

## FY2025 First Quarter Financial Results Presentation

EUCALIA Inc.

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# 1 EUCALIA Group Overview

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## ► EUCALIA's "Sanpo-Yoshi" Worldview

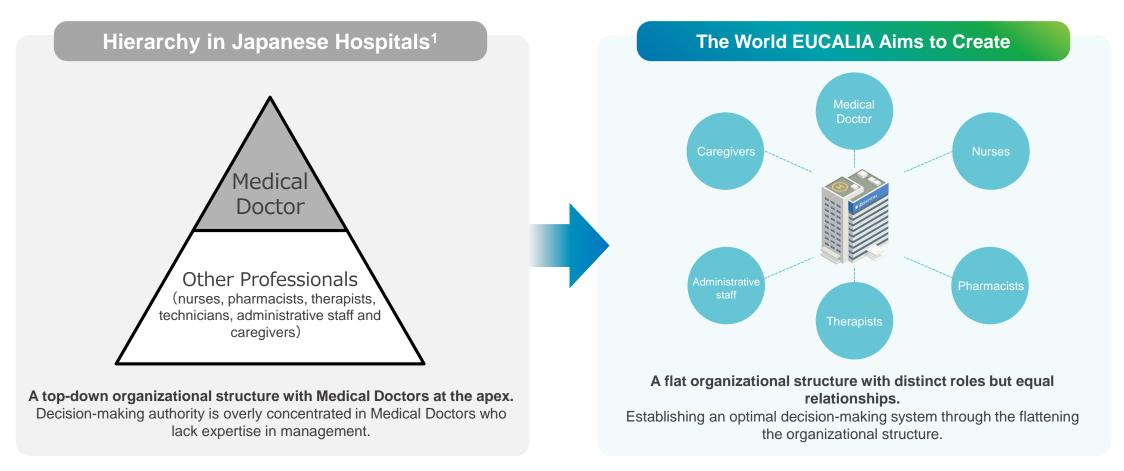
EUCALIA Group aims to create a "good for all three sides (Sanpō Yoshi)" ecosystem in healthcare.

By excelling in each of these areas, the Company seeks to benefit all parties – healthcare providers, healthcare professionals, and patients – thereby building a sustainable healthcare ecosystem in local communities.



## ▶ Addressing Root Causes — Transforming Hospitals' Culture

Transforming the fundamental challenge of the hospital and healthcare industry—the "physician-centered culture"—by introducing a "flat structure" to drive innovation in the healthcare sector.



## ► Five Key Issues in Japan's Healthcare Industry

The starting point is that hospitals are not managed properly, which undermines their function as a social infrastructure for patients, the medical professionals who work there, and ultimately, society.

## Inefficient operations and a culture that resists change

Department is getting individualized and personalized as specialization progress. Together with a culture to check complexion of doctors. Inward-looking culture is rampant.

## Product-out thinking and overemphasis on profit

Value chain is not built upon patients' perspective. Profits in the value stream is concentrated in the hands of upstream players such as pharma companies.



# Over 70% of hospitals operate at a deficit in Japan.

Unable to operate at a profit without subsidies from government.
Building an organizational culture for continuing improvement is a key.



# Delay in developing a comprehensive and cooperative community care system.

The functional reorganization of hospital beds has not progressed and insufficient. Medical resources are far from being optimally allocated.

Lack of medical and long-term care digital solutions that meet on-the-ground needs

In addition to a lack of IT literacy in the field, there is also a shortage of companies that can develop systems and services needed in the field.

## ▶ Five Key Themes for Change

To realize innovation, we have established five themes of transformation. We are developing our business in each area in accordance with the transformation themes.

## **Optimization of hospital**FIVE operations

Standardize and optimize operations. Foster a culture of continuous improvement.

Build an environment in which healthcare professionals can work with vigor and enthusiasm.



## Pursuit of patient-driven THEMES VBHC<sup>1</sup>

Improve the quality of healthcare by pursuing added value for patients. Become an industry where hospitals that strive to improve the quality of healthcare are duly recognized.



# 1 Separation of medical care and management.

Build evolutional, developmental and sustainable hospital/medical corporation management.



## Community Comprehensive THEMES Model

Build a collaborative model that seamlessly links medical care to long-term care. Create an environment where the elderly can be supported in the community until the end of their lives.



## **5** Digital Transformation Suitable for the Field

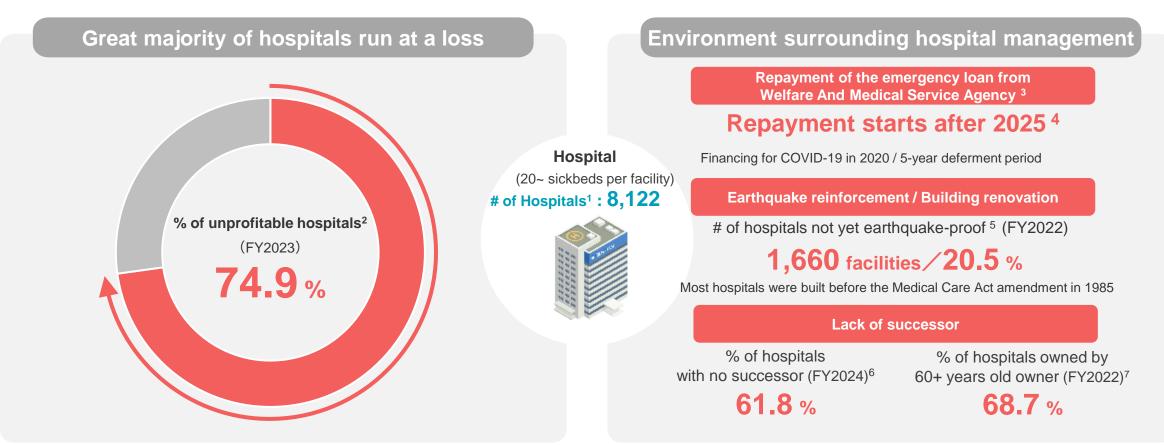
Facilitates the digitalization of the medical and nursing care industry. Realize improvement of the working experience for healthcare professionals and the patient visit experience.



