

FY3/2026 Q2 Earning Results and Company Overview

GENOVA, Inc.

TSE Prime Market: 9341 JT

GENOVA

1 Business Overview

2 FY3/2026 Q2 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

4.97 bn yen

(△3.3% YoY)

FY3/2025 Q2 5.14 bn yen

Operating Profit

△0.04 bn yen

YoY (-)

FY3/2025 Q2 1.22 bn yen

Number of contracts signed this fiscal year²

2,978

(△10.4% YoY)

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

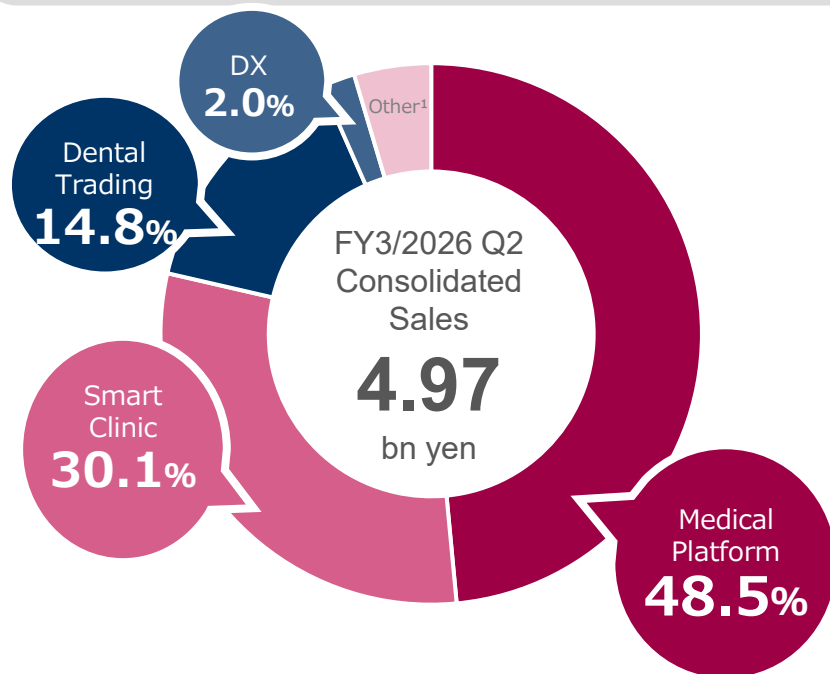
*Includes the number of clinic visit reports

Number of existing clients²

Approx. 17,000

*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

PV YoY
15.5%
DOWN

17,736 Articles*
16.47 mn PV

+2,834 Articles YoY, **△3.01** mn PV YoY

※Includes articles freely distributed to the general users



Smart Clinic Business

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

2,636 machines

+426 machines YoY



1. Sales other than Smart Clinic and Medical Platform include website production, server management, consulting, and other sales. These segment accounted for 4.6% of total sales.

2. Figures are for GENOVA and GENOVA DESIGN. Data for ASANO Corporation is not included.

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)



MEDICAL ARTICLES

New Articles

Liver cancer survival rate

Supervised by physicians
Are you aware of the survival rate for liver cancer? Symptoms and treatment methods are also covered! [Supervised by physicians]

甲斐 浩 医師
TOYO関西支社健康管理室長兼医師



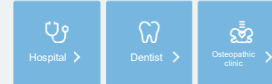
Do you know the process and cost of Medical weight loss (Medical dieting)? Doctor's explanation

CLINIC SEARCH

Search from the current location



エリア・駅から探す



Online Medical Support

Newly opened Clinic

MEDICAL ARTICLES

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

2,256 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



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)

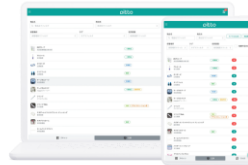
Inquiries/ Incoming Calls/ Appointments/
Medical Questionnaires



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

Automation

Reduction



Clinic

Guiding users to the appropriate medical facility

Medical DOC

16.47 mn PV per month



WEB search

Area × fields

Area × symptoms

Area × treatments

News site

YAHOO! ニュース JAPAN

SmartNews

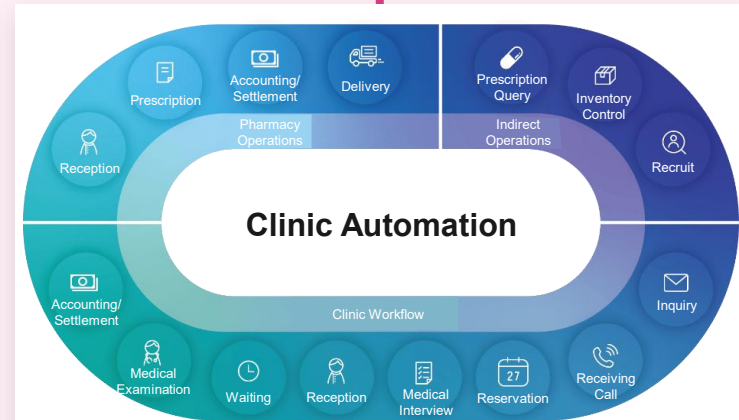
LINE NEWS

グノシー

SNS



Medical Platform Business



Hardware Service

Automating reception and payment

Software Service

Automating inquiries/ calls, booking/ medical questionnaires/ payments/ medication delivery/ inventory/ ordering

Others

Reducing patient stress during wait times

Smart Clinic Business

Providing a comfortable healthcare experience



General Users (Patients)

- 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



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 pharmaceuticals• Development and sales of cloud services for dental clinics• Design 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 or 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

Dental Trading Business

Company-
Wide budget
Achieved

Major Category Performance

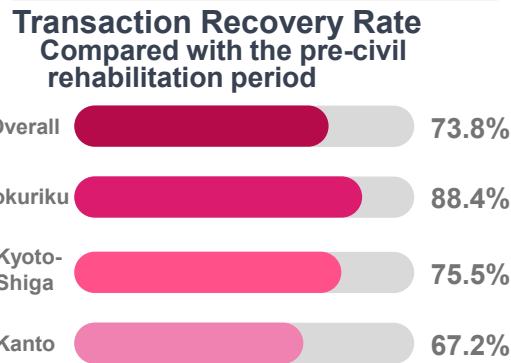
Two major categories, each accounting for over 30% of sales, have achieved budget targets

Materials and Pharmaceuticals Sales

Transactions with most manufacturers and trading companies have been successfully restarted, ensuring smooth product distribution

Machinery Sales

Sales of dental equipment showed strong performance, particularly in CAD/CAM systems and CT scanners for self-pay medical treatments



HR and Recruitment Plan

Recruitment Strategy for Market Expansion
In anticipation of future market growth, recruitment in strategic regions has been prioritized

Active Recruitment



Future Policy
By strengthening recruitment efforts, the expansion of market share will be accelerated, particularly in the Kanto region, where transaction recovery has been slow.

Additionally, we will promote operational efficiency by hiring separate sales personnel for sales and logistics delivery.

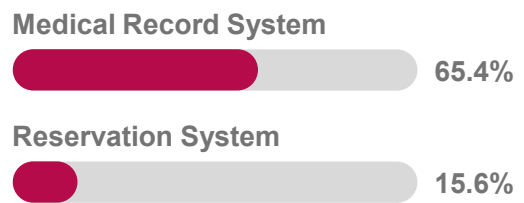
DX Business

Company-
Wide budget
Work in Progress

Subscription Model Progress

The previous cash payment contracts have been discontinued, transitioning to a subscription-based model to increase the number of contracts.

Budget Achievement Rate



Current Challenges
While both services have shifted from the traditional cash payment contracts to the subscription model to increase contract volume, obtaining referrals from partner companies remains a key challenge.

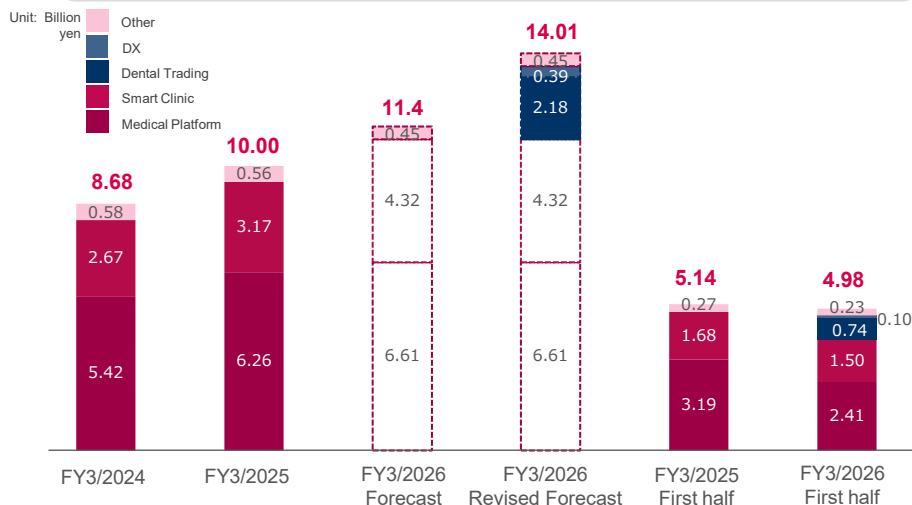
FY3/2026 Q2 Financial Highlights

FY3/2026 Q2 Financials and Three-Year Executive Summary

GENOVA

- Sales for FY3/2026 Q2 showed a recovery from the previous quarter's progress, although they were insufficient to make up for the shortfall in the first-half plan. On the operating profit side, due to sluggish sales growth and the impact of provisions for doubtful accounts, the result was an operating loss of 40 million yen.

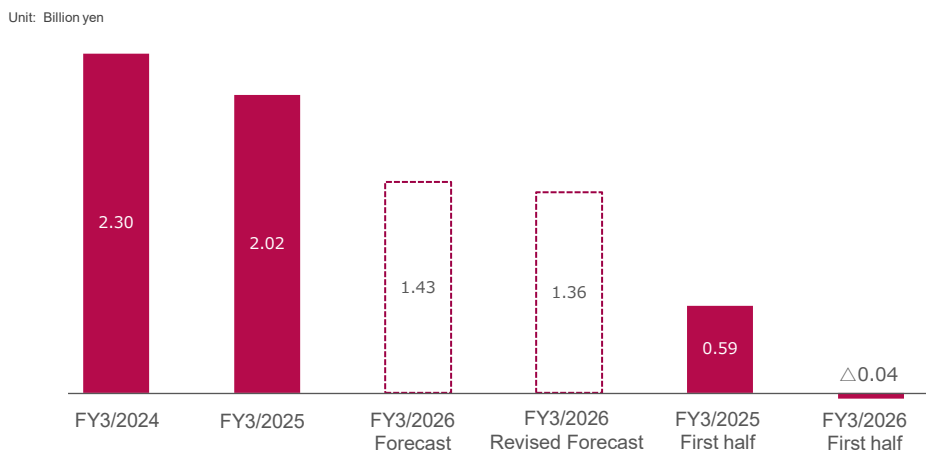
Consolidated Sales



Consolidated Summary

Unit: Billion yen	FY3/2024	FY3/2025	FY3/2026 Forecast	FY3/2026 Revision details	FY3/2026 First half	YoY Comparison
Net Sales	8.68	10.00	11.40	14.01	4.98	97%
Medical Platform	5.42	6.26	6.61	6.61	2.41	76%
Smart Clinic	2.67	3.17	4.32	4.32	1.50	89%
Dental Trading	-	-	-	2.18	0.74	-
DX	-	-	-	0.39	0.10	-
Other ¹	0.58	0.56	0.45	0.45	0.23	85%
Gross Profit	6.55	7.37	7.90	7.20	2.96	77%
Operating Profit	2.30	2.02	1.43	1.36	△0.04	△3%
EBITDA	2.30	2.02	1.43	1.67	0.05	4%
Recurring Profit	2.30	2.01	1.43	1.36	△0.03	△3%
Net Profit attributable to owners of the parent	1.72	1.41	0.97	0.90	△0.01	△1%

Consolidated Operating Profit



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

Consolidated Revenue Forecast for FY3/2026

- At the time of the Q1 FY3/2026 earnings announcement, we updated our results to reflect the consolidation of ASANO (for nine months), our subsidiary.
- For the FY3/2026 Q2 earnings announcement, we revised our first-half and full-year forecasts based on recent sales trends and the overall industry environment. In the current period, several overdue receivables have been identified as uncollected, and a provision for doubtful accounts has been recorded accordingly. We will continue to review their collectability and take appropriate action as needed.
- While ASANO’s earnings forecast itself remains unchanged, adjustments have been made to finalized figures for goodwill. This outlook does not factor in potential synergies, such as cross-selling, with GENOVA’s core operations.

