

SBC Medical Group Holdings, Inc.

2Q2025

# Investor Presentation

August 2025

# Disclaimer

This presentation contains forward-looking statements. Forward-looking statements are not historical facts or statements of current conditions but instead represent only the Company's beliefs regarding future events and performance, many of which, by their nature, are inherently uncertain and outside of the Company's control. These forward-looking statements reflect the Company's current views with respect to, among other things, the Company's financial performance; growth in revenue and earnings; business prospects and opportunities; and capital deployment plans and liquidity. In some cases, forward-looking statements can be identified by the use of words such as "may," "should," "expects," "anticipates," "contemplates," "estimates," "believes," "plans," "projected," "predicts," "potential," or "hopes" or the negative of these or similar terms. The Company cautions readers not to place undue reliance upon any forward-looking statements, which are current only as of the date of this presentation and are subject to various risks, uncertainties, assumptions, or changes in circumstances that are difficult to predict or quantify. The forward-looking statements are based on management's current expectations and are not guarantees of future performance. The Company does not undertake or accept any obligation to release publicly any updates or revisions to any forward-looking statements to reflect any change in its expectations or any change in events, conditions, or circumstances on which any such statement is based, except as required by law. Factors that may cause actual results to differ materially from current expectations may emerge from time to time, and it is not possible for the Company to predict all of them; such factors include, among other things, changes in global, regional, or local economic, business, competitive, market and regulatory conditions, and those listed under the heading "Risk Factors" and elsewhere in the Company's filings with the U.S. Securities and Exchange Commission (the "SEC"), which are accessible on the SEC's website at [www.sec.gov](http://www.sec.gov). The Company uses non-GAAP measures, such as EBITDA, in evaluating its operating results and for financial and operational decision-making purposes. The Company believes that the non-GAAP financial measures help identify underlying trends in its business. The Company believes that the non-GAAP financial measures provide useful information about the Company's results of operations, enhance the overall understanding of the Company's past performance and future prospects and allow for greater visibility with respect to key metrics used by the Company's management in its financial and operational decision-making. The non-GAAP financial measures are not defined under U.S. GAAP and are not presented in accordance with U.S. GAAP. The non-GAAP financial measures have limitations as analytical tools, and when assessing the Company's operating performance, cash flows or liquidity, investors should not consider them in isolation, or as a substitute for net loss, cash flows provided by operating activities or other consolidated statements of operations and cash flows data prepared in accordance with U.S. GAAP. The Company mitigates these limitations by reconciling the non-GAAP financial measures to the most comparable U.S. GAAP performance measures, all of which should be considered when evaluating the Company's performance. For more information on the non-GAAP financial measures, please see the table captioned "Reconciliation Table on Non-GAAP Financials" on the slide titled "Non-GAAP Financial Measure."

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# I . Franchise Clinics Performance Highlights

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# 1H25 Franchise Clinics Performance Highlights

- With the addition of JUN CLINIC, the number of franchise locations has expanded to 259, and the annual number of customer visits continues to grow steadily

## Franchise Clinics Key Figures

Number of Franchise Locations<sup>1</sup>  
at the end of Jul 25

**259 locations**  
(vs Jul 24 +36 locations / +16%)

Repeat Rate<sup>2 3 4</sup>

**72 %**

Total Revenue<sup>5 6 8 9</sup>

**\$557 MM** (YoY(2%))  
from Existing Clinics : \$551MM (YoY(3%))  
from New Clinics : \$6MM

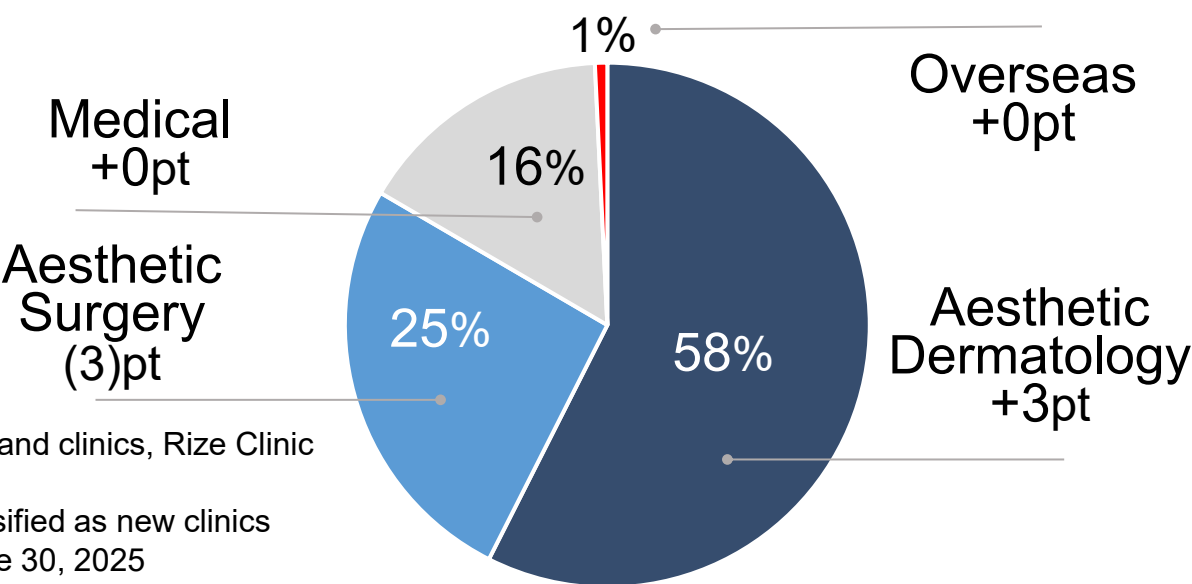
Number of Customers<sup>3 5 7 10</sup>  
/Unique Number (Annually)

**6.31 MM / 2.00 MM**  
(YoY +14%) (YoY +10%)

Average Revenue per Visit<sup>3 5 8 9</sup>

**\$279** (YoY (13%))  
SBC Clinics : \$289 (YoY(15%))  
Rize Gorilla Clinics : \$260 (YoY +8%)

Revenue Distribution (YoY)<sup>5 8 9</sup>



<sup>1</sup> The figures take into accounts of the franchising of SBC brand clinics, Rize Clinic, Gorilla Clinic, AHH, JUN CLINIC

<sup>2</sup> The figures take into accounts franchising of SBC brand clinics, Rize Clinic and Gorilla Clinic

<sup>3</sup> Excluding Free Counseling

<sup>4</sup> The percentage of customers who visited our franchisee's clinics twice or more

<sup>5</sup> The figures take into accounts franchising of SBC brand clinics, Rize Clinic and Gorilla Clinic, AHH

<sup>6</sup> Clinics opened on or after January 1, 2025, are classified as new clinics

