

Ubicom Holdings, Inc. (Prime Market of TSE: 3937)



**FY2023**  
**ended March 31, 2024**  
**Full Year Financial Results**

May. 9, 2024



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# Overview of consolidated financial results (P/L) for FY2023



As our business grew thanks to the favorable external environment,

Consolidated sales were **5,942million yen, 113.3%** of the previous fiscal year, **hitting a record high.**

[unit: million yen]	Full-year results in FY2022		Full-year results in FY2023		YoY comparison
	Amount	Sales ratio	Amount	Sales ratio	
Sales	<b>5,246</b>	<b>100.0%</b>	<b>5,942</b>	<b>100.0%</b>	<b>113.3%</b>
Operating income	<b>1,011</b>	<b>19.3%</b>	<b>1,072</b>	<b>18.0%</b>	<b>106.0%</b>
Ordinary income	<b>1,004</b>	<b>19.1%</b>	<b>935</b>	<b>15.7%</b>	<b>93.2%</b>
Net income attributable to owners of parent	<b>573</b>	<b>10.9%</b>	<b>526</b>	<b>8.9%</b>	<b>91.7%</b>

- Sales **significantly exceeded FY2022 and hit a record high** by surge inquiries due to “① the Workplace Reform related laws in the Medical Business” and “② In the response to the Economic Security Promotion Act, in the Global Business”
- Operating income increased to 1,072 million yen, 106.0% of FY2022, **hitting a record high**, even after absorbing the costs augmented in 3Q due to upfront investment and the decline in utilization rate, as we “①Increased R&D bases through the accelerated capital and business alliance and conducted upfront investment for re-training IT engineers, including leaders,” “②Temporary reduction in development expenses due to refraining from purchasing of Computers before the release of new OS,” and “③Time-lag in response by some clients to the Economic Security Promotion Act.”
- Ordinary income was 935 million yen, 93.2% of FY2022, due to “①The rapid depreciation of the yen resulted in an exchange loss when yen-based assets at R&D bases in Asia were reversed and “②the loss on investment of venture capital” totaling 1.25 million yen.
- Net income was 526 million yen, 91.7% of FY2022, adding, an extraordinary loss of 16 million yen from reevaluation of securities, to the mentioned above.

# Medical Business

Both sales and operating income of the medical business hitting a record high.

*medical business*

Medical business [unit: million yen]	Full-year results in FY2022		Full-year results in FY2023		YoY comparison
	Amount	Sales ratio	Amount	Sales ratio	
Sales	1,520	100.0%	1,646	100.0%	108.3%
Operating income	895	58.9%	1,010	61.4%	112.8%

Thanks to strong demand, sales grew **8.3%** year on year, while operating margin rose **2.5 points** to **61.4%**, hitting a record high. Profit is expected to grow further from the next fiscal year.

Medical institutions resumed the investment in DX due to the application of the Workplace Reform related laws to medical doctors in April 2024.

- Sales of the medical business were **1,646 million yen, 108.3%** of FY2022, **hitting a record high**.
- Operating income was **1,010 million yen, 112.8%** of FY2022, **hitting a record high**. Operating margin rose **2.5 points to 61.4%**, hitting a record high.

The factors in increasing sales and operating income are

- ① The impact of the Workplace Reform related laws and increase of orders for “Mighty QUBE® Hybrid” and “MightyChecker® EX” through the cross-selling measure.
- ② The “insurance knowledge platform” entered the full-scale adoption phase, the cumulative number of clients reached 3. In April 2024, it was adopted by a medium-sized insurance company. Accordingly, it is now in service for 4 companies.

## Medical business

The DX of medical institutions has been accelerated due to the Workplace Reform related laws application to medical doctors from April 2024.

In May 2023, COVID-19 was recategorized into class-5 infectious diseases, so medical institutions started post-pandemic measures.

Through the measure of cross-selling with electronic health record makers, inquiries about “Mighty QUBE® Hybrid” increased rapidly.

The cumulative number of clients for the insurance knowledge platform reached 4, indicating a steady increase in users.

### 01 Number of users

Mighty” series increase of 682 users in FY2022

FY2023: 1,660 users increase (243% of the previous fiscal year)

### 02 AI × Subscription model

Operating margin 58.9% in FY2022

Operating margin rose 2.5% achieved 61.4%

### 03 New AI × Subscription model

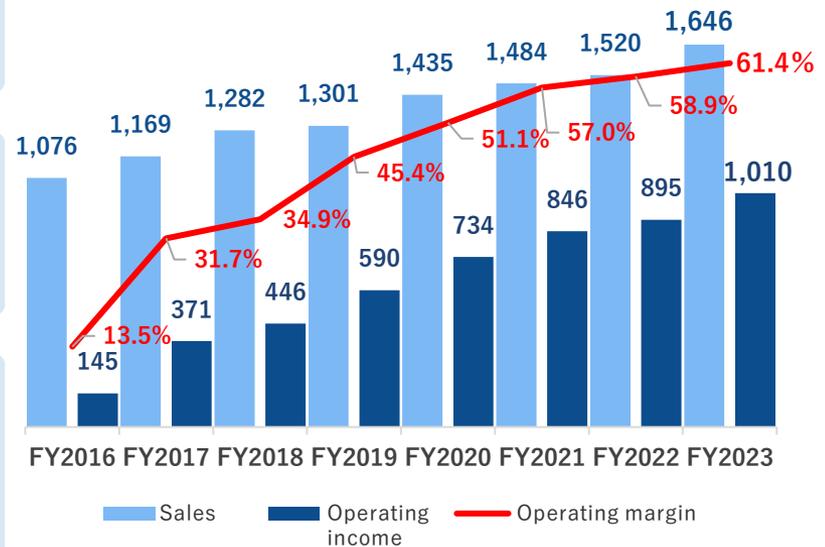
Insurance knowledge platform adopted by multiple companies

Cumulative number of clients: 4

\*In April 2024, it was adopted by a medium-sized insurance company.

## AI × Subscription model

[unit: million yen]



8%

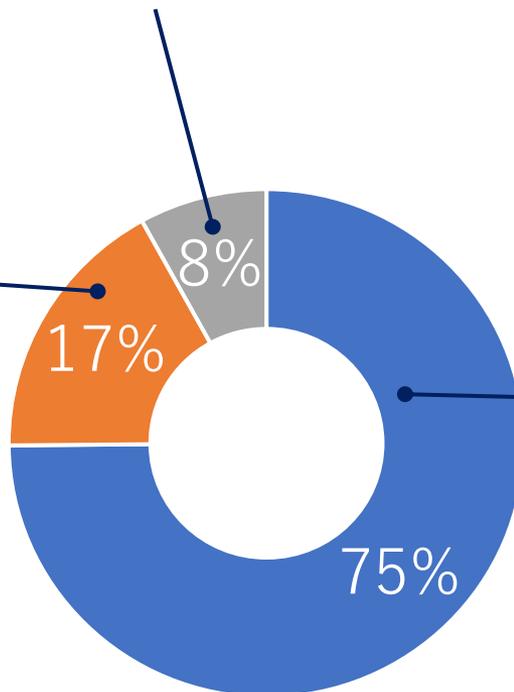
Others(Contracted development · the insurance knowledge platform)

In the future, we aim to increase profitability by expanding the insurance knowledge platform in the life insurance field.

17%

Mighty QUBE® Series

We continuously aim to expand sales further by promoting the measure for cross-selling Mighty QUBE® Hybrid and Home-Healthcare cloud-based medical record system.