Sales Comparison

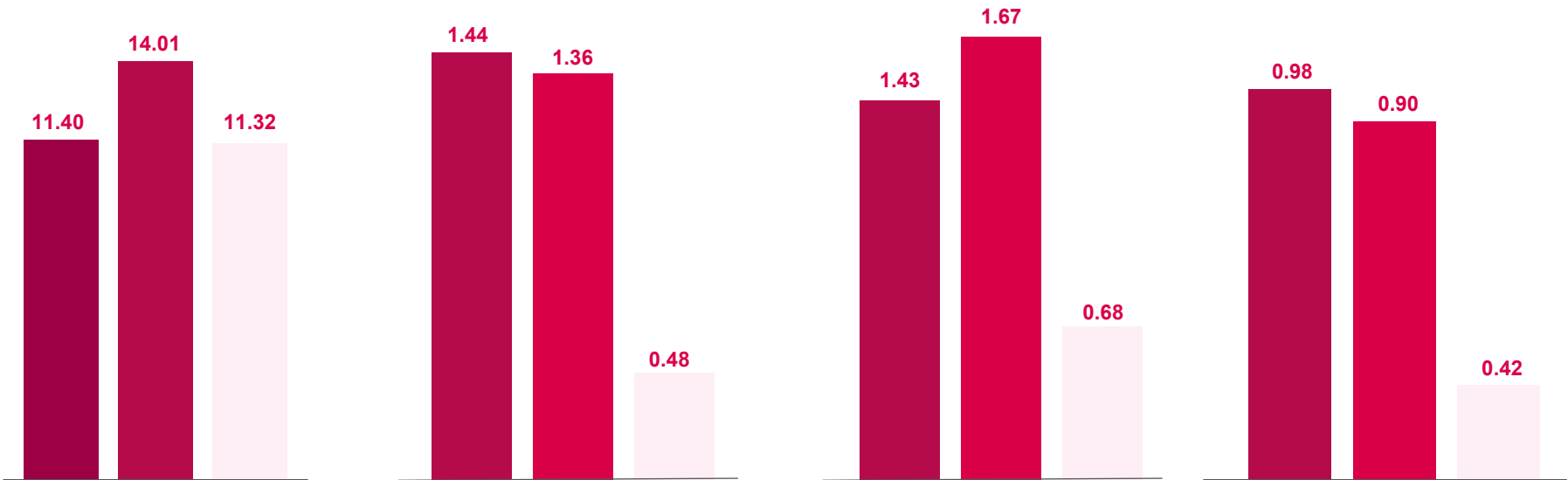
Operating Profit Comparison

EBITDA Comparison

Net Profit Comparison

Unit: Billion yen

- FY3/2026 Forecast
- FY3/2026 Revised Forecast (incl. ASANO)
- FY3/2026 Revised Forecast



Three-Year Executive Summary: Quarterly Sales by Business Segment

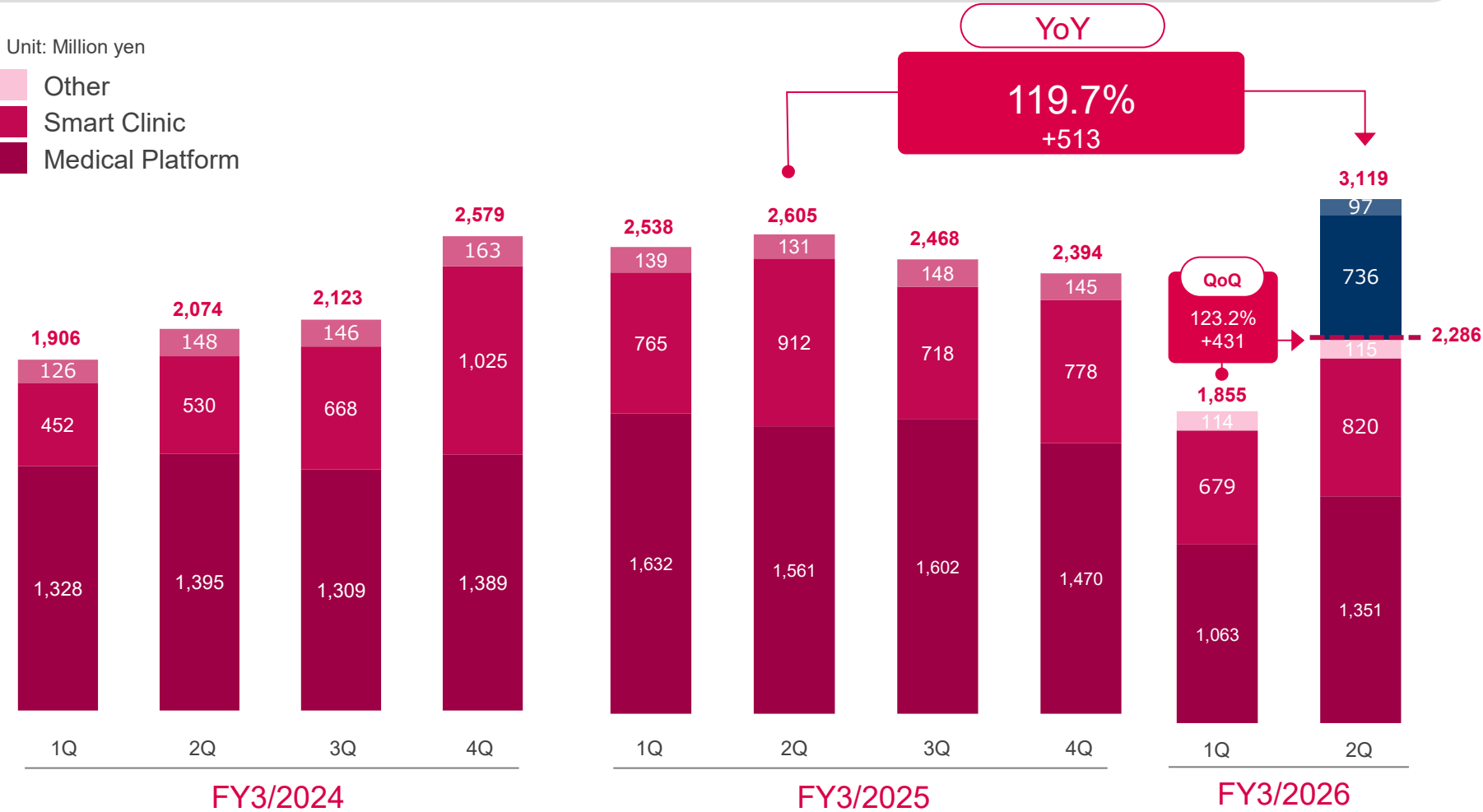
GENOVA

- Sales for FY3/2026 Q2 showed signs of recovery in both the Medical Platform business and Smart Clinic business, marking a turnaround from the slowdown trend observed up to the previous quarter.
- ASANO, which entered its first quarter as a consolidated subsidiary, has been progressing ahead of its conservatively set sales plan. On the other hand, the DX business continued to face challenges due to the increasingly competitive environment.

Net sales

Unit: Million yen

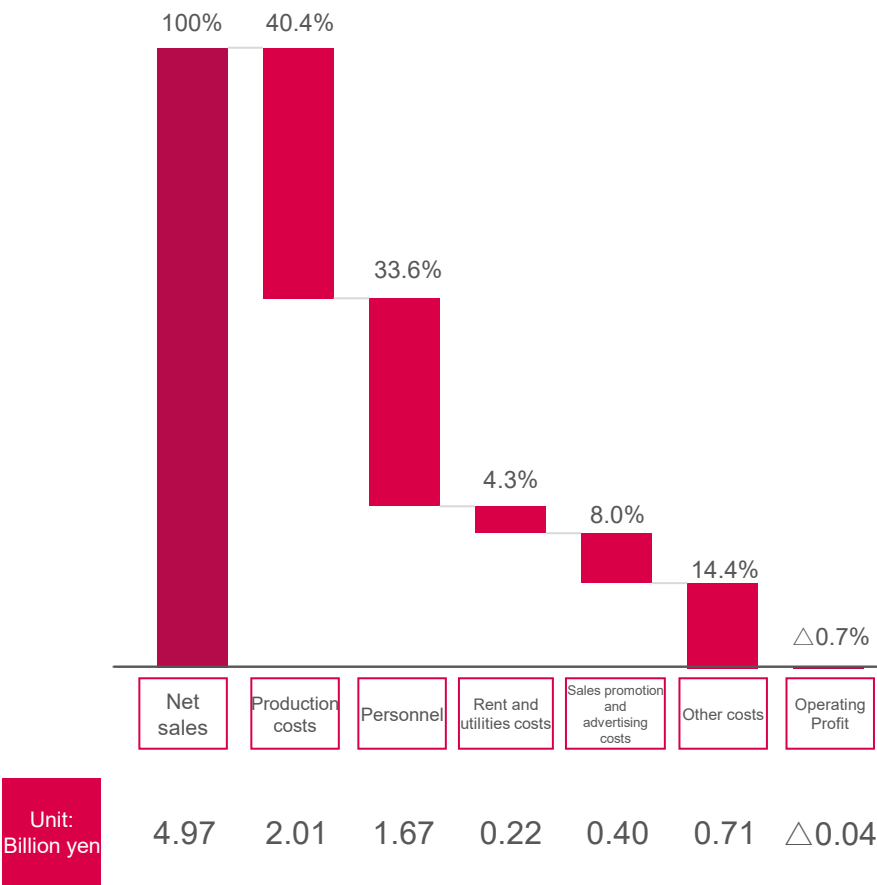
- Other
- Smart Clinic
- Medical Platform



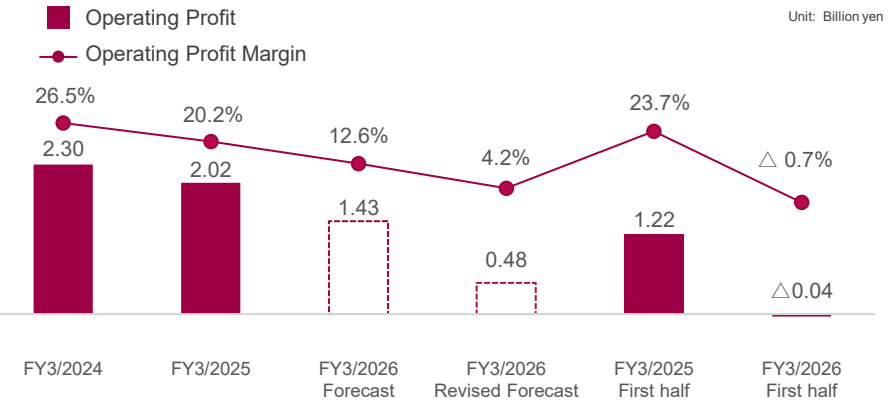
Profit Structure and Profit Margins

- Operating profit for FY3/2026 Q2 recovered from the prior trend of sluggish sales but fell significantly short of the plan, leading us to revise our earnings forecast.
- From the Q2, production costs increased compared to previous periods, reflecting the consolidation of ASANO. This is mainly because over 90% of ASANO's standalone revenue comes from its dental trading (distribution) business.

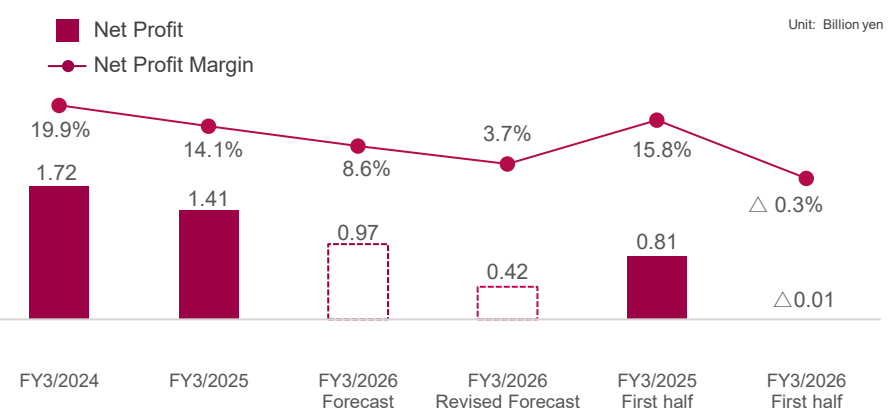
FY3/2026 First Half Consolidated Profit Structure



Consolidated operating profit



Consolidated net profit

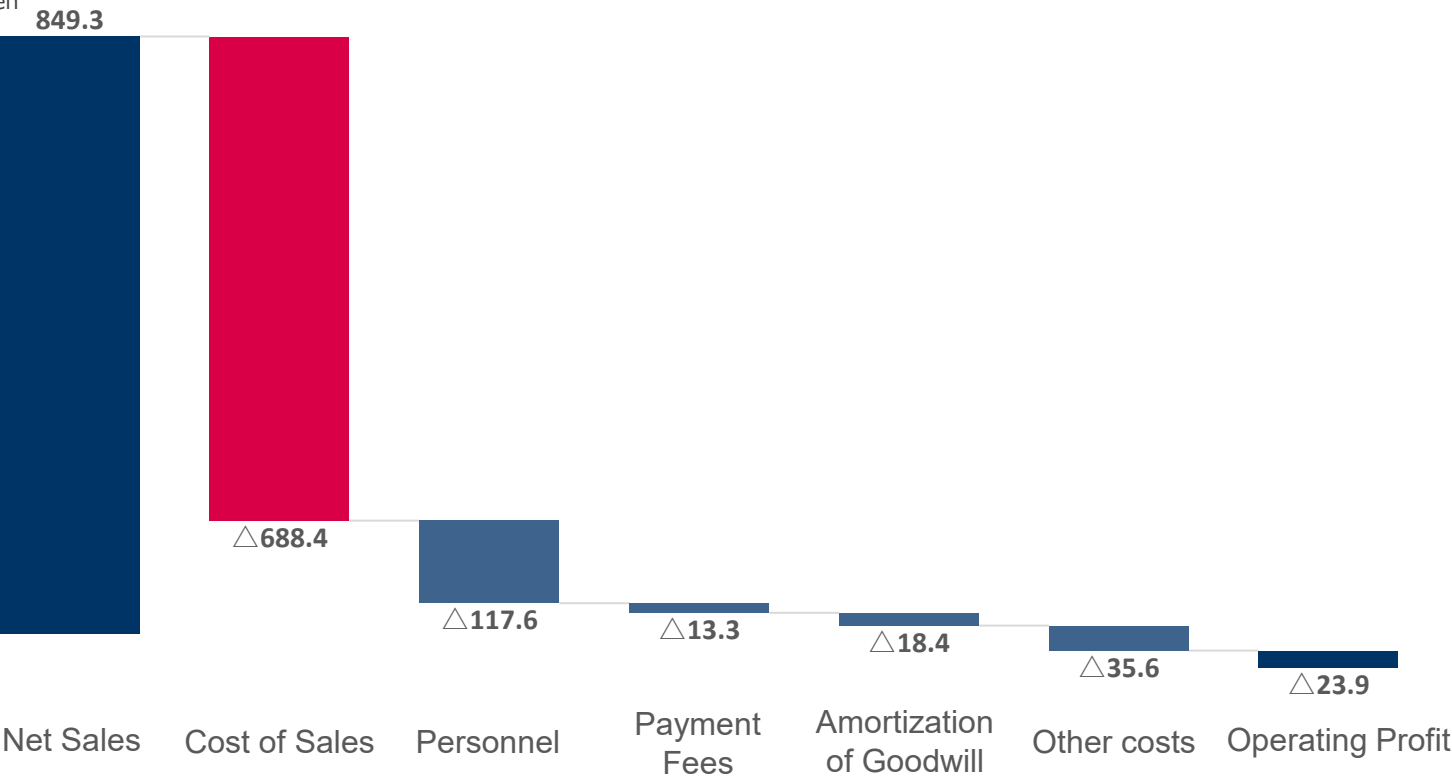


ASANO FY3/2026 Q2 Analysis of Changes in Standalone Operating Profit

- Since the former ADI.G Corporation underwent civil rehabilitation proceedings in December 2025, the number of transactions has recovered to approximately 70% of the level before the rehabilitation. However, the total transaction value remains at around 50%.
- However, the number of business partners resuming transactions has been steadily increasing each month. In addition, since performance forecasts have been conservatively estimated, progress is generally on track with the budget. On the other hand, recovery in the DX Business still faces challenges, and further execution of the recovery plan will be required in the second half of the fiscal year.