<sup>7</sup> The applicable periods are from July 1, 2024, to June 30, 2025

<sup>8</sup> Calculated at JPY 148.5 / USD, JPY 112.0 / SGD, JPY 0.006 / VND

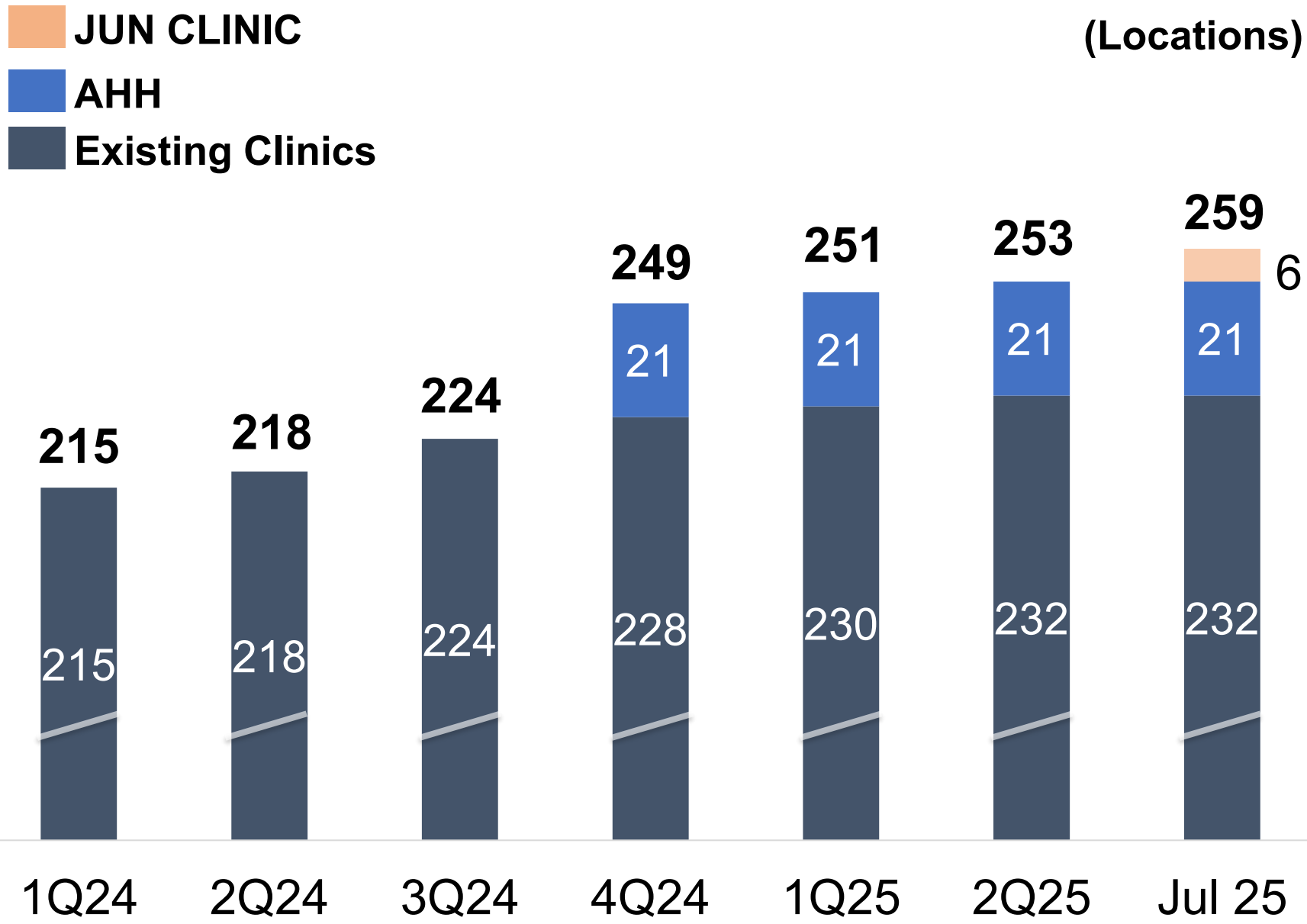
<sup>9</sup> After Point/Ticket Discount

<sup>10</sup> The unique user count (AHH only) is estimated based on the ratio to the annual number of customers of the SBC brand clinics, RIZE Clinic, Gorilla Clinic

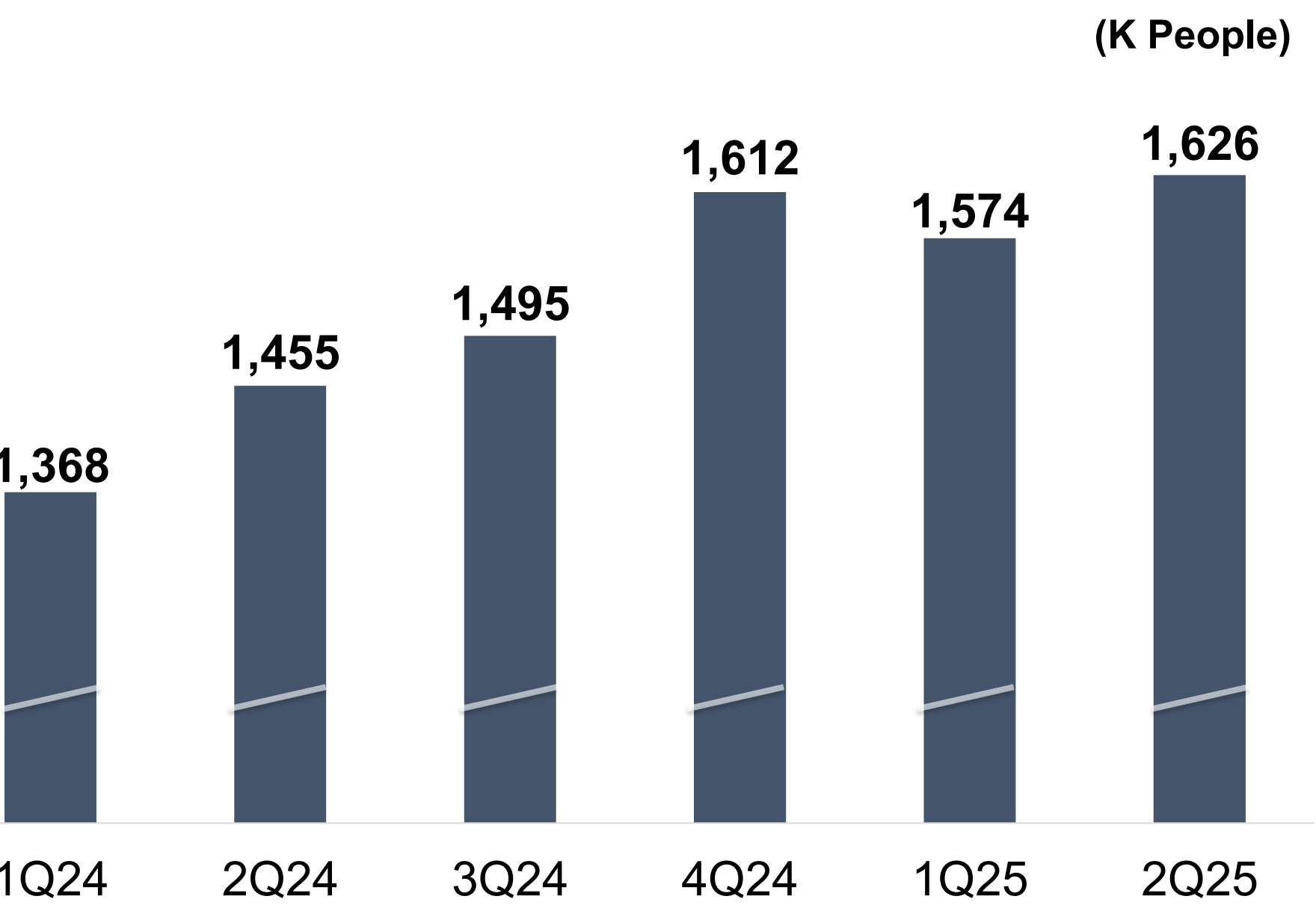
# Trends in Number of Locations and Customers

- Our network of clinics and our customer base are continually expanding, solidifying our position as a market leader with an international presence

**Number of Locations<sup>1</sup>**  
– Historical Trend (until July 2025)



**Number of Customers<sup>2 3</sup>**  
– Historical Trend (until June 2025)



<sup>1</sup> The figures take into accounts franchising of SBC brand clinics, Rize Clinic, Gorilla Clinic, AHH, JUN CLINIC  
<sup>2</sup> The figures take into accounts franchising of SBC brand clinics, Rize Clinic, Gorilla Clinic, AHH  
<sup>3</sup> Excluding Free Counseling

## II . Financial Results for 2Q25

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# Income Statement (Consolidated)

- The foundation for future growth has been solidified, although revenues declined due to business restructuring (withdrawal from the staffing business and deconsolidation of certain affiliates) and revisions to franchise fees

| (MM US\$)                                                                          | 2Q25 | % YoY | 2Q24 | 1H25 | % YoY | 1H24 |
|------------------------------------------------------------------------------------|------|-------|------|------|-------|------|
| <b>Total revenues</b> <b>1</b>                                                     | 43   | (18)% | 53   | 91   | (16)% | 108  |
| Franchising Revenue                                                                | 10   | (32)% | 15   | 26   | (13)% | 30   |
| Procurement services                                                               | 16   | +16%  | 14   | 30   | +13%  | 27   |
| Management services                                                                | 5    | (69)% | 17   | 14   | (57)% | 32   |
| Rental services                                                                    | 7    | +98%  | 3    | 12   | +77%  | 7    |
| Other                                                                              | 6    | +17%  | 5    | 9    | (29)% | 12   |
| Cost of Revenues                                                                   | 13   | (2)%  | 14   | 23   | (21)% | 29   |
| Gross Profit                                                                       | 30   | (24)% | 39   | 68   | (14)% | 79   |
| Operating expenses                                                                 | 15   | +27%  | 12   | 29   | +7%   | 27   |
| Income from operations                                                             | 15   | (47)% | 27   | 39   | (25)% | 52   |
| <b>Net income attributable to SBC Medical Group Holdings Incorporated</b> <b>2</b> | 2    | (87)% | 18   | 24   | (36)% | 37   |

<sup>1</sup>Exchange Rate(Year-To-Date Ave.)