(Notes) 1. An abbreviation for Value-Based Healthcare. This concept shifts the evaluation criteria of medical practices from the traditional healthcare provider perspective—focused on safety, cost, and effectiveness—to prioritizing value from the patient's standpoint.

## ▶ Market Opportunities | Macro Trend

Increasing number of hospitals in serious cash-flow difficulties due to repayment of the emergency loan from Welfare And Medical Service Agency (WAM) and renovation of aging buildings



(Notes)

- As of first of Oct. 2023. MHLW "Summary of Static/Dynamic Surveys of Medical Institutions and Hospital Report in FY2024"
- 2. Hospitals with a loss in medical profit excluding COVID-19 related subsidies. (n=967) Source: JHA/AJHA/AJHC "FY2024 Hospital Management Periodic Survey"
- 3. Emergency loans provided by Welfare And Medical Service Agency (WAM) during the COVID-19 expansion in 2020
- 4. Source:WAM

- 5. Total of "Number of hospitals where some buildings are not earthquake-resistant", "Number of hospitals where all buildings are not earthquake-resistant" and "Number of hospitals whose buildings' earthquake-resistance is unknown" in the "Survey on the Status of Seismic Retrofitting of Hospitals" by MHLW 2023.
- 6. Source: Teikoku Databank "Survey on the Trend of Ratio of the Successor Absence in Japan"
- 7. Source:MHLW "FY2022 Summary of Statistics on Physicians, Dentists, and Pharmacists"

## Business Model | Support System

Unique business model supports restructuring and sustainable growth of hospitals with cash-flow difficulties

Services Recurring revenue **Operations** Business guidance fee Outsourcing fee improvement support Sale and leaseback Real estate rent of real estate Business model Working capital **EUCALIA** Affiliated hospital DX and Hospitals that have entered into a partnership agreement Monthly fee or a similar type of agreement data utilization Providing packages of various services, including management consulting and working capital etc... Transformation of the work environment Transformation in management awareness Transformation for growth Creation of a business plan and Optimization of human Planning to increase sickbeds business management system resources/procurement systems (M&A of other hospitals) Financing through DX of hospital operations Utilization of medical data Support sale and leaseback of land line-up Working capital support HR recruiting support Service expansion etc. Strategy formulation support **Business optimization** Know-how to support the turnaround etc. (market-in based analysis) (task shifting, etc.)

## **▶** Business Model | Wide-Range of Management Support Lineup

Strong cash-flow generation capacity through i) flexibility to provide solutions to various management issues faced by hospitals, and ii) continuing commitment to improving client performance over the ultra-long term (10

years or more) **EUCALIA Consulting Company**<sup>1</sup> **BPO Company**<sup>1</sup> Fund<sup>1</sup> **Business plan Business** management system **Working capital** support Support **Procurement** optimization line-up **HR** optimization Support for commnitybased integrated care **Extension / Reconstruction** / Relocation **Fixed Remuneration** Revenue model Long-term **EXIT** type Spot type type **CF** generation Over 10 years<sup>2</sup> Less than 1 year Several years 1 year

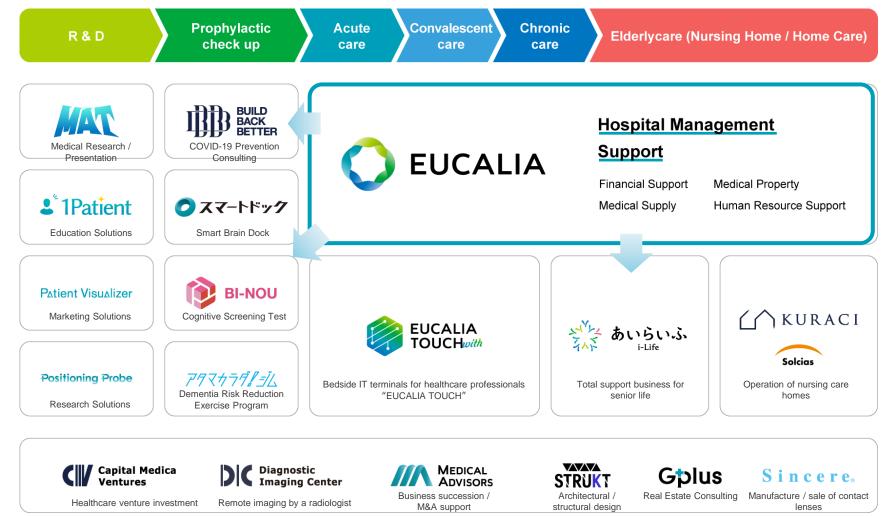
<sup>(</sup>Notos)

<sup>1.</sup> Our Views on the general Consulting company, BPO company and Fund

<sup>2.</sup> Some support exists for less than 10 years

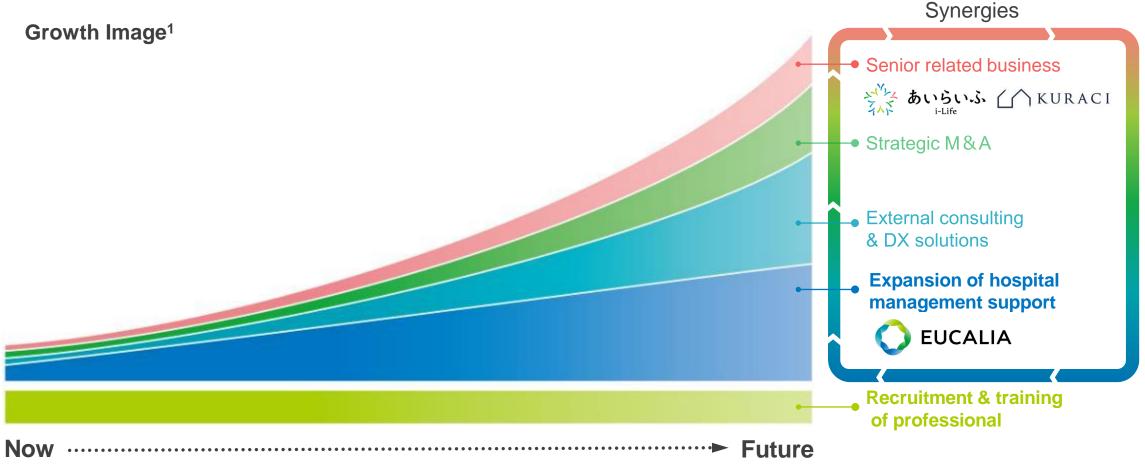
### **EUCALIA's Business Domains**

Developing businesses broadly and deeply along the healthcare value chain, with hospital management support as the core business



