



Reporting Session For Shareholders for FY2024

December 21, 2024

Securities Code : 9438

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.

Contents

Financial Results Overview for FY2024 ... P2

Financial highlight

Consolidated P/L

Consolidated SG&A

Achievement ratio for earnings forecast

Performance by segment

Approach in FY2025 ... P19

Basic policies and priority issues for FY2025

Cloud-based medication history service

Maternal health record book app + Childcare DX services

School DX business

Topics

Earning forecast for FY2025 ... P30

Image of medium to long-term profit ... P33

Capital policy ... P35

Appendix ...P37

Consolidated B/S

Consolidated P/L

Consolidated SG&A

Business of segment

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

Financial Results Overview for FY2024

Financial highlight

1 FY2024 Results

YoY: Increase in sales, substantial increase in profits

	Actual	YoY
Net sales :	¥27,669 million	+870 million
Operating income :	¥2,394 million	+2,095 million
Profit attributable to owners of parent :	¥2,363 million	+1,610 million

2 Approach and performance for Q4

- Healthcare business : Cloud-based medication history service is performing well (Record number of pharmacies that introduced the service)
- School DX business : Revenue growth driven by increased number of schools introduced in April 2024, positive profit trend

3 Revision of Full-year earning forecast upward

		YoY
Net sales :	¥28,500 million	+830 million
Operating income :	¥2,800 ~ ¥3,200 million	+400 million

Consolidated P/L

Net sales: Increased

Operating income, ordinary income, profit : Substantial increased

(Unit : Mil yen)	FY2023	FY2024	YoY		
			Amount	Percentage	
Net sales	26,798	27,669	+870	+3.2%	The same period of previous year: 739million Yen: Posting of spot sales of the video-streaming service
Cost of sales	8,425	7,264	(1,161)	(13.8)%	<ul style="list-style-type: none"> • Loss-making projects in the DX support business for companies have wound down • The same period of previous year: 649million Yen :Posting of spot cost of sales of the video-streaming service
ratio	31.4%	26.3%			
Gross profit	18,373	20,404	+2,031	+11.1%	Decrease in personnel and development costs
ratio	68.6%	73.7%			
SG&A	18,074	18,010	(64)	(0.4)%	Increase in equity method investment income (+432 million yen)
ratio	67.4%	65.1%			
Operating income	298	2,394	+2,095	+702.3%	
ratio	1.1%	8.7%			
Ordinary income	458	2,827	+2,368	+516.7%	
ratio	1.7%	10.2%			
Profit attributable to owners of parent	753	2,363	+1,610	+213.8%	
ratio	2.8%	8.5%			

Consolidated SG&A

Advertising expenses: Increased

Personnel expenses: Exclusion of subsidiary from consolidation

Development costs: Improved development costs for the school DX business

(Unit : Mil yen)	FY2023	FY2024	YoY		
			Amount	Percentage	
SG&A	18,074	18,010	(64)	(0.4)%	
Advertising expenses	2,136	2,800	+664	+31.1%	Increase in sales promotion costs for AdGuard
Personnel expenses	7,714	7,276	(437)	(5.7)%	Exclusion of subsidiaries from consolidation
Commission fee	2,954	2,871	(83)	(2.8)%	
Subcontract expenses	1,965	1,738	(227)	(11.6)%	Improve development costs (School DX business)
Depreciation	1,265	1,359	+94	+7.4%	
Other	2,038	1,964	(74)	(3.6)%	

Achievement ratio for earnings forecast

(Unit : Mil yen)

	FY2024 Latest forecast	FY2024 Actual	Difference	Achievement rate
Net sales	27,500	27,669	+169	100.6%
Operating income	2,200	2,394	+194	108.8%
Ordinary income	2,750	2,827	+77	102.8%
Profit attributable to owners of parent	2,400	2,363	(36)	98.5%

Performance by segment

Content Business

- Content service
 - Entertainment & Life
 - Security-related
- Original comics service



Healthcare Business

- Healthcare service for women
- Childcare DX service
- Cloud-based medication history 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



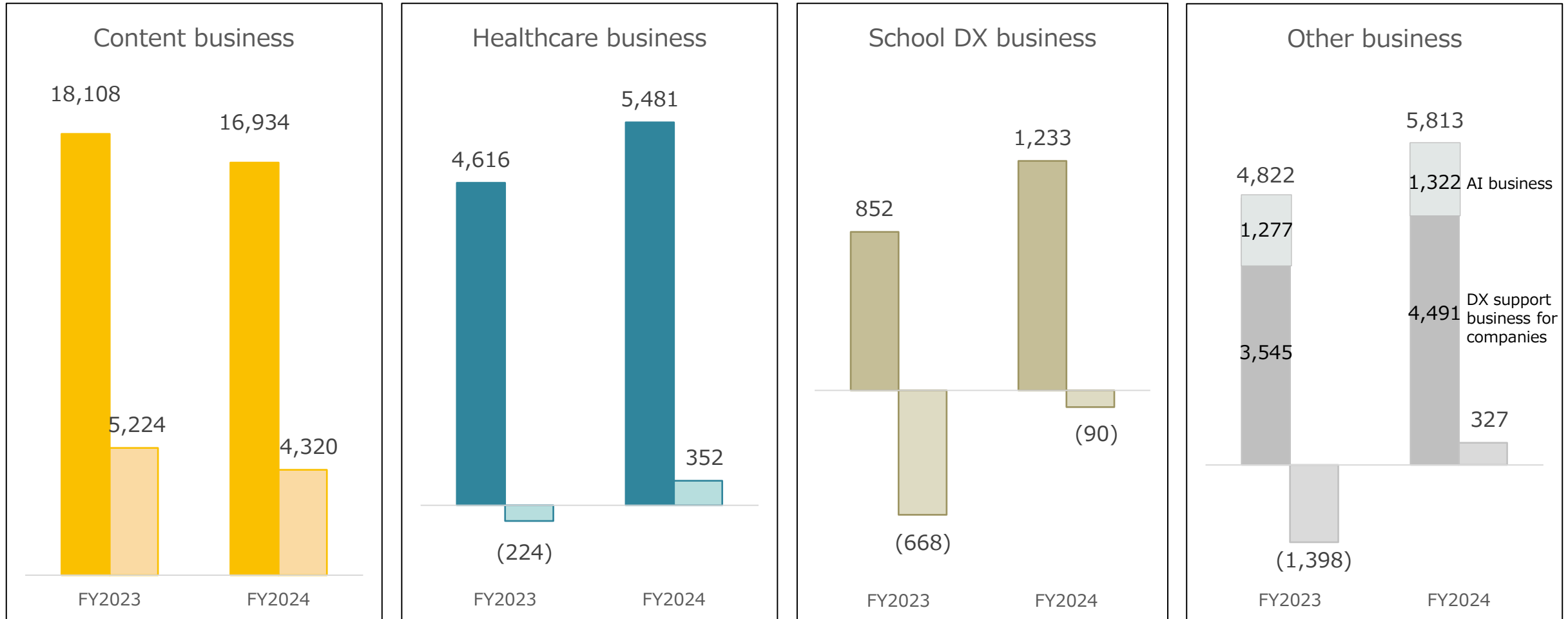
Other Business

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

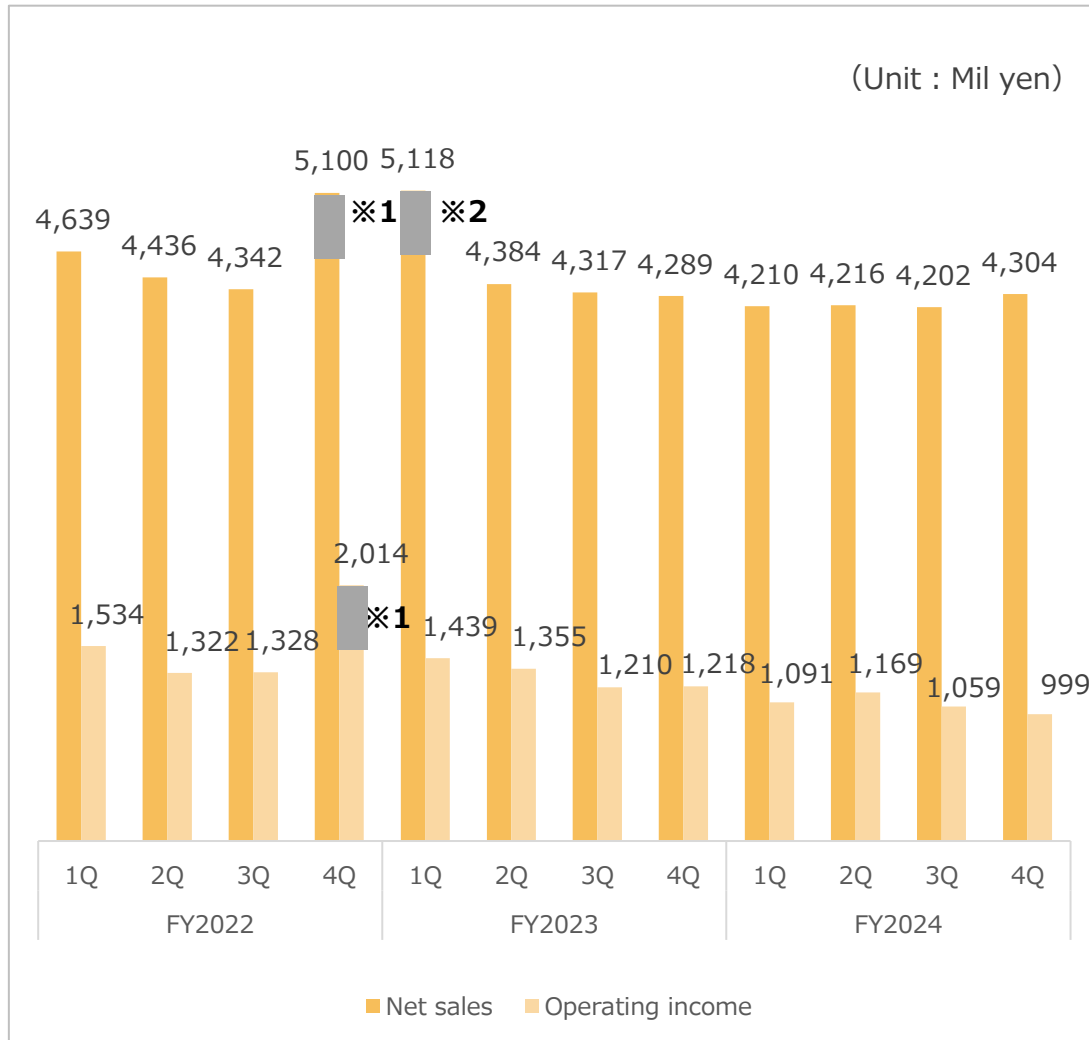


Performance by segment (YoY)

(Left axis : Net sales, Right axis : Operating income, Unit : Mil yen)



Content business : Net sales and operating income



QoQ

Net sales: Flat

The number of paying subscribers remained almost unchanged.