1H2025 148.5 JPY/USD

## 1 Total revenues

- Franchise fee revisions had a negative impact of US\$ (7.4)MM on franchise and management service revenue.
- Increased point usage at locations and reduced point-related revenue by US\$ (4.3)MM.
- Procurement and rental revenue increased due to higher medical supply price and device replacements.

## 2 Net income attributable to SBC Medical Group Holdings Incorporated

- The effective tax rate rose due to differences in aircraft sale recognition between J-GAAP and the US-GAAP, and the non-deductibility of certain executive compensation.

# III. Business Strategies by Segment

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# JUN CLINIC's Participation

- Through this strategic acquisition, SBC expects to expand its beauty clinic business domain and strengthen its aesthetic dermatology domain

## Acquisition Overview

- MB Career Lounge, Inc. ("MB") is an operational company providing management services to medical clinics
- Through this transaction, JUN CLINIC ("JUN"), supported by MB, joined SBC's clinic network

## Features of JUN

- JUN operates, **6 clinics** serving both urban and rural areas, and caters to a diverse customer base tailored to regional needs
- JUN provides **customized comprehensive treatments** by combining multiple therapies tailored to individual skin conditions based on skin diagnostics using VISIA imaging, and has earned high acclaim under the supervision of plastic surgeons
- Its business model is characterized by a sustainable structure that maintains price competitiveness through a "fixed-price x personalized" treatment approach, backed by **high customer satisfaction and retention rates**

## Strategic Background

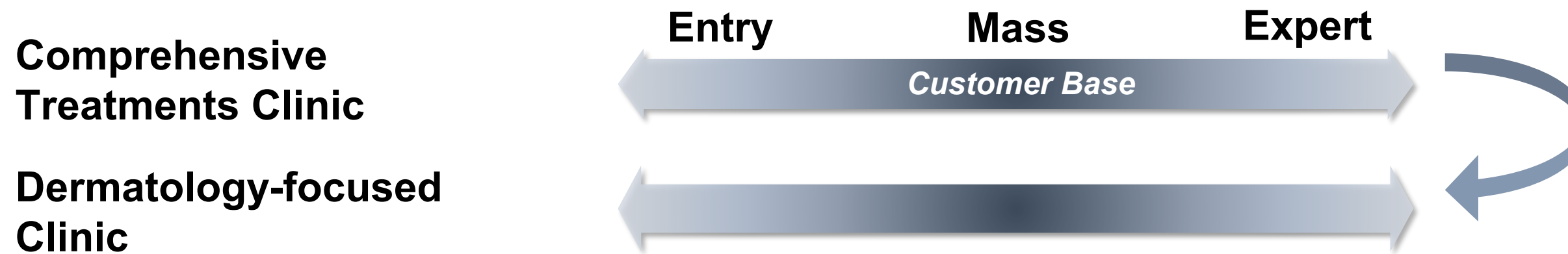
- Expansion of Business Portfolio:**  
Incorporating "customized treatment" as a specialized and differentiating factor in the aesthetic dermatology field
- A new pillar supporting customer acquisition and revenue:**  
Established a high-profitability model that balances price appeal and clinic profitability, and it is expected to become a strong customer acquisition point and revenue driver for SBC
- Regional scalability:**  
We can capture demand across a wide range of areas, from regional core cities to urban areas, contributing to the strengthening of the SBC network



# Strategic Initiatives in Aesthetic Dermatology

- To capture diversifying customer base, we are promoting a multi-brand strategy
- Accelerating our shift from general surgery to a more efficient, dermatology-focused model in response to the rise of non-surgical treatments

## Acceleration of Multi-brand Expansion in the Dermatology Field

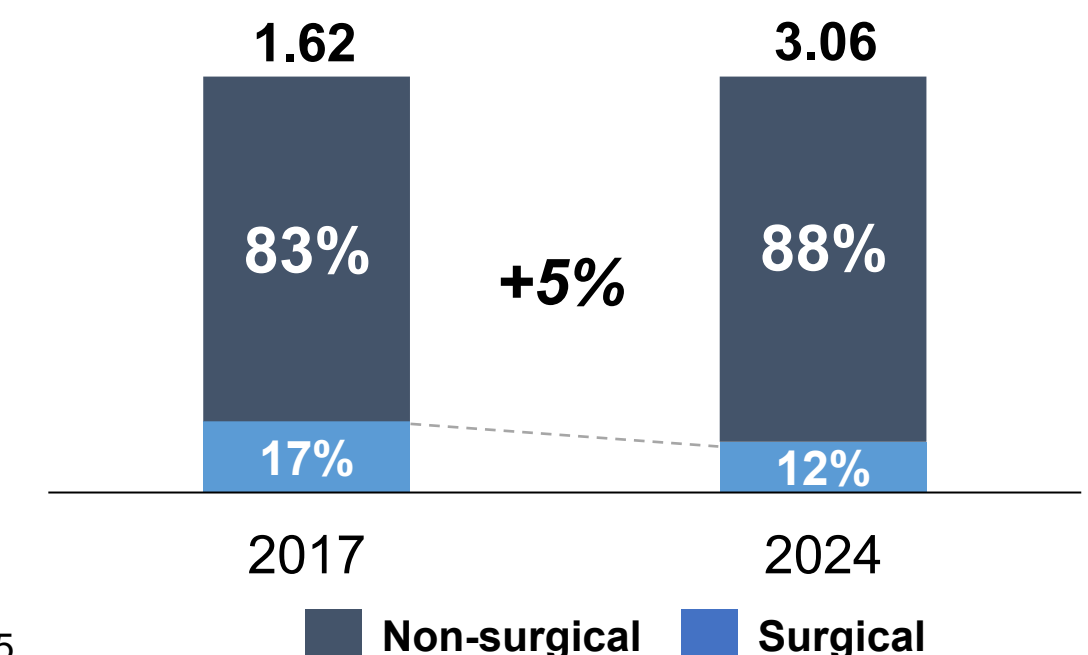


## Response to Industry Changes

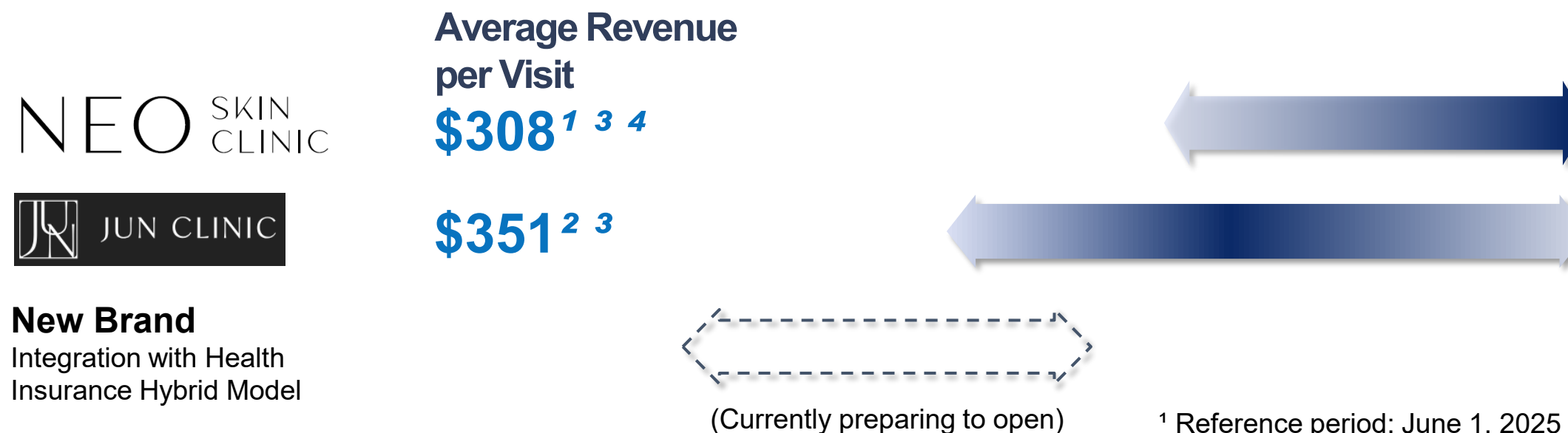
Transition to dermatology-focused clinic

