

# M3, Inc.

## Acquisition of Shares and Consolidation of WISEMAN Co., Ltd.

June 2026



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M3, Inc.

# Transaction Overview

## Overview

**Acquisition of shares of WISEMAN, to make it a wholly-owned subsidiary**

## Key terms

- **Total Amount: Undisclosed**
- **Number of Shares to be Acquired: 242 shares (100%)**

## Shareholding Structure

### Before Transaction

- **Mr. Soichiro Minamidate** (President and CEO of WISEMAN) **and his relatives, directly or indirectly hold 100% of the total shares**

### After Transaction

- **M3** **100%**

## Timeline

- **June 5: Execution of Share Transfer Agreement**
- **July 1 (Scheduled): Execution of Share Transfer**

# Financial and Earnings Impact

- **While the transaction amount remains undisclosed, it is to be fully covered by cash on hand**
- **Earnings are projected to increase even after accounting for the amortization of intangible assets, resulting in a positive impact on EPS**

# Company Overview

株式会社ワイズマン  wiseman

**Location** Morioka, Iwate, Japan

**Established** June 1983

**Capital** JPY 100 million

**Financials**

(JPY MM)	FY25/6 A	FY26/6 E
Sales	12,377	13,980
Operating Profit	(222)	1,586

**Offices** HQ, 18 branches

**Employees** 535 (as of June 2025)

## Business Overview

### ■ Welfare Business

- Providing systems that streamline operations for care facilities, from record management to billing

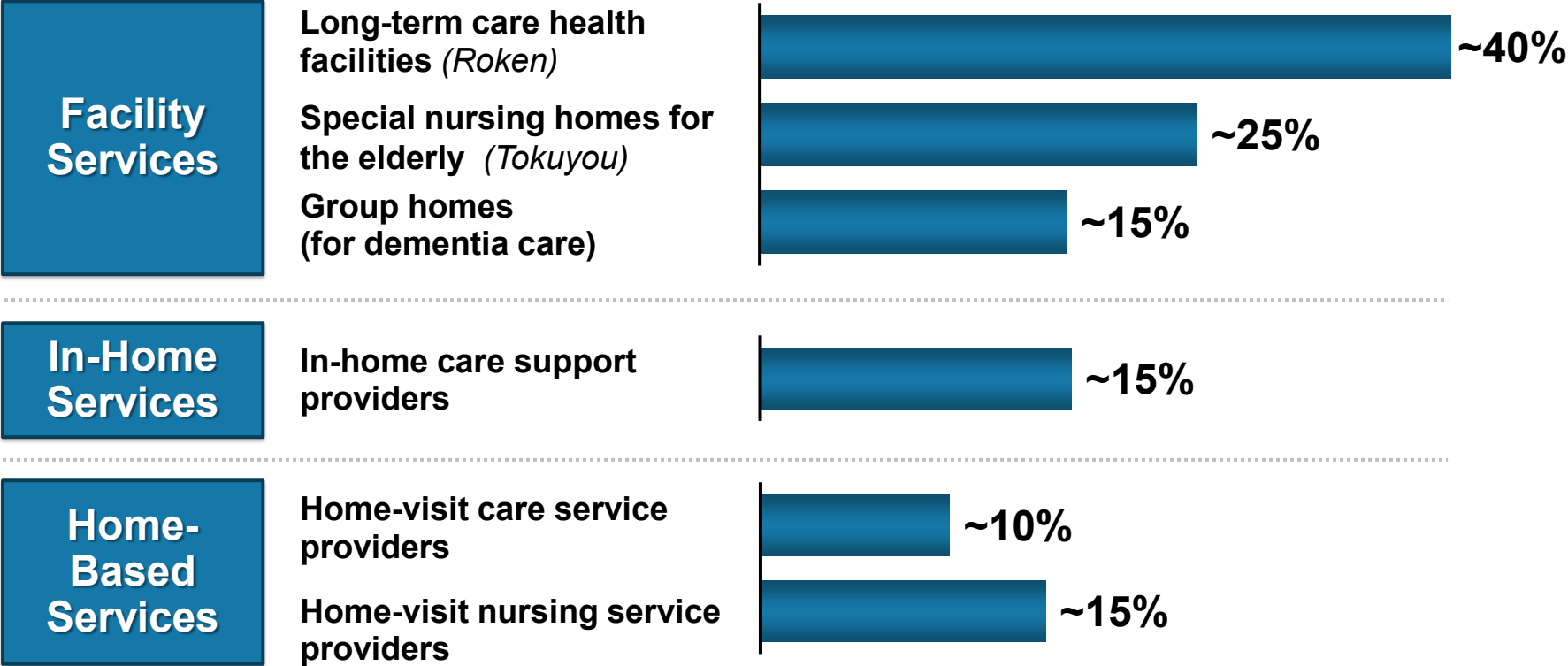
### ■ Medical Business

- Providing EHR and medical administrative systems for small-to-medium-sized hospitals and clinics

