Earnings Results Briefing for FY2024 and Corporate Profile

November 14, 2024　　Securities Code: 3939

株式会社カナミックネットワーク

KANAMIC NETWORK

Highlights of the Fiscal Year Ending September 30, 2024

1 **Highest sales and profit since listing** P.11

High growth exceeding CAGR since listing for the last 3 periods

2 **Consolidated sales and profits grew approximately 30% year-on-year.** P.08

Consolidated: Sales y/y 133.7%, EBITDA y/y 129.6%

3 **Healthy life expectancy extension and solution development grew significantly y-o-y** P.09

Urban Fit returns to profitability; balanced group growth including Ruby development

4 **The World Management joins the group** P.21

Singapore-based IT consulting company joins the group and overseas expansion begins in earnest.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

KPI Highlights

Consolidated Financial Results and KPI Highlights for FY2024

Net sales	EBITDA※1	Operating income
50.07 hundred million JPY (YoYchange133.7%)	17.95 hundred million JPY (YoYchange129.6%)	14.39 hundred million JPY (YoYchange131.3%)
Ordinary income	**Net income**	**Number of regions**
14.47 hundred million JPY (YoY130.8%)	9.19 hundred million JPY (YoY120.6%)	1,384 (YoY102.8%)
Paid User ID	**Free User ID**	**Number of Urban Fit stores ※2**
191,813 (YoY123%)	101,309 (YoY117%)	Total 22 stores (YoY122.2%)

※1 : EBITDA is operating income plus amortization (depreciation and amortization of goodwill).
※2 : Number of Urban Fit stores as of September 30, 2024

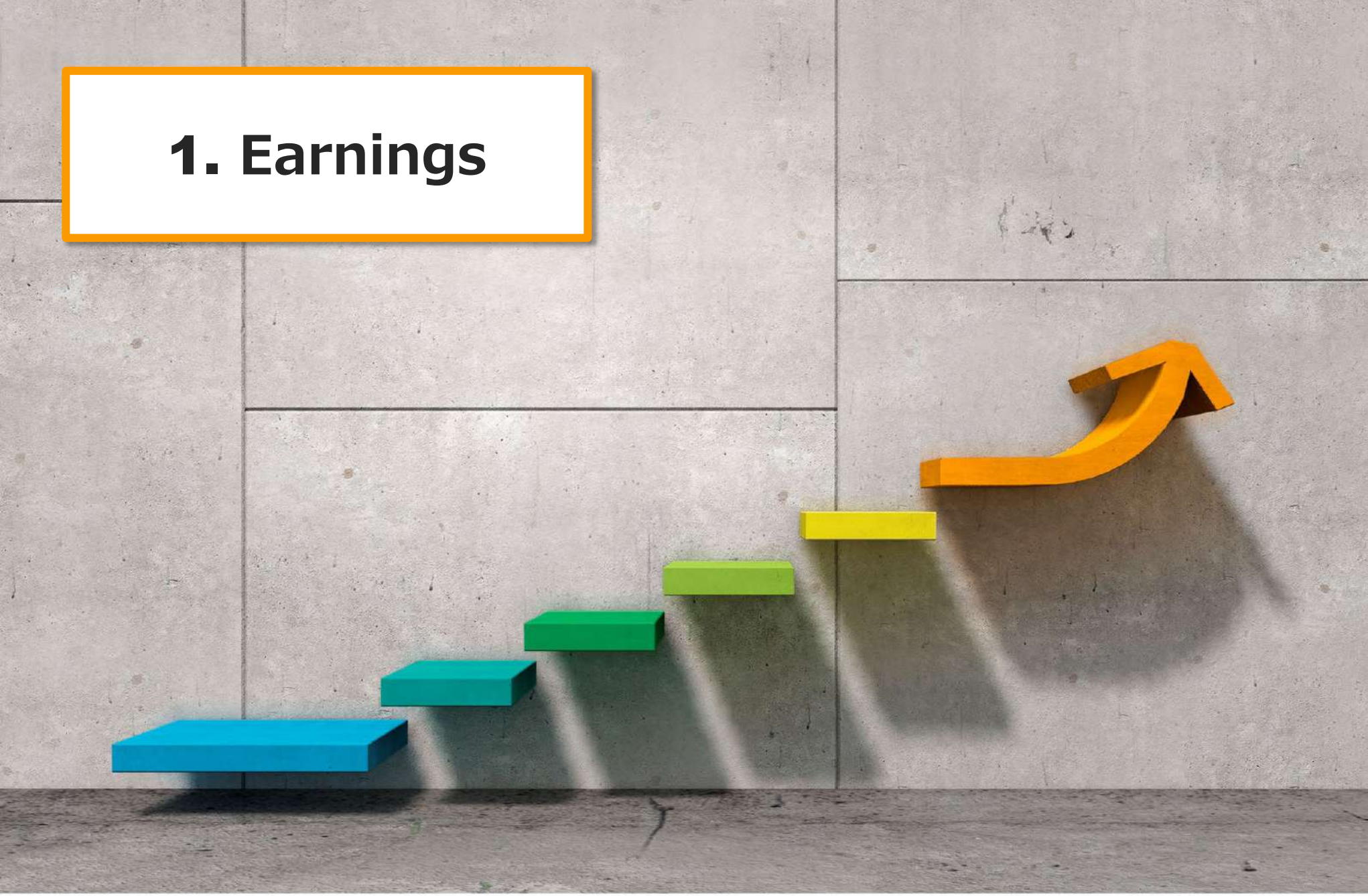
copyright ©Kanamic Network Co., Ltd All Rights Reserved.

Agenda

1. Earnings
2. Growth Strategy
3. TOPICS
4. Company Profile, Business Overview and Business Model

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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 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

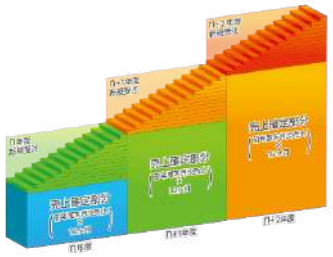
copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.



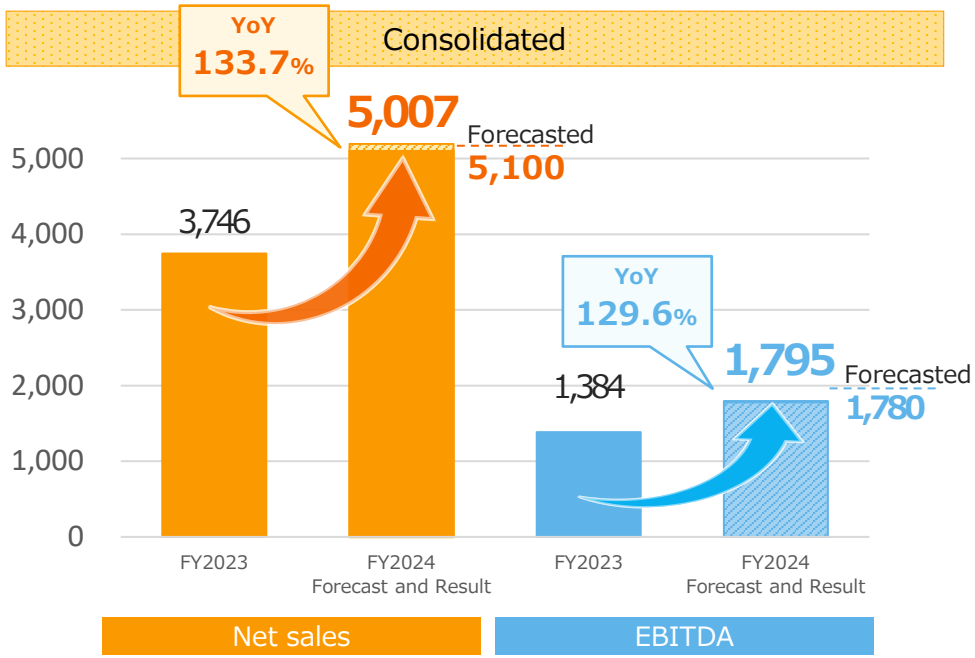
Numerous transactions from well-known start-ups to mega-ventures

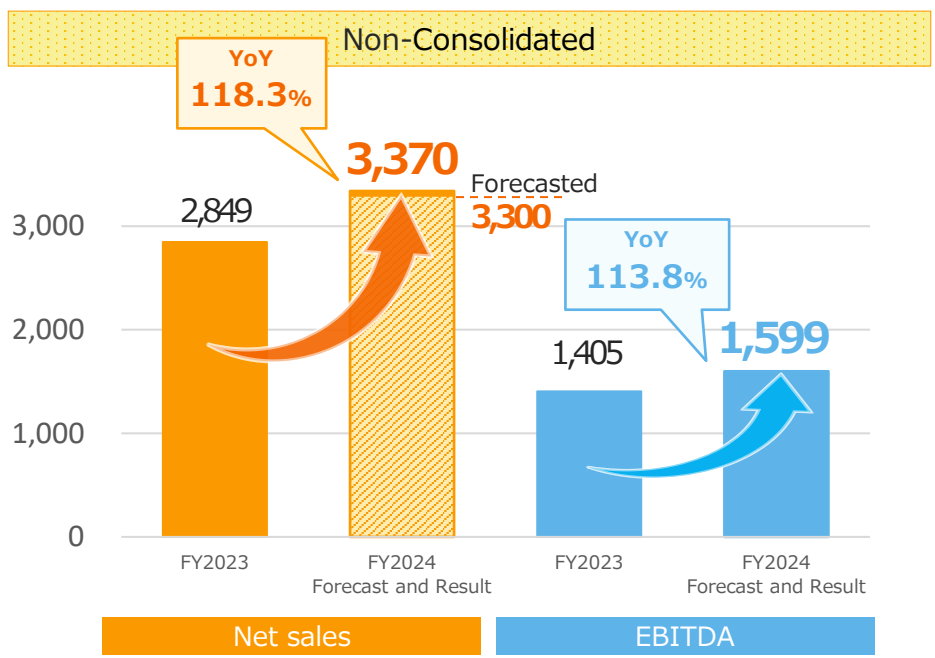


Well-developed training system with "Ruby Committers".

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

1-3.FY2024 Forecasted and Result(Consolidated and Non-Consolidated)





	Consolidated						Non-Consolidated					
	PREV FY	FY2024			Difference		PREV FY	FY2024			Difference	
	Result	Forecasted	Result	Composition ratio (%)	YoY (%)	Compared to forecast (%)	Result	Forecasted	Result	Composition ratio (%)	YoY (%)	Compared to forecast (%)
Net Sales	3,746	5,100	**5,007**	100.0%	**133.7%**	**98.2%**	2,849	3,300	**3,370**	100.0%	**118.3%**	**102.1%**
EBITDA	1,384	1,780	**1,795**	35.8%	**129.6%**	**100.8%**	1,405	-	**1,599**	47.4%	**113.8%**	**-**
Operating profit	1,096	1,400	**1,439**	28.7%	**131.3%**	**102.8%**	1,184	-	**1,368**	40.6%	**115.5%**	**-**
Ordinary Profit	1,107	1,400	**1,447**	28.9%	**130.8%**	**103.4%**	1,202	1,400	**1,393**	41.3%	**115.9%**	**99.5%**
Net income	763	1,000	**919**	18.4%	**120.6%**	**92.0%**	847	1,000	**992**	29.4%	**117.1%**	**99.3%**
Profit per Share	16.08	21.07	**19.38**	-	-	-	17.86	21.07	**20.91**	-	-	-

*The forecasted amount is the full-year forecast disclosed on November 8, 2022. *EBITDA = Operating profit + Depreciation (property, plant and equipment; intangible assets) + Amortization of goodwill
*Extraordinary gains were generated from the sale of vehicle transportation equipment and shares held by Ruby Development Corporation, while extraordinary losses related to impairment loss on one fitness gym and head office relocation expenses of a subsidiary were incurred. Ltd. incurred extraordinary losses.

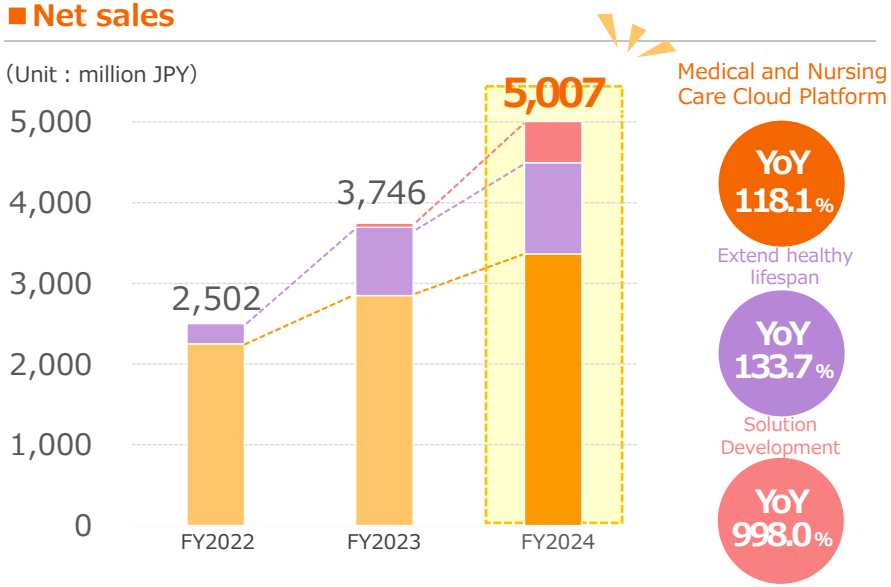
(Unit : million JPY)

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

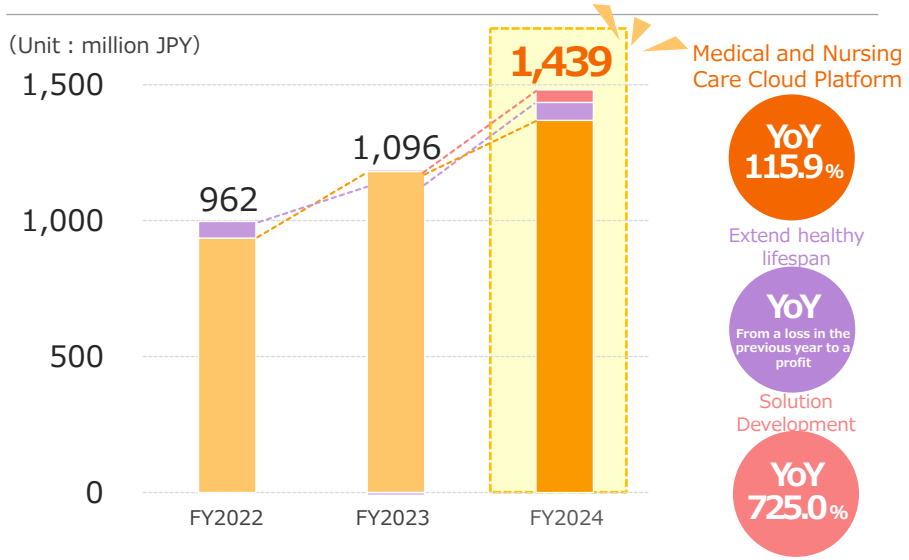
1-4.FY2024 Segment Information

Extend healthy lifeSpan Extension From a loss in the previous fiscal year to a profit.
Achieved a good balance growth in the main business and the group as a whole