Summary

Unit: Million yen

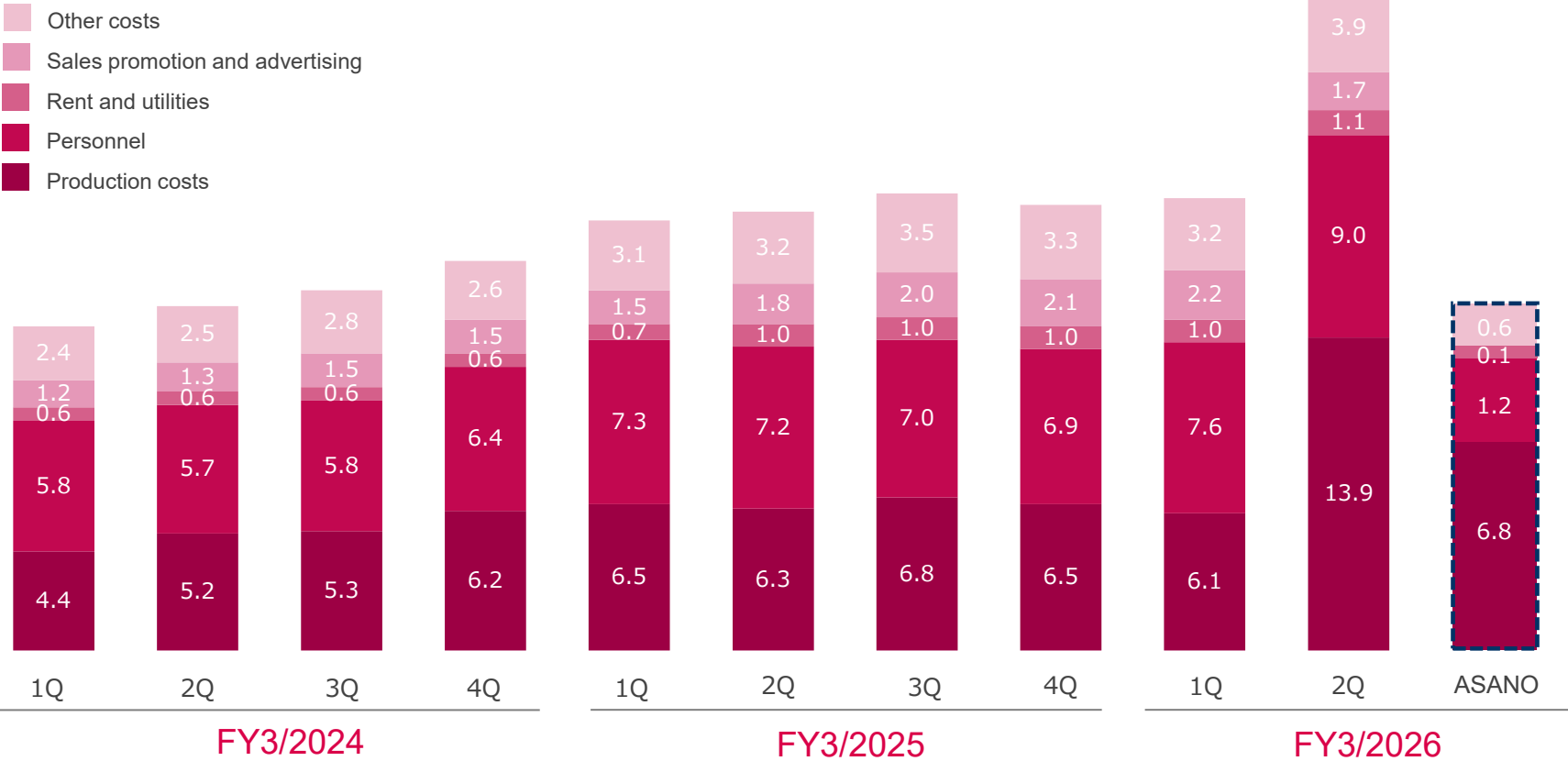


1. The former ADI.G Corporation had a fiscal year ending in May; however, ASANO Corporation adopts a fiscal year ending in March. Accordingly, the budget has been set for a nine-month period from July 2025 to March 2026.

Trends in Quarterly Expense Breakdown

- 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.
- In the FY3/2026 Q2, following the inclusion of ASANO into the group, each cost category showed an increasing trend. Accordingly, the breakdown of expenses for ASANO on a standalone basis is provided separately.
- Excluding ASANO, production costs have slightly increased based on the absolute amount of manufacturing expenses being on an upward trend due to an increase in sales of clinic visit report and hardware products. However, sales promotion and advertising costs have decreased due to the slowdown of sales in specialist sites.

Unit: Million yen

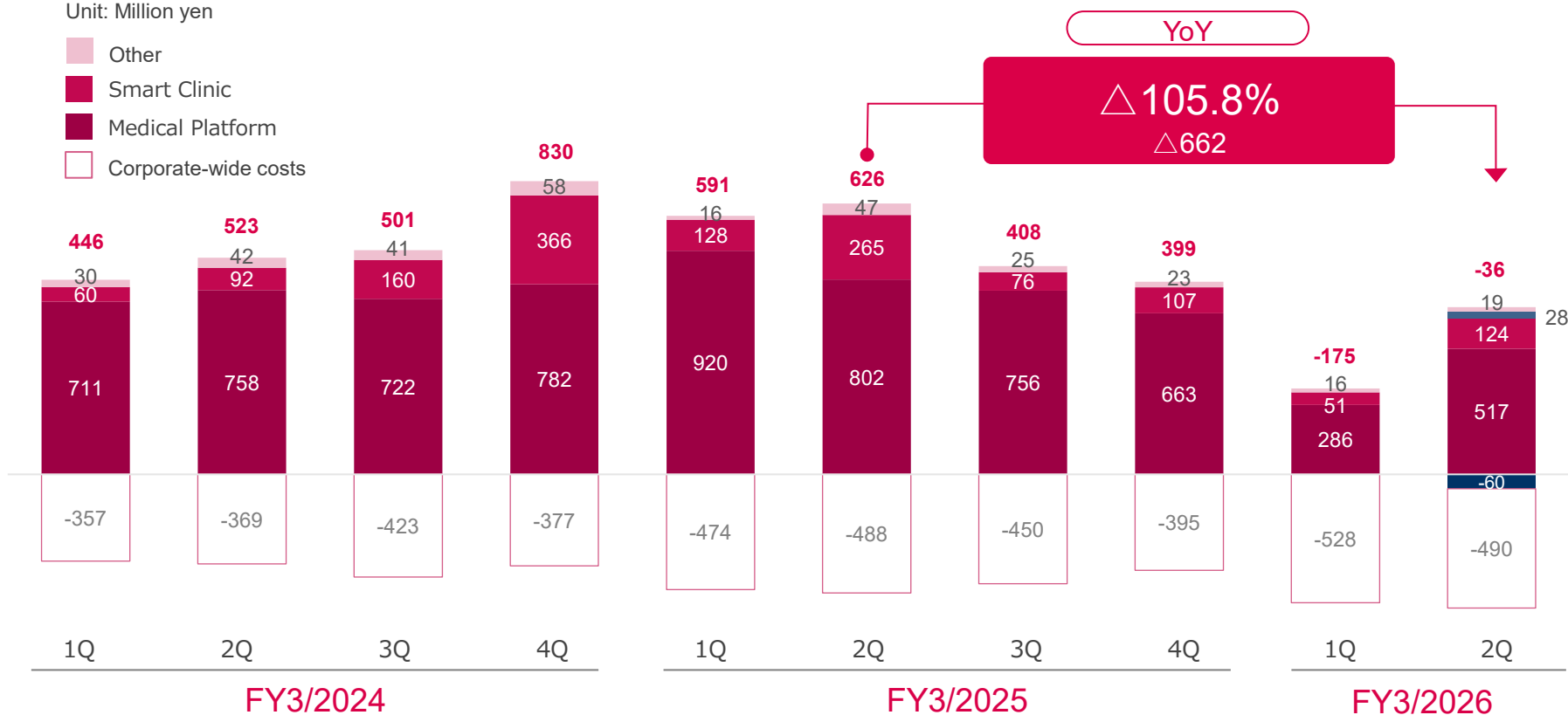
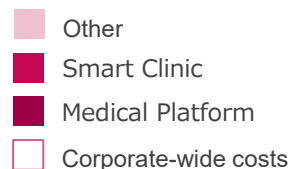


Three-Year Summary: Quarterly Operating Profit by Business Segment GENOVA

- For the FY3/2026 Q2, operating profit increased as the number of contracts in the Medical Platform Business recovered compared with the previous quarter.
- In the Smart Clinic Business, both hardware and software sales have also shown signs of recovery in contract volume, resulting in the highest quarterly operating profit in the past year.
- However, due to delays in the collection of certain receivables, an allowance for doubtful accounts was recorded, which had an impact on operating profit. The review and resolution of these cases are expected to be completed by the end of December.

Operating Profit

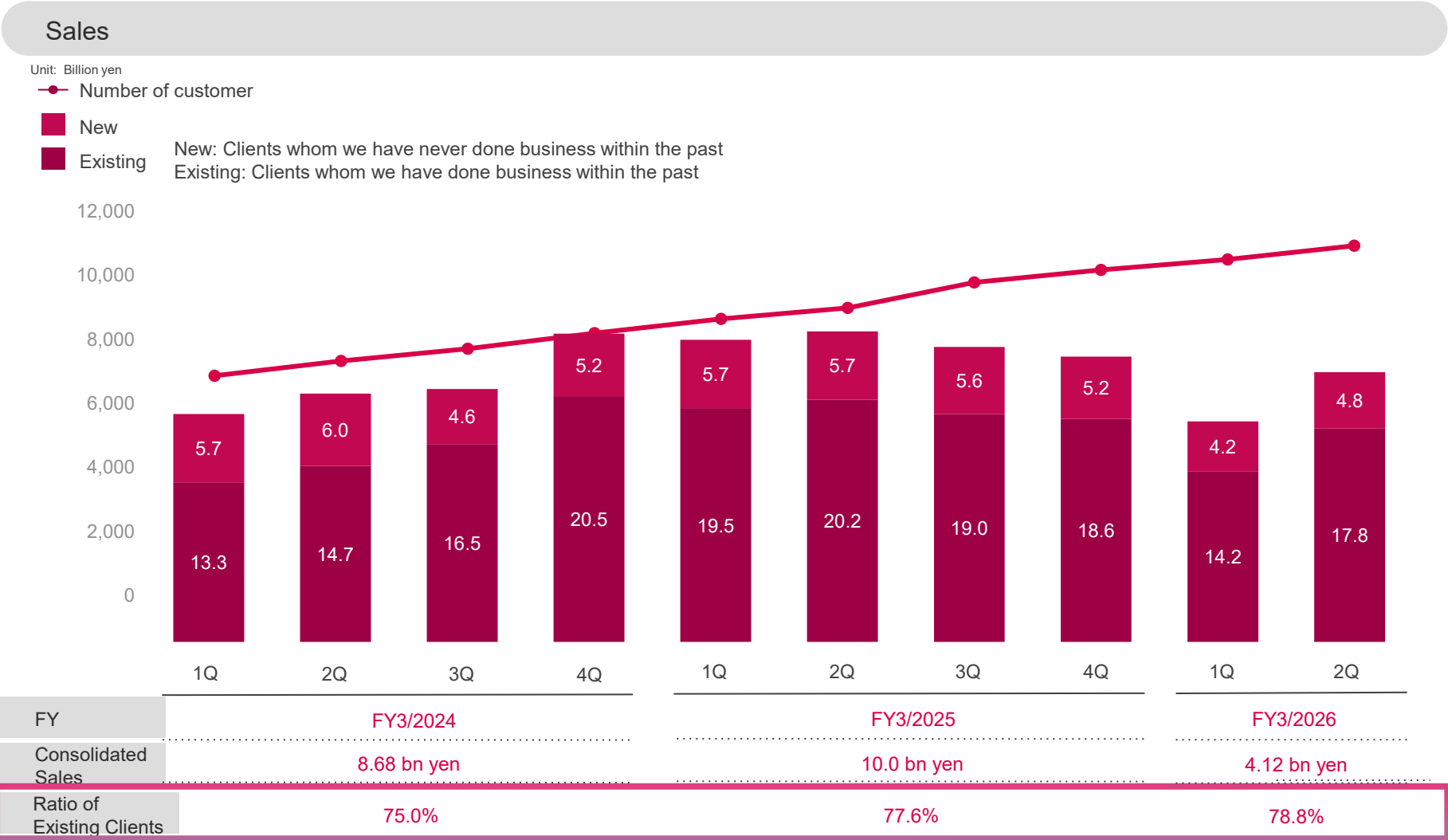
Unit: Million yen



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 17,000 touch points of medical institutions that we have cultivated over our 20-year history



