

Stock code : 3360



SHIP HEALTHCARE

Creating environments for medical professionals

**Financial Results Briefing Material
for the Three Months
Ended June 30, 2025**

SHIP HEALTHCARE HOLDINGS, INC.

August 8, 2025



Consolidated Financial Results for the Three Months Ended June 30, 2025



Financial Results Overview (Consolidated)

	FY03/25		FY03/26			
			1Q cumulative performance	1Q cumulative YoY		Full year plan
(Million yen)	1Q cumulative (Result)	Full year (Result)	1Q cumulative (Result)	Change	Change rate	Full year (Plan)
Net sales	155,219	678,229	163,310	+8,091	+5.2%	700,000
Gross profit	13,689	66,743	13,733	+43	+0.3%	—
Gross profit margin	8.8%	9.8%	8.4%			—
Operating profit	3,507	24,779	2,953	▲554	▲15.8%	26,000
Operating profit margin	2.3%	3.7%	1.8%			3.7%
Ordinary profit	4,491	26,023	3,099	▲1,391	▲31.0%	26,500
Ordinary profit margin	2.9%	3.8%	1.9%			3.8%
Profit attributable to owners of parents	3,081	15,128	2,030	▲1,050	▲34.1%	15,500

Financial Results Highlights

Net sales

TPP

Performance overall remained in line with internal plans despite the back-loaded nature of large project deliveries compared to the previous year.

MSP

Start operation of newly contracted SPD facilities (2 cases/approx.400 beds) in the FY03/26.

MSP

Initiation of a bundled contract with multiple hospitals under different management bodies.

Operating profit

TPP

Decrease in profit in 1Q due to the projects schedule being more heavily weighted toward the second half than in latest years whereas the progress toward the full-year plan remains steady.

MSP

Steady operations continued at the SPD facility launched in the previous years. Realized improvement of operational efficiency through integration.

LC

Raise in utility expenses and surge in dispatch expenses and commission fees.

PH

Realized improvement of operational efficiency through integrations.

Non-operating

Decrease of “equity gains of affiliated companies” from entities accounted for using equity YoY.

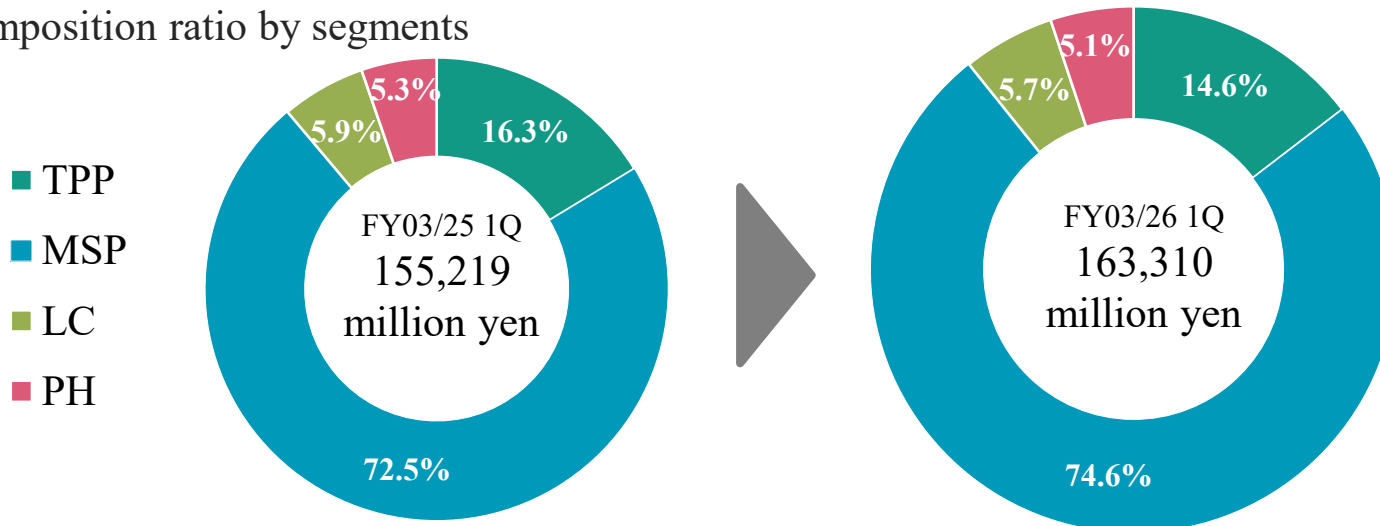
Ordinary profit

✓ Profit decreases YoY whereas performance overall remained in line with internal plans.

