



Capital Alliance with Epigno Co., Ltd

~ Accelerate DX of Talent Management for Medical Institutions ~

M3, Inc. (Headquarters: Tokyo, Japan; CEO: Itaru Tanimura; URL: <https://corporate.m3.com/>; “M3” below) has announced a capital alliance with Epigno Co., Ltd (Headquarters: Tokyo, Japan; CEO: Fumiyoshi Inui; URL: <https://www.epigno.jp/>; “Epigno” below), an HR SaaS startup to accelerate DX of talent management at medical institutes, as an investment for M3’s CVC fund “1P1Y Fund.” As a result, Epigno has become an equity-method affiliate of M3.

1. Background

M3 operates m3.com, a specialized web portal for medical professionals that delivers healthcare related information to its 300,000+ physician members in Japan and offers marketing and clinical trial services. In response to the global COVID-19 pandemic, recent business expansions have included the digitalization of functions surrounding clinics, such as online medication counseling and telemedicine. Services geared to serving medical professionals and medical facilities include Career Solutions such as job search and placement services for physicians and pharmacists, and Site Solutions which support medical facility operations, as well as provide home nursing-care services.

Epigno is an HR SaaS startup which develops and distributes “Epital HR” and “Epitaku,” two talent management digitalization tools for medical and nursing-care facilities. These tools enable employers to optimize its staffing operation as well as education and training programs through elucidation of centrally accumulated employee data, such as skill sets, performance evaluations, resumes, and training records. Transparency across engagement and motivation levels of each staff will improve talent management, and contribute to the organizational revitalization and reduction of turnover, ultimately leading to the improvement of medical and nursing care quality. In addition, proprietary AI algorithms for automated staff roster creation will optimize operations and allow for medical and nursing professionals to concentrate their working hours on their patient care. Epigno aims at further service expansion going forward through improvement and advancement of these tools through integration of feedback from institutions such as Tohoku University Hospital and Chiba University Hospital that have already adopted Epigno tools.

2. Potential Synergies

- **Further acceleration and expansion of services**

Epigno will be able to leverage M3 group's business networks and expertise in talent management services for medical facilities, in order to provide comprehensive solutions that go beyond mere sales alliances, to cover needs capturing, recruiting support, retention support and talent management.

- **Medical & nursing-care professional platform fortification and new business development**

Epigno will enhance its value provision to its customers and expand its business areas such as digitalization of talent management at medical and nursing-care facilities, fortification of a medical/nursing-care professional platform, and other new services, by leveraging M3 group's broader expertise in medical industry and ample business development experience.

Company Overview

Company: Epigno Co., Ltd.

Established: September, 2016

Headquarters: Roppongi, Minato-ku, Tokyo

URL: <https://www.epigno.jp/>

CEO: Fumiyoshi Inui

Business segment: Provision of operation management system for medical institutes