

# **Earnings Results Briefing for FY2025 Q3 and Company Information**

August 5, 2025      Securities Code:3939

株式会社 カナミックネットワーク  
**KANAMIC NETWORK**









# 1. Group Strengths and Performance Overview



KANAMIC NETWORK

# 1-1. Our Business Component (3 Main Business)

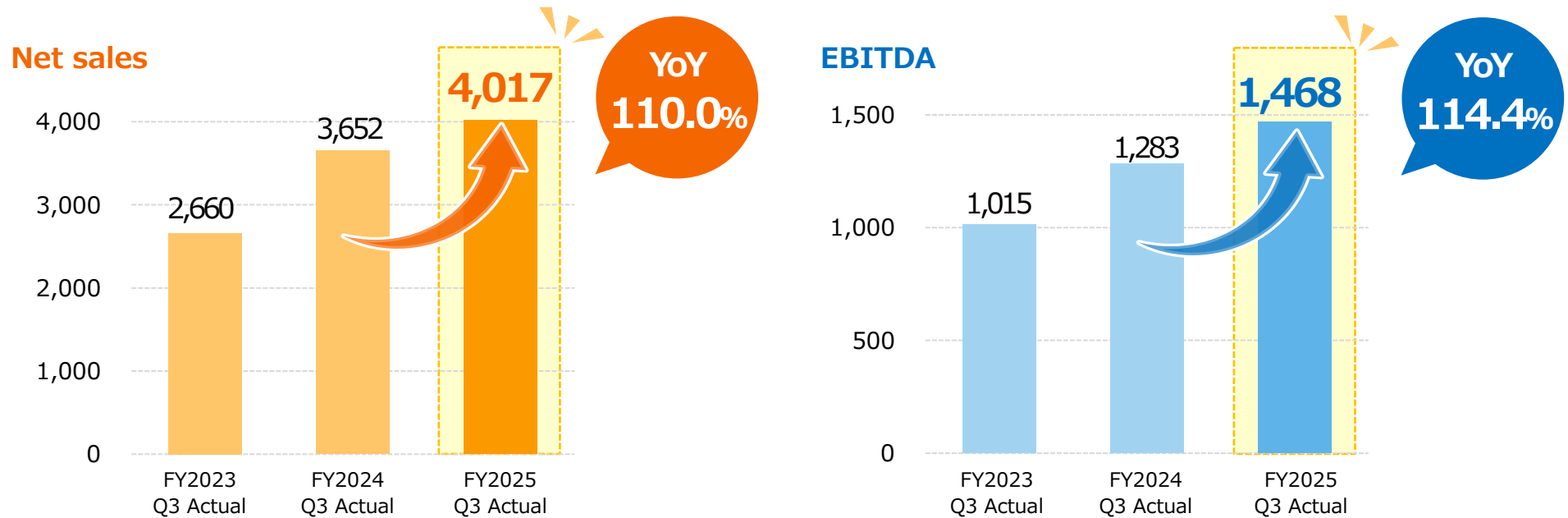
Our three main businesses are solution services for social issues in Japan.

Business Field	1	2	3
	For <b>Super-aging Society</b> (declining birthrate and aging population)	For <b>Extending Healthy Lifespan</b> (The 100-year life)	For <b>Startups DX support overseas expansion</b> (Creation of new business)
	Our Group 	 KANAMIC NETWORK  KANAMIC NETWORK 康纳美克(大连)科技有限公司	 
	Services 	<ul style="list-style-type: none"><li>• Fitness gym (Designated exercise therapy facility)</li><li>• Body care</li><li>• Health-making App</li></ul>	<ul style="list-style-type: none"><li>• OEM/ODM services for original web-system</li><li>• OEM/ODM services for embedded Ruby system (software and hardware)</li><li>• ERP implementation consulting</li></ul>
Clientele	<div><div>toG</div><div>toB</div></div> <ul style="list-style-type: none"><li>• Municipality</li><li>• Medical Association</li><li>• Medical Corporation</li><li>• Care Provider</li></ul>	<div>toC</div> <ul style="list-style-type: none"><li>• Individual</li></ul>	<div>toB</div> <ul style="list-style-type: none"><li>• Enterprise Company</li><li>• Mega-ventures</li><li>• Unicorn Company</li><li>• Startups</li></ul>



