



# Reporting Session For Shareholders for FY2025

December 20, 2025

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.

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Cloud-based medication history service

Maternal health record book app + Childcare DX services

School DX business

# Financial Results Overview for FY2025

Net sales

**¥29,910** million

**YoY+8.1%**

Operating income

**¥2,946** million

**YoY+23.1%**

Profit attributable to  
owners of parent

**¥3,404** million

**YoY+44.0%**

Content

Number of monthly  
paying members

**3.24** million

**QoQ +170** thousand

Cloud-based  
medication history

**3,811**

pharmacies introduced  
(cumulative)

**The introduction pace  
continues strong**

Full cloud-based school  
affairs support system

**1,067**

schools introduced  
(cumulative)

**Private middle and high  
school share 50%**

**Net sales: Increased, operating income, ordinary income, profit: increased**

( Unit : Mil yen )	FY2024	FY2025	YoY		
			Amount	Percentage	
Net sales	27,669	<b>29,910</b>	+2,241	<b>+8.1%</b>	Sales growth in healthcare and school DX businesses
Cost of sales	7,264	<b>7,687</b>	+423	<b>+5.8%</b>	
ratio	26.3%	<b>25.7%</b>			
Gross profit	20,404	<b>22,223</b>	+1,818	<b>+8.9%</b>	
ratio	73.7%	<b>74.3%</b>			
SG&A	18,010	<b>19,276</b>	+1,266	<b>+7.0%</b>	
ratio	65.1%	<b>64.4%</b>			
Operating income	2,394	<b>2,946</b>	+551	<b>+23.1%</b>	
ratio	8.7%	<b>9.8%</b>			
Ordinary income	2,827	<b>3,027</b>	+199	<b>+7.1%</b>	
ratio	10.2%	<b>10.1%</b>			
Profit attributable to owners of parent	2,363	<b>3,404</b>	+1,040	<b>+44.0%</b>	Increase in refunded consumption tax, etc.
ratio	8.5%	<b>11.4%</b>			

# Consolidated SG&A

## Advertising expenses: Increased

( Unit : Mil yen )	FY2024	FY2025	YoY	
			Amount	Percentage
SG&A	18,010	19,276	+1,266	+7.0%
Advertising expenses	2,800	3,660	+860	+30.7%
Personnel expenses	7,276	7,504	+227	+3.1%
Commission fee	2,871	3,113	+242	+8.5%
Subcontract expenses	1,738	1,734	(3)	(0.2)%
Depreciation	1,359	1,224	(135)	(10.0)%
Other	1,964	2,039	+75	+3.8%

Increase in sales promotion costs for AdGuard

## Achievement ratio for earnings forecast

	FY2025 Latest forecast	FY2025 Actual	Difference	Achievement rate
( Unit : Mil yen )				
Net sales	29,400	<b>29,910</b>	+510	101.7%
Operating income	3,000	<b>2,946</b>	(53)	98.2%
Ordinary income	3,100	<b>3,027</b>	(72)	97.7%
Profit attributable to owners of parent	2,800	<b>3,404</b>	+604	121.6%

\*For the fiscal year ending September 2025, the forecast figures are shown as the midpoint of the range for convenience.

# 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.



CARADA 電子薬歴  
Solamichi

## School DX Business

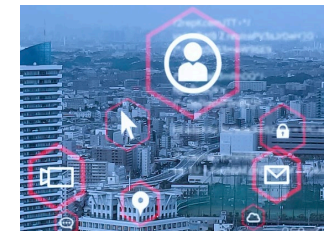
- School DX service

BLEND



## Other Business

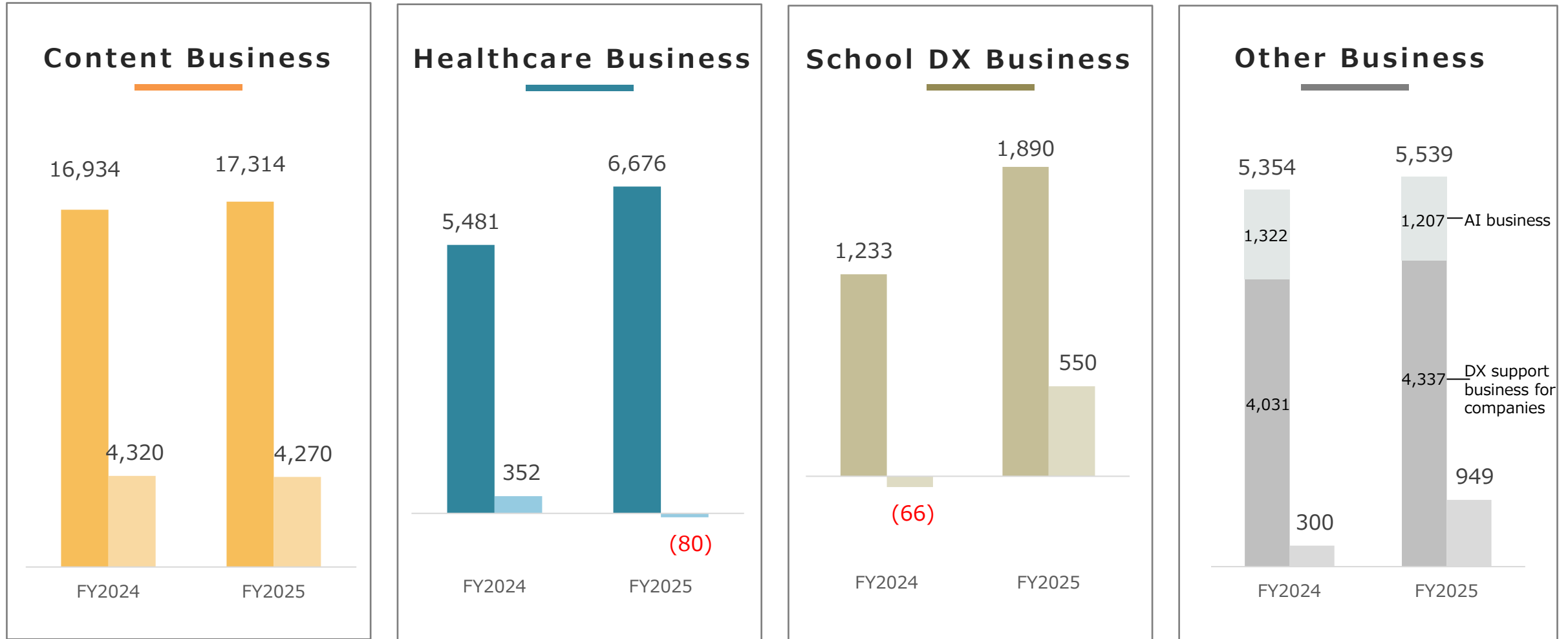
- AI business
- DX support business for companies
- Solution service for corporate