## ▶ Unique Growth Strategy Based on "Medical and Nursing Front Lines"

Aiming to grow the asset-light business and realize the continuous M&A through leveraging the medical and nursing care assets held by our Total medical management support business and senior related business



## <sup>2</sup> FY2025 First Quarter Results

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## Executive Summary

### Overall Performance Remained Solid vs. Initial Plan

- To further strengthen our management-support platform, we continued proactive hiring. As a result, up-front expenses—primarily personnel costs—increased.
- Although there has been additional support (no one-time revenue) for affiliated hospitals during the period, the overall results are progressing steadily against the initial plan.

### **Expansion of the Growth Foundation in Core Businesses**

- Total Medical Management Support Business: In addition to launching partnerships with two hospitals, we broadened our support capabilities by making Supernurse Co., Ltd. an equity-method affiliate and ZEROMEDICAL, Inc. a wholly owned subsidiary.
- Senior Related Business: We acquired Gplus Co., Ltd. as a subsidiary, enhancing real-estate—related service functions and enlarging our service coverage.

### **Investments for Sustainable Growth Progressing Smoothly**

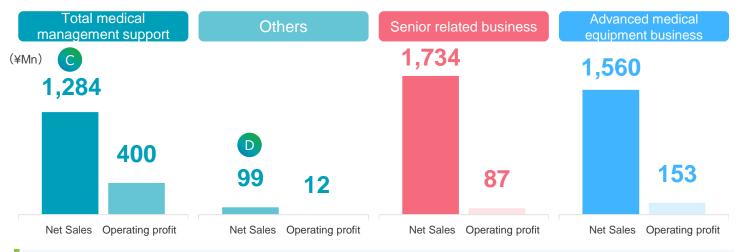
- Stead progress in strengthening our organization for long-term growth through the aggressive recruitment of professional talent.
- System development that streamlines on-site medical operations, together with strategic M&A aimed at maximizing corporate value, is being
  advanced on an ongoing basis.
- Formed a capital and business alliance with Hippocratic AI, Inc., a global leader in safety-focused generative-AI agents for healthcare, and began supporting the development of Japanese-language generative-AI healthcare agents.

## > FY2025 First Quarter Consolidated Results

#### **Consolidated Results**

(¥Mn)	FY2025 1Q Actual	
Net Sales	• 4,677	
Gross profit	2,061	
Margin	A 44.1%	
Operating profit	356	
Margin	7.6%	
EBITDA <sup>1</sup>	706	
Margin	15.1%	
Profit attributable to owners of parent	B 411	
Margin	8.8%	

## Segment Breakdown



## A Top-Line Remained Solid

Despite some revenue-recognition timing differences, total revenue stayed firmly on track versus the initial plan. Upfront investments—chiefly aggressive hiring of professional talent—continued, with recruitment progressing smoothly.

## B One-Off Gain from Completion of Civil Rehabilitation

A one-time extraordinary gain was recorded upon the conclusion of civil-rehabilitation proceedings for consolidated subsidiary SmartScan Inc.

## Impact of New Hospital Alliances to Begin from 2Q

The impact of the two hospital alliances announced at end-March 2025 are expected to contribute from the second quarter onward. No additional one-time support revenue from affiliated medical corporations was booked in FY2025 Q1.

#### Consolidation of SmartScan Inc.

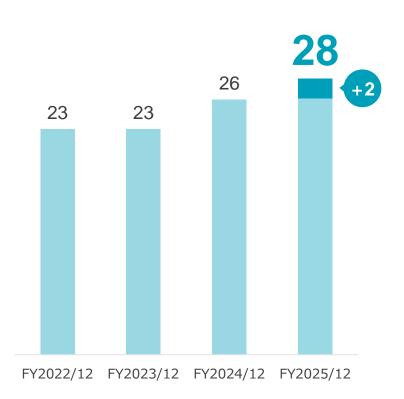
From this fiscal year, the results of SmartScan Inc.—which offers preventive-health services centered on brain MRI screenings—have been included in consolidation, together with the healthcare big-data business. SmartScan became a subsidiary in FY2024.

**Key Segment Highlights** (as of the 1st Quarter) - Total medical management support business -

## KPI | Number of Affiliated Hospitals

### **Key Topics**

(Number)



#### **Alliance with Two New Affiliated Hospitals**

In the first quarter of the fiscal year ending December 2025,we began partnering with one medical corporation (two hospitals), expanding the total number of affiliated hospitals to 28 and keeping us on track toward the full-year plan (5–8 new alliances).



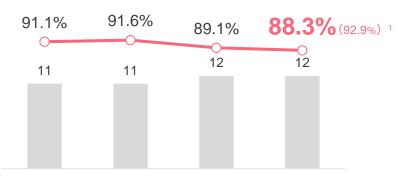
#### **Enhancing Support Functions through M&A and Capital/Business Alliances**

- Feb 2025: Acquired shares of Supernurse Co., Ltd., a nurse-staffing and placement company, making it an equity-method affiliate. The transaction builds a flexible, agile staffing platform to mitigate personnel shortages at medical and nursing-care sites.
- Apr 2025: Announced the acquisition of all shares of ZEROMEDICAL Inc., making it a wholly owned subsidiary. Leveraging its strong marketing and sales-support capabilities in the medical and nursing-care domains, we aim to boost patient acquisition for affiliated hospitals and increase occupancy at senior-care facilities.

## **Key Segment Highlights** (as of the 1st Quarter) - Senior related business -

### 





FY2022/12 FY2023/12 FY2024/12 FY2025/12

### KPI | Number of Referrals 🎇 あいらいふ



### **Key Topics**





#### **Acquisition of Senior-Related Business from JALUX TRUST Inc.**

In April 2025, one of our subsidiaries KURACI Co., Ltd. took over the senior-related business of JALUX TRUST Inc., adding five facilities to KURACI's portfolio. Located near our affiliated Sakura Central Hospital, these facilities will enable us to build an integrated care framework through closer collaboration.

