

Earnings Results Briefing for the
Second Quarter, FY2023
And Corporate Profile

May 9, 2023 Securities Code: 3939

株式会社カナミックネットワーク
KANAMIC NETWORK

Highlights of the Second Quarter of the Fiscal Year Ending September 30, 2023

- 1 Sales and profit both up from 2Q FY9/11 forecastP.07**
Sales and profits remained steady in this fiscal year
- 2 Significant increase in IDs for both paid and free usersP.12**
Significant increase in the number of IDs due to an increase in the number of regions where they are installed, orders from major corporations, etc.
- 3 New disclosure of Urban Fit's store opening plansP.22**
Plans to open 30 new stores by the end of 2025 (total of 44 stores)
- 4 Expansion of shareholder benefit programP.14**
Presentation of tickets to experience the use of Urban Fit to all shareholders in addition to the lottery-style benefits

Consolidated Financial Results and KPI Highlights for 2Q FY9/2023

Net sales

17.36

hundred million yen
(YoY 162.6%)

EBITDA[※]

6.94

hundred million yen
(YoY 135.7%)

Operating income

5.59

hundred million yen
(YoY 128.6%)

Ordinary income

5.65

hundred million yen
(YoY 129.9%)

Net income

4.05

hundred million yen
(YoY 135.5%)

Number of regions using Our cloud Products

1,359

(YoY 102.7%)

Number of paying user IDs

114,536

(YoY 117.6%)

Number of free user IDs

82,593

(YoY 112.4%)

Number of Urban Fit's stores

15 stores

(YoY 107.1%)

※*EBITDA was calculated as follows: Operating Profit + (Depreciation + Amortization of Goodwill)



Earnings



Growth Strategy



TOPICS



Company Profile and Business Outline



Strengths

1. Earnings



KANAMIC NETWORK

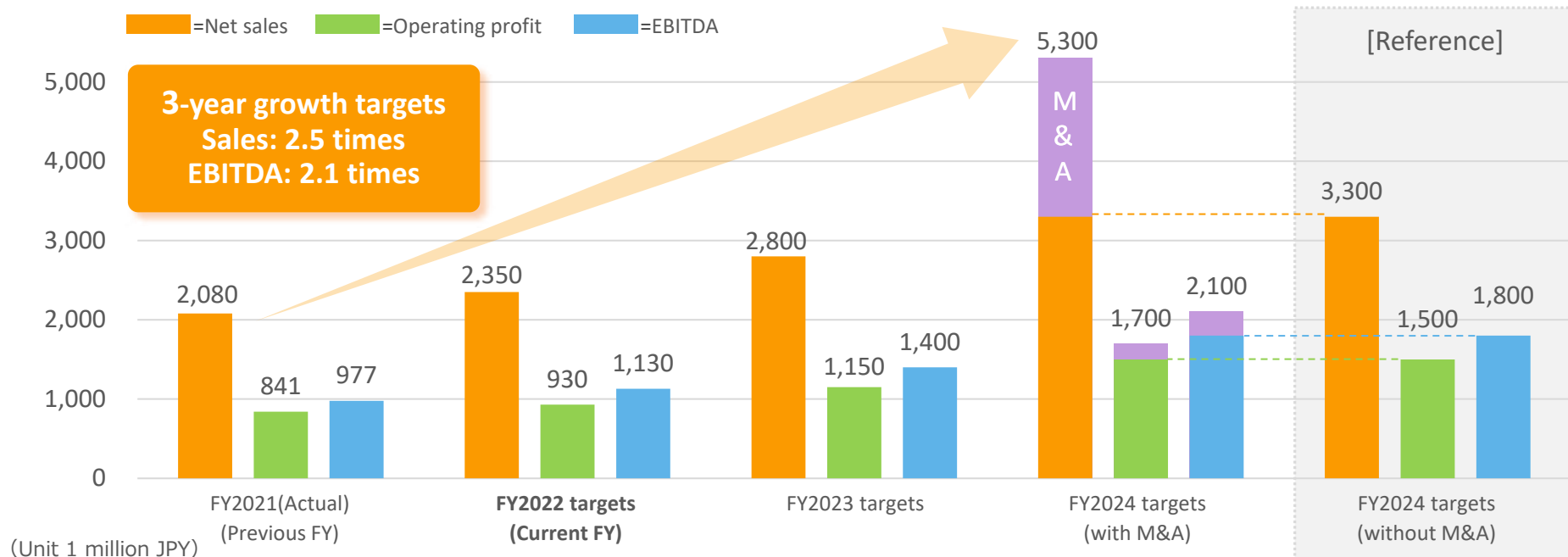
1-1. Financial Targets

■ 3-year growth targets (FY2022 to FY2024)

Continue to record high-margin organic growth centered around cloud service/platform services.

*A contract with a major elderly care service provider has been secured with implementation scheduled for FY2023. Ahead of this, preparatory investments will be made during FY2022.

*Since it is difficult to estimate when M&A transactions will begin contributing to financial results, FY2024 is used as an assumption (amortization of goodwill not taken into account)



	FY2021 (previous FY)		FY2022 (current FY)		FY2023		FY2024 (with M&A)		FY2024 (without M&A)	
	Actual	YoY	Target	YoY	Target	YoY	Target	YoY	Target	YoY
Net Sales	2,080	110.6%	2,350	112.9%	2,800	119.1%	5,300	189.3%	3,300	117.9%
EBITDA	977	123.8%	1,130	115.6%	1,400	123.9%	2,100	150.0%	1,800	128.6%
Operating Profit	841	128.6%	930	110.5%	1,150	123.7%	1,700	147.8%	1,500	130.4%

*Revised citing 2-1. Financial Targets in Medium-Term Management Plan (2022 - 2024) as of November 2, 2021

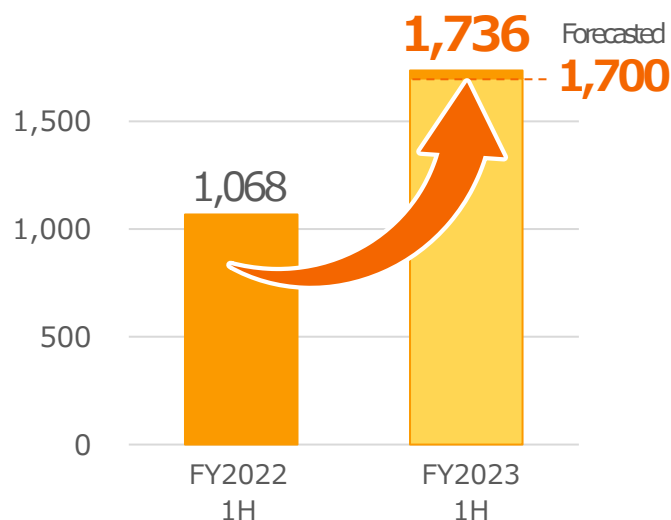
1-2.FY2023, 1H Results

Targets for 1H Were Met

Net Sales

YoY
162.6 %

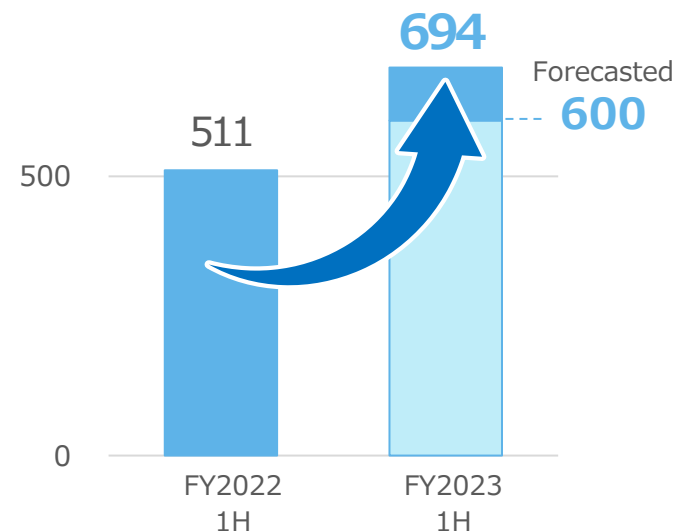
Compared to
forecast
102.2 %



EBITDA

YoY
135.7 %

Compared to
forecast
115.8 %

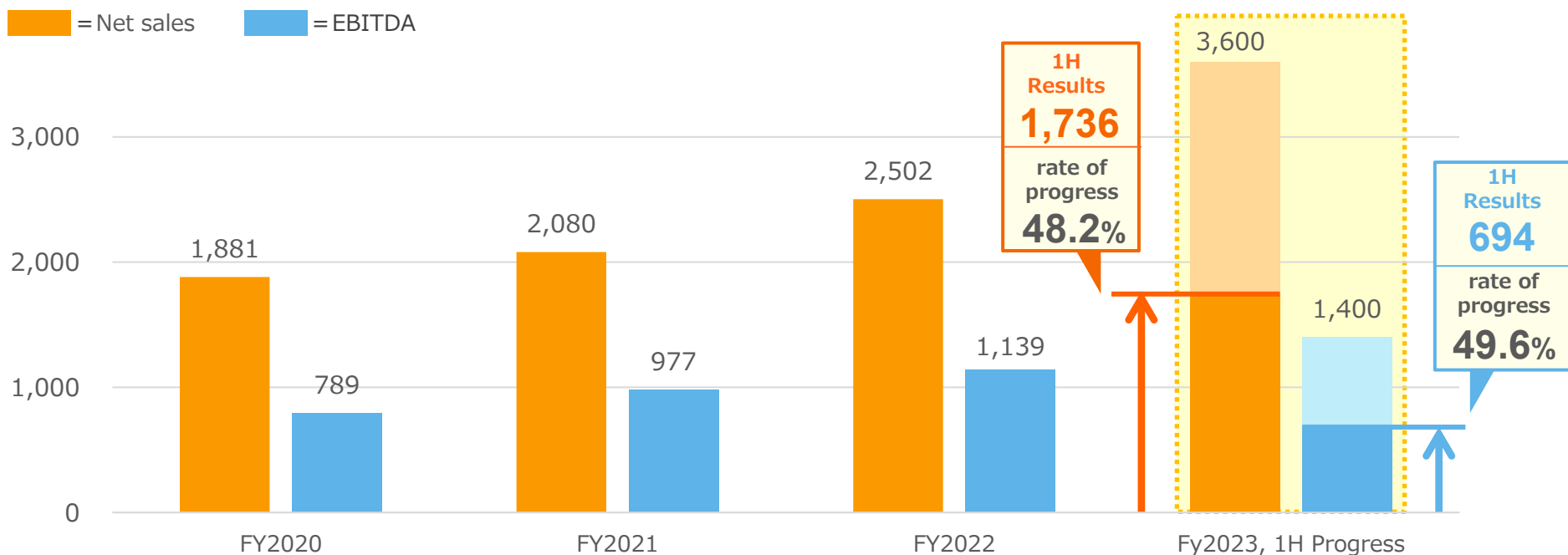


	PREV FY	FY2023 1H		Difference		
	Actual	Forecasted	Actual	Composition Ratio (%)	(% of Net Sales)	Compared to forecast (%)
Net Sales	1,068	1,700	1,736	100.0	162.6	102.2
EBITDA	511	600	694	40.0	135.7	115.8
Operating Profit	435	500	559	32.2	128.6	111.9
Ordinary Profit	435	500	565	32.5	129.9	113.0
Profit	299	350	405	23.4	135.5	115.9
Profit per Share		7.38	8.55			

(Unit : 1 million JPY)

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

1-3.FY2023, 1H Progress



	FY02020	FY2021	FY2022	FY2023			
				Full-Year Estimate	1Q Result	2Q Result	1H Result
Net sales	1,881	2,080	2,502	3,600	797	939	1,736
EBITDA	789	977	1,139	1,400	304	390	694
Operating Profit	654	841	962	1,150	234	324	559
Ordinary Profit	676	829	980	1,150	237	327	565
Profit	472	579	685	800	165	240	405

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

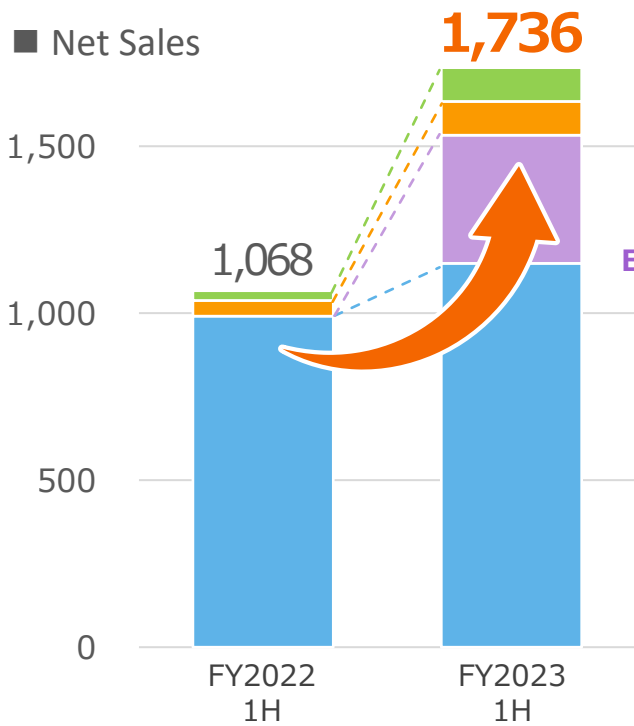
(Unit : 1 Million JPY)

1-4.FY2023, 1H Results (by product)

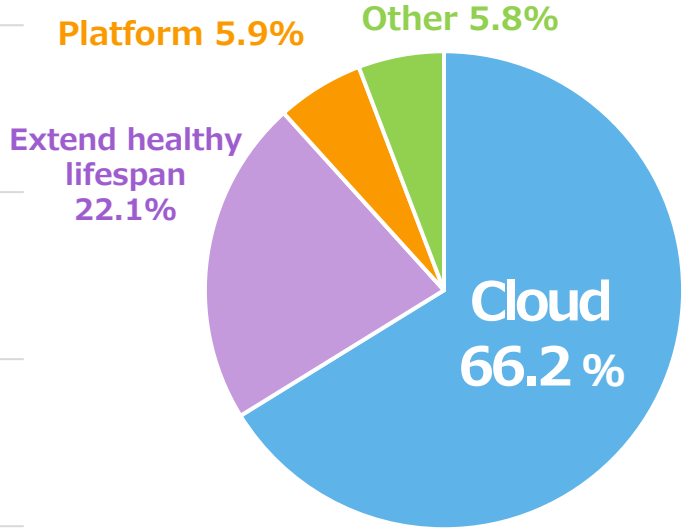
■ Net Sales (YOY, %)



