

FY3/2026 Q1

Earning Results and Company Overview

GENOVA, Inc.

TSE Prime Market: 9341 JT

GENOVA

1 Business Overview

2 FY3/2026 Q1 Financial Highlights

3 Growth Strategies / Other Initiatives

Business Overview

MISSION

**Creating a Healthy Society
by Connecting People and
Medical Care**

VISION

Medical Platform

**Creating the 21st Century
Medical Care Infrastructure**

Smart Clinic

**Maximizing Clinic Productivity
And Patient Convenience through
Clinic Automation**



Consolidated Sales

1.86 bn yen

(△26.5% YoY)

FY3/2025 Q1 2.53 bn yen

Operating Profit

△0.17 bn yen

(△28.8% YoY)

FY3/2025 Q1 0.59 bn yen

Number of contracts signed this fiscal year

1,048

(△34.6% YoY)

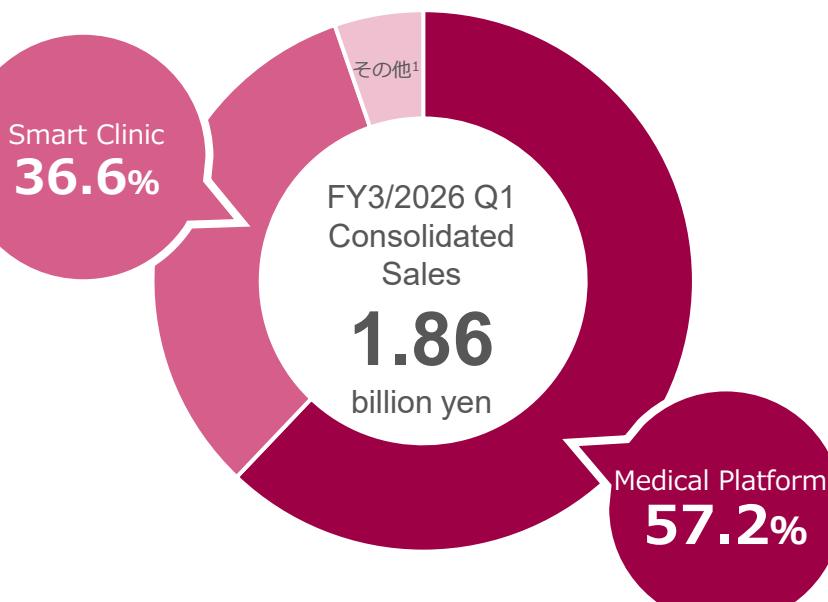
*Total number of contracts for the Medical Platform Business and the Smart Clinic Business

Number of existing clients

Approx. 16,000

*Calculated as the number of clients who are under contract or have been under contract in the past (number of companies).

Composition of Net Sales



Medical Platform Business

16,956 Articles*
17.27 mn PV

+2,919 Articles YoY, +5.5 mn PV YoY

*Includes articles freely distributed to the general public



Smart Clinic Business

Total number of Automatic payment/reception machines and self-payment machine installed

2,519 machines

+434 machines YoY

1. Sales other than Smart Clinic and Medical Platform include website production, server management, consulting, and other sales. These domains accounted for 6.2% of total sales.

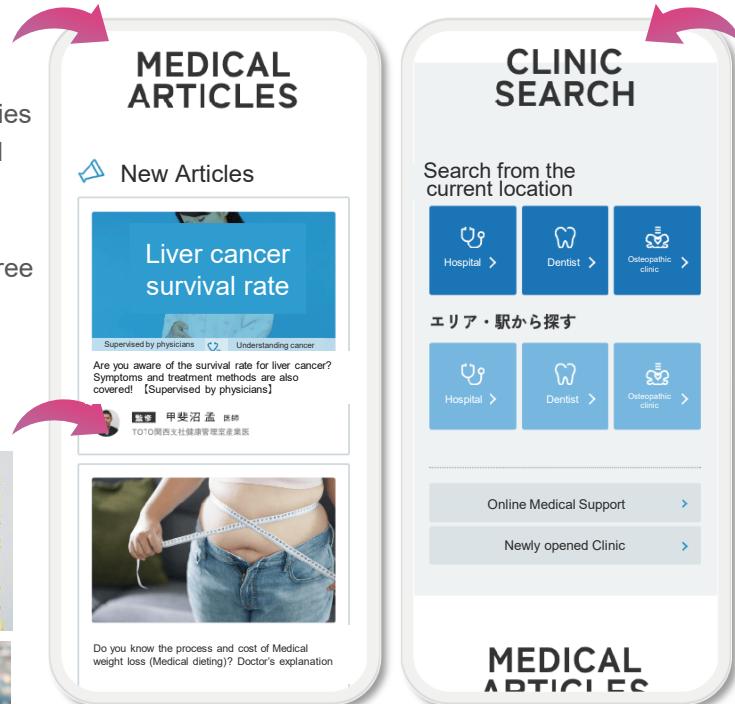
Medical DOC

Management of internet media to publish medical articles

Free distribution of medical information to the users

We provide medical information articles supervised by physicians, articles of celebrities on their experiences of fighting illnesses and articles on efforts to prevent disease as educational content to increase interest in familiar health issues for the general users free of charge. We do not provide this service to medical institutions for a fee.

Distribution of Talent Articles (My Medical Record)



Directing patients to the appropriate medical facility

Fee-based production and distribution of medical institution

With the background of users acquired through medical information content, we offer a fee-based service for medical institutions to produce articles and videos introducing medical institutions. General users can view this service for free.

Medical Advisory System

In our medical media, we have established a Medical Advisory System to ensure medical accuracy, where medical advisors review the content for scientific validity and reliability.

Medical Advisors

Supervising Medical Experts

21 people 2,047 people



Smart Automatic payment/reception machines **NOMOCa-Stand**

- **Industry-Leading Compact Design**

Slim unit fits in limited spaces—ideal for clinics with small reception areas

- **Contactless, Self-Service Payment for Greater Efficiency**

Patients can complete payments on their own, reducing staff workload and supporting infection control

- **Seamless Integration with Medical Systems**

Proven compatibility with electronic medical records (EMRs) and medical billing systems enables smooth operation from payment to data management



Self-payment machine dedicated to clinics **NOMOCa-Regi**

- **Intuitive and Elderly-Friendly Operation**

Simple screen layout and button design make it easy to use for people of all ages

- **Flexible Register Models and Installation Options**

Choose the ideal size and form to match your clinic's scale and reception space

- **Integration with EMRs and Payment Terminals**

Supports automatic syncing of patient data and enables QR code and credit card payments for streamlined billing operations



Self-payment machine dedicated to clinics **NOMOCa-Desk**

- **Desk-integrated design fits naturally into reception workflows**

Seamlessly combines face-to-face reception with automated payment processing

- **Equipped with Coin Dispenser and Centralized Sales Management**

Reduces the burden of cash handling and minimizes human error, enhancing the accuracy of financial operations

- **Extensive Integration with EMRs and Medical Billing Systems**

Seamless connection with systems such as GENOVA's cloud-based EMR enables a fully unified workflow from reception to payment

Automation of Reception and Payment



AI chatbot system **NOMOCa-AI chat**

- 24/7 Automated Reception and Inquiry Handling
- Reduces reception workload and call volume
- Compatible with electric medical record and appointment systems



AI chatbot system **NOMOCa-AI call**

- AI-Driven Automated Phone Response and Appointment Booking
- 24/7 availability prevents missed inquiries
- Integrates with medical records and booking systems



LINE chatbot system **CLINIC BOT**

- Automated Appointment Booking and Inquiries via LINE
- Accepts requests even outside clinic hours
- Easily Operable via a Simple Management Dashboard (No-Code Compatible)

Inquiries/ Incoming Calls/ Appointments/
Medical Questionnaires

Automation



A Service that Completes Bookings and Payments Digitally **SMART One**

- Seamless integration of EMRs, payment terminals, and appointment systems
- Cloud-based for use anywhere, anytime
- Supports both medical and dental practices, with customizable features tailored to each specialty

Reservations/ Payment/ Sending medicine



Inventory Management & Automated Ordering System for Medical Facilities **Pitto**

- Reduces the workload for inventory and ordering tasks by approximately 90%
- Easily check stock levels at a glance
- Place orders automatically with a single click

Inventory Control/ Ordering

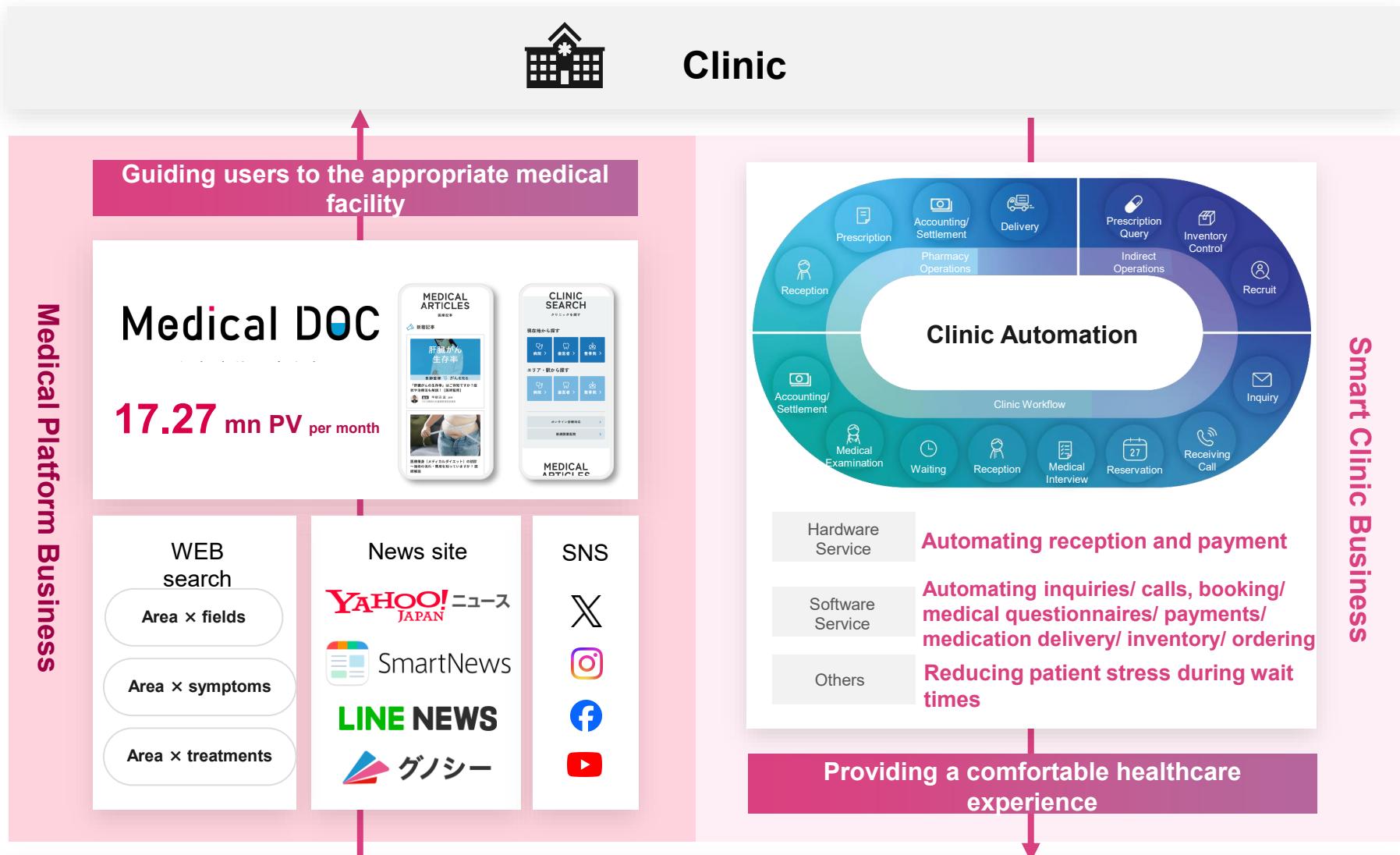


Digital Attractions for Medical Facilities
«Sketch Piston – playing music»
«A Blackboard where Little People Live»

- Branding support specialized in creating visually appealing and engaging clinics
- Patient-centered digital experience design (enhanced UX)
- Marketing support that balances visual design and user flow

Reduces patient stress during
wait times

Reduction



General Users (Patients)

Business Launch of Subsidiary “ASANO, Inc.”

GENOVA

- Following the “Notice Regarding Business Acquisition” dated April 11, 2025, we have established this new subsidiary for the purpose of acquiring the core business of ADI.G, Inc. (Headquartered in Kanazawa City, Ishikawa Prefecture; President and CEO: Koji Asano). Through this acquisition, we expect to further grow the acquired business and enhance customer satisfaction. At the same time, this move will enable our group to streamline operations by focusing on core businesses and to strengthen our financial foundation.

Summary

ASANO

Company Name	ASANO, Inc.
Office	1-10-10 Asano Honmachi, Kanazawa-shi, Ishikawa, Japan
Title and Name of Representative	President and Representative Director Tomoki Hirase
Business Description	<ul style="list-style-type: none">Development and sales of dental medical equipment, materials, and pharmaceuticalsDevelopment and sales of cloud services for dental clinicsDesign and renovation support for dental clinics (design and construction management)
Capital	JPY 50 million
Date of Establishment	May 1, 2025
Business Start Date	July 1, 2025
Investors and Shareholding Ratio	100% owned by our company (consolidated subsidiary)
Relationship with Listed Company	Capital Relationship: 100% owned by our company Personnel Relationship: 4 directors are scheduled to be dispatched from our company Business Relationship: None

- ASANO provides comprehensive services based on logistics and SPD (Supply, Processing, and Distribution) of dental equipment, materials, and pharmaceuticals, supporting dental clinic openings and management as well as digital solutions.
- By building optimal supply chains and collaborating with the Group's marketing and digital transformation (DX) divisions, ASANO contributes to solving challenges in medical settings and creating new value.



Dental Distribution Business

- Support for the stable operation of dental clinics is provided through the sale of dental equipment, materials, and pharmaceuticals.
- With a product lineup exceeding 20,000 items, a nationwide supply network has been established to ensure prompt and reliable delivery to dental clinics throughout Japan.
- Daily clinical practice is supported with responsive and attentive service.



DX Solutions for Medical Institutions

- Offering cloud-based services such as reservation management and patient acquisition support
- Supporting the implementation of tools that lead to operational efficiency and management support
- Developing and proposing solutions that leverage the expertise of the GENOVA Group

FY3/2026 Q1 Financial Highlights

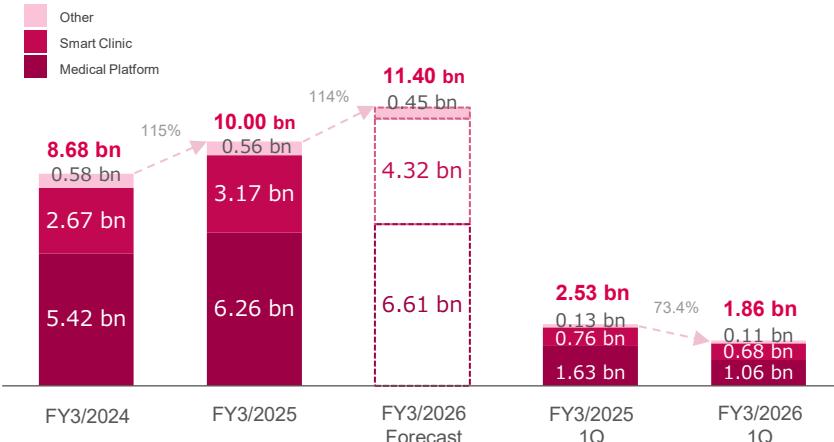
FY3/2026 Q1 Financials and Three-Year Executive Summary

GENOVA

- Sales for the FY3/2026 Q1 continued the slowdown trend seen since the second half of the previous fiscal year and landed below the progress expected in the first-half forecast. On the operating profit side, due to sluggish sales growth, the result was a net loss of 170 million yen.

Consolidated Sales

Unit: Yen



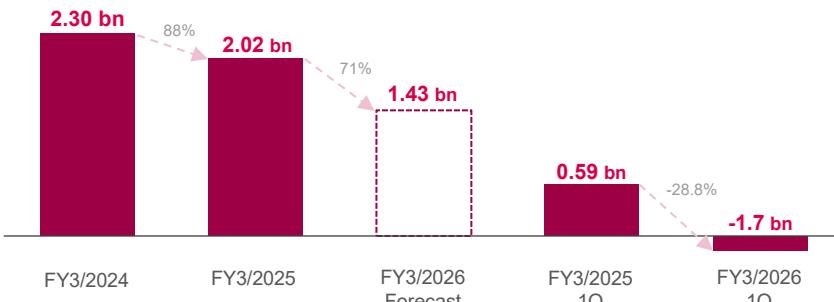
Consolidated Summary

Unit: Yen

	FY3/2024	FY3/2025	FY3/2026 Forecast	FY3/2026 1Q	vs Forecast	YoY Comparison
Net sales	8.68 bn	10.0 bn	11.40 bn	1.86 bn	16%	73%
Medical Platform	5.42 bn	6.26 bn	6.61 bn	1.06 bn	16%	65%
Smart Clinic	2.67 bn	3.17 bn	4.32 bn	0.68 bn	16%	89%
Other ¹	0.58 bn	0.56 bn	0.45 bn	0.11 bn	24%	85%
Gross Profit	6.55 bn	7.37 bn	7.90 bn	1.24 bn	16%	66%
Operating Profit	2.30 bn	2.02 bn	1.43 bn	-0.17 bn	-12%	-29%
Recurring Profit	2.30 bn	2.01 bn	1.43 bn	-0.17 bn	-12%	-29%
Net Profit attributable to owners of the parent	1.72 bn	1.41 bn	0.97 bn	-0.09 bn	-9%	-24%

Consolidated Operating Profit

Unit: Yen



1. Other is comprised mainly of sales of web production and its operation services, etc., as well as sales of subsidiaries.