■Net sales



■Consolidated Operating Profit (by segment)



(Unit : million JPY)

Segment Name		Net Sales and Operating Profit (by segment)	FY2022	FY2023	FY2024	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	2,251	2,849	3,364	118.1%
		Operating Profit	936	1,181	1,369	115.9%
URBAN FIT24	Extend healthy lifespan	Net Sales	250	845	1,130	133.7%
		Operating Profit	61	-51	66	–
Ruby DEVELOPMENT	Solution Development (※2)	Net Sales	–	51	511	998.0%
		Operating Profit	–	6	46	725.0%
Total (※1)		Net Sales (consolidated)	2,502	3,746	5,007	133.7%
		Operating Profit(consolidated)	962	1,096	1,439	131.3%

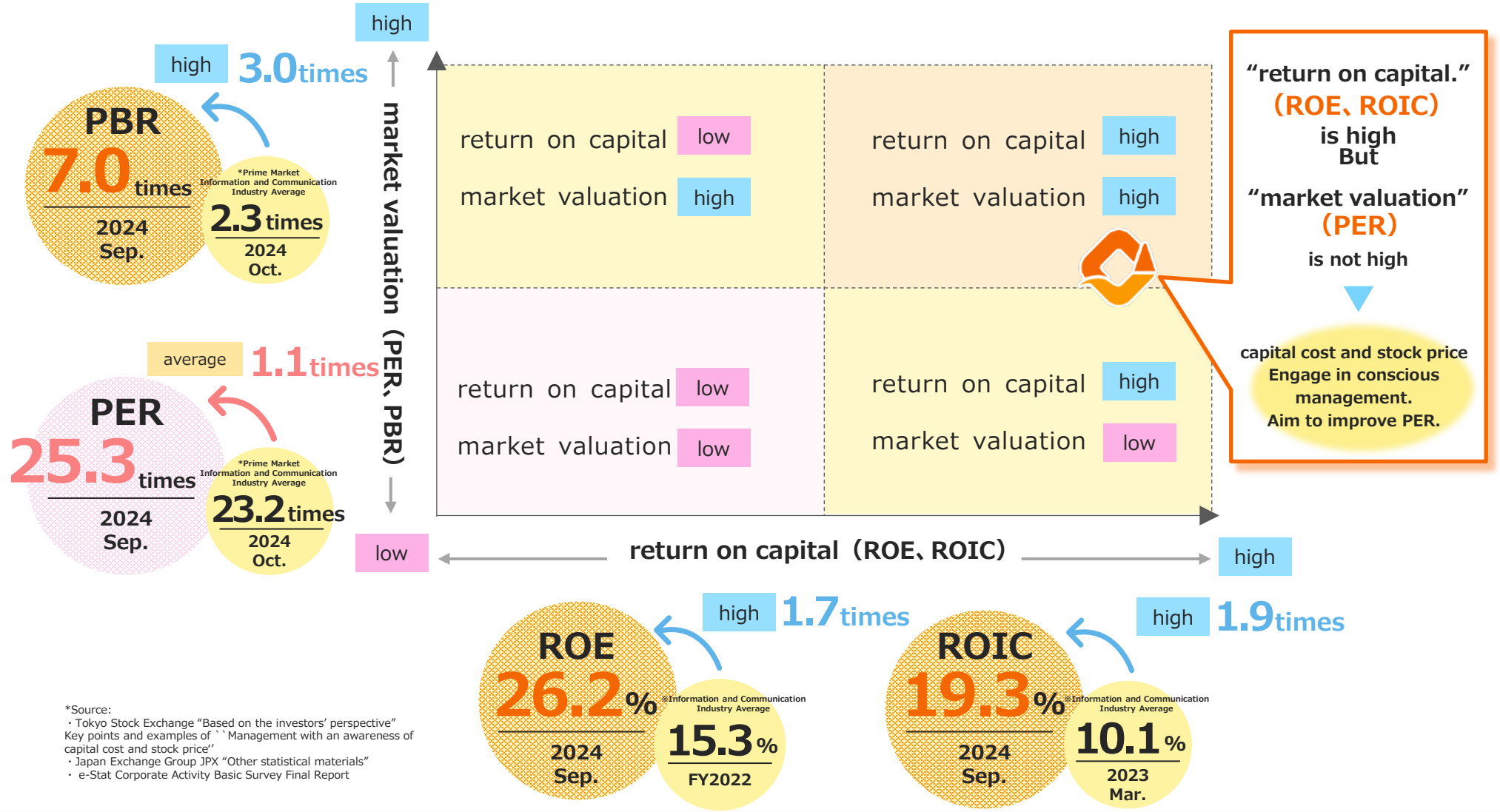
*1: Consolidated operating profit is the adjusted total of each segment's profit after deducting inter-segment transactions and amortisation of goodwill
*2: Results for the previous fiscal year in the Solution Development segment are for one month (September 2023 only).

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

1-5.Analysis of Return on Capital and Market Valuation

All index values are above the average for the “Information and Communication” industry,
but there is room for improvement in PER (market valuation)

Promote expansion of initiatives to broaden future growth potential, including overseas expansion!

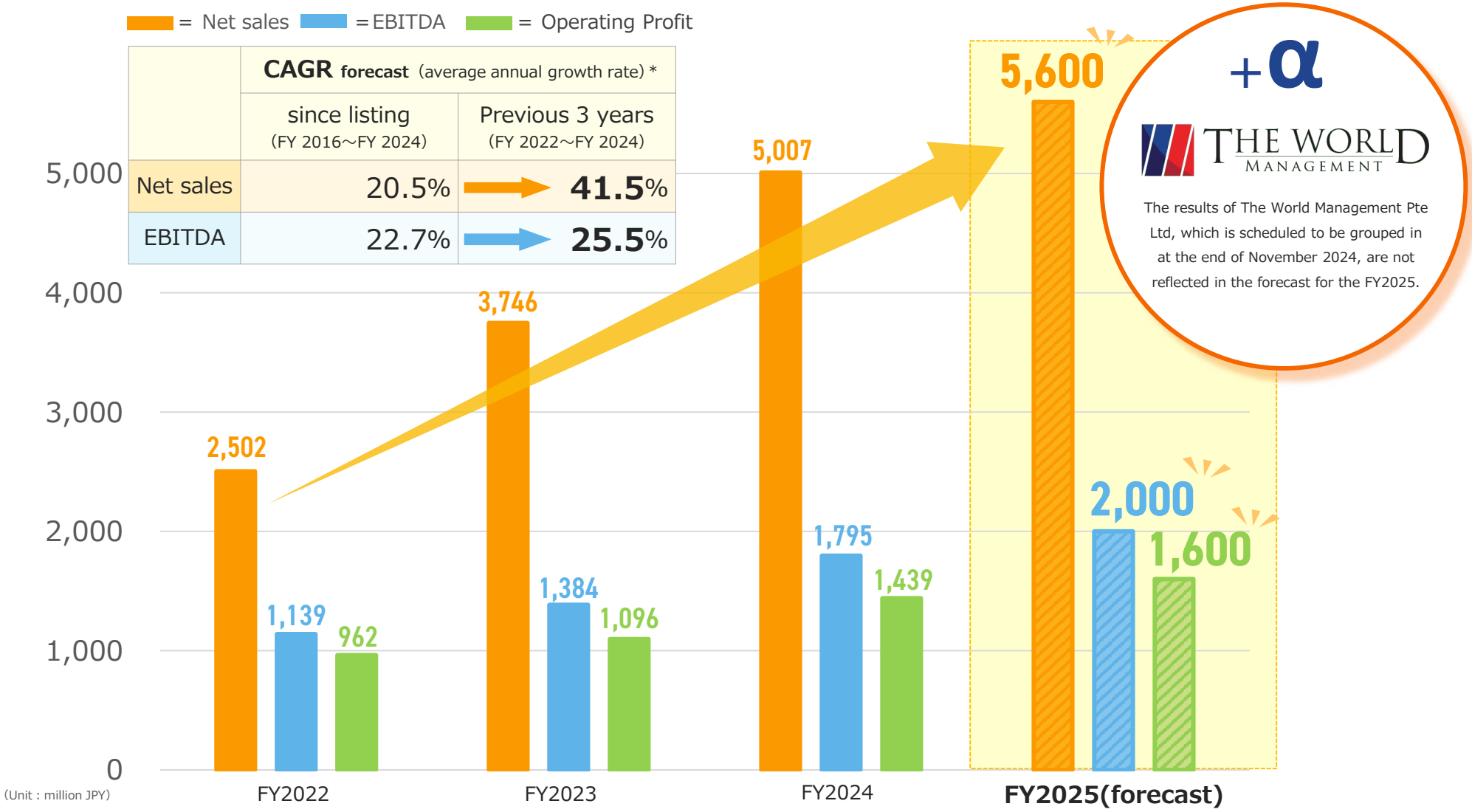


*Source:
・Tokyo Stock Exchange “Based on the investors’ perspective”
Key points and examples of ``Management with an awareness of capital cost and stock price’’
・Japan Exchange Group JPX “Other statistical materials”
・ e-Stat Corporate Activity Basic Survey Final Report

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

1-6.Growth trends

Our company continues to achieve solid growth and shareholder returns with the highest sales and profits in every fiscal year.For FY9/2025, The World Management is expected to add to its results from 2Q.

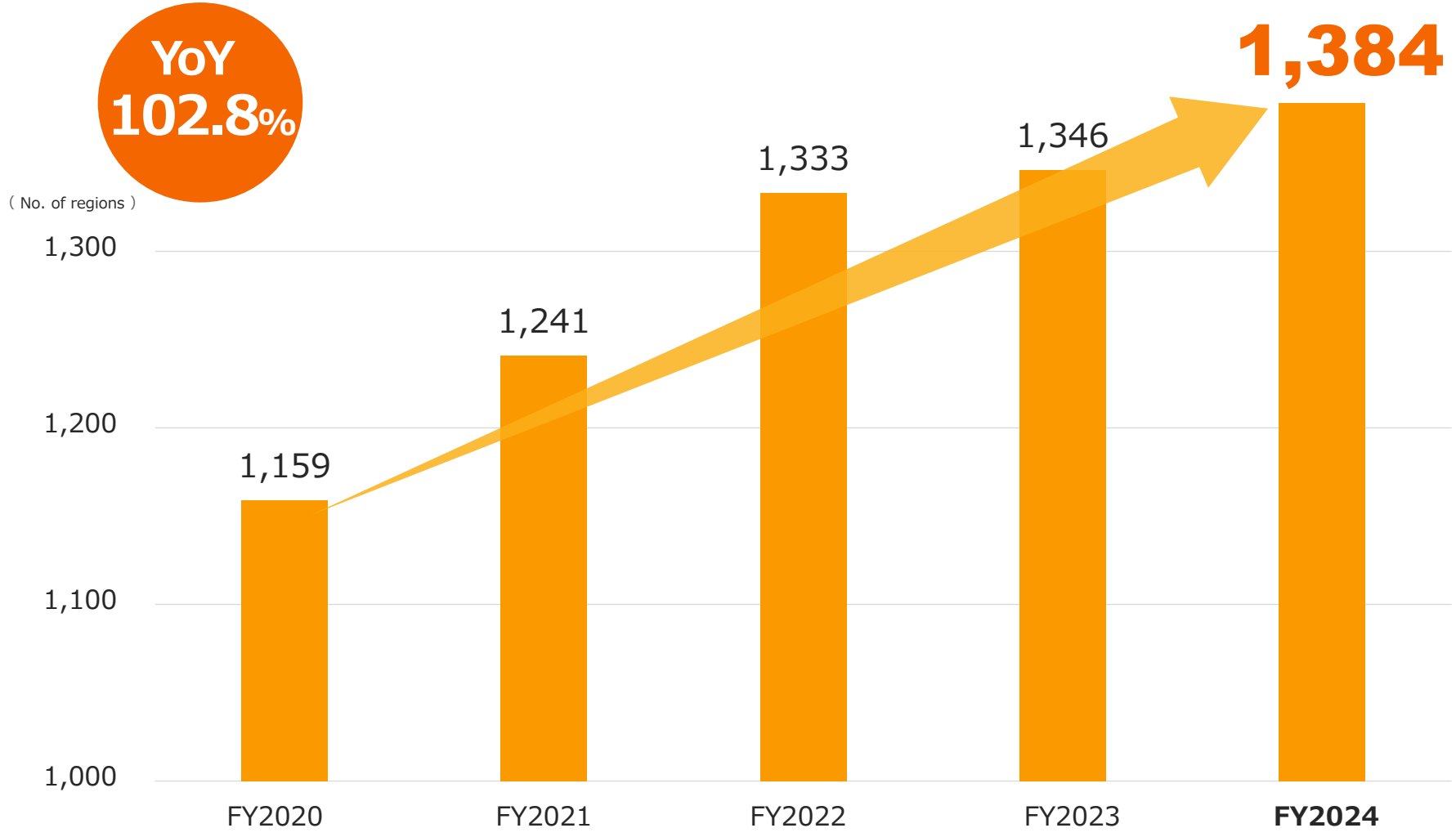


*EBITDA is operating income plus amortization (depreciation and amortization of goodwill).