75%

MightyChecker® Series

Expanding the sales of MightyChecker® while implementing the measure for cross-selling Mighty QUBE® Hybrid

■ MC ■ MQ ■ Other

Launch **Mighty QUBE® Hybrid** cross-selling for **MightyChecker** users.  
Anticipate further increase sales

# AI × Subscription model

## Mighty QUBE® Hybrid

### Benefits of adopting business support solutions for medical doctors

- 01** Medical institutions

Return on investment: 1,154%<sup>\*1</sup> (Example: a medium-sized hospital with 300 beds · Increase in revenue: 61.98M yen/year)

Contribution to the measures for dealing with excessive work of medical doctors and the reform of workstyles of medical workers

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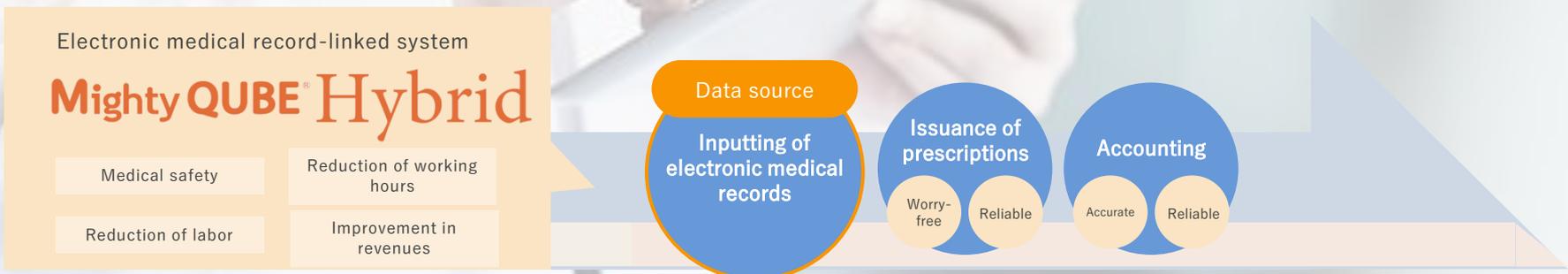
- 02** Medical doctors

AI supports doctors in inputting medical records, and streamlining operations. It prevents doctors from inputting incorrect data and prescribing wrong medicines, contributing to medical safety.

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- 03** Our company

The profitable Subscription model, which targets a GP of 75%<sup>\*2</sup>, generates stable revenues.



\*1 : MQH usage fee Ex)5.34M yen/year(2024 Jan New price)

\*2 : GP = Gross Profit margin

# AI × Subscription model

# MightyChecker<sup>®</sup> EX

## Benefits of adopting business support solutions for medical staffs

- 01** Medical institutions

Return on investment: 411%\* (Example: a medium-sized hospital with 300 beds  
Increase in revenue: 9.12M yen/year)

It prevents staff from issuing wrong invoices or forgetting to issue invoices, **improving revenues.**

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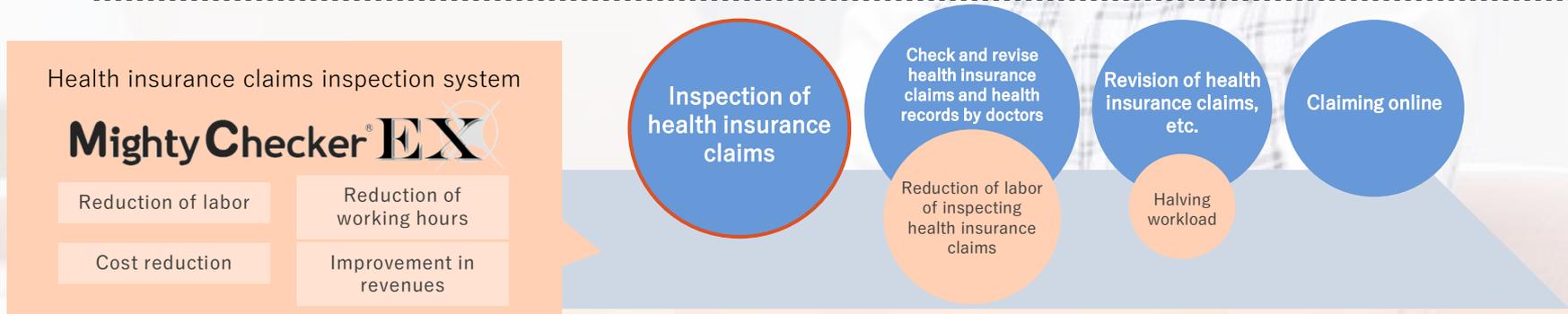
- 02** Medical staffs

AI inspects health insurance claims, to **streamline the operations** of medical staffs.

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- 03** Our company

The profitable **Subscription** model, which **targets a GP of 75%**, generates stable revenues.



\* MCEX usage fee 2.22M yen/year

# 「Mighty」 series changes in our users



## Market share in terms of the number of users\*1

■ Hospitals (20 or more beds)    
 ■ Clinics (less than 20 beds)

**Approx. 46%** 3,708/8,110 facilities     **Approx. 16%** 17,109/105,268 facilities

No. of users as of the end of Mar. 2024/No. of medical facilities as of the end of Feb 2024\*2

\*1 This figure was obtained under certain conditions with reference to the records of our transactions.

\*2 Source: "MHLW Survey on the dynamics of medical institutions in 2024"

## AI × Subscription model

### Core Solutions Mighty Series

#### 【Reason for the increase】

The application of The Workplace Reform related to medical doctors in April 2024 has led to an acceleration of digital transformation in medical industry.

#### TOPIX

As the remuneration for medical services will be revised in 2024, business inquiries keep increasing.

Small and medium-sized hospitals make up 91% of all hospitals and we will enhance marketing target at them.

Through the alliances with electronic medical record manufacturers mainly for small and medium-sized hospitals, the sales of “Mighty QUBE® Hybrid” are expected to grow at an accelerated pace.

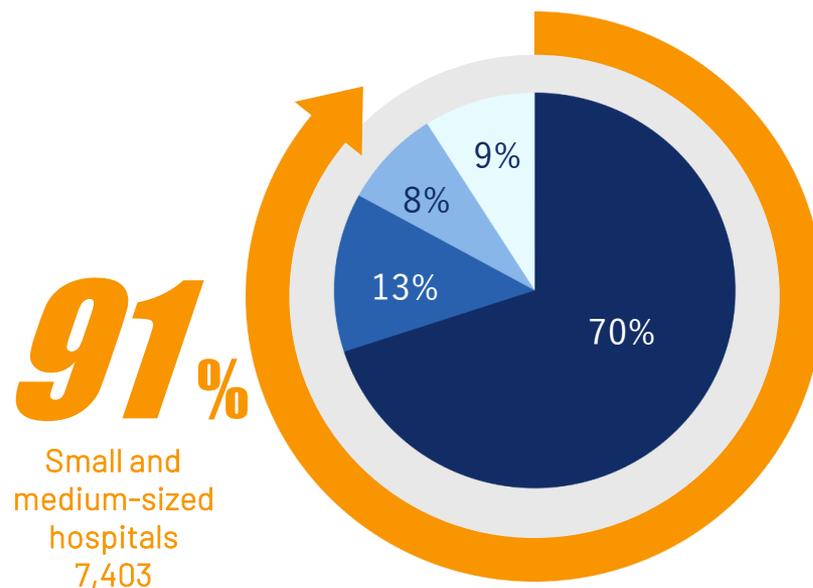
## < Number of facilities in each scale >

20-199 beds	5,708 hospitals	70%
200-299 beds	1,027 hospitals	13%
300-399 beds	668 hospitals	8%
400 or more beds	753 hospitals	9%

Total number of hospitals: 8,156

Number of target small and medium-sized hospitals: 7,403

## Target concentrate further



## Mighty QUBE® Hybrid

Focus on the electronic medical record market for small and medium-sized hospitals

\*The linkage with electronic medical records is indispensable.