### ■ Healthcare and Nursing Care Collaboration Solutions

- Establishing networks to facilitate patient and user information sharing between medical institutions and care facilities

# WISEMAN's Market Share in Nursing Care Sector



**👉 Command a high market share primarily in facility services. Hold a solid footprint in home-based services, a segment expected to expand moving forward**

# Expected Collaborations and Synergies

## 1 Enhancing the value of WISEMAN products via AI utilization

- Utilize M3's AI technology to enhance the value proposition of WISEMAN products
- Scale the successful AI application from *LOGIC*'s product "Care-wing" to drive operational efficiency for customers

## 2 Strengthening healthcare and nursing care data collaboration

- Connect M3's cloud-based EHR "M3 DigiKar" with WISEMAN's healthcare and nursing care collaboration system "MeLL+", to establish a seamless information-sharing system between healthcare providers and care facilities
- Reinforce healthcare and nursing care data sharing to promote regional healthcare cooperation

## 3 Establishing a foundation for new business development in nursing care sector

- Leverage M3 Group's expertise to develop new services in the nursing care sector

## 4 Cross-selling / marketing support

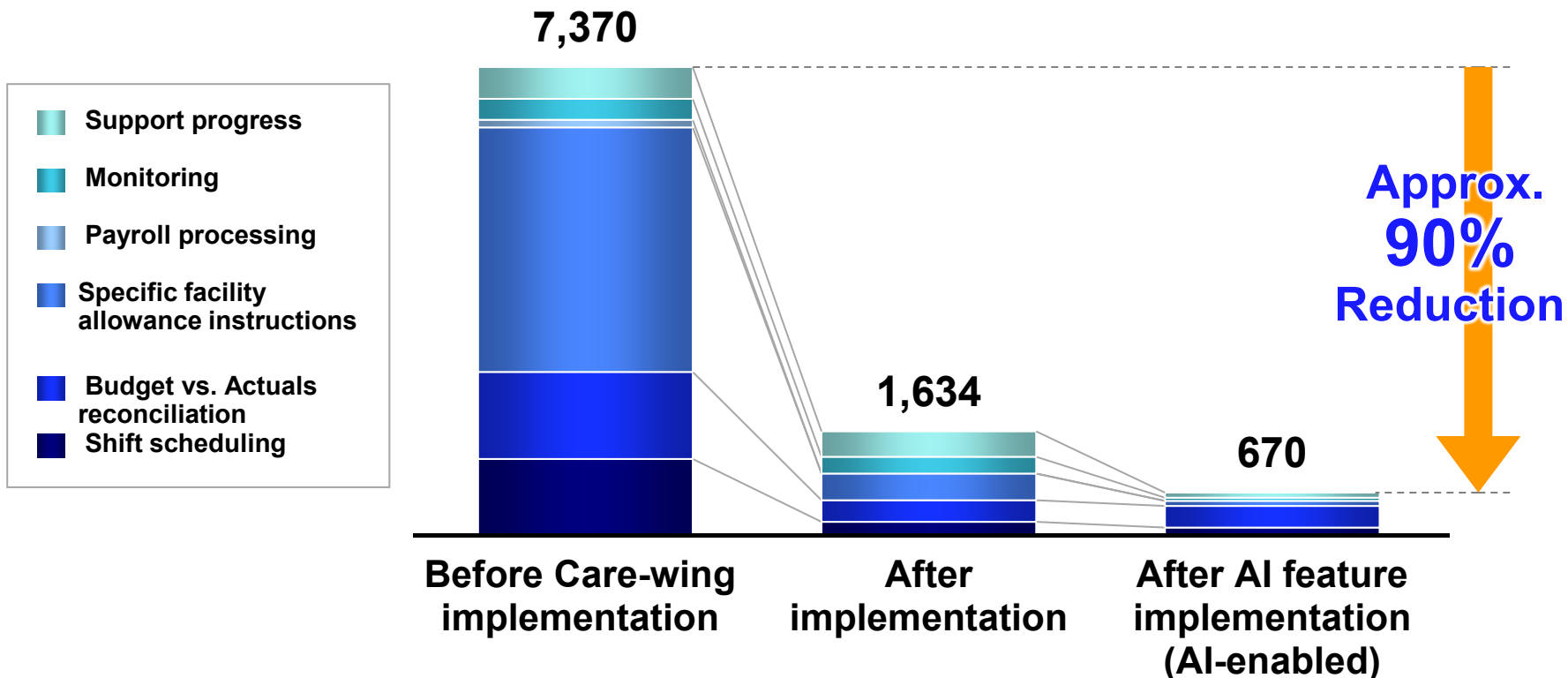
- M3 Group:  
Nursing care services (*ELAN*, *LOGIC*), marketing expertise
- WISEMAN:  
Robust customer base in the nursing care market