Net Sales (by Business Segments)

(Million yen)	FY03/25 1Q result	FY03/26 1Q result	YoY Change	YoY Change rate
Total Pack Produce Business (TPP)	25,307	23,834	▲1,473	▲5.8%
Medical Supply Business (MSP)	112,613	121,896	+9,282	+8.2%
Lifecare Business (LC)	9,135	9,234	+98	+1.1%
Dispensing Pharmacy Business (PH)	8,162	8,346	+183	+2.2%
Total	155,219	163,310	+8,091	+5.2%

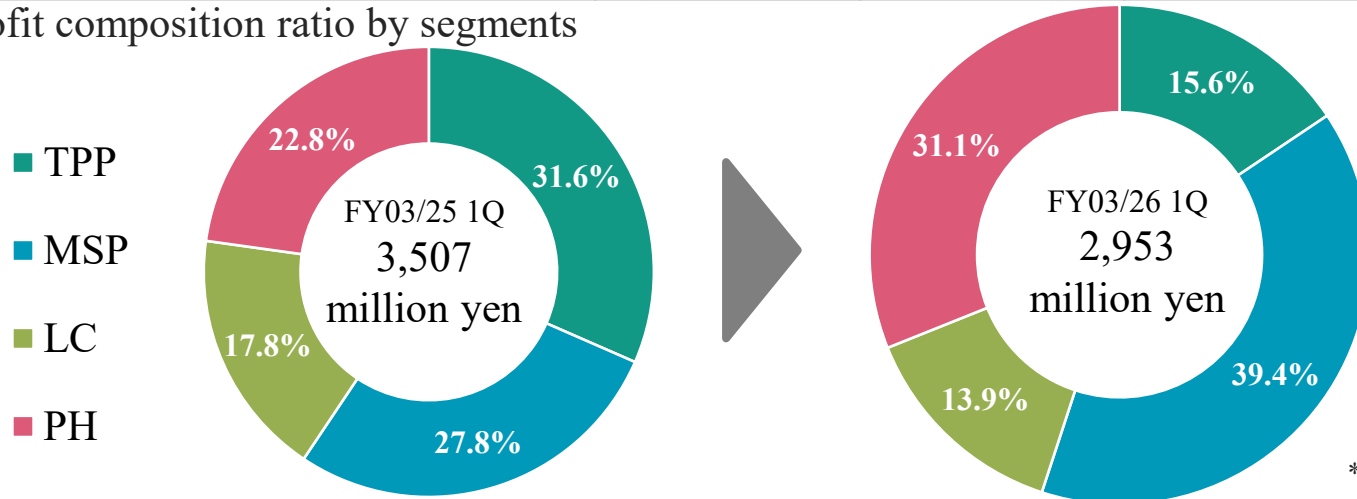
■ Net sales composition ratio by segments



Operating Profit (by Business Segments)

(Million yen)	FY03/25 1Q result	FY03/26 1Q result	YoY Change	YoY Change rate
Total Pack Produce Business (TPP)	1,098 Opm. 4.3%	466 Opm. 2.0%	▲632	▲57.6%
Medical Supply Business (MSP)	968 Opm. 0.9%	1,178 Opm. 1.0%	+210	+21.7%
Lifecare Business (LC)	620 Opm. 6.8%	415 Opm. 4.5%	▲205	▲33.1%
Dispensing Pharmacy Business (PH)	793 Opm. 9.7%	928 Opm. 11.1%	+134	+16.9%
Adjustment	26	▲35		
Total	3,507 Opm. 2.3%	2,953 Opm. 1.8%	▲554	▲15.8%

