Third Quarter of the Fiscal Year Ending September 30, 2023 FAQ

Amvis Holdings, Inc. August 9, 2023

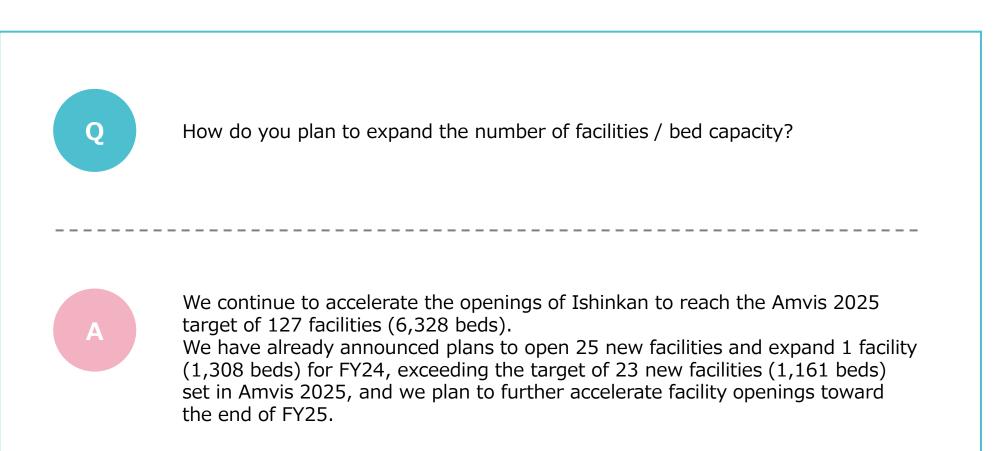
©Amvis Holdings, Inc.

Summary

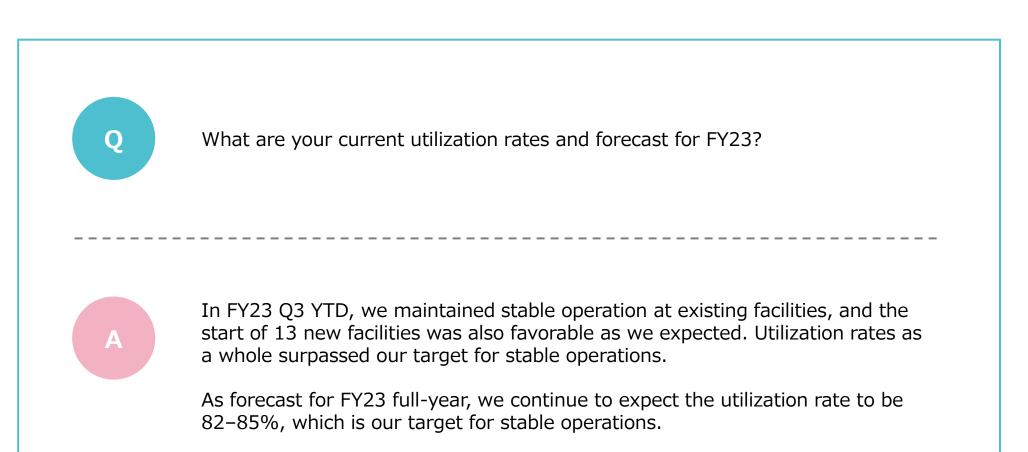




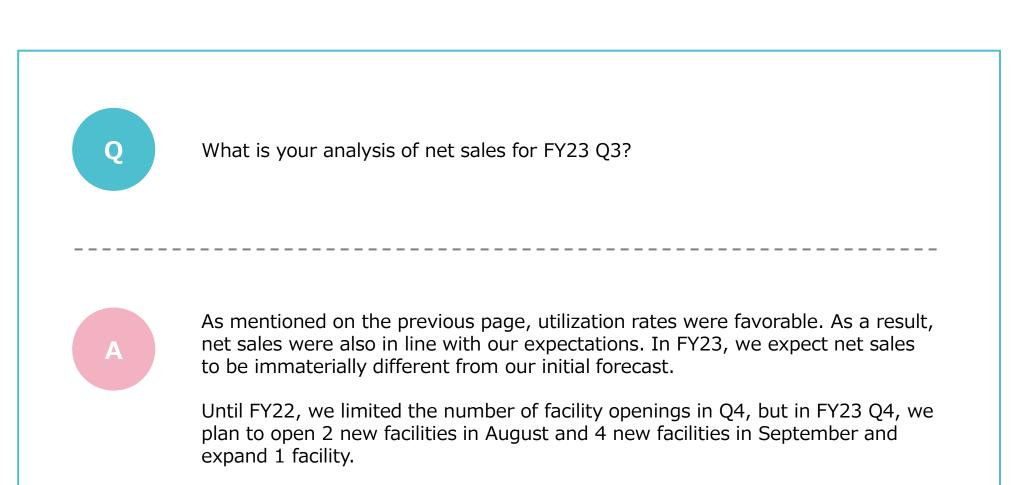
©Amvis Holdings, Inc.



The basic capacity per facility is about 50 beds. We also aim to open about 1–2 large facilities with 70 beds per year.

