

FY3/2026 Full-Year Earnings Results and Company Overview

GENOVA, Inc.

TSE Prime Market: 9341 JT

GENOVA

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- 2** FY3/2026 Q4 Financial Results
- 3** FY3/2026 Full-Year Financial Results
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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

11.56 bn yen

(+15.6% YoY)

FY3/2026 Q4 10.0 bn yen

Operating Profit

0.4 bn yen

(△80.2% YoY)

FY3/2025 Q4 2.02 bn yen

Number of contracts signed
this fiscal year²**6,143**

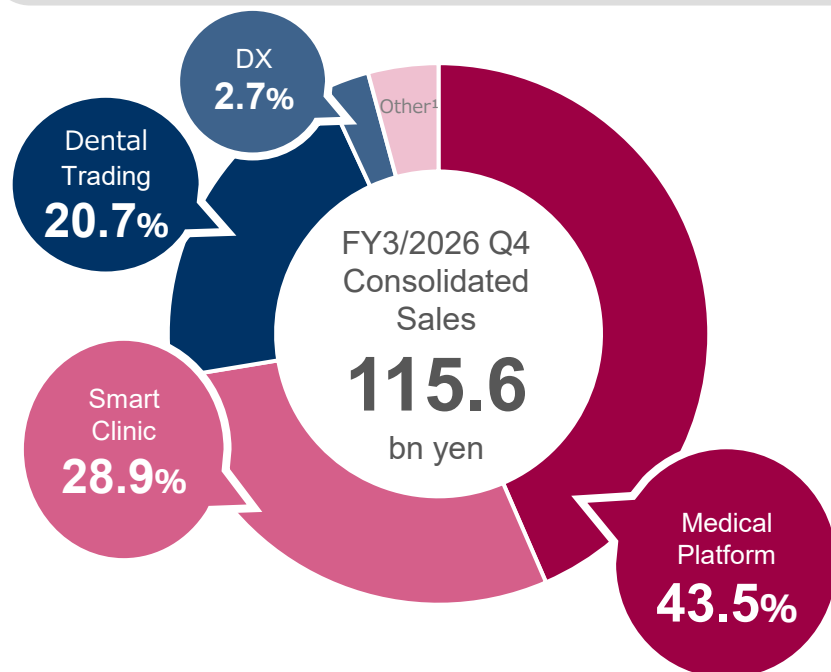
(△4.9% YoY)

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

*Includes the number of clinic visit reports

Number of existing clients²Approx. **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

**19,184** Articles***16.74** mn PV

+2,730 Articles YoY, △1.74 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**2,911** machines

+481 machines YoY

1. Sales other than Medical Platform, Smart Clinic, Dental Trading, DX include website production, server management, consulting, and other sales. These segment accounted for 4.2% 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]

甲斐沼 孟 医師
TOTO関西支社健康管理室長兼医



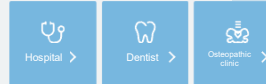
Do you know the process and cost of Medical weight loss (Medical dieting)? Doctor's explanation

CLINIC SEARCH

Search from the current location



Search from the area or the station



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

22 people 2,375 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)

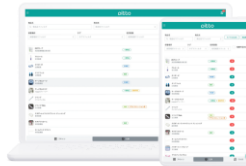
Inquiries/ Incoming Calls/ Appointments/
Medical Questionnaires



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

Creative Field

- 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 Trading 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 Q4 Financial Results

- Sales for FY3/2026 Q4 significantly outperformed the same period of the previous fiscal year

Unit: Billion yen	FY3/2025 Q4	FY3/2026 Q4	YoY (Bn yen)	YoY (%)
Net Sales	2.39	3.63	+1.24	+51.8%
Gross Profit	1.74	2.02	+ 0.28	+16.2%
Operating Profit	0.40	0.42	+ 0.02	+6.1%
EBITDA	0.43	0.50	+ 0.06	+14.4%
Recurring Profit	0.40	0.43	+ 0.03	+7.4%
Net Profit attributable to owners of the parent	0.32	0.23	△ 0.09	△ 28.0%

*EBITDA: Operating profit plus depreciation and amortization, including amortization of goodwill, other intangible assets, and long-term prepaid expenses

- The Medical Platform Business drove overall performance, with operating profit also maintaining a steady trend
- The Smart Clinic Business experienced significant growth
- The Dental Trading and DX businesses remained firm

Unit: Billion yen

Medical Platform	Sales	1.52 (+139.7% QoQ)	Medical DOC drove overall performance through the expansion of medical content and the strengthening of the production system
	Operating Profit	0.67 (+101.5% QoQ)	
Smart Clinic	Sales	1.03 (+132.0% QoQ)	Despite a recent slowdown in growth, significant expansion was achieved in Q4
	Operating Profit	0.26 (+244.8% QoQ)	
Dental Trading	Sales	0.85 (+106.7% QoQ)	Following the inclusion into the Group, profit contribution commenced in July and has remained steady. Improving the efficiency of costs and SG&A expenses remains a key challenge for the future
	Operating Profit	△0.01 (+0.05 bn yen QoQ)	
DX	Sales	0.11 (+100.1% QoQ)	Following the inclusion into the Group, profit contribution commenced in July and has remained steady. Synergy effects with the Smart Clinic Business are anticipated
	Operating Profit	0.03 (+0.01 bn yen QoQ)	

FY3/2026 Full-Year Financial Results

FY3/2026 Full-Year Executive Summary

GENOVA

- The completion of the Group's first M&A and entry into new business domains resulted in **an increase in net sales**. Conversely, the allocation of management resources to these new business areas led to **a decrease in profits**.
- Our core Medical Platform and Smart Clinic businesses **rebounded in Q4** following a softening after the Q2 peak.

Unit: Billion yen	FY3/2025	FY3/2026	YoY (Bn yen)	YoY (%)
Net Sales	10.00	11.56	+1.56	+15.6%
Gross Profit	7.37	6.47	△ 0.97	△ 12.2%
Operating Profit	2.02	0.40	△ 1.62	△ 80.1%
EBITDA	2.14	0.60	△ 1.54	△ 71.9%
Recurring Profit	2.01	0.43	△ 1.58	△ 78.6%
Net Profit attributable to owners of the parent	1.41	0.27	△ 1.14	△ 80.1%

*EBITDA: Operating profit plus depreciation and amortization, including amortization of goodwill, other intangible assets, and long-term prepaid expenses

Variance from FY3/2026 Forecasts

- Sales exceeded the revised forecast (Oct 15, 2025), but gross profit fell short due to lower margins following the previous quarter's service transition
- Despite disciplined SG&A cost control, gross profit shortfall resulted in operating, ordinary, and net income finishing below plan

Unit: Billion yen	FY3/2026 (Planned)	FY3/2026 (Actual)	YoY (Bn yen)	YoY (%)
Net Sales	11.33	11.56	+ 0.23	2.1%
Operating Profit	0.47	0.40	△0.07	△16.1%
Recurring Profit	0.48	0.43	△0.04	△ 10.3%
Net Profit attributable to owners of the parent	0.41	0.27	△0.14	△ 34.0%

<Net Sales>

- In the Medical Solution Business, sales remained sluggish in Q1, followed by a service portfolio restructuring in Q3. While sales reached a record high in Q4, rebounding from a trough at the end of Q3, it still impacted overall consolidated net sales
- Net sales from the Dental Distribution and DX businesses, launched in July 2025, trended steadily but could not fully offset the softness in the core business

<Operating Profit>

- Cost of sales rose due to the replacement and modification of certain services within the Medical Solution Business
- The Dental Trading Business weighed on profit as the launch phase was prioritized, and measures to reduce the cost-of-sales ratio are still in progress

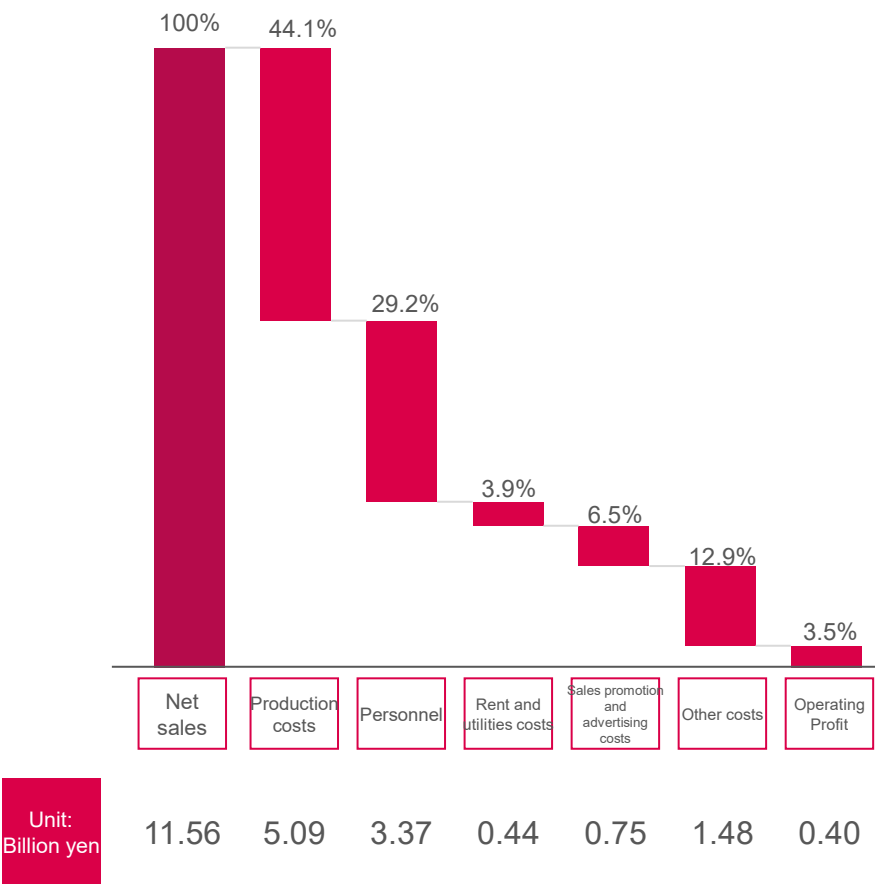
<Net Profit>

- Net profit was impacted by the reversal of deferred tax assets and the recognition of income taxes-deferred