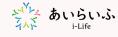




#### **Solcias Series**

Operates service-oriented senior housing such as Solcias Sakura and day-rehabilitation / day-service centers in Tokyo and Chiba Prefecture.

Total Senior Life Support



#### Full Acquisition of Gplus Co., Ltd. to Enhance Real-Estate Services

In March 2025, i-life made Gplus Co., Ltd.—a real-estate company with strong expertise in inheritance-related property transactions—a wholly owned subsidiary. By combining i-life's one-stop support capabilities (ranging from facility operation and care-placement consulting to asset disposition and management) with Gplus's inheritance-focused real-estate know-how and network, we will be able to address seniors' diverse needs more swiftly and accurately.

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## Consolidated Balance Sheet Highlights

We will continue to invest for business growth while maintaining a high level of financial soundness.

(¥Mn) **Current Assets** Liabilities Cash and Deposits Interest-bearing 8,150 Debt1 26.813 Non-current Assets Lease Obligations 6,972 Land and Buildings 26,489 Net Assets (Equity) 19,125 Lease Assets 5.714

Based on stable, long-term cash flow generated by the Total Medical Management Support Business, we appropriately control our leverage level.

### **Key Investment Areas**

- 1 Expansion of the Total Medical Management Support Business
- 2 Investment in new businesses for mid- to long-term growth

Total Assets **58,036** Equity Ratio<sup>2</sup> **31.3**%

## FY2025 Financial Forecast

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### > FY2025 Financial Forecast

	EV0004/40		FY2025/12	
(¥Mn)	FY2024/12	Forecast	YoY Ch	ange
Net Sales	19,833	23,721	+3,888	+19.6%
Gross profit	8,691	10,571	+1,879	+21.6%
Margin	43.8%	44.6%	-	-
Operating profit	2,292	2,925	+632	+27.6%
Margin	11.6%	12.3%	-	-
EBITDA <sup>1</sup>	3,599	4,443	+844	+23.5%
Margin	18.1%	18.7%	-	-
Profit attributable to owners of parent	2,025	2,608	+582	+28.7%
Margin	10.2%	11.0%	-	-

#### **Business Policy for 2025**

#### **Continue Organic Growth**

We will continue business growth focused on expanding the number of affiliated hospitals in our Total Medical Management Support Business. In the senior-related segment, i-life Inc. will fully launch its real estate-related services.

## Accelerate Proactive Investment in Professional Talent

While maintaining our operating profit margin, we will proactively invest in recruiting and developing high-caliber professional talent—a key strength of our group—to support future growth.

#### Initiate M&A for Non-Linear Growth

To achieve non-linear growth, we will initiate M&A and capital/business alliances to expand our business portfolio.

#### **Supplementary Notes on Forecast**

- The FY2025 forecast reflects the tax-loss carryforward effect arising from the consolidation of SmartScan Inc. from FY2025 onward.
- The forecast does not include any potential extraordinary gains from real estate transactions with affiliated hospitals or the impact of future M&A and capital/business alliances (including the four alliances already announced).

## > FY2025 Forecast – Segment Breakdown

		<b>-</b> \\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\		FY2025/12	
	(¥Mn)	FY2024/12	Forecast	YoY Cha	inge
	■ Total medical management support	6,364	8,479	+2,115	+33.2%
Net	Senior related business	6,867	8,131	+1,264	+18.4%
Sales	Advanced medical equipment business	6,539	6,652	+113	+1.7%
	Others	63	459	+396	+624.5%
Segment Profit	■ Total medical management support	2,803	3,263	+459	+16.4%
	Senior related business	308	619	+311	+100.6%
	Advanced medical equipment business	484	268	-217	-44.7%
<b>~</b>	Others	-139	86	+226	-

#### **Expansion Centered on Affiliated Hospitals**

Accelerate growth by increasing the number of affiliated hospitals and expanding external consulting services.

- Expecting approximately 5–8 new affiliated hospitals.
- External consulting services expected to grow approximately 100%.

## **Growth of i-life Inc. and Contribution from New Nursing Home**

- Anticipating continued growth in the core senior living referral service, as well as new real estate-related services.
- Expecting full-year revenue contribution and occupancy rate improvement from the newly acquired nursing home (KURACI Familia Nishi-Shinjuku), acquired in FY2024.

#### Consolidation of SmartScan Inc.

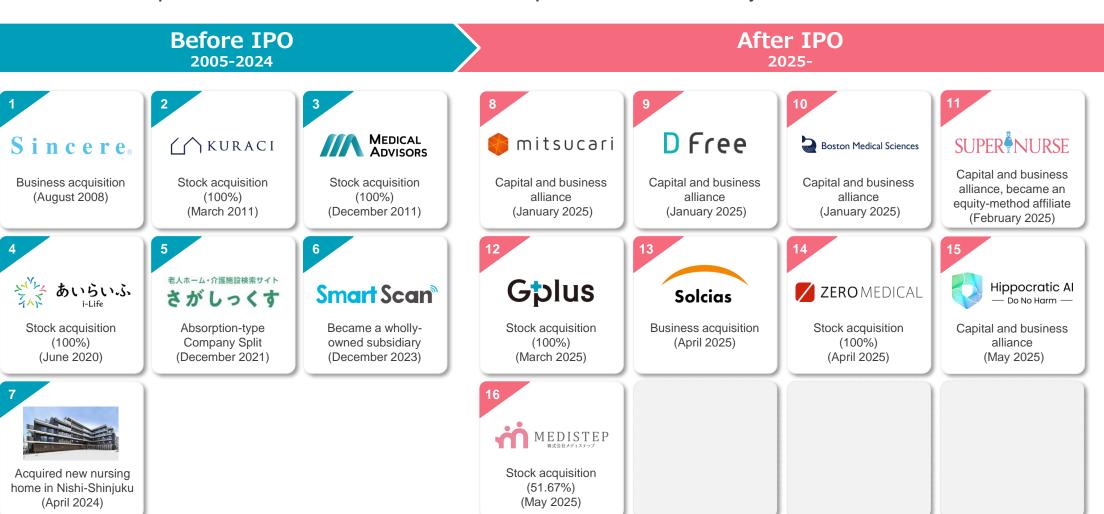
SmartScan Inc., previously a non-consolidated subsidiary, will become consolidated from December FY2025.

