

## HOGY Vision – Our Vision in 2035

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### Society and Healthcare in 2035

As Japan enters a phase of rapid decline in its working-age population, significant changes are expected in the structure of regional healthcare. Leveraging technological advancement and problem-solving capabilities, we will support the future of hospitals and, beyond them, the patients they serve.

Japan's demographic landscape is at a critical turning point. While the population of older adults—particularly those in the late-stage elderly category—continues to grow and is expected to peak, the working-age population will begin to decline more sharply after 2025. This will intensify the pressures on the social environment surrounding regional healthcare systems. At the same time, medical technologies will continue to advance, and healthy life expectancy will likely increase. However, the environment supporting frontline healthcare will undergo even more rapid and complex transformation. At HOGY MEDICAL, we are committed to evolving by continuously embracing challenges, with the aim of supporting medical frontlines during this era of profound change.

#### Changes in disease patterns

- ◆ Increase in chronic diseases and dementia associated with aging
- ◆ Increase in cancer patients and diversification of treatment needs
- ◆ Promotion of regional healthcare collaboration

#### Advances in medical technology

- ◆ Expansion of robotic and remote surgery
- ◆ Progress in data utilization through the spread of electronic medical records and the My Number health insurance card
- ◆ Advancement of medical equipment and improvement of operability

#### Transformation of the working population

- ◆ Decline in the domestic labor force and shortage of healthcare professionals
- ◆ Increase in foreign workers and greater multinational diversity in the medical fields
- ◆ Diversification of work styles, such as shorter hours, flexible work schedules, and multiple jobs

#### Diversity and globalization

- ◆ Growth of the ASEAN market and increasing medical demand
- ◆ Expansion of environmentally friendly products and rising awareness of sustainability
- ◆ Growing need for multilingual support and cross-cultural understanding

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### Our Vision for 2035

**We remain committed to supporting healthcare frontlines by improving both safety and operational efficiency.**

Placing strong emphasis on customer perspectives, we will continue to work closely with medical professionals to address essential challenges. By integrating “products and services,” “people,” and “information” into our unique solutions, we will enhance our ability to deliver results and support healthcare institutions both in Japan and overseas.

**A company like none other, playing a part  
in the advancement of medical care  
in Japan and the ASEAN region**



### A Solution Provider, Focusing on Customers' Perspectives and Creating New Value

We have long maintained a practice of having our employees visit healthcare facilities, observe conditions firsthand, and engage in direct dialogue with customers—uncovering their needs and delivering tailored products and services.

Looking ahead, we aim to go beyond offering only our own products and services. As a solution provider, we will collaborate with a wide range of partner companies to address an even broader spectrum of challenges and create greater value for the medical field.

### Operating Room DX Solution Concept