# 1-2. FY2025 Q3 Consolidated Results

**Net sales YoY 110.0%**  
**Achieved increased revenue and profit of EBITDA 114.4%**



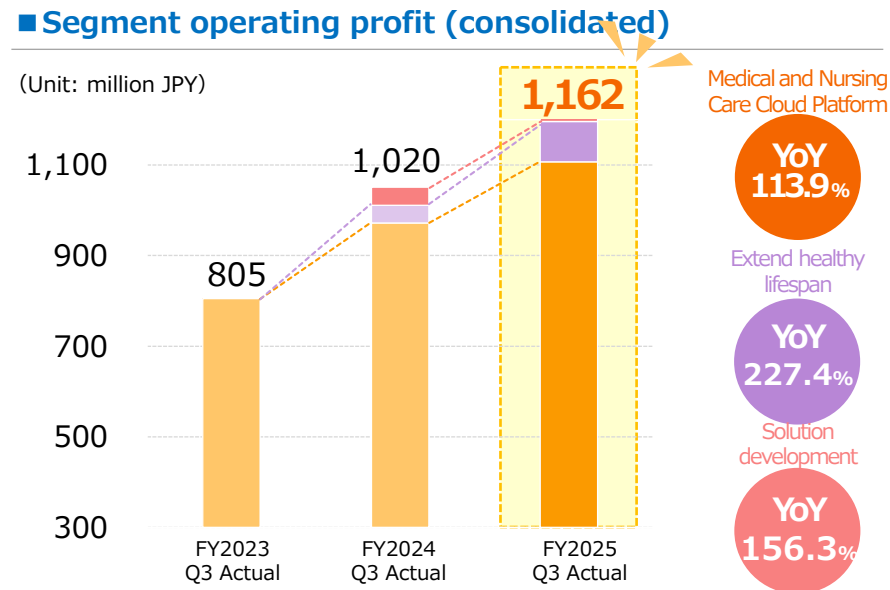
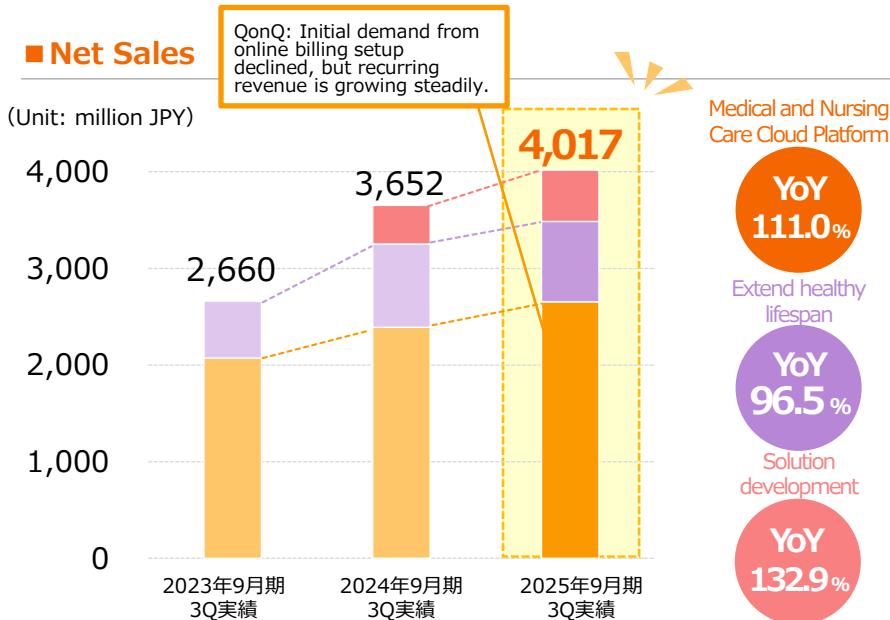
	FY2023 Q3	FY2024 Q3	FY2025 Q3		Difference
	Actual	Actual	Actual	Ratio (%)	YoY (%)
Net sales	2,660	3,652	4,017	100.0%	110.0%
EBITDA	1,015	1,283	1,468	36.6%	114.4%
Operating Profit	805	1,020	1,162	28.9%	113.9%
Ordinary Profit	814	1,026	1,162	28.9%	113.3%
Net income	553	699	797	19.8%	114.0%
Earnings Per Share	11.66	14.74	16.80		






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

(Unit: million JPY)

# 1-3. FY2025 Q3 Segment Information

The World Management was added to the Solutions Development segment this fiscal year, contributing to the segment.

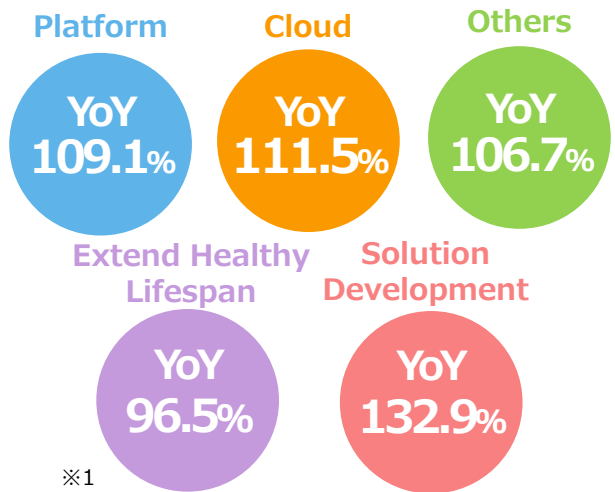


Segment		Net sales and segment profit	FY2023 Q3 Actual	FY2024 Q3 Actual	FY2025 Q3 Actual	YoY (%)
 KANAMIC NETWORK  KANAMIC NETWORK 康纳美克(大连)科技有限公司	Medical and Nursing Care Cloud Platform	Net sales	2,072	2,390	2,653	111.0%
		Operating profit	846	972	1,107	113.9%
 URBAN FIT24	Extend Healthy Lifespan	Net sales	588	862	832	96.5%
		Operating profit	-35	39	89	227.4%
 Ruby DEVELOPMENT  THE WORLD MANAGEMENT	Solution Development	Net sales	—	399	531	132.9%
		Operating profit	—	40	62	156.3%
Total (※)		Net sales (consolidated)	2,660	3,652	4,017	110.0%
		Operating profit (consolidated)	805	1,020	1,162	113.9%

