

The logo for Infocom Corporation, featuring the word "infocom" in a lowercase, sans-serif font. The letter "o" is stylized with a white circle around it. The background of the slide is a large, circular image of a group of people in a meeting, overlaid with a blue-to-purple gradient and a white circular border.

INFOCOM CORPORATION

Financial Results Briefing for FY03/2024

| April 25th, 2024 | Security code : 4348

Agenda

A white, diagonal brushstroke graphic in the top-left corner of the slide.

Financial Results for FY03/24

Earnings Forecast for FY03/25

Initiatives in Key Businesses



Financial Results for FY03/24



FY03/24 Consolidated Earnings Results

- Strong e-comics and healthcare performance led to **increase in sales and profit**
- M&A transactions for business related to hospitals

Net sales

¥84.4 billion
+20.1% YoY

Operating profit

¥9.7 billion
+14.8% YoY

Profit attributable to
owners of the parent

¥6.6 billion
+85.0% YoY

Management Performance

(Billion yen)	FY03/23	FY03/24	YoY	
			Change	%
Net sales	70.3	84.4	+14.1	+20.1%
Operating profit (Operating margin)	8.5 (12.1%)	9.7 (11.6%)	+1.2	+14.8%
EBITDA	9.5	11.0	+1.4	+15.6%
Ordinary profit	8.5	9.8	+1.2	+15.1%
Profit attributable to owners of the parent*	3.5	6.6	+3.0	+85.0%
Net income per share (yen)	65.20	120.50	+55.30	+84.8%
ROE	8.0%	14.1%	+6.1pt	-

* In FY03/23, extraordinary loss (2.2 billion yen) was recorded for impairment loss on goodwill related to consolidated subsidiaries and loss on valuation of investment securities.

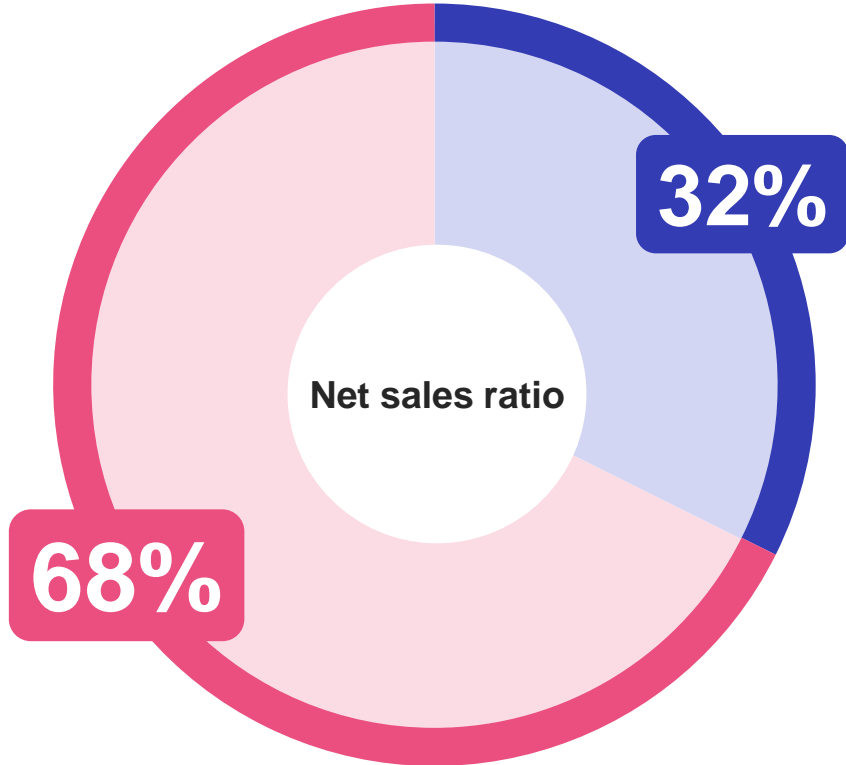
Segment Structure

Digital Entertainment

E-comic
E-Comic Distribution Service



FY03/24 Result



Business Solution

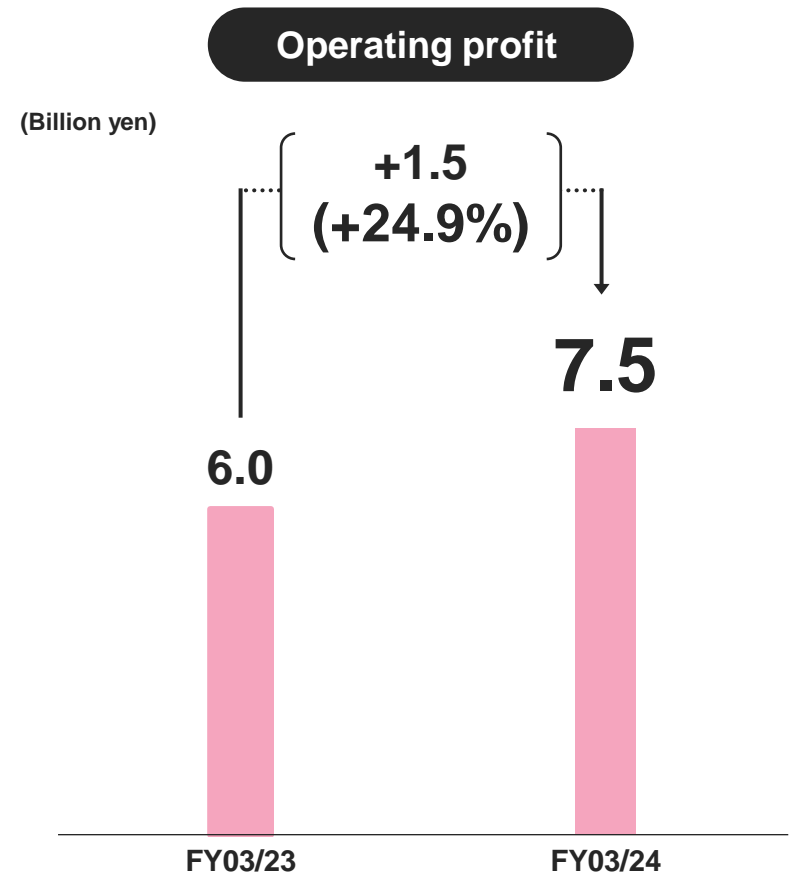
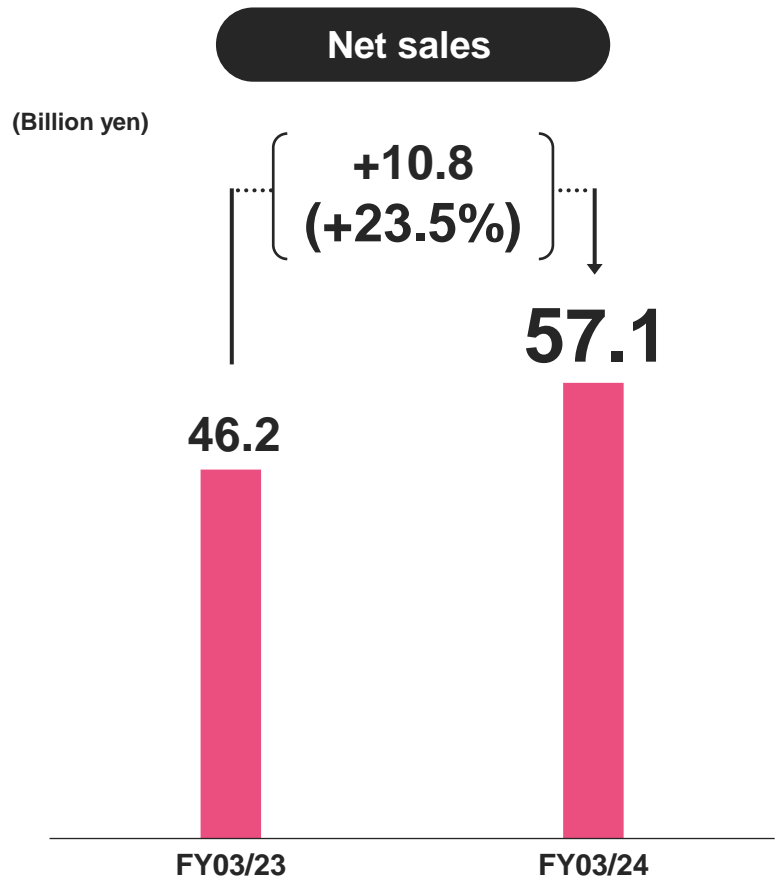
Health IT
Package services for medical institutions