1. As of the end of FY3/2026 Q2

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

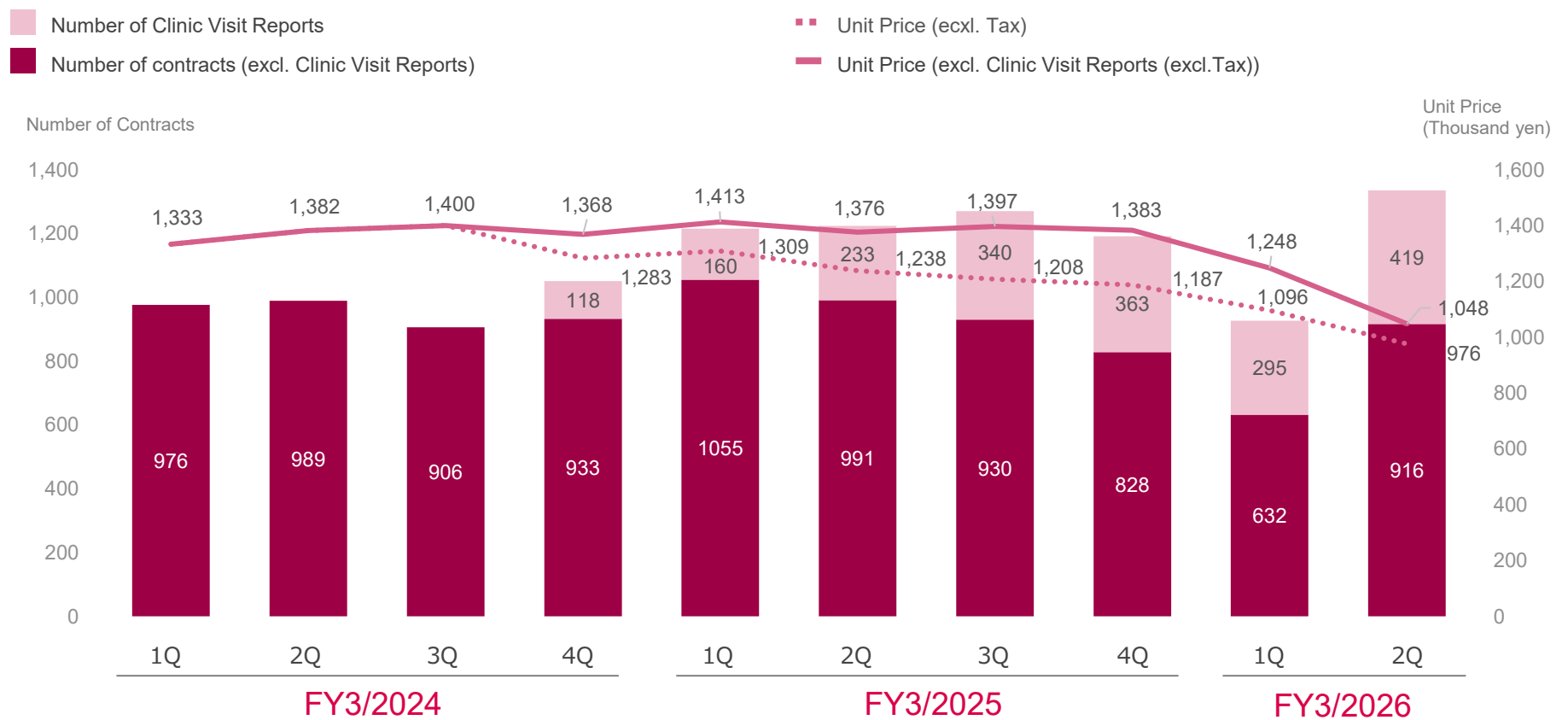
*Client sales are added for new and existing clients who had their first and second contracts in the same quarter, respectively.

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

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Number of Contracts and Unit Price of Medical Platform Business GENOVA

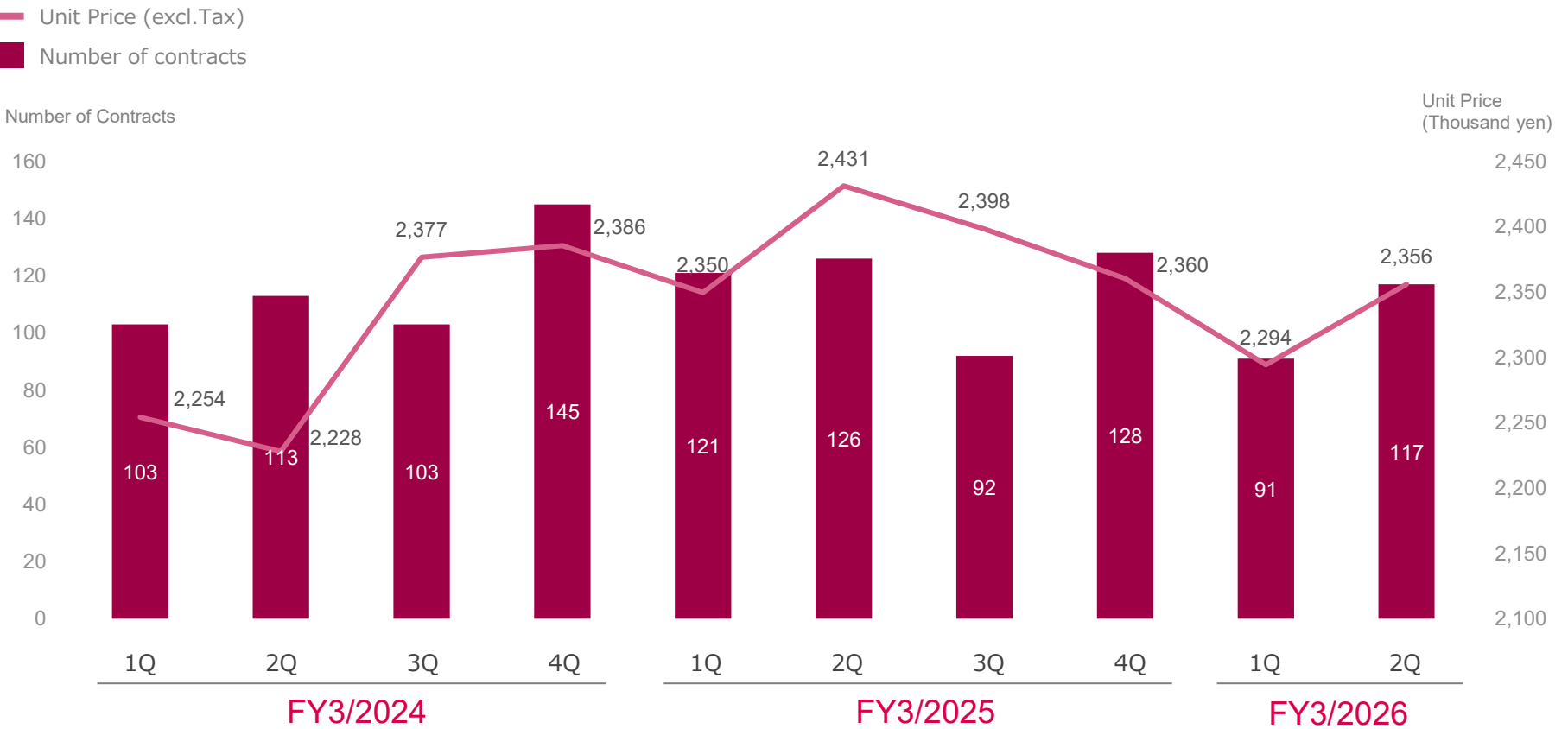
- As a key indicator influencing business performance, the number of service contracts, which make up the revenue, is presented¹
- In FY3/2026 Q2, the number of contracts for the Medical Platform and the sales of Clinic Visit Reports recovered.
- The main reason for this recovery is that discounted plans and other pricing options, introduced with the Medical Platform Business in the current period, have contributed significantly to the number of orders. As a result, the average of unit price shows a decreasing trend.
- Clinic Visit Reports structure and visualize on-site information that cannot be reproduced by generative AI, reducing information asymmetry and enabling users to make informed medical decisions, which has increased the number of contracts.



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

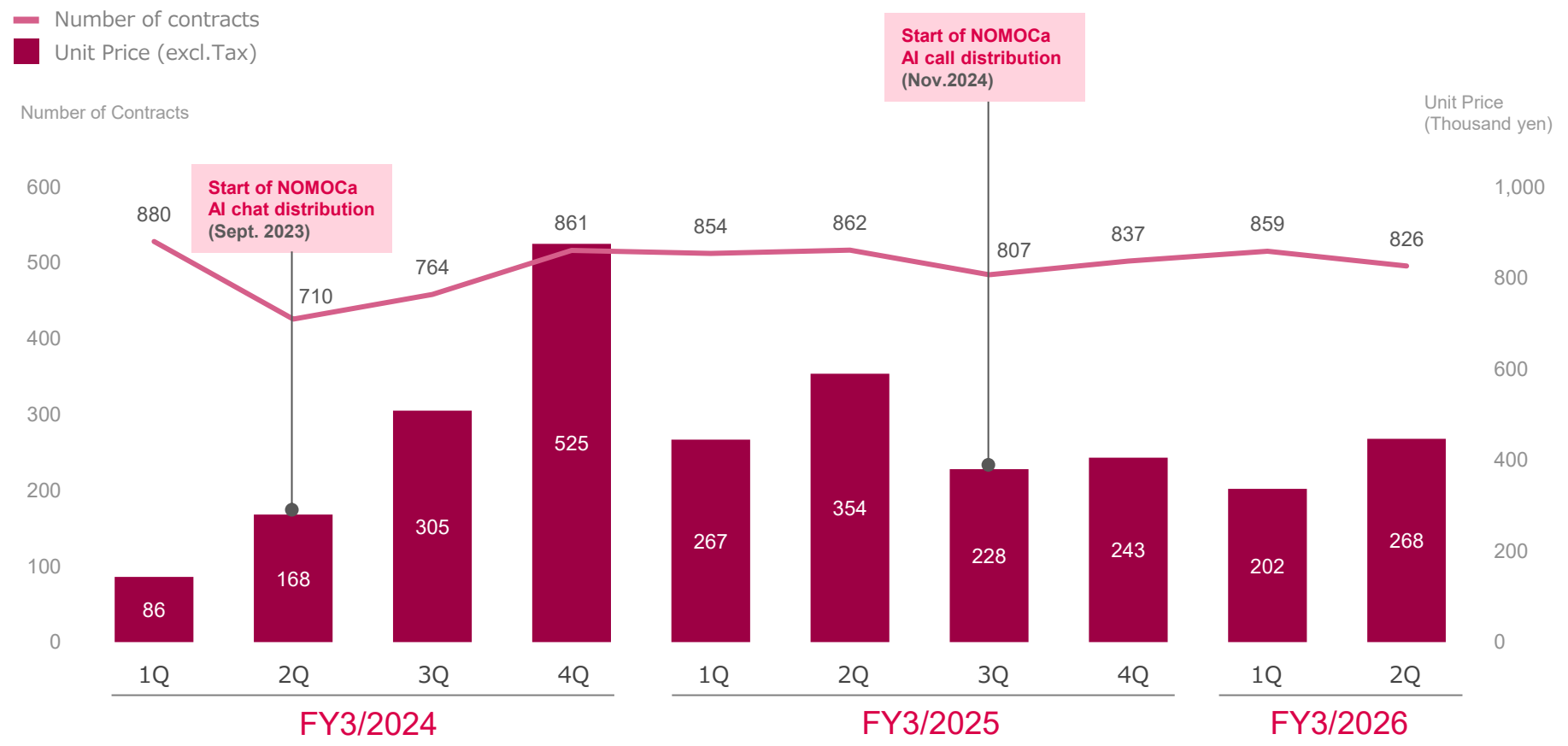
- The number of service contracts², which constitutes sales, is a key performance indicator affecting operating results
- In the Smart Clinic Business, the number of contracts has been recovering from the previous quarter's bottom. The strengthening and development of the sales team is gradually showing results and contributing to improved productivity.
- Among high-volume contracts, the NOMOCa Desk continues to lead, resulting in a rebound in the average unit price.



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
- The number of NOMOCa AI chat contracts was on the rise in the Q2 of the FY3/2026. The main reason for this is thought to be an improvement in proposal capabilities due to updates to AI functions.
- On the other hand, although the number of NOMOCa AI call users, which began trial use in Q3 of the previous fiscal year, is on the rise, it has not yet made a significant contribution to sales. We believe that further improvements in functionality will be required to increase the number of contracts in the future.



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

Service Overview

Voice DX solution to replace clinic phone operations with AI.
Voice automated response service reduces reception workload and improves operational efficiency

New Features [Ver.2]

We added a transfer schedule setting function, enabling the system to automatically recognize the current date for more accurate transfer schedule management. In addition, we enhanced the recording and playback functions to further improve user convenience.

Voice Playback

Member ID: 12345
Phone number: 12-3456-7890
Conversation Category:
Caller Information: Test GENOVA

Voice: ▶ 0:00 / 0:03 🔊 ⋮

◎転送スケジュール設定

通話転送スケジュール 例外転送設定

2025年11月

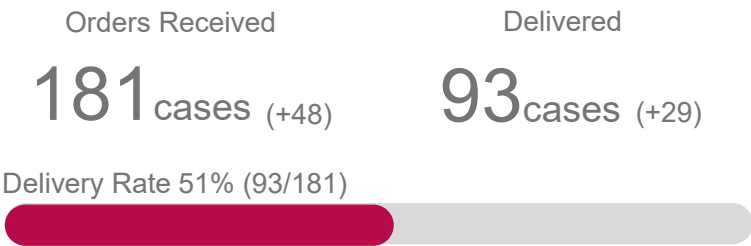
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16	17	18	19	20	21	22
基本転送設定	基本転送設定	基本転送設定	基本転送設定	基本転送設定	基本転送設定	基本転送設定

※Sample image

AI Solutions Department

Establishment of the AI Solutions Department to create a dedicated team for NOMOCa AI call
Centralized development, sales, and support to enhance implementation speed and service quality

Business Progress (FY2025 Results)



(Overview)

In the first half of FY2025, the number of orders increased significantly to 181, up 48 from the Q1, maintaining strong performance. Deliveries also expanded by 29 to 93, and the delivery rate improved from 48% to 51%.
This was the result of standardizing implementation support and customization proposals based on the sales process established in the Q1. In particular, the strengthened support framework provided by the AI Solutions Department directly contributed to these achievements.
Furthermore, the optimization of post-implementation follow-up and the establishment of a short-term delivery scheme through template standardization have accelerated delivery speed and improved project completion rates.
We will continue to enhance implementation speed and increase the number of deliveries, aiming to further expand recurring revenue.

Growth Strategies / Other Initiatives

Changes in the Healthcare Content Market

Up to Now

- Emphasis on “quantity-based” metrics such as page views (PV)
- Platforms prioritize “maximizing viewing time”
- Much of the information is standardized, requiring users to make selective choices

Going Forward

- Reliability and authority of information has become the most important factor
- Content overseen by doctors and medical institutions is given preference
- Information overload has created strong demand for guidance from trusted specialists

Market Changes Present an Opportunity to Maximize Our Group's Strengths



**Strong relationships with
doctors and medical
institutions**



**In-depth information
acquisition through
face-to-face sales**



**Unique information network
spanning the customer bases
of both companies**

Industry Trend: Acceleration of “Smart Clinics”

1. Transition to Next-Generation Clinics

The adoption of technology to improve operational efficiency, enhance patient experience, and optimize healthcare professionals' work styles—i.e., the shift toward smart clinics—is gaining momentum.