■ Net Sales



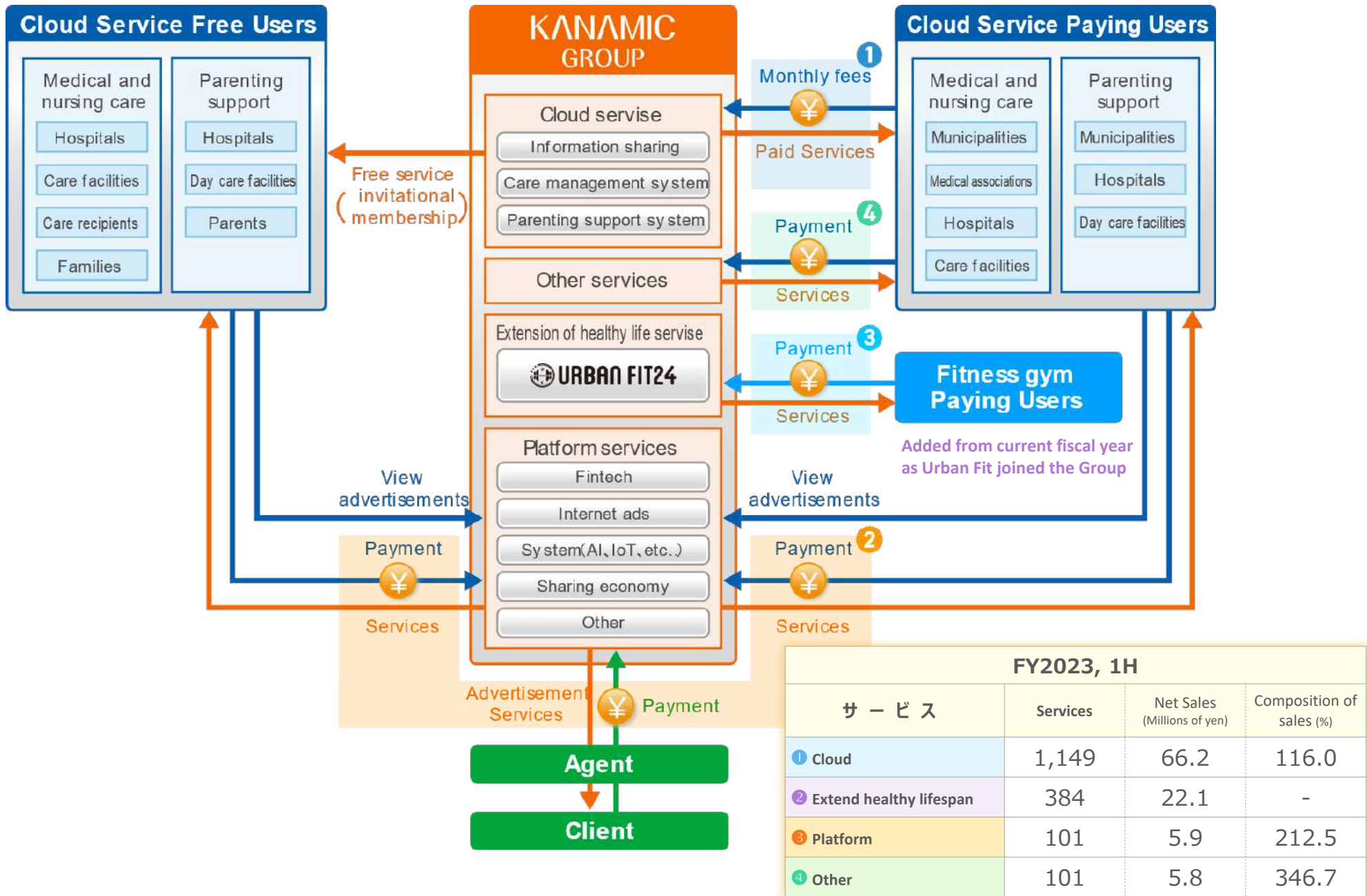
■ Composition of net sales



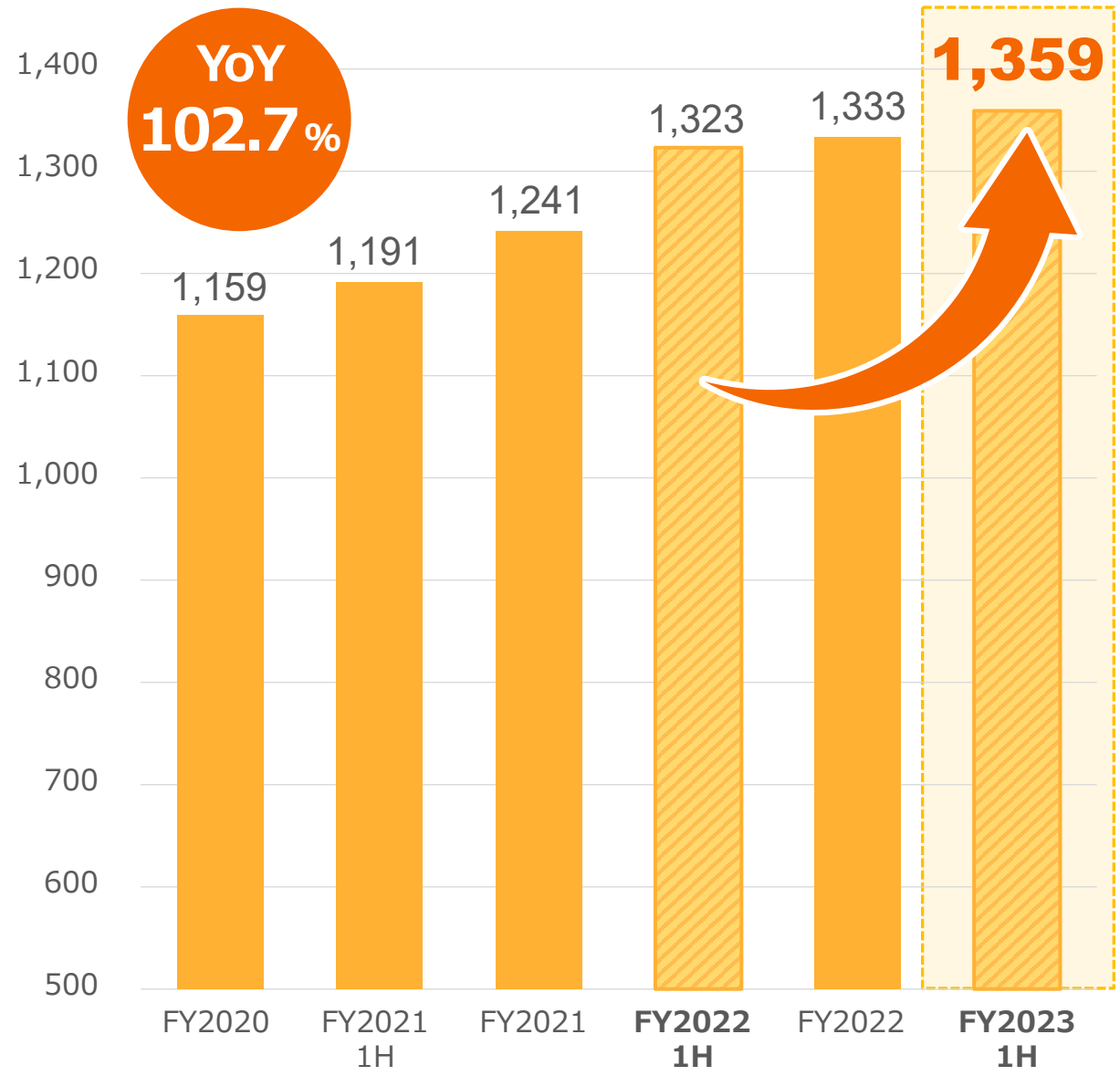
(Unit : 1 million JPY)

	FY2022, 1H		FY2023, 1H		YoY	
	Net Sales	Composition Ratio (%)	Actual	Composition Ratio (%)	Net Sales	(%)
Cloud	991	92.8	1,149	66.2	158	116.0
Extend healthy lifespan	-	-	384	22.1	384	-
Platform	47	4.5	101	5.9	53	212.5
Other	29	2.7	101	5.8	72	346.7
Total	1,068	100.0	1,736	100.0	668	162.6

1-5. Medical, Nursing Care, and Health Cloud Service Overview



1-6. Number of Regions Using Our Cloud Service

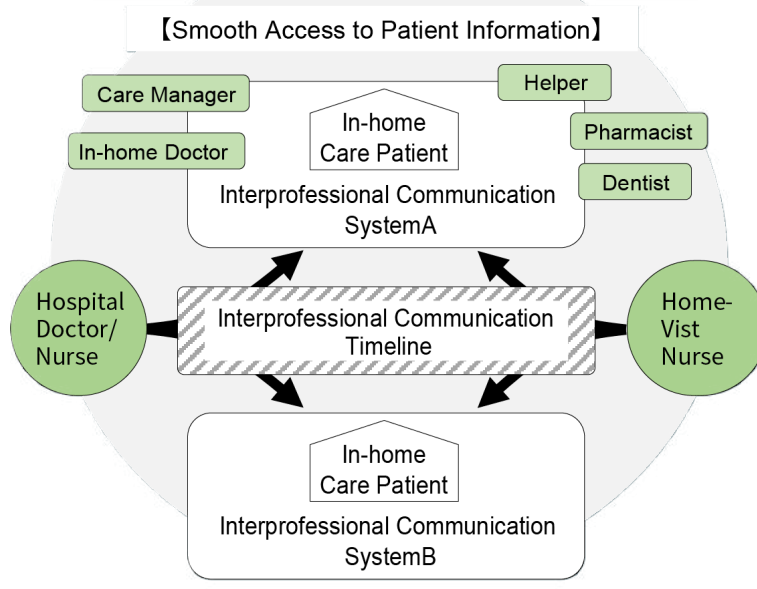


*One region consist of an area with a population of 30,000 people, roughly the size of a junior high school district as defined within the community comprehensive care framework envisioned by the Ministry of Health, Labour and Welfare

All areas of Tokyo
Contracted for operation of Tokyo's multi-service collaboration portal site

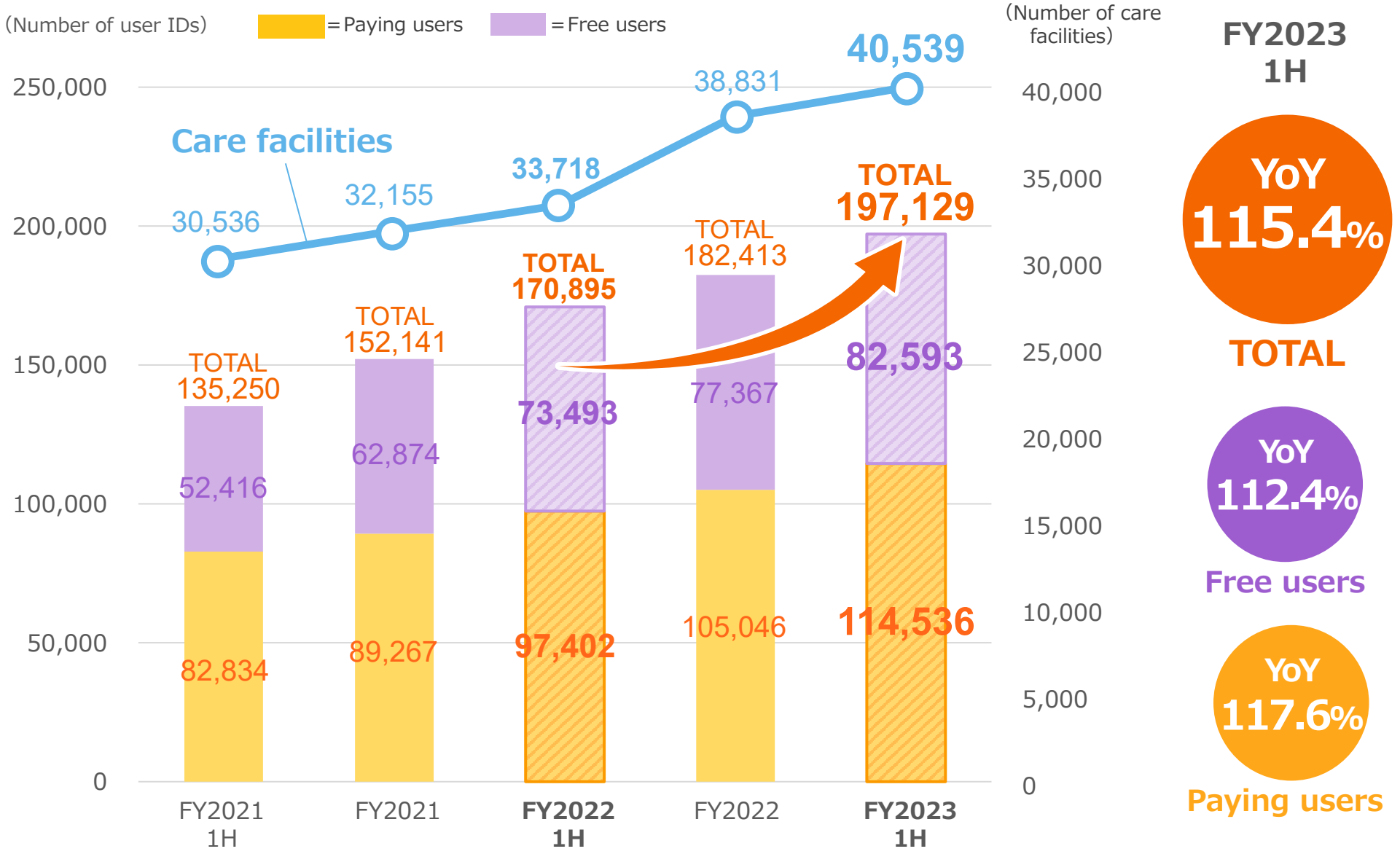
① Interprofessional Communication Timeline

- Communication among community medical/ elderly care professionals and hospitals
- Communication among community medical/ elderly care professionals



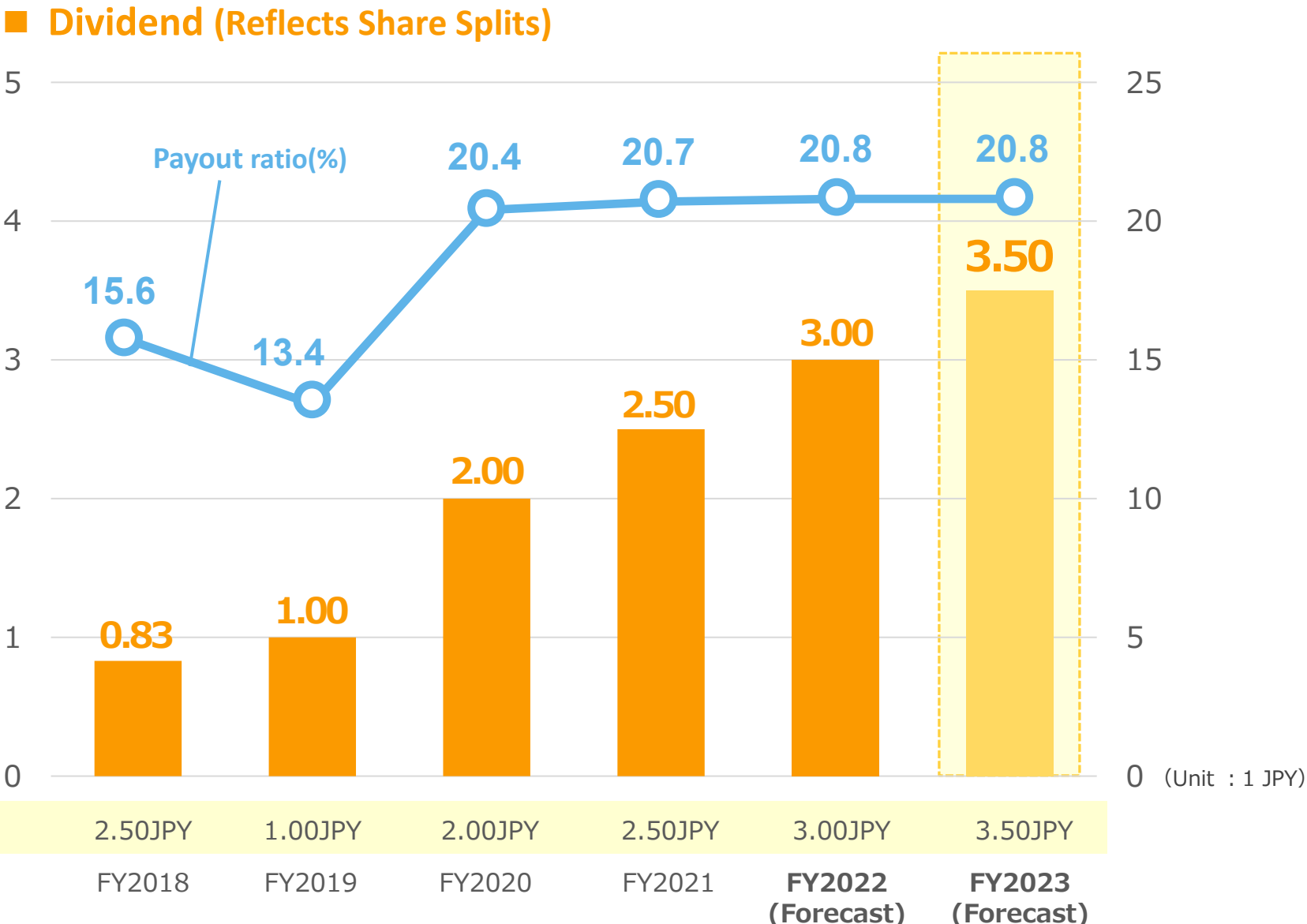
② Patient Transfer Support System

1-7. Growth in the Number of User IDs & Care Facilities



1-8. Dividends

From FY 2020, the target dividend payout ratio has been 20% or better.



