

Wemex's Growth Strategy and Trends in the Electronic Medical Records Market Based on the Healthcare DX Reiwa Vision 2030

Wemex Corporation

December 17, 2025

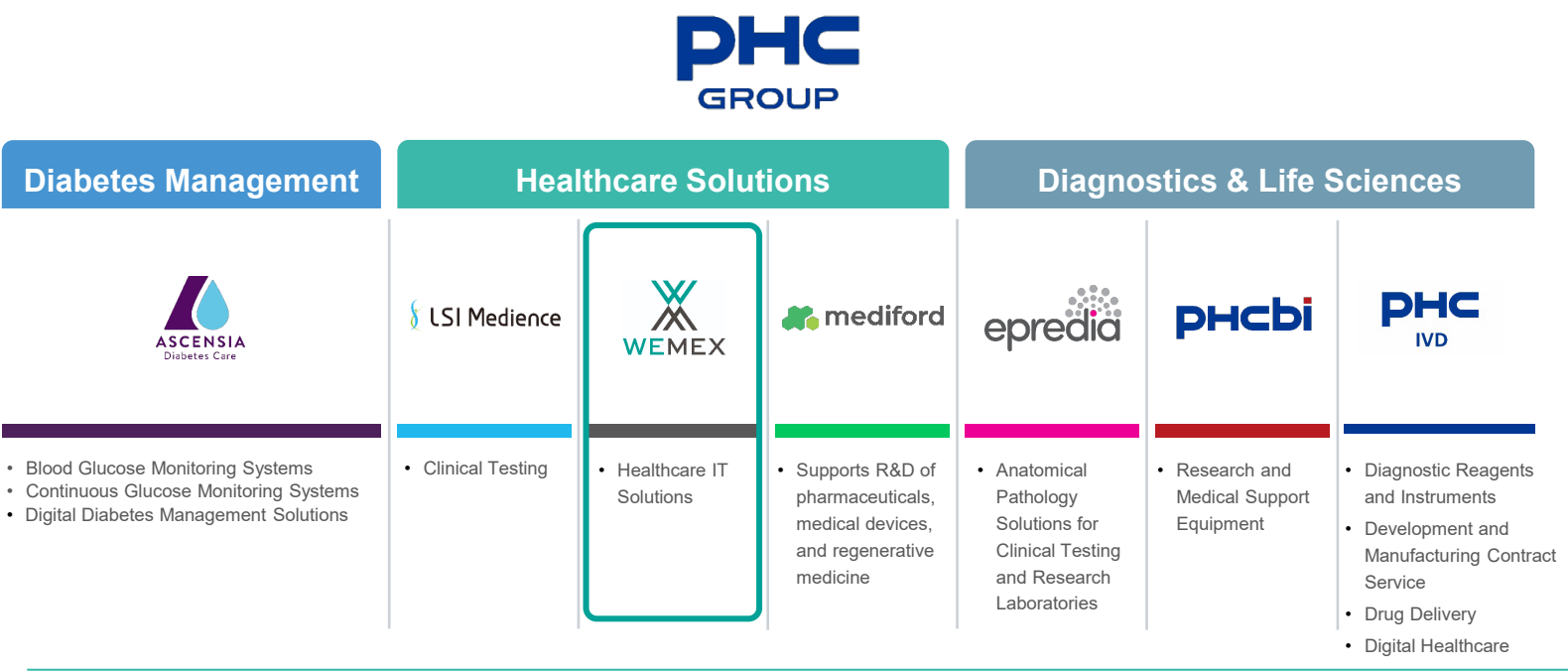


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- 1 . Introduction to Wemex Corporation
- 2 . Overview of Healthcare DX and Wemex's Growth Strategy