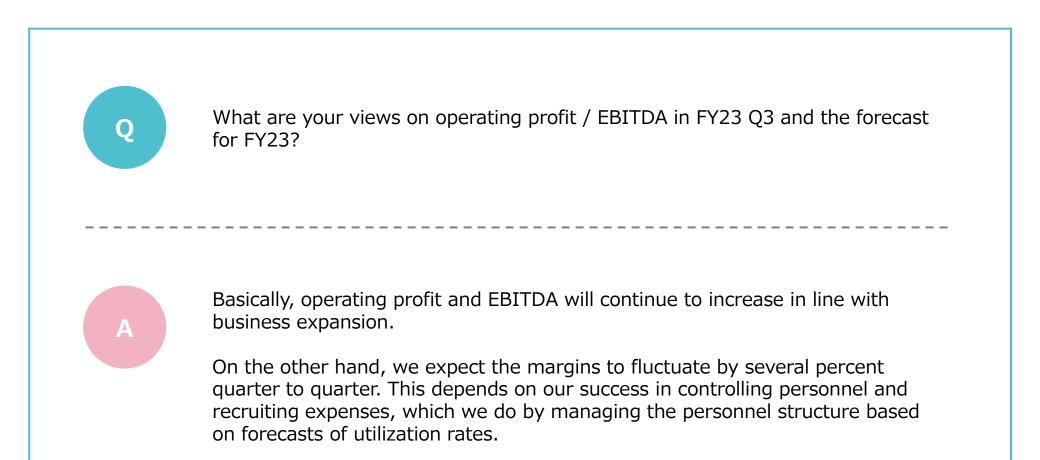


Since Ishinkan mainly accepts patients in the terminal stages of cancer, about 10 patients per month are leaving or passing away at each facility, which makes it difficult to maintain the utilization rates in the 90% range.

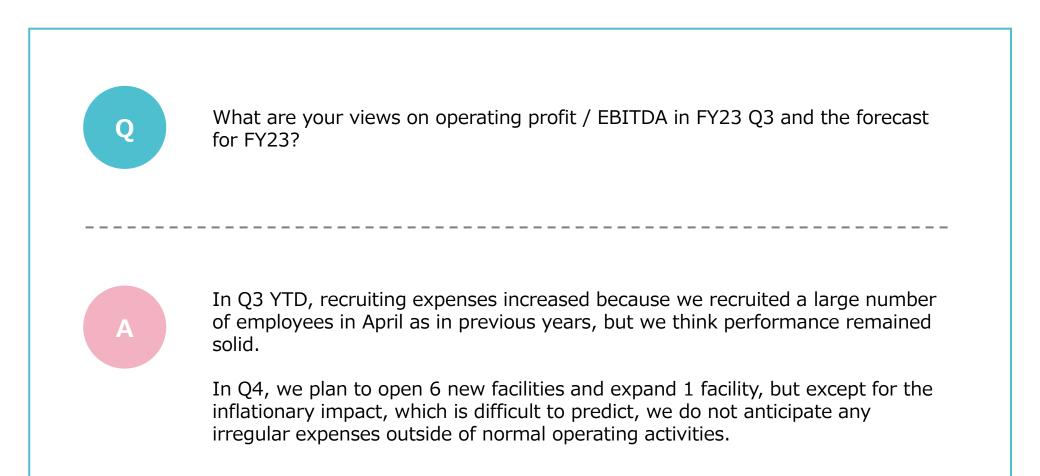


Based on inflation of wood, energy resources, and goods used at the facilities, we raised patient payments by about 7,000 yen per month in FY23, and plan to raise them again by about 4,000 yen per month in October 2023.