2. Changes in the Business Environment

Amid evolving industry conditions, there is rapidly growing attention on **Clinic Management** itself, including revisions to medical fees and cost management.

Our Achievements: Strategic DX Promotion

医療業界トップクラスの導入実績

全国のクリニック・医師が選ぶ自動精算機のパイオニア

NOMOCaシリーズ

受付 会計の
待ち時間・業務を0に

市場シェア
No.1

出荷台数
No.1

2,519
導入実績！
※2023年8月現在

✓モカスタンドは/
96.6%の
しそコンシューマーズ
連携が可能です
※全国平均値

全国47都道府県
導入実績あり

NOMOCa Series

出荷台数（※単機）：カシオ計測：2024年7月～2024年6月）シェアNo.1（※1）
 出荷台数（※計）：シェアNo.1（※1）
 （※1）「クリニックのむくみ情報誌」に掲載される掲載機種の（No.1）種別稼働数
 （※掲載ブランド別総稼働数）※計：※2024年6月15日現在

- 1 Automated payment machines (NOMOCa series) **achieved No.1 in units shipped and market share** in the clinic market
- 2 **Expansion of sales channels and strengthening of the sales structure** have accelerated key growth factor
- 3 Operational efficiency × Enhanced Patient Experience × **Business Visualization**

Progress: Smooth PMI Execution and Strengthening of Business Foundation



**PMI (Post-Merger Integration)
is on track**



**Sharing and leveraging
68 years of accumulated
knowledge from ADI.G as a
group asset**



**Strengthening regional business
foundations through M&A and
branch expansion**

- ▶ Acquired the business of a long-established company in Hokuriku
- ▶ Expanded and relocated branches (Yokohama branch relocated)

Value Creation Through GENOVA's Expertise

GENOVA

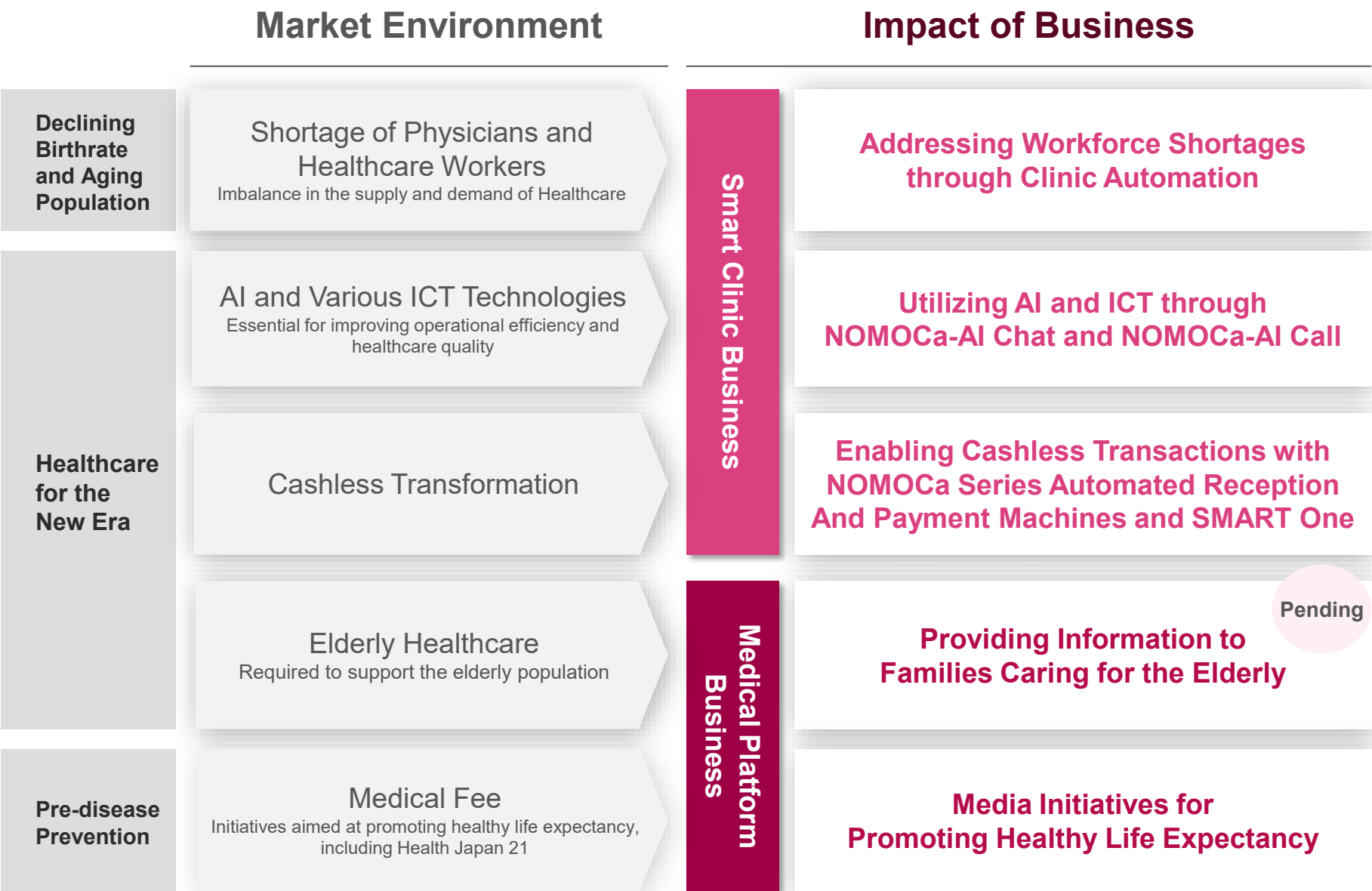
GENOVA's Expertise



ASANO

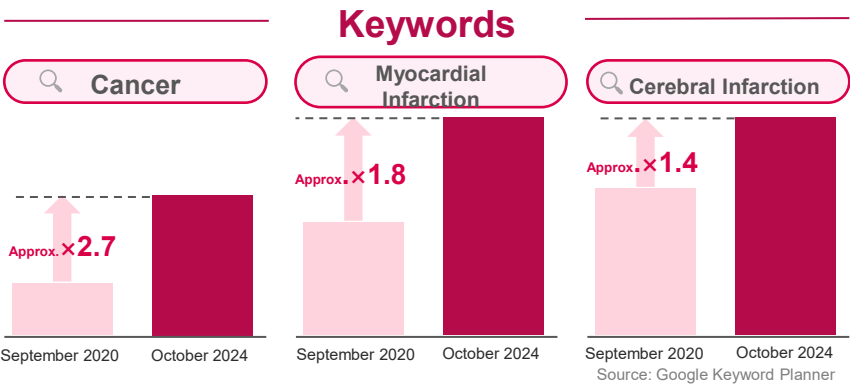
Mature Dental Trading Industry

**Implementation of a “Thorough Customer-First Approach” and
transition to “Proactive Customer Service”**

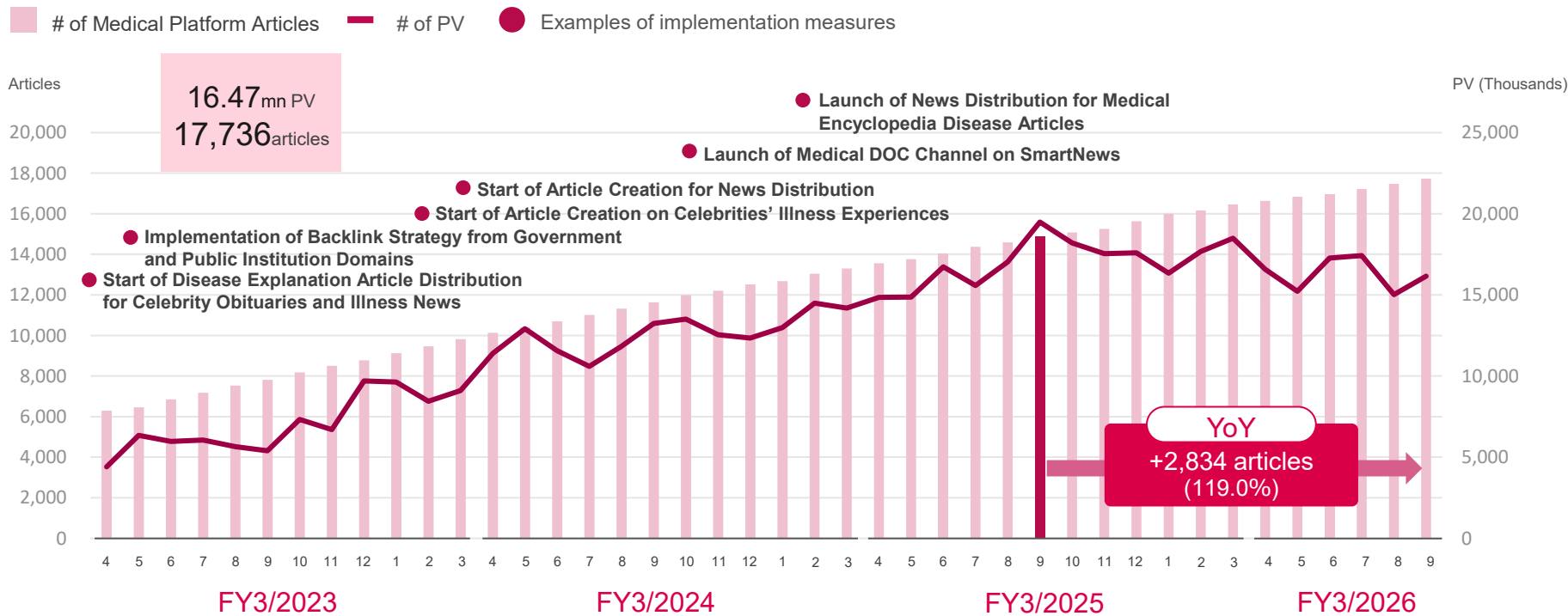


- Comparing the average monthly search volumes for health-related keywords on Google with those from four years ago, it is clear that the overall volume has significantly increased. Against this backdrop, it can be said that the demand for our Medical DOC, which provides medical information, is rising.

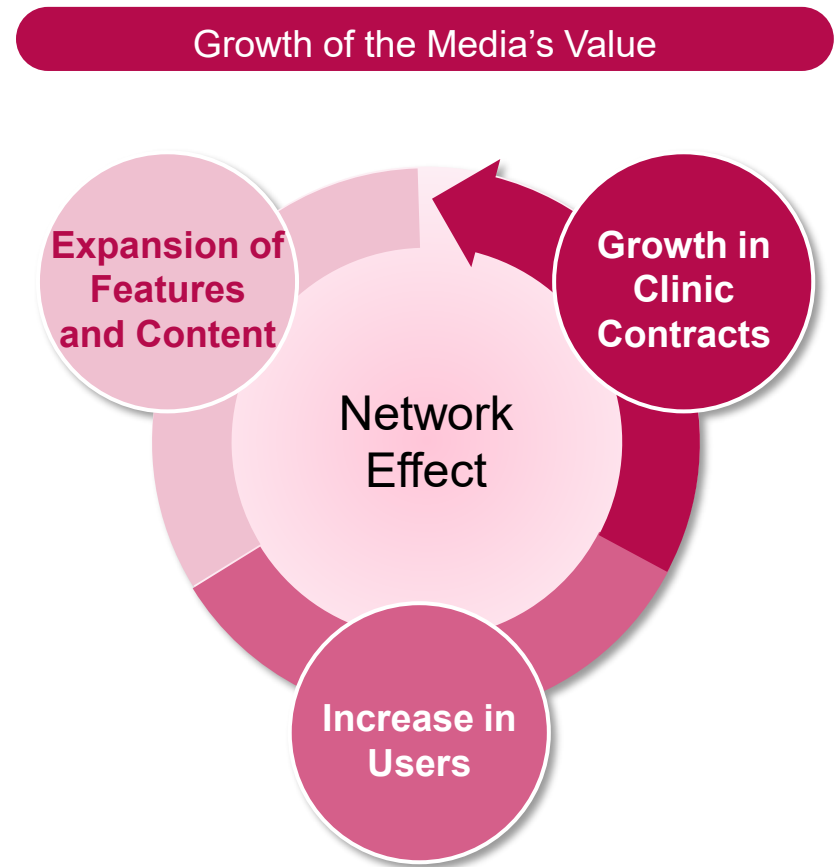
The increasing annual search volume for health-related keywords highlights the growing demand for Medical DOC



of articles an 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



New Departments

Osaka Medical Sales Department / Osaka Dental Sales Department

From July 2025, in order to establish a specialized support system for the respective fields of medical and dental services, the single Osaka branch has been reorganized into two new departments: the Osaka Dental Sales Department for dental services and the Osaka Medical Sales Department for medical services. This reorganization aims to enhance customer satisfaction, improve operational efficiency, and strengthen expertise in each field.

Business Development Office

From September 2025, in response to changes in the market environment and the diversification of our business, it has become essential to conduct strategic planning and make swift decisions from a company-wide perspective. Accordingly, we have established the Business Development Office. This office is responsible for developing more detailed medium-to long-term management plans, managing departmental targets, and optimizing the allocation of management resources.

Departmental Integration

Smart Clinic Sales Department

From October 2025, the Tokyo Smart Clinic Sales Department and the Osaka Smart Clinic Sales Department have been integrated into a single Smart Clinic Sales Department. This integration aims to simplify the command structure of the Smart Clinic business, which we are focusing on, and to facilitate the sharing of expertise.