- Improving profitability through high-efficiency and low-cost operations

## Dermatological Treatment Ratio in Japan (MM number of treatments)



## Progress of Multi-branding 2025-



<sup>1</sup> Reference period: June 1, 2025 to June 30, 2025

<sup>2</sup> Reference period: January 1, 2025 to March 31, 2025

<sup>3</sup> Calculated at JPY 148.5 / USD

<sup>4</sup> After Point/Ticket Discount

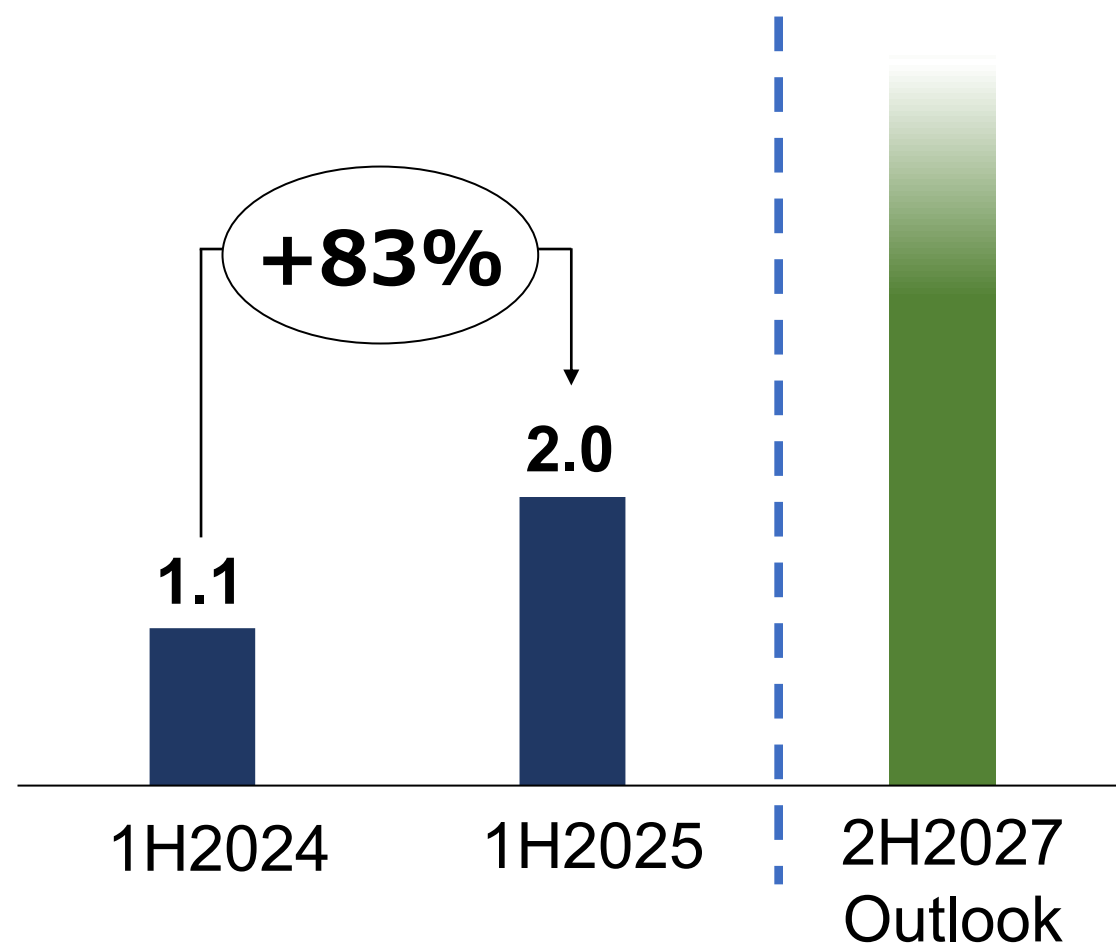
Source: Japanese Society of Aesthetic Plastic Surgery (JSAPS) 2025 Survey

# Medical Tourism Strategy

- The number of overseas customers seeking Japan's high-quality and safe medical services continues to grow, particularly from China
- Strengthening foreign language support and information dissemination in China

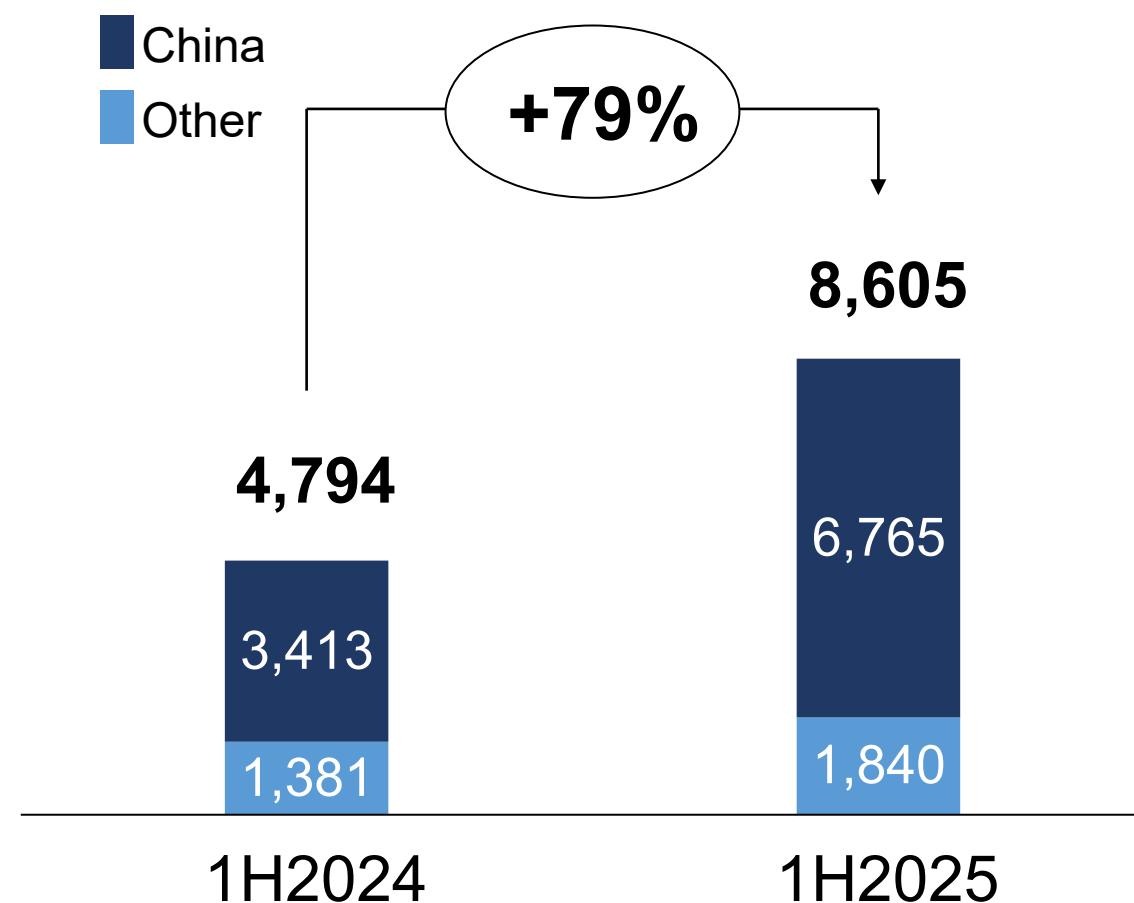
## Revenue<sup>1</sup>

(MM US\$)



## Number of Customers

(# of Customers)

<sup>1</sup> Calculated at JPY 148.5 / USD<sup>2</sup> The figures take into accounts of the franchising of SBC brand clinics

## Key Initiatives

- Information dissemination via Chinese social media
- Increase in interpretation staff & app development
- Event in Shanghai
  - Seminars and counseling



# Strategic Initiatives in The Medical Business

- Selectively expanding medical business in areas such as orthopedics, infertility treatment, and Alopecia treatment (AGA) from the perspectives of profitability and growth potential
- Leveraging management expertise gained through self-pay services to pursue further expansion

| Orthopedics                                                                                                                                                                                                                                                                                                                                                                                                                | Infertility Treatment /Gynecology                                                                                                                                                                                                                                                                                                                                                    | Alopecia Treatment (AGA)                                                                                                                                                                                                                                                                                                                                                                                                |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>✓ Due to an aging population, the total medical expenses in the orthopedics field have expanded to <b>approx. 2.7 tn yen<sup>1</sup></b></li> <li>✓ Leading market share in Tokyo for short stature treatment</li> <li>✓ Aiming for further expansion through joint pain treatment and rehabilitation services</li> <li>✓ <b>Opened a new clinic in Yokohama</b> in 1H25</li> </ul> | <ul style="list-style-type: none"> <li>✓ With Japan's birth rate hitting a new record low, we offer a wide range of treatments in the field of <b>egg freezing and reproductive medicine</b></li> <li>✓ <b>Government and local government subsidies</b> are also driving growth, enabling continued expansion</li> <li>✓ <b>Opened a new clinic in Ikebukuro</b> in 1H25</li> </ul> | <ul style="list-style-type: none"> <li>✓ We offer <b>comprehensive treatments</b> incl. hair transplants and laser treatments on <b>the largest scale in Japan. (11 clinics + 22 clinics (Gorilla Clinic))</b></li> <li>✓ The Gorilla Clinic brand has begun offering AGA treatment</li> <li>✓ We are the only provider in Japan to introduce <b>Folix</b>, a popular hair growth laser treatment in the U.S</li> </ul> |

<sup>1</sup> According to the "Overview of National Medical Expenses for Fiscal Year 2022" published by the Ministry of Health, Labour and Welfare, the total medical expenses for "Musculoskeletal and Connective Tissue Disorders" under the "Medical Expenses by Disease Classification" category.