Profit Structure and Margin Trends

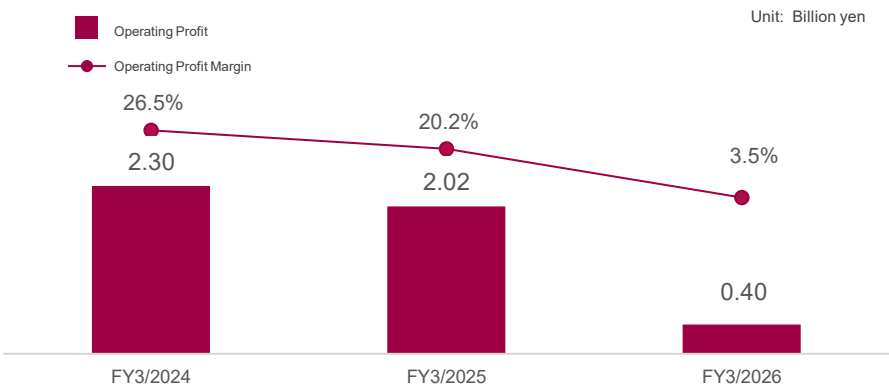
- Profit structure has shifted, compared to historical results, with manufacturing costs from the Dental Distribution Business accounting for half of the total
- Operating profit was pressured by a temporary increase in the cost-of-sales ratio due to service restructuring in the Medical Platform Business, as well as delays in cost-reduction initiatives within the Dental Trading Business
- Regarding SG&A expenses, **royalty commissions and outsourcing costs increased YoY due to the expanded product lineup**

FY3/2026 Consolidated Profit Structure

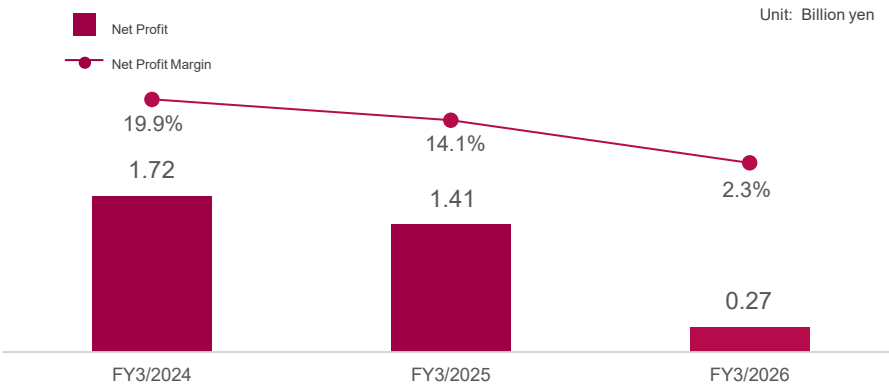


*Amortization and depreciation within other expenses: 0.2 billion yen

Consolidated Operating Profit

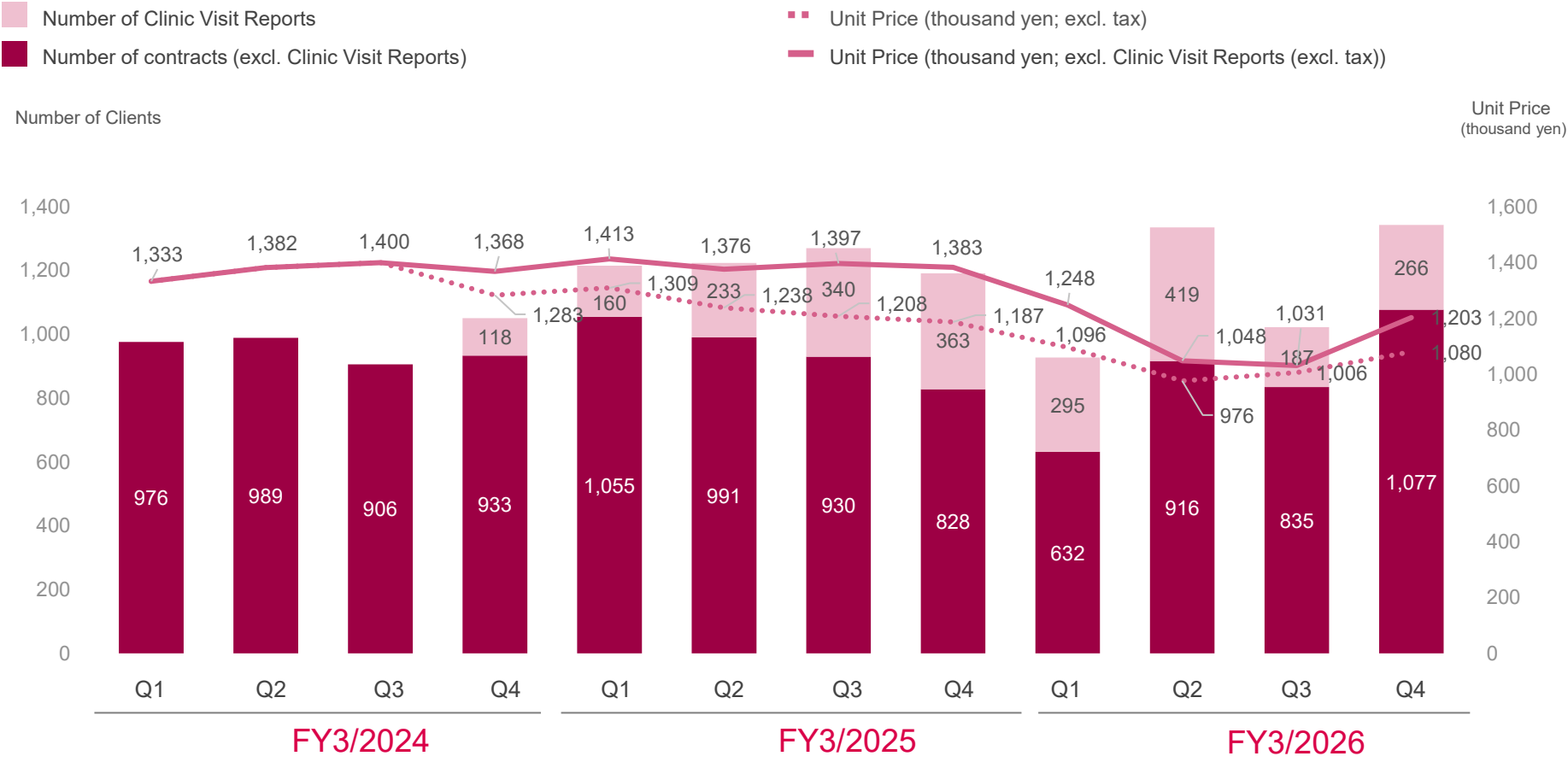


Consolidated Net Profit



Number of Contracts and Unit Price of Medical Platform Business

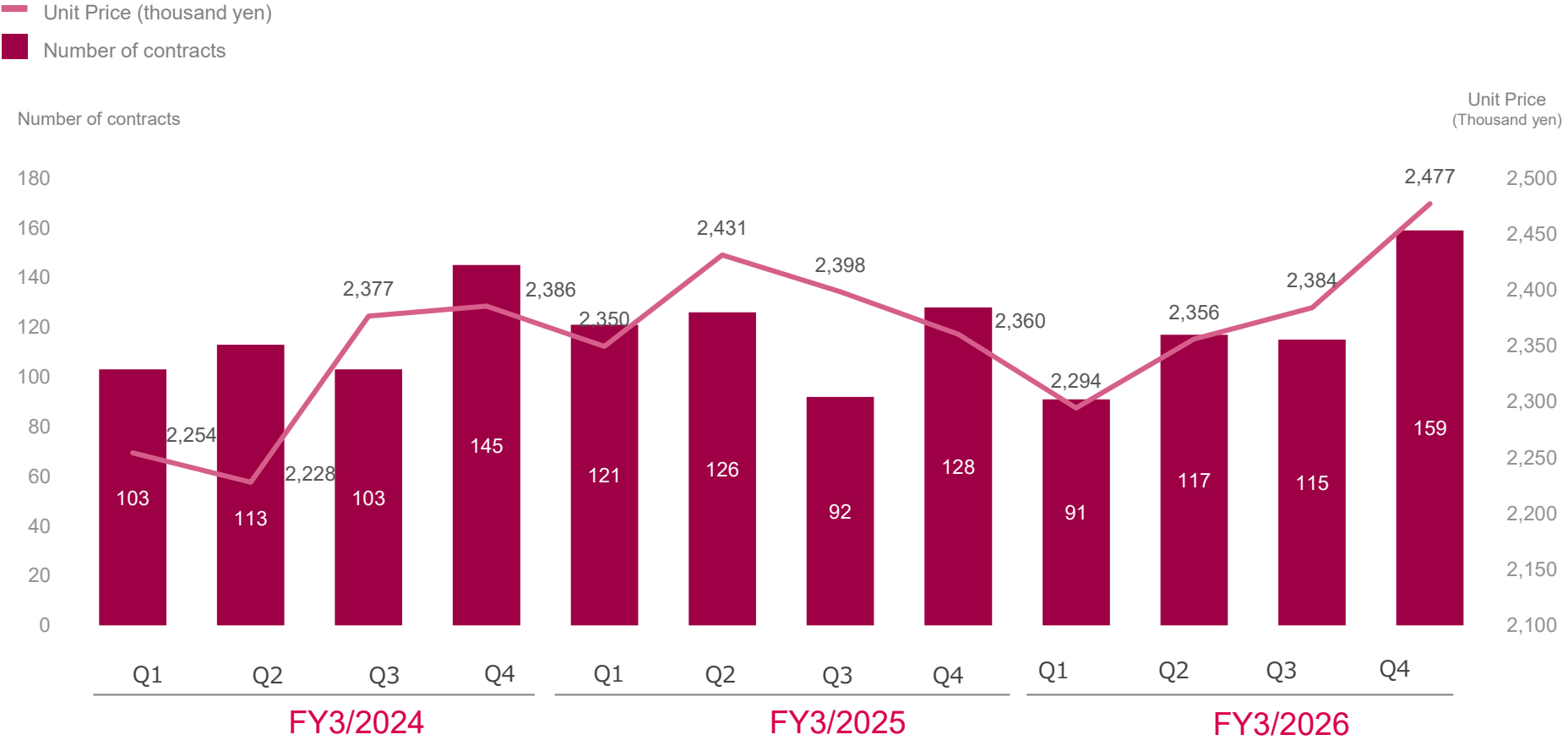
- In FY2026/03 Q4, the number of contracts in the Medical Platform Business reached a record high of 1,077, excluding Clinic Visit Reports
- The average selling price showed a recovery trend in Q4, following a temporary decline in Q3 caused by a service lineup restructuring