Business Software
ERP
Cloud services
Business package

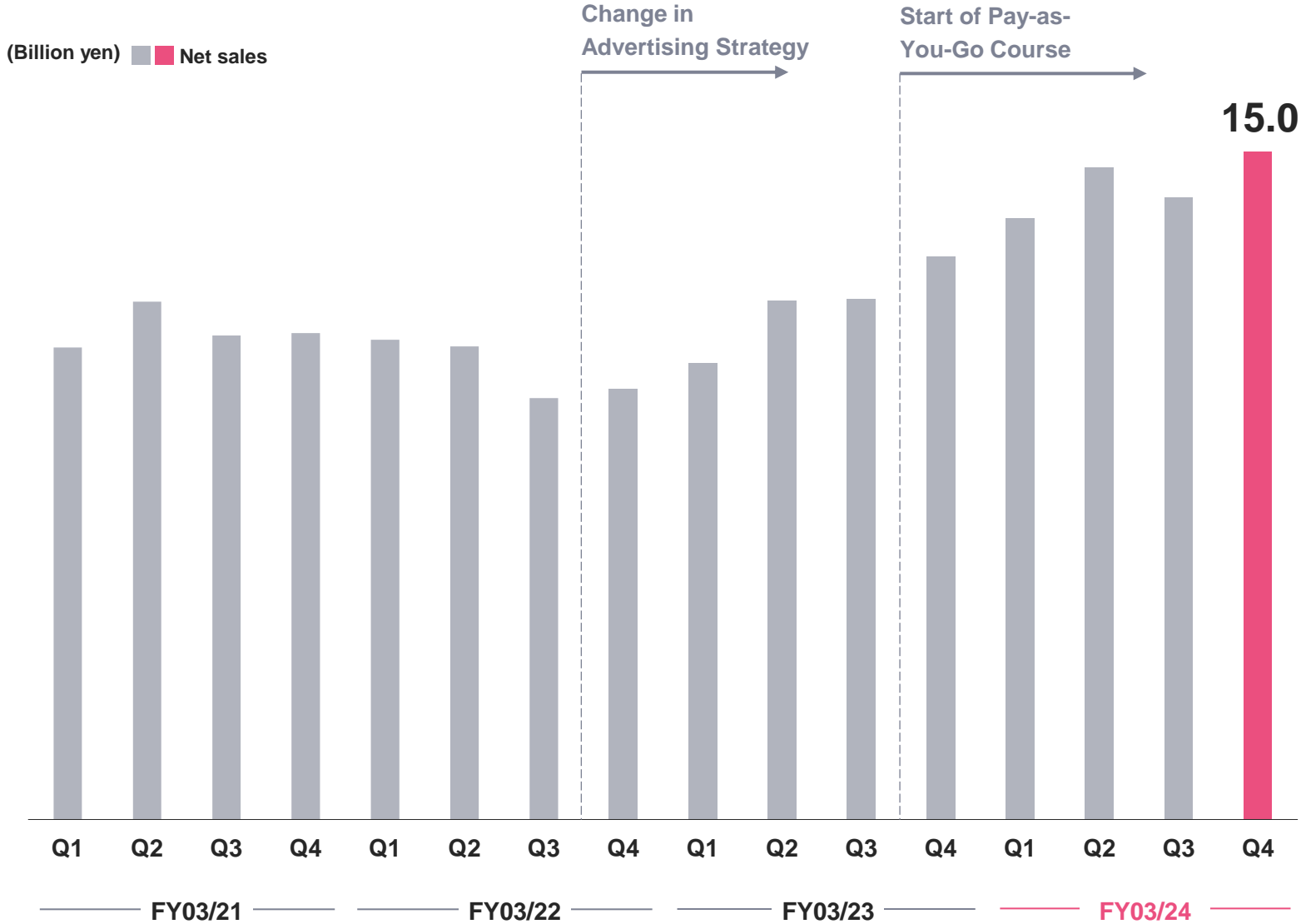
Enterprise Service Management
System integration for major companies

Digital Entertainment Results

Increased activity for pay-as-you-go courses
Hit titles led to increase in sales and profit



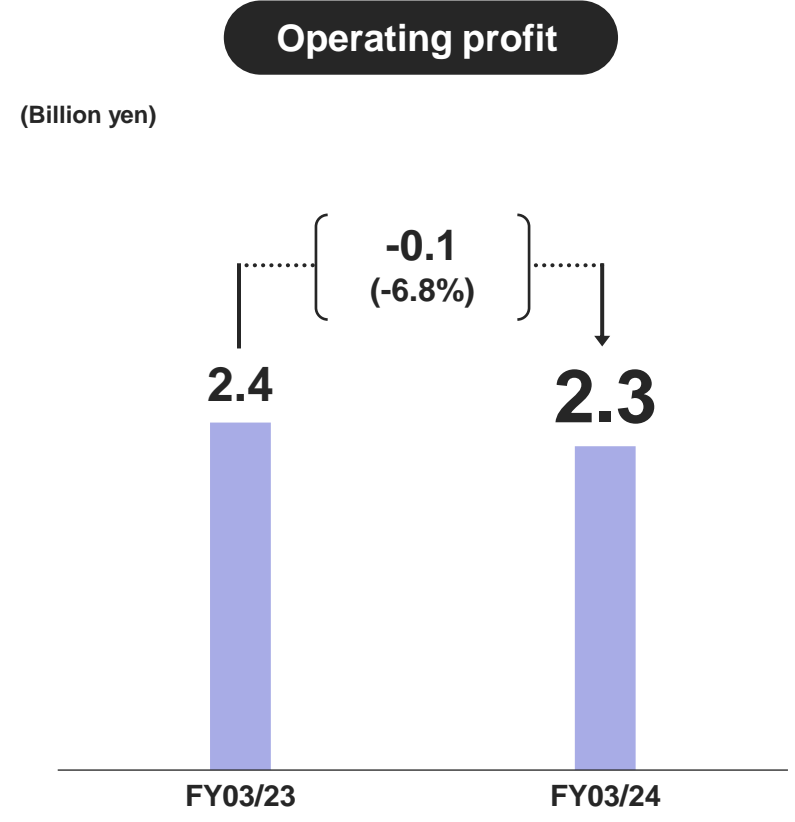
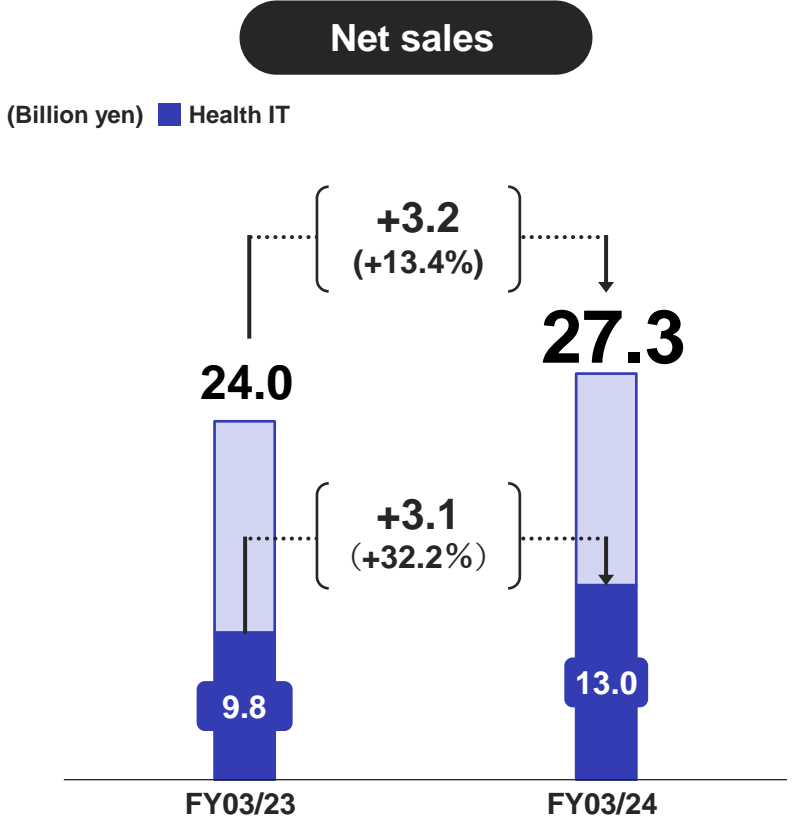
E-Comic Business Results