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

1-7.Number of regions using our cloud services

Number of regions, an important KPI, continues to increase steadily

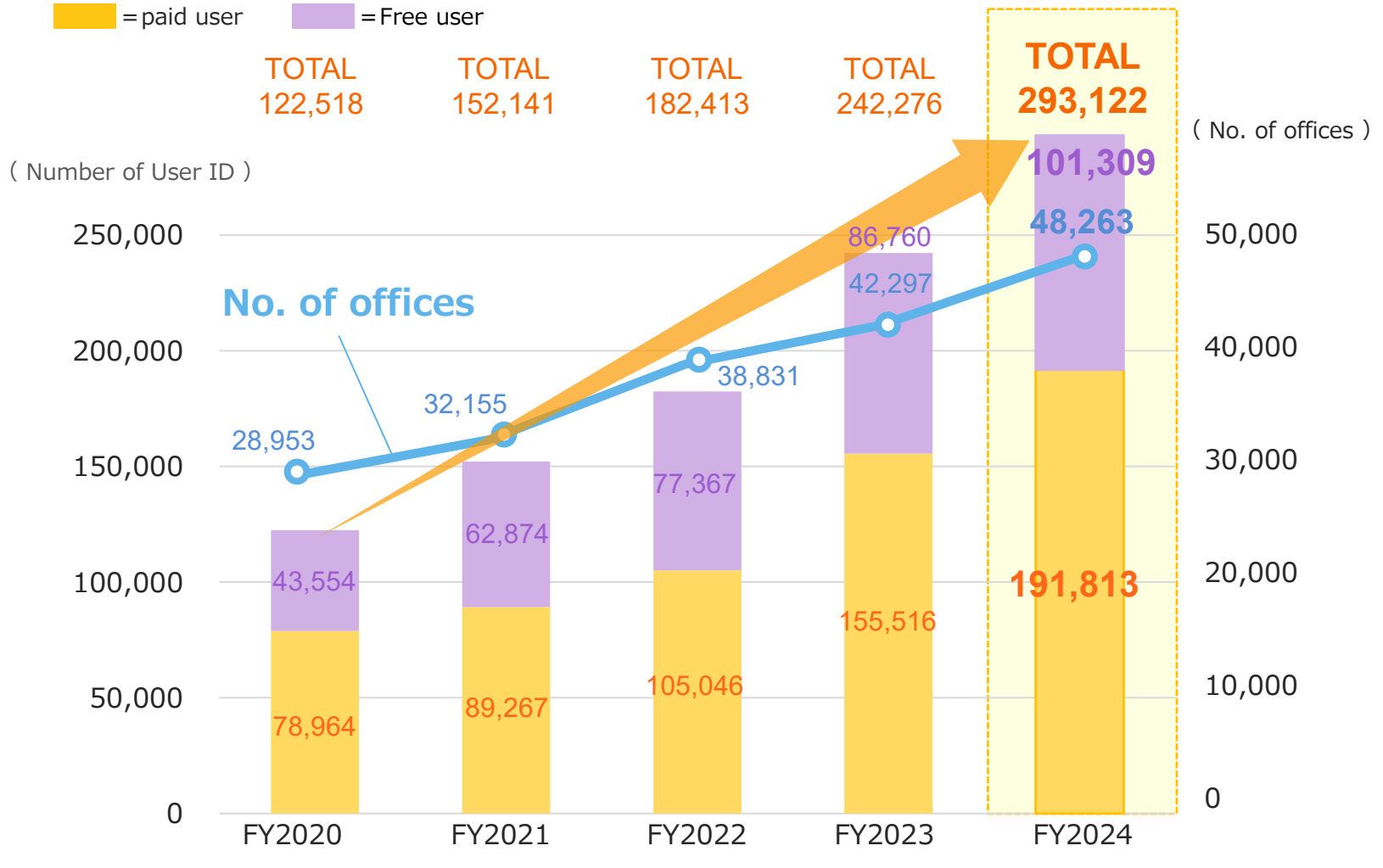


*Number of regions has been recalculated based on the population of contracted municipalities as of the end of the fiscal year for the latest actual figures.
*The unit for the number of regions is a “junior high school district” with a population of approximately 30,000, as assumed by the Ministry of Health, Labor and Welfare.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

1-8.Growth in the Number of User IDs & Care Facilities

The most important KPIs, the number of paying users, the number of free users, and the number of business sites, all maintained significant increases over the previous year. maintained a significant increase over the previous fiscal year.



FY2024

TOTAL

YoY 121%

Free user

YoY 117%

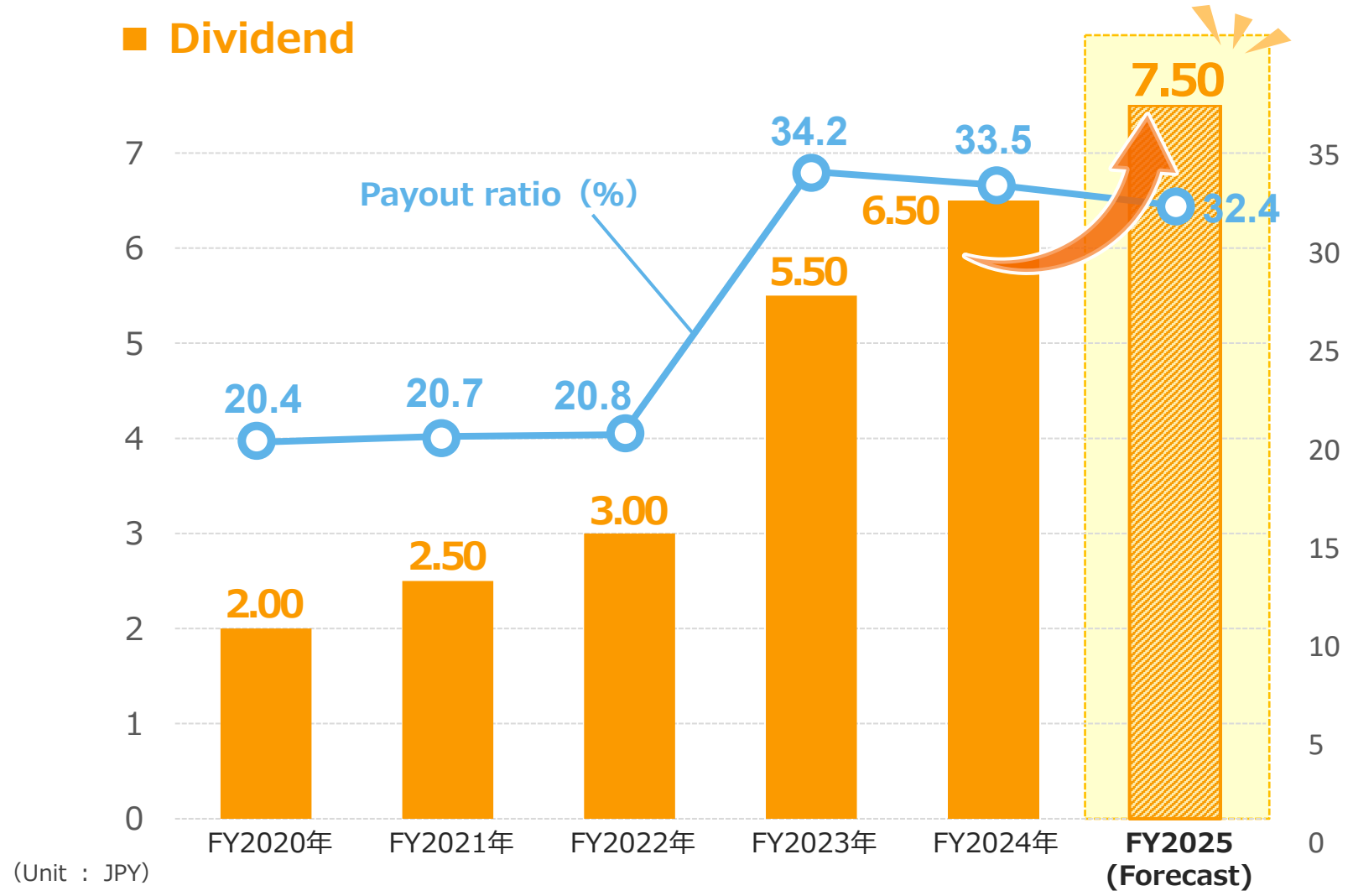
paid user

YoY 123%

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

1-9.Dividends

Dividend payout ratio standard was changed to 30% or more from the previous fiscal year, and dividends are expected to increase for the fiscal year ending September 30, 2025.



copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

2.Growth Strategies



KANAMIC NETWORK

The Growth Blueprint

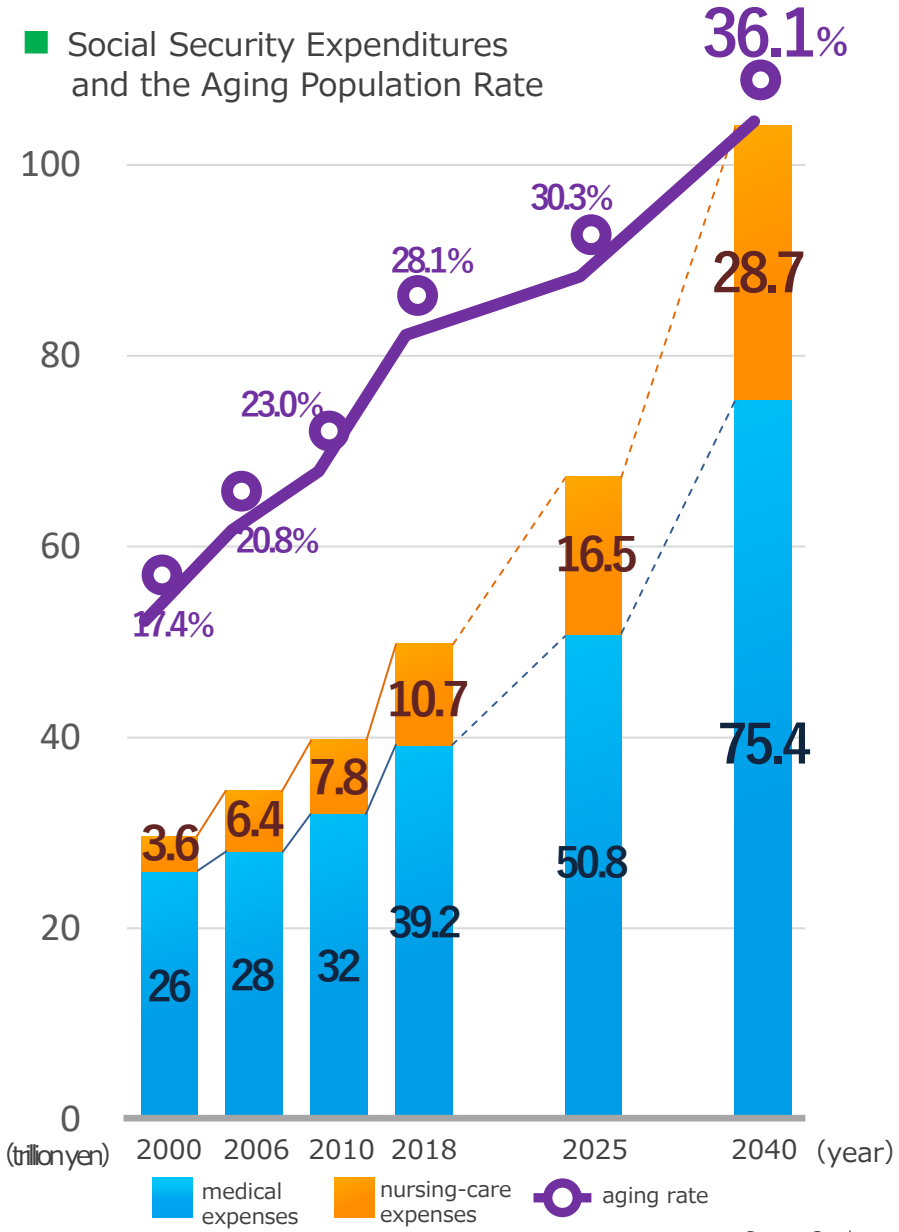
We will develop contents, reach, and platforms based on our Purpose & Value.
We will actively meet the challenge of organic growth in existing businesses and entry into new businesses. We are also actively considering M&A as a method of strengthening and expanding our business.

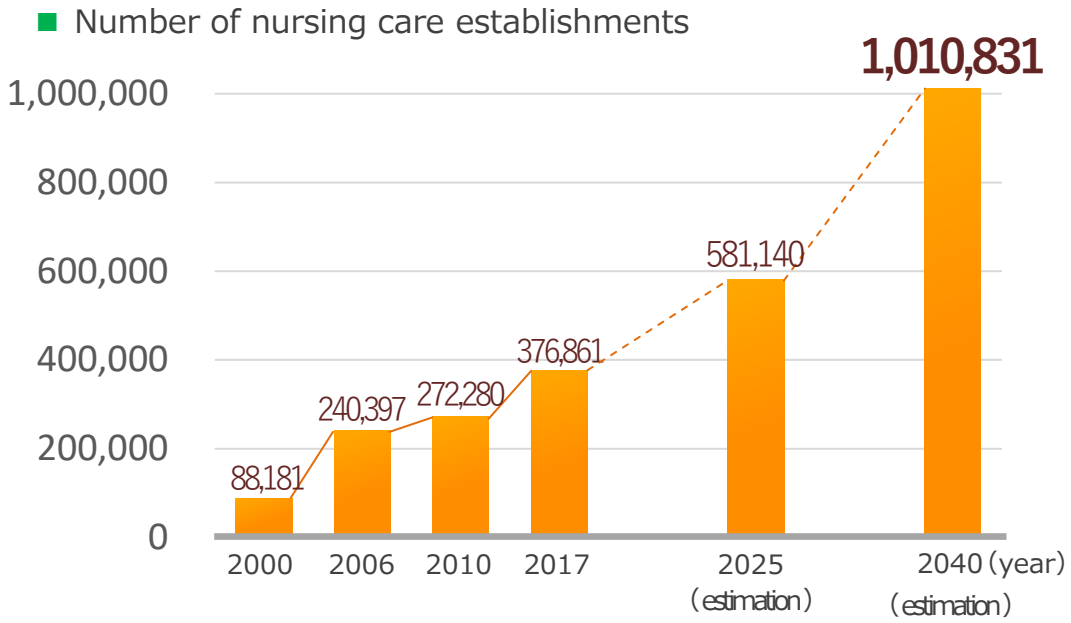
Kanamic's Purpose & Values:
"Helping People and Communities with a Cloud Service for ALL Stages in Life"

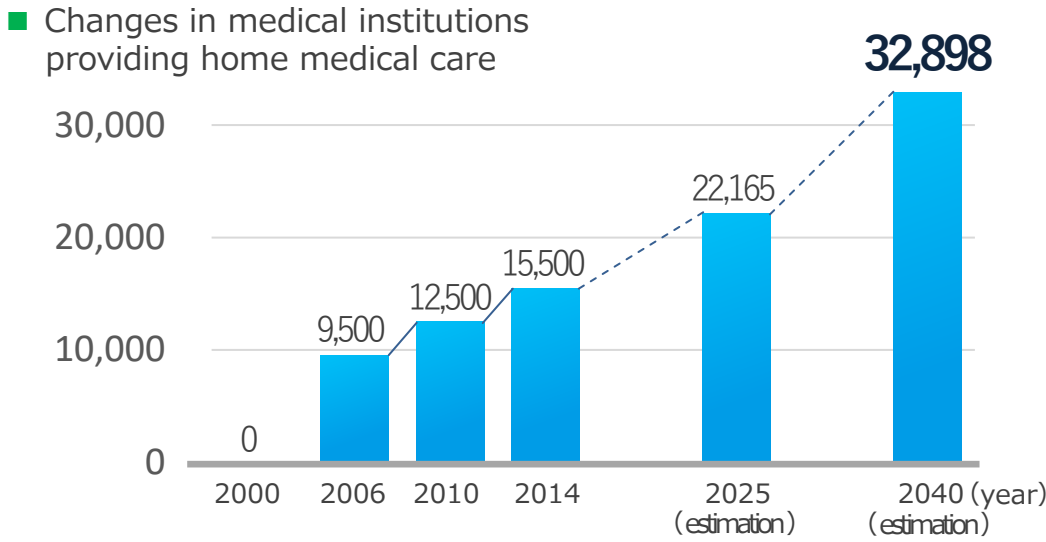
PHR Solutions: Empower children, adults and seniors alike with Personal Health Data	Contents
For a GLOBAL Userbase (Japan and Abroad)	Reach
Healthcare Platform for Adding Value to People AND Businesses	Platform