1 . Introduction to Wemex Corporation

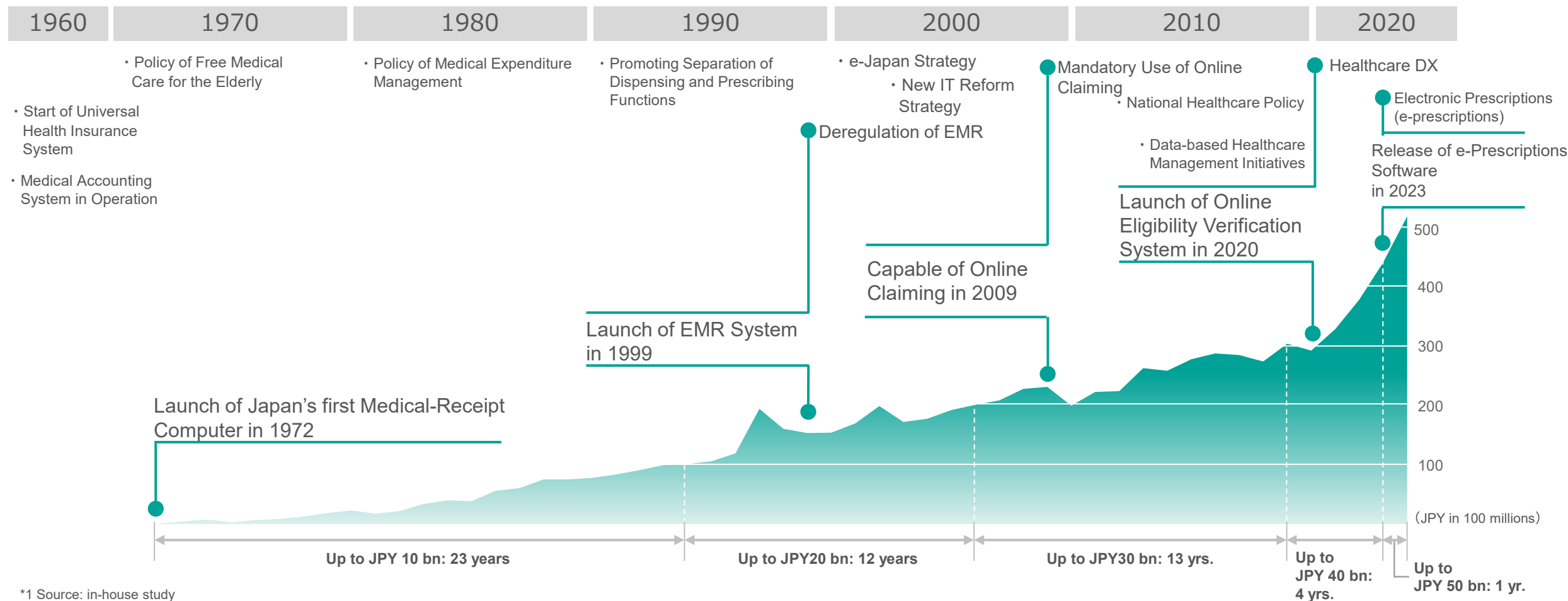
Positioning of Wemex within the PHC Group



Wemex Drives Digitalization of Healthcare in Japan

- As an industry pioneer, Wemex launched Japan's first*¹ medical-receipt computer in 1972, since then Wemex has grown by supporting healthcare policies and the digitization at medical practices.
- As the market leader with the highest share, Wemex is driving sales growth through implementing various government initiatives for digital transformation in healthcare.

Key Healthcare Policies and Sales Trends of Wemex



*1 Source: in-house study

Product/Service Lineup

• With comprehensive products and services to address various needs of diverse customers, Wemex provides solutions to enhance the operational efficiency of healthcare professionals, support disease prevention, and promote healthier lifestyles for individuals.

Clinics	Hospitals	Pharmacies	Companies/Health Insurance Assocs./ Health Checkup Providers
Cloud-based EMR System	EMR System for Small and Medium-sized General Hospitals	Hybrid EMH System for Pharmacies	Outsourced Clerical Services for Health Checkup
Medicom Cloud EMR	Open-Karte Cloud	PharnesX Hybrid Cloud	Wemex Health Check-up Assistance
Cloud-based EMR System	EMR System for Small and Medium-sized General/Nursing Care Hospitals	Cloud-based Medication History Sharing Service	Specific Health Guidance Support System
Hi-SEED Cloud	medicom-CKII	Pharnes LinkII	Wemex Health Guidance System
Hybrid EMR System	Medical-Receipt Computers for Hospitals	Pharmacy Operations Support System	Specific Health Guidance Service
medicom-HRf Hybrid Cloud	medicom-HSif	AI-Powered Medication History Input Support Service	Wemex Specific Health Guidance
Appointment and Medical Consultation Management System	Virtual Care Device for Telemedicine	Pharmacy Management Support System	Mental Health Service
Medicom Clinical Support	Teladoc HEALTH	Wemex Pharmacy Management Support	Wemex Stress Assessment

Market Share (Japan)



*1 Source: Fuji Keizai Co., Ltd., "2025 Edition: Current Status and Future Outlook of the Medical, Healthcare, and Pharmaceutical DX-Related Market," 2024 results, value basis, (on-premises/cloud-based) electronic medical record systems for clinics.*2 Source: Fuji Keizai Co., Ltd., "2022 Edition: The Current Status and Future Outlook of the Medical Collaboration and Medical Platform-Related Market," 2020 results, company share and volume basis: Receipt Computers (PHC Performance).