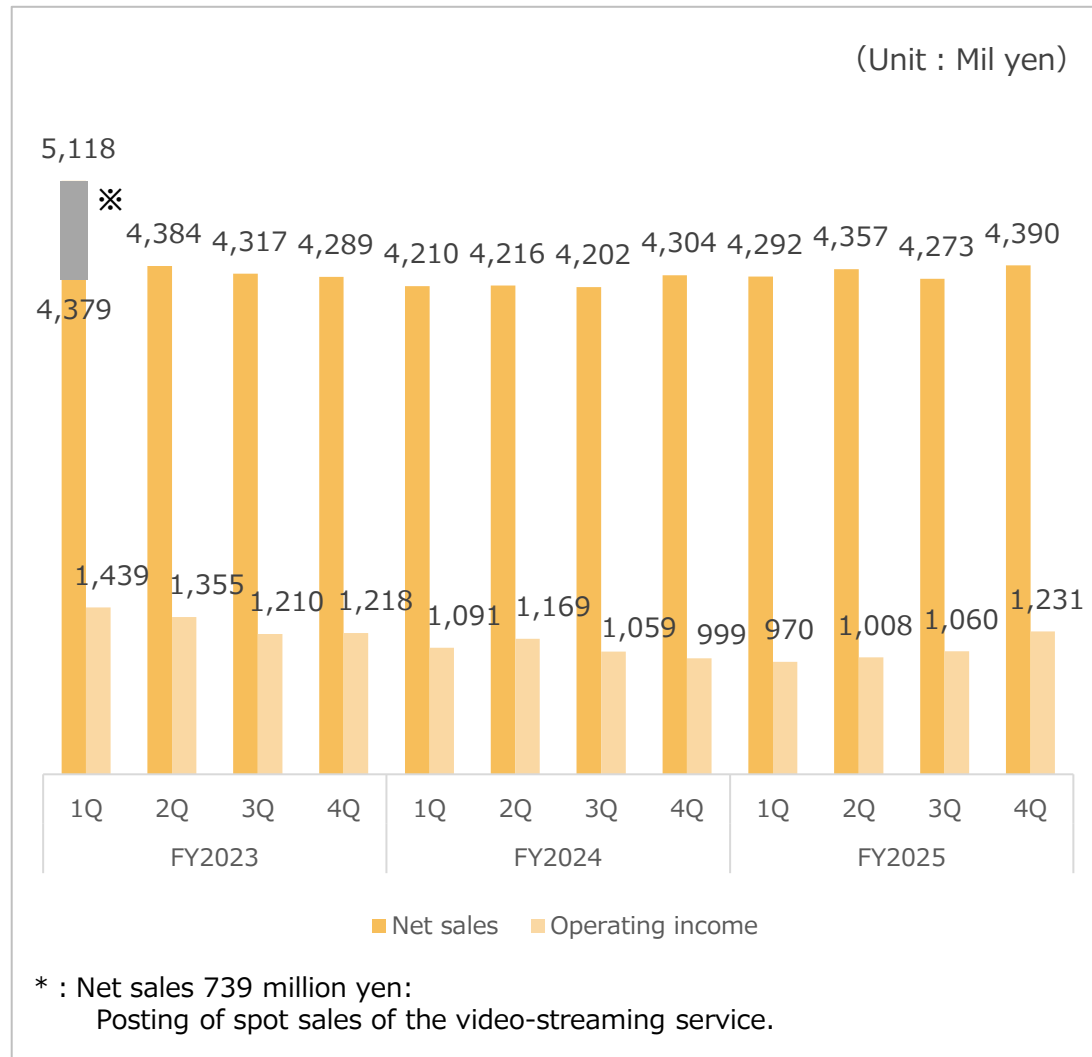


## Performance by segment (YoY)

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



## Content business : Net sales and operating income



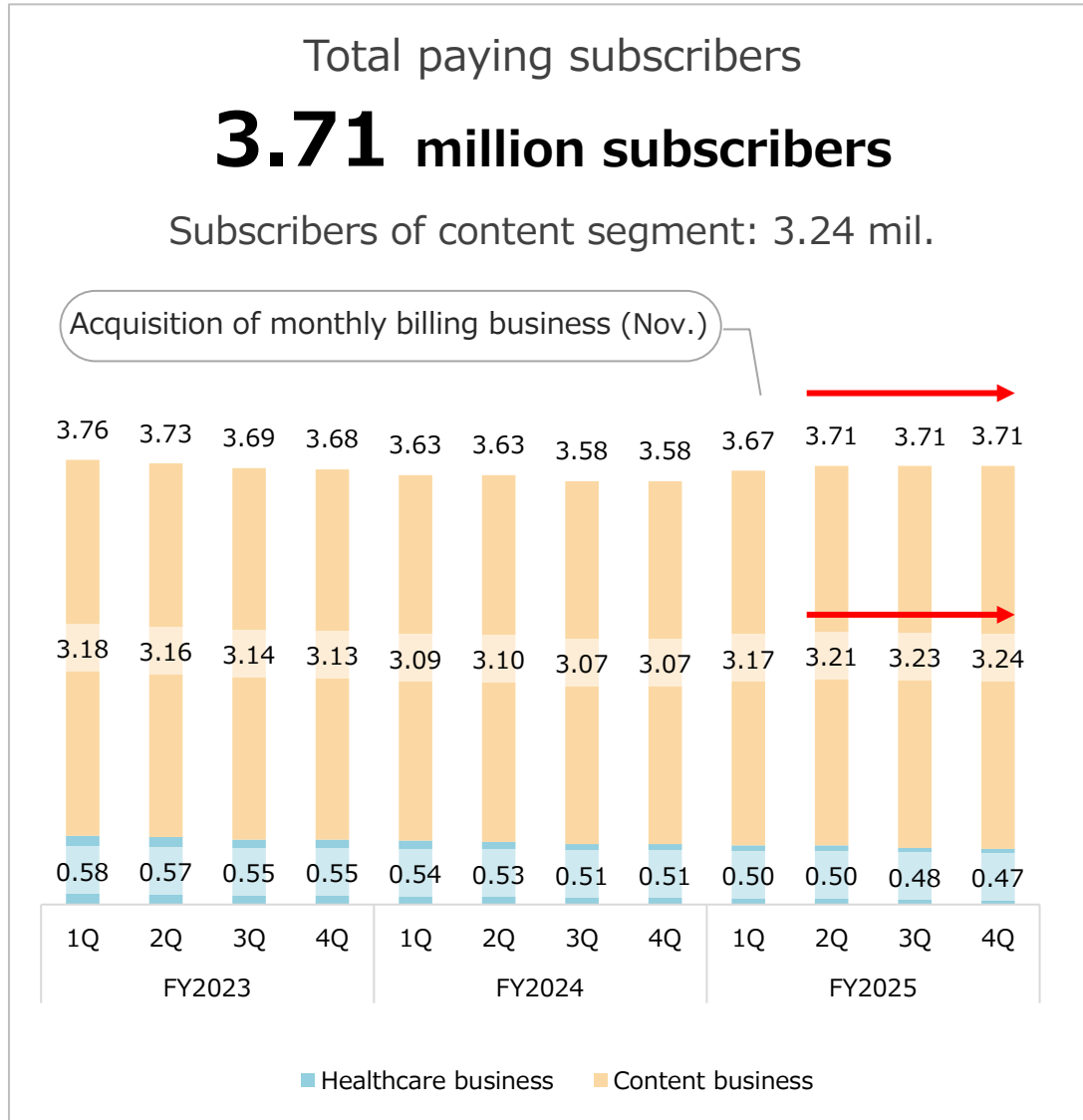
QoQ

**Net sales: Slight increased**

- Paid subscribers remain flat

**Operating income: Increased**

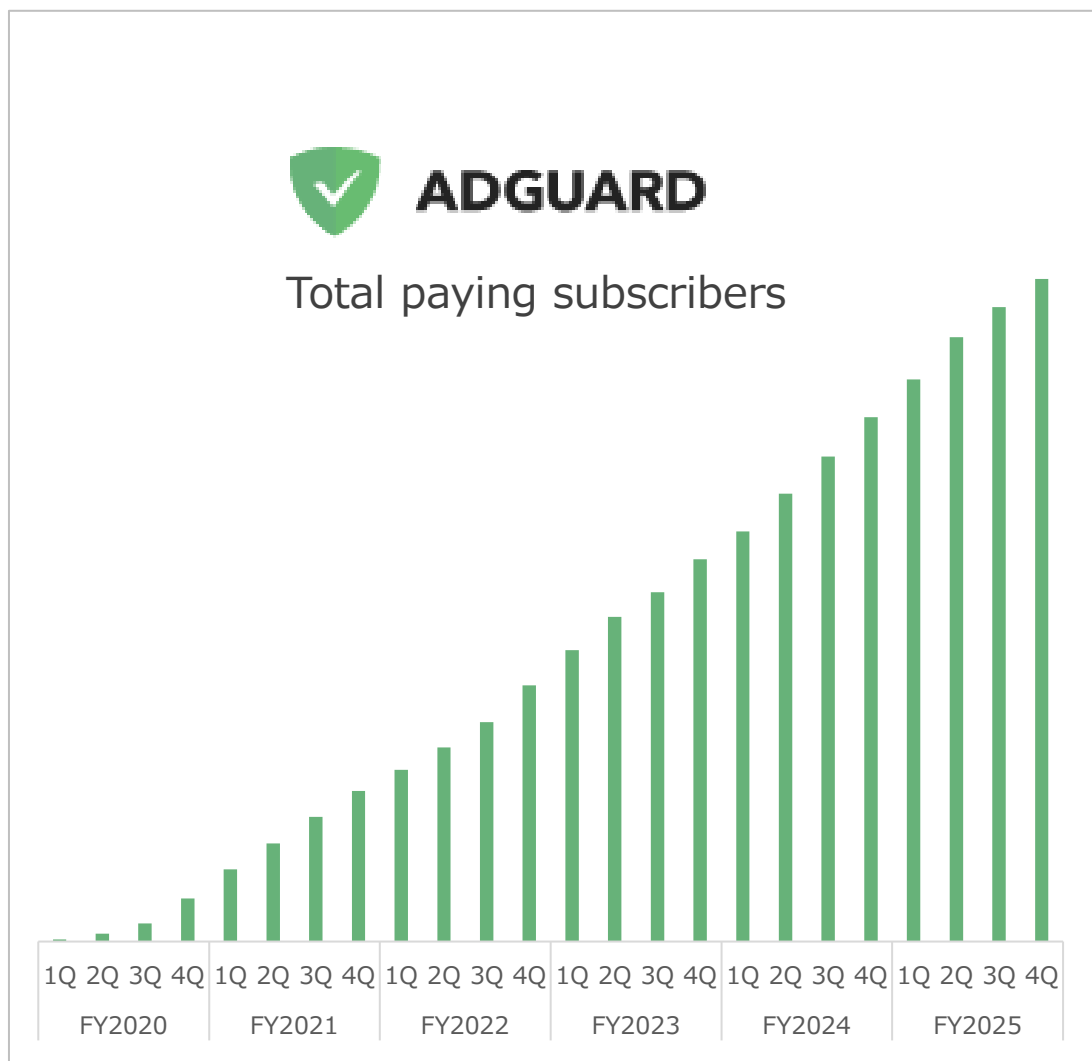
## Content business : The number of paying subscribers



## Number of paying subscribers remained flat

- Brisk Security-related app

## Content business: Security-related app



## The security-related app continues to perform well

Total paying subscribers  
**1.16 million subscribers**

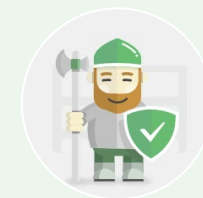
### Four functions



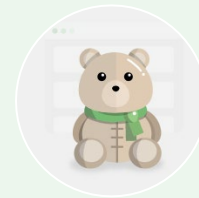
Ad blocking



Trace blocking

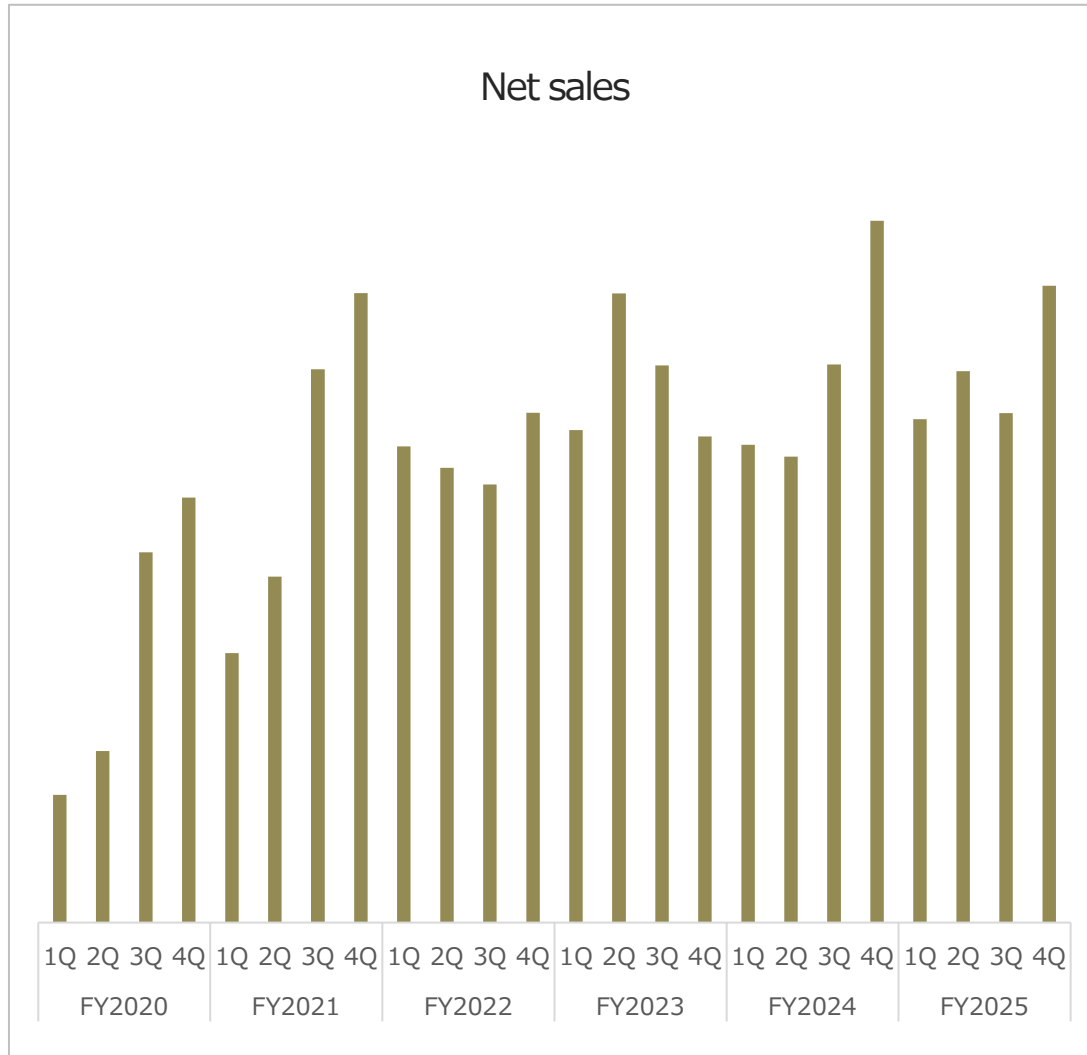


Threat blocking



Parent function  
(Child protection  
function)

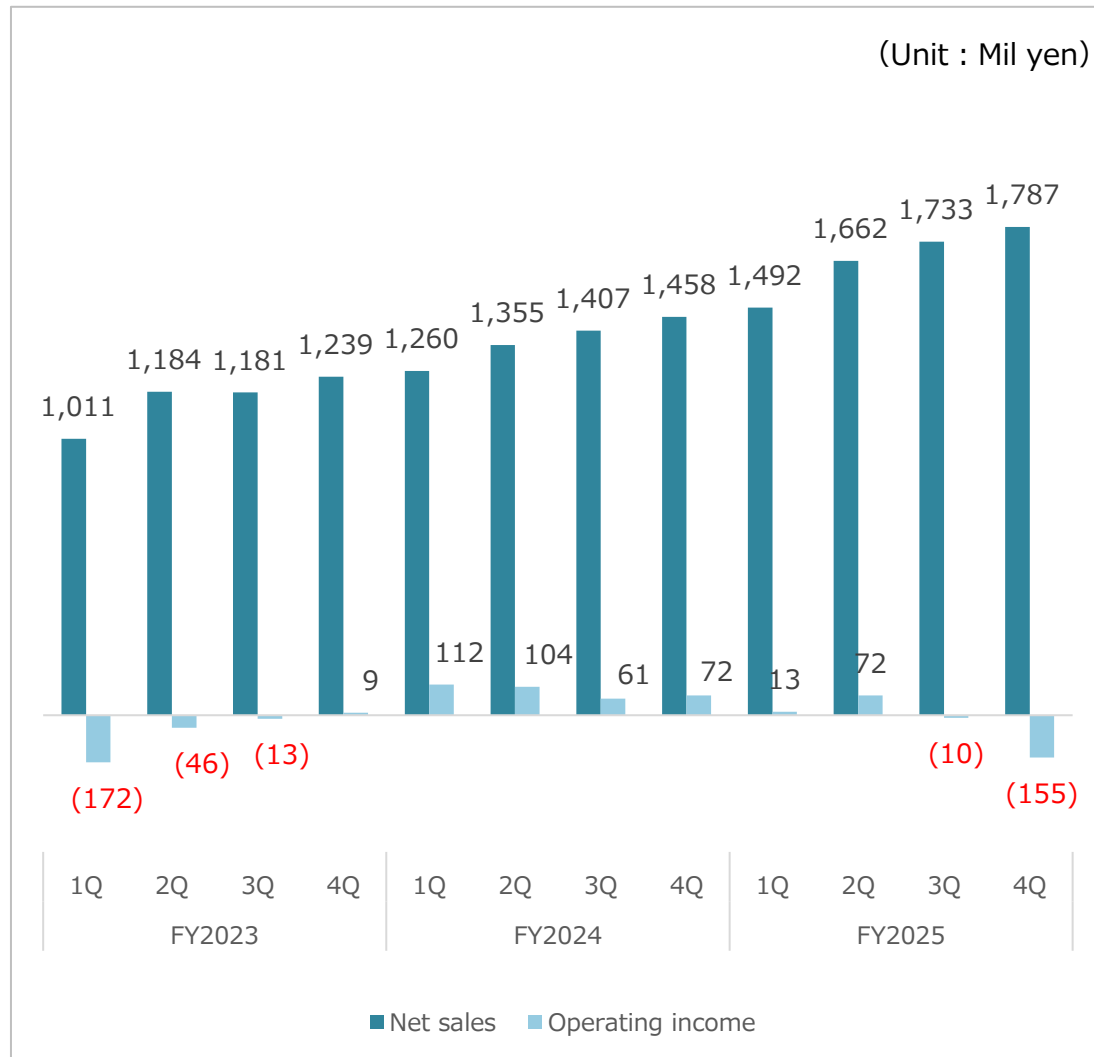
## Content business: Original comics content business



### Original comics content business Stable transition

- Keep in comic titles introduced
- Stable growth in the number of TV dramas of popular works