■ Operating profit composition ratio by segments



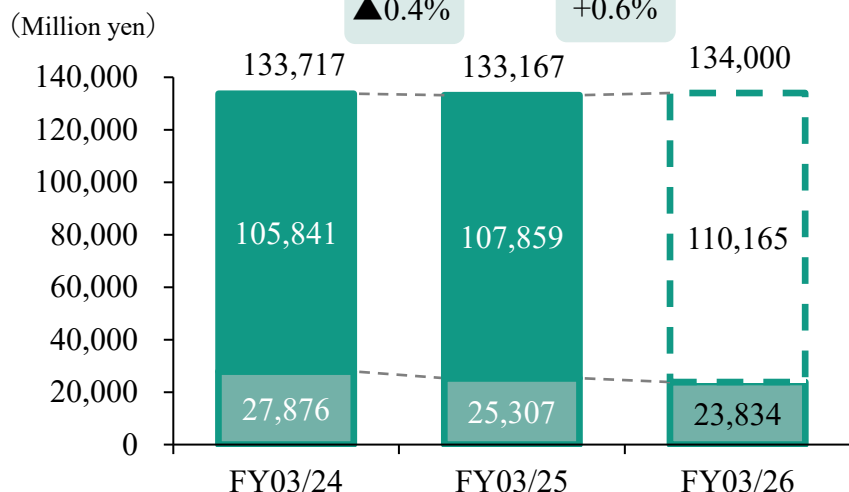
*Excludes adjustment

Total Pack Produce Business

Net sales/Operating profit

Net sales

■ 2-4Q result
■ 1Q result
--- 2-4Q plan (FY03/26)



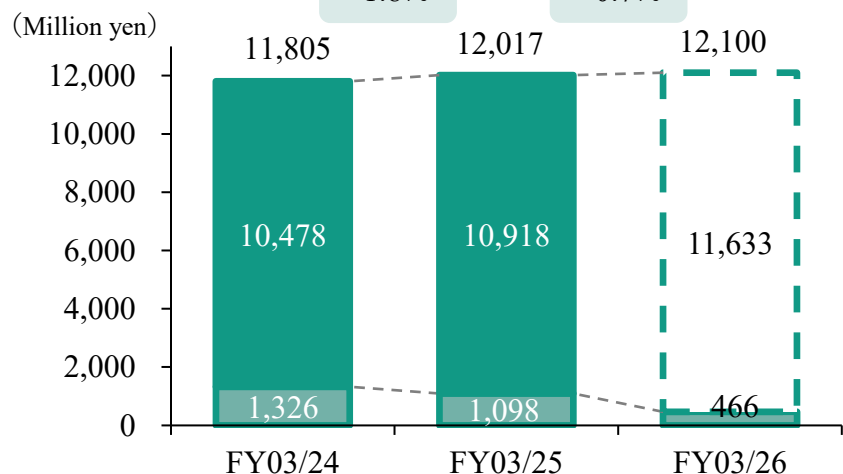
Positive aspects

- The strong performance of the medical information solutions business. (system selection, implementation support, and infrastructure development)
- An ODA related company joined the Group.

Negative aspects

- Revenue and profit decreased due to the projects schedule being more heavily weighted toward the second half than in the latest years whereas several projects were recorded in 1Q in the previous year.
- Renovation projects had a slow start in Q1 due to delays in project timelines.

Op. profit



Net sales (Million yen)	FY03/25 1Q result	FY03/26 1Q result	Change	Change rate
PJ・Routine	11,295	9,014	▲2,280	▲20.2%
Manufacture	5,535	7,113	+1,577	+28.5%
Overseas	68	92	23	+35.0%
Kingrun	5,792	4,786	▲1,005	▲17.4%
Others	2,615	2,827	+212	+8.1%
Segment total	25,307	23,834	▲1,473	▲5.8%

