

2Q 2026 Group Overview

August 2026

SBC Medical Group Holdings Incorporated



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Non-GAAP Financial Measures

The Company uses non-GAAP measures, such as Adjusted 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 presentations of these measures have limitations as analytical tools and should not be considered in isolation or as a substitute for analysis of our results as reported under GAAP. Because not all companies use identical calculations, the presentations of these measures may not be comparable to other similarly titled measures of other companies and can differ significantly from company to company. See appendix for a reconciliation of Adjusted EBITDA to net income, the comparable GAAP measure.

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I . Group Structure

Company Overview

SBC is the Medical Services Organization (MSO) behind Japan’s #1 Aesthetic Medical Group in Number of Clinics¹, built over 26 years to 287 clinics and 6.92M annual visits. On that base, it is strengthening its platform through AI and expanding into Longevity and global markets, backed by strong profitability and a solid balance sheet

Clinic Network supported by SBC

287	20+	6.9M	73%
Clinic Network	Brands	Annual Visits	Repeat Rate

SBC (NASDAQ: SBC)

\$38M	\$0.21
Adjusted EBITDA ² (1H 26)	Basic EPS ³ (1H 26)

Service Portfolio (Japan)

209 clinics	Aesthetic Medical • Total Aesthetic 125 • Dermatology 54 Male 23 • Surgery 7
31 clinics	Non-Aesthetic Medical • Alopecia / AGA 11 Dentistry 10 • Rehabilitation / Orthopedics 2 • Ophthalmology 1 • Fertility / Gynecology 4 Others 3

Global Footprint

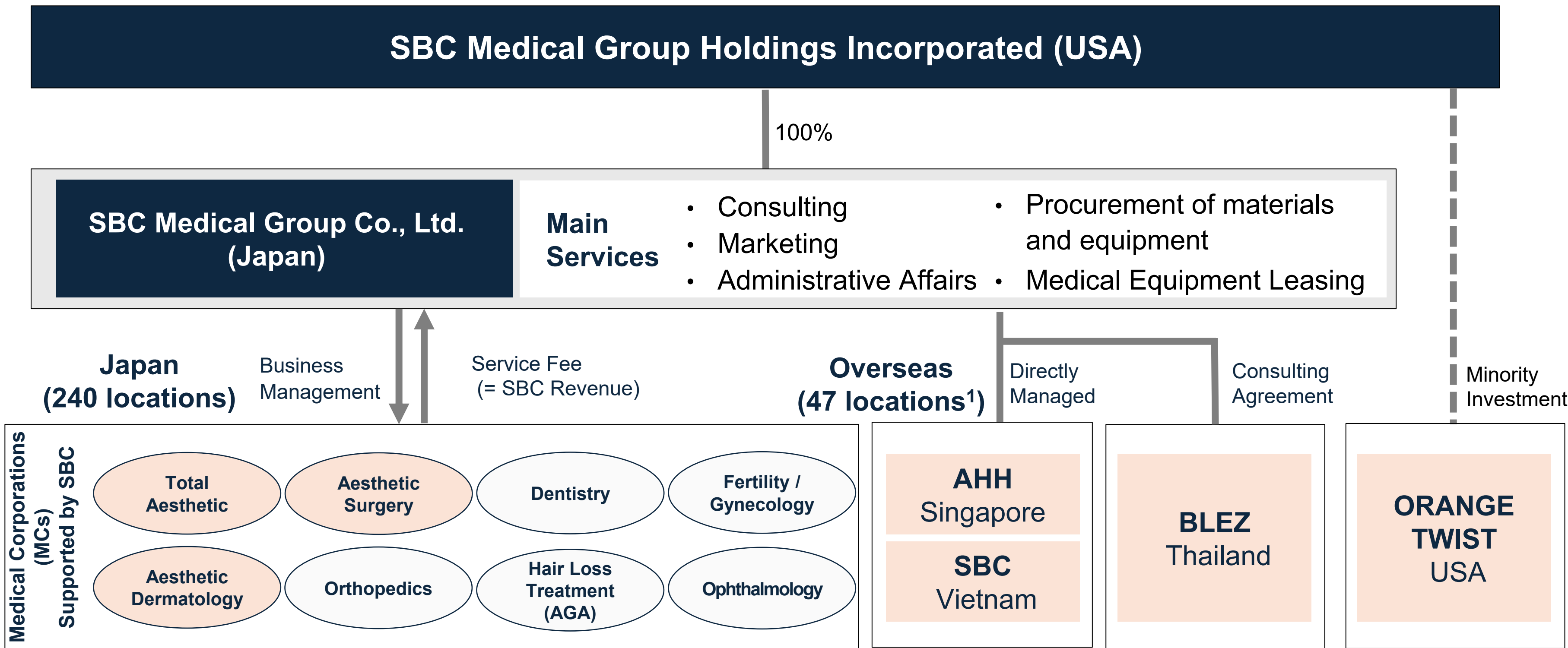
Japan	240
Core market — Shonan Beauty Clinic and 20+ brands	
United States	24
OrangeTwist MedSpa (strategic investment)	
Southeast Asia	23
Singapore (AHH) Vietnam Thailand (with BLEZ ASIA)	