Purpose

1

Promote strategic strengthening of the Medical & Public Affairs domain to further enhance the credibility in the healthcare industry and its competitive advantage

2

By developing authority relations in the medical field and strategic partnerships with advanced medical institutions, constructive relationships are fostered to promote the sustainable growth of the industry

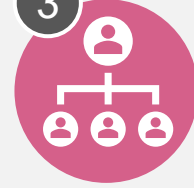
Major Initiatives

1

Deepen relationships with the healthcare industry and strengthen connections with academic activities

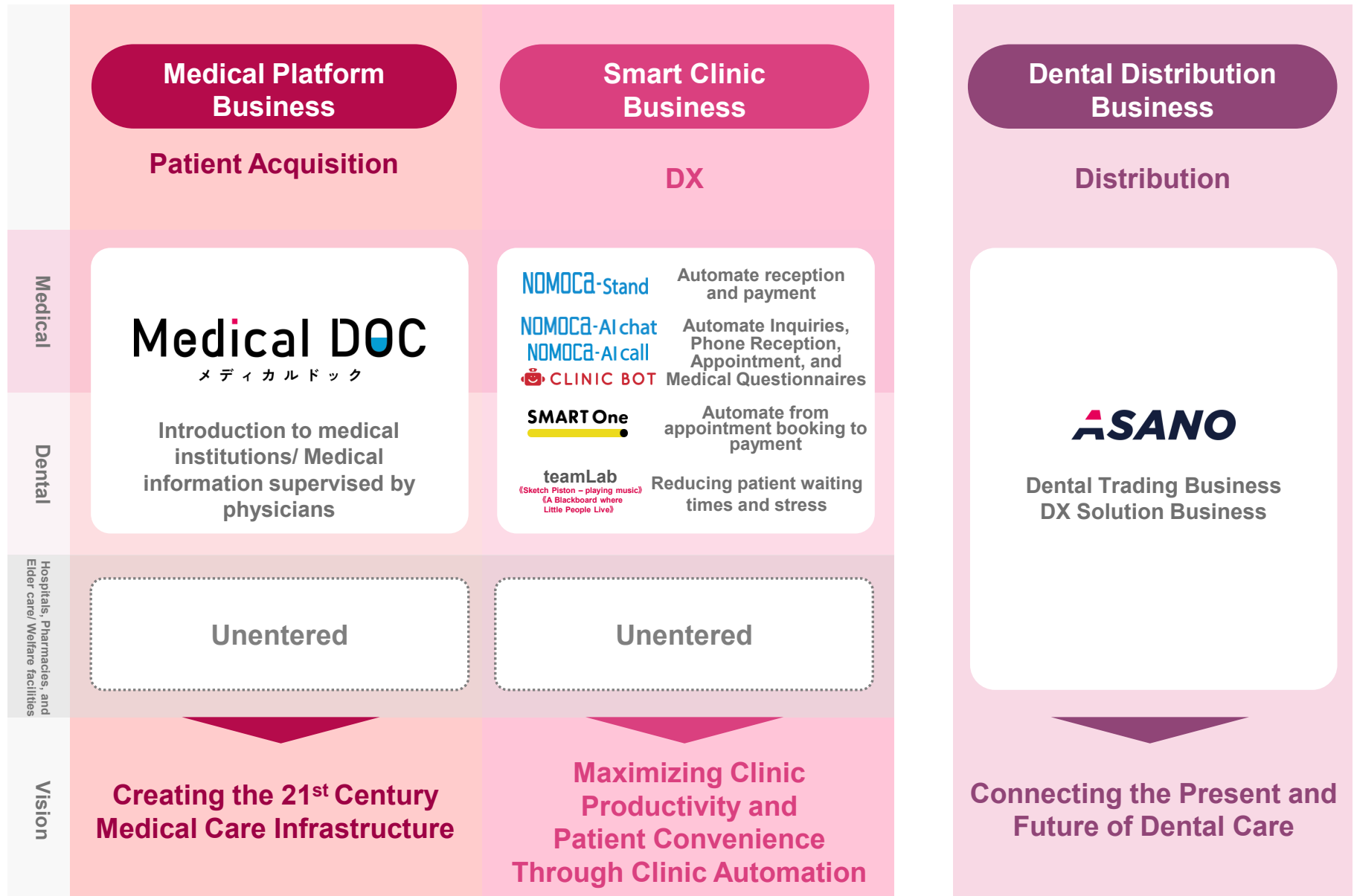
2

Contribute to public policy initiatives and industry standardization

3

Further enhance internal systems to secure trust from external stakeholders

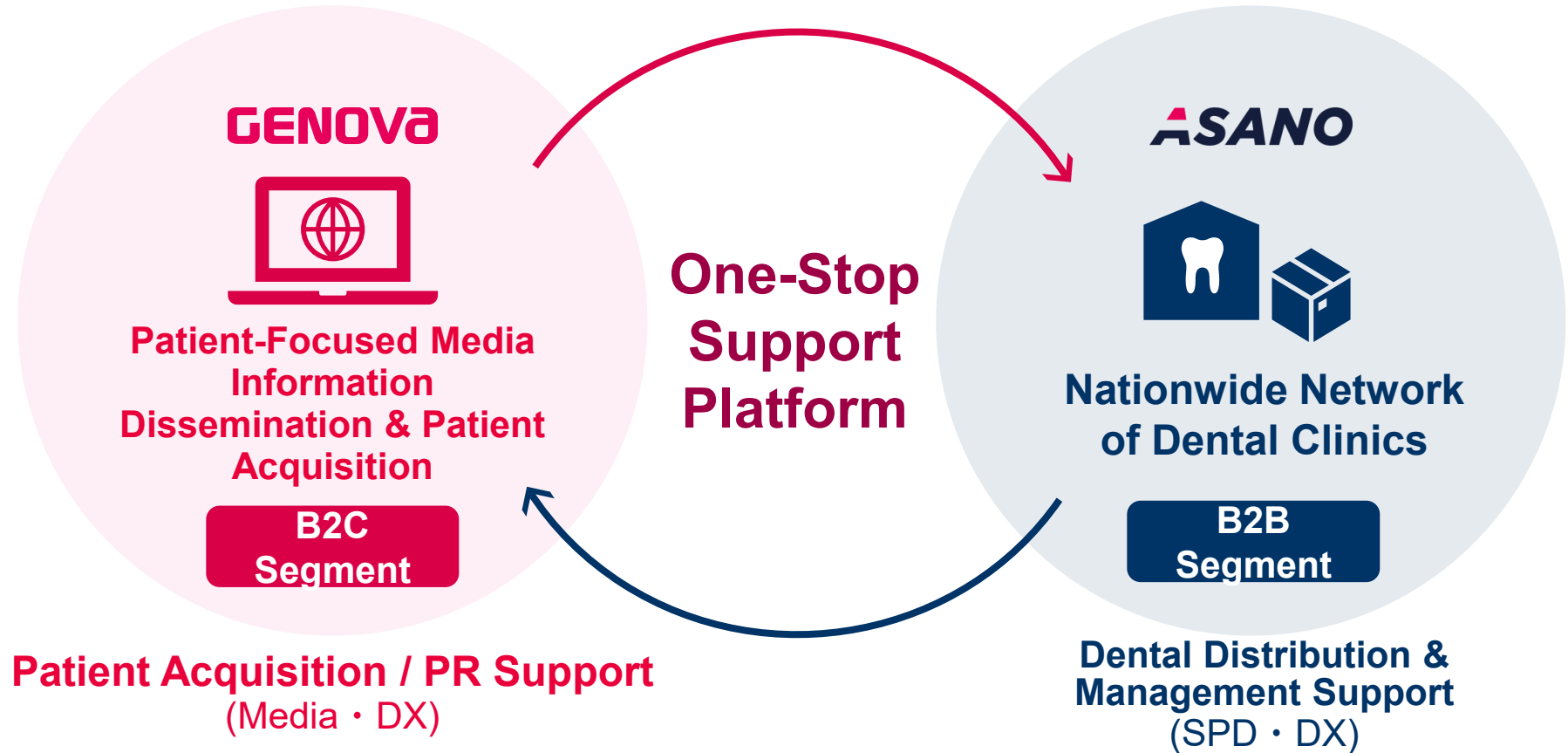
Through these initiatives, comprehensive healthcare governance is enforced across the group, the business foundation is solidified through policy proposals and industry collaboration, and sustainable growth of the business is ensured



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.



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

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

- 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



Realizing integrated sales

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

2

Strengthening Collaboration with Healthcare DX



Total support for clinic management

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

3

Optimizing the Sales Structure



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 name	GENOVA, Inc.
Branch Offices	Tokyo Head Office Shibuya Hikarie 34F, 2-21-1, Shibuya, Shibuya-Ku, Tokyo
	Branch Office Nagoya, Osaka, Fukuoka, Sapporo
	Sales Office Okinawa, Kanazawa, Sendai, Hiroshima
URL	https://genova.co.jp
Foundation	July 04, 2005
Capital	777,588,050 yen (as of end of FY3/2026 Q2)
Employee Number	Group total: 531 (Part-time employees: 31) (as of end of FY3/2026 Q2)
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	JAPAN GENOVA Design Co., Ltd. [Tokyo HQ] Shibuya Hikarie 34F, 2-21-1, Shibuya, Shibuya-Ku, Tokyo 150-8510 ASANO, Inc. 1-10-10 Asano Honmachi, Kanazawa-shi, Ishikawa
	DALIAN GENOVA LAB, Inc. (201-G, Building 17, No.267 Wuyi Road, High-tech Park, Dalian, 116023, China)/

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 Keshinkai
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

※Listed in Japanese syllabary 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

- 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

	Challenges	Services
 <p>Challenges faced by user-patients</p>	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
 <p>Challenges faced by healthcare workers</p>	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
 <p>Challenges faced by healthcare management executives/physicians</p>	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

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

Providing Services to help Clinics Increase Revenue and Reduce Costs GENOVA

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

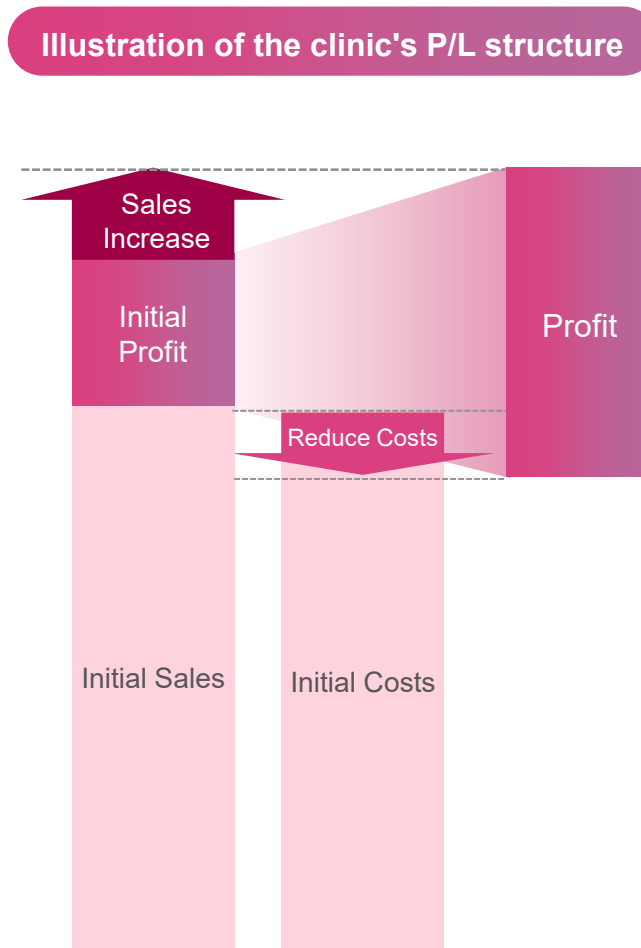

Medical Platform Business



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, Payments, and Medical Questionnaires

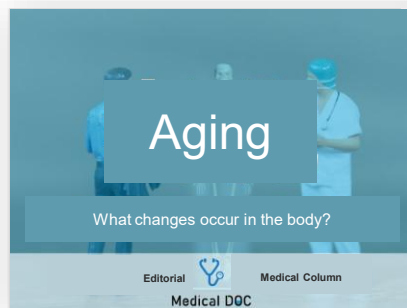
Automating Inventory Management and Ordering

Automating Reservations, Payments, and Medication Delivery

Reducing Wait Times and Stress

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

Medical Information Articles



Medical and Dental Columns

Approx. 3,500 articles

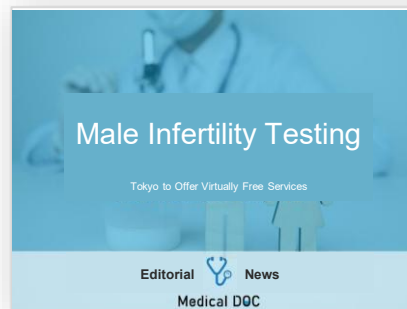
- Supervised by a wide range of healthcare professionals, including doctors, dentists, pharmacists, nurses, and physical therapists
- Provides information on various diseases, symptoms, and preventive care
- Explained clearly from the user's perspective



Articles on fighting illness

Approx. 460 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. 940 articles

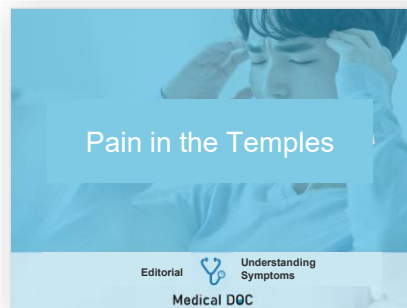
- Timely updates on the latest medical and health news
- Covers a wide range of health-related topics
- Focused on practical, everyday themes relevant to readers' lives



My Medical Records

67 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. 3,570 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

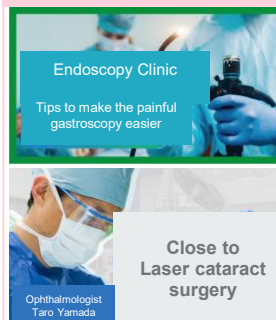
Approx. 9,430 articles



- 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

Treatment Videos MDOC-V

Approx. 1,010 videos



- Treatment- and Clinic-Focused Promotions
- Conceptual video content designed to help patients visualize the treatment
- Not only videos but also newly introduced animated plans

Branding Articles MDOC-B

Approx. 780 articles



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

Clinic Visit Reports

Approx. 1,900 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

Basic Information Page MDOC-C

Approx. 470 articles



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

Case Reports



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

Title

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

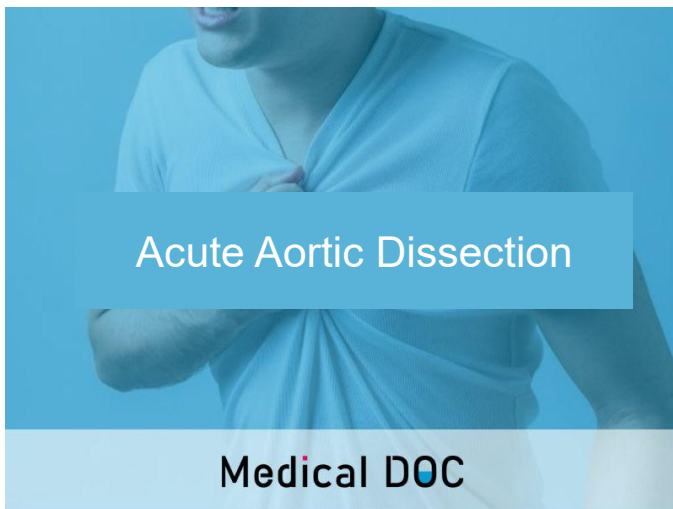
公開日:2023/0/0 更新日:2023/0/0

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

Image Photo



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?