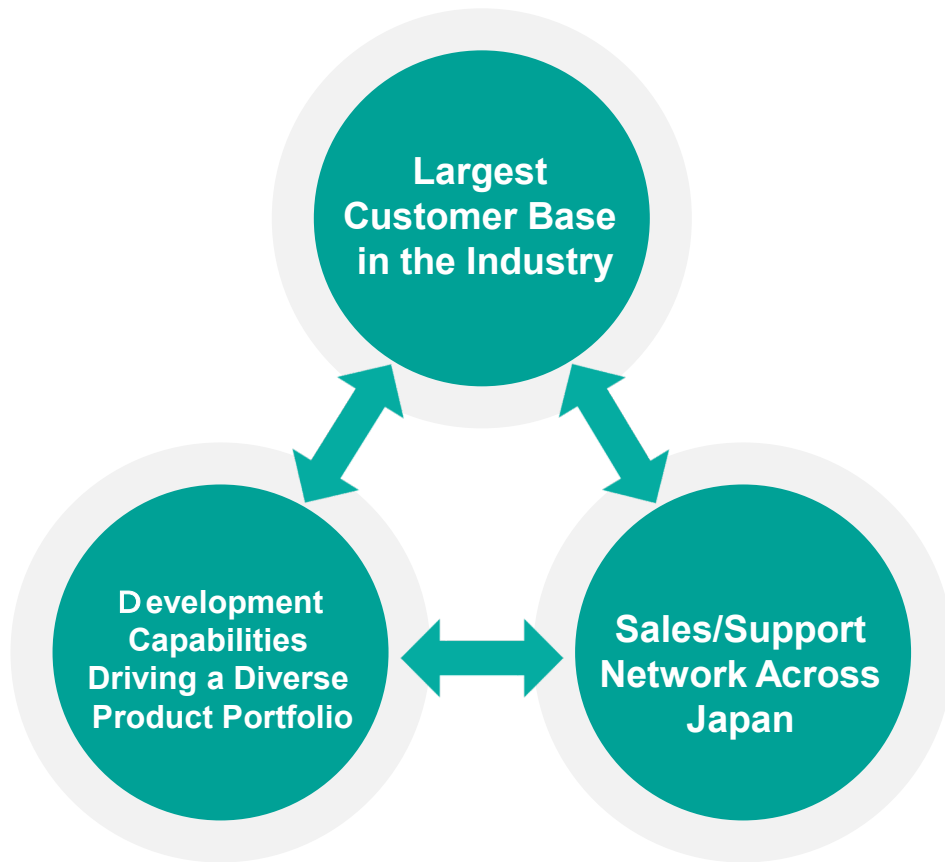


The First in Japan's Healthcare Industry to Receive the Title of "HDI Seven-Star Certified Support Center"

Recognized as the highest standard of support centers and a benchmark for all support organizations, Wemex became the first company in Japan's healthcare industry to earn the title of "HDI Seven-Star Certified Center," as an internationally accredited support center.

Our Strengths

- As the healthcare IT industry leader with the largest customer base, a sales and support network across Japan, and rapid development capabilities, we address the diverse needs of healthcare professionals.



Largest Customer Base in the Industry

- The largest market share for medical-receipt and electronic medical record system
- One of top providers of medical-receipt computers and Electronic Medication History (EMH) systems.



Sales/Support Network across Japan

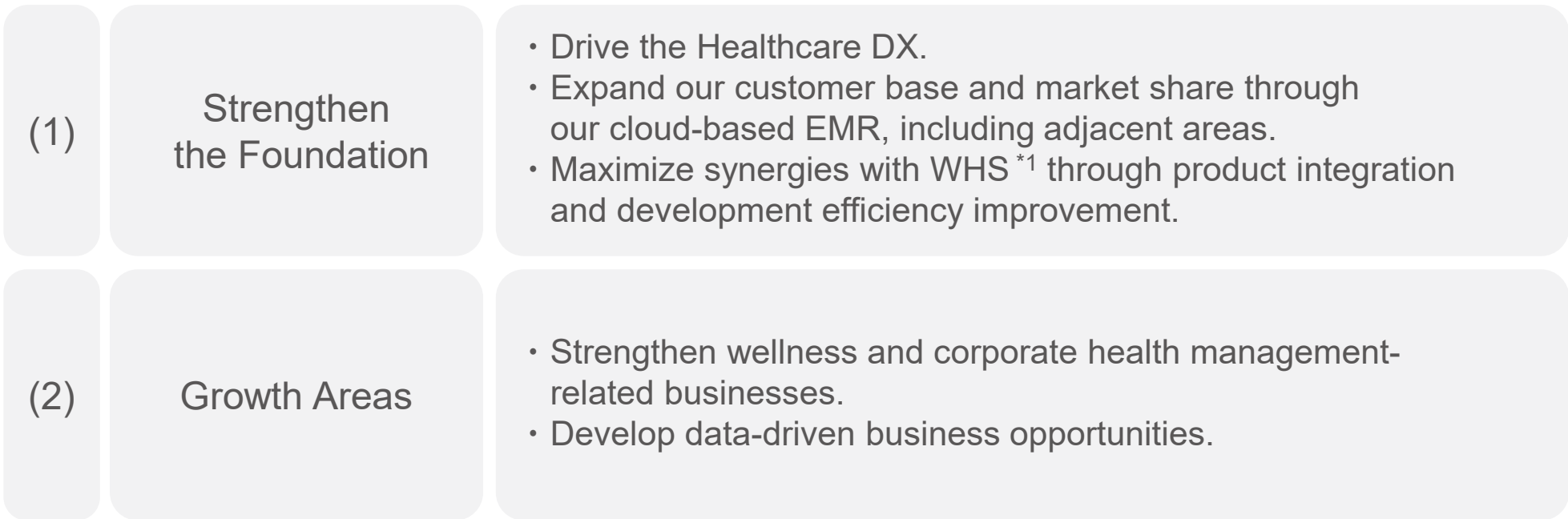
- 45 direct-operated sales offices across Japan, covering all regions from Hokkaido to Kyushu.
- Together with distributors and support centers, our network expands to around 170 locations.
- We provide meticulous support to ensure our customers can fully focus on their medical practices and operations.



Rapid Development Capabilities Driving a Diverse Product Portfolio

- Our diverse solutions drive the implementation of healthcare policies and the digitalization of medical practices.
- Our capabilities deliver prompt and accurate responses to NHI reimbursement to prevent revenue losses from calculation omissions.