Key Milestones

2000	Founded — Shonan Beauty Clinic
2021	Clinic network reached 100 locations
2023	Rize & Gorilla Clinic join Reached 200 locations
2024	Nasdaq listed (September 2024)
2025	Russell 3000® Index inclusion OrangeTwist (US) strategic investment

1 2025 Outlook and Strategy for Aesthetic Medicine: Market Analysis Edition by Yano Research Institute Ltd.
2 Adjusted EBITDA = Income from operations + Depreciation and amortization (Non-GAAP measure: see p.19,21)
3 Basic EPS = Net income attributable to SBC Medical Group Holdings Incorporated / Weighted average shares outstanding

Group Structure Overview



¹ Includes OrangeTwist

Group History Overview

2000~2013 Foundation

2000

- Opened Shonan Beauty Clinic Fujisawa, the origin of SBC

2003

- Incorporated L'Ange Cosmetique Inc (now SBC Medical Group Co., Ltd.)

2007~2013

- Expanded into new medical fields:
 - Dentistry (Shonan Dental Clinic)
 - Ophthalmology (Shinjuku Myopia Clinic)
 - Gynecology (Roppongi Ladies Clinic)
 - Alopecia Treatment (Shonan AGA Clinic)

2014~2023 To Japan's #1

2014

- Opened Shonan Beauty Clinic Vietnam
- Expanded into orthopedics (SBC Orthopedic Clinic)

2021

- Clinic network reached 100 locations

2023

- Rize Clinic and Gorilla Clinic joined
- Clinic network reached 200 locations

2024~ To a Global Company

2024

- NASDAQ listed
- Acquired Aesthetics Healthcare Holdings Pte. Ltd (Singapore)
- Launched "SBC Wellness" employee welfare benefits program

2025

- Selected for Russell 3000® Index
- Launched support for NEO Skin Clinic, JUN CLINIC, Hada no Aozora Clinic
- Strategic Investment in OrangeTwist
- Executed a consulting agreement with BLEZ ASIA

Brand Summary

- SBC is developing a multi-brand clinic business not only in aesthetic medicine, but also in various medical field, in addition to expanding outside of Japan

Aesthetic Healthcare		Non-Aesthetic Healthcare		Global Healthcare	
 SBC Shonan Beauty Clinic Total Aesthetic (125 locations)	 SBC SKIN CLINIC  SBC Shonan Beauty Clinic THE LASER  RIZE  JUN CLINIC  NEO SKIN CLINIC  Aozora Clinic Dermatology Focused¹ (54 locations)	 SBC Shonan Medical Group Shonan AGA Clinic Alopecia Treatment (AGA) (11 locations)  SBC Shonan Dental Clinic Dentistry (10 locations)  KLC  KANAGAWA LADIES CLINIC  Kanagawa Women's Clinic  roppongi ladies clinic Fertility Treatment & Gynecology (4 locations)	 SBC Shonan Dermatology Clinic Medical & Aesthetic Dermatology Shinjuku Myopia Clinic  SBC Ochanomizu Pediatric Laser Clinic  SBC Shonan Medical Memorial Hospital  SBC ORTHOPEDIC CLINIC Orthopedics & Ophthalmology & Others¹ (7 locations)	 ORANGETWIST Your Treatment Shop MedSpa (24 locations)  BLEZ CLINIC pico laser section Powered by SBC Aesthetic Dermatology (1 Location)  SBC Shonan Beauty Clinic Total Aesthetic (1 location)	AHH  Chelsea THE CHELSEA CLINIC  SkinGO!  gangnam laser clinic Aesthetic Dermatology & Salon (21 locations)