*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

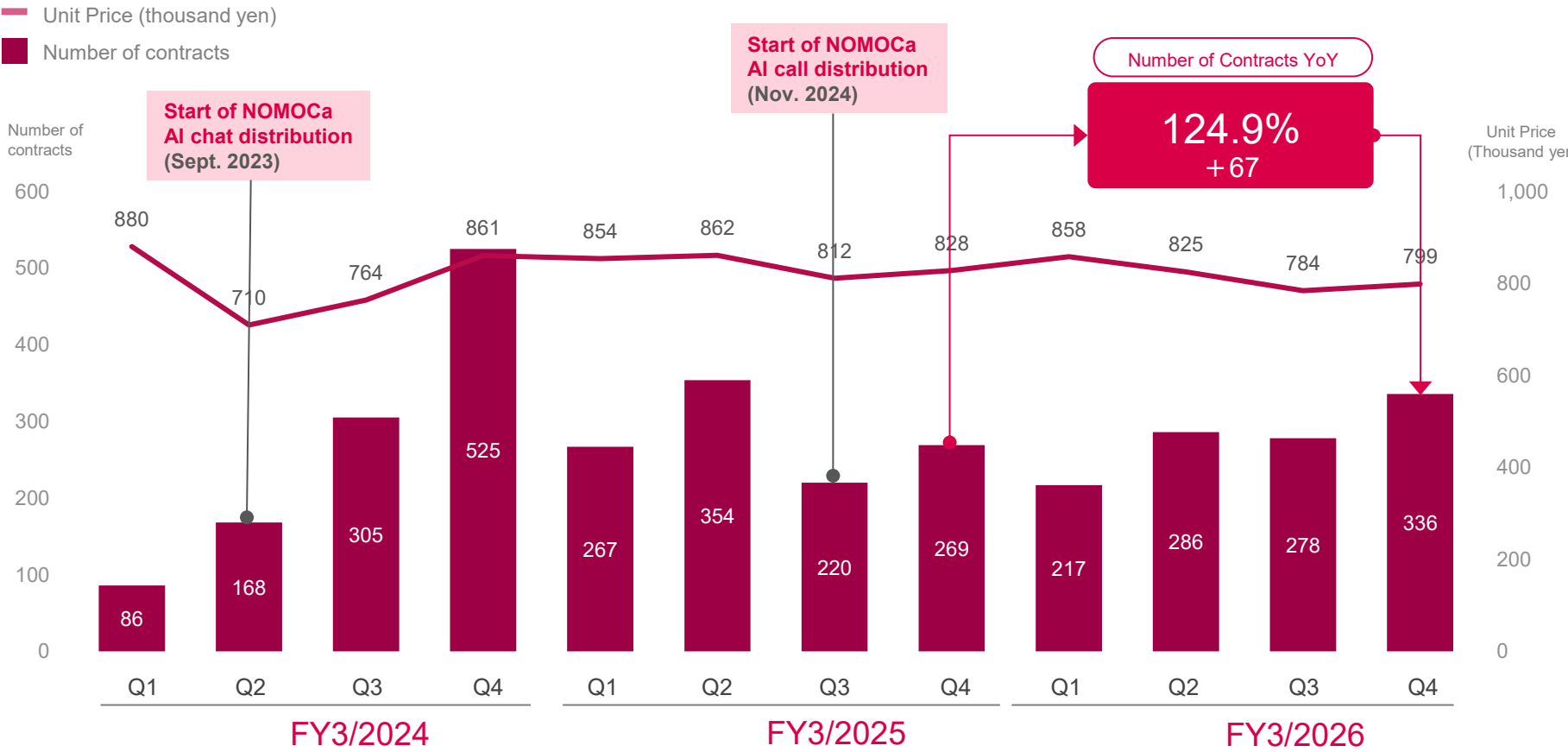
- In FY2026/03 Q4, the number of contracts for hardware services in the Smart Clinic Business reached a record high of 159
- The self-checkout kiosk dedicated to clinics NOMOCa Desk continued to drive sales as the core product
- The average contract value also reached a record high of 2,477 thousand yen in FY2026/03 Q4



1.Hardware Products : NOMOCa-Stand、NOMOCa-Regi、NOMOCa-Desk
2.This item is analyzed for all products priced at 200,000 yen (excl. tax) or more

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

- Contract numbers for software services, such as NOMOCa AI chat and NOMOCa AI call in the Smart Clinic Business, trended steadily. In FY2026/03 Q4, contracts reached 336, showing robust growth with an increase of 58 from Q3 and 67 (up 124.9%) compared to the same period of the previous year
- As software services are expected to generate continuous usage, they contribute to the growth of recurring revenue in addition to one-time transaction revenue



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.

- The businesses were launched in May 2025, with financial results reflected starting in July 2025. Currently, we are refocusing on rebuilding relationships with existing business partners while exploring synergies within the Group; progress is generally on track
- As the Group's first wholesale businesses, these serve as a bridge between manufacturers, dental clinics, and dental laboratories. Operations include the distribution of dental materials and consumables, equipment sales, installation, and maintenance, as well as the introduction of new products and hosting seminars
- While profit margins are low due to the nature of the wholesale business, there is significant potential for expansion by leveraging close customer communication and rapid response capabilities to offer high-value-added products and DX solutions

Dental Trading

Unit: Million yen

	FY3/2026 Q2	FY3/2026 Q3	FY3/2026 Q4	FY3/2026
Sales	736	801	855	2,391
Operating Profit	△60	△68	△13	△140

DX

Unit: Million yen

	FY3/2026 Q2	FY3/2026 Q3	FY3/2026 Q4	FY3/2026
Sales	97	107	108	311
Operating Profit	28	25	31	85

FY3/2027 Earnings Forecast

- While medical institutions are expected to see rapid infrastructure development, including AI utilization and DX integration, based on the government-led "Medical DX Reiwa Vision 2030," it remains necessary to closely monitor changes in the business environment

Medical Platform

- In search engine quality evaluation guidelines, "E-E-A-T" (Experience, Expertise, Authoritativeness, and Trustworthiness) is prioritized in the medical and health fields. Consequently, the value of information supervised by physicians and medical institutions is reaching unprecedented levels

Smart Clinic

- In clinic management, digitalization has shifted from a means of "efficiency" to a "necessity for survival"
- In addition to established needs for contactless solutions, expectations for patient convenience including diverse payment options are continuing to rise

Dental Trading

- Demand remains steady for services delivering dental supplies to clinics and laboratories, though the market is bifurcating between those prioritizing price and those valuing trust and immediacy
- While many companies in this sector have long histories, there is an increasing trend of seeking external management resources

DX

- The challenges faced by customers in the DX business for dental trading business are consistent with those in the Smart Clinic Business. We recognize this as a strategic domain where our Group can strongly leverage its established expertise and track record

FY2027/03 Earnings Forecast

GENOVA

Consolidated Summary

Unit: Billion yen	FY3/2026 Actual	FY3/2027 Plan	Sales Ratio	YoY
Net Sales	11.56	21.60	-	186.8%
Medical Platform	5.03	7.00	32.4%	139.1%
Smart Clinic	3.34	4.00	18.5%	119.7%
Dental Trading	2.39	9.78	45.2%	409.2%
DX	0.31	0.51	2.3%	164.5%
Others	0.48	0.31	1.4%	64.5%
Gross Profit	6.47	9.21	42.6%	142.3%
Operating Profit	0.40	1.57	7.2%	392.5%
EBITDA	0.60	1.80	8.3%	300.0%
Recurring Profit	0.43	1.55	7.1%	360.4%
Net Profit Attributable to Owners of the Parent	0.27	1.19	5.5%	440.7%

*EBITDA: Operating profit plus depreciation and amortization, including amortization of goodwill, other intangible assets, and long-term prepaid expenses

FY2027/03 Earnings Forecast Highlights (By Segment)

Medical Platform

Unit: Billion yen

	FY3/2026 Actual	FY3/2027 Plan	(Billion yen)	YoY (%)
Sales	5.03	7.00	+ 1.97	+ 139.1%

- We plan to achieve growth in both net sales and profits by continuing strategic investments while expanding our business scale
- We will solidify the recovery trend by continuing to focus on our core Medical Platform Business and Smart Clinic Businesses
- For the Dental Distribution Business launched last fiscal year, we will maintain growth while working to stabilize operations and improve the profit structure

Smart Clinic

Unit: Billion yen

	FY3/2026 Actual	FY3/2027 Plan	(Billion yen)	YoY (%)
Sales	3.34	4.00	+ 0.66	+119.7%

- We plan to achieve growth in both net sales and profits by continuing strategic investments while expanding our business scale
- The expansion of the service delivery base will lead to an increase in maintenance and support services, contributing to segment profit

<Basic Policy on Shareholder Returns>

While remaining in an investment phase (business expansion, organizational restructuring, etc.), shareholder returns are implemented based on a comprehensive assessment of the status of the business foundation, investment plans, business performance, and financial condition

<Planned Implementation of Stable Profit Distribution>

To maintain continuous shareholder returns, a regular dividend of 30 yen is planned for implementation.