Progress according to plan;
maintaining growth vector

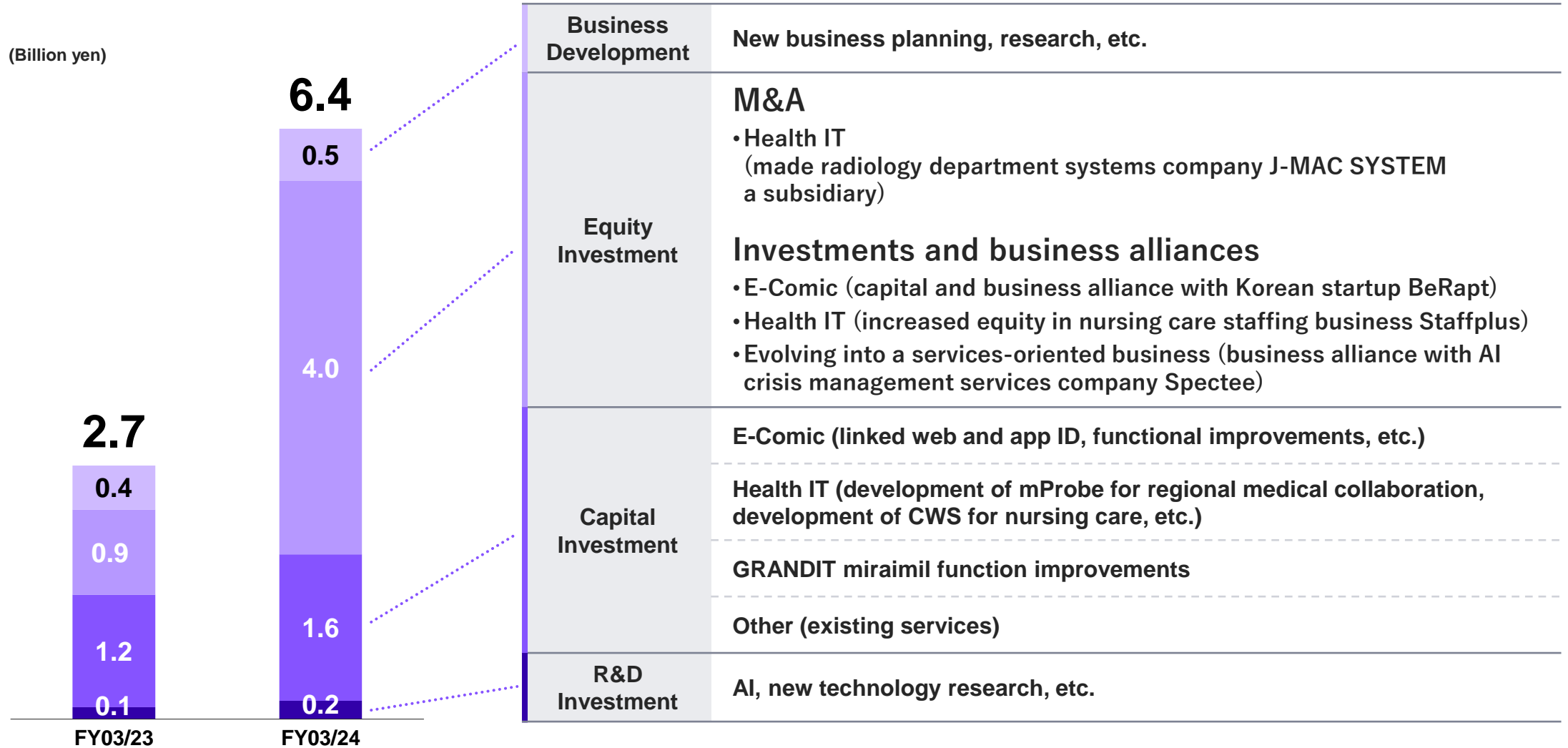
Business Solution Results

Sales increase due to firm performance in products and services for hospitals and M&A
 Decrease in profit due to sales composition differences and up-front investments to create services



Investments

(Billion yen)

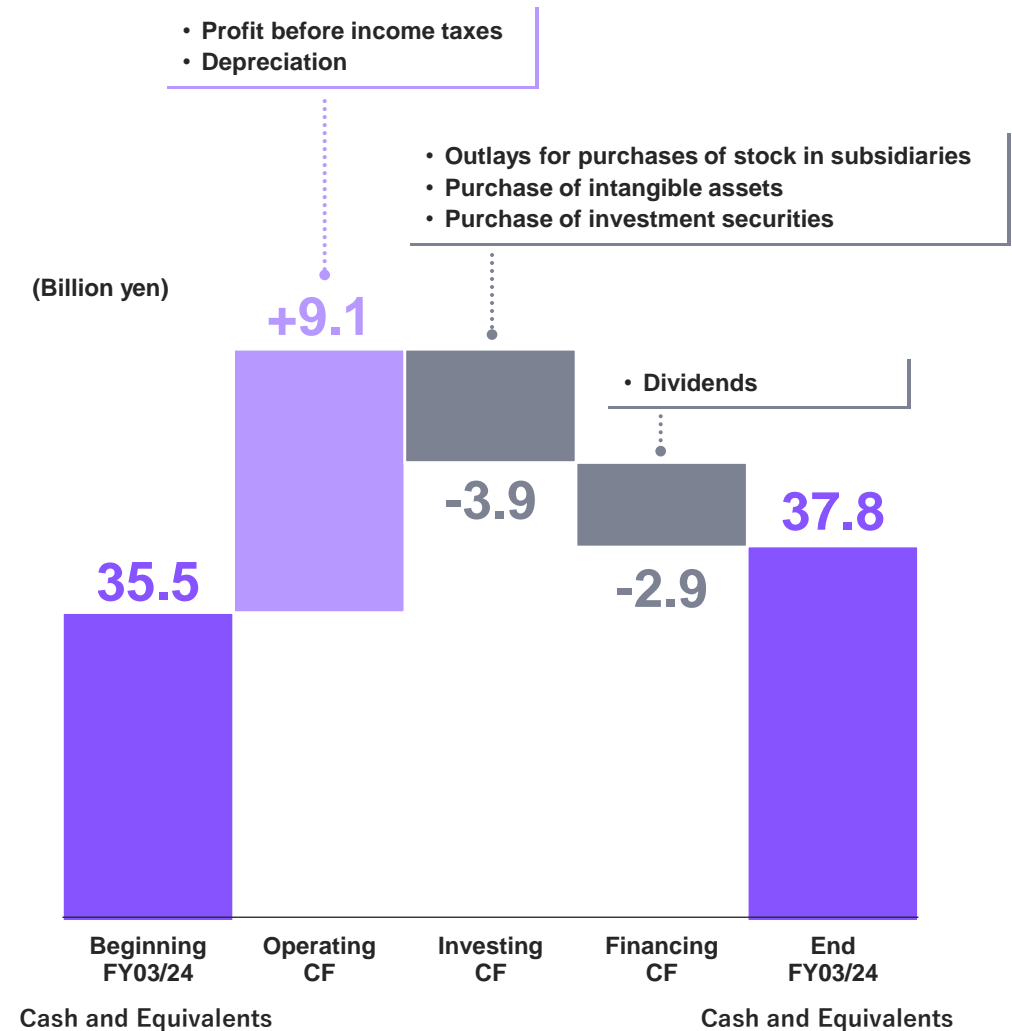


Balance Sheets

(Billion yen)	FY03/23	FY03/24	YoY	Major Change Factors
Current assets	49.1	53.0	+3.8	• Cash and deposits
Fixed assets	11.1	14.3	+3.1	• Investment securities, Goodwill
Total assets	60.2	67.3	+7.0	
Current liabilities	14.6	17.4	+2.7	• Accounts payable – trade, Income taxes payable
Non-current liabilities	0.4	0.7	+0.2	
Total liabilities	15.0	18.1	+3.0	
Total net assets	45.1	49.1	+3.9	• Retained earnings
Total liabilities and net assets	60.2	67.3	+7.0	
Shareholders' equity ratio	74.3%	72.4%	-	

Cash Flows

(Billion yen)	FY03/23	FY03/24	YoY
Operating CF	8.1	9.1	+1.0
Investing CF	(1.2)	(3.9)	-2.7
FCF	6.9	5.2	-1.6
Financing CF	(3.0)	(2.9)	+0.1
Effects of exchange rate changes on cash and cash equivalents	0.0	0.0	-0.0
Change in cash and cash equivalents	3.8	2.3	-1.5
Cash and cash equivalents, beginning of period	31.7	35.5	+3.8
Cash and cash equivalents, end of quarter	35.5	37.8	+2.3



The slide features a white background with several light gray, rounded, diagonal shapes. A central horizontal band is split into a purple-to-pink gradient. The text "Earnings Forecast for FY03/25" is centered in white. There are also decorative icons: a red asterisk in the top left, a blue circle in the top center, and a blue asterisk in the bottom right.

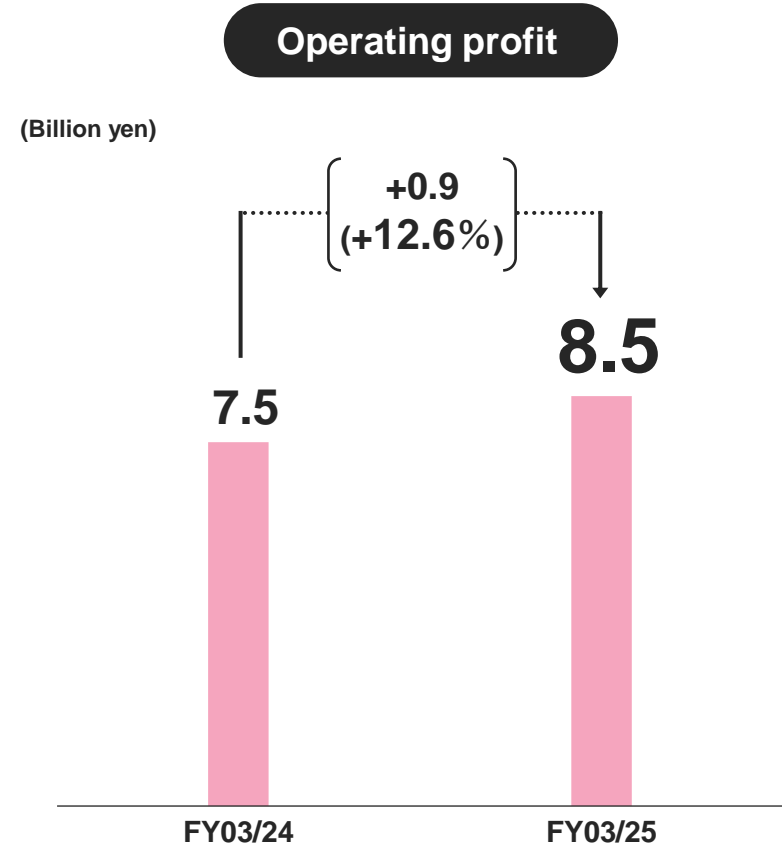
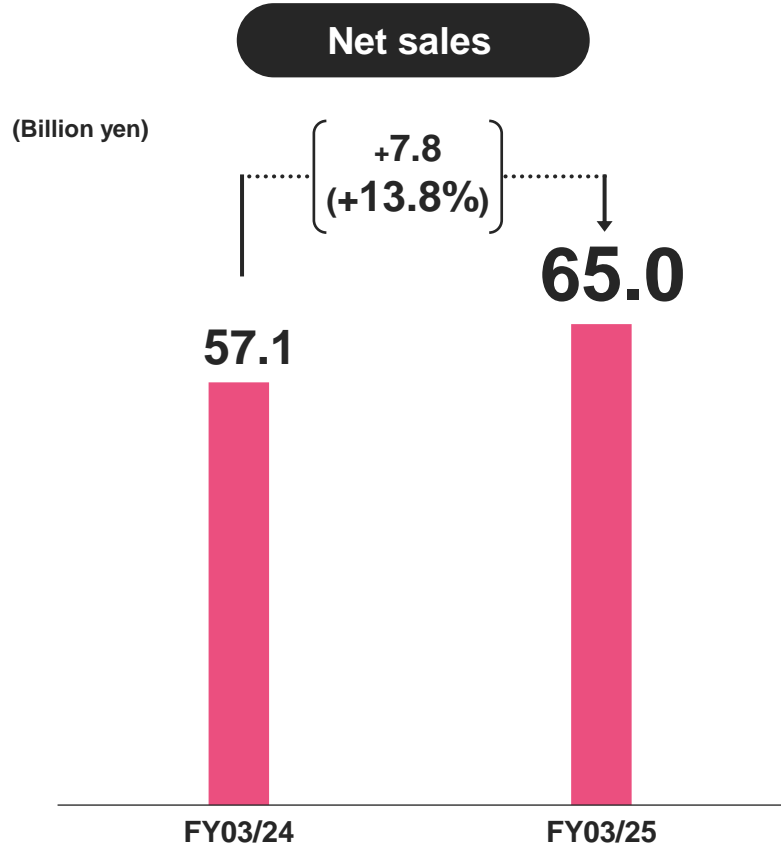
Earnings Forecast for FY03/25