## Healthcare business: Net sales and operating income



QoQ

### Sales growth

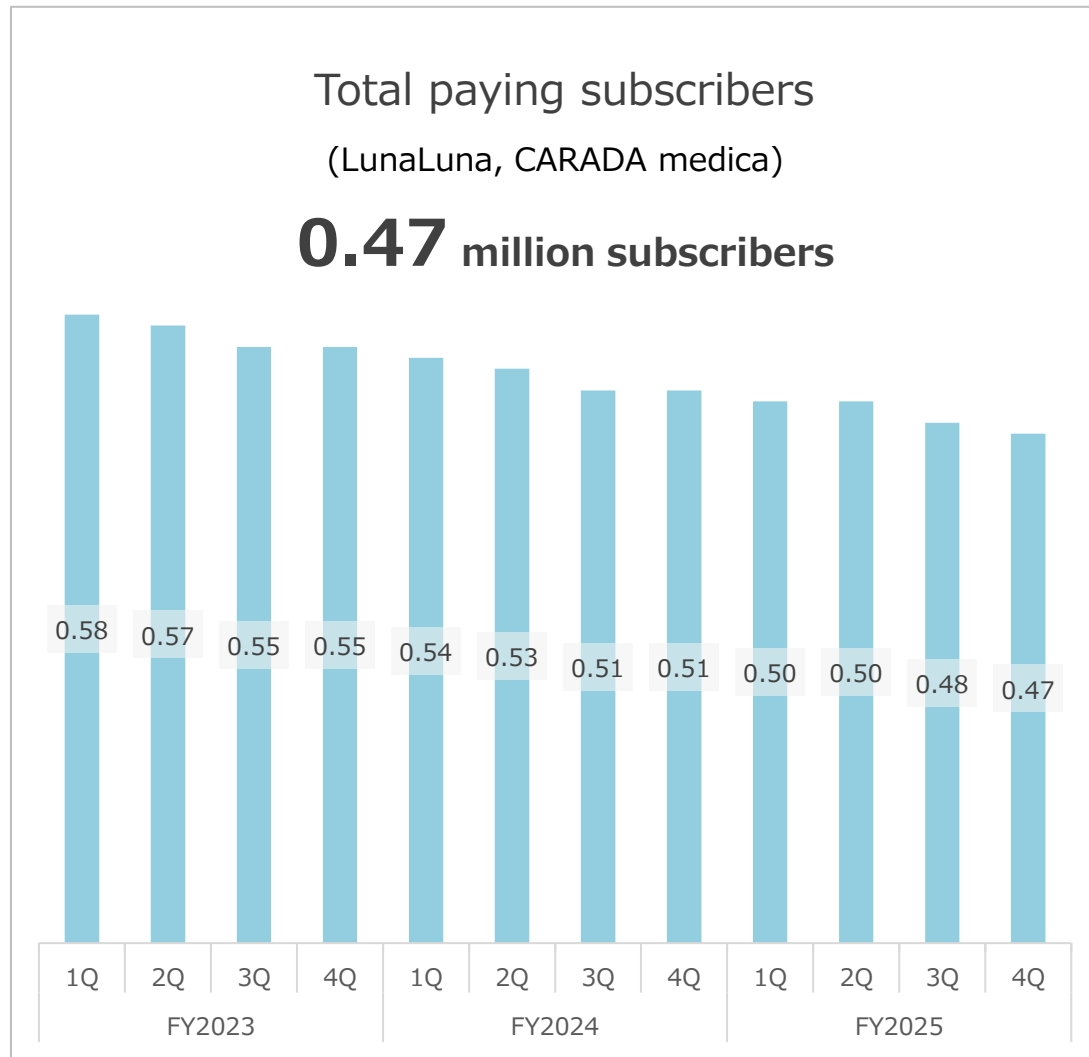
- Brisk cloud-based medication history service

QoQ

### Operating loss widening

- + Cloud-based medication history strong
- Increase in system development costs for pharmacy DX and childcare DX

## Healthcare business: Monthly content service

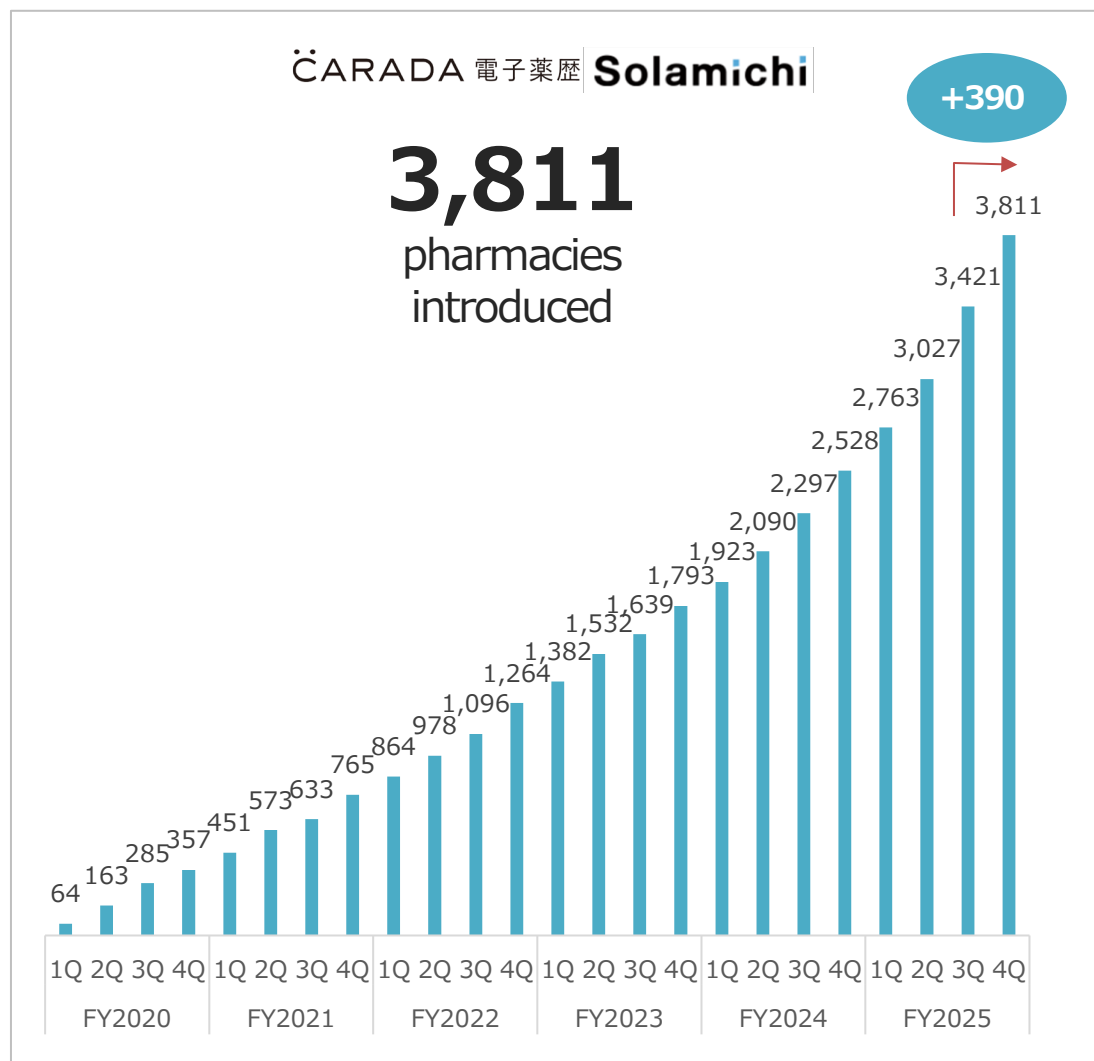


### Monthly subscription content service

Total paying subscribers

**QoQ: Levelled off**

# Healthcare business: Cloud-based medication history service



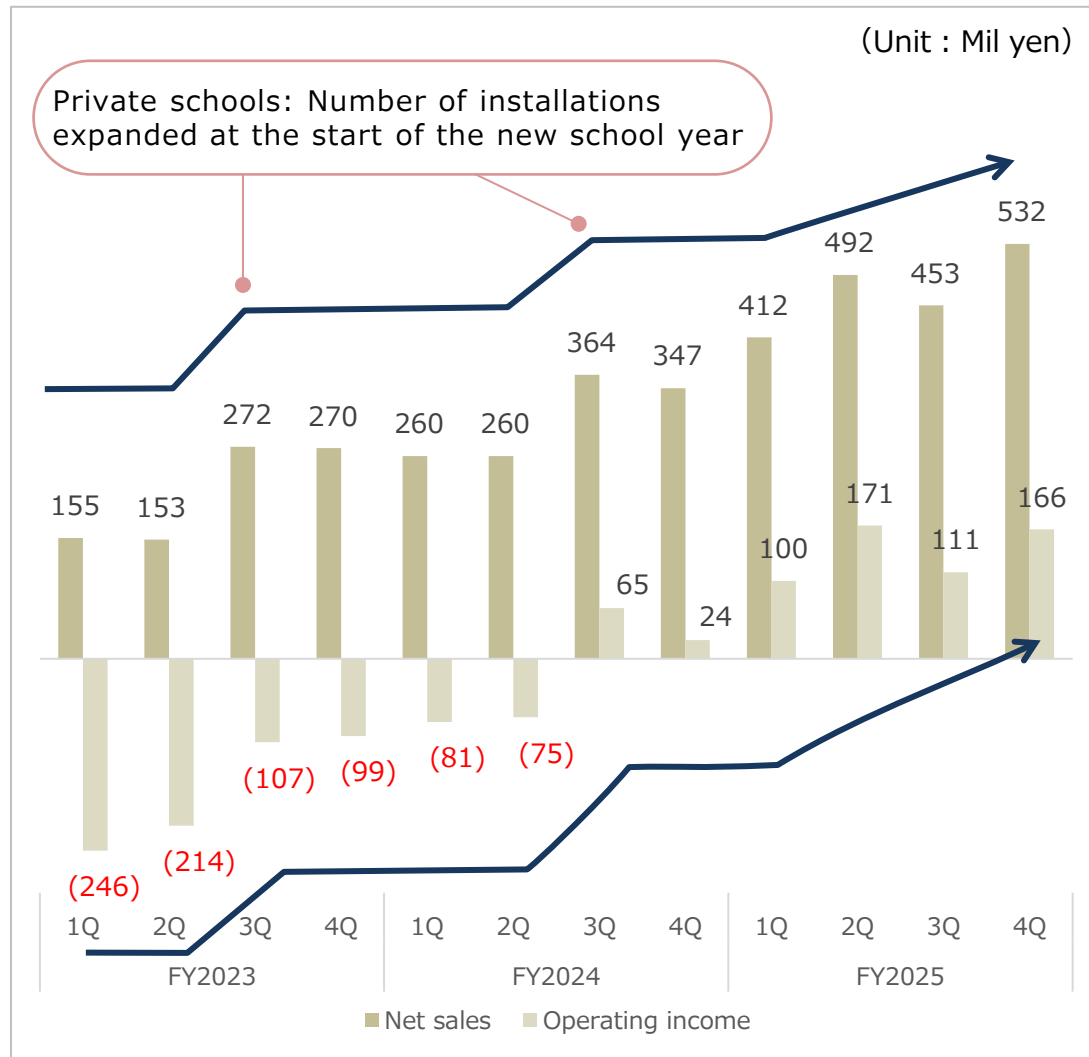
Cloud-based medication history service

**Continued  
strong performance**

Contributed to the introduction of pharmacies  
and drugstores of medium size and above



# School DX business: Net sales and operating income



QoQ

## Sales growth Operating income expansion

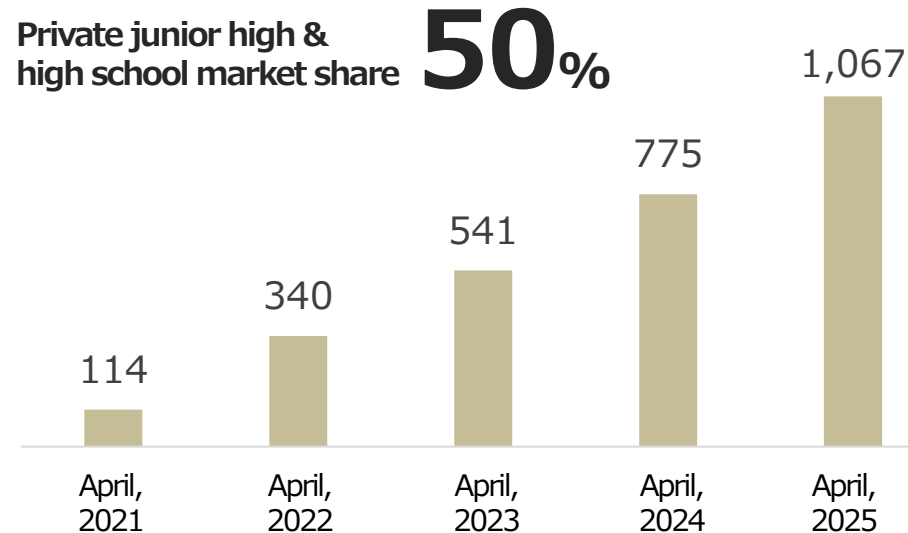
+ Public Schools: Initial implementation sales

## Expansion of school implementations

### Private schools

(Junior high / High schools)

300 schools scheduled for  
implementation in April 2025



Number of Schools Introduced: Figures reflect contract cancellations due to school corporation mergers and account consolidations between junior and senior high schools.  
Share in Private Schools: Calculated by the Company based on the FY2024 School Basic Survey published by the Ministry of Education, Culture, Sports, Science and Technology (MEXT) on December 18, 2024.

