## First Half Ended March 31, 2023 **FAQ** Amvis Holdings, Inc. May 15, 2023

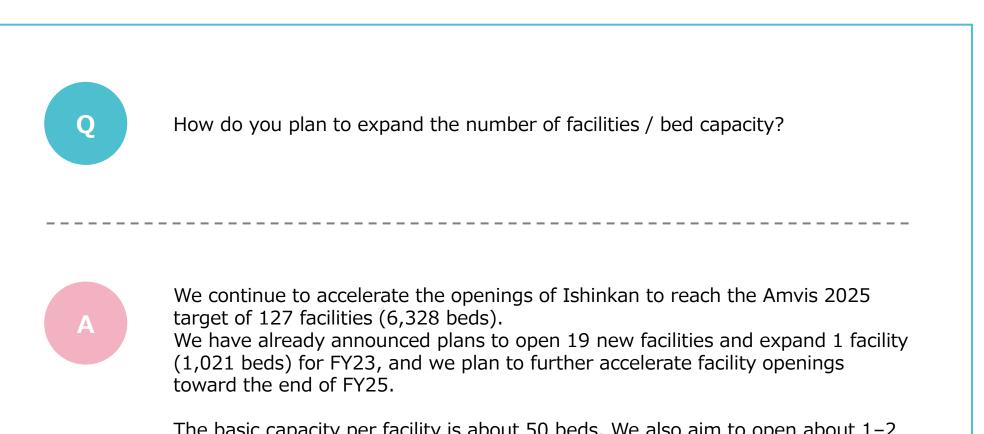
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## Summary

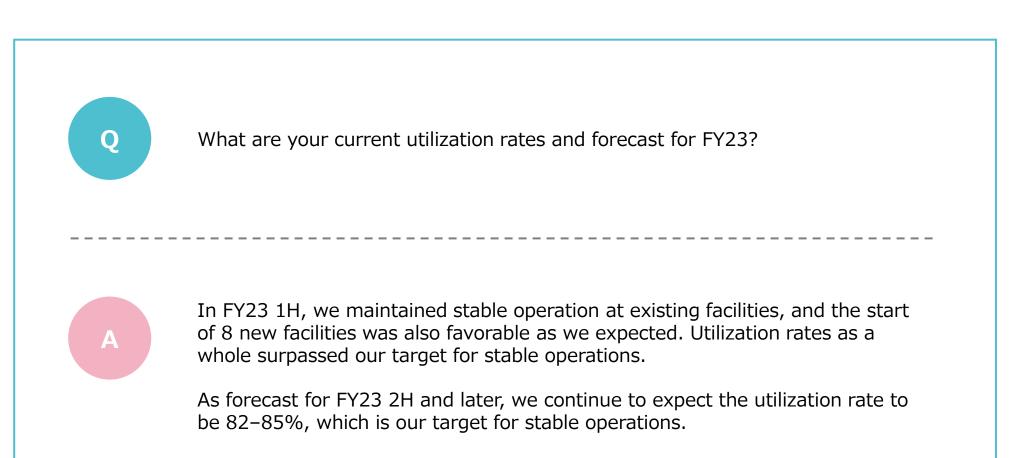




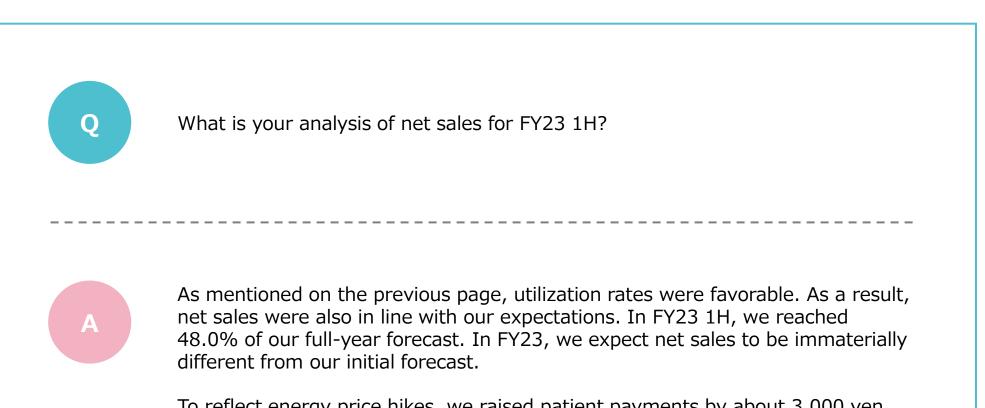
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The basic capacity per facility is about 50 beds. We also aim to open about 1-2 large facilities with 70 beds per year.



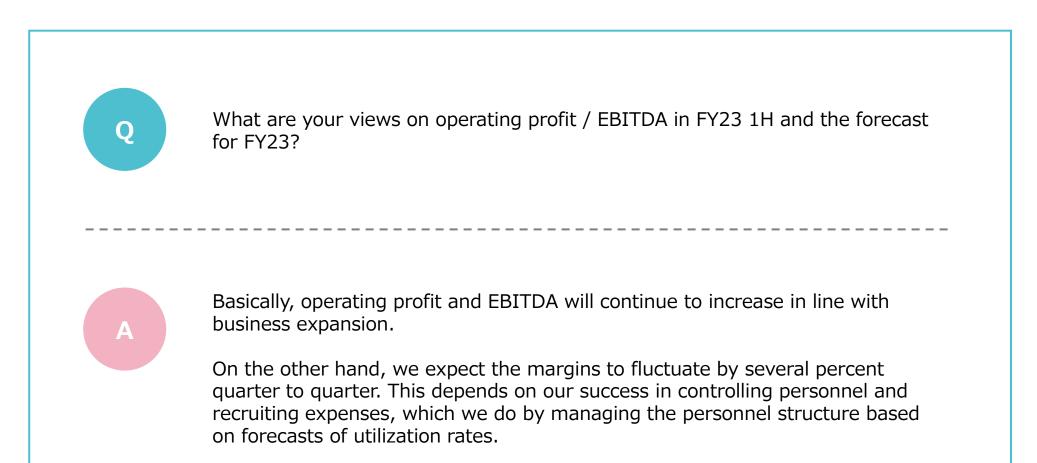
Since Ishinkan mainly accepts patients in the terminal stages of cancer, about 10 patients per month are leaving or passing away at each facility, which makes it difficult to maintain the utilization rates in the 90% range.



