

FY3/2027 Q1 Earnings Results and Company Overview

GENOVA, Inc.

TSE Prime Market: 9341 JT

GENOVA

1 Business Overview

2 FY3/2027 Q1 Financial Highlights

3 Growth Strategies / Other Initiatives

Business Overview

MISSION

**Creating a Healthy Society
by Connecting People and
Medical Care**

VISION

Medical Platform

**Creating the 21st Century
Healthcare Infrastructure**

Smart Clinic

**Creating easy-to-visit clinics with zero
wait times**

Dental Supply Distribution

**Bridging the present and future of
dental care**



Consolidated Sales

3.05 bn yen

(164.7% YoY)

FY3/2026 Q1 1.85 bn yen

Operating Profit

△0.22 bn yen

(YoY Change: △0.05 bn yen)

FY3/2026 Q1 △0.17 bn yen

GENOVA Standalone | Apr.–Jun. 2026

Number of contracts signed
this quarter²**1,289**

(△130.0% YoY)

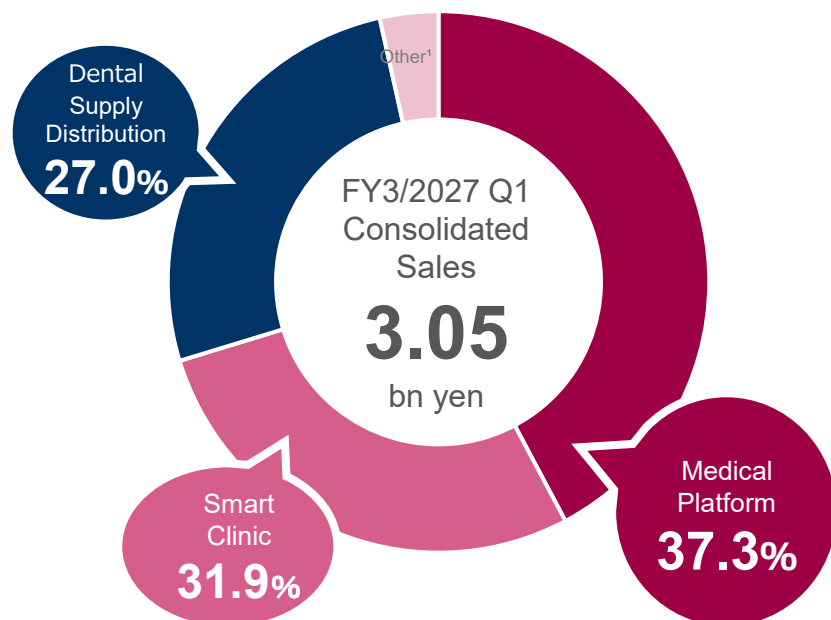
*Total number of contracts for the Medical Platform
Business and the Smart Clinic Business

*Includes the number of clinic visit reports

Number of existing clients

Approx. 22,000*Calculated as the number of clients who are under
contract or have been under contract in the past
(number of companies).

Composition of Net Sales



Medical Platform Business

**21.84** mn PV

*Average monthly PVs over the Apr - June period

Smart Clinic Business

Total number of Automatic
payment/reception machines and self-
payment machine installed**3,045** machines

1. Sales other than Medical Platform, Smart Clinic, Dental Trading include website production, server management, consulting, and other sales. These segment accounted for 3.6% of total sales.

2. Figures are for GENOVA. Data for ASANO Corporation is not included. 3. The DX Business was integrated into the Smart Clinic Business effective from FY2/2027.

Medical DOC

Management of internet media to publish medical articles

Monthly Visits

21.84mn PV

Medical Advisors

22People

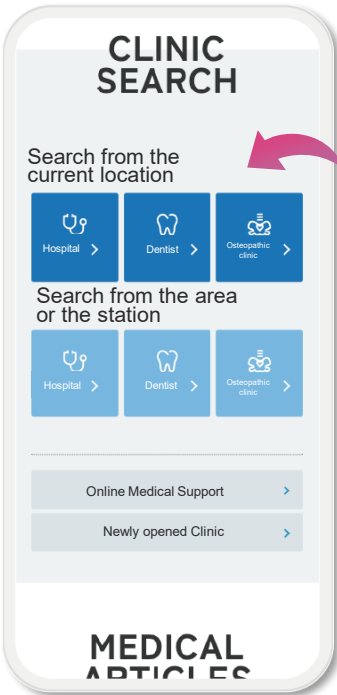
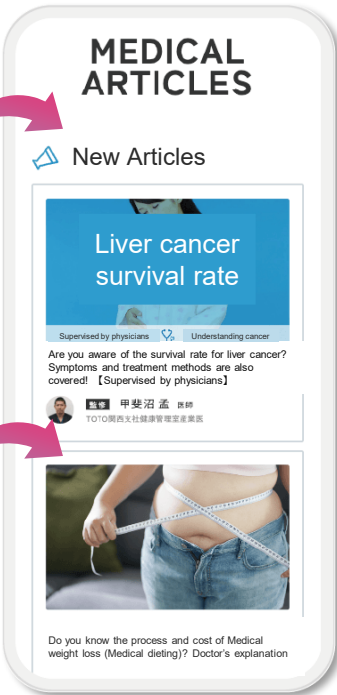
Mdeical Experts

2,375People

Free distribution of medical information to the users

We provide medical information articles supervised by physicians, articles of celebrities on their experiences of fighting illnesses and articles on efforts to prevent disease as educational content to increase interest in familiar health issues for the general users free of charge. We do not provide this service to medical institutions for a fee.

Distribution of Talent Articles (My Medical Record)



Fee-based production and distribution of medical institution

With the background of users acquired through medical information content, we offer a fee-based service for medical institutions to produce articles and videos introducing medical institutions. General users can view this service for free.

Content Distribution Partners

Content is distributed across a wide range of media platforms, including Yahoo! JAPAN News, reaching approximately 50 million users annually.



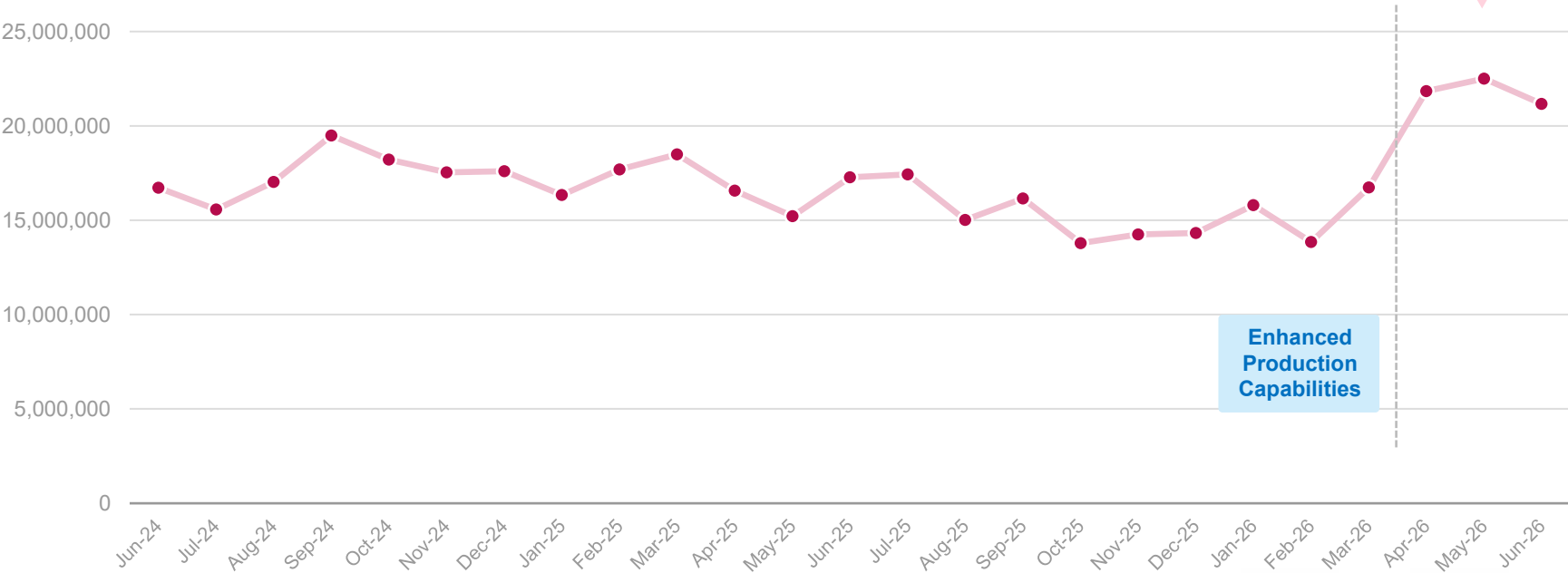
	FY3/2026 Q1	FY3/2027 Q1	Change	YoY	Percentage
Sales	1.06bn yen	1.14bn yen	+ 0.08bn yen		107.3%

Medical DOC PV - Monthly Trend

- **Production capacity** was strengthened in the previous quarter, accelerating content production and driving growth in page views.
- Over the past three months, **average monthly PVs reached 21.84 million.**

Latest Three Months (April–June 2026)

Average Monthly PVs **21.84mn PV**



Enhanced Production Capabilities
Expanding Page Views

Patient Acquisition Engine

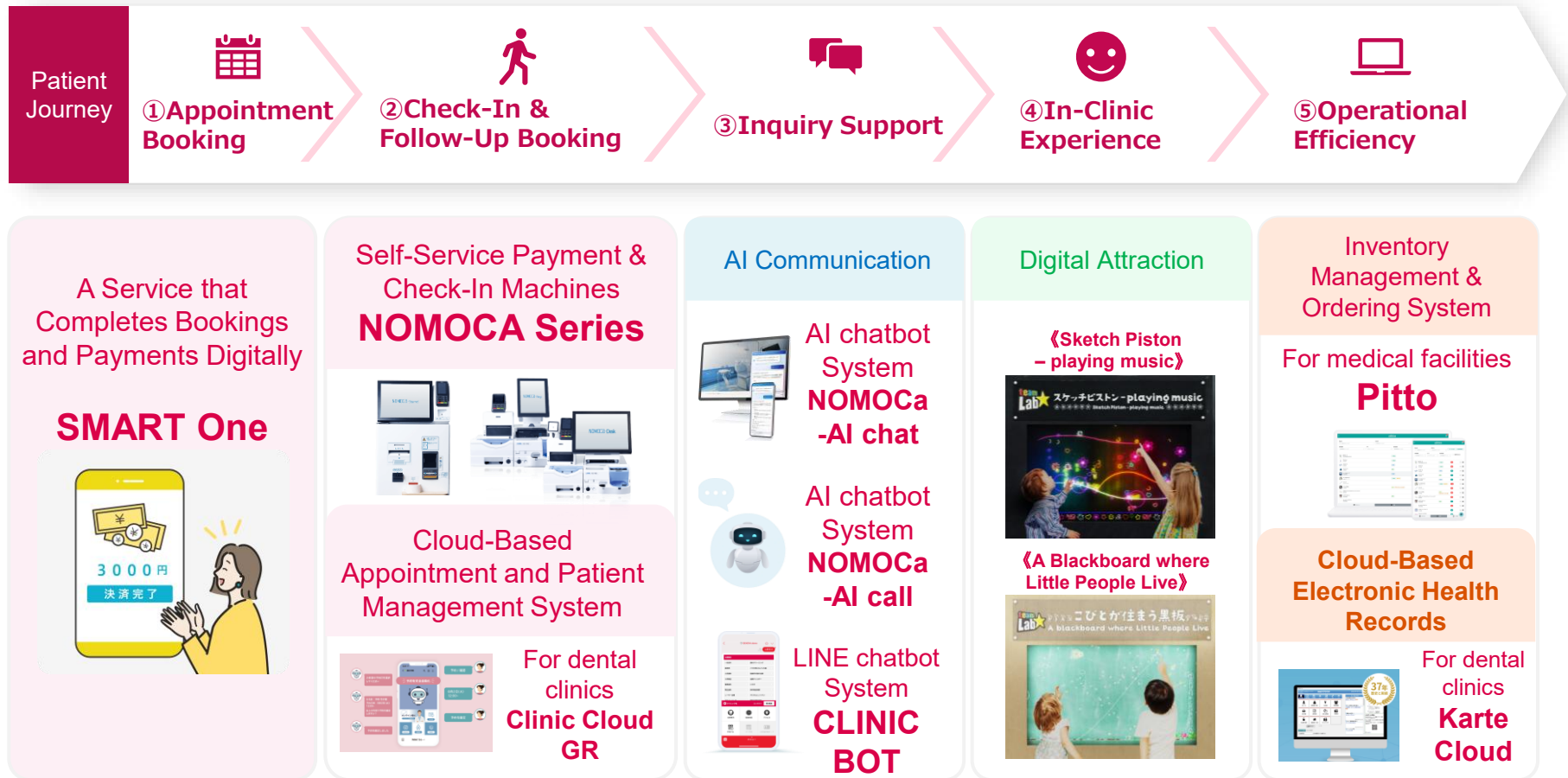
Driving Traffic to Clinic
Profiles

Users→Healthcare Providers

MP Business Revenue
& Contracts

Orders for Sponsored
Articles & Videos





One-Stop DX for Clinic Operations, from Appointments and Check-In to Billing and CRM

	FY3/2026 Q1	FY3/2027 Q1	Change	YoY	YoY
Sales	0.67bn yen	0.97bn yen GENOVA Standalone 0.87bn yen	+ 0.3bn yen GENOVA Standalone +0.2bn yen	144.7%	GENOVA Standalone 129.8%

ASANO (Hokuriku)



- 70-Year Heritage
- A long-established dental distributor with a strong presence primarily in the Hokuriku region
- Joined the Group in May 2025