#### **Absence of One-time Expenses**

The impact from large-scale renovation expenses incurred in FY2024 at a facility operated by KURACI will disappear.

## ► M&A and Capital/Business Alliance Activities

Announced Capital/Business Alliances with 9 Companies since January 2025



## Direction of M&A/Alliances in Growth Strategy

Our M&A and partnership strategy is guided by the goal of enhancing our service lineup around our core business with affiliated hospitals, thereby pursuing added value that is unique to only EUCALIA can provide.



## **▶** Synergy with Existing Businesses – New M&A/Alliances (2025)

Company Name	Business Description	Status	Synergy Area	Objectives
mitsucəri	Operates and develops "mitsucari," an HRTech solution that maximizes individual and organizational potential by analyzing personality and compatibility.	<ul> <li>Capital and business alliance (announced on 2025/1/8)</li> <li>Acquired approx. 9.2% of issued shares</li> </ul>	<ul> <li>Total medical management support</li> <li>Senior related business</li> </ul>	<ul> <li>Enhance medical and nursing facility environments and service quality using our HR solutions (aptitude assessment services).</li> </ul>
DFree	Plans, develops, and sells "DFree," a solution that reduces the burden associated with incontinence care.	<ul> <li>Capital and business alliance (announced on 2025/1/8)</li> <li>Acquired approx. 4.1% of issued shares</li> </ul>	<ul> <li>Total medical management support</li> <li>Senior related business</li> </ul>	<ul> <li>Improve operational efficiency and service quality at medical and nursing facilities using DFree, a urinary prediction device.</li> </ul>
Boston Medical Sciences	Develops and deploys a non-invasive colorectal cancer screening AI system.	<ul> <li>Capital and business alliance (announced on 2025/1/31)</li> <li>Acquired approx. 1.1% of issued shares</li> </ul>	<ul> <li>Total medical management support</li> <li>Others</li> </ul>	<ul> <li>Improve work efficiency of physicians and nurses.</li> <li>Offer easy screening for colorectal cancer enabling early detection and early treatment.</li> </ul>
SUPER <sup>♣</sup> NURSE	Provides nursing staff placement & dispatch services, home-visit nursing (home care support), health management & disease management support, foreign patient acceptance services.	<ul> <li>Capital and business alliance (announced on 2025/2/14)</li> <li>Became an equity-method affiliate Acquired approx. 28.4% of issued shares</li> </ul>	<ul> <li>Total medical management support</li> <li>Senior related business</li> </ul>	<ul> <li>Create new mechanisms addressing medical/nursing workforce issues by combining specialized nurse staffing services with EUCALIA's hospital management expertise.</li> </ul>

## **▶** Synergy with Existing Businesses – New M&A/Alliances (2025)

Company Name	Business Description	Status	Synergy Area	Objectives
Gplus	Inheritance-focused real estate services—consulting; brokerage, acquisitions & resale; rental management of income properties; and insurance agency.	<ul> <li>Stock acquisition (announced on 2025/3/17)</li> <li>Acquired 100 % of issued shares.</li> </ul>	<ul> <li>Total medical management support</li> <li>Senior related business</li> </ul>	<ul> <li>By collaborating with Gplus, build a comprehensive and robust support framework to address issues related to real estate owned by the elderly and their families.</li> </ul>
Solcias	Operates serviced senior housing and day-service facilities (a total of five locations).	<ul> <li>Business acquisition (announced on 2025/4/1)</li> <li>Obtained senior-housing operations via simplified absorption-type company split.</li> </ul>	<ul> <li>Total medical management support</li> <li>Senior related business</li> </ul>	Strengthen the collaborative healthcare framework with Sakura Central Hospital (an affiliated hospital) by standardizing assessment procedures for facility residents and providing rehabilitation-linked programs to the hospital and its patients.
<b>ZERO</b> MEDICAL	Consulting and web-media services for healthcare and elderly care, advancing SDGs and CSV-driven management.	<ul> <li>Stock acquisition (announced on 2025/4/25)</li> <li>Acquired 100 % of issued shares.</li> </ul>	<ul> <li>Total medical management support</li> <li>Senior related business</li> </ul>	Establish and enhance an inside sales framework and web marketing structure in the medical and nursing care industry.
Hippocratic AI — Do No Harm —	Develops large language models (LLMs) with a focus on safety in the healthcare field, and engages in the business of developing healthcarespecific generative AI agents.	<ul> <li>Capital and business alliance (announced on 2025/5/7)</li> <li>Acquired approx. 0.069 % of issued shares.</li> </ul>	<ul> <li>Total medical management support</li> <li>Others</li> </ul>	<ul> <li>Co-develop a Japanese-compatible LLM with Hippocratic AI and leverage the resulting safety-focused generative AI healthcare agents to reduce the burden on medical professionals and improve operational efficiency.</li> </ul>

## **▶** Synergy with Existing Businesses – New M&A/Alliances (2025)

Company Name	Business Description	Status	Synergy Area	Objectives
MEDISTEP 株式会社メディステップ	Operates the home-visit nursing service "Ouchi no Kango" and the inhome care-management office "Ouchi no Care Plan," among others.	<ul> <li>Stock acquisition (announced on 2025/5/15)</li> <li>Acquired 51.67 % of issued shares.</li> </ul>	<ul> <li>Total medical management support</li> <li>Senior related business</li> </ul>	<ul> <li>Leverage group-wide collaboration (including this company) to create safe living environments for seniors and provide residential-support services that help solve the challenges of an urban aging society.</li> </ul>