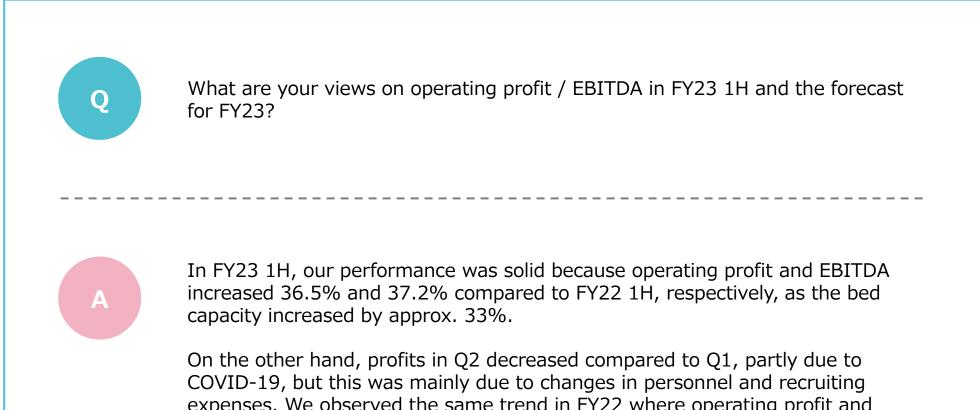
To reflect energy price hikes, we raised patient payments by about 3,000 yen per month in October 2022 and by about 4,000 yen per month in March 2023.

We will keep working to increase net sales by increasing the number of facilities (bed capacity) and maintaining utilization rates.



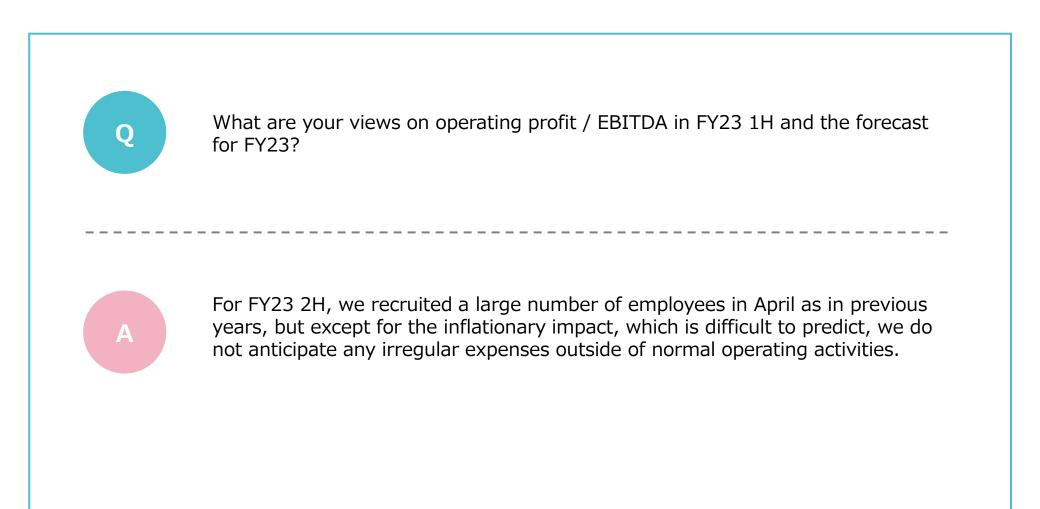




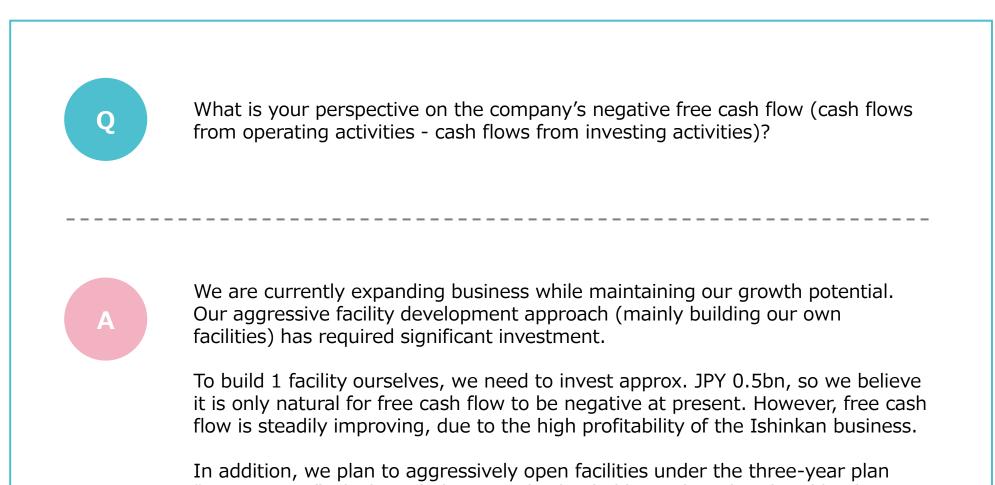


expenses. We observed the same trend in FY22 where operating profit and EBITDA in Q2 decreased quarter-on-quarter. We believe it does not indicate any particular problem.