¹ Hada no Aozora Clinic is counted in each category

SBC Structural Competitive Advantage Model

- Comprehensive management support services create a self-reinforcing model through synergies of advanced operations, brand trust, high repeat rate & vast number of cases, and a robust group network



Structural Foundation that Creates a Competitive Advantage

Integrated Infrastructure	Advanced HR Education	Data-based Management	Academic Activities
• Comprehensive, fast, and low-cost service provision	• Education and manuals that ensure high quality	• Management strategies leveraging vast customer and case data	• Enhance medical expertise to improve service quality and brand value

Fee Structure

- Service fees based on the services SBC provides. Consists of a combination of fixed and variable items
- Consulting fee rate according to the size of the clinic. Discounts are applied to new clinics

Fee Overview

Franchise Revenue	Royalty + Consulting (Sales contribution)	Fixed
Procurement Revenue	Resale of medical materials · Advertising services (Net)	Variable(Usage)
Management Revenue	Consulting (Back office) + Loyalty program management	Fixed/Variable
Rental Revenue	Medical equipment, etc. (Gross)	Variable

Key factors for Increasing Revenue

Number of Locations

The most important parameters on which each fee is based

Same-store Revenue

Affects variable fees. May also affect fee rates

Introduction of Treatments

Possibility of increasing rental sales due to medical equipment replacement

Governance Structure of SBC and the MCs

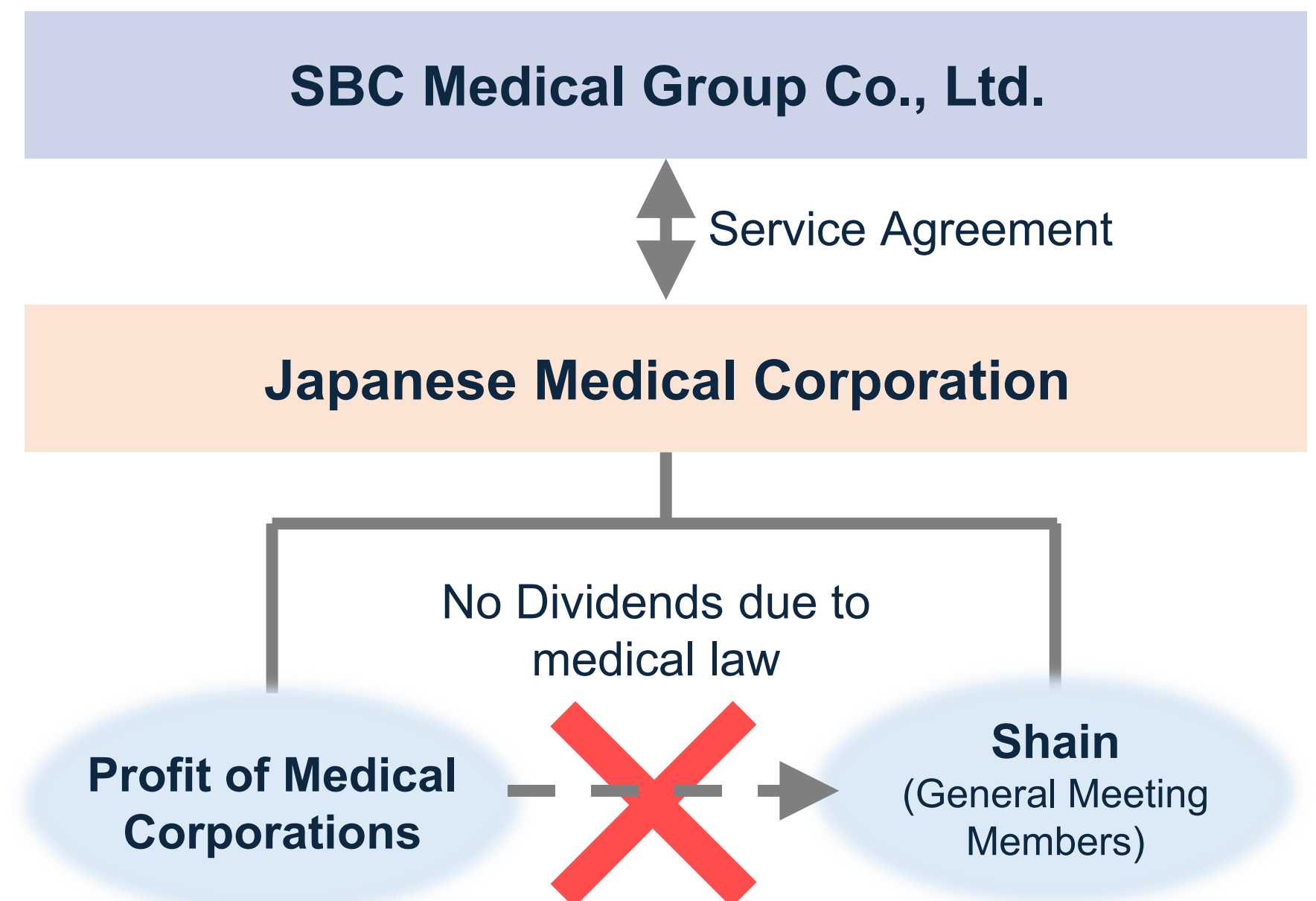
- Japanese medical law prohibits direct management, necessitating a MSO structure
- CEO relatives serve as Shain (general meeting member) of MCs, a role distinct from equity ownership
- SBCMG holds the actual equity interests in the MCs (Property rights are limited to the right to receive a distribution of residual assets upon dissolution)

