The following presentation contains forecasts, future plans, management targets and other forward-looking projections relating to M3, Inc. and/or its group. These statements are drawn from assumptions of future events based on data currently available to us, and there exist possibilities that such assumptions are objectively incorrect and/or may produce differing actual results from those mentioned in the statements.

Furthermore, information and data other than those concerning the Company and its subsidiaries/affiliates are quoted from public information, and the Company has not verified and will not warrant its accuracy or dependency.

M3, Inc.
Evolution of M3 Growth Levers

Specific Initiatives

- Seeds Rocket / M3i
- Various solutions within Cancer specialties
- M3 AI Labo
- Genome Diagnosis / G-TAC
- e-Clinical Trials
- M3 Career (Career support for physicians)
- MR-kun Family
- Web Surveys

Full scale entry into field of advanced medicine. Current acquisition is a part of this third growth driver for M3.
Overview of COSMOTEC

COSMOTEC Co., Ltd.

- **Established**: 1992
- **Business Scope**: Sales of and consulting for medical devices surrounding cardiac surgery, general surgery, and endovascular treatment
- **Employees**: Approx. 100
- **Offices**: Tokyo, Sapporo, Sendai, Nagoya, Osaka, Okayama, Fukuoka
- **Revenue**: 5,862 million Jpy (FY 2016.8)

**Main Technology Fields**

- **Cardiovascular Surgery**
  - Artificial Cardiopulmonary Device
  - Artificial Lung
  - Artificial cardiopulmonary circuit

- **Endovascular Surgery**
  - Catheters
  - Stents

- **Other treatment and diagnosis medical devices**
  - Wound closing device
  - Hemostatic device
Attributes of COSMOTEC

- Approx. 1,000 transactions with medical institutions annually. Track record of transaction with 98% (approx. 500 sites) of institutions conducting cardiovascular surgery
- Top class in domestic market share of major devices for cardiac surgery
- Focus also on seed excavation and in-house development. Expanded share of total sales to 25% over the past 10 years for non cardiac surgery devices

Coverage of Cardiovascular Surgical Sites

- Covered Sites: 98.0 %
- Uncovered sites: 20%

Business Expansion Outside of Cardiac Surgery Field

- Share of sales contributed by non cardiac surgery devices: 0% → 25% (approx.) in 10 yrs
- Vascular Surgery / Cancer / Reproductive Medicine
  - New Product Induction + Development
# Ideas for Synergy Creation

<table>
<thead>
<tr>
<th>Synergy</th>
<th>Development Directive</th>
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<tbody>
<tr>
<td>① Distribution arm for Seeds Rocket Business</td>
<td>Distribution through COSMOTEC of unique medical devices born through Seeds Rocket Business</td>
</tr>
<tr>
<td>② Induction of Overseas Advanced Medical Devices</td>
<td>Import overseas medical devices not yet available in Japan, by executing both clinical trials and promotion activities within M3 group</td>
</tr>
<tr>
<td>③ Development of Marketing Platform for Medical Device Companies</td>
<td>Coordinate with m3.com to develop a new platform connecting medial device makers to medical institutions</td>
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Develop as a new business foundation to disseminate both domestic and foreign advance medical devices
Strategic Objective of Acquisition

COSMOTEC

- Distribution/client platform for medical institutions nationwide
- Extensive expertise in supporting clinical sites, cultivated within cardiac surgery field
- Relationships with multiple overseas medical device makers and track record of importing devices into Japan

M3

- 250,000+ physician member platform
- E-services such as MR-kun and Mr. Finder
- Various initiatives within field of advanced medicine such as Seeds Rocket Business and AI Labo