Earnings Results Briefing for the

First Quarter, FY2025
And Corporate Profile

February 14, 2025　Securities Code: 3939

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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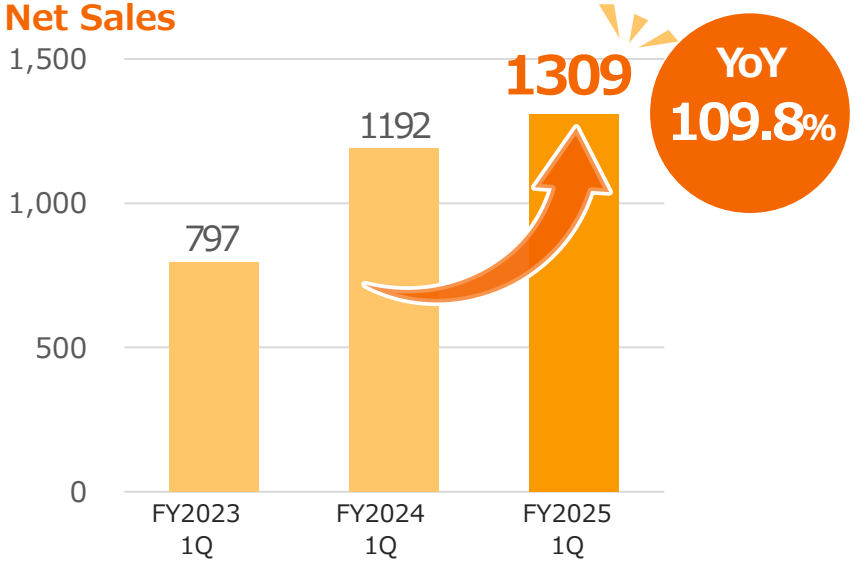
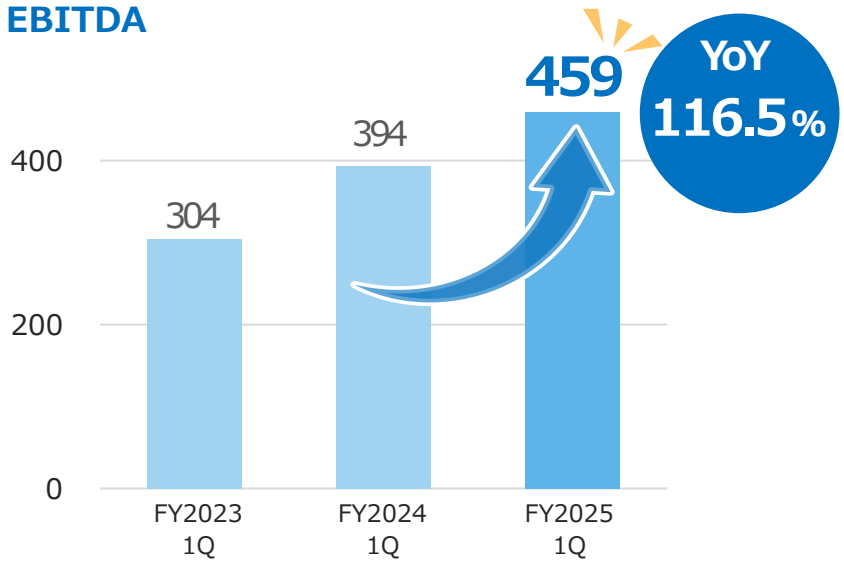
1-2. FY2025, 1Q Consolidated Results

Significant year-on-year increase in sales and profit as in the previous year





	FY2023,1Q	FY2024,1Q	FY2025,1Q		Difference
	Result	Result	Result	Composition Ratio (%)	YoY (%)
Net Sales	797	1,192	1,309	100.0	109.8
EBITDA	304	394	459	35.1	116.5
Operating Profit	234	307	365	27.9	118.7
Ordinary Profit	237	308	367	28.0	119.1
Profit	165	207	235	18.0	113.4
Profit per Share	3.49	4.38	**4.97**		

(Unit : 1 million JPY)

*EBITDA is operating profit plus amortization (depreciation and amortization of goodwill).
*The above figures include the acquisition costs of The World Management Pte. Lte. (disclosed 29 October 2024).