Earnings Forecast for FY03/25

(Billion yen)	FY03/24 Results			FY03/25 Forecast			Difference	
	1H	2H	FY	1H	2H	FY	Change	%
Net sales	40.0	44.4	84.4	44.5	49.5	94.0	+9.5	+11.3%
Operating profit (Operating margin)	4.1 (10.4%)	5.6 (12.6%)	9.7 (11.6%)	4.3 (9.7%)	6.7 (13.5%)	11.0 (11.7%)	+1.2	+12.4%
EBITDA	4.7	6.3	11.0	5.1	7.5	12.6	+1.5	+13.6%
Ordinary profit	4.2	5.6	9.8	4.3	6.7	11.0	+1.1	+11.2%
Profit attributable to owners of the parent	2.8	3.7	6.6	2.9	4.4	7.3	+0.6	+10.4%
Net income per share (yen)	120.50			133.09			+12.59	+10.4%
ROE	14.1%			14.3%			+0.1pt	-

Digital Entertainment Earnings Forecast

Aim for continued double-digit growth outperforming market forecasts

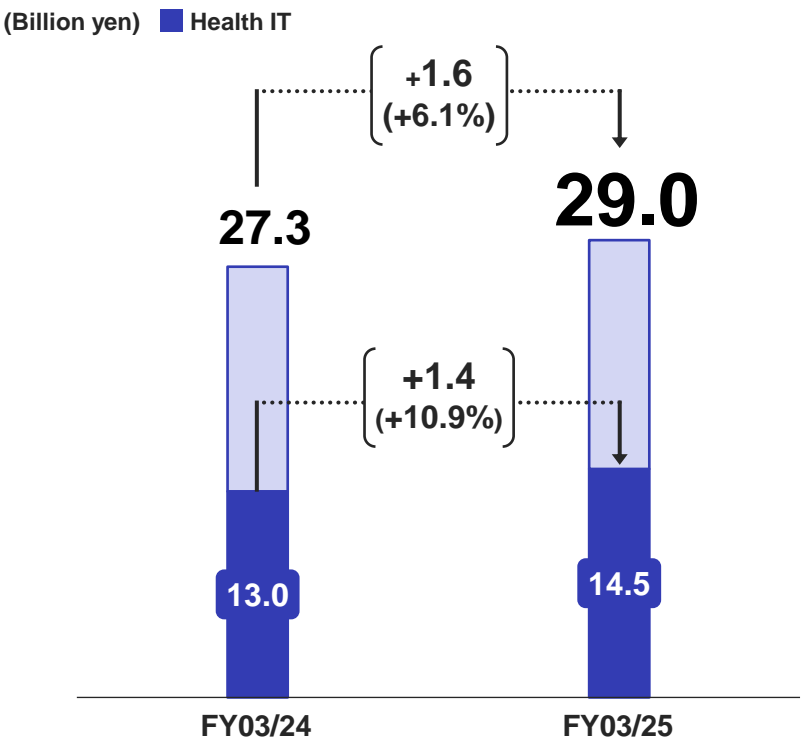


(Reference) Market forecast for the fiscal year 2024: YoY increase of +7.0%
Source: Impress Corporation E-book Business Research Report 2023

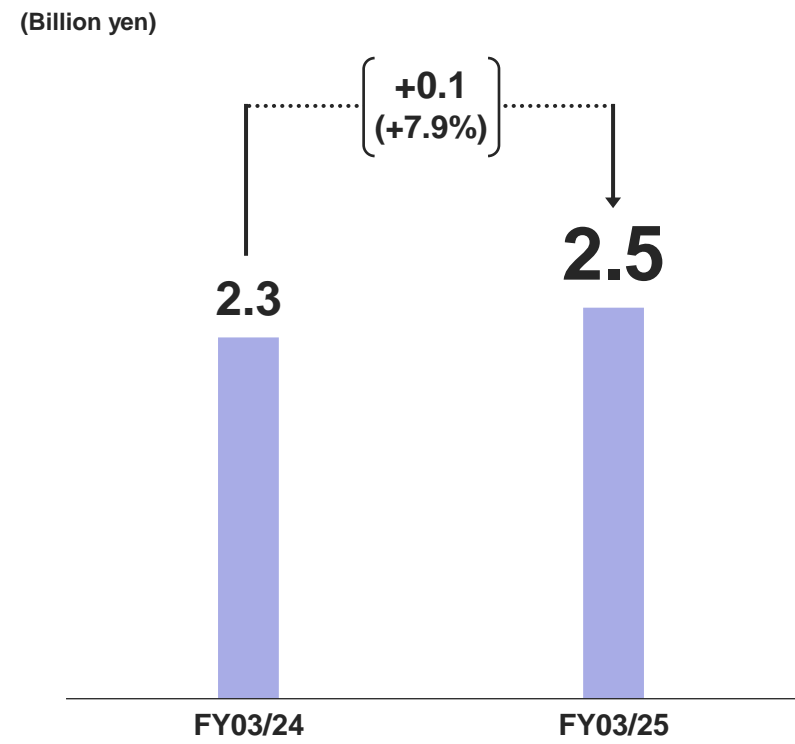
Business Solution Earnings Forecast

Steady growth, mainly in Health IT

Net sales

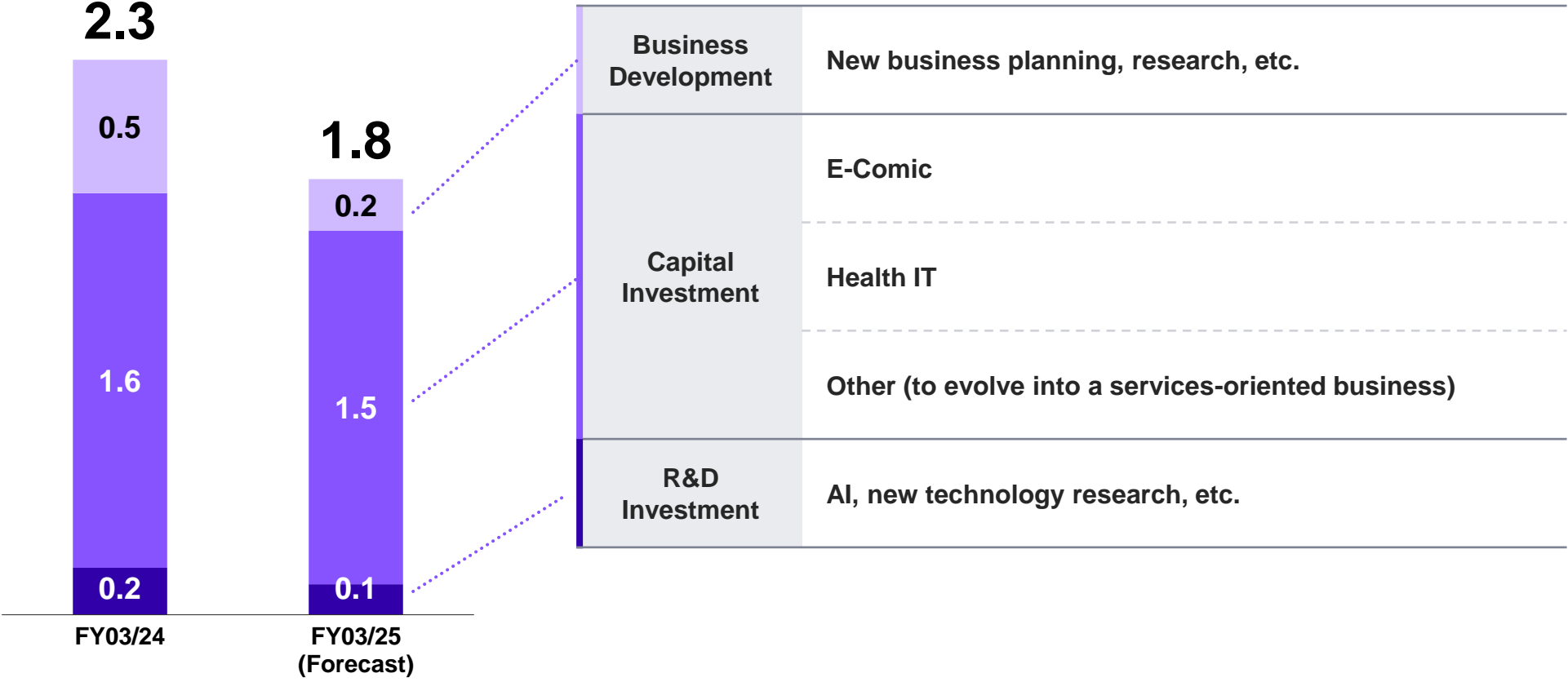


Operating profit



Investment Plan

(Billion yen)