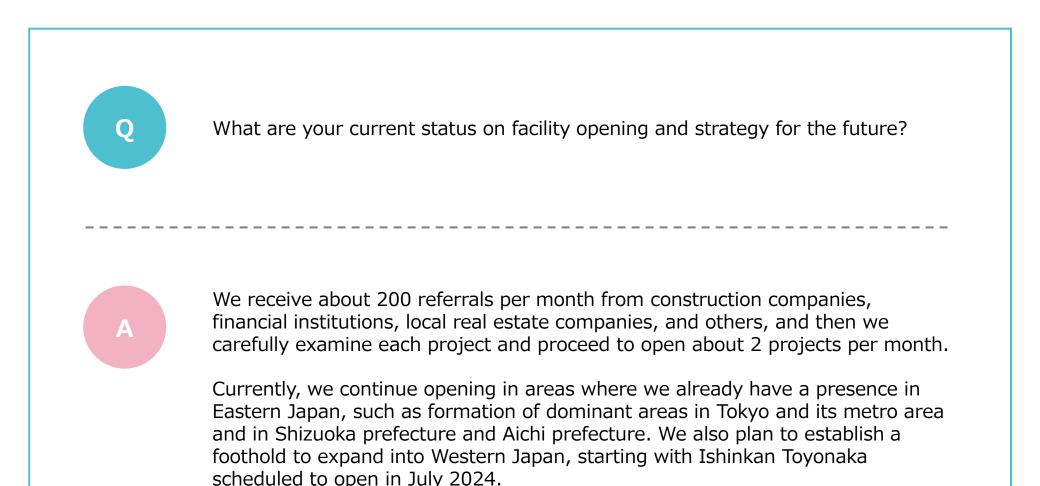




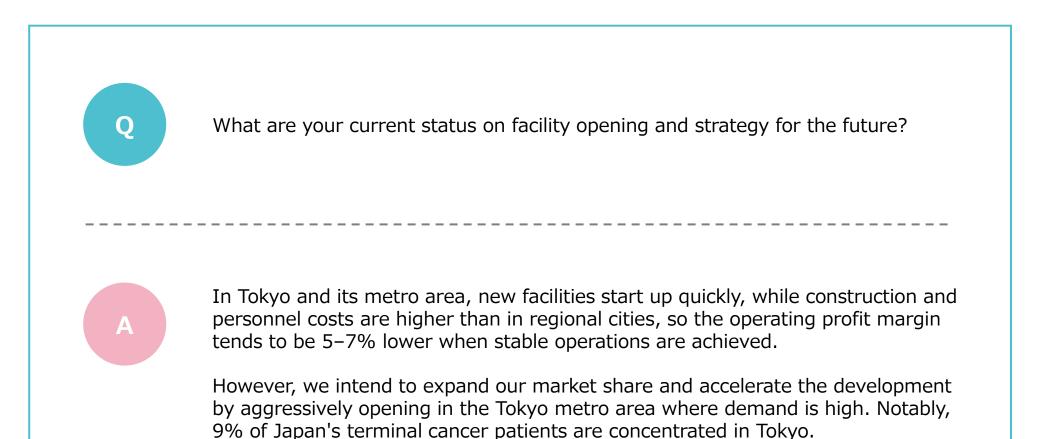


In addition, we plan to aggressively open facilities under the three-year plan "Amvis 2025," which we believe can be funded by cash on hand and bank borrowings.

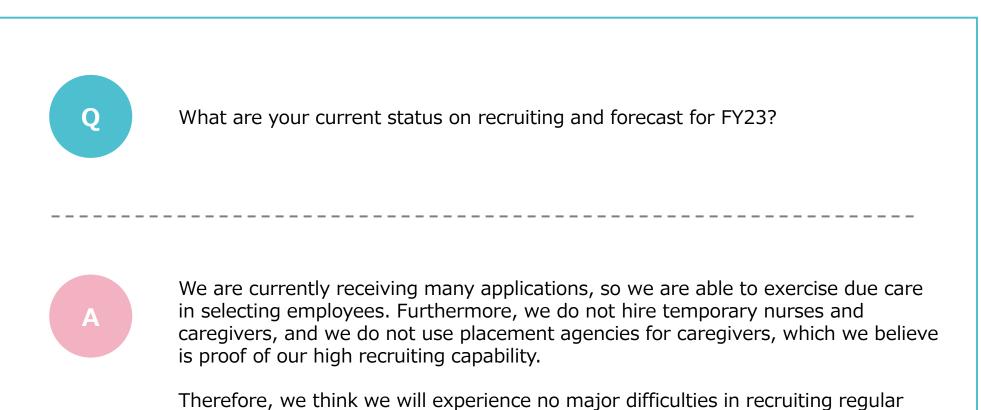




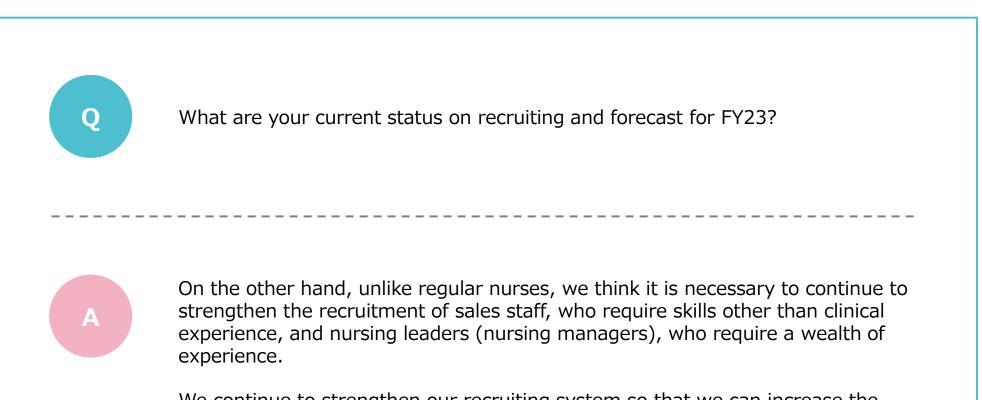




In addition, we would like to continue to build our own facilities to control the planning of flow lines in facilities, opening schedules, and other factors.