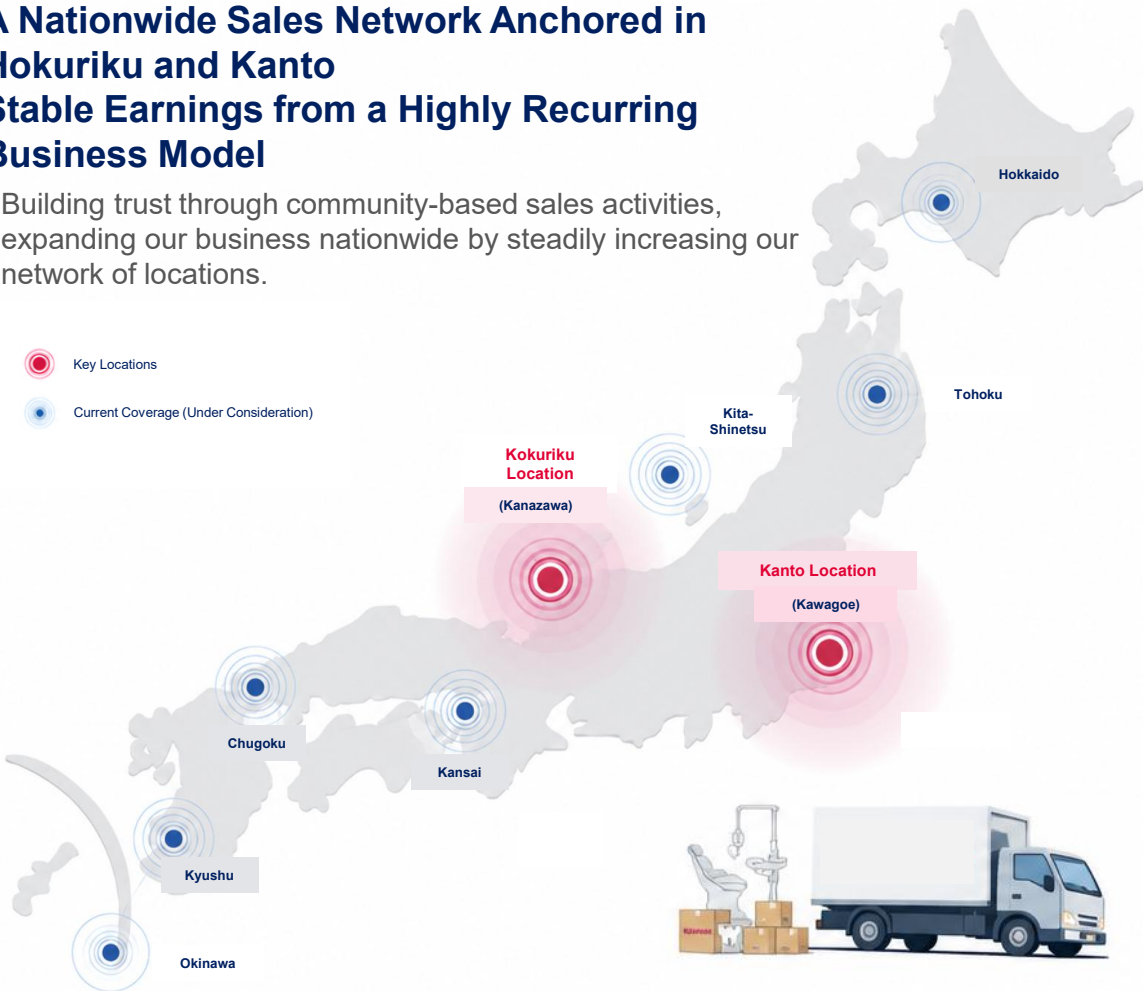
Akasaka Shizaisha



- 47-Year History as a Dental Infrastructure Company
- Based in Kawagoe, Saitama, with operations spanning the region
- Strong focus on serving dental laboratories
- Joined the Group in April 2026

A Nationwide Sales Network Anchored in Hokuriku and Kanto
Stable Earnings from a Highly Recurring Business Model

Building trust through community-based sales activities, expanding our business nationwide by steadily increasing our network of locations.



	FY3/2026 Q1	FY3/2027 Q1 ¹	Change	YoY	Percentage
Sales	-	0.82bn yen	- bn yen		- %

1. For Q1 FY2027, reported net sales for the Dental Supply Distribution Business consist solely of ASANO's results.

FY3/2027 Q1 Financial Results

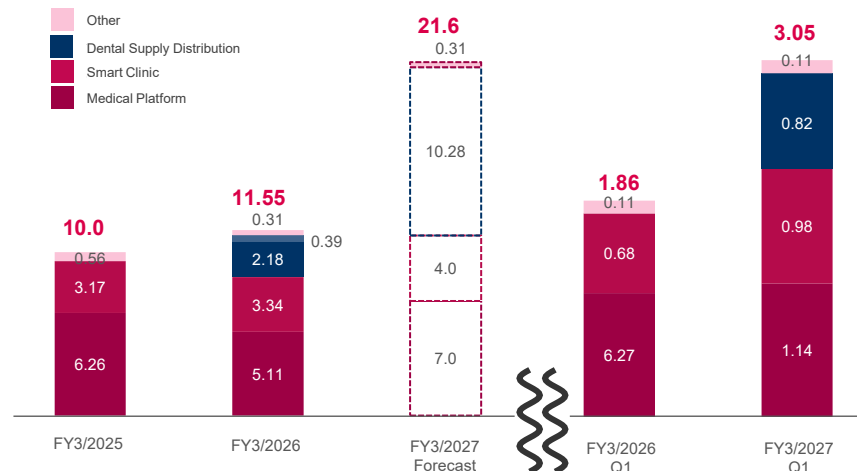
FY3/2027 Q1 Financial Results

GENOVA

- Consolidated net sales for Q1 FY2027 were 3.05 billion yen (165% YoY), Operating loss was 220 million yen, primarily due to upfront investments.
- On a standalone GENOVA segment basis, net sales grew 116% YoY even excluding the Dental Supply Distribution Business added through M&A.

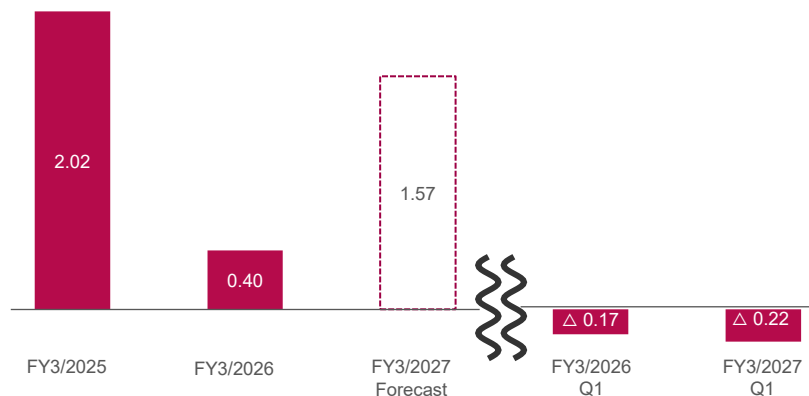
Consolidated Sales

Unit: Billion Yen



Consolidated Operating Profit

Unit: Billion Yen



Consolidated Summary

Unit: Billion Yen

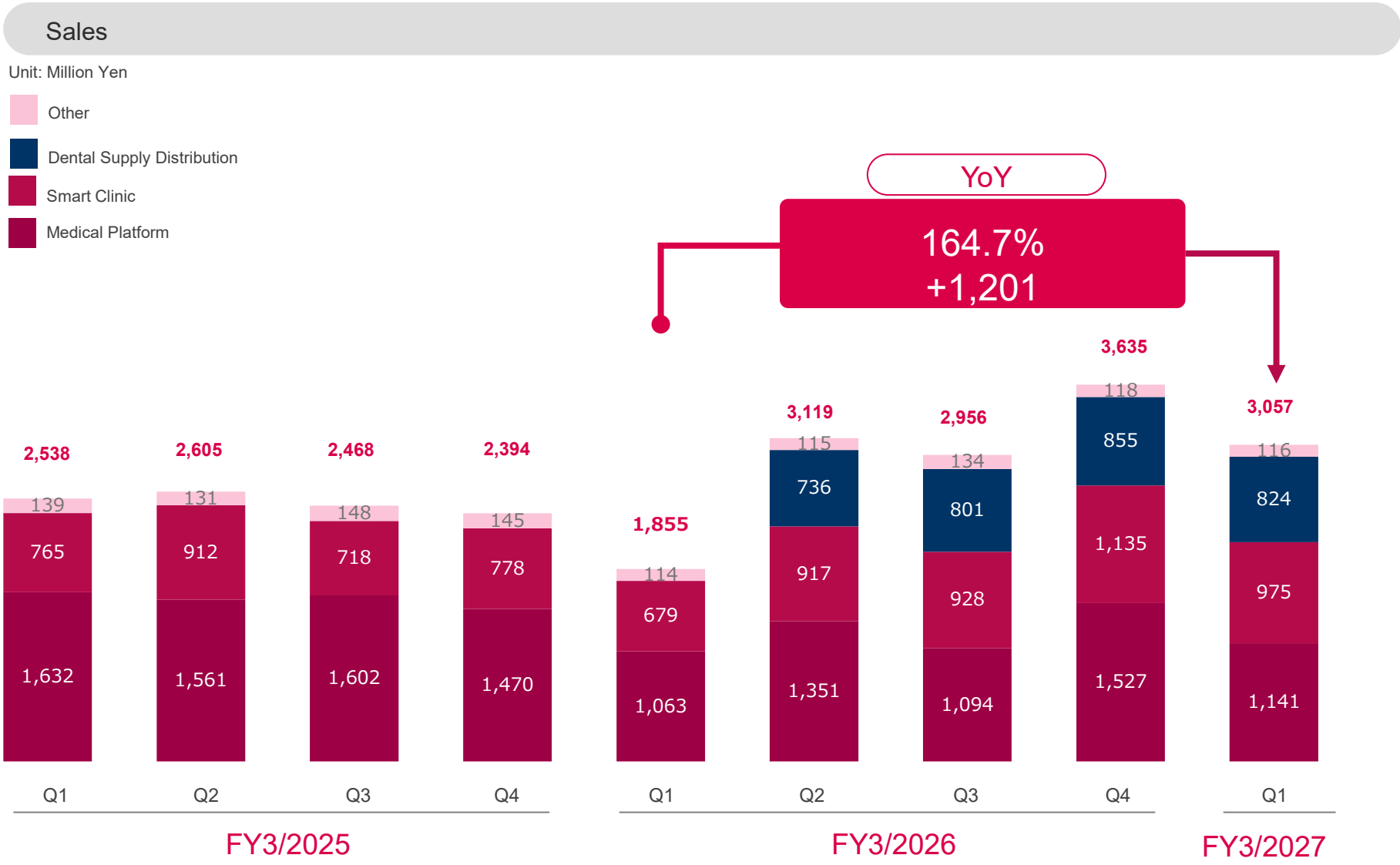
	FY3/2025	FY3/2026	FY3/2027 Forecast	FY3/26 Q1	FY3/27 Q1	YoY
Net Sales	10.0	11.55	21.6	1.86	3.05	165%
Medical Platform	6.26	5.03	7.0	1.06	1.14	107%
Smart Clinic ¹	3.17	3.65	4.0	0.67	0.97	144%
Dental Supply Distribution	-	2.39	10.28	-	0.82	-
Other ²	0.56	0.48	0.32	0.11	0.11	100%
Gross Profit	7.37	6.47	9.21	1.24	1.53	123%
Operating Profit	2.02	0.40	1.57	△ 0.17	△ 0.22	-
EBITDA	2.14	0.61	1.79	△ 0.13	△ 0.17	-
Ordinary Profit	2.01	0.43	1.55	△ 0.17	△ 0.21	-
Net Profit attributable to owners of the parent	1.41	0.27	1.19	△ 0.09	0.24	-

1. The DX Business was integrated into the Smart Clinic Business from FY2027.

2. Others mainly comprises revenue from web development and related services, as well as subsidiary revenue.

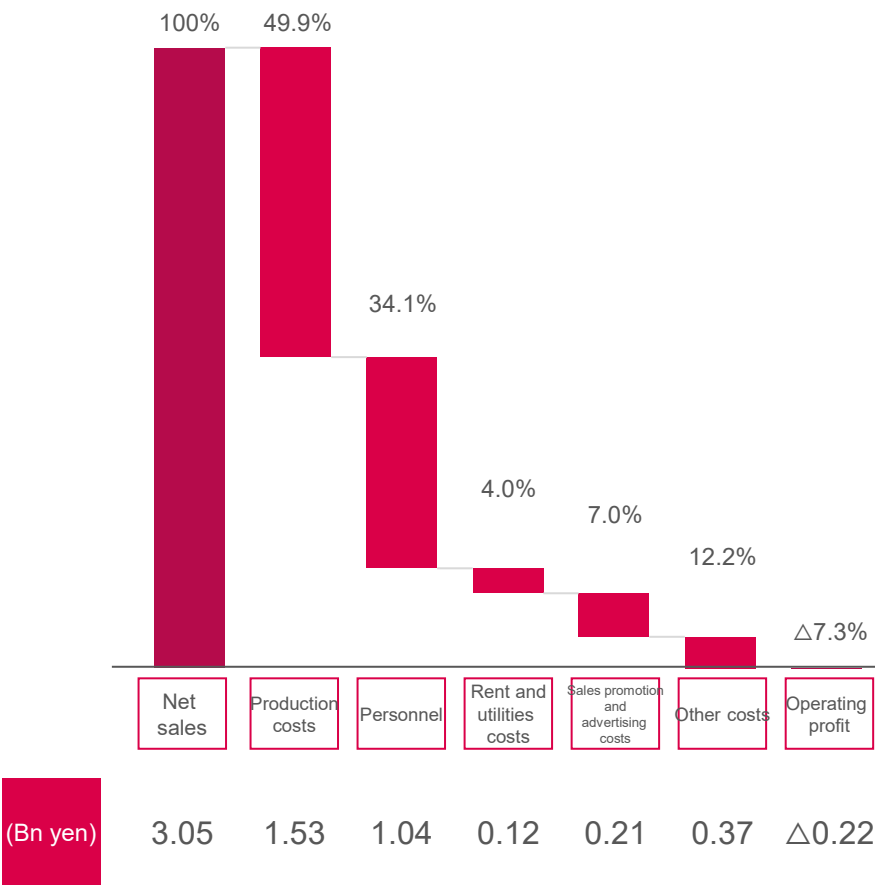
Three-Year Summary: Quarterly Sales by Business Segment

- Q1 FY2027 sales reached 3,057 million yen (165% YoY), a record Q1 high.
- Dental Supply Distribution sales include ASANO; Akasaka Dental Materials, acquired Apr. 20, 2026, will be consolidated from Q2.
- GENOVA standalone sales were 116% of Q1 FY2026.

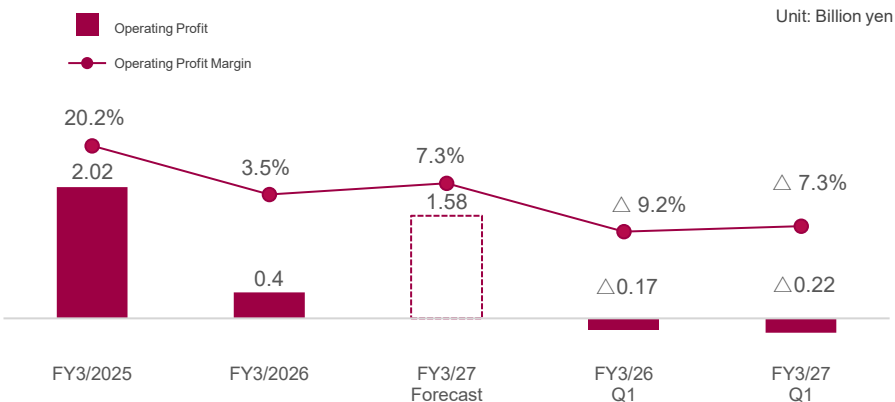


- Q1 FY2027 operating loss was 220 million yen (operating margin: -7.3%).
- Since ASANO joined the Group, manufacturing and personnel costs have remained relatively high.
- The waiver of stock acquisition rights generated 490 million yen in extraordinary income, resulting in 240 million yen net profit.

