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Company
Representative Director

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Inquiries to

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Monthly Management Parameters, November 2022

The following is a summary of the major targets set as the management targets in Anicom Group's pet insurance business and new business initiatives aimed at realizing the vision of becoming a prevention-oriented company.

Monthly Management Parameters, FY2022 (From April 1, 2022 to March 31, 2023)

| | April | May | June | July | August | September |
|--|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|-------------------------------------|
| Net premiums written (previous year) | 4,053 JPYmn (3,721 JPYmn) | 4,332 JPYmn (4,061 JPYmn) | 4,119 JPYmn (3,837 JPYmn) | 4,085 JPYmn (3,789 JPYmn) | 4,219 JPYmn (3,938 JPYmn) | 4,253 JPYmn (3,949 JPYmn) |
| No. of applicants of Doubutsu Kenkatsu (gut microbiota testing) (previous year) | 17,080 (14,116) | 17,971 (16,286) | 17,258 (15,495) | 16,915 (14,026) | 17,199 (15,911) | 17,675 (15,785) |
| No. of samples for genetic testing (previous year) | 10,003 (9,978) | 8,724 (10,117) | 6,935 (8,161) | 8,254 (8,914) | 9,431 (8,555) | 9,860 (8,963) |
| No. of PARM hospitals* ¹ (previous year) | 443 (229) | 451 (239) | 463 (266) | 481 (298) | 500 (318) | 532 (329) |
| No. of patent applications (cumulative)* ² (previous year) | 32 (11) | 33 (14) | 34 (16) | 35 (18) | 35 (19) | 36 (20) |
| No. of page views of Animal Health Encyclopedia* ³ (previous year) | 363,962 (713,717) | 375,467 (887,120) | 410,152 (905,376) | 410,372 (815,211) | 423,667 (748,092) | 417,443 (756,038) |
| No. of page views of Veterinary Clinic Search Site* ⁴ (previous year) | 127,494 (161,153) | 137,047 (163,517) | 129,320 (149,790) | 131,252 (155,142) | 140,626 (156,026) | 137,952 (134,344) |

| | October | November | December | January | February | March |
|---|-------------------------------------|-------------------------------------|------------------------|------------------------|------------------------|------------------------|
| Net premiums written (previous year) | 4,291 JPYmn (3,979 JPYmn) | 4,173 JPYmn (3,882 JPYmn) | JPYmn (3,973 JPYmn) | JPYmn (4,106 JPYmn) | JPYmn (3,972 JPYmn) | JPYmn (4,123 JPYmn) |
| No. of applicants of Doubutsu Kenkatsu (gut microbiota testing) (previous year) | 18,519 (16,438) | 16,701 (15,115) | (15,031) | (16,812) | (16,302) | (16,945) |
| No. of samples for genetic testing (previous year) | 10,395 (8,592) | 5,436 (8,686) | (8,660) | (9,285) | (6,928) | (8,680) |
| No. of PARM hospitals*1 (previous year) | 544 (341) | 552 (359) | (388) | (402) | (418) | (430) |
| No. of patent applications (cumulative)*2 (previous year) | 38 (21) | 40 (22) | (23) | (24) | (25) | (27) |
| No. of page views of Animal Health Encyclopedia*3 (previous year) | 431,792 (760,274) | 390,960 (624,881) | (430,886) | (443,067) | (396,506) | (386,727) |
| No. of page views of Veterinary Clinic Search Site*4 (previous year) | 143,659 (132,813) | 163,740 (130,931) | (109,910) | (121,338) | (109,989) | (114,889) |

*1 This is a key figure regarding the progress of the regenerative medicine business.

The "Research and Development Partnership for Animal Regenerative Medicine (PARM)" is a non-profit mutual benefit corporation. Its purpose is to take advantage of industry-government-academia collaboration in order to standardize each process of cell therapy services for domestic animals (dogs and cats) and achieve the practical application of a system that makes it possible for veterinarians at all kinds of medical facilities to provide safe and effective cell therapy services.

*2 We disclose the figure as a key figure related to the promotion of BioInsurTech through the use of big data, with the aim of realizing a prevention-oriented company that prevents injuries and illnesses before they occur.

Since April 2022, we disclose the figure including the three patents inherited from Celltrust Animal Therapeutics Co., Ltd. which took over the business in FY2021.

*3 We disclose the figure as a key figure related to the progress of preventive measures.

"Animal Health Encyclopedia" is a website operated by Anicom Insurance that allows users to search for data on diseases and medical fees. By eliminating the information gap between pet owners and veterinarians, it aims to help pet owners choose better treatments, achieve early and complete cures for diseases, and reduce insurance costs. It also aims to promote the standardization of veterinary care, which will lead to appropriate insurance claims.

*4 We disclose the figure as a key figure related to the progress of preventive measures.

The "Veterinary Clinic Search Site" is a website operated by Anicom Insurance that allows users to search for veterinary clinics accepting Anicom's insurance.

In July 2021, we changed the method of aggregation in the system, so the results for April to July 2021 have been revised as reference figures based on estimates.

(Reference) "Notice of the status of our activities" will be disclosed after middle of each month, but it will be disclosed on the same day as the quarterly earnings announcement date for June, September, December and March.