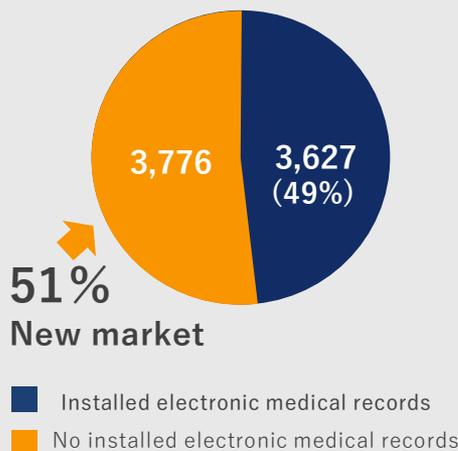
### Report on the Results of a Survey on the Installation of JAHIS Hospital Information System – Survey in 2022 –

According to a survey in 2022, **over 4,000 hospitals installed an electronic medical record system, accounting for 49%** of the total number of hospitals: 8,156.

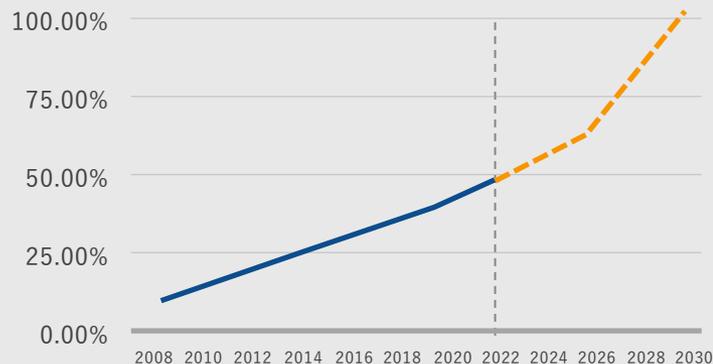
Source: “JAHIS Report on the results of a survey on the adoption of hospital information systems in 2022”

Market size	
Installation rate of electronic medical records	49%
Small and medium-sized hospitals	7,403
Installation of electronic medical records in small and medium-sized hospitals	3,627

Number of hospitals that have installed electronic medical records (Estimated)



Rate of Penetration of Electronic Medical Records



**Medical DX2030 Vision 2030**  
Ministry of Health, Labour and Welfare

By 2030, we aim all medical institutions to have electronic medical records to share necessary patient medical information.

Source: MHLW “Reiwa Vision for Medical DX 2030”

The market size of Mighty QUBE® Hybrid is 6.2 billion yen. This includes the implementation of cross-selling measures to facilities that have already adopted electronic medical records for small and medium-sized hospitals and the creation of the NEXT market for facilities that have not yet introduced electronic medical records.

The target index is a GP of 75%.

Our company started cross-selling "Mighty QUBE® Hybrid" at full scale from November 2023 in collaboration with electronic medical record manufacturers, targeting small and medium-sized hospitals. We are negotiating with four companies, and formed a business alliance with one company. We aim to expand the orders we receive for the market with a scale of 3.1 billion yen.

## Electronic medical records installed

(49%: 3,627 institutions)

Of the 20 major electronic medical record manufacturers for small and medium-sized hospitals, half (10) are existing Mighty Checker® customers. We will cross-sell Mighty QUBE® Hybrid to the 2,100 facilities owned by these 10 companies.

Cross-selling Mighty QUBE® Hybrid

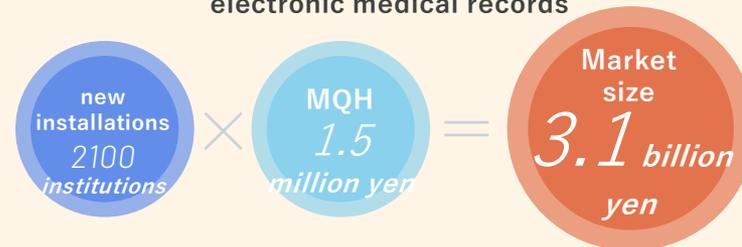


## Electronic medical records not yet installed

(51%: 3,776 institutions)

The penetration rate of electronic medical records has been rising, so the 3,776 facilities that have not installed electronic medical records could form the next market for electronic medical records.

Next market of Mighty QUBE® Hybrid for introducing electronic medical records



\*Plan in 7 years based on MHLW's indicators to 2030

- Annual contract based on the number of statements of medical expenses
- Million to tens of millions yen/year sales per company
- A recurring model aimed at a GP of 75%
- **AI** × **Subscription** model

Life insurance market  
**42 companies**

No. of life insurance companies announced by the Financial Services Agency issued

Installed by  
**4 companies**

- ① Zurich Life Insurance Co., Ltd. (installed on Nov. 17, 2021)
  - ② The Neo First Life Insurance Co., Ltd. (installed on Jul. 31, 2023)
  - ③ A medium-sized insurance company (unnamed for privacy) (installed on Feb. 1, 2024)
- \*In April, a medium-sized insurance company (unnamed for privacy) adopted it and will install it on Apr. 1, 2024.  
① and ②, which have installed the platform, are thinking of using an additional engine.

Negotiating with  
**3 companies**

Negotiating with companies, including a leading life insurance company

# Promotion of new platform business

We will enter a new business field by utilizing our customer base, medical database, and intellectual property. **We started preparations for “a remote service platform” in the runup to promoting the new platform business.**

- ① Support for over 20,000 medical institutions for 37 years of trust and business experience in the Japanese healthcare system (Market leader)
- ② In-house database updated monthly, including medical procedures such as surgeries and treatments, prescribed medication, and names of injuries and illnesses under the medical care system
- ③ Patent barriers to alternative entry
- ④ Several AI engines based on our exclusive data

## Stable earnings

**AI × Subscription model**

**MightyChecker<sup>EX</sup>** **MightyQUBE<sup>Hybrid</sup>**

**MightyChecker<sup>Cloud</sup>**

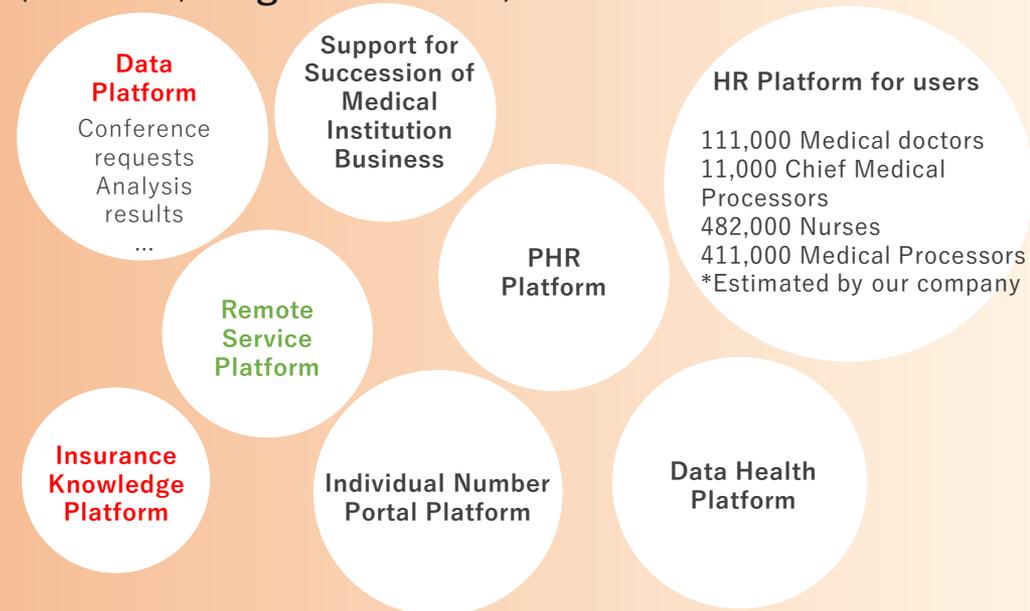
To enter a new business field by utilizing our customer base, medical database, and intellectual property.