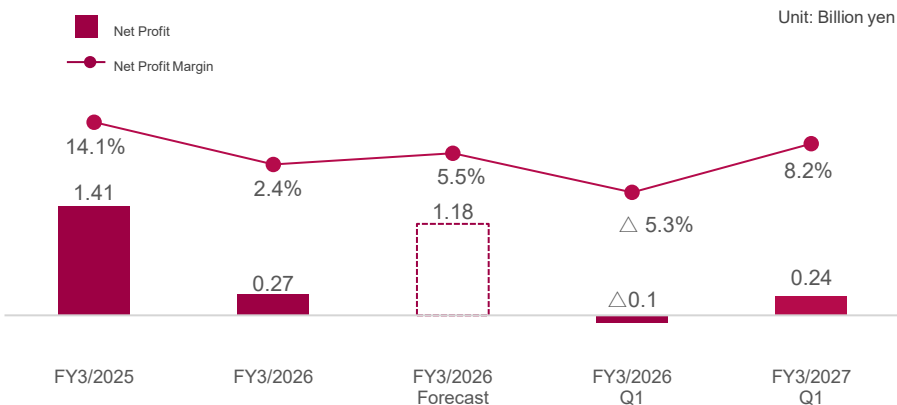
FY3/2027 Q1 Consolidated Profit Structure



Consolidated operating profit

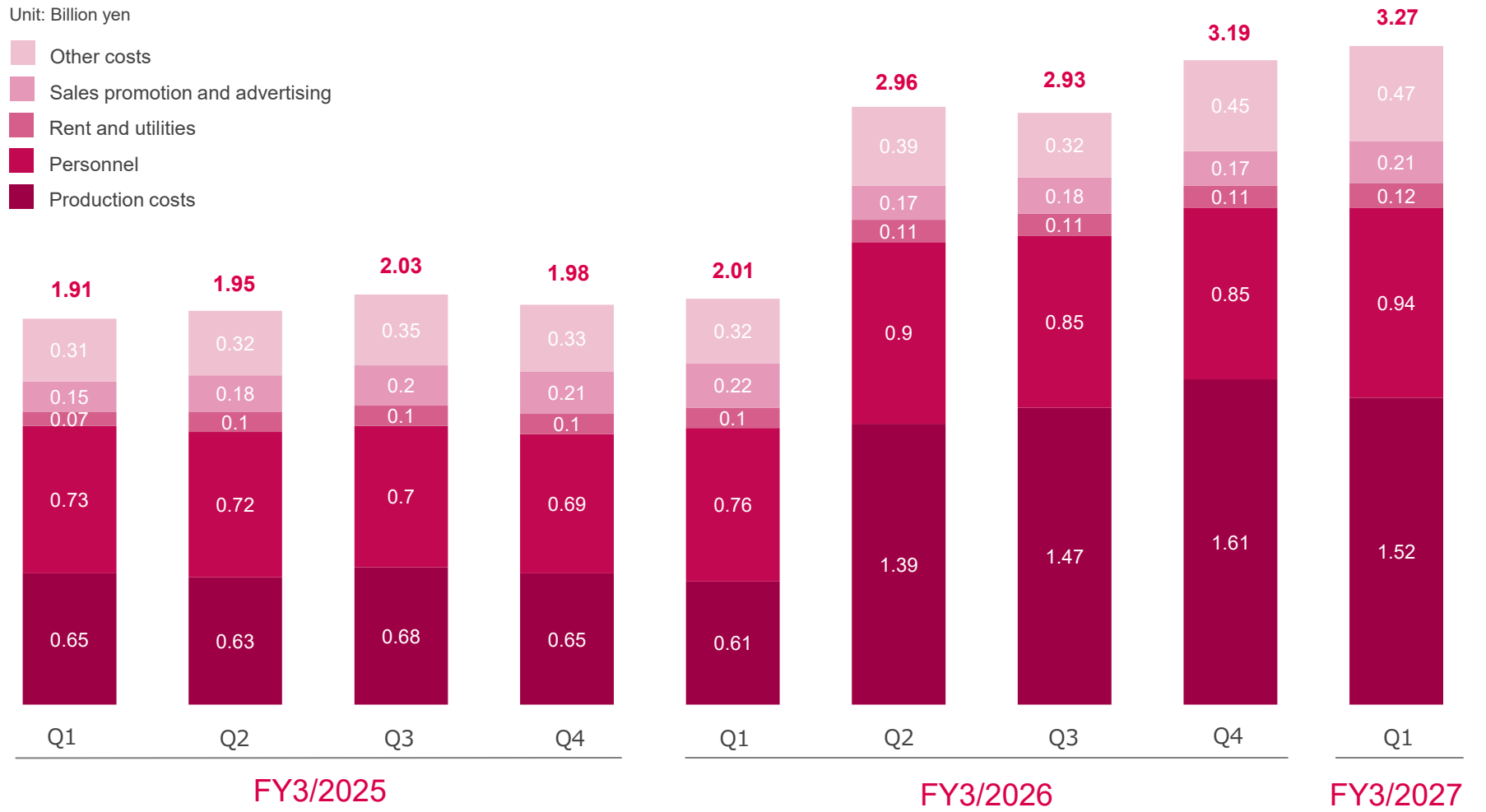


Consolidated net profit



Trends in Quarterly Expense Breakdown

- Q1 FY2027 costs were led by manufacturing costs (COGS) of 1.52 billion yen and personnel costs of 0.94 billion yen.
- Personnel costs increased 0.18billion yen YoY, mainly due to higher new-graduate hiring (241% YoY), base pay increases (121% YoY), and 0.11 billion yen from ASANO.
- ASANO's Q1 FY2027 costs were mainly manufacturing costs of 0.78 billion yen.



- GENOVA standalone human capital investment increased by 131 million yen YoY, focused on growth talent.
- Hiring costs increased 147% YoY; base pay was up 111% YoY.
- 7 million yen was recorded for AI implementation in Q1 to strengthen employee interviews and recruitment operations.

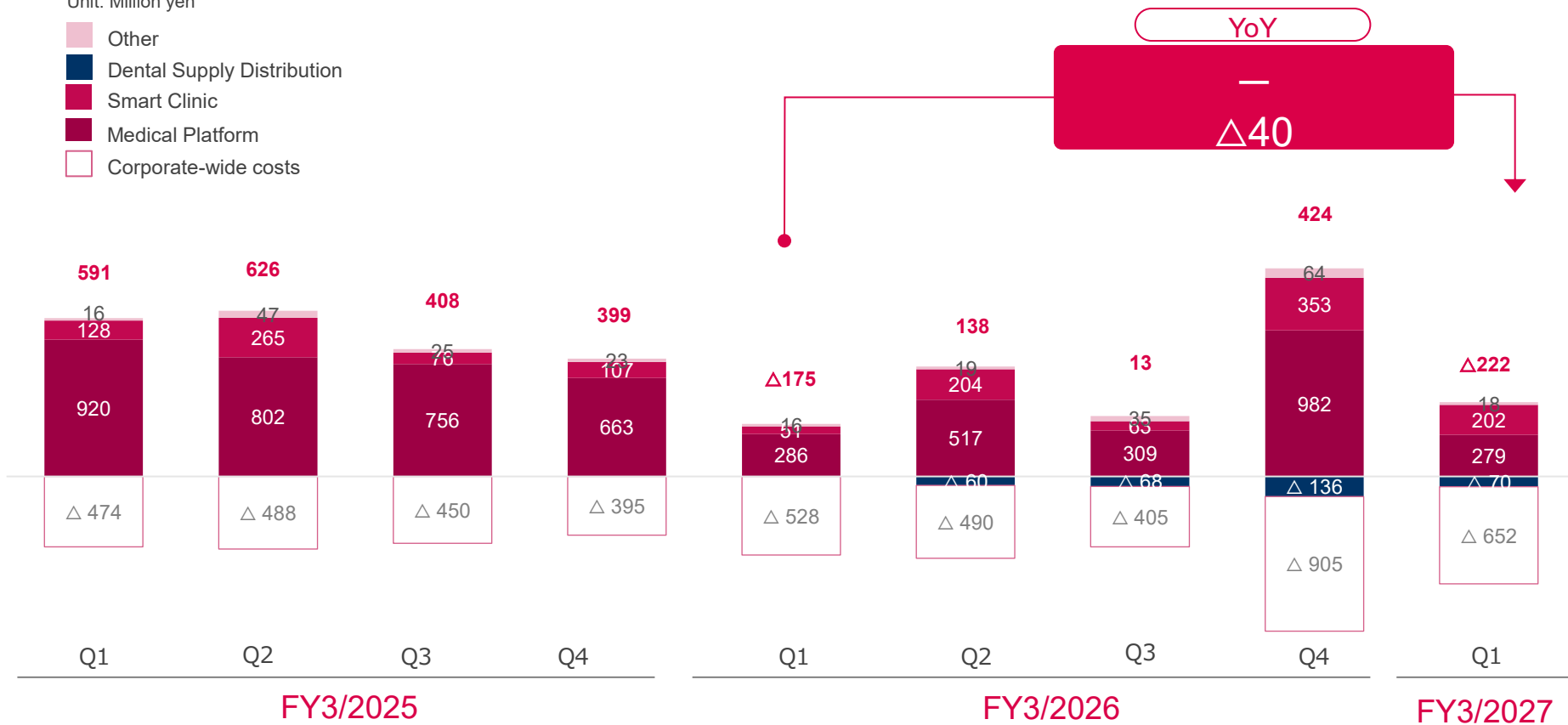
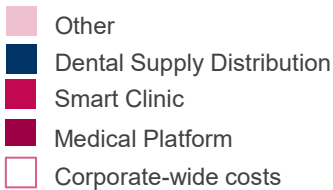
	FY3/2026 Q1		FY3/2027 Q1	Gap
Recruitment Costs	53 mn yen	Up	78 mn yen Strengthening recruitment of growth talent	+25 mn yen
Salaries & Compensation	450 mn yen *GENOVA employees only	Up	Base Pay Increases + New Graduate Hiring 520 mn yen Improving compensation and expanding recruitment	+70 mn yen
Bonuses	9 mn yen	Up	Bonus Accruals + Bonuses 38 mn yen Expanding performance-based rewards	+29 mn yen
System Implementation	—	New	7 mn yen Strengthening and automating HR & recruitment operations	+7 mn yen
Total	512 mn yen		643 mn yen	+131 mn yen

Three-Year Summary: Quarterly Operating Profit by Business Segment GENOVA

- Q1 FY2027 operating loss was 222 million yen, up from 157 million in Q1 FY2026.
- The wider loss mainly reflects 131 million yen in upfront human capital investment.
- The Medical Platform business and the Smart Clinic business remained profitable.
- The Dental Supply Distribution business recorded 70 million loss, while Corporate recorded a 652 million loss, mainly due to upfront investment.

Operating Profit

Unit: Million yen

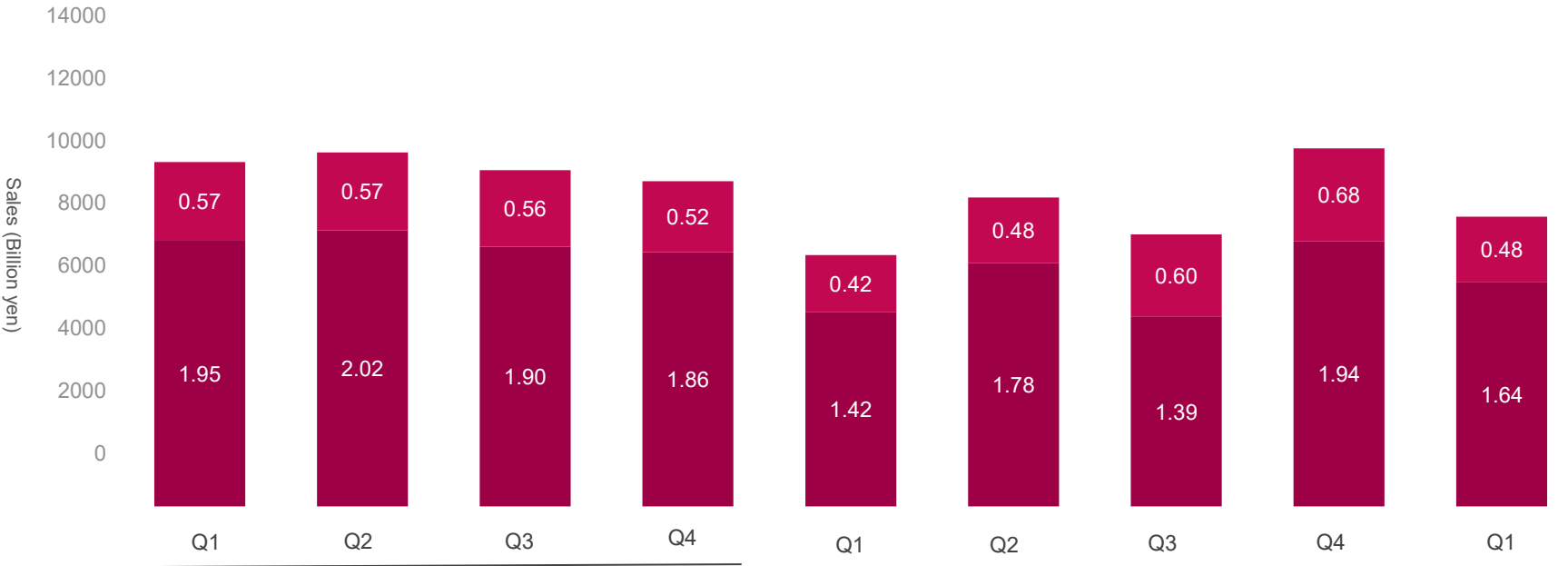


Three-Year Summary: Quarterly New vs Existing Client Ratio (GENOVA) GENOVA

- While our revenue model is primarily transaction-based, we leverage 21 years of relationships with healthcare providers to generate stable revenue through repeat sales and cross-selling to existing customers.