Dividend Forecast

FY3/2027

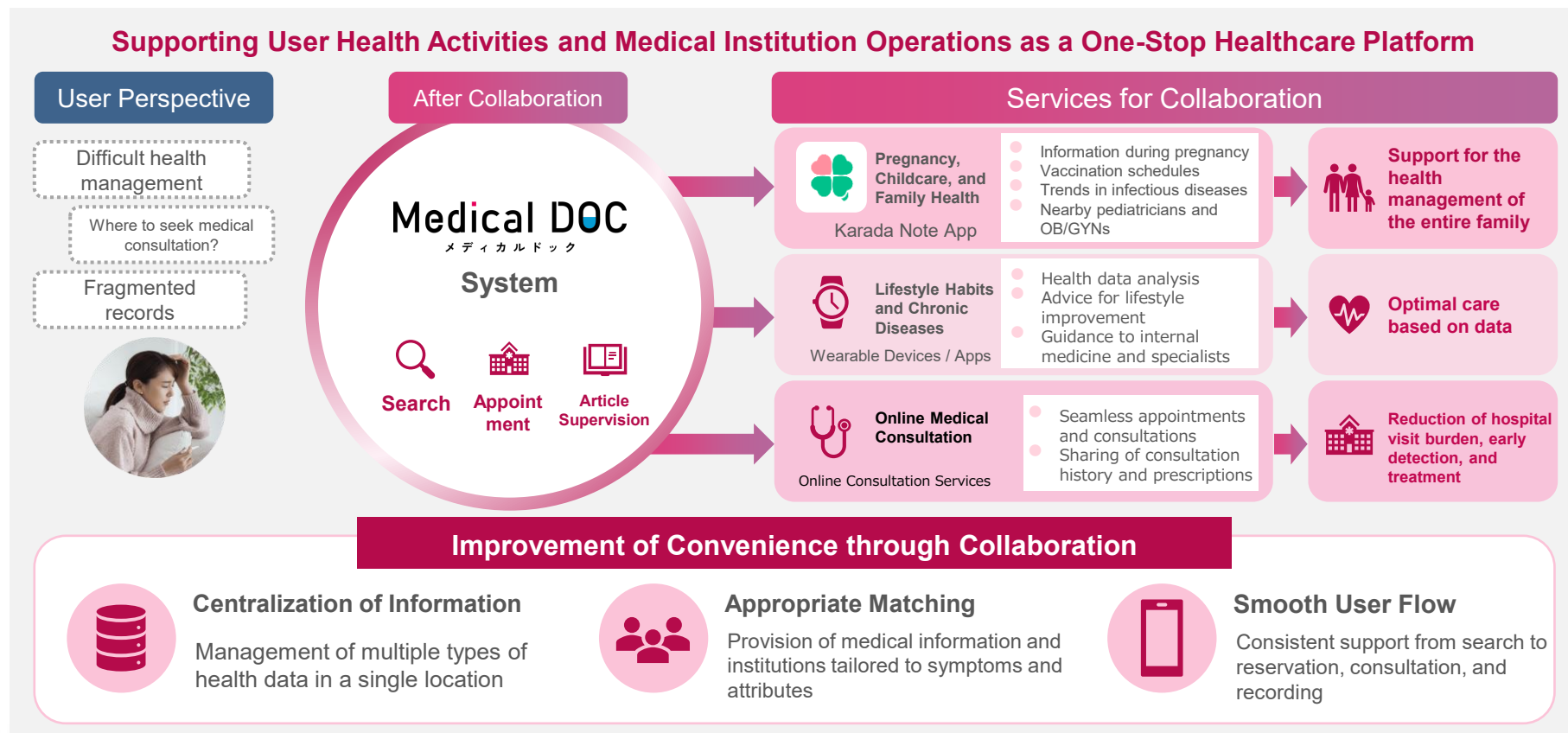
Record Date	March 31, 2027
Regular Dividend per Share	30 yen
Commemorative dividend per share	—
Dividend Amount	30 yen
Dividend Payout Ratio	43.6%
Total Dividend Amount	Approx. 0.52 billion yen

Growth Strategies / Other Initiatives

Collaboration with Other Services to Enhance Convenience of Medical DOC

GENOVA

- Joint development of a patient acquisition platform utilizing Karada Note's pregnancy/childcare support and healthcare apps, along with content collaboration for patient retention (May 2026)

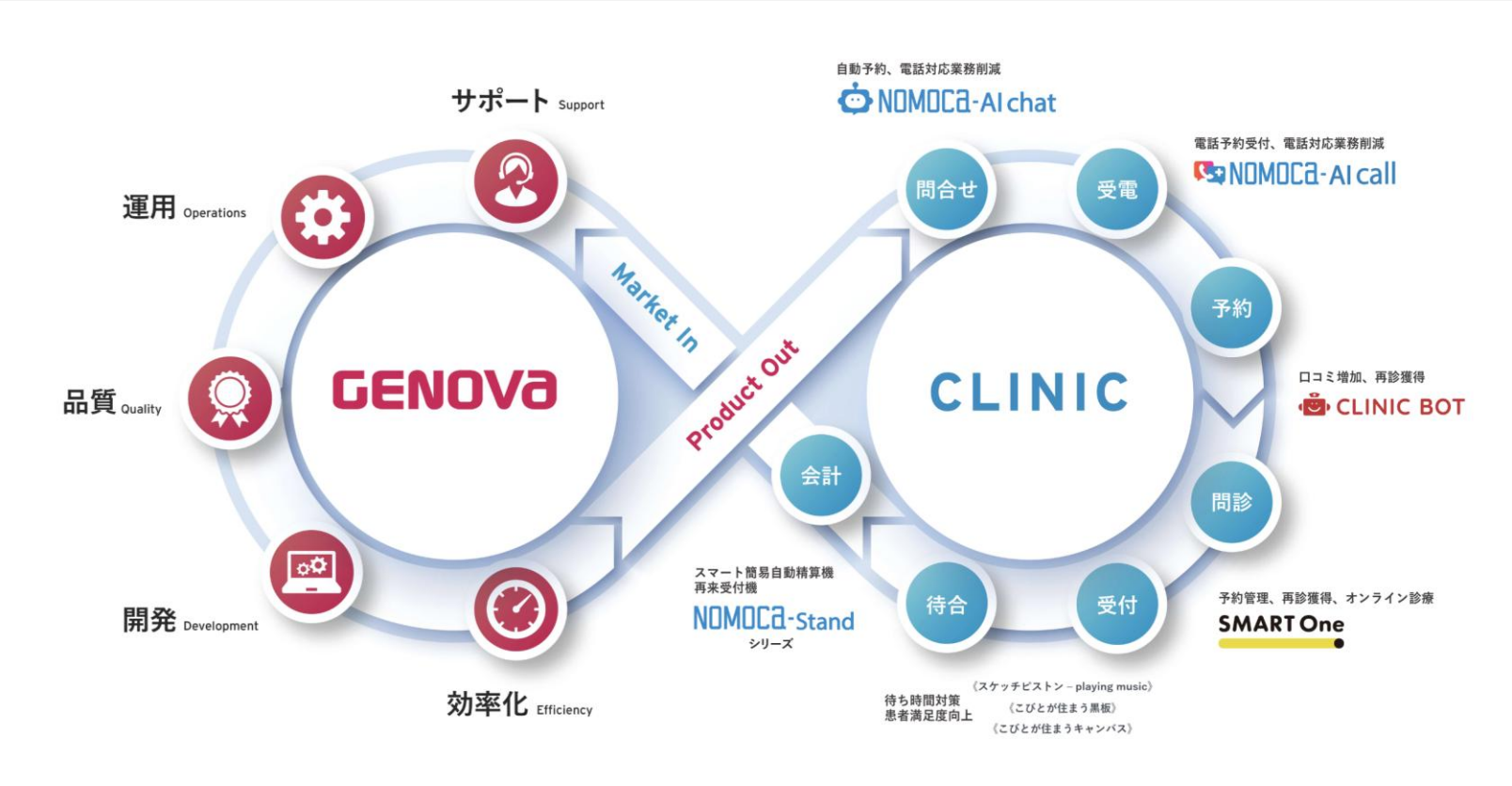


Karada Note

A family data platform that accumulates life event data, based on healthcare apps such as "Blood Pressure Note" and a series of apps supporting pregnancy, childbirth, and childcare operated by KARADANOTE INC. (Securities Code: 4014)

Anticipated Synergies

The combination of KARADANOTE's "high-precision customer touchpoints based on life event data" with the Group's "medical content and nationwide customer base" enables the construction of new patient acquisition channels originating from apps and the enhancement of patient retention support. Within the Karada Note apps, physician-supervised content tailored to the user's life events and health status is delivered in a timely manner. Simultaneously, medical institutions suitable for the user are displayed on "Medical DOC" to support decision-making



Maximizing Clinic Productivity And Patient Convenience through Clinic Automation



Provide solutions to address specific challenges



Creating a virtuous cycle between operational tasks and products

- Acquisition of equity in Akasaka Shizaisha, a dental material distributor mainly operating in Saitama, through a business transfer on April 21, 2026
- This marks the second company in the Dental Trading Business, following the acquisition of ASANO Co., Ltd. through a business transfer in May 2025
- Establishment of a system to support Japan's dental healthcare infrastructure more stably and efficiently from the "logistics" perspective by constructing a robust supply chain encompassing dental clinics to dental laboratories

Overview



Name	Akasaka Shizaisha Co., Ltd.
Location	3-13-6 Minami-Otsuka, Kawagoe City, Saitama
Representative Title / Name	Hiroyuki Akasaka, President and Representative Director
Business Description	Sale of dental materials
Capital	9 million yen
Establishment Date	May 19, 1980
Acquisition Date	April 21, 2026

Recent Operating Results
(Past 3 Years)
*Fiscal year ends on April 20

Unit: Thousand yen	FY Ended April 20, 2023	FY Ended April 20, 2024	FY Ended April 20, 2025
Net Sales	4,887,876	4,982,635	5,760,388
Operating Profit	54,068	39,395	24,361
Net Income	38,104	29,984	20,297

Progress: Smooth Advancement of PMI and Strengthening of the Business Foundation



PMI (Post-Merger Integration) is progressing smoothly as planned

▶ Akasaka's financial results are scheduled to be included in the Company's consolidated results starting from the second quarter of the fiscal year ending March 31, 2027 (FY2027/03)



Sharing and utilizing the trust and track record established by group companies acquired through business transfers as Group assets

- ▶ A long-established company in its 70th year of operation, conducting business primarily in the Hokuriku region
- ▶ A dental distribution infrastructure company in its 47th year of operation, based in Saitama Prefecture