Shareholder Returns

Dividends

Strive for stable dividends and aim to maintain a dividend payout ratio of 30%

FY03/25 Forecast

Annual Dividends Per Share

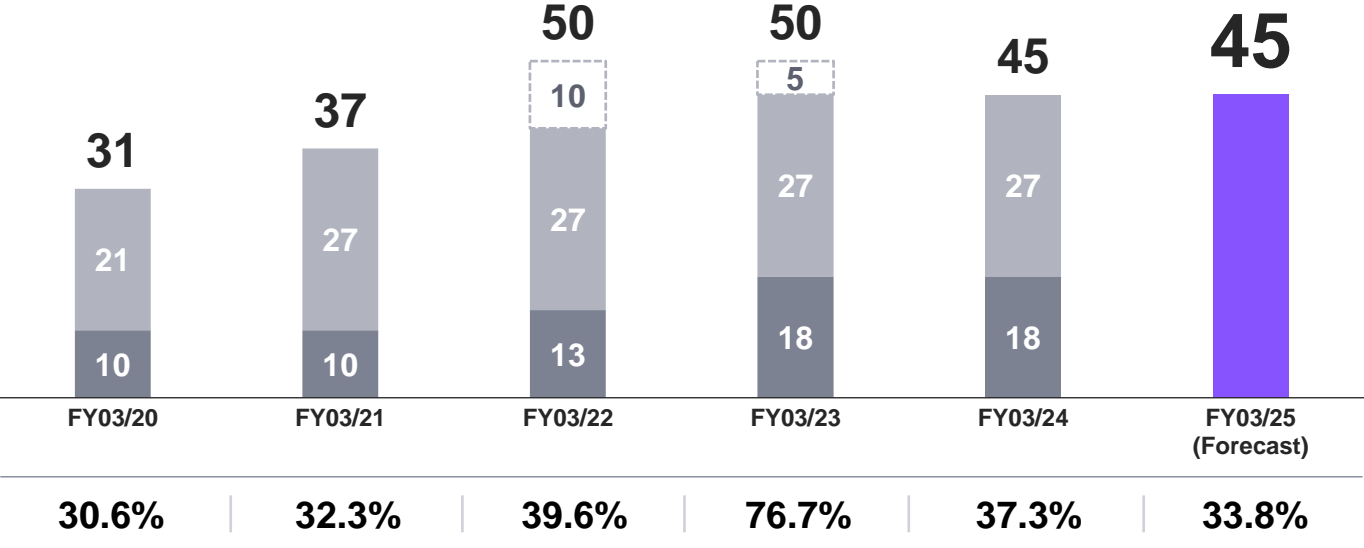
¥45

Dividend payout ratio

33.8%

Annual Dividends Per Share

(Yen) ■ Interim ■ Year-End □ Commemorative Dividend



Shareholder Benefits

We plan to provide shareholder benefits to shareholders owning at least one trading unit per the register of shareholders as of September 30, 2024

Initiatives in Key Businesses

E-comic

E-Comic Initiatives

1 Profitable Growth in the Domestic Distribution Business

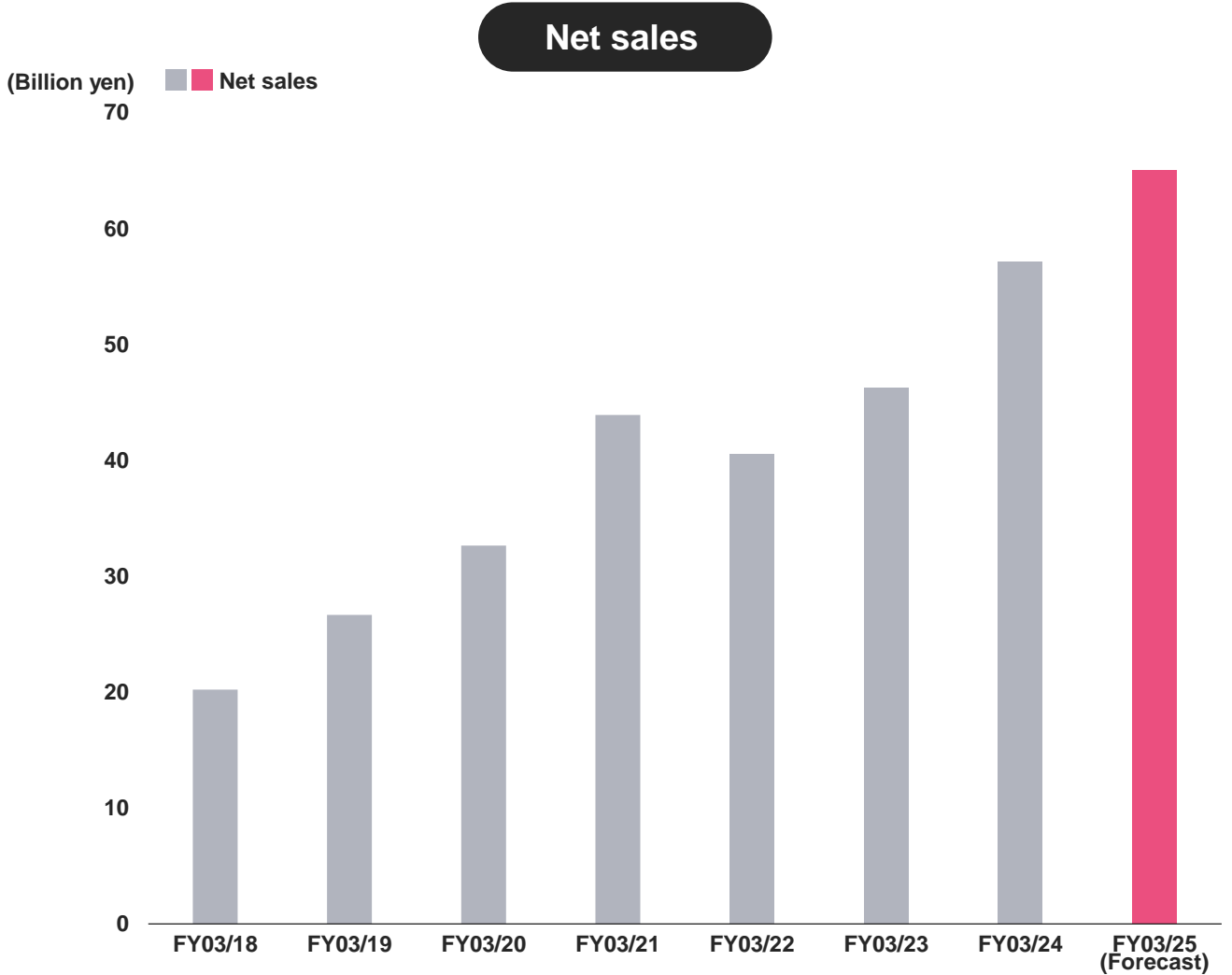
- Increase customer satisfaction through improved UX
- Encourage pay-as-you-go member service usage
- Strengthen content through a diverse range of titles

2 Market Growth (Overseas Expansion)

- Strengthen content of Peanutoon business in Korea
- Put U.S. distribution business on growth trajectory

3 Business Field Expansion

- IP development
- Investigate opportunities (M&A, etc.) in adjacent sectors



E-Comic Initiatives

1 Profitable growth in the domestic distribution business

- Increase customer satisfaction through improved UX

- Increase usage further through improved UX (page support, web/app linkage, etc.) for encourage retention and usage.

Page Support (Reading Methods)

Link Web/App



E-Comic Initiatives

1 Profitable growth in the domestic distribution business

- Encourage pay-as-you-go member service usage
 - Encourage pay-as-you-go members to use site, capturing follow-on purchases