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

2-2.Market Size of the Medical and Nursing Care Industry





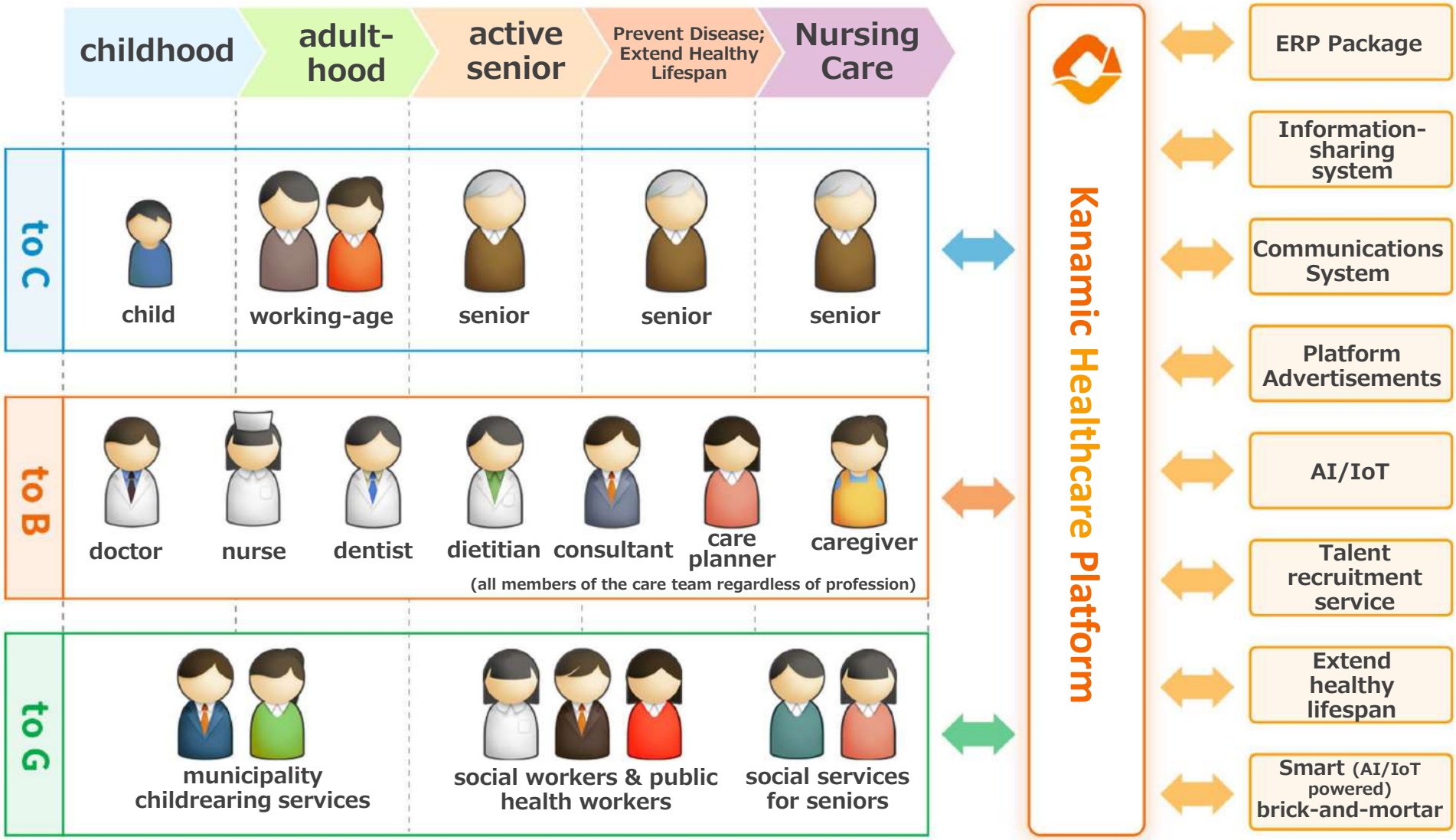


Source: Graphs were prepared by extracting data from the Ministry of Health, Labour and Welfare, Ministry of Finance, Cabinet Office, and Ministry of Internal Affairs and Communications. Figures for 2025 and 2040 for the number of establishments are estimated from social security expenditures. Figures for 2025 and 2040 for social security expenditures are based on the growth realization case and plan in the "Future Prospects of Social Security for 2040 (discussion material)" (② for medical care).

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

"Helping People and Communities with a Cloud Service for ALL Stages in Life"

Developing PHR-based health management solutions for people of all biological ages and constructing a healthcare platform for use around the world



copyright ©Kanamic Network Co., Ltd All Rights Reserved.

2-4. Kanamic Vision 2030

Phase4 : Global Expansion

- ICT for healthcare / elderly care
- Business related to prolonging the healthy lifespan
  Improve the lives of seniors around the world with "Kaigo" (Japanese-style elderly care)

Phase3 : Branding (BtoC)

- Healthcare related
- Data Business
  Pharmaceutical-related
  Talent Recruitment
- Business related to prolonging the helthy lifespan
  ※Nutrition / Excercise / Community
  ※Business targeting active seniors
- Pharmacy related
- Elderly care related

Phase2 : Expansion of Platform Services (BtoB,BtoBtoC)

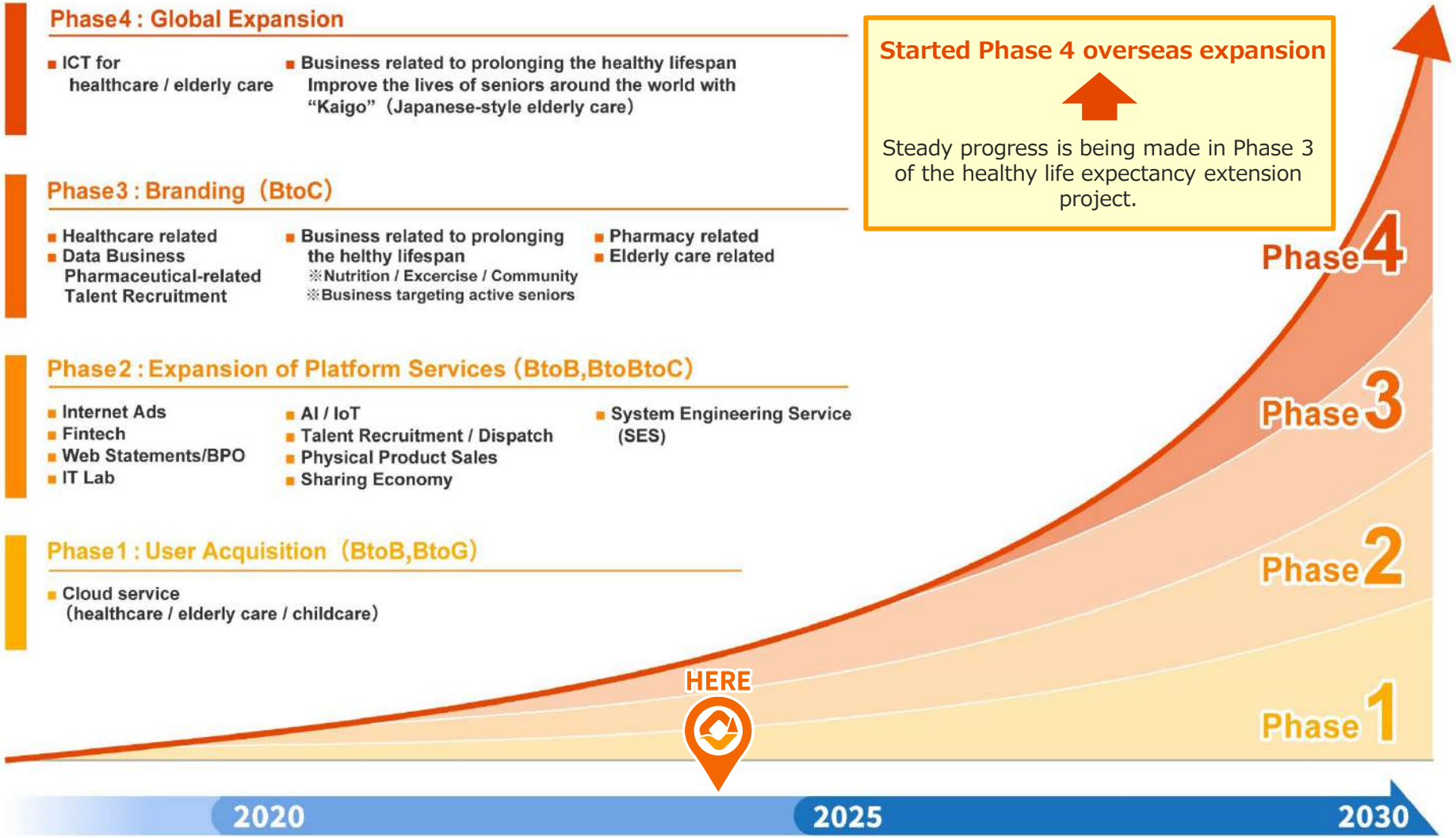
- Internet Ads
- Fintech
- Web Statements/BPO
- IT Lab
- AI / IoT
- Talent Recruitment / Dispatch
- Physical Product Sales
- Sharing Economy
- System Engineering Service (SES)

Phase1 : User Acquisition (BtoB,BtoG)

- Cloud service
  (healthcare / elderly care / childcare)

Started Phase 4 overseas expansion

Steady progress is being made in Phase 3 of the healthy life expectancy extension project.



copyright ©Kanamic Network Co., Ltd All Rights Reserved.

2-5.Overview of The World Management Pte.

Group joining scheduled for November 2024

Expanding our know-how cultivated in the medical and nursing care fields in Singapore.
Full-scale start of overseas expansion!

THE WORLD MANAGEMENT

＜ Notice Concerning Acquisition of Shares in THE WORLD MANAGEMENT PTE LTD (Making it a Wholly Owned Subsidiary) ＞

We hereby announce that our Board of Directors has resolved at a meeting held on October 29, 2024 to enter into a share transfer agreement with THE WORLD MANAGEMENT PTE LTD (“TWM”) in order to acquire TWM's shares and make TWM a consolidated subsidiary of our company.(“TWM”) to make TWM a consolidated subsidiary of the Company.

THE WORLD MANAGEMENT PTE. LTD. (TWM) is an ERP implementation consulting company with many customers in Singapore. Since our founding in 1980, we have expanded our business by providing Sage implementation consulting and proposing accounting-related interfaces, and later began handling SAP. Most recently, it has received awards such as "Sage Top Excellence Partner 2023 for Highest ISV Growth" and "SAP Growth Partner of the Year – Singapore 2023".

Trade name	The World Management Pte. Ltd.
Head Office Location	100 LORONG 23 GEYLANG, #06-01 D’CENTENNIAL 388398 SINGAPORE
Representative	WANG WENG KANG（50%）, CHUA LI CHENG JENNY（50%）
Establishment of Business	January 1980
capital stock	SGD 50,000
Business	SAP, Workbench (project management), and SAGE (customer relationship management software) to corporate clients. The company has the capability to do all consulting, training, support, and development in-house.
Number of Employees	25 (including board members)

Awards

sage Platinum Reseller

sage Premier Certified Partner

SAP Business One

ACCPAC

Peresoft.com

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

2-6.Overview of The World Management Pte.Ltd.

Group joining scheduled for November 2024

IT consulting company with more than 1,000 projects, including medical and nursing care providers

TWM's clients include companies in a variety of industries, such as logistics, services, information and telecommunications, machinery, construction, electricity and gas, and others, some of which are global and Japanese companies. Medical and nursing care companies include Kwong Wai Shiu Hospital*1, a provider of 750-bed and 400-bed nursing care facilities, rehabilitation centers, community care centers, and home care services, and Singapore Medical Group*2, which operates more than 40 clinics.TWM provides SAP/Sage implementation consultation, maintenance, and support to these businesses, and offers ERP/IT services such as accounting operation systems and customer management systems.



Source: From The World Management Pte. Ltd. HP

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

2-7.Expansion to Singapore [Key Asian location]

Singapore's international competitiveness is high and can be expanded to neighboring regions

Singapore is a city-state located at the southern tip of the Malay Peninsula. It is a small country with a population of 5.64 million and an area roughly the same as the 23 wards of Tokyo, but the government has taken the initiative in maintaining a progressive business environment, and many multinational companies have established regional headquarters or regional control centers.Located at a strategic point in Asia, it has easy access to neighboring regions and is highly competitive internationally.

Per person GDP amount

84,734 USD

Ranking in 2023 5th in the world

※ Japan **33,806** US dollar

Ranking in 2023 34th in the world

ForeignDirect Investment Inflow

160billion USD/month

Ranking in 2023 3rd in the world

※ Japan **21billion** USD/month

Ranking in 2023 19th in the world

Population of Asia and Oceania

Approx **50%**

Year 2023 Population Ranking

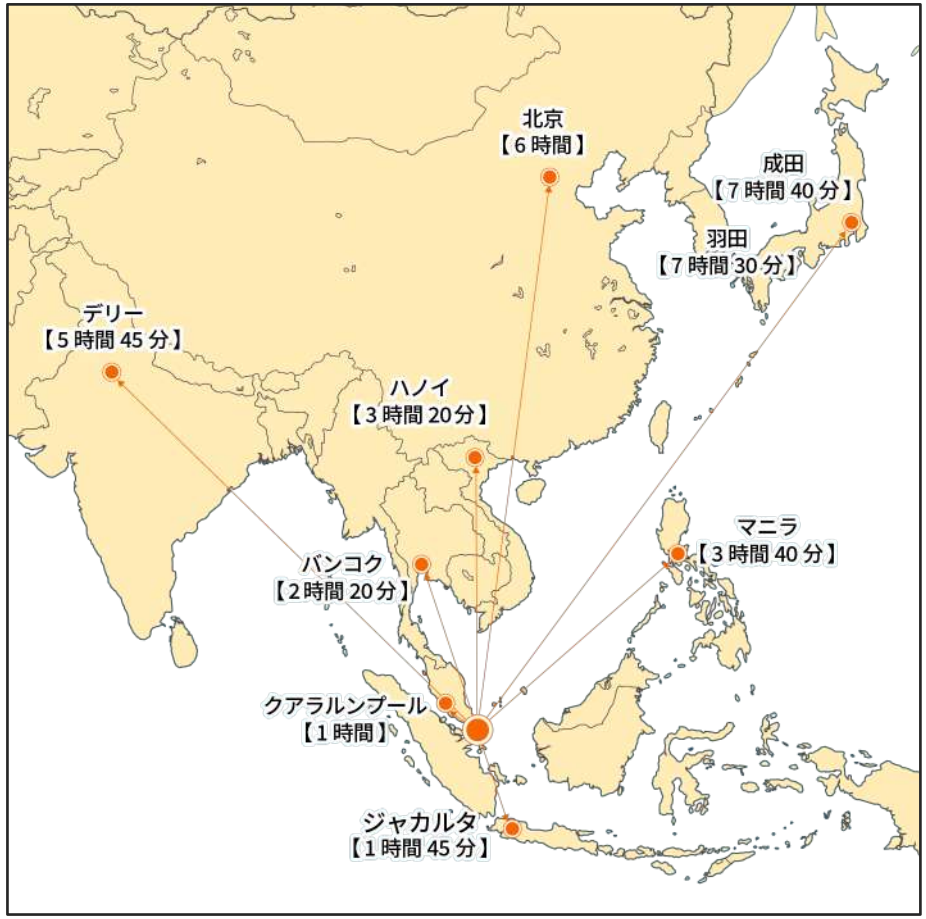
Status of Conclusion of Treaties with Other Countries

FTA	(Free Trade Agreement)
IGA	(Investment Guarantee Agreement)
DTA	(Double Taxation Agreement)

Source: Based on materials from IMF, JETRO, UNCTAD, and Changi Airport HP

Access from Singapore to neighboring countries

Multiple daily outbound and inbound flights to major cities in neighboring countries



*Flight times are approximate, major airports only if there are more than two airports in one city (Japan is an exception).