# Strategic Initiatives in Overseas Business

- Accumulate knowledge and experience in business operations in the United States and begin laying the groundwork for future expansion of U.S. operations
- Strengthening collaboration with Aesthetic Healthcare Holdings Pte. Ltd. ("AHH")
- Strengthening global branding and marketing



## United States

### Appointing Dr. Steven R. Cohen as Advisor

A globally recognized leader in plastic and craniofacial surgery, as Medical Strategy Advisor. His appointment marks a significant step in the company's strategy to expand its global footprint and enhance its medical excellence



### Hiring Stephen Rodgers

At Amazon and Rakuten, he built a strong track record in global business development and M&A. In Apr 2025, he joined as a Global Head of Planning and Strategy, where he is driving the company's global expansion through new ventures and strategic alliances



## Singapore

### Strengthening collaboration with AHH

Launched services for local Japanese residents and hired interpreter staff



## Japan

### Hiring Shinya Inoue as CMO

At leading global companies such as P&G, Eli Lilly, and Adobe, Mr. Inoue has built decades of experience in brand strategy and integrated marketing with a strong focus on digital. Leveraging this extensive expertise, he aims to advance overseas business through the design and execution of its marketing processes



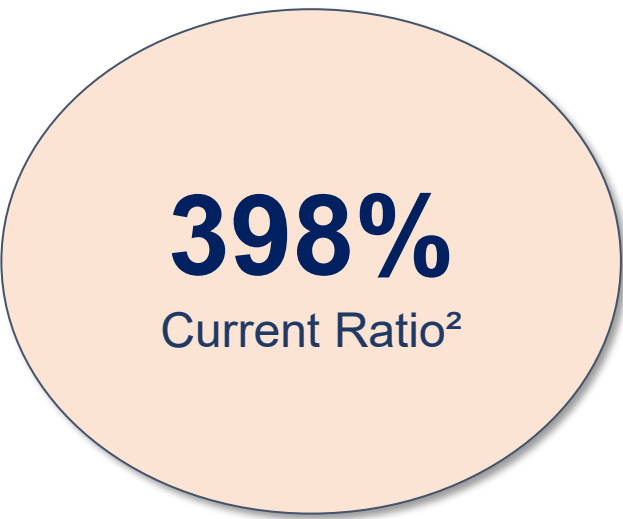
## **IV. Use of Assets, Capital Strategy**

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# Robust Balance Sheet Positioned for Growth

- A solid financial foundation with ample cash reserves and borrowing capacity, primarily intended for future growth investments

## Key Balance Sheet Figures (as of Jun 30, 2025)



## Selected items from Balance Sheet

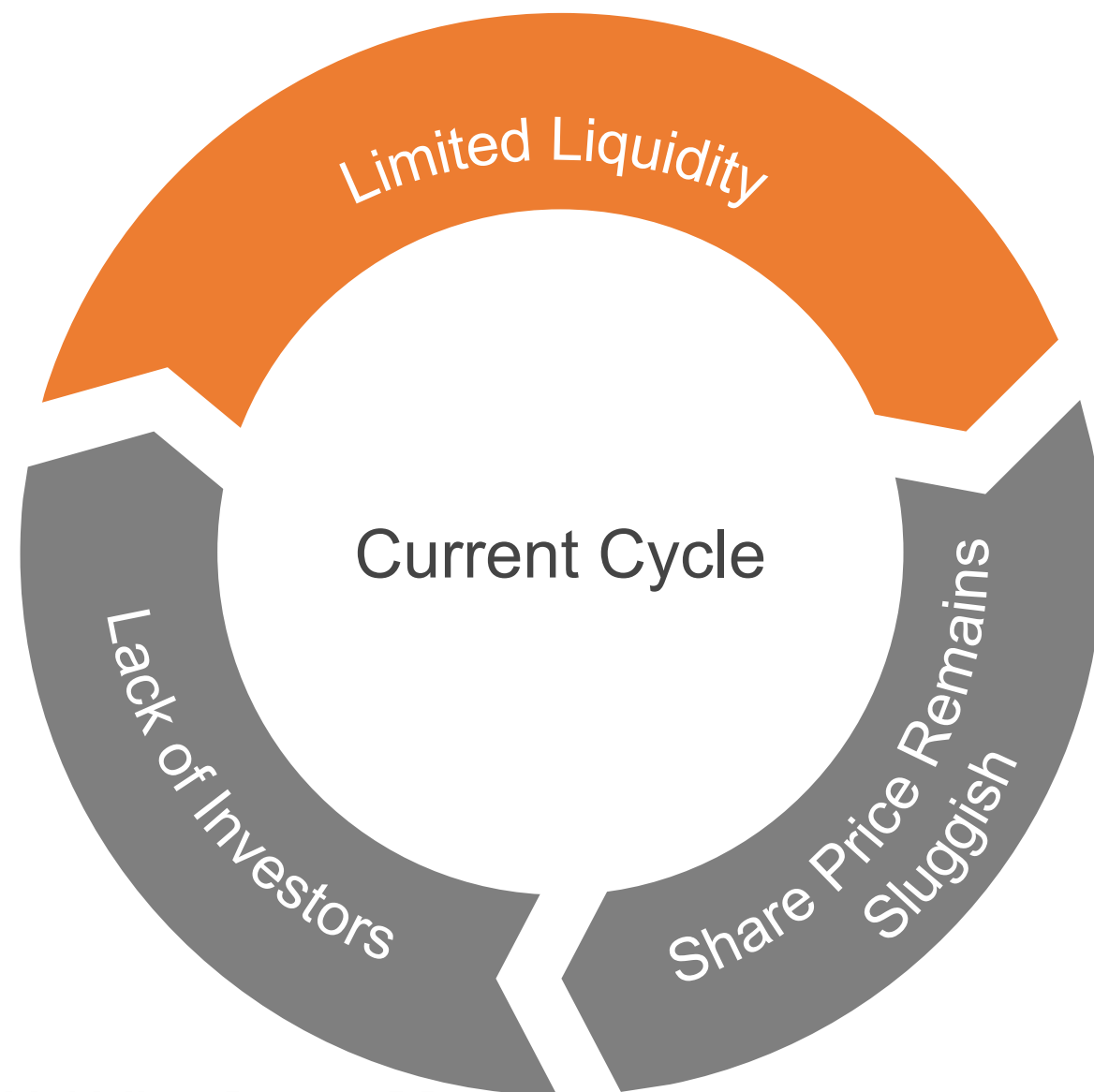
| (MM US\$)                                                          | Jun 30, 2025 | Change | Dec 31, 2024 |
|--------------------------------------------------------------------|--------------|--------|--------------|
| Total assets                                                       | 315          | +49    | 266          |
| Total current assets                                               | 241          | +57    | 184          |
| Cash and cash equivalent                                           | 153          | +28    | 125          |
| Property and equipment, net                                        | 8            | (1)    | 9            |
| Intangible assets, net                                             | 2            | (0)    | 2            |
| Total liabilities                                                  | 71           | (0)    | 71           |
| Current liabilities                                                | 61           | (1)    | 61           |
| Total Stockholder's equity                                         | 245          | +50    | 195          |
| Total SBC Medical Group Holdings Incorporated stockholders' equity | 245          | +50    | 195          |

\*1 D/E Ratio = Total Debt / Total Stockholders' equity  
\*2 Current Ratio = Total current assets / Total current liabilities  
\*3 Capital Ratio = SBC Medical Group Holdings Incorporated's stockholder's equity / Total assets