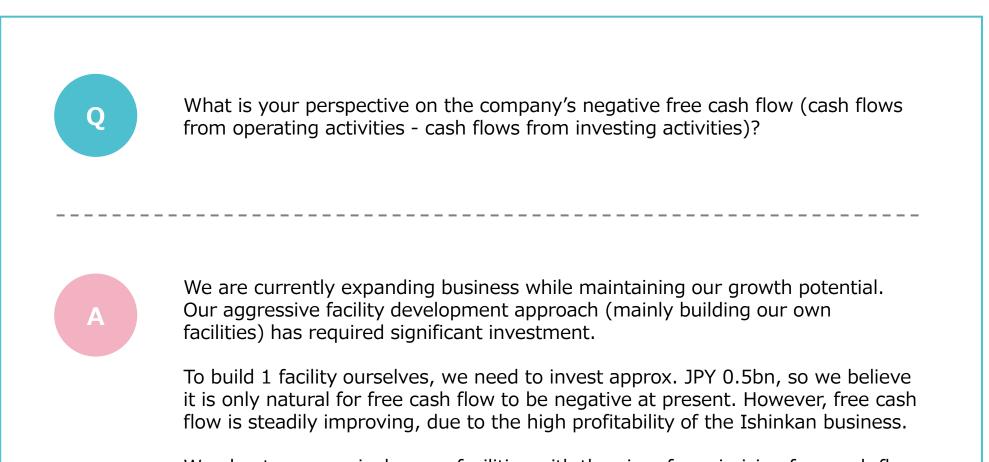






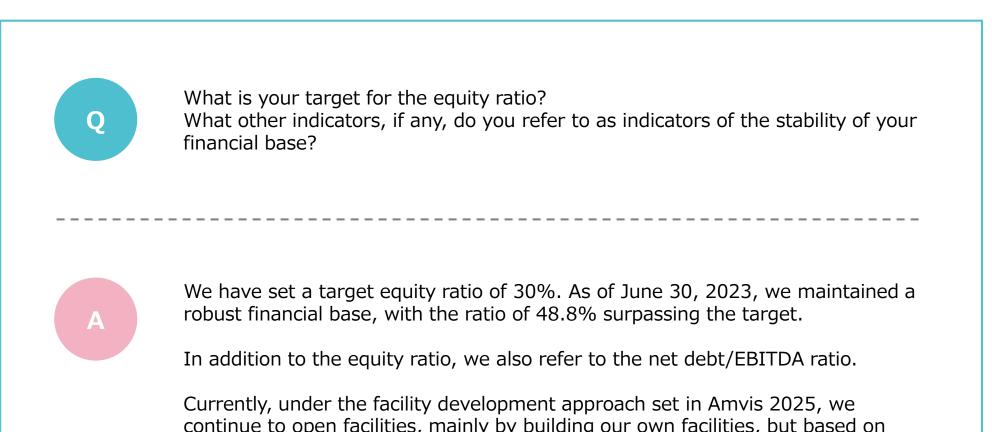






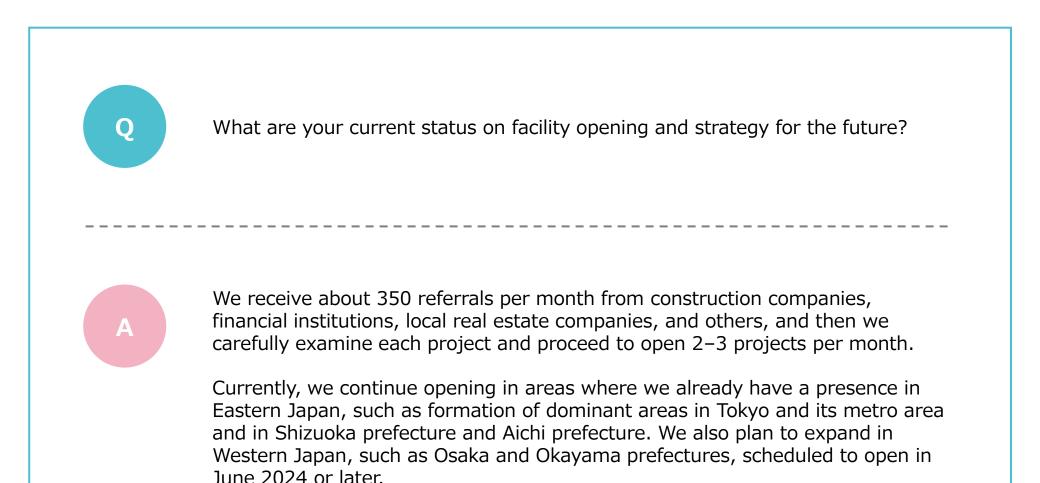
We plan to aggressively open facilities with the aim of maximizing free cash flow over the long term.



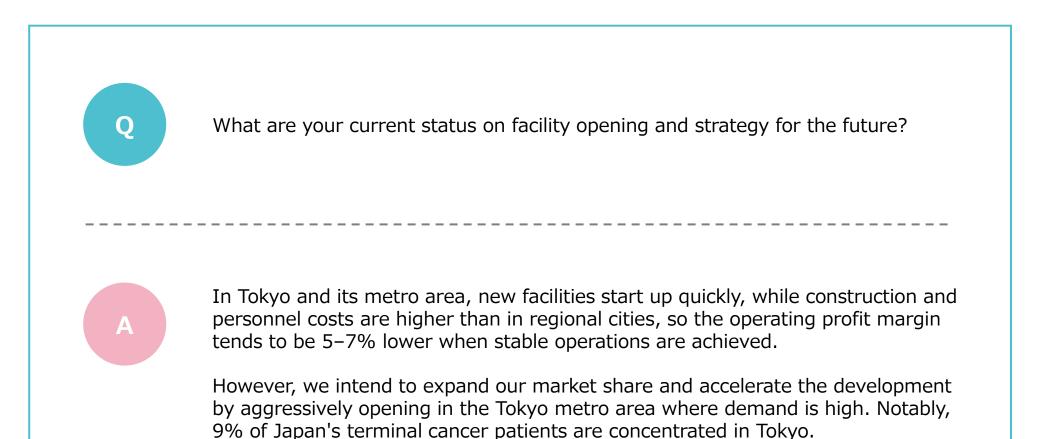


continue to open facilities, mainly by building our own facilities, but based on the above indicators, we believe cash on hand and bank borrowings will provide sufficient funding.