Encourage Site Visits

Quest Function

Encourage return visits through incentives

Push Policy

Push works and giveaways on LINE and in newsletters



Foster Habitual Site Visits

Gift Certificate Function


Use free daily serialized titles to encourage visits

Expand selection of free daily serialized titles

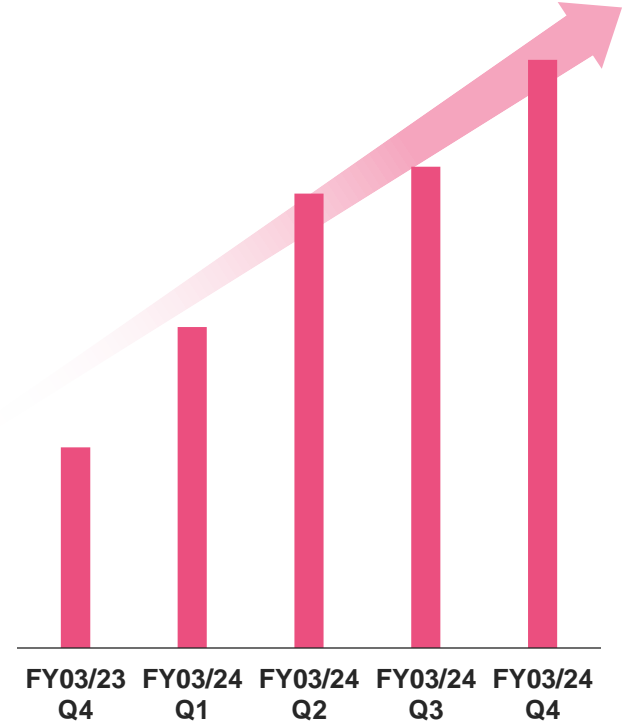
Foster habitual use of services

Points for site visits

Incentives for site visits



Mecha Comic Pay-As-You-Go Membership Sales



E-Comic Initiatives

1 Profitable growth in the domestic distribution business

- Extensive lineup of differentiated content

Romance



Original First-Run

Itsuwari no Ai
Keita Kanamori / Riko Ueno

2 Yrs.

Mecha Comic Annual Ranking **No.1 Overall**



Original First-Run

Migawari no Kekkon
Reigu Sareta Imouto wa Amai Jouai wo Ukeru
Kiki Harumura

Mecha Comic Annual Ranking **No.5 Overall**



Original

Konya, Uchi ni Oide.
Reitetsu Joushi no Risei ga Toketara
Imeri Tsubakino

Mecha Comic Annual Ranking **No.4 Overall**



Original

Giso Kareshi ni Ai Sarete Shimaimashita
Ruko Miyama

Fantasy



Webtoon

Oak no Ki no Shita
Seomal namu P Kim Suji

Record-Breaking Month
10M Downloads
Distributed Across 170 Countries



Original

Fukushuu wa Rikon no Ato de
TP/Tae Suzushiro

Mecha Comic Annual Ranking **No.10 Overall**

Historical



Original

Oboro no Hanayome
Karisome no Konyaku ha, Aoku, Amaku
Taki Inase/Michifumu

Mecha Comic Annual Ranking **No.7 Overall**

Mystery



Original

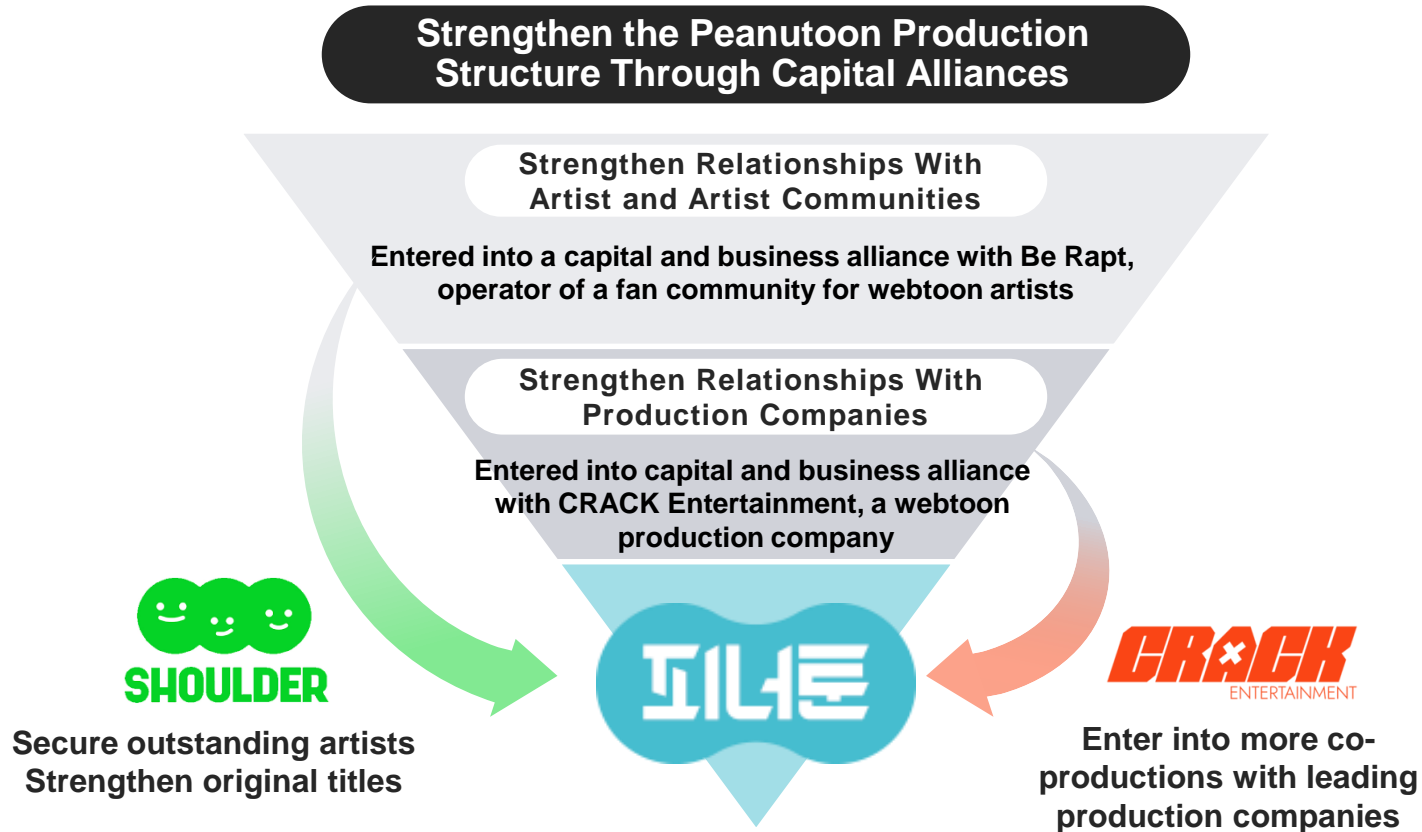
Kokumin Botan
Daishiro Suzuki
Fuuka Kusunoki

E-Comic Initiatives

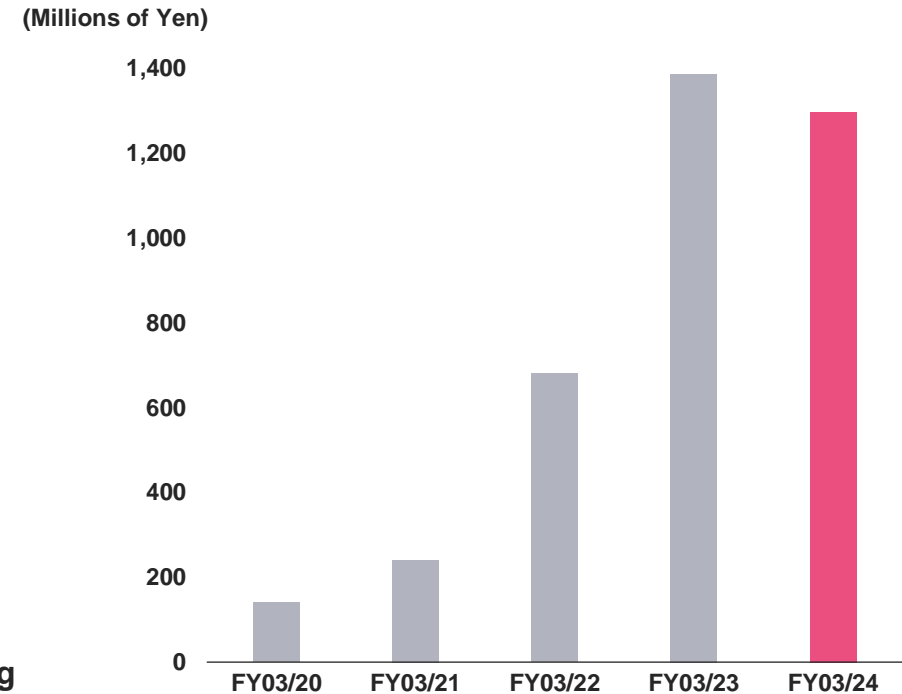
2 Market Growth (Overseas Expansion)

● Strengthen content of Peanutoon business in Korea

- Intensifying competition for content in the Korean market
- Decrease in sales year on year due to lack of hit titles
- Recover growth trajectory through original titles and improved advertising effectiveness



Overseas Business Sales



E-Comic Initiatives

3 Business Field Expansion

- **Locate and nurture artists (Mecha Comic Creators) No. of registered artists 1,300**
 - Search for aspiring manga artists to debut on Mecha Comic and provide support to locate and nurture these artists

Joint planning

A variety of monthly contests, inviting a wide range of artwork submissions

24 times/year



Publishing

Easily submit work from PC, smartphone, or tablet

1,312 works/year



Selection

Selections made by Amutus Corporation editorial department. Selected works supported by our company, aiming for an eventual debut.