- In April 2025, we entered into a sponsorship agreement with ADI.G, Inc. Subsequently, our newly established wholly owned subsidiary, ASANO, Inc., commenced operations as the successor of the business on July 1.
- While ASANO is experiencing a temporary dip in business performance due to the civil rehabilitation process, we aim to rebuild the business and return to profitability on a full-year basis.
- In FY3/2026, we project combined sales of 14.01 billion yen and an operating profit of 1.36 billion yen. However, goodwill amortization is based on provisional figures and will be updated once assets/liabilities are determined.

Summary

	GENOVA		ASANO		TOTAL					
	FY3/2025	Sales Mix	FY3/2026	Sales Mix	FY3/2025	Sales Mix	FY3/2026 ¹ (9 months)	Sales Mix	FY3/2026	Sales Mix
Net Sales	10.0 bn	—	11.4 bn	—	4.52 bn	—	2.61 bn	—	14.01 bn	—
Gross Profit	7.37 bn	73.7%	7.91 bn	69.4%	0.82 bn	18.1%	0.65 bn	24.9%	8.56 bn	61.1%
Operating Profit	2.02 bn	20.2%	1.44 bn	12.6%	-0.14 bn	-3.1%	-0.07 bn	-2.7%	1.36 bn ²	9.7%
EBITDA ²	2.15 bn	21.5%	1.61 bn	14.1%	-0.14 bn	-3.1%	0.05 bn	2.0%	1.67 bn ²	11.9%
Recurring Profit	2.01 bn	20.1%	1.43 bn	12.6%	-0.14 bn	-3.1%	-0.07 bn	-2.7%	1.35 bn	9.7%
Net Profit attributable to owners of the parent	1.41 bn	14.1%	0.98 bn	8.6%	-0.14 bn	-3.1%	-0.07 bn	-2.7%	0.09 bn	6.4%

1. ADI.G Inc.'s fiscal year ended in May for FY2025. From FY2026 onward, ASANO Inc. has adopted a March fiscal year-end. Accordingly, the budget covers the nine-month period from July 2025 to March 2026.

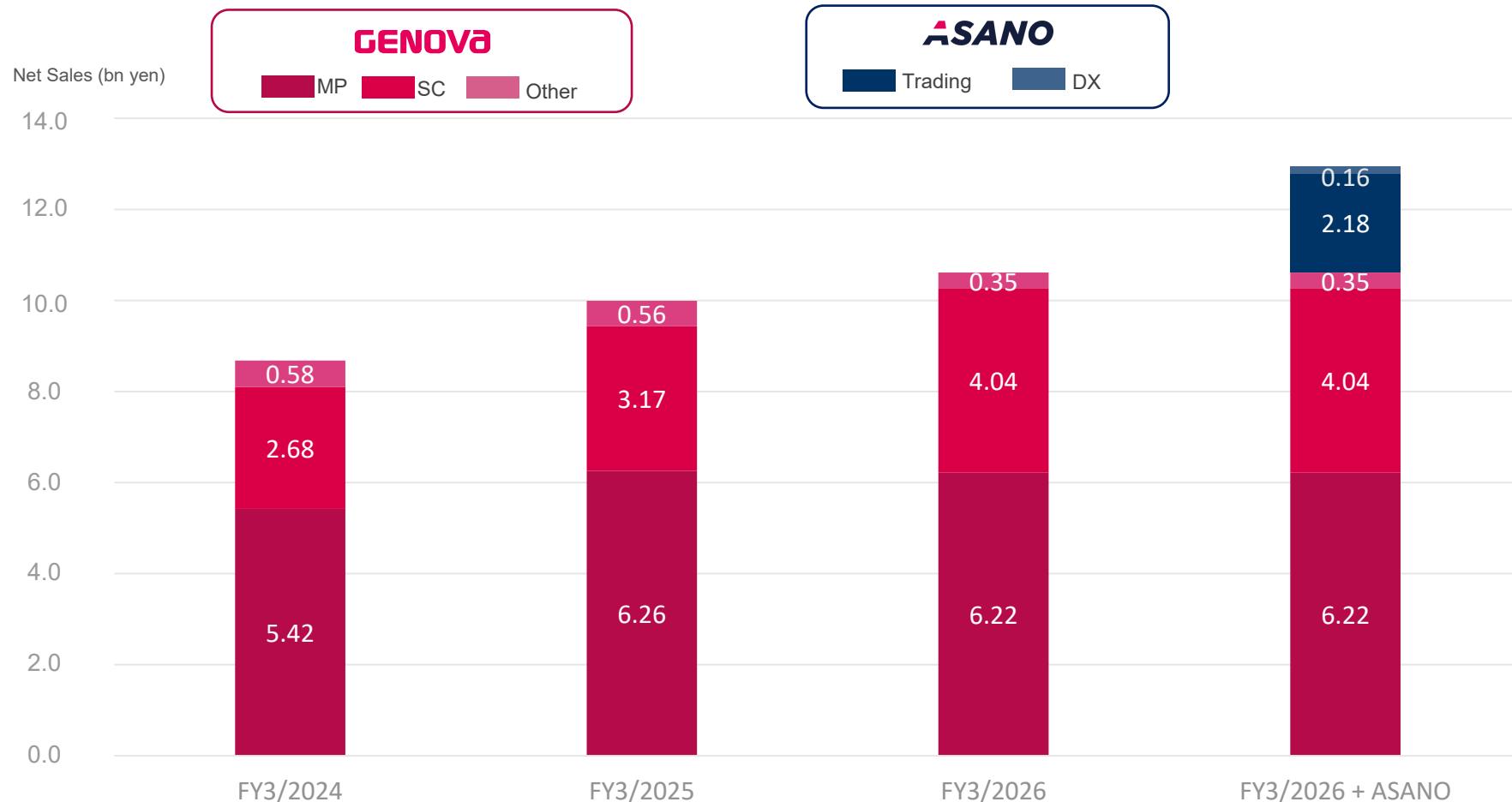
2. Goodwill amortization related to ASANO Inc. is presented based on provisional figures. Should the final figures require any adjustments, appropriate disclosures will be made accordingly.

Consolidated Revenue Forecast for FY3/2026

GENOVA

- From FY3/2026, ASANO's performance (for 9 months) is included in the consolidated financial results.
- On a standalone basis, over 90% of ASANO's revenue is derived from its trading business, with the remainder coming from its DX solutions business for medical institutions.
- Please note that this forecast does not include any cross-selling synergies with GENOVA.

Consolidated Financial Performance Trends and Forecast



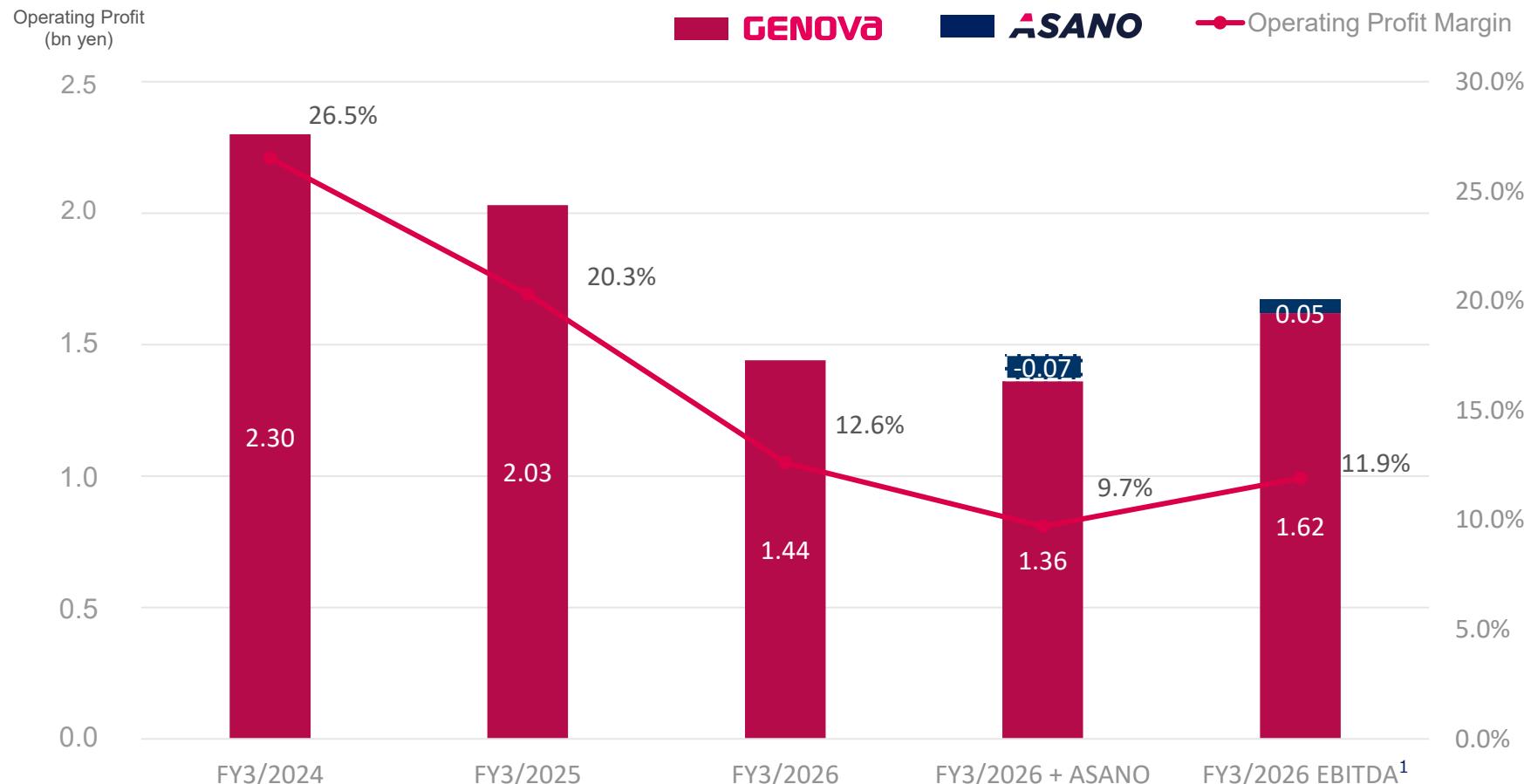
1. The goodwill amortization related to ASANO, Inc. is calculated based on provisional figures. Once the figures become final and if any adjustments are deemed necessary, we will disclose them accordingly.

Consolidated Profit Forecast for FY3/2026

GENOVA

- ASANO's Trading business has a relatively low profit margin, and when consolidated with GENOVA, it may appear to dilute the overall profit margin.
- We will need to rebuild relationships with our business partners, so our first priority is to rebuild the business.
- In addition, once the DX business recovers, we expect it to contribute to both revenue and profit stability, given its stock-based revenue model.

Operating Profit Trends and Consolidated Forecast



Three-Year Executive Summary: Quarterly Sales by Business Segment

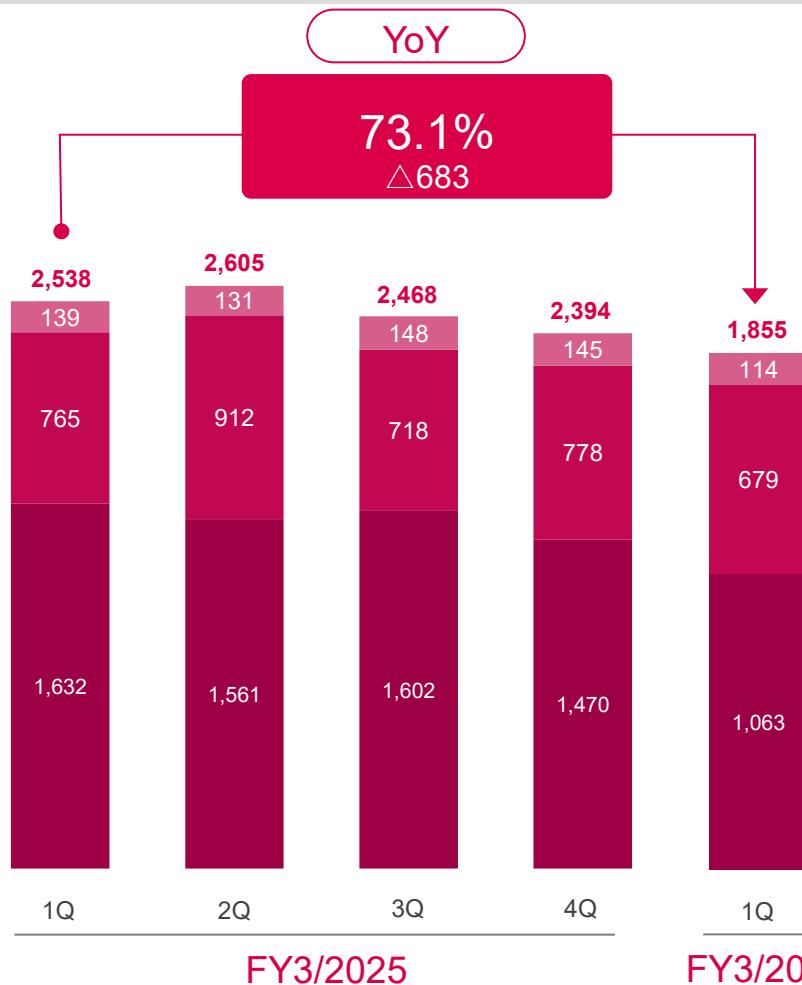
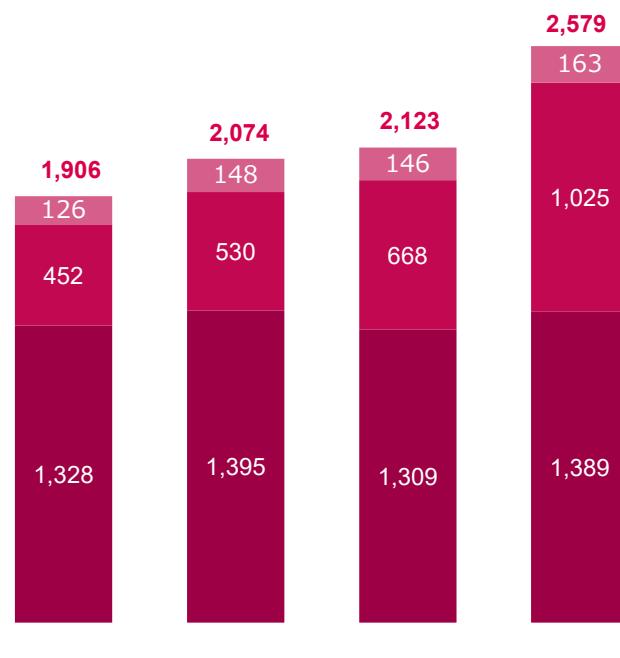
GENOVA

- In the Medical Platform Business, the slowdown in growth that began in FY3/2025 Q4 has continued, due to stagnating PV growth and changes in the competitive landscape driven by generative AI technologies, including ChatGPT.
- In the Smart Clinic business, we strengthened mid-career hiring starting in FY3/2025 Q4, and 50 new graduates joined in Q1. However, they have not yet reached full productivity, resulting in a YoY decline in sales.

Net sales

Unit: Million yen

Other
Smart Clinic
Medical Platform



FY3/2024

FY3/2025

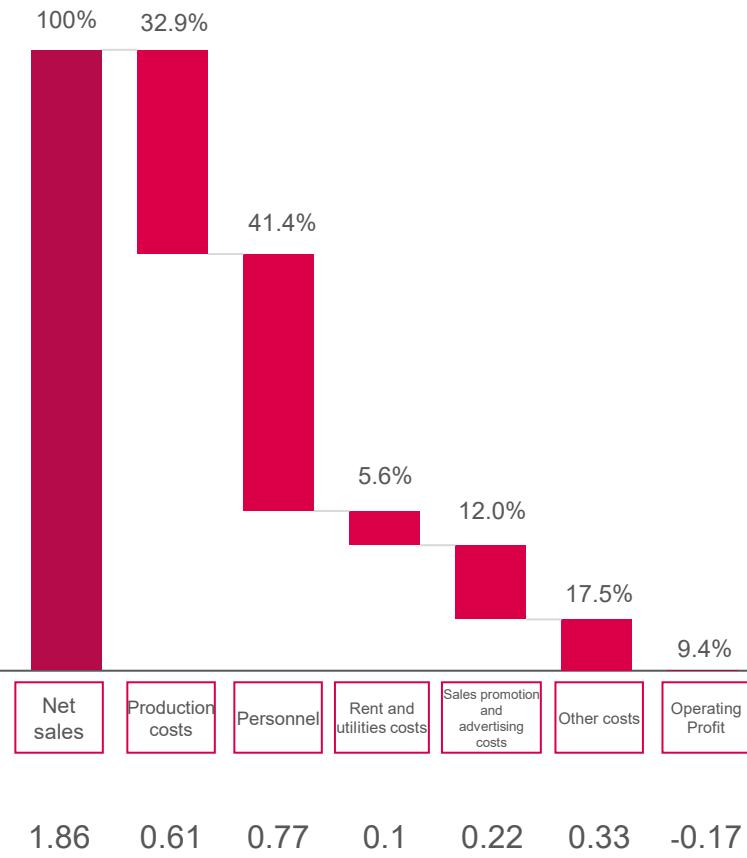
FY3/2026

Profit Structure and Profit Margins

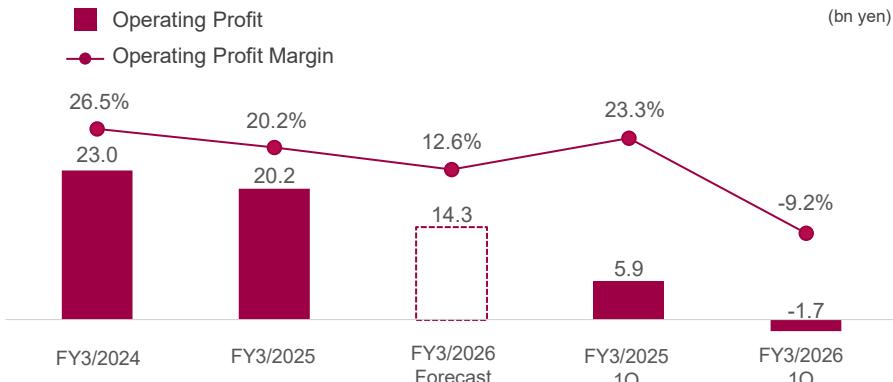
GENOVA

- Operating profit in FY3/2026 Q1 came in significantly below plan, as the slowdown in sales that began in Q4 of the previous fiscal year continued. This resulted in a loss of 170 million yen — the first operating loss since the company's listing.
- The increase in personnel expenses due to the onboarding of new graduates had a temporary impact in Q1, and we have also seen a rise in promotion and advertising cost due from the listing advertisement we have started from last fiscal year.