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

2-8.Expansion into Singapore [Medical and Nursing Care Situation]

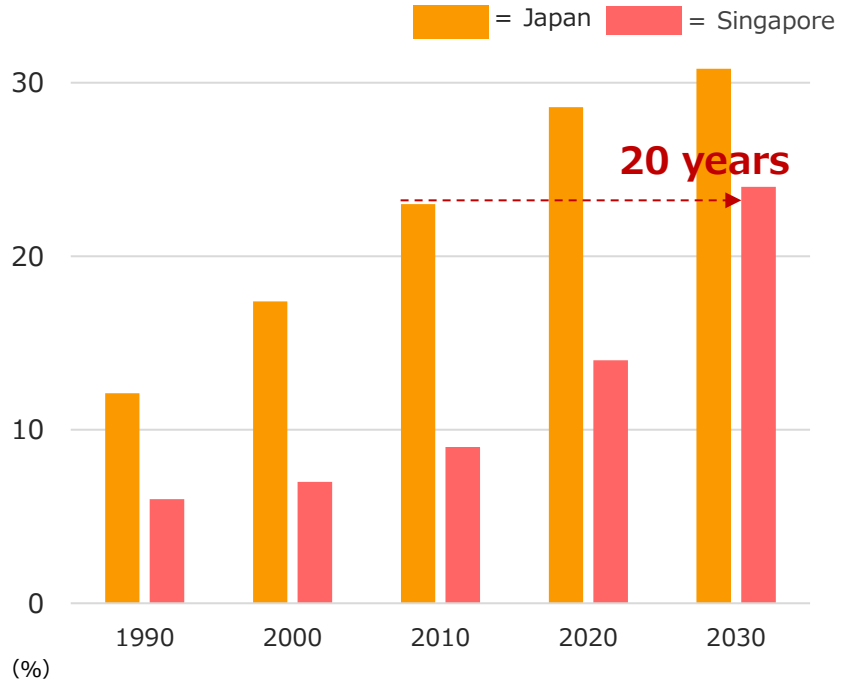
Singapore is following a similar aging trend, about 20 years behind Japan

In the major ASEAN countries and India, the increase in life expectancy is progressing against the backdrop of rising economic standards and progress in the development of medical care systems, among other factors. On the other hand, Singapore's total fertility rate is far below that of Japan, where the aging of society is becoming a social issue, and the number of people who will be able to support society in the future is decreasing. However, the population itself continues to grow due to the influx of foreigners. Looking at the social security systems of Southeast Asian countries, Singapore is the only country that has a long-term care insurance system. As the aging of the population becomes more serious in the future, it is expected that moves to enhance social security systems will become more active, especially in Singapore and Thailand, where the aging of the population is particularly serious, and this trend is expected to accelerate in the future.

Comparison of the situation in Japan and Singapore

		Japan	Singapore
Population (2023)		125 million	6.0 million
GDP per capita (2023)		USD33,806	USD84,734
total fertility rate		1.30	1.02
life expectancy		84.8 years old	82.8 years old
Population aging rate(2021→50 years)		30% → **38%**	14% → **34%**
Number of working-age people supporting one elderly person (2021→50 years)		2.0 → 1.4	5.2 → 1.6
social security system	medical-care insurance	○	○
	annuity insurance	○	○
	nursing insurance	○	○

■ Aging rates in each country



Source: Based on data from United Nations, IMF, JETRO, Ministry of Health, Labour and Welfare, Cabinet Office, Ministry of Health & Family Welfare

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

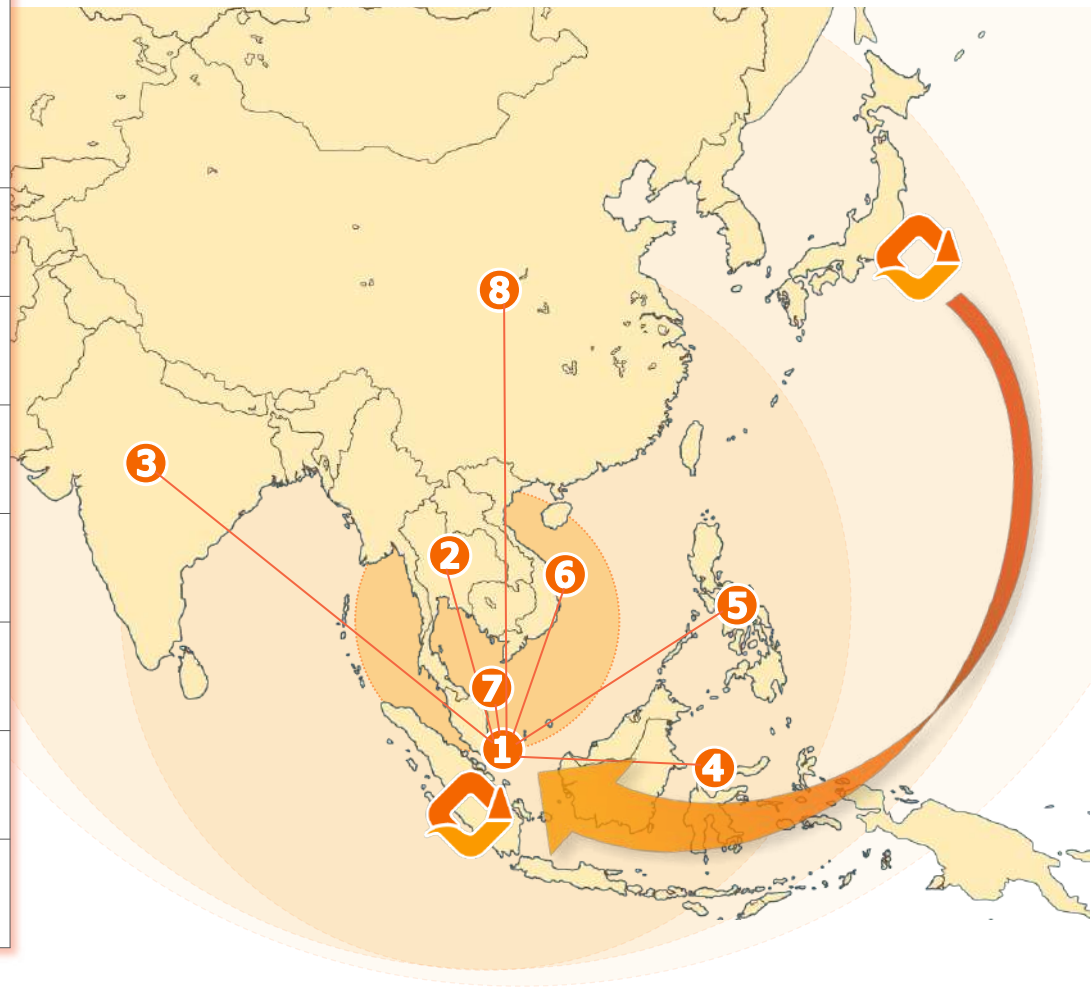
2-9.Expansion into Singapore [Medical and Nursing Care Situation]

In major ASEAN countries and India, life expectancy and aging are progressing due to economic standards and advances in medical system development.

	Population	Population aging rate (2021→50 years)	Working-age population per elderly person (2021→50 years)
❶Singapore	6.0 million	14%→**34%**	5.2→**1.6**
❷Thailand	72 million	15%→**32%**	4.8→**1.8**
❸India	1,408 million	7%→**15%**	9.9→**4.5**
❹Indonesia	274 million	7%→**15%**	10.0→**4.4**
❺Philippines	114 million	5%→**11%**	12.0→**6.1**
❻Vietnam	97 million	9%→**20%**	7.8→**3.1**
❼Malaysia	34 million	7%→**17%**	9.6→**3.8**
❽China	1,412 million	14%→**30%**	3.8→**1.9**
Japan (Reference)	125 million	30%→**38%**	2.0→**1.4**

Source: Based on data from UnitedNations, IMF, and JETRO

Kanamic Cloud ServicesMarket size and scope of deployment is expected to expand further.

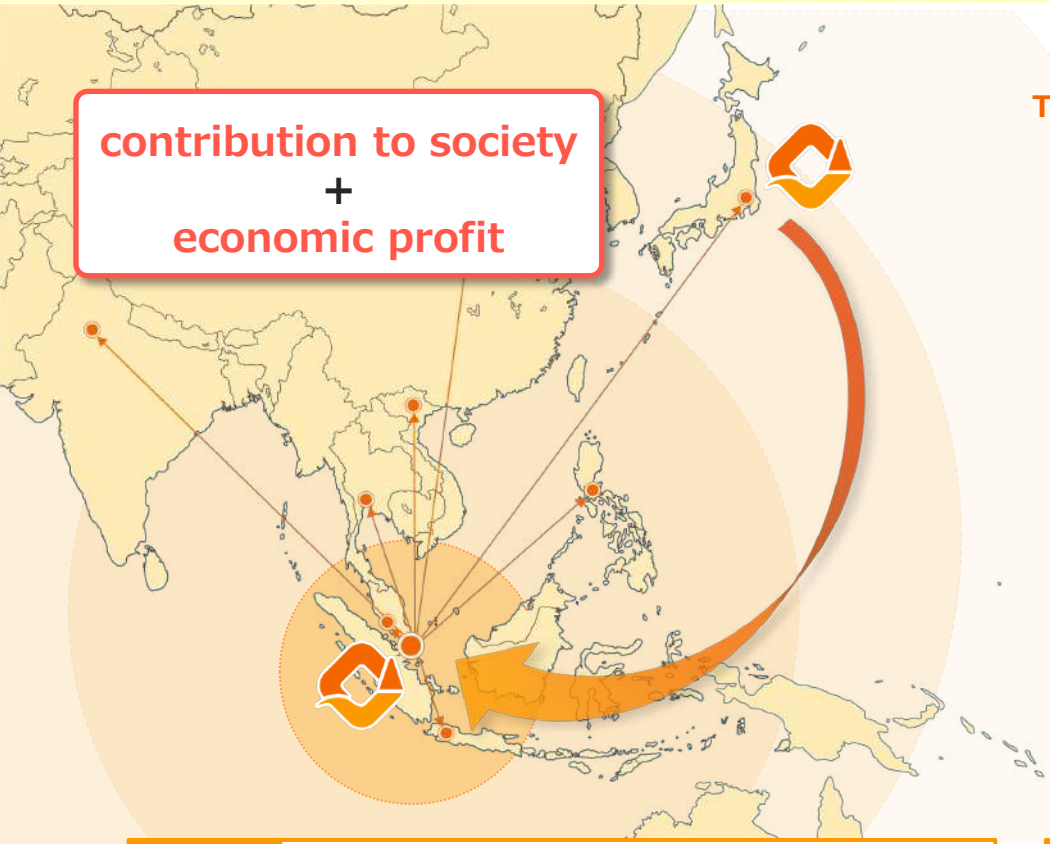


copyright ©Kanamic Network Co., Ltd All Rights Reserved.

2-10.Prospects for Overseas Expansion

Group joining scheduled for November 2024

Our company expects to expand overseas from its base in Singapore, and then further into Southeast Asia.



The Kanamic Group has three pillars of business: solution services for the challenges of a super-aging society.

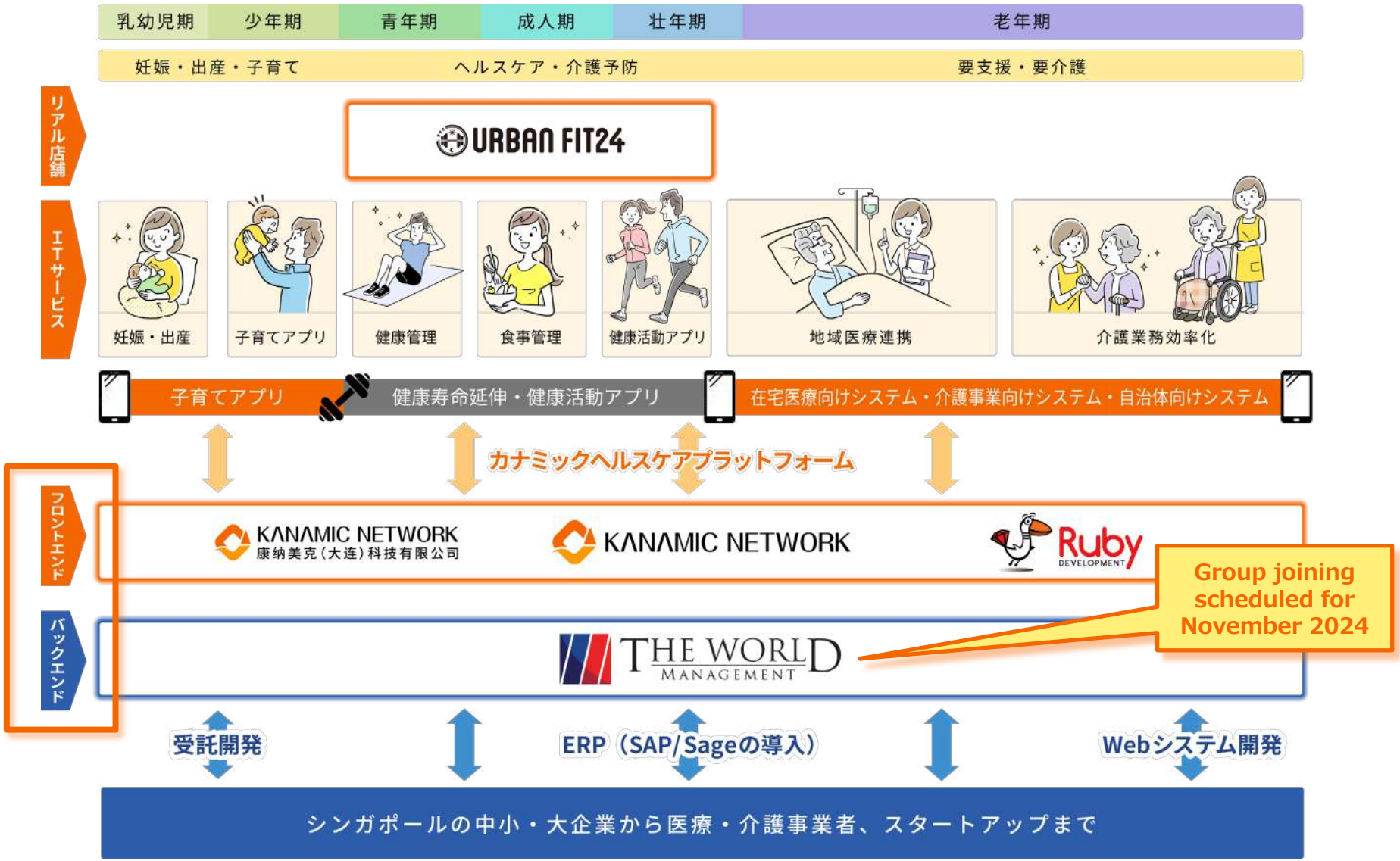


1	Exporting high-level Japanese-style care with the country.
2	Kanamic Network's medical and nursing DX technologies and services that contribute to extending healthy life expectancy will be deployed to hospitals, clinics, and nursing care facilities in Singapore and other Southeast Asian countries.
3	By providing speedy web service planning and development Providing support for startup companies, especially in Singapore.
4	Building a successful medical, nursing care, and health DX case study in Singapore,and expand the "Japan-Singapore model" to the entire Southeast Asia region.
5	Accelerate "medical inbound" from Southeast Asia and the attraction of "medical and nursing care personnel" to Japan.
6	The number of Southeast Asian startup companies operating in Japan is also increasing.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