# Case Study: Enhancing Value through M3's AI Technology

- 1
- 2 Value enhancement via AI utilization
- 3
- 4

## LOGIC: Implementation Benefits of Care-wing

Unit: Monthly Hours Invested (Minutes)



 Digitally transforming caregiving operations can drive productivity gains of 5 to 11 times

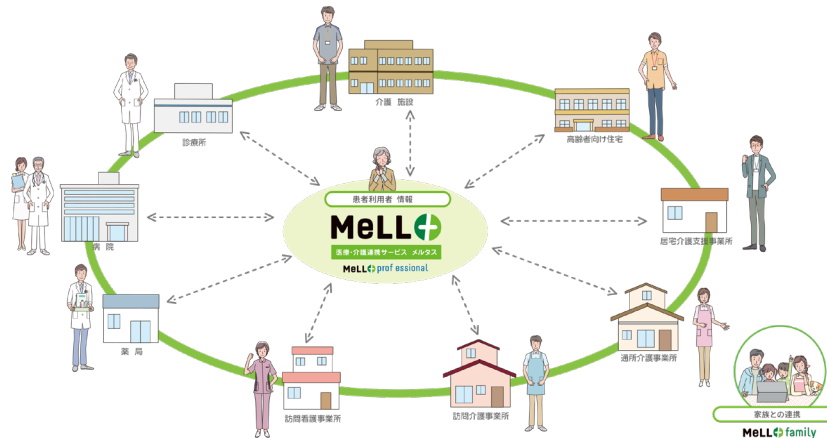
\* Estimates are calculated based on the average facility size derived from the Ministry of Health, Labour and Welfare's (MHLW) Survey of Nursing Care Service Providers. Baseline metrics prior to implementation assume conventional operations using paper records, with operational data calculated based on implementation cases and internal surveys.

# Promoting Regional Healthcare Cooperation

- ① Strengthening
- ② healthcare and
- ③ nursing care data
- ④ collaboration

 wiseman

**MeLL+** Approx. 1,200\*



 M3 Group

エムスリーデジタル  
**M3 DigiKar**

Approx. 9,600\*\*  
medical institutions

 Promoting regional healthcare collaboration by leveraging the user base of “MeLL+” and M3 DigiKar’s clinic coverage

\* Track record of regional collaboration solution implementations, as of the end of October 2025

\*\* As of the end of March 2026

# Challenges Facing Nursing Care Sector

- 1 New business
- 2 development in
- 3 nursing care sector
- 4



 **Beyond rising expenditures, the nursing care sector faces a multitude of challenges that need to be addressed**

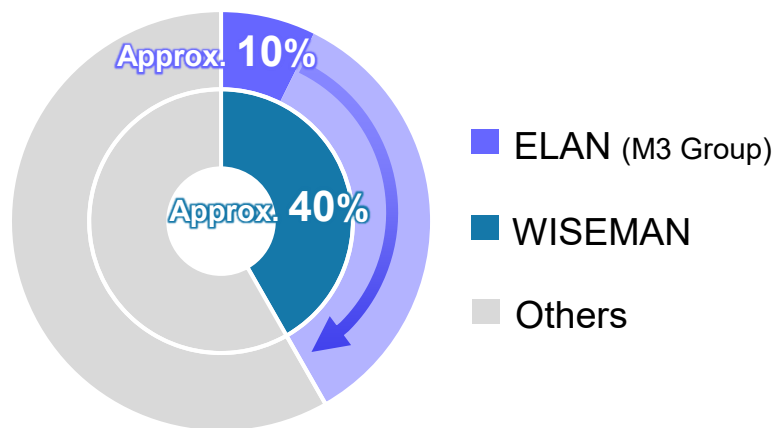
# Sales Expansion Potential for Both Companies' Services Through Partnership