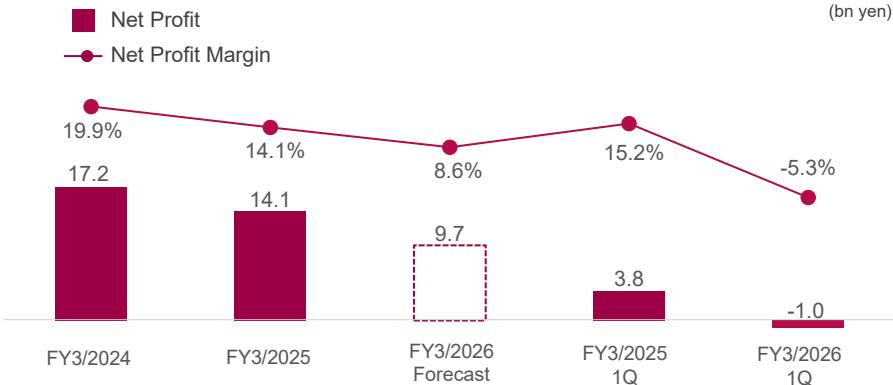
FY3/2026 Q1 Consolidated Profit Structure



Consolidated operating profit



Consolidated net profit



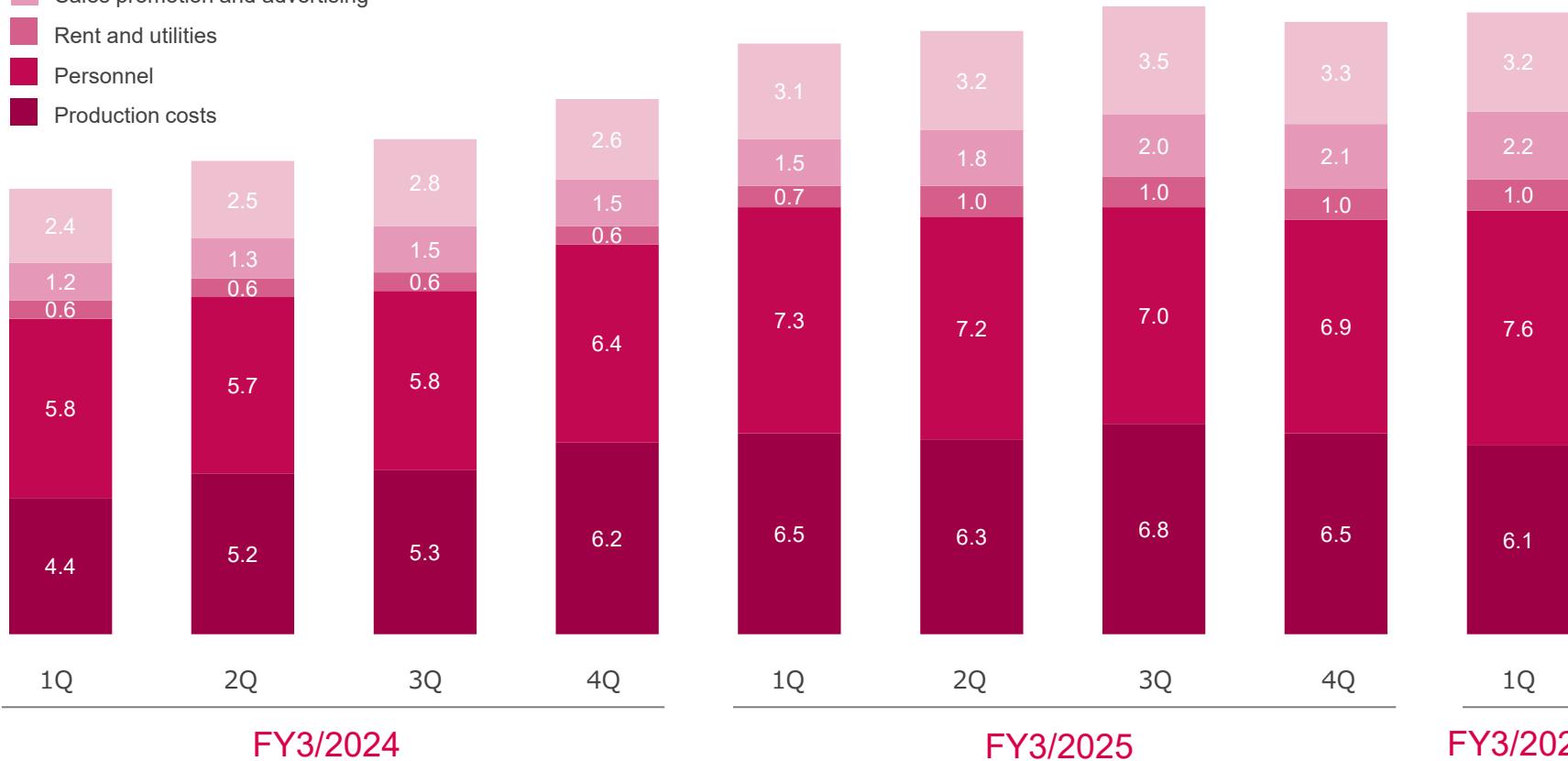
Trends in Quarterly Expense Breakdown

GENOVA

- Similar to the previous fiscal year, approximately 50 new graduates joined the company in Q1, leading to an increase in personnel expenses, including recruitment costs.
- Manufacturing costs were contained due to slower-than-expected sales volume of hardware in the Smart Clinic Business. Additionally, expenses related to the production of free articles in the Medical Platform Business have been on a declining trend since the second half of the previous fiscal year, following a review of cost efficiency.

Unit: Million yen

- Other costs
- Sales promotion and advertising
- Rent and utilities
- Personnel
- Production costs



Three-Year Summary: Quarterly Operating Profit by Business Segment

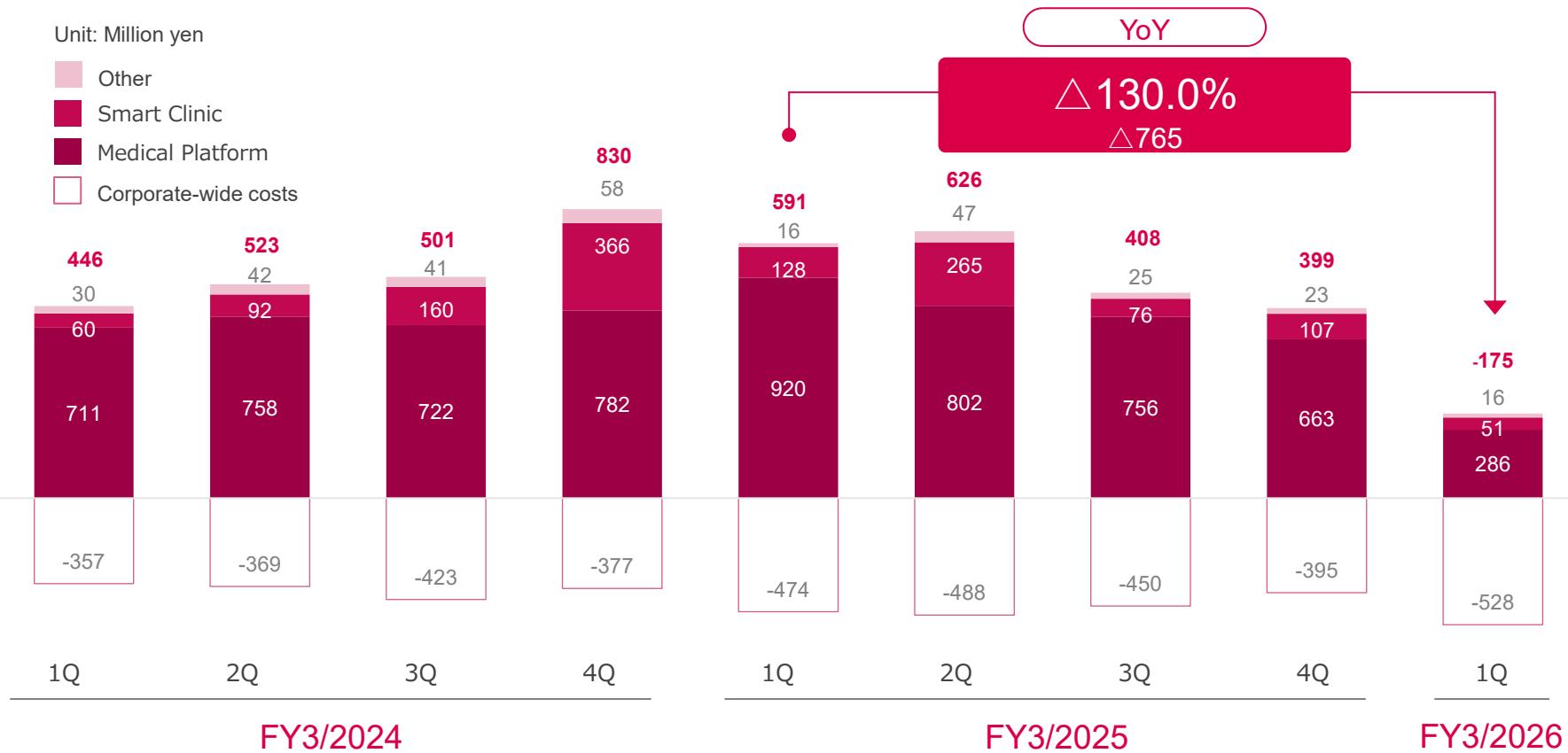
GENOVA

- Operating profit in FY3/2026 Q1 declined significantly both YoY and QoQ, primarily due to sluggish growth in the number of contracts in the Medical Platform business.
- In the Smart Clinic business, hardware sales remained stagnant compared to the previous quarter, and software deployment continued to face challenges in increasing contract volume, resulting in limited profit contribution.
- Company-wide expenses include an increase in personnel expenses and an increase in payment fees, including for new services.

Operating Profit

Unit: Million yen

Other
 Smart Clinic
 Medical Platform
 Corporate-wide costs



Three-Year Summary: Quarterly New vs Existing Client Ratio

GENOVA

- Although we have a flow-type revenue structure, we have been able to generate a certain level of sales by reselling and cross-selling to existing customers, utilizing the 16,000 touch points of medical institutions that we have cultivated over our 20-year history

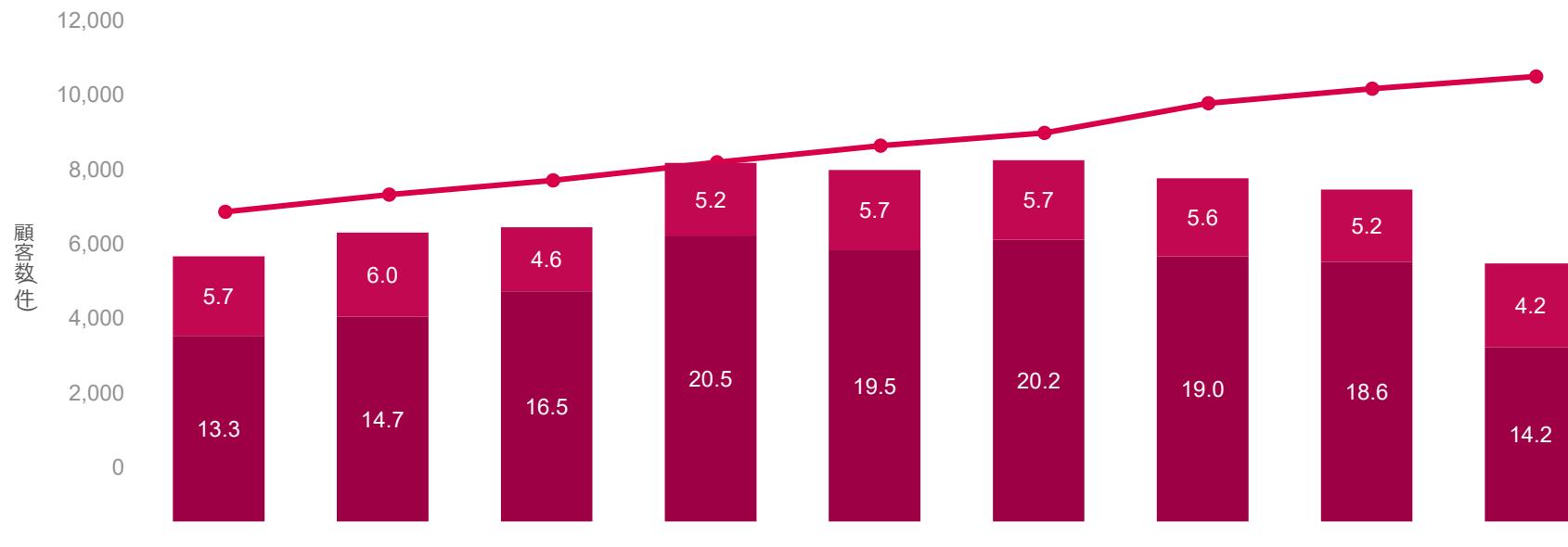
Sales (bn yen)

Number of customer

New

Existing

New: Clients whom we have never done business within the past
Existing: Clients whom we have done business within the past



1. As of the end of FY3/2026 Q1

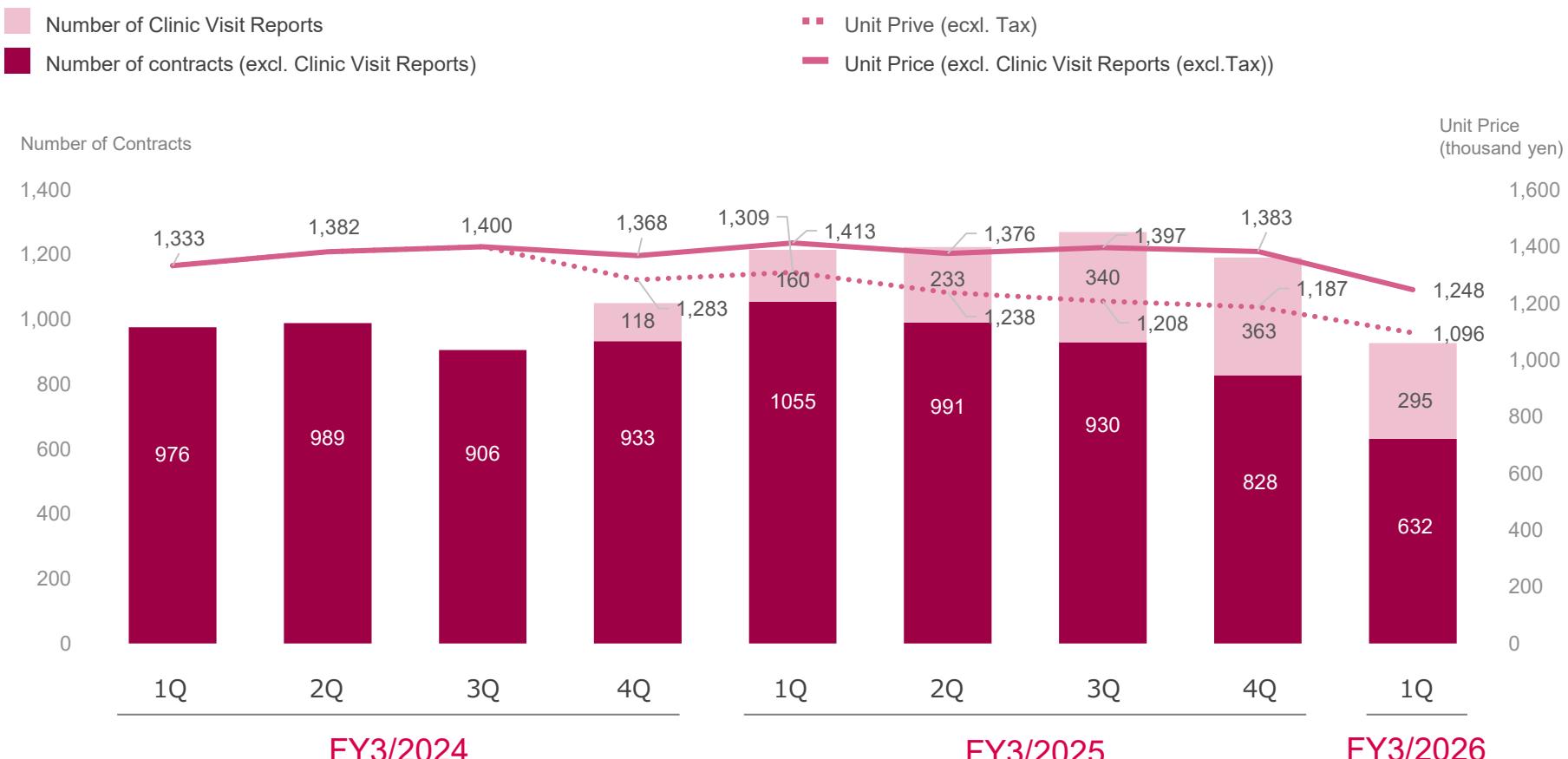
*Excluding fixtures, NOMOCA stand customization costs, additional website and CLINIC BOT production costs, etc.

