₩ M3, Inc.

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Physician Membership Tops 2.5 Million Members in Key Five Regions, 3.4 Million Globally ~ China Members Top 1.3 Million, Acceleration in MR-kun Expansion ~

M3, Inc. (Headquarters: Tokyo, CEO: Itaru Tanimura, URL: <u>http://corporate.m3.com</u>, "M3" below) today announced that physician members across five main business operation regions (Japan, U.S., U.K., China, Korea) has topped 2.5 million members, and global total membership has topped 3.4 million members. Among the five regions, membership in China has exceeded 1.3 million members and the Chinese version of MR-kun is expanding at a pace beyond initial expectations.

M3 operates portal websites designed for medical professionals across the globe, providing healthcare related information as well as services mainly for the pharmaceutical industry such marketing support and drug development support. The main operational regions are Japan, U.S., U.K., China, and Korea.

Physician membership across the five main operational regions has exceeded 2.5 million members, which accounts for 70% of all physicians in those areas. Furthermore, inclusive of other areas such as Europe ex-U.K. and M3 physician networks across the rest of the world, membership now totals over 3.4 million doctors, the largest in scale globally.

Membership growth has been especially strong in China, surpassing 1.3 million members within just two years of launching operations, covering over half of all physicians in China. In addition to enhancement of operational capabilities, the backdrop of increasing demand for eMarketing from global pharmaceutical companies has accelerated the growth rate above our initial expectations for the Chinese version of MR-kun launched last fiscal year, which now serves 15 drugs from six drug companies.

At M3, we strive to contribute to the healthcare community, not only limited to within China but across the globe, by solidifying business foundations through further physician membership registration and expansion of services starting with "MR-kun."

#### **Overview of the Key Overseas Regions**

### < China >

The Chinese version of "MR-kun" launched last fiscal year is now servicing six pharmaceutical firms and 15 drugs. Sales and profits for the first half of this fiscal year 2015 significantly expanded to 2.3 times the previous fiscal first half levels.

## < U.S. >

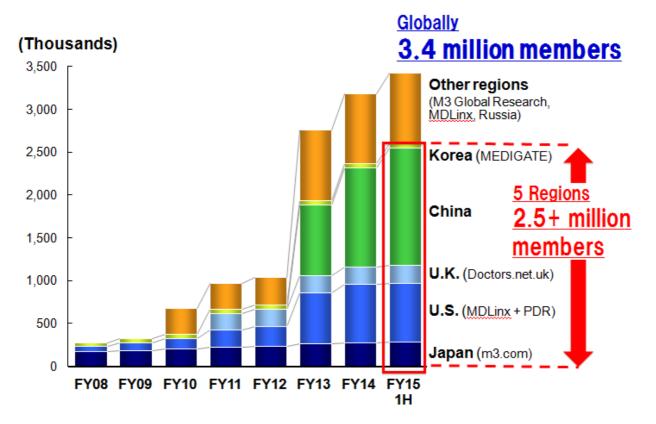
We are the No.1 player in the U.S. in marketing research paneling physicians. The career placement business launched last fiscal year has now completed three corporate acquisitions, marking rapid growth.

#### < U.K. >

The U.K. version of "MR-kun" launched last fiscal year is expanding steadily. Business initiatives for pan-Europe information and service provisions are currently underway.

#### < Korea >

Steady growth continues, centered on services for pharmaceutical companies.



## [Reference] Number of Physician Members Globally

## 【参考】Number of Physician Members in China

# (Thousands)