Requirements Under the Medical Care Act

- MCs are classified as non-profit entities, and for-profit entities cannot directly control or receive profit distributions from them
- Distribution of surplus profits is prohibited

Reducing The Risk of Withdrawal via Governance & Equity Investment

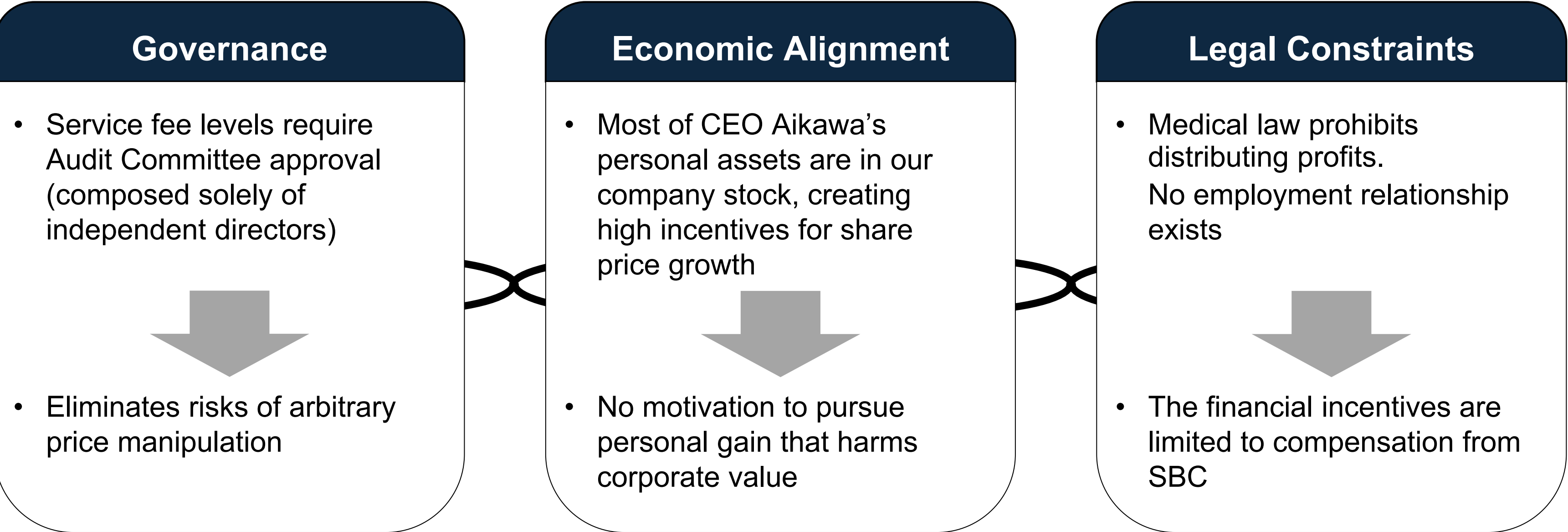
- CEO relatives serve as Shain (general meeting members) of MCs
- SBC Medical Group Co., Ltd. holds equity interests in the MCs