*Client sales are added for new and existing clients who had their first and second contracts in the same quarter, respectively.

*The opinions of the audit firms have not been obtained for the figures

Number of Contracts and Unit Price of Medical Platform Business GENOVA

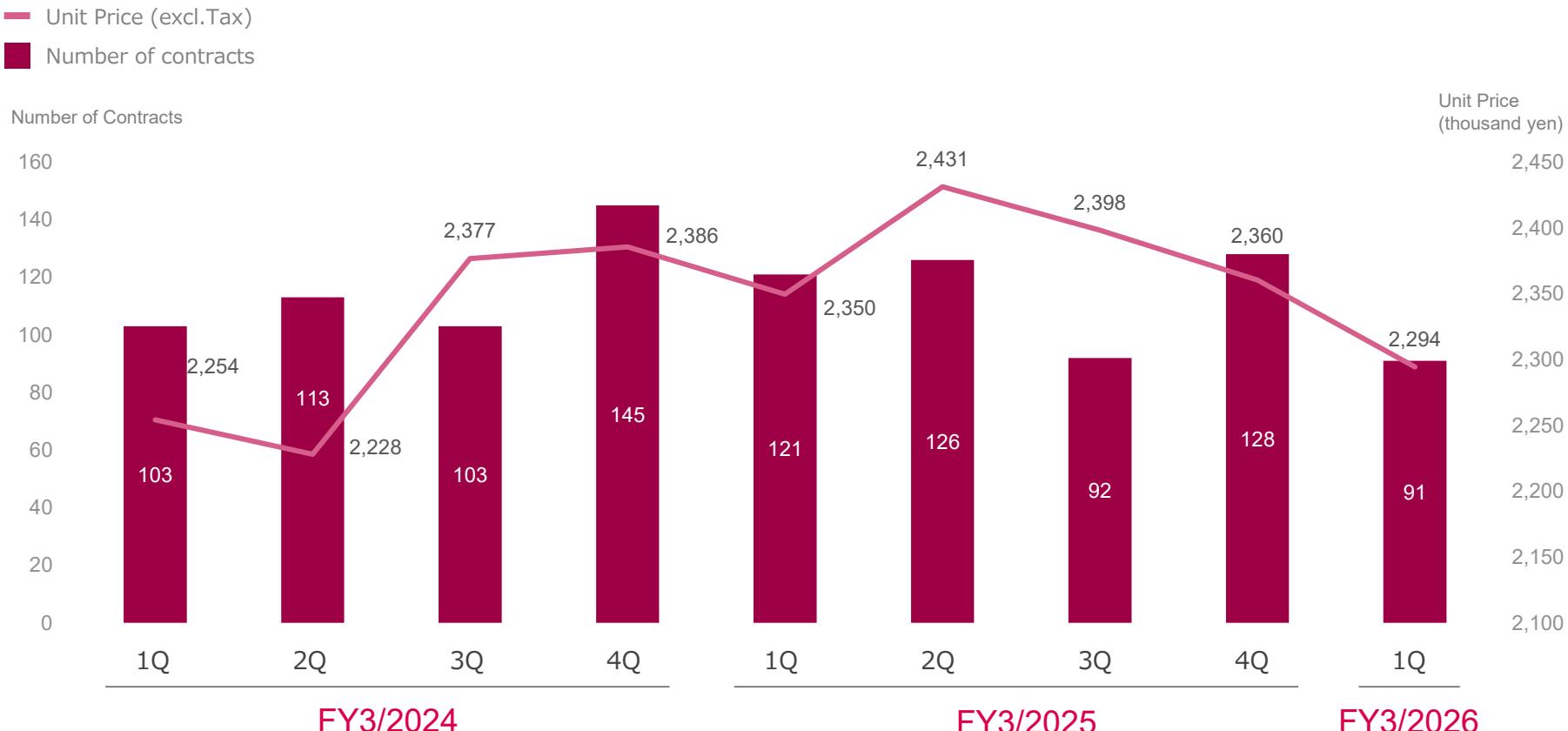
- As a key indicator influencing business performance, the number of service contracts, which make up the revenue, is presented¹
- In Q1 FY3/2026, both the number of Medical Platform contracts and sales of clinic visit reports slowed down.
- This was mainly due to intensified market competition carried over from the previous fiscal year, as well as the growing impact of generative AI tools, such as ChatGPT, on PV numbers.
- Although we introduced discounted plans to improve contract acquisition, the number of new contracts has yet to show meaningful growth. As a result, the average unit price per contract has also declined.



Note:1. This item is analyzed for all products priced at 200,000 yen (excluding tax) or more

Number of Contracts and Unit Price of Smart Clinic Business (Hardware) GENOVA

- The number of service contracts², which constitutes sales, is a key performance indicator affecting operating results
- In the Smart Clinic Business, the number of new contracts in Q1 remained limited to 91, partly due to a reactionary decline following the campaign run in the previous quarter. Another factor behind the slowdown is the requirement for further training to strengthen and activate the sales force.
- NOMOCa Desk continues to lead in terms of contracts for this product but the unit price has decreased slightly due to the addition of other optional sets.

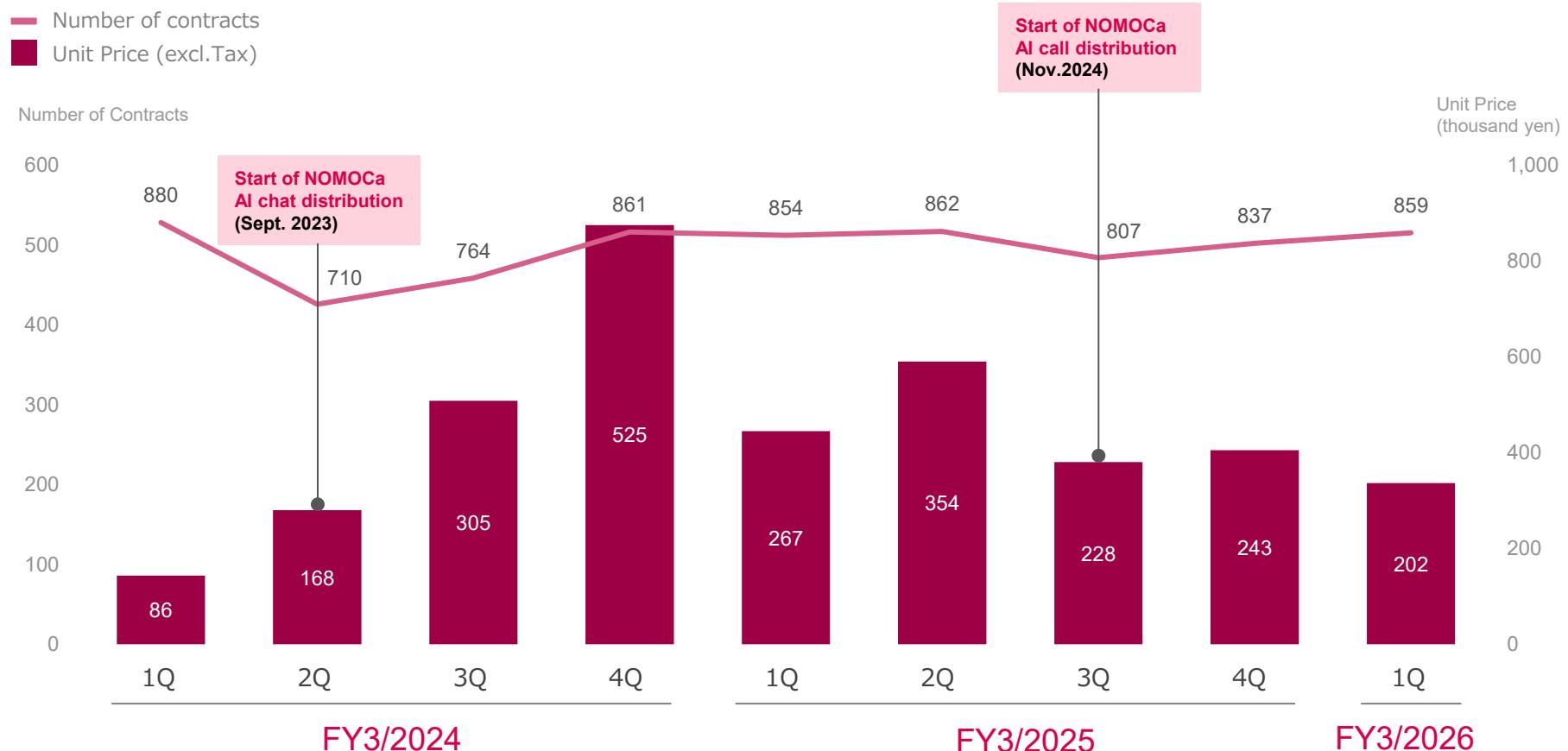


1. Hardware Prod : NOMOCa-Stand, NOMOCa-Regi, NOMOCa-Desk

2. This item is analyzed for all products priced at 200,000 yen (excluding tax) or more

Number of Contracts and Unit Price of Smart Clinic business (Software) GENOVA

- As a key indicator influencing business performance, the number of service contracts, which make up the revenue, is presented²
- In FY3/2026 Q1, NOMOCa AI chat did not contribute to new orders as expected, as it remained in the development phase for a version upgrade aimed at improving response accuracy.
- Meanwhile, NOMOCa AI call, which began trial implementation in Q3 of the previous fiscal year, has seen a steady increase in the number of installations. We are continuing to enhance its functionality going forward.



1. Software Prod : CLINIC BOT, Sketch Piston, NOMOCa AI chat, etc.

2. This item is analyzed for all products priced at 200,000 yen (excluding tax) or more.

NOMOCa AI Call

Business Progress and Implementation Status

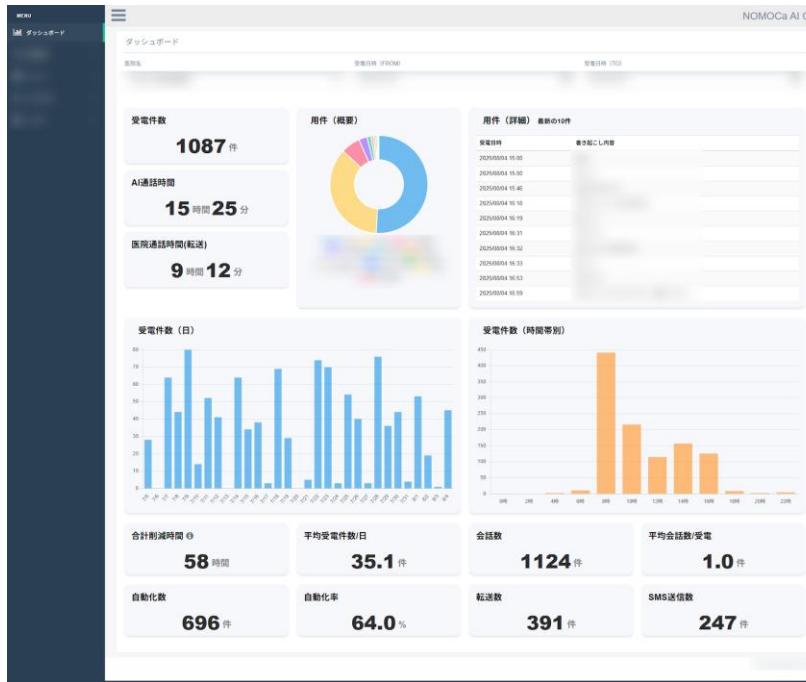
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Service Overview

A voice DX solution that replaces clinic telephone operations with AI. This voice-based automated response service reduces the workload of front desk staff and streamlines administrative operations.

New Features

All data from phone calls handled by the AI is recorded and analyzed, and the insights are provided via a dashboard. Unlike conventional call answering services, this solution transforms patient voices into visible data, enabling actionable insights for clinic management. This key differentiator sets it apart from traditional IVR systems.



※Sample image of the analytics dashboard

Business Progress (FY2025 Results)

Orders Received

133 cases (+25)

Delivery Rate 48% (64/133)

Delivered

64 cases (+26)

(Overview)

In the first half of FY2025, the number of orders increased by 25 compared to the previous year, confirming continued strong market demand. The number of completed installations also grew significantly, up by 26 YoY, with the delivery rate improving from 35.2% to 48%.

This improvement reflects the effectiveness of efforts to address the customization burden and reliance on individual staff during the implementation phase—challenges identified last year. Our progress in onboarding support and service template standardization has contributed to this outcome. We will continue to strengthen implementation support and improve the product to further enhance installation and retention rates, thereby solidifying the foundation for a recurring revenue model.

Launch of 『A Blackboard where Little People Live』

GENOVA

- In collaboration with teamLab, we have launched 『A Blackboard where Little People Live』 —a monitor-based digital art installation designed for hospitals, clinics, and nursing care facilities.

Transforming medical spaces into collaborative environments that inspire free creativity



teamLab 『A Blackboard where Little People Live』 © teamLab

This service features a digital interactive art piece by teamLab, designed specifically for medical institutions. By simply installing a touchscreen panel on a wall in areas such as hospital or clinic waiting rooms, or social spaces in nursing homes, the environment is instantly transformed into a creative and playful space. Patients, especially children, can enjoy their wait time through engaging digital experiences.

Since September 2022, we have introduced teamLab's interactive monitor works 『A Blackboard where Little People Live』 and 『Sketch Piston – playing music』 on a trial basis. These have already been installed in over 300 medical facilities across Japan, significantly contributing to enhanced patient experiences.

According to a 2023 survey of implementing institutions, the service received a 96% satisfaction rate. Many positive responses have been shared, such as: "My child now looks forward to visiting the dentist," and "It's been very well received by patients with children. "Now, with the official launch of 『A Blackboard where Little People Live』 Canvas Edition, we aim to bring this enriching experience to even more facilities, further enhancing the quality of time spent in medical spaces.

Growth Strategies / Other Initiatives

Market Environment

Declining Birthrate and Aging Population

Shortage of Physicians and Healthcare Workers

Imbalance in the supply and demand of Healthcare

Healthcare for the New Era

AI and Various ICT Technologies

Essential for improving operational efficiency and healthcare quality

Cashless Transformation

Elderly Healthcare

Required to support the elderly population

Pre-disease Prevention

Medical Fee

Initiatives aimed at promoting healthy life expectancy, including Health Japan 21

Impact of Business

Smart Clinic Business

Addressing Workforce Shortages through Clinic Automation

Utilizing AI and ICT through NOMOCa-AI Chat and NOMOCa-AI Call

Enabling Cashless Transactions with NOMOCa Series Automated Reception And Payment Machines and SMART One

Medical Platform Business

Providing Information to Families Caring for the Elderly

Pending

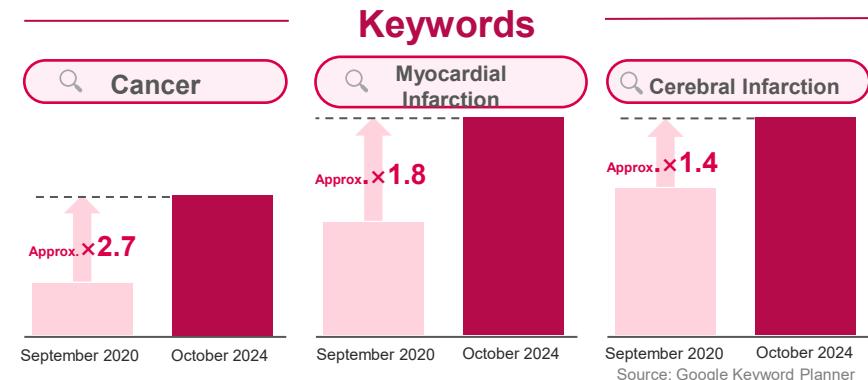
Media Initiatives for Promoting Healthy Life Expectancy

Measures to Improve Unit Contract Price on the Medical Platform

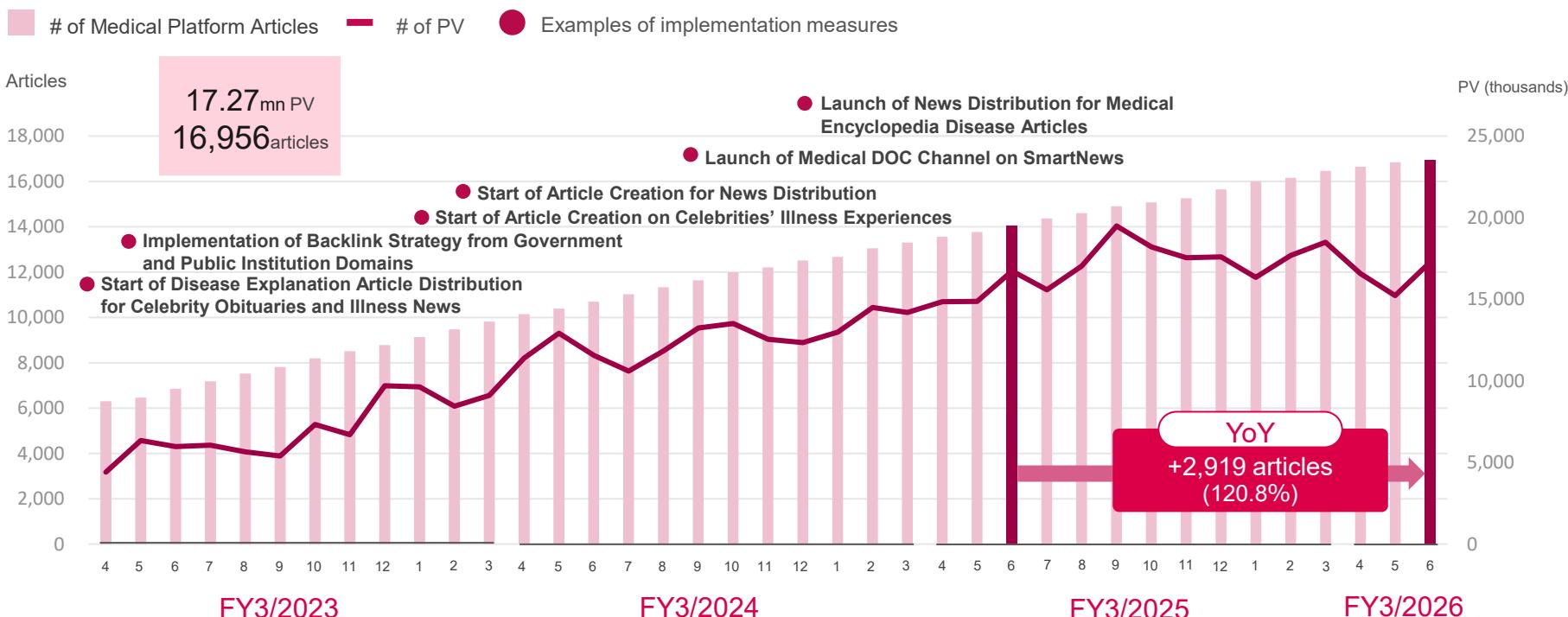
GENOVA

- Comparing the average monthly search volumes for health-related keywords on Google with those from four years ago, it is clear that the overall volume has significantly increased. Against this backdrop, it can be said that the demand for our Medical DOC, which provides medical information, is rising.

