Financial Results for the 3rd Quarter of Fiscal Year Ending July 31, 2020

RAKSUL INC.

(TSE First Section：4384)

June 11, 2020

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Introduction: Our Contribution to Society in the face of COVID-19

To help society move forward, we have been providing printing and paper-based advertising services to support business owners and individuals, as well as providing logistics support to medical professionals

No charge for service cancellations due to cancelled events



As many companies and organizations have had to cancel or postpone their events, we offered free cancellation for printing and advertising products that have been cancelled due to COVID-19

Free design templates to support sales activities



In order to help businesses attract customers as quickly and easily as possible, we have offered templates that allow customers to create flyers and postings for delivery services, reopening, and social distancing etc. without any design knowledge or production software

Logistics support for medical sites



Image from Nikkei, June 6, 2020

We participated in the "Japan Heart Social Network" project, providing logistical support to medical professionals who are struggling on the front lines. We also increased compensation for Hacobell drivers who cooperate with this initiative

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Introduction: Internal and External Initiatives under COVID-19

Shift to structure that puts the health and safety of all employees first without significant disruption to operations

Shift to holding large group events such as press conferences online

	Feb.	Mar.	Apr.	May~
Internal	・Remote work recommended ・Providing network equipment to employees who need it ・Prohibition of movement between offices	・Shift to remote work in principle ・Online weekly general meeting	・Cost support for remote working equipment ・Provided constant support for the mental health of employees	・Decided to close the Gotanda office (given shift to new work style)
External	・Postponed or shifted online for large group events	・All external activities shifted online	・Held Novasell service release press conference online ・Launched a completely remote video ad production service	・Held financial results briefing online

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AGENDA

1. Company Overview & Management Focus
2. Financial Highlights
3. Revision of Full-Year Forecast /
   Financial Policy for the Next Fiscal Year
4. Q&A
5. Reference Materials

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1. Company Overview & Management Focus

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Our Vision and What We Do

Vision

Better Systems, Better World

We strongly believe in redesigning the structure and the value chain of conventional industries with the help of the Internet

Sharing Platform
Printing & Offline Advertising

Raksul
Launched in March 2013

Novasell
Launched in April 2020



Sharing Platform
Logistics

Hacobell
Launched in December 2015



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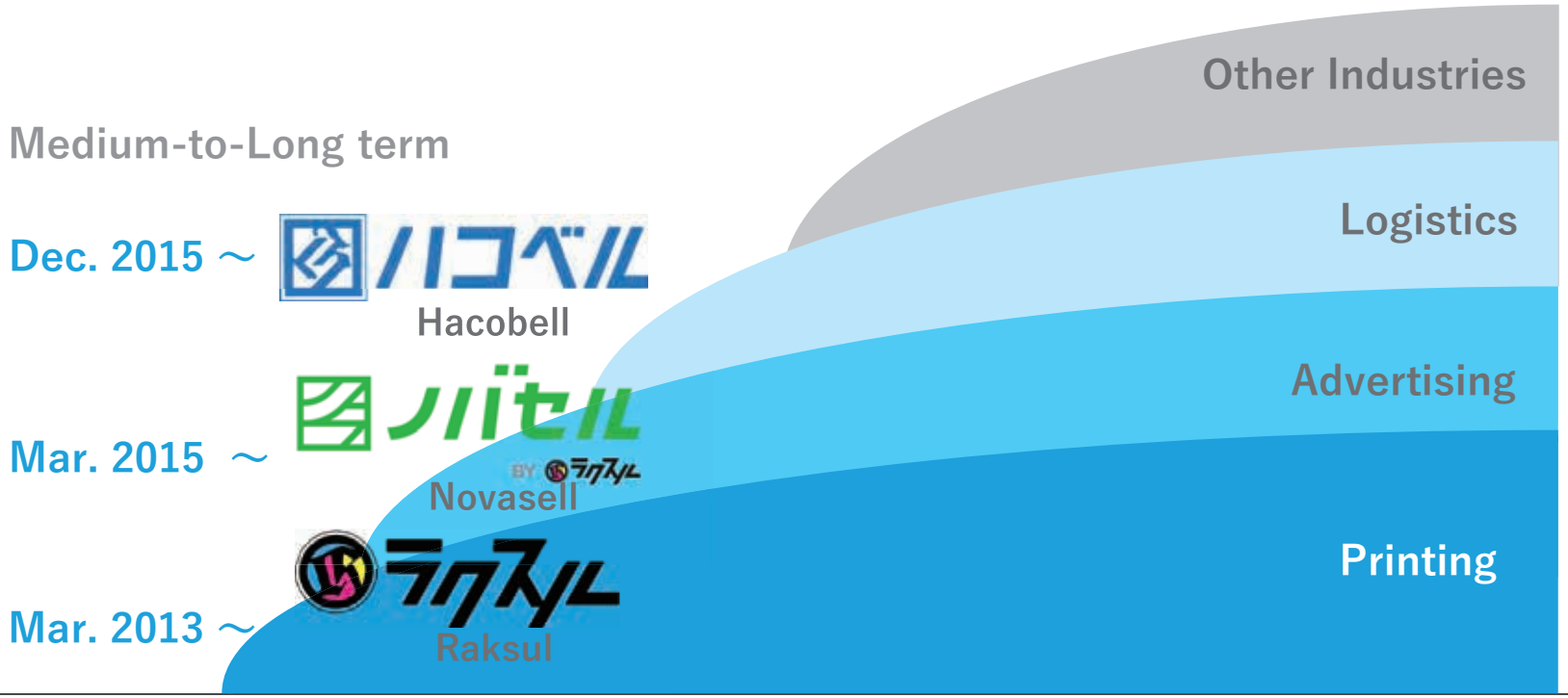
Sustainable Growth Through BtoB Platforms That Disrupt Multiple Industries

In the medium-to-long term, we aim to expand our platforms into other industries



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Our Thoughts on the Business Mix

To realize our vision of “Better Systems, Better World”, we want to create digital platforms in conventional industries with large TAM (total addressable market)

Reasons for building a business portfolio



Duplicable business model	Allowance for time to grow	Synergy	Strong hiring and financing power
Utilize know-how gained from building printing EC service	Absorb time needed for each business to penetrate its market	Share customer base and teams (technology and corporate teams)	Increase competitiveness as a portfolio company

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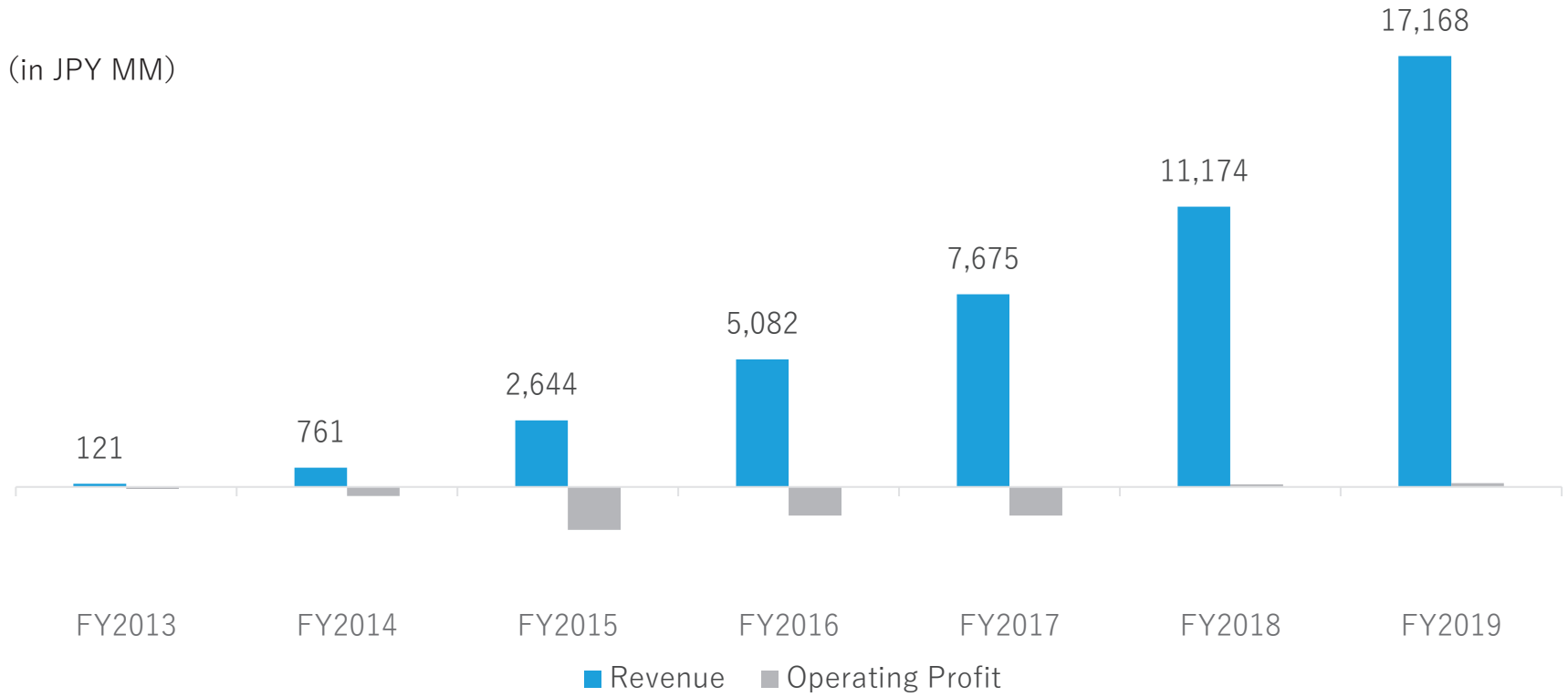
Growth Through Reinvestment

Our revenue has grown significantly YoY

In FY2019, revenue growth of the printing EC service accelerated due to an increase in customer acquisition efficiency and a higher repeat purchase rate driven by an expanded product line and continuous improvement in service quality

Additionally, revenue growth of the offline advertising service and the logistics service accelerated due to an increase in growth investment