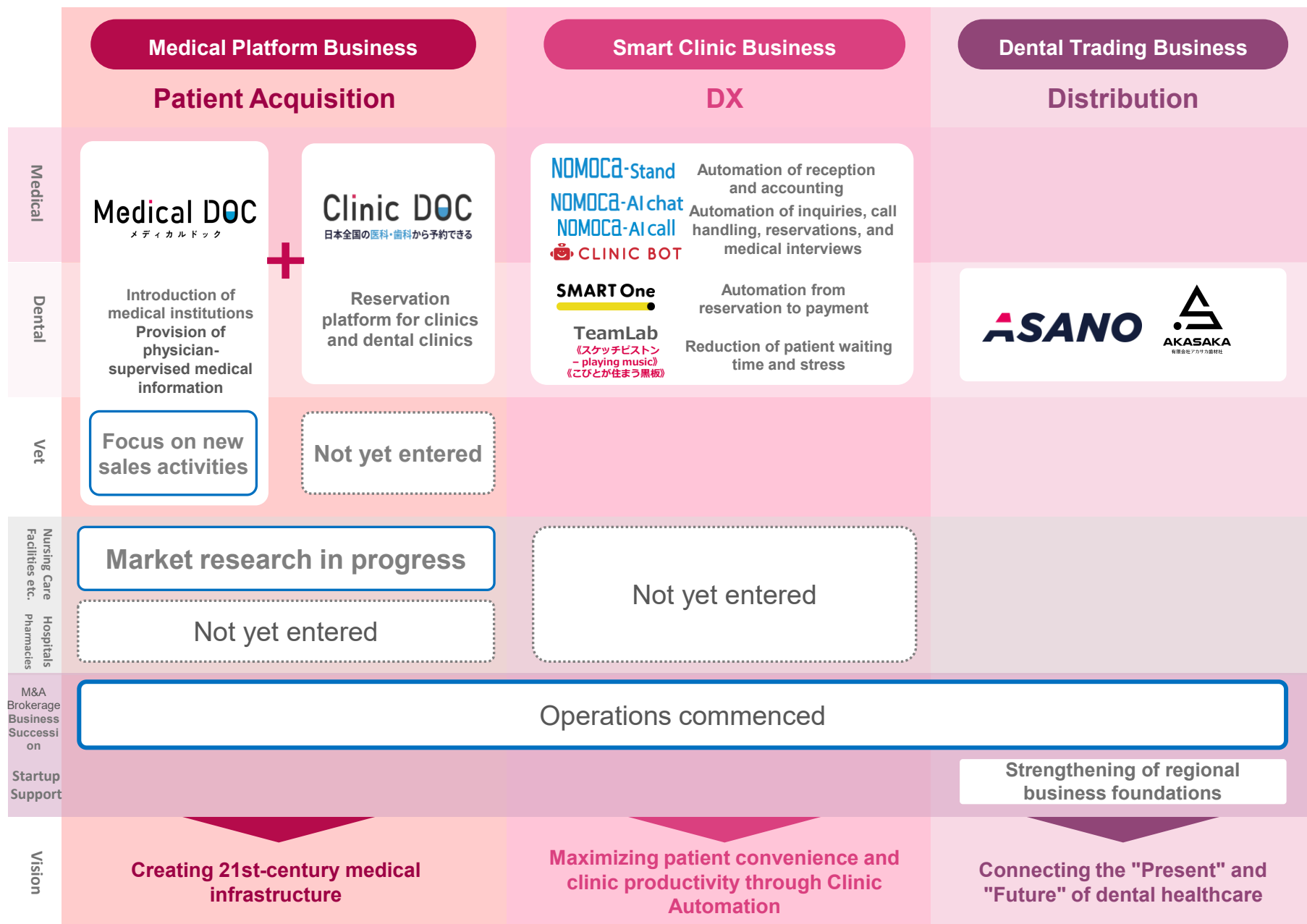
Promoting the strengthening of regional business foundations (M&A and expansion of sales offices)

- ▶ An increase in the referral of further M&A projects
- ▶ Business transfer of a long-established company operating sales offices primarily in the Hokuriku region

Value-Up through GENOVA's Expertise

GENOVA**GENOVA's Expertise****Mature Dental Distribution Industry**

**Implementation of a “thorough customer-first approach”
and transition to “proactive customer service”**



Establishment of the Service Planning Office and AI Promotion Office

**To further accelerate business growth in the Medical × DX domain, a significant strengthening of the organizational structure has been implemented:
"Creation of New Businesses Rooted in Frontline Needs" × "Establishment of Competitive Advantage Through AI"**

Service Planning Office

Newly established as a strategic department exclusively dedicated to the planning and development of new services.

Starting from the frontline challenges of medical institutions, the office will leverage the Group's customer base, data assets, and partner network to continuously create services.

Promoting the diversification of mid-term revenue pillars.

AI Promotion Office

A specialized organization responsible for the cross-functional implementation of generative AI and machine learning technologies.

Realizing productivity improvements by accelerating AI implementation into the Group's products and services, as well as automating business operations

Vision / Mission

VISION 2026: Connecting Healthcare and Society through Real × Digital

By fusing technology (Digital) with frontline dialogue (Real), the aim is to improve the quality of medical care and realize a sustainable society

Mission

Delivering the voices of medical frontlines to society to accelerate problem-solving.
Resolving the anxieties and dissatisfactions of patients and users to provide a higher quality medical experience.



Website: <https://genova.co.jp/company/vision/> (JP)

Three Promises to Society

1. Delivering the social challenges of medical care
2. Realizing collaboration between medical and dental care
3. Constructing an unstoppable regional medical infrastructure through "DX × Logistics"

GENOVA has set a policy to accelerate the construction of an infrastructure where everyone can receive appropriate medical care with peace of mind by “connecting people and medical care”.

Appendix.

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/en/
Foundation	July 04, 2005
Capital	779,201,550 yen (as of end of FY3/2026 Q4)
Employee Number	Group total: 529 (Part-time employees: 39) (as of end of FY3/2026 Q4)
Business	Medical Platform Business / Smart Clinic Business Dental Trading Business / DX 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 ASANO, Inc. 1-10-10 Asano Honmachi, Kanazawa-shi, Ishikawa
	AKASAKA Shizaisha Co., Ltd. 3-13-6 Minami-Otsuka, Kawagoe, Saitama 350-1162
	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 UniversityProject 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

※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.

- 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
 Challenges faced by user-patients	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
 Challenges faced by healthcare workers	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
 Challenges faced by healthcare management executives/physicians	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

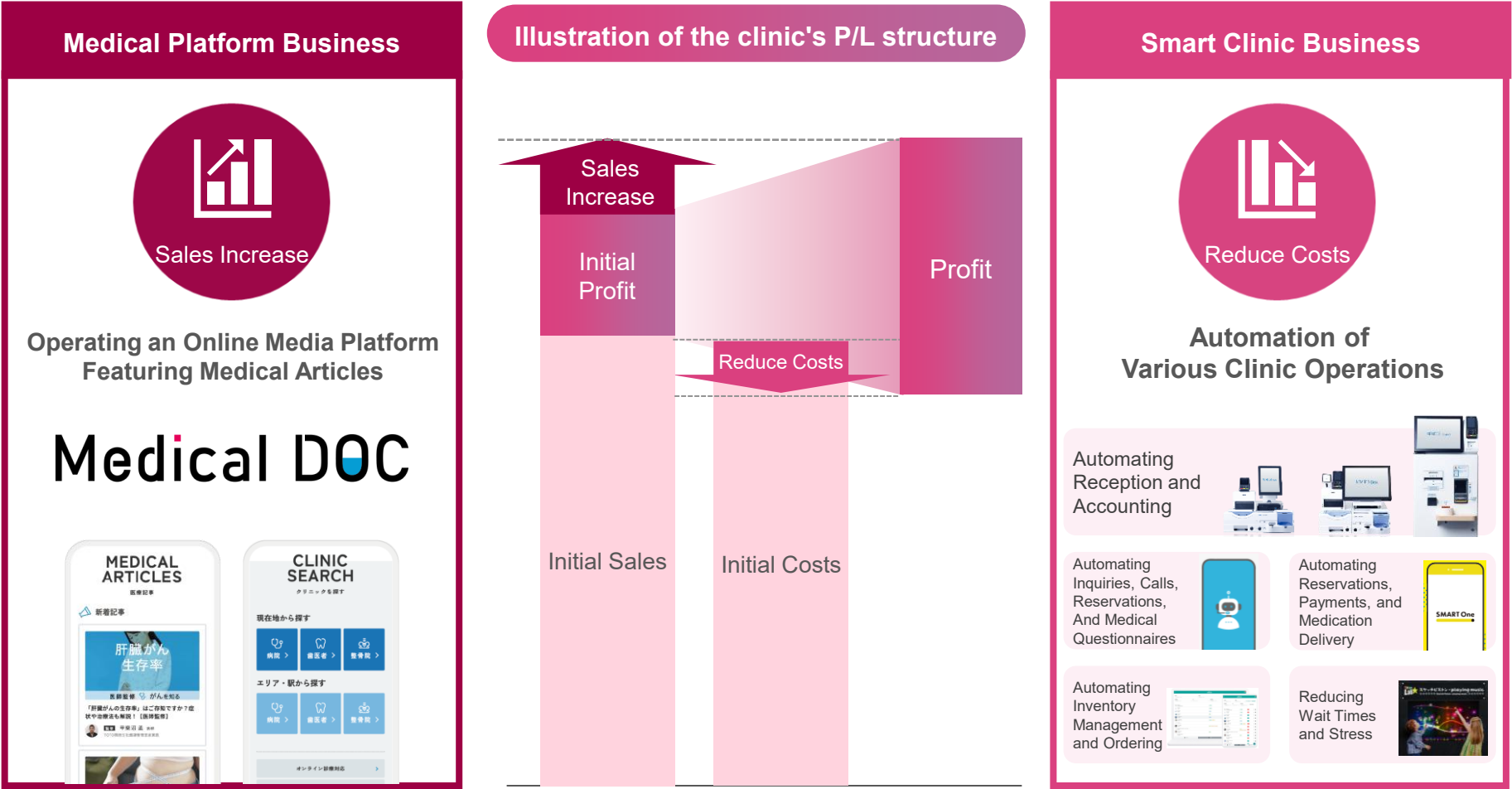


Reduced
Waiting Times



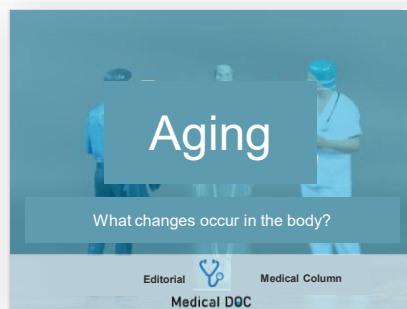
Improved
Convenience

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



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

Medical Information Articles



Medical and Dental Columns

Approx. 3,800
articles

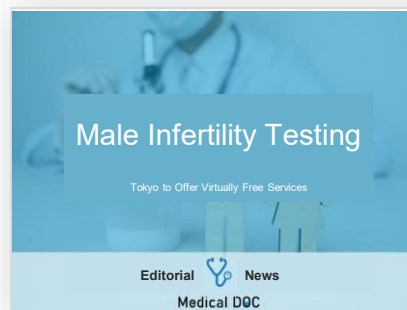
- Supervised by a wide range of healthcare professionals, including doctors, dentists, pharmacists, nurses, and physical therapists
- Provides information on various diseases, symptoms, and preventive care
- Explained clearly from the user's perspective