The increasing annual search volume for health-related keywords highlights the growing demand for Medical DOC



of articles and PVs on Medical Platform



- Medical Platform has been experiencing steady growth in both the number of articles and PV. In other words, its' value as a platform is increasing, leading to creation of multiple contracts
- The value of our medical media is increasing due to network effects. Moving forward, we aim to drive a value-up cycle by expanding features and content, increasing the number of users, and further growing the number of clinic contracts, supported by the anticipated rise in clinic contracts

1 

Expansion of Features and Contents

We aim to expand functions such as reservations and to further enrich content

2 

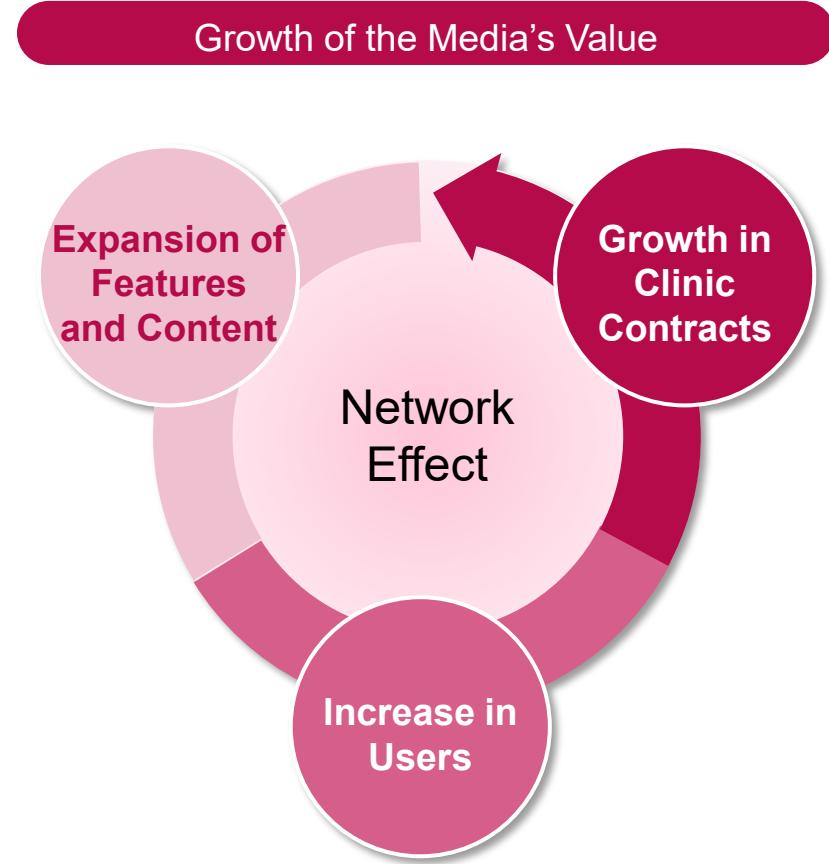
Increase number of Users

Growing the number of users and increasing visit frequency through the expansion of features and content

3 

Growth in Clinic Contracts

An increase in users is expected to drive growth in the number of customers through new services, including entry plans



Major Renewal of Medical Appointment System “Smart One”

GENOVA

- On August 7, 2025, we significantly renewed “SMART ONE.”
- “With the addition of a direct booking function via external channels, flexible menu settings, and extensive integration with electronic medical records and medical accounting systems, the renewal enhances patient acquisition, operational efficiency, and patient satisfaction simultaneously.

Feature 1

Booking



Reservations via web, LINE, etc.
Time-slot and queue options available

Feature 2

Questionnaire



Customize questions freely
Create multiple formats

Feature 3

EMR Integration



Link patient info and check-in
Compatible with
60 + EMR systems

Feature 4

Online Payment



No waiting for checkout
Pay online after consultation

Feature 5

Online Medical Treatment



No dual management
Start with one click

Feature 6

Map-Based Patient Attraction



Search “Nearby clinics” and book instantly

Introduction of Newly Appointed Directors and Outside Directors

GENOVA

- At the Annual General Meeting of Shareholders held on June 27, 2025, Mr. Sho Inoue was elected as Director, and Ms. Yuki Sato and Mr. Tetsuya Sano were elected as Outside Directors. All three assumed their respective positions on the same day.



Sho Inoue

Board member and Executive Officer
Doctor



Yuki Sato

External Board Member
Lawyer



Tetsuya Sano

External Board Member
Certified Public Accountant

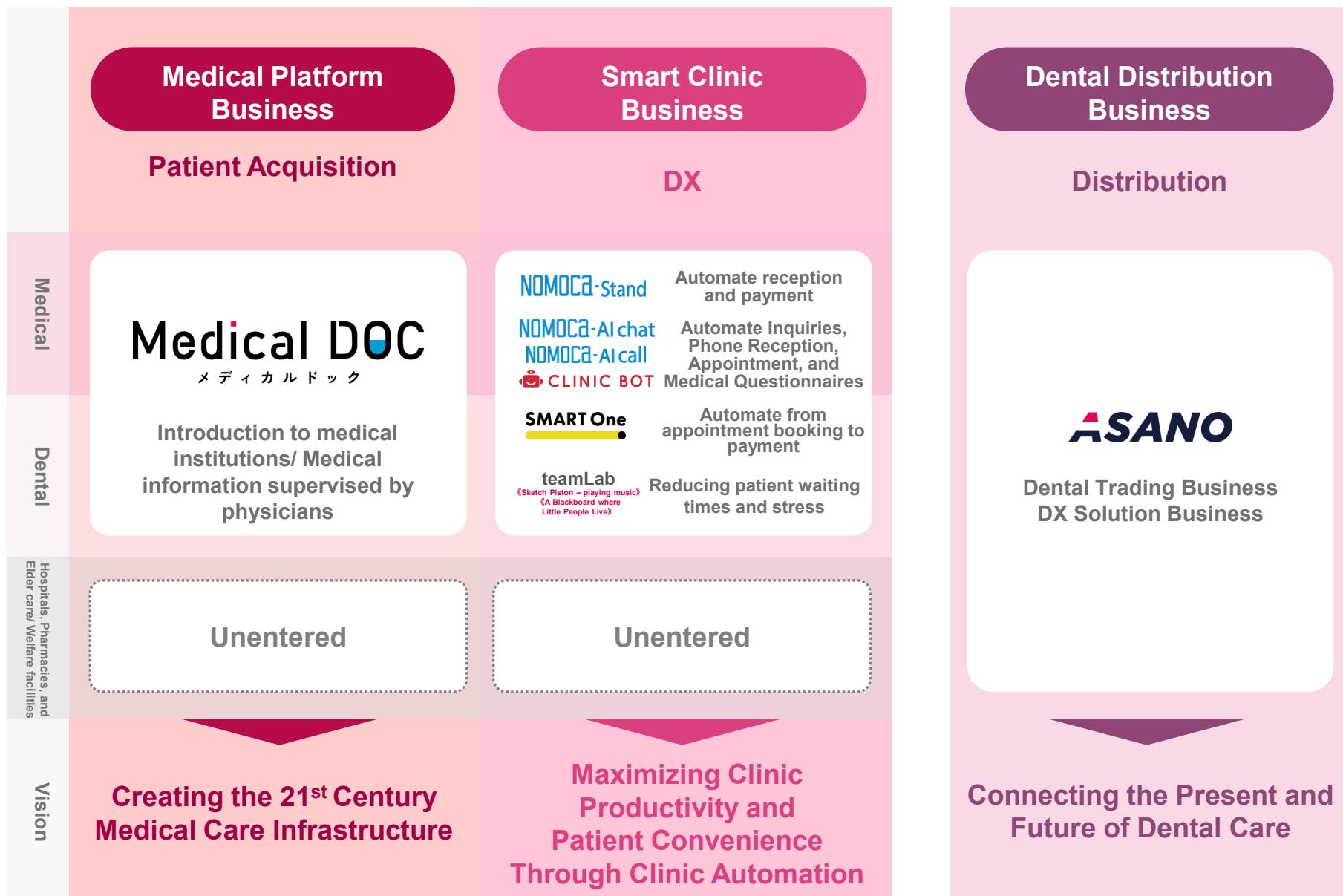
Newly Established Department

Business Development Office

To accelerate company-wide strategies aimed at medium- to long-term growth, the Company established the Business Promotion Office effective May 1, 2025. In an increasingly complex business environment, this office will lead cross-departmental initiatives, address management challenges, and promote business optimization. The office is overseen by Sho Inoue, who was appointed as a Director.

AI Solutions Department

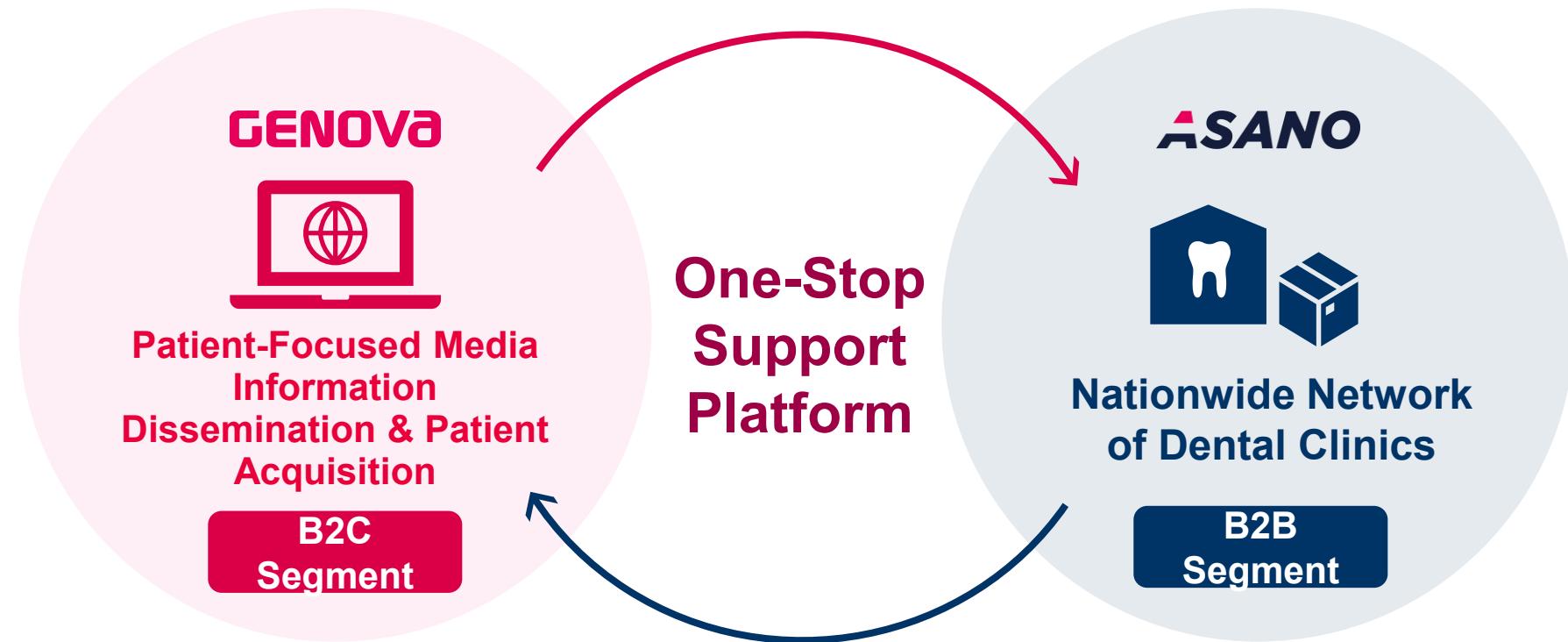
In response to advancements in digital technology, we established a new AI Solutions Department, effective September 1, 2025. The department will contribute to enhancing clinic productivity and patient convenience by planning, developing, and operating AI-driven solutions.



Building a Comprehensive Platform to Support Dental Clinic Management

GENOVA

- We aim to create a unified ecosystem that provides one-stop support covering everything from patient acquisition and PR to capital investment assistance, expansion of self-paid treatments, and clinic startup and management support.



Patient Acquisition / PR Support (Media • DX)

Current State of
the Dental
Industry

- Number of Dental Clinics : Approx. 68,000 (primarily owner-operated)
- Key challenges include capital investment, patient acquisition, and staff recruitment
- Expansion of the self-pay treatment market, especially in CAD/CAM and dental implants

Dental Distribution & Management Support (SPD • DX)

**The only platform offering a holistic view of
“Information × Logistics”**

Synergies from the Integration of ASANO

GENOVA

- Through the collaboration between GENOVA and ASANO, integrated “information and logistics” services are provided to comprehensively support the management of dental clinics.
- By leveraging patient acquisition capabilities through B2C media and combining them with ASANO’s trading functions, the partnership addresses key industry challenges, including capital investment and the expansion of self-pay medical treatments.
- Efforts are underway to establish a new platform that seamlessly connects clinics, patients, and manufacturers.

Maximizing Value Through Three Synergies

1

Maximizing LTV through Cross-Selling

GENOVA

Advanced DX Solutions

ASANO

An Extensive Network of Dental Clients

2

Strengthening Collaboration with Healthcare DX

GENOVA

Digital Support (IT/Software)

ASANO

Trading company Functions (goods and hardware)

3

Optimizing the Sales Structure

GENOVA

Wide-area sales

ASANO

Community-Based sales

Realizing integrated sales

Strengthening customer engagement by providing “things” and “IT” in one stop.

Total support for clinic management

Addressing issues from both the hardware and software sides, improving customer contact and retention rates.

Nationwide sales network

Combining proposal capabilities and mobility, we have strengthened our market coverage.

Toward Becoming the No.1 Platform Provider in the Dental Healthcare Industry

Basic Policy on Shareholder Returns

We are currently in the growth stage, continues to require investment for business expansion and organizational development. However, after comprehensively considering the status of business infrastructure development, investment plans, performance, and financial condition, we have decided to implement shareholder returns.

Plan to Provide Stable Returns to shareholders

As FY3/2025 marks the 20th business year for our company, we have implemented an inaugural dividend, including a commemorative dividend. Additionally, to maintain continuous shareholder returns, we plan to implement a regular dividend of 30 yen.

Dividend Summary

	FY3/2025	FY3/2026
Reference Date	March 31, 2025	March 31, 2026
Ordinary dividend per share	10 yen	30 yen
Commemorative dividend per share	20 yen	—
Total Dividend Amount	30 yen	30 yen
Dividend Payout Ratio	37.6%	53.1%
Total Dividend Amount	Approx. 520 million yen	Approx. 520 million yen

Appendix.