Multi-layered Constraints on Conflict of Interest

- Three multifaceted restraints restrict the occurrence of conflicts of interest that may result from CEO Aikawa’s relatives serving as Shain (general meeting members) of medical corporations

Three Restraining Factors



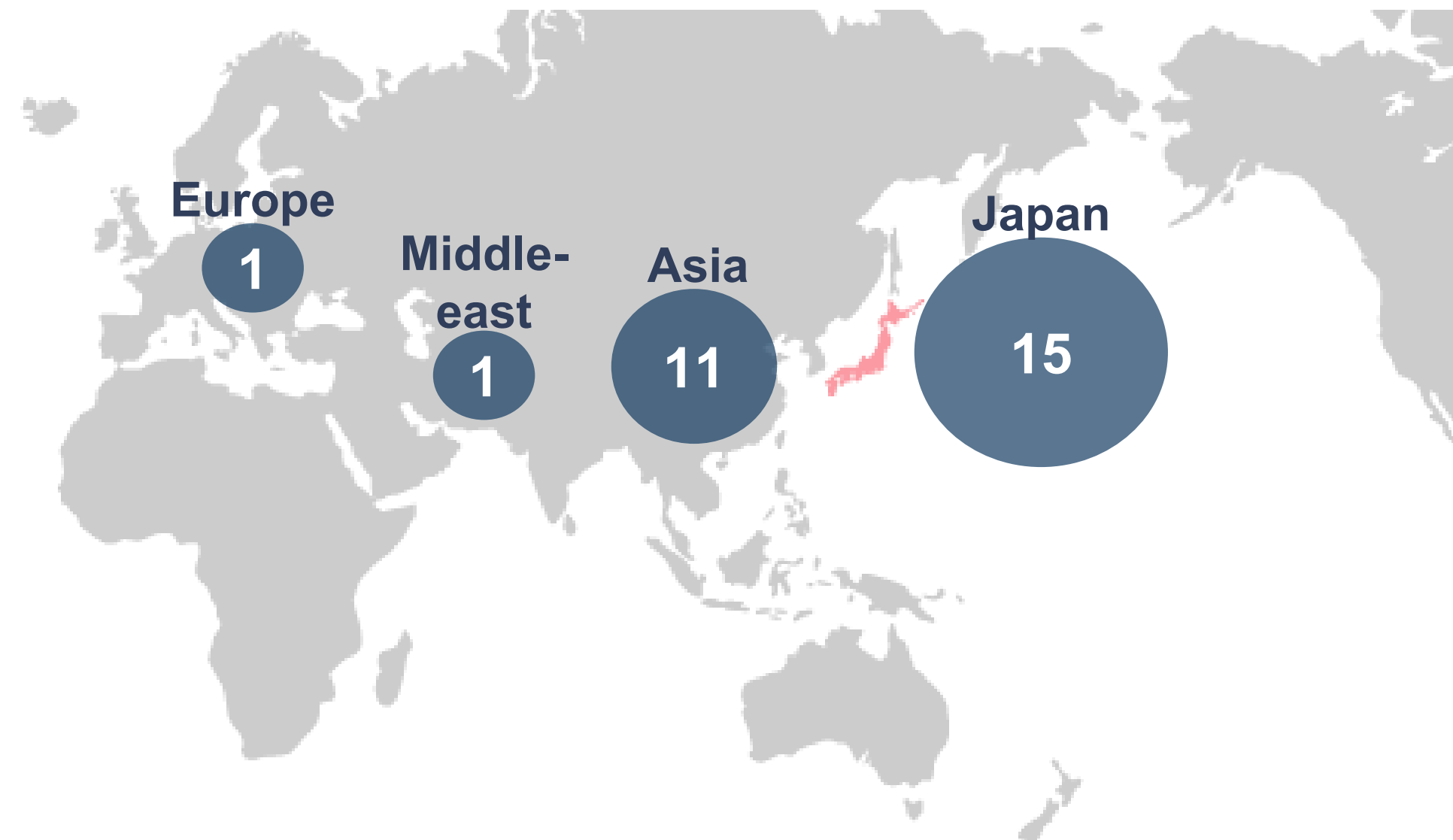
FY2025 Academic Activities

- Active academic initiatives established high medical quality and safety standards
- Research data and human resource training drove brand credibility and technological improvement