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FY2020 Management Policies for Each Segment

While continuing to focus on medium-to-long term sustainable growth, considering the current external environment, we will shift to improving the profitability of all businesses as the highest priority

Services	Management Policies
Printing EC and Offline Advertising（Raksul）	In the second half of the fiscal year, temporarily reduce ad spend and focus on segment profit
TVCM Service（Raksul）	Focus on revenue and gross profit growth, while maintaining a limited loss
Logistics（Hacobell）	Prioritize improving profitability and strengthen the business model

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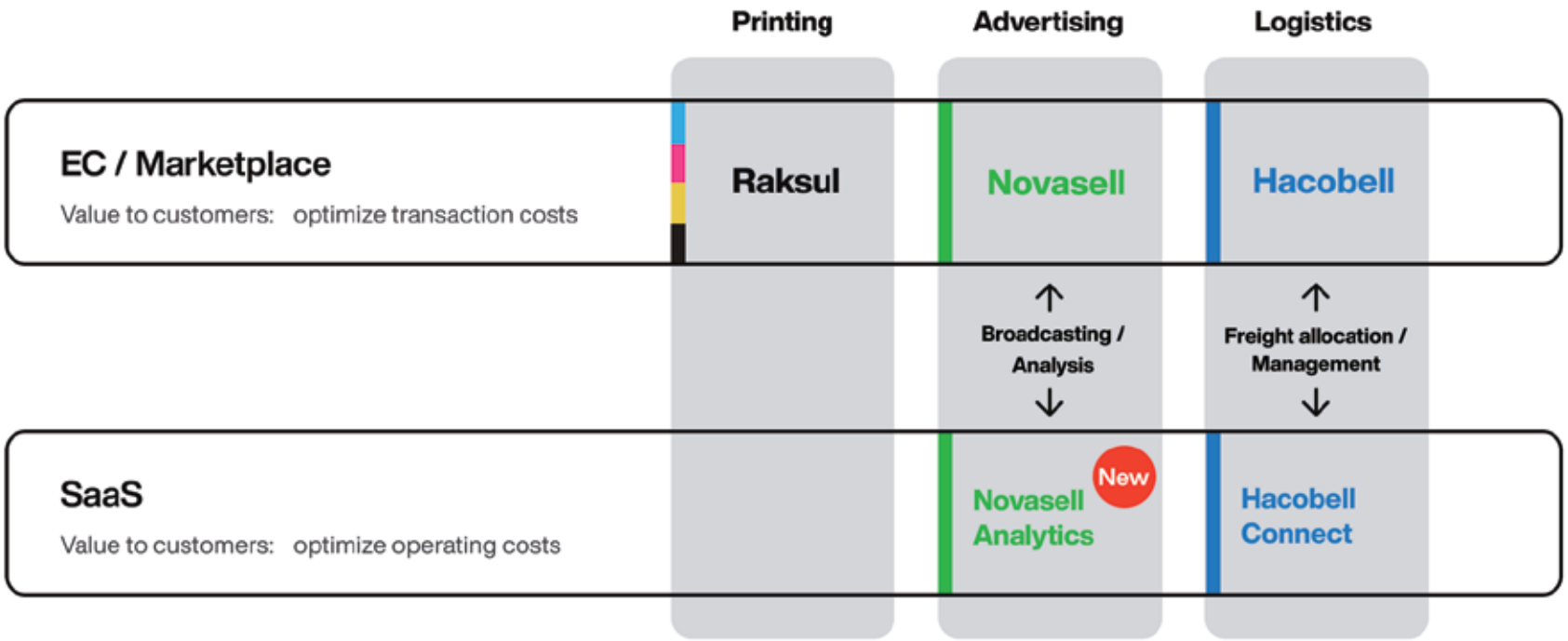
Future Focus of our Business Model

We will endeavor to transform legacy industries via a combination of EC/Marketplace and SaaS, which enables our customers to optimize both transaction costs and operating costs at the same time



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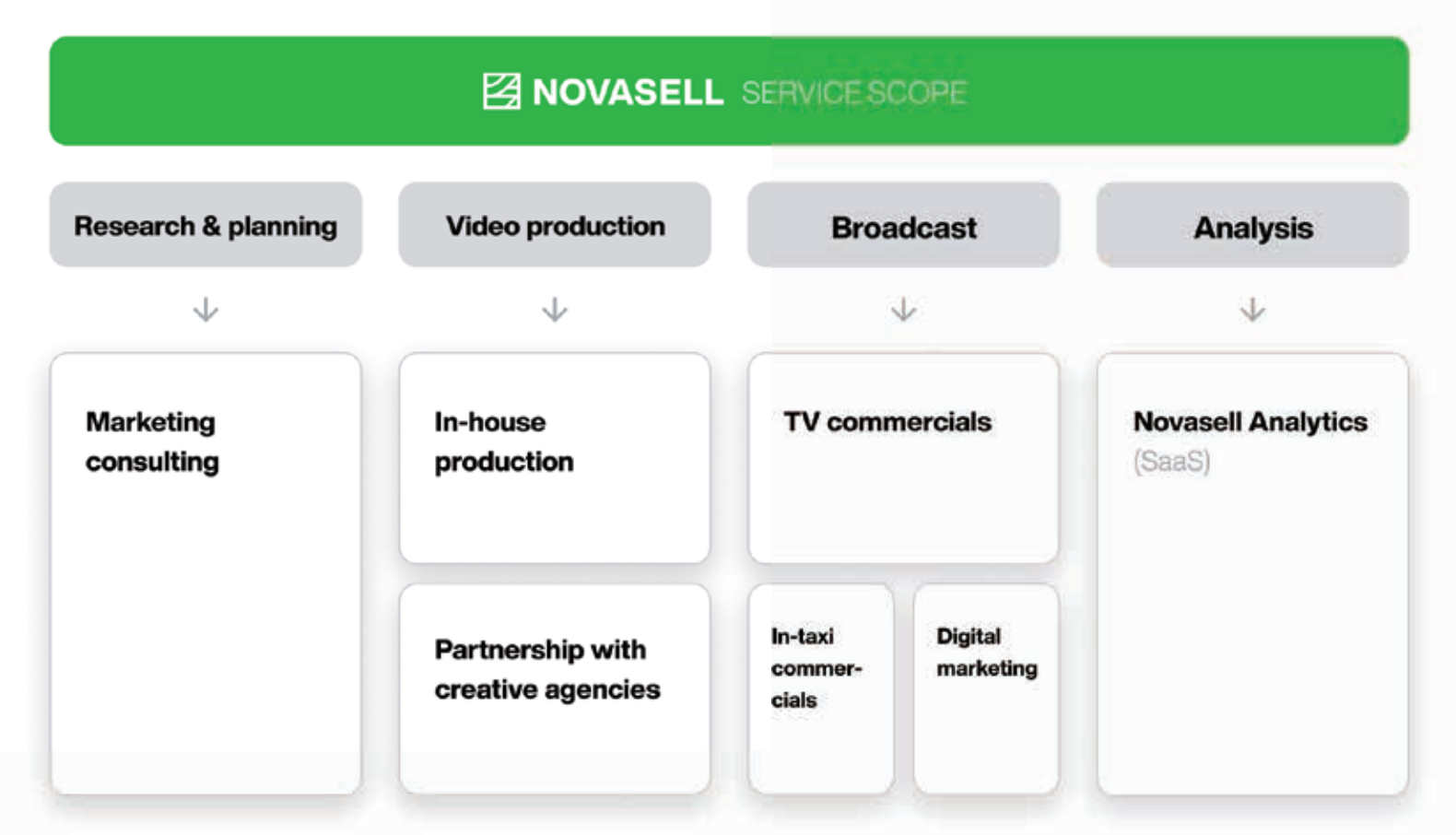
Overview of Novasell - our new offline advertising service

Novasell is a one-stop service for researching, planning, video production, broadcasting, and analysis in the offline advertising market (TV commercials and in-taxi commercials, etc.)



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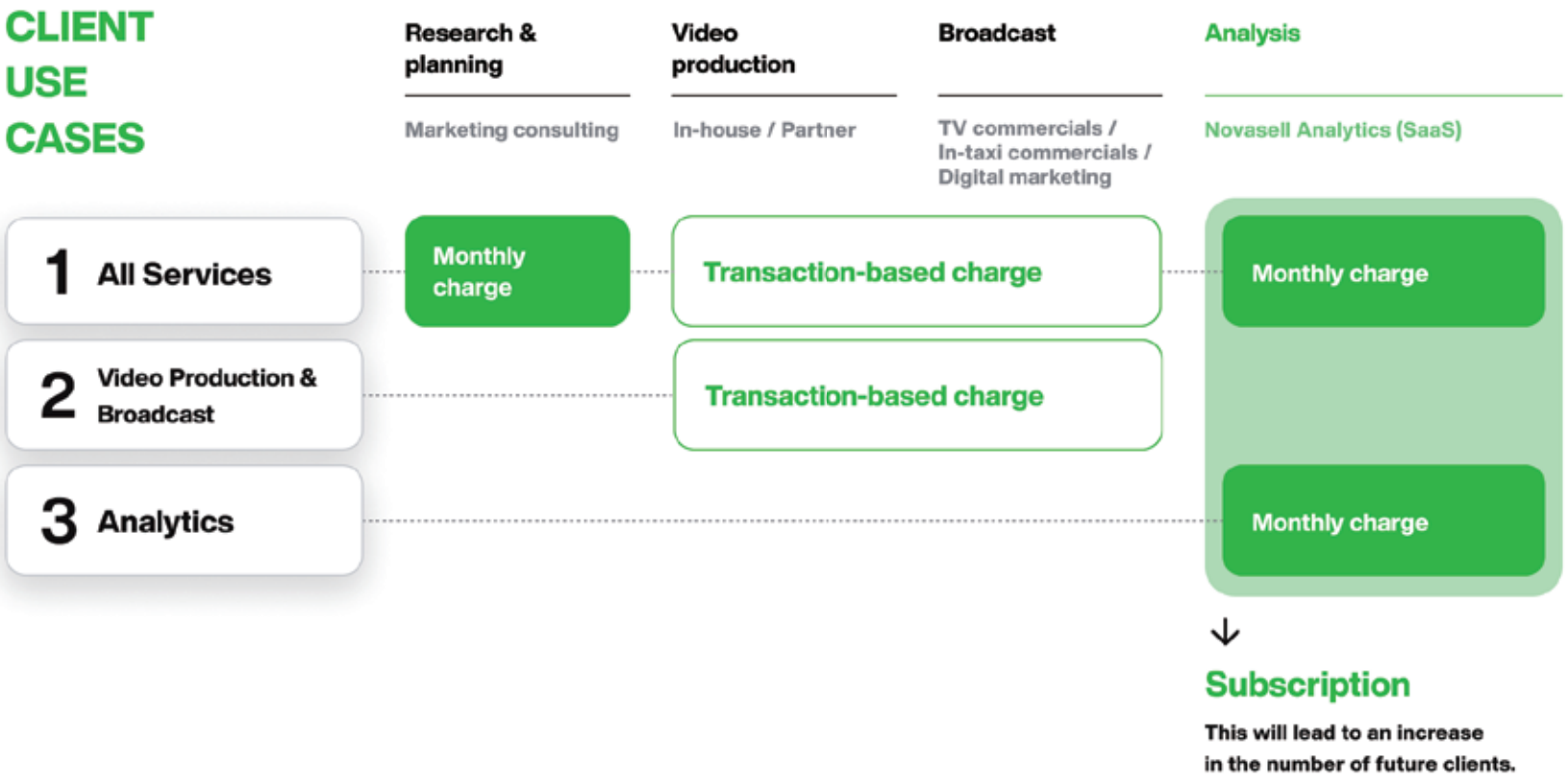
Overview of Novasell - our new offline advertising service