- 1 Cross-selling/marketing
- 2
- 3 support
- 4

## Sales Expansion of M3 Group Services through Cross-Selling

Number of Long-Term Care Health Facilities\*

Approx. 4,000 facilities (as of June 2024)



- Market share is expected to grow by expanding into facilities that have not yet adopted our services

## Sales Expansion of WISEMAN Products through Marketing Support

### M3 Group's Web Marketing

Web marketing lead generation rates of similar products of M3 Group

M3 Group

40%~60%

WISEMAN

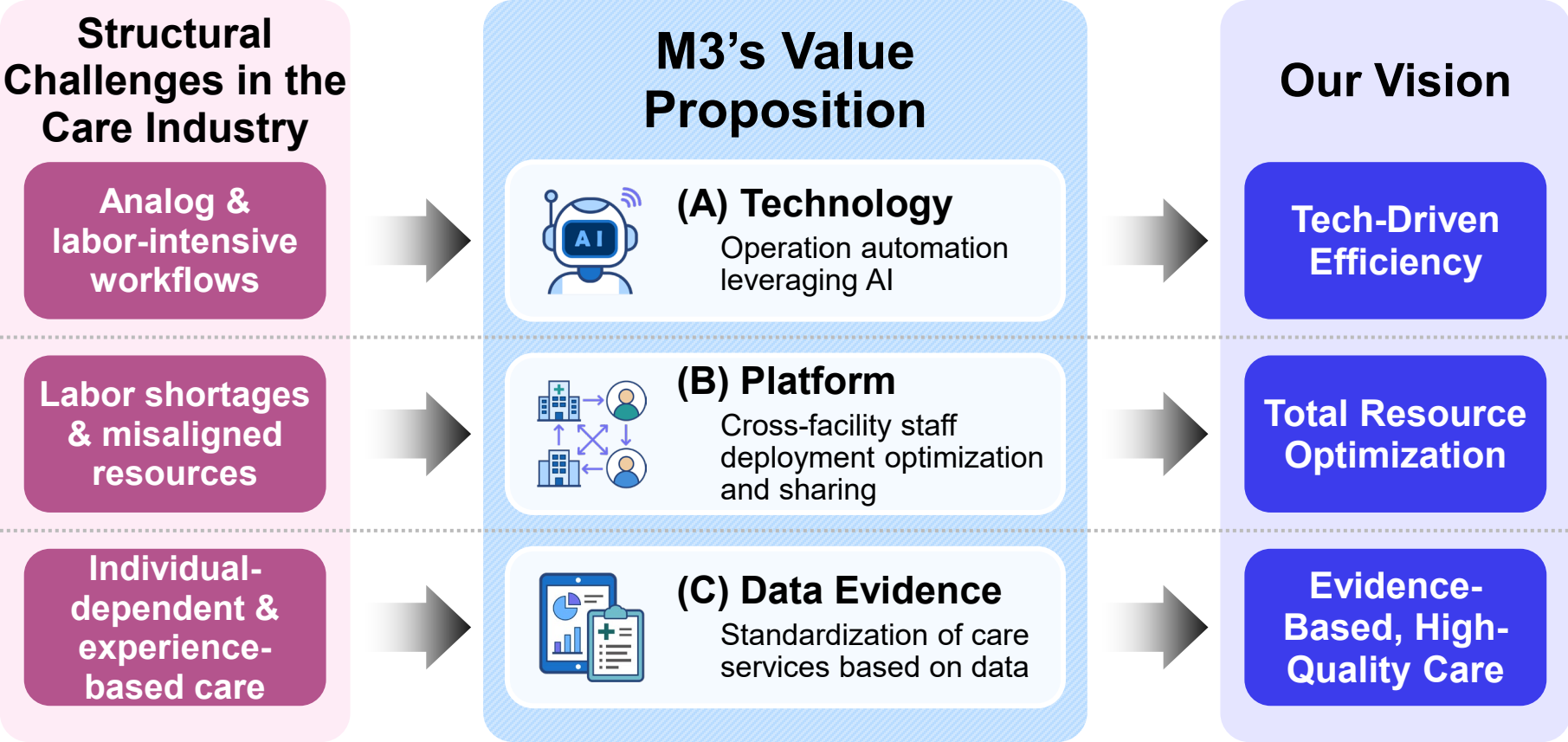
Expansion via expertise transfer

- WISEMAN's marketing is currently sales-driven, leaving room for improvement in the digital space. Raising it to M3 Group's standards is expected to drive further market share growth

 Aim to mutually expand market share by leveraging WISEMAN's customer base and M3's marketing expertise

\* Based on the assumption that all of ELAN's customers are potential WISEMAN's customers

# Aim of the Transaction

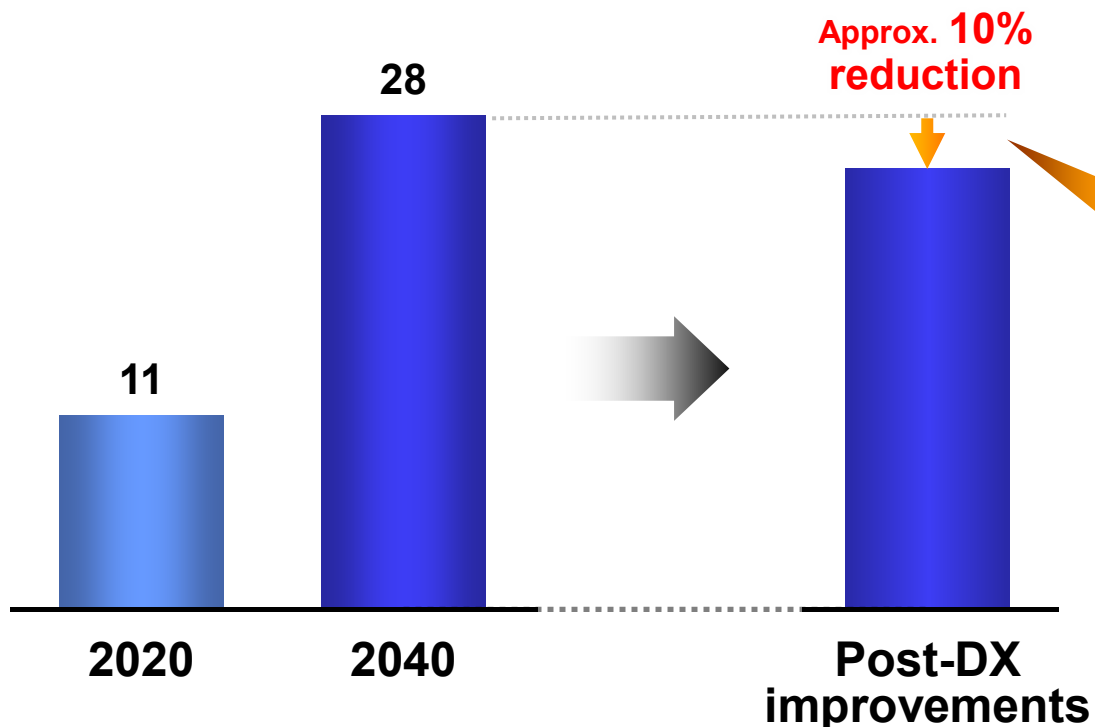


 **By executing the four synergies, we will overcome the structural challenges in the nursing care industry, ultimately achieving unprecedented productivity gains and maximizing residents' QOL**

# Expanding Nursing Care Market and Potential for Digital Transformation

## Actual and Projected Nursing Care Expenditures\*

Unit: Trillion yen




### Business Opportunities

Target to reduce future nursing care expenditures by approx. 10% (JPY ~3 trillion) through DX improvements

### Creation of DX Support Market

Estimate market size at JPY ~300 billion (equivalent to 10% of the total savings)  
Aim to capture a 30% market share through the collaboration with WISEMAN

 In the nursing care sector as well, we aim to realize our mission of “using technology creatively to help as many people as possible live longer, healthier, and happier lives, while minimizing unnecessary healthcare costs”

\* Based on data from the Ministry of Health, Labour and Welfare



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