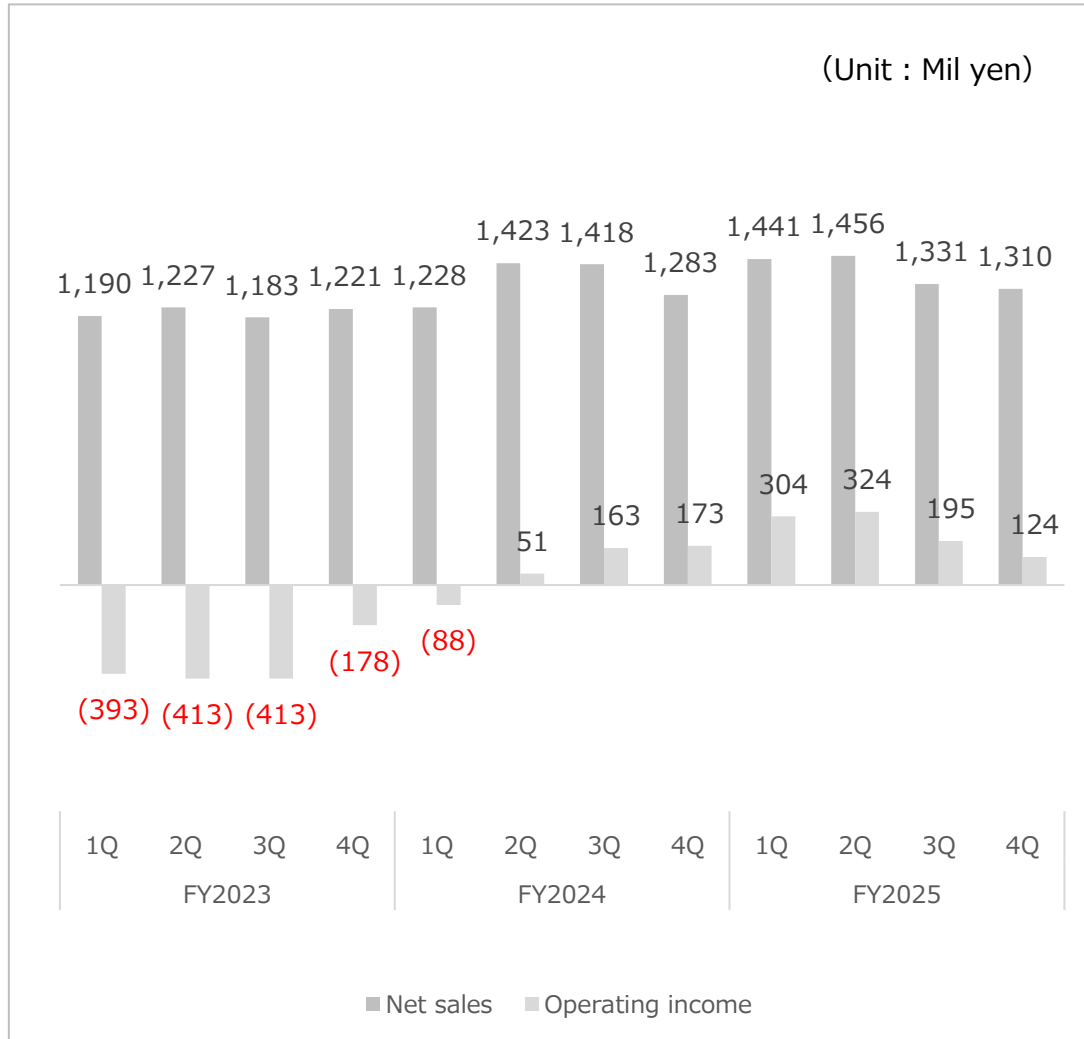
### Public schools

(Elementary / Junior High / High Schools)

Following the implementation at Yamanashi Prefectural High Schools, implementation has also been decided for elementary and junior high schools (compulsory education) in the same prefecture.



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



QoQ

**Net sales: Levelled off**

**Operating income: Decreased**

- Corporate DX support business steady
- Increase in cost ratio

# Approach in FY2026

## Basic policies and priority issues for FY2026

### Healthcare business

### Sales and profit growth

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

### School DX business

### Sales and profit growth

- For private schools :  
Expansion of the number of schools adopting the system
- For Public Schools :  
Expansion of the number of municipalities adopting the system

### Content business

### Securing profit

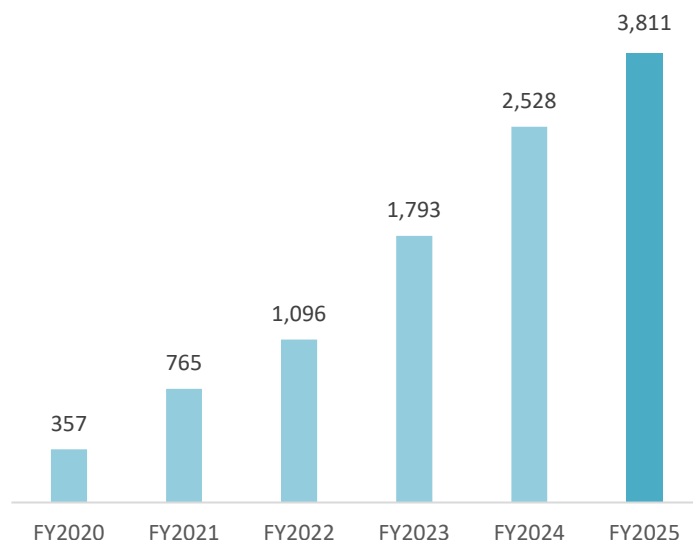
- Original comics content business growth
- Security-related app growth

# Healthcare business: Cloud-based medication history service

ÄARADA 電子薬歴 Solamichi



Number of implementations



## Further expansion of the number of implementations.

• Strong installation in mid-size and larger pharmacies and drugstores.

- Achieving a user-friendly UI/UX for pharmacists
- Equipped with AI automatic summarization function

# Healthcare business: Promotion of pharmacy DX

## Enhancing the lineup of cloud services for dispensing pharmacies

**Solamichi System Inc.**  
(Consolidated subsidiary)

- **Cloud-based medication history**

(Medication guidance support)



More than 3,800  
pharmacies have  
adopted the system

**Implemented across all stores**

Yakuju

**Done**

Kirindo

**Done**

Tomod's

**Corte Inc.**

(Affiliated company)\*

- **AI automatic summarization feature**



Contributed to the expansion  
of the implementation of new  
features in cloud-based  
medication history systems

**Implemented at all  
Nihon Chouzai Co., Ltd. pharmacies**

\*Ownership stake of 41% in Solamichi System Inc.  
(as of September 2025)

**PHARUMO, Inc.**

(Consolidated subsidiary)

- **Medication notebook app**
- **Cloud-based medication picking\***



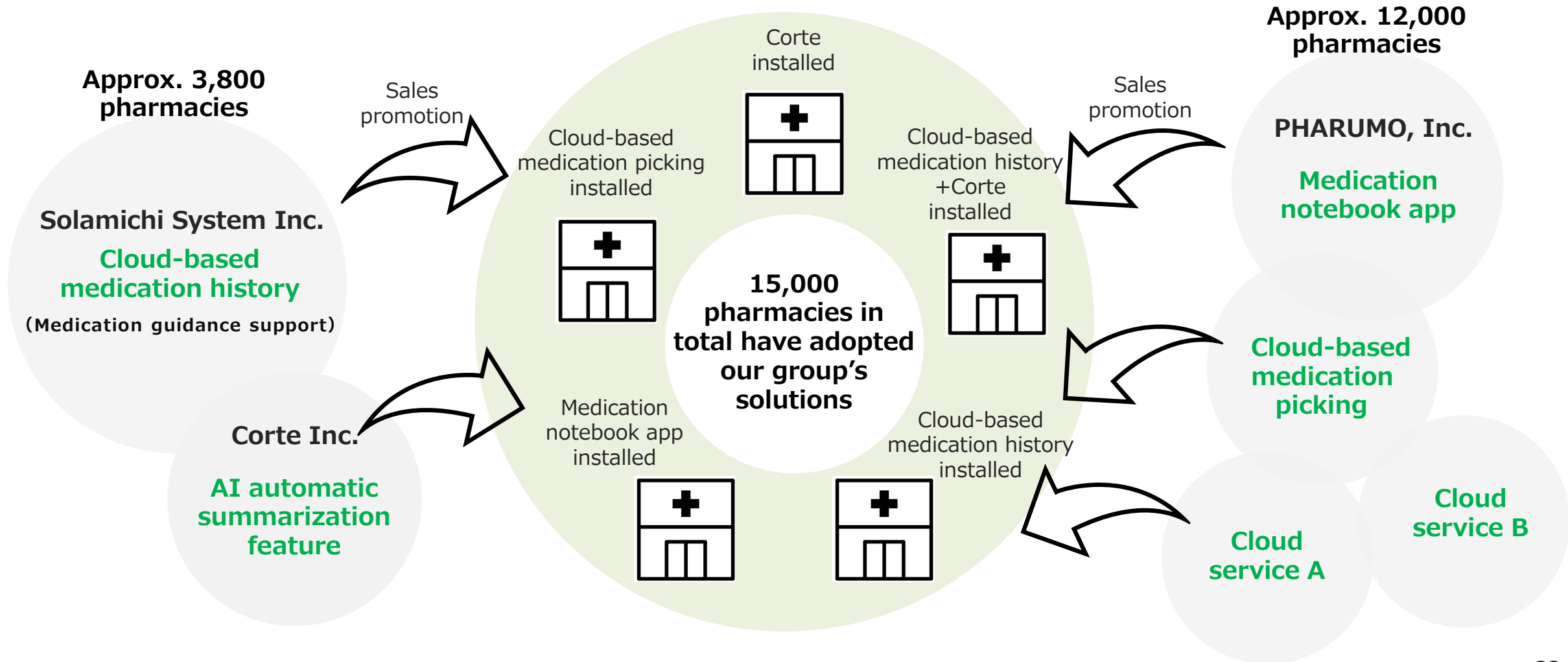
EveryPick

**A dispensing data platform used  
by 12,000 pharmacies**

\* Cloud-based medication picking  
A picking-based audit system to  
prevent medication dispensing errors

# Group-wide deployment in 20% of pharmacies

Transactions with over 15,000 pharmacies nationwide





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

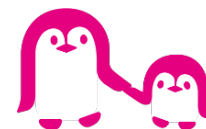
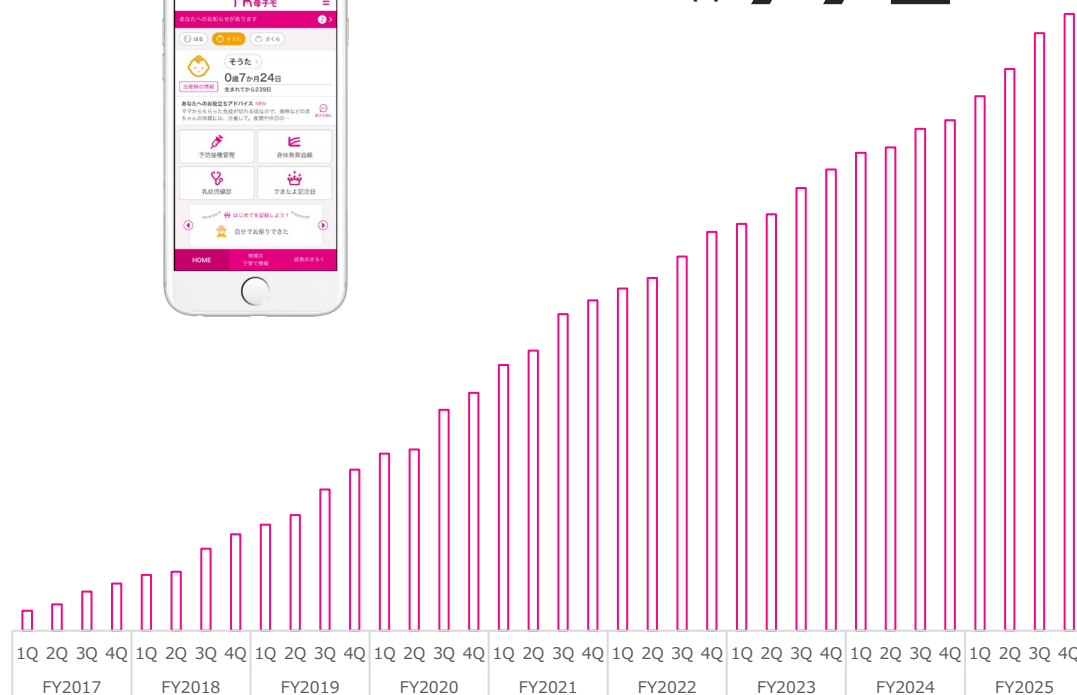
## Childcare DX services steadily adopted by municipalities using *Boshimo*

44% share of municipalities



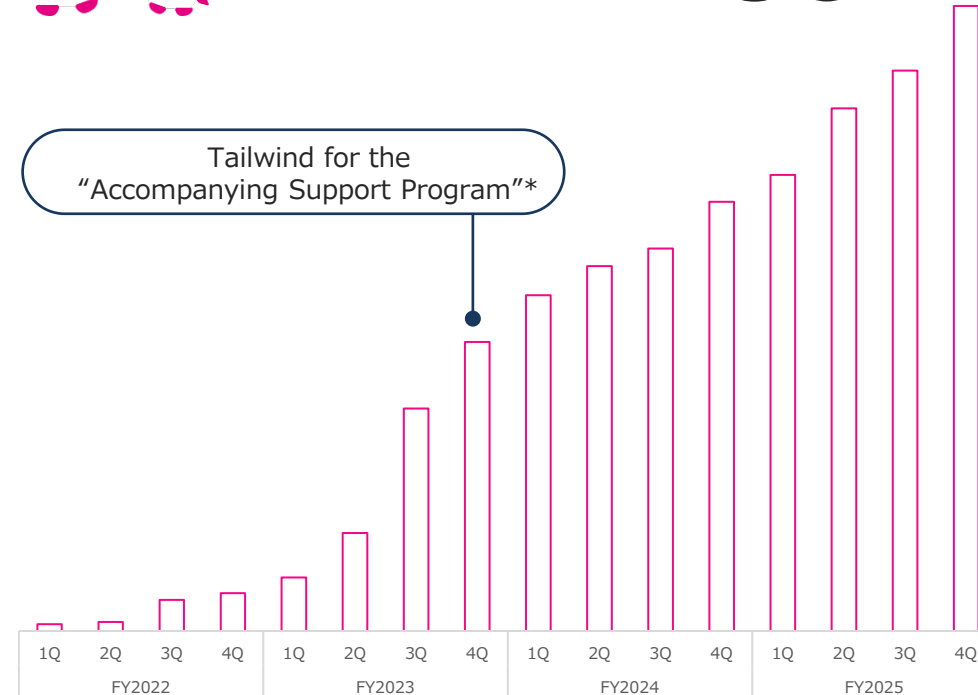
Maternal and child  
health handbook app

772



Childcare DX services  
Number of municipalities (total)

280



Tailwind for the  
"Accompanying Support Program"\*

\* Transferred to "Children and Families Agency" from April 1, 2023.

