Earnings Results Briefing for the

Third Quarter, FY2024
And Corporate Profile

August 8, 2024　Securities Code: 3939

株式会社カナミックネットワーク

KANAMIC NETWORK

1. Earnings



KANAMIC NETWORK

1-1. Our Business Component （3 main Business）

Our three main businesses are solution services for social issues in Japan.

Business Field	① For Super-aging society (declining birthrate and aging population)	② For Extending Healthy Lifespan (The 100-year life)	③ For Startups (Creation of new business)
Our Group	KANAMIC NETWORK KANAMIC NETWORK 康纳美克（大连）科技有限公司	URBAN FIT24	Ruby DEVELOPMENT
Services	・community-based inte-grated caresystems DX ・care DX ・child rearing DX	・gym (Designated exercise therapy facility) ・bodycare ・health making App	・OEM/ODM services for original websystem ・OEM/ODM services for embedded Ruby system (software and hardware)
Clientele	toG toB ・municipality ・medical association ・medical corporation ・care provider	toC ・individual	toB ・enterprise company ・unicorn company ・startups

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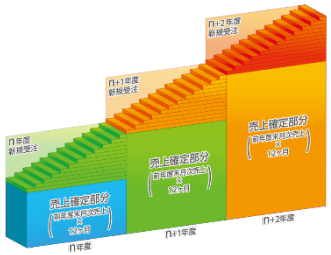
DX companies solving Japan's challenges

【Extend-healthy-lifespanBusiness】
Provide business know-how on running a bricks-and-mortar business

Provide management resources and IT/DX know-how

KANAMIC NETWORK　KANAMIC NETWORK 康纳美克（大连）科技有限公司



Cloud services business, a profitable stock business



Networks and data use in the health and care sector



High development and sales capabilities in cloud services and ICT products

Provide of systems development capabilities

Provide management resources and cloud development expertise

URBAN FIT24

厚生労働大臣認定
健康増進施設

The first 24-hour fitness gym in Japan

certified as a "Designated Exercise Therapy Facility"



quality space and top-quality training machines

Good value for money with low prices and high hospitality standards



Apps make health visible

A wide range of visualisation from exercise and diet, etc…

Ruby DEVELOPMENT

Ruby PROGRAMMING Language

Group of engineers specialising in highly productive Ruby on Rails.



Numerous transactions from well-known start-ups to mega-ventures



Well-developed training system with "Ruby Committers".

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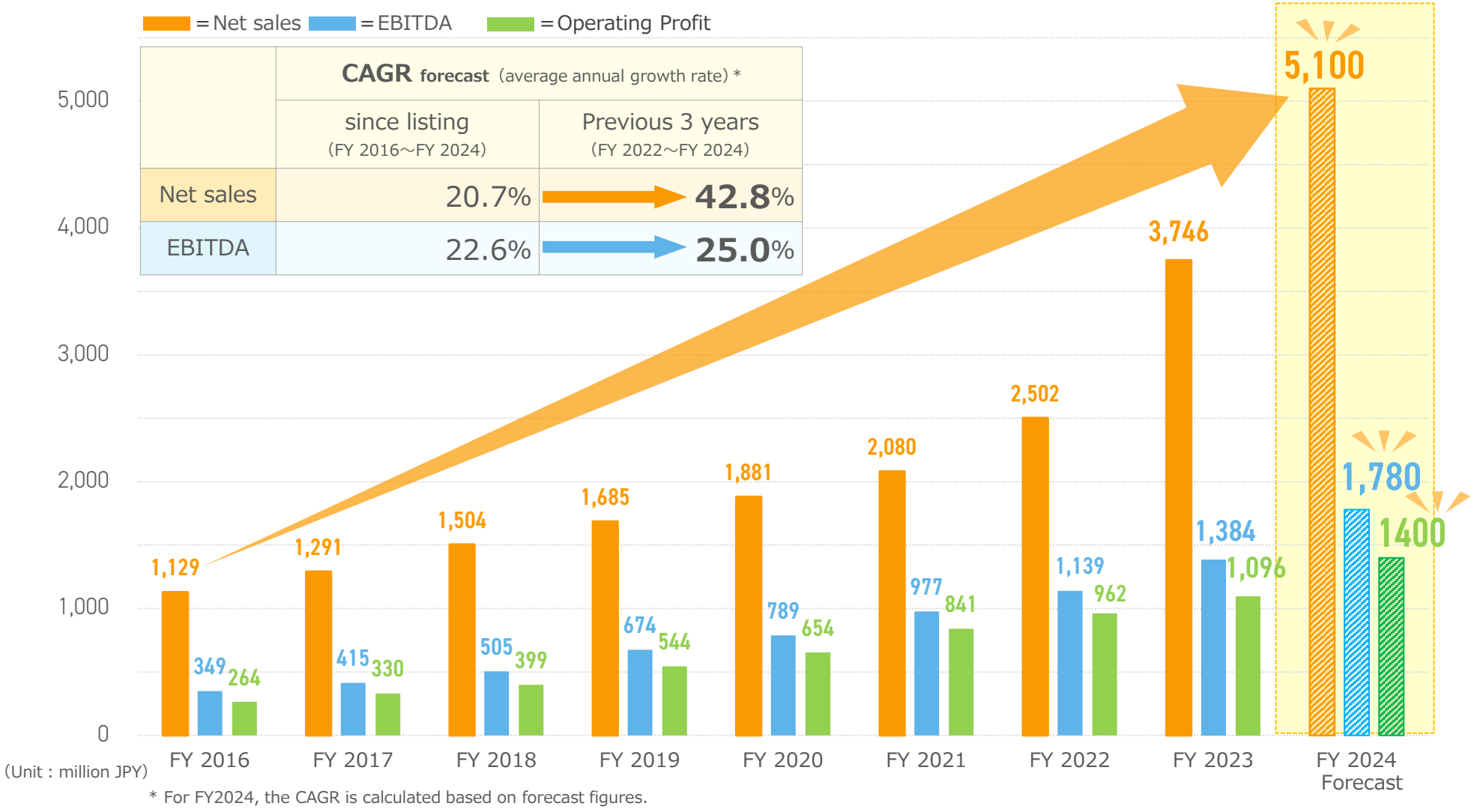
1-3. Growth trends