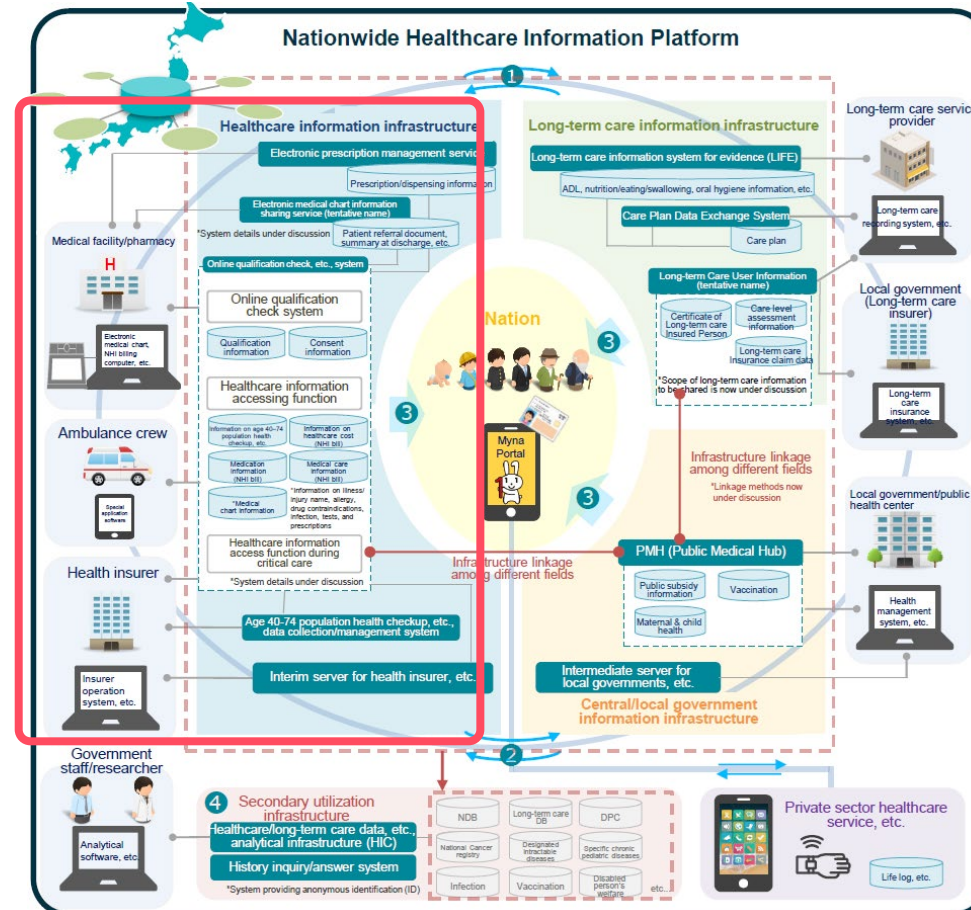
2 . Overview of Healthcare DX and Wemex's Growth Strategy



^{*1} Wemex Healthcare System Corporation. In October 2023, acquired the electronic medical record and medical-receipt-related businesses from Fujifilm Healthcare Systems. In October 2025, Wemex Corporation integrated the company.

Overview of Healthcare Digital Transformation (DX)*1

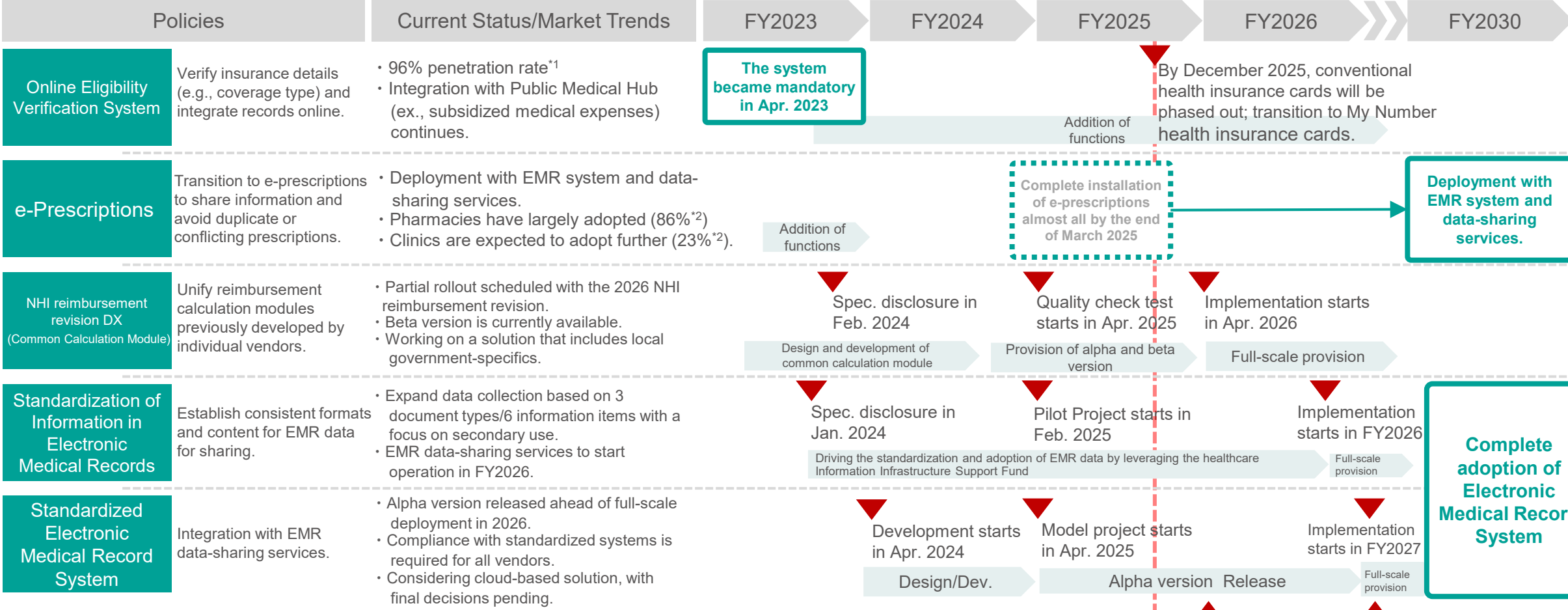
- The goal of healthcare DX is to change society and lifestyles by promoting preventive care for individuals and enabling access to higher-quality medical and caregiving services.
- Integrate Healthcare, Long-term care, and Central/Local government information infrastructures by linking them to the My Number system.
- Establishing the Nationwide Healthcare Information Platform is advancing, and in parallel, initiatives such as digitalizing National Health Insurance (NHI) reimbursement revisions and 100% penetration of electronic medical record systems.