## Healthcare business: Topics (Women's Healthcare Services)

# Partnership agreement with Niigata prefecture in the healthcare business

Promoting Women's Health Support and Preconception Care

~Through the free provision of *LunaLuna Premium Course* and the delivery of information on infertility treatments and pregnancy, we aim to support women's health~

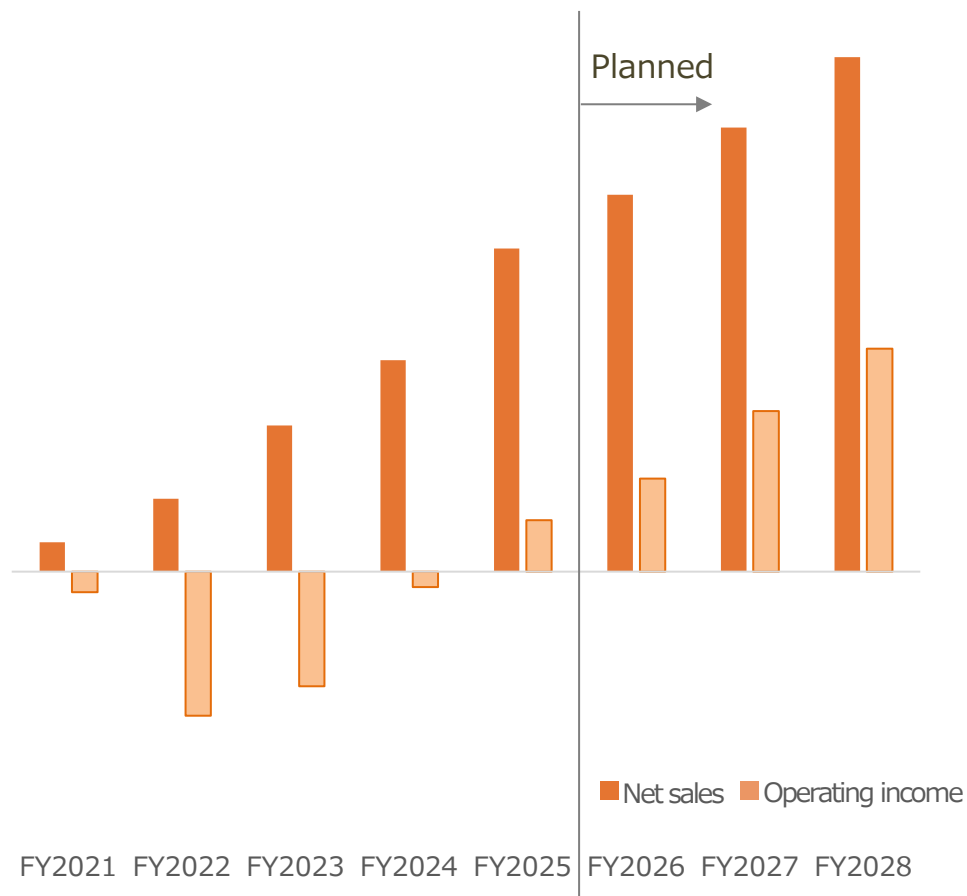
### ■ Free access to the *LunaLuna Premium Course*

#### [Main features of the *LunaLuna Premium Course*]

- Period prediction
  - Using a proprietary prediction algorithm\*, the app forecasts and notifies each user of their ovulation days, most fertile periods, and recommended intimacy dates based on their individual condition.
  - Basal body temperature and intimacy date notifications
  - Ask the Doctor (Supervising physicians respond to users' questions and concerns)
  - Partner sharing  
(Share information such as expected period dates, intimacy dates, and physical condition with your partner)
  - Cycle and Condition Review
  - Self-check for menstrual pain and PMS symptoms
- \* Patented (Patent No. 5998307)



# BLEND



## Continuing increase in the number of schools introducing our service

### Growth opportunities

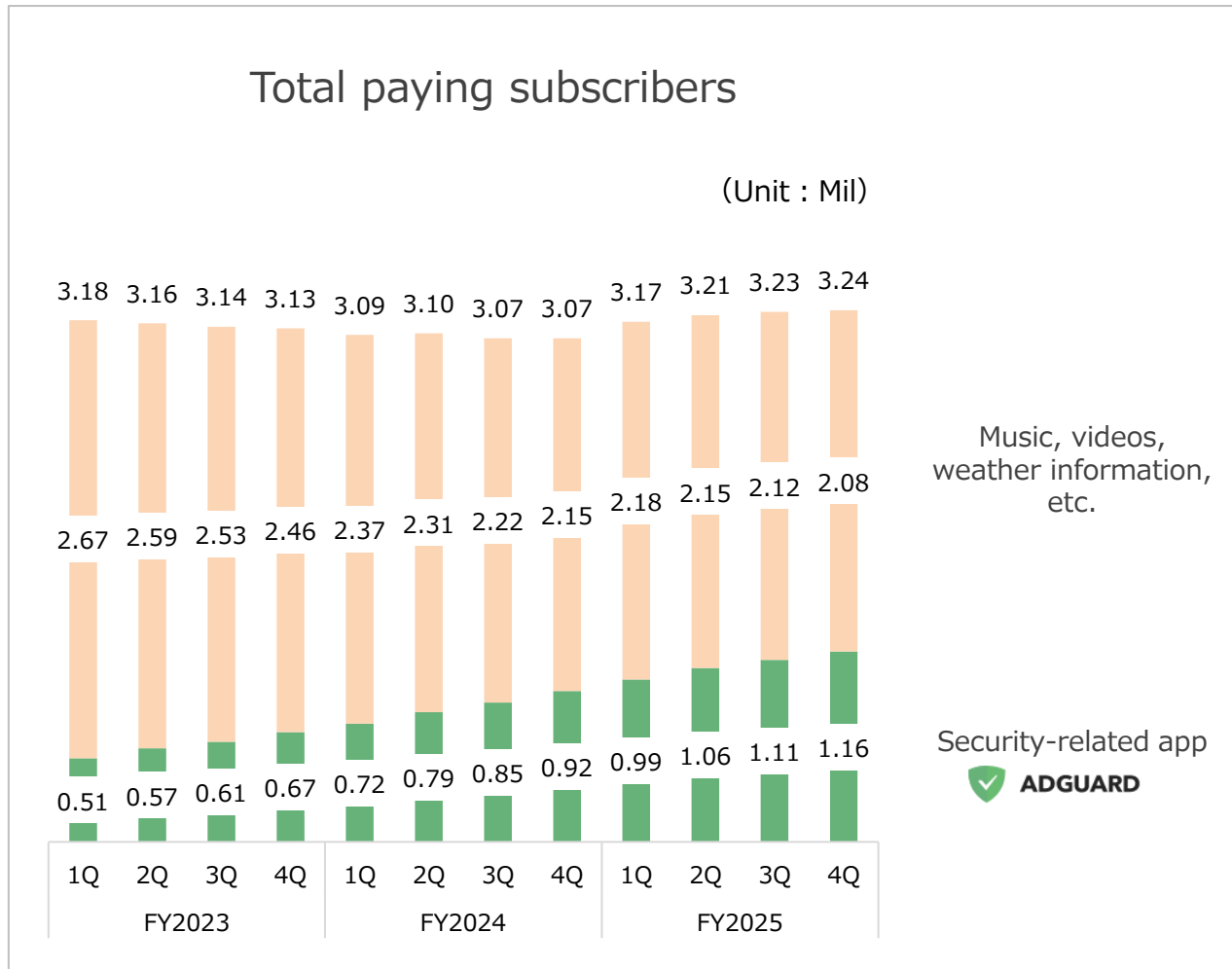
- Private schools: Orders received for implementation starting April 2026
- Public schools: Promotion of DX for school administration led by prefectural and municipal governments

## Implementation in elementary, junior high, and high schools in Yamanashi prefecture

### Differentiation

### Cloud-based batch services

## Content business:



## Content subscriptions performing well

**Strategic promotional activities in fields with strong growth potential**

# Earning forecast for FY2026

## Earnings forecast for FY2026

**Net sales : increase,**

**Operating income : increase, profit : significant decline in profits**

└ The main reason was a decrease in extraordinary gains (such as consumption tax refunds).

YoY

Net sales :	¥31,000 million	+3.6 %
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Operating income :	¥3,100~¥3,500 million	+5.2~+18.8 %
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Ordinary income :	¥3,100~¥3,500 million	+2.4~+15.6 %
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Profit attributable to owners of parent :	¥1,770~¥2,050 million	(48.0)~(39.8) %
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# Earnings forecast for FY2026

(Unit : Mil yen)	FY2025 (Actual)			FY2026 (Forecast)			YoY	
	Full year	H1	H2	Full year	H1	H2	Amount (full year)	Ratio (full year)
Net sales	29,910	14,885	15,025	31,000	15,000	16,000	+1,089	+3.6%
Cost of sales	7,687	3,793	3,894	7,800	3,800	4,000	+112	1.5%
Gross profit	22,223	11,091	11,131	23,200	11,200	12,000	+976	+4.4%
SG&A	19,276	9,451	9,825	19,900	9,700	10,200	+623	+3.2%
Operating income	2,946	1,639	1,306	3,300	1,500	1,800	+353	+12.0%
(Ratio)	9.8%	11.0%	8.7%	10.6%	10.0%	11.3%		
Ordinary income	3,027	1,721	1,305	3,300	1,550	1,750	+272	+9.0%
(Ratio)	10.1%	11.6%	8.7%	10.6%	10.3%	10.9%		
Profit attributable to owners of parent	3,404	1,757	1,646	1,910	850	1,060	(1,494)	(43.9)%
(Ratio)	11.4%	11.8%	11.0%	6.2%	5.7%	6.6%		

\*For the fiscal year ending September 2026, the forecast figures are shown as the midpoint of the range for convenience.

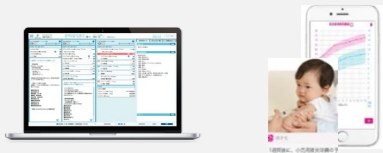
# Image of medium- to long-term profit



**School DX business: Short- to medium-term earnings driver, Healthcare: Medium- to long-term growth driver**

Consolidated  
operating income

## • Healthcare business



**FY2025**

Result **¥2.9** billion

**FY2026**

Forecast **¥3.3** billion

...