Medical Supply Business

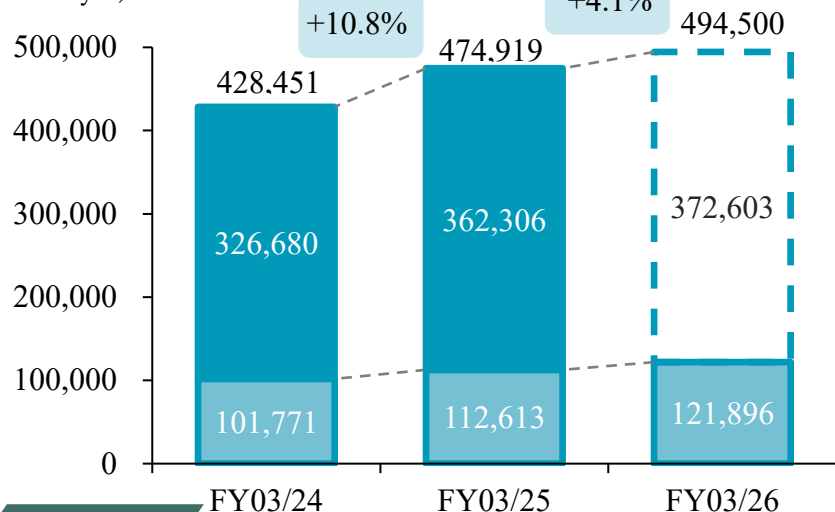
Net sales/Operating profit

Net sales

■ 2-4Q result ▨ 2-4Q plan (FY03/26)

■ 1Q result

(Million yen)



Positive aspects

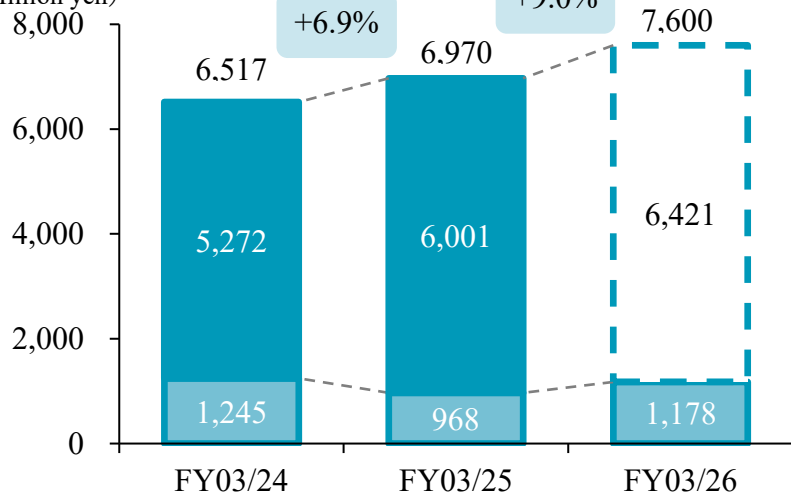
- Initiation of a bundled contract with multiple hospitals under different management bodies.
- Start operation of two newly contracted SPD facilities. (Approx.400 beds)
- Operational efficiency was improved through the integration of five companies as of October 1, 2024.

Negative aspects

- Surge in purchase price and raise in labor costs / dispatch expenses.

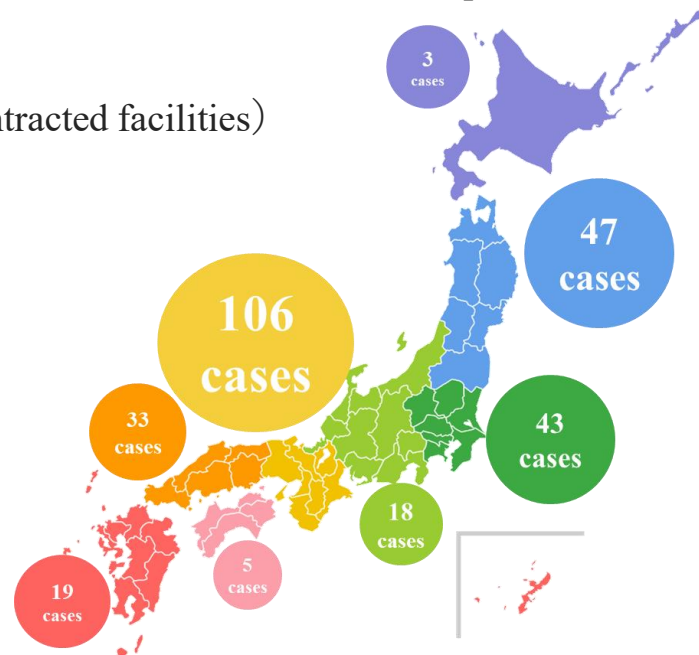
Op. profit

(Million yen)



(Circumstances of SPD contracted facilities)