Company Profile

GENOVA

Company name	GENOVA, Inc.
Branch Offices	<p>Tokyo Head Office Shibuya Hikarie 34F, 2-21-1, Shibuya, Shibuya-Ku, Tokyo</p> <p>Branch Office Nagoya, Osaka, Fukuoka, Sapporo</p> <p>Sales Office Okinawa, Kanazawa, Sendai, Hiroshima</p>
URL	https://genova.co.jp
Foundation	July 04, 2005
Capital	776,588,050 yen (as of end of FY3/2026 Q1)
Employee Number	Group total: 454 (as of end of FY3/2026 Q1)
Business	Medical Platform Business Smart Clinic Business
Member Organizations ¹	The Japanese Society of Oral Implantology/ Japan Clinical Dentistry Society (SJCD International)/ JIADS / Japan Academy of Anti-Aging Dentistry / MID-G/ Japan Sweden Dental Society/ Japan Association of Human Resource Services/ Japan Society of Clinical Dental CAD/CAM
Group Companies	<p>JAPAN GENOVA Design Co., Ltd. [Tokyo HQ] Shibuya Hikarie 34F, 2-21-1, Shibuya, Shibuya-Ku, Tokyo 150-8510 W : https://genovadesign.co.jp/</p> <p>DALIAN GENOVA LAB, Inc. (201-G, Building 17, No.267 Wuyi Road, High-tech Park, Dalian, 116023, China)/</p>

Medical Advisors²

Kanako Inaba	Director, Inaba Clinic
Satoru Osuga	Associate Professor, University of Alabama at Birmingham, USA
Mitsuru Osugi	Director, Diabetes Information Center, National Center for Global Health and Medicine (NCGM)
Akihiko Katayama	Board Chairman, Medical Corporation Meikakai
Noriyasu Kawada	Director, Jikei University School of Medicine, Department of Cardiac Surgery
Yoshinobu Kanda	Professor, Division of Hematology, Department of Internal Medicine, Jichi Medical University
Shigeru Kinoshita	Professor, Department of Future Vision and Sensory Organ Medicine, Kyoto Prefectural University of Medicine
Satoshi Kutsuna	Specialist in Infectious Diseases
Masahiro Kouzuki	President, Yamagata Prefectural University of Health Sciences / Professor Emeritus, Tohoku University / Board Member, Japanese Society of Renal Rehabilitation
Takashi Shiga	Professor and Chair, Department of Emergency Medicine, International University of Health and Welfare Diplomate, American Board of Emergency Medicine / Board Certified and Supervising Physician, Japanese Association for Acute Medicine
Hideo Suzuki	Director, University of Tsukuba Hospital, Tsukuba Preventive Medicine Research Center
Mitsuru Nakao	Chairman, Higashi-Nihon Medical College, Kensei Gakuen Educational Corporation President, Japan Judo Therapy Association
Taneaki Nakagawa	Professor, Director, Keio University School of Medicine, Department of Dentistry and Oral Surgery
Hideto Fukuda	President and CEO, Egao-do Chiropractic Group
Shigeo Horie	Professor, Department of Urology, Graduate School of Medicine, Juntendo University Board Member, Japanese Society of Anti-Aging Medicine President, Japanese Society of Men's Health Medicine
Tetsuhiro Maeno	Professor, Department of Community-Based Medical Education, Faculty of Medicine, University of Tsukuba Vice President, Japan Primary Care Association
Masaru Mimura	Professor Emeritus, Keio University Project Professor, Center for Preventive Medicine, Keio University
Shutaro Mine	Medical Doctor (Board-Certified Pathologist), Pharmacist
Kazuki Morigami	President, Board Chairman, Medical Corporation Kenshinkai
Yasuhiro Yasutomi	Director, Center for Primate Biomedical Research, National Institutes of Biomedical Innovation, Health and Nutrition (NIBIOHN) Professor, Division of Immunoregulation, Department of Pathophysiology and Experimental Medicine, Graduate School of Medicine, Mie University
Hiroyoshi Wada	Orthopedic Surgeon, Shonan Memorial Hospital

New Advisors

Existing Advisors

※Listed in Japanese alphabetical order (gojūon order)

1. The purpose of our membership in associations is to stay up-to-date on the latest trends and issues in the medical industry and to develop our services in a timely manner.

2. The company has established a medical advisory system to have medical advisors check the contents of medical media for medical evidence.

Doctors affiliated with university hospitals and other medical institutions perform checks to ensure that there are no problems with descriptions or expressions of diseases or treatments, and to eliminate inaccuracies or inappropriateness.



Tomoki Hirase
President and
Representative Director



Akinao Ueda
Board member and
Executive Officer



Koji Takeda
Board member and
Executive Officer
Certified Public Accountant



Sho Inoue
Board member and
Executive Officer
Doctor



Yuki Sagehashi
External Board Member



Yuki Sato
External Board Member
Lawyer



Tetsuya Sano
External Board Member
Certified Public Accountant

Providing Solution to Stakeholders' Challenges with Our Services

GENOVA

- The Medical Platform Business operates web media that are easy for users (patients) to understand and provide highly reliable medical information, while the Smart Clinic Business develops and provides services that improve convenience and efficiency in medical institutions in addition to medical treatment



Providing Effective Solutions for Stakeholders

A circular icon showing a woman in a pink sweater holding a white mug, representing a user-patient.	Challenges faced by user-patients
	Obtaining correct preventive information and knowledge on health
	Searching for the best medical institution information that is best suited for individual
	Long waiting hours at medical care facilities
A circular icon showing a female healthcare worker in a white uniform holding a clipboard, representing a healthcare worker.	Challenges faced by healthcare workers
	Human response to inefficient administrative tasks
	Medical office workload leading to unsatisfactory patient care
	Decrease in employee satisfaction due to long overtime hours
A circular icon showing a male healthcare executive in a white coat with a stethoscope, representing a healthcare management executive/physician.	Challenges faced by healthcare management executives/physicians
	Matching medical care facilities and patients
	Increase in the number of patients consistent with the characteristics of the clinic
	Reducing personnel costs and recruitment risks

Challenges	Services
Obtaining correct preventive information and knowledge on health	Medical DOC
Searching for the best medical institution information that is best suited for individual	Medical DOC
Long waiting hours at medical care facilities	NOMOCA • CLINIC BOT
Human response to inefficient administrative tasks	NOMOCA • CLINIC BOT
Medical office workload leading to unsatisfactory patient care	NOMOCA • CLINIC BOT
Decrease in employee satisfaction due to long overtime hours	NOMOCA
Matching medical care facilities and patients	Medical DOC
Increase in the number of patients consistent with the characteristics of the clinic	Medical DOC
Reducing personnel costs and recruitment risks	NOMOCA • CLINIC BOT



Solving issues through the services of the Medical Platform Business and Smart Clinic Business

A Brief Explanation of Our Business Model

GENOVA

Our Company

GENOVA

All Clinics
In Japan

Patients

Medical Platform Business

Operation of an Internet Media
Platform Featuring Medical Articles

Medical DOC

Service Provision



Revenue
Growth



Clinic
Branding



Access to
Medical
Information



Access to
Clinic
Information

Smart Clinic Business

Provision of Clinic Automation Tools

Service Provision



Cost
Reduction



Operational
Efficiency



Reduced
Waiting Times



Improved
Convenience

- Expanding business by addressing clinic challenges through cross-selling both services

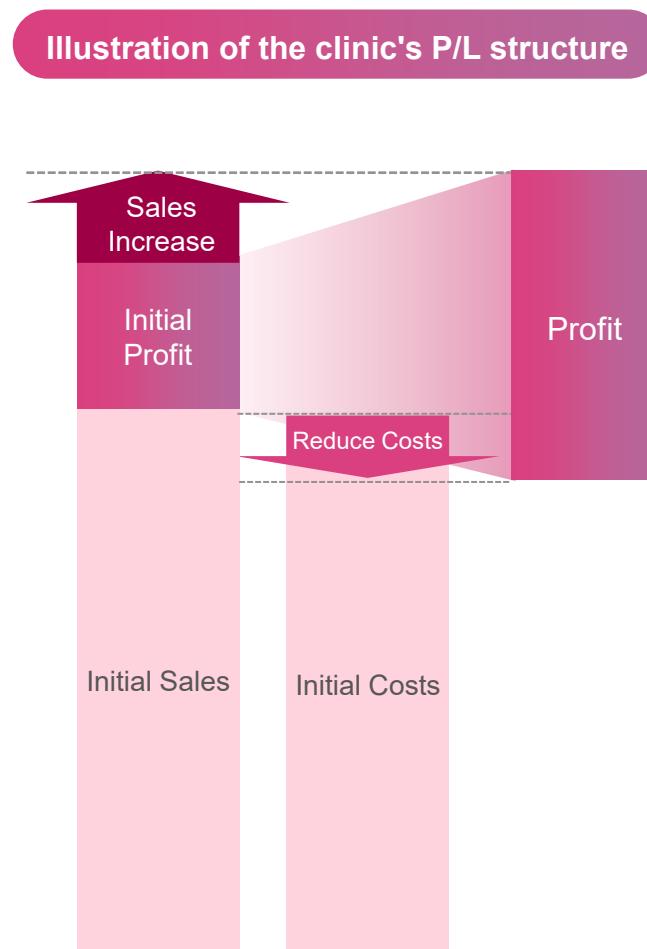
Medical Platform Business



Sales Increase

Operating an Online Media Platform
Featuring Medical Articles

Medical DOC



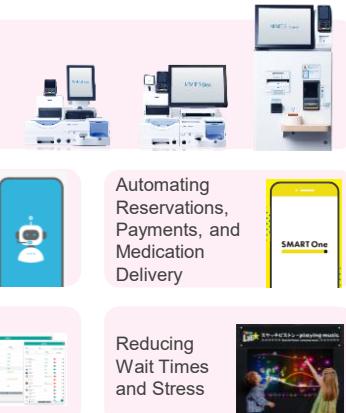
Smart Clinic Business



Reduce Costs

Automation of Various Clinic Operations

- Automating Reception and Accounting
- Automating Inquiries, Calls, Reservations, And Medical Questionnaires
- Automating Inventory Management and Ordering
- Reducing Wait Times and Stress

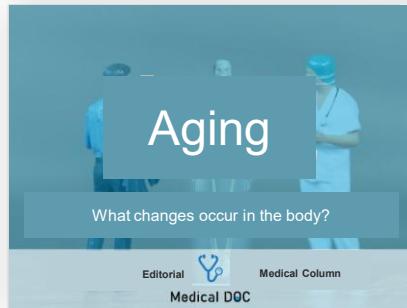


Enabling a Dual Approach for Clinics to Increase Revenue and Reduce Costs

Medical Information content provided by Our Company through Medical DOC

GENOVA

Medical Information Articles



Medical and Dental Columns

Approx. 3,270 articles

- Supervised by a wide range of healthcare professionals, including doctors, dentists, pharmacists, nurses, and physical therapists
- Provides information on various diseases, symptoms, and preventive care
- Explained clearly from the user's perspective



Articles on fighting illness

Approx. 440 articles

- In-depth stories based on real patient experiences
- Informative and thought-provoking messages for readers
- Raises awareness of the importance of early detection and seeking care



News articles

Approx. 910 articles

- Timely updates on the latest medical and health news
- Covers a wide range of health-related topics
- Focused on practical, everyday themes relevant to readers' lives



My Medical Records

62 articles

- Medical insights shared through the real experiences of celebrities
- Highly reliable explanations provided by medical specialists
- Reaching a broad audience across all age groups



Articles on illnesses and symptoms

Approx. 3,370 articles

- Searchable by both diseases and symptoms
- High credibility backed by supervision from medical specialists
- Comprehensive database organized by body part and category



Medical Information content provided by Our Company through Medical DOC

GENOVA

Advertising articles and videos for medical institutions

Articles introducing Medical Institutions

MDOC-R

Approx. 8,970
articles



- Introducing Clinics from a Third-Party Perspective with a Focus on “Information Credibility”
- Highlights the clinic's features and strengths
- Designed to guide users to the clinic's official website and help them learn more in detail if interested

Branding Articles

MDOC-B

Approx. 688
articles



- Region-focused Ad Distribution
- Enables demand generation among patients
- Promotes awareness of treatments and enhances recognition as a specialist in the field

Basic Information Page

MDOC-C

Approx. 150
articles

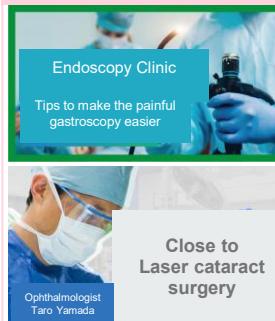


- Clearly displays basic information about the clinic
- Allows clinic search based on location
- Includes messages from doctors, clinic features, and promotional text

Treatment Videos

MDOC-V

Approx. 900
videos



Close to
Laser cataract
surgery

Clinic Visit Reports

Approx. 1,500
videos



- Experience-Based Articles Featuring On-Site Clinic Visits
- Articles based on clinic visits and interviews, showcasing the first visit process and treatments with photos
- Detailed the clinic's atmosphere, staff interactions, and accessibility

Case Reports



- Focused on doctors' clinical cases
- Showcasing cases highlights each doctor's expertise
- Especially common in aesthetic dermatology, orthodontics, implants, and cosmetic dentistry

Medical DOC Articles Distributed Free to General Users SAMPLE GENOVA

Title

Explaining the signs of “acute aortic dissection”: It occurs suddenly without any initial symptoms. Introducing the causes and treatments

公開日:2023/0/0 更新日:2023/0/0

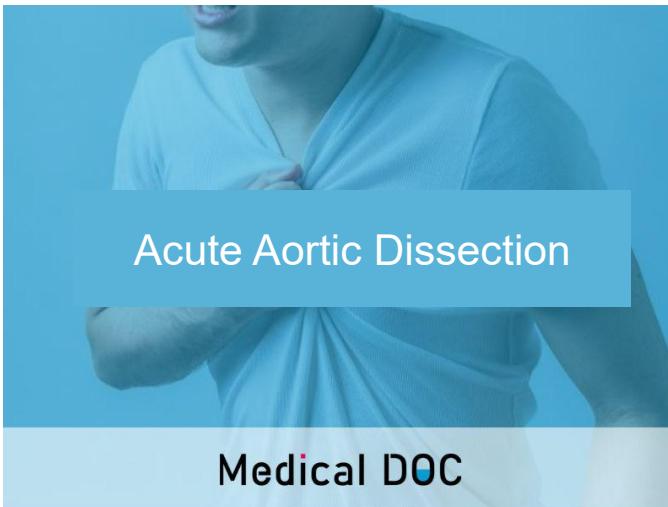


Image Photo

Lead Article

“Acute aortic dissection” is known as a dangerous disease with a high risk of sudden death. **It is characterized by its sudden onset without any warning and is said to be particularly common in the elderly.**

Dr. Yamada of GENOVA Clinic gave us a detailed explanation of what should be done to protect lives from acute aortic dissection, its causes, treatment methods, etc.



Editorial Doctor :

Dr. Taro Yamada (GENOVA Clinic)

 See further profile

Editorial Doctor Profile

Table of Content

目次 -INDEX-

- > 急性大動脈解離の前兆を医師が解説 吐き気や胸・背中に痛みがあれば 初期症状・発症のサインかも?
- > 高血圧や糖尿病の人は前兆・自覚症状がなくても注意!
- > 急性大動脈解離になりやすい人の特徴と原因
- > 血管が裂けてしまう原因は食生活やストレスも関係する?
- > 急性大動脈解離の治療法や予防法
- > 編集部まとめ
- > 医院情報

Article

Explains the signs of acute aortic dissection: If you experience nausea or pain in your chest or back, could it be an early symptom/sign of onset?



Editorial Doctor Explanation

編集部 

急性大動脈解離について教えてください。



山田先生

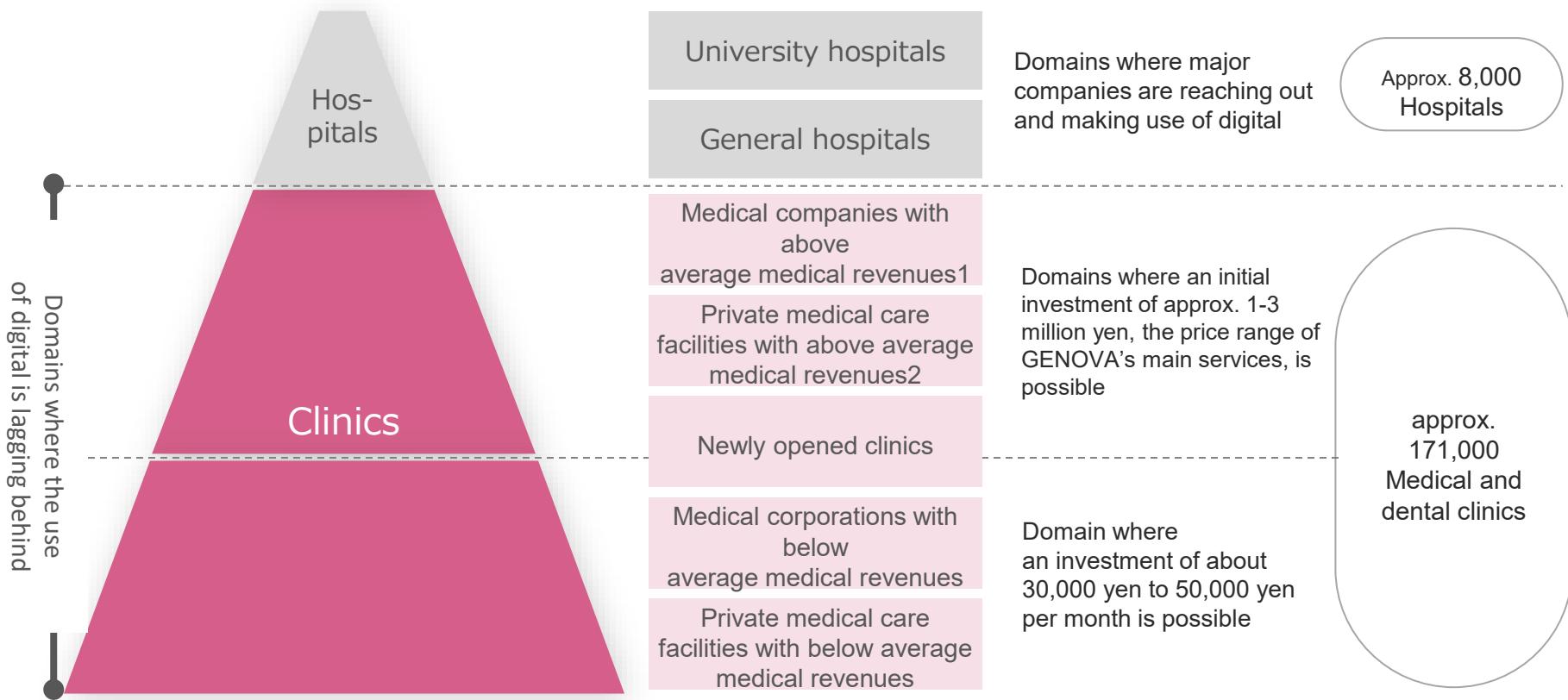
まず、大動脈は心臓から全身へ血液を送り出す、人体の中で最も太い血管です。急性大動脈解離とは、この大動脈が何らかの原因により、裂けてしまった状態のことです。

Title	<p>【2023】 15 Implant Clinic Recommendation in Shibuya</p> 	Phone # & Clinic Link	<p>03-1234-5678</p> <p>ホームページ</p>																								
Name of Clinic		Image Photo ②	<h3>About GENOVA Implant Clinic</h3> 																								
Traits	<p>1 min walk</p> <p>Certified Clinic</p> <p>Instructing Doctor</p>	Clinic Introduction	<p>GENOVA Dental Clinic is a dental clinic located on the 1st floor of Shibuya Hikarie in Shibuya, Shibuya-ward, Tokyo. We focus on orthodontic treatment among our medical services, which include general dental treatment and the provision of implants. While valuing our basic philosophy of "orthodontic treatment that doesn't remove the teeth as much as possible," we help improve medical accuracy. You can receive highly specialized orthodontic treatment that utilizes a variety of advanced medical equipment and a wide variety of orthodontic techniques.</p>																								
Image Photo①		Clinic Traits	<h3>Traits about GENOVA Implant Clinic</h3> <p>Reliable care beyond just orthodontic treatment!</p>																								
Clinic Information	<p>JR Yamanote Line / Ginza Line Shibuya Station 1 min walking distance</p> <p>2-21-1 Shibuya, Shibuya-ward Tokyo</p> <p>Google map</p> <h3>Google MAP</h3> <table border="1"><thead><tr><th>診療時間</th><th>月</th><th>火</th><th>水</th><th>木</th><th>金</th><th>土</th><th>日</th></tr></thead><tbody><tr><td>11:00～13:00</td><td>●</td><td>●</td><td>●</td><td>●</td><td>●</td><td>★</td><td>-</td></tr><tr><td>14:30～19:30</td><td>●</td><td>●</td><td>●</td><td>●</td><td>●</td><td>★</td><td>-</td></tr></tbody></table> <p>★ : 10:00～13:00/14:30～19:00</p>	診療時間	月	火	水	木	金	土	日	11:00～13:00	●	●	●	●	●	★	-	14:30～19:30	●	●	●	●	●	★	-	Detailed Page Directory	<p>Medical room designed with privacy and infection control!</p> <p>Examination and diagnosis by a doctor certified by the Japan Orthodontic Society!</p> <p>GENOVA Implant Clinic Introductory Page</p>
診療時間	月	火	水	木	金	土	日																				
11:00～13:00	●	●	●	●	●	★	-																				
14:30～19:30	●	●	●	●	●	★	-																				

Target Markets

GENOVA

- GENOVA targets medical care facilities for our generation of revenue, targeting the domain of clinics.



