

Financial Results Report

FY 06/2024

OLBA HEALTHCARE HOLDINGS, Inc .

(Former KAWANISHI HOLDINGS CO., LTD.)

This presentation includes machine translation.
Please consider that some content may not be perfectly accurate or contextually appropriate.

(Ticker :2689)

Contents

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- **Summary for FY June 2024**
- **Forecasts and Basic policy on dividends for FY June 2025**
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Corporate Philosophy



OLBA
HEALTHCARE

つなぐ、人と未来。

A background image showing several surgeons in blue scrubs and masks, focused on a surgical procedure under bright overhead lights. The image is slightly blurred and has a light blue tint.

Corporate Philosophy (Purpass)

**Aiming to develop medical science,
medical care, and long-term nursing
care through our business endeavors**

FY June 2024 Summary of Results



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- **The number of operations has recovered to pre-corona levels**
 - **Increase in sales of surgical consumables, but decrease in demand for corona-related products**

- **Global inflation and depreciation of the yen**
 - **Prices of medical devices, many of which are overseas products, continue to trend upward**
 - **Implemented measures to expand sales activities and improve purchasing**
 - **Progress in passing on these costs to sales prices, ensuring a certain level of profit**

- **New Initiatives**
 - **Establishment of a cooperative system with Olympus Marketing (Fukushima Prefecture)**
 - ⇒ **Total sales of digestive endoscopy-related products increased 23.0% year on year.**
 - **Acquire new customers (Kansai area)**
 - ⇒ **Total sales of orthopedic consumables increased 5.6% year on year.**
 - **Vending settlement machines for clinics (nationwide)**
 - ⇒ **Sales up 80.0% year on year**

Consolidated Financial Results for the FY June 2024

[Previous
fiscal year]

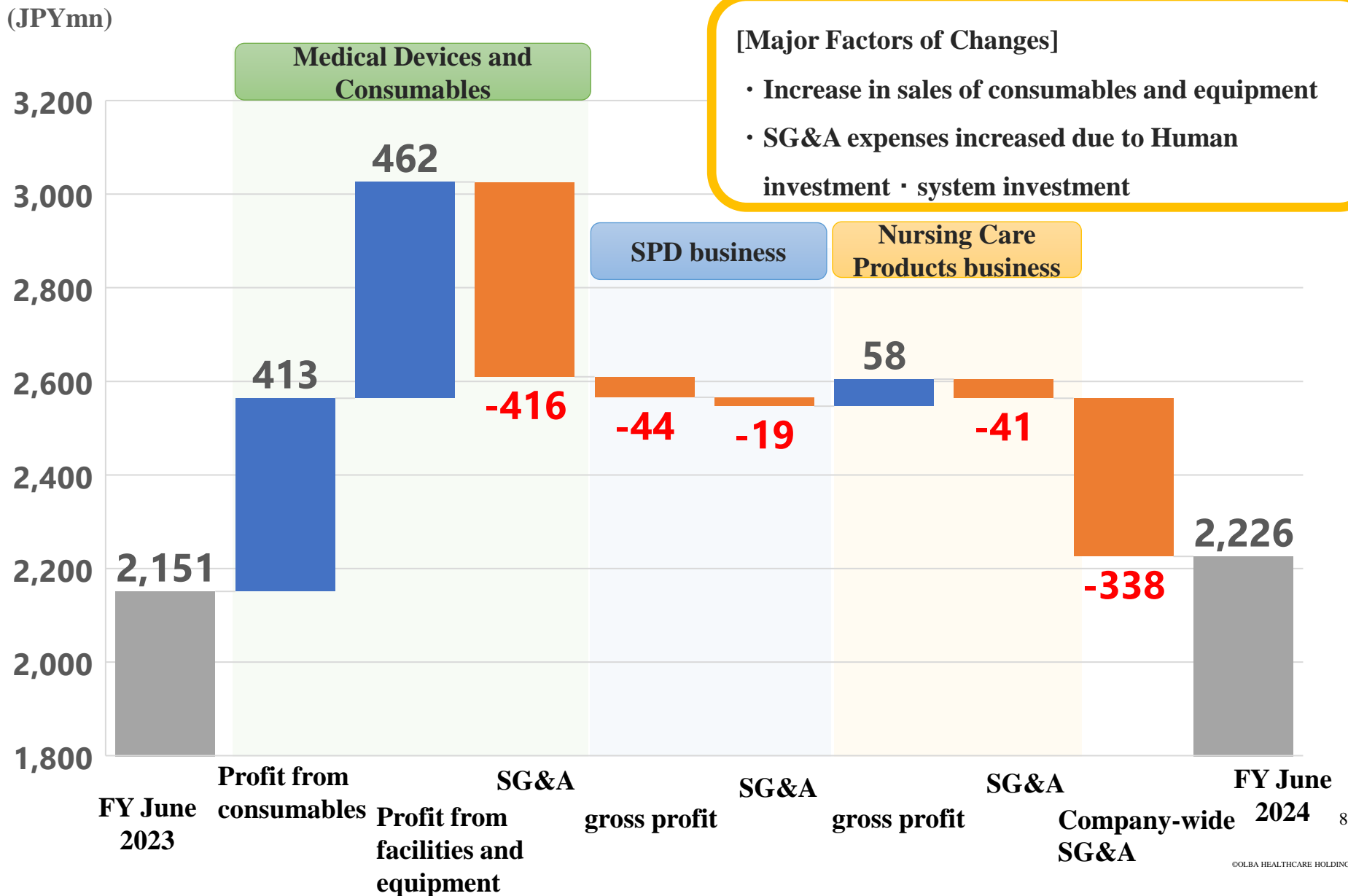
Record highs for net sales, gross profit, operating income, and ordinary income

	JPYmn	Comparison with budget	YoY
Sales	118,564	+0.2%	+7.3%
Gross profit	13,600	Δ2.0%	+5.0%
Sales GPM	11.47%		
SG&A expenses	11,374	Δ2.6%	+5.3%
Operating profit	2,226	+1.2%	+3.5%
Recurring profit	2,244	+1.6%	+4.0%
Net income attributable to owners of the parent	1,500	+3.3%	+6.1%

Net income per share ¥ 251.68

Factors behind Changes in Operating Income for the FY June 2024

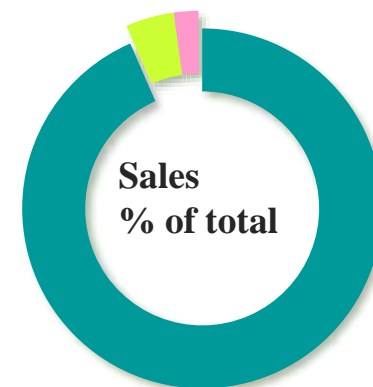
[Previous
fiscal year]



Total partners in the medical field

JPYmn	Act.	Comparison with budget	YoY
Sales ^{※1}	112,164	Δ0.3%	+7.6%
Operating profit	2,037	+1.0%	+7.4%

Medical equipment [93.4%]



JPYmn	Sales Results ^{※2}	YoY
Kawanishi Corporation	74,918	+6.5%
Sansei Medical Materials Co., Ltd.	27,115	+8.0%
Nikko Medical Materials Co., Ltd.	11,294	+10.9%

※1 Net sales (including changes from budget and changes from the previous fiscal year) include intersegment sales

※2 Sales results of individual companies include the amount of transactions between group companies

Medical Equipment Business Consumables

[Previous
fiscal year]

Sales ¥97.1 billion up 6.3% year on year

Millions of yen

Product Classification	Sales	YoY	Points of sub-segments
Surgery-related consumables	48,567	+5.4%	GI endoscopes +23.0%, anesthesia +11.3% Surgery +10.2%, Infection Control Δ 9.2%
Orthopedic consumables	26,122	+5.6%	Spine +6.3%, trauma, sports, arthroscopes +4.9% Artificial Joints +3.7%
Cardiovascular-consumables	22,460	+9.3%	Catheter ABL*+14.3%, Cardiac and Vascular Surgery +10.8%

* ABL: Therapy in which a portion of the heart is catheterized for a tachyarrhythmia, such as auricular fibrillation, to be ablated or frozen



Ultrasonic scalpel

Johnson & Johnson
From our website (<https://www.jnj.co.jp/>)



Artificial knee joint

Zimmer Biomet website
Than <https://www.zimmerbiomet.com/ja>



Pacemaker

Medtronic website
From (<http://www.medtronic.com/>)

※Net sales (including changes from the previous fiscal year) are calculated based on management accounting before the adoption of the new revenue recognition standard.