1-9. Dividends

In addition to the existing lottery-type benefits, starting with the fiscal year ending September 30, 2023 (23rd fiscal year), All shareholders will receive a coupon for Urban Fit 24.

In addition to the existing lottery-based benefit program (JCB gift cards as described below), we will begin offering experience tickets to all shareholders for use at Urban Fit facilities. The tickets will be presented to shareholders as of the end of September 2023.

13 shareholders will receive JCB gift card by lottery

① Shareholders recorded in Registry of Shareholders as of September 30th of each year who hold 100 or more shares
Ten winners selected by lottery to receive a prize worth ¥200,000 JCB gift card

② Shareholders who have held 100 or more shares continuously for 1 year or longer (recorded in the company's year end/interval Registry of Shareholders with the same shareholder number for at least 3 consecutive times)
Three winners selected by lottery to win a prize worth ¥200,000 JCB gift card

The lottery will be impartially conducted at a lottery event, which follows the Ordinary General Shareholders' meeting, and in the presence of Mitsubishi UFJ Trust and Banking Corporation, the Company's shareholder registry administrator. The lottery results will be announced by posting successful shareholders' shareholder numbers on the company website. We plan to send the JCB Gift Cards during the 2nd third of January each year.



NEW! Plans to 21 stores (in 2023)

Special Benefit Coupons presented to shareholders who hold at least 100 shares

Urban Fit 24 Experience ticket (Equivalent to ¥5,940 (tax included))



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

*Please note that in cases where all shares are disposed, subsequently purchased shares will be assigned a different shareholder number.
*For the current fiscal year, the plan will be implemented starting with shareholders who are recorded or listed in the shareholders' register as of September 30, 2023 and who hold at least 100 shares. Shareholders listed or recorded in the shareholders' register on all record dates of September 30, 2022, March 31, 2023, and September 30, 2023 with the same shareholder number will be eligible for (2).

2. Growth strategy



KANAMIC NETWORK

2-1. Kanamic's Growth Strategy

■ The Growth Blueprint

We will develop contents, reach, and platforms based on our Purpose & Value.

We will actively meet the challenge of organic growth in existing businesses and entry into new businesses.

We are also actively considering M&A as a method of strengthening and expanding our business.

Kanamic's Purpose & Values:

“Helping People and Communities with a Cloud Service for ALL Stages in Life”

PHR Solutions: Empower children, adults and seniors alike with Personal Health Data

Contents

For a GLOBAL Userbase (Japan and Abroad)

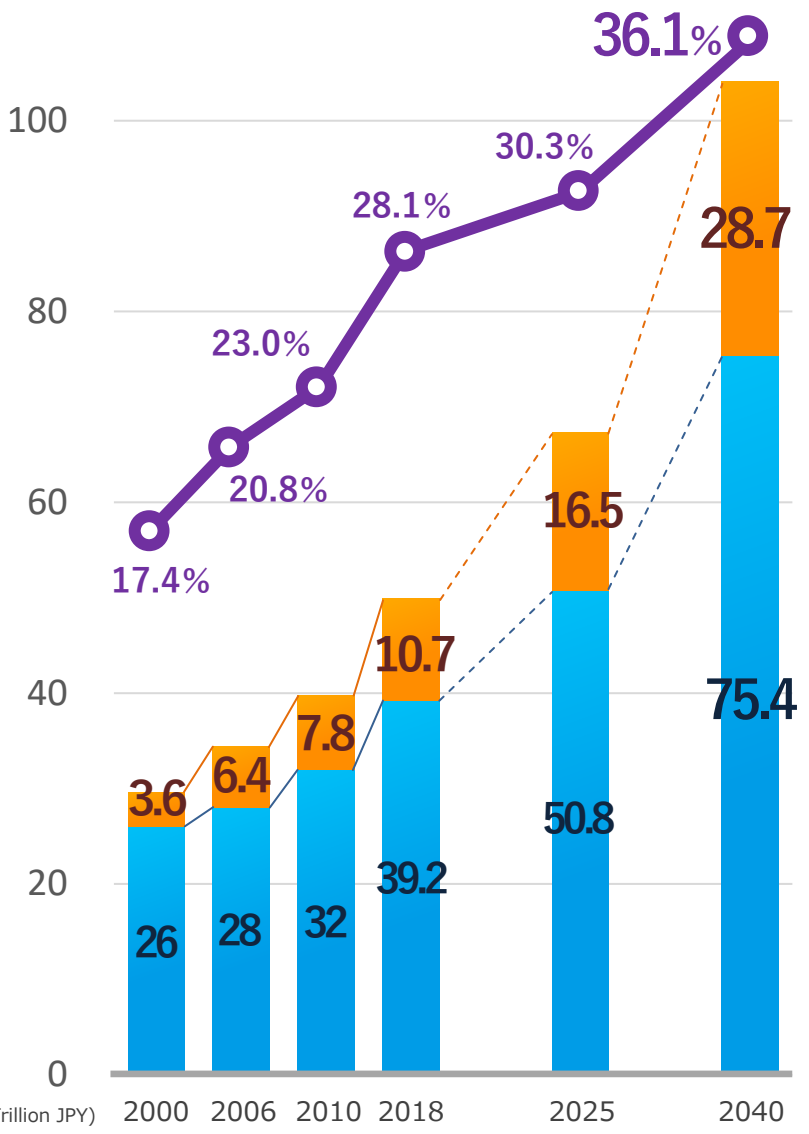
Reach

Healthcare Platform for Adding Value to People AND Businesses

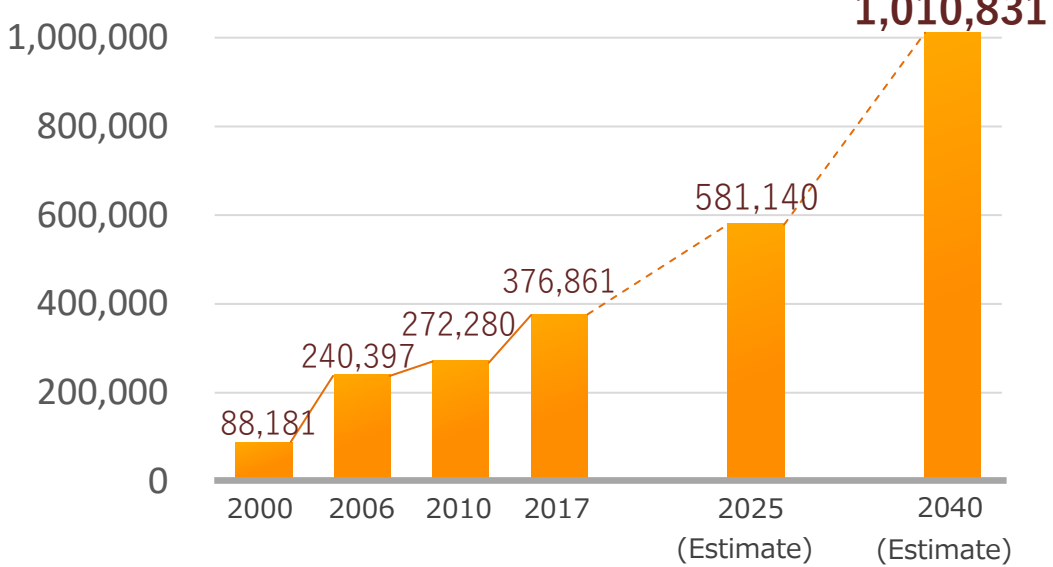
Platform

2-2. Market Size of Medical Care & Nursing care

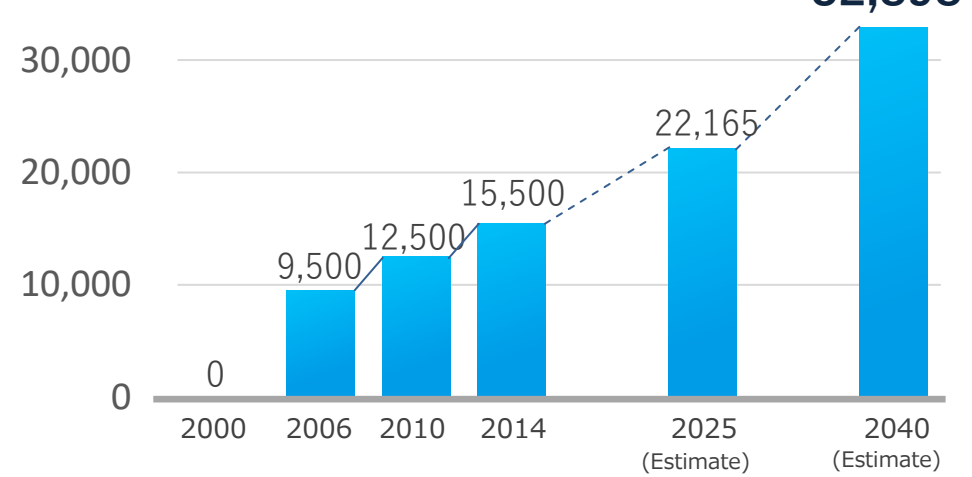
■ Trends in Social Security Benefits and Ageing



■ Number of Care Facilities



■ Number of Medical Institutions

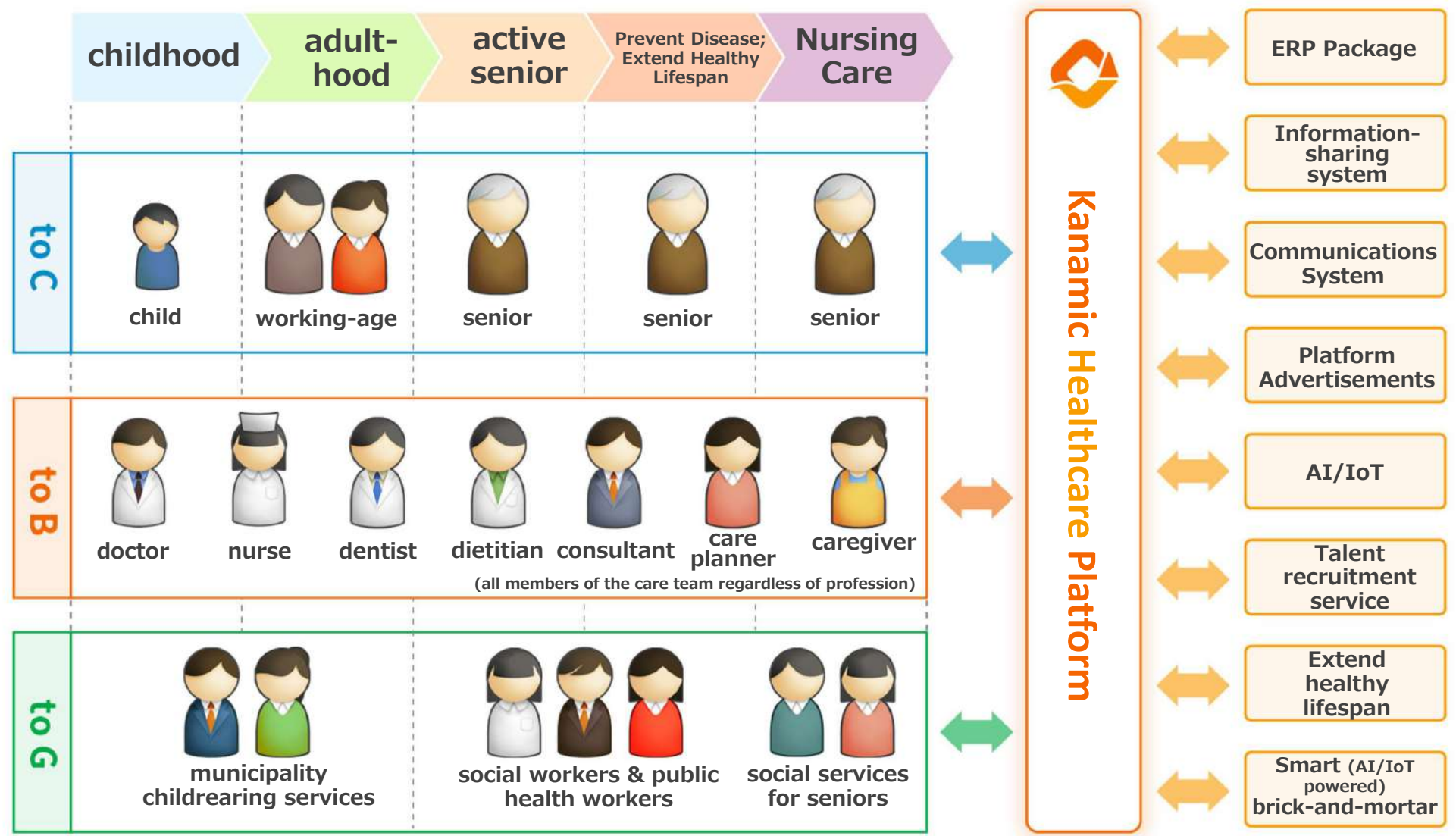


Source : Ministry of Health, Ministry of Labor and Welfare, Ministry of finance and cabinet office documents
 Number of care facilities in 2025 are estimated based on the social security budget