*1 Source: Adapted from the Ministry of Health, Labour and Welfare's "Nationwide Healthcare Information Platform Overview (Conceptual Diagram)"

Major Healthcare Digital Transformation (DX) Initiatives and Timeline

- Significant business opportunities for Wemex are expected through ongoing Healthcare DX initiatives.
- While industry consolidation occurs because of larger challenges to implement policies, Wemex will proactively propose recommendations to the government and advance our product development aligned with these policies.



*1 Source: Ministry of Health, Labour and Welfare, "Status of Online Eligibility Verification Adoption by Prefecture," as of December 22, 2024. Shows the national total (connection rate) for hospitals, medical and dental clinics, and pharmacies. *2 Indicates adoption rate. Source: Digital Agency "Dashboard on the Adoption Status of Electronic Prescriptions" as of September 2025. *3 "Act to Partially Amend the Medical Care Act, etc." enacted on December 5, 2025. *4 Ministry of Health, Labour and Welfare "Regarding Goal Setting for Electronic Prescriptions and Electronic Medical Records"

Growth Strategy (1): Driving Healthcare DX and Cloud Enhancement

- As the industry leader, we deliver unparalleled installation results for healthcare DX initiative. We accelerate our growth by solving challenges in healthcare practice and simultaneously achieving policy objectives with collaboration with government.
- In FY25, we launched the new “Medicom Cloud-Based EMR” and strengthened our capabilities to meet customer needs. Toward 100% EMR penetration, we will expand our market share further by increasing new customer acquisitions.

Proven Success in Supporting Healthcare DX

Plays a Significant Role in Policy Adoption Across Medical Practice

- Over 50,000 installations of Online Eligibility Verification systems
- Over 20,000 installations of e-Prescription Software
 - Wemex installed one-third*1 of all e-Prescription SW in Japan. Our customers' adoption rate for e-Prescription SW is 1.3x higher than the overall market average.
- Participation in Japanese government-led working groups.

Synergies from WHS Integration and Further Progress in Healthcare DX

- The WHS acquisition expanded our customer base by around 40%, solidifying our foundation for delivering more efficient and effective solutions in healthcare DX.
- With the WHS integration in October 2025, we anticipate optimizing our product portfolio, development, and sales, and driving further improvements in higher profit margins.

Products designed to meet customer needs while responding to policy requirements

Launch of Medicom Cloud-Based EMR System

- A cloud-based EMR system integrated with a medical-receipt function, leveraging claiming system expertise.
- Features include an input speed-optimized UI, claiming calculation error prevention, and comprehensive support, making it a truly “easy-to-use” cloud EMR system.

Hybrid EMR System “HR-f”

- Combines the benefits of on-premise systems (customizability, connecting with medical devices, and data security) with those of cloud systems (device and location flexibility).
- Supports healthcare DX and is planned to connect with EMR data sharing services.