QoQ

Operating income: Flat

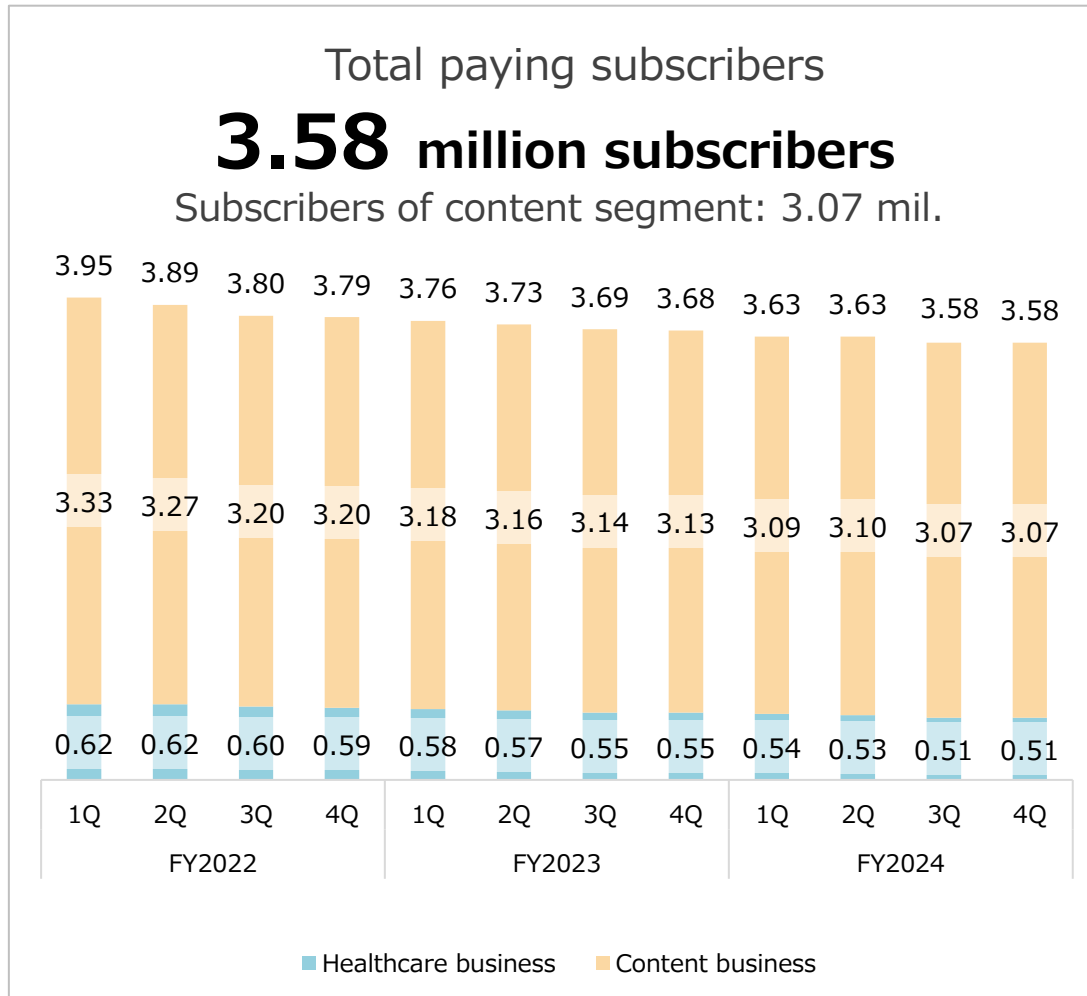
Increased in advertising expenses

Special factors

*1 : Net sales & Operating income 717 million yen:
Change in treatment of consumption tax in monthly content services that award points.

*2 : Net sales 739 million yen:
Posting of spot sales of the video-streaming service.

Content business : The number of paying subscribers

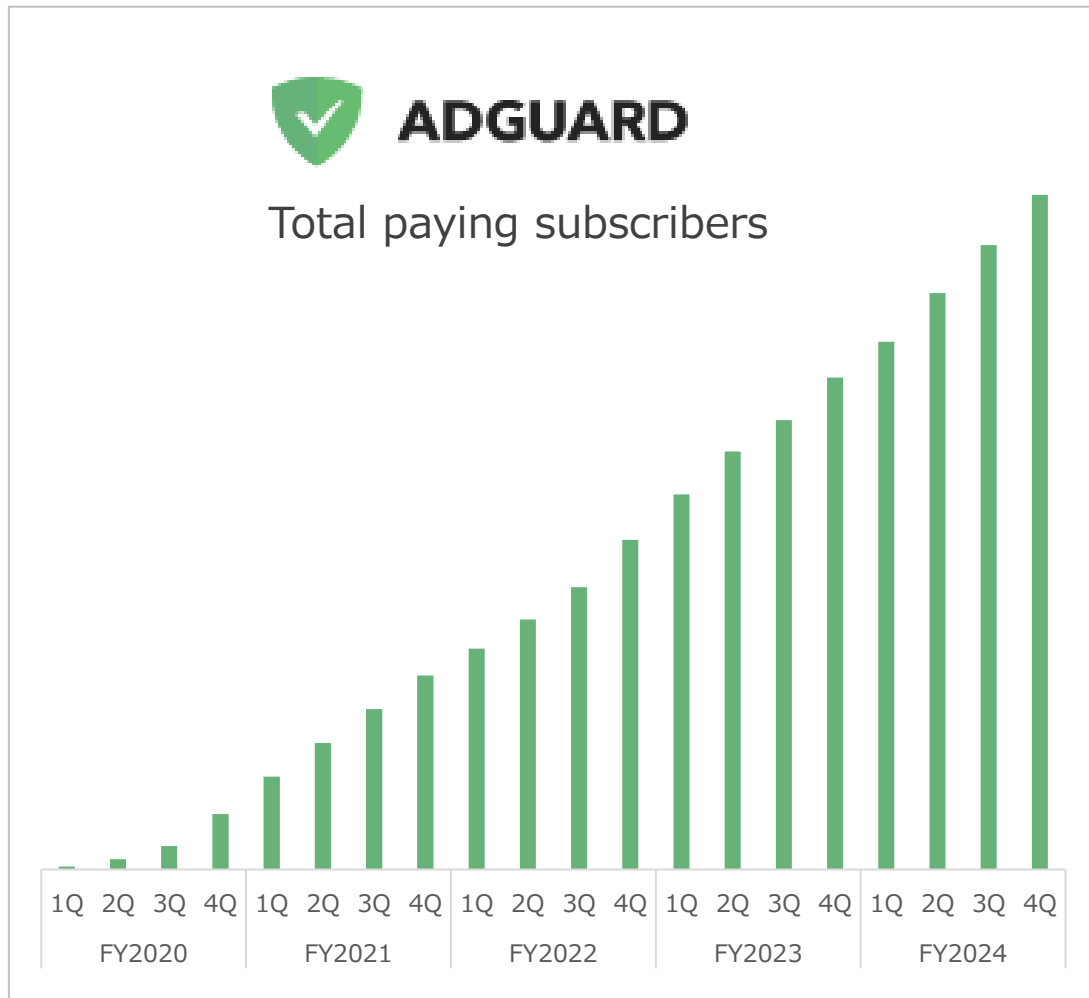


Total paying subscribers

Flat

Brisk Security-related app





Content business: Security-related app



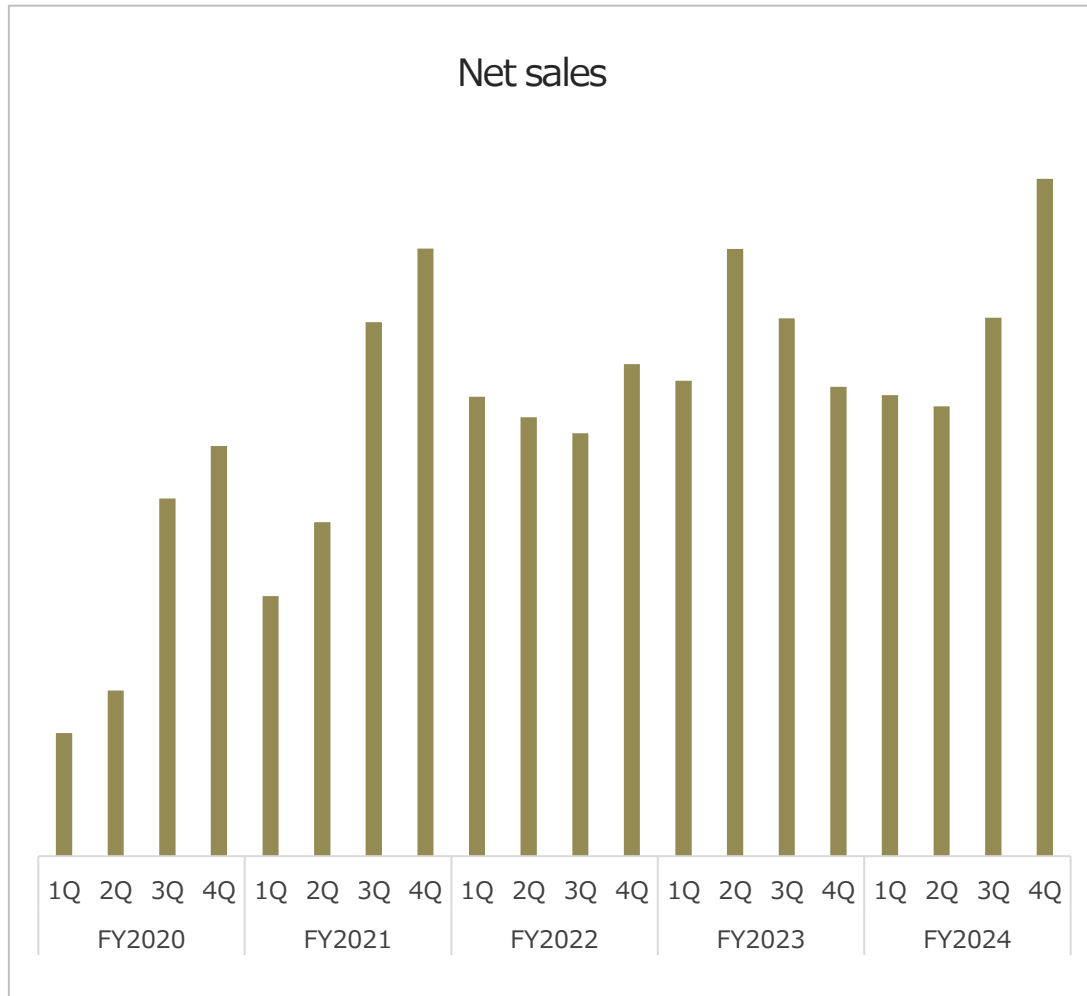
The security-related app continues to perform well

Total paying subscribers
920 thousand subscribers

Four functions

- 
Ad blocking
- 
Trace blocking
- 
Threat blocking
- 
Parent function (Child protection function)

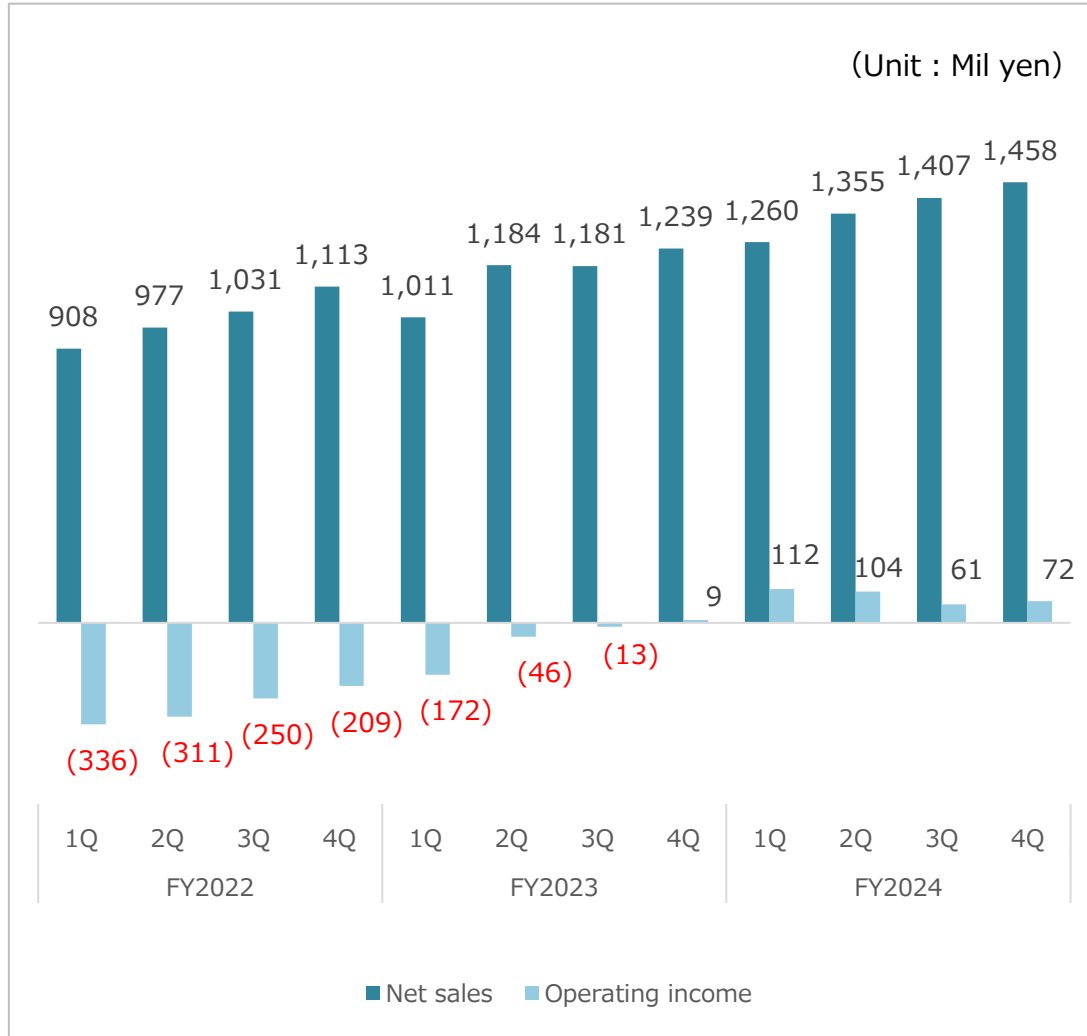
Content business: Original comics content business