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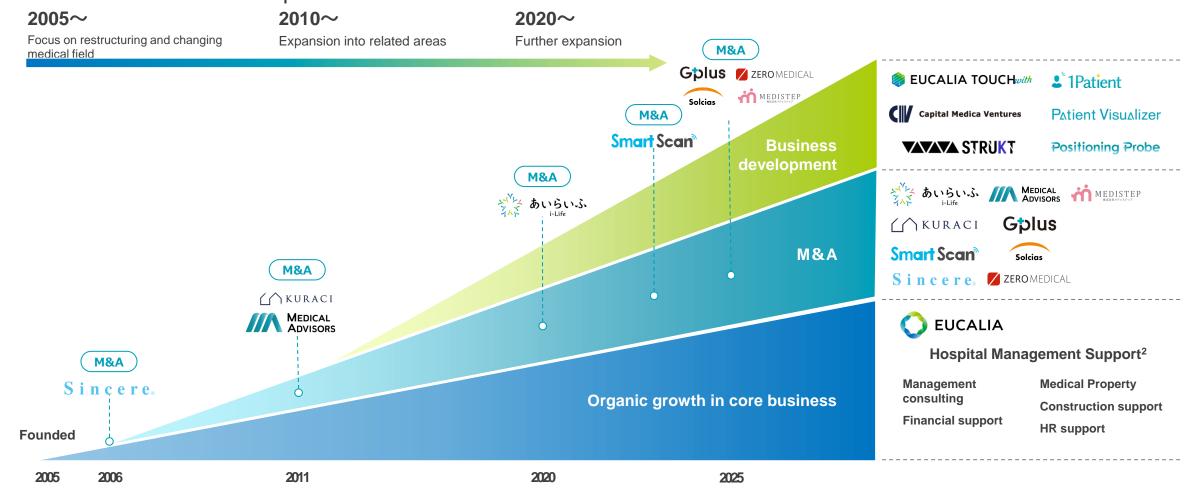
## **Company Profile**

Company Name	EUCALIA Inc.
Established	February, 2005
Address	Kasumigaseki Bldg. 19F, 3-2-5 Kasumigaseki, Chiyoda-ku, Tokyo 100-6019, Japan
Share Capital	8,534 Million Yen (As of March, 2025)
Stock Code	286A
Stock Listings	Growth Market of the Tokyo Stock Exchange
Certification & Accreditation	MSA-IS-137 ISMS-AC ISMS Islates  Work With Pride  D&I AWARD BEST WORKPLACE for eleversity a finite trace  2024  Re



## ► History of EUCALIA Group¹

Achieving growth based on hospital management support business, the foundation of the company, combined with new business development and M&A

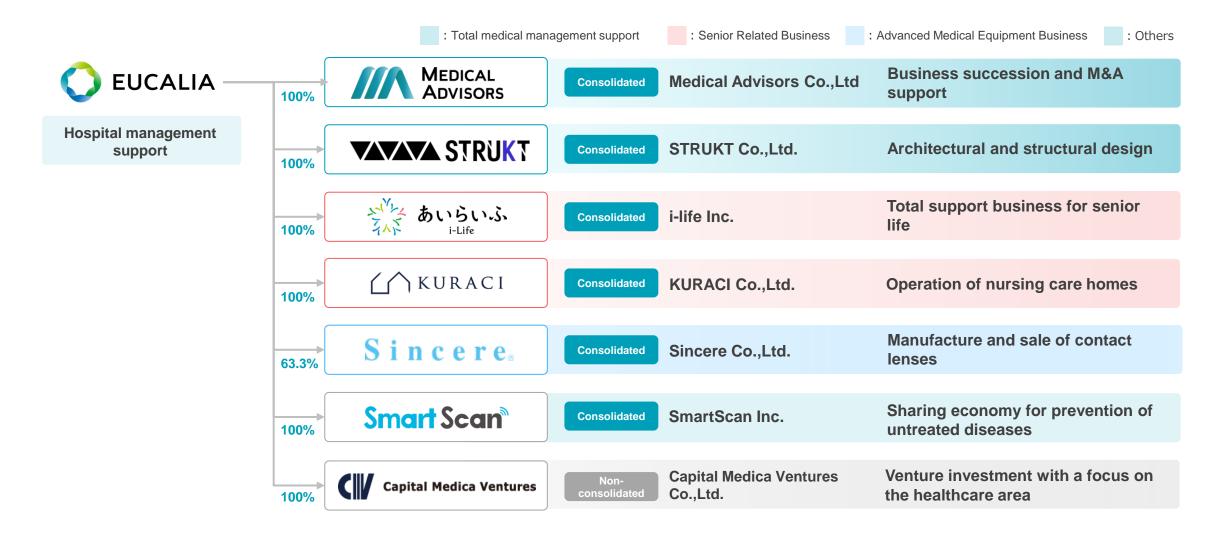


(Notes) 1. Some services are omitted to make the history easier to visualize

<sup>2.</sup> Hospital Management Support is a generic term for services provided to affiliated hospital (excluding Medical Advisors, STRUKT)

<sup>3.</sup> This slide is for illustrative purposes only and is not a guarantee of revenue increase as described

## **▶** List of Group Companies <sup>1,2</sup>



<sup>1.</sup> Only the major affiliated companies are shown. In addition to those listed, the Company has eight consolidated subsidiaries; two unconsolidated subsidiaries (including one investment limited partnership); one equity-method affiliates; and five non-equity-method affiliates (three affiliated companies and two investment limited partnerships).

(Notes)

## ► Highly Sophisticated Professional Team¹

Aiming to realize the continuous growth of hospitals and us through unlocking the potential of hospitals and satisfying the client needs by EUCALIA's professional working team

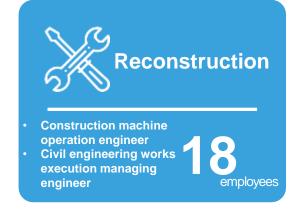














## Affiliated Hospital Support Model<sup>1</sup>

Introduction Cash-out stage / risk of insolvency

**Build-Up** Return to profit, improve cash flow

**Stabilization Higher profitability, growth CAPEX** 

Management Phase

(Affiliated Hospital Profit Improvement Illustration)

#### **Management-Improvement** Support



#### **Strategic Planning Team**

Formulates business plans, builds management-control systems, optimises cost structure



#### **Medical Assistants Team**

Healthcare-professional unit providing clinical-office support, training, outsourcing, etc.