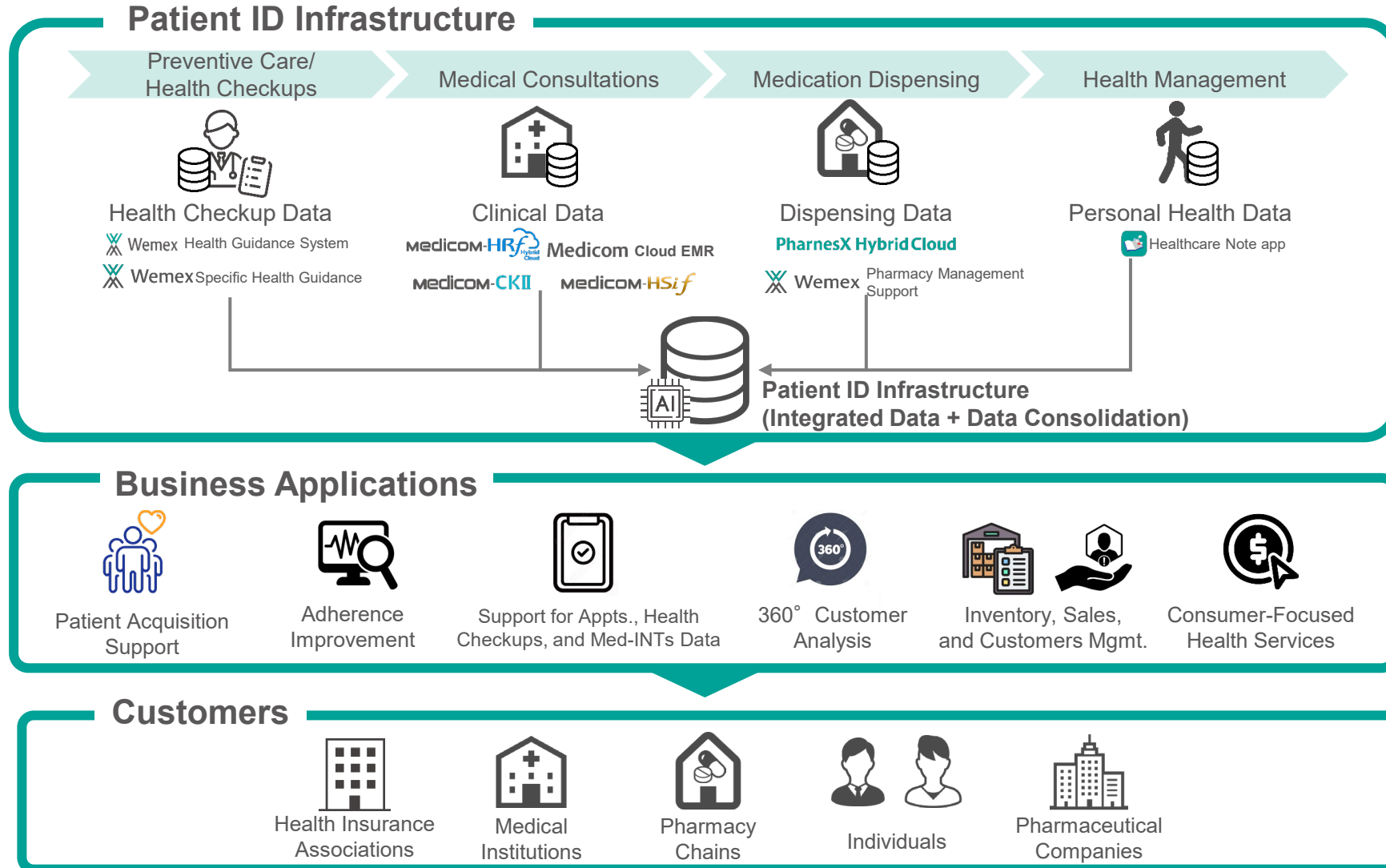
Drive New Installations to grow Market Share and ARPU

- Increase the number of new customer acquisitions.
- Enhance Adjacent operations via proprietary development and third-party API integrations, driving ARPU growth.

*1 Source: in-house study (As of End of September 2025.)

Growth Strategy (2): Enhancing the Wellness Business and Expanding Data-Driven Business

- Leveraging extensive data accumulated over the years, we integrate and utilize this wealth of information to develop diverse data-driven businesses.