2-11.Business Structure of Group Companies and Business Synergy

By combining TWM's back-end system with our Group's front-end system development capabilitiesWe can provide comprehensive IT systems to TWM's customers and other companies in Singapore (announced on October 29, 2024)**.**

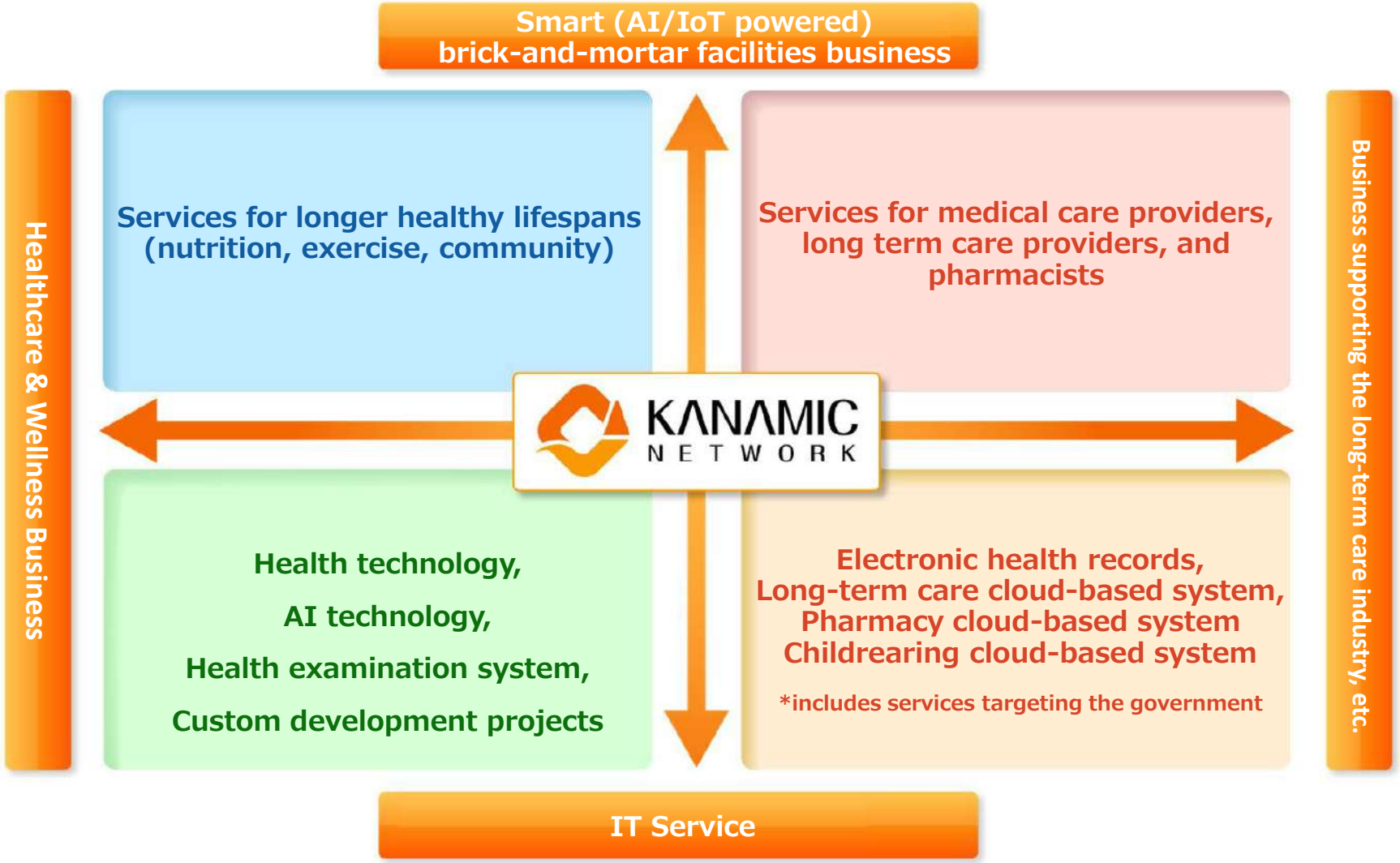


copyright ©Kanamic Network Co., Ltd All Rights Reserved.

2-12.Kanamic's M&A Strategy

■ Targeting M&A*(and capital/business alliance)* candidates that fit Kanamic's purpose & values

Identifying strategic synergies to accelerate the realization of the Kanamic Healthcare Platform;
Smart (AI/IoT powered) brick-and-mortar facilities present opportunities for data gathering



copyright ©Kanamic Network Co., Ltd All Rights Reserved.

3.Topics



KANAMIC NETWORK

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

Notice of Acquisition of Shares (Wholly Owned Subsidiary) of THE WORLD MANAGEMENT PTE LTD.

【Kanamic Network's Vision for Overseas Expansion】

At a meeting of the Board of Directors held on October 29, 2024, the Company resolved to enter into a share transfer agreement with THE WORLD MANAGEMENT PTE LTD (“TWM”) in order to acquire shares of THE WORLD MANAGEMENT PTE LTD and make it a consolidated subsidiary of the Company.(hereinafter “TWM”) to make it a consolidated subsidiary of the Company.

■ Reason for Share Acquisition

Our group is dedicated to providing solutions to Japan's challenges, focusing on three main pillars: addressing the super-aging society, extending healthy life expectancy, and supporting startups. We continuously strive to enhance service quality, technological capabilities, and customer satisfaction. To achieve further growth and development, we recognize the necessity of promoting businesses closely related to healthcare in the super-aging society, thereby creating new added value.
As part of our growth strategy, we are actively pursuing mergers and acquisitions (M&A) to expand our business portfolio across various sectors, including healthcare, insurance services, physical stores, and IT services. In this context, we have decided to acquire shares of THE WORLD MANAGEMENT PTE LTD (TWM), an IT consulting firm based in Singapore. TWM provides consulting and maintenance services for backend systems such as sales management, inventory management, and accounting management to numerous companies within Singapore.

By integrating TWM's backend systems with our group's frontend system development capabilities, we aim to offer comprehensive IT solutions to TWM's clients and other companies in Singapore. Notably, several of TWM's clients operate in the caregiving and medical clinic sectors. We believe that TWM's client base will significantly contribute to our ability to provide higher value-added services as a healthcare and health-tech company. Additionally, we anticipate expanding into Southeast Asia, including ASEAN countries, with Singapore as our base.
Guided by our vision of "Contributing to people and society through the 'Cloud that embraces life'," we are proactively pursuing M&A to strengthen and expand our business content, areas, and tools. The acquisition of TWM's shares marks a significant step in our growth strategy, 'Kanamic Vision 2030,' specifically in 'Phase 4: Overseas Expansion.'
Through the creation of new businesses and the expansion of existing ones within our group, we will continue to promote M&A to realize our vision and achieve sustainable growth.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

August 27, 2024

Our company's initiatives were featured in AXA Life Insurance Co., Ltd.'s interview with certified companies for the "Corporations with Excellent Health Management" certification.



AXA Life Insurance Co., Ltd. presented our company's efforts as an advanced case of health management to help companies develop vigorously for a long time in their interview with certified companies for the 'Corporations with Excellent Health Management' certification.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

August 6, 2024

Video of a discussion with Professor Shinya Kuno of Tsukuba University is now available.



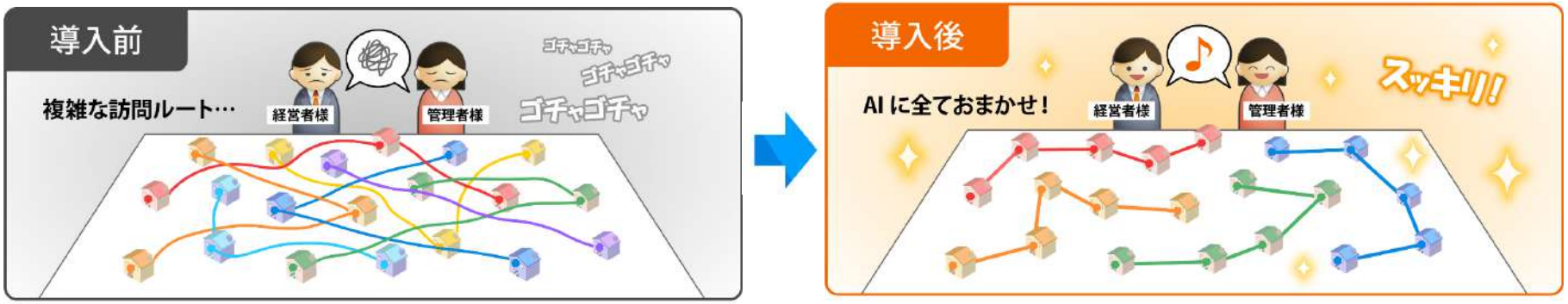
YouTube

We've released a new video on our YouTube channel, "Kanamic Yamamoto Takuma's Let's Spark Innovation in a Super-Aged Society!", in which our president, Yamamoto Takuma, talks with experts in various fields to find clues to solving the problems of a super-aged society. This time, the topic is "Super-Aged Society x Muscle Training", and we welcome Professor Kuno Shinya of the University of Tsukuba, a renowned researcher of muscle training theory who is also the program director of the Cabinet Office SIP, a national project to realize innovation in science and technology. The video is packed with scientific data and interesting content, including why muscle training is necessary to extend healthy life span, the historical flow of "elderly people x muscle training" to date, and the story of "Operation Zero Bedridden Elderly" that has become a hot topic in society.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

3-7.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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

3-12.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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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!

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.

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!

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

4. Company Profile, Business Overview and Business Model



KANAMIC NETWORK

4-1.Outline of Kanamik Group

Trade name	kanamic network inc.
establishment	October 20, 2000 (Heisei 12)
capital stock	324.12 million yen (including 132.06 million yen in capital reserve)
listed exchange	Tokyo Stock Exchange Prime Market (Securities Code: 3939)
office	Tokyo Head Office, Nagoya Office, Osaka Office, Hiroshima Office, Fukuoka Office, Okinawa Office
Main Business	Cloud service provision business in the medical, nursing care, and child-rearing fieldsPlatform service business in the medical, nursing care, and child-rearing fields
Group Company	KANAMIC NETWORK 康纳美克（大连）科技有限公司 < Kanamec (Dalian) Technology Co.> Software Development （Web Systems, AI / IoT, Apps） URBAN FIT24 < Urban Fit Co. > 24-hour fitness gym and franchise operations Ruby DEVELOPMENT < Ruby Development Co. > Software development utilizing the Ruby language THE WORLD MANAGEMENT Group joining scheduled for November 2024 < The World Management Pte. Ltd. > IT consulting firm in Singapore
Number of employees	279 (as of September 30, 2024)

JPX PRIME
Security Code : 3939

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

4-1. Overview of the Kanamic Group

Company Name	Kanamic Network Co., Ltd
Date of Establishment	October 20th, 2000
Paid in Capital	JPY324,120,000 (capital reserve; JPY132,060,000)
Stock Listings	Tokyo Stock Exchange Prime Market (Securities Code: 3939)
Business Offices	Tokyo Head Office, Nagoya Sales Office, Osaka Sales Office, Hiroshima Sales Office, Fukuoka Sales Office, Okinawa Sales Office
Business Area	To provide cloud services in medical, nursing and childrearing fields To provide cloud services in medical, nursing and childrearing fields
Group Companies	

JPX PRIME

Securities Code: 3939

KANAMIC NETWORK 康纳美克（大连）科技有限公司

< Kanamec (Dalian) Technology Co.>

Software Development （Web Systems, AI / IoT, Apps)

URBAN FIT24

< Urban Fit Co. >

24-hour fitness gym and franchise operations

Ruby DEVELOPMENT

< Ruby Development Co. >

Software development utilizing the Ruby language

THE WORLD MANAGEMENT

Group joining scheduled for November 2024

< The World Management Pte. Ltd. >

IT consulting firm in Singapore

Number of Group Employees	279 (as of September 30, 2024)

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

4-2.Introduction of President



Representative Director, President

Takuma Yamamoto

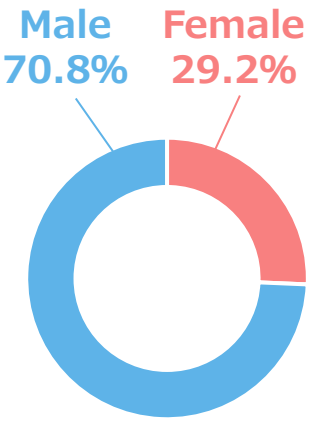
Born in Kyoto, Japan in 1978

2000 After graduating from university, joined Fujitsu System Solutions Limited (now Fujitsu Limited)
2001 Experienced planning and development of in-house products and large-scale contracted development in the Internet business division
2005 Joined Kanamik Network, Inc. as Director
2011- Co-researcher, Institute of Gerontology, University of Tokyo
2012- Outpatient Researcher, National Cancer Center
2014 Appointed President and Representative Director of Kanamic Network, Inc.
2016 Listed on the Tokyo Stock Exchange Mothers
2018 Advisor, Japan Startup Support Association (present post)
Listed on the First Section of the Tokyo Stock Exchange
2020 Director, Tokyo New Business Conference (present post)
2022 Transition to the Tokyo Stock Exchange Prime Market Appointed Chairman of the Board, Urban Fit Corporation (present post)
2023 Appointed President and Representative Director of Ruby Kaihatsu Co.
2024 Appointed Entrepreneurship Promotion Ambassador, Ministry of Education, Culture, Sports, Science and Technology (present post)