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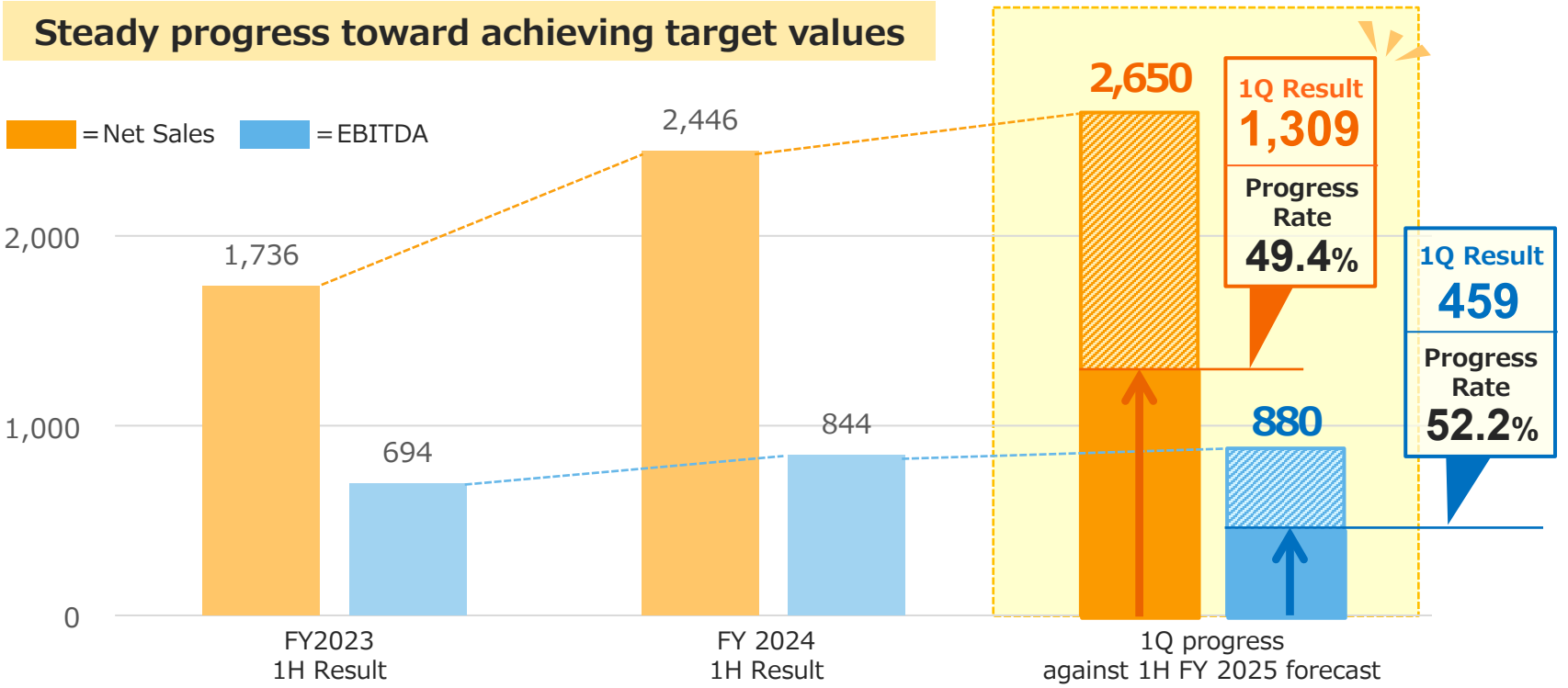
1-3. FY2025, 1Q Progress

Steady progress toward achieving target values



	FY2023 1H	FY2024 1H	FY2025	
			1H (forecast)	1Q Result
Net Sales	1,736	2,446	2,650	1,309
EBITDA	694	844	880	459
Operating Profit	559	668	700	365
Ordinary Profit	565	675	700	367
Profit	405	458	490	235

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

(Unit : 1 million JPY)