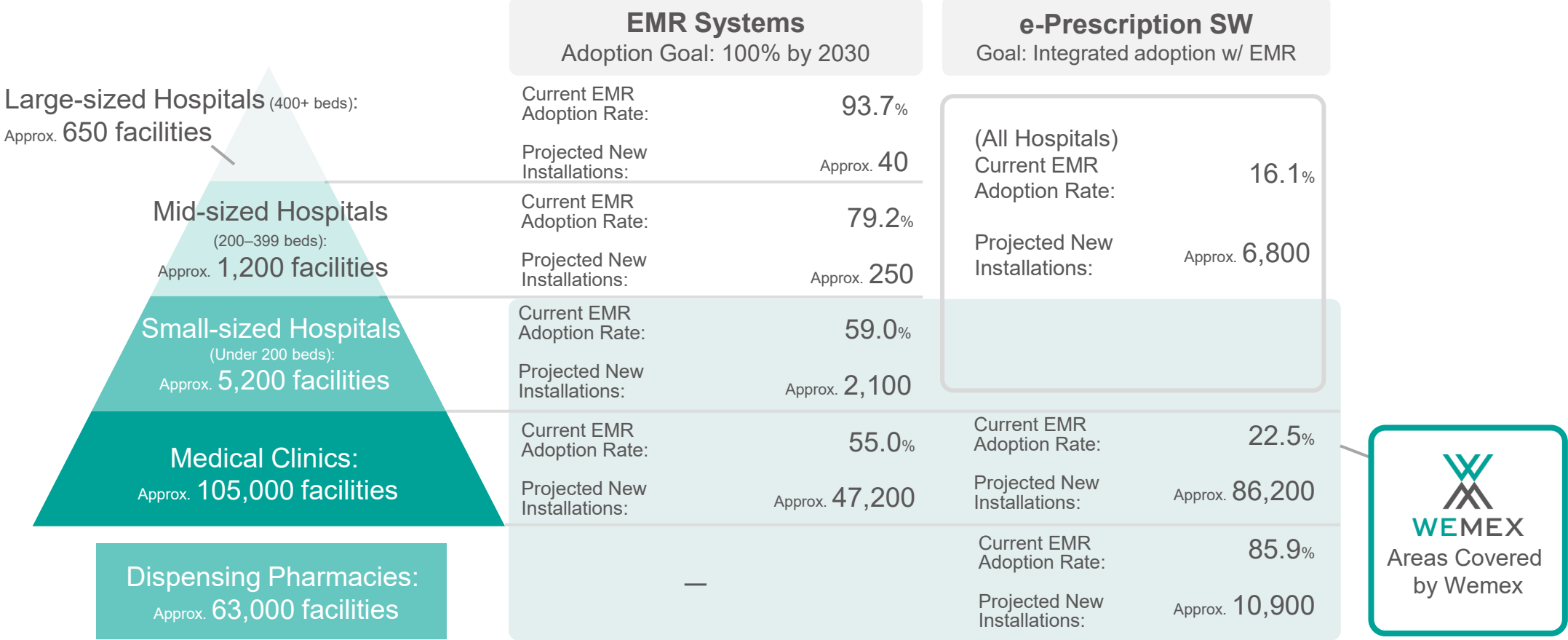


3. Appendix

Demand for Electronic Medical Record (EMR) Systems and e-Prescription Software

- The goal is to achieve 100% adoption of electronic medical record (EMR) systems by 2030, while e-Prescription SW will be adopted through integration with EMR systems and data-sharing services.
- Significant demand is expected from clinics, pharmacies, and small-sized hospitals. We will leverage our previously mentioned strengths to capture this market.

The Number of medical institutions, the present installation rate of e-prescriptions and electronic medical record systems, and the projected demand*1

