

FOR IMMEDIATE RELEASE

Company name	Resorttrust, Inc.
Representative	Ariyoshi Fushimi, President
Code	4681, First Section of the Tokyo and Nagoya Stock Exchanges

Notice Concerning Conclusion of a Comprehensive Business Alliance Agreement in the Medical Field between Resorttrust and DeNA, and Establishment of a Joint Venture

Resorttrust, Inc. (Head Office: Nagoya-shi, Aichi; President: Ariyoshi Fushimi; hereafter “Resorttrust”) and DeNA Co., Ltd. (Headquarters: Shibuya-ku, Tokyo; President & CEO: Shingo Okamura; hereafter “DeNA”) have concluded a comprehensive business alliance agreement and have now agreed to establish a joint venture, Well-Compass Inc. (hereafter “Well Compass”). This is for the purpose of implementing digital transformation (hereafter “DX”) in the medical and healthcare fields of Resorttrust and DeNA, and jointly developing a new business by obtaining and using a variety of data through the new company.

ご一緒に、いい人生



Holding the Group identity “Together for a Wonderful Life,” the Resorttrust Group has been operating Membership and Hotel & Restaurant operations centered on management of membership resort hotels, which have the largest market share in Japan in terms of net sales, as well as Medical, Senior Lifestyle, Golf Club operations, etc.

Resorttrust’s Medical Operations holds its business vision “Achieving healthy longevity and well-being in the age of 100-year life.” We identified needs for “health” from comments of our hotel members, and introduced positron emission tomography (PET) technology for cancer screening for the first time in Japan at the Yamanakako Clinic in 1994. Currently, it has been expanded into nine sites at eight courses across the country as a comprehensive membership-based medical club, Grand HIMEDIC Club. Since then, we have been supporting management of Midtown Clinic Medical Corporation and Shinkokai Medical Corporation, which are facilities for non-membership medical checkups that accept medical examinees of 500 thousand or more per year in aggregate (FY2020 results), and also offering wide range of solutions for outpatient practice to dentistry, cancer treatment and aesthetic medicine, leading to providing management support services for 26 facilities. Furthermore, we have been expanding the business of remote diagnostic imaging service, which provides interpretation and diagnosis of medical image data such as CT, MRI and mammography via our dedicated systems, as the iMedical group, thus linking our know-how gained in the management support services for facilities and medical network to business growth. In Senior Lifestyle Operations that utilizes our medical know-how, we currently operate 2,095 units at 23 facilities across the country, including paid nursing homes

with nursing care and serviced housing for the elderly, having established a comprehensive medical operation group that combines medical and nursing care services. Operating income for the segment was 6.3 billion yen for the previous fiscal year.

Holding its mission “We delight people beyond their wildest dreams,,” DeNA operates business both in the entertainment field to enrich each and every person’s life and in the social issue field to serve for making space and time for daily lives more comfortable, by freely using the internet and AI.

Since 2014, DeNA has also being engaged in the healthcare business, and working on providing services to promote health enhancement and behavior modification and creating evidence based on accumulated data, by using its know-how cultivated in the entertainment field and AI technologies, with the aim of extending healthy life expectancy. DeNA provides the healthcare entertainment app “kencom” to health insurance societies, local governments, etc. It also brought Nippontect Systems co.,ltd, which develops dementia-related services, into the DeNA group in September 2021, thus working on extending healthy life expectancy in a super-aging society and social issues.

Through this business alliance, we would like to closely stay and walk together with each of you for finding and realizing the “well-being,” which varies from person to person on the background of social and living environments and sense of values.

As the first step, we will promote digital transformation in the medical filed mainly for Grand HIMEDIC Club of Resorttrust. In the future, we plan to collaborate with medical corporations and aim to open the next-generation type of facilities for health check-ups, first in Yokohama-shi, Kanagawa, to provide new experiences of health check-ups.

. In addition, we will provide a service that continuously helps people who take health check-ups get healthy while enjoying even after the check-ups, based on the results of their health check-ups. We will closely stay with customers not only on the day of health check-ups but for 364 days thereafter, to provide more personalized experiences for each and every customer and support behavior modification,. dramatically improve the health checkup experience for users.

Well-Compass will accumulate the data of people who take health check-ups. While working with the networks of the medical and healthcare businesses that Resorttrust and DeNA possess respectively, the joint venture plans to achieve accelerated growth in the aging care business, including the cosmetics and supplements business. It will develop a new business by the healthcare AI (artificial intelligence) using the accumulated PHR* in both the companies in the future, aiming for expansion of business areas and customer segments.

Furthermore, with PHR and AI that will be developed by the Well-Compass Inc, we also aim for realizing a synergy with Resorttrust’s hotel business in the future. We will proceed with analysis of attributes and needs of guests staying at Resorttrust membership hotels, the number of whom exceeds 2 million per year, and provide accommodation plans and hospitalities suitable for individual customers by also using AI, thereby aiming for significant improvement in income from the hotel business operations with an increase in the guest room occupancy rate, etc. We believe that this will contribute to realization of further growth strategy leveraging a strength of Resorttrust’s membership base.

* Personal Health Record: Mechanism that enables an individual to record and manage data concerning his/her medical and health information

Outline of Joint Venture

(1) C o m p a n y N a m e	Well-Compass Inc.
(2) L o c a t i o n	Midtown Tower 6F, 9-7-1 Akasaka, Minato-ku, Tokyo
(3) Title and Name of Representative	Tetsuya Furukawa (Managing Director and General Manager of Medical Division, Resort Trust Co., Ltd.)
(4) B u s i n e s s	Provision of digital solutions in the medical and healthcare fields and business development
(5) C a p i t a l	100 million yen
(6) Capital Contribution Ratio	Resorttrust, Inc. : 51% DeNA Co, Ltd. : 49%
(7) Planned Date of Establishment	March 2022 (scheduled)
(8) F i s c a l Y e a r - E n d	March (scheduled)