Articles on fighting illness

Approx. 500
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. 980
articles

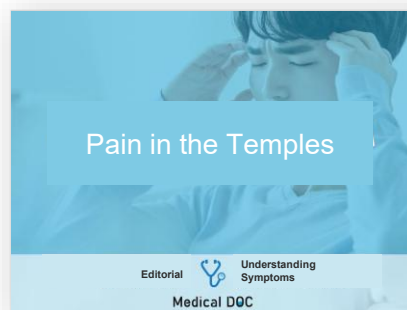
- Timely updates on the latest medical and health news
- Covers a wide range of health-related topics
- Focused on practical, everyday themes relevant to readers' lives



My Medical Records

83 articles

- Provision of medical information through the personal experiences of celebrities
- Highly reliable commentary by medical specialists
- Information dissemination to a wide range of generations



Articles on illnesses and symptoms

Approx. 4,000
articles

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



My Struggle with Illness

83 articles

- Provision of medical information through the personal experiences of celebrities
- Highly reliable commentary by medical specialists, covering everything from specific diseases to the current state of treatment research
- Disseminating the importance of early detection and early treatment

Advertising articles and videos for medical institutions

Articles introducing Medical Institutions MDOC-R

Approx. 13,000 articles

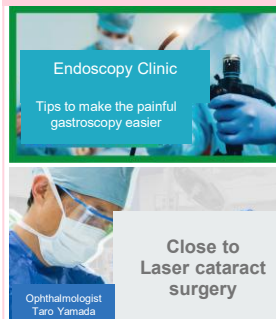


- Introducing Clinics from a Third-Party Perspective with a Focus on “Information Credibility”
- Highlights the clinic’s features and strengths
- Designed to guide users to the clinic’s official website and help them learn more in detail if interested

Treatment Videos MDOC-V

MDOC-V

Approx. 1,300 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

MDOC-B

Approx. 1,000 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. 2,400 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

MDOC-C

Approx. 630 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

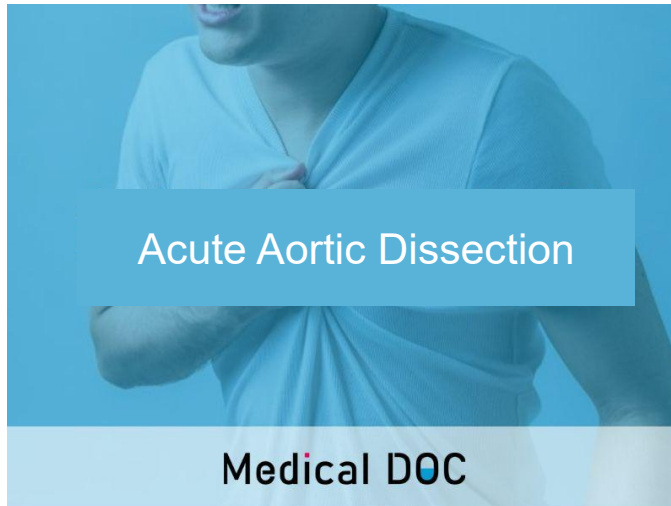
公開日:2023/0/0 更新日:2023/0/0

Table of Content

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- > 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
Photo 1