Global Conference Participation

28
conferences
Total Number of
Conferences

75 Drs
Cumulative
Number of
Speakers

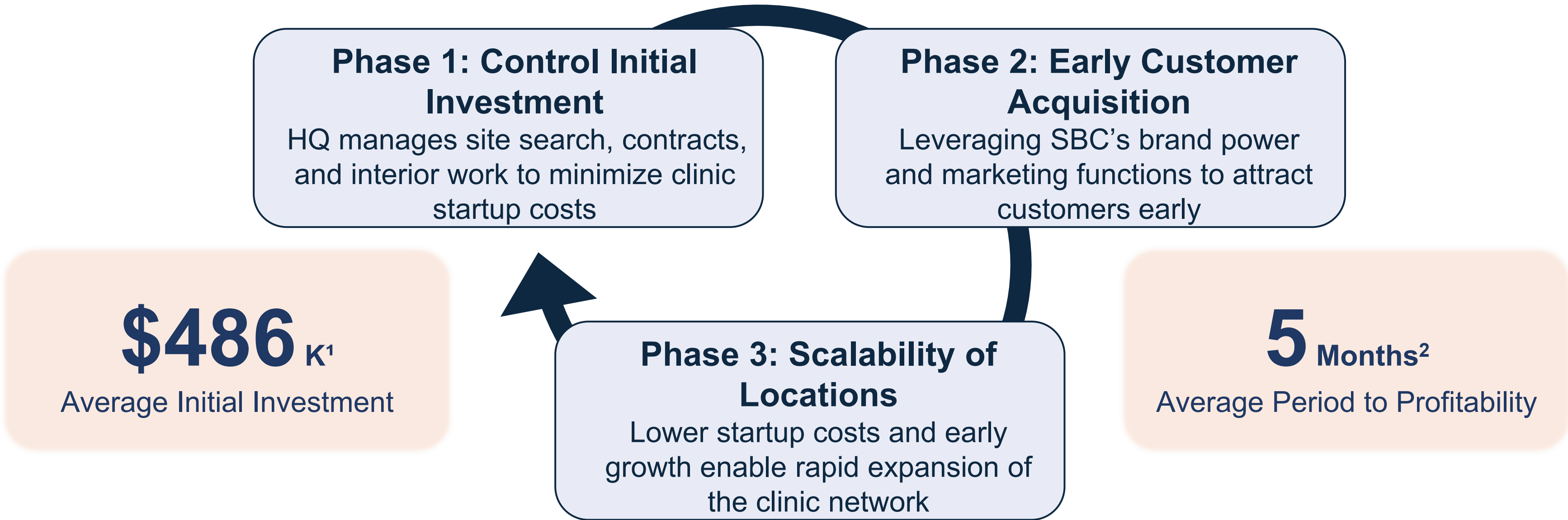


II. Clinic Economics

Scalable Deployment

- Many clinics are able to start up smoothly by reducing initial costs and attracting customers early by leveraging their brand and marketing capabilities. Ensure scalability of base deployment

Expandable Base Development through Management Support



Popular Treatments

- In aesthetic dermatology, hair removal and Anti-aging are popular. High repeat rates are expected to drive Life Time Value (LTV) growth
- In aesthetic surgery, natural double eyelid surgery is popular