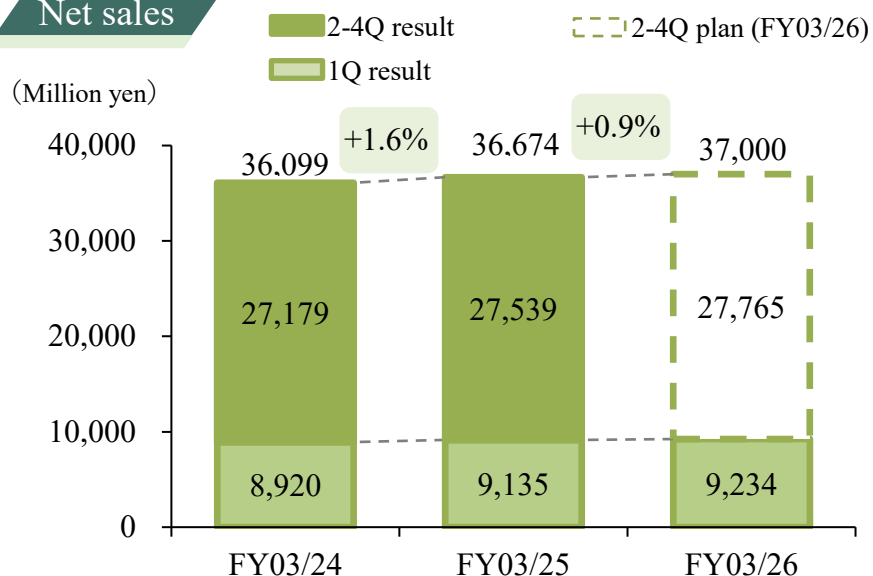
Total 274 cases
approx. 100,400 beds
(as of June 30, 2025)
YoY +2 cases



Lifecare Business

Net sales/Operating profit

Net sales



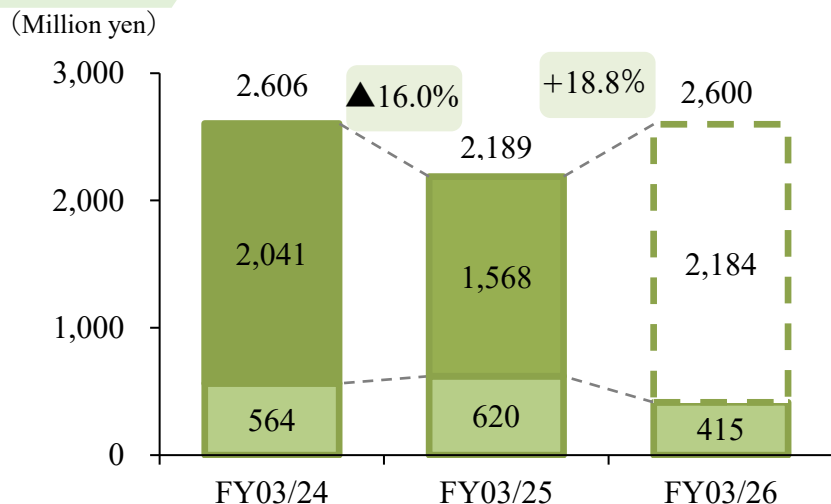
Positive aspects

- 【Nursing care】 Two group companies were integrated on January 1, 2025, resulting in enhanced operational efficiency.
- 【Food provision】 Increase of new DREAM KITCHEN contracts
- 【Food provision】 In response to rising raw material costs, facilities without approved price revisions were either withdrawn from or transitioned to Dream Kitchen operations.

Negative aspects

- 【Nursing care】 Record of upfront expenses associated with new facility opening
- 【Nursing care】 Surge in utility expenses
(an increase in unit price despite a reduce in quantity)
- 【Food provision】 Soaring prices of food including rice which is difficult to alternate
- 【Common】 Rising costs for dispatching and outsourcing due to labor shortages
(Under the process of price increasing)

Op. profit



Net sales (Million yen)	FY03/25 1Q result	FY03/26 1Q result	Change	Change rate
Nursing care	6,040	6,115	+74	+1.2%
Food provision	3,094	3,118	+24	+0.8%
Segment total	9,135	9,234	+98	+1.1%