Sales (bn yen)

New New: Clients whom we have never done business within the pas
Existing Existing: Clients whom we have done business within the past



FY	FY3/2025		FY3/2026		FY3/2027
Existing Client Ratio	77.6%		73.9%		77.2%

1. As of the end of FY3/2027 Q1

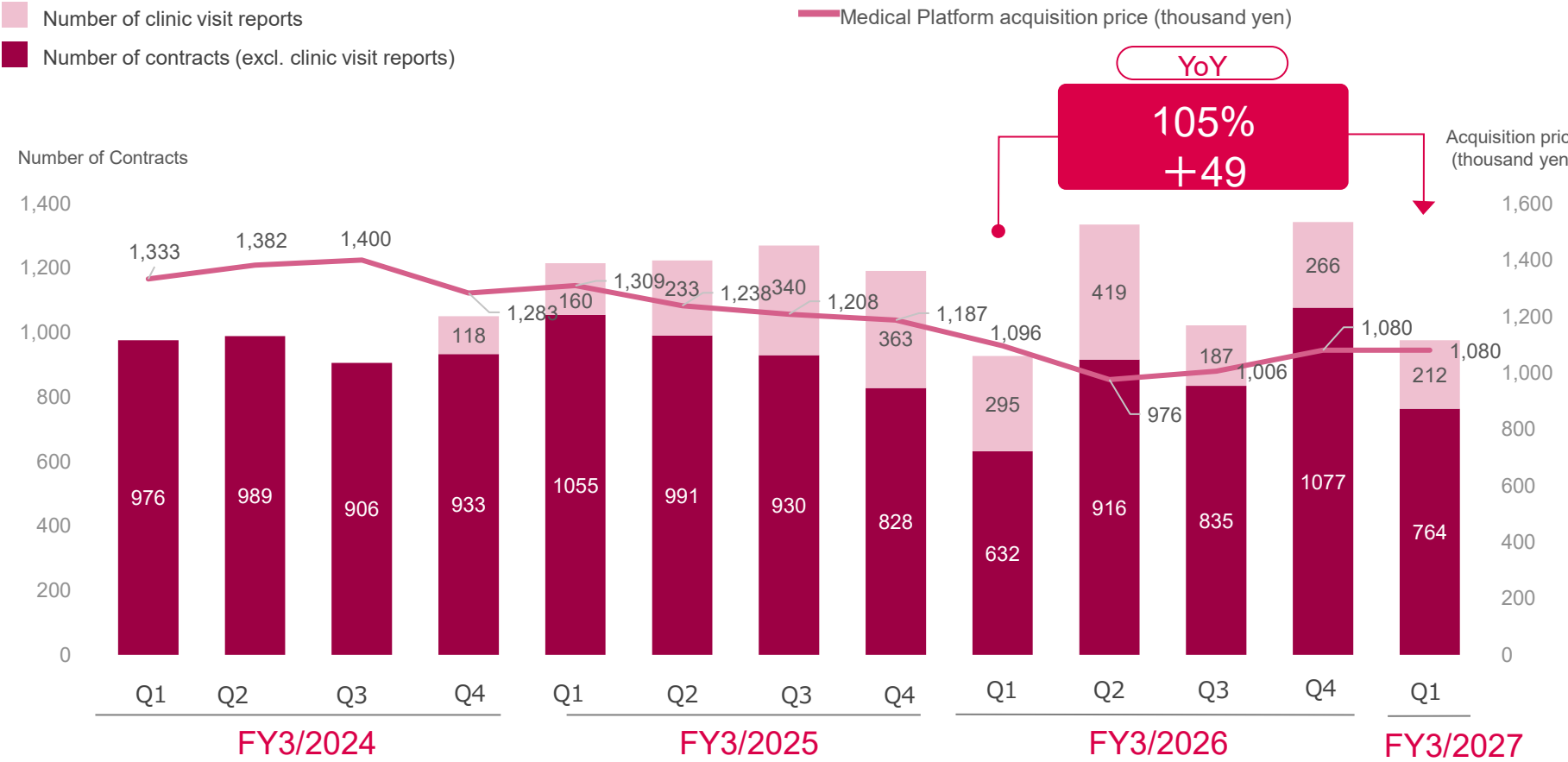
2. Excludes equipment, NOMOCa stand customization, additional website and CLINIC BOT production costs, and other similar expenses.

3. Customer sales include customers with first and second contracts within the same quarter as both new and existing customers, respectively.

4. These figures have not been reviewed or certified by an audit firm.

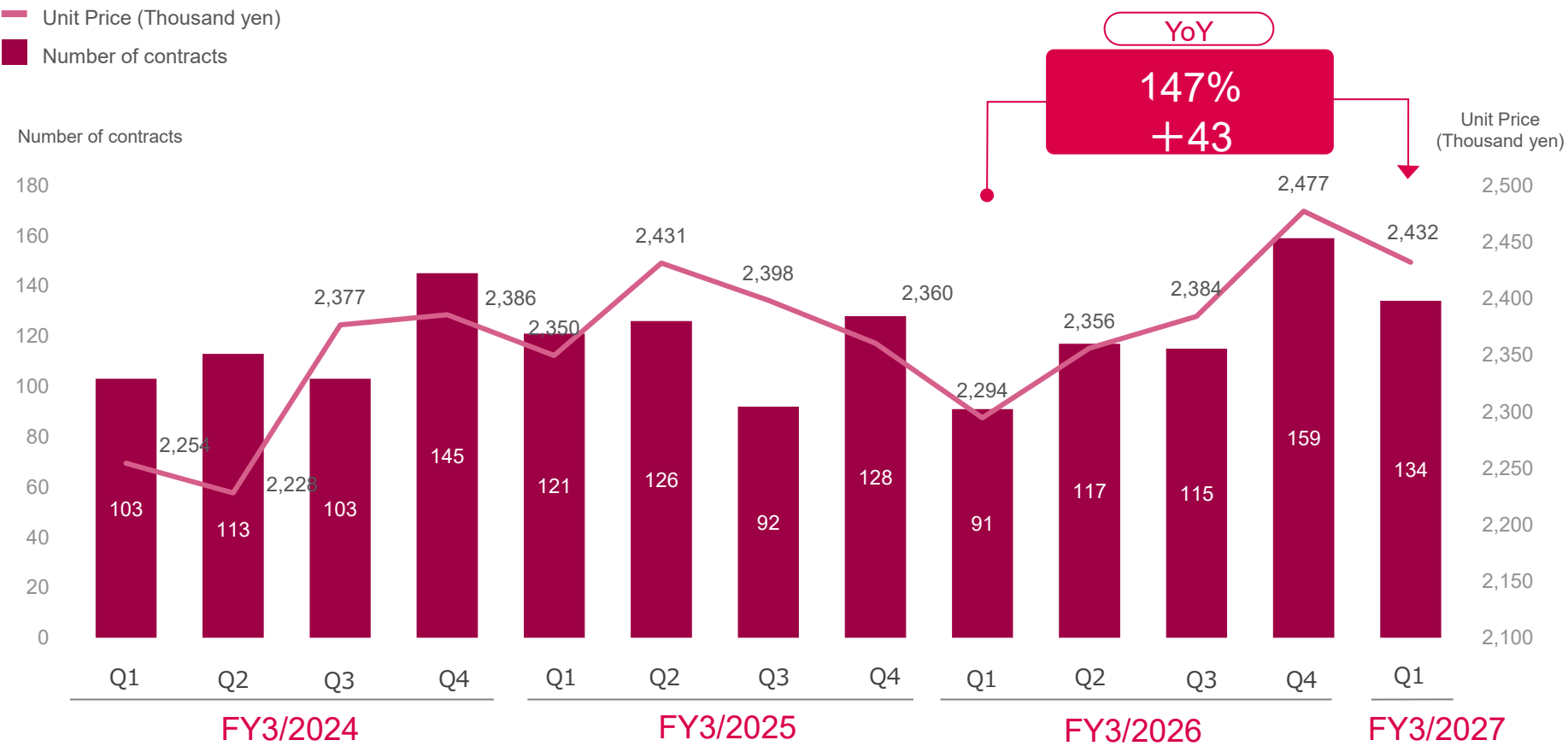
Number of Contracts and Unit Price of Medical Platform

- We track service acquisition volume¹ as a key performance indicator for revenue.
- After PV growth plateaued in Q3 FY2026, strengthened content production drove PV growth, lifting acquisition volume to 105% QoQ.



1. This item is analyzed for all products priced at 200,000 yen (excluding tax) or more

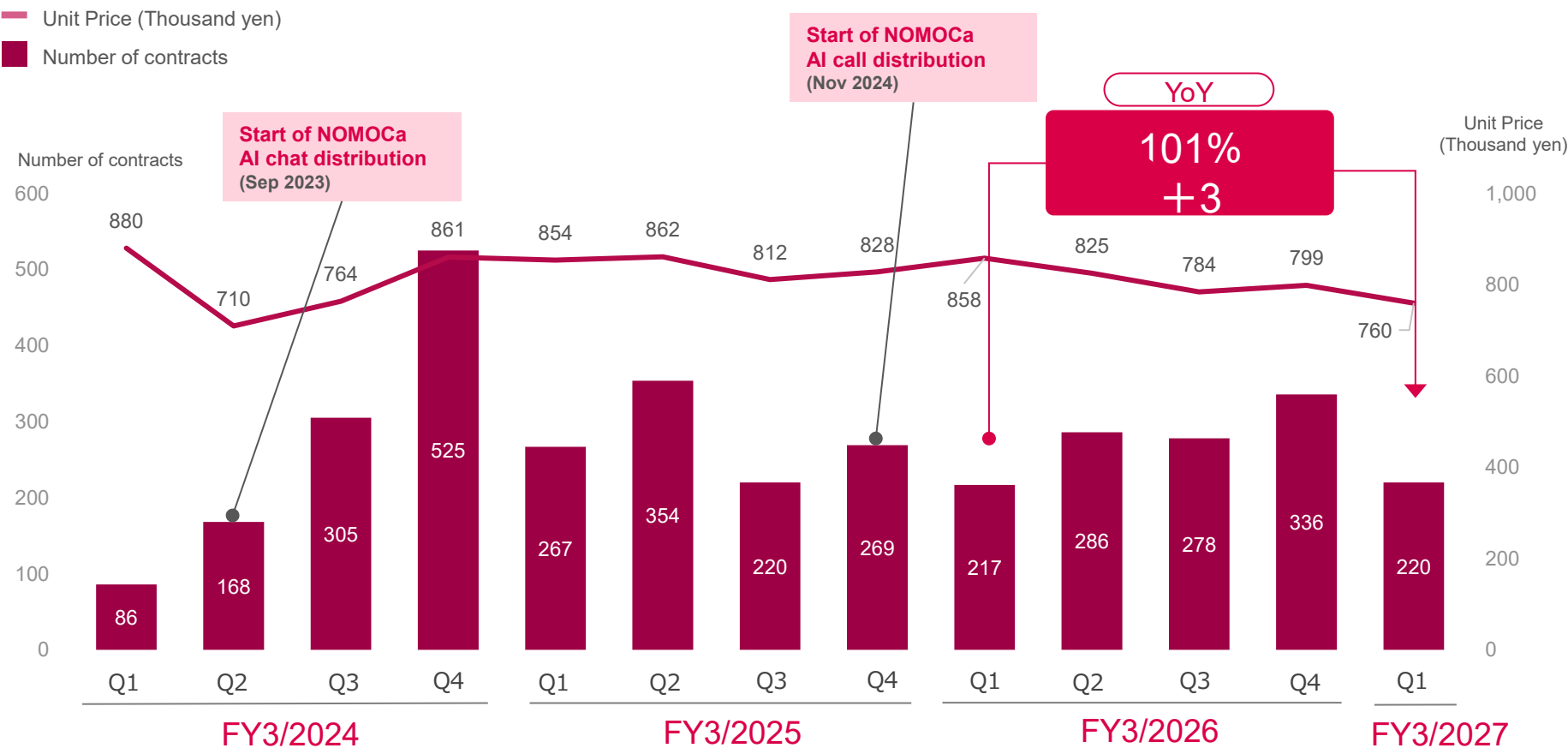
- Service acquisition volume² is a key revenue KPI.
- Smart Clinic hardware acquisition volume reached 147% YoY.



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

Number of Contracts and Unit Price of Smart Clinic business (Software¹) GENOVA

- Service acquisition volume² is a key revenue KPI.
- In Q1 FY2027, the Smart Clinic Business focused on hardware acquisition and delivery, keeping software acquisitions at 101% YoY. Overall, the Smart Clinic Business remained solid at 144% YoY.



1. CLINIC BOT, Sketch Piston, NOMOCa AI chat, etcCLINIC BOT
2. This item is analyzed for all products priced at 200,000 yen (excluding tax) or more.

Growth Strategies / Other Initiatives

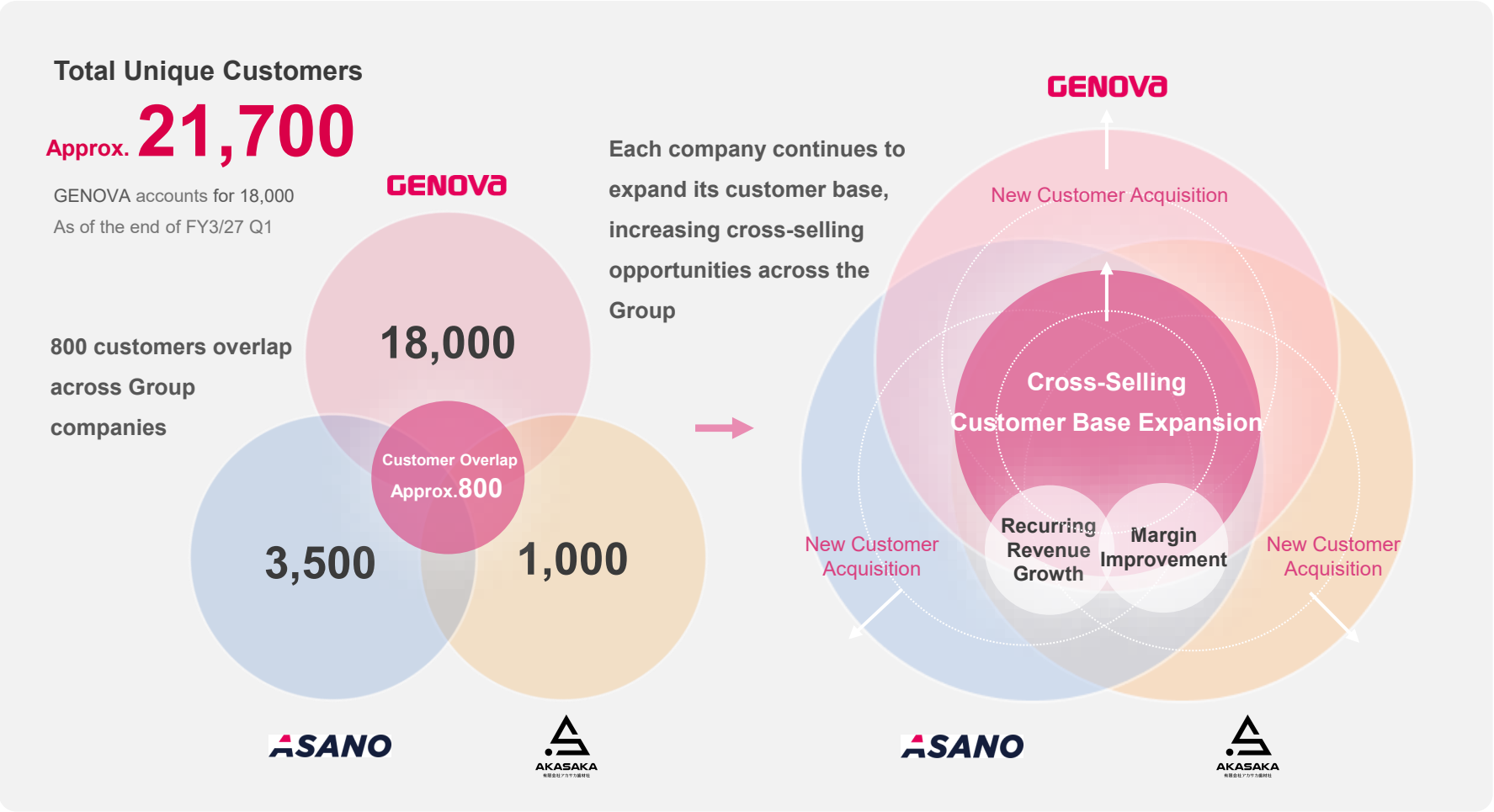
- Acquisition of equity in Akasaka Shizaisha, a dental material distributor mainly operating in Saitama, through a business transfer on April 21, 2026
- This marks the second company in the Dental Trading Business, following the acquisition of ASANO Co., Ltd. through a business transfer in May 2025
-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