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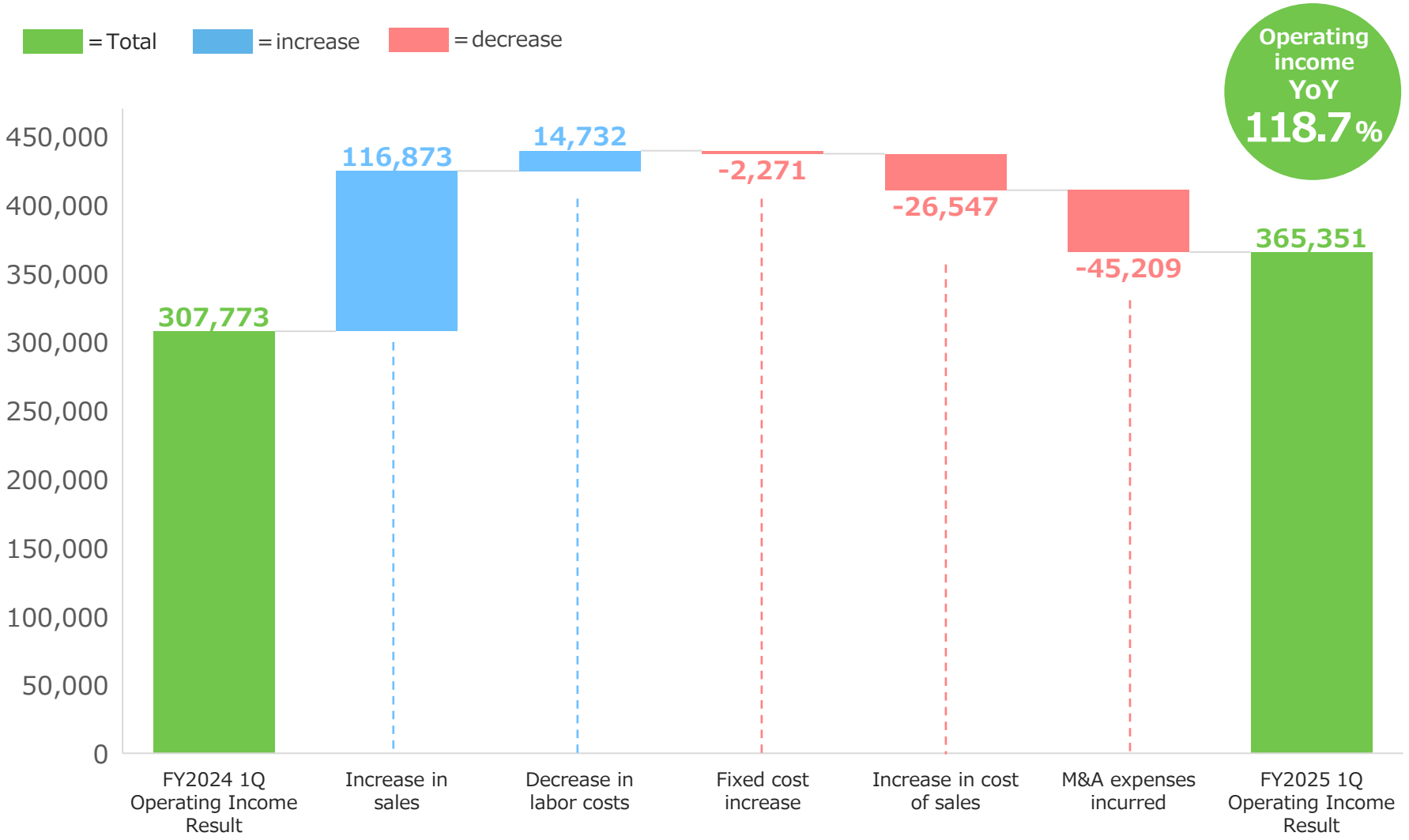
1-4. Operating Income Increase/Decrease

Steady progress over the same period last year despite the significant impact of M&A expenses



（単位 ： 千円）

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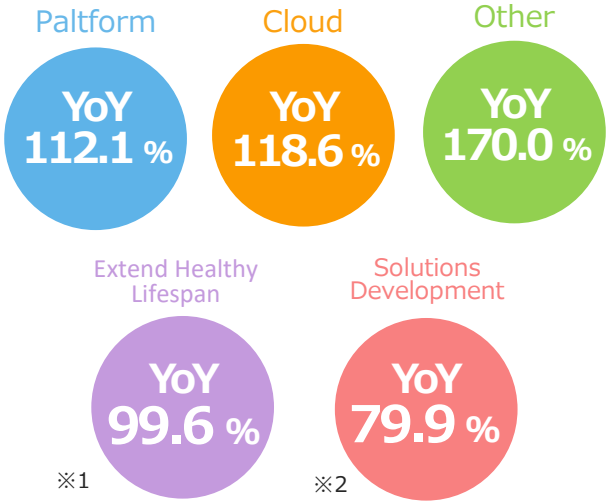
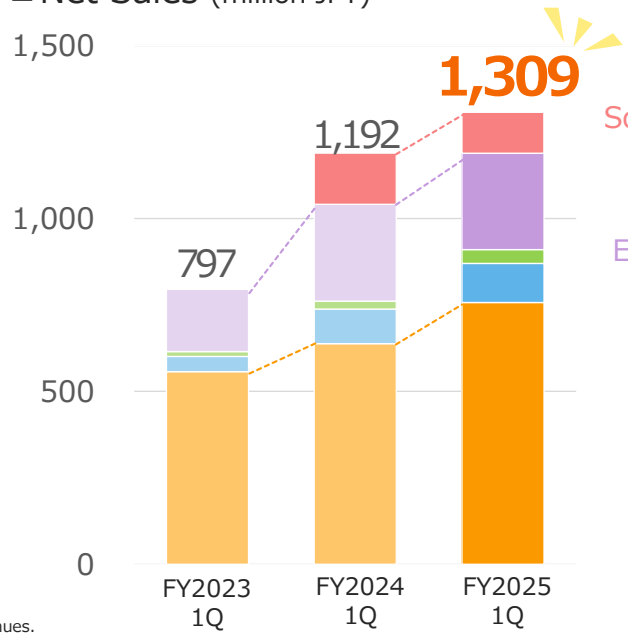
1-5. FY2025, 1Q Consolidated Results (by service)