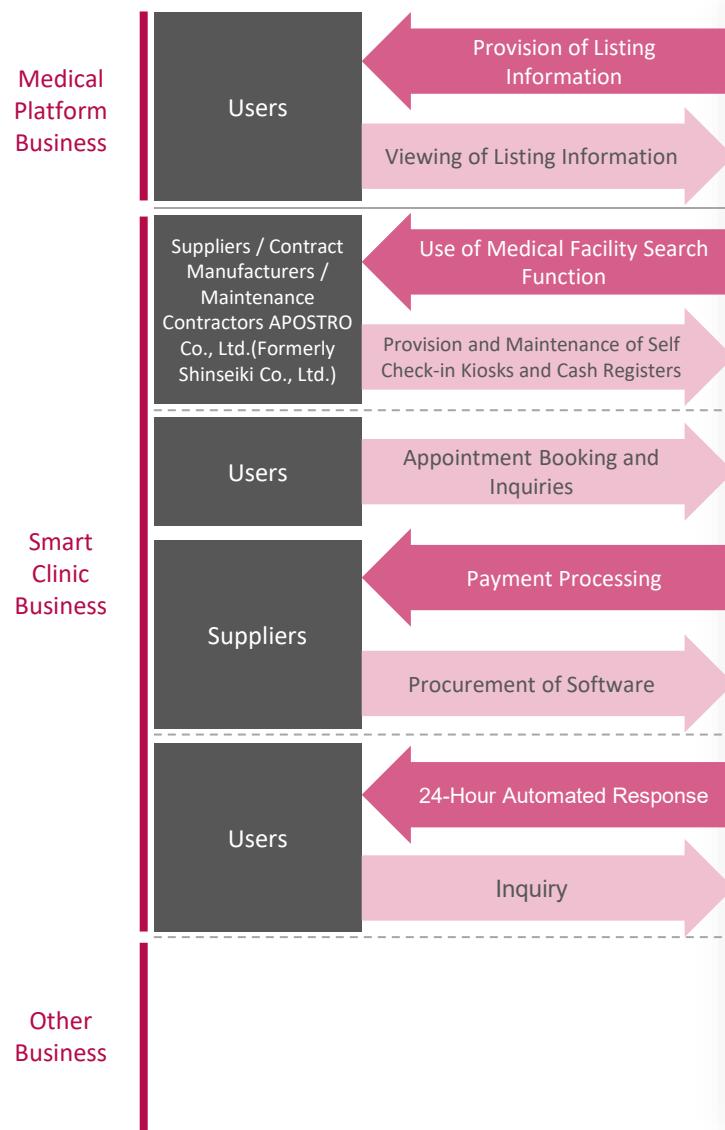
¹ The following figures from the Central Social Insurance Medical Council's Report on the 23rd Survey on Economic Conditions in Health Care (2021) are used as the average medical business income of medical corporations.. Medical department: Medical business income per facility: approx. 160 million yen (for medical corporations/general clinics as a whole). Dental: Medical business income per facility: approx. 100 million yen (subject: medical corporations/dental clinics).

² The following figures from the Central Social Insurance Medical Council's Report on the 23rd Survey on Economic Conditions in Health Care (2021) are used as the average medical business income of medical corporations.. Medical department: medical business income per facility: approx. 91 million yen (target: individual/whole general practice). Dentistry: Medical business income per facility: approx. 46 million yen (target: individual/general dental clinics).

Business Models

GENOVA

- GENOVA's business model is to provide various fee-based services to medical care facilities.



Medical DOC

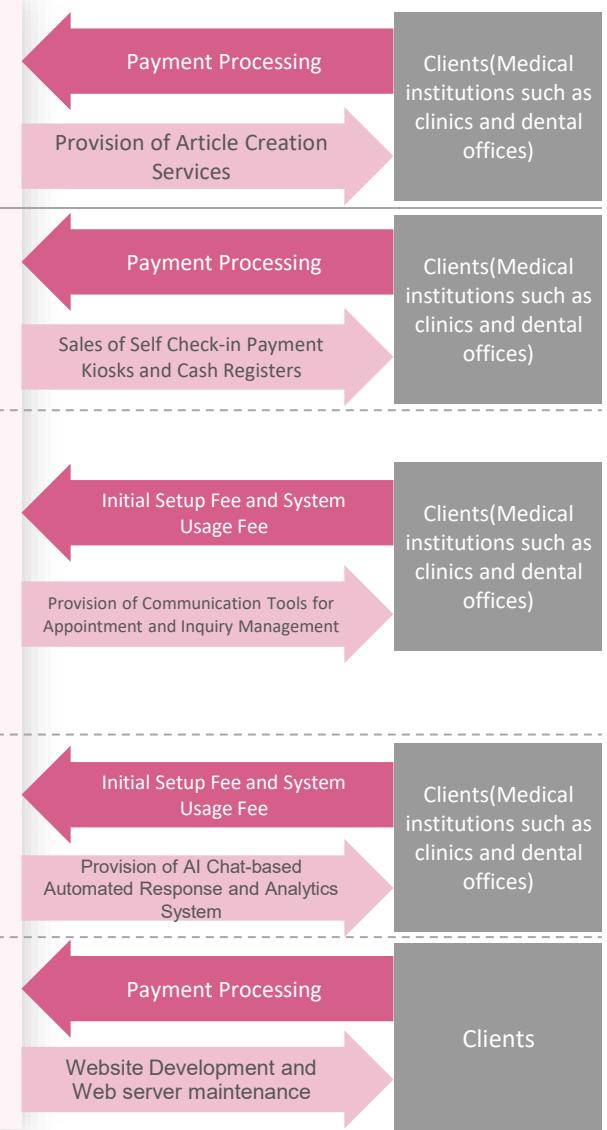
Specialized Media

NOMOCA-Stand
NOMOCA-Regi
NOMOCA-Desk

 **CLINIC BOT**

 **NOMOCA-AIchat**

Our Company
GENOVA DESiGN Co., Ltd
Tomoki (Dalian) Technology
Development Co., Ltd.



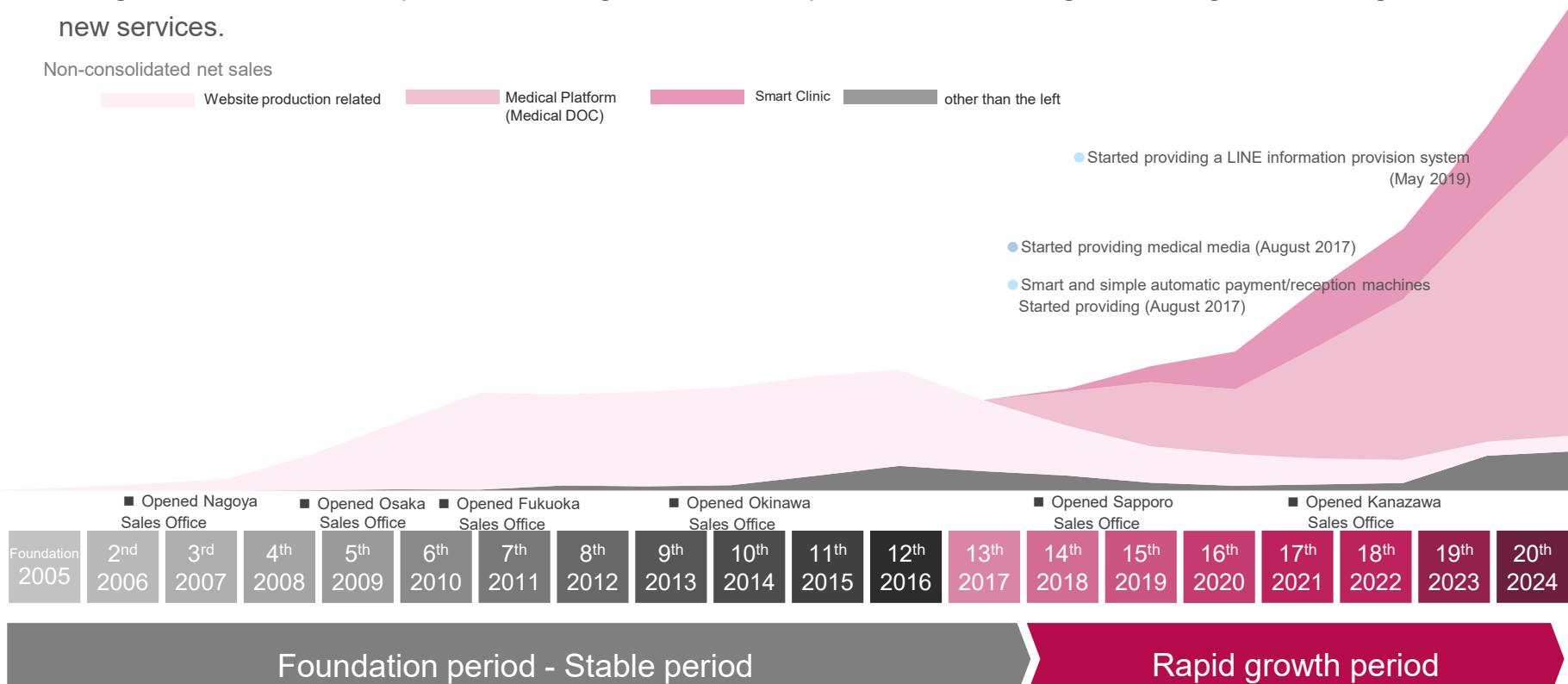


01 16,000 Medical Care Facilities Contact Points and Client Contacts Cultivated Over Our 19 Years of History

GENOVA

- Using our customer contact points, which began with website production, we have grown through the coverage of new services.

Non-consolidated net sales



- Produced websites mainly for medical care facilities, aiming to solve asymmetric information
- Received orders on an ongoing basis through a series of updates in line with the times, such as mobile compatibility

- Achieved further growth through sales of medical media to existing customers and smart and simple automatic payment/reception machines

Created contact points with existing clients¹ 16,000² accounts

1. Company's definition of an existing client is not a client with whom an ongoing transaction has occurred, but a client with whom a transaction has occurred at least once in the past.

2. Cumulative number of customers with at least one previous transaction as of end of FY3/2025 Q4

The number of our accounts is managed on a per-corporation basis, so that even when a corporation has multiple medical care facilities, they are counted as one account.

02 Services solving challenges of medical care facilities

GENOVA

- With a background in providing value to patients and users, we provide services that assist medical care facilities in solving their challenges.

MEDICAL PLATFORM

Medical Platform Business

Providing value to clients...

Articles that accurately approach the patient population you want to attract
Matching users with the right medical care facilities



By augmenting and revealing medical information through free articles, we reach out to many patients, etc., who then view the paid articles and videos introducing medical clinics, leading to visits to those clinics.

Patients who match the medical care facility's area of expertise come to hospitals/clinics

SMART CLINIC

Smart Clinic Business

Providing value to clients...

Solving personnel cost, recruitment, and management challenges
Providing a pleasant healthcare experience for patients



In medical administrative tasks, efficiency in billing and reception handling reduces patient waiting time, while at the same time providing cost benefits by reducing the number of personnel and overtime hours.

Cost savings over 5 years: 10 million yen

1 Bonuses training costs management costs etc

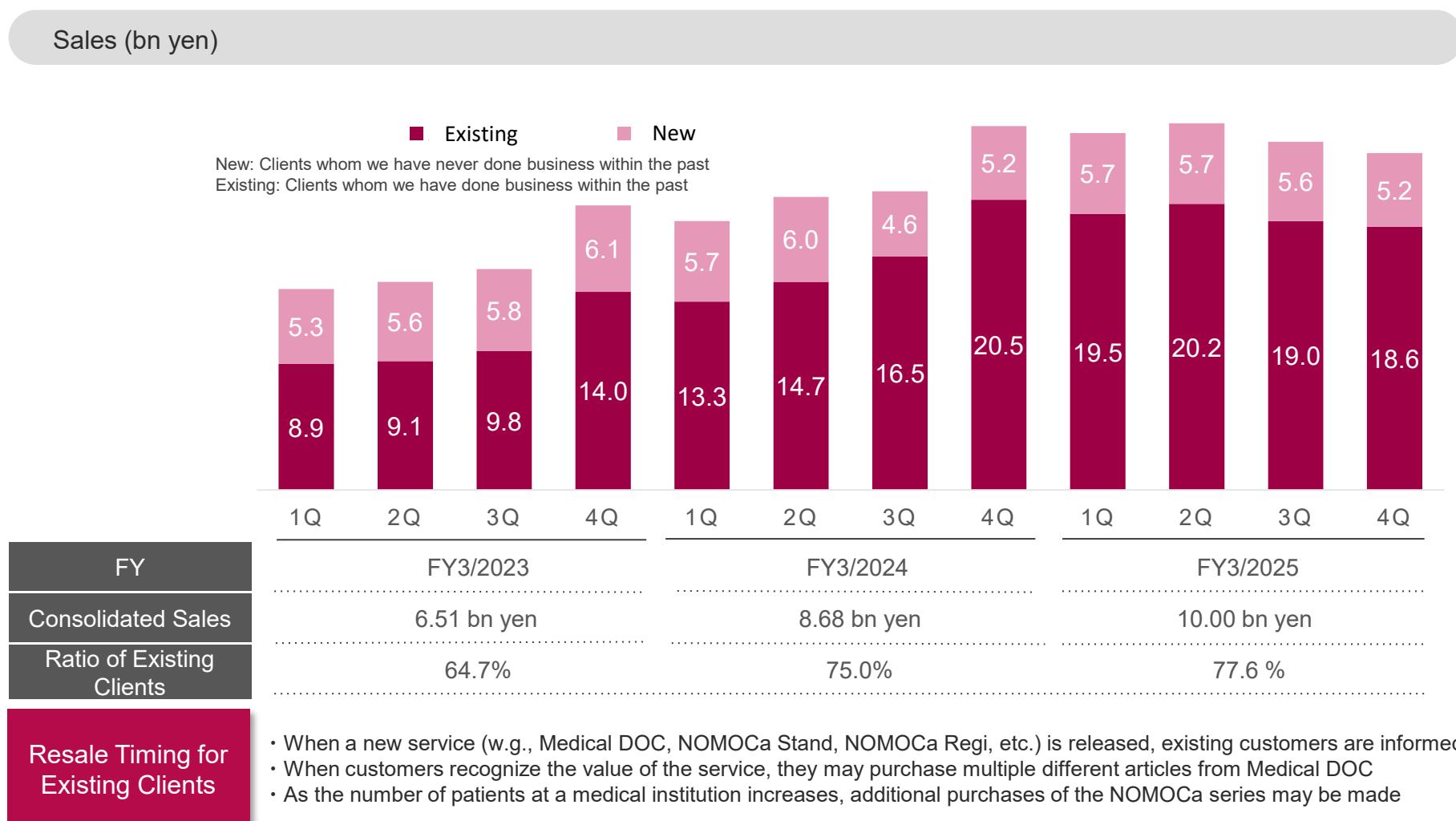
1. Bonuses, training costs, management costs, etc.
2. Typical 5-year labor costs for medical office personnel in a clinic (payroll: 200,000 yen/month Legal welfare cost: 30,000 yen/month Transportation cost: 5,000 yen/month Overtime: 10,000 yen/month Job advertisement cost: 300,000 yen)

3. Initial and maintenance costs for our NOMOCa stand

03 Consistent level of existing client sales ratio through reselling and cross-selling

GENOVA

- Although GENOVA has adopted a flow-type revenue model, it has been able to generate a certain level of sales through cross-selling and reselling to existing customers by leveraging our contact points¹ with the 16,000 medical care facilities that we have cultivated over our 19-year history.