Novasell Analytics (SaaS) enables clients to broadcast programmatic video ad



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2. Financial Highlights

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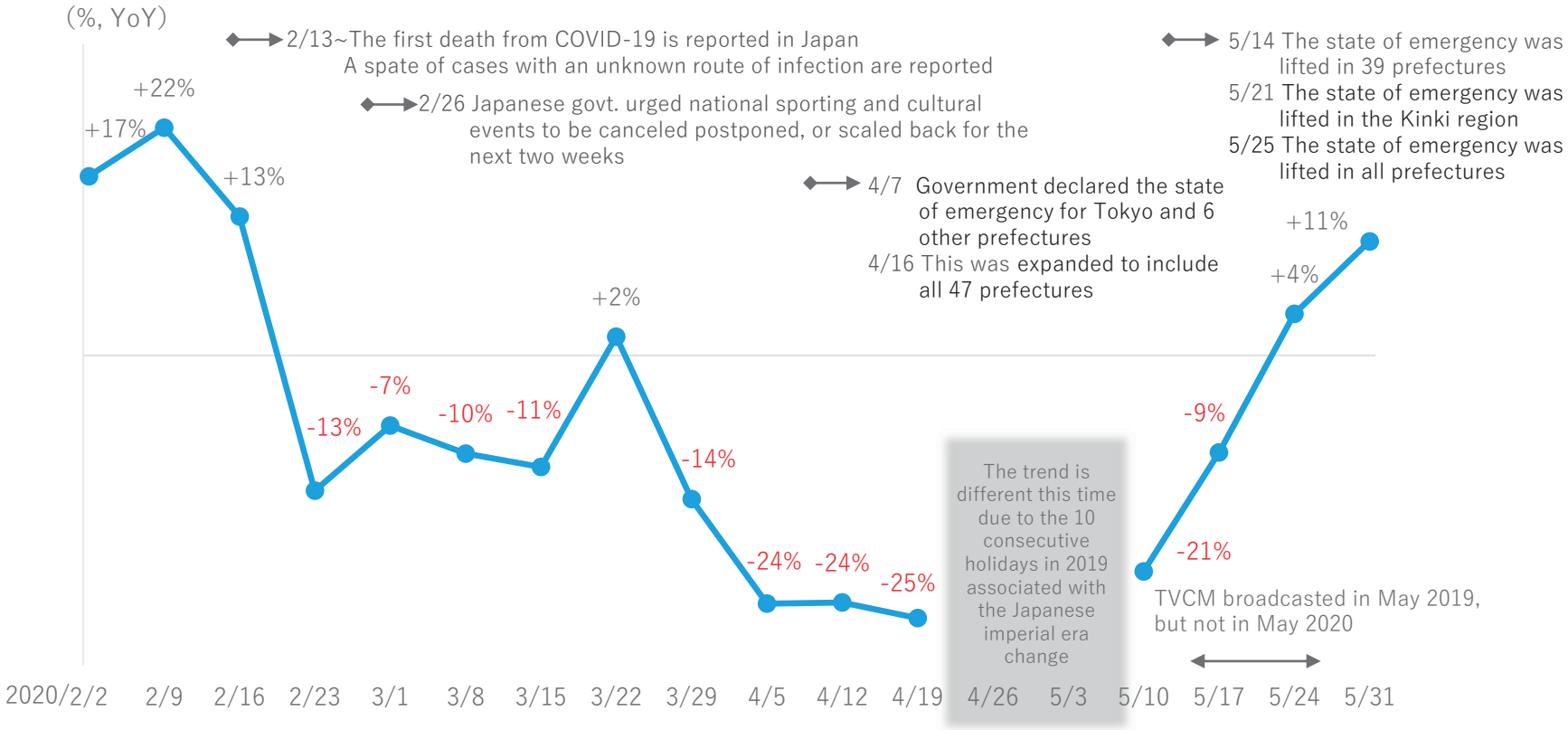
Weekly Printing Segment Revenue (1) during COVID-19 (excl. TVCM service)

Printing segment revenue (excl. TVCM service) began to decline due to the spread of COVID-19 in Japan

After the state of emergency was declared, revenue fell by 25% YoY, however, the company's brand recognition and the relatively high percentage of enterprise customers led to a rapid recovery after the state of emergency was lifted



Source NHK, Ministry of Health, Labor and Welfare, Yahoo

Note
(1) Calculated from a management accounting perspective

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Quarterly Financial Highlights : PL

Firmwide:

- **Sustained growth despite the impact of COVID-19 (revenue +12.3% YoY, gross profit +10.7% YoY)**
- **Improved our profitability quickly by focusing on increasing the gross margin and controlling the investment pace**
  As a result, the entire company recovered to a single-month operating profit in April

Each Business:

- **Printing EC and Offline Ad (Raksul):**
  Impact of COVID-19 became more negative
  Although revenue declined QoQ, gross margin improved to the 25% level and segment profit increased as SG&A expenses were optimized
- **TVCM service (Raksul):**
  Continuously expanding and released as a new service “Novasell”
- **Logistics (Hacobell):**
  Achieved significant improvement in gross margin based on the policy disclosed in 2Q
  Operating loss also narrowed as investment was controlled

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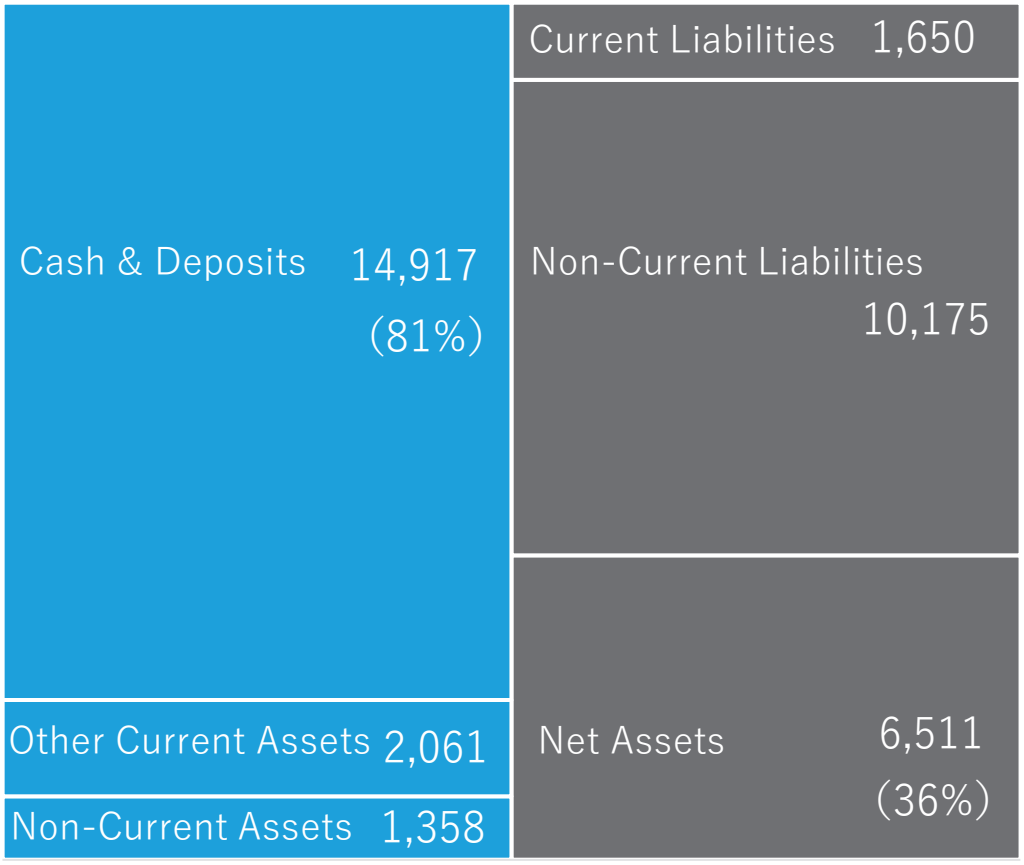
Quarterly Financial Highlights : BS

Our balance sheet is in the good shape; ①¥14.9Bn in cash and deposits, ②no goodwill, and ③high level of net assets

(in JPY MM)



Bank Loan 5,000
(Due in 2024~2026)
CB 5,045
(Due on Nov 2024)