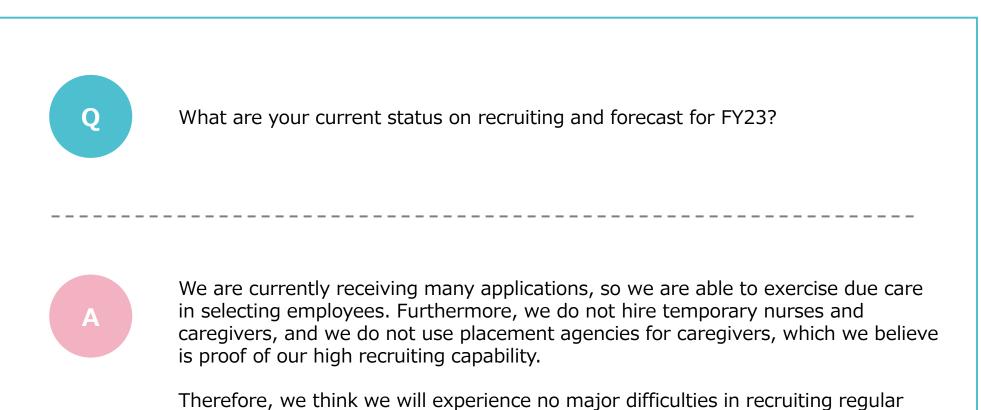




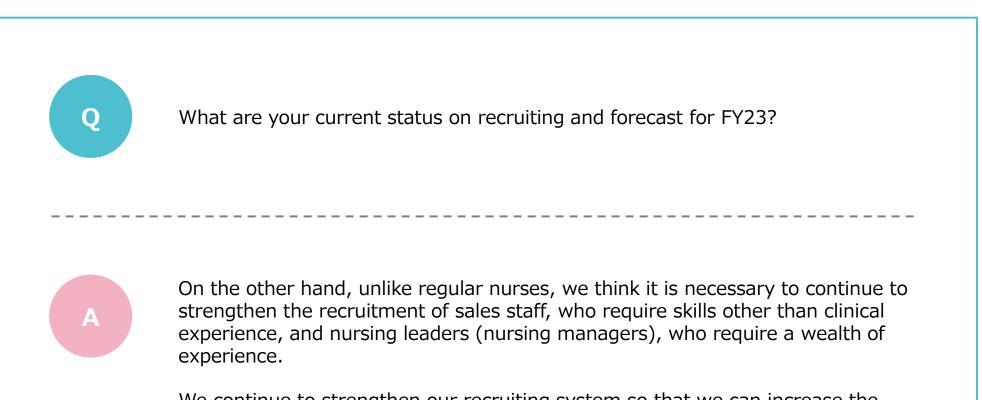




In addition, we would like to continue to build our own facilities to control the planning of flow lines in facilities, opening schedules, and other factors.

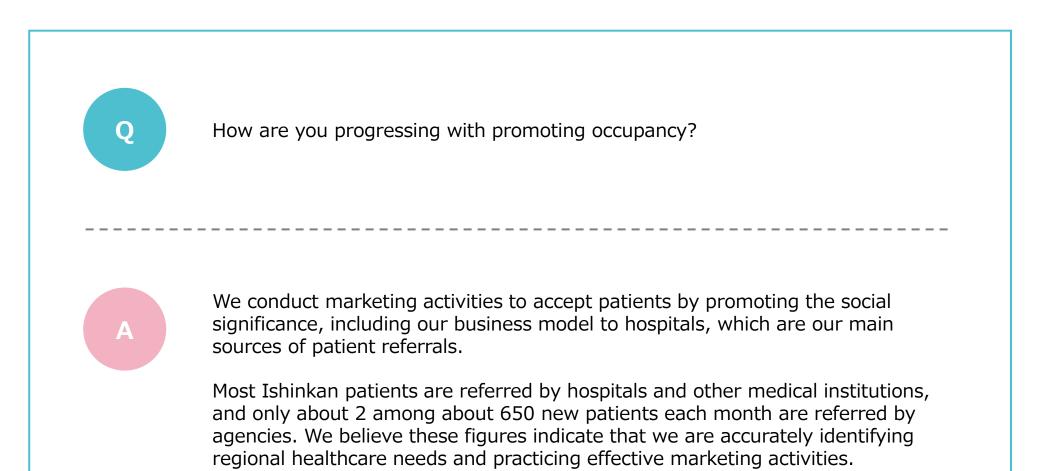


nurses and caregivers to meet the increase in the number of facilities.



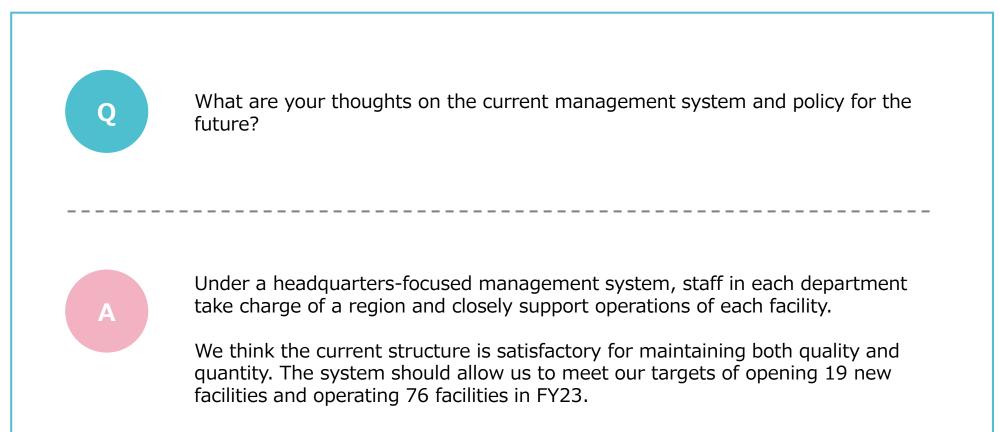
We continue to strengthen our recruiting system so that we can increase the number of facilities and maintain high utilization rates.