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 Profile



Editorial Doctor :

Dr. Taro Yamada (GENOVA Clinic)



See further profile

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を言います。

Title

【2023】
15 Implant Clinic Recommendation in Shibuya

15 Implant Clinic
Recommendations
in Shibuya

Phone #
& Clinic Link

03-1234-5678

ホームページ

Name of
Clinic

Traits

1 min walk

Certified
Clinic

Instructing
Doctor

Image
Photo①

Clinic
Introduction

About GENOVA Implant Clinic

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.

Clinic
Traits

Traits about GENOVA Implant Clinic

Reliable care beyond just orthodontic treatment!

Medical room designed with privacy and infection control!

Examination and diagnosis by a doctor certified by the Japan Orthodontic Society!

Clinic
Information

JR Yamanote Line / Ginza Line Shibuya Station 1 min walking distance

2-21-1 Shibuya, Shibuya-ward Tokyo

Google map

Google MAP

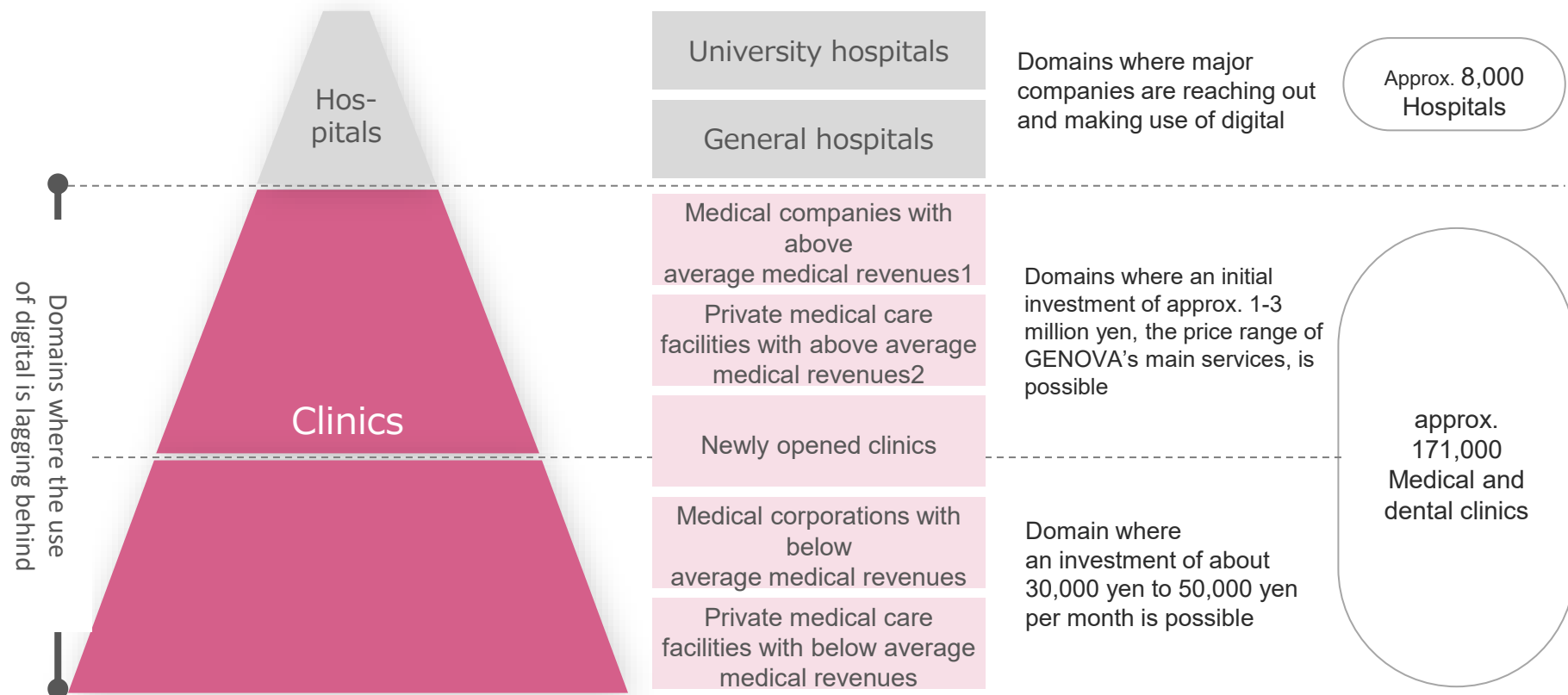
診療時間	月	火	水	木	金	土	日
11:00～13:00	●	●	●	●	●	★	—
14:30～19:30	●	●	●	●	●	★	—

★ : 10:00～13:00/14:30～19:00

Detailed
Page
Directory

GENOVA Implant Clinic Introductory Page

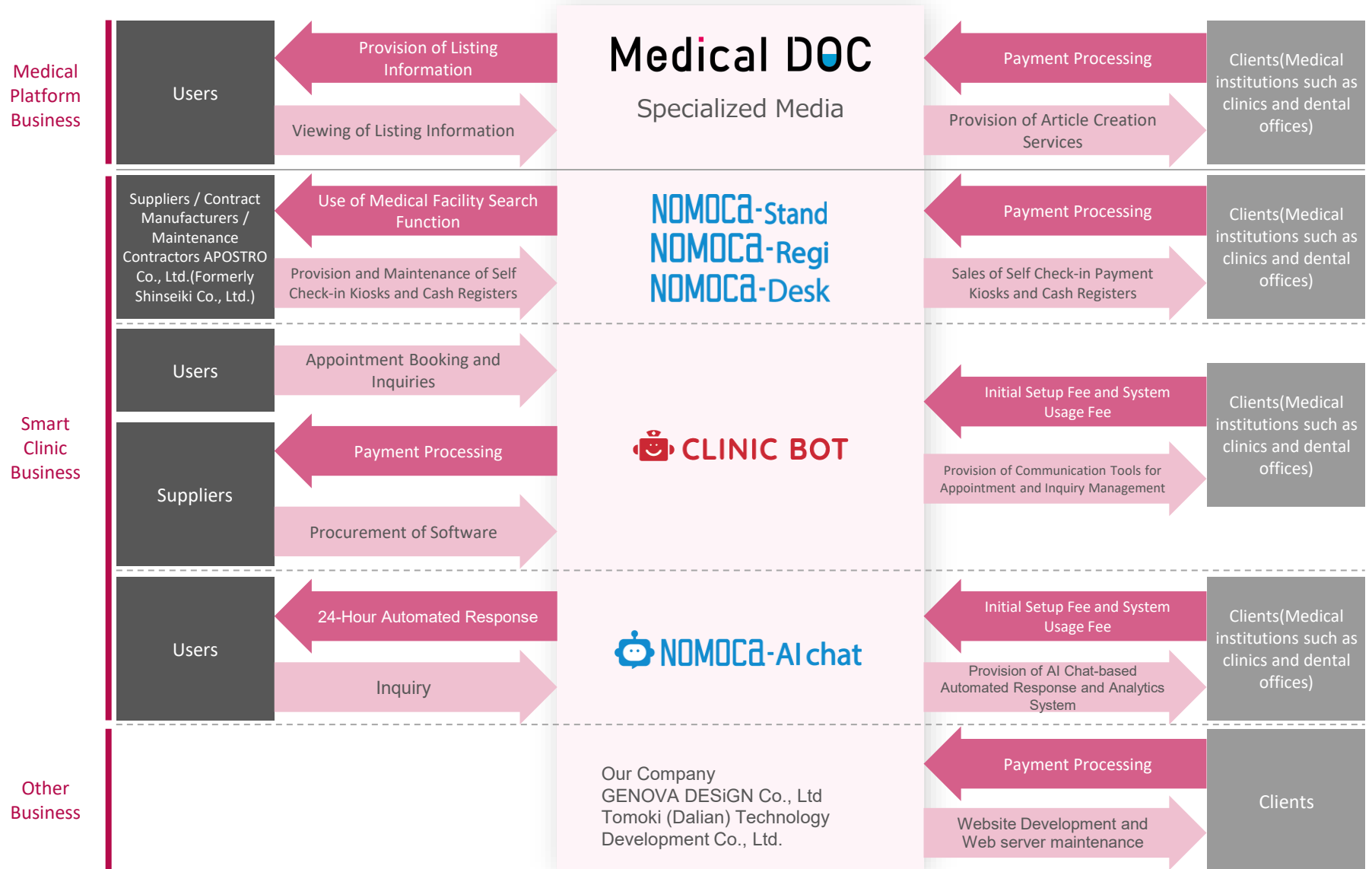
- GENOVA targets medical care facilities for our generation of revenue, targeting the domain of clinics.



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).

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



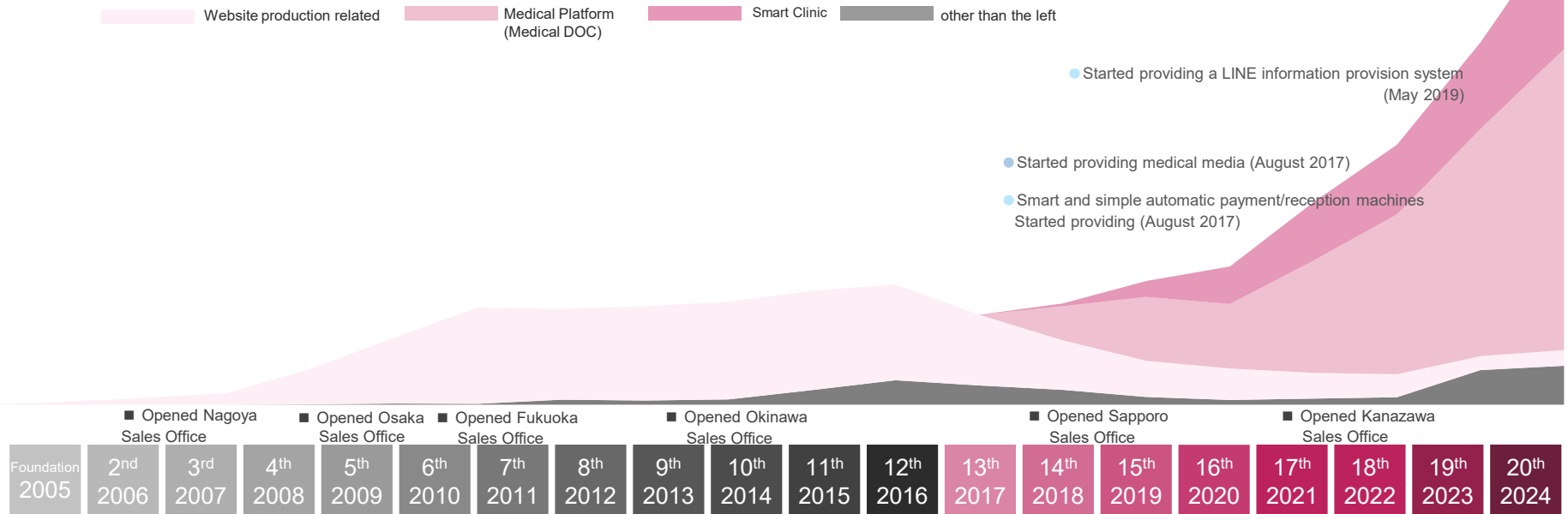


01 16,000 Medical Care Facilities Contact Points and Client Contacts Cultivated Over Our 19 Years of History

GENOVA

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

Non-consolidated net sales



Foundation period - Stable period

- 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

Rapid growth period

- 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.

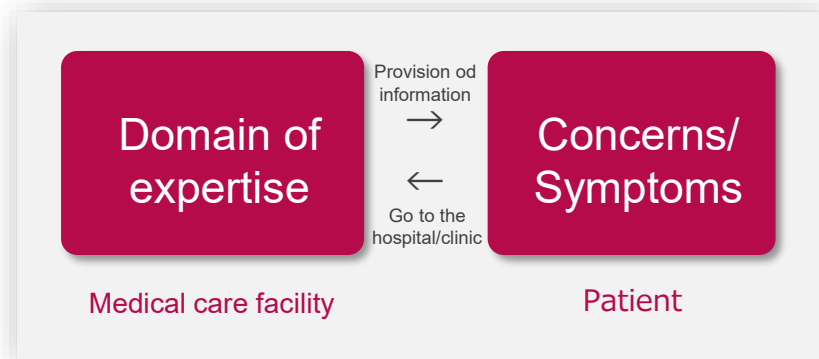
- With a background in providing value to patients and users, we provide services that assist medical care facilities in solving their challenges.

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.



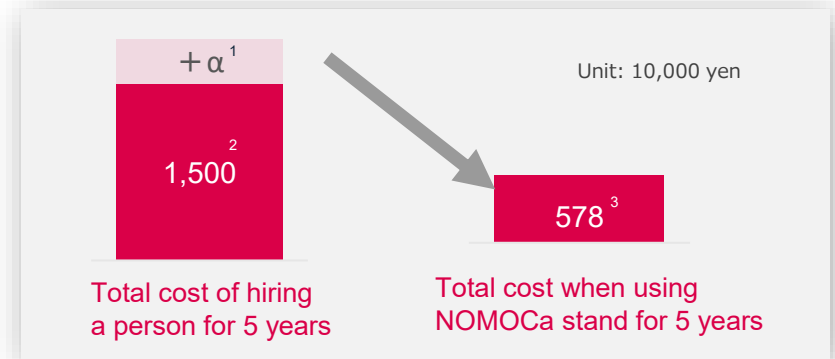
Patients who match the medical care facility's area of expertise come to hospitals/clinics

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.