The company continues to achieve solid growth and shareholder returns, with the highest sales and profits in every financial year. High growth in excess of the CAGR since listing is expected for the last three periods



	CAGR forecast (average annual growth rate) *	
	since listing (FY 2016～FY 2024)	Previous 3 years (FY 2022～FY 2024)
Net sales	20.7%	**42.8%**
EBITDA	22.6%	**25.0%**

(Unit : million JPY)

* For FY2024, the CAGR is calculated based on forecast figures.

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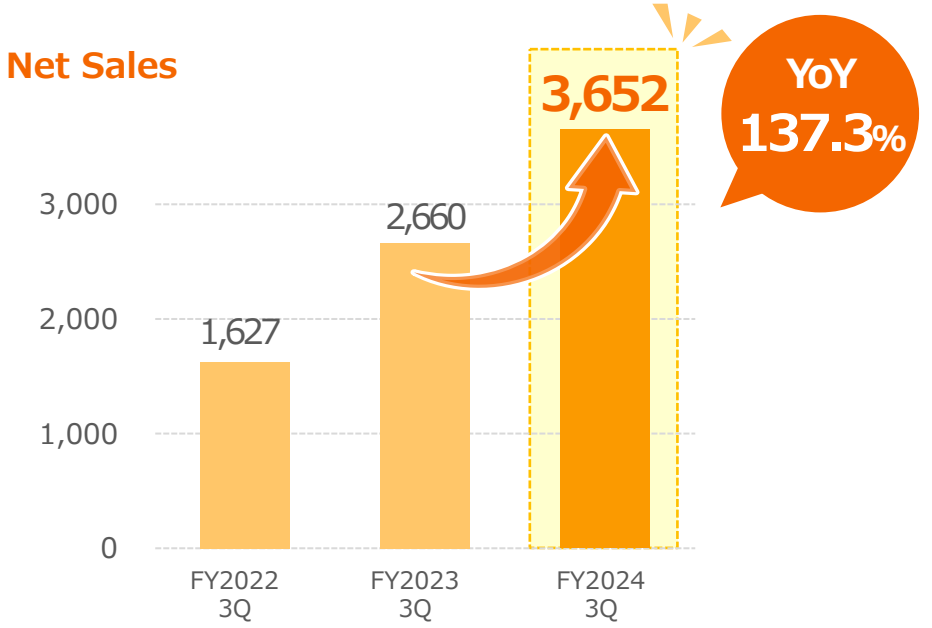
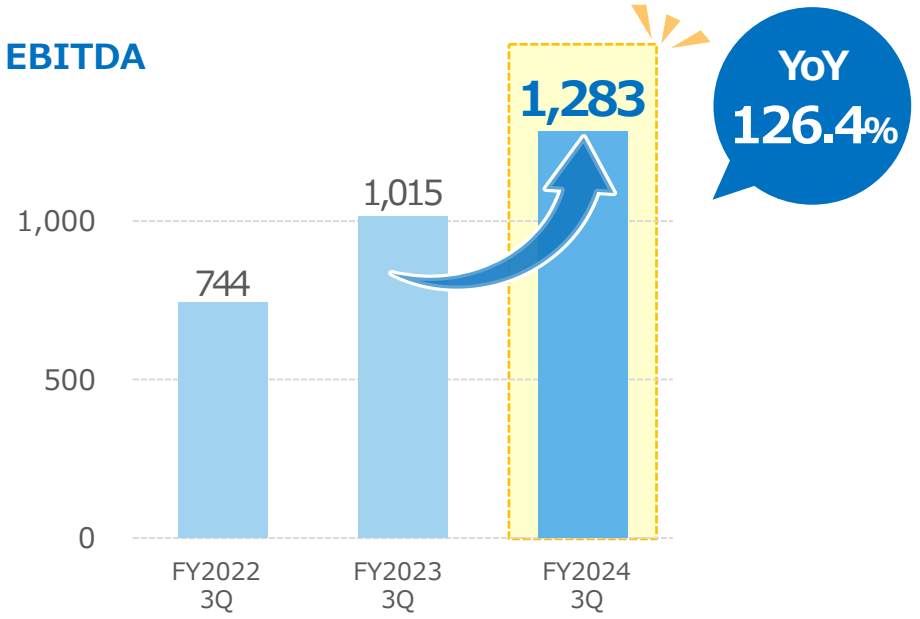
1-4.FY2024, 3Q consolidated Results

