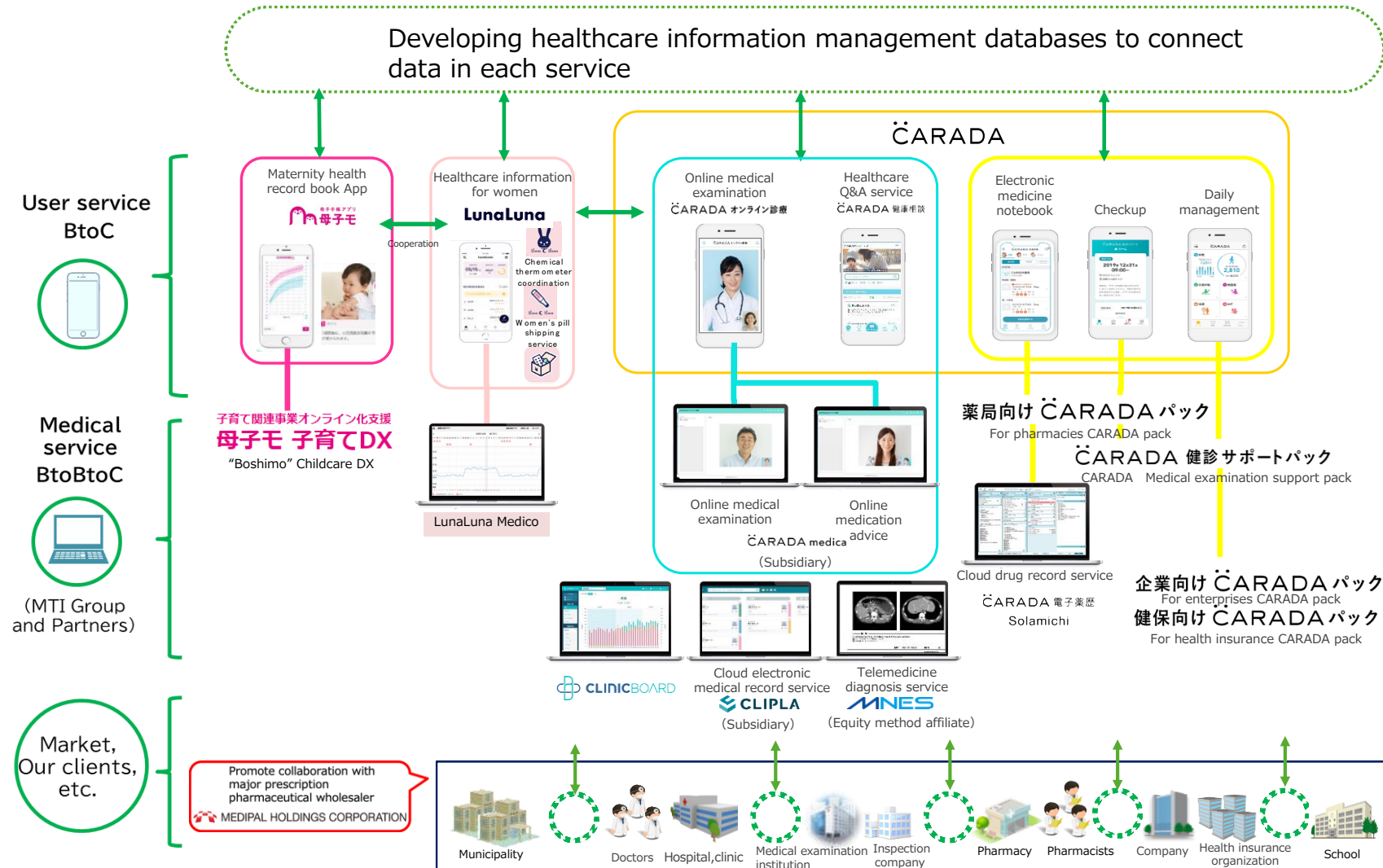
MTI Ltd.