# Current Challenges of SBC's Shares

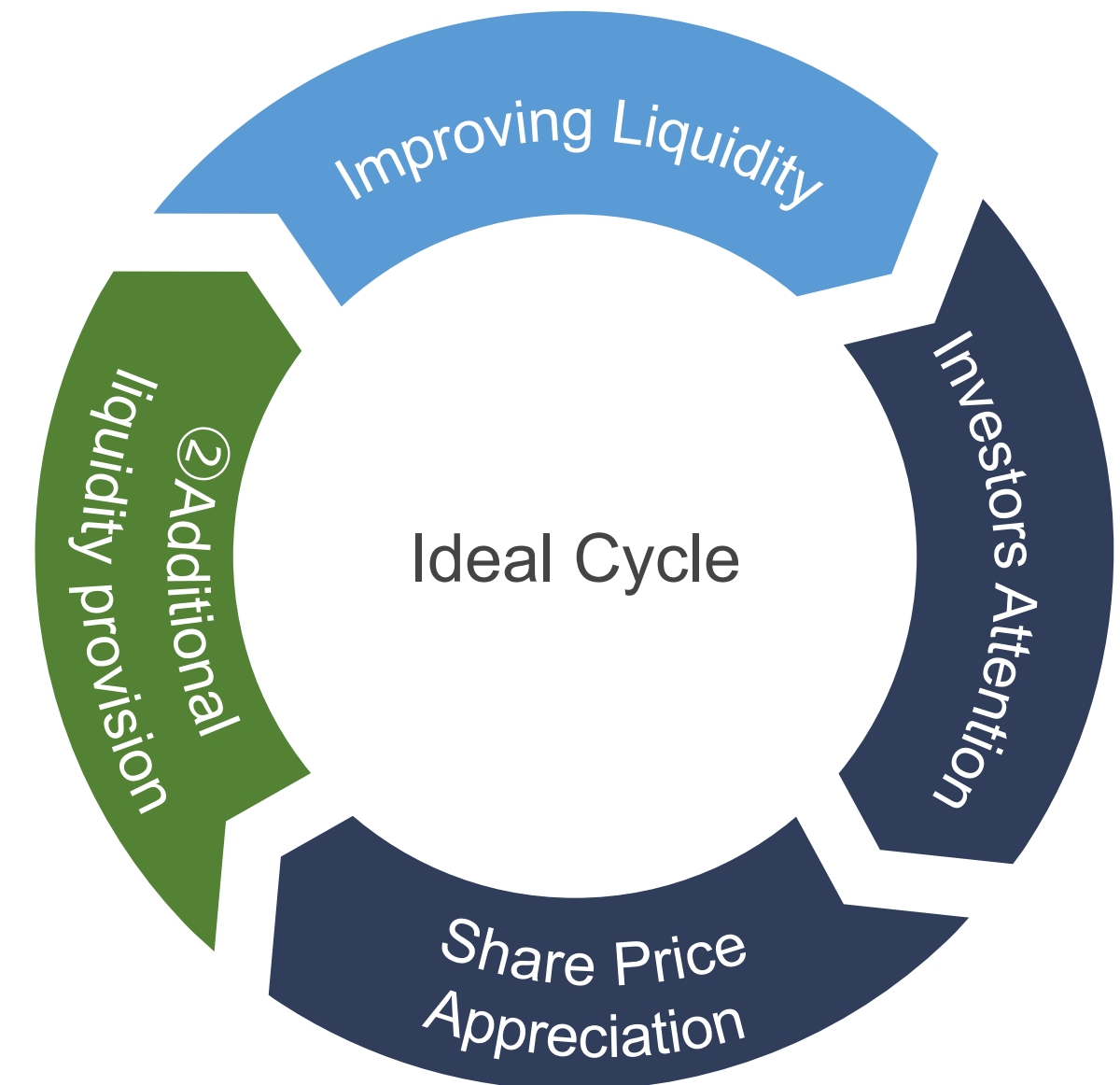
- The low liquidity of our shares makes it difficult for many institutional investors to trade
- ① Improving the supply-demand balance of shares and ② considering and implementing additional liquidity provisions in parallel

## Current Challenge on SBC's Shares



## Ideal Progression for our Capital Situation

① Improve the supply-demand dynamics



# Share Buy Back Result, Membership in Russell3000

- Share buybacks were implemented beginning May 2025. This had a certain positive impact on both stock price and liquidity. The company will continue to monitor market performance and implement various measures accordingly
- Added to Russell 3000 on Jun 30, 2025

## Execution of Share buy back

| Date      | Total # of Shares Repurchased (K) | Average Acquisition Price | Total Amount (K) |
|-----------|-----------------------------------|---------------------------|------------------|
| 5/22-5/31 | 78                                | \$4.38                    | \$343            |
| 6/1-6/30  | 435                               | \$4.71                    | \$2,049          |
| 7/1-7/22  | 521                               | \$5.00                    | \$2,609          |
| Total     | 1,034                             | \$4.83                    | \$5,000          |

## Added to Russell 3000

|                          |                                                                                                                                                                             |
|--------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| FTSE Russell             | FTSE Russell calculates thousands of indexes that measure and benchmark markets and asset classes in more than 70 countries, covering 98% of the investable market globally |
| Benchmarking asset       | About \$10.6 tn (Jun 2024)                                                                                                                                                  |
| Effective date           | 2025 Jun 30 (Monday)                                                                                                                                                        |
| Reconstitution frequency | 1 year (Semi-Annually from Jun 2026)                                                                                                                                        |

# Appendix

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# 1H25 Financial Performance Highlights

- Revenue and EBITDA decreased due to last year's business restructuring and the fee revisions in April 2025
- Net income decreased as a result of higher effective tax rates due to differences between Japanese and US accounting standards

## SBC Medical Group Holdings Key Financials

|                                                                                                                   |                                                                        |                                                                    |
|-------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------|--------------------------------------------------------------------|
| <b>Total Revenues</b><br><br><b>\$91 MM</b><br>(YoY (16)%)                                                        | <b>EBITDA<sup>1</sup></b><br><br><b>\$40 MM</b><br>(YoY (25)%)         | <b>EBITDA Margin<sup>2</sup></b><br><br><b>44 %</b><br>(YoY (6)pt) |
| <b>Net Income</b><br>attributable to SBC Medical Group Holdings Incorporated<br><br><b>\$24 MM</b><br>(YoY(36) %) | <b>ROE<sup>3</sup> (Annualized)</b><br><br><b>22 %</b><br>(YoY (22)pt) | <b>Basic EPS<sup>4</sup></b><br><br><b>\$0.23</b><br>(YoY (43)%)   |

<sup>1</sup> EBITDA = Income from operations + Depreciation and amortization expense  
(Non-GAAP Financials: see p.28)

<sup>2</sup> EBITDA Margin (%) = EBITDA / Total revenues

<sup>3</sup> ROE = Net income attributable to SBC Medical Group Holdings Incorporated / Average of SBC Medical Group Holdings Incorporated's stockholder's equity (beginning of the period and end of the period)

<sup>4</sup> EPS (basic) = Net income attributable to SBC Medical Group Holdings Incorporated / Weighted average shares outstanding

# Income Statement (Consolidated)

| Income Statement                                                   |      |       |      |      |       |      |
|--------------------------------------------------------------------|------|-------|------|------|-------|------|
| (MM US\$)                                                          | 2Q25 | % YoY | 2Q24 | 1H25 | % YoY | 1H24 |
| Total revenues                                                     | 43   | (18)% | 53   | 91   | (16)% | 108  |
| Franchising Revenue                                                | 10   | (32)% | 15   | 26   | (13)% | 30   |
| Procurement services                                               | 16   | +16%  | 14   | 30   | +13%  | 27   |
| Management services                                                | 5    | (69)% | 17   | 14   | (57)% | 32   |
| Rental services                                                    | 7    | +98%  | 3    | 12   | +77%  | 7    |
| Other                                                              | 6    | +17%  | 5    | 9    | (29)% | 12   |
| Cost of Revenues                                                   | 13   | (2)%  | 14   | 23   | (21)% | 29   |
| Gross Profit                                                       | 30   | (24)% | 39   | 68   | (14)% | 79   |
| Operating expenses                                                 | 15   | +27%  | 12   | 29   | +7%   | 27   |
| Income from operations                                             | 15   | (47)% | 27   | 39   | (25)% | 52   |
| Net income attributable to SBC Medical Group Holdings Incorporated | 2    | (87)% | 18   | 24   | (36)% | 37   |

| Operating Expenses                       |      |       |      |      |       |      |
|------------------------------------------|------|-------|------|------|-------|------|
| (MM US\$)                                | 2Q25 | % YoY | 2Q24 | 1H25 | % YoY | 1H24 |
| Total operating expenses                 | 15   | +27%  | 12   | 29   | +7%   | 27   |
| Salaries and welfare                     | 7    | (14)% | 8    | 13   | (8)%  | 14   |
| Depreciation and amortization expense    | 0    | +82%  | 0    | 1    | (24)% | 1    |
| Consulting and professional service fees | 4    | +50%  | 3    | 7    | +38%  | 5    |
| Office, utility and other expenses       | 2    | n.m.  | 0    | 4    | +33%  | 3    |
| Other                                    | 2    | +60%  | 1    | 4    | +11%  | 4    |