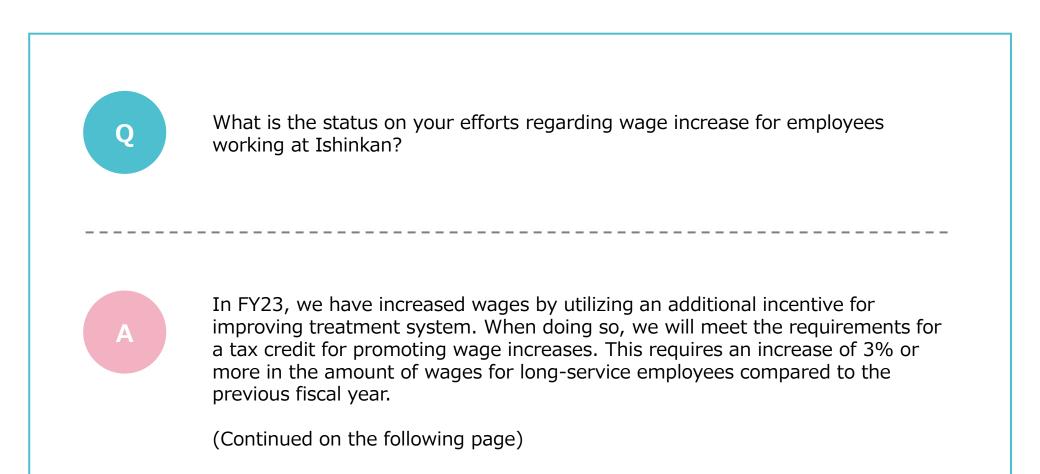
We will continue to strengthen our marketing activities to maintain high utilization rates.



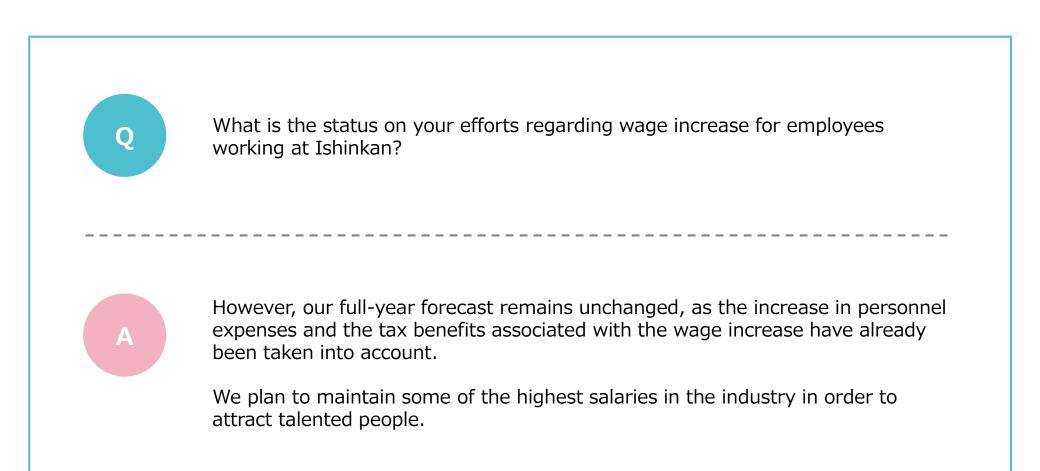


However, given our plan to increase the number of facilities to 127 by the end of September 2025, we continue to strengthen our headquarters functions.