| | FY2024 | FY2025-Q3 | Change | | FY2024 | FY2025-Q3 | Change |
|---|--------|-----------|--------|--|---------|-----------|--------|
| (Unit : Mil yen) | | | | | | | |
| Current assets | 20,152 | 22,411 | +2,258 | Current liabilities | 6,951 | 8,125 | +1,173 |
| Cash and deposits | 14,828 | 16,871 | +2,042 | Account payable-trade | 1,100 | 992 | (107) |
| Notes and accounts receivable - trade, and contract assets | 4,183 | 4,139 | (44) | Current portion of long-term borrowings | 737 | 737 | - |
| Allowance for doubtful accounts | (31) | (16) | +14 | Account payable-other | 1,331 | 1,541 | +210 |
| Other | 1,171 | 1,417 | +246 | Income taxes payable | 94 | 680 | +585 |
| | | | | Contract liabilities | 2,667 | 3,305 | +638 |
| Non-current assets | 9,533 | 9,659 | +125 | Other | 168 | 867 | +698 |
| Property, plant and equipment | 203 | 214 | +1 | Non-current liabilities | 3,590 | 3,146 | (443) |
| Intangible assets | 2,275 | 2,407 | +131 | Long-term borrowings | 1,693 | 1,140 | (553) |
| Software | 1,929 | 2,077 | +148 | Retirement benefit liability | 1,828 | 1,949 | +120 |
| Goodwill | 27 | 30 | +3 | Other | 67 | 56 | (10) |
| Customer-related assets | 70 | 65 | (4) | Total liabilities | 10,541 | 11,271 | +730 |
| Investments and other assets | 7,054 | 7,037 | (17) | Shareholders' equity | 15,105 | 16,472 | +1,367 |
| Investment securities | 4,466 | 4,625 | +158 | Share capital | 5,310 | 5,451 | +141 |
| Leasehold and guarantee deposits | 293 | 289 | (3) | Capital surplus | 6,376 | 6,251 | (125) |
| Deferred tax assets | 2,248 | 2,072 | (175) | Retained earning | 6,626 | 7,366 | +740 |
| | | | | Treasury shares | (3,207) | (2,596) | +610 |
| Total assets | 29,686 | 32,070 | +2,383 | Accumulated other comprehensive income | 340 | 344 | +3 |
| | | | | Subscription rights to shares | 22 | 18 | (4) |
| | | | | Non-controlling interests | 3,675 | 3,963 | +287 |
| | | | | Total net assets | 19,144 | 20,798 | +1,653 |
| | | | | Total liabilities and net assets | 29,686 | 32,070 | +2,383 |

Figures are the actual as of end of June 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 749 municipalities. Childcare DX service has been introduced by 252 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. |
| ĈARADA 健康相談 (CARADA Health consultation) | Q&A service for doctors and people engaged in medical services. Helps eliminate daily health concerns. | BtoC. ¥400/month |
| ĈARADA オンライン診療 (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. |
| ĈARADA | 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. |
| ĈARADA 電子薬歴 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 3,421 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

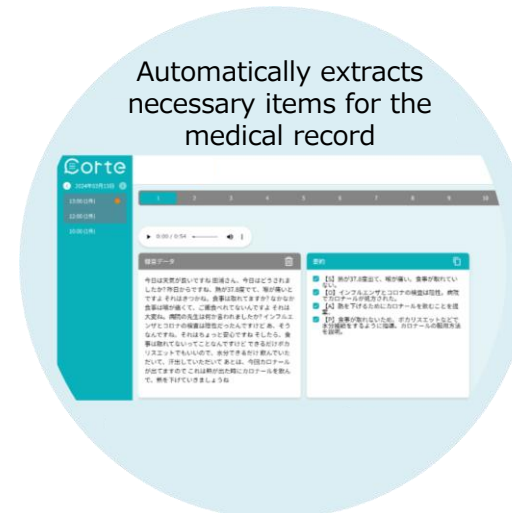
the automatic summary function has been well received

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.