※Consolidated operating profit is the adjusted total of each segment's profit after deducting inter-segment transactions and amortization of goodwill. (Unit: million JPY)

# 1-4. FY2025 Q3 Consolidated Results by Service

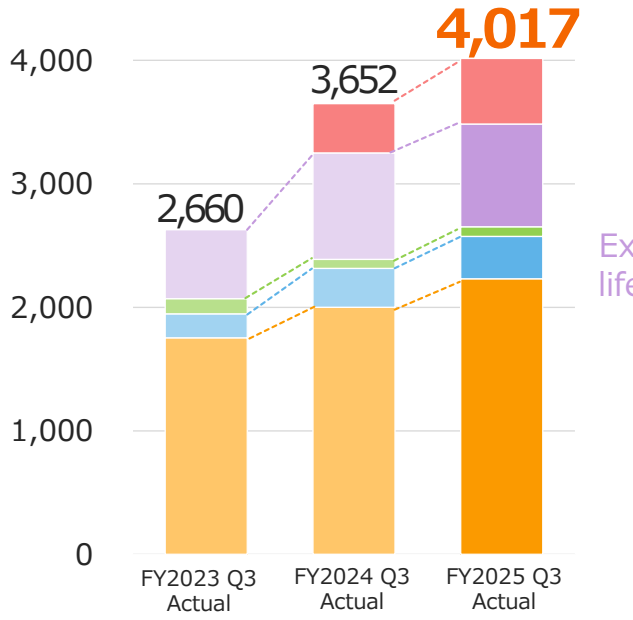
■ YoY (actual sales)



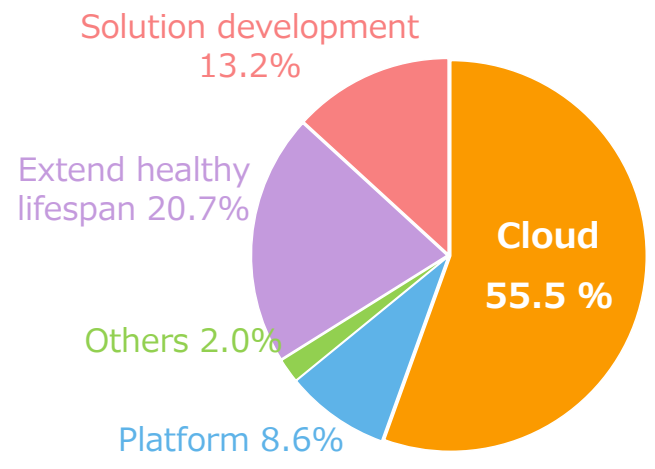
※1

※1 Due to delays in the opening of franchise stores

■ Actual Sales



■ Ratio (actual sales)