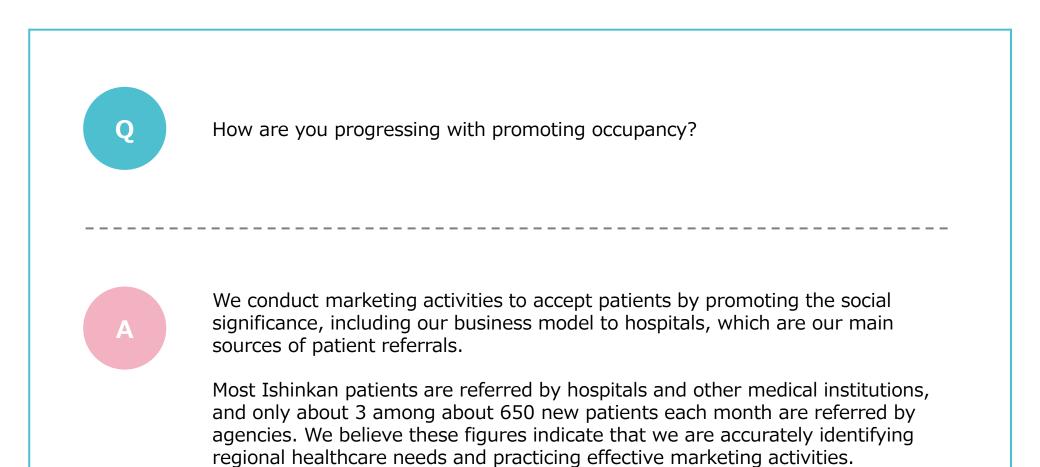


nurses and caregivers to meet the increase in the number of facilities.



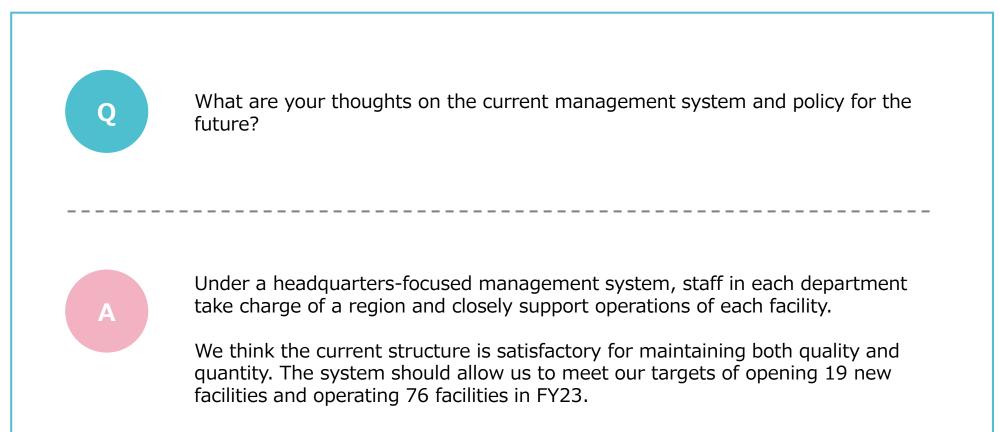
We continue to strengthen our recruiting system so that we can increase the number of facilities and maintain high utilization rates.





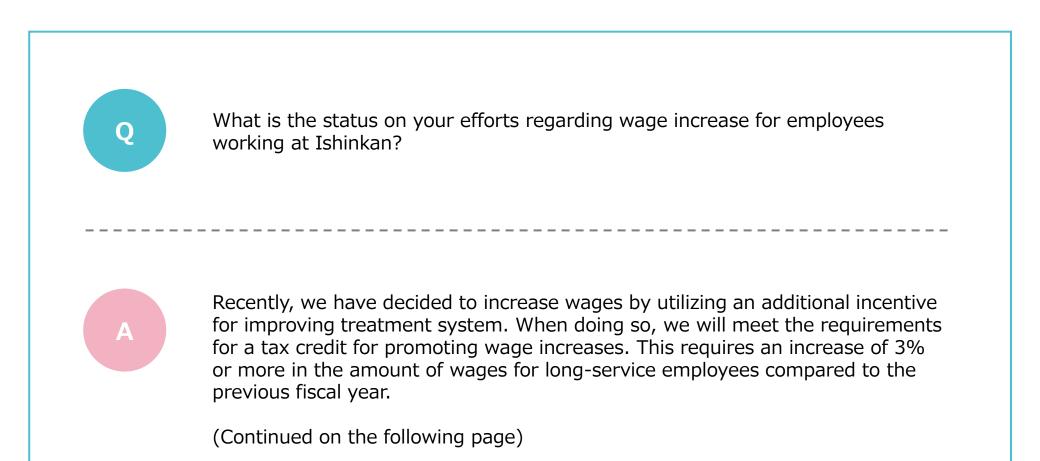
We will continue to strengthen our marketing activities to maintain high utilization rates.