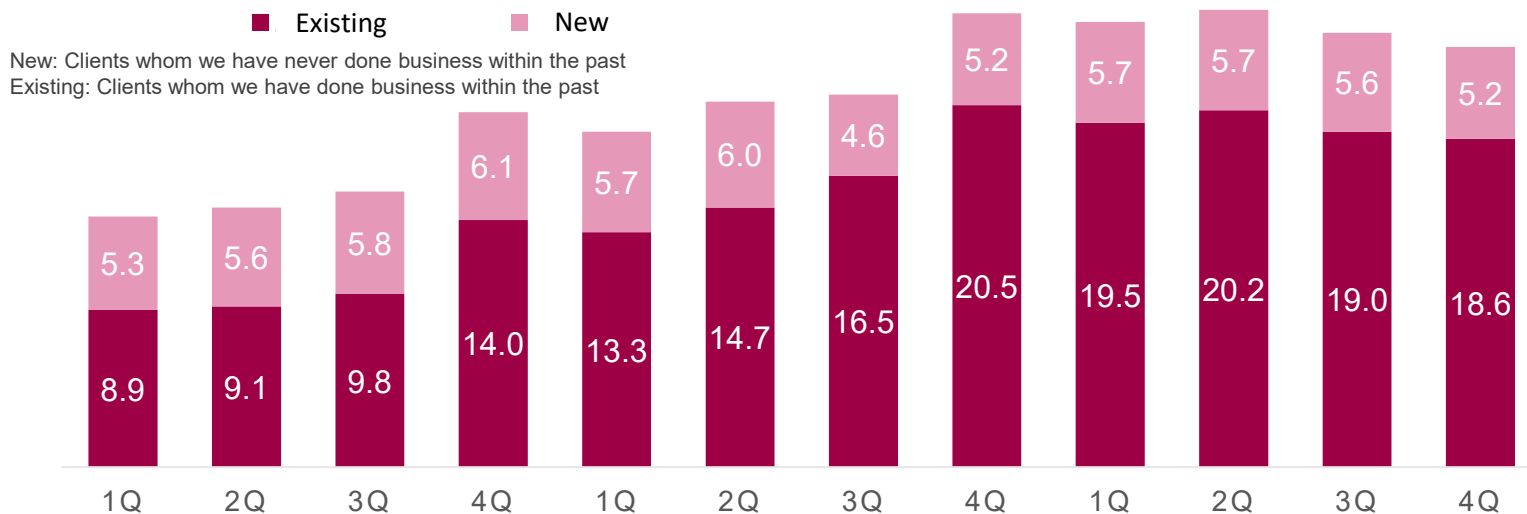
2. Typical 5-year labor costs for medical office personnel in a clinic (payroll: 200,000 yen/month Legal welfare cost: 30,000 yen/month Transportation cost: 5,000 yen/month Overtime: 10,000 yen/month Job advertisement cost: 300,000 yen)

3. Initial and maintenance costs for our NOMOCa stand

03 Consistent Level of Existing Client Sales Ratio Through Reselling and Cross-selling

- 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.

Sales (bn yen)



FY	FY3/2023				FY3/2024				FY3/2025			
Consolidated Sales	6.51 bn yen				8.68 bn yen				10.00 bn yen			
Ratio of Existing Clients	64.7%				75.0%				77.6 %			

Resale Timing for Existing Clients

- When a new service (w.g., Medical DOC, NOMOCa Stand, NOMOCa Regi, etc.) is released, existing customers are informed
- When customers recognize the value of the service, they may purchase multiple different articles from Medical DOC
- As the number of patients at a medical institution increases, additional purchases of the NOMOCa series may be made

1. As of end of FY3/2025 Q4

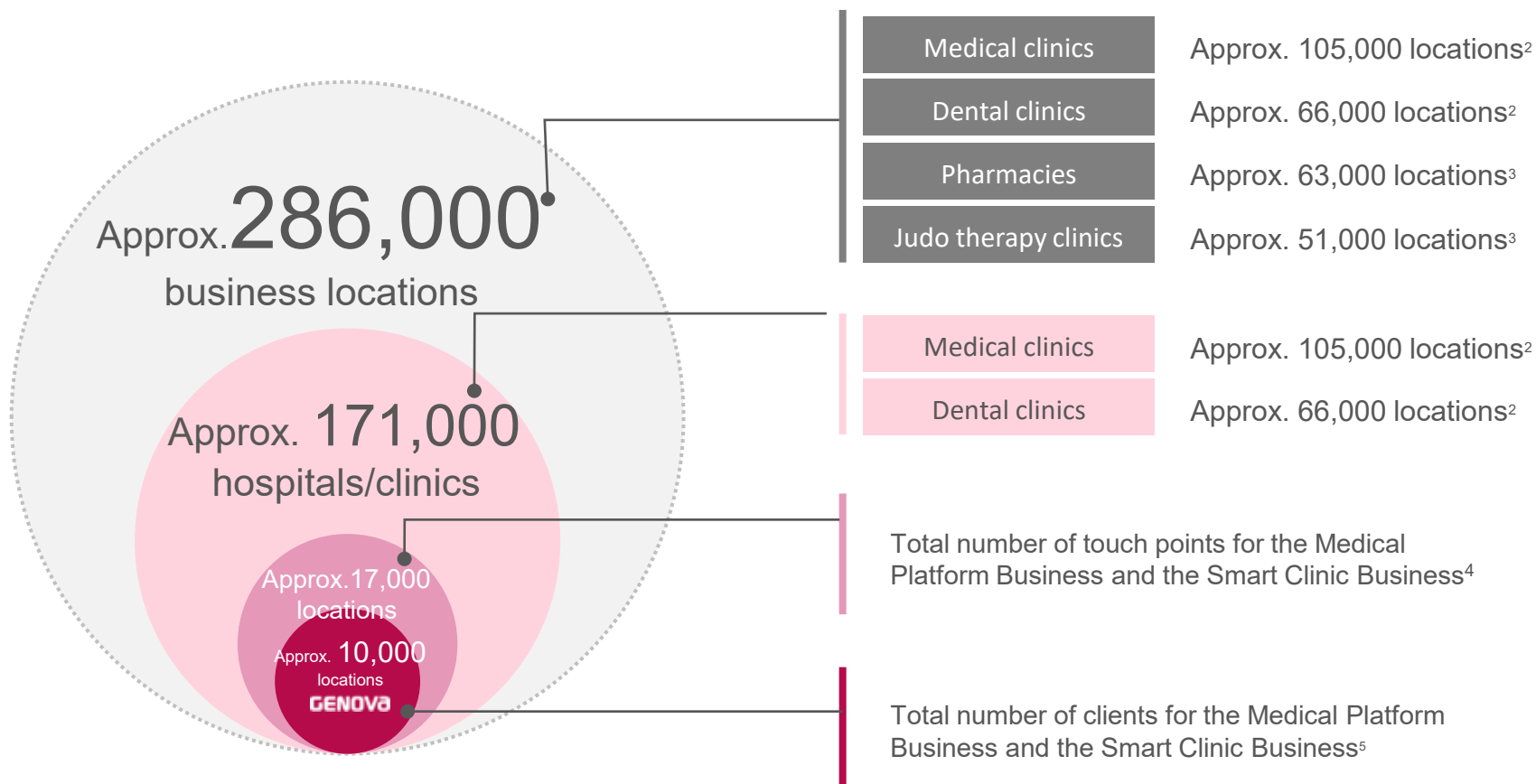
*Excluding fixtures, NOMOCa stand customization costs, additional website and CLINIC BOT production costs, etc.

*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

- 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

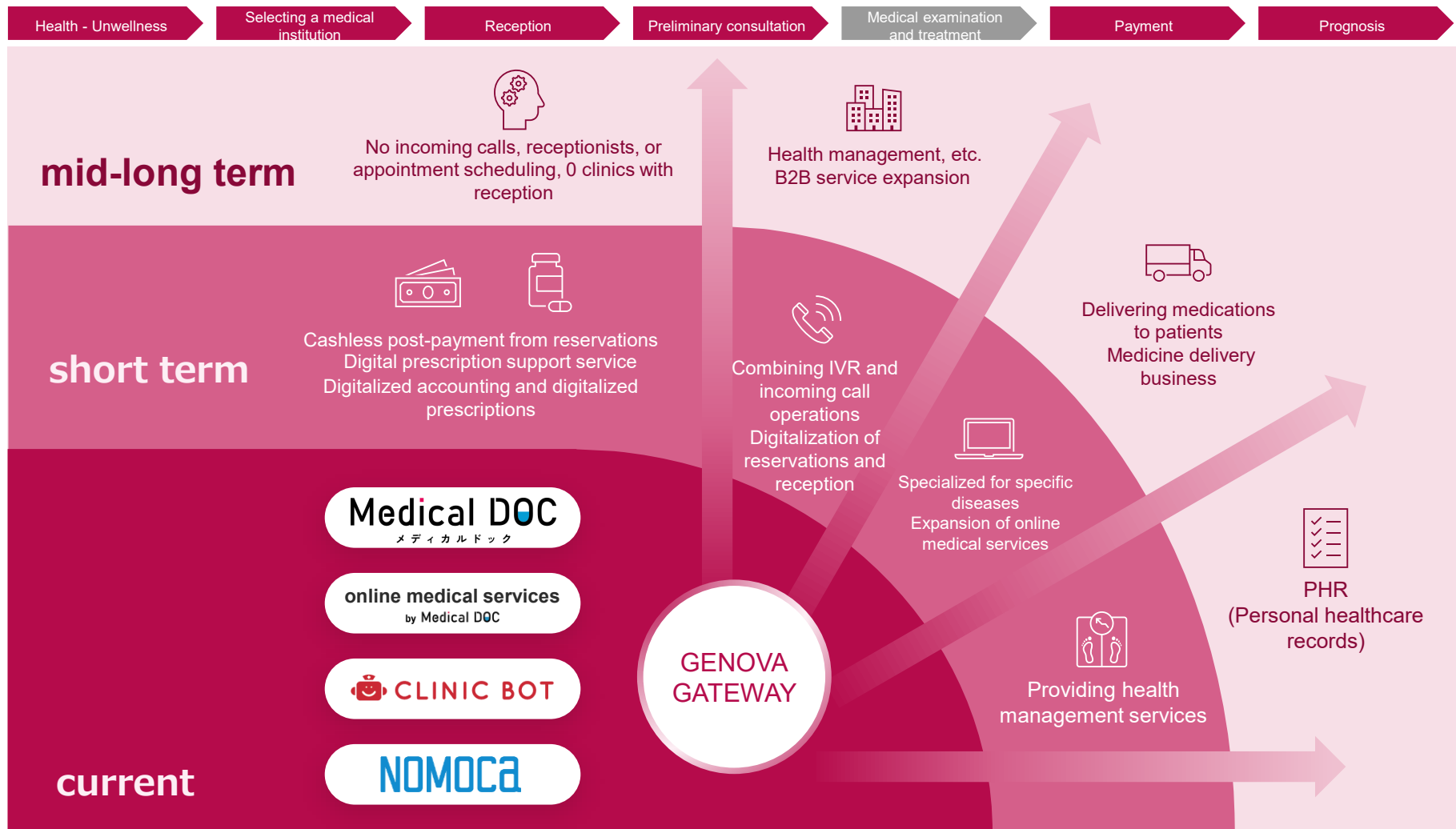
2. Based on the 2025 (Reiwa 7) Survey of Medical Facilities (Dynamic Survey) and Hospital Report

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 Q2.

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 Q2.

- 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



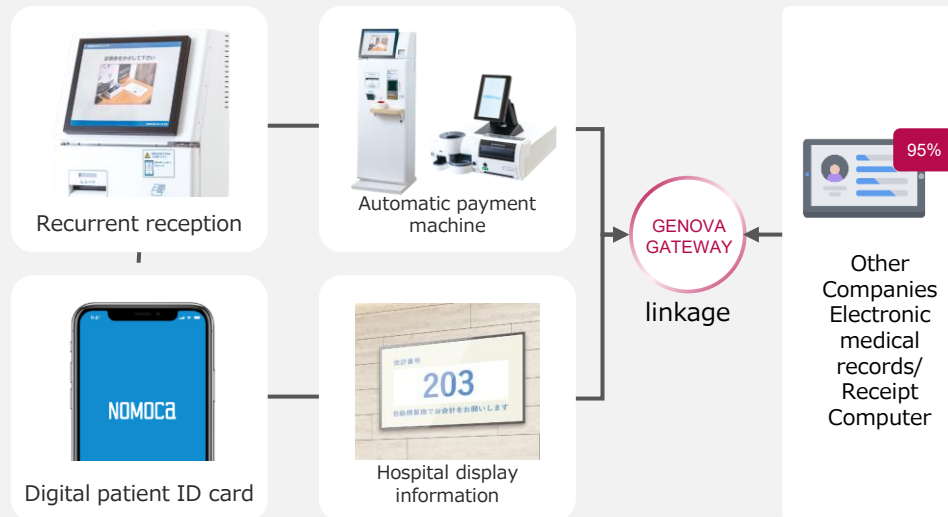
- By linking our own services with those of other companies, we have captured new markets

What is GENOVA GATE WAY ?



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

Realization of MISSION

Solving social issues
through Business

Strengthening of
Management Base

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

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

- 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

		Corporate Management	Sales and Marketing	IT . Digital . DX	Human Resources Training and Development	Dialogue with Capital Markets and Financial Accounting	Legal and Risk Management	Business Development	M&A	Industry Knowledge
Tomoki Hirase	CEO	●	●	●			●	●		●
Akinao Ueda	Director	●				●	●		●	
Koji Takeda	Director	●			●	●	●		●	
Sho Inoue	Director	●	●		●			●		●
Yuki Sagehashi	External Director	●	●	●				●	●	●
Yuki Sato	External Director	●			●	●	●		●	
Tetsuya Sano	External Director	●				●	●	●	●	

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.

Current
position

M&A / Alliance

Strengthening New Product Development

Expansion of Smart Clinic Business

Expansion of Medical Platform Business

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GENOVA

Creating a healthy society by connecting people and medical care