Capital Stock 2,129
Capital Surplus 4,937
Earned Surplus -547

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RakSul Quarterly Financial Highlights

Revenue: +12.3% YoY; gross profit: +10.7%
We maintained growth and operating loss narrowed QoQ despite the impact of COVID-19

(in JPY MM)	FY2020 3Q (2020/2-2020/4) Actual	FY2019 3Q Actual	FY2019 3Q YoY	FY2020 2Q Actual	FY2020 2Q QoQ	Year-to-date (2019/8-2020/4) Actual	Same period last year(2018/8-2019/4) Actual	Same period last year(2018/8-2019/4) YoY
Revenue	**5,451**	4,852	+12.3%	5,792	-5.9%	**16,598**	12,348	+34.4%
Gross Profit	**1,216**	1,098	+10.7%	1,245	-2.3%	**3,631**	2,901	+25.1%
Gross Margin	**22.3%**	22.6%	-0.3pt	21.5%	+0.8pt	**21.9%**	23.5%	-1.6pt
Operating Profit (non-GAAP)(1)	**-152**	77	-	-200	-	**-396**	149	-
Incl.: Ad spend	**489**	367	+33.3%	554	-11.7%	**1,436**	963	+49.1%
Incl.: Logistics segment profit	**-83**	-40	-	-129	-	**-315**	-87	-
Incl.: Stock-based compensation expense	**22**	0	-	15	-	**37**	0	-
Ordinary Profit (non-GAAP)(1)	**-157**	72	-	-270	-	**-485**	138	-
Net Profit (non-GAAP)(1)	**-158**	54	-	-375	-	**-591**	75	-

Note
(1) From this fiscal year, we will disclose non-GAAP profits after adding back stock-based compensation expense (the same applies hereinafter). Please see slides in appendix for more details

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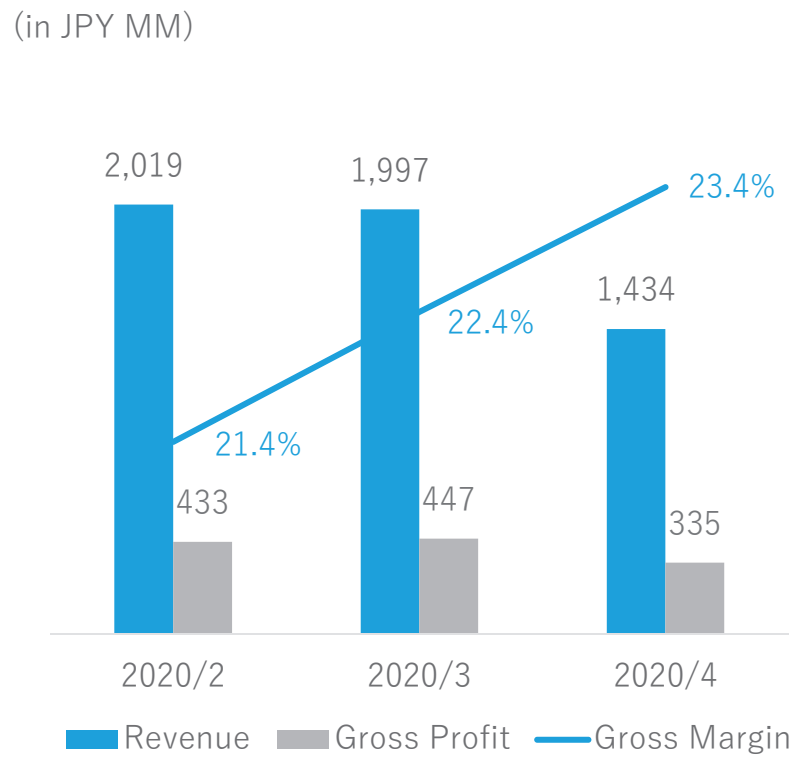
RakSul Monthly Financials in 3Q

The impact of the loss of demand has worsened since the declaration of the state of emergency in April

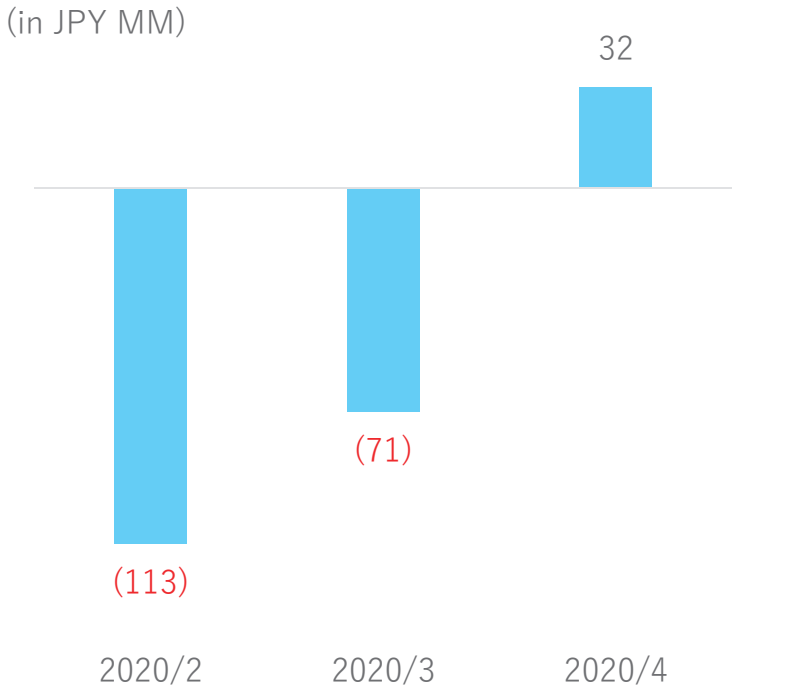
Gross margins improved in both printing and logistics

Based on the policy disclosed in 2Q, we controlled the investment in the logistics segment and optimized SG&A expenses. As a result, we were able to re-generate operating profit in April

Revenue/ Gross Profit/ Gross Margin



Operating Profit（non-GAAP）



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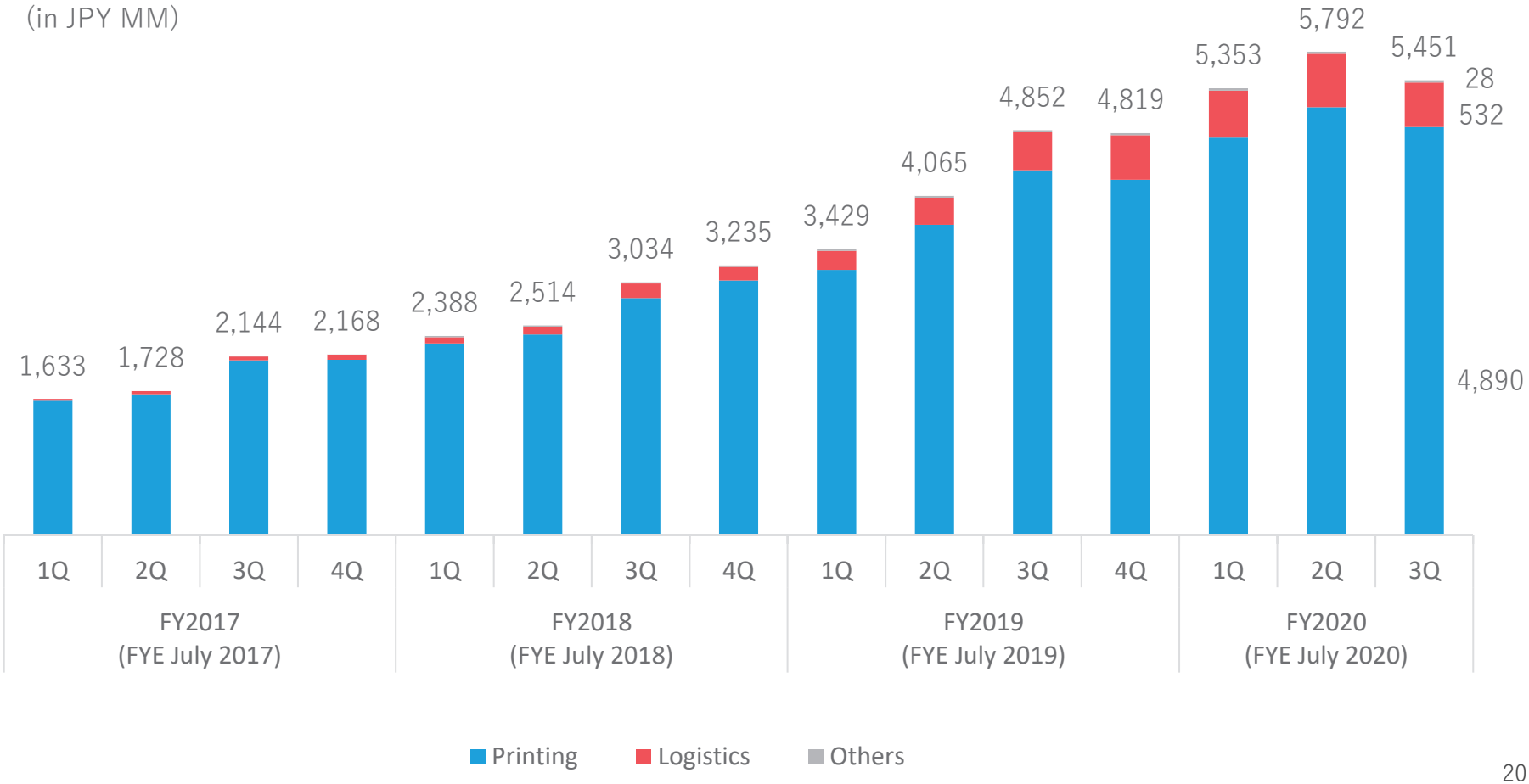
Revenue by Business Segment

Although the impact of COVID-19 offset the peak season hike, YoY growth was maintained

Under normal circumstances, the peak season for the printing segment is 3Q and for the logistics it is 2Q and 3Q