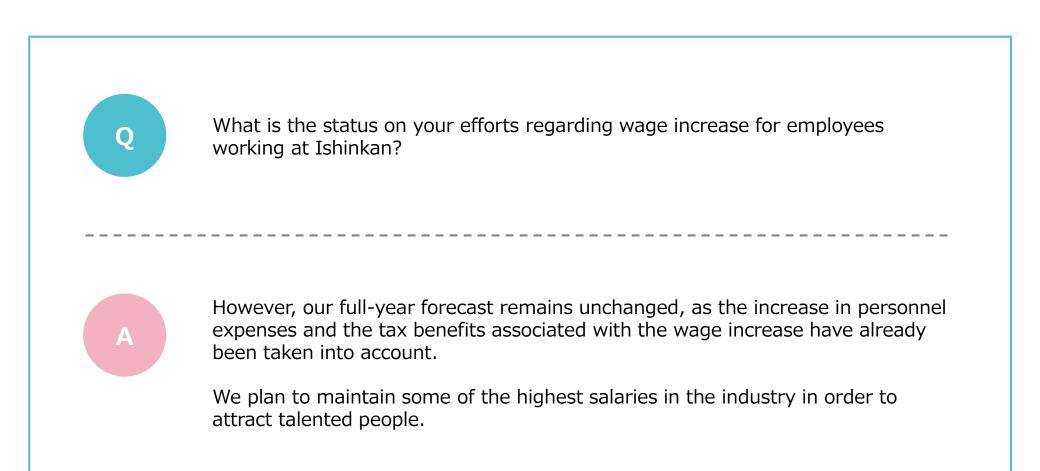


However, given our plan to increase the number of facilities to 127 by the end of September 2025, we continue to strengthen our headquarters functions.