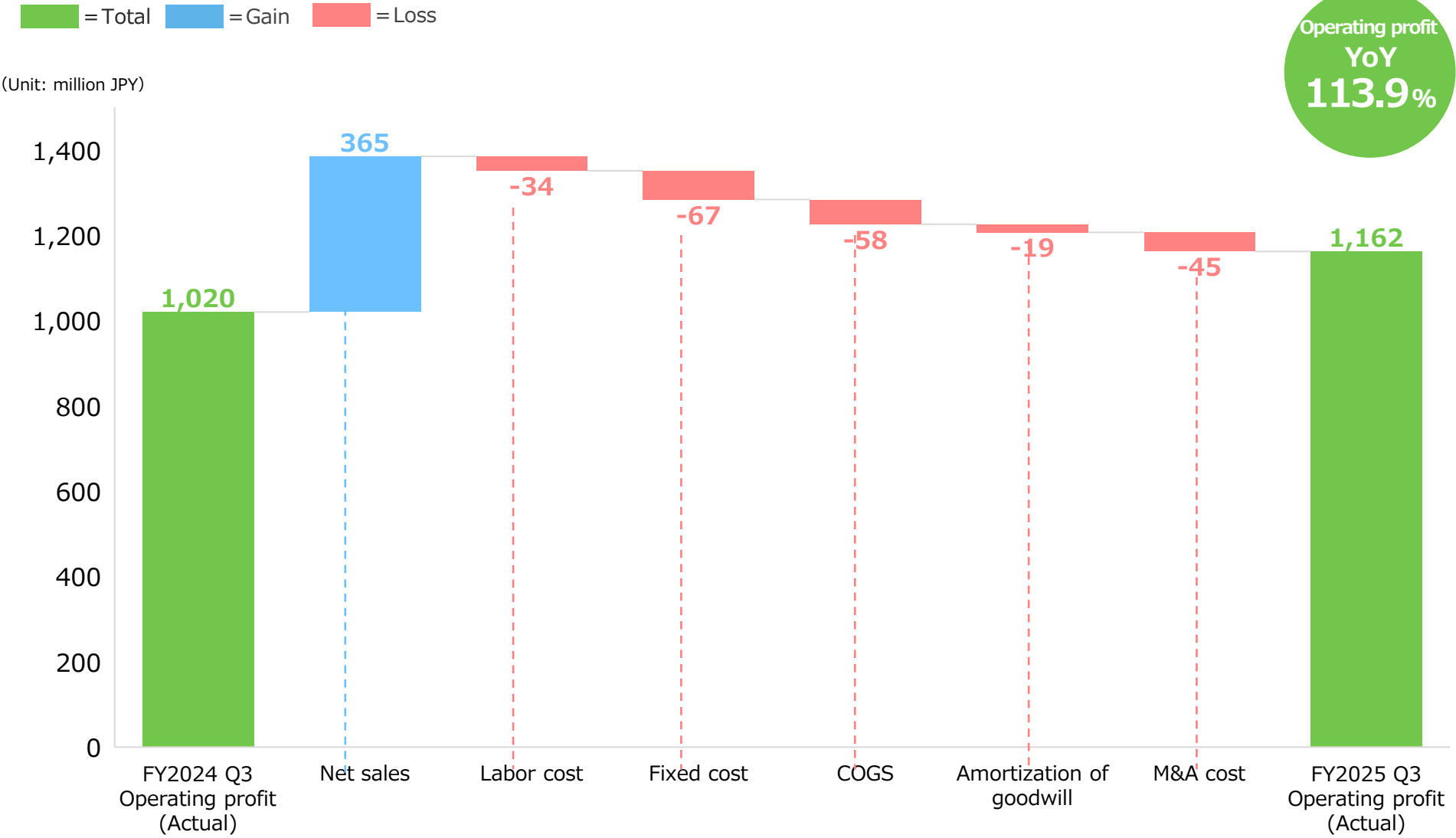


(Unit: million JPY)

Segment	Service	FY2023 Q3	FY2024 Q3	FY2025 Q3		YoY Change	
		Actual Sales	Actual Sales	Actual Sales	Ratio (%)	Amount	YoY (%)
KANAMIC NETWORK KANAMIC NETWORK 康纳美克(大连)科技有限公司	Cloud	1,753	2,000	2,231	55.5	230	111.5
	Platform	194	315	343	8.6	28	109.1
	Others	123	73	78	2.0	4	106.7
URBAN FIT24	Extend healthy lifespan	588	862	832	20.7	-30	96.5
Ruby THE WORLD MANAGEMENT	Solution development	-	399	531	13.2	131	132.9
Total		2,660	3,652	4,017	100.0	365	110.0

# 1-5. Operating Profit Changes

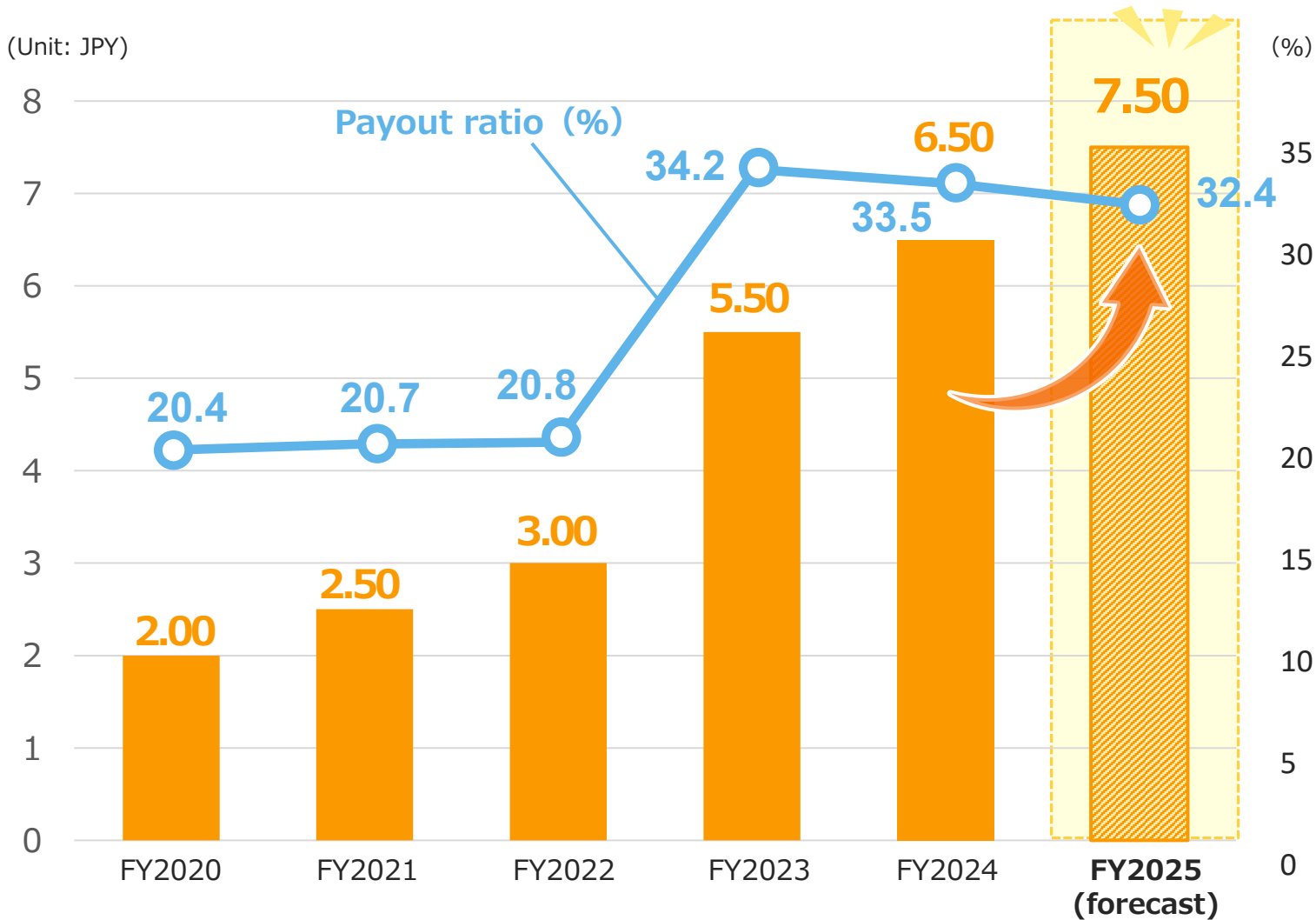
Despite the significant impact of M&A expenses, steady progress was achieved compared to the same period last year.