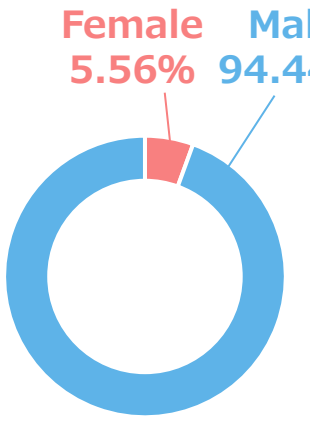
Served as a member of committees and subcommittees related to medical care, nursing care, childcare, and ICT at the Ministry of Health, Labour and Welfare, Ministry of Internal Affairs and Communications, etc.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

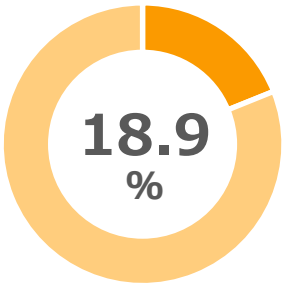
4-3.human capital management



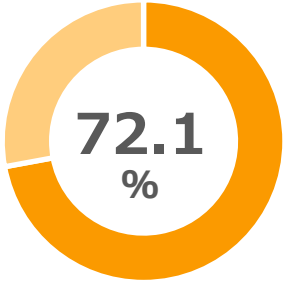
Ratio of employees



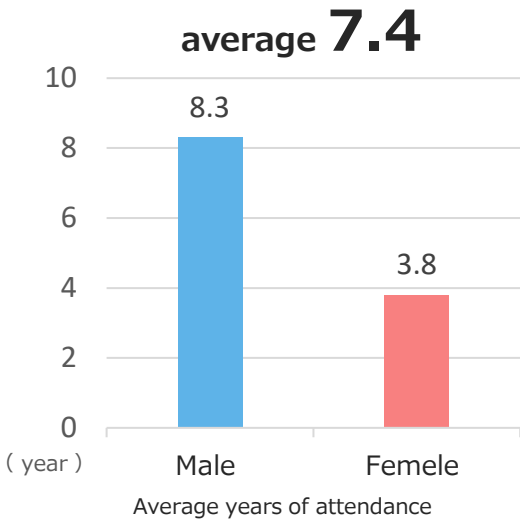
Ratio of managers



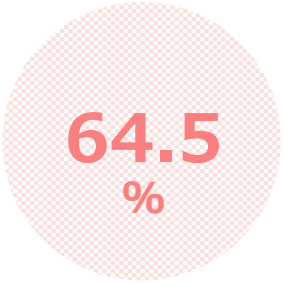
Annual turnover ratio



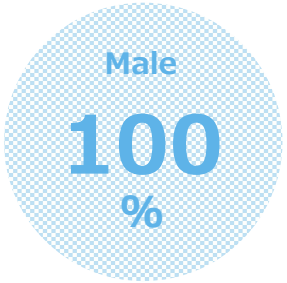
recovery rate



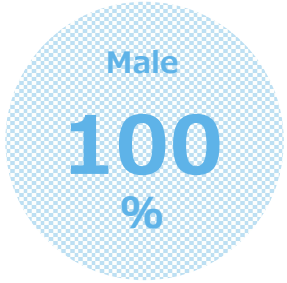
Average years of attendance



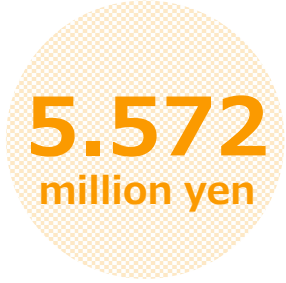
Women's wages: male ratio



Rate of women taking maternity leave

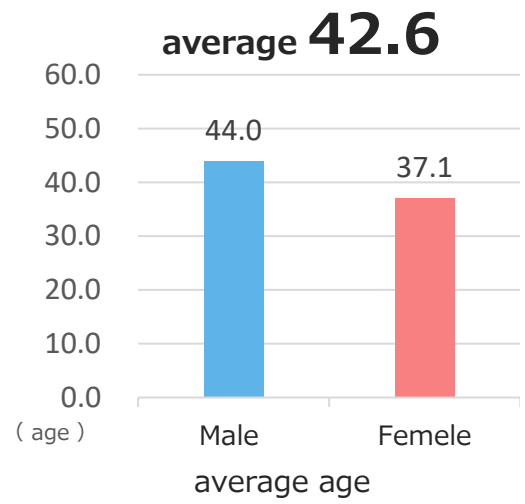


Return rate after parental leave



Average Salary

*Not shown as there were no female employees eligible for maternity leave in the current fiscal year.



average age

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

Cloud technology for all stages of life



Purpose & Values

We strive to contribute to people and society through “cloud technology for all stages of life”.
Going forward, we will capitalize on opportunities for bringing Digital Transformation (DT) to aging populations in Japan and the rest of the world with our cloud platform. In doing so we seek to contribute to the development of a more sustainable and healthier future for humanity.

Origin of our name

Kanamic Network traces the origins of our name to our ideal of developing a network to breathe life into elderly care, and it is composed of three keywords: “KAigo” (Japanese for “elderly care”) + "DyNAMIC" + "Network.”

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

4-5.Our Goals

Internet ads	Fintech	System(AI,IoT,etc..)	Sharing economies	Other
Internet ads Web engineering	T-POINT, etc. Factoring, payroll advances	Care plan system with AI, Telemedicine w/ IoT, Multi-language support, ERP System	Human resources, Care facilities, Care equipment/vehicles	Internet shopping Public Subsidy

Public administration, medical care & nursing care

Platform Service

Public administration, child care & medical examinations

Collaboration in medical treatment and nursing care

Parenting support



KANAMIC NETWORK

Our ICT platform spans across all functions



Continuing Care Retirement Community

We introduce our operational software to nursing care administrators.

Parenting support

CCRC

Local revitalization



Reduce burden Enhance social involvement

Creating the ideal work environment for young people

We provide care for all generations

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

4-6.Cloud Service：Medical & Nursing Care

*Many other functions are available

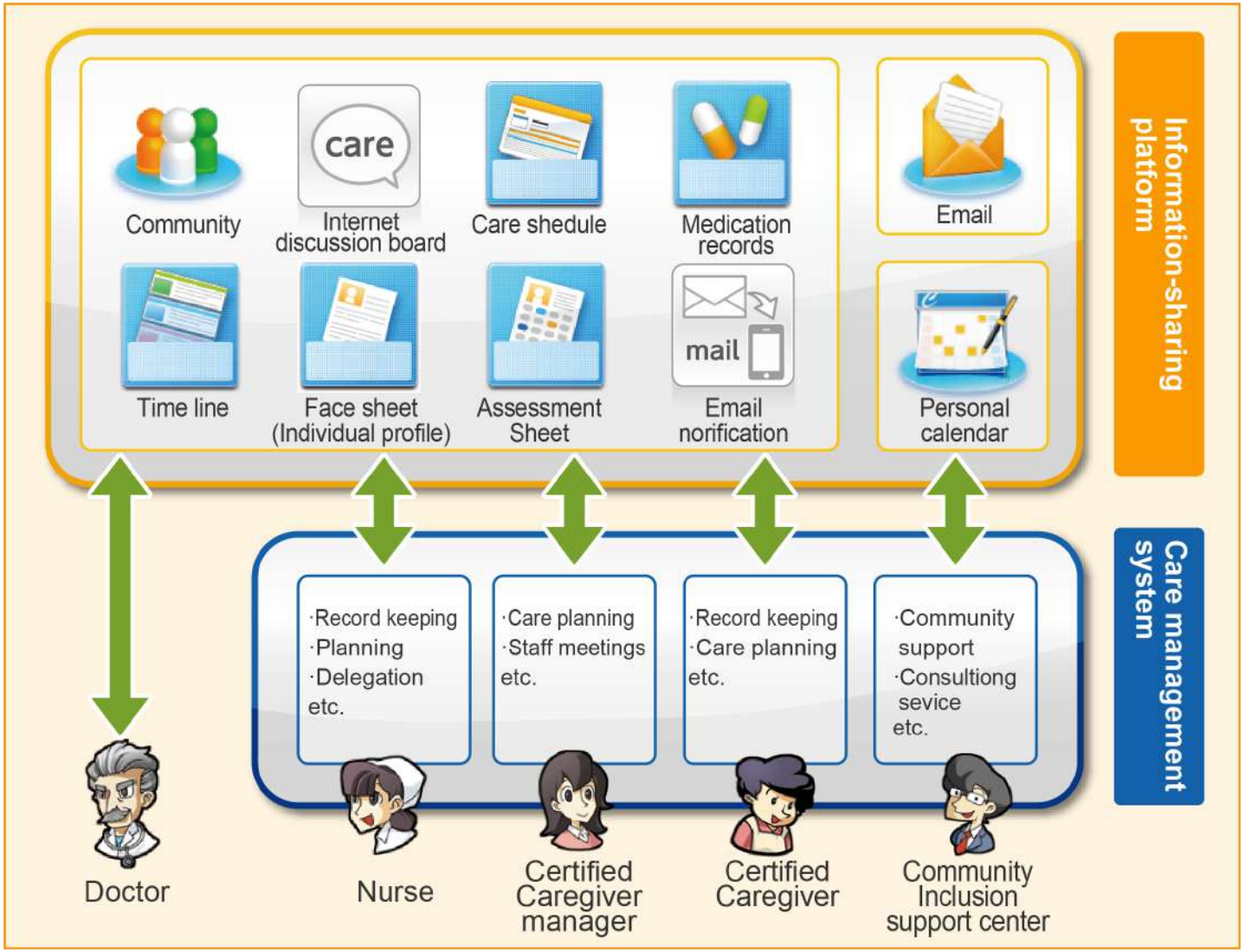
2nd layer information-sharing platform is introduced into the whole area with an aspect

2nd layer Paying user

- Municipalities
- Regional Comprehensive support centers
- Medical associations
- Central hospitals
- Home care doctors

1st layer Paying user

- Care manager
- Care providers
- Community inclusion support center



1st layer Care management system is introduced into every corporation, company

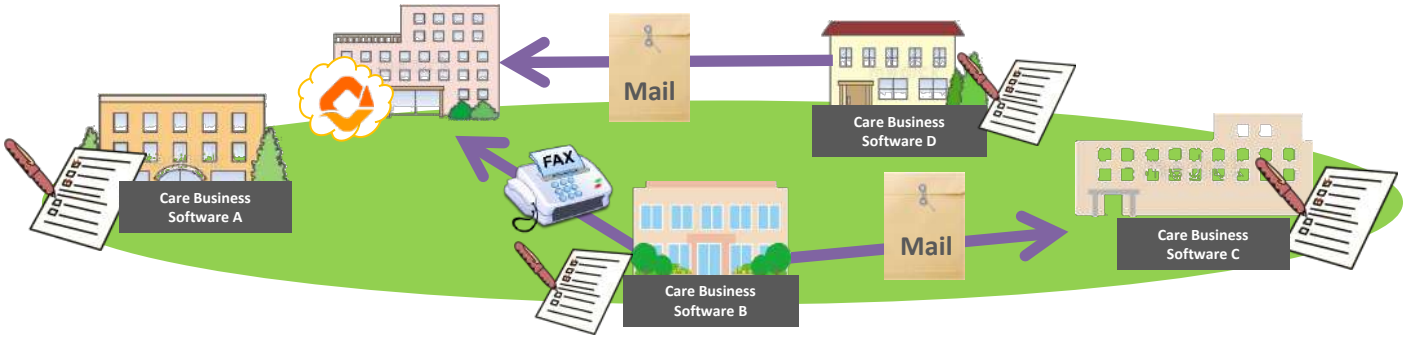
copyright ©Kanamic Network Co., Ltd All Rights Reserved.

4-7.Medical Treatment and Nursing Cloud Service Solution

1st layer 2nd layer

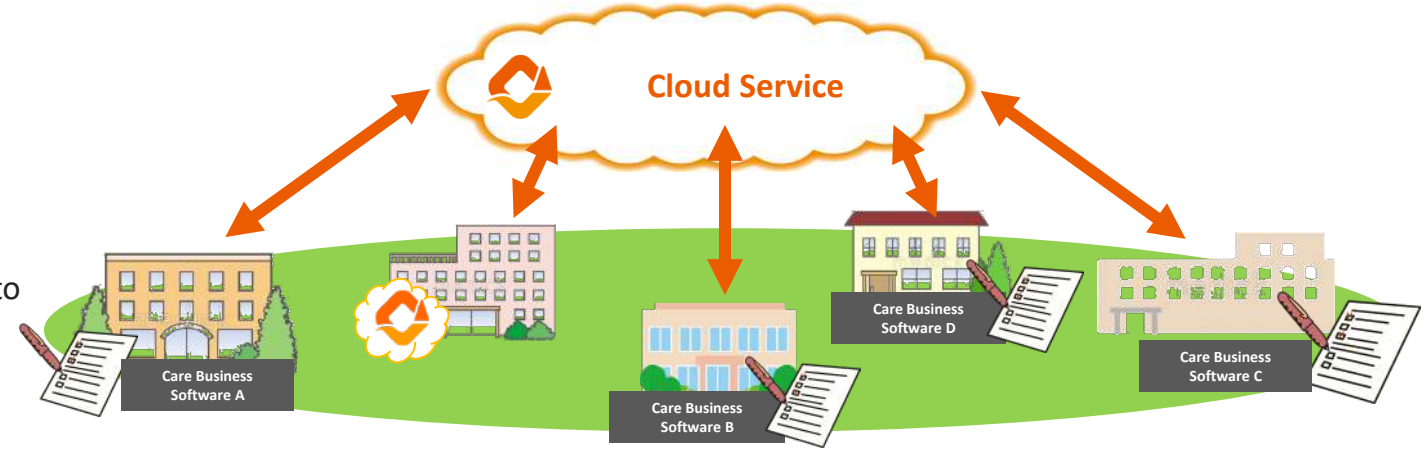
STEP.1

No information distribution system is in place. Each facility uses different software and there are separate communication channels among parties that utilize postal and FAX.



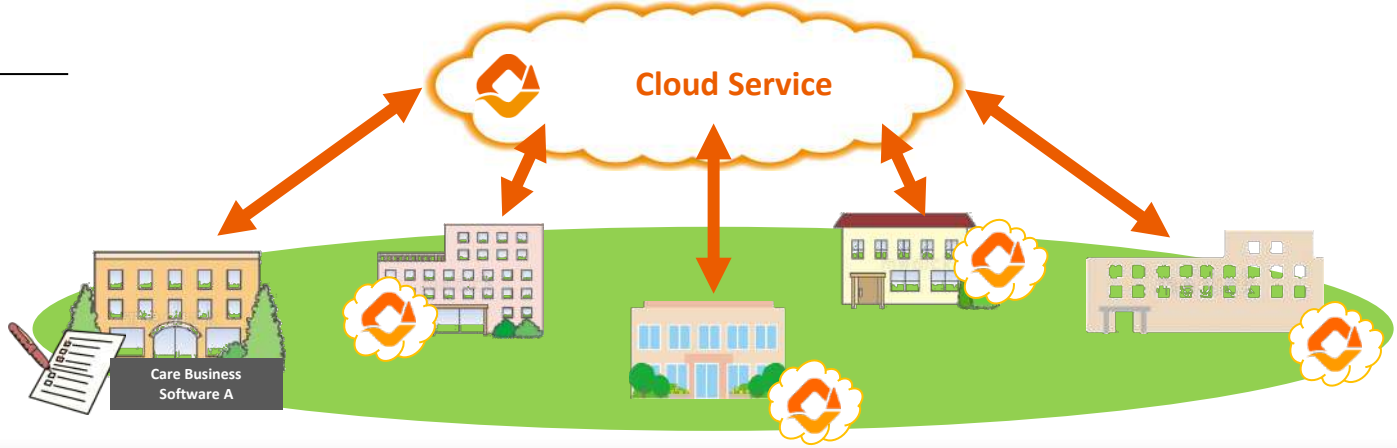
STEP.2

Our product is installed for regional nursing care information distribution(2nd layer),which leads to smoother distribution of information. However paperwork is still required on site.