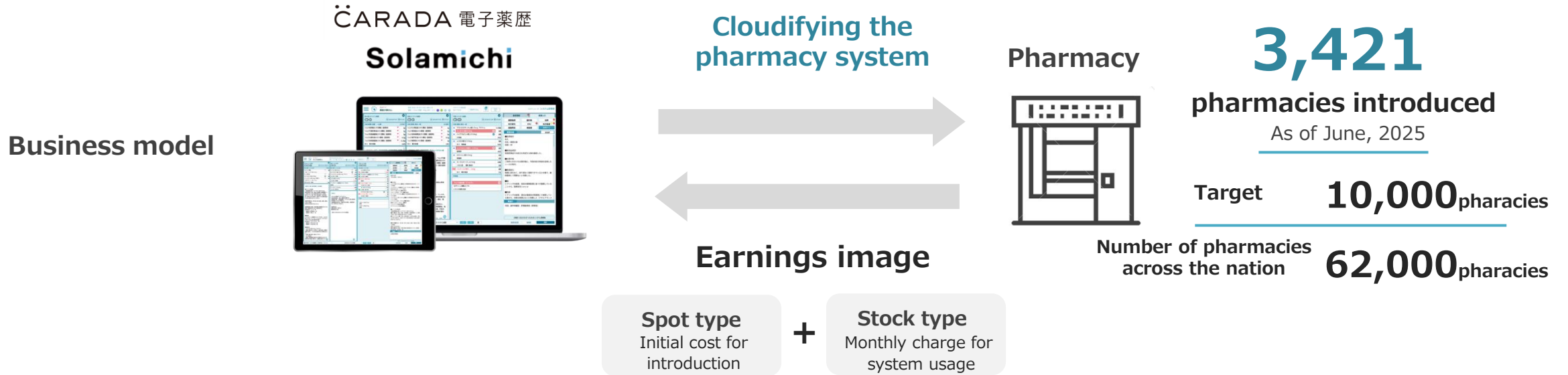
Healthcare business: Cloud-based medication history service

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.

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



"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) | 749 | 74 | 252 (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～

母子手帳アプリ 母子モ

あなたへのお知らせがあります

はる かつら さくら

そうた 0歳7か月24日
生まれてから239日

あなたへのお役立ちアドバイス NEW
まだからなかった機能が使えるようになりました。発熱などの赤ちゃんの体調には、注意して。夜間や休日の...