# 1-6. Dividends

Starting from FY2023, the dividend payout ratio standard was changed to over 30%, and dividends are expected to increase for the FY2025.

## ■ Dividend





# 1-7. Dividends

**Starting from the Fiscal Year ending September 2023 (23<sup>rd</sup> term),  
in addition to the existing lottery-based benefits,  
all shareholders will receive a coupon for Urban Fit 24.**

In addition to the existing lottery-based benefits, (JCB gift cards as described below), we have started to offer experience tickets for all shareholders to use at Urban Fit facilities.

**JCB cards will be awarded by lottery to shareholders who meet the conditions.**

①

Shareholders holding 100 shares or more as of the shareholder registry on September 30th of each year.  
JCB gift cards worth **200,000JPY** will be given to **10** lucky winners by lottery.

②

Continuously held more than 100 shares for over a year from the most recent year-end shareholder register.  
For shareholders listed three or more times consecutively with the same shareholder number on the (year-end or interim shareholder register)  
JCB gift cards worth **200,000JPY** will be given to **3** lucky winners by lottery.

The lottery will be impartially conducted at a lottery event in the presence of the company's shareholder registry administrator Mitsubishi UFJ Trust and Banking Corporation, following the Ordinary General Shareholders' meeting. Lottery results will be announced on the company website along with the shareholder numbers of the winning shareholders. The gifting period is scheduled for shipping in mid-January each year.



**Urban Fit 24 vouchers will be presented to shareholders with 100 shares or more**  
**100 shares or more: 1 voucher**  
**(Equivalent to 5,940JPY (tax included) )**



**Urban Fit 24 voucher (1 ticket)**  
※Includes free rental tower, wear, and shoes  
※Up to 2 persons (1 companion allowed) per ticket at all Urban Fit locations nationwide.

※Please note that in cases where all shares were sold, subsequently purchased shares will be assigned a different shareholder number.  
※The current fiscal year will be conducted with shareholders who are recorded or listed in the shareholder register as of September 30, 2025, and hold 100 shares or more. Additionally, shareholders who are recorded or listed in the shareholder's register with the same shareholder number on all record dates of September 30, 2024, March 31, 2025, and September 30, 2025 will be eligible for benefit ②.

## **2. TOPICS**



**KANAMIC NETWORK**

June 12<sup>th</sup>, 2025

## Resolving the nursing care worker shortage with AI

### Kanamic Cloud Service evolves from nursing care SaaS to nursing care AI SaaS



The "2025 problem" is when all members of the baby boomer generation will be elderly, aged 75 or older. Many concerns have been raised for some time, including increased social security costs, increased demand for medical and nursing care services, and labor shortages, as the number of people certified as requiring nursing care (assistance) increases.

Now, as we approach 2025, the burden on nursing care facilities is becoming more severe than ever due to a decrease in nursing care workers and an accelerating super-aging population. To solve this problem, there is a need for "evolution of nursing care software using AI" that will fundamentally solve on-site work.

Kanamic Network Co., Ltd. (Headquarters: Shibuya-ku, Tokyo; President and CEO: Takuma Yamamoto) held a press conference at the Ministry of Health, Labor and Welfare's press conference room on June 11, 2025, and announced the launch of Japan's first "full-scale AI-equipped cloud-based nursing care software (nursing care AI SaaS)."

This service represents a significant evolution of the nursing care SaaS the company has offered up until now, and is equipped with an autonomous AI agent that supports all aspects of nursing care operations, rather than just a single AI function. In response to the rapidly aging population and increasing nursing care needs, the service aims to resolve major issues in the medical and nursing care industries as a next-generation standard model.