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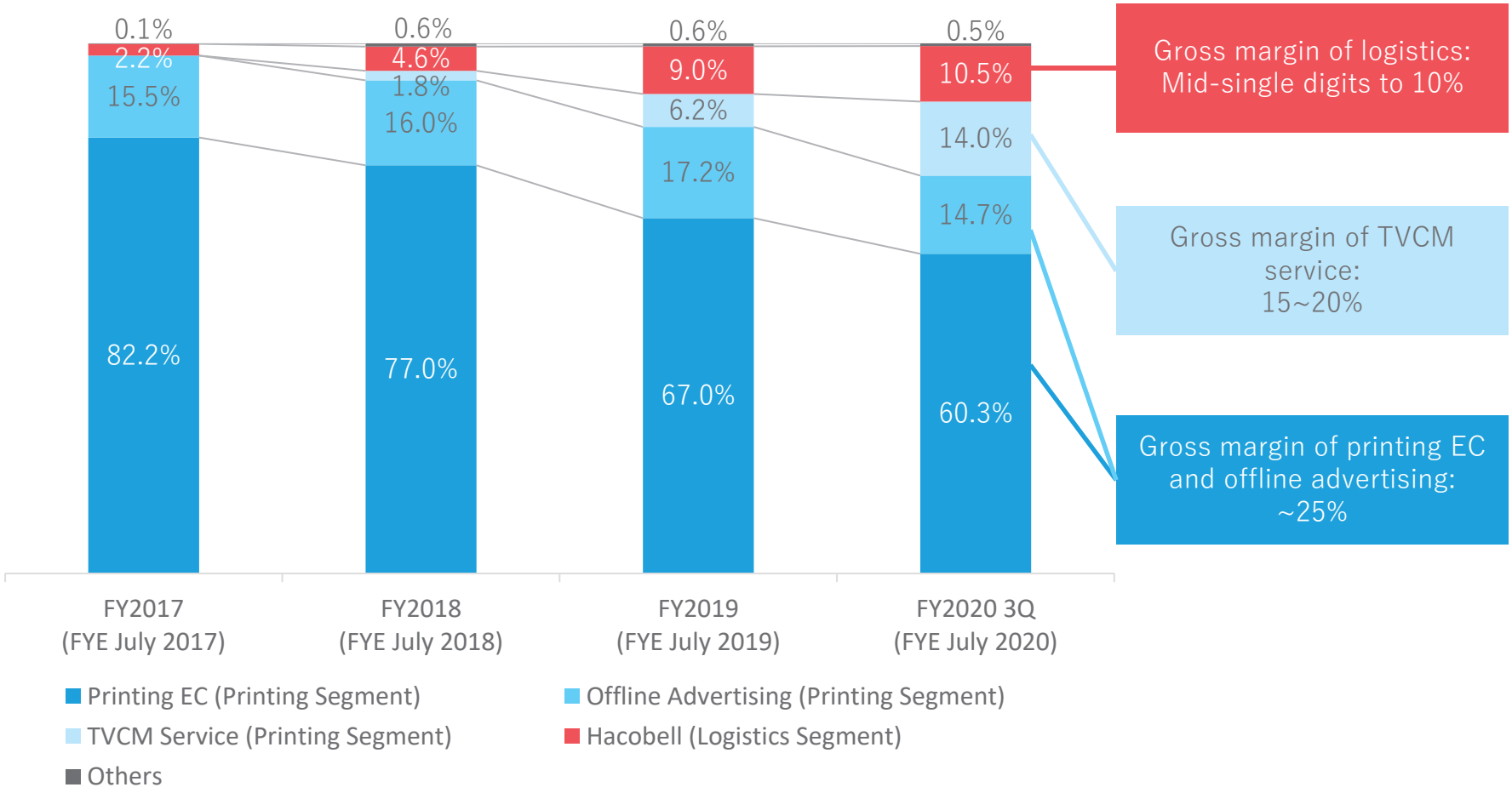
Revenue Composition by Business Segment

Our newer platforms will rapidly expand while the printing EC service continues its growth, creating multiple, strong revenue streams

The total revenue contribution from non-printing services is close to 40%



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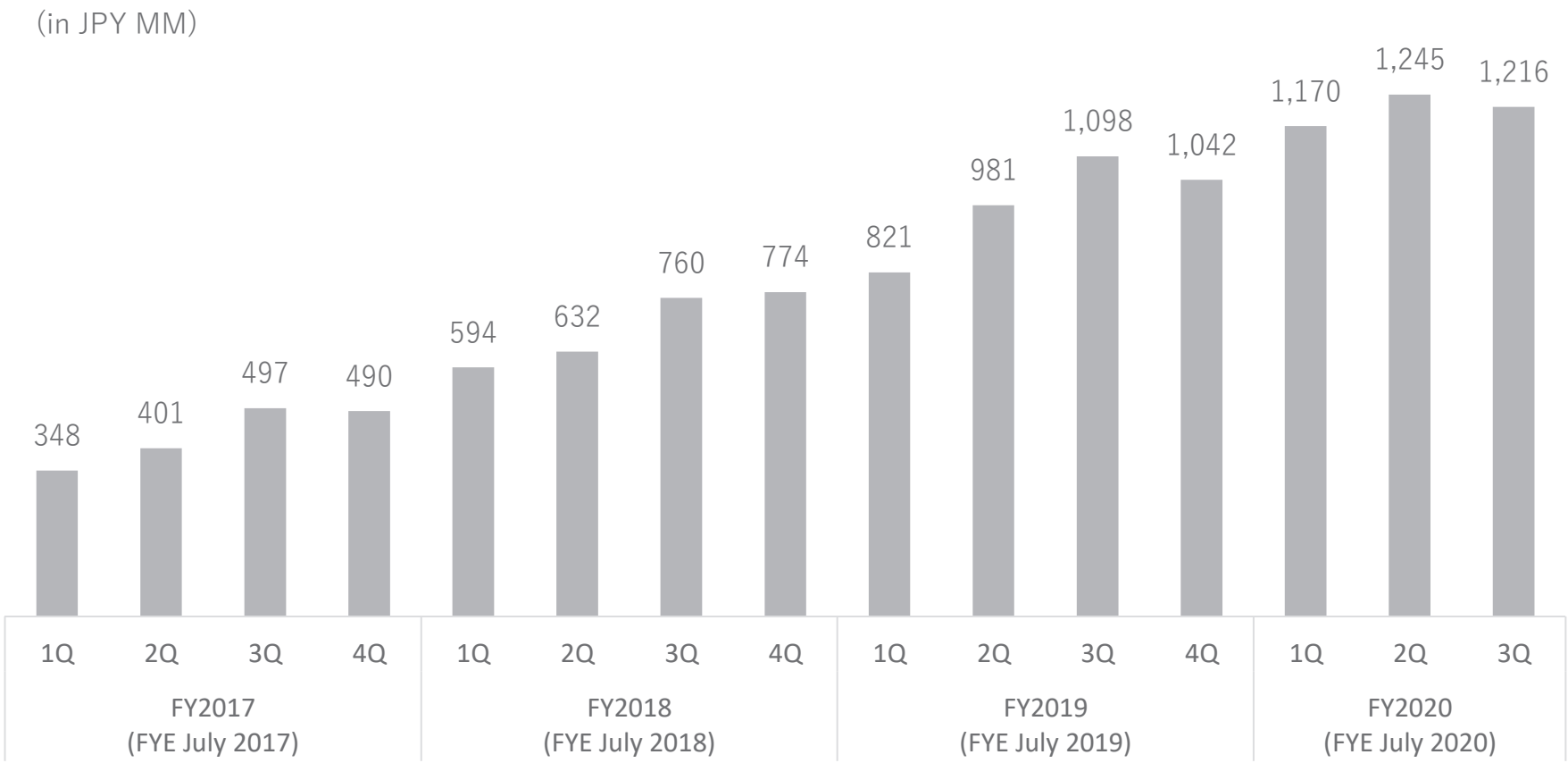
Gross Profit

Gross profit decreased QoQ as revenue declined; YoY growth was maintained



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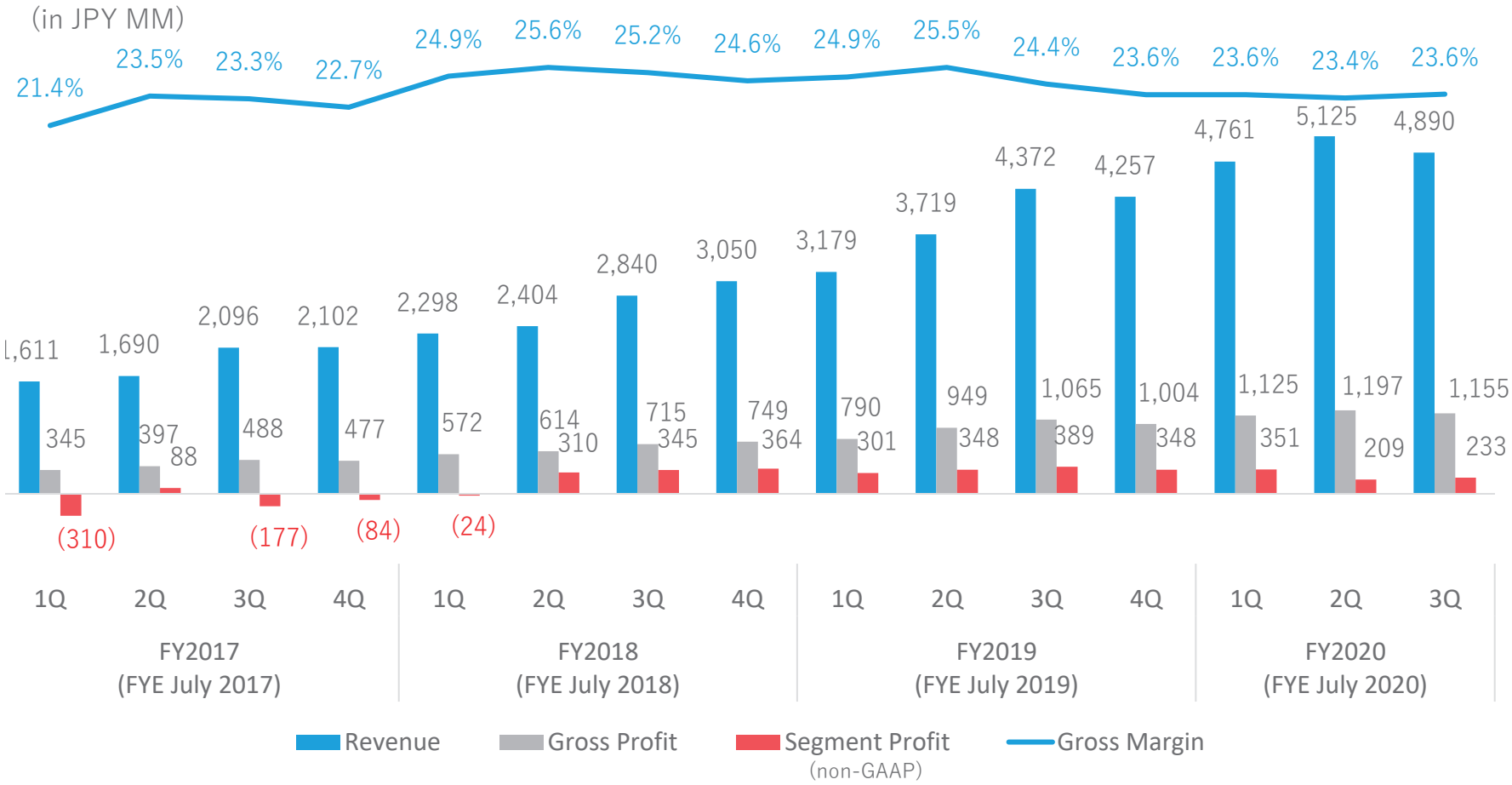
Printing Segment Business Performance