Original comics content business Record high for the quarter due to OLD HITS

- Keep in comic titles introduced
- Reactionary decline after TV dramatization

Healthcare business: Net sales and operating income



QoQ

Net sales: growth

QoQ

Operating income: On a positive trend

- Brisk Cloud-based medication history service

Healthcare business: Monthly content service

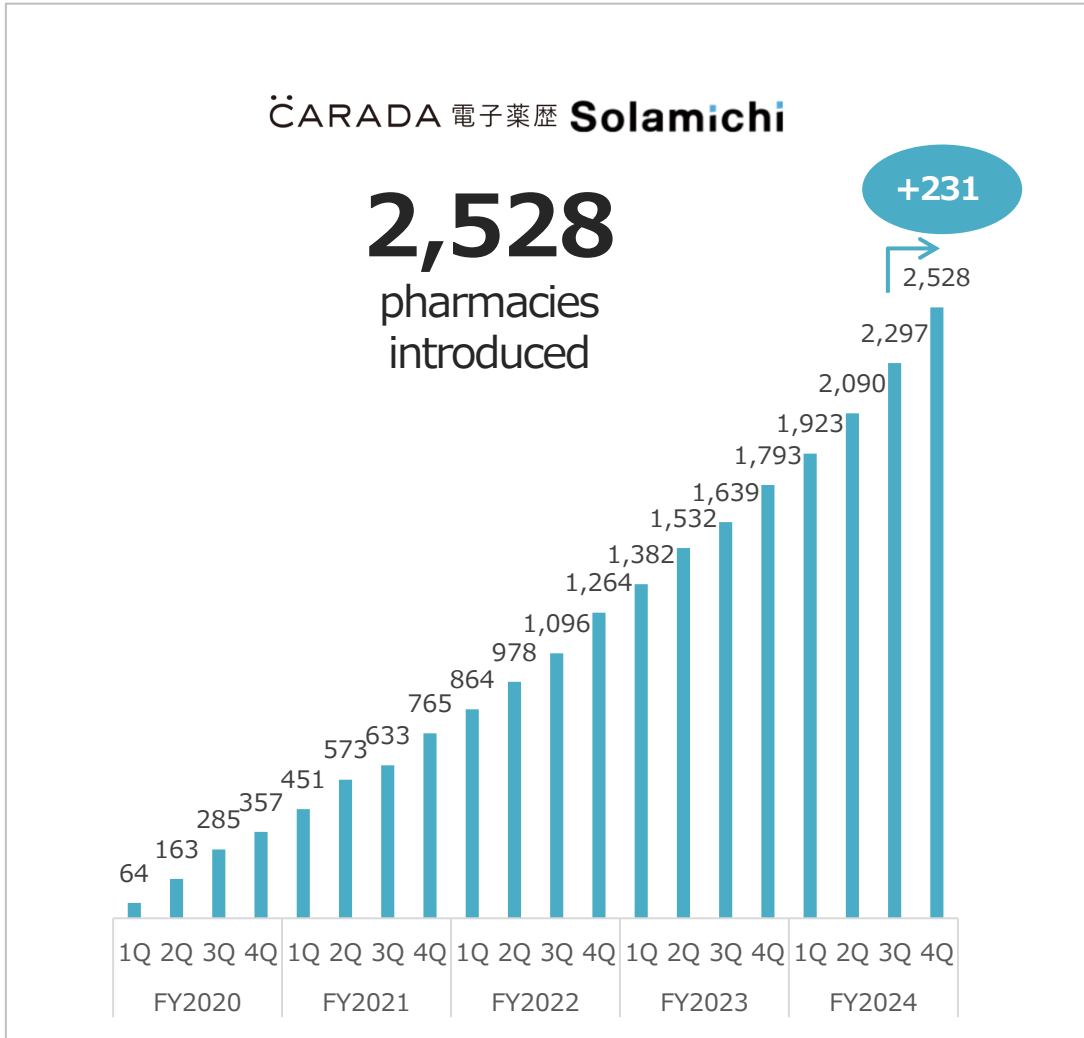


Monthly subscription content service

Total paying subscribers

QoQ: Levelled off

Healthcare business: Cloud-based medication history service

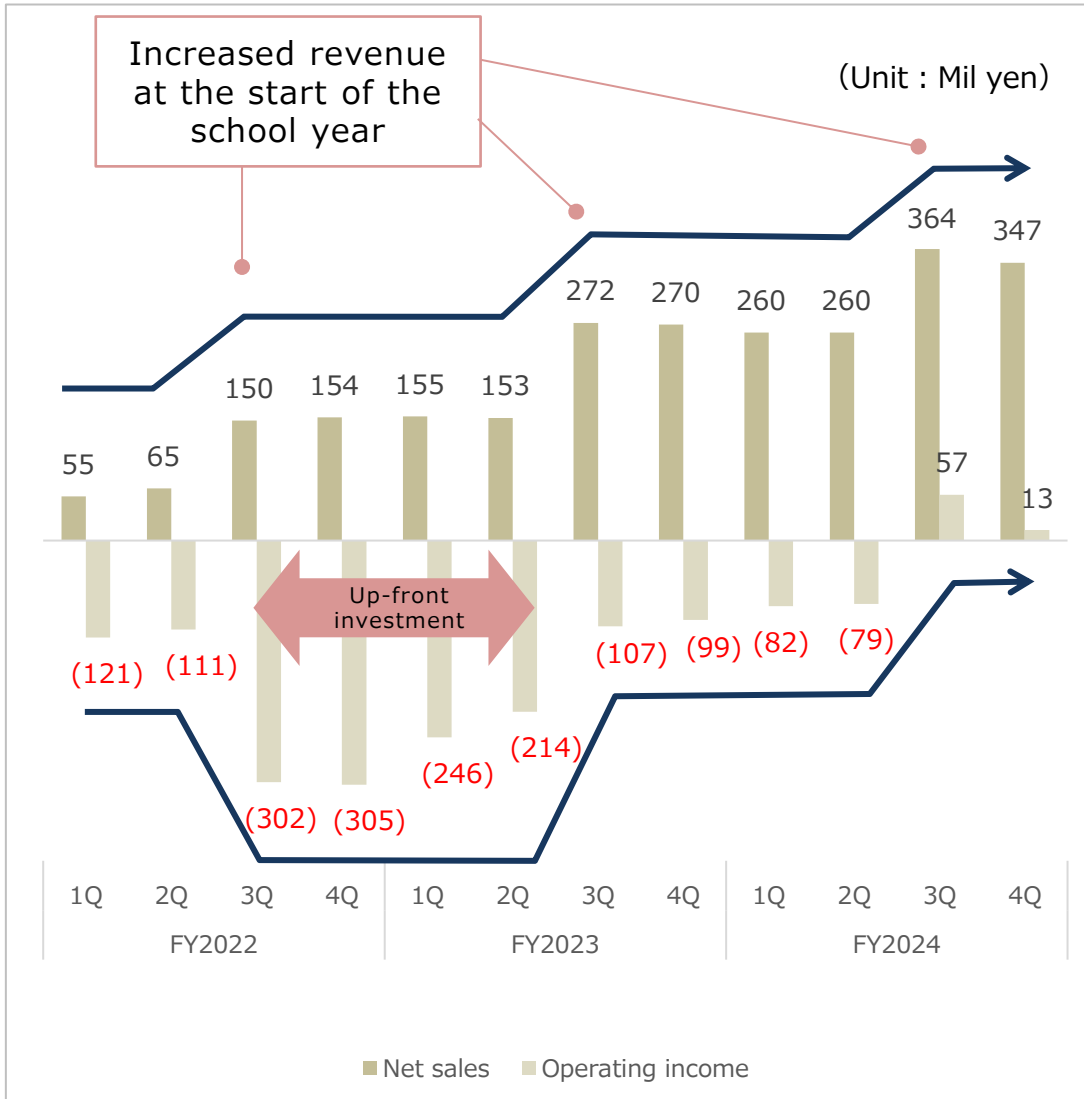


Cloud-based medication history service

Total introduced pharmacies

**Record high,
continuing from Q3**

School DX business: Net sales and operating income



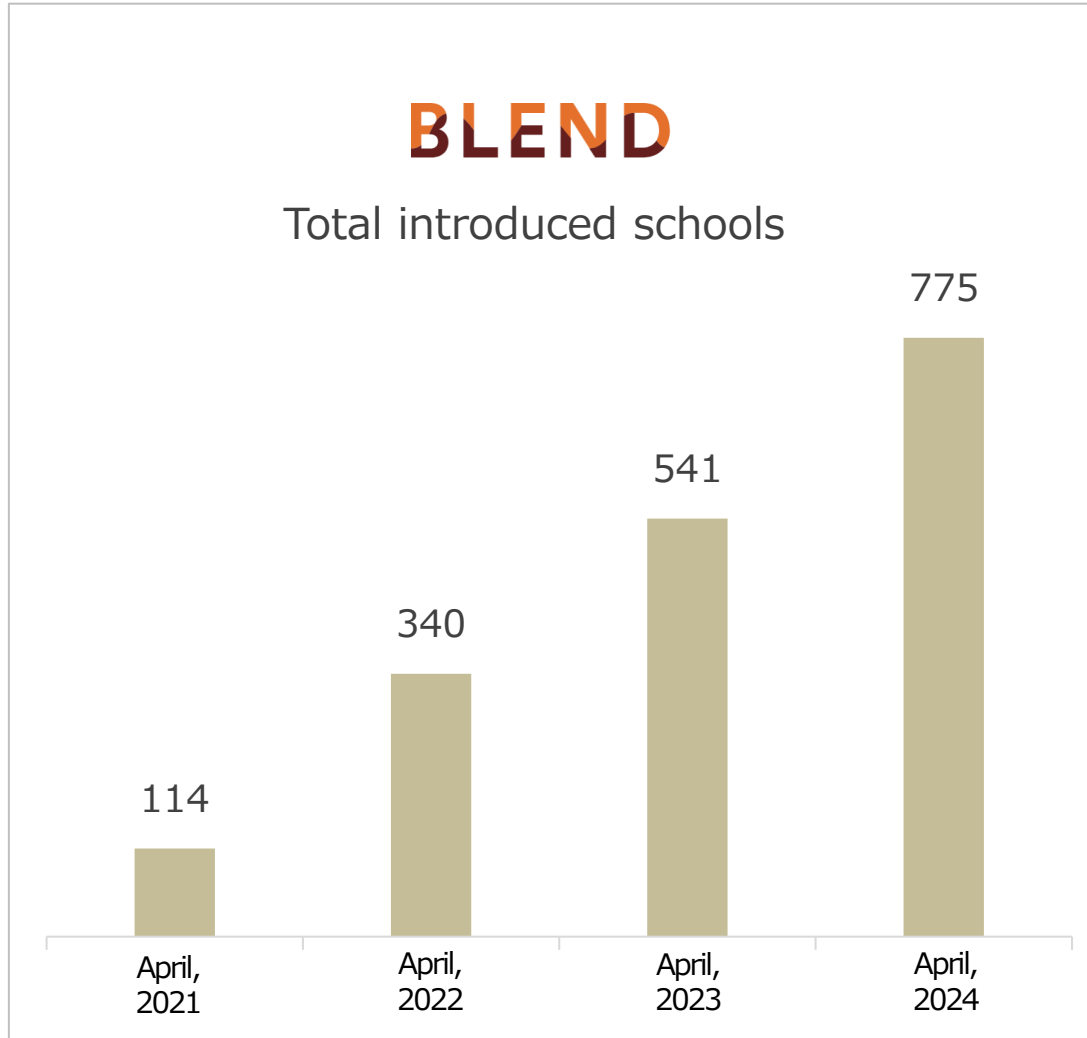
QoQ

Net sales: Levelled off

QoQ

**Operating income:
On a positive trend**

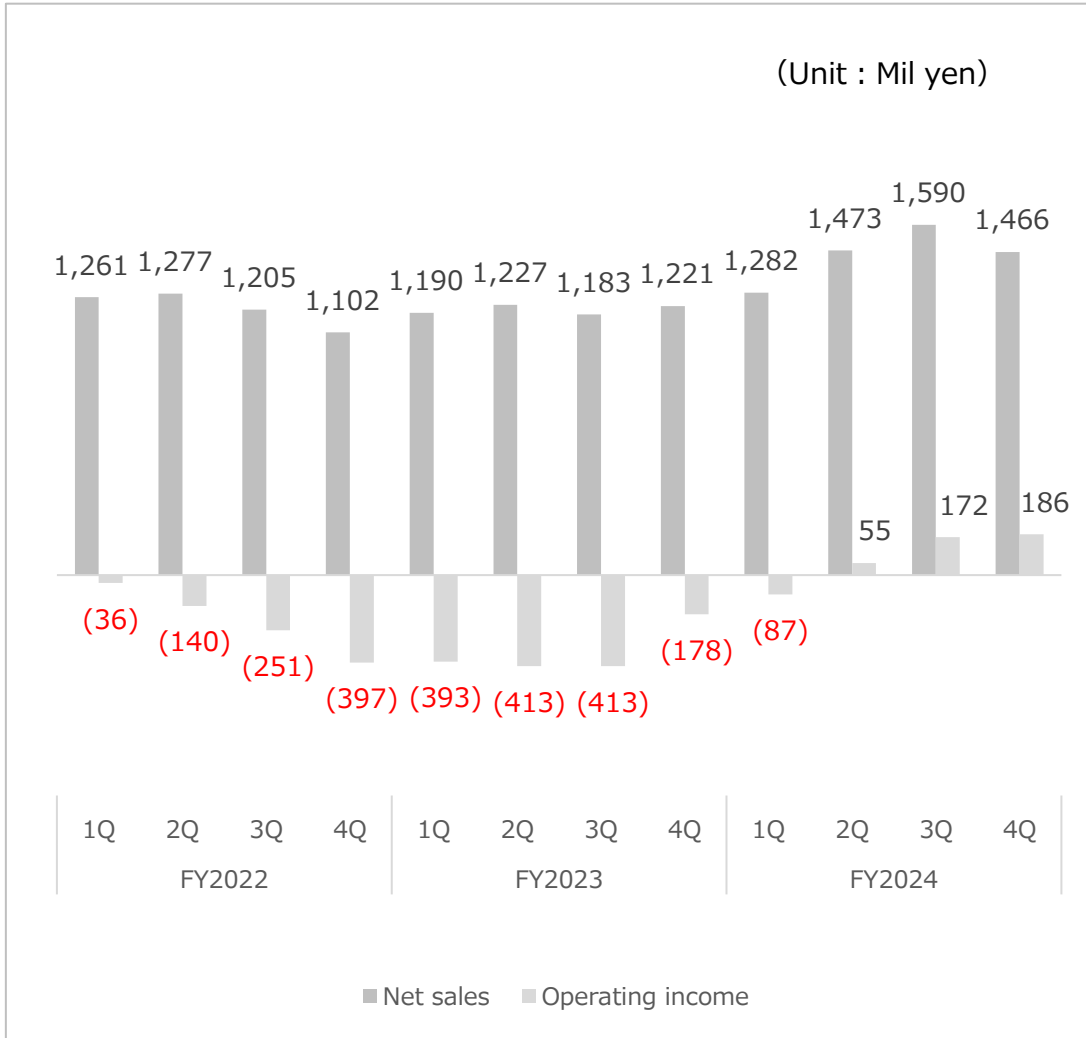
School DX business : Full cloud-based school affairs support system



The number of schools introducing our services is progressing well

Private high school share 35%

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



QoQ

Operating income: On a positive trend

Strong orders in the corporate DX support business

Approach in FY2025

Basic policies and priority issues for FY2025

Healthcare business

Further sales and profit growth

- For Pharmacies:
Further expansion of the cloud-based medication history service
- For Municipalities:
Promotion of the platform strategy of the childcare DX

School DX business

Further sales and profit growth

- For private schools :
Further expansion of the number of introduced schools
- For Public Schools :
Expansion of business areas

Content business

Securing profit

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

Healthcare business: Approach in FY2025

Connecting pharmacies and patients

Cloud-based medication history service

CARADA 電子薬歴 **Solamichi**



B2B service for pharmacy

Connecting parenting households and municipalities & hospital

Maternal and child health handbook app

+
Childcare DX services



B2BtoC service for municipalities

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

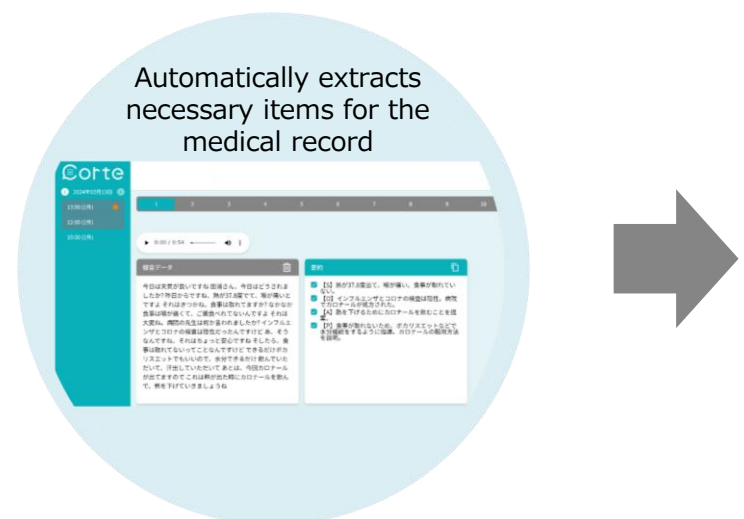
the automatic summary function has been well received

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.

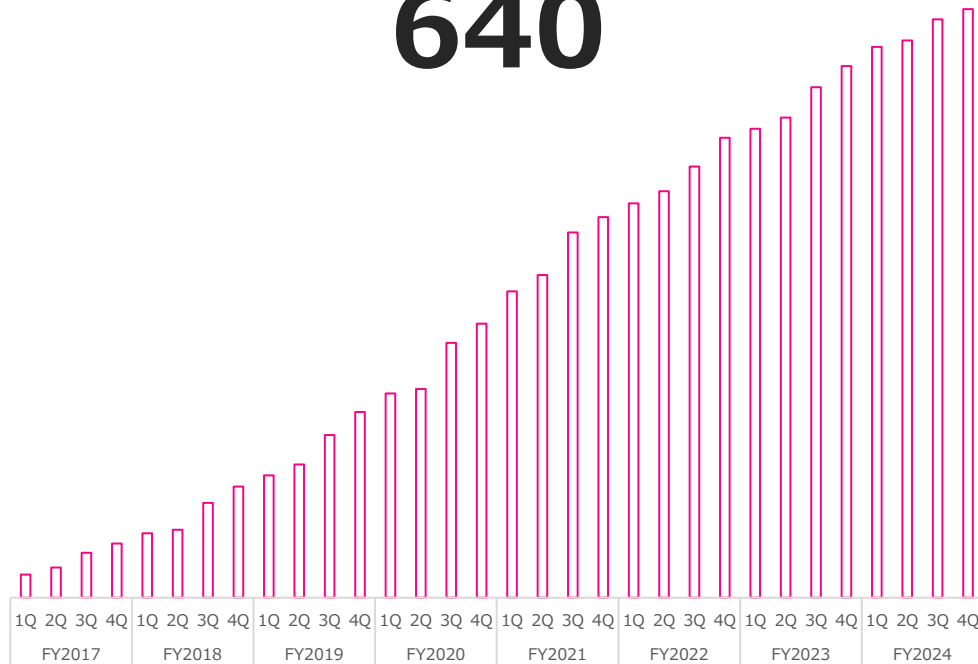


Healthcare business:
Maternal and child health handbook app + Childcare DX services

Introduction smoothly: the childcare DX services at municipalities using “Boshimo”

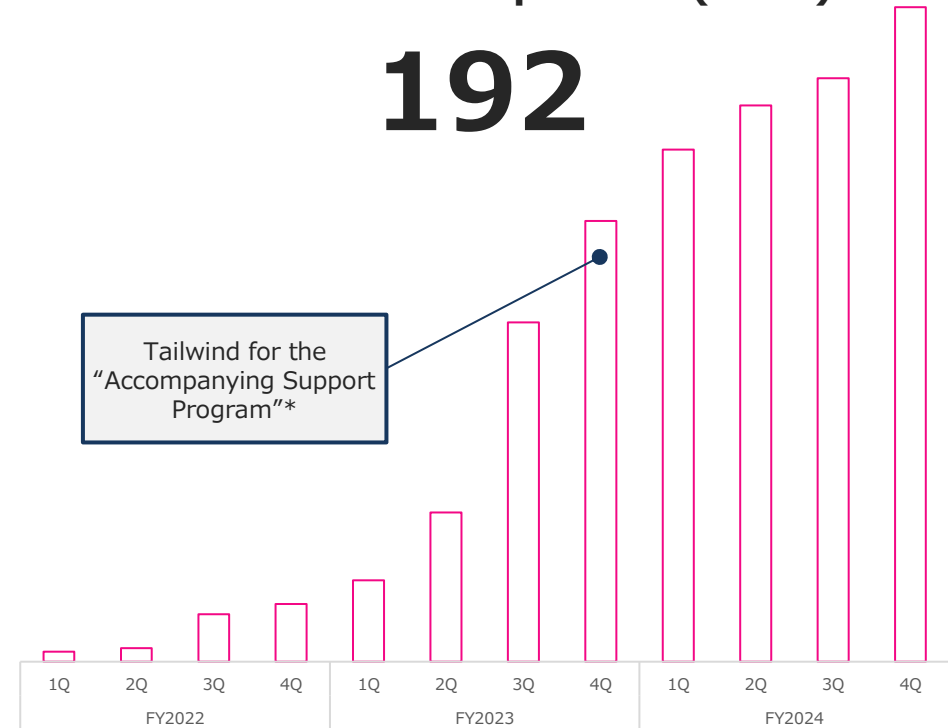
Maternal and child health handbook app

640



Childcare DX services
Number of municipalities (total)

192



Tailwind for the “Accompanying Support Program”*

* Transferred to “Children and Families Agency” from April 1,2023 .