# Balance Sheet (Consolidated)

| (MM US\$)                                      | Jun 30,<br>2025 | Change     | Dec 31,<br>2024 |
|------------------------------------------------|-----------------|------------|-----------------|
| <b>Total assets</b>                            | <b>315</b>      | <b>+49</b> | <b>266</b>      |
| Total current assets                           | 241             | +57        | 184             |
| Cash and cash equivalent                       | 153             | +28        | 125             |
| Account receivable – related parties           | 49              | +20        | 29              |
| Customer loans receivable                      | 11              | +0         | 10              |
| Other assets - current                         | 29              | +9         | 20              |
| Total non-current assets                       | 74              | (8)        | 82              |
| Property and equipment, net                    | 8               | (1)        | 9               |
| Intangible assets, net                         | 2               | (0)        | 2               |
| Customer loans receivable, non-current         | 6               | +1         | 5               |
| Long-term investments in MCs – related parties | 19              | +2         | 18              |
| Other assets                                   | 39              | (9)        | 48              |

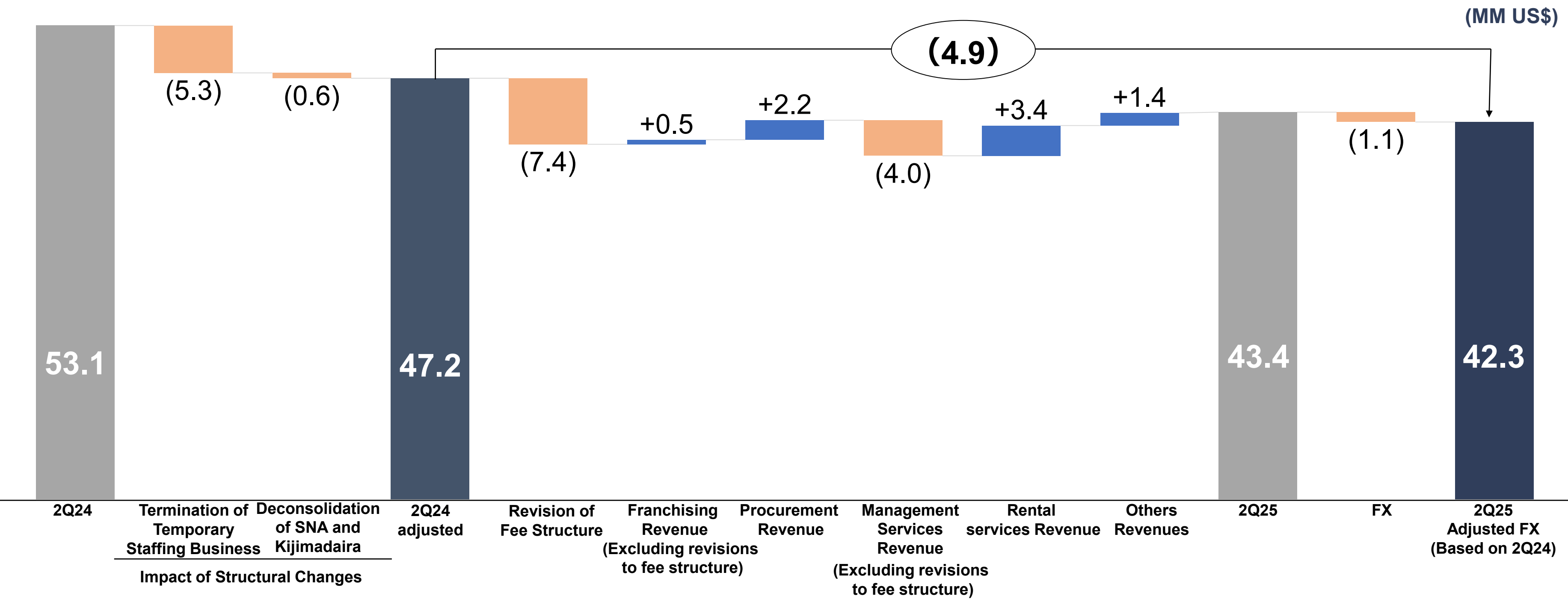
| (MM US\$)                                                    | Jun 30,<br>2025 | Change     | Dec 31,<br>2024 |
|--------------------------------------------------------------|-----------------|------------|-----------------|
| <b>Total liabilities</b>                                     | <b>71</b>       | <b>(0)</b> | <b>71</b>       |
| Total current liabilities                                    | 61              | (0)        | 61              |
| Accounts payable                                             | 16              | +2         | 14              |
| Notes and other payables, current – related parties          | 3               | +3         | 0               |
| Advances from customers – related parties                    | 10              | (1)        | 12              |
| Income tax payable                                           | 14              | (5)        | 19              |
| Other current liabilities                                    | 17              | (0)        | 17              |
| Total non-current liabilities                                | 10              | +0         | 10              |
| Notes and other payables, non-current – related parties      | 0               | (0)        | 0               |
| Other non-current liabilities                                | 10              | +0         | 10              |
| <b>Stockholder's equity</b>                                  | <b>245</b>      | <b>+50</b> | <b>195</b>      |
| SBC Medical Group Holdings Incorporated stockholders' equity | 245             | +50        | 195             |

# Cash Flows (Consolidated)

| (MM US\$)                                                   | 1H25 | % YoY | 1H24 |
|-------------------------------------------------------------|------|-------|------|
|                                                             |      |       |      |
| Net cash provided by (used in) operating activities         | (6)  | n.m.  | 23   |
| Net cash provided by (used in) investing activities         | 15   | n.m.  | (9)  |
| Net cash provided by (used in) financing activities         | 7    | n.m.  | (0)  |
| Effect of exchange rate changes                             | 12   | n.m.  | (13) |
| Net change in cash and cash equivalents                     | 28   | n.m.  | 1    |
| Cash and cash equivalents as of the beginning of the period | 125  | +21%  | 103  |
| Cash and cash equivalents as of the end of the period       | 153  | +47%  | 104  |

# 2Q25 Revenue Trend (vs 2Q24)

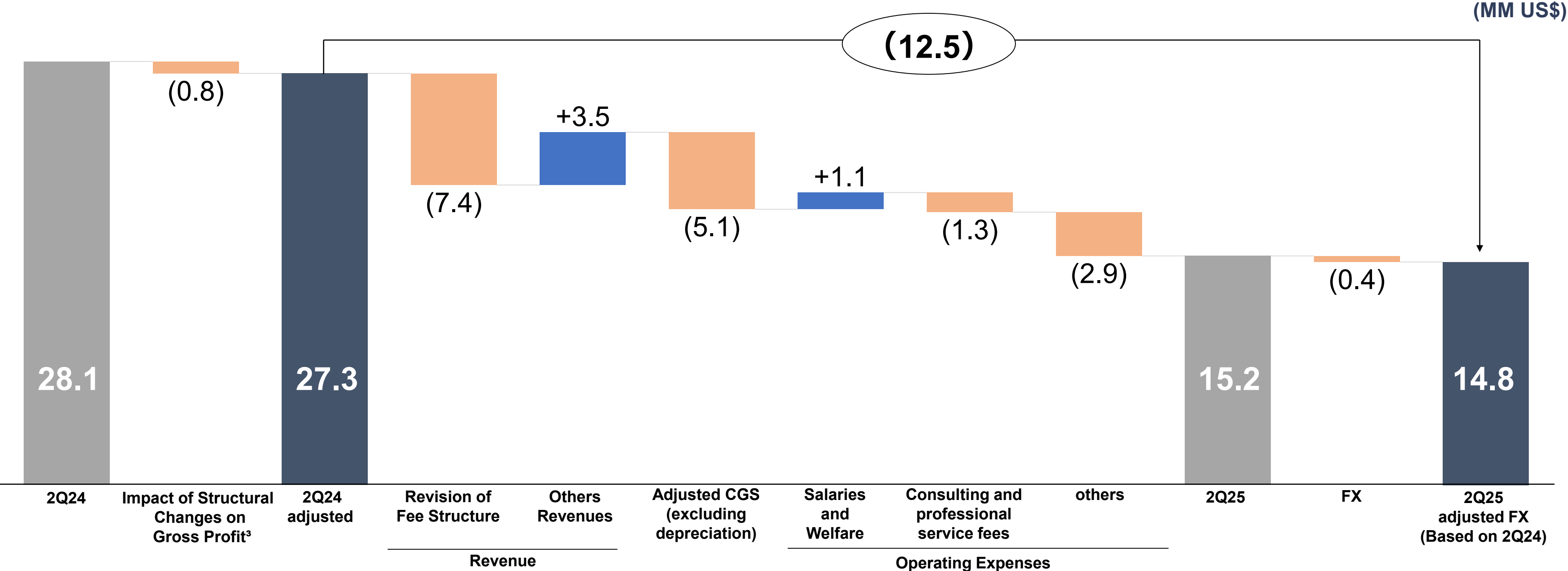
- Revenue<sup>1</sup> decreased year-over-year due to business restructuring and revisions of franchise fee structure



<sup>1</sup>Exchange Rate (Year-To-Date Ave.)