予防接種管理 身体発育曲線
乳幼児健診 できたよ記念日

自分でお楽しみください

HOME 地域の子育て情報 成長のきろく

Pregnancy-Birth
Pregnancy health records pregnancy weight graph

Parenting
Vaccination management Infant health Height and weight Growth records

Notice
お知らせ
『子育て世代数値健康センター』にご確認ください
地域ニュース

facility search
お知らせ
地図 航空写真
おぐら小児科 経路を見る

Local childcare events
子育て世代数値健康センター（施設情報）
おぐら小児科

Questionnaire
アンケート
子育て支援アプリ満足度調査
あなたはこのアプリを何で使いましたか？
あなたはアプリをどれくらいの頻度で利用していますか？

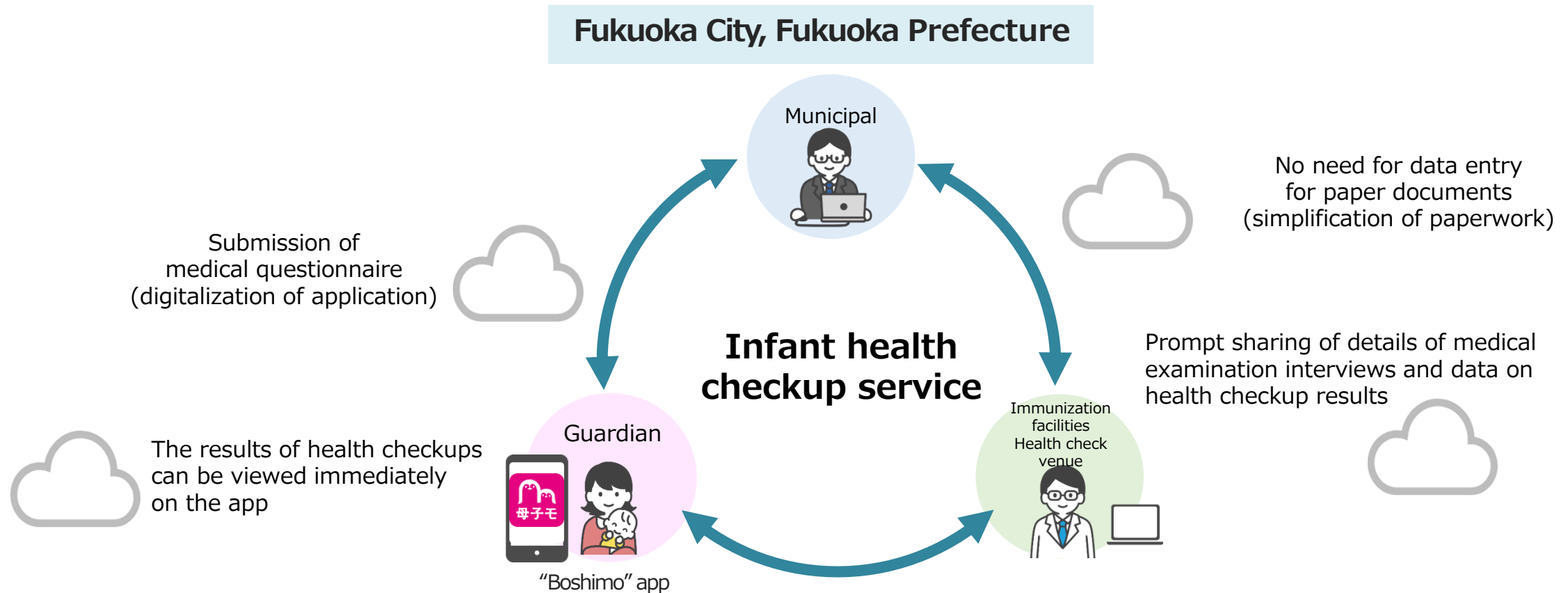
Schedule management
カレンダー
2020年2月



(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.