Substantial growth in sales and profits with a year-on-year sales growth rate of 137.3%





	FY2022, 3Q	FY2023, 3Q	FY2024, 3Q		Difference
	Result	Result	Result	Composition Ratio (%)	YoY (%)
Net Sales	1,627	2,660	3,652	100.0	137.3
EBITDA	744	1,015	1,283	35.1	126.4
Operating profit	624	805	1,020	27.9	126.6
Ordinary Profit	624	814	1,026	28.1	126.1
Profit	420	553	699	19.1	126.3
Profit per Share	8.86	11.66	14.74		

*EBITDA is operating profit plus amortization (depreciation and amortization of goodwill).

(Unit : million JPY)

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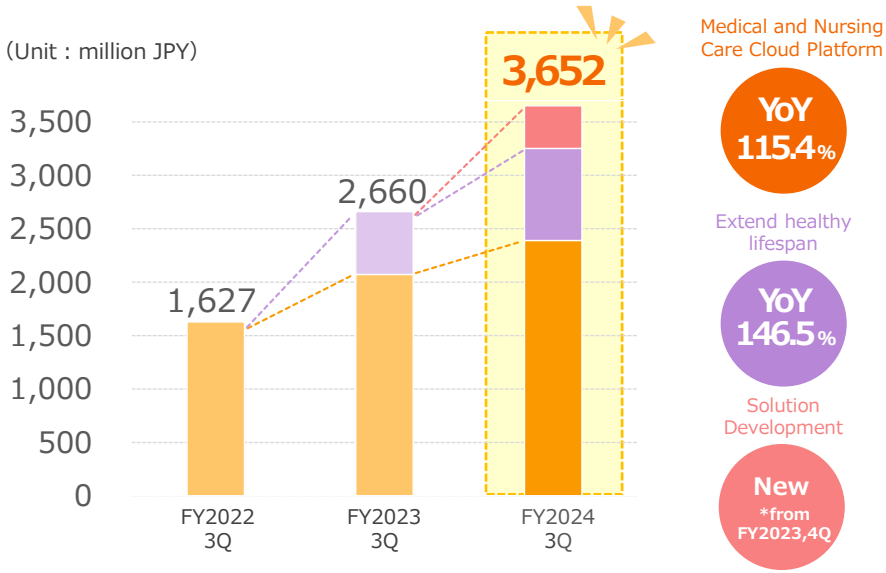
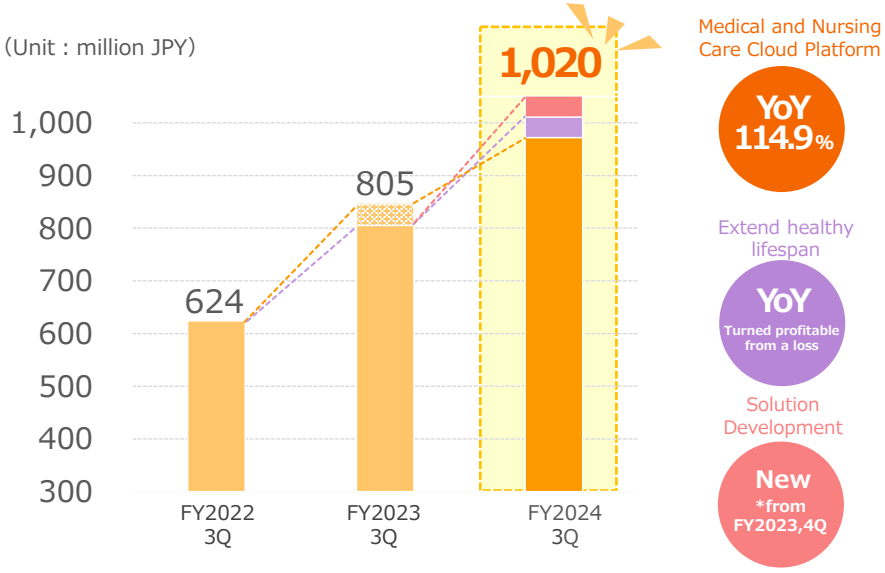
1-5.FY2024, 3Q Results (by segment)