1. As of end of FY3/2025 Q4

*Excluding fixtures, NOMOCa stand customization costs, additional website and CLINIC BOT production costs, etc.

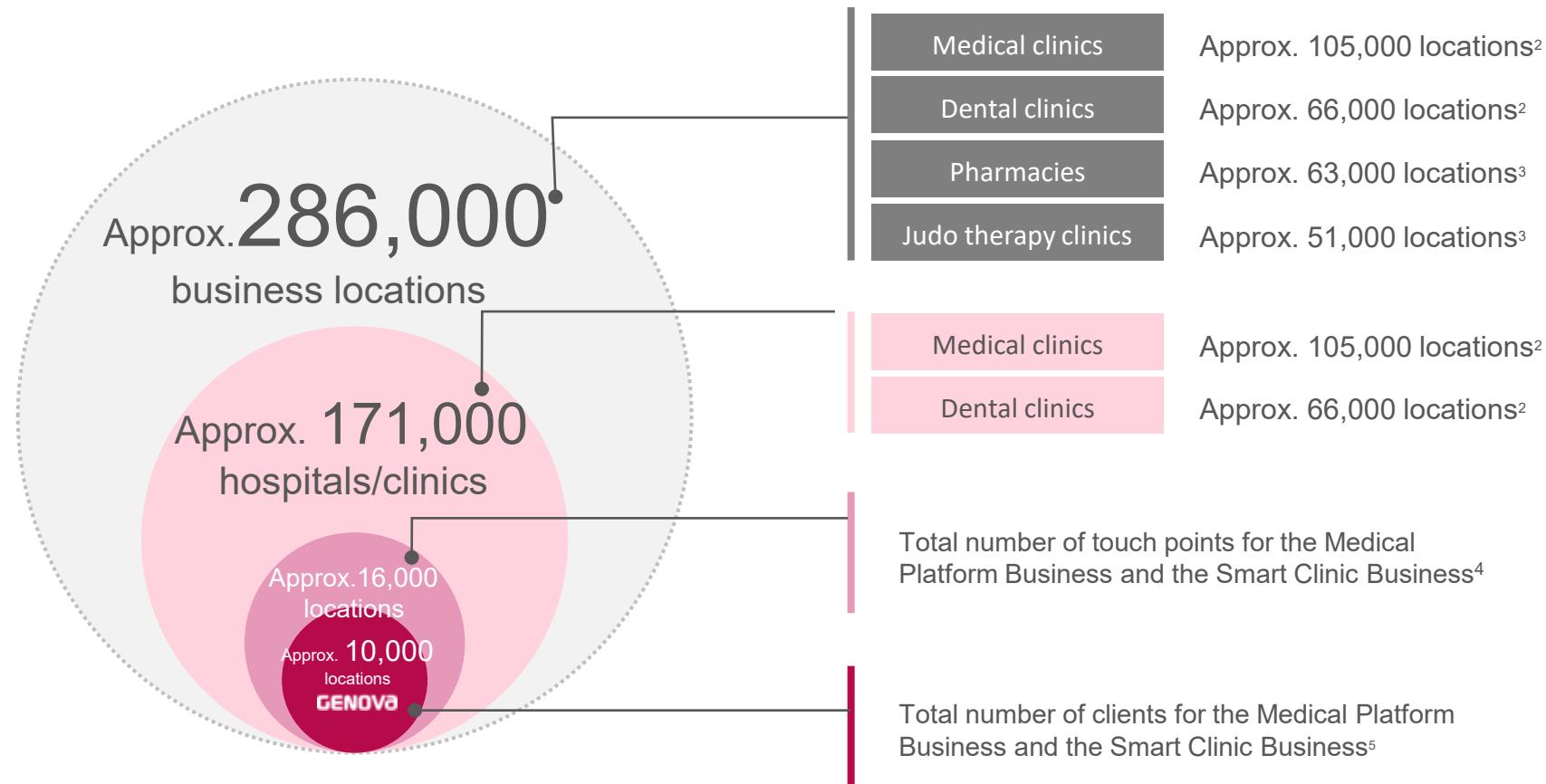
*Client sales are added for new and existing clients who had their first and second contracts in the same quarter, respectively.

*The opinions of the audit firms have not been obtained for the figures

04 Vast market in Medical Care Facilities and Peripheral Domains¹

GENOVA

- Currently, GENOVA's main target is dental and medical clinics



1. The contents of this slide are based on various assumptions and do not constitute a guarantee or promise of the realization of any future plans or figures described herein

2. Based on the 2025 (Reiwa 7) Survey of Medical Facilities (Dynamic Survey) and Hospital Report

3. Based on the FY2024 (Reiwa 6) Health Administration Report (Statistics on Healthcare Workers).

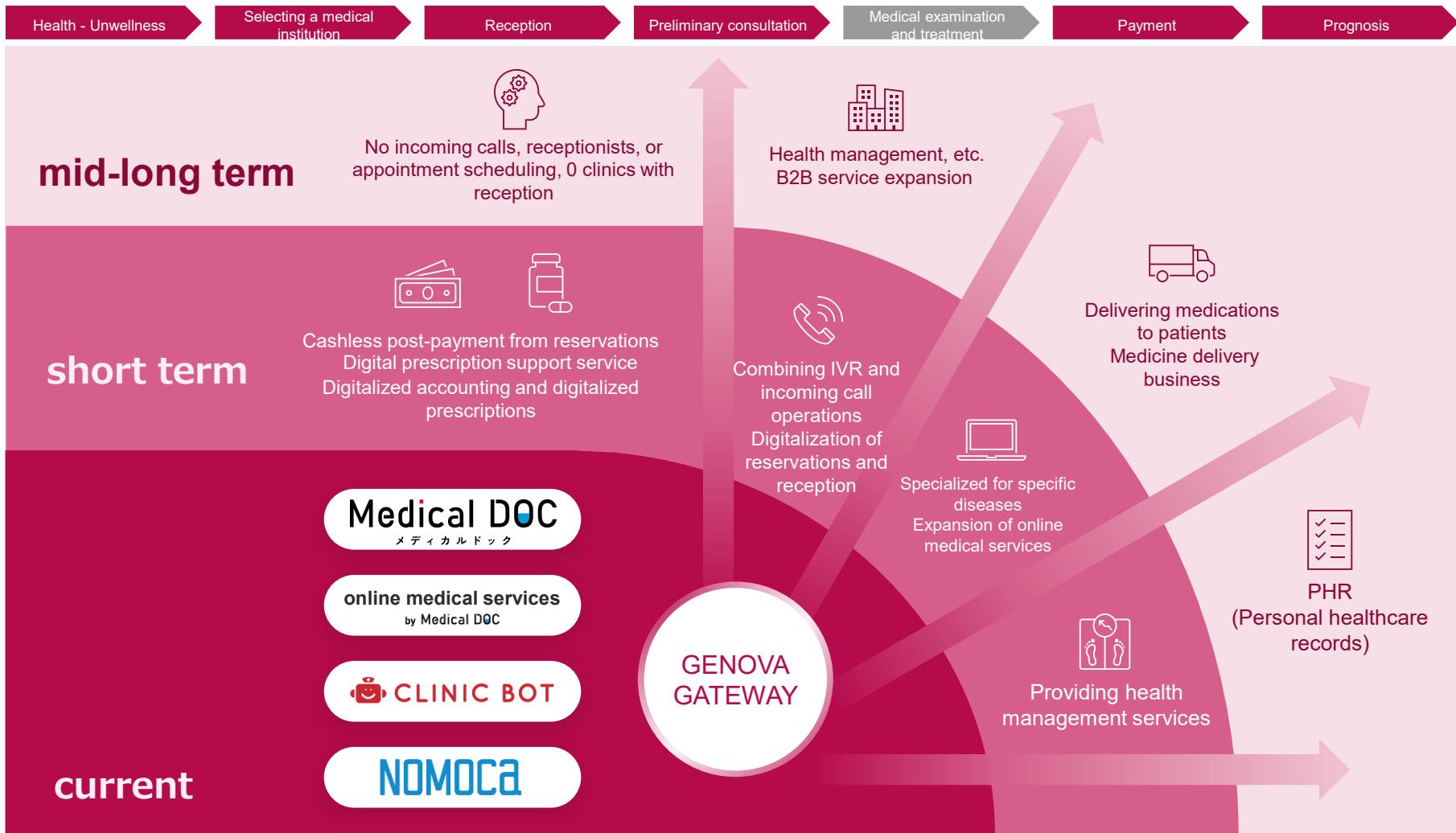
4. The number of client touchpoints in the Medical Platform and Smart Clinic business segments since FY3/2018 (the start of both businesses), as of the end of FY3/2026 Q1.

5. The number of clients who have signed service agreements in the Medical Platform and Smart Clinic business segments since FY3/2018 (the start of both businesses), as of the end of FY3/2026 Q1.

Cross-selling Measures Based on the GENOVA GATEWAY Concept

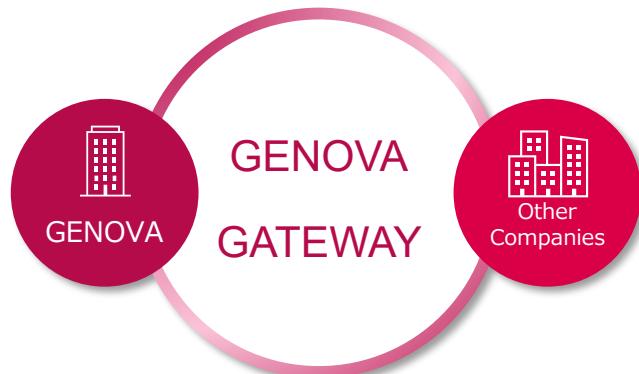
GENOVA

- Through GENOVA GATEWAY, GENOVA will combine its own and other companies' services to expand its service lineup and promote further cross-selling
- We aim to build contact points in domains other than direct medical treatment such as medical examinations and procedures



- By linking our own services with those of other companies, we have captured new markets

What is GENOVA GATE WAY ?



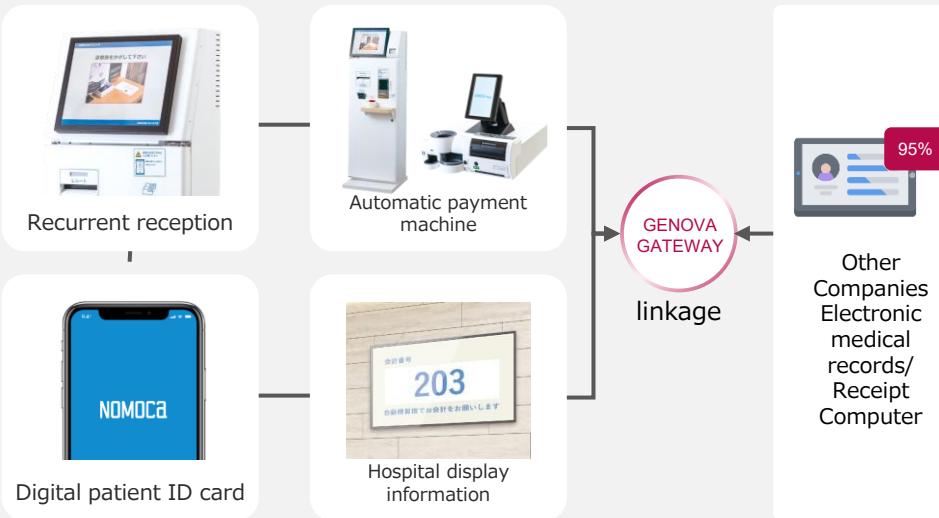
Connecting
other companies
to our services

Planning

Capturing
new
markets

Case studies

By promoting the linkage of electronic medical records to the payment/reception machines, accounting data can be received directly from the electronic medical records, contributing to the reduction of medical administrative work.



Rather than developing all services on our own, we will provide new value by combining the services, know-how, and knowledge of other companies. We aim to capture a competitive edge by specializing in areas to further solve challenges based on the revenue we have earned.



By promoting collaboration, new services that contribute to improved productivity can be provided

MISSION Creating a healthy society by connecting people and Medical care

VISION Creating the 21st Century Medical Care Infrastructure/
Maximizing Patient Convenience and Clinic Productivity through Clinic Automation

Materiality① **Advances in Clinic Automation with Medical DX**

Materiality② **Creating organic and non-continuous growth**

Society

- Increase in medical expenses
- Prevention and promotion of uncontrolled diseases
- Expansion of lifestyle-related diseases
- Polarization of society
- Healthcare-related data linkage
- Inequality and lack of economic opportunity

Clients (Medical Institutions)

- Improve productivity (Hospital DX)
- Improved employee satisfaction

Clients (Patients)

- Access to correct medical information
- Reducing waiting time
- Increased healthy population through early testing and improvement

Realization of MISSION

Solving social issues
through Business

**Strengthening of
Management Base**

Materiality③
**Strengthen information
security and
improve governance**

Business Management

- Information security measures
- Cyber security measures

Materiality④
**Strengthening human
Capital based on cultural
empathy**

Employee

- Empathy with GENOVA Culture
- Recruitment of human resources with an emphasis on education
- Team play
- Health Management

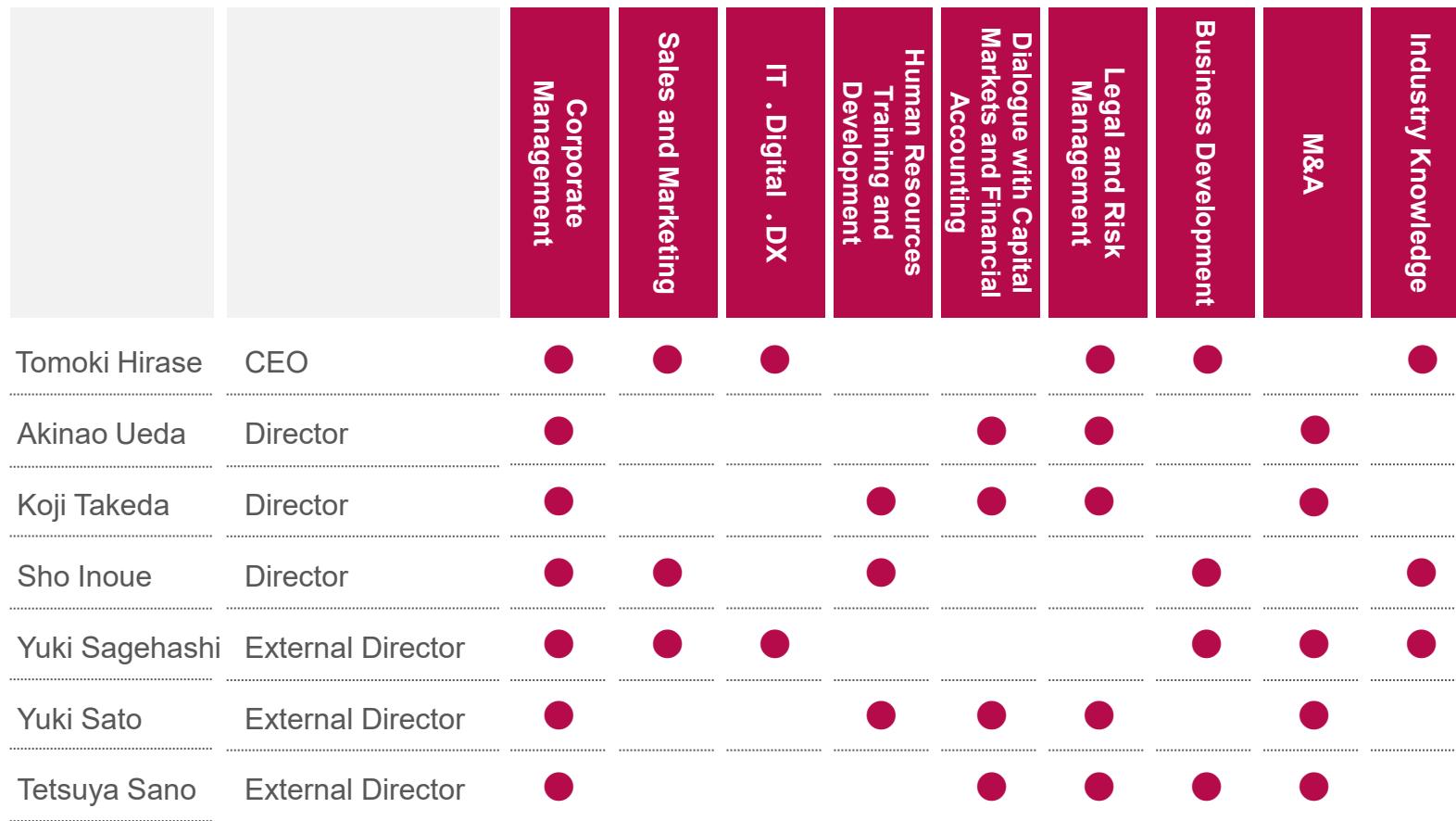
Materiality⑤
**Understanding the
Business Impacts
of Climate Change**

Global

- TCFD compliant

About Skill Matrix

- As part of our efforts to strengthen our governance structure, we have visualized the skill matrix of our current management team
- We have been identifying the skills needed in the medical field surrounding our company and have been hiring professionals who are capable of handling this field. We will continue to strengthen our management team so that we can constantly improve our organization



In order to continue to create further discontinuous growth in addition to the organic growth of our two main businesses, the Medical Platform and Smart Clinic businesses, we will strengthen new commercial products and seek new M&A opportunities and business alliances/partnerships.

As long as GENOVA's mission is "create a healthy society by connecting people and medical care," we will pursue and provide services that better fit the needs of our users.

M&A / Alliance

Strengthening New Product Development

Expansion of Smart Clinic Business

Expansion of Medical Platform Business

Current
position

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GENOVA

Creating a healthy society by connecting people and medical care