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~



Pregnancy·Birth **Parenting**

Pregnancy health records pregnancy weight graph Vaccination management Infant health Height and weight Growth records

Notice facility search Local childcare events Questionnaire Schedule management

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

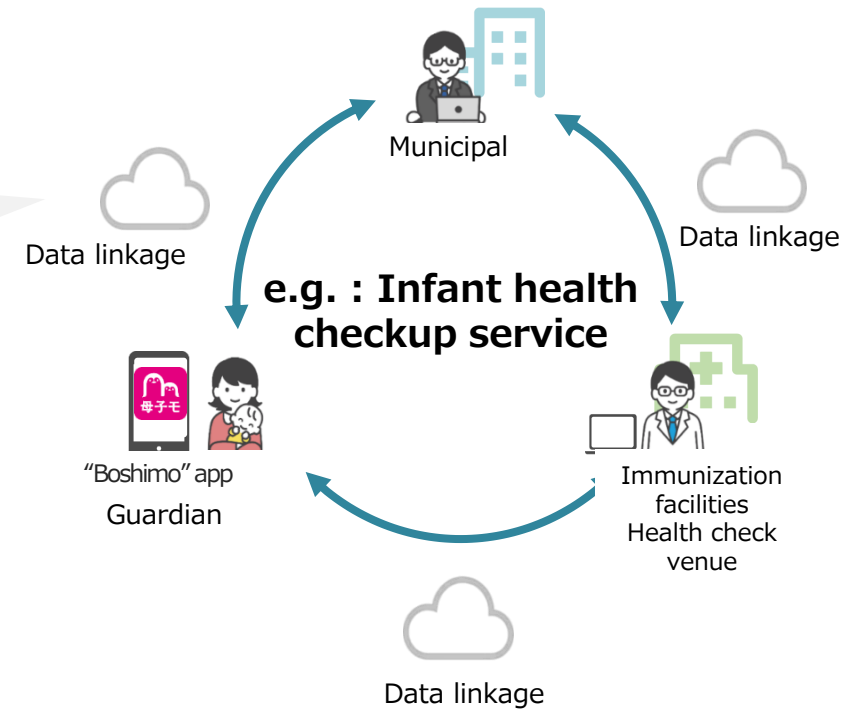
Promote introduction of childcare DX services in municipalities using the maternal and child health handbook app



- Questionnaire and reservation form functionality
- Childhood immunizations (Digital preliminary examination slip , etc.)
- Infant health checkup
- Visits to all households with infants
- Pregnancy checkups and pregnancy notification

High utilization rate

Some municipalities have **over 90%** of applications, such as pregnancy notifications and infant health checkup questionnaires, submitted through the app.



Healthcare business: Topic

LunaLuna

Women (Girls) Support

LunaLuna “Junior mode”

- Support for elementary and junior high school students around menarche
- Parent-child data sharing functionality also added



Family Support

Luna Luna “Family course” offered to municipalities

- Provided free of charge in cooperation with municipalities
- Support for fertility in the home



LunaLuna

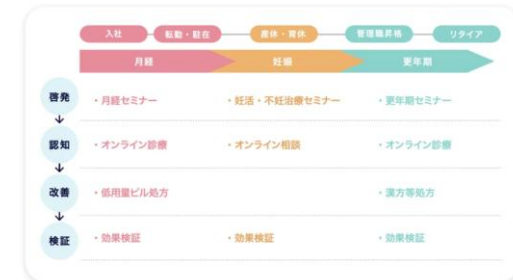
オフィス

Corporate Employee Support (Female + Male)

Expanded

“LunaLuna office” functionality
(Femtech service for corporate clients)

- Introduced “Menopause program*2” in addition to the conventional “Menstrual Program *1”
- A pilot program for the “Male menopause program” is also underway.



*1: Employee benefit program: "Support program for gynecological consultations and Low-Dose pill use utilizing online medical consultation"
*2: Online menopause outpatient program

Connecting students and teachers

Full cloud-based school affairs support system

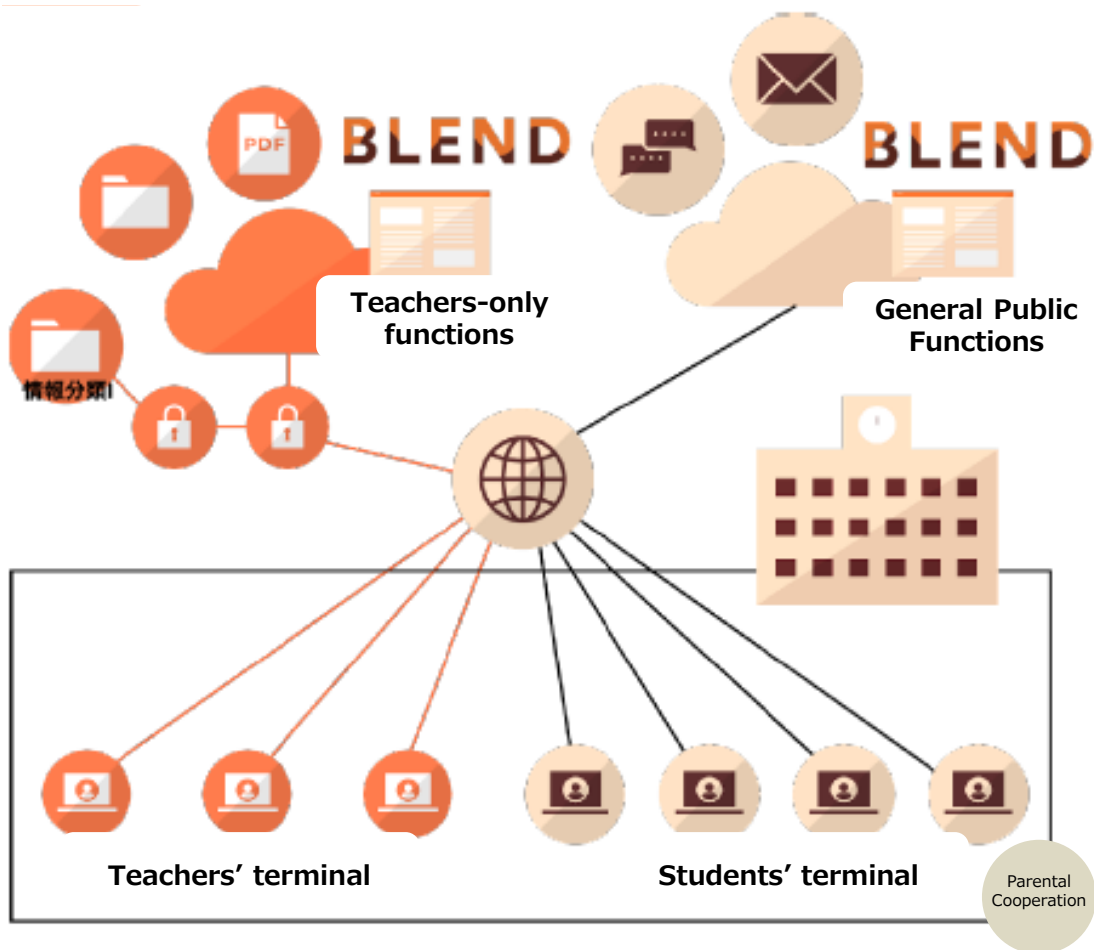
BLEND



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

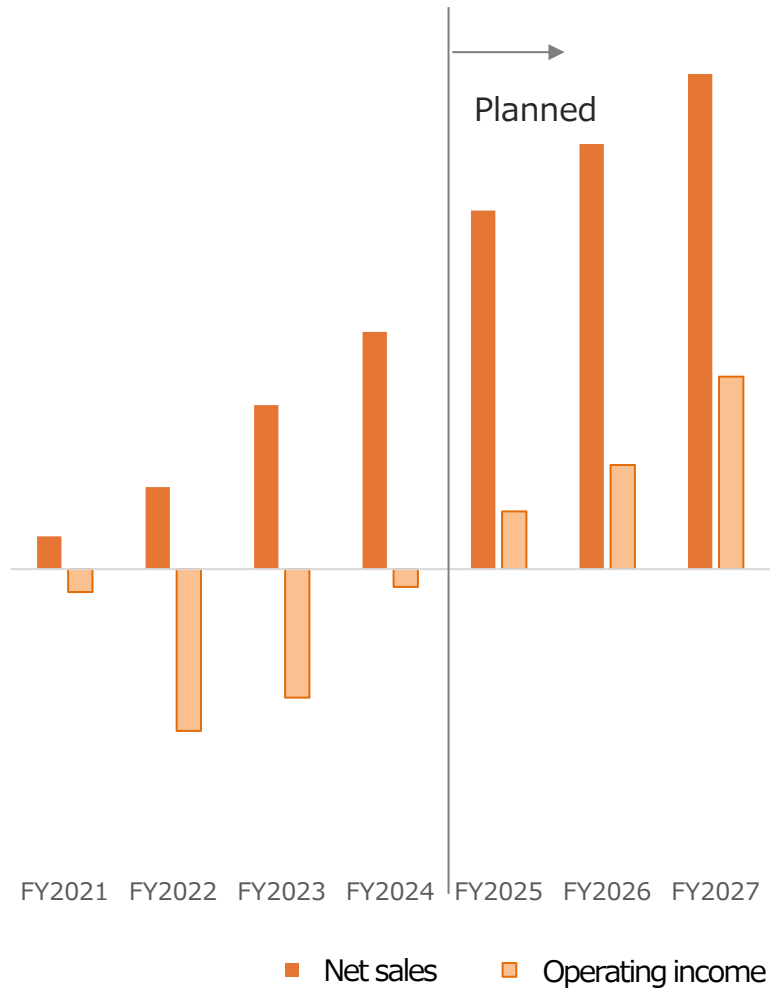
- Reducing workload for school affairs
- Reducing system management costs

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

Image of medium-term profit



Continuing increase in the number of schools introducing our service

Growth opportunities

- Accumulation of projects expected to be new introducing in April 2025
- Government driving DX for school affair unit by prefectural area



Public High School:
Contracted with
Yamanashi Prefectural Government

Differentiation

Cloud-based batch services

Earning forecast for FY2025

Earnings forecast for FY2025

Net sales : increase,
Operating income and Ordinary income : increase

YoY

Net sales :	¥28,500 million	+3.0 %
Operating income :	¥2,800~¥3,200 million	+16.9~+33.7 %
Ordinary income :	¥2,900~¥3,300 million	+2.6~+16.7 %
Profit attributable to owners of parent :	¥1,460~¥1,740 million	(38.2)~(26.4) %

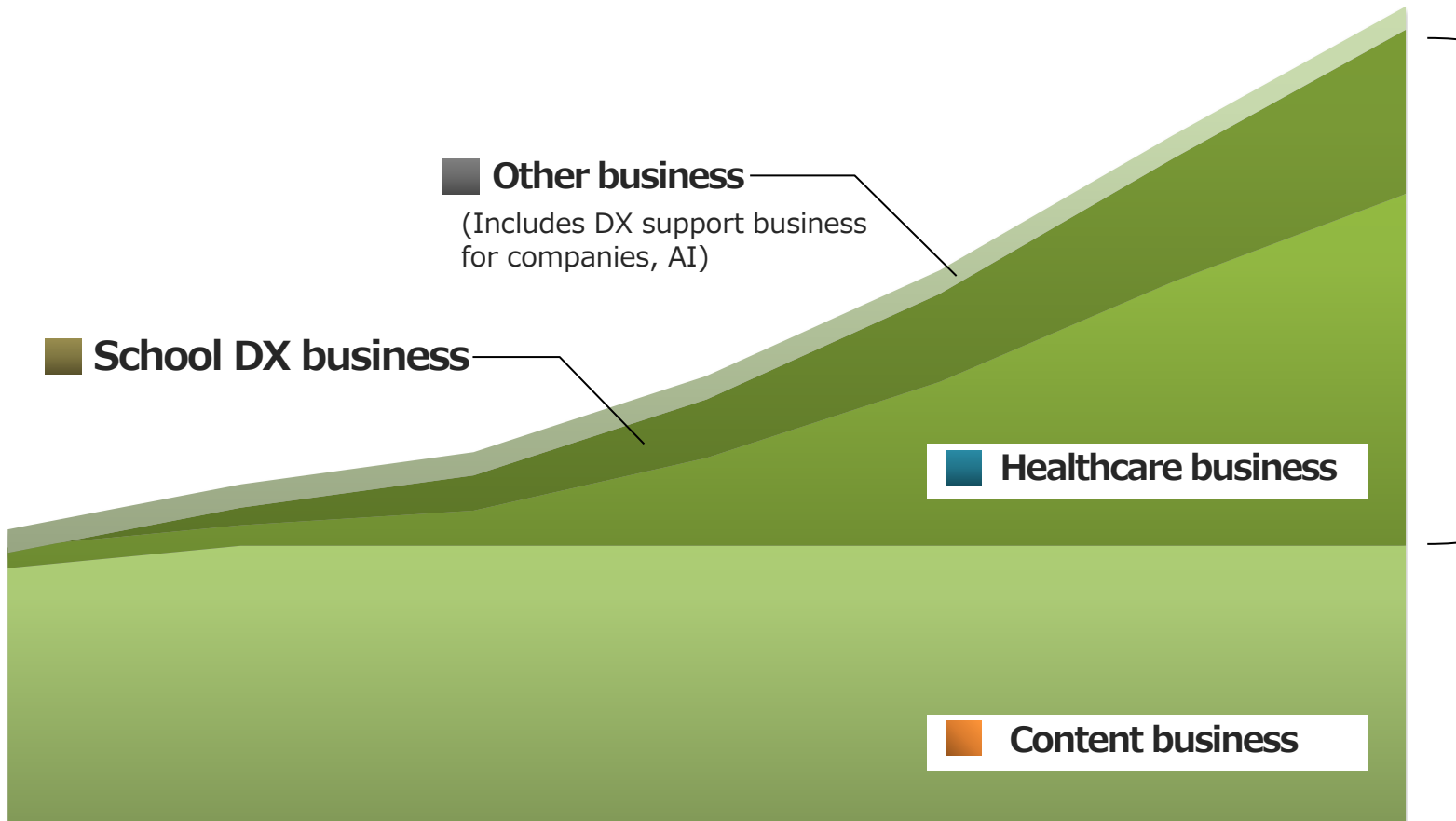
The consolidated earnings forecast for the fiscal year ending September 2025 incorporates a reduction in the amortization burden of goodwill and customer-related assets.