Achieved a good balance growth in the main business and the group as a whole

■Net Sales



■Consolidated Operating Profit (by segment)



Segment Name		Net Sales and Operating Profit (by segment)	FY2022, 3Q	FY2023, 3Q	FY2024, 3Q	YoY (%)
KANAMIC NETWORK / KANAMIC NETWORK 康纳美克(大连)科技有限公司	Medical and Nursing Care Cloud Platform	Net Sales	1,627	2,072	2,390	115.4
		Operating Profit	624	846	972	114.9
URBAN FIT24	Extend healthy lifespan	Net Sales	–	588	862	146.5
		Operating Profit	–	-35	39	–
Ruby DEVELOPMENT	Solution Development	Net Sales	–	–	399	–
		Operating Profit	–	–	40	–
Total*		Net Sales (consolidated)	1,627	2,660	3,652	137.3
		Operating Profit(consolidated)	624	805	1,020	126.6

*Consolidated operating profit is the adjusted total of each segment's profit after deducting inter-segment transactions and amortisation of goodwill. (Unit : million JPY)

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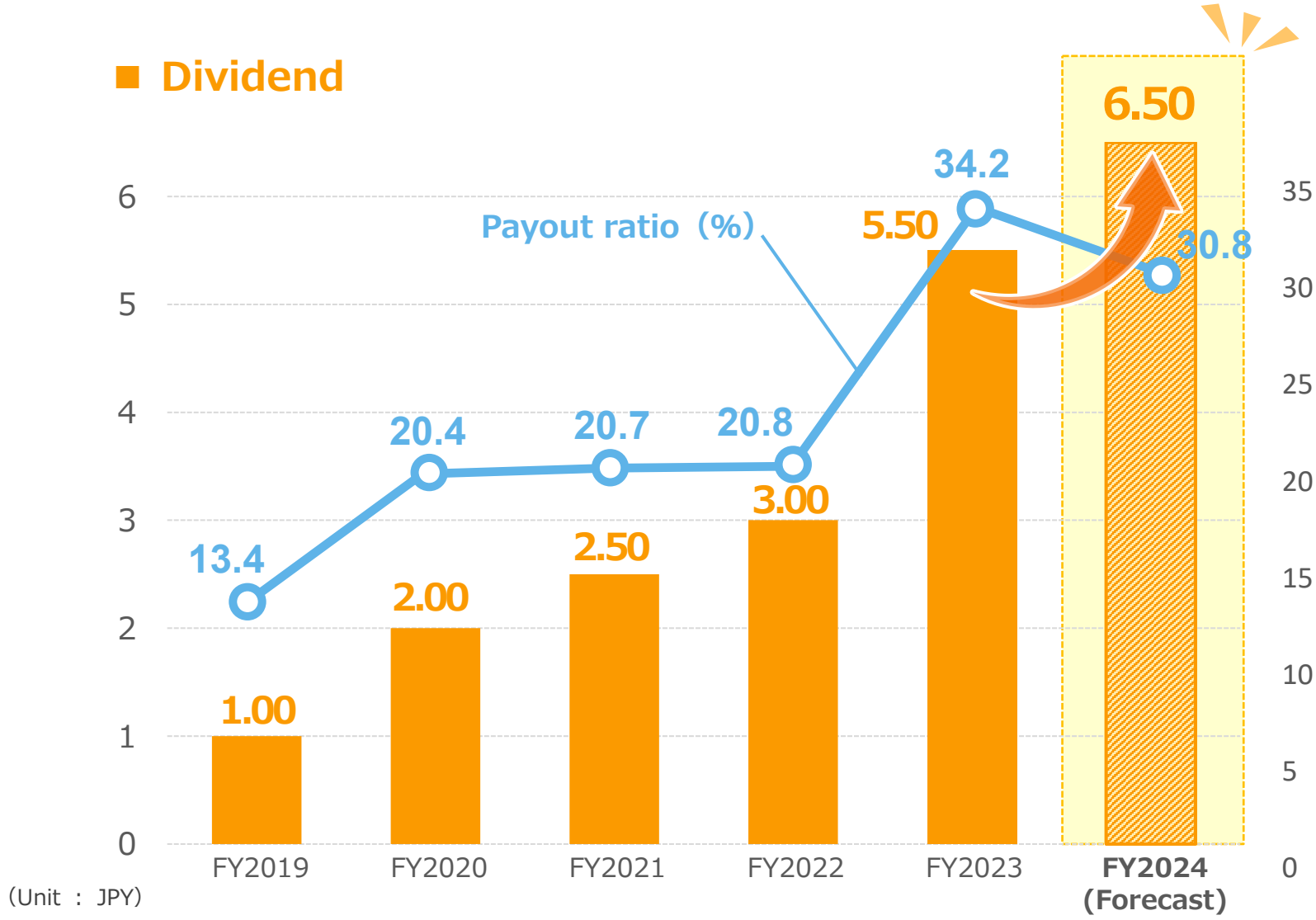
1-6. Dividends