Dispensing Pharmacy Business

Net sales/Operating profit

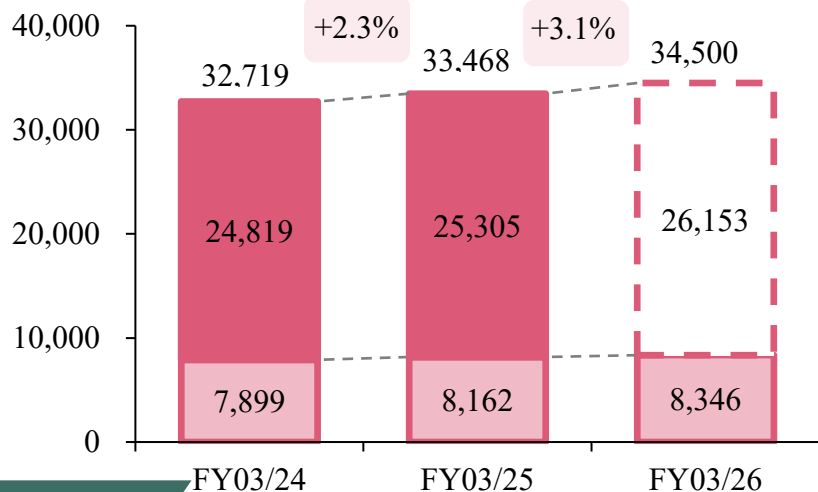
Net sales

■ 2-4Q result

--- 2-4Q plan (FY03/26)

■ 1Q result

(Million yen)

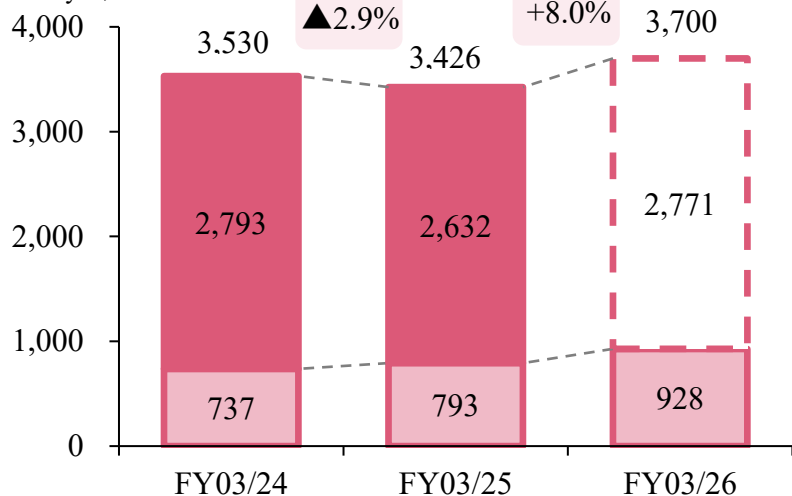


Positive aspects

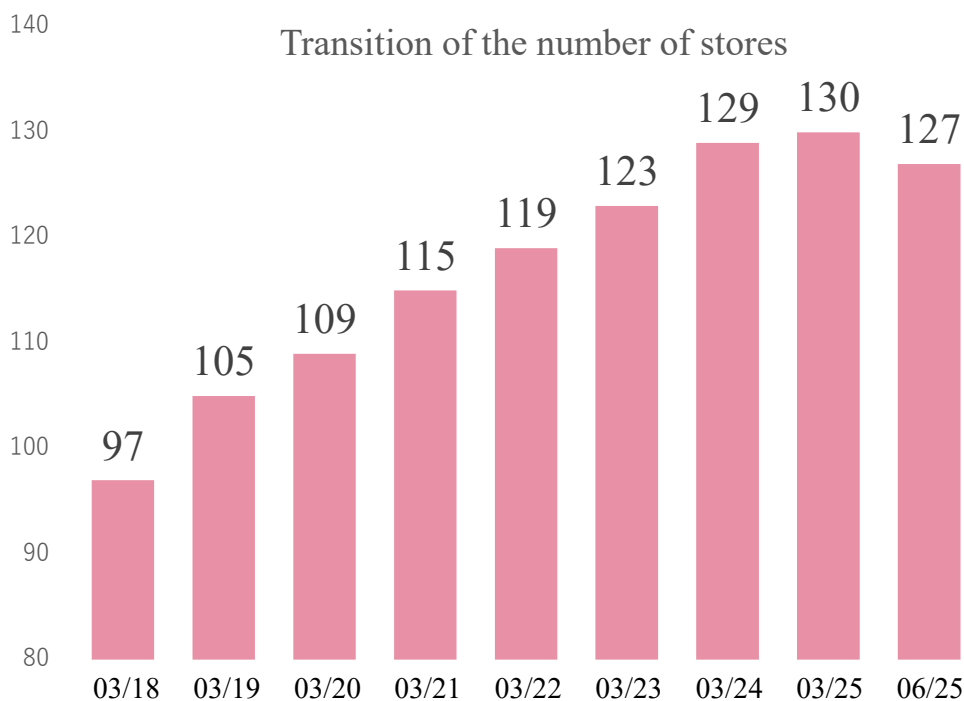
- Four group companies were integrated on April 1, 2025.
- Integration effects contributed to cost reductions, including expenses for recruitment initiatives.
- From the end of the previous fiscal year, three stores were consolidated to improve operational efficiency.
- The number of stores qualifying for additional fees under the system for generic drug dispensing increased.