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Net sales ¥17.1 billion up 19.8% year on year

Factors behind the increase in equipment sales

- ◆ Recovery from a reactionary decline in special demand for corona subsidies
- ◆ Strengthen project discovery
- ◆ Strong sales of automated payment machines for clinics



Automatic reset machine

From kawanishibarkmed HP
(<https://kawanishi-bm.co.jp/>)



Pulmotor

Philips website
Than <https://www.philips.co.jp/healthcare>



**With analysis function
Vital signs monitor**

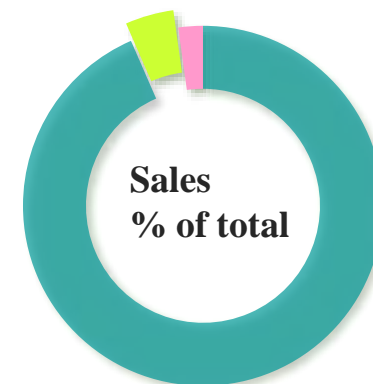
Fukuda Electronic Website
From (<https://www.fukuda.co.jp/>)

JPYmn	Act.	Comparison with budget	YoY
Sales	5,223	△1.2%	△1.0%
Operating profit	104	+37.6%	△39.1%

- ◆ Review of commodity management service fees
- ◆ Decreased due to lost orders and decreased demand for infection control products.
- ◆ SG&A expenses increased due to higher fuel costs and higher personnel costs.



SPD[4.4%]

Total number of
subscribers

74 direct

FC 2



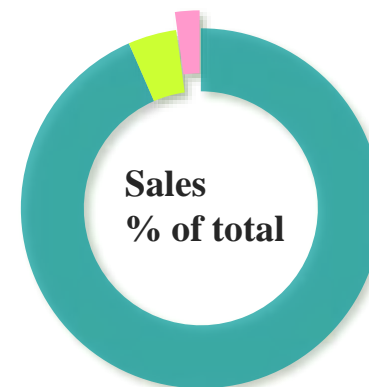
Goods management

Information
managementPurchasing
management

※Net sales (including changes from budget and changes from the previous fiscal year)
include intersegment sales

JPYmn	Act.	Comparison with budget	YoY
Sales	2,639	+0.7%	+4.6%
Operating profit	209	△9.7%	+3.9%

Nursing Care Products [2.2%]



- ◆ Continued demand for home medical care and in-home nursing care
- ◆ Mainstay nursing care product rentals up 4.7% YoY
- ◆ Sales of merchandise and home renovation associated with rentals were also strong.



Rental



Sales



Renovation

※Net sales (including changes from budget and changes from the previous fiscal year) include intersegment sales 13

FY June 2025 results forecast

Basic policy on dividends



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Consolidated Financial Forecasts for the FY June 2025

[Current
term]

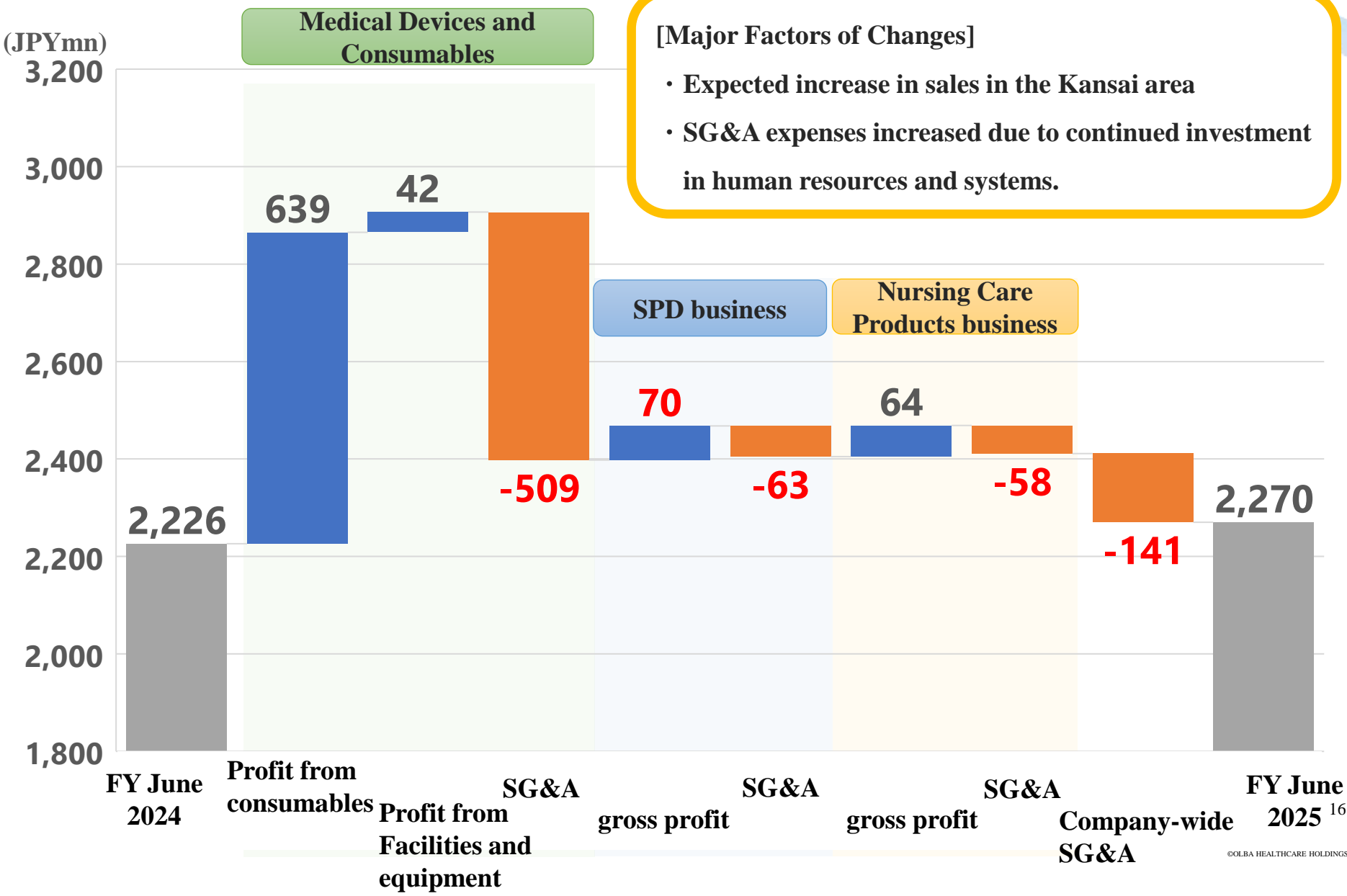
Sales, gross profit, operating profit, and recurring profit are expected to be record highs

(JPYmn)	Forecast	2024/6 Act.	Change
Sales	123,726	118,564	+4.4%
Gross profit	14,446	13,600	+6.2%
Sales GPM	11.68%	11.47%	+0.21
SG&A expenses	12,176	11,374	+7.1%
Operating profit	2,270	2,226	+1.9%
Recurring profit	2,253	2,244	+0.4%
Net income attributable to owners of the parent	1,465	1,500	△2.4%

Net income per share ¥ 247.65

Factors behind Changes in Operating Income for the FY June 2025

[Current
term]