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	●	●	●	●	●	★	—

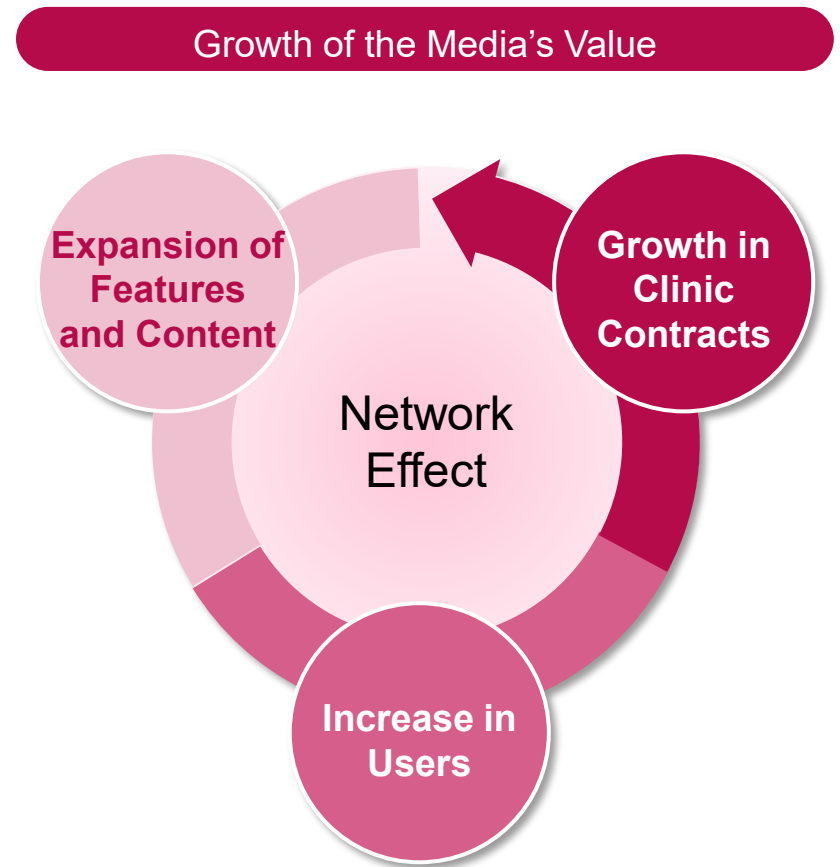
★ : 10:00～13:00/14:30～19:00

Detailed
Page
Directory

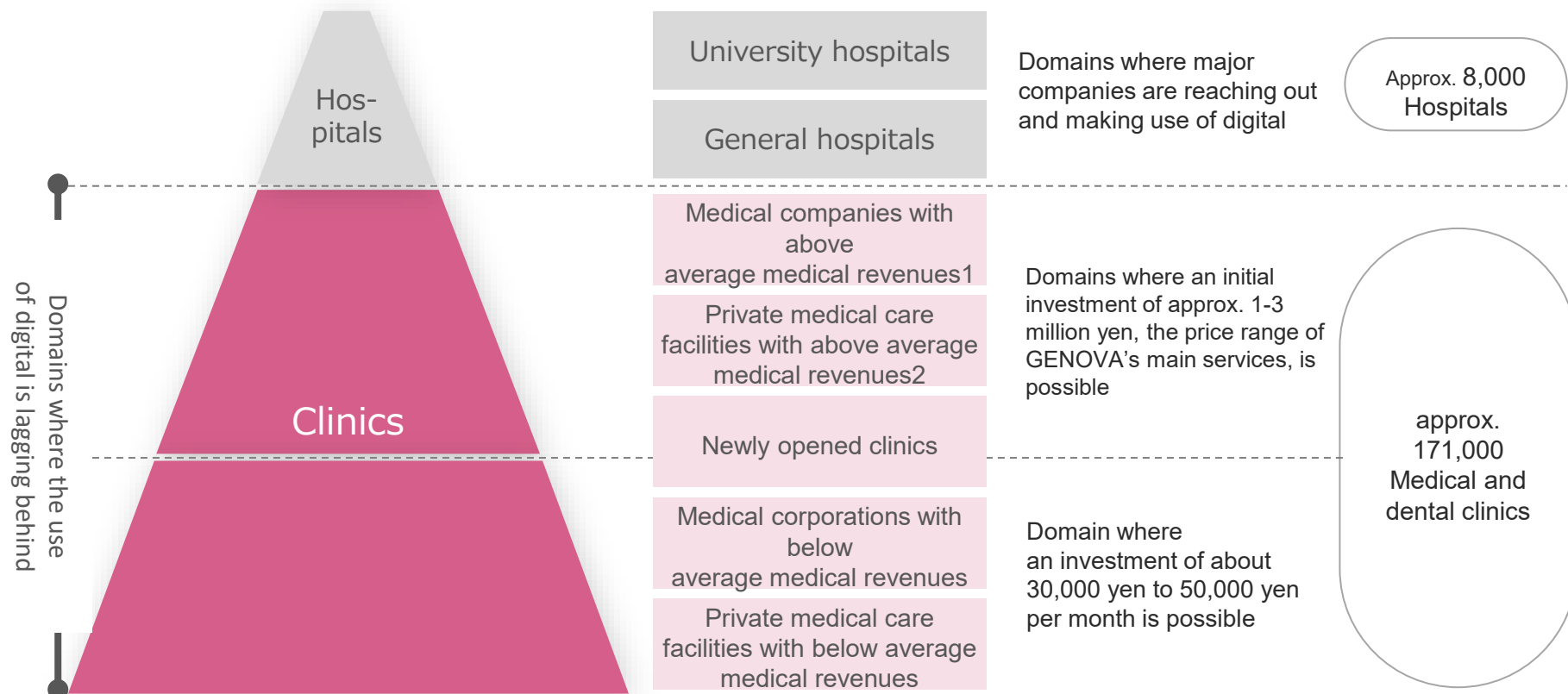
GENOVA Implant Clinic Introductory Page

42

- 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



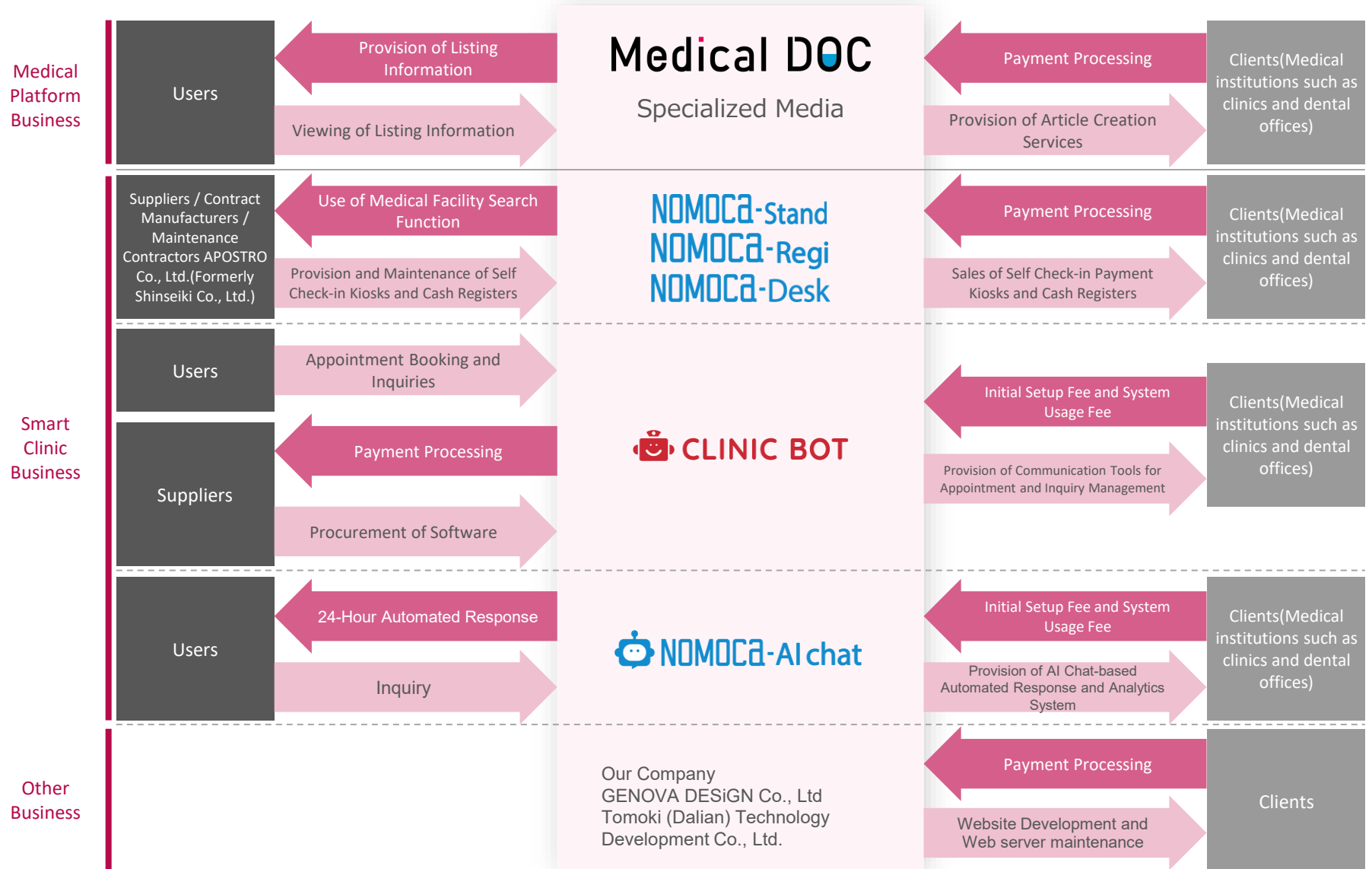
- GENOVA targets medical care facilities for our generation of revenue, targeting the domain of clinics.



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.





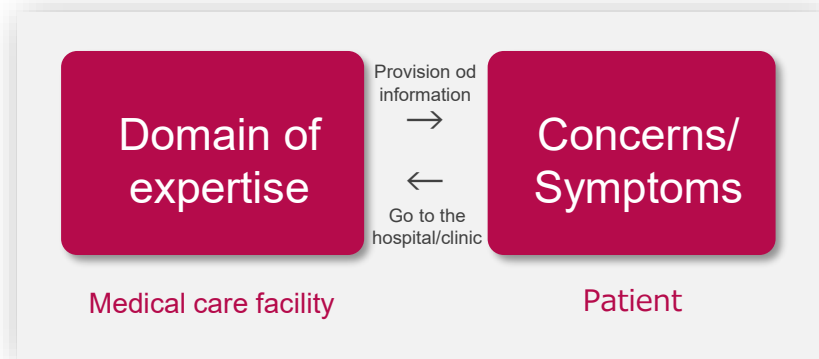
- With a background in providing value to patients and users, we provide services that assist medical care facilities in solving their challenges.

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.



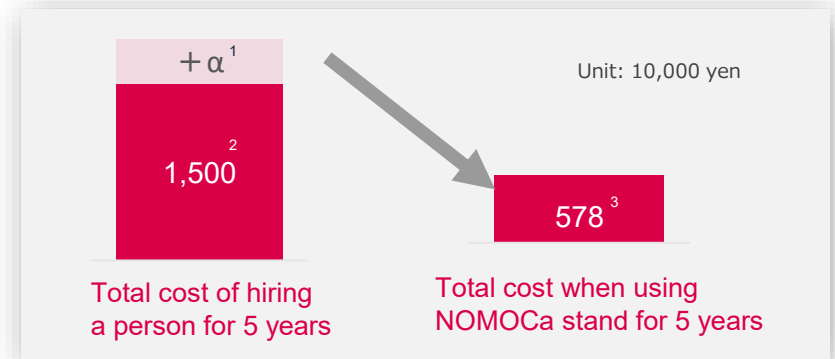
Patients who match the medical care facility's area of expertise come to hospitals/clinics

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.

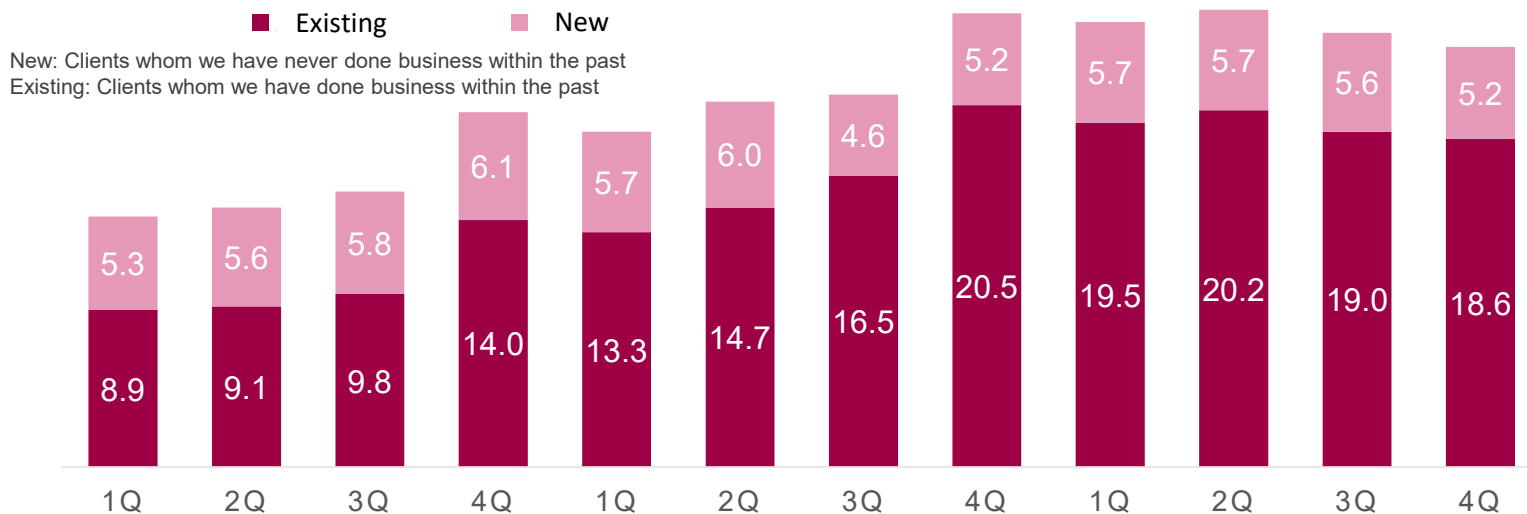
2. Typical 5-year labor costs for medical office personnel in a clinic (payroll: 200,000 yen/month Legal welfare cost: 30,000 yen/month Transportation cost: 5,000 yen/month Overtime: 10,000 yen/month Job advertisement cost: 300,000 yen)

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 **17,000** medical care facilities that we have cultivated over our 21-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 FY3/2026 Q4