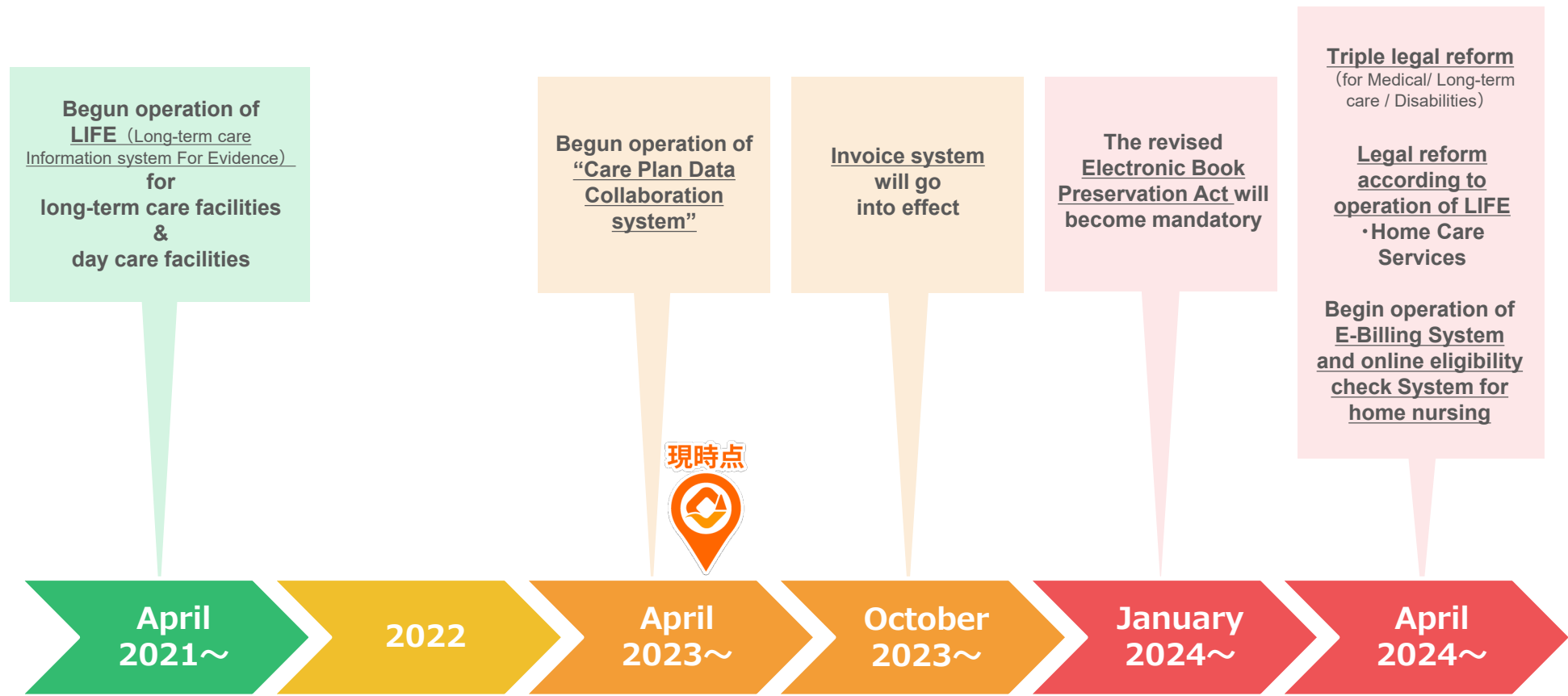
2-3. Kanamic's Growth Strategy

“Helping People and Communities with a Cloud Service for ALL Stages in Life”

Developing PHR-based health management solutions for people of all biological ages and constructing a healthcare platform for use around the world



2-5. Accompanying Legal System Surrounding Nursing Care Providers (Nursing Care Software Replacement Opportunities)



The laws and regulations surrounding nursing care providers are undergoing dizzying changes. Over the next year, numerous laws are scheduled to be revised, including the Long-Term Care Insurance Act, Medical Insurance Act, Services and Supports for Persons with Disabilities Act, Consumption Tax Act, and Electronic Bookkeeping Act. With the recent demand for increased productivity and ICT, there is a growing opportunity for Kanamic Cloud Service to be widely used by nursing care providers.

2-6. Urban Fit Store opening target

Urban Fit aims to open more than 100 stores (including franchises) by 2030

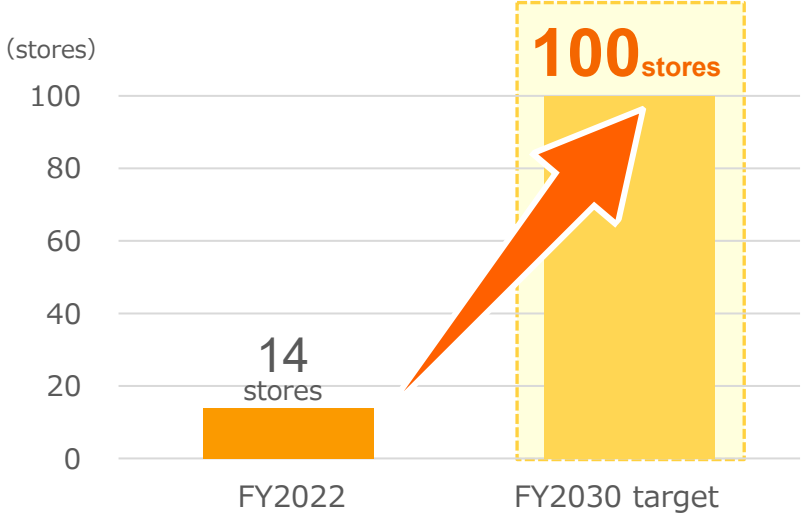


Non-Consolidated Results

	FY2022, 4Q (July–September, 2022)	
	Amount (Unit: 1 thousand JPY)	Ratio
Net sales	250,958	100.0%
Ordinary income	74,237	29.5%
Net income	67,538	26.9%

Reference: the Annual Securities Report (disclosed on December 22, 2022)

Urban Fit, a 24-hour gym, is a high-value-added fitness center with high profitability as described above during the period when costs of opening new fitness centers (interior and exterior expenses, depreciation of machine costs, rent burden, advertising costs, etc.) are not incurred. Even if profits decrease in the short term due to opening costs, we plan to open a large number of new fitness clubs as an investment in earning large profits in the future. In the future, we will accelerate the opening of high-quality, DX-oriented healthcare and health-tech facilities that are characteristic of the Kanamic Group.



Currently 15 stores in Osaka and other areas (as of March 2023)



2-7. Urban Fit Store opening target

Urban Fit plans to open **30 new stores** by the end of 2025 (total of 44 stores).

URBAN FIT24 Opening Schedules (as of 5, May, 2023)

Kanto Area

May 16, 2023	Bunkyo-Otowa (in Tokyo)	Pre-Opening
Autumn in 2023	AEON MALL Makuhari-Shintoshin (in chiba)	*under consideration
December, 2023	Tsukuba-Mirai (in Ibaraki)	*in preparation
Spring in 2024	AEON TOWN Higashiurawa (in Saitama)	*under consideration
Spring in 2024	Shinagawa Sea-Side (in Tokyo)	*under consideration
Autumn in 2024	Kikuna (in Kanagawa)	*under consideration
In 2025	AEON TOWN Odawara (in Kanagawa)	*under consideration
Spring in 2026	Across Plaza Kita-Kashiwa (in Chiba)	*under consideration

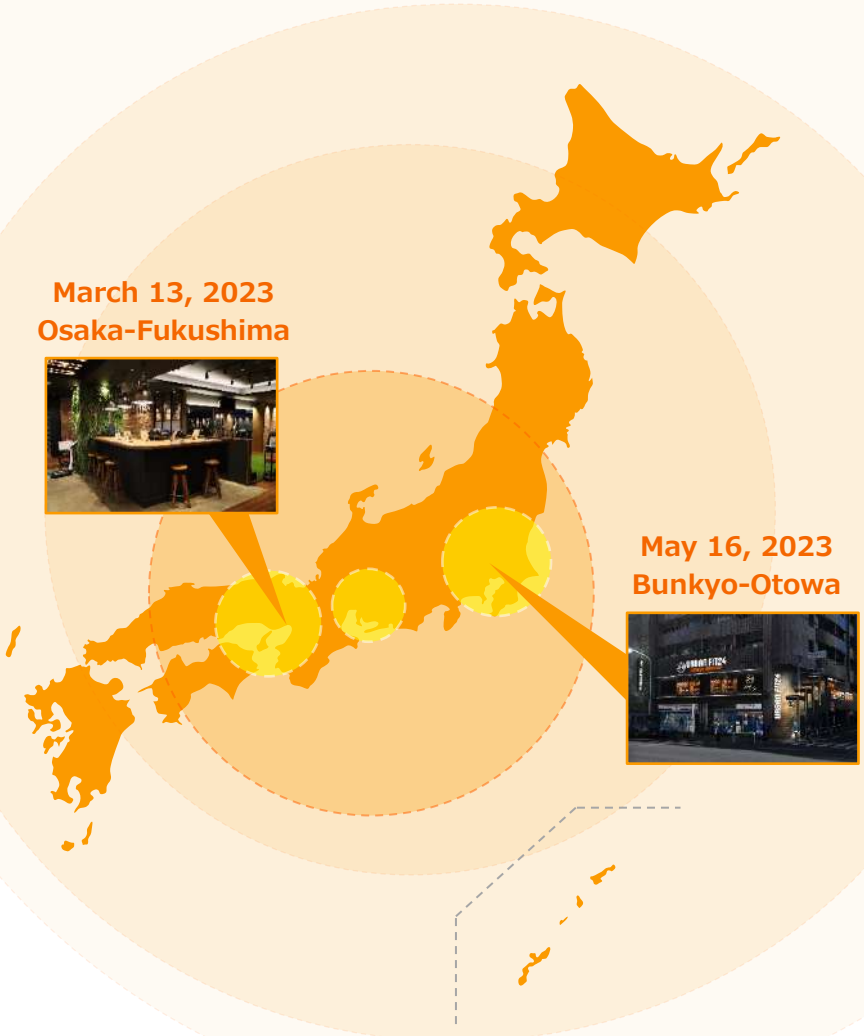
Tokai Area

September, 2023	Nagoya-Maizuru (in Aichi)	*in preparation
Spring in 2025	Forest Mall Tokai City (in Aichi)	*under consideration

Kansai Area

March 13, 2023	Osaka-Fukushima (in Osaka)	OPEN
June, 2023	Qanat Nishi-Kobe (in Hyogo)	*in preparation
August, 2023	Nishimiya-imazu (in Hyogo)	*in preparation
Spring in 2024	Cross City Benten-cho (in Osaka)	*under consideration
Autumn in 2024	AEON TOWN Abiko (in Osaka)	*under consideration
Autumn in 2024	AEON TOWN Neyagawa (in Osaka)	*under consideration

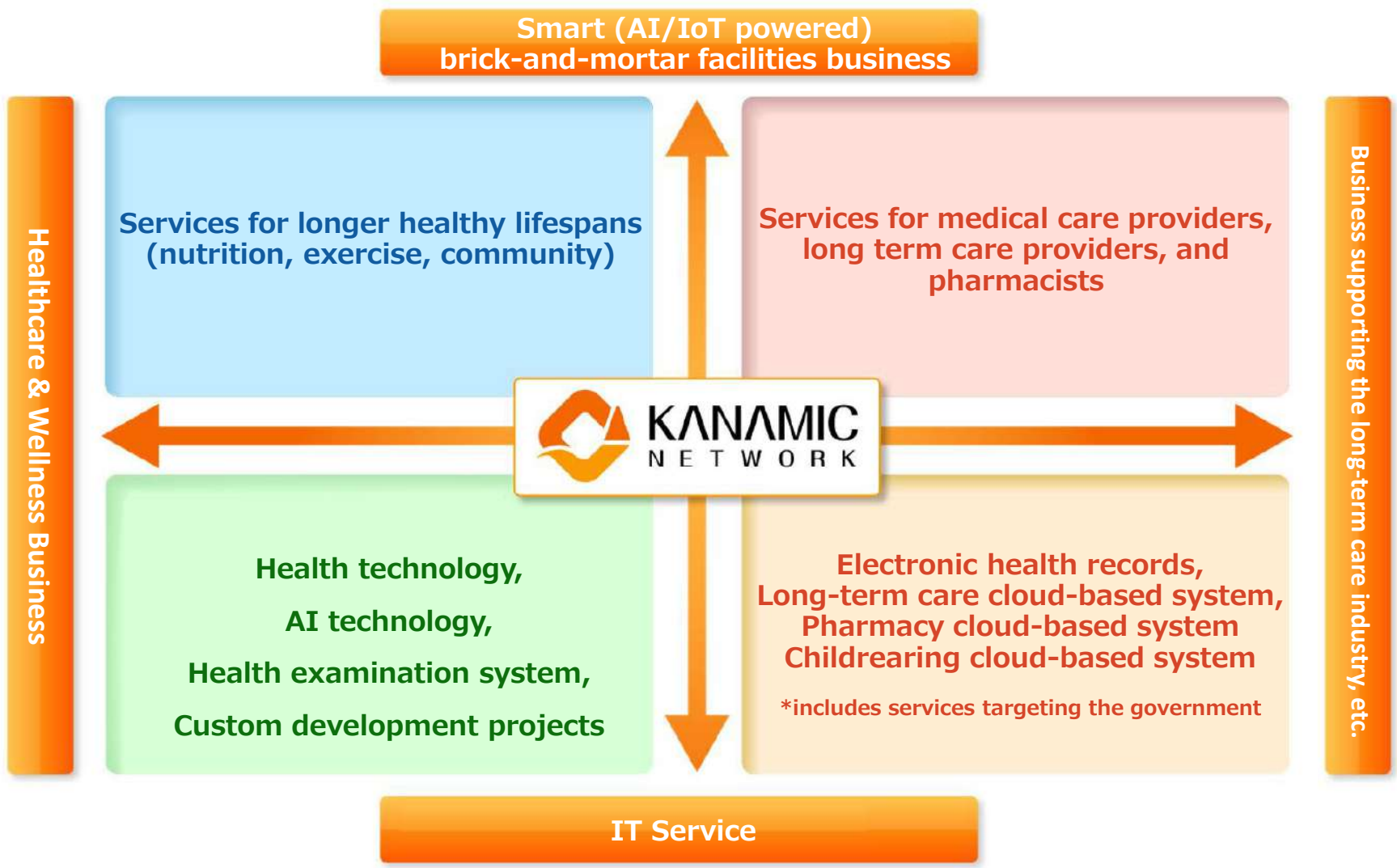
We are moving forward with plans to open new stores mainly in the above areas. (including franchisees)
 Preparation: Contract execution level, Under consideration: Store opening application level



2-8. Kanamic's M&A Strategy

■ Targeting M&A (and capital/business alliance) candidates that fit Kanamic's purpose & values

Identifying strategic synergies to accelerate the realization of the Kanamic Healthcare Platform;
Smart (AI/IoT powered) brick-and-mortar facilities present opportunities for data gathering



3.Topics



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April 5, 2023/ April 11, 2023/ April 21, 2023

Notice Regarding the Purchase and Cancellation Date of the 1st series Unsecured Convertible Bonds with Stock Acquisition Rights (with inter-bond pari passu clause) Maturing 2026 by Third Party Allotment

At a meeting of the Board of Directors held on April 5, the Company resolved to issue, by way of third-party allotment, the first series of unsecured convertible bonds with 120% soft call clause (with a limited pari passu clause between convertible bonds with stock acquisition rights) issued on August 4, 2021 (the "Bonds") to Kanamic Network, Inc.) (the "Convertible Bonds"), of which only the bonds are referred to as the "Bonds"). ("Credit Suisse Securities"), the allottee, with respect to the Convertible Bonds (with a total face value of 2 billion yen) (the "Convertible Bonds", of which only the Bonds will be referred to as the "Bonds"). ("Credit Suisse Securities"), the allottee, to purchase all of the Bonds currently held by Credit Suisse Securities and to cancel all of the Bonds at the same time.

[the Purchase and Cancellation Date]

Purchase date : April 21, 2023

Cancellation date : April 21, 2023

[Future outlook]

The impact of the purchase and cancellation of the Bonds on consolidated financial results for the fiscal year under review will be negligible, but the Company will promptly provide notice in the event that matters requiring announcement occur in the future. Furthermore, there is no change to the long-term vision described in the press release dated November 2, 2021, entitled "Kanamic Vision 2030 Medium-term Objectives / Management Plan (2022-2024)."

3-2. Urban Fit Store Opening Information

March 20, 2023

Urban Fit opens its 15th store Grand Opening of "URBAN FIT 24 Osaka Fukushima Store"



(headquartered in Osaka-shi, Osaka; Keiji Yamamoto, Representative Director; hereinafter "Urban Fit"), a subsidiary of Sumitomo Corporation, newly opened its 15th fitness center, "URBAN FIT 24 Osaka Fukushima," in Fukushima-ku, Osaka, on Monday, March 13, 2012.

Unlike conventional fitness gyms with minimal interior design and machines, URBAN FIT 24 is characterized by its high-quality space and hospitable, high-quality service. We provide the best fitness life for everyone at a price that satisfies you.