Printing & Ad

Although revenue and gross profit declined QoQ, segment profit improved

Gross margins (excl. TVCM service) improved to 25.1% in 3Q as a result of pricing optimization



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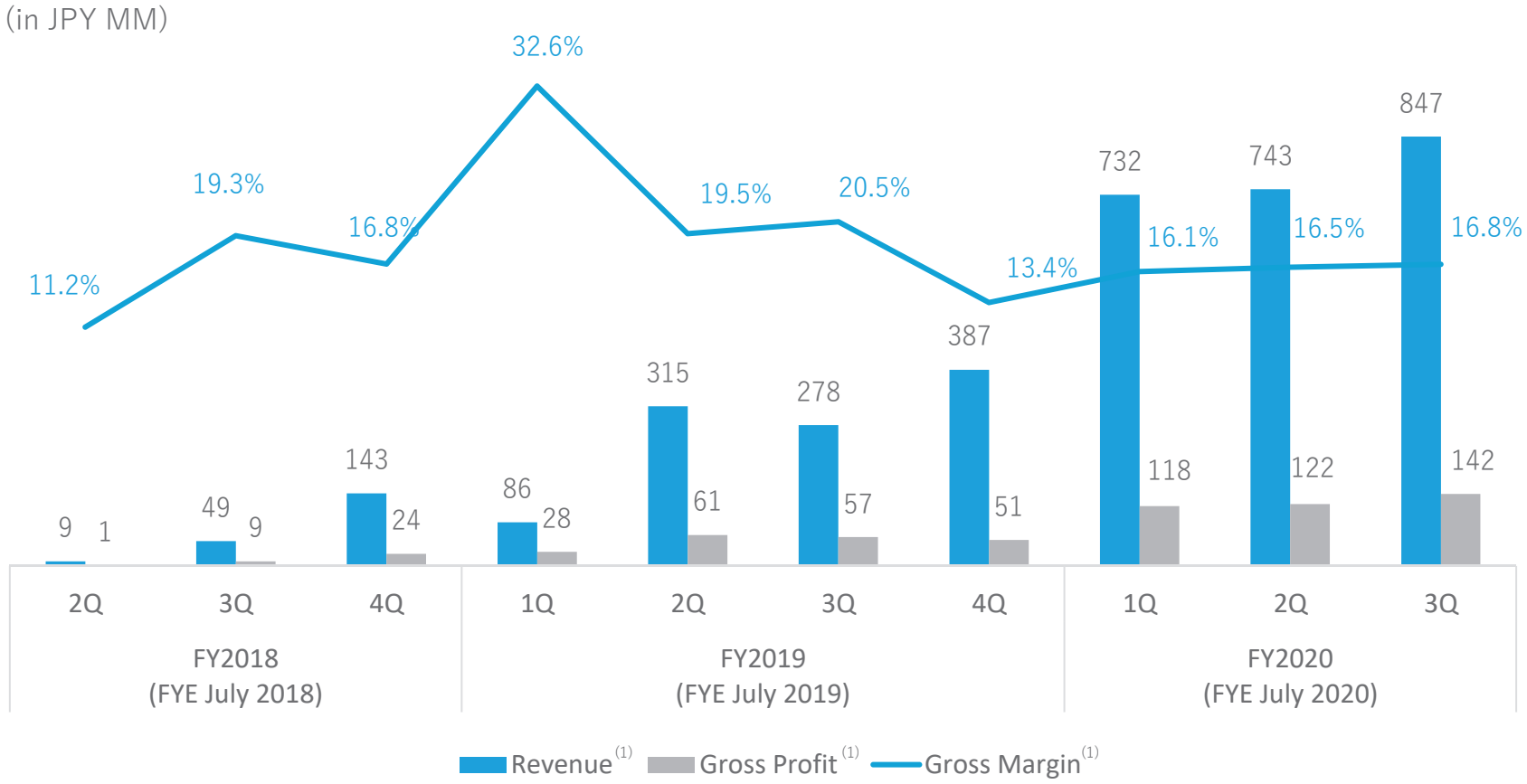
(For Reference) TVCM Service Business Performance

Revenue continues to grow. We released a new SaaS service “Novasell Analytics”

We expect that there will be postponements in regards to face-to-face video creation as well as a decrease in advertising investment from the customer side



Note
(1) Calculated from a management accounting perspective

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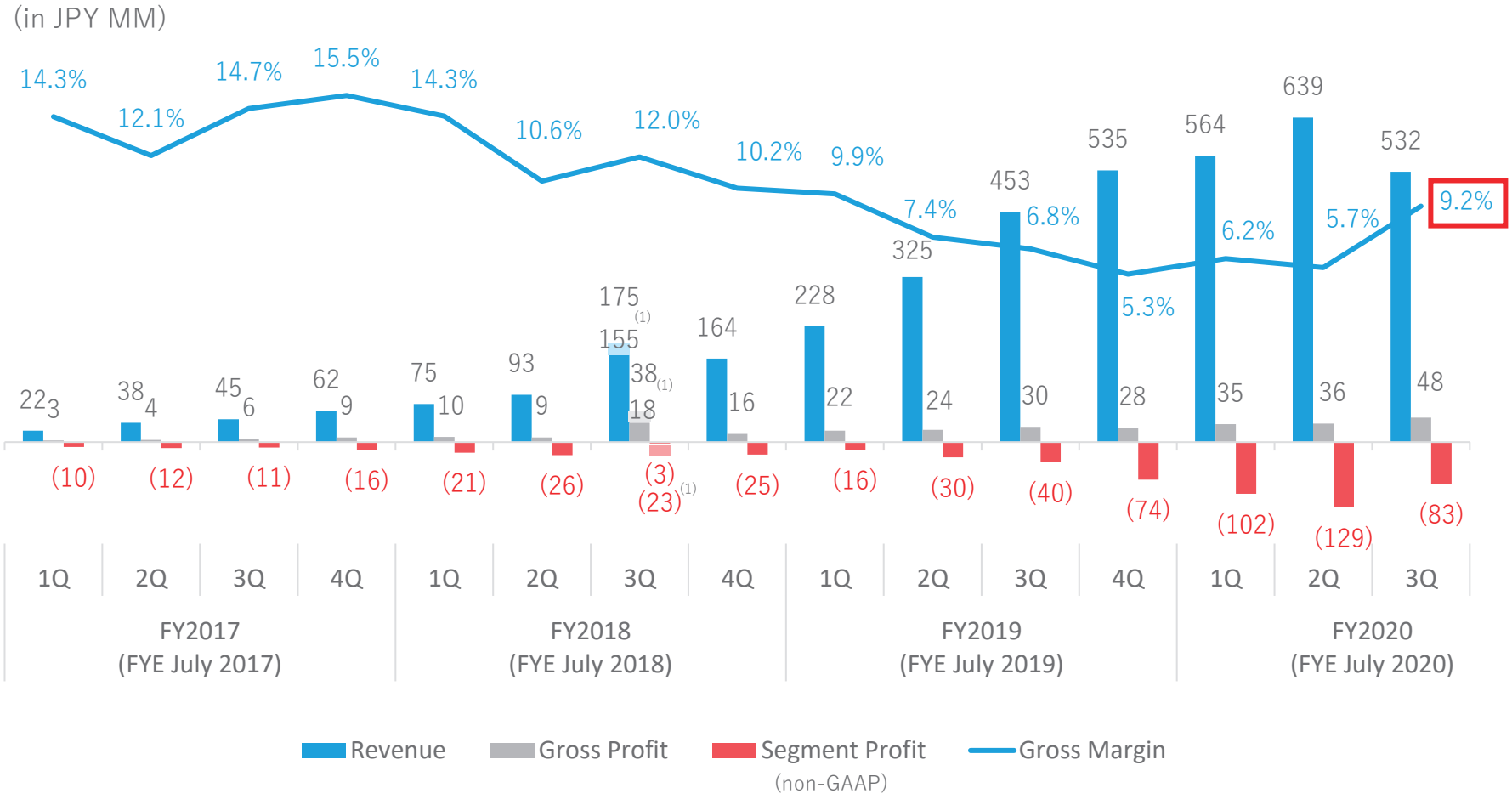
Logistics Segment Business Performance

Logistics

As we prioritize profitability and reduce topline in the short term based on the policy disclosed in 2Q, significant improvement in gross margin has been realized