Knowledge  
No. of medical  
institutions  
*Over 20,000*



In-house  
database

## New target markets in the second growth phase (medium/long-term vision)



# Global Business

# Overview of each segment in FY2023: Global business

The sales of the global business marked a record high.

Operating income dropped from the previous fiscal year due to the upfront investment and the decline in utilization rate.

## global business

Global business [unit: million yen]	Full-year results in FY2022		Full-year results in FY2023		YoY comparison
	Amount	Sales ratio	Amount	Sales ratio	
Sales	3,725	100.0%	4,295	100.0%	115.3%
Operating income	446	12.0%	420	9.8%	94.3%

Thanks to strong demand, sales grew **15.3%** year on year, and the operating income ratio is recovering from 4Q.

In response to the Economic Security Promotion Act enacted in May 2022 and the shortage of IT engineers (about 790,000 short in 2030), large companies and leading system integrators reconsidered their suppliers.

- Sales grew significantly to 4,295 million yen, 115.3% of FY 2022, **hitting a record high.**
- Ordinary income was 420 million yen, 94.3% of the previous fiscal year, due to the increase in costs caused by upfront investment and the decline in utilization rate, as we
  - ①Increased R&D bases through the accelerated capital and business alliance and conducted upfront investment for re-training IT engineers, including leaders.
  - ②Time-lag in response by some clients to the Economic Security Promotion Act.
  - ③Temporary reduction in development expenses due to refraining from purchasing computers before the release of new OS.

Notes: Regarding the temporary reduction in development expenses due to refraining from purchasing computers, development is expected to resume when a new OS is announced officially by the manufacturers. As for the Time-lag in response by some clients, recovery is expected to begin in the 4Q.

# Reasons for failure to reach the full-year forecast and points for achieving the goals in the next fiscal year

Sales and operating income fell below the forecast amounts due to the upfront investment and the decline in utilization rate.

Operating income was about 300 million yen below the forecast.

## ✓ Reasons for not meeting the full-year forecast

### ① 74 million yen (2Q)

Cost increased in investment to IT engineers recruitment and training

### ② 216 million yen (3Q)

- 1) Cost increased in investment to the base in Manila. (40.5 million yen) due to accelerated capital and business alliance.
- 2) Time-lag in response by some clients to the Economic Security Promotion Act (121.5 million yen).
- 3) Temporary reduction in development expenses due to refraining from purchasing computers before the release of new OS(54 million yen) (temporary decline in utilization rate)

### ③ 10 million yen (4Q)

- 4) Cost increased in investment to the base in Cebu

## 4Q doubled the profit of 3Q.

- In 4Q, the operating margin rose significantly due to the improvement in utilization rate and cost reduction.

[unit: million yen]

	3Q	4Q	3Q vs 4Q
Sales	1,051	1,113	106%
Operating income	56	130	<b>232%</b>

## In FY2024, the full-scale recoupment of upfront investment started through organizational reform.

Restructuring to become a technology consulting organization that offers the know-how to conduct offshore development

- To start recruitment after achieving a utilization rate in the next fiscal year
- To receive orders for projects of multiple business alliance partners
- To conclude more dollar-denominated contracts with foreign enterprises
- To aim special orders at the time of the release of the new OS

## Global business

In response to the Economic Security Promotion Act enacted in May 2022, large companies and leading system integrators reconsidered their suppliers.

As a result, the demand for the services of our company as a safe outsourcee grew considerably.

### Start of transactions with large overseas companies, which are candidates for new pillars

- ① 1Q/2Q : Increase the numbers of IT engineers ・ Investment in training IT engineers  
 3Q : Investment in retraining IT engineers due to the acceleration of capital and business alliance with OGIS-RI has enabled us to establish a development system with an annual order value exceeding 300 million yen (aiming for medium-term expansion).
- ② 3Q : Due to the time-lag in response by some clients to the Economic Security Promotion Act and impact of temporary reduction in development expenses because of refraining from purchasing computers before the release of new OS resulted in decline utilization rate.  
 4Q : Temporary suspension of hiring new engineers to increase revenue and profit. As a result, the utilization rate has improved. The time-lag occurred in 3Q begins the recovery gradually. We anticipate more efficient utilization in the future.
- ③ 4Q : We started the transaction with global major enterprises as the candidates for new pillar.

#### 01 Business alliance

Promotion of capital/business alliance (partnership strategy)

The capital and business alliance with OGIS-RI was formed earlier than initially scheduled.

#### 02 Recruitment/utilization rate

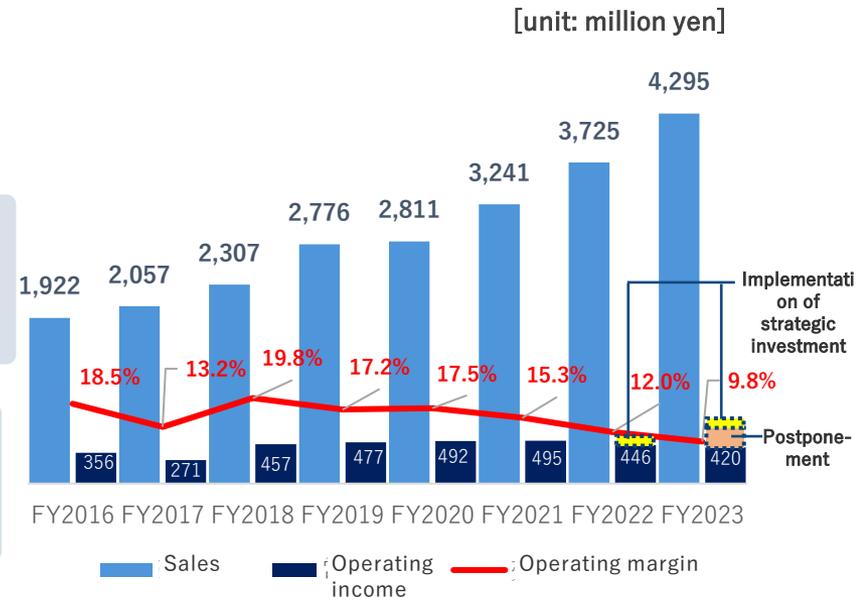
Response to inquiries in the wake of the enactment of the Economic Security Promotion Act

Expansion in sales and profit  
 The goal in increasing the utilization rate

#### 03 Promotion of the Go Global strategy

Promotion of the Go Global strategy

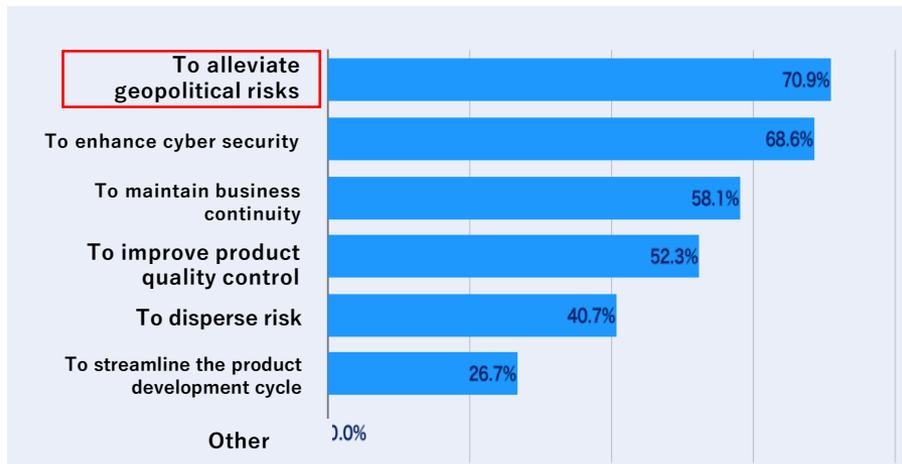
Start of transactions with new global major enterprises