Urban Fit became our group company in May 2022. In the future, we will provide medical care data and ICT-based support for extending healthy life expectancy through our exclusive application, and strive to provide even more fulfilling services.

Kanamic Network Recognized under the “2023 Certified Health & Productivity Management Outstanding Organizations Recognition Program”



2023

健康経営優良法人

Health and productivity

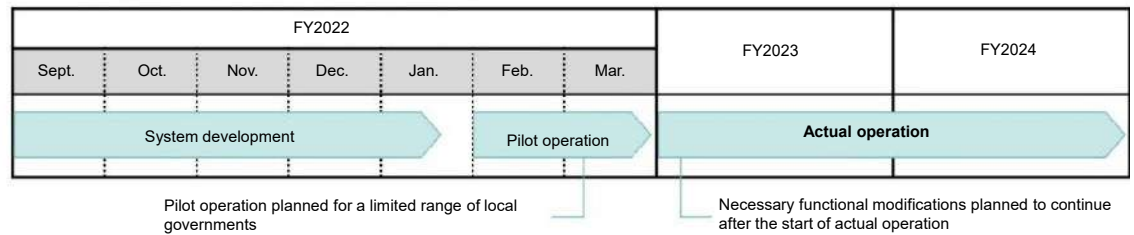
Based on initiatives that address local health issues and health promotion efforts promoted by the Japan Health Council, the Ministry of Economy, Trade and Industry, the Ministry of Health, Labor and Welfare, and the Japan Health Council jointly selected the company as one of the "Corporations with Excellent Health Management 2023" to honor large corporations and small and medium-sized companies that are implementing particularly excellent health management practices.

3-4. Long-term care system support

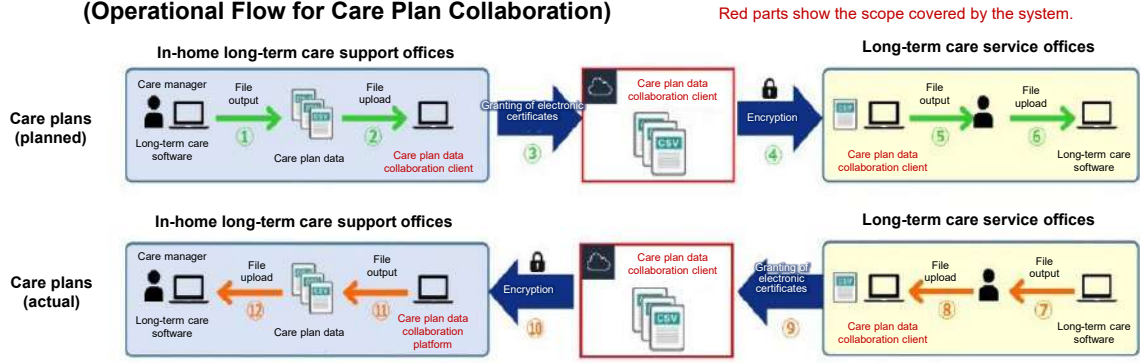
February 24, 2023

Kanamic Cloud Services Long-Term Care Business Management System to Be Compatible with “Care Plan Data Collaboration”

● **Proposed Schedule Until Start of Operation**



● **System Overview (Operational Flow for Care Plan Collaboration)**



* Sufficient consideration is given to security measures to ensure information can be exchanged with peace of mind.

Source: Extract from “Care Plan Data Collaboration System Flyer Ver. 2.” All-Japan Federation of National Health Insurance Organizations

Kanamic Network will support the “Care Plan Data Collaboration System,” which the All-Japan Federation of National Health Insurance Organizations will begin operating in April 2023. In addition, the Company will provide functions that enable users and partners of Kanamic cloud services to collaborate on care plans free of charge, even between different long-term care software.

3-5.Compliance with revised laws and regulations

February 24, 2023

Kanamik Cloud Service: Elderly Care Business Management System to Support the Issuance of “Invoices (Qualified Invoices)”



The illustration shows a request form (請求書) on the left and a person standing next to a laptop displaying the Kanamik Network logo on the right. The request form includes a header, recipient and sender information, a table of items, and a summary of taxes.

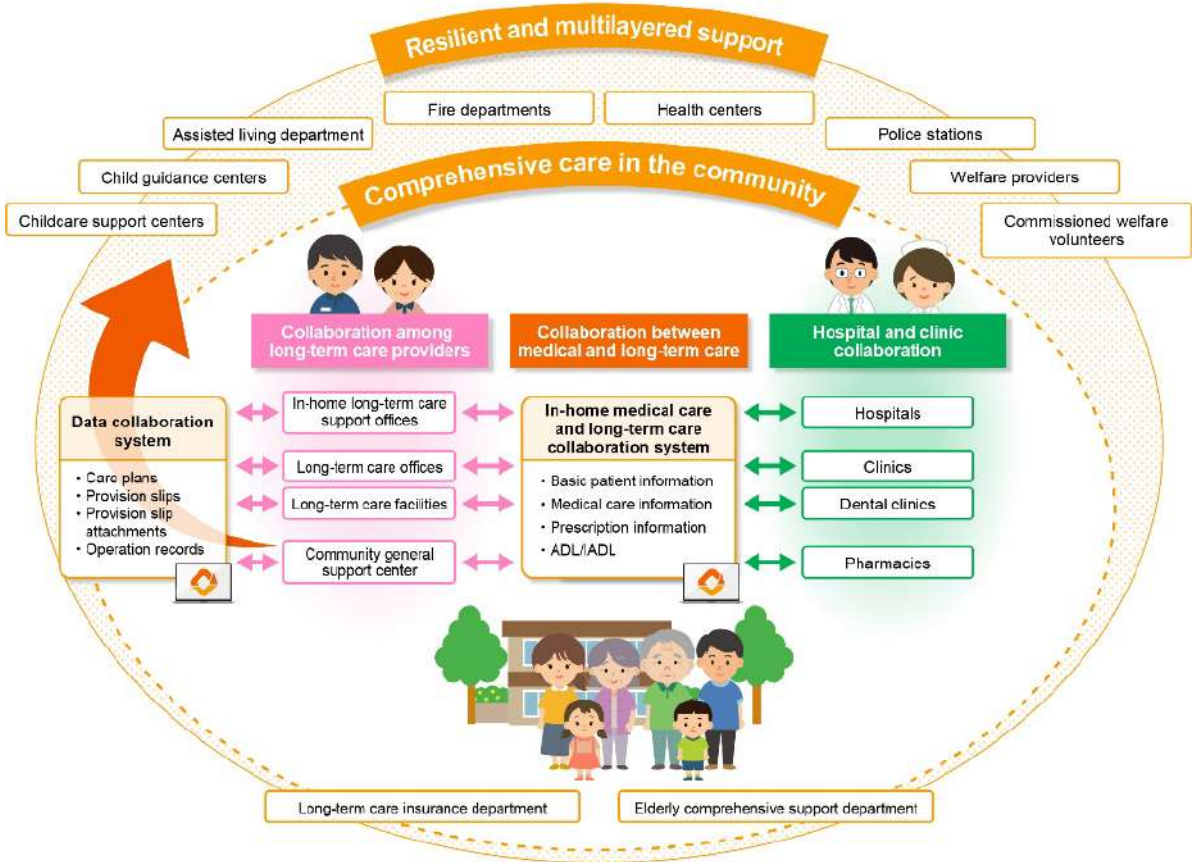
請求書		
(株)〇〇御中		▲▲▲▲(株)
		登録番号 \T123456...
日付	品名	金額
11/1	品目 A※	5,000 円
11/2	品目 B※	10,000 円
11/4	品目 C	1,000 円
11/10	品目 D	2,000 円
		※軽減税率対象
8%対象	15,000 円	消費税 1,200 円
10%対象	3,000 円	消費税 300 円

We will support invoices (qualified invoices) in the nursing care business support system of Kanamik Cloud Service. We will continue to respond to legal system revisions that affect our users and make further contributions to the operational efficiency of nursing care facilities.

3-6. Introduction Examples

February 21, 2023

Urayasu City in Chiba Prefecture Begins Operation of In-Home Medical Care and Long-Term Care Collaboration System Utilizing Kanamic Cloud Services

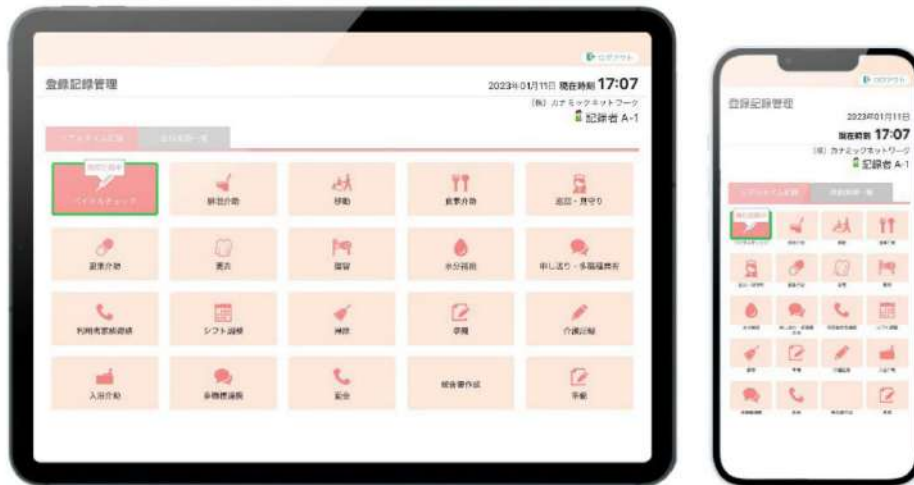


Urayasu City has introduced the Kanamic Cloud Service Information Sharing System, which is equipped with functions for sharing information on home care patients, to support the work of multiple medical and nursing care professions involved in home care patients. This will enhance the system for providing home medical and nursing care services, and improve the quality of life of those receiving care at home. The system also serves as a platform for care plan data linkage based on the "standard specifications for data linkage between home care support offices, care service providers, and medical institutions," as stipulated by the Ministry of Health, Labour and Welfare. The system contributes to operational efficiency, cost reduction, and improvement of the working environment.

3-7. Model Project for Introducing ICT for Nursing Care

January 27, 2023

"Working Hours Visualization Tool" Utilized to Examine Productivity Enhancements for Nursing Care in "JS Model Project for the Introduction of Nursing Care ICT"



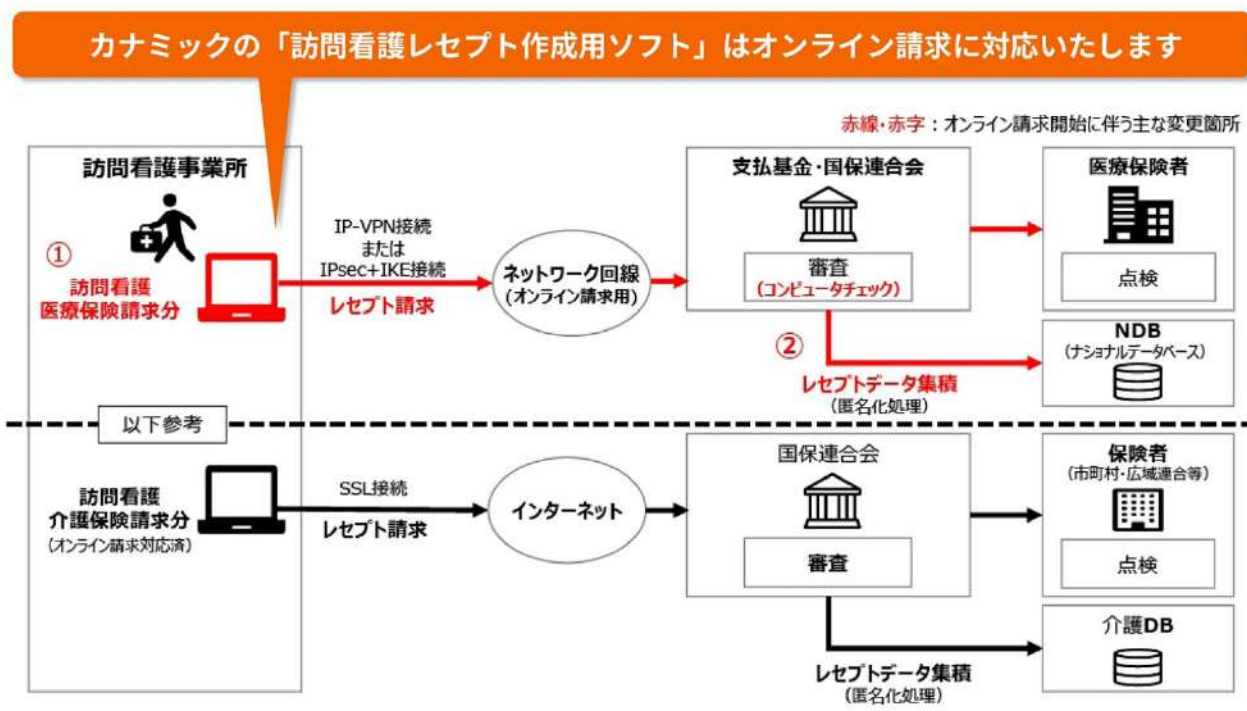
Japanese Council of Senior Citizens Welfare Service

<https://www.roushikyo.or.jp/?p=we-page-menu-1-3&category=19326&key=19364&type=contents&subkey=392733>

The "Working Hours Visualization Tool (Time Study Tool)" offered by Kanamic Network was utilized in the "JS Model Project for the Introduction of Nursing Care ICT (hereinafter, the "Project")" carried out by the Japanese Council of Senior Citizens Welfare Service (location: Chiyoda-ku, Tokyo; Chairperson: Akira Hiraishi; hereinafter, "JS") between September 2021 and August 2022.

The Company will apply the expertise gained through "Kanamic cloud services" to make further contributions to the dissemination and promotion of AI, IoT, and big data in the nursing care field.

Kanamic Cloud Service will support E-Billing system for home nursing



<Reference> https://www.mhlw.go.jp/stf/seisakunitsuite/bunya/0000190624_00002.html

E-Billing for home nursing receipts (medical insurance claims) will begin in May 2024, and paper-based billing will basically be replaced by online billing. Kanamic Cloud Service will support home-visit nursing facilities in response to this change.

October 27, 2022

Risk Assessment AI Evaluation System for Children in Need of Support Received Award of Excellence in Childcare ICT Division, BabyTech® Awards 2022



**BABYTECH®
AWARDS
2022**

with  **アカチャンホンポ**



BabyTech® Awards 2022 <https://babytech.jp/bta2022/>

Kanamic Network was selected for the Award of Excellence in the Childcare ICT Division for its risk assessment AI evaluation system for children in need of support (referred to below as “the system”) that uses the Company’s proprietary AI at BabyTech® Awards 2022, a contest organized by Papasmile (Address: Chiyoda-ku, Tokyo, Representative Director: Tetsuya Nagata) to recognize outstanding childcare IT products, services, and appliances.

The Company will make further contributions by reflecting Kanamic cloud services and the expertise cultivated through the Ministry of Internal Affairs and Communication’s regional IOT implementation project adopted in fiscal 2019 in the diffusion and promotion of AI, IoT, and big data in the field of parenting as well as the PHR model aimed at support by local governments for safe and secure child rearing.