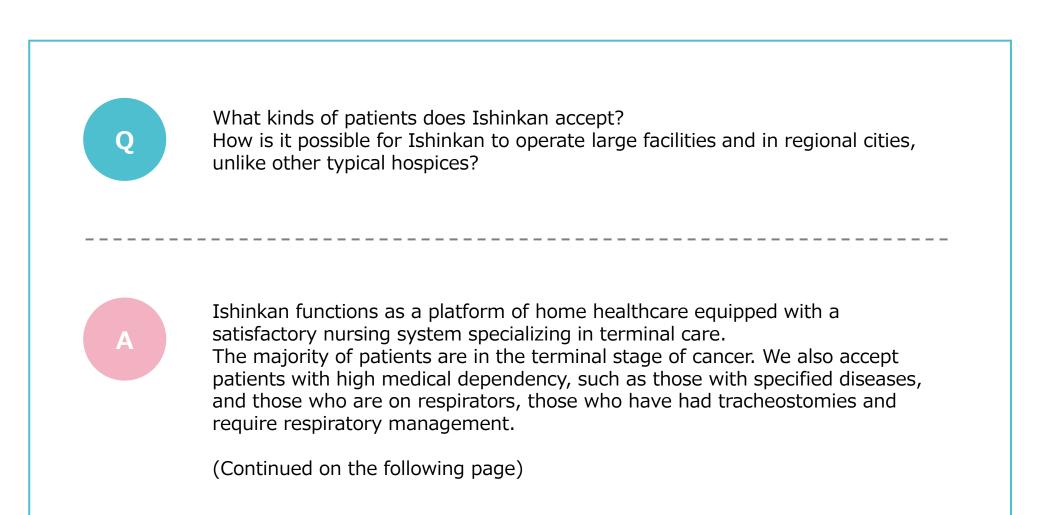




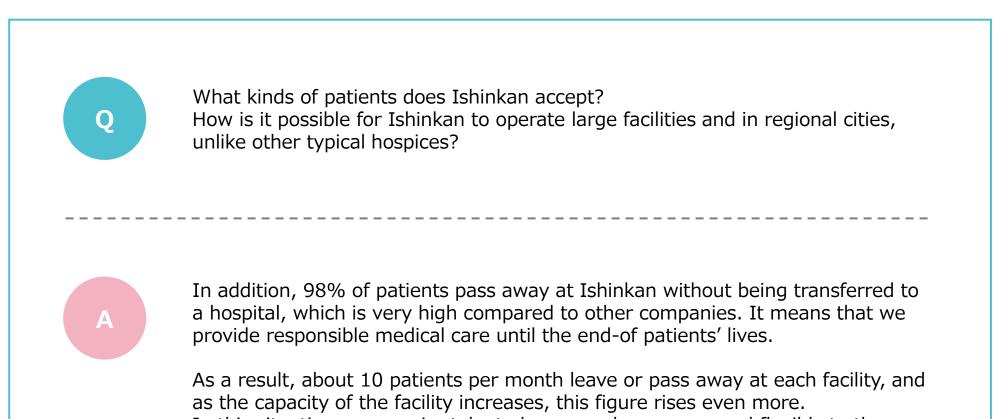






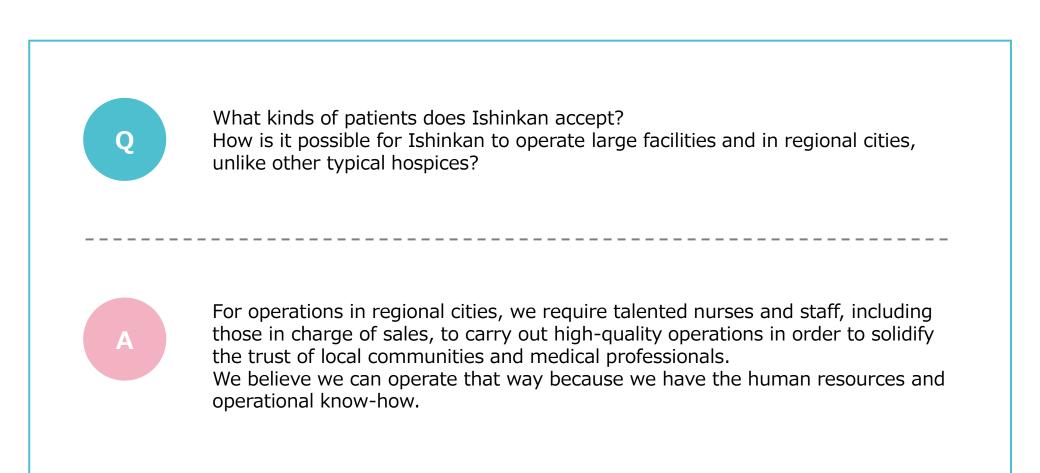




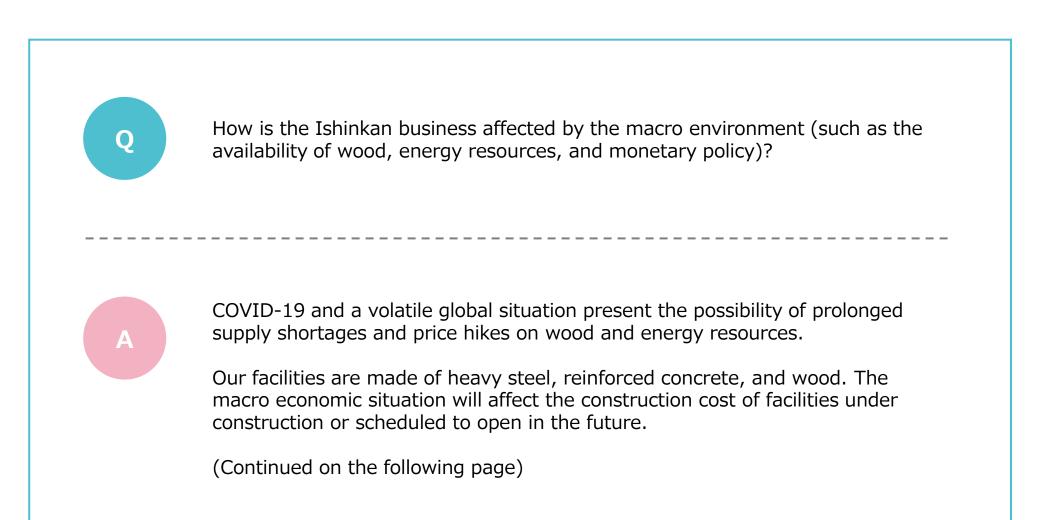


In this situation, we require talented nurses who can respond flexibly to the fast-changing patient population and need staff who are in charge of sales to continue to attract hospitals and patients.