Overview

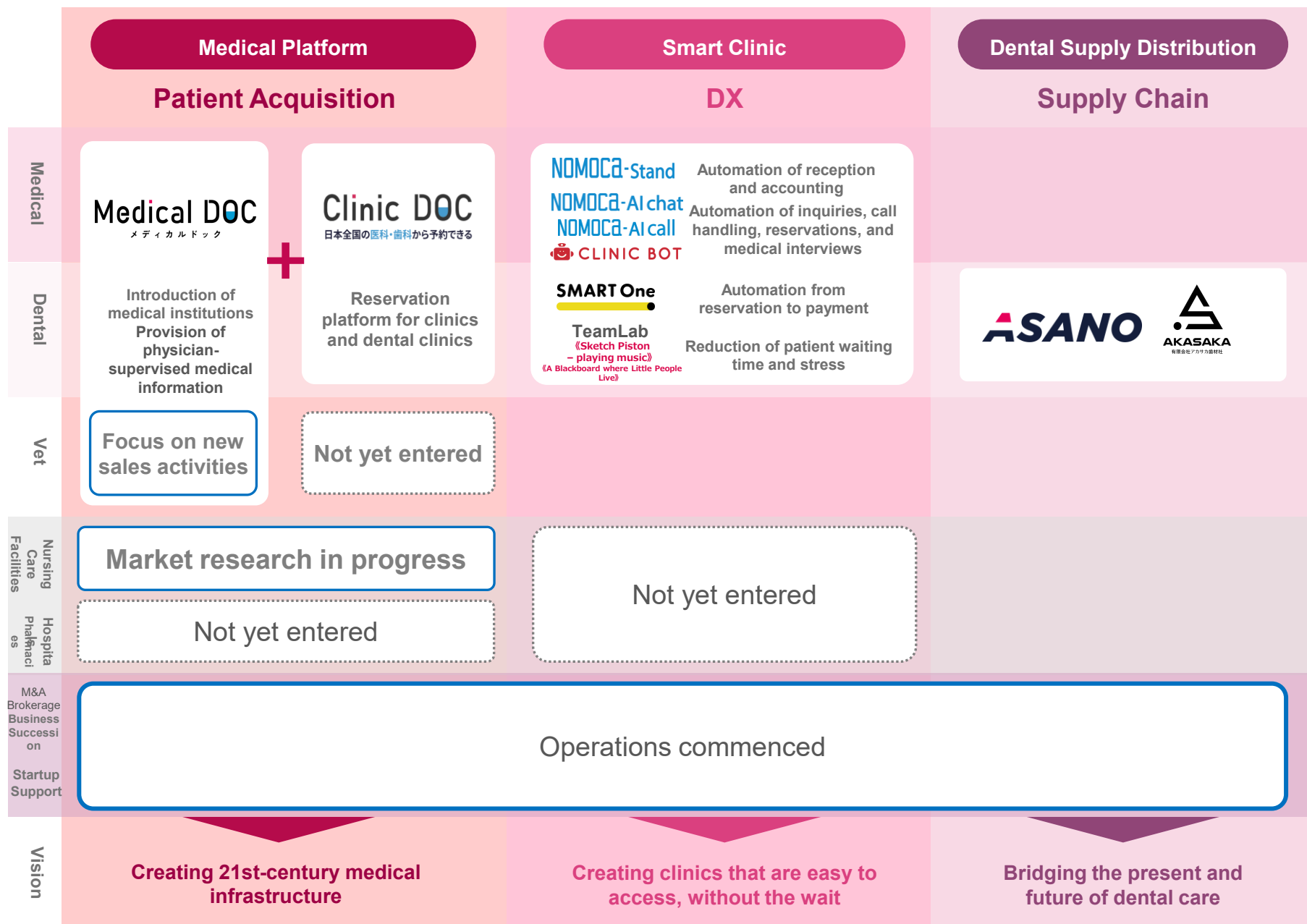
	Name	Akasaka Shizaisha Co., Ltd.
	Location	3-13-6 Minami-Otsuka, Kawagoe City, Saitama
	Representative Title / Name	Hiroyuki Akasaka, President and Representative Director
	Business Description	Sale of dental materials
	Capital	9 million yen
	Establishment Date	May 19, 1980
	Acquisition Date	April 21,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

Recent Operating Results (Past 3 Years) *Fiscal year ends on April 20	Unit: Thousand yen	FY Ended April 20, 2024	FY Ended April 20, 2025	FY Ended April 20, 2026
	Net Sales	4,982,635	5,760,388	6,764,171
	Operating Profit	39,395	24,361	56,970
	Net Income	29,984	20,297	40,328

- Cross-selling across Group businesses expands contracts and increases revenue per customer.
- Dental Supply Distribution PMI, DX/AX, centralized purchasing and procurement, and operational efficiencies improve costs and expand margins.
- GENOVA expands its growth area (dentistry) and strengthens its earnings base, adding recurring revenue to its transaction-based model.



Note: This diagram is for illustrative purposes only. Circle sizes are not proportional to customer counts.



Enhanced PR across Social Media Channels

note  

Press releases increased 3x YoY

Significantly expanded conference presentations and recruitment PR



ヒトと医療をつなぐ架け橋を。株式会社GENOVAが目指す「医療情報格差のない社会」

— GENOVA公式note 4か月前

♡ 38 



【社員総会レポート】未来を語り、挑戦と成長を称え合う。GENOVA社員総会 & GENOVA AWARD 2026

— GENOVA公式note 4日前

♡ 6 



【社員インタビュー#02】「本配属は同期で一番遅かった」GENOVA若手営業3名が語る、入社後の壁と成長のリアル

— GENOVA公式note 1か月前

♡ 24 



【講演レポート】後編 | インフォデミック時代に求められる、“伝わる医療コミュニケーション”とは

— GENOVA公式note 2か月前

♡ 8 



【講演レポート】前編 | 「正しい情報」だけでは人は動かない — “医療の翻訳家”市川衛さんが語る、インフォデミック時代の課題

— GENOVA公式note 2か月前

♡ 12 



【社員インタビュー#01】「同期が一番、契約が遅かった」その新人が、なぜ8年で執行役員になったのか

— GENOVA公式note 2か月前

♡ 39 



医療と社会をつなぐ基盤へ — GENOVA「VISION2026」が描く未来【後編】

— GENOVA公式note 3か月前

♡ 4 



【ようこそGENOVAへ!】26年新卒研修合宿を実施しました! 未来のGENOVAをつくる、2日間の学びと対話を紹介

— GENOVA公式note 3か月前

♡ 7 



キープレイヤーズ 高野秀敏さんx GENOVA戦略人事部長 加藤正太が語る、これからのGENOVAで活躍する人とは

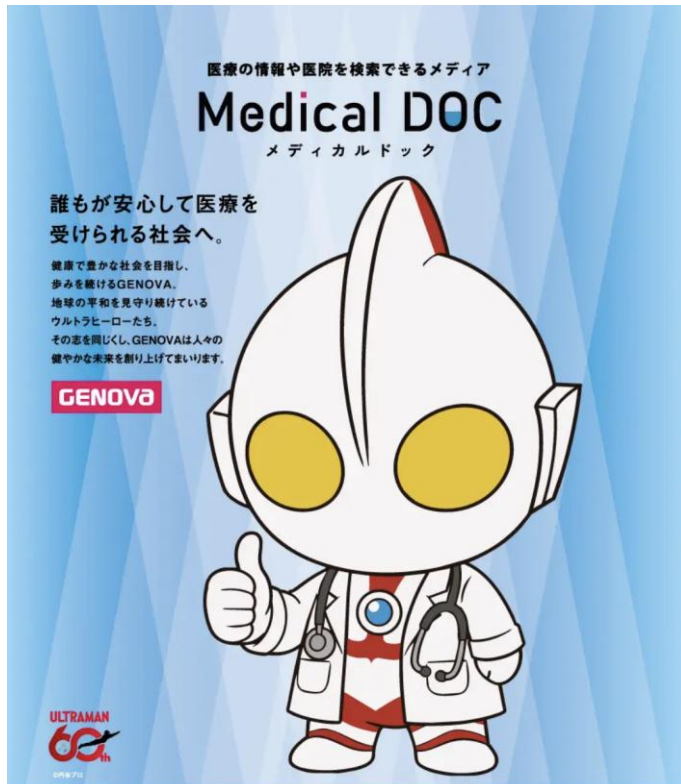
— GENOVA公式note 3か月前

♡ 22 



Expanding Brand Awareness and Strengthening Corporate Brand Equity

- Ultraman Series - Leveraged to expand awareness and strengthen the Medical DOC brand
- Driving brand engagement beyond sponsorship through partnerships with last season's champions and hosting a Matchday event.



Medicai DOC掲載医院
ウルトラクリニック 内科 皮膚科
院長 田中 太郎



Dance (D.LEAGUE)

FULLCAST RAISERZ

Reaching younger audiences through dance culture

25-26 First
Champion-
ship



Volleyball (Daido Life SV.LEAGUE MEN)

SUNTORY SUNBIRDS

Customer Engagement & Brand Exposure through Sponsorship

24-25
Inaugural
Champion



Women's Rugby Sevens

YOKOHAMA TKM

Strengthening the Brand through Women's Sports Sponsorship

25-26
National
Champion



Soccer (J.LEAGUE)

YOKOHAMA FC

Community-Based Sports Sponsorship

Sep. 6
Matchday
Host



Basketball (B.LEAGUE)

KAWASAKI BRAVE THUNDERS

Supporting Local Communities and Sports Development

Basic Policy on Shareholder Returns

While still in an investment phase focused on business expansion and organizational development, we will return value to shareholders based on a comprehensive assessment of our business foundation, investment plans, performance and financial position.

Planned Stable Shareholder Returns

A 30 yen Ordinary Dividend is planned to maintain consistent shareholder returns.

Dividend Summary

FY3/2027

Reference Date

March 31, 2027

Ordinary
dividend per
share

30 yen

Commemorative
dividend per
share

—

Total Dividend
Amount

30 yen

Dividend Payout
Ratio

43.6%

Total Dividend
Amount

Approx. 0.51 billion yen

Company Profile

GENOVA

ページ数表
記（以降全
て）

Company name	GENOVA, Inc.
Branch Offices	Tokyo Head Office Shibuya Hikarie 34F, 2-21-1, Shibuya, Shibuya-Ku, Tokyo
	Branch Office Nagoya, Osaka, Fukuoka, Sapporo
	Sales Office Okinawa, Kanazawa, Sendai, Hiroshima
URL	https://genova.co.jp/en/
Foundation	July 04, 2005
Capital	779,695,800 yen (as of end of FY3/2027 Q1)
Employee Number	Group total: 593 (Part-time employees: 45) (as of end of FY3/2027 Q1) +64 employees QoQ
Business	Medical Platform Business / Smart Clinic Business Dental Supply Distribution Business
Member Organizations ¹	The Japanese Society of Oral Implantology/ Japan Clinical Dentistry Society (SJCD International)/ JIADS / Japan Academy of Anti-Aging Dentistry / MID-G/ CID Club / Japanese Society of Lingual Orthodontics / Japanese Society of Clinical Periodontology / Japanese Society of Clinical CAD/CAM Dentistry / Japanese Academy of Gnathology / Japan Sweden Dental Society/ Kinki Orthodontic Study Group / ILSC Immediate Loading Study Group / PDM Sapporo / All Dental Japan / PHIJ / International Society for Smilist / Yasumoto Juku / Japan Association of Human Resource Services/
Group Companies	+12 organizations YoY
	JAPAN ASANO, Inc. 1-10-10 Asano Honmachi, Kanazawa-shi, Ishikawa
	AKASAKA Shizaisha Co., Ltd. 3-13-6 Minami-Otsuka, Kawagoe, Saitama 350-1162
	DAILIAN GENOVA LAB, Inc. (201-G, Building 17, No.267 Wuyi Road, High-tech Park, Dalian, 116023, China)

Medical Advisors ²	Kanako Inaba	Visiting Associate Professor, Inaba Clinic
	Satoru Osuga	Associate Professor, U
	Mitsuru Osugi	Director, Diabetes Information Center, National Center for Global Health and Medicine (NCGM)
	Akihiko Katayama	Board Chairman, Medical Corporation Meikakai
	Noriyasu Kawada	Director, Jikei University School of Medicine, Department of Cardiac Surgery
	Yoshinobu Kanda	Professor, Division of Hematology, Department of Internal Medicine, Jichi Medical University
	Shigeru Kinoshita	Professor, Department of Future Vision and Sensory Organ Medicine, Kyoto Prefectural University of Medicine
	Satoshi Kutsuna	Specialist in Infectious Diseases
	Masahiro Kouzuki	President, Yamagata Prefectural University of Health Sciences / Professor Emeritus, Tohoku University / Board Member, Japanese Society of Renal Rehabilitation
	Takashi Shiga	Professor and Chair, Department of Emergency Medicine, International University of Health and Welfare Diplomate, American Board of Emergency Medicine / Board Certified and Supervising Physician, Japanese Association for Acute Medicine
	Hideo Suzuki	Director, University of Tsukuba Hospital, Tsukuba Preventive Medicine Research Center
	Mitsuru Nakao	Chairman, Higashi-Nihon Medical College, Kensei Gakuen Educational Corporation President, Japan Judo Therapy Association
	Taneaki Nakagawa	Professor, Director, Keio University School of Medicine, Department of Dentistry and Oral Surgery
	Hideto Fukuda	President and CEO, Egao-do Chiropractic Group
	Shigeo Horie	Professor, Department of Urology, Graduate School of Medicine, Juntendo University Board Member, Japanese Society of Anti-Aging Medicine President, Japanese Society of Men's Health Medicine
	Tetsuhiro Maeno	Professor, Department of Community-Based Medical Education, Faculty of Medicine, University of Tsukuba Vice President, Japan Primary Care Association
	Masaru Mimura	Professor Emeritus, Keio UniversityProject Professor, Center for Preventive Medicine, Keio University
	Ayako Miwa	Visiting Associate Professor, Institute of Science Tokyo / Director, THIRD CLINIC GINZA
	Shutaro Mine	Medical Doctor (Board-Certified Pathologist), Pharmacist
	Kazuki Morigami	President, Board Chairman, Medical Corporation Kenshinkai
	Yasuhiro Yasutomi	Director, Center for Primate Biomedical Research, National Institutes of Biomedical Innovation, Health and Nutrition (NIBIOHN)Professor, Division of Immunoregulation, Department of Pathophysiology and Experimental Medicine, Graduate School of Medicine, Mie University
	Hiroyoshi Wada	Orthopedic Surgeon, Shonan Memorial Hospital

1. The purpose of our membership in associations is to stay up-to-date on the latest trends and issues in the medical industry and to develop our services in a timely manner.
2. The company has established a medical advisory system to have medical advisors check the contents of medical media for medical evidence.
Doctors affiliated with university hospitals and other medical institutions perform checks to ensure that there are no problems with descriptions or expressions of diseases or treatments, and to eliminate inaccuracies or inappropriateness.