Earnings forecast for FY2025

(Unit : Mil yen)	FY2024 (Actual)			FY2025 (Forecast)			YoY	
	Full year	H1	H2	Full year	H1	H2	Amount (full year)	Ratio (full year)
Net sales	27,669	13,517	14,151	28,500	14,000	14,500	+830	+3.0%
Cost of sales	7,264	3,612	3,651	7,000	3,500	3,500	(264)	(3.6)%
Gross profit	20,405	9,905	10,499	21,500	10,500	11,000	+1,095	+5.4%
SG&A	18,011	8,852	9,157	18,500	9,150	9,350	+489	+2.7%
Operating income	2,394	1,052	1,341	3,000	1,350	1,650	+605	+25.3%
(Ratio)	9.0%	7.8%	9.5%	10.5%	9.6%	11.4%		
Ordinary income	2,721	1,518	1,309	3,100	1,400	1,700	+272	+9.6%
(Ratio)	10.0%	11.2%	9.3%	10.9%	10.0%	11.7%		
Profit attributable to owners of parent	2,256	1,558	805	1,600	730	870	(763)	(32.3)%
(Ratio)	8.0%	11.5%	5.7%	5.6%	5.2%	6.0%		

Image of medium to long-term profit

Image of medium to long-term profit



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

School DX business

Healthcare business

Content business

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

FY2024

Capital policy

Capital Policy

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

I. Dividend

	Interim dividend		Year-end dividend		Annual dividend
FY2024	¥8	1 yen higher than expected	¥9	1 yen higher than previous year	¥17
FY2025 (Forecast)	¥9		¥9	1 yen higher than previous year	¥18

II. Cancellation of treasury shares: 1.2 million shares on December 2.

(Percentage of total issued shares before cancellation: 1.95%)

Appendix

Consolidated B/S

MTI Ltd.

	FY2023	FY2024	Change		FY2023	FY2024	Change
(Unit : Mil yen)							
Current assets	18,940	20,152	+1,212	Current liabilities	7,330	6,951	(379)
Cash and deposits	13,720	14,828	+1,107	Account payable-trade	1,023	1,100	+77
Notes and accounts receivable - trade, and contract assets	4,197	4,183	(13)	Current portion of long-term borrowings	747	737	(10)
Allowance for doubtful accounts	(33)	(31)	(2)	Account payable-other	1,279	1,331	+52
Other	1,056	1,171	+114	Income taxes payable	637	94	(543)
Non-current assets	10,215	9,533	(681)	Accrued consumption taxes	316	191	(125)
Property, plant and equipment	213	203	(10)	Contract liabilities	2,567	2,667	+99
Intangible assets	2,856	2,275	(580)	Other	758	829	+70
Software	1,894	1,929	+34	Non-current liabilities	4,240	3,590	(650)
Goodwill	240	27	(212)	Long-term borrowings	2,431	1,693	(737)
Customer-related assets	491	70	(421)	Retirement benefit liability	1,786	1,828	+42
Investments and other assets	7,145	7,054	(90)	Other	23	67	+43
Investment securities	4,081	4,466	+385	Total liabilities	11,571	10,541	(1,029)
Leasehold and guarantee deposits	305	293	(12)	Shareholders' equity	13,631	15,105	1,474
Deferred tax assets	2,658	2,248	(410)	Share capital	5,232	5,310	+77
Total assets	29,155	29,686	+531	Capital surplus	6,485	6,376	(109)
				Retained earning	5,143	6,626	+1,482
				Treasury shares	(3,230)	(3,207)	+23
				Accumulated other comprehensive income	322	340	+18
				Subscription rights to shares	59	22	(36)
				Non-controlling interests	3,570	3,675	+104
				Total net assets	17,583	19,144	+1,560
				Total liabilities and net assets	29,155	29,686	+531

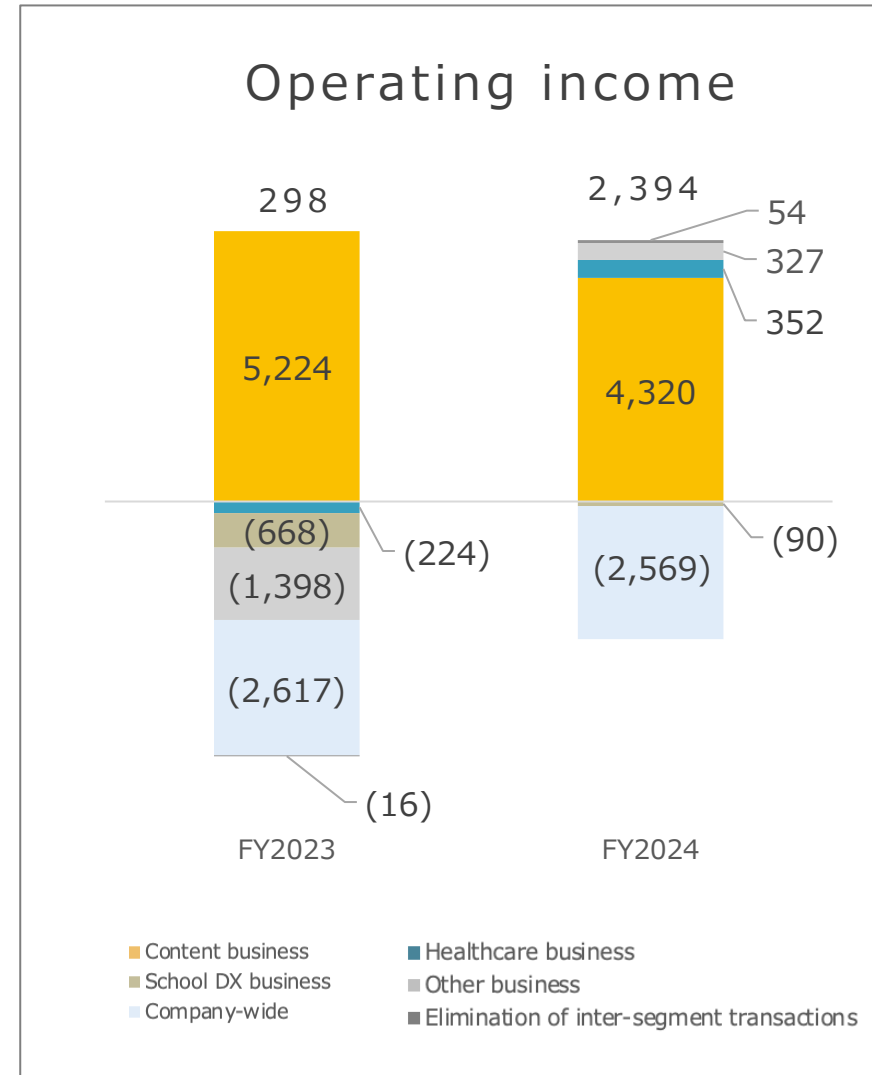
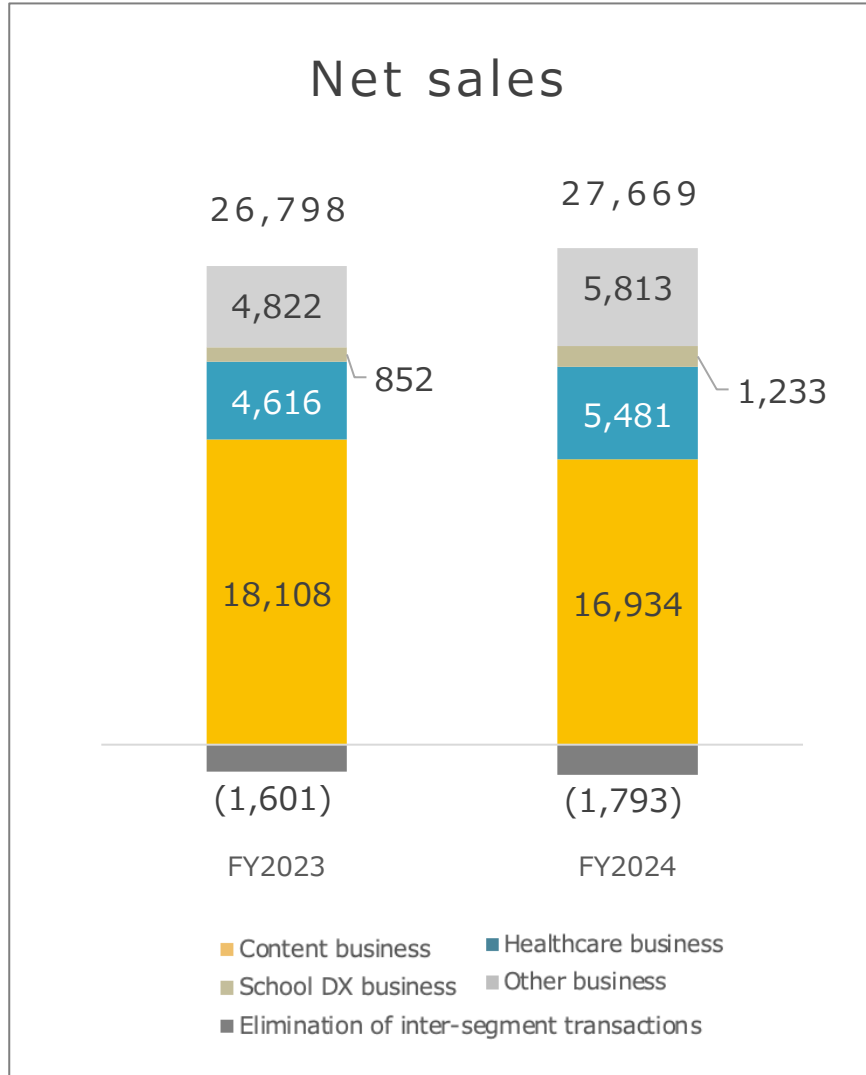
Trends in consolidated P/L

(Unit : Mil yen)	FY2022				FY2023				FY2024			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Net sales	6,551	6,424	6,378	7,125	7,091	6,540	6,507	6,660	6,625	6,892	7,018	7,132
Cost of sales	1,895	1,919	1,941	2,031	2,538	1,942	2,014	1,930	1,788	1,824	1,830	1,820
Gross profit	4,656	4,504	4,437	5,093	4,552	4,597	4,493	4,729	4,836	5,068	5,187	5,311
(Ratio)	71.1%	70.1%	69.6%	71.5%	64.2%	70.3%	69.0%	71.0%	73.0%	73.5%	73.9%	74.5%
SG&A	4,204	4,356	4,613	4,645	4,613	4,554	4,492	4,413	4,401	4,451	4,488	4,669
Operating income	451	147	(176)	447	(61)	42	0	316	435	616	699	641
(Ratio)	6.9%	2.3%	(2.8)%	6.3%	(0.9)%	0.7%	+0.0%	4.7%	6.6%	9.0%	10.0%	9.0%
Ordinary income	395	(102)	(204)	397	(88)	275	(35)	306	792	725	844	464
(Ratio)	6.0%	(1.6)%	(3.2)%	5.6%	(1.3)%	4.2%	(0.5)%	4.6%	12.0%	10.5%	12.0%	6.5%
Profit attributable to owners of parent	252	(129)	(211)	(841)	(590)	264	821	257	630	928	684	120
(Ratio)	3.9%	(2.0)%	(3.3)%	(11.8)%	(8.3)%	4.0%	12.6%	3.9%	9.5%	13.5%	9.8%	1.7%