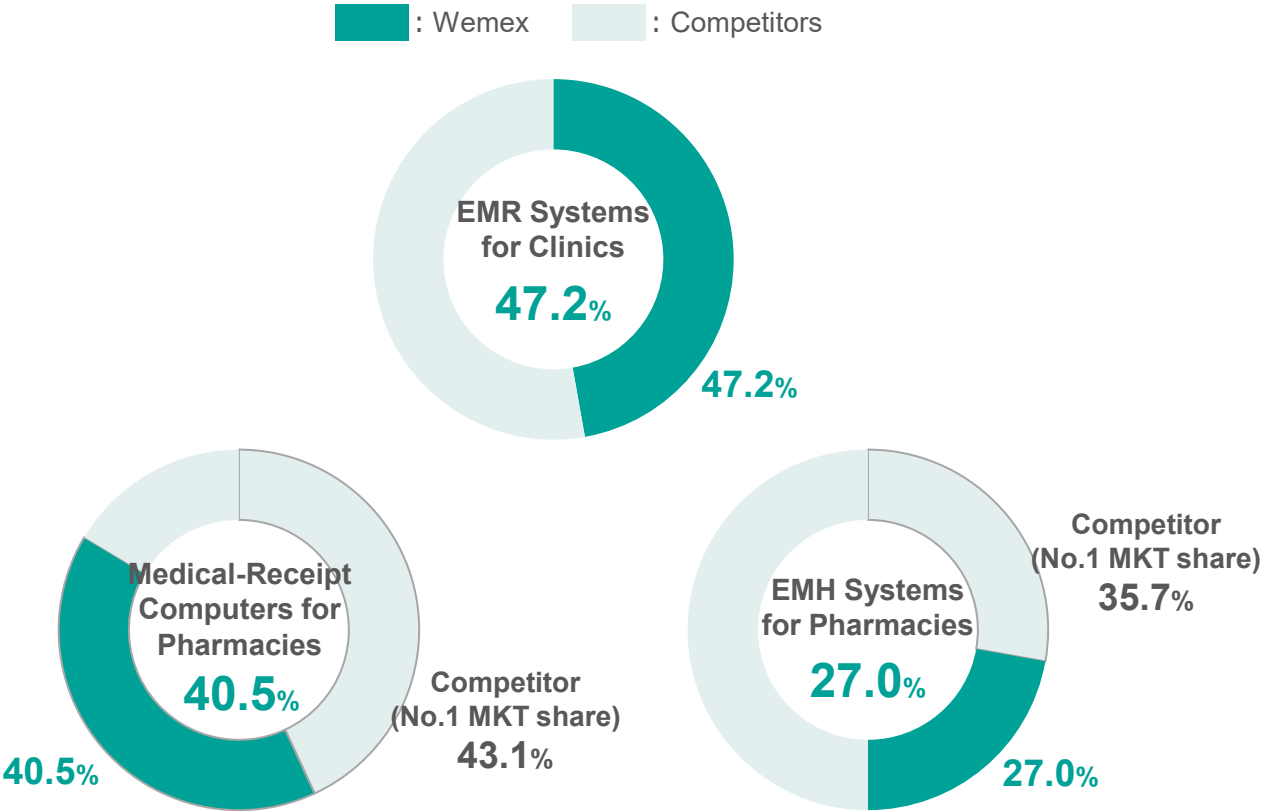


*1: Source Number of medical institutions (exclud. pharmacies) and EMR system adoption rate: Ministry of Health, Labour and Welfare “Trends in the Adoption of EMR Systems, etc.” 2023 figures; Number of pharmacies: Ministry of Health, Labour and Welfare “Health Administration Report” 2024 figures; e-Prescription Adoption Rate: Digital Agency “Dashboard on the Adoption Status of Electronic Prescriptions” (as of September end 2025). Projected New Installations for both EMR and e-Prescription are In-house estimates based on the above data.

Comprehensive Customer Coverage with Industry-Leading Scale

- We hold the No. 1 market share for EMR systems designed for clinics and the No. 2 share for electronic medication history (EMH) systems. We boast high market shares in both categories.
- No other company offers product coverage across such a diverse range of medical facility categories.

Customer and Product-Specific Market Share*1



Customer Base and Diversity

Total Customers **55,000**

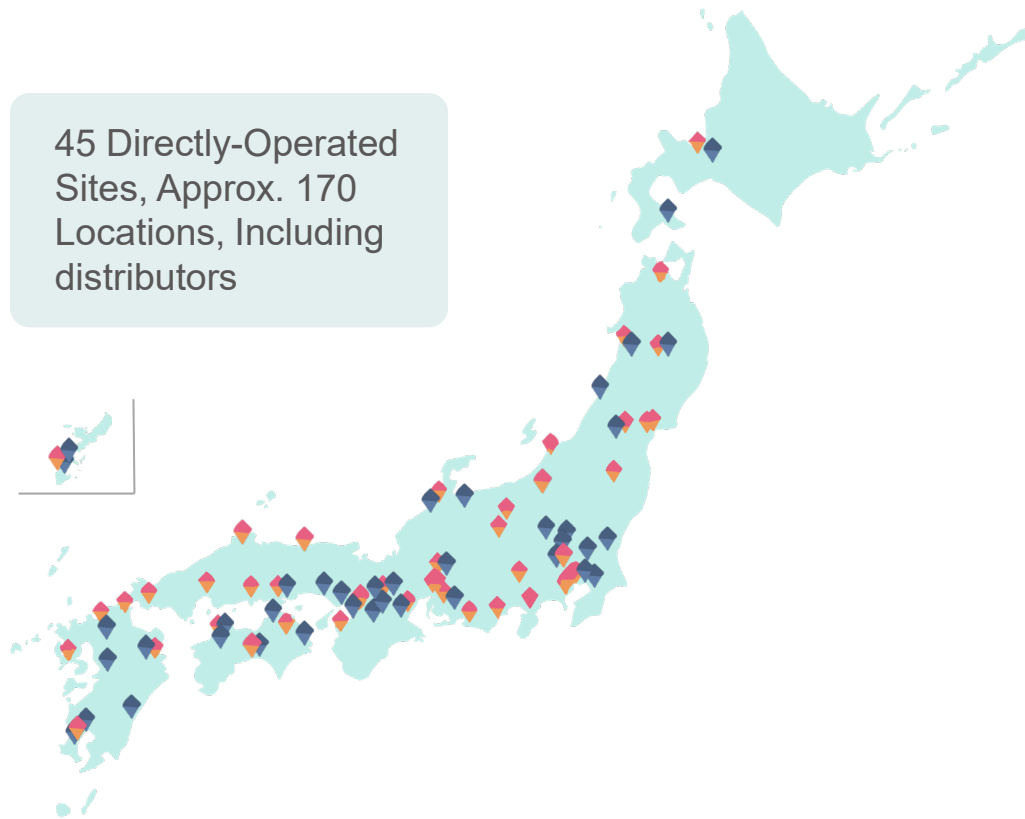
	Wemex	Competitor A	Competitor B
Clinics	◎	○	○
Pharmacies	◎	—	○
Hospitals	○	—	—
Dental Clinics	○	—	—

*1: Source: Fuji Keizai Group Co., Ltd. "2025 Edition: Current Status and Future Outlook of the Medical, Healthcare, and Pharmaceutical DX-Related Market," 2024 / Figures based on value.
Note: "Competitor" in medical-receipt computers and electronic medication histories systems for pharmacy refers to different companies respectively.

Comprehensive Sales/Support Network Across Japan

- Whether cloud-based or on-premises, healthcare institutions often prioritize support to ensure medical device interoperability and manage various updates.
- Our unparalleled network supports approximately 176,000 clinics, pharmacies, and hospitals across Japan, with 45 directly-operated sites and approx. 170 locations, including distributors.

Office Locations of Wemex and Advantages of Having a Nationwide Footprint



Provides reliable support to medical institutions with limited IT knowledge

Only a few competitors offer such comprehensive support

Serves as effective touchpoints for busy medical providers

Offers extensive support to nationwide chain pharmacies

Our Business Model

- In addition to initial fees, recurring revenue is generated from services such as maintenance and NHI reimbursement revisions.