**FY202X**

**5.0** billion

### Sales & Profit growth

- Pharmacy DX business: Cloud-based medication history system

### Development Phase

- Pharmacy DX business
- Childcare DX business

### Sales & Profit growth

- Pharmacy DX business: Cloud-based medication history system, Cloud-based A, Cloud-based B, and Cloud-based C
- Childcare DX business

## • School DX business



### Sales & Profit growth

- Private school implementation expansion
- Public school implementation expansion

## • Content business • Other business

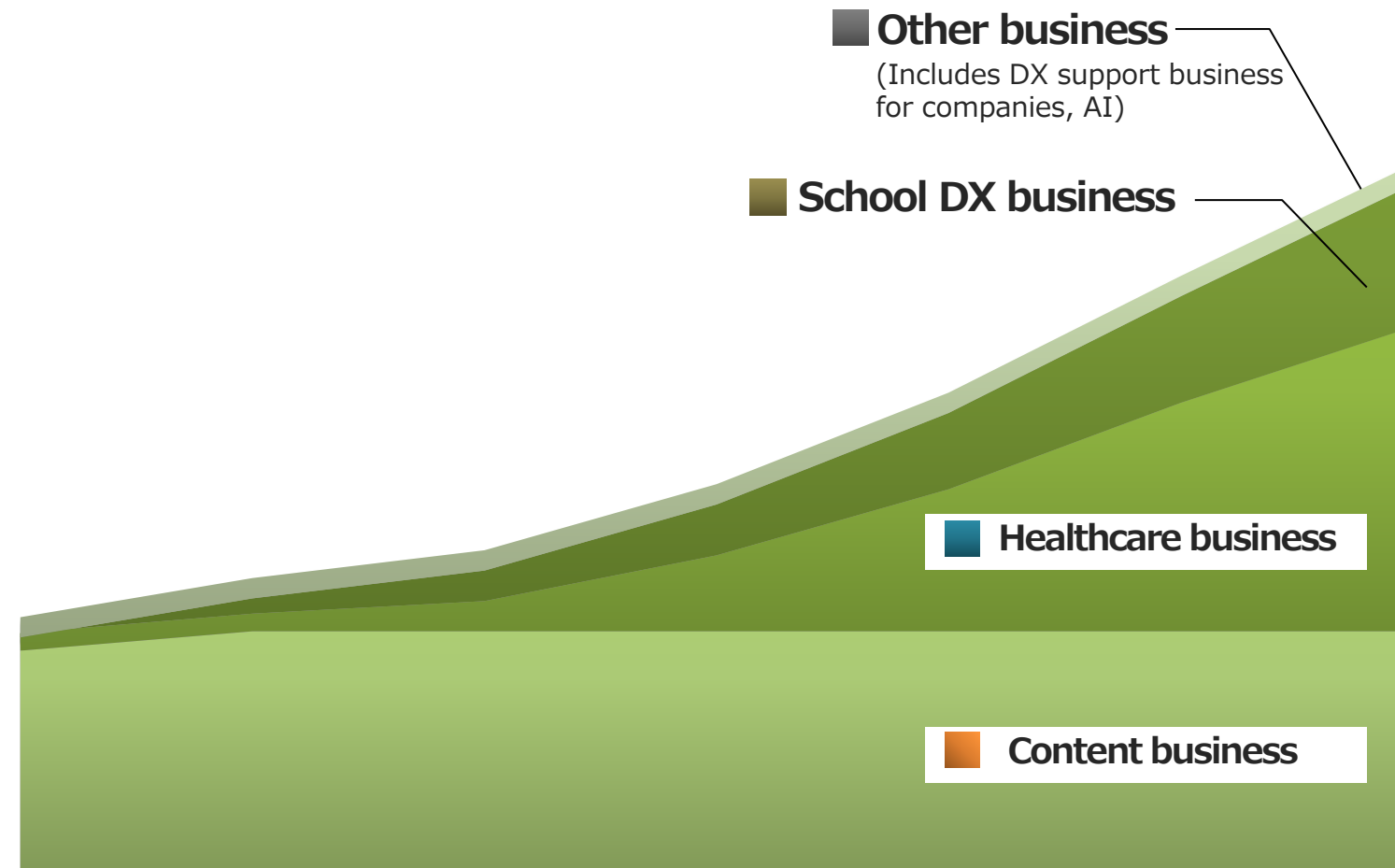
(Includes DX support business for companies, AI)

### Securing profit

- Expansion of high-growth content (e.g., Security-related Apps)
- Steady growth in the corporate DX business

## Image of medium- to long-term profit II

**School DX business: Short- to medium-term earnings driver,**  
**Healthcare: Medium- to long-term growth driver**



FY2025

# Purpose Transforming the Way We Live.

Mission Harmony Between People and Technology

Vision Reframing Social Systems



# Capital policy

## Capital Policy

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

### Dividend forecast

	Interim dividend		Year-end dividend		Annual dividend
FY2025	¥9	1 yen higher than expected	¥10	2 yen higher than previous year	¥19
FY2026 (Forecast)	¥10		¥10	1 yen higher than previous year	¥20

# Appendix

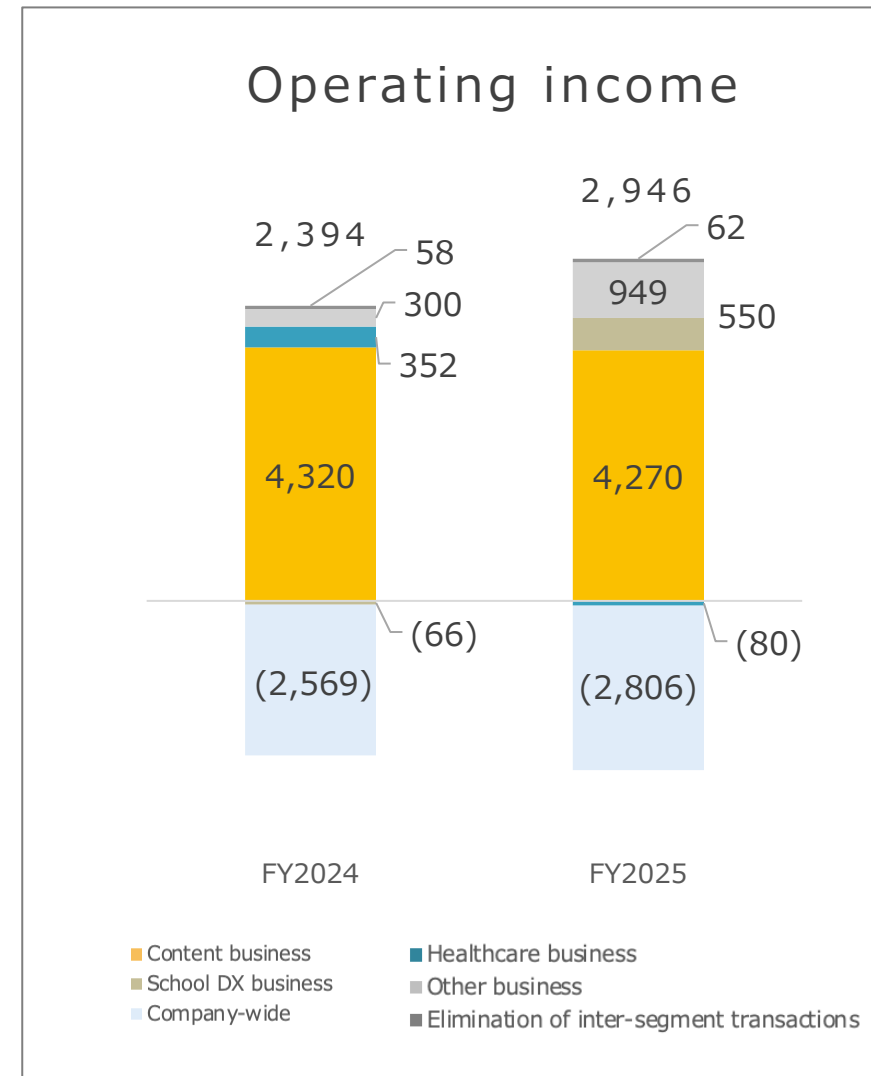
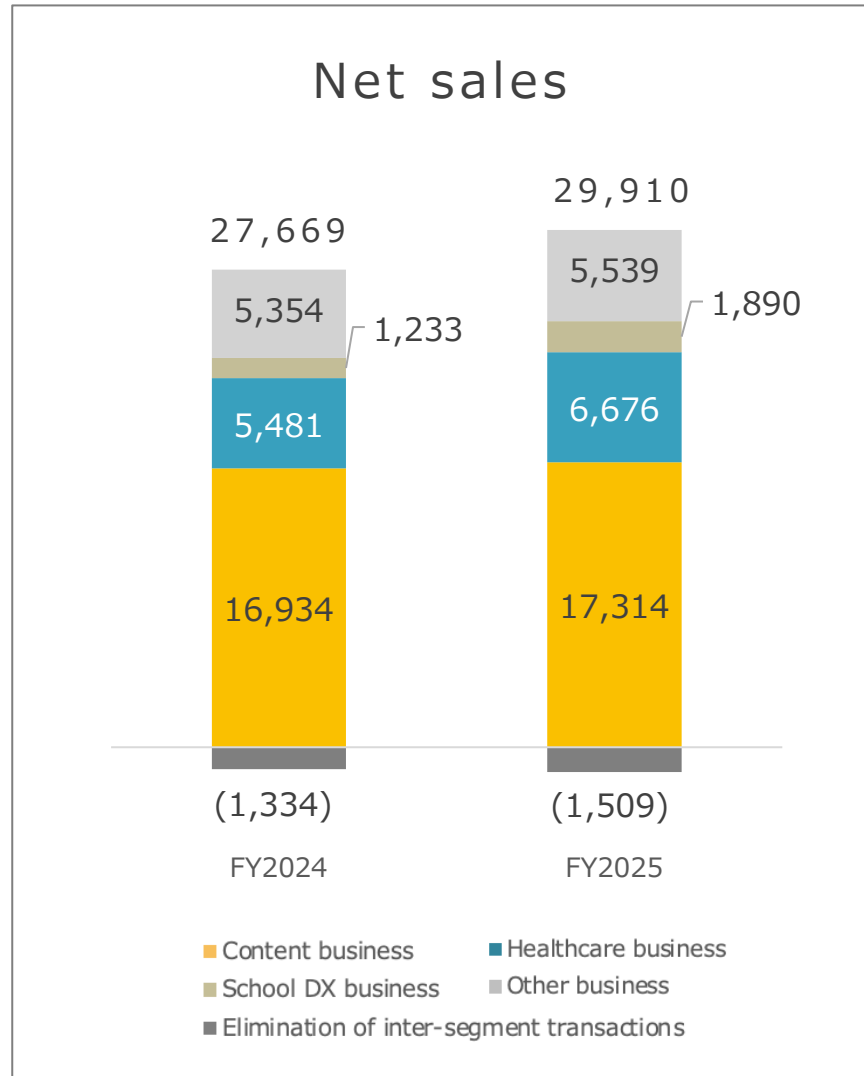
# Trends in consolidated P/L

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

# Trends in consolidated SG&A

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





# Performance by segment (Quarterly trend)

## Net sales

(Unit : Mil yen)

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

# Performance by segment (Quarterly trend)

## Operating income

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

# Consolidated B/S

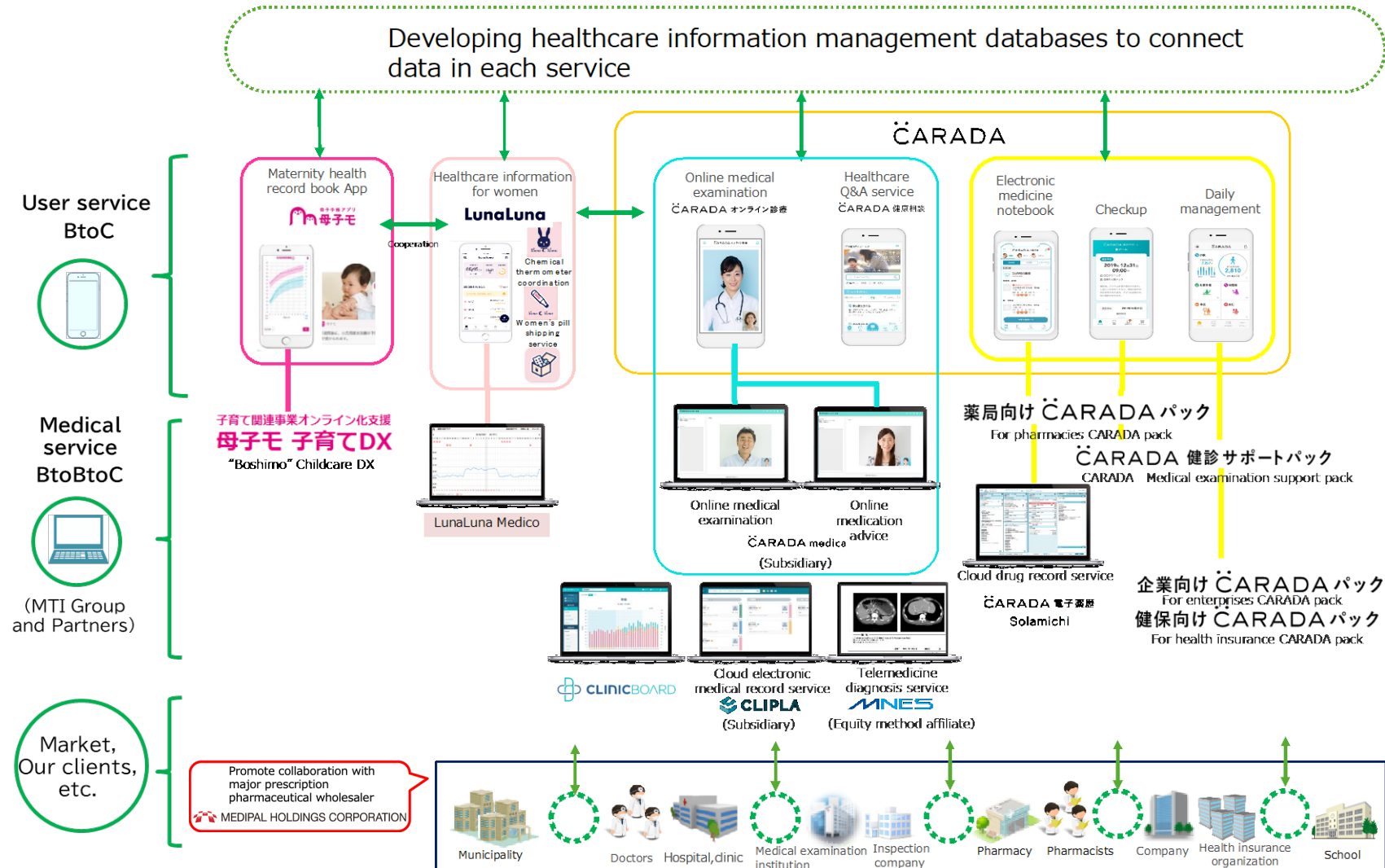
MTI Ltd.