#### **Finance Team**

Arranges asset sales, lease-backs and refinancing of hospital real estate; supports fund-raising

Details of Support (Profit)

Phased support begins after Management-Improvement Support is launched.

affiliated hospitals.

Beyond routine support, we promote additional,

project-based initiatives to drive further growth for our

**On-Site Improvement** Support











#### **Solutions Teams**

- Develops facility-maintenance plans (Property Team) Optimises the purchasing system for pharmaceuticals
- and medical supplies (Supply Team)
- Supports recruitment and establishes HR / labor management systems (HR Team)
- Promotes in-hospital DX initiatives (DX Team)

**Project Support** 



#### **Social Medical Corporation Conversion Project**

Assists affiliated hospitals with Social Medical Corporation conversion.



#### Hospital Reconstruction Project

Guides affiliated hospitals through new-build projects, from vision setting to construction financing.

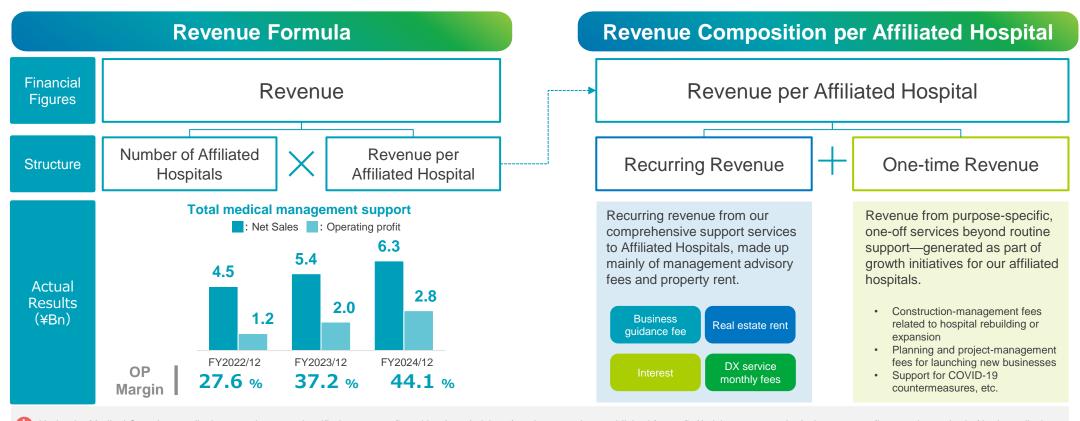
One-time Revenue

Recurring Revenue

1. This diagram illustrates a basic pattern of how our support for affiliated hospitals expands. It is for illustrative purposes only and does not indicate actual performance.

## Revenue Model for Supporting Affiliated Hospitals

As we deepen management-improvement efforts and broaden the scope of support, revenue per client expands. The majority of revenue is recurring.



Under the Medical Care Act, medical corporations are classified as non-profit entities (see Article 54) and may not be established for profit (Article 7, paragraph 7); thus, non-profit status is required of both medical corporations and their medical institutions. Accordingly, when our company—a for-profit entity—provides support for the management of medical institutions operated by medical corporations, we first confirm that such support does not violate the non-profit confirmation standards set forth in "Concerning the Confirmation of the Founders of Medical Institutions and the Confirmation of Non-Profit Status" (MHLW Notification No. 0330-4, March 30, 2012). Examples of these standards include: employees of the for-profit corporation do not concurrently serve as members or directors of the medical corporation, and no dividends or other distributions of profit that would bypass the non-profit requirement are made to the for-profit corporation. Only after this confirmation do we provide various support services and receive remuneration.

## **▶** List of Affiliated Hospitals¹

### Kinki/Chugoku regions [Osaka] Hara Hospital · Seiyuu Hospital [Hyogo] Maikodai Hospital [Okayama] · Tsuyama Daiichi Hospital Taira Hospital [Yamaguchi] · Hikari Central Hospital Kyushu/Okinawa Region [Oita] Oita Advanced Diagnostic Imaging Center ※ [Fukuoka]

#### Hokkaido/Tohoku Region

#### [Hokkaido]

- · Sapporo Central Hospital
- Atsuta Central Clinic ※
- Ishibashi Hospital
- · Asahiyama Hospital
- Miki Mental Clinic ※
- Sapporo Doto Hospital
- · Higashi Sapporo Hospital
- · Shin Sapporo Howakai Hospital
- Ashiribetsu Hospital

#### [Miyagi]

Munakata Yasuhiko Clinic ※

#### **Kanto region**

#### [Gunma]

Zenshu-kai Hospital

#### [Tochigi]

Haga Central Hospital

#### [Saitama]

- · Kawaguchi Kogyo General Hospital
- Kawaguchi Kogyo Breast Clinic ※
- Musashino General Hospital
- Honkawagoe Hospital
- Shin-Shiraoka Hospital
- Ando Hospital

#### [Chiba]

Sakura Central Hospital

#### [Tokyo]

- Kanamachi Central Hospital
- Kokoro no Hospital Machida
- Medical Check Studio Tokyo Ginza Clinic ※

#### [Kanagawa]

- · Sagami-Rinkan Hospital
- Suzuki Hospital

X···Non-hospital facilities (clinics, etc.)

1. as of March 31 2025 (Notes)

· Shin Nakama Hospital

[Okinawa]

Kuda Hospital

· Kanna Hospital

## Management Team



Chairman and Director **FURUKAWA Jun** 

- · The founder of EUCALIA Inc.
- Certified Public Accountant
- Joined Chuo Audit Corporation in 1997
- Established EUCALIA Inc. in 2005



President and Representative
Director

MISAWA Hideo

- Joined Goldman Sachs Japan Co. in 1998
- Joined EUCALIA Inc. in 2020 after served as Managing Director of Dome Corporation
- General manager of the University of Tokyo's American football team



Director NISHIMURA Yoshikazu

- · Acute care doctor
- Attending doctor of anesthesiology
- Member of Japan DMAT
- Joined EUCALIA Inc. after working as Physician at Chiba University Hospital and Assistant Professor at Yokohama City University Hospital



Outside Director / Audit and Supervisory Committee Member SUTO Shuji

- Certified Public Accountant
- Served as Senior Partner of ShinNihon LLC (changed as Ernst & Young ShinNihon LLC)



Outside Director / Audit and Supervisory Committee Member

#### **SUGIYAMA Fumino**

 Representative Director of NPO Tokyo Rainbow Pride Outside Director / Audit and Supervisory Committee Member

#### **IKEJIRI Shiho**

- Attorney at Law.
- After completing his studies at Waseda University Law School, joined Mitsui Law Office.