At the press conference, President and CEO Yamamoto gave a detailed explanation of the challenges currently facing nursing care facilities and the background to them, as well as the future prospects for "Kanamic Nursing Care AI-100Vision." Many media representatives attended, and there was an active question and answer session.

Going forward, we will continue to support nursing care sites with the power of technology and contribute to the realization of a sustainable super-aging society.





May 28<sup>th</sup>, 2025

### Judoka Natsumi Tsunoda descends on Iidabashi!

### Opening ceremony held for 24-hour gym "URBAN FIT24 Iidabashi-Ekimae Branch"

Urban Fit Co., Ltd. (Head office: Osaka City, Osaka Prefecture; CEO: Keiji Yamamoto), a subsidiary of Kanamic Network Co., Ltd. (Head office: Shibuya Ward, Tokyo; CEO: Takuma Yamamoto; hereinafter referred to as "the Company") and operator of 24-hour fitness gyms nationwide, will hold the grand opening of its fourth Tokyo store, "URBAN FIT24 Iidabashi-Ekimae Branch," on Monday, June 2nd. Prior to this, the Iidabashi Ekimae Store held an opening ceremony on Friday, May 23rd, welcoming judoka Natsumi Tsunoda as a special guest.





**Kanamic Cloud Service has passed the vendor test for care plan data integration (V4 compatible version) conducted by the National Health Insurance Association.**

< 居宅介護支援 >

ケアプランデータ種別	居宅介護支援 事業所向け		居宅サービス 事業所向け	
	出力	取込	出力	取込
利用者補足情報	○	—	—	○
第 1 表 居宅サービス計画 1 表	○	—	—	○
第 2 表 居宅サービス計画 2 表	○	—	—	○
第 3 表 居宅サービス計画 3 表	○	—	—	○
第 6 表（サービス利用票） 予定	○	—	—	○
第 6 表（サービス利用票） 実績情報	—	○	○	—
第 7 表（サービス利用票別表）	○	—	—	○

The Kanamic Cloud Service has met the following requirements in the vendor test for care plan data linkage (V4 compatible version) conducted by the National Health Insurance Central Association.

**Vendor Test Completion Result**

- Care plan data integration system
  - ・ Transmit : No problem
  - ・ Receive : No problem
- Nursing care software
  - ・ Import test : No problem

< 介護予防支援 >

ケアプランデータ種別	地域包括支援 センター向け		居宅介護支援 事業所向け		居宅サービス 事業所向け	
	出力	取込	出力	取込	出力	取込
利用者基本情報	○	○	○	○	—	○
利用者補足情報	○	○	○	—	—	○
介護予防サービス・支援計画書	○	○	○	○	—	○
サービス利用票（予定情報）	○	○	○	—	—	○
サービス利用票（実績情報）	—	○	○	○	○	—
サービス利用票別表	○	○	○	—	—	○

## 'Kanamic Cloud Service' is the only private company selected by the Ministry of Health, Labor and Welfare to meet the requirements for the calculation of Home Care Support Fund II

The "Kanamic Cloud Service" has been recognized as a system with functionalities and security equivalent to that of the "Care Plan Data Linkage System" in the public recruitment of the "System related to Home Care Support Fund" held by the Ministry of Health, Labor and Welfare's Elderly Care Agency, and is the only private company's system selected that can calculate Home Care Support Fund II.

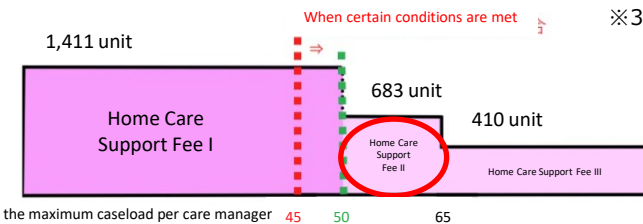
Following government approval, the Kanamic Cloud Service can now be used to help increase user revenue.

### **Kanamic is the only system,※1**

apart from the official Care Plan Data Linkage System by the National Health Insurance※2 Association, approved for calculating the *Home Care Support Fee II*



The introduction of "Home Care Support Fee II" not only increases total care reimbursement, but also raises the maximum caseload per care manager, leading to higher potential revenue.



※1 : Source: [https://www.mhlw.go.jp/stf/newpage\\_44833.html](https://www.mhlw.go.jp/stf/newpage_44833.html) For more details, please refer to the official source above.