Op. profit

(Million yen)



Transition of the number of stores




Topics



Further Advancement of Internal Group Reorganization and Integration

- Promoting further reorganization within the group to enhance overall capabilities, while focusing on the autonomous growth of group companies and efficient use of management resources.
- In addition to strengthening profitability, operational efficiency is being improved by leveraging economies of scale and consolidating back-office functions.

Segment	As of April 1, 2024	As of April 1, 2025	During the medium-term management plan period
Total Pack Produce Business	35 companies	30 companies	
Medical Supply Business	17 companies	12 companies	
Lifecare Business	8 companies	5 companies	
Dispensing Pharmacy Business	4 companies	1 company	
Holding Company (HD)	1 company	1 company	
Total	65 companies	49 companies	

Reorganization
and integration
16 companies

Our "Progress" and "Growth" is a Never-ending Process

- Participation of Tec International Inc., an ODA-Focused Trading Company.
- Engages in the sale and import/export of medical and related equipment, creating synergy with the group's trading functions.

(Ex.) Setthathirath Hospital and Champasak Province Hospital Improvement Project in the Lao PDR

(Ex.) Sunrise Japan Hospital in Cambodia
(Emergency and Critical Care Development Project)



- Projects aimed at improving the services and environment of the Setthathirath Hospital and Champasak Hospital, which serve as regional core hospitals in Laos.
- The group has undertaken the installation and training for CT systems (computerized tomography systems), X-ray imaging systems, and other medical equipment.



- This hospital specializes in emergency and critical care, providing high-quality medical services equivalent to those in Japan
- This hospital follows Japanese hospital export model from construction and equipment delivery to operation. The group has handled comprehensive operations, including the delivery of medical equipment and training.

Acquisition and Cancellation of Treasury Shares

- Setting ROE12% in the new medium-term management plan as an important management target.
- As part of this policy, treasury stock is being acquired flexibly.

Acquisition of Treasury Shares

Type of shares to be acquired	Common shares of the Company
Total number of shares that can be acquired	Up to 3,300,000 shares (3.5% of total number of issued shares of the Company (excluding treasury shares))
Total price of shares to be acquired	Up to 5,000,000,000 yen
Period of acquisition	From June 7, 2025 to December 31, 2025
Method of acquisition	Market purchases on the Tokyo Stock Exchange
Total numbers and prices acquired	980,800 shares/1,976,526,200 yen (As of July 31, 2025 (based on contracted dates))

Cancellation of Treasury Shares

Type of shares cancelled	Common share of the Company
Total number of shares cancelled	7,319,266 shares (7.20% of total number of shares issued before cancellation)
Date of cancellation	June 30, 2025

Suita City Environment Commendation

- Suita city, Osaka, presented an award recognizing initiatives that contribute to the preservation and creation of a better environment.
- The Group received an environmental commendation in recognition of long-standing efforts in cleaning and greening activities.



The ceremony of Suita city environment commendation in FY2025
(Left GOTO Keiji, mayor of Suita city, Right FURUKAWA Kunihisa, chairman of the Company)



Cleaning volunteer activities of the Group

Contact



“ONE SHIP”

“S” shape of a sail moves forward with tailwind represents SHIP Philosophy that continue voyage to the goal in any circumstances.

“ONE SHIP” represents a ship takes a voyage in rough waves reflecting the light of the future in healthcare with strong wind, social demand.
This symbolizes a bond of SHIP HEALTHCARE Group.

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The presentation material and the information supplied orally by our representative at meetings are judged to be reasonable based on the information available at this moment. Please note that actual operating results might differ from the projections stated in the presentation material above.