※Listed in Japanese syllabary order

Appendix.

Appendix.

Providing Solution to Stakeholders' Challenges with Our Services

GENOVA

- The Medical Platform Business operates web media that are easy for users (patients) to understand and provide highly reliable medical information, while the Smart Clinic Business develops and provides services that improve convenience and efficiency in medical institutions in addition to medical treatment



Providing Effective Solutions for Stakeholders

	Challenges	Services
 Challenges faced by user (patients)	Obtaining correct preventive information and knowledge on health	Medical DOC メディカルドック
	Searching for the best medical institution information that is best suited for individual	Medical DOC メディカルドック
	Long waiting hours at medical care facilities	NOMOCA CLINIC BOT
 Challenges faced by healthcare workers	Human response to inefficient administrative tasks	NOMOCA CLINIC BOT
	Medical office workload leading to unsatisfactory patient care	NOMOCA CLINIC BOT
	Decrease in employee satisfaction due to long overtime hours	NOMOCA
 Challenges faced by healthcare management executives/physicians	Matching medical care facilities and patients	Medical DOC メディカルドック
	Increase in the number of patients consistent with the characteristics of the clinic	Medical DOC メディカルドック
	Reducing personnel costs and recruitment risks	NOMOCA CLINIC BOT



Solving issues through the services of the Medical Platform Business and Smart Clinic Business

Our Company

GENOVA

All Clinics in
Japan

Patients

Medical Platform Business

Operation of an Internet Media
Platform Featuring Medical Articles

Medical DOC

メディカルドック

Service Provision



Revenue
Growth



Clinic
Branding



Access to
Medical
Information



Access to
Clinic
Information

Smart Clinic Business

Provision of Clinic Automation Tools

Service Provision



Cost
Reduction



Operational
Efficiency



Reduced
Waiting Times



Improved
Convenience

Providing Services to help Clinics Increase Revenue and Reduce Costs

GENOVA

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

Medical Platform Business

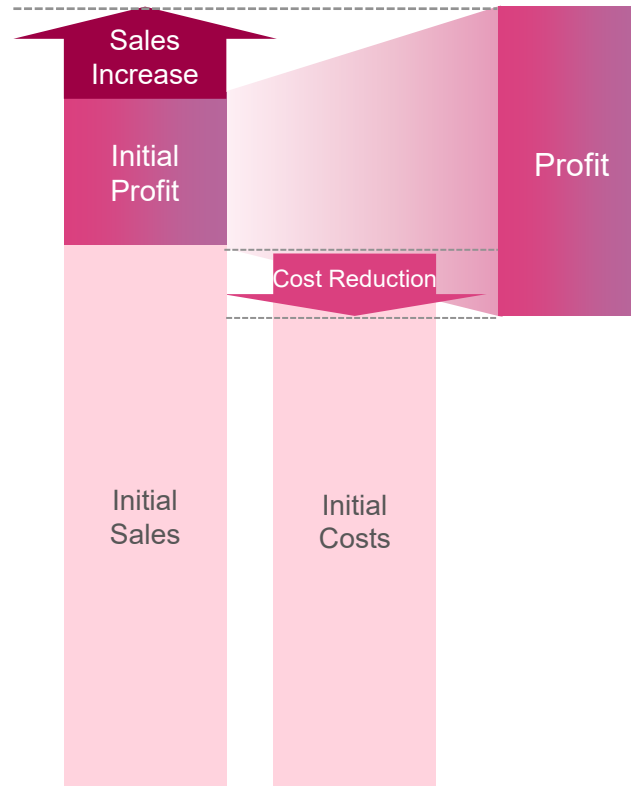


Operating an Online Media Platform
Featuring Medical Articles

Medical DOC



Illustration of the clinic's P/L structure



Smart Clinic Business



Automation of
Various Clinic Operations

Automating
Reception and
Accounting



Automating
Inquiries, Calls,
Reservations,
And Medical
Questionnaires



Automating
Reservations,
Payments, and
Medication
Delivery



Automating
Inventory
Management
and Ordering

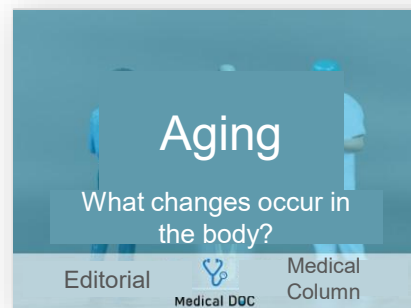


Reducing
Wait Times
and Stress



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

Medical Information Articles



Medical and Dental Columns

Approx. 3,800 articles

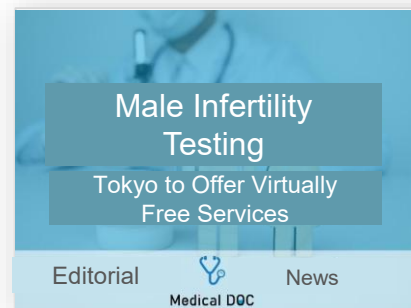
- Supervised by a wide range of healthcare professionals, including doctors, dentists, pharmacists, nurses, and physical therapists
- Provides information on various diseases, symptoms, and preventive care
- Explained clearly from the user's perspective



Articles on fighting illness A

Approx. 500 articles

- In-depth stories based on real patient experiences
- Informative and thought-provoking messages for readers
- Raises awareness of the importance of early detection and seeking care



News articles

Approx. 980 articles

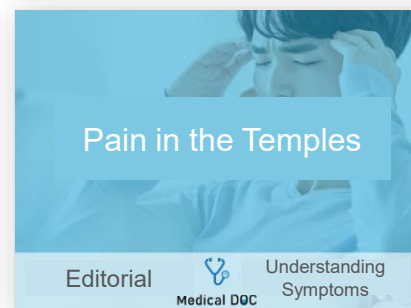
- Timely updates on the latest medical and health news
- Covers a wide range of health-related topics
- Focused on practical, everyday themes relevant to readers' lives



My Medical Records

83 articles

- Medical insights shared through the real experiences of celebrities
- Highly reliable explanations provided by medical specialists
- Reaching a broad audience across all age groups



Articles on illnesses and symptoms

Approx. 4,000 articles

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



My Struggle with Illness

83 articles

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

Advertising articles and videos for medical institutions

Articles introducing Medical Institutions MDOC-R

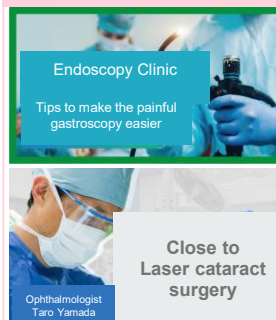
Approx. 13,000 articles



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

Treatment Videos MDOC-V

Approx. 1,300 videos



- Treatment- and Clinic-Focused Promotions
- Conceptual video content designed to help patients visualize the treatment
- Not only videos but also newly introduced animated plans

Branding Articles MDOC-B

Approx. 1,000 articles



- Region-focused Ad Distribution
- Enables demand generation among patients
- Promotes awareness of treatments and enhances recognition as a specialist in the field

Clinic Visit Reports

Approx. 2,400 videos



- Experience-Based Articles Featuring On-Site Clinic Visits
- Articles based on clinic visits and interviews, showcasing the first visit process and treatments with photos
- Detailed the clinic’s atmosphere, staff interactions, and accessibility

Basic Information Page MDOC-C

Approx. 630 articles



- Clearly displays basic information about the clinic
- Allows clinic search based on location
- Includes messages from doctors, clinic features, and promotional text

Case Reports



- Focused on doctors’ clinical cases
- Showcasing cases highlights each doctor’s expertise
- Especially common in aesthetic dermatology, orthodontics, implants, and cosmetic dentistry

Title

Explaining the signs of “acute aortic dissection”:
It occurs suddenly without any initial symptoms.
Introducing the causes and treatments

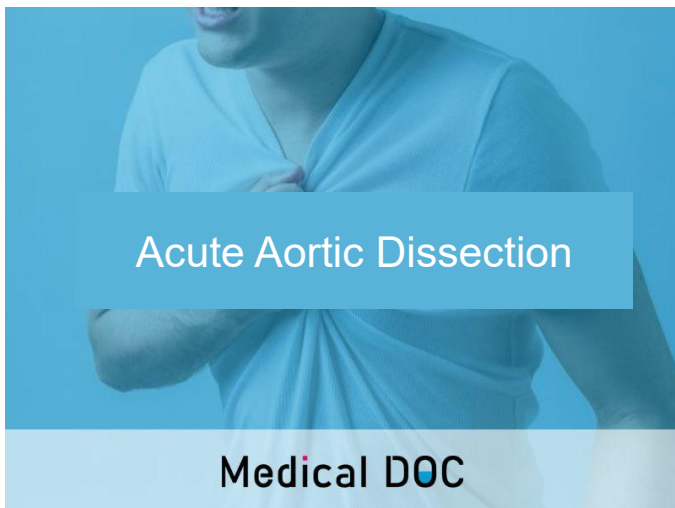
公開日:2023/0/0 更新日:2023/0/0

Table of Content

目次 -INDEX-

- >急性大動脈解離の前兆を医師が解説 吐き気や胸・背中に痛みがあれば 初期症状・発症のサインかも？
- >高血圧や糖尿病の人は前兆・自覚症状がなくても注意! 急性大動脈解離になりやすい人の特徴と原因
- >血管が裂けてしまう原因は食生活やストレスも関係する? 急性大動脈解離の治療法や予防法
- >編集部まとめ
- >医院情報

Image Photo



Article

Explains the signs of acute aortic dissection: If you experience nausea or pain in your chest or back, could it be an early symptom/sign of onset?



Lead Article

Acute Aortic Dissection is known as a dangerous disease with a high risk of sudden death. It is characterized by its sudden onset without any warning and is said to be particularly common in the elderly.

Dr. Yamada of GENOVA Clinic gave us a detailed explanation of what should be done to protect lives from acute aortic dissection, its causes, treatment methods, etc.

Editorial Doctor Profile



Editorial Doctor :

Dr. Taro Yamada (GENOVA Clinic)



See further profile

Editorial Doctor Explanation

編集部

急性大動脈解離について教えてください。



山田先生

まず、大動脈は心臓から全身へ血液を送り出す、人体の中で最も太い血管です。急性大動脈解離とは、この大動脈が何らかの原因により、裂けてしまった状態のことを言います。

Title

【2023】
15 Implant Clinic Recommendation in Shibuya

15 Implant Clinic
Recommendations
in Shibuya

Phone #
& Clinic Link

03-1234-5678

ホームページ

Image
Photo 2

About GENOVA Implant Clinic

GENOVA Dental Clinic is a dental clinic located on the 1st floor of Shibuya Hikarie in Shibuya, Shibuya-ward, Tokyo. We focus on orthodontic treatment among our medical services, which include general dental treatment and the provision of implants. While valuing our basic philosophy of "orthodontic treatment that doesn't remove the teeth as much as possible," we help improve medical accuracy. You can receive highly specialized orthodontic treatment that utilizes a variety of advanced medical equipment and a wide variety of orthodontic techniques.

Name of
Clinic

Traits

Image
Photo 1

1 min walk

Certified
Clinic

Instructing
Doctor

JR Yamanote Line / Ginza Line Shibuya Station 1 min walking distance

2-21-1 Shibuya, Shibuya-ward Tokyo

Google map

Google MAP

診療時間	月	火	水	木	金	土	日
11:00～13:00	●	●	●	●	●	★	—
14:30～19:30	●	●	●	●	●	★	—

★ : 10:00～13:00/14:30～19:00

Clinic
Introduction

Clinic Traits

Detailed
Page
Directory

Traits about GENOVA Implant Clinic

Reliable care beyond just orthodontic treatment!

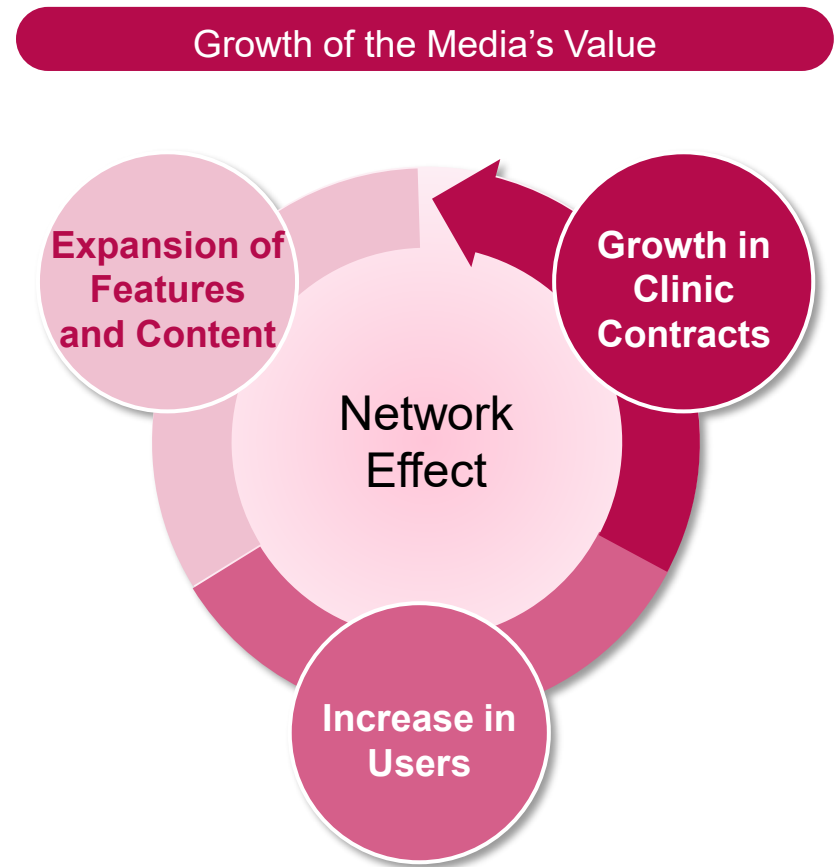
Medical room designed with privacy and infection control!

Examination and diagnosis by a doctor certified by the Japan Orthodontic Society!