Executive officer
YAMADA Kazuhiro

 Joined EUCALIA Inc. after served as Managing Executive Officer, CX Business Management, General Manager of DX Promotion Division and Deputy General Manager of Digital Customer Communication of Transcosmos



**ABE Katsumi** 

- Certified Public Accountant
- Joined Chuo Audit Corporation in 1997
- Joined EUCALIA Inc. after served as Director of Diamond Dining and Kyoei Security Service



Executive officer
YAMANE Naoki

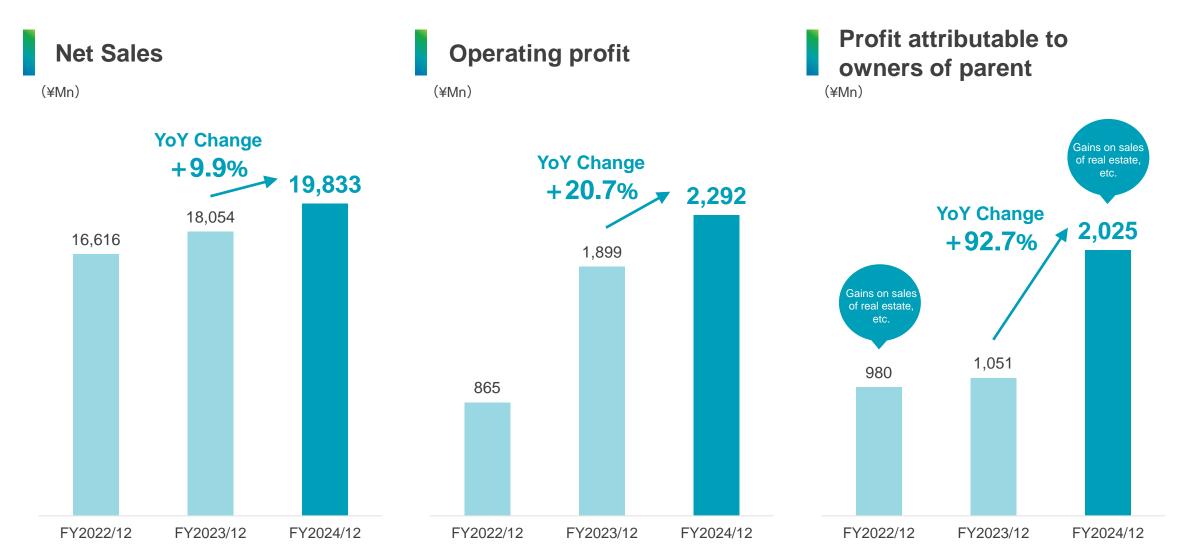
- Joined Tokai Bank in 1988
- Joined EUCALIA Inc. in 2006
- Served as Representative Director of the subsidiary, General Manager of the Capital Management Division, and General Manager of the Platform Business Division of EUCALIA



Executive officer
TAKAHASHI Norihisa

 Joined EUCALIA Inc. after served International Securities (changed as Mitsubishi UFJ Morgan Stanley Securities), Director of Merrill Lynch Japan Securities and Head of Strategy in president's office of Dome corporation

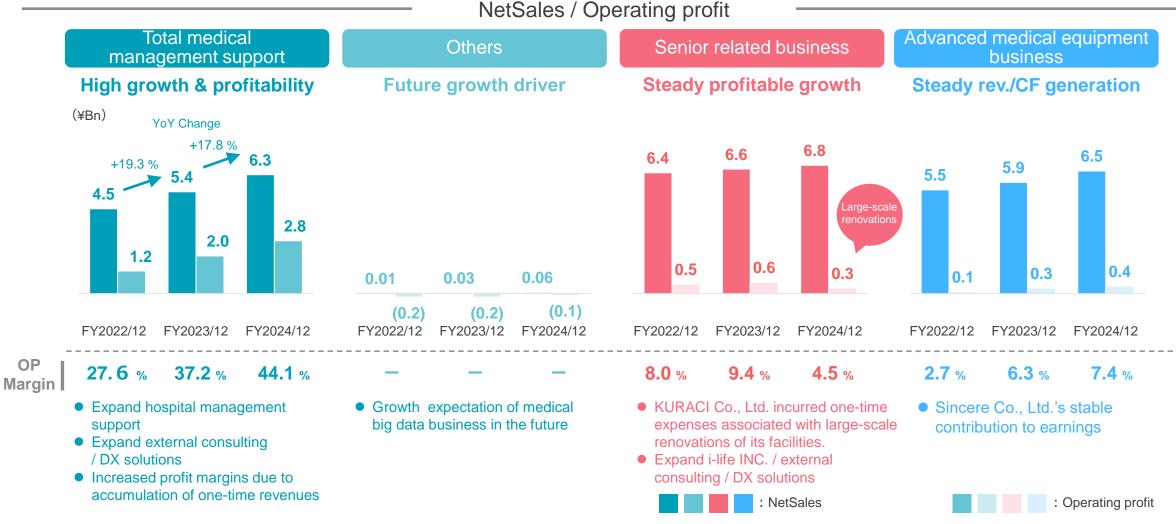
## ▶ Trends in Full-year Consolidated Operating Performance



(Notes) 1. Due to the termination of partnership with our company and improvements in the financial condition of affiliated hospitals, real estate assets such as land and buildings owned by us were sold (including repurchases by affiliated hospitals), resulting in the recording of extraordinary income.

## Segment Performance Highlights (FY2022–FY2024)

Growing profit in each segment from FY2022/12 to FY2024/12, particularly in total medical management support



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