■ Net Sales (YoY,%)

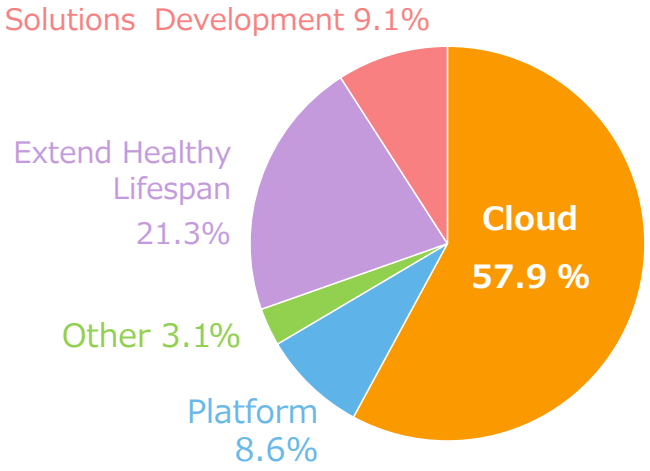


※1 Due to delays in opening franchises
※2 Operations within the Kanamic Group are not included in consolidated revenues.

■ Net Sales (million JPY)



■ Composition ratio (Net Sales)



(Unit : 1 million JPY)

segment	service	FY2023,1Q	FY2024,1Q	FY2025,1Q		Difference	
		Net Sales	Net Sales	Net Sales	Composition ratio (%)	Amount	YoY (%)
KANAMIC NETWORK / KANAMIC NETWORK 康纳美克(大连)科技有限公司	Cloud	557	638	757	57.9	118	118.6
	Platform	44	100	113	8.6	12	112.1
	Other	14	23	40	3.1	16	170.0
URBAN FIT24	Extend Healthy Lifespan	180	280	279	21.3	-1	99.6
Ruby DEVELOPMENT	Solutions Development	–	148	118	9.1	-29	79.9
total		797	1,192	1,309	100.0	116	109.8