From FY2023, the target dividend payout ratio has been 30% or better, and dividends are expected to increase in FY2024



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1-7. Dividends

In addition to the existing lottery-type benefits, starting with the fiscal year ending September 30, 2023 (23rd fiscal year), All shareholders will receive a coupon for Urban Fit 24

In addition to the existing lottery-type benefit program (JCB gift cards as described below), we will offer experience tickets to all shareholders for use at Urban Fit facilities.

13 shareholders will receive JCB gift card by lottery

① Shareholders recorded in Registry of Shareholders as of September 30th of each year who hold 100 or more shares

10 winners selected by lottery to receive a prize worth **¥200,000 JCB gift card**

② Shareholders who have held 100 or more shares continuously for 1 year or longer (recorded in the company's year end/interval Registry of Shareholders with the same shareholder number for at least 3 consecutive times)

3 winners selected by lottery to win a prize worth **¥200,000 JCB gift card**

The lottery will be impartially conducted at a lottery event, which follows the Ordinary General Shareholders' meeting, and in the presence of Mitsubishi UFJ Trust and Banking Corporation, the Company's shareholder registry administrator. The lottery results will be announced by posting successful shareholders' shareholder numbers on the company website. We plan to send the JCB Gift Cards during the 2nd third of January each year.

NEW! **Plans to 21 stores** (in 2023)

Special Benefit Coupons presented to shareholders who hold at least 100 shares

Urban Fit 24 Experience ticket (Equivalent to ¥5,940 (tax included))



Urban Fit 24 Experience ticket

*Includes free rental towel, wear, and shoes

*Up to 2 persons (1 companion allowed) per card at Urban Fit locations nationwide. Up to 2 persons (1 companion allowed) per ticket at all Urban Fit locations nationwide.

*Please note that in cases where all shares are disposed, subsequently purchased shares will be assigned a different shareholder number.

*For the current fiscal year, the plan will be implemented starting with shareholders who are recorded or listed in the shareholders' register as of September 30, 2024 and who hold at least 100 shares. Shareholders listed or recorded in the shareholders' register on all record dates of September 30, 2023, March 31, 2024, and September 30, 2024 with the same shareholder number will be eligible for ②.

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3.Topics

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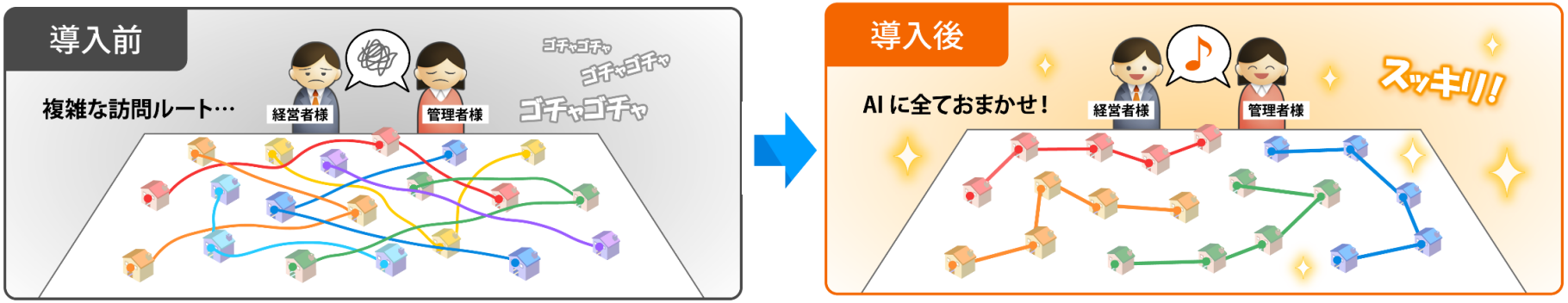
July 11, 2024