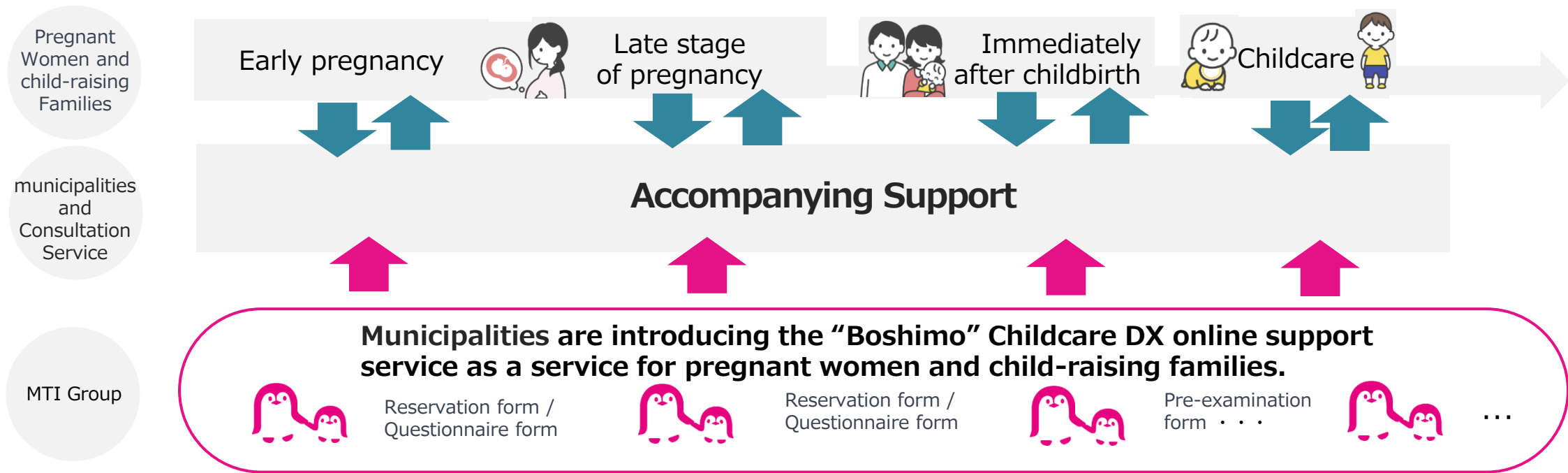


Healthcare business : Maternal and child health handbook app + Childcare DX services

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.



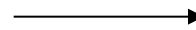
School DX business : Full cloud-based school affairs support system

Serious problems in schools

Excessive teacher overtime and increased resignations

Traditional school affairs

**Excessive workload
and inefficiency**



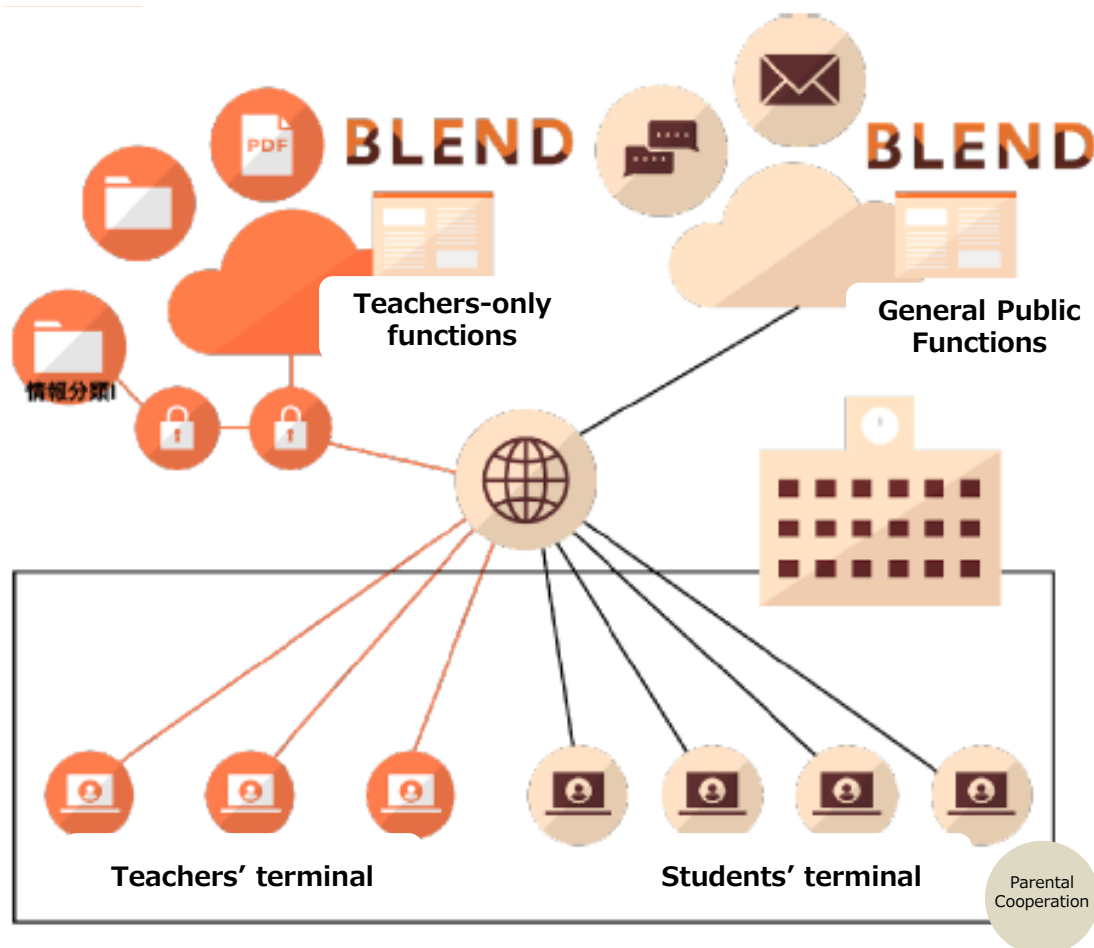
**Shifting all school
affairs to the cloud
is a pressing issue**