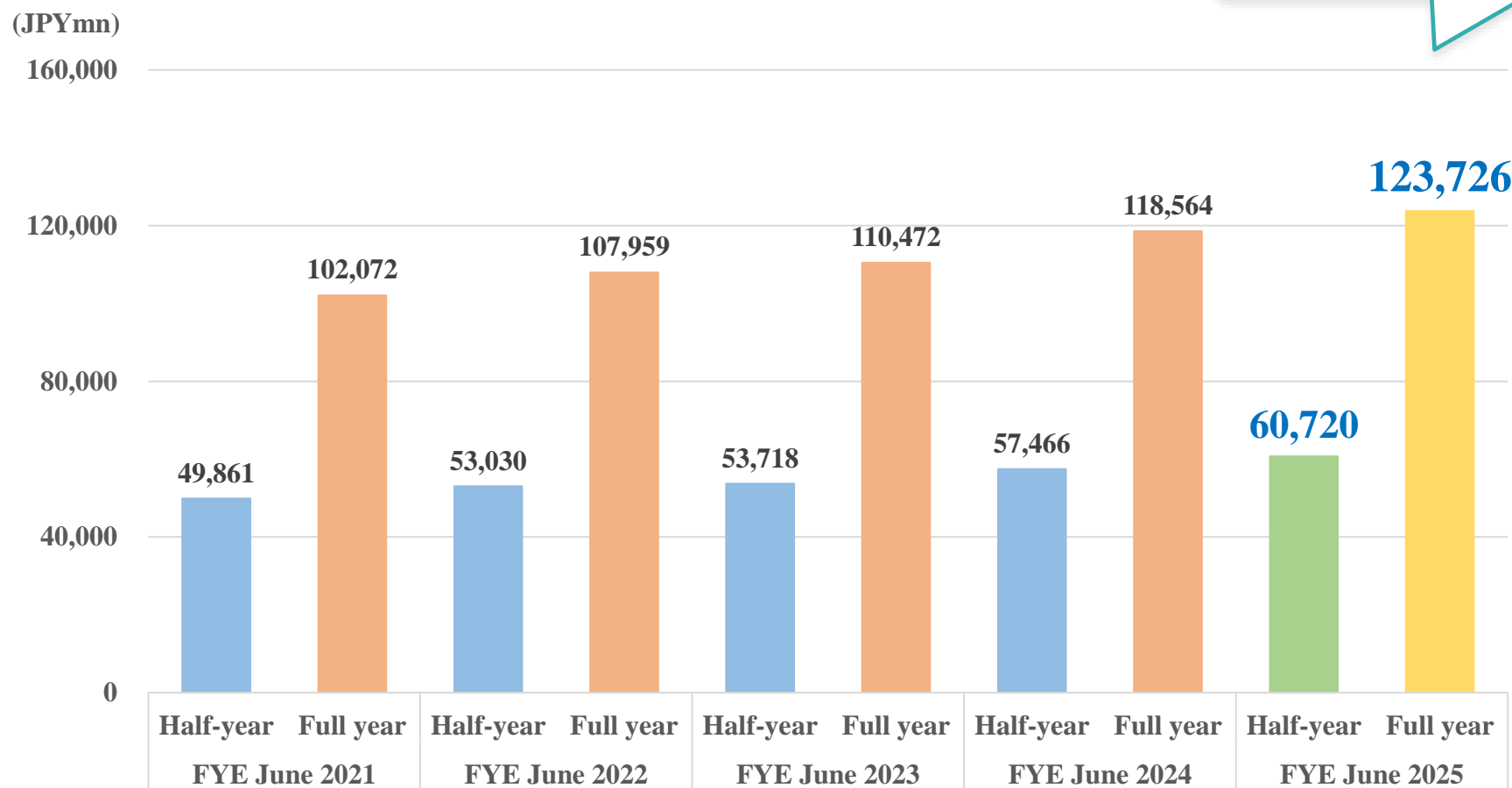


[Consolidated net sales] Record-high forecast

FY June 2025 Forecast of ¥123.7 billion (+4.4% YoY)

Record and 5th consecutive year of sales growth

Record-high forecast

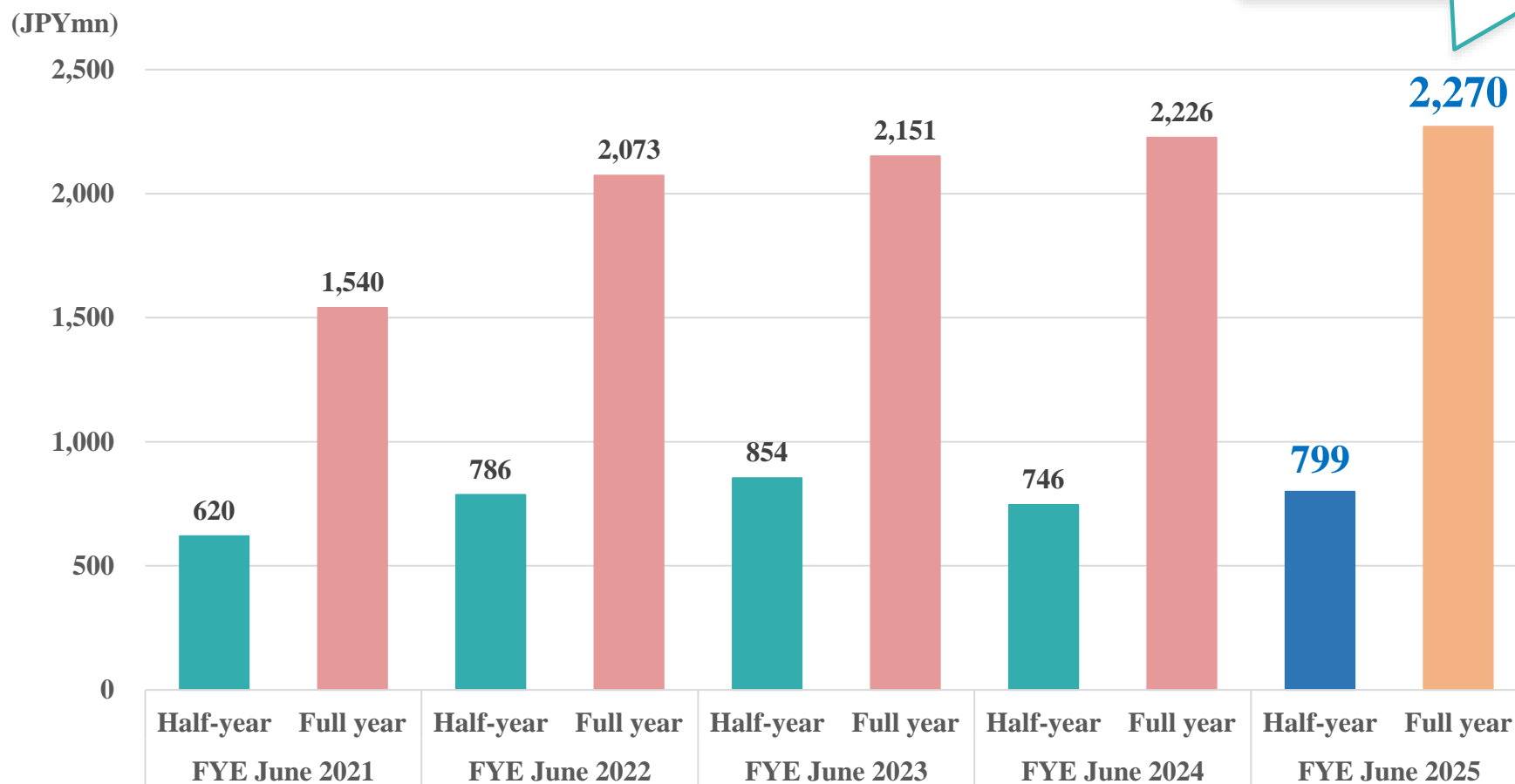


[Consolidated operating income] Record-high forecast

FY June 2025 Forecast of ¥2.27 billion (+1.9% YoY)