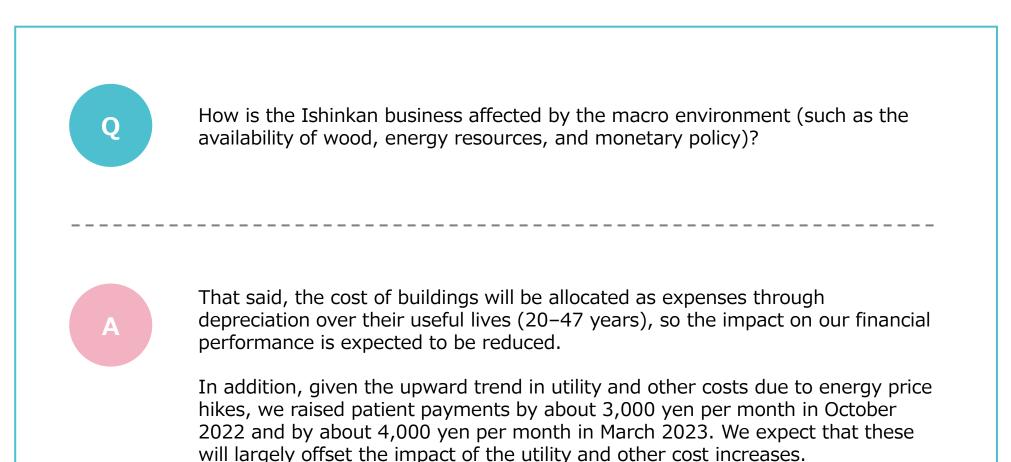






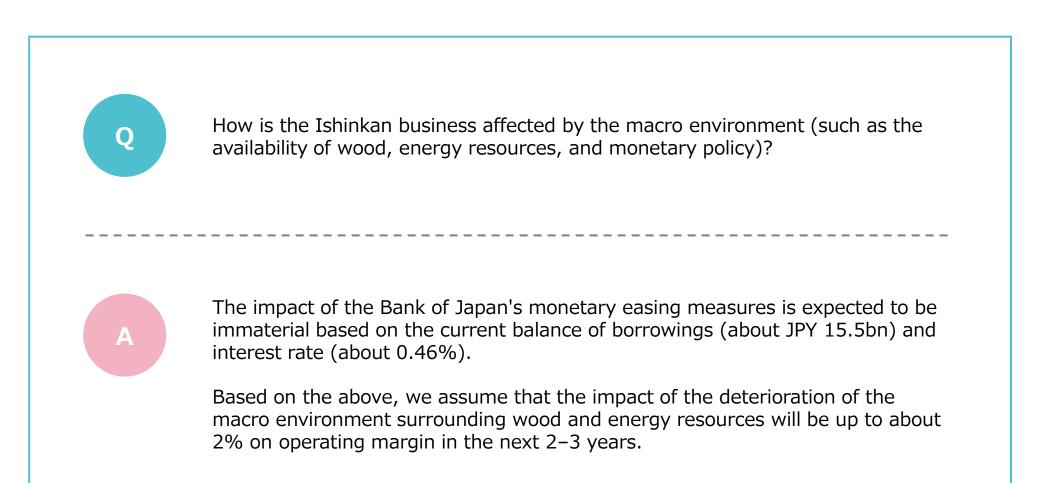


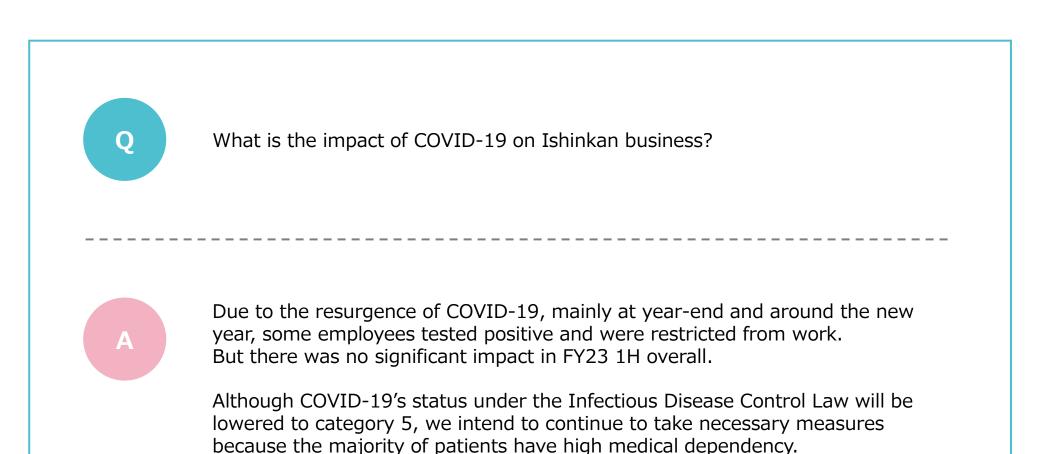




will largely offset the impact of the utility and other cost in



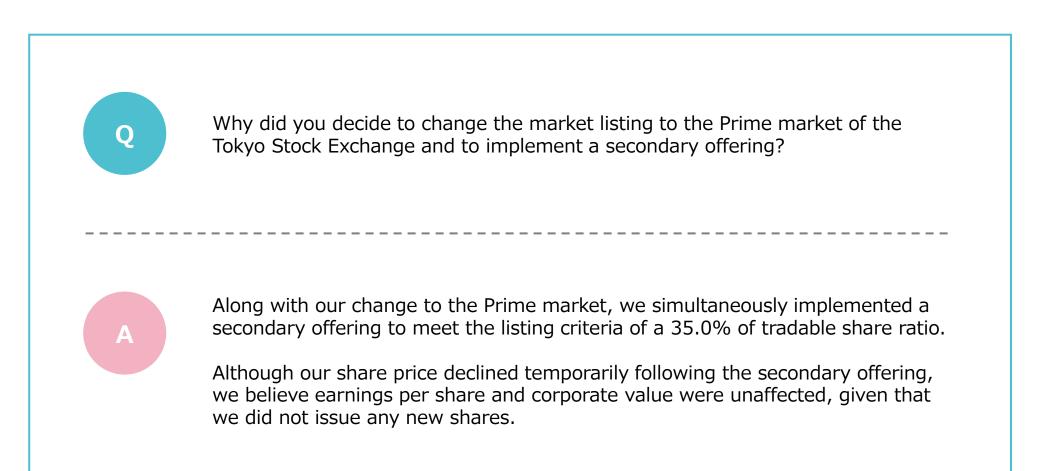




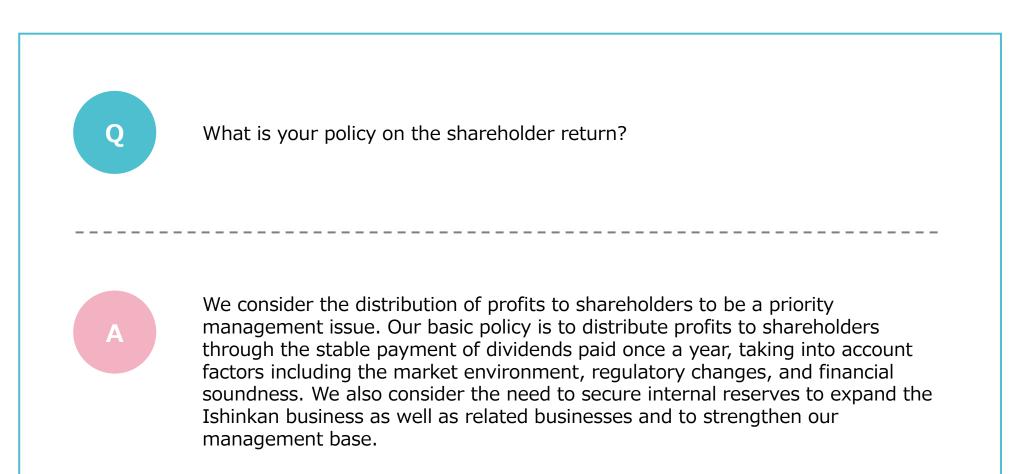




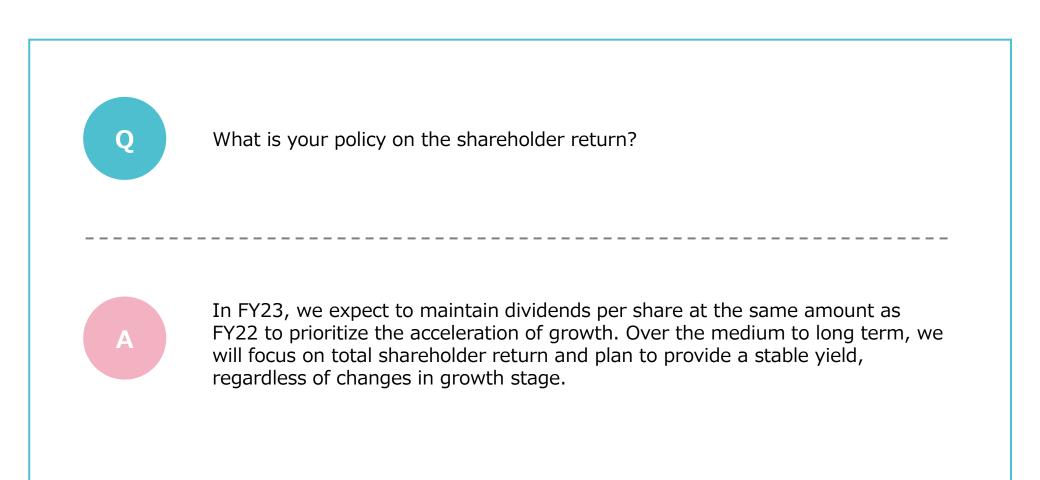




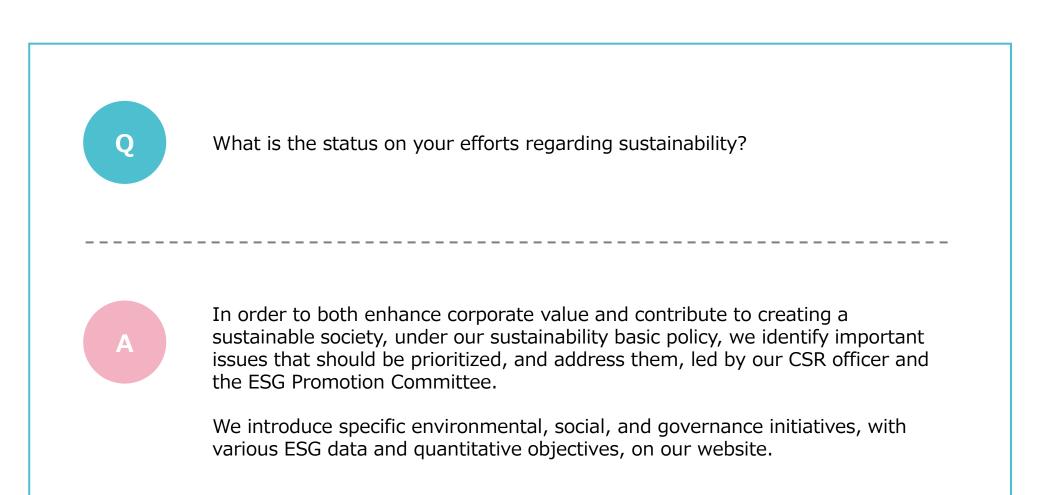