Segment loss narrowed as investment pace was controlled



Note
(1) Including revenue from system development for Yamato HD in FY2018; this revenue is excluded from gross profit calculation

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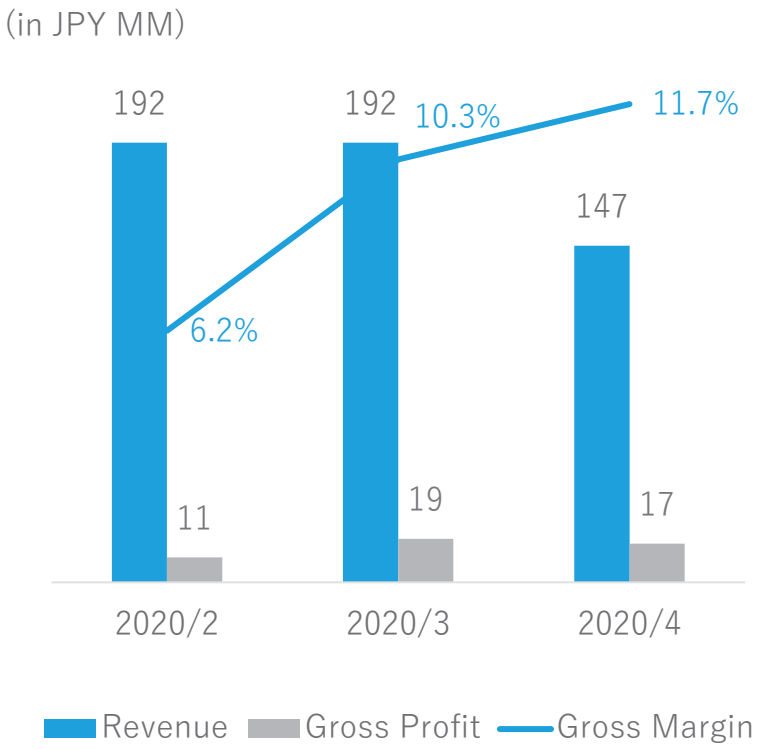
Logistics Segment Monthly Financials in 3Q

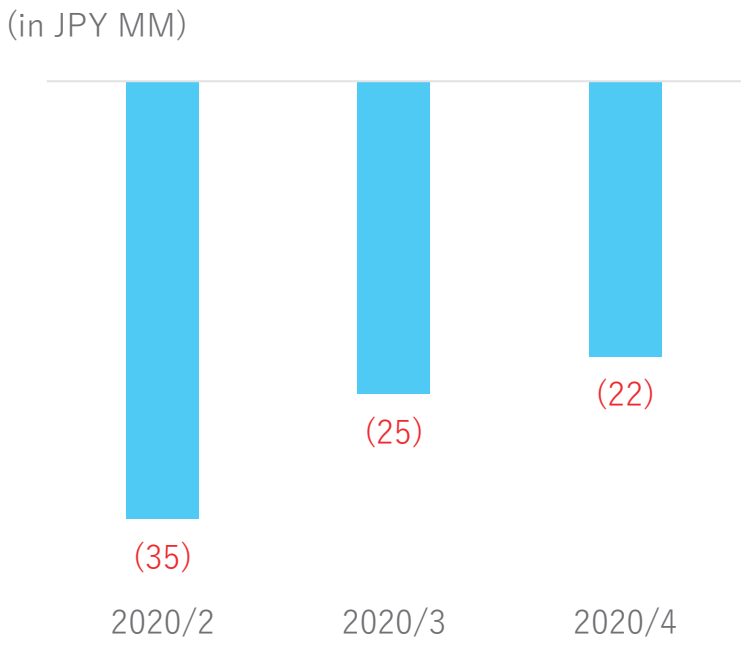
Improved gross margin and reduced segment loss as planned

While we are following the same policy, we will return to the topline growth phase from the next fiscal year

Revenue/ Gross Profit/ Gross Margin



Segment Profit （non-GAAP）



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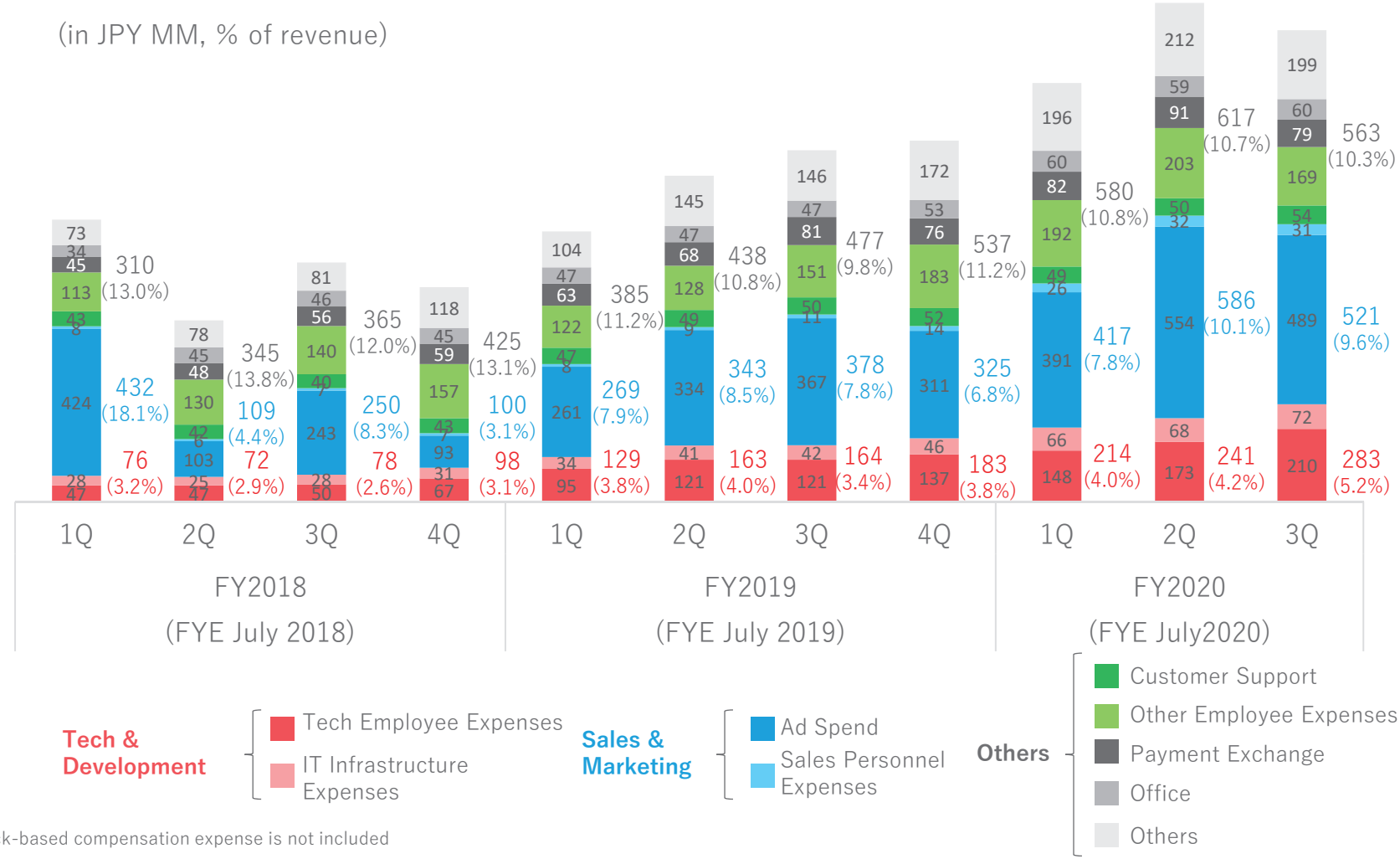
SG&A Spend

We are controlling ad spend and outsourcing costs as part of employee expenses in order to optimize the total SG&A level



Note
(1) Stock-based compensation expense is not included

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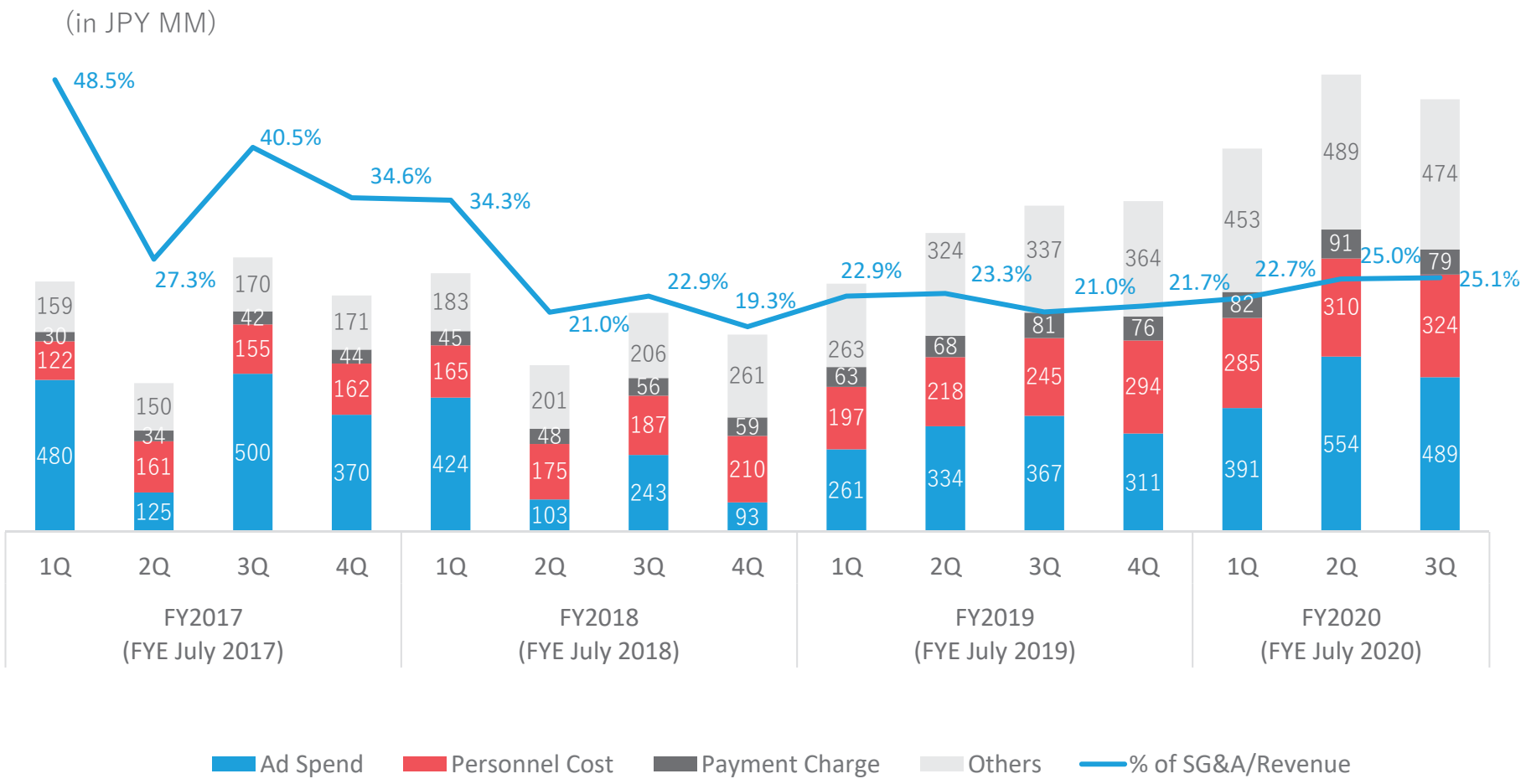
(For Reference) SG&A Spend