**Record and fifth consecutive year
of profit growth**

Record-high forecast



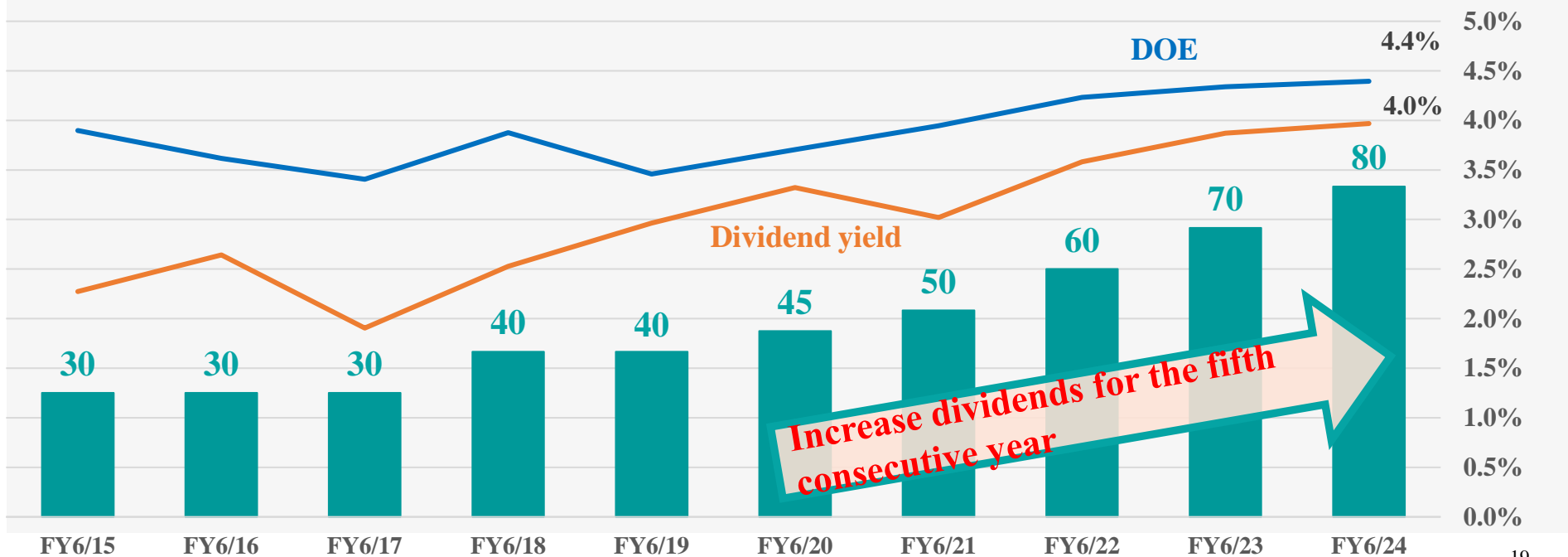
Basic policy on dividends

- ① Aiming to increase or maintain dividends
- ② We will endeavor to retain internal reserves for growth investments.

FY6/25 forecast: JPY80

[Dividends for the most recent 10 years]

■ Dividend per share
— Dividend on equity (DOE) ratio
— Dividend yield



19

(planned)

※Dividend yield is calculated based on the share price at the end of each fiscal year.

Financial indicators we emphasize

✓ Sales

✓ Operating profit

✓ **ROE (Return on Equity)** =
$$\frac{\text{Net income}}{\text{Shareholders' equity}} \times 100\%$$

Profitability improvement

Aiming to improve PBR by improving profitability, promoting new businesses, etc.

$$\text{PBR} = \text{PER} \times \text{ROE} = \frac{\text{Market capitalization}}{\text{Net income}} \times \frac{\text{Net income}}{\text{Shareholders' equity}}$$

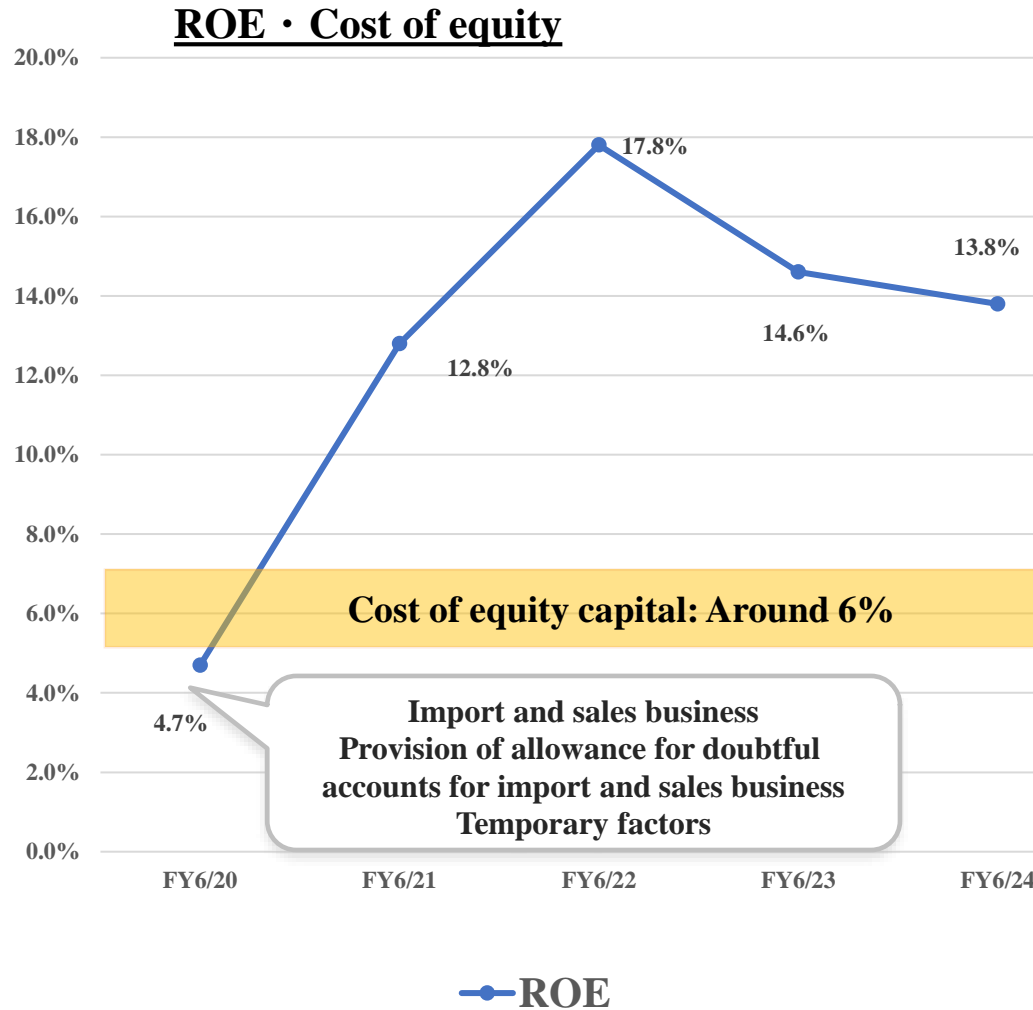
Dialogue with the market

- Upstream Strategy
- New businesses
- Overseas expansion

Fostering
expectations
for growth

Profitability
improvement

Profitability analysis of the cost · capital current of equity status



- Equity spread (%)
(Cost of ROE-equity)
⇒ Approx. 6% to 7%

- For the cost of capital on an ongoing basis
Achieve higher profitability on capital

- 5 years historical mean of ROE
⇒ 12.7%

- **Medium-term management plan being based in**
Continue to invest for growth and development

※ Reference value for calculating cost of equity

- Risk-free rate: 10-year JGB yields, β value: about 0.8, market risk premium: about 7%

Medium-term business plan



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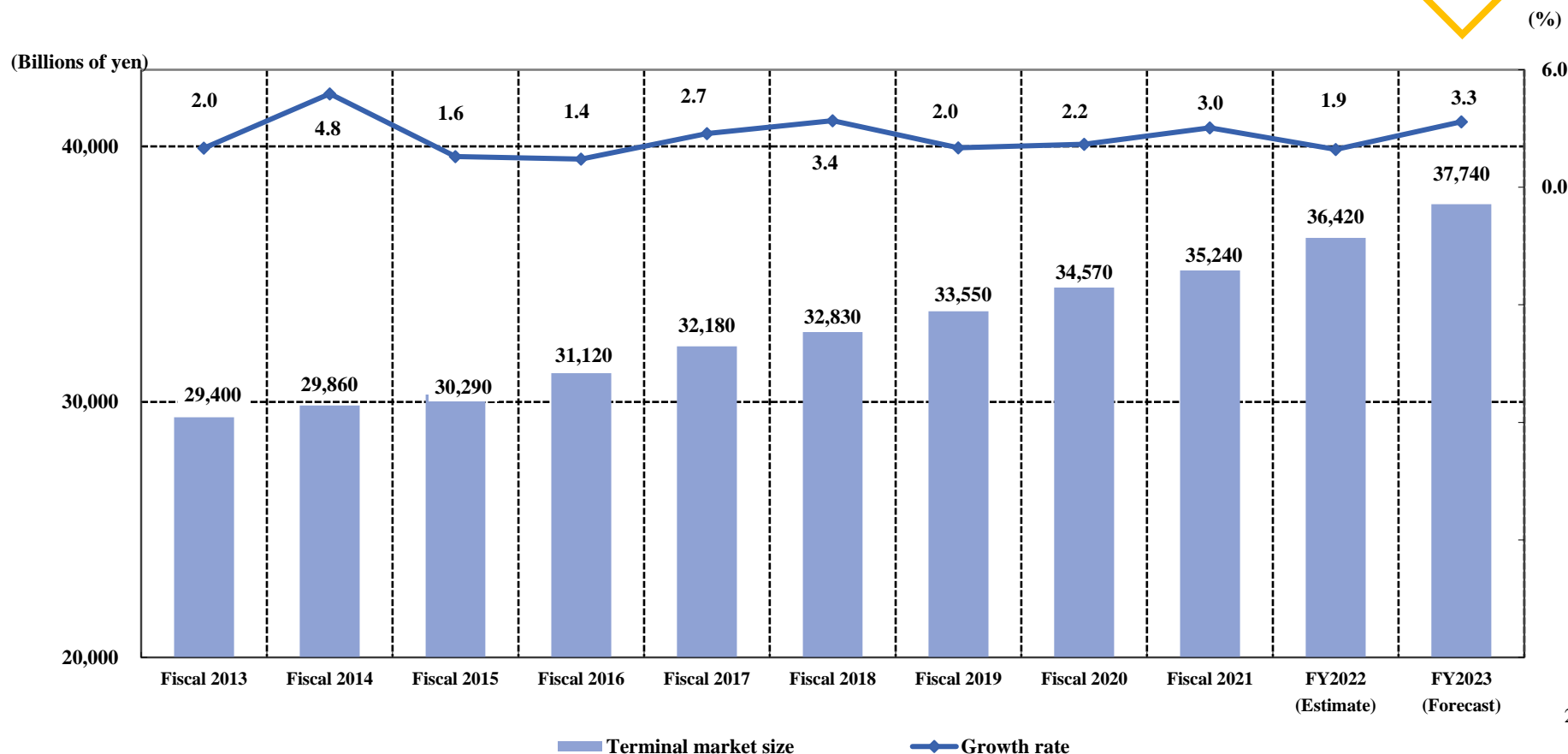
つなぐ、人と未来。