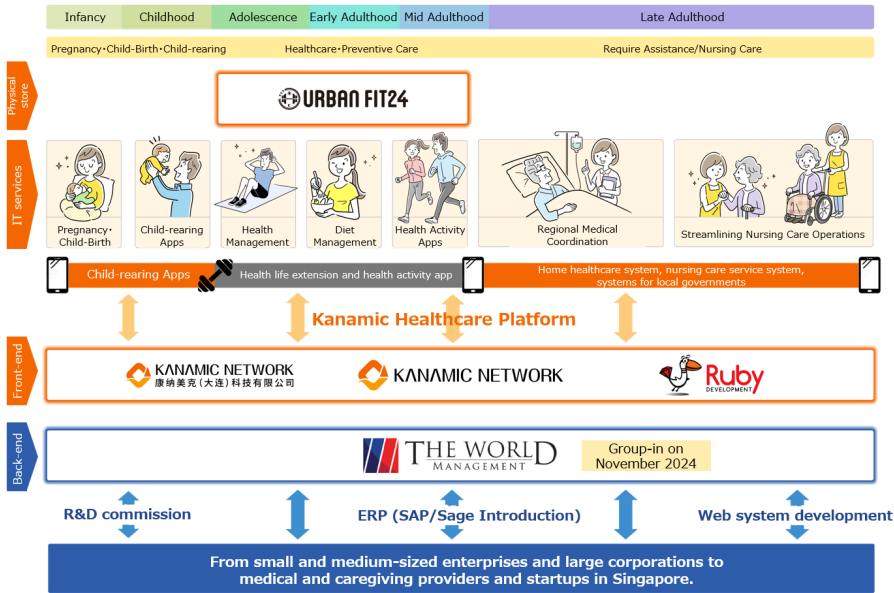
※2 : A government-related body that manages Japan's National Health Insurance system and promotes healthcare data standardization.

※3 : Source: MHLW, FY2024 Long-Term Care Fee Revisions<https://www.mhlw.go.jp/content/12300000/001213182.pdf> P.131

**Our subsidiary, "THE WORLD MANAGEMENT PTE. LTD.," has obtained the GROW with SAP CERTIFICATE from SAP Corporation!**

■ Contributing to people and society with 「Cloud that embraces life」

We are building a healthcare platform specialized in the medical, caregiving, and health fields to support the healthy and rich lives of people around the world. We provide healthcare (physical stores) to support life from birth to death, as well as health tech (IT services).



Our subsidiary, The World Management Pte. Ltd. (headquartered in Singapore 388398, President: Takuma Yamamoto, hereinafter referred to as "TWM"), which specializes in consulting services for the world-leading ERP software SAP, has been certified as a handling partner for the cloud-based ERP software "GROW with SAP" in Singapore.

To receive this certification, partner companies must meet and clear various criteria such as the knowledge and experience required by SAP, as well as a quick delivery system to customers based on past achievements. TWM was recognized for its accomplishments and has become a partner for GROW with SAP in Singapore.

March 25<sup>th</sup>, 2025

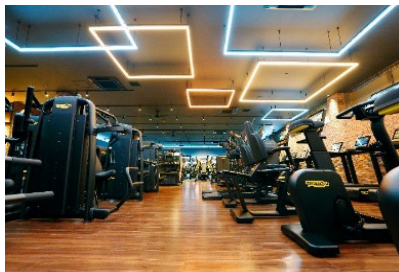
### Grand Opening of Urban Fit's 4th store in Tokyo

#### 『URBAN FIT24 Iidabashi-Ekimae Branch』



Our subsidiary, Urban Fit Co., Ltd., which operates 24-hour fitness gyms mainly in Osaka Prefecture, will grand open its fourth store in Tokyo, "URBAN FIT24 Iidabashi-Ekimae Branch," on June 2nd (Monday). Unlike traditional 24-hour fitness gyms that have minimal interior and just line up machines, "URBAN FIT24" aims to enhance our members' life performance by providing ample facilities, a quality environment, and high-level hospitality services.

Furthermore, we became a group company of Kanamic Network Co., Ltd. (listed on the Tokyo Prime Market: stock code 3939) in May 2022, a leading cloud service provider for medical and nursing care. This has allowed us to introduce our original "Wellness Coach App," which utilizes healthcare data and IT, exercise programs tailored to individuals supervised by physiotherapists. Moving forward, we will provide even more comprehensive services at our 23 locations nationwide.





### The health promotion efforts for employees have been recognized, and Urban Fit Co., Ltd. has obtained the certification of 「SPORTS YELL COMPANY 2025」



Our subsidiary, Urban Fit Co., Ltd., which operates 22 24-hour fitness gyms centered around Osaka Prefecture, has been recognized as a "SPORTS YELL COMPANY 2025" by the Japan Sports Agency for its initiatives to support and promote sports activities conducted by employees.

#### **Initiatives for Promoting Employees' Health**

Our company believes that the physical and mental health of each employee is connected to the development of the company and the realization of our management philosophy, as well as to each employee living a fulfilling life. Therefore, we are promoting health improvement initiatives focused on the use of our facilities. In the future, we will continue to contribute to the health improvement of both employees and society as a whole by encouraging exercise among our employees.

#### **Examples of exercise encouragement measures for employees**

Incorporating exercise by utilizing company facilities (gym) for 30 minutes during working hours to cultivate a habit of physical activity.

#### **About Sports Yell Company**

The purpose is to create opportunities for the 'working age generation' to engage with sports at their workplace, where they spend most of their day. Companies that actively implement initiatives to support and promote sports activities for the health enhancement of their employees are recognized by the Sports Agency as 'Sports Yell Companies.' For more details, please visit the Sports Agency's website below.