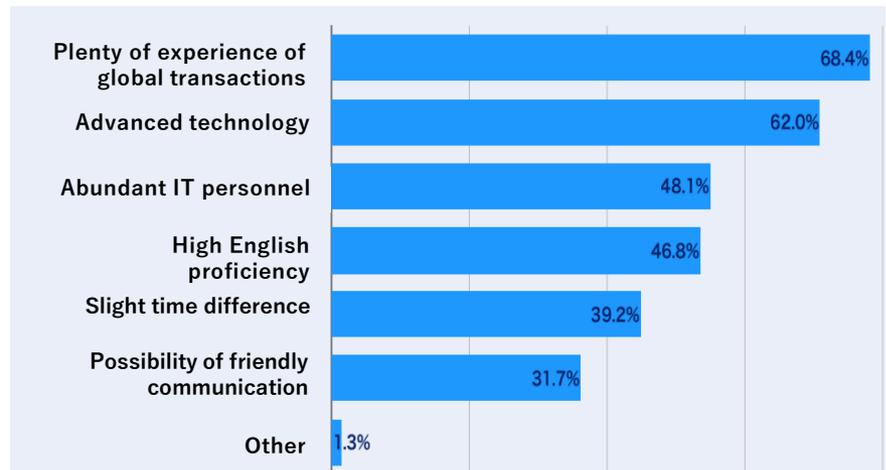
**About 90%** of offshore development staff of listed companies concern about “geopolitical risks” in regions of their offshore business.

In response to the Economic Security Promotion Act, many companies plan to **reconsider their offshore development** as a concrete measure for “revising the supply chain.”

Please tell us why you want to further revise the supply chain for software development before the enforcement of the Economic Security Promotion Act. (multiple answers allowed)



What points do you value when reconsidering offshore development in response to the enforcement of the Economic Security Promotion Act? (multiple answers allowed)



Outline of the survey: Survey on the actual situation of response to the Economic Security Promotion Act  
 Survey method: Online survey based on the plan of the research PR “Resapee®” provided by IDEATECH  
 Survey period: November 1 to 2, 2023

Valid respondents: employers, executives, business administration staff, and IT/information system staff of listed companies that conduct offshore development (100 people)

\*Composition ratios were obtained while rounding the ratios to one decimal place, so the sum of the ratios is not necessarily equal to 100.

# Impact of currency fluctuations

Currency fluctuations caused valuation losses on our overseas subsidiaries yen-based assets. However, FX risk associated with our business are under control.

## Exchange Rate Trends between the Japanese Yen and the Philippine Peso



### ▲9.0 million pesos : Business domain

Regarding the impact of exchange rate fluctuations on the core business, we concluded a memorandum for dividing the profit/loss with each client.

Management of the impact of exchange rates.

### ▲26.5 million pesos : Non-business domain

Loss on valuation of yen-denominated assets of subsidiaries outside Japan

**FY2024 Forecast  
Promoting  
the Second Growth Phase**

# Earnings forecast for FY2024

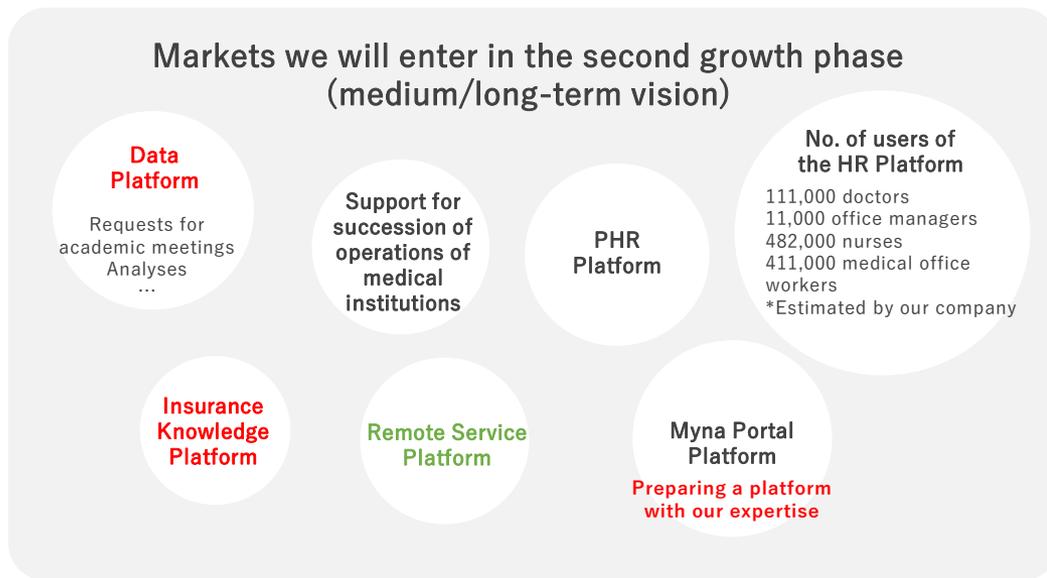
Towards the second growth phase (investment return phase), we plan to increase both operating income and ordinary income by more than 40% by enhancing the utilization rate of advanced technology engineers and capturing on demand since the establishment of the company.

- ① Operation of multiple new platforms (medical business)
- ② Full-scale launch of Mighty QUBE® Hybrid and MightyChecker® EX's cross-selling (medical business)
- ③ Enhancement of marketing for consulting in Japan through organizational reform (technology consulting business)
- ④ Foray into the global market (technology consulting business)
- ⑤ Acceleration of development of pillars since last year (technology consulting business)
- ⑥ M&A and capital/business alliance (both businesses)

[unit: million yen]	Full-year results in FY2023		Full-year forecast for FY2024		Increase rate
	Amount	Sales ratio	Amount	Sales ratio	
Sales	5,942	100.0%	6,700	100.0%	12.7%
Operating income	1,072	18.0%	1,500	22.4%	39.9%
Ordinary income	935	15.7%	1,518	22.7%	62.2%
Net income attributable to owners of parent	526	8.9%	1,000	14.9%	90.1%