Domestic market size of medical devices

Stable market growth despite policies to curb medical costs

In fiscal 2023,
Forecast of ¥3.774 trillion

- Recovering from the Impact of the New Corona and Stable Market Expansion
- Market expansion due to increase in number of surgeries and introduction of new products



Medium-term management plan (FY June 2027: ¥135 billion in sales, ¥2.7 billion in operating profit)

Key Points of the FY2025/6-2027/6 Medium-Term Management Plan

Through the sharing of employee charters

Productivity improvement

Logistics · Innovation

Logistics warehouse construction

Logistics collaboration
with suppliers

Hub functions
for intra-regional distribution

Strengthen and streamline operations

SOPHISTICATION
of operating activities

Develop new regions
and customers

Strengthen purchasing bargaining power
in the medical equipment business

Restructuring the process for orthopedics- businesses

Streamlining and streamlining back-office operations



Promotion of

Promote business alliances

Collaboration with startups

Medical-engineering
collaboration

To foster new

ASEAN business
development

Expansion of the Burkmed
business

Sustainability

Investment in human resource
development and human resources

Work Style Reform
/Health Management

Enhance engagement

Promotion of diversity

Minimize environmental impact

Thorough compliance

Investing in the future

OLBA-DX

CRM/SFA/BI construction
Enhancement of electronic catalog

Li-Flo utilization and deployment

Merchandise master improvement

Groupware update

Renewal of personnel system

Deployment of no-code tools

Utilization of various AI

IT increase of skill

IT Acquisition of passport

e-learning course

Development of DX human resources

FY June 2027 Targets

Net sales 1350 Billions
Operating income 27 Billions

VISION
2030

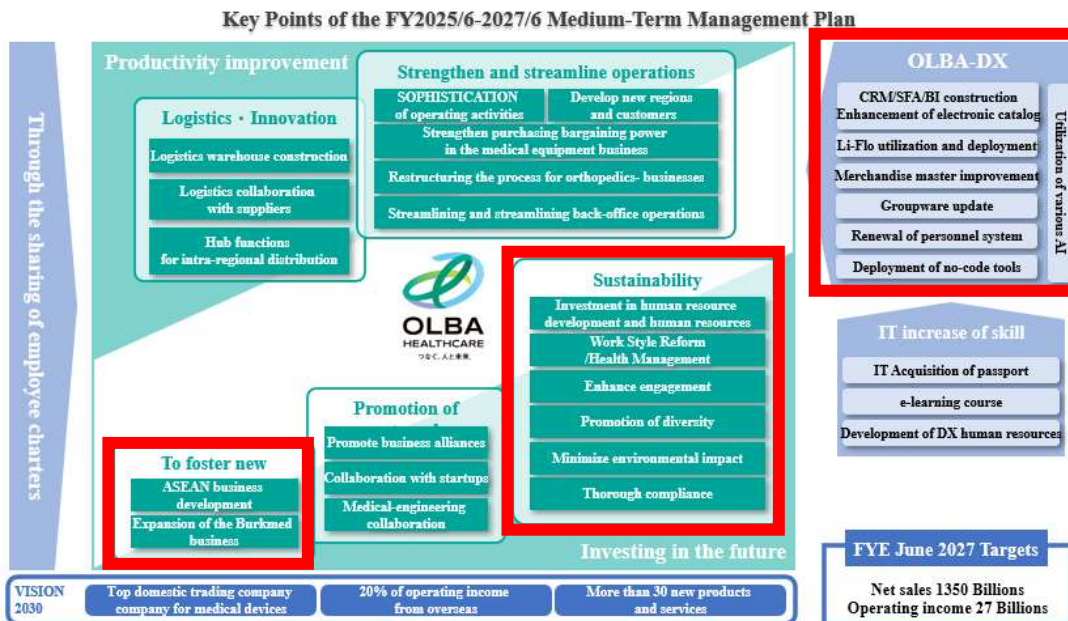
Top domestic trading company
company for medical devices

20% of operating income
from overseas

More than 30 new products
and services

Medium-Term Management Plan: Key Points of Initiatives

- **OLBA-DX :**
Utilization sales quality by streamlining operations and utilizing ICT tools
Working to improve employee IT skills
- **Improve productivity:**
Strengthen operations and innovate logistics
Aiming to realize stable supply and maximize value provided to customers
- **Invest in the future:**
Realize development of new businesses and sustainability
Promoting human capital investment and initiatives that take the global environment into account



On subsequent slides
「OLBA-DX」
"New Business Development"
"Sustainability"
Narrow down to explain

Reforming by Reform by promotion office

OLBA-DX

Develop Web order application

**To provide
new value**

**Integrated logistics system
started operation**

**CRM
construction**

**Streamlinin
g of regular
operations**

**Introduction of business card
management system**

**Introduction of expense settlement system,
expansion of RPA utilization**

**Democratiz
ation of the
system**

**Developmen
t of DX
human
resources**

Use of no-code tools

**Education for all promotion officers and
employees at each operating company**

Human Resource Development: Conducted DX literacy training for all employees



◇IT Software Basic Course

◇Know from familiar examples
Introduction to IT

**Compliance with METI's DX Literacy Standards
Course to learn knowledge, thinking, and mindset**



Raising DX literacy of all employees

Encourage IT Passport Examination (Directors take the initiative)

DX Initiatives ② Unique Electronic Catalogue

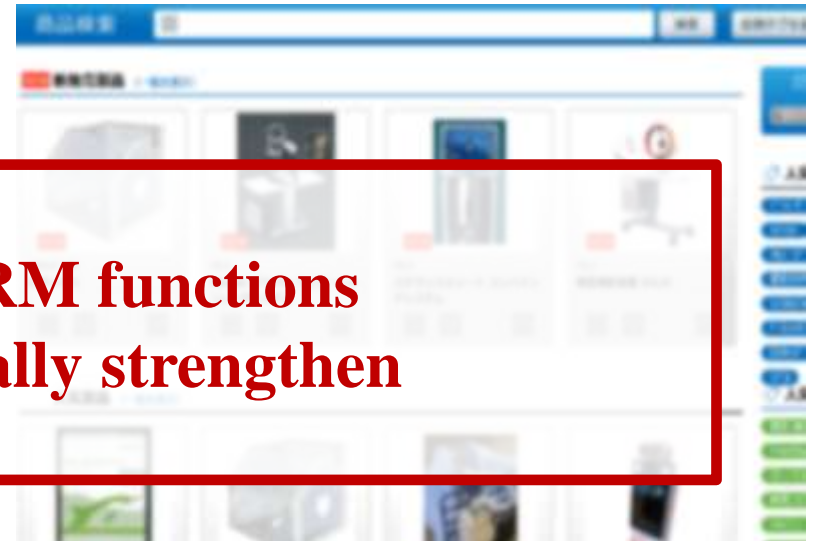
- Utilization of proprietary electronic catalogue "MedTag"



- **Rapid and reliable provision of information required by customers**
- **Posted 450000 of the total 850000 medical devices and supplies**
(**Almost all products that are normally distributed**)
- **Unique tagging to support a wide variety of searches**



**For SFA and CRM functions
Plan to substantially strengthen**



DX Initiatives ③ Logistics Innovation

• Operation of Li-Flo, an integrated logistics system

Started operation in September 2022 sequentially from the Kawanishi base of the operating companies

⇒ **Expand of the system to the entire group**



Reinforcement in inventory control

- Management of packaging style
- Simple warehouse transfer

To reinforce quality management

- Expiration control
- Management of sample products, etc.