- ✓ Using multiple systems: management cost burden
- ✓ Varying specifications, handwritten and PC-based admin: work-time burden
- ✓ Data linkage is time consuming

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

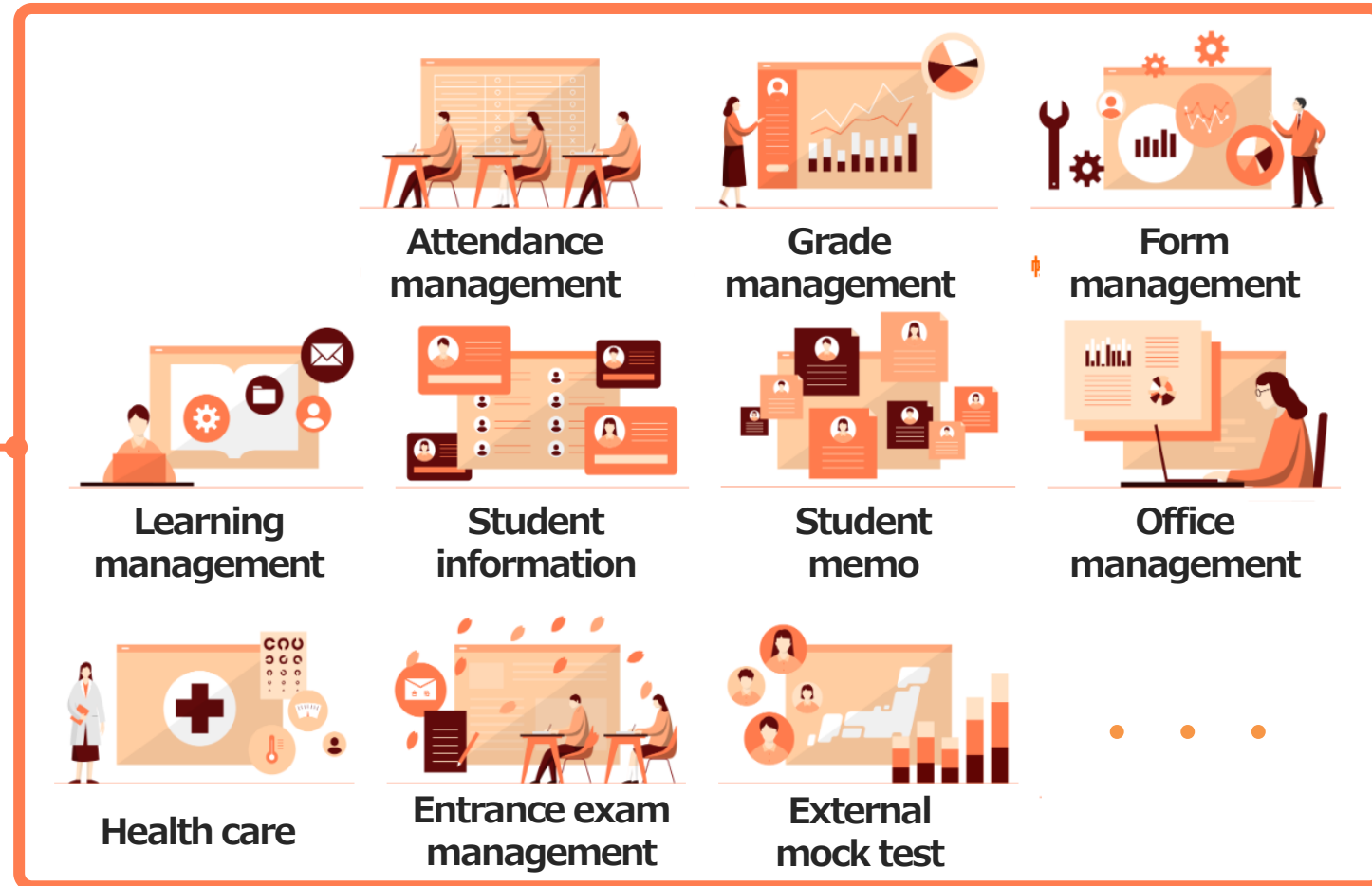
Create an environment that enables concentration on essential education through the provision of school DX services