4. Company Profile and Business Outline



KANAMIC NETWORK

4-1. Overview of the Kanamic Group

Company Name

Kanamic Network Co., Ltd

Date of Establishment

October 20th, 2000

Paid in Capital

JPY324,120,000 as of November 16, 2016

Stock Listings

Tokyo Stock Exchange Prime Market (Securities Code: 3939)

Business Offices

Tokyo Head Office, Nagoya Sales Office, Osaka Sales Office, Hiroshima Sales Office, Fukuoka Sales Office, Okinawa Sales Office

Business Area

To provide cloud services in medical, nursing and childrearing fields
To provide cloud services in medical, nursing and childrearing fields

Group Companies

 **KANAMIC NETWORK**
康纳美克(大连)科技有限公司 Kanamic (Dalian) Technology Co., Ltd.

Software development (web systems, AI/IoT, apps)

 **URBAN FIT24** Urban Fit Co., Ltd.

24-hour fitness gyms and franchise operation

Number of Group Employees

187 (as of March 31, 2023)

April 4, 2022
Shift to Prime Market



Securities Code: 3939



Representative Director and President

Takuma Yamamoto

- 1978** Born in Kyoto, Kyoto Prefecture

- 2000** Graduated University, Joined Fujitsu System Solutions Ltd. (currently Fujitsu Ltd.)
Within Fujitsu's "internet division", engaged in planning & development of in-house products as well as large-scale "entrusted development", etc.

- 2005** Joined Kanamic Network Co., Ltd., Executive Director

- 2011 -** Joint researcher, Institute of Gerontology, The University of Tokyo

- 2012 -** Visiting Researcher, National Cancer Center

- 2014** Representative Director and President of Kanamic Network (current position)

- 2016** Kanamic Network listed on the Mothers Market of the Tokyo Stock Exchange (TSE)

- 2018** Advisor, Japan Startup Support Association (current position)
Kanamic Network listed on the 1st Section of the TSE

- 2020** Director, The Tokyo New Business Conference (current position)

- 2022** Shift to Prime Market of the TSE
Chairman of the Board, Urban Fit Co., Ltd. (current position)

(Other)

Served as a committee member on the Ministry of Health / Ministry of Internal Affairs' Committee for Drafting Guidelines on healthcare/elderly-care/childcare/ICT

Cloud technology for all stages of life

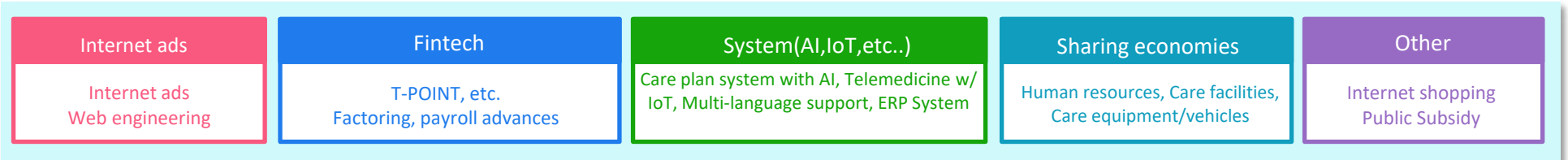
Purpose & Values

We strive to contribute to people and society through “cloud technology for all stages of life”. Going forward, we will capitalize on opportunities for bringing Digital Transformation (DT) to aging populations in Japan and the rest of the world with our cloud platform. In doing so we seek to contribute to the development of a more sustainable and healthier future for humanity.

Origin of our name

Kanamic Network traces the origins of our name to our ideal of developing a network to breathe life into elderly care, and it is composed of three keywords: “KAigo” (Japanese for “elderly care”) + “DyNAMIC” + “Network.”

4-4. Our Goals



Platform Service

Public administration, medical care & nursing care

Public administration, child care & medical examinations

Collaboration in medical treatment and nursing care

Parenting support



Our ICT platform spans across all functions

We introduce our operational software to nursing care administrators.



Continuing Care Retirement Community

Parenting support

CCRC

Reduce burden
Enhance social involvement

Local revitalization

Creating the ideal work environment for young people



We provide care for all generations

4-5.Cloud Service : Medical & Nursing Care

*Many other functions are available

2nd layer

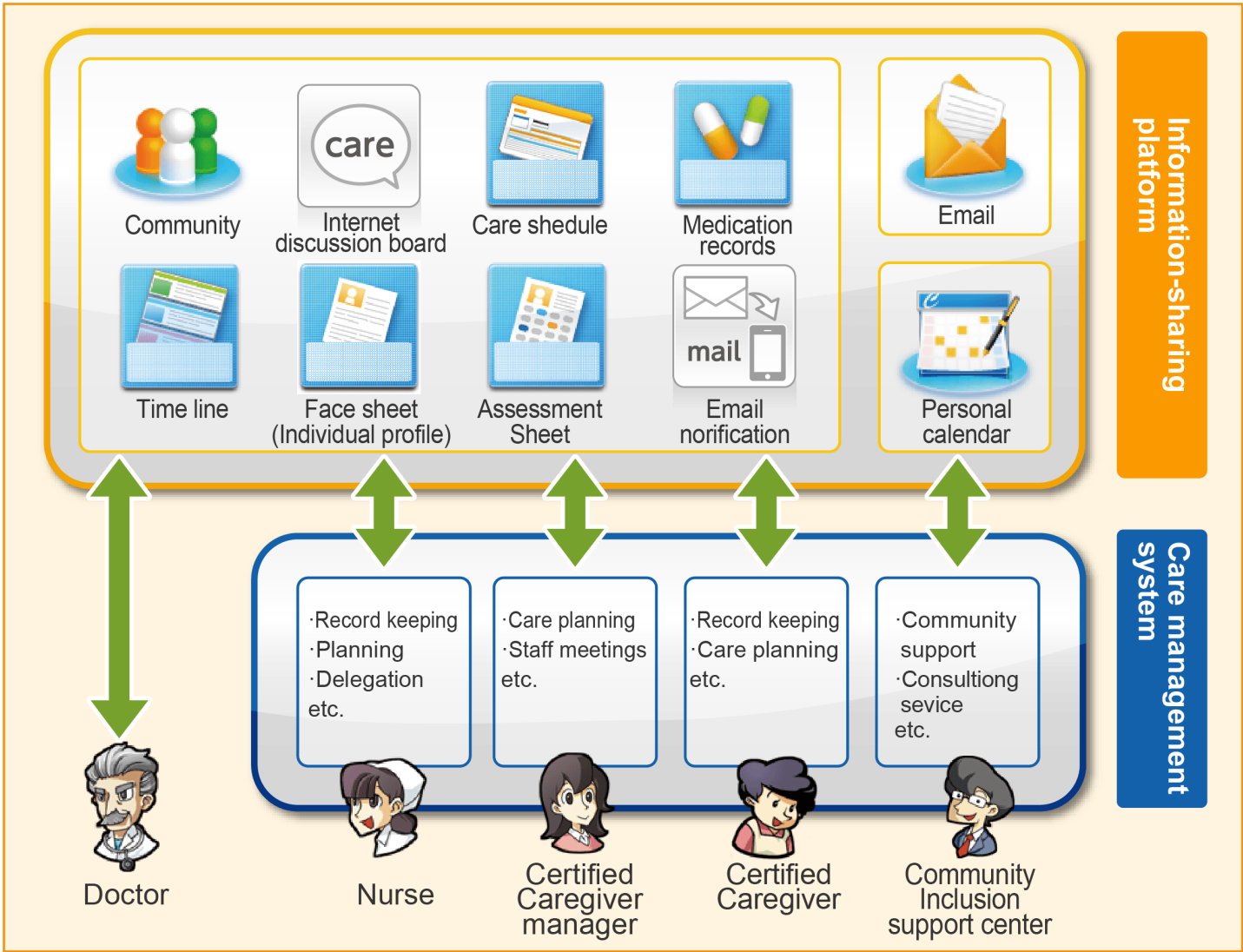
information-sharing platform is introduced into the whole area with an aspect

2nd layer Paying user

- Municipalities
- Regional Comprehensive support centers
- Medical associations
- Central hospitals
- Home care doctors

1st layer Paying user

- Care manager
- Care providers
- Community inclusion support center



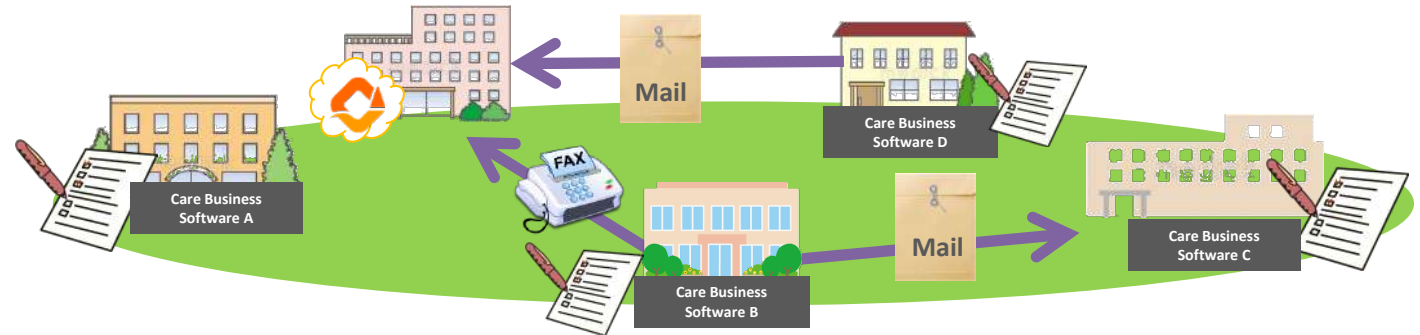
1st layer

Care management system is introduced into every corporation, company

4-6. Medical Treatment and Nursing Cloud Service Solution

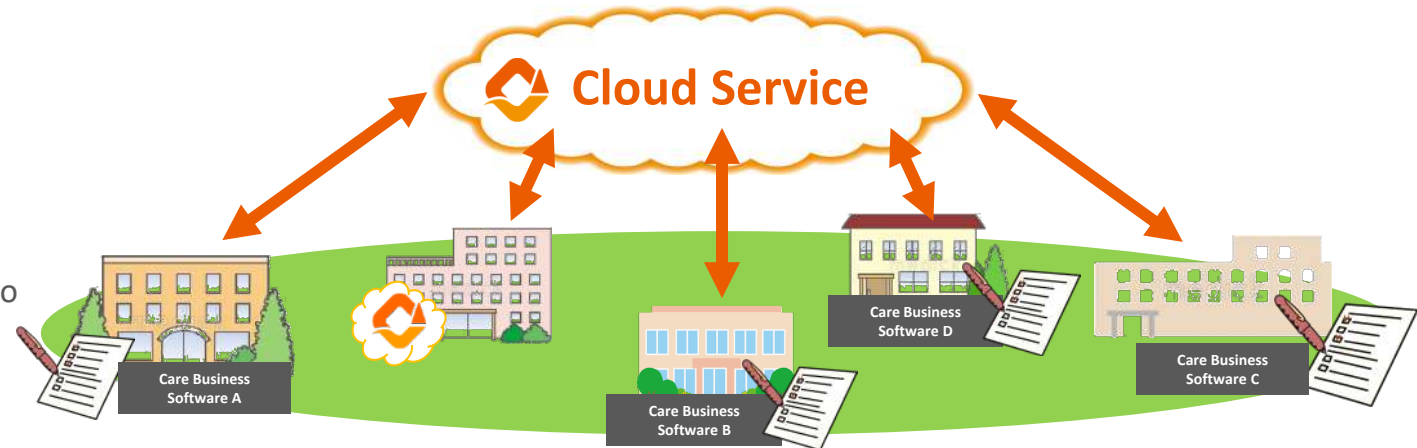
STEP.1

No information distribution system is in place. Each facility uses different software and there are separate communication channels among parties that utilize postal and FAX.



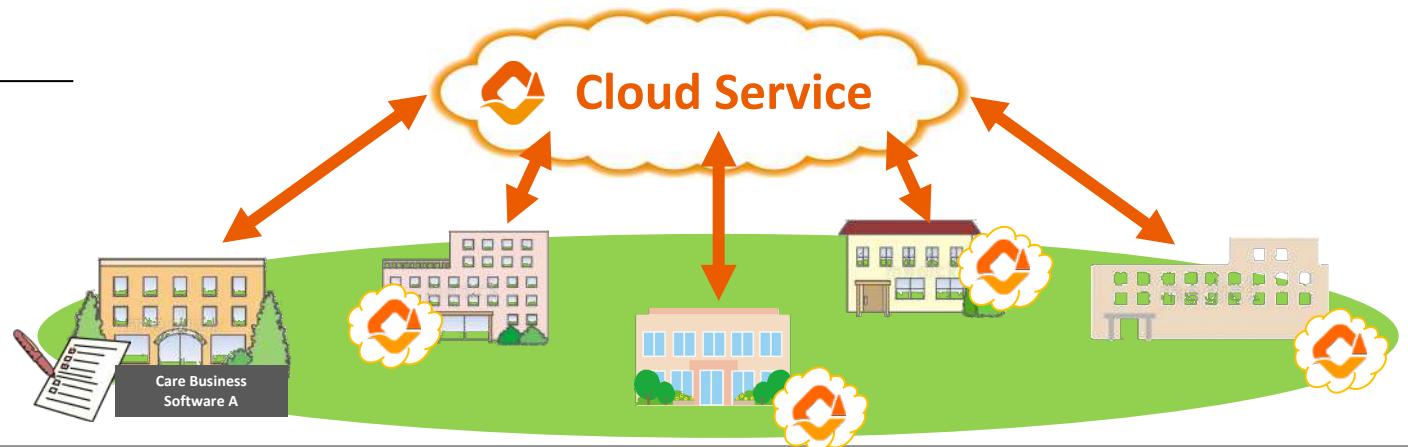
STEP.2

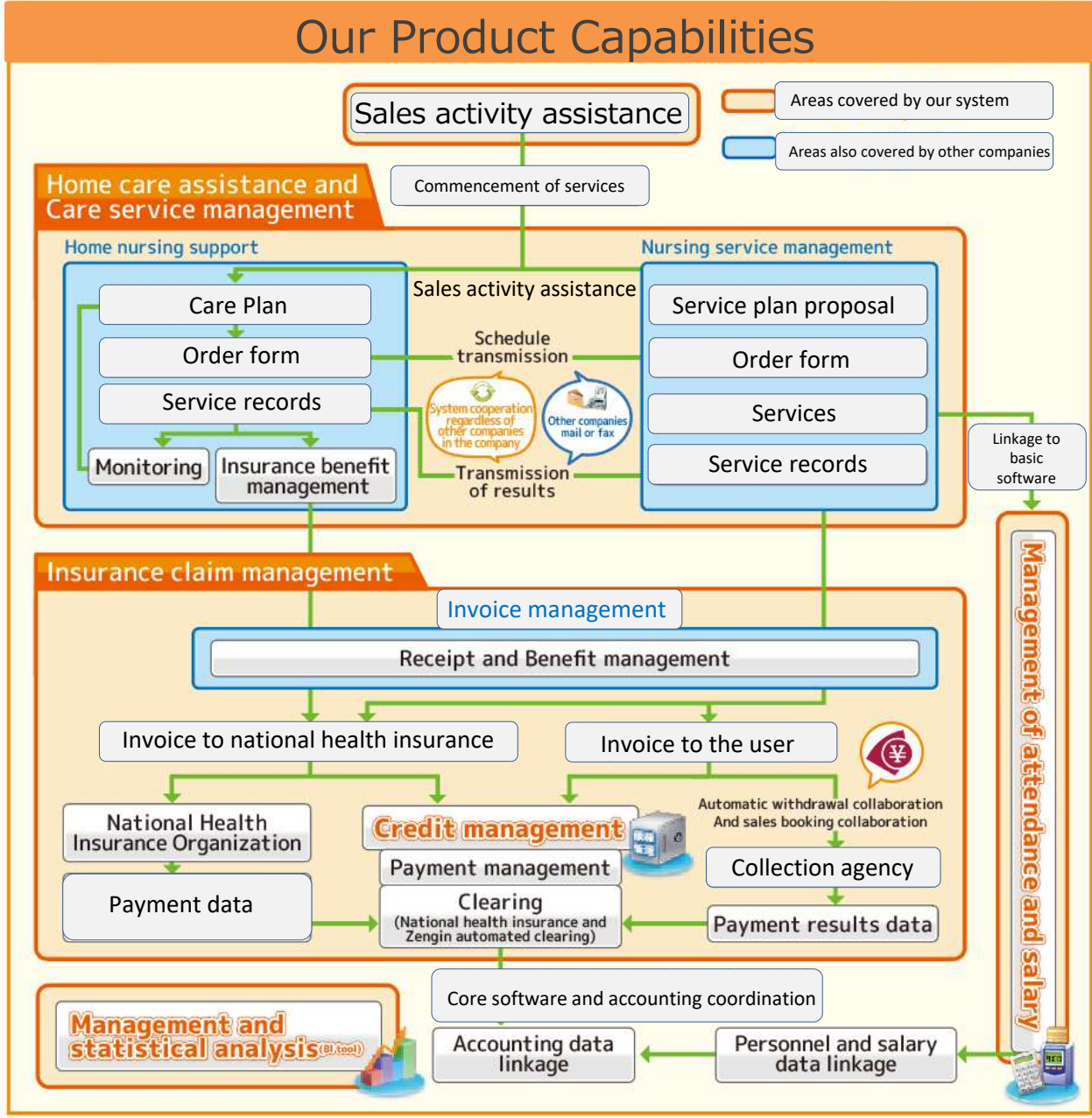
Our product is installed for regional nursing care information distribution (2nd layer), which leads to smoother distribution of information. However paperwork is still required on site.