[スポーツエールカンパニー : スポーツ庁 \(mext.go.jp\)](https://mext.go.jp/sports_yell/)  
[スポーツエールカンパニー2025認定企業一覧](https://mext.go.jp/sports_yell/2025/)

## 2-8. Establishment of Hokkaido Sales Office

March 3<sup>rd</sup>, 2025

**Kanamic Network has established a sales office in Hokkaido, aiming to build a sales structure that is closely tied to the local community.**



In response to the expansion of our business, we will establish a new sales office in Hokkaido and begin operations on March 3<sup>rd</sup>, 2025.

With the establishment of the Hokkaido office following the Tokyo, Osaka, Fukuoka, Nagoya, Hiroshima, and Okinawa offices, our company has expanded to seven locations nationwide.

By establishing new branches, we aim to build a sales system that is more closely connected to the local community, enhance support and strengthen relationships with existing customers such as local governments and nursing care facilities, and work towards the expansion of our services.

**Promoting caregiving DX through IoT device collaboration!**  
**'Kanamic Cloud Service' and 'Care Data Connect' have started their collaboration!**



The 'Kanamic Cloud Service' provided by our company will begin collaboration with 'Care Data Connect' offered by Bright Vie Corporation (Headquarters: Nagoya City, Aichi Prefecture, Representative Director: Yuichi Iida), which is a subsidiary of TRYT Inc. (Tokyo Headquarters: Shinagawa ward, Osaka Headquarters: Osaka City, Representative Director: Hidetaka Sasai).

As a result, the various IoT sensors that Bright Vie is collaborating with will be integrated with the Kanamic cloud service's nursing records, achieving a reduction in the workload and an improvement in efficiency in caregiving settings, contributing to the promotion of DX in the caregiving field.

November 11<sup>th</sup>, 2024

## Grand Opening of Urban Fit's 23<sup>rd</sup> Store (3<sup>rd</sup> store in Tokyo)

### 『URBAN FIT24 Nihonbashi Ningyo-cho Branch』



Our subsidiary, Urban Fit Co., Ltd., which operates 24-hour fitness gyms with 22 locations centered in Osaka, will grand open its third store in Tokyo, "URBAN FIT 24 Nihonbashi Ningyo-cho", on Tuesday, November 26.

"URBAN FIT24" is different from conventional 24-hour fitness gyms that only line up basic interiors and machines; we provide an enriching facility, a high-quality space, and exceptional hospitality services aimed at improving our members' life performance.

Moreover, since becoming part of a major healthcare and nursing cloud service group in May 2022, we have introduced an original 'Health Coaching App' that utilizes healthcare data and IT, along with exercise programs tailored to individuals, overseen by physiotherapists. We are committed to offering even more comprehensive services.

(※ Tokyo Stock Exchange Prime Market (Securities code: 3939))





October 29<sup>th</sup>, 2024

## Notice of Acquisition of Shares (Wholly Owned Subsidiary) Of THE WORLD MANAGEMENT PTE LTD 【Kanamic Network's Vision for Overseas Expansion】



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

### ■ Reasons for Share Acquisition

Our group is dedicated to providing solutions to Japan's challenges, focusing on three main pillars: addressing the super-aging society, extending healthy life expectancy, and supporting startups. We continuously strive to enhance service quality, technological capabilities, and customer satisfaction. To achieve further growth and development, we recognize the necessity of promoting businesses closely related to healthcare in the super-aging society, thereby creating new added value.

As part of our growth strategy, we are actively pursuing mergers and acquisitions (M&A) to expand our business portfolio across various sectors, including healthcare, insurance services, physical stores, and IT services. In this context, we have decided to acquire shares of THE WORLD MANAGEMENT PTE LTD (TWM), an IT consulting firm based in Singapore. TWM provides consulting and maintenance services for backend systems such as sales management, inventory management, and accounting management to numerous companies within Singapore.

By integrating TWM's backend systems with our group's frontend system development capabilities, we aim to offer comprehensive IT solutions to TWM's clients and other companies in Singapore. Notably, several of TWM's clients operate in the caregiving and medical clinic sectors. We believe that TWM's client base will significantly contribute to our ability to provide higher value-added services as a healthcare and health-tech company. Additionally, we anticipate expanding into Southeast Asia, including ASEAN countries, with Singapore as our base.

Guided by our vision of "Contributing to people and society through the 'Cloud that embraces life'," we are proactively pursuing M&A to strengthen and expand our business content, areas, and tools. The acquisition of TWM's shares marks a significant step in our growth strategy, 'Kanamic Vision 2030,' specifically in 'Phase 4: Overseas Expansion.'

Through the creation of new businesses and the expansion of existing ones within our group, we will continue to promote M&A to realize our vision and achieve sustainable growth.

# Important Notes

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The materials and information provided herein include so-called "forward-looking statements."

These forward-looking statements are based on current expectations, forecasts and assumptions that involve risks and uncertainties that could cause actual results to differ materially from those described in the forward-looking statements.

These risks and uncertainties include general industry and market conditions, general domestic and international economic conditions such as interest rates and currency exchange rate fluctuations.

The company undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information or future events.