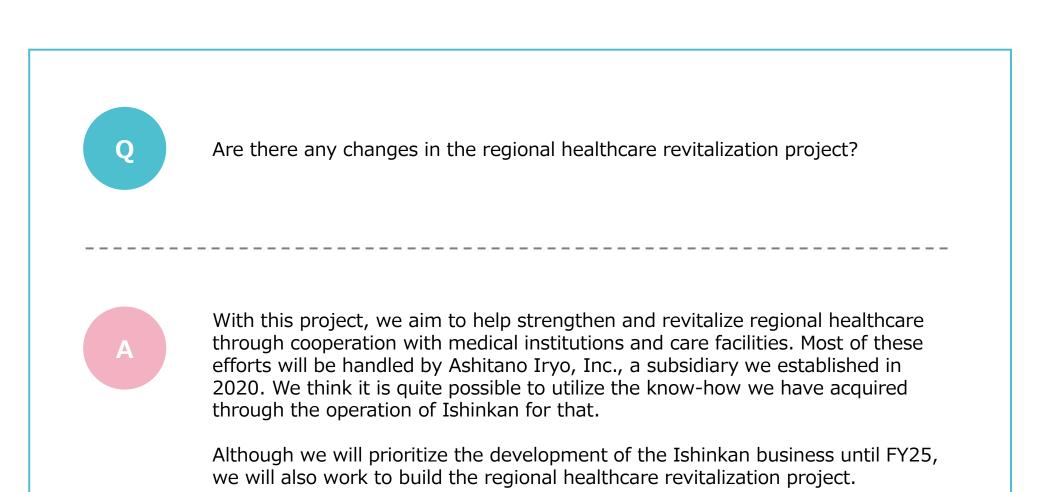




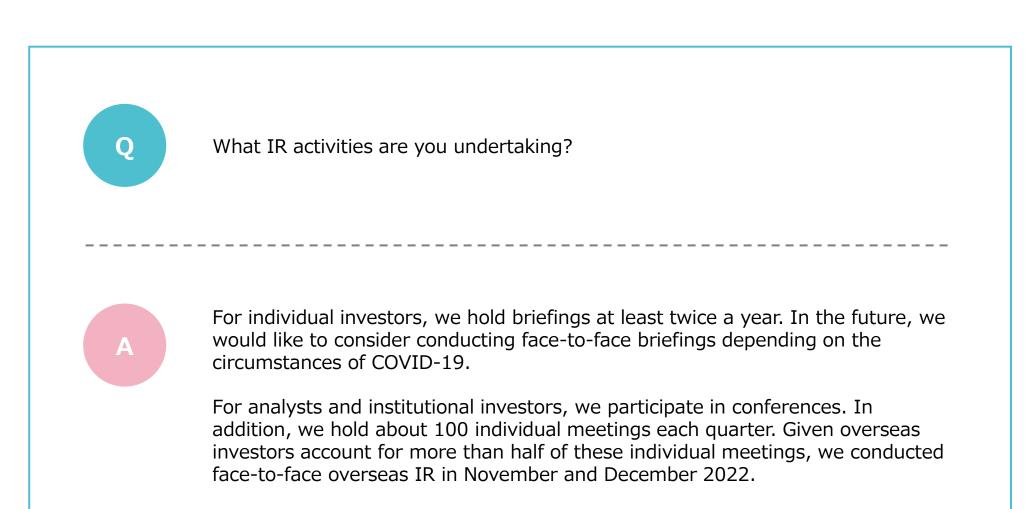












We continue to strengthen dialogue with shareholders and investors, mainly through our CFO and IR staff.



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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.

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