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

# | The list of main healthcare services

Figures are the actual as of end of September 2025.

# 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 

### Medication guidance navigation



### AI automatic summarization feature



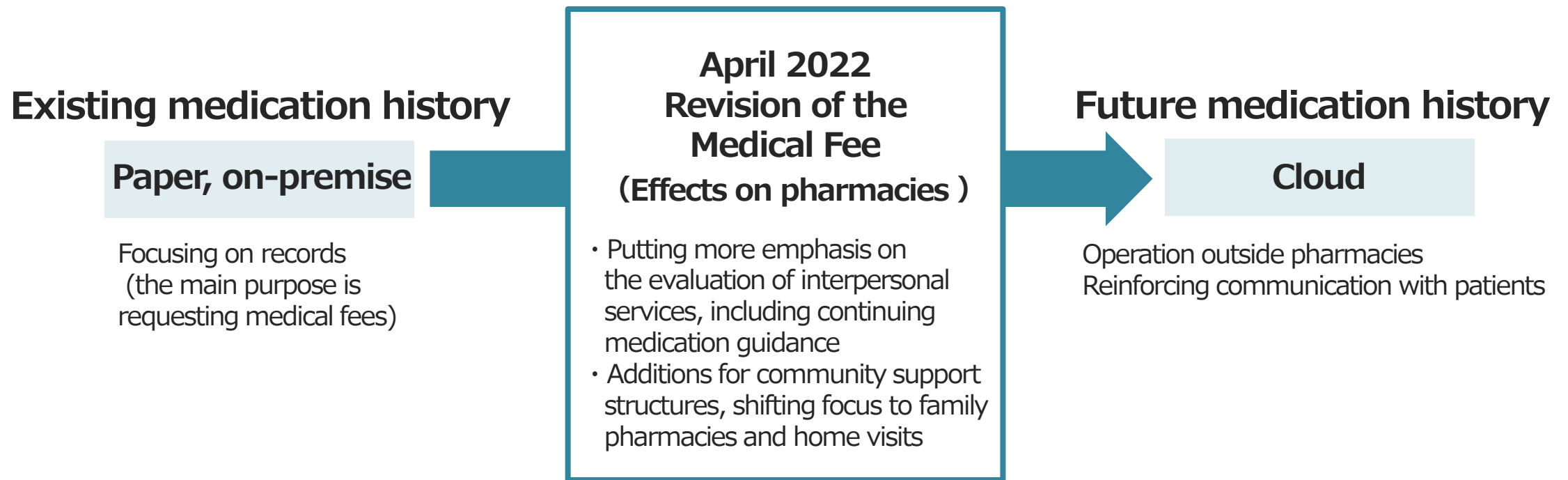
To further  
improve  
pharmacists'  
work efficiency



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

## Healthcare business: Cloud-based medication history service

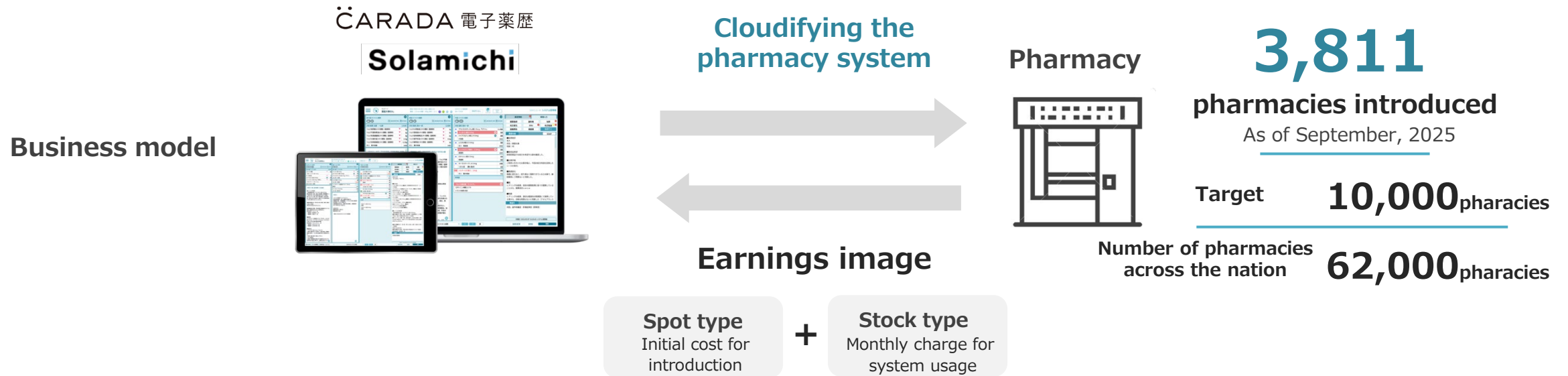
**In response to the medical fee revision, the Company will promote a shift “from services handling materials to interpersonal services” at pharmacies and promote ICT at pharmacies as well**



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



## Market development with cloud technologies



### What is 'medication history'?

Patient's drug prescription records

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



## "Childcare support" is a social issue

# Delay in digitalization for childcare support

Paper-based procedures  
**Extremely inefficient**



Guardian    Municipal    Immunization facilities

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

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



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

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

Phasse	1	2	3
Service functionalities	Maternal and child health handbook app	Online consultation	<div>Childcare DX services</div> <div><ul style="list-style-type: none"><li>• Questionnaire and reservation form functionality</li><li>• Childhood immunizations (Digital preliminary examination slip , etc.)</li><li>• Infant health checkup</li><li>• Visits to all households with infants</li></ul></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)	772	74	280 (Total)

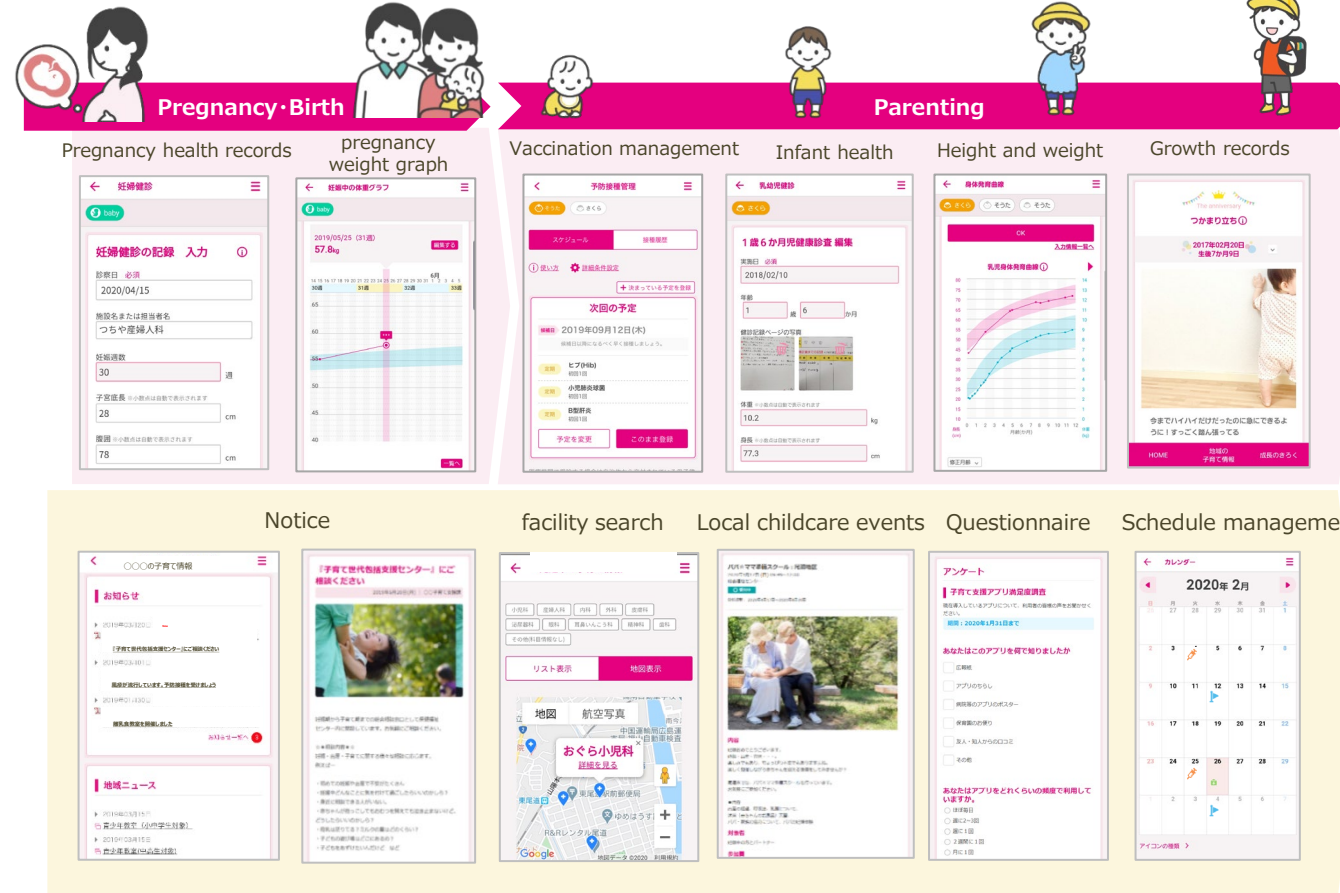
\*The fee structure is set by each municipality according to the number of births.



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

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

～Seamless support for pregnancy, childbirth and childcare～

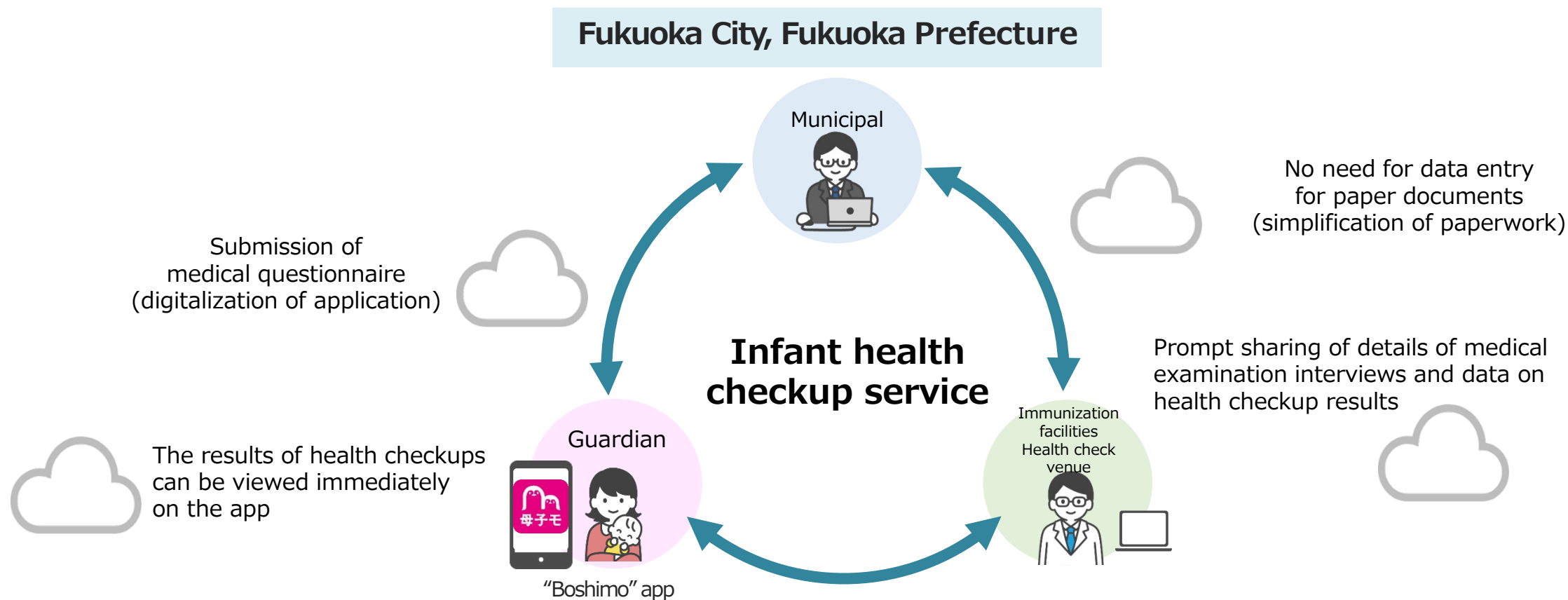




(Reference) Healthcare business :  
Maternal and child health handbook app + Childcare DX services