Total 2,733 works



Debut

Became a paid serialized artists within Mecha Comic

- Debut works: 11 in preparation for debut



15 Works Debut

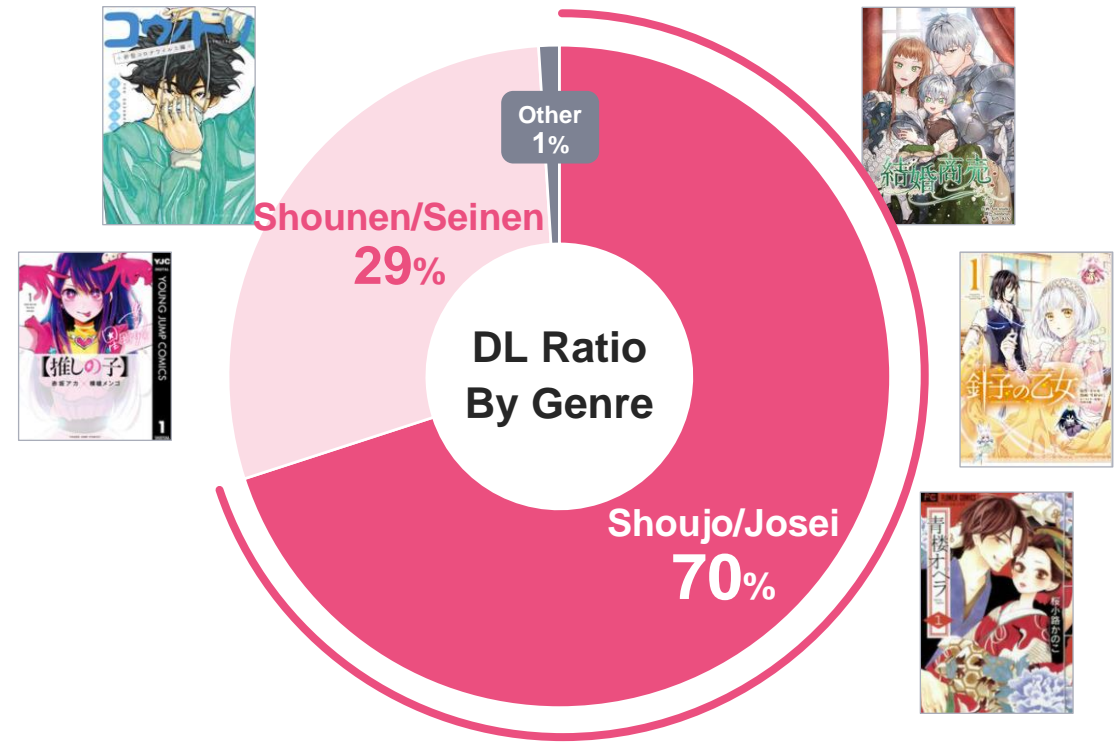
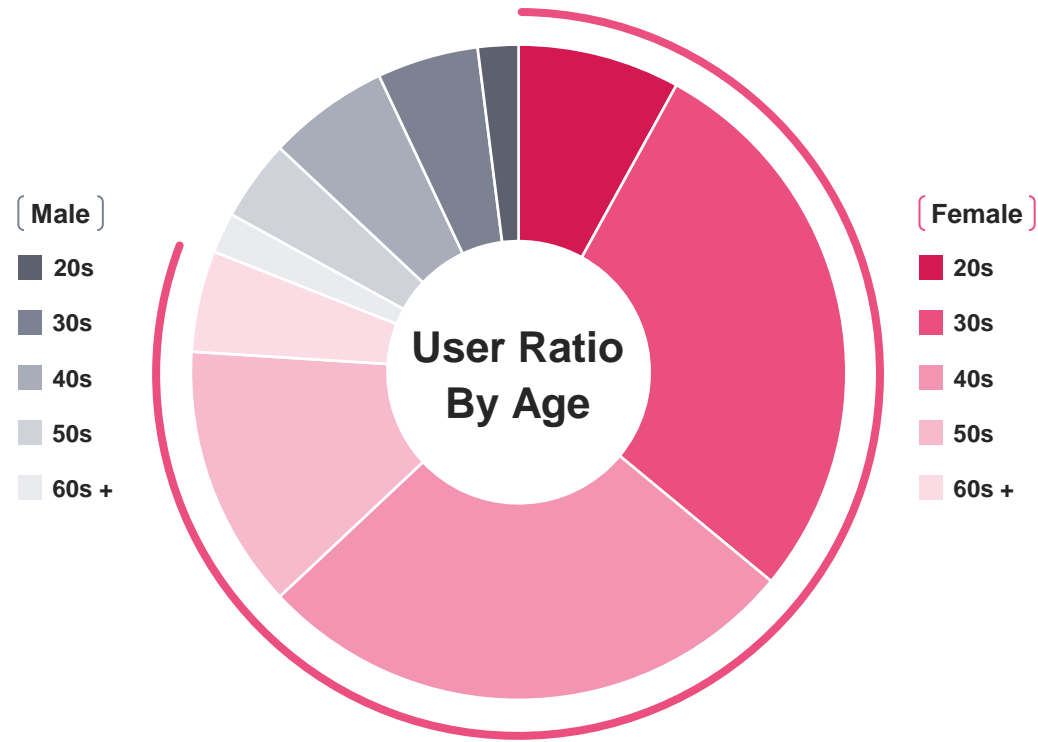


Mecha Comic

User Attributes

Male:Female = 2:8 Mainly Women Aged 30s to 40s

General comics at 70%



*Total for web services only (excluding apps)

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Initiatives in Key Businesses

Health IT

Health IT Initiatives

1 Business for large-scale hospitals

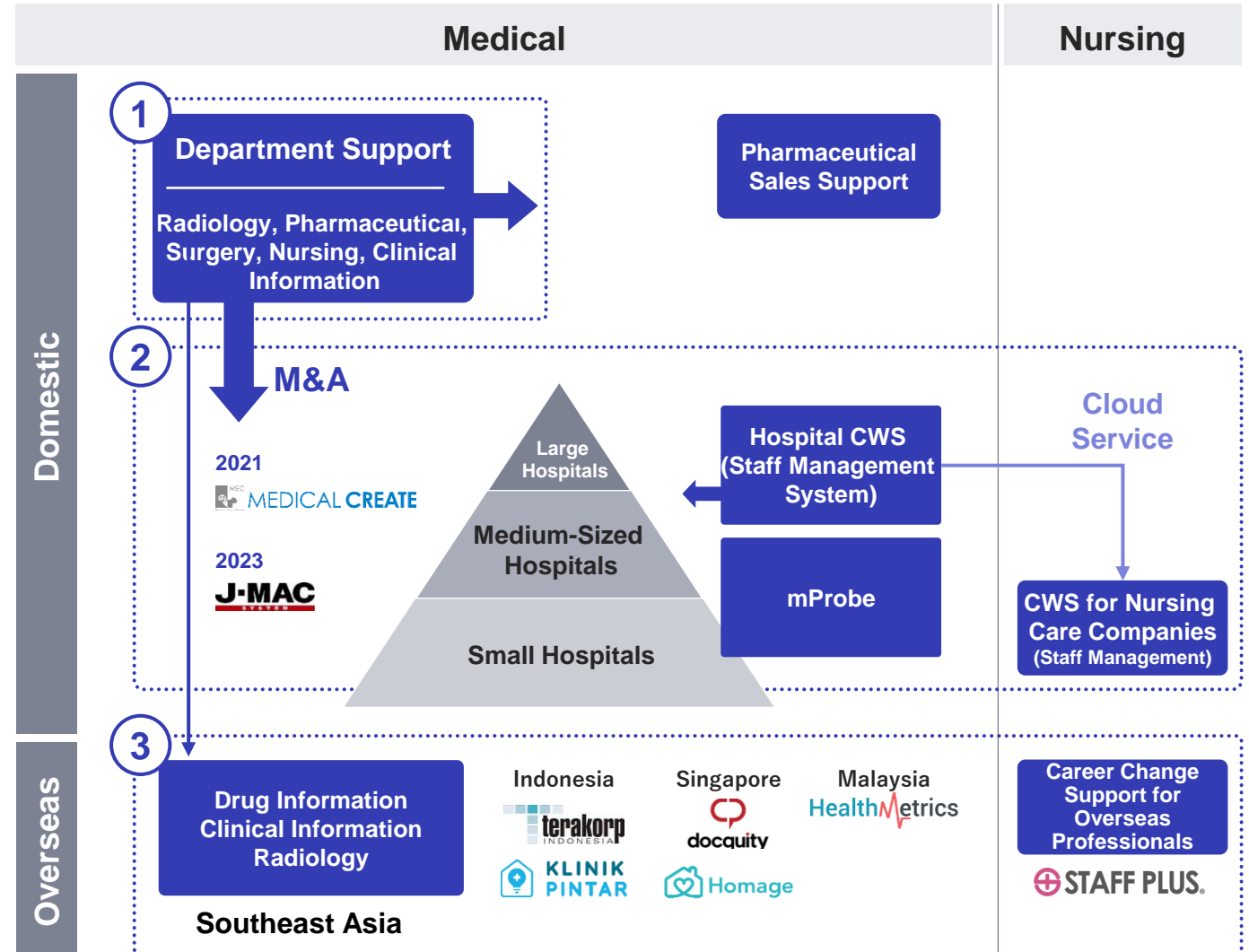
- Smooth rollout to new version of radiology system
- AI-based support functions included standard in products

2 New businesses for hospitals

- Extend on a group-wide basis into products and services for small- and medium-sized hospitals
- Bolster Care Staff Management (CWS) for physician work-style reform
- New service: *mProbe* cloud for regional medical collaboration

3 Overseas expansion

- Expand the number of foreign national nursing care workers
- Advance Asia Healthcare Project



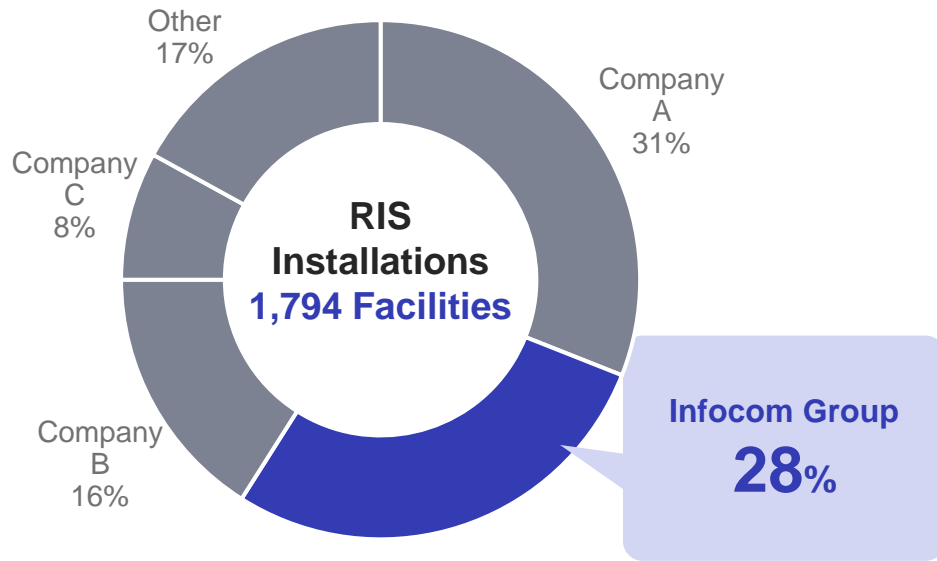
Health IT Initiatives

1 Business for large-scale hospitals

2 New businesses for hospitals

- Extend market share through three-party collaboration with Infocom, J-MAC SYSTEM, and Medical Create
- Began shipping Ver. 10 of our cloud-based radiology information system
- Planning to provide AI functions as a standard feature in Image Inspection System in July 2024