Streamlining of lending business

- Handy and used sales
- Short-term external inventory

[Effects at introduction sites]

- Efficient product pick by scanning bar codes
- Efficiency of delivery slip output through system linkage
- Reduction of inventory time



New Businesses ① Strong sales of Temasac

Temasac series of automated settlement machines for clinics

●Introduction results for the fiscal year ended June 2024

... **226** units
(YoY +70 units)

Cashless settlement support

●Cumulative number of vehicles introduced

... **499**
(As of the end of June, 2024)



Following Tokyo, Nagoya, Osaka, Okayama, and Fukuoka,
Opened sales base in Hokkaido in July 2024

For HP
QR code



Start new business ② "OLSTECH"

To foster new business

Minimize environmental impact

OLSTECH, a natural decomposition promotion-type up-cycle unit



SUSTAINABLE
DEVELOPMENT
GOALS



自然分解促進型アップサイクルユニット

オルステック

「OLSTECH」

大阪大学 加藤栄一 招聘准教授との共同研究開発製品

特許取得済



廃プラや食品残渣、生ゴミ、木くず、排泄物などさまざまな有機性の廃棄物に対応しています。有機物であれば分別する必要はなく、運用方法はユニットにまとめて投入するだけです。

炉内では化学反応熱を利用して持続的に低熱分解が行われ、投入してから数時間程度で、有機物が細かく炭化・減容され、最終的に炭酸カルシウムを主成分とする炭酸塩へと変換されます。

電源があれば、24時間365日稼働可能で管理者の立ち会いも不要です。

OLSTECH| Three characteristics

- 1) Significant reductions in CO2 and dioxin emissions
- 2) Organic garbage reduced in size to 1/300 volume, secondary use
- 3) Space saving & low running cost (fossil fuel not used)

- The development concept produces [no garbage]
- With the aim of realizing a sustainable society,
Commenced sales nationwide on August 1, 2024

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New businesses ③ "Babyeets®" launched

To foster new business

Newborn Live Distribution & Memorial Movie Creation Service "Babyeets®"



Babyeets | Three characteristics

- 01 Easy access to read-only cards
- 02 Real-time video viewing from remote areas
- 03 Provision of memorial video after hospitalization

[Thoughts on development]

- With inspiration and newborn records immediately after delivery
Deliver to families and relatives
- To the promotion of attachment to newborns
Aim to contribute

Participation in the 76th Japan Society of Maternal and Women Sciences (April 19-21, 2024) Began providing services to obstetrics and gynecology throughout Japan

Reasons for expanding into Thailand

- **Economic and geographic hub-function of ASEAN region**
- **Expect rapid aging in the future**
- **Thailand government focuses on fostering the medical industry**

Main businesses of Tyolba Healthcare

➤ Sales of fully automated tablet packaging machines

Regular sales in Takazono Co., Ltd. and Thailand
Agent contracts Business negotiations with hospitals in progress

➤ Sales of rehabilitation equipment

In cooperation with MORITO CO., LTD., preparing for sales

[Commemorative ceremony for the establishment of Bangkok on January 26, 2023]



[Authorized sales agent in Thailand for Takazono Products Co., Ltd]

TAKAZONO



Fully automated tablet packaging machine



Automatic dispensing table

Environment (environmental)

Tabulation and reduction of greenhouse gas emissions and energy consumption
Began sales of OLSTECH, a natural decomposition promotion-type up-cycle unit

Social (Social)

[Human capital investment and work style reform]

Increase of male employees taking childcare leave by 4-5% on regular pay raise + bears
Began initiatives to improve employee engagement

[Health Management]

Certification of 2024 Certified Health and Productivity Management Organization and
Establishment of Health and Productivity Management Committee

[For local communities]

Provision of safe and high-quality medical and nursing care equipment
and services



Governance (Governance)

- **Ensuring Management Transparency, Efficiency, and Soundness.**
- Enhancement of Group Value**

■ Systematic human resource development and acquisition of expertise

OLBA Academy, a 30-year-old internal training system

Set opportunities to learn according to employee stages

- Enhance employee engagement
- Sources of competitive advantage



Our strengths and utilization and weaknesses and countermeasures

Strengths and Utilization

Trust from customers and suppliers is the foundation

- **No.1 of shares in the Chugoku-Shikoku region**
 - ⇒ New investments can be implemented by securing stable profits
- **To invest in human resource development and DX, which are the source of our growth**
 - ⇒ Accurately grasping customer needs through approximately one year of new employee training, etc.
 - ⇒ Supporting sales activities through the utilization of ICT tools

Weaknesses and countermeasures

- **Low profit margin (industry characteristics of wholesalers)**
 - ⇒ High-value-added businesses, such as products developed in-house and overseas expansion, including the Kingdom of Thailand
- **Low share in major metropolitan areas (difficult to enter due to high barriers to entry)**
 - ⇒ Nationwide sales through new businesses. In the Kanto region about 40% of the automatic settlement machine business
 - Sales. Sales of OLSTECH and Babyeets also started this year.

- Acquisition of new customers and improvement of revenue

- Develop customers in the Chugoku-Shikoku area
- Proposals for hospital management support, such as purchasing price reductions and insurance claim leakage checks

- Wide-area sales of the Medilia inventory management system

- Voluntary investment type at small and medium hospitals
- Simple and accurate inventory management
- Inexpensive billing and remote maintenance

With customer satisfaction
Improve productivity



YouTube video <https://www.youtube.com/watch?v=iYxAzGT6UiI>

- **Increase market share in existing areas**

- Strengthen customer service by enhancing follow-up system
- Promote sales activities using ICT

- **Strengthen services and sell goods**

- Strengthen transactions with nursing care facilities
- Hearing aids sales and wheelchair repair services

- **In-house construction of residential remodeling for nursing care**

- Cultivating new users
- Providing Safety and Security Services



Nursing beds



Wheelchair



Hearing aids



**Planning to open additional stores
in the Seto Inland Area**



Reference Materials



OLBA
HEALTHCARE

つなぐ、人と未来。

Corporate Profile

Company Name: Orba Healthcare Holdings Co., Ltd.

(Former name: Kawanishi Holdings Co., Ltd.)