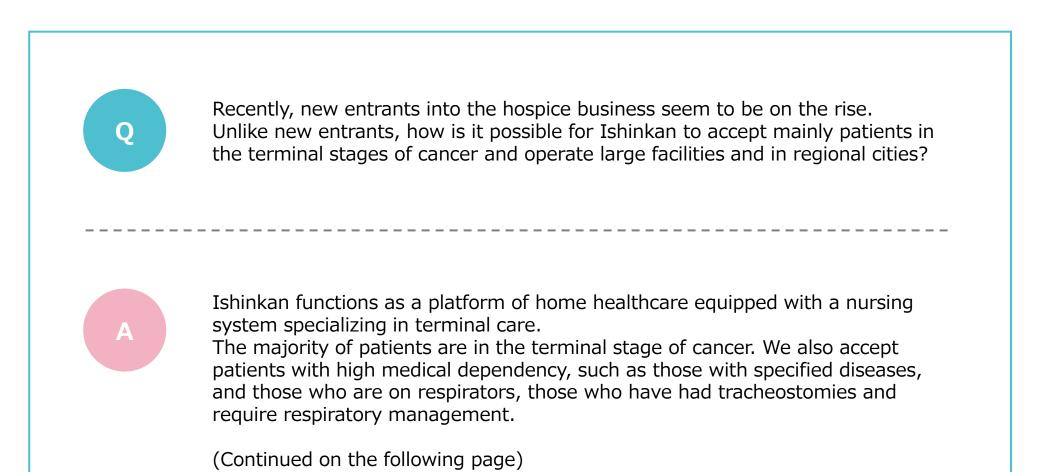






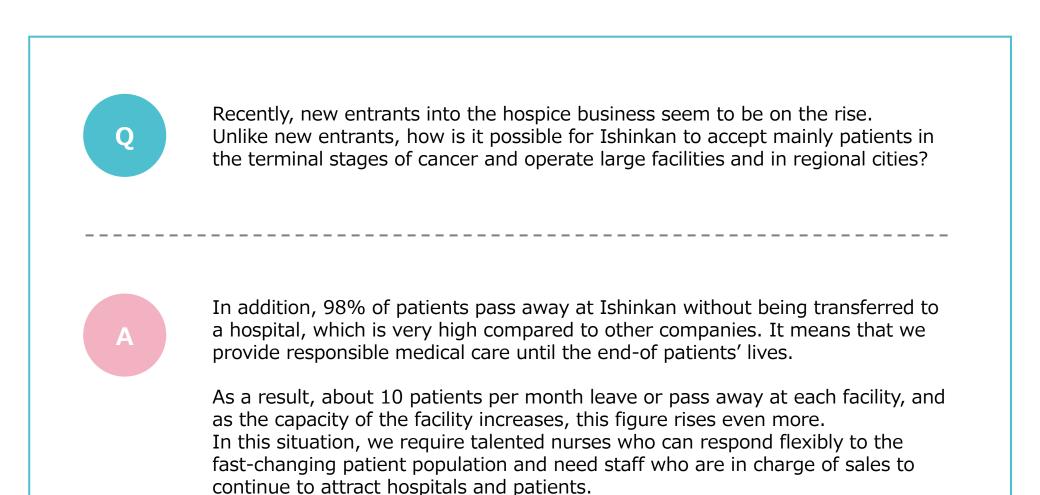




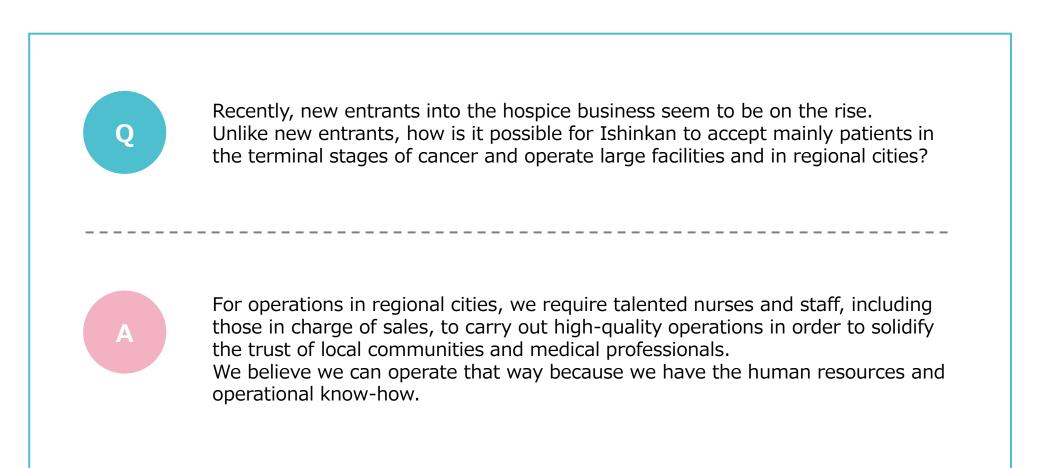


©Amvis Holdings, Inc.