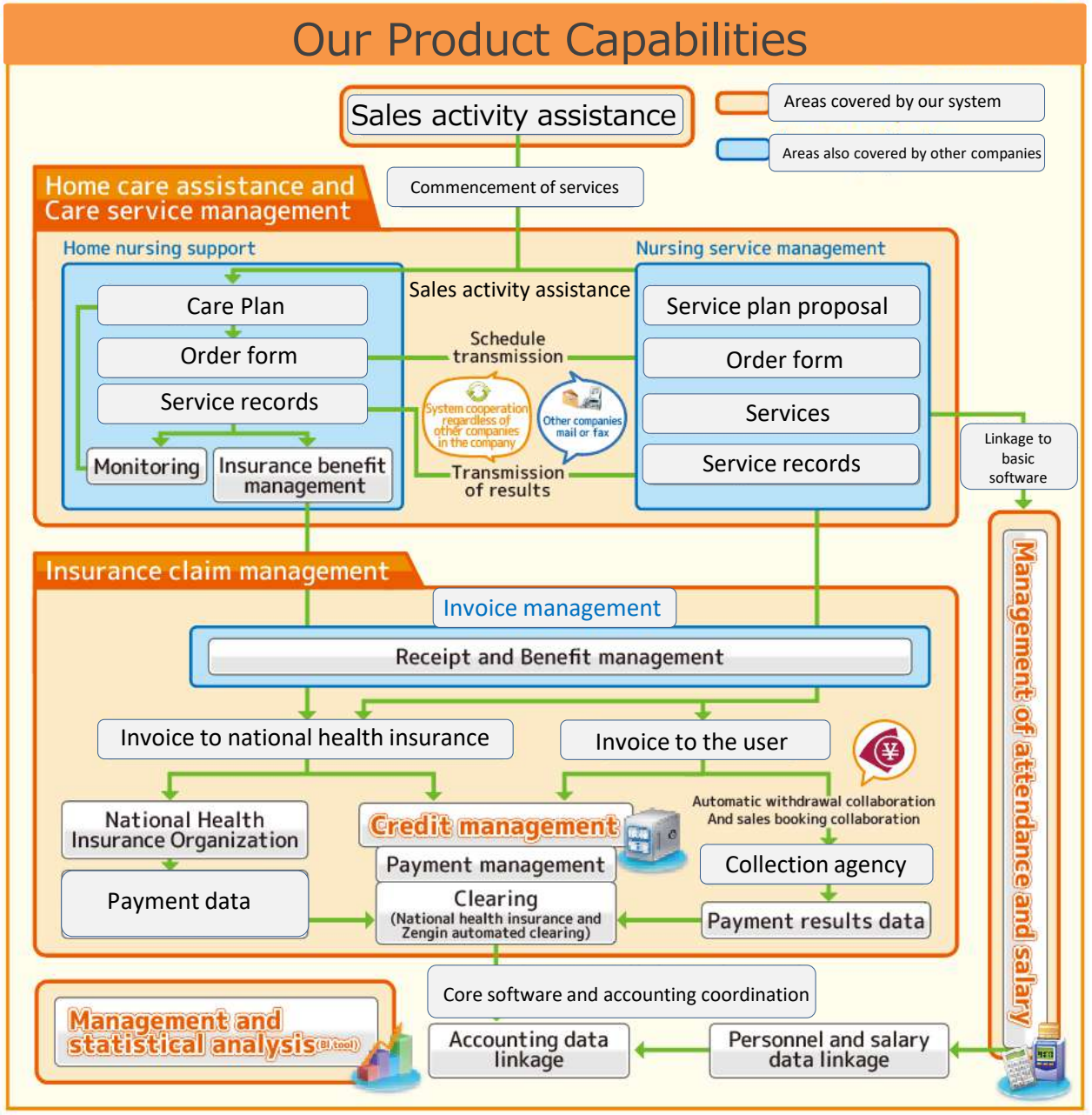


STEP.3

Our product is used in nursing care business administration (1st layer).By using KANAMIC Cloud, administrative work becomes more efficient and leads towards achieving a paperless operation.



copyright ©Kanamic Network Co., Ltd All Rights Reserved.



Extensive lineup supporting the management of nursing care business

- Operation and management (SFA)
- Form preparation
- Medical and nursing care insurance claims (receipts)
- Salary calculation
- Credit management
- Operational analysis

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

4-9.Cloud Service：Medical & Nursing Care

2nd layer

System screen

Room for each care recipient

2nd layer
Manager

- Municipalities
- Medical associations
- Central hospitals
- Home care doctors

Only accessible to approved persons involved in the care of care recipient



Tabs to monitor changes in the care recipients condition

Information on each care recipient
- Face sheet (collaborative information)
- Calendar (Schedules of Relevant Persons)
- Medication records (Sharing of Drug Information)

Care record for daily changes
- Care recipient information
- Shared diary
- Care plan
- Vital sign information
- Consumption /excretion records
- Instructions for visiting nurses
- Medical information

etc.

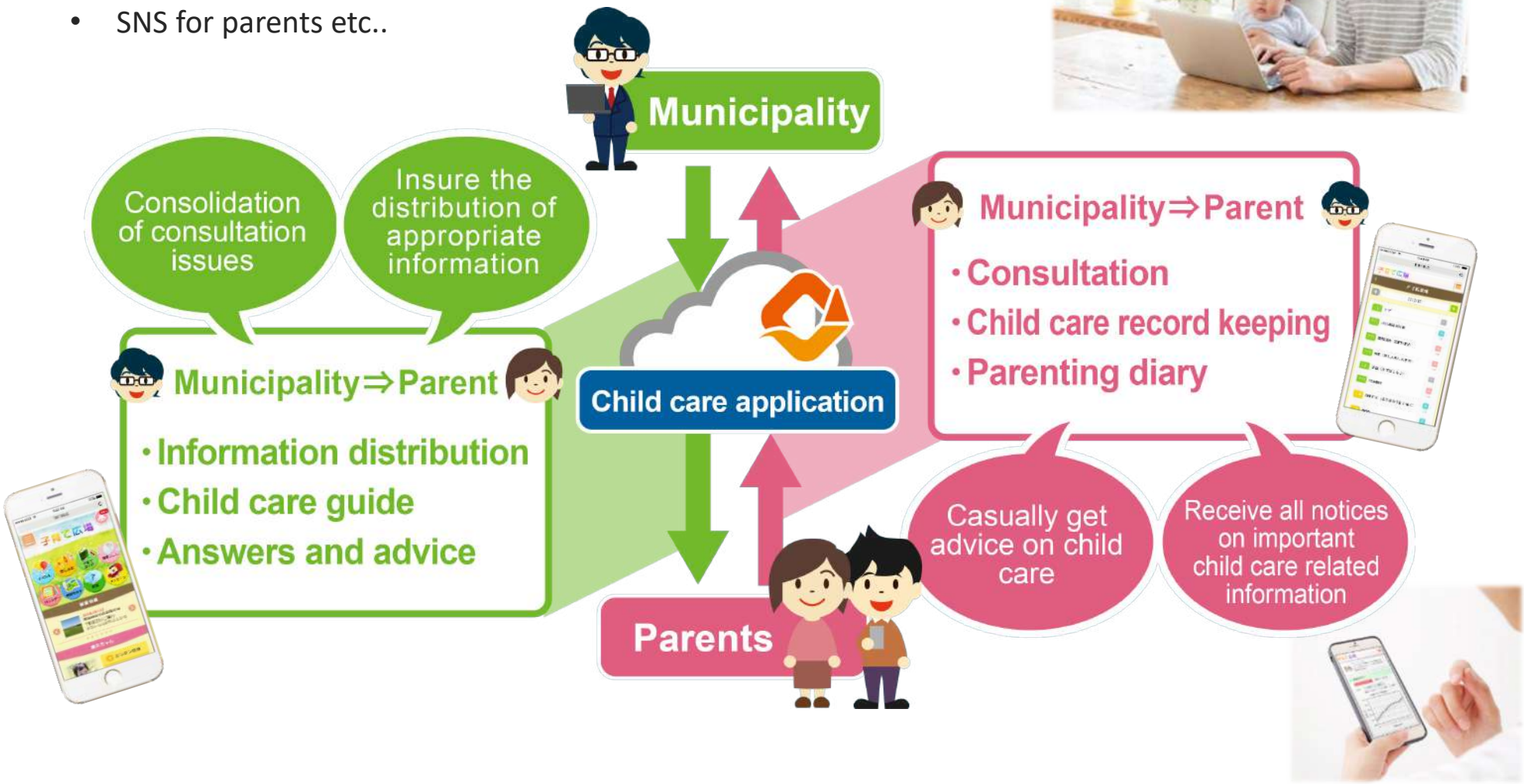
copyright ©Kanamic Network Co., Ltd All Rights Reserved.

4-10.Parenting Support System

Local municipal project

- News distribution and event information distribution to connect municipalities with parents.
- Blog function based on electronic parent and child diaries
- SNS for parents etc..





copyright ©Kanamic Network Co., Ltd All Rights Reserved.

4-11.Increase Revenue through Platform Introduction

Fintech
- T-POINT, etc.
- Factoring
- Payroll prepayment

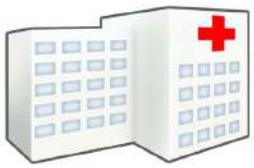
System（AI、IoT、etc..）
- Care plan system with AI
- Remote medical care with IoT
- Multi-language support
- Business management system

Sharing economies
- Human resources
- Care facilities
- Care equipment & vehicles

Internet ads
- Internet Ads
- Web Design

Other
- Internet shopping
- Public Subsidy

Kanamic Cloud Service


Hospital


Care facility


Home care

Organizations


Care recpients


Doctors


Municpalities


Nurses and Caregivers

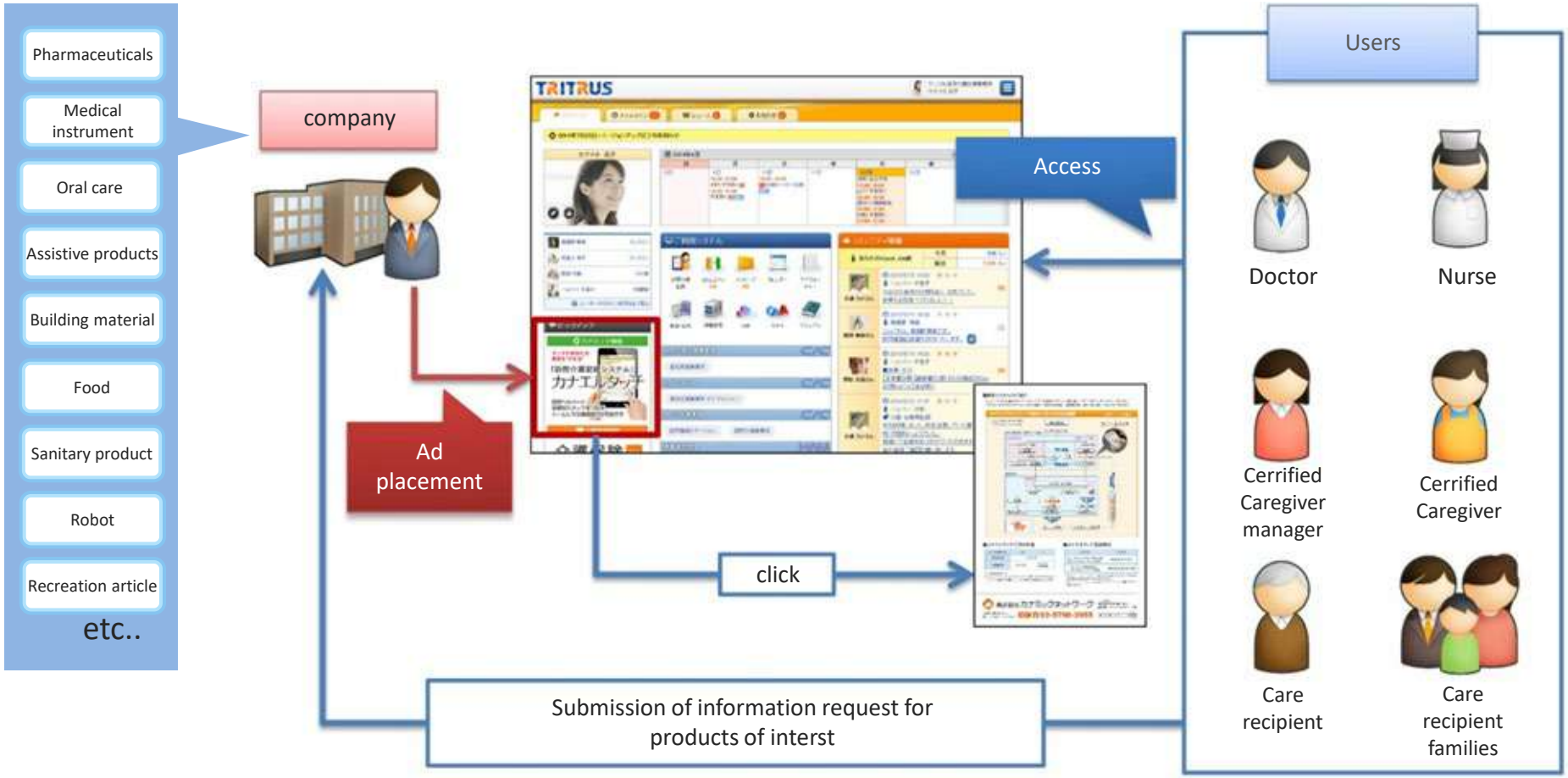
Medical and nursing care service providers and recipients

Kanamic users

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

4-12.Advertising Content Service

Advertising content service focused on medical and nursing professionals



Internet ads

- Impression ads
- Article ads
- Video ads

Participation in user group meetings

- Invitation to participate in regularly held user meetings

Web questionnaire

- Product marketing
- Market research

Distribution of samples

- Provide samples to cate recipients via service providers

copyright ©Kanamic Network Co., Ltd All Rights Reserved.

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.

copyright ©Kanamic Network Co., Ltd All Rights Reserved.