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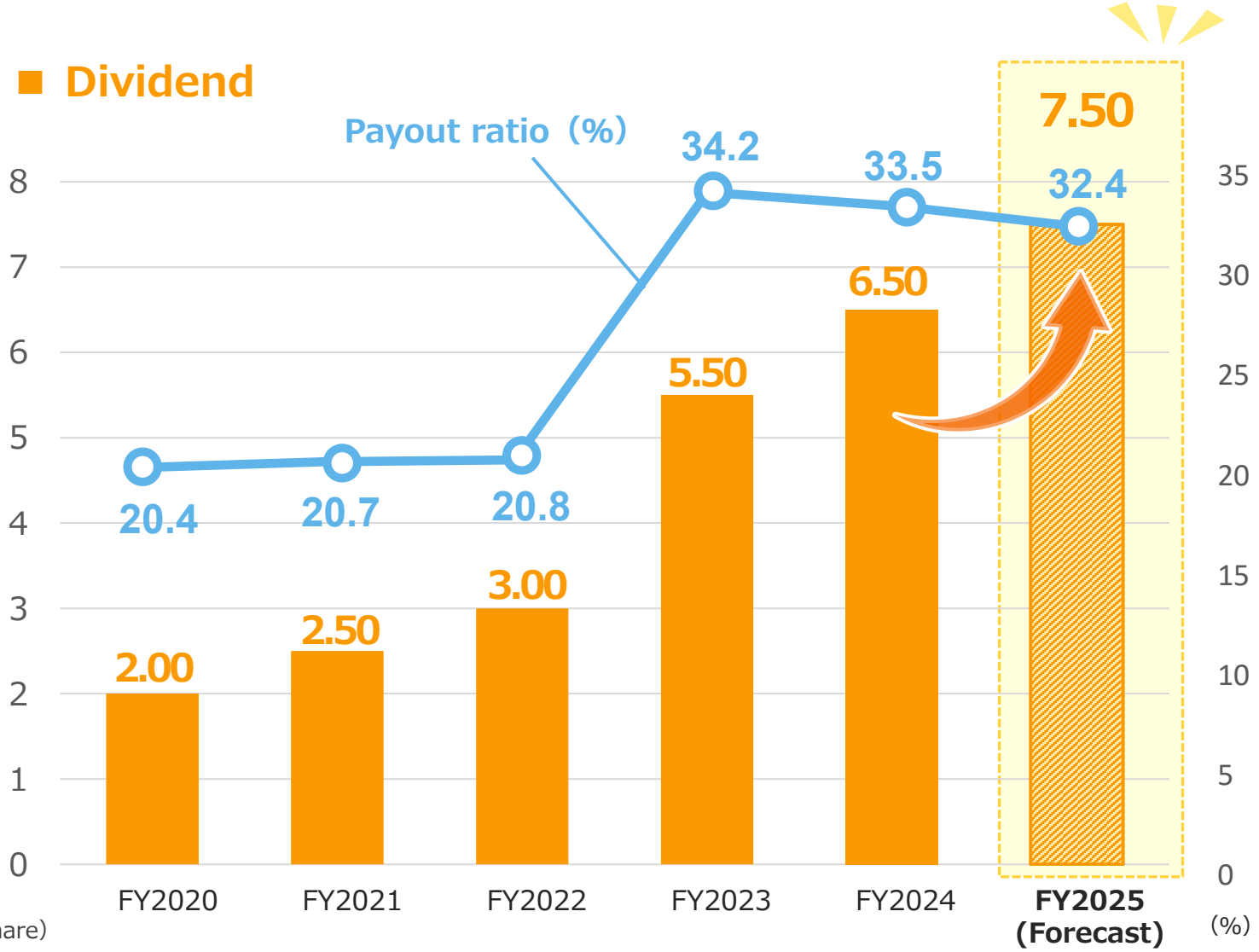
1-6. Dividends

The dividend payout ratio standard was changed to 30% or more in the previous fiscal year, and the company plans to increase the dividend for the fiscal year ending September 2025.



(Unit : JPY per share)

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1-7. Dividends

Lottery-style special benefit coupons and Urban Fit 24 special benefit experience coupons areand Urban Fit 24 experience coupons to all shareholders.

In addition to the existing lottery-based benefit program (JCB gift cards as described below), we have begun offering experience tickets to use Urban Fit facilities to all shareholders.We have started to offer experience tickets to all shareholders for use of 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!

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, 2025 and who hold at least 100 shares. Shareholders listed or recorded in the shareholders' register on all record dates of September 30, 2024, March 31, 2025, and September 30, 2025 with the same shareholder number will be eligible for (2).

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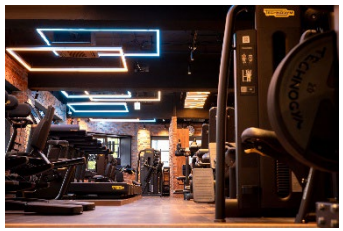
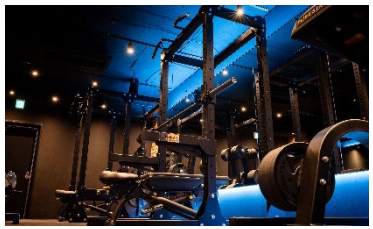
2.Topics

November 11, 2024

Our subsidiary Urban Fit held the grand opening of its 23rd store (3rd store in Tokyo), “Nihonbashi Ningyocho Store”!







A subsidiary of Urban Fit Inc. that operates 22 24-hour fitness gyms mainly in Osaka Prefecture, is pleased to announce the grand opening of its third Tokyo location, “URBAN FIT24 Nihonbashi Ningyocho,” on Tuesday, November 26, 2012.

Unlike conventional 24-hour fitness gyms with minimal interior design and machines, “URBAN FIT24” offers full facilities, high-quality space, and hospitable service aimed at improving members' life performance. (TSE Prime listing: securities code 3939), a leading medical and nursing care cloud service provider, in May 2022, we introduced our original “Kenkatsu Coach App” that utilizes healthcare data and IT, and exercise programs supervised by a physical therapist and tailored to the individual body. We will offer even more fulfilling services. We will provide even more enhanced services.

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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.

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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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