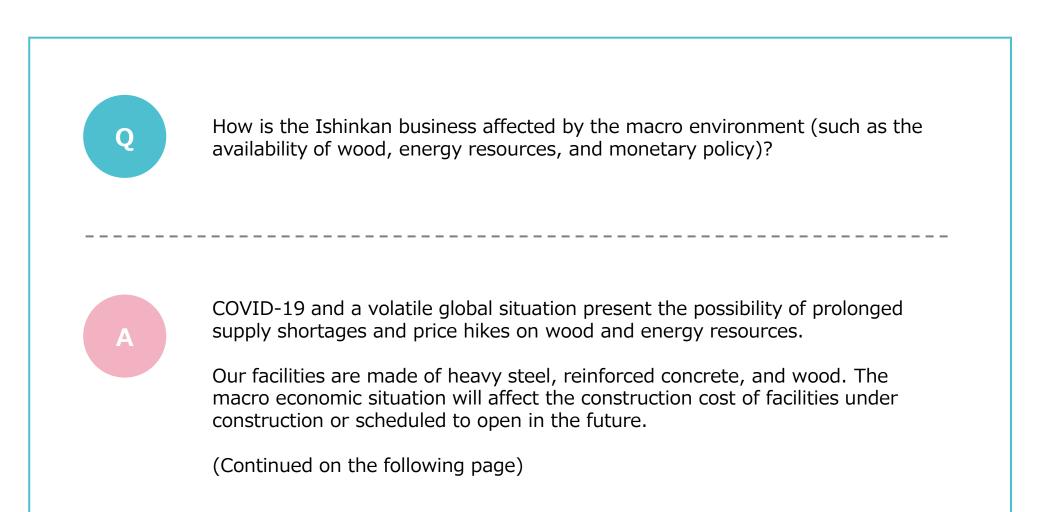




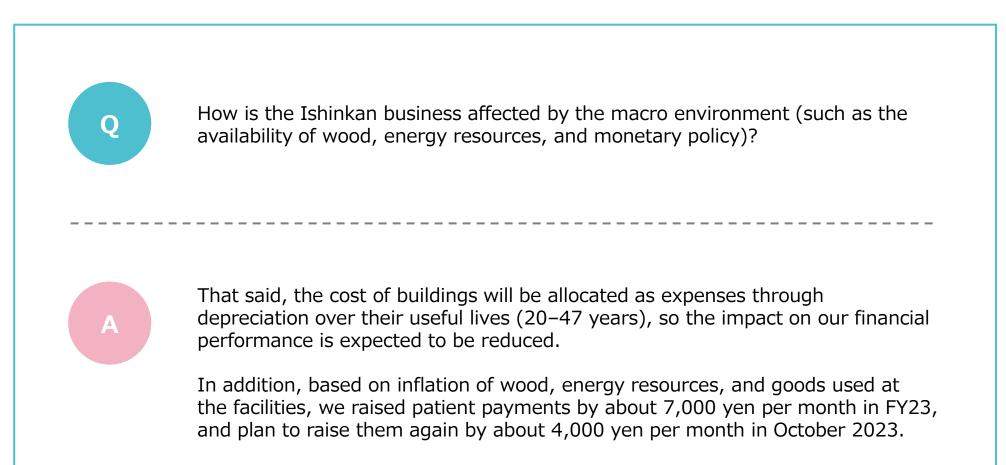




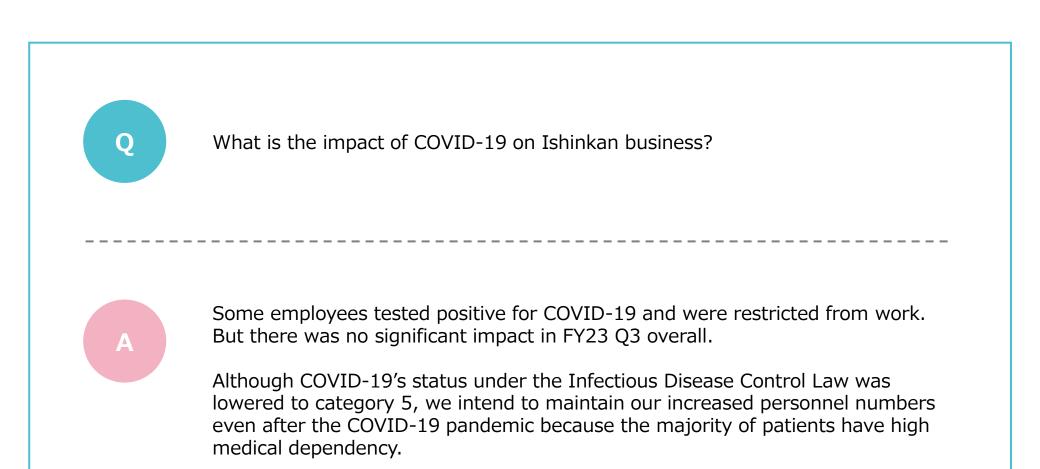




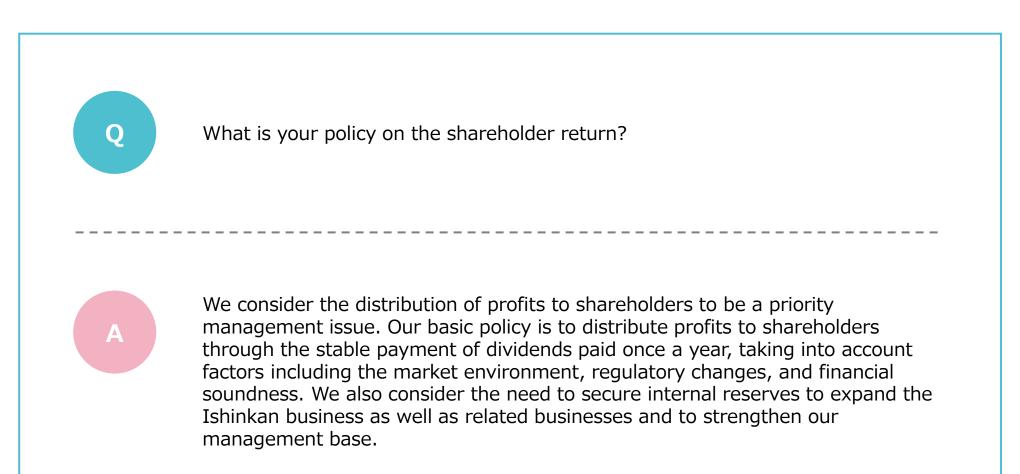




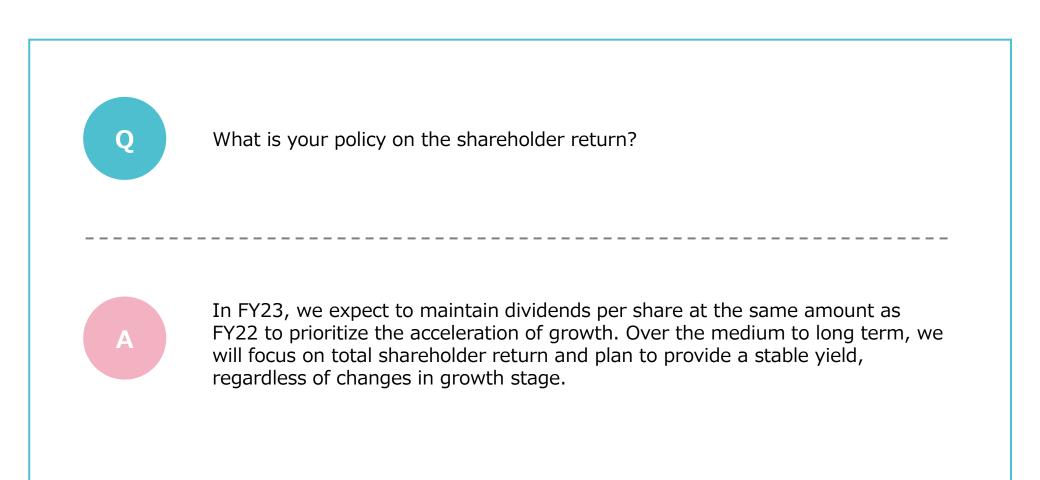
The impact of the Bank of Japan's monetary easing measures is expected to be immaterial based on the current balance of borrowings (about JPY 16.6bn) and interest rate (about 0.46%).