We launched "Kanamic AI Easy-making Routes function“ ! Driving DX in the care industry with AI automated creation of optimal visit routes.



In the field of home-visiting care and home-visiting nursing agencies, it is necessary to create optimum visiting routes and shift schedules in order to realise work style reforms with a limited number of staffs, while at the same time improving productivity. Currently, however, the creation of visiting routes relies heavily on the experience of the staff who create them, and a lot of time is spent on creating schedules.

In addition, daily on-site work involves scheduling visits and providing services while taking into account the desired working conditions of staff, but there are many points to consider and frequent schedule changes require manual adjustments, which takes up a lot of work time.

By using the "Kanamic AI Easy-making Routes function", it is possible to maximise the utilisation rate of business premises and reduce the time spent on visiting route creation work. This maximises the sales of the office and improves operational efficiency through the optimum allocation of staffs.

This functionality contributes to improving the management efficiency of home care and home nursing agencies, improving the working environment for staff and enhancing the quality of services provided to users.

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Jun 6, 2024

Our subsidiary Ruby Development Inc. began supporting start-ups with its 'New Business Development Support Package'!

Ruby Development Inc., which specialises in highly productive web system development using Ruby on Rails, is pleased to announce that it will be offering a new 'New Product Development Support Package' to help start-ups get off the ground.

In this support package, Ruby Development's engineers, who have experience in developing numerous well-known web services for start-ups and mega ventures alike, will provide specialised system development to accelerate the start-up's business.

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2-3. Health & Productivity Management

May 31, 2024

We launch Kanamic rangers "MetS & Frailty Busters“ !
We are improving our own lifestyles to solve the challenges of a super-aged society.



In collaboration with Urban Fit24, a 24-hour fitness gym operated by subsidiary Urban Fit Inc, we have launched a project to challenge employees to 'build no-elderly-care body' while going to the gym themselves, in order to realise our mission of 'extending healthy life span expectancy'.

For about six months, the project involves 'exercise (muscle training at the gym twice a week and taking more than 8,000 steps walking a day)' and 'diet improvement' using the URBAN FIT24 members-only app and the "Health Coach App", based on the guidelines in the Ministry of Health, Labour and Welfare's Guide 2023 on Physical Activity for Health Promotion, and using the body component analysis device InBODY. The body composition analyser InBODY measures body weight, body fat mass, visceral fat mass, muscle mass, etc. We share our effort on SNS, and the information on exercise and eating habits to maintain good health throughout life, rather than short-term improvements, is widely disseminated.

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2-4. Information related to start-up support

May 7, 2024

Takuma Yamamoto, CEO of Kanamic Network, was appointed Ministry of Education, Culture, Sports, Science and Technology "Entrepreneurship Promotion Ambassador".




任命証

アントレプレナーシップ推進大使

山本　拓真　殿

貴殿をアントレプレナーシップ推進大使として任命し、小中高生等へのアントレプレナーシップ教育の機会の拡大を図る取組の普及・広報活動において大いに活躍されることを期待いたします。

令和６年５月１日
文部科学大臣
盛山正仁

文部科学省

In order to radically strengthen start-up creation, the Government of Japan decided on a 5-year plan for start-up development in November 2022. In line with this, the Ministry of Education, Culture, Sports, Science and Technology (MEXT) is implementing entrepreneurship education for elementary, junior high and high school students, aiming to familiarise children with entrepreneurship and the spirit of challenge through exchanges with people who have experienced entrepreneurship, and to enable them to act proactively. In order to raise the momentum for promoting entrepreneurship education nationwide, 'Ambassadors for Entrepreneurship Education' were appointed in January 2023, and in April 2024 they were renamed 'Ambassadors for Entrepreneurship Promotion' and our own Yamamoto was appointed as one of them.

The Ambassadors make use of their respective experiences and networks, and cooperate in giving lessons and lectures at nationwide events and at school sites.

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April 18, 2024

Urban Fit opened its 22nd store “URBAN FIT 24” Ikegami Station in Tokyo !