Head Office 1-3, Shimo-Ishii 1-chome, Kita-ku, Okayama

Founded in May 1921

Established 1967 Oct

Representative Director and President Yohei Maeshima

Capital 607750000 yen

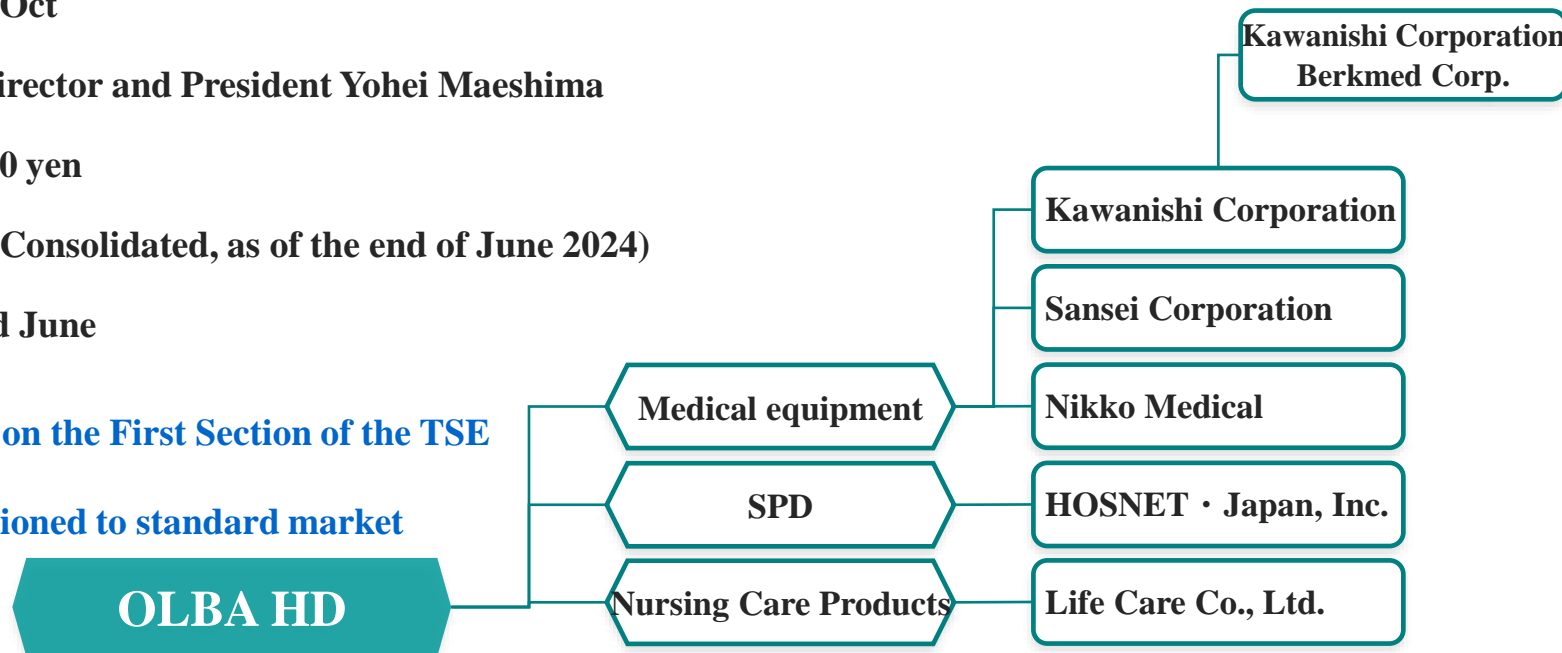
Employees 1354 (Consolidated, as of the end of June 2024)

Fiscal Year Ended June

Mar. 2020 Listed on the First Section of the TSE

Stock Exchange

2022 Apr. Transitioned to standard market



Diverse business portfolio encompassing orthopedics, cardiovascular, surgical, ophthalmology, and nursing care

History

May, 1921	Established Kawanishi Kikai Kikai Store in Ounji-cho, Okayama City (currently Chuo-cho, Kita-ku, Okayama City).
Sep. 1927	Associated company Kawanishi Machinery Shop reorganized and established.
Jun 1950	Reorganized and established Kawanishi Kikiten Co., Ltd.
1967 Oct	Reorganized and established Kawanishi Medical Equipment Co., Ltd.
1985 Oct	Established Life Care Co., Ltd.
Jul 1996	Established HOSNET · Japan, Inc.
1999 Jan	Merged with three companies, Kagawa Seiki Co., Ltd. and Shikoku Medical Abilities Co., Ltd. At the same time, the company changed its name to Kawanishi Co., Ltd.
2000 Dec	Listed on the Second Section of the Tokyo Stock Exchange.
2004 Jan	The business division was established as Kawanishi Co., Ltd. through a new split company. At the same time, the company name was changed to KAWANISHI Holdings Co., Ltd.
Jun 2005	Acquired 100% of the shares of Nikko Medical Materials Co., Ltd.
2012 Jan	Acquired 100% of the stock of Sansei Medical Materials Co., Ltd.
2014 Aug.	Head office moved to 1-1-3, Shimo-Ishii, Kita-ku, Okayama, in line with the expansion of the Group's business scope.
2016 Jan	Established Exora Medical Co., Ltd.
Jul 2019	Established Kawanishi BarcMed Co., Ltd.
2020 Mar	Listed on the Second Section of the Tokyo Stock Exchange to the First Section of the Tokyo Stock Exchange.
2021 Jan	To commemorate its 100th anniversary, the company changed its name to Orba Healthcare Holdings, Inc.
2022 Apr	Transitioned to a standard market in accordance with a review of market categories on the Tokyo Stock Exchange.
Jun 2022	Acquired 100% of the shares of Kawanishi BarcMed Co., Ltd.
2023 Jan,	Established Thailand Healthcare Co., Ltd. (THAI OLBA Healthcare Co., Ltd.) in the Kingdom of Thailand.

OLBA Employee Charter

Business Structure

- Contribute to the development of medicine, medical care, and nursing care through business and contribute to the health and longevity of the national
- Promptly and appropriately provide patients and healthcare providers with the benefits of innovative new features and technologies
- Integrity and Continuity with Stakeholders (Customers, Business Partners, Employees, Local Communities, Shareholders)
Providing value to focuses
- Actively interact inside and outside the industry, foster creativity, and frontiers from a global perspective
Explore

Organizational Structure

- Respect for human resource development and place emphasis on "management (through human resources)"
- Emphasizing Diversity and Recognizing Diverse Opinions, Values, and Working Styles
- Try to compete and trade fairly at any time
- Results from competition are reinvested to create new value
- Develop an environment where members can be healthy both mentally and physically and have a willingness to contribute

How Members Are

- Have a willingness to grow voluntarily and independently
- Continue to learn modestly without being comfortable with past results
- Not good at free riding to benefit without their own contributions or efforts
- Respect business partners inside and outside the company and engage in business with high ethical standards and pride

Consolidated Balance Sheets (FY June 2024)

JPYmn

Assets	Amount	Change
Cash and deposits	2,731	331
Trade receivables	26,113	1,593
Commodities	5,943	△217
Other	798	138
Total current assets	35,586	1,845
Tangible fixed assets	4,360	111
Ntangible assets	646	△58
Investments and other assets	2,644	459
Total fixed assets	7,651	513
Total assets	43,237	2,359

Liabilities and Net Assets	Amount	Change
Trade payables	26,199	827
Short-term debt	600	△355
Other	2,915	649
Total current liability	29,715	1,122
Lease obligations (solid)	891	69
Other	1,256	121
Total long-term liability	2,148	190
Total liabilities	31,863	1,312
Total net assets	11,373	1,046
Total liability and net assets	43,237	2,359

※ Change from previous year-end

Net assets per share 1,922.58 yen

Consolidated Statements of Cash Flows

	JPYmn	FY June 2023	FY June 2024
Pre-tax profit		2,156	2,243
Depreciation		502	557
Decrease (increase) in notes and accounts receivable-trade (increase in Δ)		Δ937	Δ1,593
Decrease (increase) in inventories (increase in Δ)		Δ570	217
Increase (decrease) in notes and accounts payable-trade (decrease in Δ)		Δ655	827
Increase (decrease) in notes and long-term accounts payable-trade (decrease in Δ)		Δ103	Δ52
Other		Δ1,052	Δ115
Cash flows from operating		Δ659	2,084
/tangible fixed assets Purchase		Δ161	Δ351
Proceeds from sales of tangible fixed assets		5	15
Intangible fixed assets Purchase		Δ89	Δ125
Other		Δ61	Δ212
Investing Cash flows		Δ306	Δ673

Consolidated Statements of Cash Flows

	JPYmn	FY June 2023	FY June 2024
Net increase (decrease) in short-term borrowings (Δ)		900	Δ300
Repayments of long-term debt		Δ220	Δ55
Repayments of lease obligations		Δ163	Δ164
Expense by acquisition of treasury shares		Δ175	Δ221
Proceeds from sales of treasury stock		202	1
Dividends paid		Δ367	Δ435
Other		Δ2	85
Financial cash flow		175	Δ1,089
Net increase (decrease) in cash and cash equivalents (decrease in Δ)		Δ789	321
Cash and Cash Equivalents at Beginning of Year		3,149	2,359
Cash & cash equivalents at year-end		2,359	2,681

Consolidated Financial Data ①

Item	Unit	2020/6	2021/6	2022/6	2023/6	2024/6
Sales	JPYmn	97,872	102,072	107,959	110,472	118,564
Operating profit	JPYmn	927	1,540	2,073	2,151	2,226
Recurring profit	JPYmn	905	1,542	2,119	2,158	2,244
Attributable to owners of the parent Net income	JPYmn	326	989	1,535	1,414	1,500
Net assets	JPYmn	7,281	8,131	9,093	10,327	11,373
Total assets	JPYmn	33,683	36,562	39,968	40,878	43,237
BPS	Yen	1,197.17	1,336.91	1,513.91	1,712.19	1,922.58
EPS	Yen	56.76	162.66	252.80	234.90	251.68
Equity ratio	%	21.6	22.2	22.8	25.3	26.3
ROE	%	4.7	12.8	17.8	14.6	13.8
ROA	%	2.7	4.4	5.5	5.3	5.3
PER	Times	23.85	10.17	6.63	7.70	8.01
PBR	Times	1.13	1.24	1.11	1.06	1.05

Consolidated Financial Data ②

Item	Unit	2020/6	2021/6	2022/6	2023/6	2024/6
Sales CF	JPYmn	862	3,126	2,420	△659	2,084
Investment CF	JPYmn	△496	△630	△211	△306	△673
Finance CF	JPYmn	439	△2,262	△1,169	175	△1,089
Cash and cash equivalent	JPYmn	1,877	2,110	3,149	2,359	2,681
Bank loans	JPYmn	2,615	795	275	955	600
Number of employees	People	1,222	1,261	1,289	1,317	1,354
Medical equipment	People	892	913	938	955	982
Of which, SPD	People	171	177	175	177	174
Nursing care	People	120	131	135	138	147
うち import and sales	People	2	-	-	-	-
Of which, headquarters	People	37	40	41	47	51

※ Import and sales business is excluded from 2021/6.