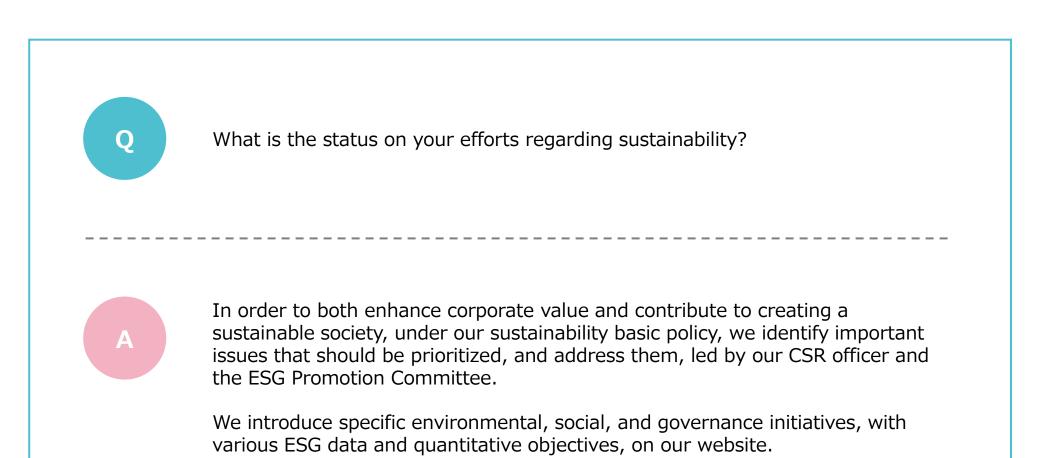




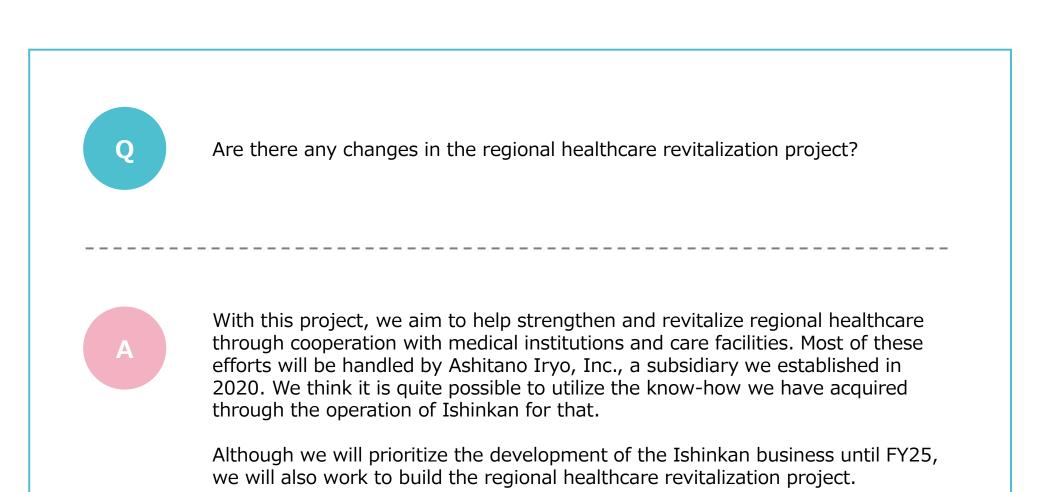




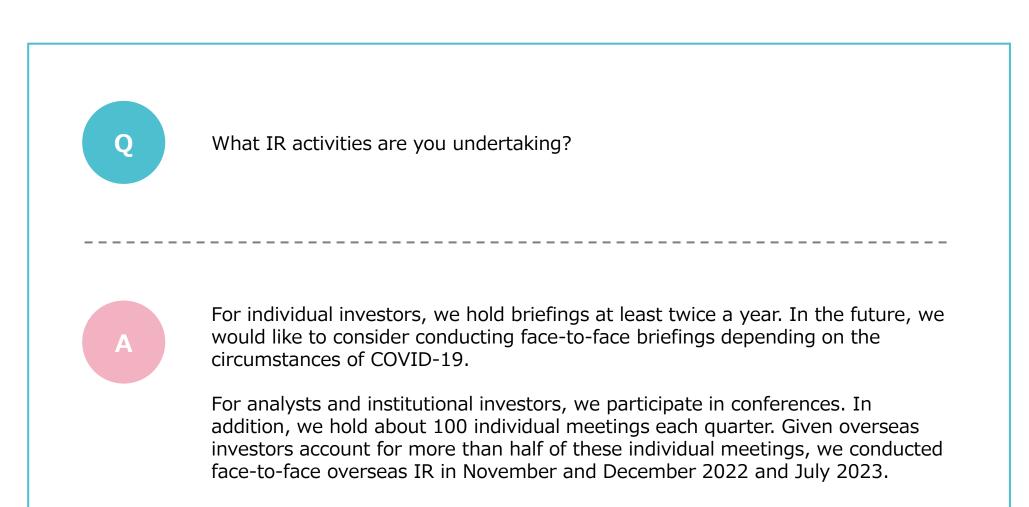




Our initiatives have received certain third-party evaluations, including an MSCI ESG rating of A in June 2023.







We continue to strengthen dialogue with shareholders and investors, mainly through our CFO and IR staff.



This document contains forward-looking statements about Amvis Holdings, Inc. ("Amvis") such as forecasts, outlooks, targets, and plans. These statements are based on forecasts made at the time of the preparation of this document using information currently available to Amvis.

In addition, certain assumptions are used for such statements. These statements or assumptions are subjective and may prove inaccurate in the future or may not be realized. There are many uncertainties and risks that could cause such a situation to arise. As stated above, the forward-looking information contained in this document is current as of the date of this document, and Amvis is under no obligation or policy to update such information from time to time.

Contact

Finance Department (in charge of IR), Amvis Holdings, Inc. Tel: +81-3-6262-5085 / E-mail: ir_contact@amvis.co.jp