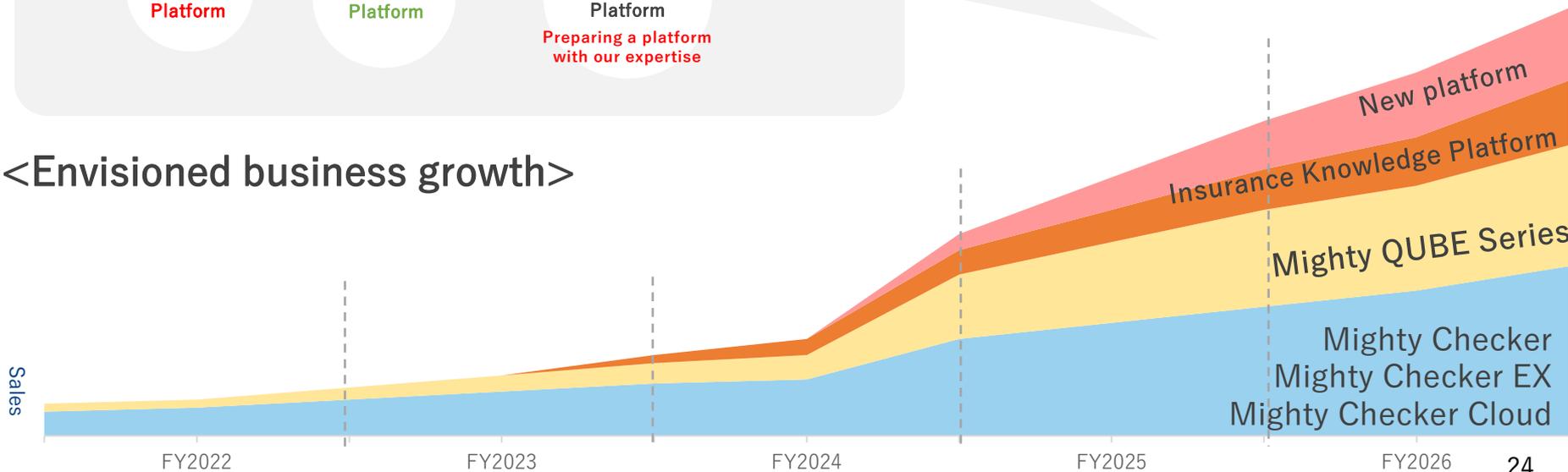
# ① Operation of multiple new platforms (medical business)

To expand the business with new platforms based on the medical customer base, a medical database, and intellectual property. We aim to develop a new recurring model for expanding sales and profit.



**Accelerate**  
**AI × Subscription**  
**model**

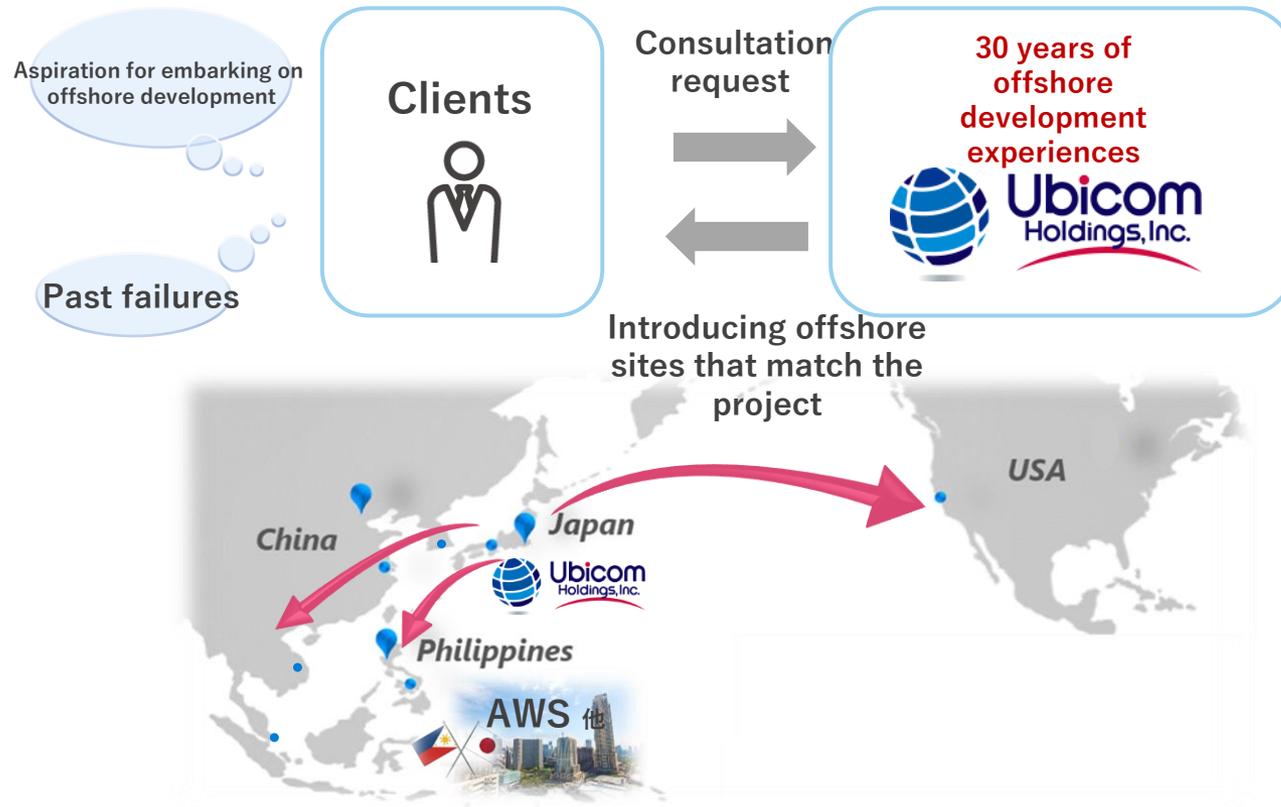
## <Envisioned business growth>



## ② Launch the consulting business by merging two existing departments\* into the technology consulting business

We respond to the clients who are affected by the Economic Security Promotion Act; there has been the considerable increase for our company as a trusted outsourcing partner. Utilizing 30 years of offshore development expertise, we have launched consulting business for major companies worldwide.

With organizational changes, we are strengthening our consulting sales in Japan.

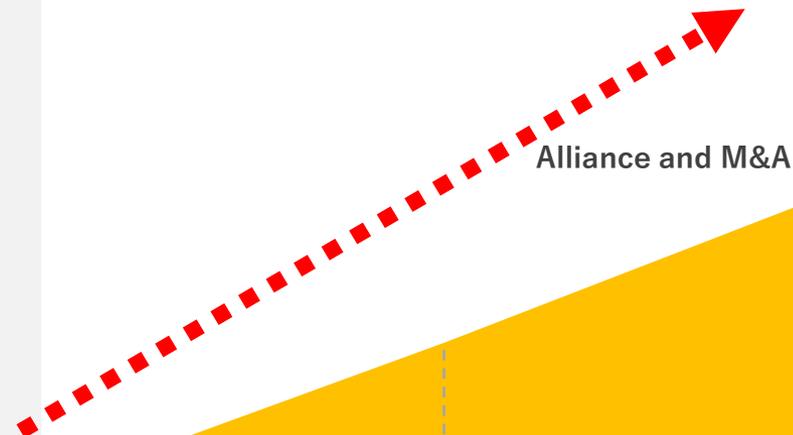


\*Integrate Enterprise solution strategy department and Global business strategy department into Technology consulting business division

# ③ Implementing multiple measures to increase operating income (Technology consulting business)

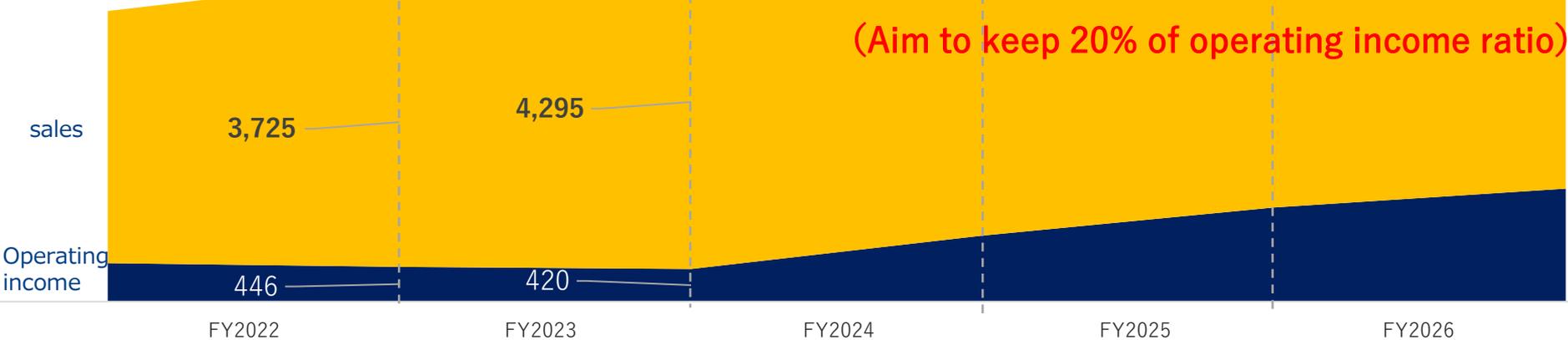
The 2nd growth phase ( medium/long-term vision )  
New market and Measures to improve operating margin