Aesthetic Dermatology

Average Spend per Visit

\$230

Average Spend per Visit of Popular Treatments

1

Hair Removal

\$210

2

Botox

\$100

3

Laser Skin Tightening

\$310

4

Collagen Booster

\$330

Aesthetic Surgery

Average Spend per Visit

\$1,680

Average Spend per Visit of Popular Treatments

1

Double Eyelid Surgery

\$1,040

2

Liposuction & Body Contouring

\$1,920

3

Thread Lift

\$870

4

Eye Bag & Sagging Removal

\$1,300

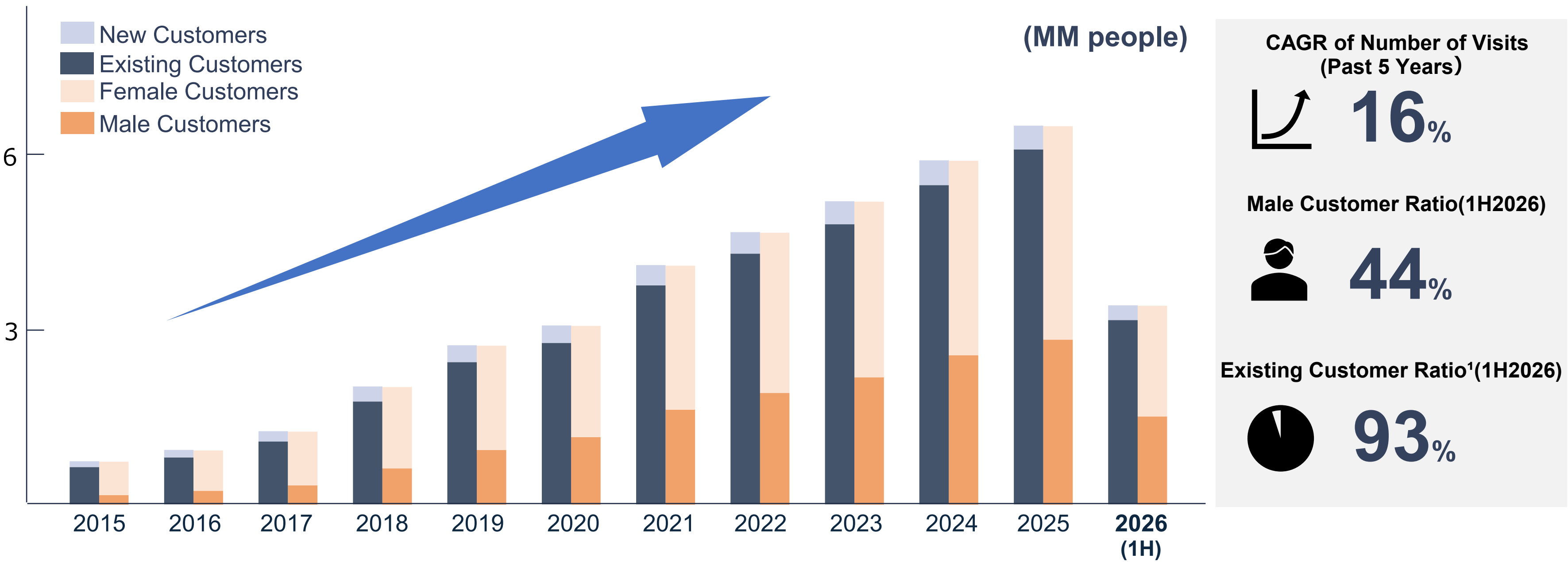
1 Includes franchised SBC brand clinics
2 Converted at JPY 158.1 / USD
3 After point/ticket discounts

4 Total transaction value: Aggregate amount paid by customers
5 Excludes course-package effects
6 Excluding free counseling

Customer Trend

- Number of visits is steadily increasing, in addition to high retention of existing customers¹
- Male customer ratio is increasing due to growing popularity of men's hair removal

Number of Visits Trends (Gender Ratio and New/Existing Customer Ratio)^{2 3}



1 Customers with 2 or more visits
2 Figures for SBC brand, Rize Clinic, and Gorilla Clinic
3 Excluding free consultations

Appendix.

Non-GAAP Financial Measure

This presentation references 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\$)		2Q26	2Q25	1H26	1H25
(A)	Net income attributable to SBC Medical Group Holdings Incorporated	11	2	22	24
	<i>Adjusted to exclude the following:</i>				
(B)	Net income (loss) attributable to non-controlling interests	0	(0)	0	(0)
(C)	Equity in losses of equity method investees, net of tax	1	—	1	—
(D)	Income tax expense	8	11	15	21
(E)	Gain on redemption of life insurance policies	—	—	—	(9)
(F)	Other expenses	0	0	1	1

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Reconciliation Table on Non-GAAP Financials

(MM US\$)			2Q26	2Q25	1H26	1H25
(G)		Other income	(0)	(0)	(1)	(0)
(H)		Foreign currency exchange gain (loss), net	(1)	1	(2)	2
(I)		Interest expense	0	0	0	0
(J)		Interest income	(0)	(0)	(0)	(0)
(K)		Depreciation and amortization expense	1	1	2	1
(L)	=(A)+(B)+(C)+(D) +(E)+(F)+(G)+(H) +(I)+(J)+(K)	Adjusted EBITDA	20	15	38	40

SBC Medical Group Holdings Incorporated

Thank you

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IR Site



LinkedIn