# 2Q25 EBITDA<sup>1</sup> Trend (vs 2Q24)

- Even after business restructuring, EBITDA declined due to the impact of fee structure revisions and increased cost of sales and other operating expenses



<sup>1</sup> EBITDA = Income from operations + Depreciation and amortization expense  
(Non-GAAP Financials: see p.28)

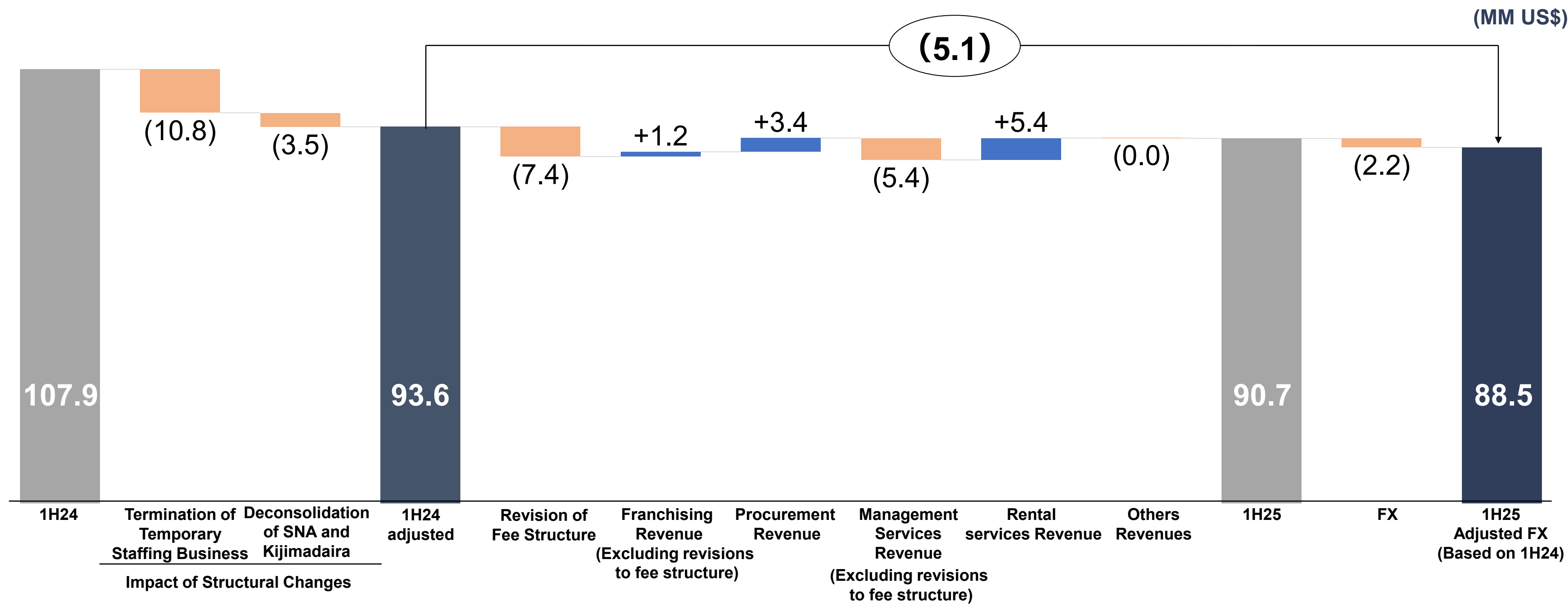
<sup>2</sup> Cost impact from the termination of the staffing business is estimated based on contract terms

<sup>3</sup> Exchange Rate (Year-To-Date Ave.)

|        |               |
|--------|---------------|
| 2024H1 | 152.2 JPY/USD |
| 2025H1 | 148.5 JPY/USD |

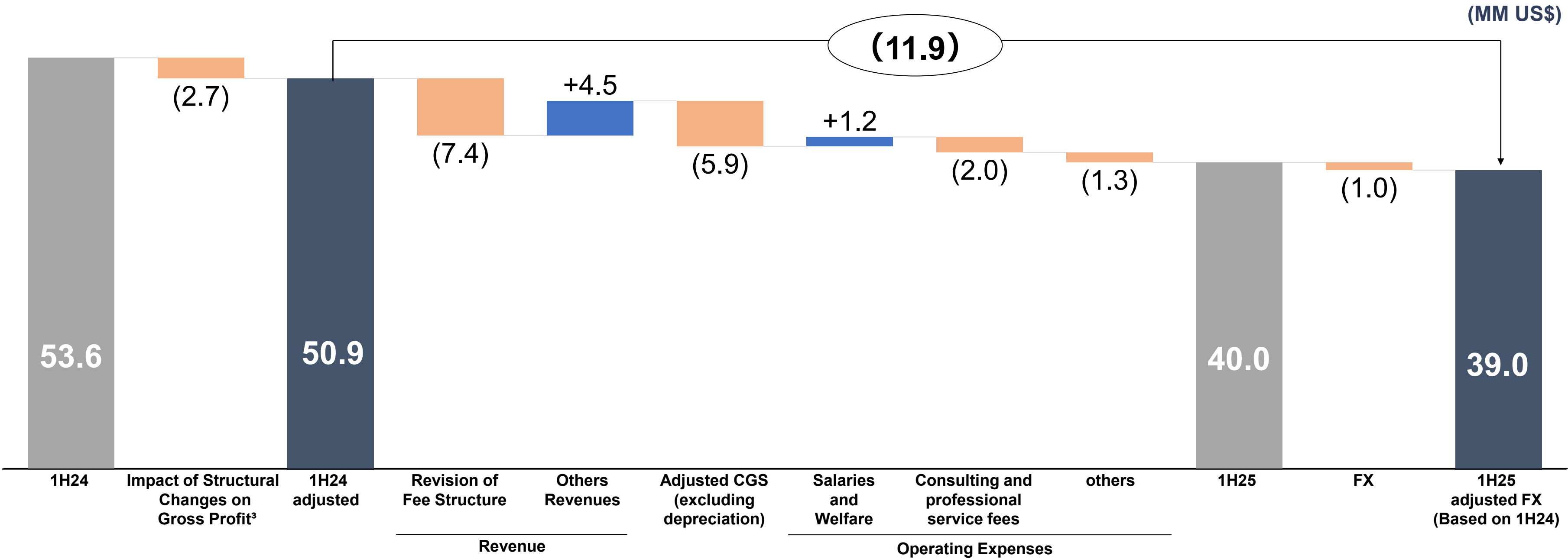
# 1H25 Revenue Trend (vs 1H24)

- Revenue<sup>1</sup> increased year-over-year, excluding the impact of business restructuring



# 1H25 EBITDA<sup>1</sup> Trend (vs 1H24)

- Even after business restructuring, higher cost of goods sold and other operating expenses led to a decline in EBITDA



<sup>1</sup> EBITDA = Income from operations + Depreciation and amortization expense  
(Non-GAAP Financials: see p.28)

<sup>2</sup> Cost impact from the termination of the staffing business is estimated based on contract terms

<sup>3</sup> Exchange Rate (Year-To-Date Ave.)

|         | 2024H1 | 2025H1 |
|---------|--------|--------|
| JPY/USD | 152.2  | 148.5  |

# Non-GAAP Financial Measures

- This presentation may reference certain non-GAAP financial measures. Reconciliations of such measures to the most directly comparable GAAP measures are shown below

| Reconciliation Table on Non-GAAP Financials |                                       |      |      |      |      |
|---------------------------------------------|---------------------------------------|------|------|------|------|
|                                             | (MM US\$)                             | 2Q25 | 2Q24 | 1H25 | 1H24 |
| (A)                                         | Total Revenues                        | 43   | 53   | 91   | 108  |
| (B)                                         | Income from operations                | 15   | 27   | 39   | 52   |
| (C)                                         | Depreciation and amortization expense | 1    | 1    | 1    | 2    |
| (D) =(B)+(C)                                | <b>EBITDA</b>                         | 15   | 28   | 40   | 54   |
| (E) =(D)÷(A)                                | <b>EBITDA Margin</b>                  | 35%  | 53%  | 44%  | 50%  |

# Thank you

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