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

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

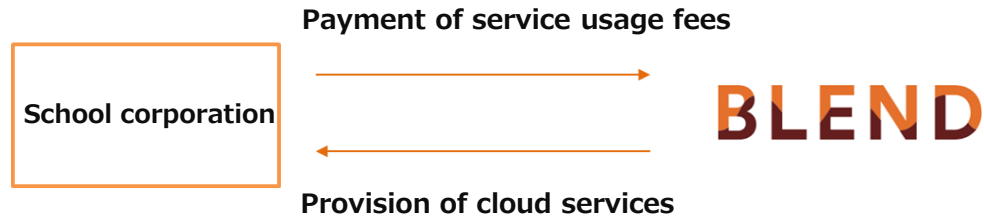
Cloud-based school affairs support system

BLEND



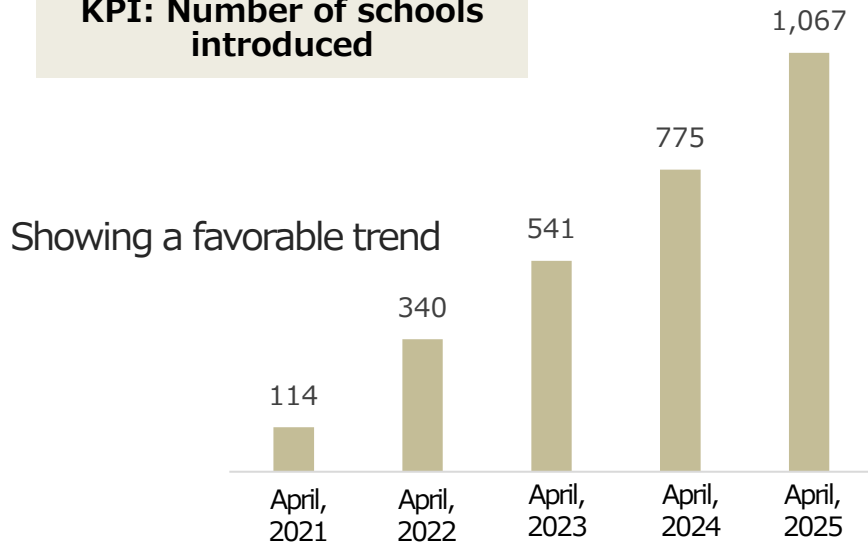
School DX business : Cloud-based school affairs support system

Business model



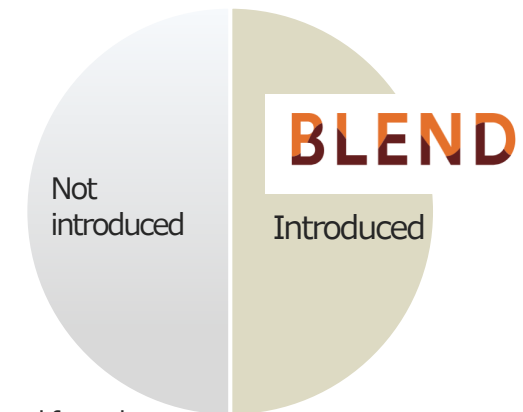
$$\text{Net sales} = \text{Number of students} \times \text{The usage fee per student is 300 yen (Monthly \& List price)} \times \text{Number of schools introduced}$$

KPI: Number of schools introduced



Market share

Private middle and high school **50%**
(Cumulative for FY2025-H1)



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〈Contact us〉

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