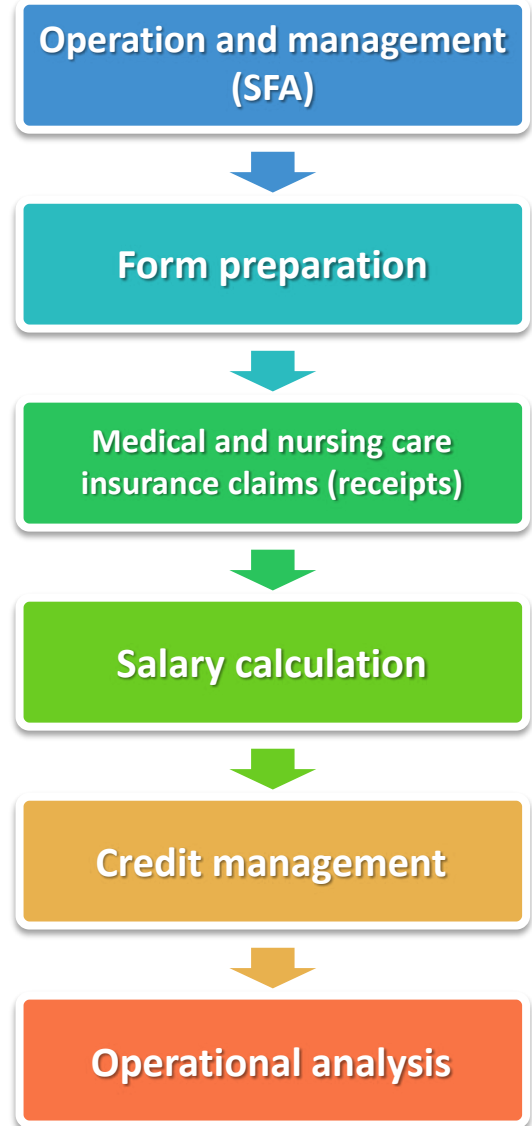
STEP.3

Our product is used in nursing care business administration (1st layer). By using KANAMIC Cloud, administrative work becomes more efficient and leads towards achieving a paperless operation.





Extensive lineup supporting the management of nursing care business



System screen

Room for each care recipient



2nd layer Manager

- Municipalities
- Medical associations
- Central hospitals
- Home care doctors

Only accessible to approved persons involved in the care of care recipient



TRITRUS ログアウト

サンプル事業所のケアマネ 花子さん こんにちは。

コミュニティ

マイページ 参加コミュニティ一覧 介護力ナさんの部屋

前の画面へ戻る

介護力ナさんの部屋

本人家族招待 [利用者情報の名寄せ]

この部屋の管理者

サンプル事業所 ケアマネ 花子

参加者

サンプル事業所

- ケアマネ 花子 主担当者
- 栄養士 和子 副担当者
- ヘルパー 千恵子 主担当者
- ヘルパー 次郎 主担当者

サンプル居宅介護支援事業 ケアマネ 幸子

説明・確認事項 基本情報・地図 住宅情報 家族情報 医療情報 介護情報

身体・生活 認知・精神 社会 温度板 食事・排泄 備考

上の項目をクリックして表示・非表示できます

SpO2 体温

項目	12/15 0:00	12/16 0:00	12/17 0:00	12/18 0:00	12/19 0:00	12/20 0:00	12/21 0:00	12/22 0:00
血圧(上)	142	136	153	144	153	150	142	153
血圧(下)	99	98	99	100	99	99	98	99
体温	37.3	37.0	36.6	37.3	37.0	36.6	37.3	37.0
SpO2	99	98	99	100	99	99	98	99

フェイスシート 新規作成 サービスカレンダー おくすり手帳 アセスメント(認定調査票) 訪問口聴ケアチェックシート データフォルダ タイムライン

ケアレポート

トピック	書込数(未読数)	最終更新日
利用者情報共有板	3(未2)	2012/2/16 11:07
重要]蕎麦アレルギーについて	3(未1)	2010/7/14 18:35

Tabs to monitor changes in the care recipients condition

Information on each care recipient

- Face sheet (collaborative information)
- Calendar (Schedules of Relevant Persons)
- Medication records (Sharing of Drug Information)

Care record for daily changes

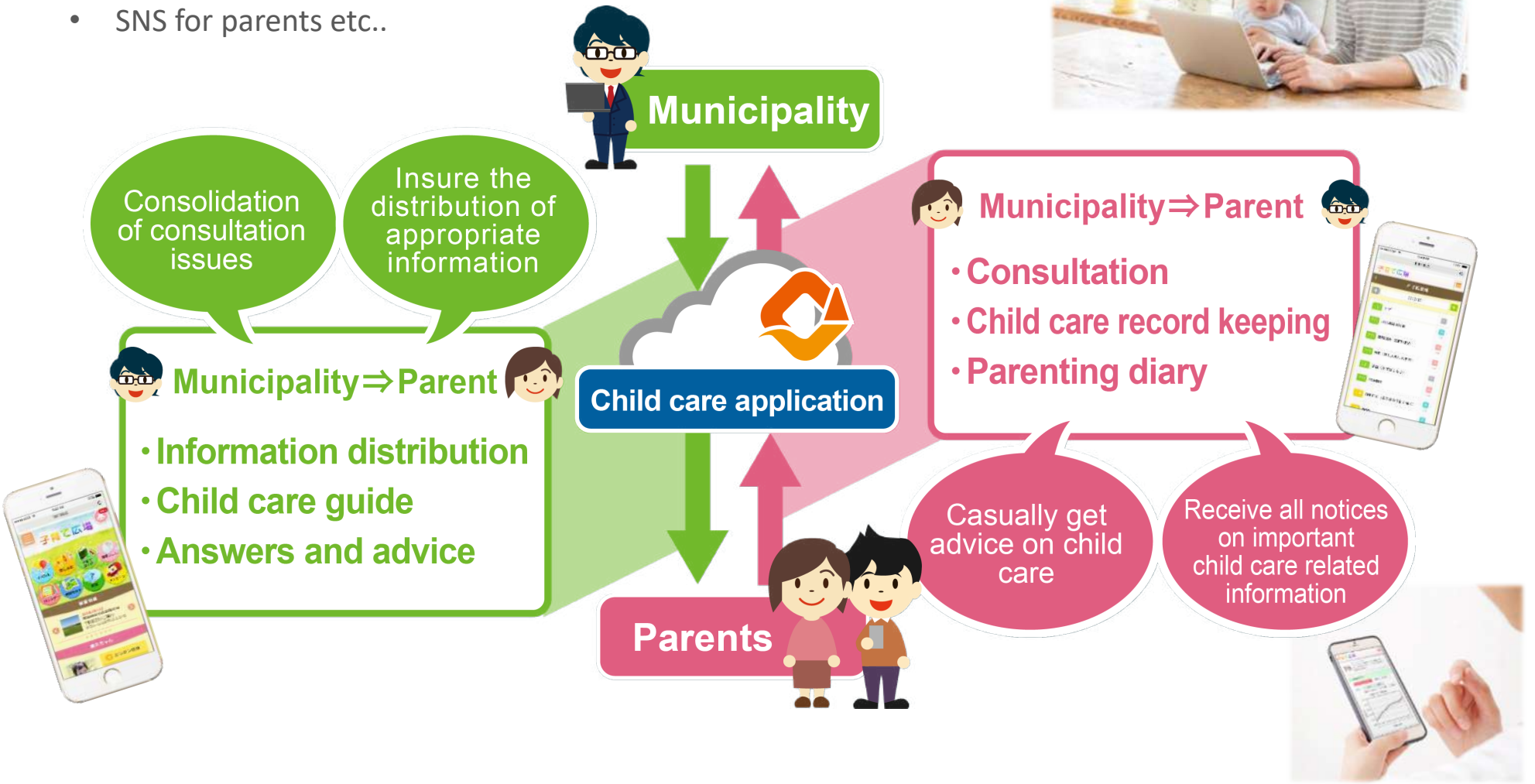
- Care recipient information
- Shared diary
- Care plan
- Vital sign information
- Consumption /excretion records
- Instructions for visiting nurses
- Medical information

etc.

4-9. Parenting Support System

Local municipal project

- News distribution and event information distribution to connect municipalities with parents.
- Blog function based on electronic parent and child diaries
- SNS for parents etc..



4-10. Increase Revenue through Platform Introduction

Fintech

- T-POINT, etc.
- Factoring
- Payroll prepayment

System (AI, IoT, etc..)

- Care plan system with AI
- Remote medical care with IoT
- Multi-language support
- Business management system

Sharing economies

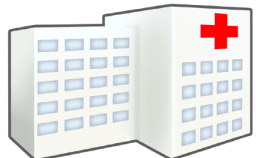
- Human resources
- Care facilities
- Care equipment & vehicles