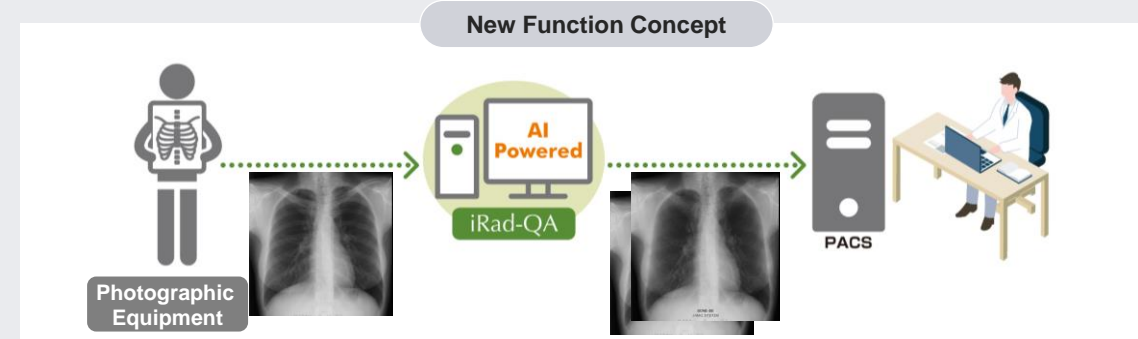
Infocom Group Radiology Information System Market Share



*Source: 2023 Edition: Future Outlook of the Medical Information Systems (EMR/HER) Market, Yano Research Institute

Image Inspection System (iRad-QA)

- Support doctor's radiographic image interpretation of chest radiography images using AI processing



Automated image processing to reduce ribcage shadows

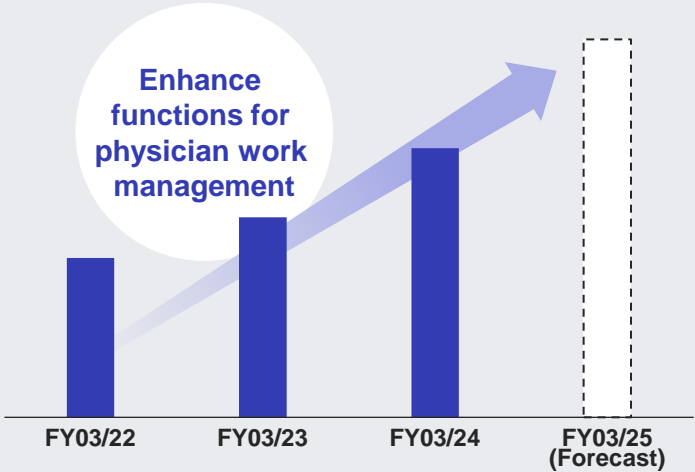
- Automated AI measurement of the maximum heart and rib cage width to calculate the cardiothoracic ratio (CTR)
- Future functional enhancements planned

- Expand services to meet the needs of hospitals and provide of new services to meet the needs of regional hospital collaboration

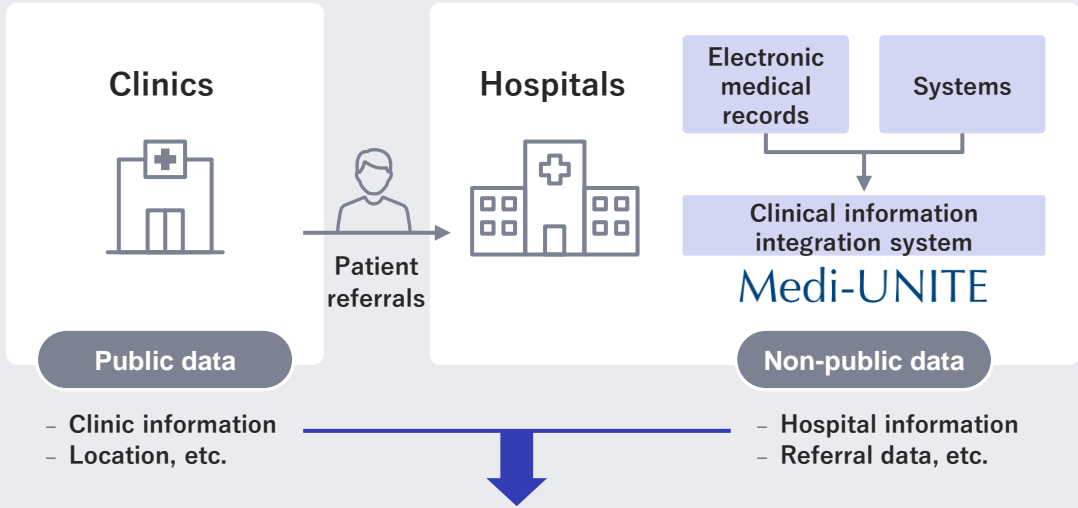
Grow Sales Care Staff Management (CWS) System

- Apply functions for shift management and staff management systems to work management for physicians
- Market expansion triggered by physician work-style reform

Employment Management System Sales



Launch of mProbe cloud for regional medical collaboration



Help hospitals solve management issues

- Improve hospital profitability
- Improve bed occupancy rate
- Provide appropriate medical care to patients

Health IT Initiatives

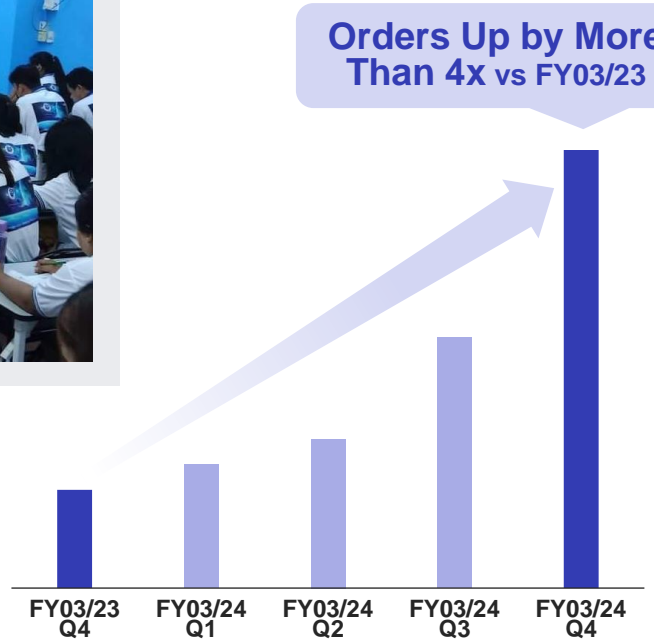
3 Overseas expansion

Expand Foreign National Nursing Care Staffing Service

- Growth of Staffplus foreign national nursing care staffing business
- Staffing of highly qualified and educated nursing care workers from overseas and detailed online training and lifestyle support services

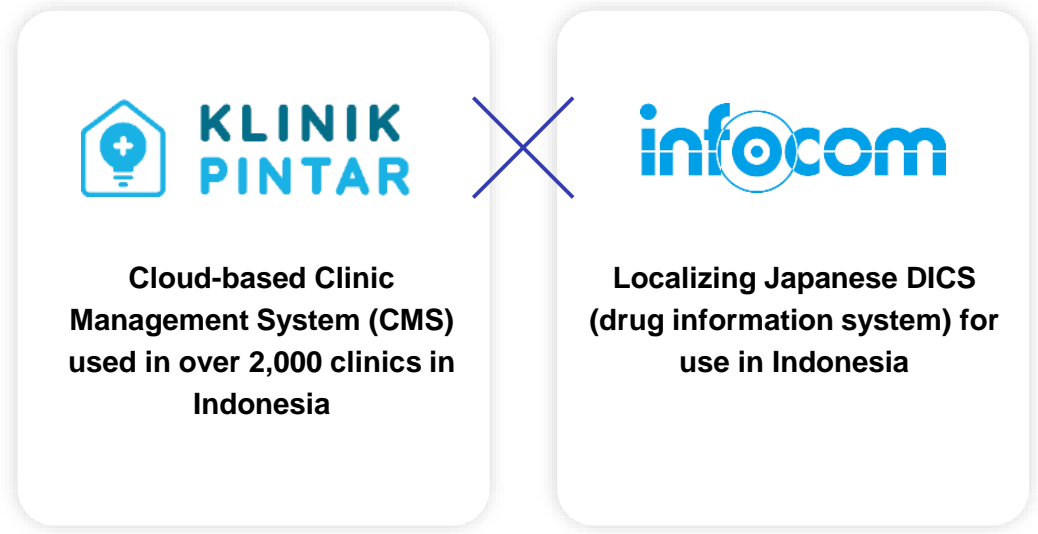


No. of Specified Skilled Foreign Nursing Care Workers and Cumulative Orders Received



Advance Asia Healthcare Project

- Focus on Indonesia, which is advancing digital medicine as a national strategy
- Cooperated with local partners to launch sales of a medical imaging system followed by a drug information system



The Klink Pintar CMS incorporates our drug information system, used in over 500 clinics

Becoming a services company that delivers new value through the co-creation of ICT and real-world businesses

Contact

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