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

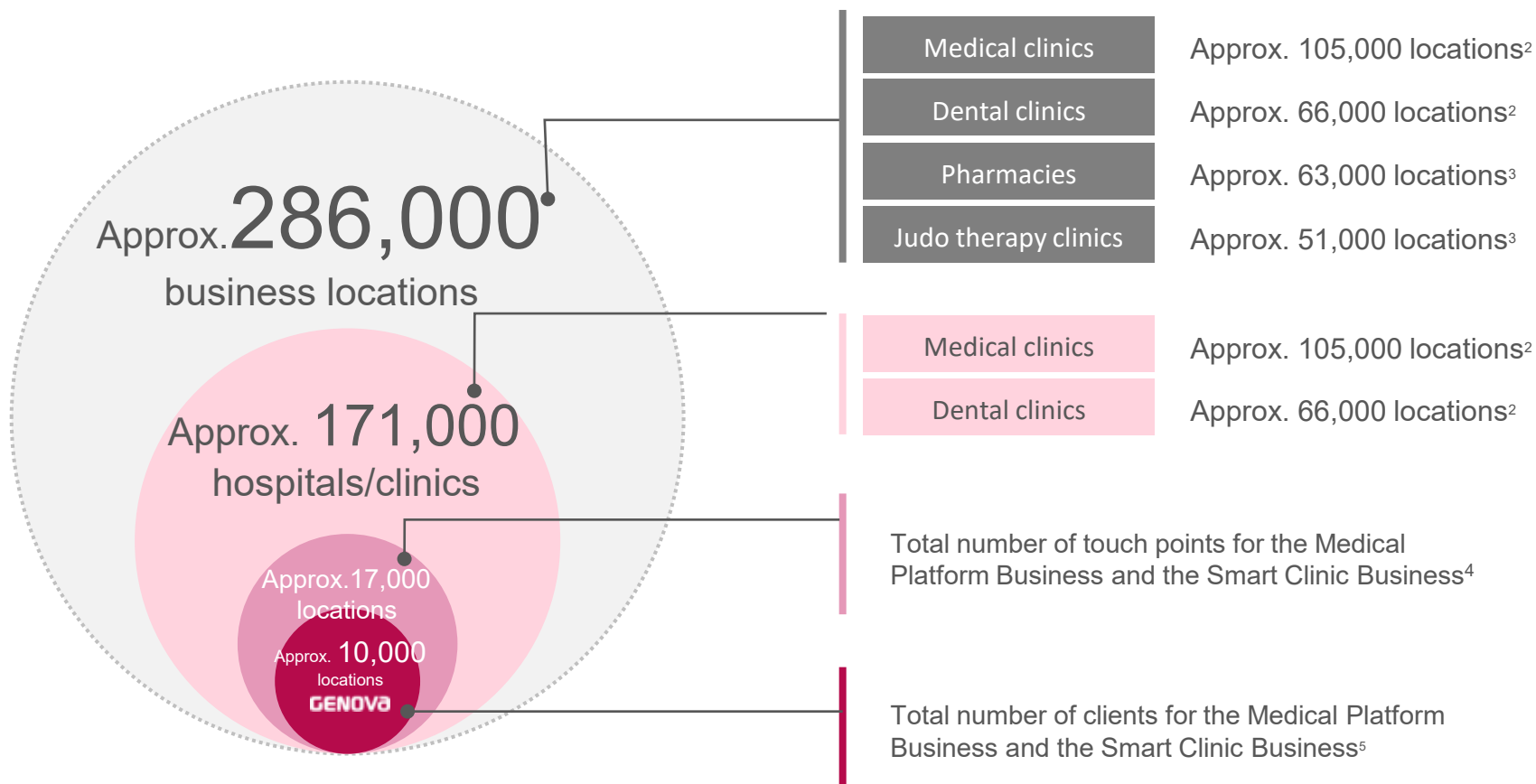
*Client sales are added for new and existing clients who had their first and second contracts in the same quarter, respectively.

*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

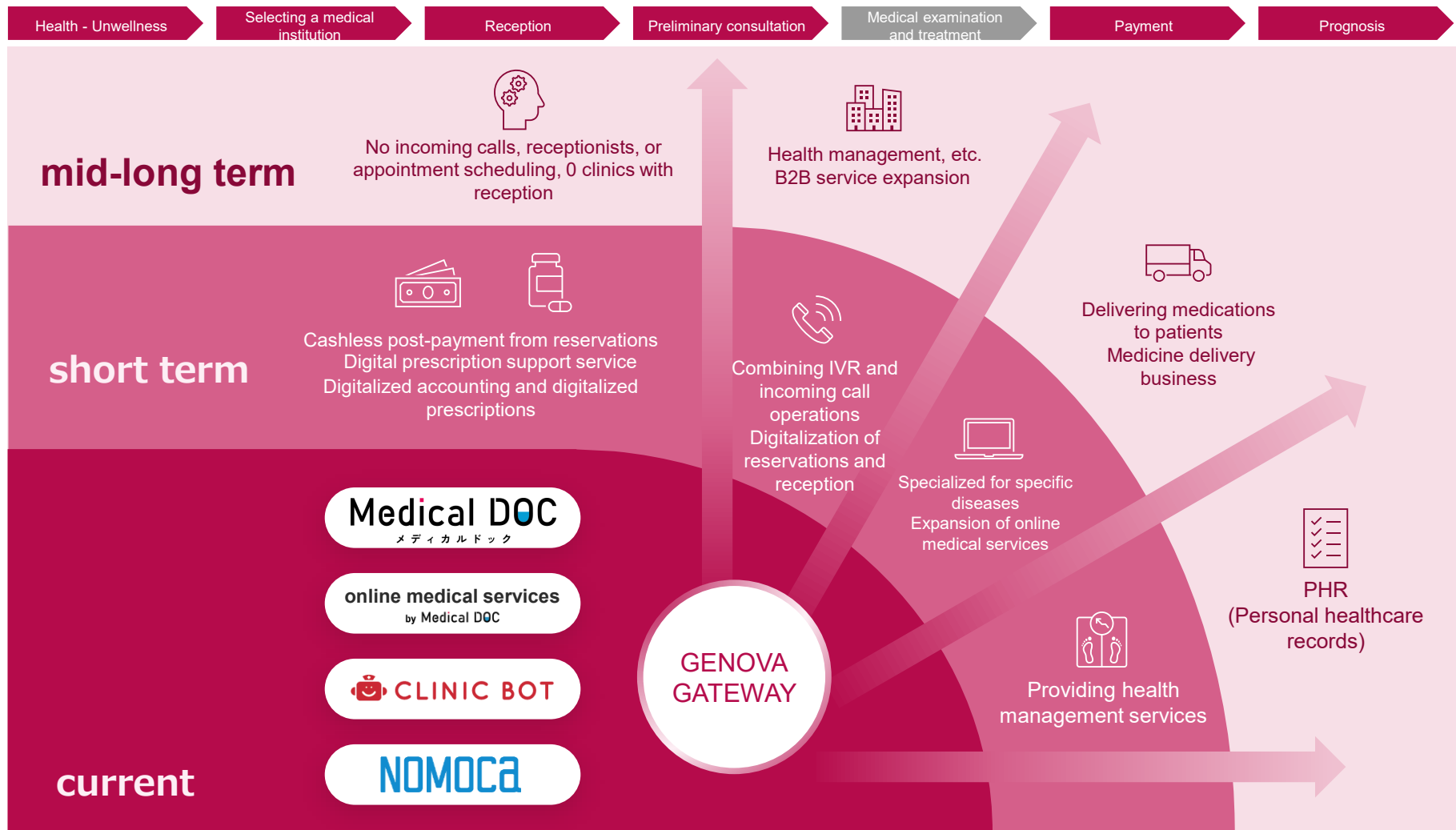
3. Based on the FY2024 (Reiwa 6) Health Administration Report (Statistics on Healthcare Workers).

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 Q4.

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.

Cross-selling Measures Based on the GENOVA GATEWAY Concept

- 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



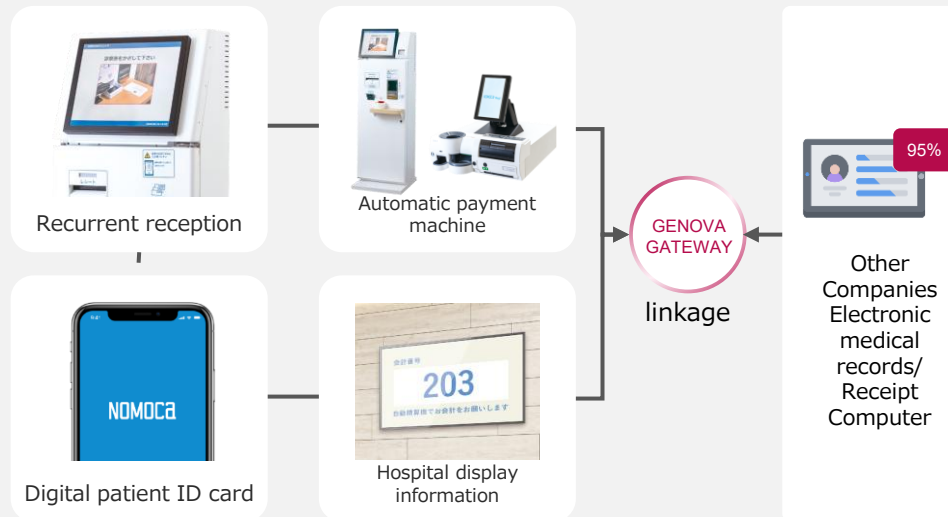
- By linking our own services with those of other companies, we have captured new markets

What is GENOVA GATEWAY ?



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

Clients (Medical Institutions)

Clients (Patients)

- 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

- Improve productivity (Hospital DX)
- Improved employee satisfaction

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

Materiality③
Strengthen information security and improve governance

Materiality④
Strengthening human Capital based on cultural empathy

Materiality⑤
Understanding the Business Impacts of Climate Change

Business Management

Employee

Global

- Information security measures
- Cyber security measures

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

- 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	●	●	●			●	●		●
Koji Takeda	Director	●			●	●	●		●	
Sho Inoue	Director	●	●		●			●		●
Yuki Sagehashi	External Director	●	●	●				●	●	●
Yuki Sato	External Director	●			●	●	●		●	
Tetsuya Sano	External Director	●				●	●	●	●	

Note:1. 2024年3月期末時点

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.



Statements made in this presentation concerning future performance are forward-looking statements. Forward-looking statements include, without limitation, “believe,” “forecast,” “plan,” “strategy,” “expect,” “anticipate,” “predict,” or “possibly” and other similar expressions that describe future business activities, performance, events, or conditions. Forward-looking statements are based on judgments made by the Company’s management in light of the information currently available to it. Accordingly, these forward-looking statements are subject to various risks and uncertainties, and actual results may differ materially from those expressed or implied by the forward-looking statements. Consequently, we caution you not to place undue reliance on forward-looking statements. Also, information contained in this document that relates to other than the Company is quoted from publicly available information, and the Company has not verified, nor does it guarantee, the accuracy or appropriateness of such information. The information contained in this presentation material is subject to change without notice.

GENOVA

Creating a healthy society by connecting people and medical care