### Phase 3 : Childcare DX services

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





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

### Phase 3 : Childcare DX services

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

**Kitakyushu City,  
Fukuoka Prefecture**

#### Electronic filing of pregnancy notifications(APP)

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



**Ichihara City,  
Chiba Prefecture**

#### Digital pre-vaccination form for childhood immunizations

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



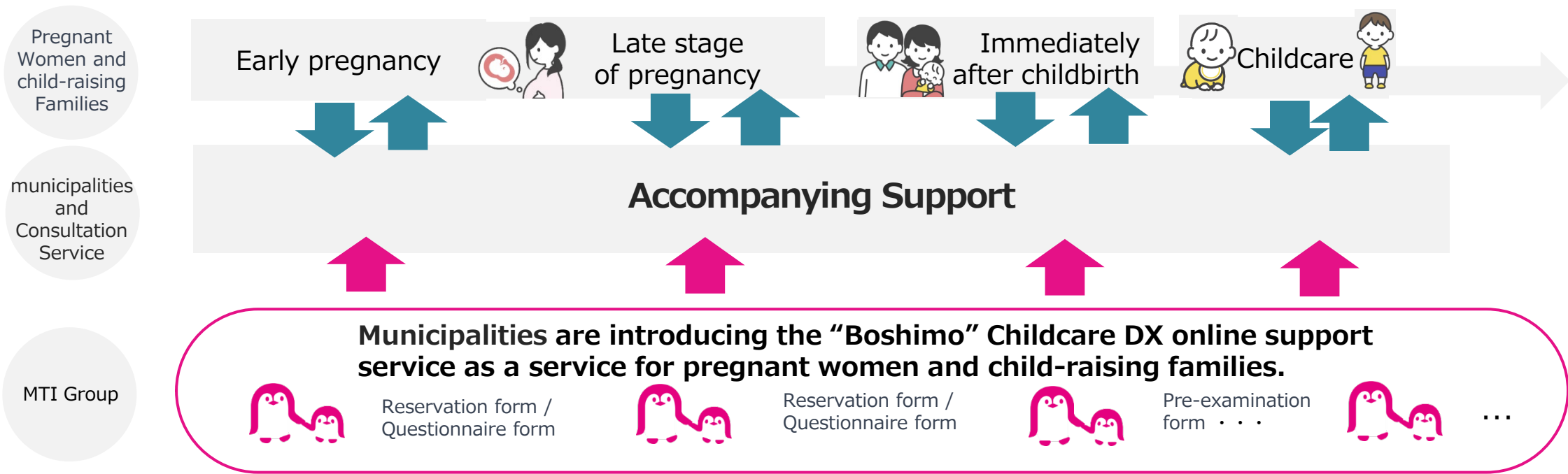


# Healthcare business : Maternal and child health handbook app + Childcare DX services

## Phase 3 : Childcare DX services

### What is ‘Accompanying Support Program’?

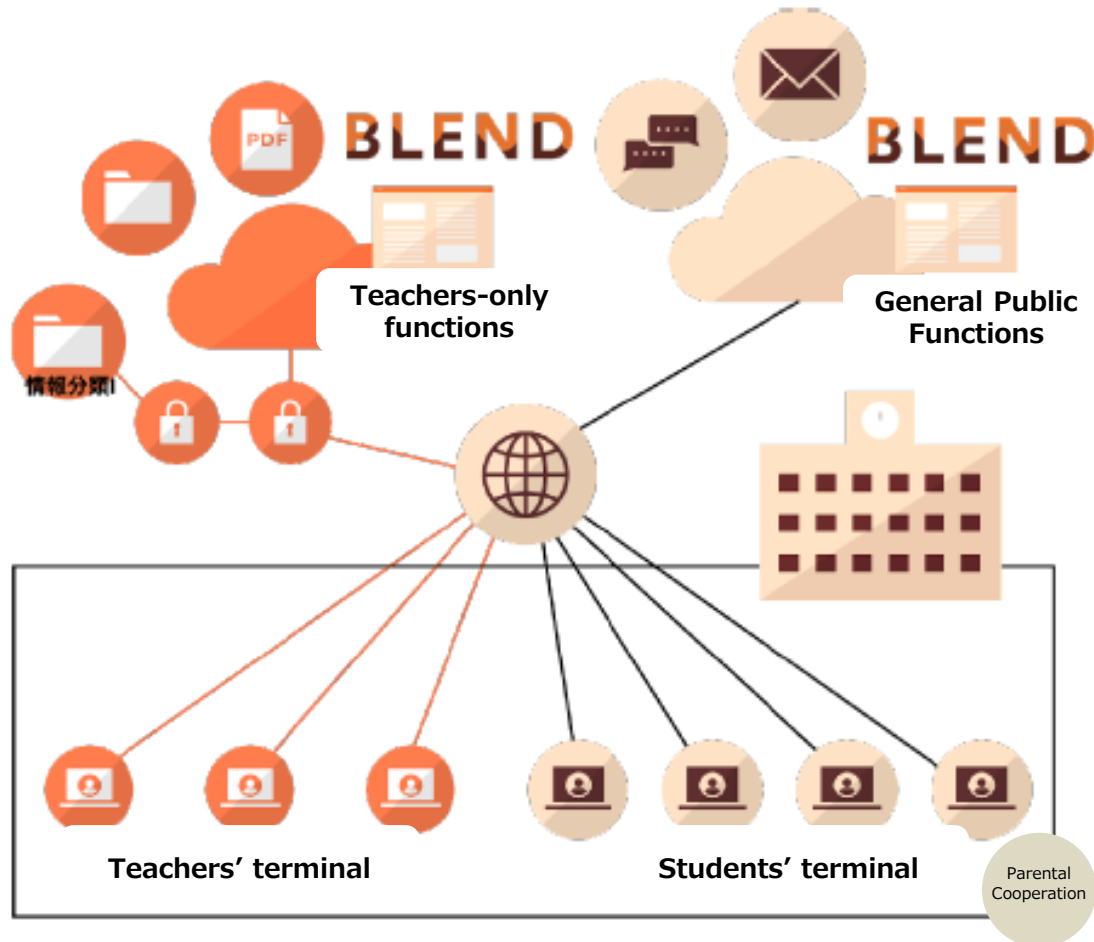
Government pregnancy and childcare support service launched in January 2023. Supports pregnant women and child-raising families with children below the age of 3 to plan for childbirth and raising children. Includes a total of three face-to-face meetings (upon registration of pregnancy and directly before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



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

A world with **BLEND**

## Eliminating all negatives



### Functions

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

### Effects

- Reducing workload for school affairs
- Reducing system management costs

### Values

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

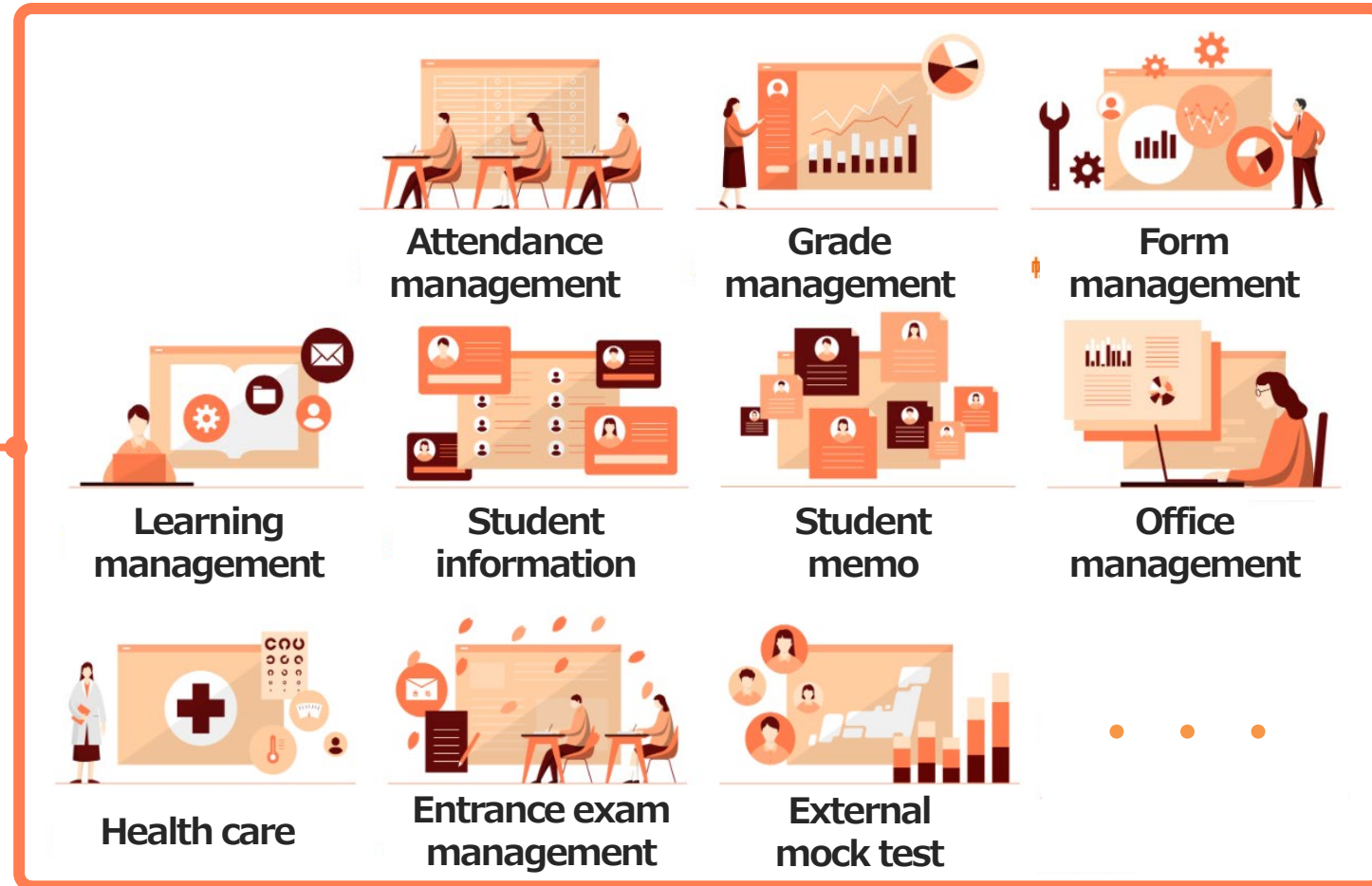


School DX business : Full cloud-based school affairs support system

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

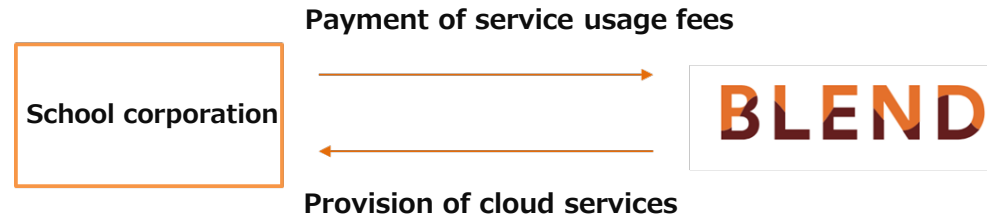
Cloud-based school affairs support system

# BLEND



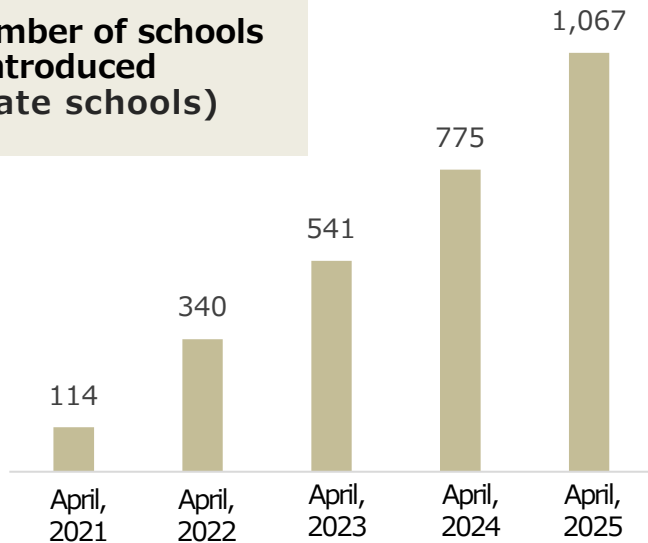
# School DX business : Cloud-based school affairs support system

## Business model (Private schools)



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

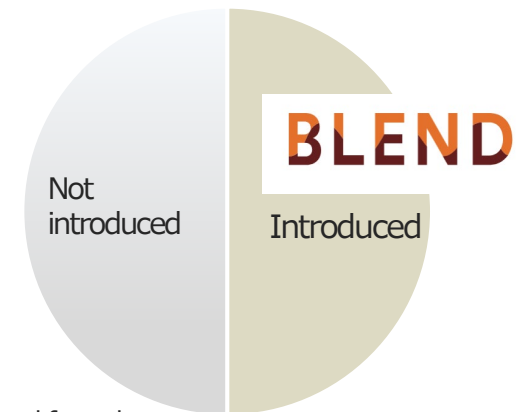
## KPI: Number of schools Introduced (Private schools)



## Market share

Private middle and high school 50%

(Cumulative for FY2025-H1)



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