Internet ads

- Internet Ads
- Web Design

Other

- Internet shopping
- Public Subsidy



Hospital



Care facility



Home care



Care recipients



Doctors



Municipalities



Nurses and Caregivers

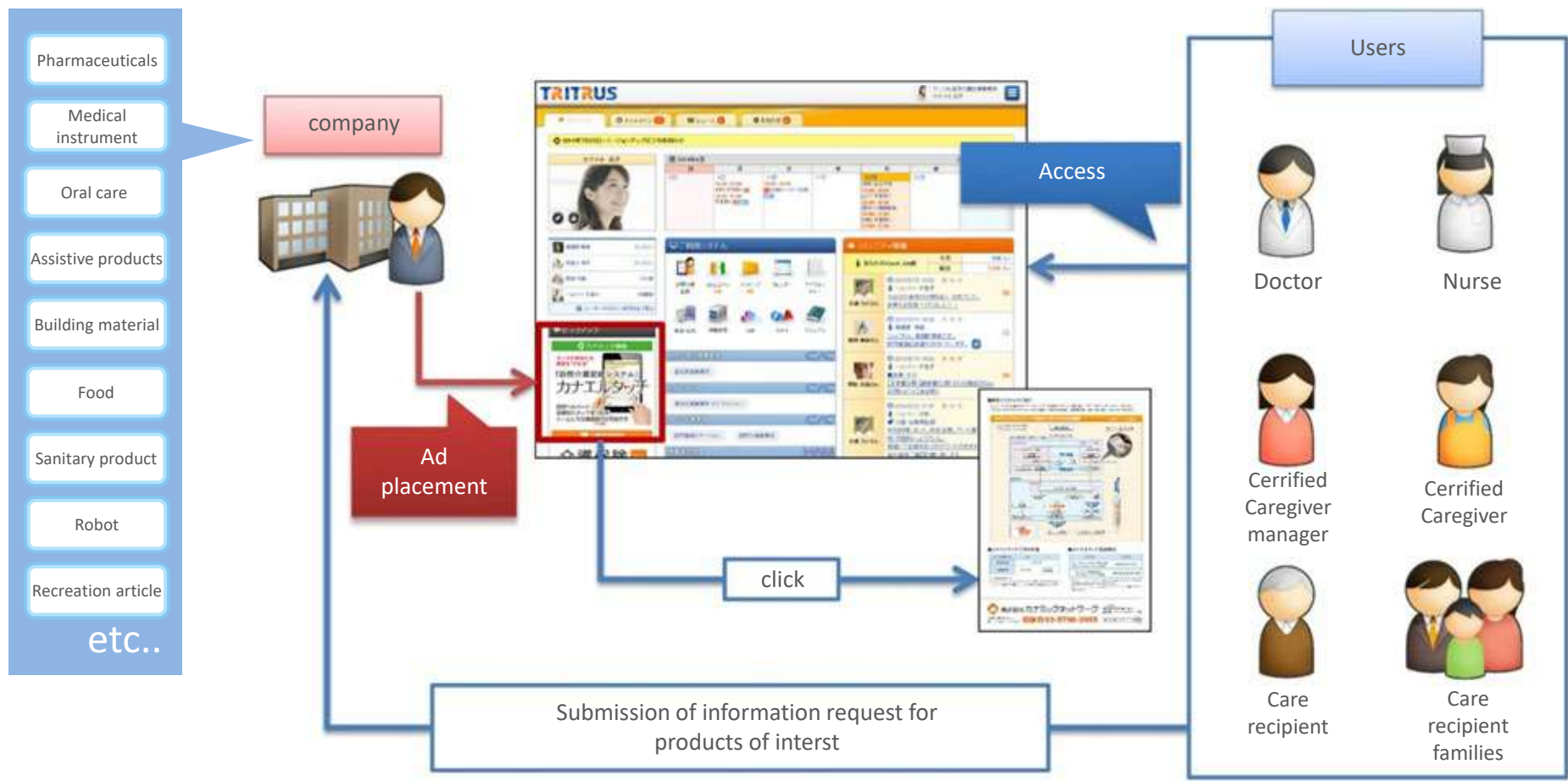
Organizations

Medical and nursing care service providers and recipients

Kanamic users

4-11. Advertising Content Service

Advertising content service focused on medical and nursing professionals



Internet ads

- Impression ads
- Article ads
- Video ads

Participation in user group meetings

- Invitation to participate in regularly held user meetings

Web questionnaire

- Product marketing
- Market research

Distribution of samples

- Provide samples to care recipients via service providers

5. Strengths



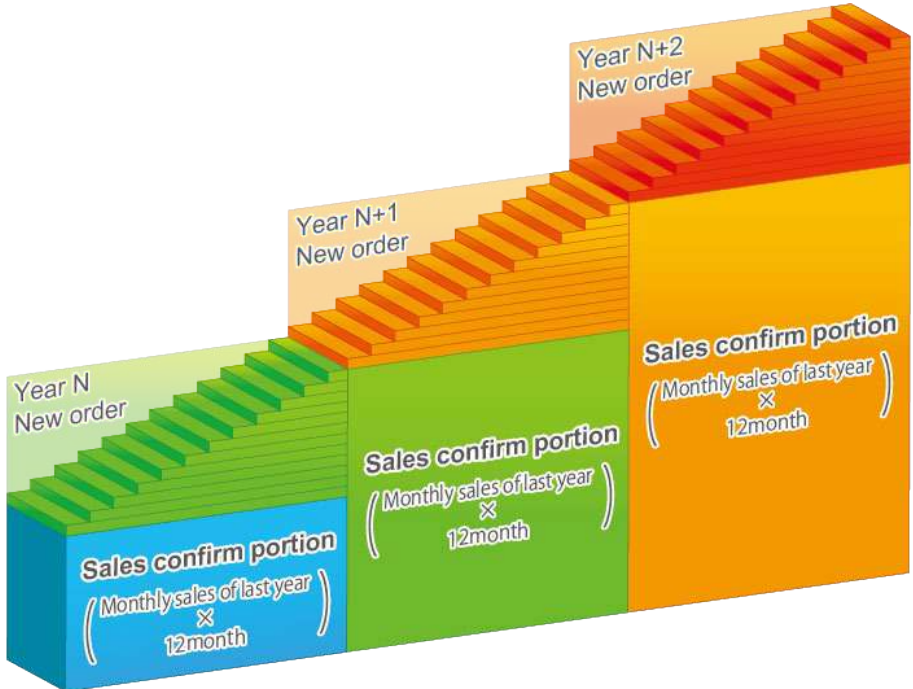
KANAMIC NETWORK

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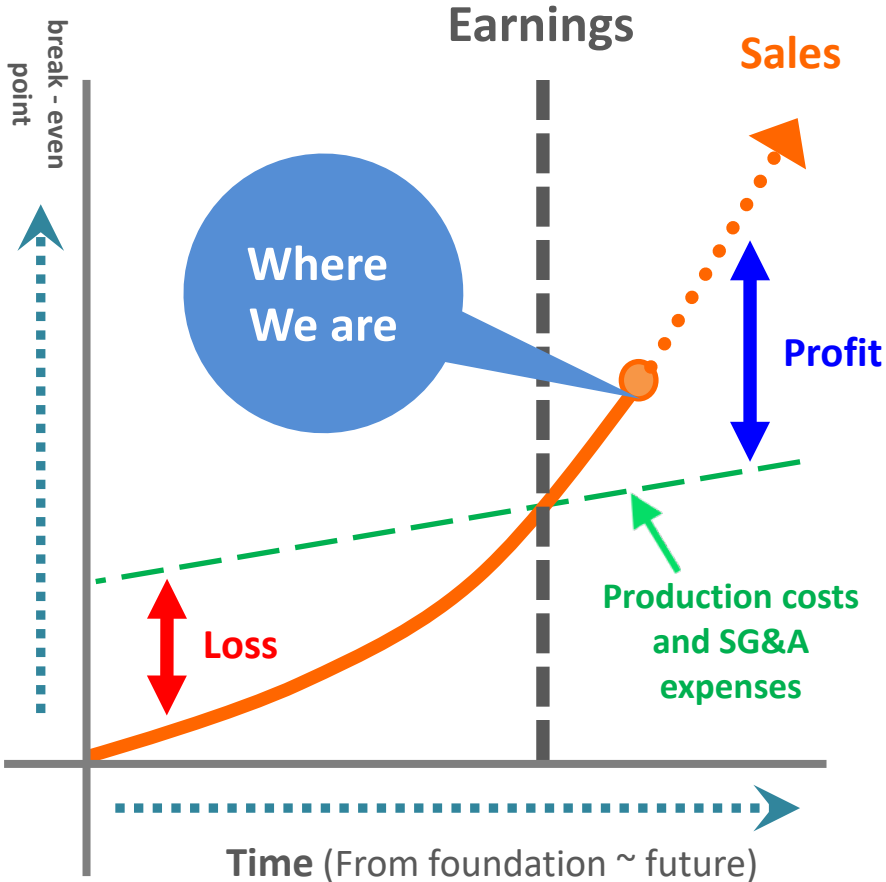
5-1. Profit structure

Our current focus of providing cloud services results in a "Recurring Business Model" leading to high returns.

- Earnings structure in recurring business



- Stages for Kanamic



5-2. Research Collaboration with The University of Tokyo in Development of "Kashiwa Model"

Our medical care collaboration cloud has been developed through joint research with the Institute of Gerontology, the University of Tokyo. It has been built as a local & comprehensive care system which we call "Kashiwa Model"



About ideal town for this institute

In order to accomplish a local & comprehensive care system,

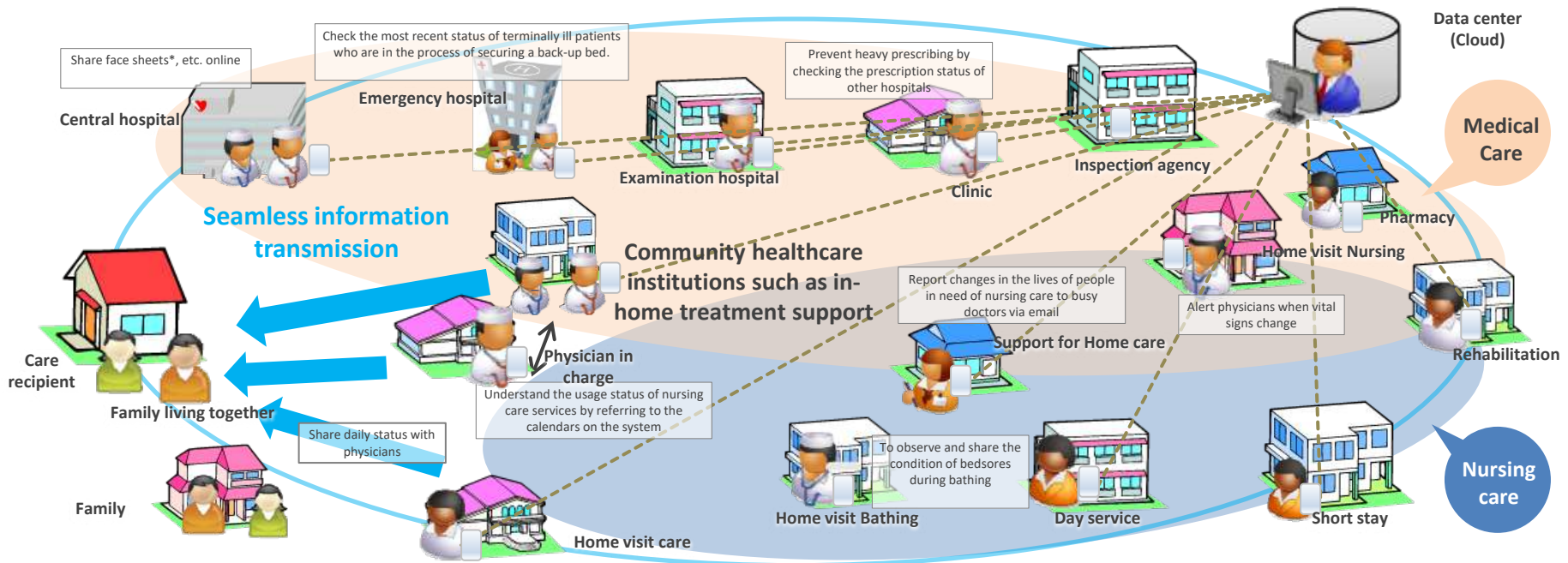
- 1) Construct home medical care system
- 2) Create more visiting nursing care (enabling a 24 hours visiting nursing care system)
- 3) Create more care services (enabling a 24 hour care system)
- 4) Provide housing for the elderly with inclusive services

In order to get jobs for elderly people,

- 1) Follow land agriculture, small-sized vegetable factory, rooftop farming
- 2) Better childcare services, founding child rearing support centers, reserving spaces for child visitations
- 3) Livelihood support service
- 4) Services to support local food such as the creation of dining rooms and the implementation of delivery food services

Constructing information sharing systems

An easier way to share information that allows for multidisciplinary collaboration in home medicine and nursing care services.

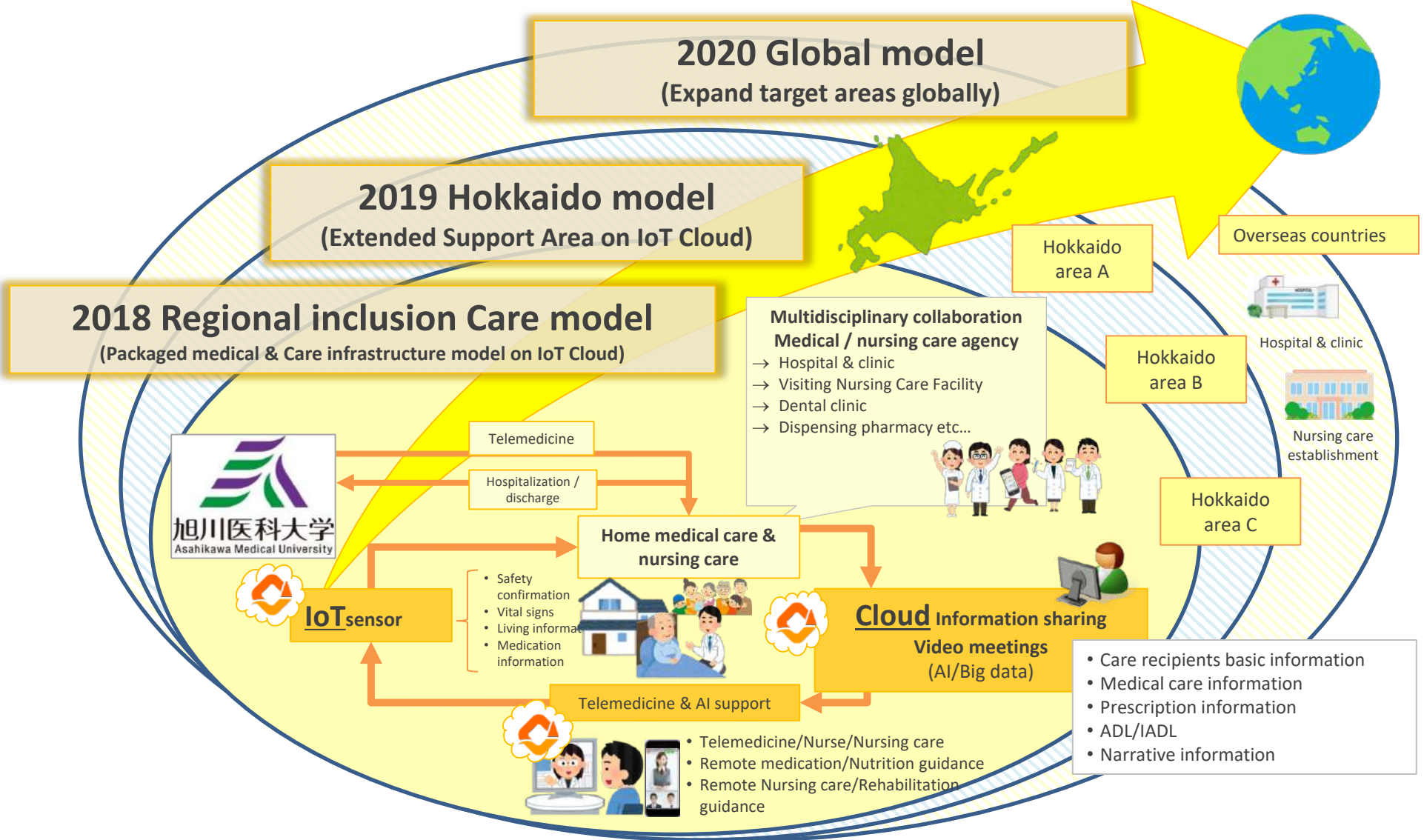


Questionnaire conforms to Chiba Prefecture Community Livelihood Coordination Sheet, etc.

source : Institute of Gerontology, the University of Tokyo

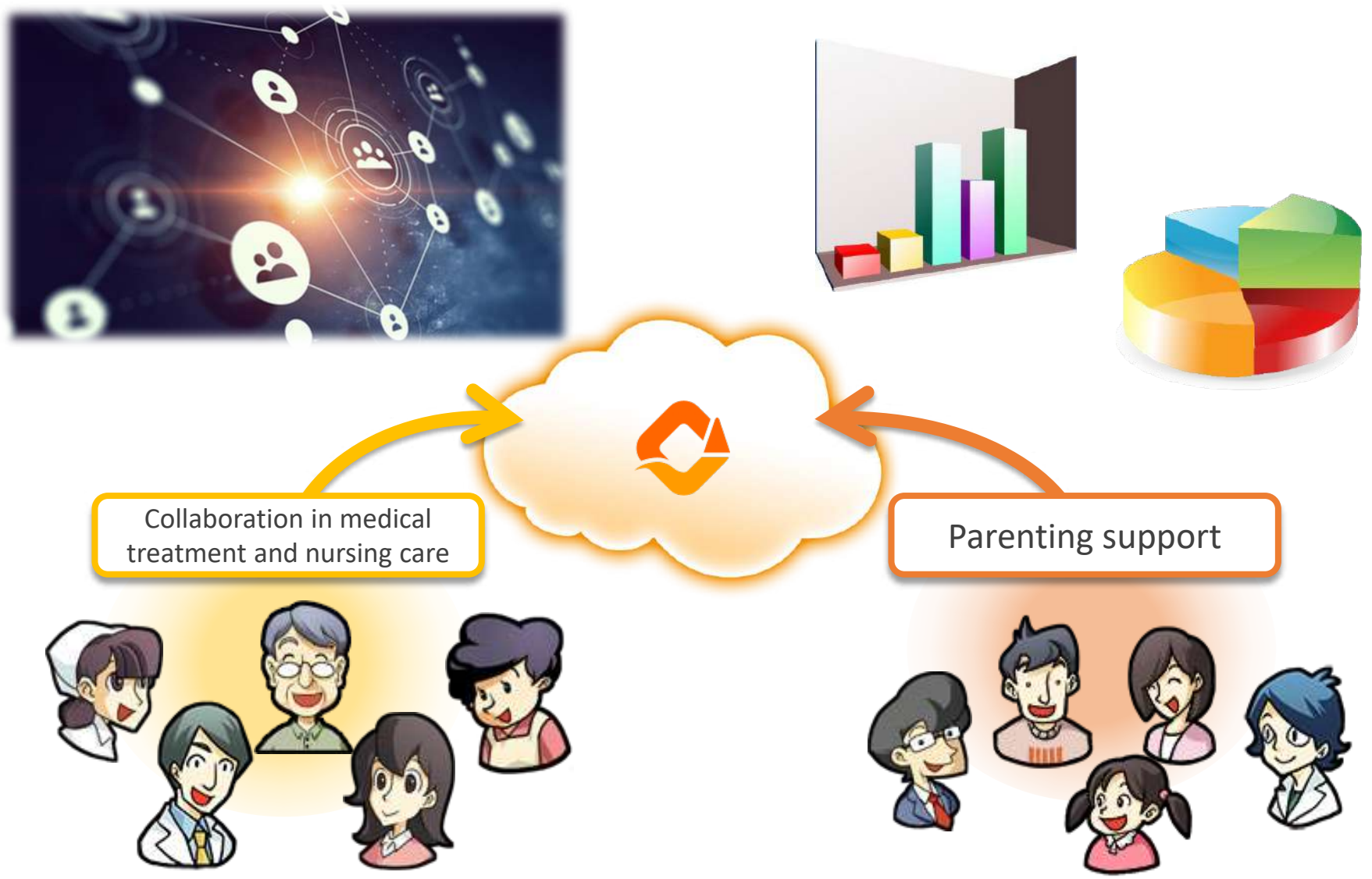
5-3. Research Collaboration

We set up a collaborative research course at Asahikawa Medical University. Together we aim to "create a global model using IoT clouds". Our role in this project is to research and develop new information sharing and support systems related to telemedicine and nursing support.



5-4. Big-data & IoT (Internet of Things) & AI

By analyzing big-data on regional networks and daily business tasks, we are aiming to establish AI to improve medical and nursing care service.



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.