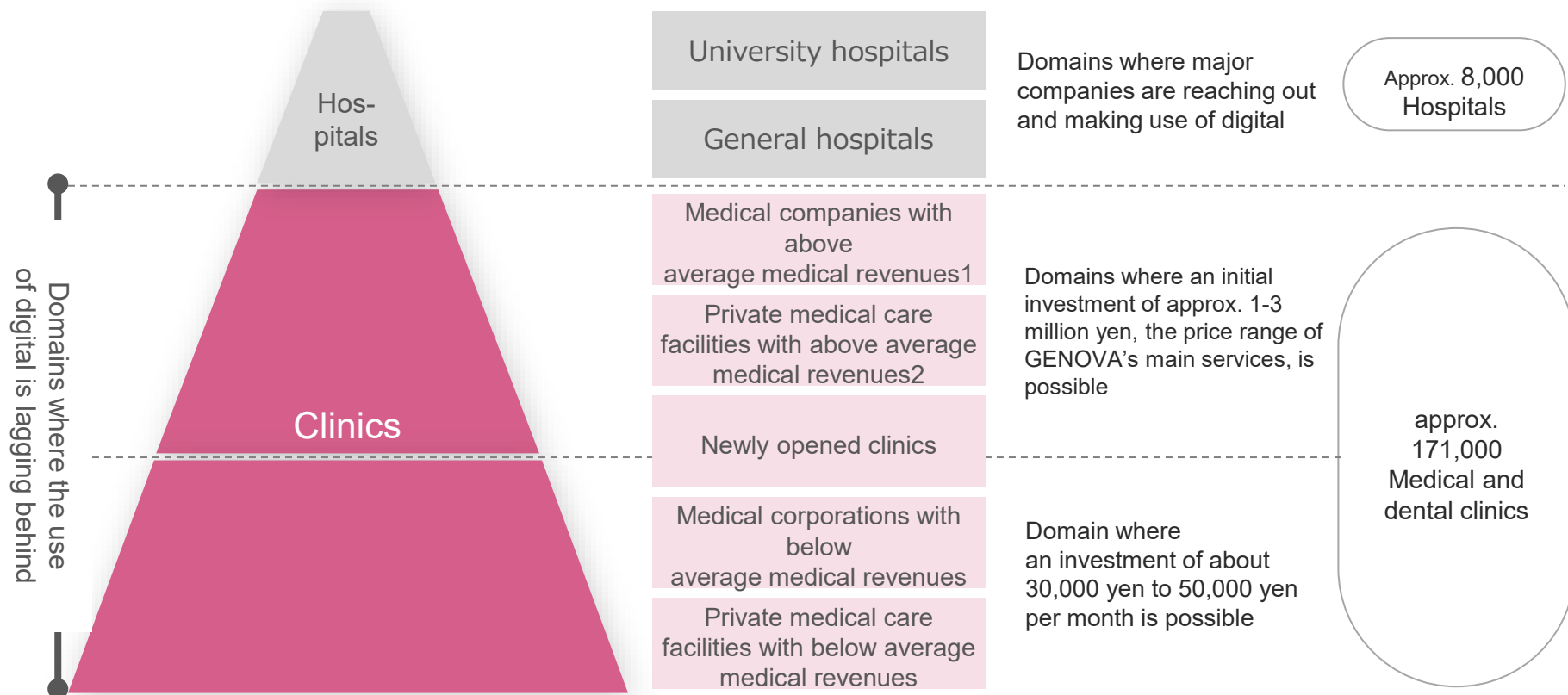
GENOVA Implant Clinic Introductory Page

36

- Medical Platform has been experiencing steady growth in both the number of articles and PV. In other words, its' value as a platform is increasing, leading to creation of multiple contracts
- The value of our medical media is increasing due to network effects. Moving forward, we aim to drive a value-up cycle by expanding features and content, increasing the number of users, and further growing the number of clinic contracts, supported by the anticipated rise in clinic contracts



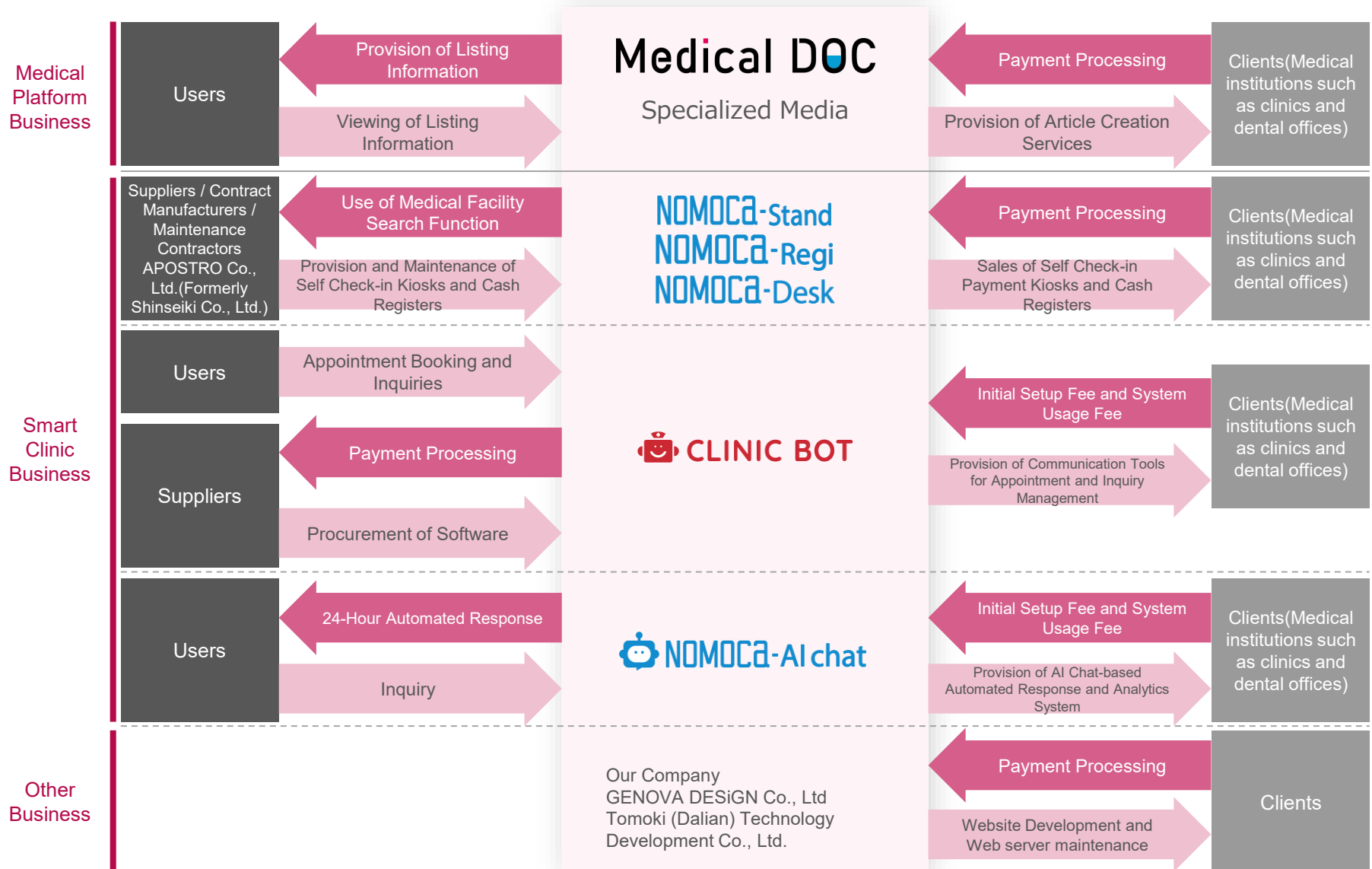
- GENOVA targets medical care facilities for our generation of revenue, targeting the domain of clinics.



¹ The following figures from the Central Social Insurance Medical Council's Report on the 23rd Survey on Economic Conditions in Health Care (2021) are used as the average medical business income of medical corporations.. Medical department: Medical business income per facility: approx. 160 million yen (for medical corporations/general clinics as a whole). Dental: Medical business income per facility: approx. 100 million yen (subject: medical corporations/dental clinics).

² The following figures from the Central Social Insurance Medical Council's Report on the 23rd Survey on Economic Conditions in Health Care (2021) are used as the average medical business income of medical corporations.. Medical department: medical business income per facility: approx. 91 million yen (target: individual/whole general practice). Dentistry: Medical business income per facility: approx. 46 million yen (target: individual/general dental clinics).

- GENOVA's business model is to provide various fee-based services to medical care facilities.





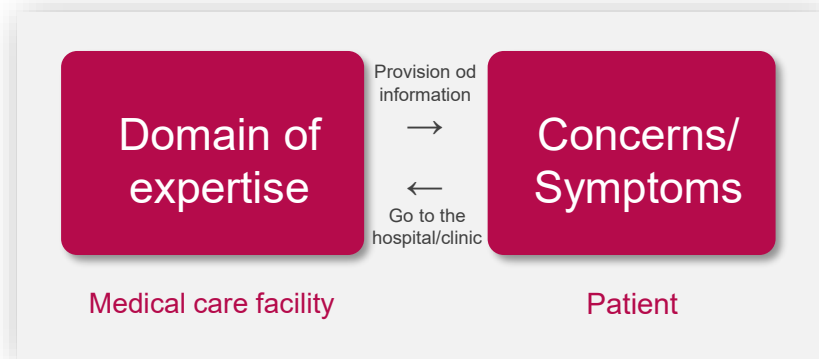
- With a background in providing value to patients and users, we provide services that assist medical care facilities in solving their challenges.

MEDICAL PLATFORM

Medical Platform Business

Providing value to clients...

Articles that accurately approach the patient population you want to attract
Matching users with the right medical care facilities



By augmenting and revealing medical information through free articles, we reach out to many patients, etc., who then view the paid articles and videos introducing medical clinics, leading to visits to those clinics.



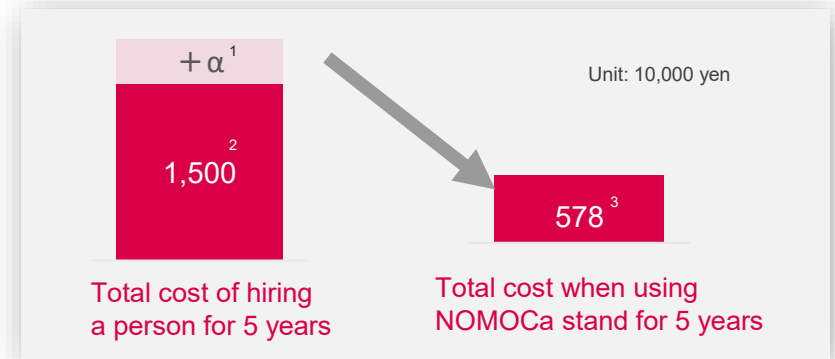
Patients who match the medical care facility's area of expertise come to hospitals/clinics

SMART CLINIC

Smart Clinic Business

Providing value to clients...

Solving personnel cost, recruitment, and management challenges
Providing a pleasant healthcare experience for patients



In medical administrative tasks, efficiency in billing and reception handling reduces patient waiting time, while at the same time providing cost benefits by reducing the number of personnel and overtime hours.



Cost savings over 5 years: 10 million yen

1. Bonuses, training costs, management costs, etc.

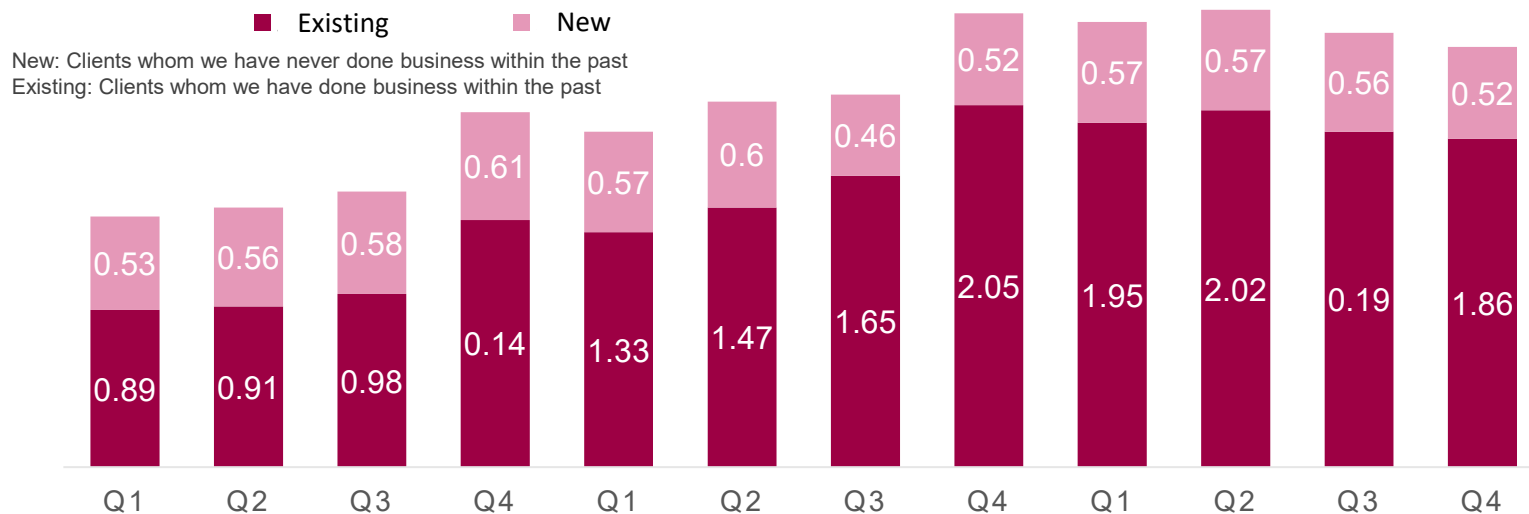
2. Typical 5-year labor costs for medical office personnel in a clinic (payroll: 200,000 yen/month Legal welfare cost: 30,000 yen/month Transportation cost: 5,000 yen/month Overtime: 10,000 yen/month Job advertisement cost: 300,000 yen)

3. Initial and maintenance costs for our NOMOCa stand

03 Consistent Level of Existing Client Sales Ratio Through Reselling and Cross-selling

- Although GENOVA has adopted a flow-type revenue model, it has been able to generate a certain level of sales through cross-selling and reselling to existing customers by leveraging our contact points¹ with the 18,000¹ medical care facilities that we have cultivated over our 21-year history.