- ① Up utilization rate
- ② Launch consulting business
- ③ Expansion business by highly skilled AI engineers (high unit price)
- ④ Orders from overseas major companies (Up dollar-denominated contract)
- ⑤ Cooperation with domestic and international clients



## <Imagined business growth>

[unit: million yen]

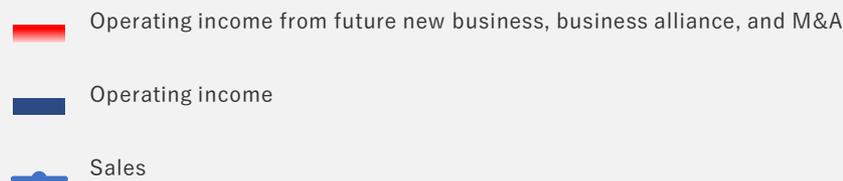


**Return phase after this term**  
(Aim to keep 20% of operating income ratio)

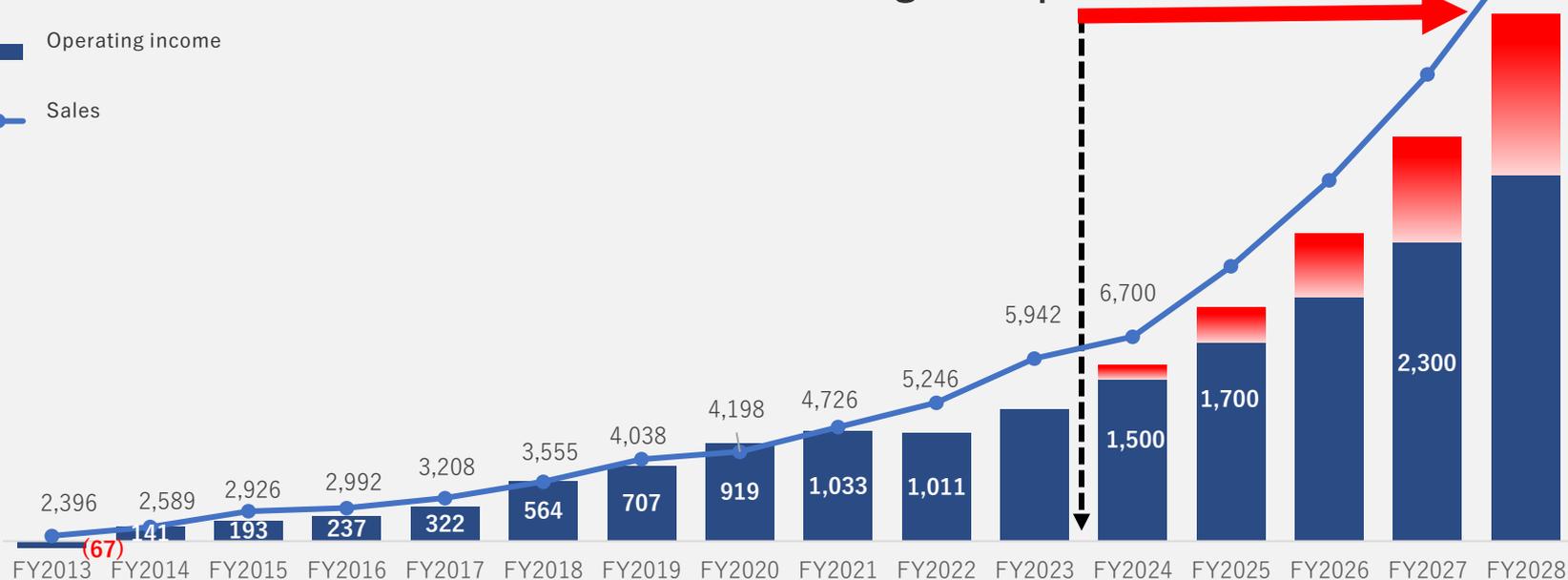
# Promotion of measures in the second growth phase

- ① Operation of multiple new platforms (medical business)
- ② Full-scale launch of Mighty QUBE® Hybrid and MightyChecker® EX's cross-selling (medical business)
- ③ Enhancement of marketing for consulting in Japan through organizational reform (technology consulting business)
- ④ Foray into the global market (technology consulting business)
- ⑤ Acceleration of development of pillars since last year (technology consulting business)
- ⑥ M&A and capital/business alliance (for both businesses)

[unit: million yen]



Full-scale start of the second growth phase



(1,000)

# Appendix

We reported the progress of the memorandum signed for expanding the business of the Ubicom Group further in the presence of President Marcos of the Philippines (on Dec. 18, 2023).

- During the trip of President Ferdinand Marcos to Japan, a session for reporting the progress of the business agreement signed on Feb. 10, 2023, was held under the auspices of the Department of Trade and Industry (DTI).
- A total of 12 companies, including our company, Toyota Motor, Mitsubishi Corporation, Marubeni, and Nomura Real Estate Development, reported the progress.
- As an IT development partner of leading global enterprises inside and outside Japan, we reported the progress of the development of top-notch engineers and support for DX utilizing our development bases centered around the Philippines.



## Conclusion of a capital/business alliance contract with OGIS-RI (on Feb. 5, 2024)

Conclusion of a capital/business alliance contract for accelerating strategic partnership to offer DX services to more clients in the Asia-Pacific region by utilizing the resources of our company and OGIS-RI

【Business plan related to the capital/business alliance with OGIS-RI and its sales growth effect】

✓ Establishment of a development system for receiving orders worth 300 million yen per year  
(the initial fiscal year: Apr. 2024 to Mar. 2025)

