Q&A

Q&A Session at the Financial Results Briefing for the Six Months Ended for the FYE Mar, 2027

Date of Financial Results Briefing : November 13, 2026

日本エム・ディ・エム
JAPAN MEDICAL DYNAMIC MARKETING

TSE Prime Market
Securities code：7600

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Q&A

Q1	Will the U.S. midterm elections or changes in the healthcare system affect the business environment? Also, have there been any changes since the beginning of 2026?
A	At this point, we do not expect any material impact on our U.S. business from policy changes. We also do not recognize any policy-driven changes in the market environment for our U.S. proprietary business since the beginning of 2026. Our market share in the United States remains below 1%, leaving substantial room for expansion, and we believe growth will be driven more by the introduction of new products that meet the needs of healthcare professionals than by policy trends.
Q2	Is the decline in business opportunities at some medical institutions attributable to the deterioration in hospitals' operating environment caused by inflation?
A	We do not believe that the recent decline in our business opportunities was caused by deterioration in hospitals' financial conditions due to inflation. What we have observed is that, at some medical institutions, opportunities to explain and propose our products have decreased, and there have also been cases where adoption of our products has been deferred. We will continue to engage closely with healthcare professionals and work to restore business opportunities and product adoption by properly communicating the value of our products.
Q3	Is it fair to assume that the sales environment in Japan will improve in the next fiscal year?
A	We expect the sales environment in Japan to improve compared with the current fiscal year. We also plan to introduce new products in the next fiscal year, and therefore expect the sales environment to be better than it is this fiscal year.

- Statements regarding the future, such as business performance forecasts, contained in this material are based on information currently available to the Company and certain assumptions that the Company deems to be reasonable, and the Company is committed to realizing them. Not.
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