Sales (bn yen)



FY	FY3/2023	FY3/2024	FY3/2025
Consolidated Sales	6.51 bn yen	8.68 bn yen	10.00 bn yen
Ratio of Existing Clients	64.7%	75.0%	77.6 %

Resale Timing for Existing Clients

- When a new service (w.g., Medical DOC, NOMOCa Stand, NOMOCa Regi, etc.) is released, existing customers are informed
- When customers recognize the value of the service, they may purchase multiple different articles from Medical DOC
- As the number of patients at a medical institution increases, additional purchases of the NOMOCa series may be made

1. As of end of FY3/2026 Q4

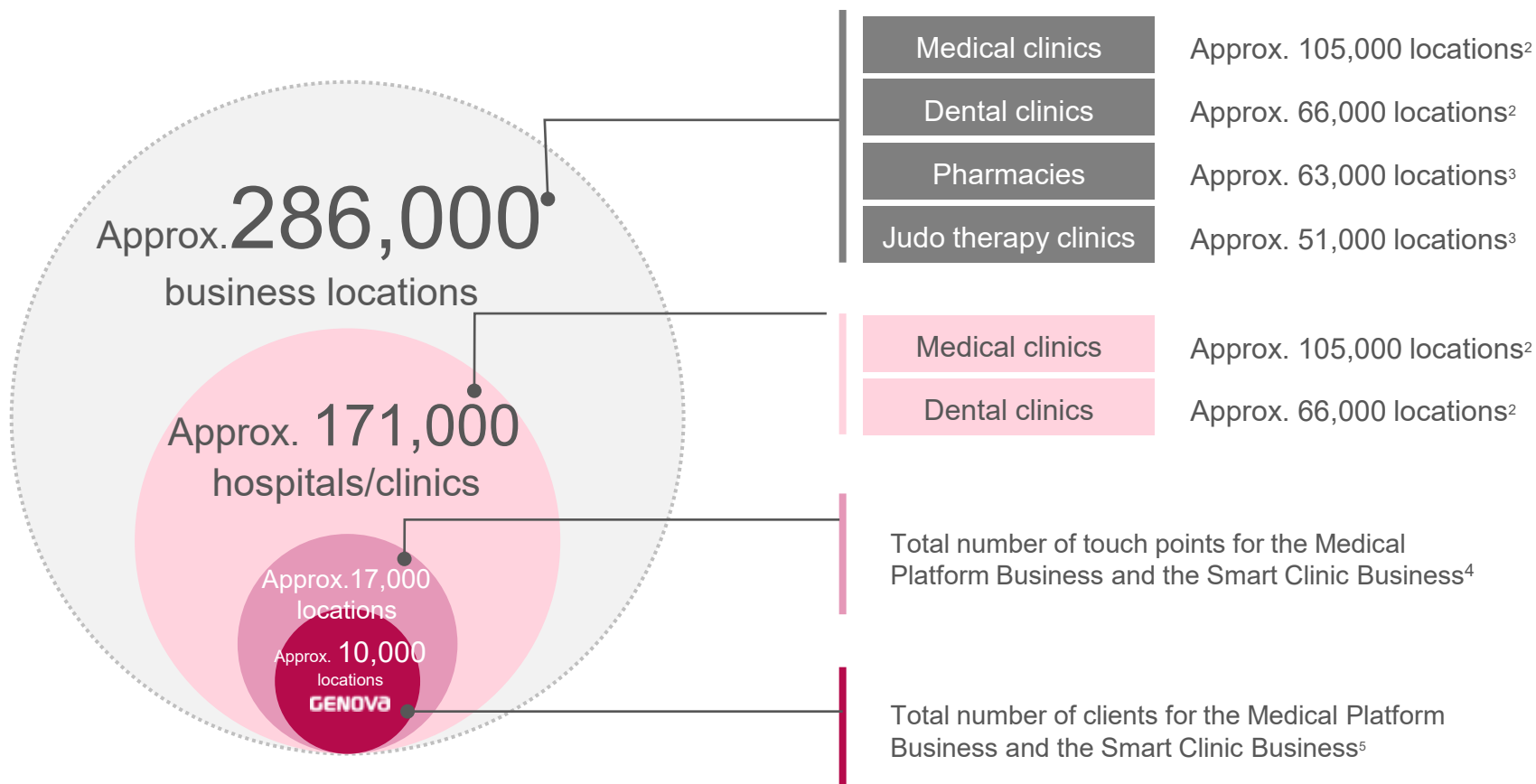
*Excluding fixtures, NOMOCa stand customization costs, additional website and CLINIC BOT production costs, etc.

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

*The opinions of the audit firms have not been obtained for the figures

04 Vast market in Medical Care Facilities and Peripheral Domains¹

- Currently, GENOVA's main target is dental and medical clinics



1. The contents of this slide are based on various assumptions and do not constitute a guarantee or promise of the realization of any future plans or figures described herein

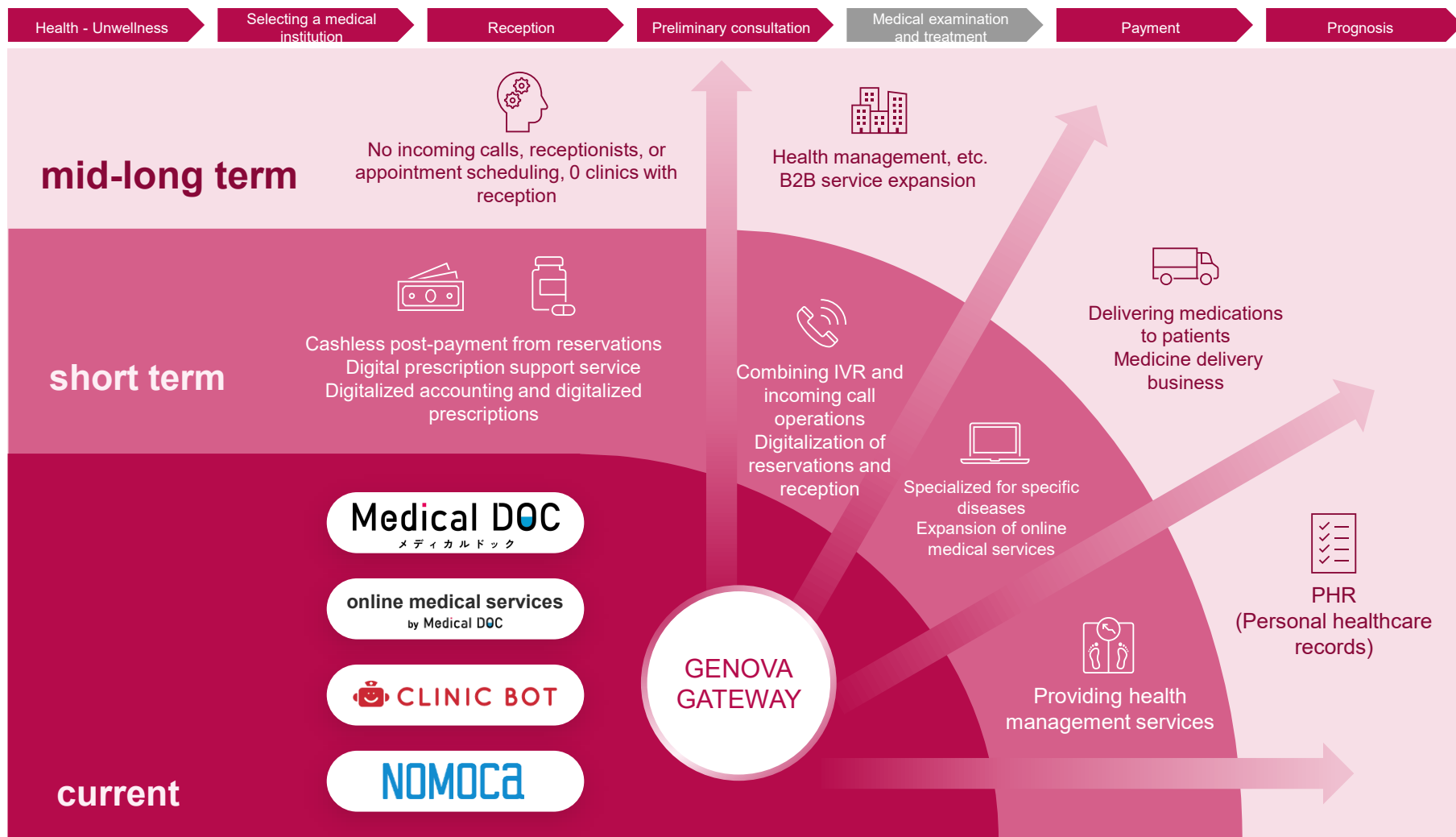
2. Based on the 2025 (Reiwa 7) Survey of Medical Facilities (Dynamic Survey) and Hospital Report

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

4. The number of client touchpoints in the Medical Platform and Smart Clinic business segments since FY3/2018 (the start of both businesses), as of the end of FY3/2026 Q4.

5. The number of clients who have signed service agreements in the Medical Platform and Smart Clinic business segments since FY3/2018 (the start of both businesses), as of the end of FY3/2026 Q2.

- Through GENOVA GATEWAY, GENOVA will combine its own and other companies' services to expand its service lineup and promote further cross-selling
- We aim to build contact points in domains other than direct medical treatment such as medical examinations and procedures



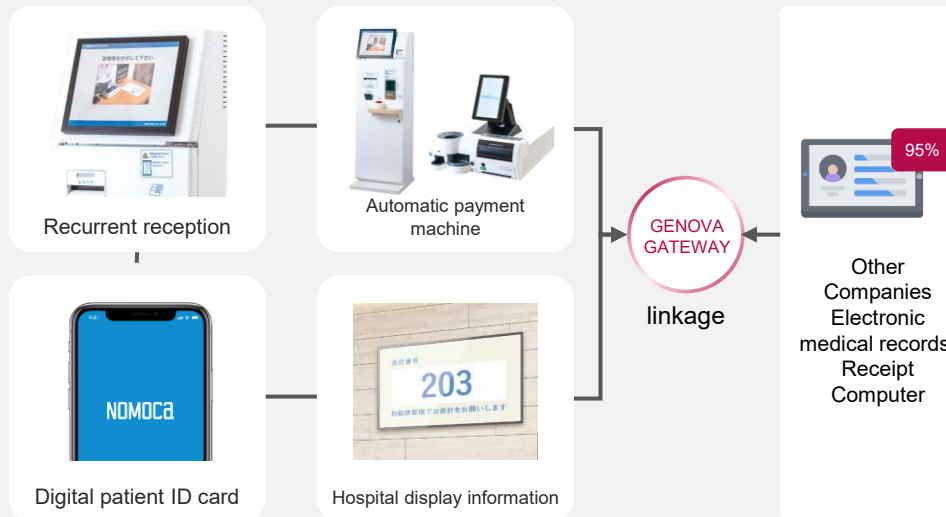
- By linking our own services with those of other companies, we have captured new markets

What is GENOVA GATEWAY ?



Case studies

By promoting the linkage of electronic medical records to the payment/reception machines, accounting data can be received directly from the electronic medical records, contributing to the reduction of medical administrative work.



Rather than developing all services on our own, we will provide new value by combining the services, know-how, and knowledge of other companies. We aim to capture a competitive edge by specializing in areas to further solve challenges based on the revenue we have earned.

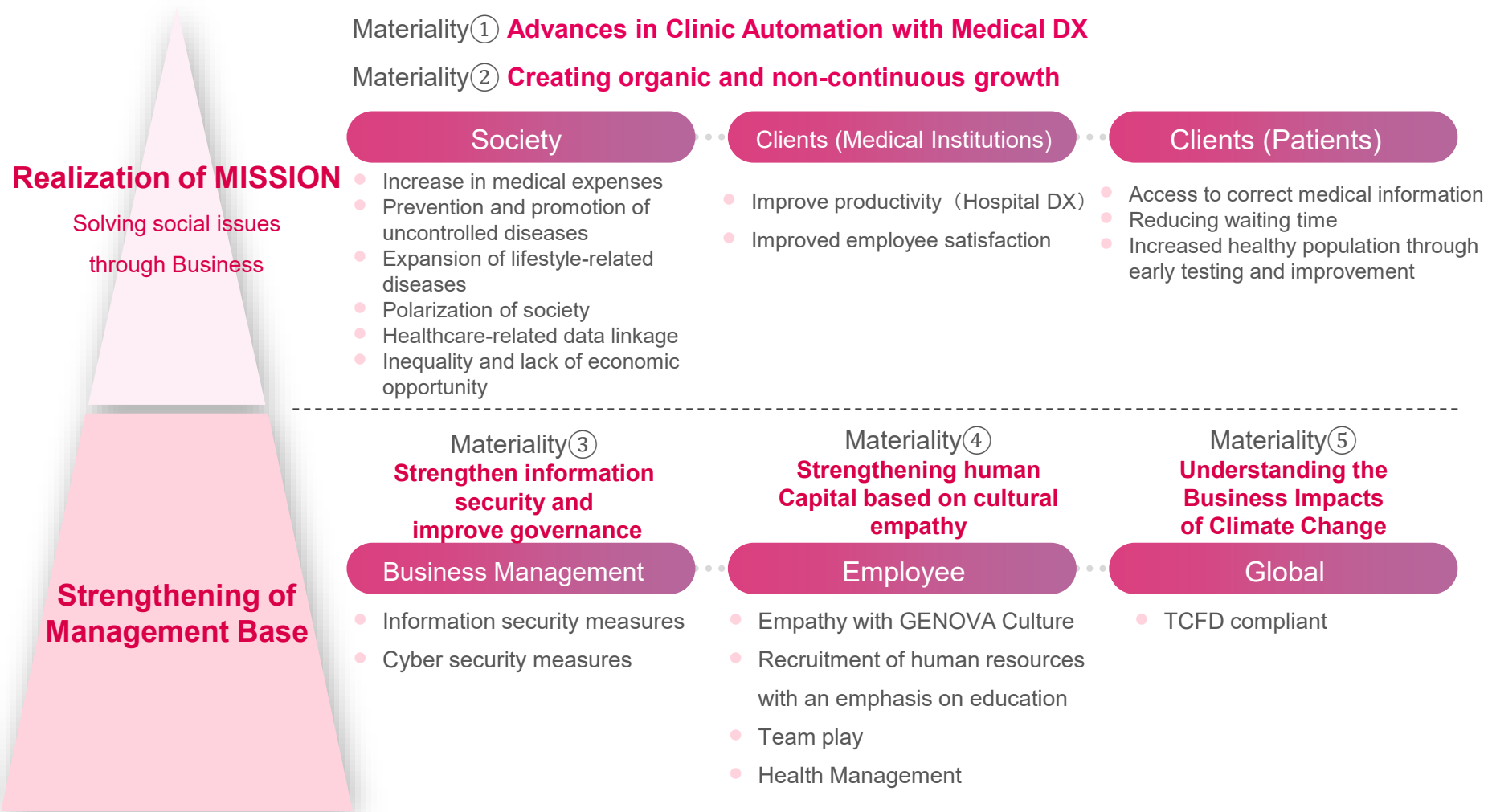
By promoting collaboration, new services that contribute to improved productivity can be provided

MISSION

Creating a healthy society by connecting people and Medical care

VISION

Creating the 21st Century Medical Care Infrastructure/
Maximizing Patient Convenience and Clinic Productivity through Clinic Automation



- As part of our efforts to strengthen our governance structure, we have visualized the skill matrix of our current management team
- We have been identifying the skills needed in the medical field surrounding our company and have been hiring professionals who are capable of handling this field
- We will continue to strengthen our management team so that we can constantly improve our organization

		Corporate Management	Sales and Marketing	IT - Digital - DX	Human Resources Training and Development	Dialogue with Capital Markets and Financial Accounting	Legal and Risk Management	Business Development	M&A	Industry Knowledge
Tomoki Hirase	CEO	●	●	●			●	●		●
Koji Takeda	Director	●			●	●	●		●	
Sho Inoue	Director	●	●		●			●		●
Yuki Sagehashi	External Director	●	●	●				●	●	●
Yuki Sato	External Director	●			●	●	●		●	
Tetsuya Sano	External Director	●				●	●	●	●	

Note: 1. 2024年3月期末時点

In addition to the organic growth of our two core businesses, the Medical Platform and Smart Clinic Businesses, we will continue to pursue new services, M&A opportunities, and business alliances to drive further non-linear growth, as demonstrated by our expansion into Dental Supply Distribution Business.

As long as GENOVA's mission is "create a healthy society by connecting people and medical care," we will pursue and provide services that better fit the needs of our users.

Current position



M&A / Alliance

Strengthening New Product Development

Promotion of Dental Distribution Business

Expansion of Smart Clinic Business

Expansion of Medical Platform Business

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

GENOVA

Creating a healthy society by connecting people and medical care