OLBA

Six Priority Targets



In countries around the world by 2030

17 development objectives to be achieved

(United Nations)



Connecting People and the Future

Connecting us to the future



Mission



Advanced medical devices
Development/intro
duction



Acknowledge the
difference
Respect



In medical and
nursing care
Not to stop



Exercise
capabilities
Can do
Creating an
Environment



Medical-
engineering
collaboration
Strengthened a
strengthening

CSR Initiatives: Community-Based Social Contributions

Sustainability

Working together with local residents to create a future conducive to regional development and revitalization

Faziano Okayama Club sponsor

Established in 2006 as Okayama Prefecture's first professional soccer club

Entered J2 League in 2009



Okayama TEC PLANTER Partner companies

With the creation of new businesses based on technologies originating in Okayama

Venture development and support



Okayama Rivets Team sponsor

Male Table Team established in 2018
The national T league the national T league Participated in



Ohara museum of art Official partner

Established in 1930 in Kurashiki City, Okayama Prefecture
Japan's first private art museum focusing on western art



Entered into a business alliance agreement with the company for the next 100 years



DV-X Corporation

(Securities code: 3079 Net sales 47.4 billion yen)

- A trading company that manufactures and sells medical equipment, with a focus on the cardiovascular field
- Nationwide sales offices mainly in the Kanto region

Details of consideration of business alliance, etc.

- Reduce streamlining
- Expand sales and improve profitability through collaboration
- Joint DX promotion

Aiming to expand our metropolitan areas through business alliances

Medical/Engineering Collaboration

-Medical/Engineering Collaboration Model Participating in the Medical Equipment Sales Industry-

Medical-engineering collaboration

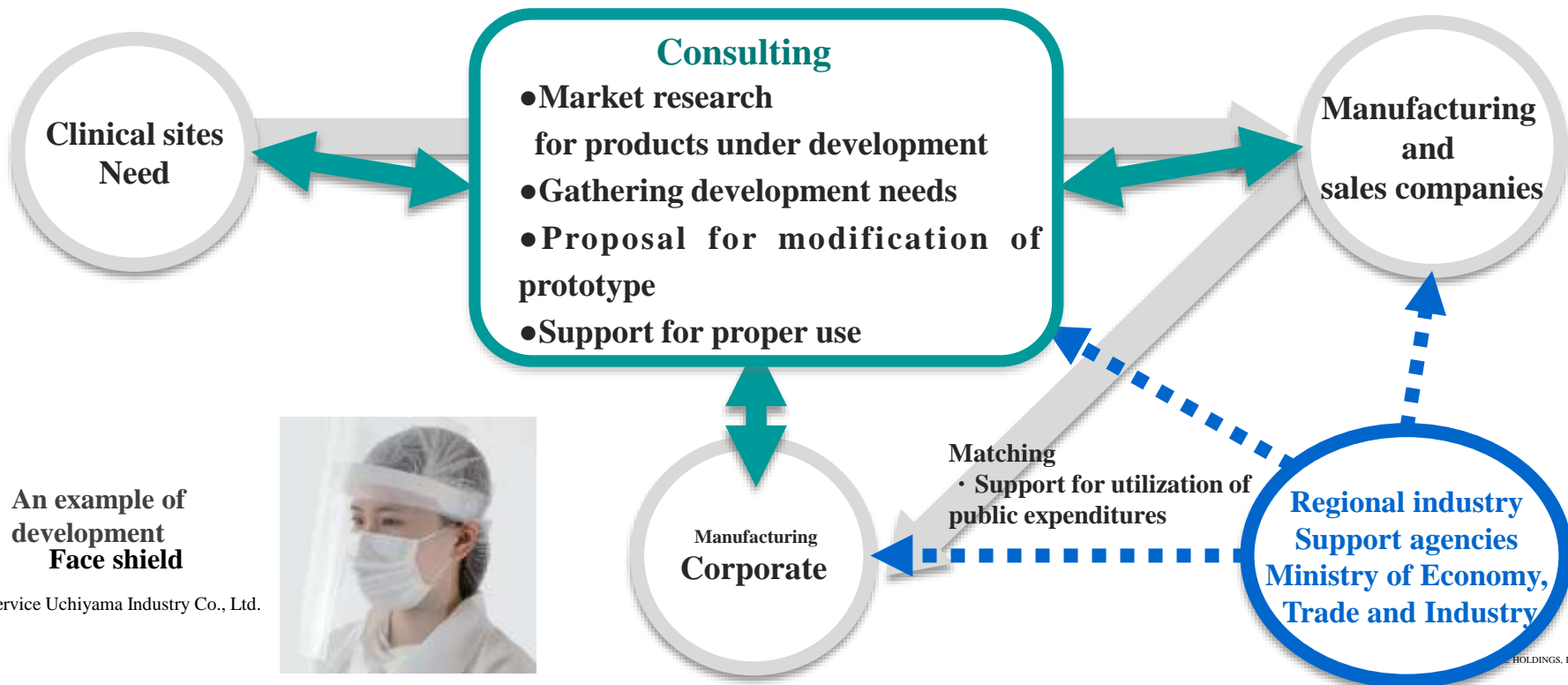
Customer network with extensive sales channel functions

Cooperation with corporations, universities, and regional industry support organizations in various parts of Japan

● Participation in AMED business "HealthTechHub Chu Shikoku"

Representative of R&D: Ohara Memorial Kurashiki Central Medical Organization Clinical Medicine Research Institute (Dr. Yutaka Tokumasu)

Professional personnel: Maeshima Yohei (Special Fellow, Kurashiki Chuo Medical Organization) and others



Startups handling overseas medical devices

Invested in Nozomi MedAlliance in May 2023



Invest
ment

[Benefits]

- Strengthen the foundations of the mainstay medical equipment business
- Ability to access overseas companies wishing to expand into Japan
- Business creation of medical device development seeds by domestic companies also promoted



(Japanese
companies)



(U.S. companies)

Publication of overseas leading-edge medical device information magazines

Overseas medical information magazine

Medical Globe

Publication: Orba Health Care Holdings

This publication is Kraribate Analytics

As well as Relias Media's most recent pride

From overseas medical information, trends in the medical market, hospital initiatives, information on medical device approvals,

By the Editorial Department for articles such as M&A of overseas manufacturers

Translated and edited in an easy-to-understand manner.

You can read "Now" in the overseas medical industry in a Japanese digest.



Published in October
2010



Medical Globe introduction HP

Subscribers: Medical device manufacturers, medical institutions, major pharmaceutical companies,
and major think tanks

Nippon Medical Manufacturing Commons MINC Association Of the "Study Group on the Latest Trends in Overseas Medical Devices"

On Medical Globe

Sharing and discussing information on the latest overseas medical device information among various industries

Trade and Industry, the Ministry of Health, Labour and Welfare, the Patent Office, AMED・PMDA, Physicians, companies, the Ministry of Economy and our MG Editorial Department participated and exchanged views (started in 2017 Oct)

31st Meeting: National Center for International Medical Research to be held online in September 2024



Corporate Information/Inquiries

[Fiscal year] From July 1 to June 30 of the following year

[Ordinary General Meeting of Shareholders] Held annually in September

[Stock Exchange Listings] Tokyo Stock Exchange (Standard Market)

Ticker 2689

[Number of shares per unit] 100 shares

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- This material is intended to provide a better understanding of us and is not necessarily intended as a recommendation to invest. We asked investors to make their own decisions on the final outcome of their investments.