Trends in consolidated SG&A

(Unit : Mil yen)	FY2022				FY2023				FY2024			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
SG&A	4,204	4,356	4,613	4,645	4,613	4,554	4,492	4,413	4,401	4,451	4,488	4,669
Advertising expense	360	397	379	442	479	537	553	566	626	674	711	788
Personnel expenses	1,912	1,923	1,950	1,932	1,989	1,958	1,956	1,810	1,818	1,774	1,816	1,867
Commission fee	753	785	777	778	746	745	731	731	709	706	719	735
Subcontract expenses	440	445	657	593	560	498	454	451	441	467	410	418
Depreciation	303	330	358	360	289	301	332	341	318	334	345	361
Other	435	473	490	537	549	513	464	511	486	494	485	497

Performance by segment (Cumulative for FY2024①)



Performance by segment (Quarterly trend)

Net sales

(Unit : Mil yen)	FY2022				FY2023				FY2024			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Consolidated	6,551	6,424	6,378	7,125	7,091	6,540	6,507	6,660	6,625	6,892	7,018	7,132
Content business	4,639	4,436	4,342	5,100	5,118	4,384	4,317	4,289	4,210	4,216	4,202	4,304
Healthcare business	908	977	1,031	1,113	1,011	1,184	1,181	1,239	1,260	1,355	1,407	1,458
School DX business	55	65	150	154	155	153	272	270	260	260	364	347
Other business	1,261	1,277	1,205	1,102	1,190	1,227	1,183	1,221	1,282	1,473	1,590	1,466
Company-wide expenses	-	-	-	-	-	-	-	-	-	-	-	-
Elimination of inter-segment transactions	(313)	(332)	(350)	(345)	(384)	(408)	(447)	(360)	(389)	(413)	(546)	(444)





Performance by segment (Quarterly trend)

Operating income

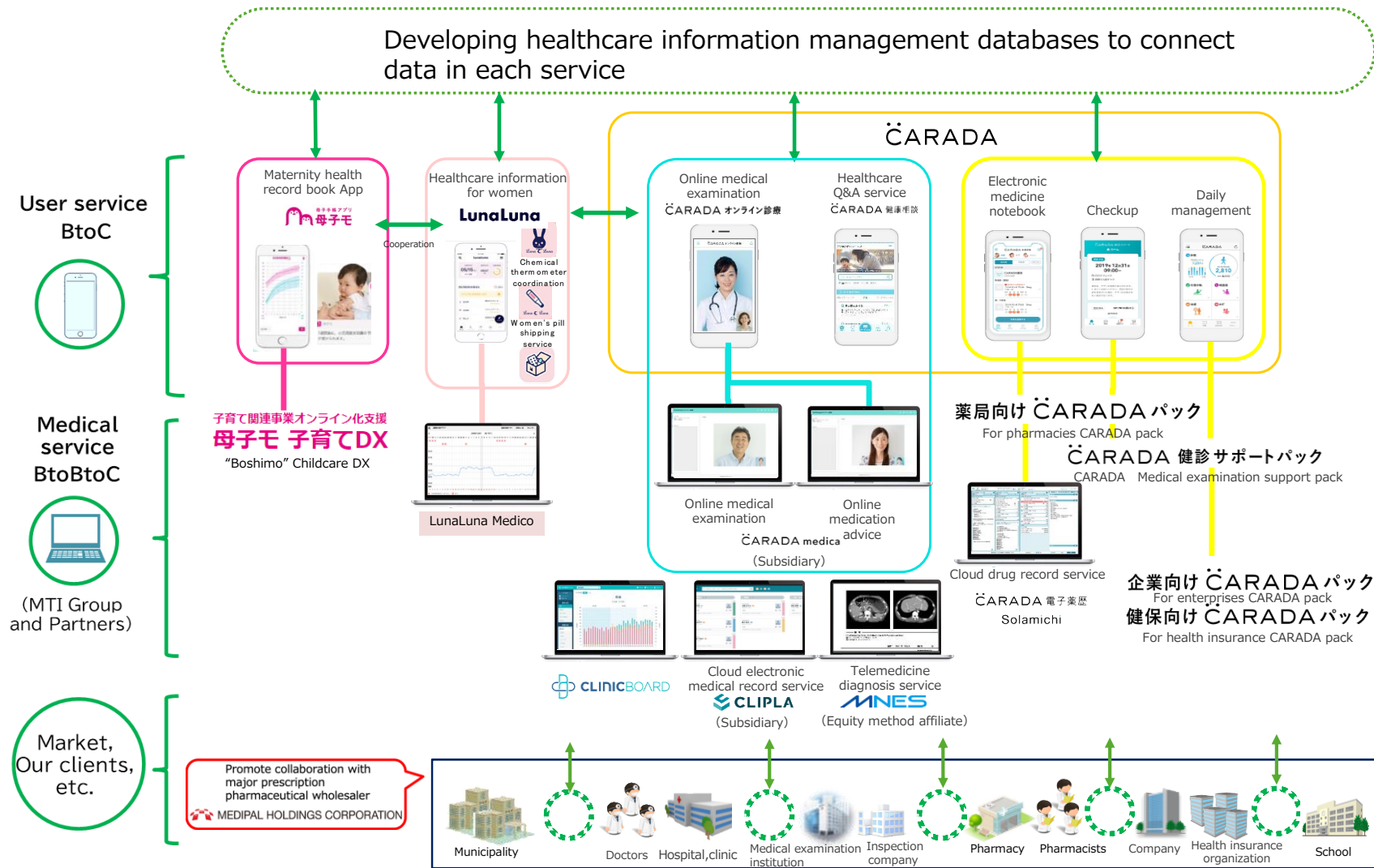
(Unit : Mil yen)	FY2022				FY2023				FY2024			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Consolidated	451	147	(176)	447	(61)	42	0	316	435	616	699	641
Content business	1,534	1,322	1,328	2,014	1,439	1,355	1,210	1,218	1,091	1,169	1,059	999
Healthcare business	(336)	(311)	(250)	(209)	(172)	(46)	(13)	9	112	104	61	72
School DX business	(121)	(111)	(302)	(305)	(246)	(214)	(107)	(99)	(82)	(79)	57	13
Other business	(36)	(140)	(251)	(397)	(393)	(413)	(413)	(178)	(87)	55	172	186
Company-wide expenses	(591)	(591)	(659)	(629)	(678)	(654)	(632)	(651)	(609)	(627)	(633)	(700)
Elimination of inter-segment transactions	2	(19)	(40)	(24)	(8)	17	(42)	17	9	(5)	(18)	69

The list of main healthcare services

Figures are the actual as of end of September 2024.

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 640 of 1,741 municipalities nationwide. Childcare DX service has been introduced by 192 municipalities.
LunaLuna	Healthcare info service for women. Forecasting menstrual day & ovulation day.	BtoC. Over 20 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 .	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 drug record 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 2,528 orders have been received.

Healthcare business: Overview of Healthcare services

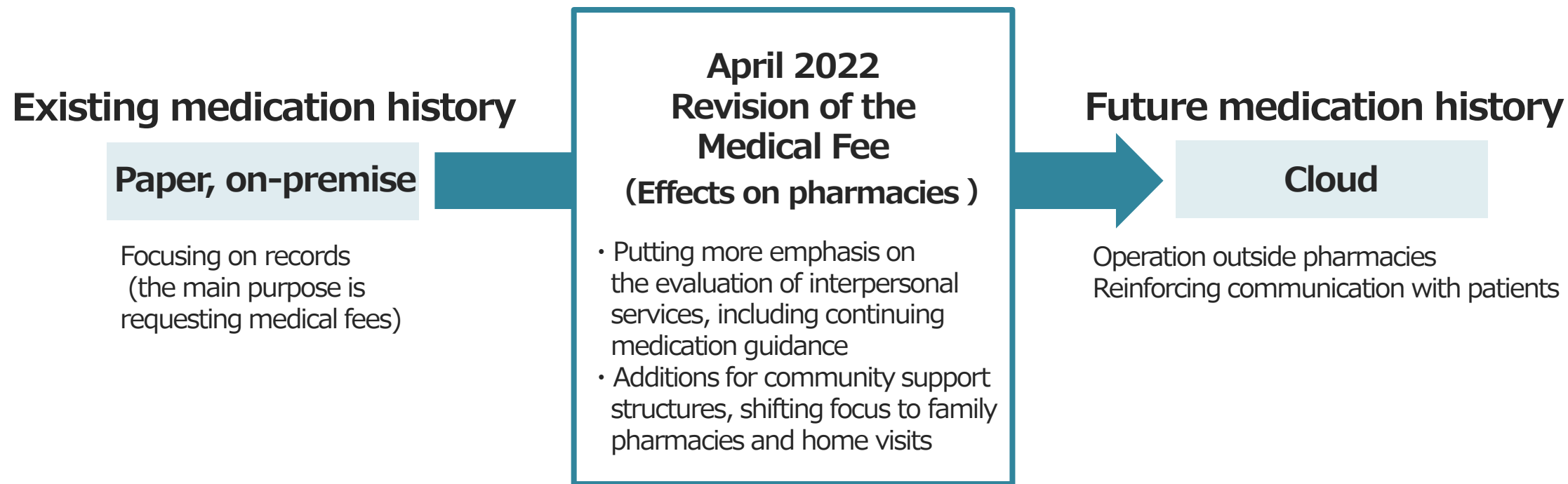


*Some images are under development and may differ from the actual ones.

*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

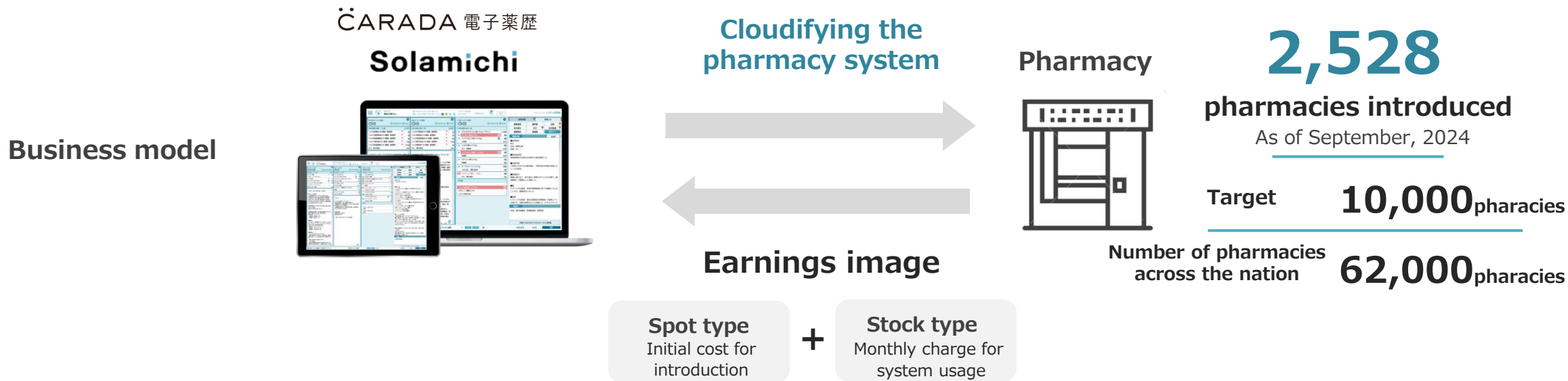
In response to the medical fee revision, the Company will promote a shift “from services handling materials to interpersonal services” at pharmacies and promote ICT at pharmacies as well



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

Healthcare business: Cloud-based medication history service

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.