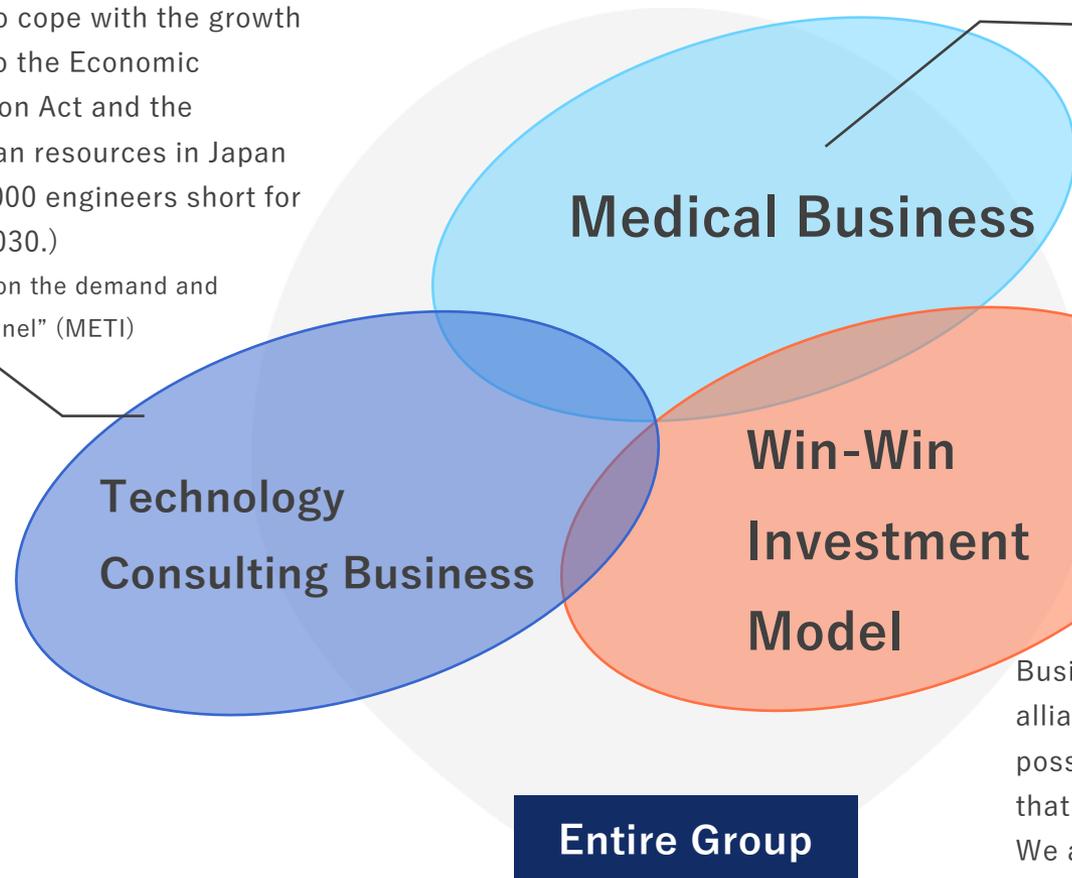
✓ We will keep expanding the scale of our development system to develop a big pillar from FY 2024.



## Considering business and capital alliances with leading global companies for the second growth phase

**Training of young IT engineers and DX support** in Asia to cope with the growth of demand due to the Economic Security Promotion Act and the shortage of human resources in Japan (We will be 545,000 engineers short for DX in Japan in 2030.)

\* Source: "Survey on the demand and supply of IT personnel" (METI)



Provision of solutions that are beneficial to three things: **reform of workstyles of medical doctors**, which are becoming insufficient, **improvement in management of medical institutions**, and **DX in the insurance and healthcare fields**. From now on, we will develop and offer a new platform for solving social issues by utilizing the databases and intellectual property of about 20,000 medical institutions. We will brush up our earning capacity by increasing subscription models at an accelerated pace.

Business administration based on strategic alliances and M&A with enterprises that possess **social impact** and **core competence** that would help attain SDGs. We aim to obtain resources in regions other than the Philippines through cooperation and strategic alliances with leading companies and growing enterprises.

**Resilient management, engineers development strategy, business synergy, and pursuit of reason to exist** for continuing advancement under unstable circumstances

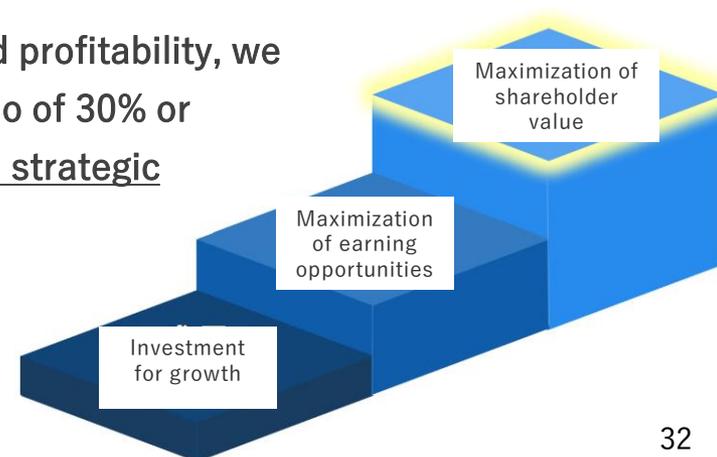
	Goals	Concrete activities	Related SDGs
E	<ul style="list-style-type: none"> <li>To reduce CO<sub>2</sub> emissions</li> <li>Global partnership</li> </ul>	<ul style="list-style-type: none"> <li>To make the electric power consumed at the head office 100% derived from renewable energy</li> <li>Investment in equipment of subsidiaries in the Philippines</li> </ul>	   
S	<ul style="list-style-type: none"> <li>Initiatives for diversity</li> </ul>	<ul style="list-style-type: none"> <li>1 female director</li> <li>Ratio of female managers: 40%</li> <li>Improvement in the ratios of childcare leave and maternity leave</li> <li>Improvement in the ratio of non-Japanese employees</li> </ul>	   
G	<ul style="list-style-type: none"> <li>Fortification of the governance structure</li> </ul>	<ul style="list-style-type: none"> <li>Information disclosure and securing of transparency</li> <li>Diversity of executives</li> <li>Disclosure of the commitment of top executives</li> <li>Hiring and training talented human resources</li> </ul>	

As we have established a robust revenue base thanks to the recent strong demand, we distributed a year-end dividend of 13.00 yen/share, up 2 yen/share from that in the previous fiscal year.

Fiscal year	FY2017	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023
Annual dividend [yen]	0	5	5	7	9	11	13
Payout ratio [%]	-	15.4	10.8	13.1	12.8	22.6	29.1

## ■ Future policy

With the aim of further improving business growth potential and profitability, we will enrich the return to shareholders for achieving a payout ratio of 30% or higher while balancing the growth of business performance and strategic investment.



- Corporate name: Ubicom Holdings, Inc. (Prime Market of TSE: 3937)
- Strategic markets: healthcare, finance, public services, automobiles, manufacturing, robotics, etc.
- Business description:

#### Technology Consulting Business

In order to solve the problem of shortage of IT engineers and promote digital transformation (DX) in Japan, we develop embedded software and apps by utilizing development bases in the Philippines, etc., offer services of testing, quality assurance, maintenance, 24-hour support, etc., and develop unique advanced solutions with cutting-edge technologies, including 3As (artificial intelligence [AI], analytics, and automation).

#### Medical Business

As a leading company that offers management support solutions to medical institutions, we provide clients with medical IT solutions, including the inspection of health insurance claims, support for medical safety, data analysis, cloud services, support for development, and consulting, to support the workstyle reform in the healthcare industry by streamlining operations, help medical institutions improve management, and support the improvement in safety and quality of healthcare. In addition, we concentrate on the Knowledge Platform Business for the insurance industry.

#### Win-Win Investment Model

We promote cooperation, alliances, and M&A with leading companies and growing enterprises, to accelerate the growth of our business.

#### Development of New Business

We will develop more businesses with high growth potential and high profitability, while considering the next generation.

## ■ Results

	Sales	Operating income	Ordinary income	Net income
[unit: million yen]				
Results in FY2023	<b>5,920</b>	<b>1,072</b>	<b>935</b>	<b>526</b>
Plans in FY2024	<b>6,700</b> +12.7%	<b>1,500</b> +39.9%	<b>1,518</b> +62.2%	<b>1,000</b> +90.1%

- The materials and information provided in this announcement include forward-looking statements based on our current estimates and expectations at this point of time.
- Such forward-looking statements are subject to various risks and uncertainties, which include general industry and market conditions, domestic and international economic conditions such as exchange rate fluctuations and may cause actual results to differ from those described in the forward-looking statements.
- Our actual business activities and performance in the future may differ from the forward-looking statements described in this document.
- The forward-looking statements in this document are based on information available to us and have been made in good faith; however, we are under no obligation to update or revise any forward-looking statements, even if new information or future events occur.