～ Opening ceremony with actor Ryohei Otani as guest speaker ～







Photo left:
From left to right.
Takuma Yamamoto, Kanamic Network CEO
Actor Ryohei Otani
Urban Fit CEO Keiji Yamamoto
Top right: the talk show
Bottom right: Exterior view of URBAN FIT24 Ikegami Station branch

Urban Fit that operates 24-hour fitness gyms nationwide, held the grand opening of its 22nd shop, URBAN FIT24 Ikegami Ekimae Store, on 11 April (Thursday). Unlike conventional 24-hour fitness gyms with minimal interior design and machines, URBAN FIT24 offers full facilities, high-quality space and hospitable service to improve members' life performance. The Ikegami Ekimae branch in Tokyo held an opening ceremony on 11 (Thu) April and welcomed actor Ryohei Otani, known for his love of sports and training, as a guest for a special talk show.

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2-6. Our Group Information

April 5, 2024

Our subsidiary Urban Fit launches new features in its members-only “Health Coach App” New features such as step count and sleep linkage with smartwatches were released.

＜ Screen image ＞



Apple社「AppleHealth」
Google社「ヘルスコネクト」連携



フリーウェイト系
トレーニング記録機能



RM換算機能



パーソナルトレーニング
予約機能



メダル獲得表示機能

Urban Fit has now implemented a new function in the Health Coach App, a members-only app for comprehensive health management that can be used at home as well as when using the gym. This new functionality enables more secure and effective training support for members. We will continue to provide useful functions that contribute to your healthcare and strive to provide even more enhanced services in the future.

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April 4, 2024

Urban Fit opened its 21st store “URBAN FIT 24” Esaka Station in Osaka!



Urban Fit , which operates 24-hour fitness gyms mainly in Osaka Prefecture, recently held the grand opening of its URBAN FIT24 Esaka Station branch on Saturday 6 April. Unlike conventional 24-hour fitness gyms with minimal interior design and machines, URBAN FIT24 offers members a full range of facilities, high-quality space and highly hospitable service aimed at improving their life performance. Furthermore, in May 2022, when we became a major medical and nursing care cloud service group company, we introduced the original Kenkatsu Coach App, which utilises healthcare data and IT, and exercise programmes supervised by physiotherapists and tailored to the individual's body. We will provide even more comprehensive services.

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March 21, 2024

Participation in the Consortium for the Creation of Sports and Wellness Cities ,which add new perspectives in the field of sports and wellness to city planning methods.



As Japan's birthrate declines and the population ages, solutions to various social issues are required in many fields. However, there is a shortage of highly specialised human resources capable of solving these problems, and the development of such human resources is an urgent task. The Consortium for the Creation of Sports and Wellness Cities, which was initiated by the University of Tsukuba and established in collaboration with companies and sports-related organisations, is developing a platform for solving these social issues by adding new perspectives in the fields of sports and wellness to conventional town planning methods. The aim of the consortium is to develop a platform that can solve social issues by adding new perspectives in the fields of sports and wellness to traditional town planning methods, and to create businesses in a sustainable manner.

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2-9. Case study information

March 13, 2024

Introducing companies that are taking on the challenge of innovation in the super-aged society The "Care DX Dialogue Video" is available on our YouTube channel.



We provide business cloud services to improve the efficiency of administrative work in care work and to improve the soundness of care home operations. In addition, to contribute to the realisation of the 'community comprehensive care system' required in a super-aged society, we provide a community collaboration type cloud service that enables collaboration between multiple professions for local authorities, medical associations and care service providers. The YouTube channel of our CEO, Takuma Yamamoto, has recently been showing a series of videos entitled 'Let's spark innovation in the super-aging society! on the YouTube channel of our President and Representative Director Takuma Yamamoto, which introduces the use of Kanamik Cloud Service as an advanced case study of DX in nursing care operations.

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2-10. Health & Productivity Management

March 12, 2024

Kanamic Network Recognized under the “2024 Certified Health & Productivity Management Outstanding Organizations Recognition Program”

2024
健康経営優良法人
Health and productivity

Based on initiatives that address local health issues and health promotion efforts promoted by the Japan Health Council, the Ministry of Economy, Trade and Industry, the Ministry of Health, Labor and Welfare, and the Japan Health Council jointly selected the company as one of the "Corporations with Excellent Health Management 2024" to honor large corporations and small and medium-sized companies that are implementing particularly excellent health management practices.

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November 6, 2023

Urban Fit opened its 20th store “URBAN FIT 24 Tsukuba-Miraidaira”, the first store in Ibaraki !