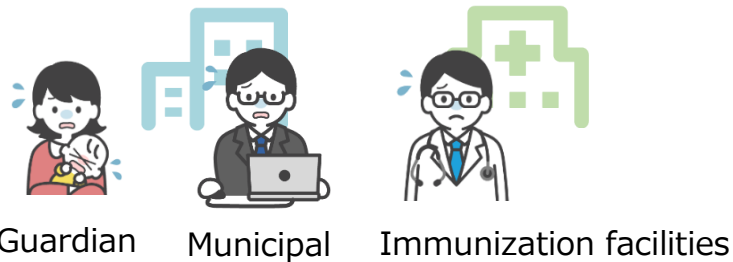
Healthcare business:
Maternal and child health handbook app + Childcare DX services



"Childcare support" is a social issue

Delay in digitalization for childcare support

Paper-based procedures
Extremely inefficient



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 <small>(Number of municipalities nationwide 1,741)</small>	640	85	192		

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

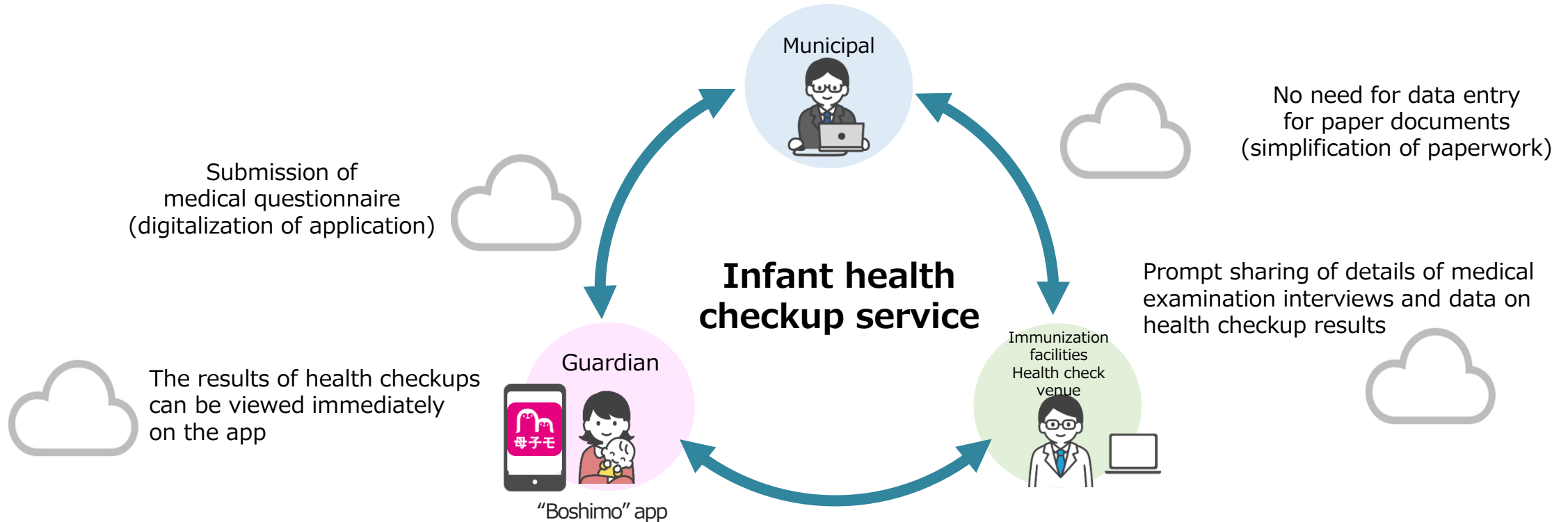


(Reference) Healthcare business :
Maternal and child health handbook app + Childcare DX services

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)**

Fukuoka City, Fukuoka Prefecture





(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.



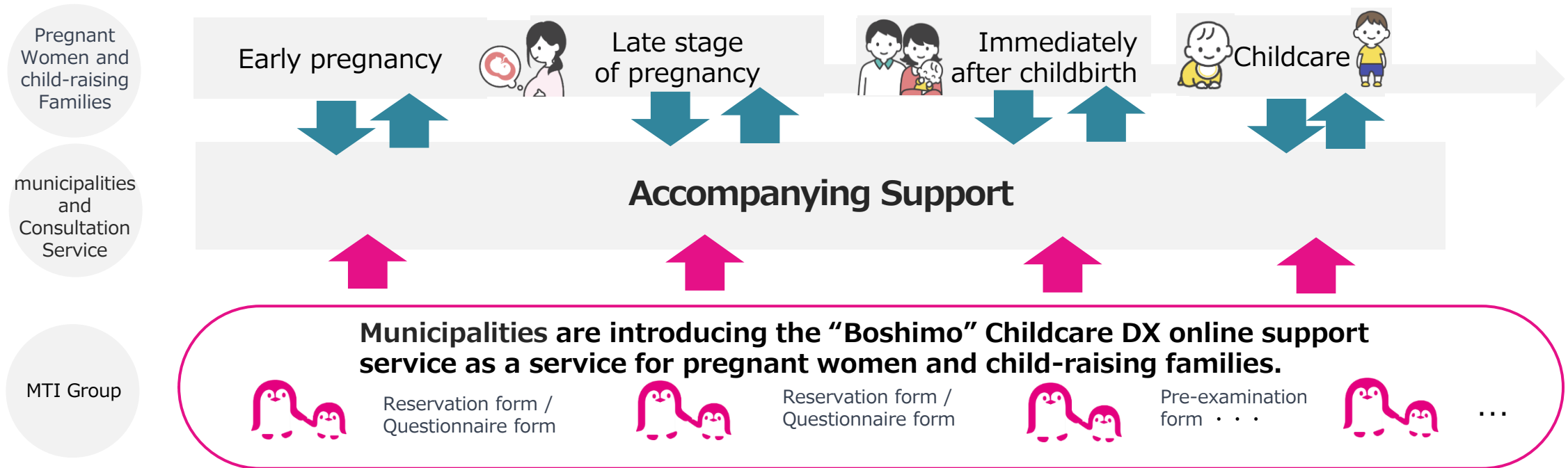


Healthcare business : Maternal and child health handbook app + Childcare DX services

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.



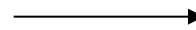
School DX business : Full cloud-based school affairs support system

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**

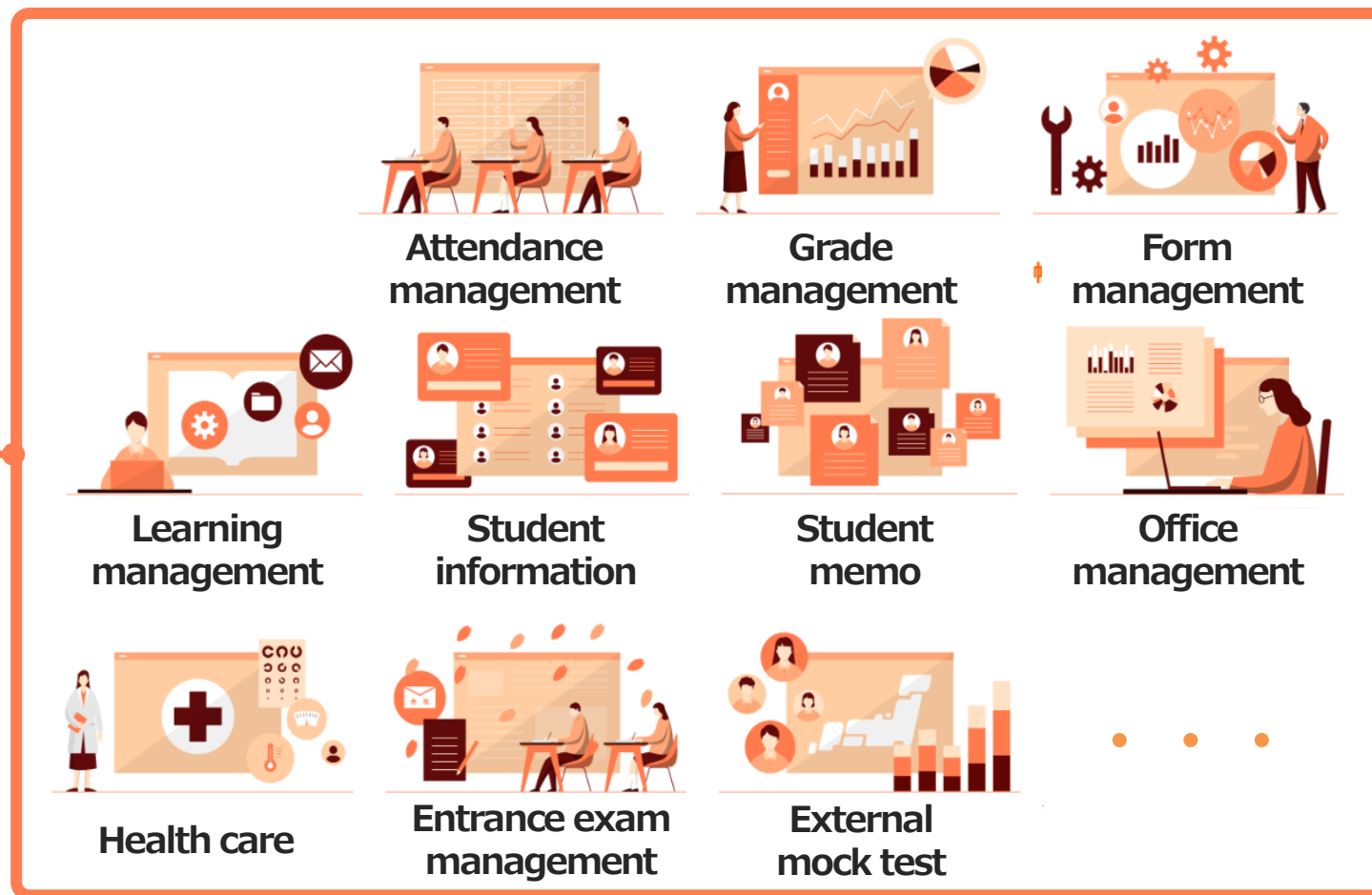
- ✓ Using multiple systems: management cost burden
- ✓ Varying specifications, handwritten and PC-based admin: work-time burden
- ✓ Data linkage is time consuming

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

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

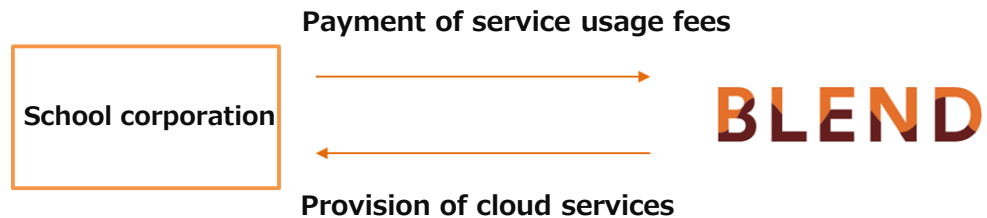
Cloud-based school affairs support system

BLEND



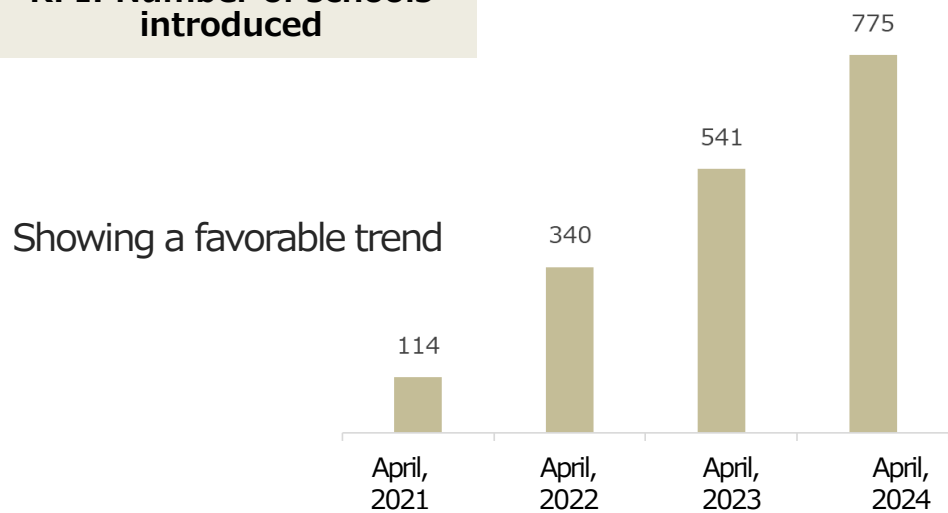
School DX business : Cloud-based school affairs support system

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



Showing a favorable trend

Market share

Private high school **35%**
(Cumulative for FY2024)



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