Urban Fit, which operates 19 24-hour fitness gyms mainly in Osaka Prefecture, is pleased to announce the grand opening of its first Ibaraki Prefecture location, “URBAN FIT24 Tsukuba- Miraidaira” on Tuesday, November 14.

Unlike conventional 24-hour fitness gyms with minimal interior design and machines, URBAN FIT24 offers a full range of facilities, high-quality space, and hospitality services designed to improve members‘ life performance.

Furthermore, in May 2022, after becoming a major medical and nursing care cloud service group company, we introduced our original “Kenkatsu Coach App,” which utilizes healthcare data and IT, and exercise programs supervised by physical therapists and tailored to each individual’s body. We will provide even more fulfilling services!

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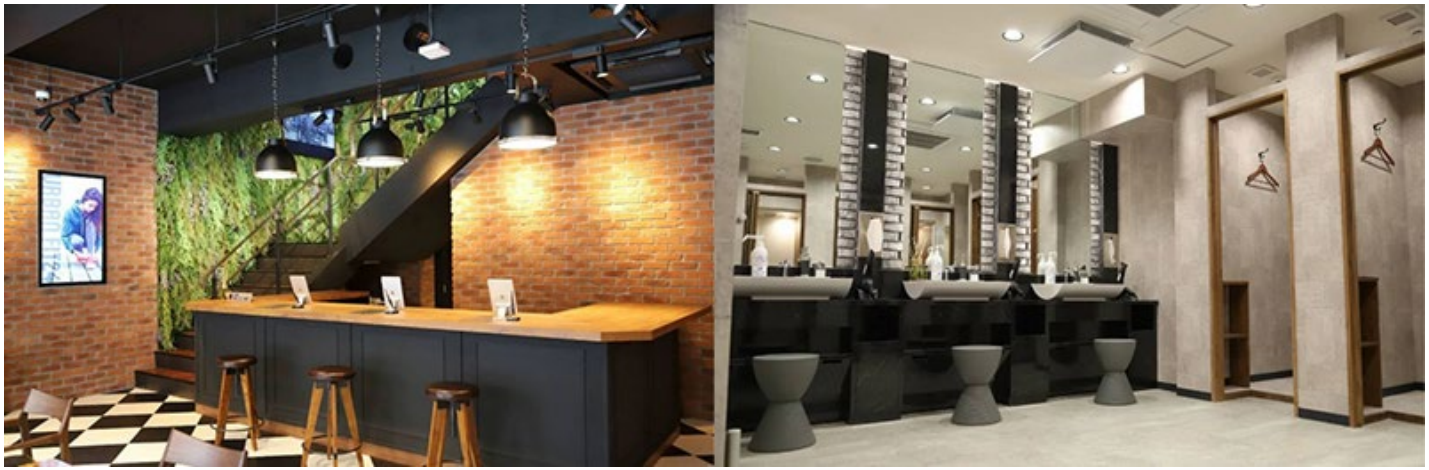
October 26, 2023

Urban Fit has been granted a Patent Office Design Registration for the interior space of the 24-hour fitness gym



Urban Fit has been granted a design registration for the interior of “URBAN FIT24,” a 24-hour fitness center with 19 stores mainly in Tokyo, Osaka, and Aichi.

URBAN FIT24 is a stylish and comfortable fitness center based on the concept of "keep your mind and body active and healthy. The concept of "URBAN FIT24" is to create a stylish and comfortable space.

The design registration was granted in recognition of its interior design, which is different from conventional 24-hour fitness gyms that only have a minimal interior and a row of machines.

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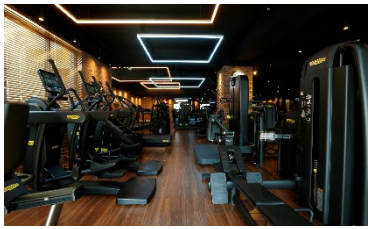
2-13. Our Group Information

October 17, 2023

Urban Fit opened its 19th store “URBAN FIT 24 Nagoya-Tsurumai”, the first store in Aichi !







Urban Fit, which operates 19 24-hour fitness gyms mainly in Osaka Prefecture, is pleased to announce the grand opening of its first Aichi Prefecture location, “URBAN FIT24 Nagoya-Tsurumai” on Thursday, November 4.

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The materials and information provided herein include so-called "forward-looking statements."

These forward-looking statements are based on current expectations, forecasts and assumptions that involve risks and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.

These risks and uncertainties include general industry and market conditions, general domestic and international economic conditions such as interest rates and currency exchange rate fluctuations.

The Company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information or future events.

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