For reference, please find below the existing format of SG&A spend (1)



Note
(1) Stock-based compensation expense is not included

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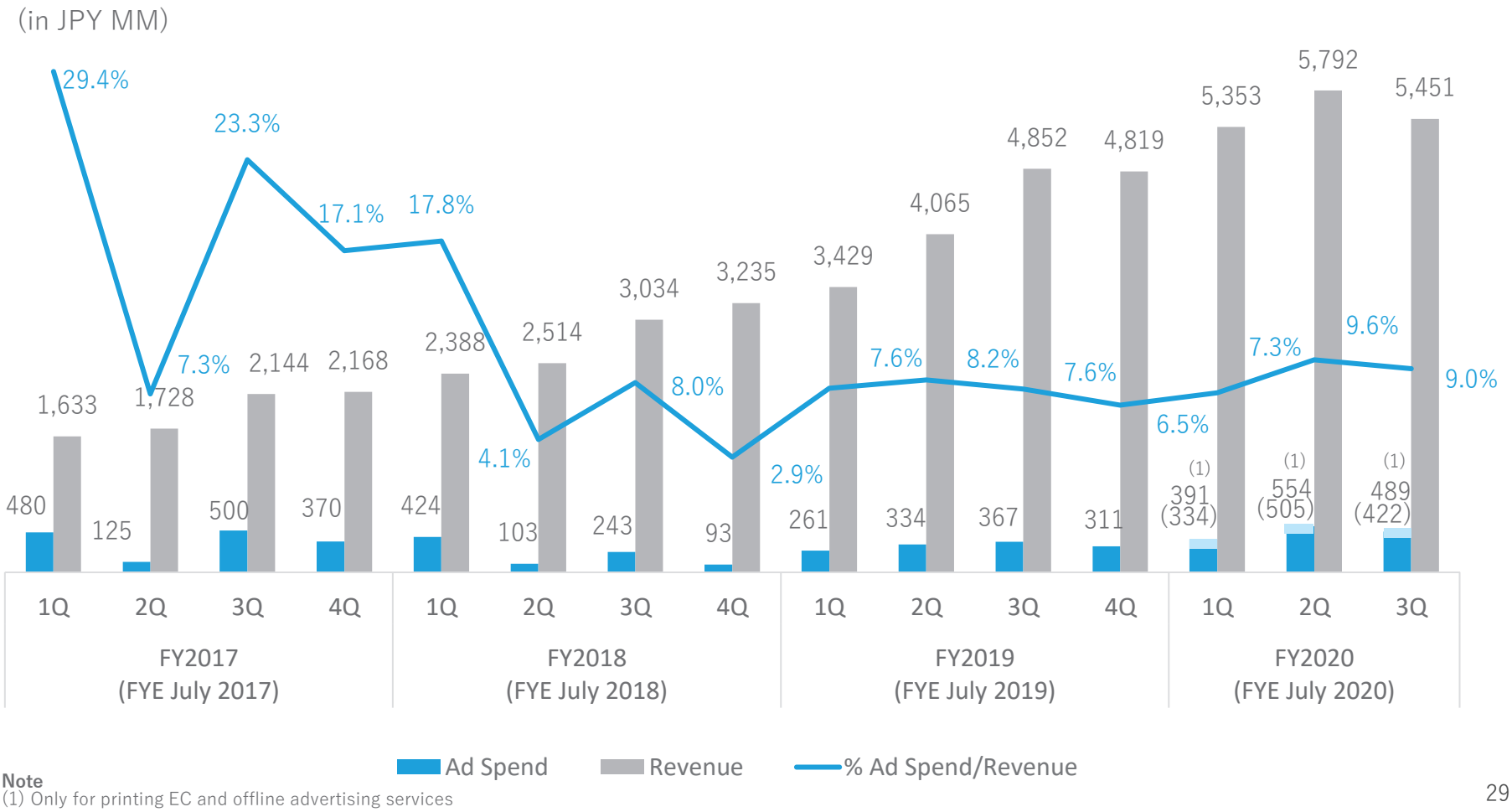
Ad Spend and Percentage of Ad Spend per Revenue

Ad spend including TV commercial campaign continued until March; from April onwards, it will be controlled and reduced

Around 8% of revenue is expected to be spent on ad spend per year



Note
(1) Only for printing EC and offline advertising services

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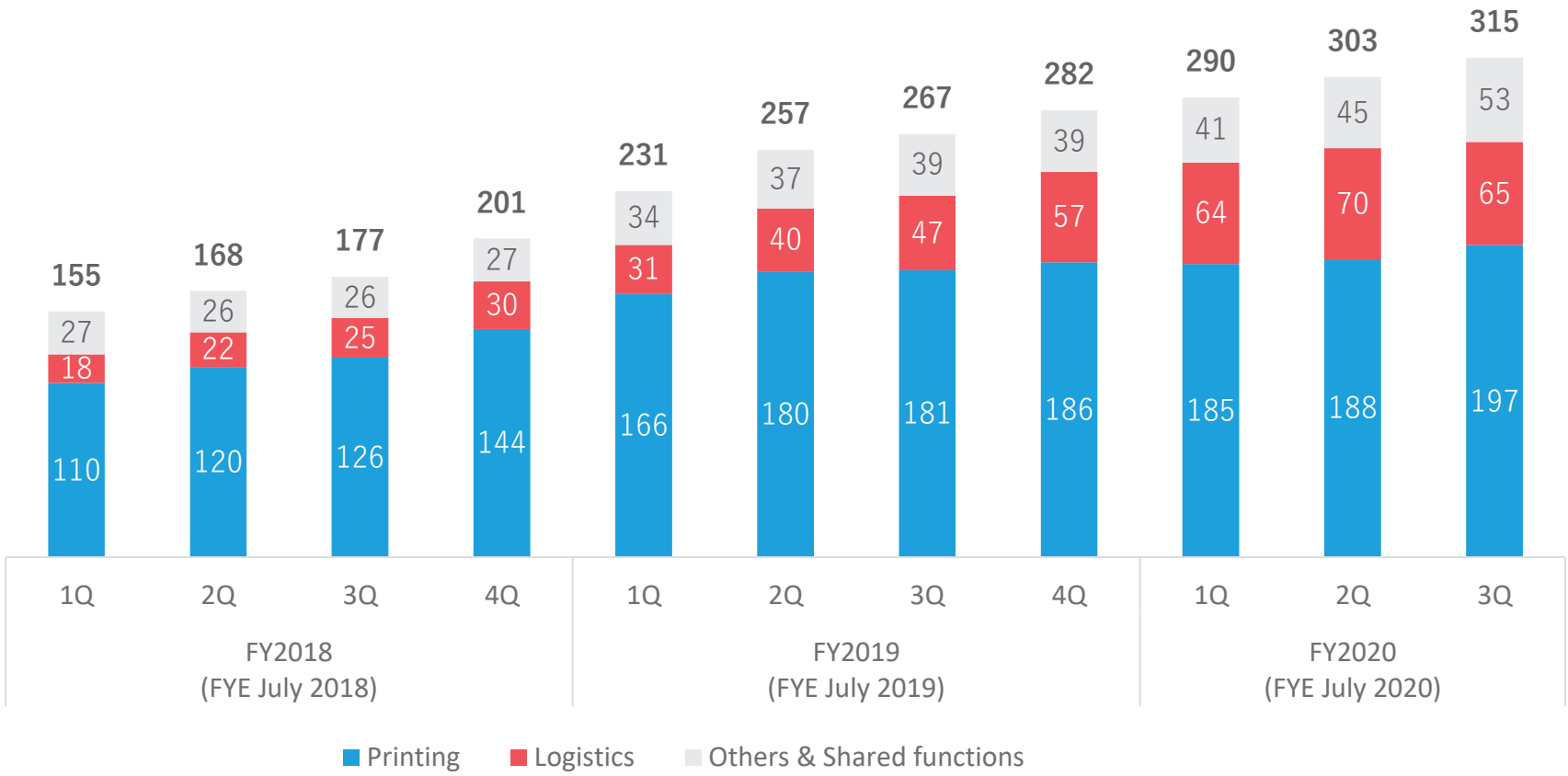
Number of Employees (1)

Continue to strengthen our organization by filling key positions selectively

Five new graduates joined in April

(number of people)



Note
(1) There might be a discrepancy with the headcount numbers disclosed in Company Profile and other materials, which are calculated based on conversion of FTE (full-time equivalent) values

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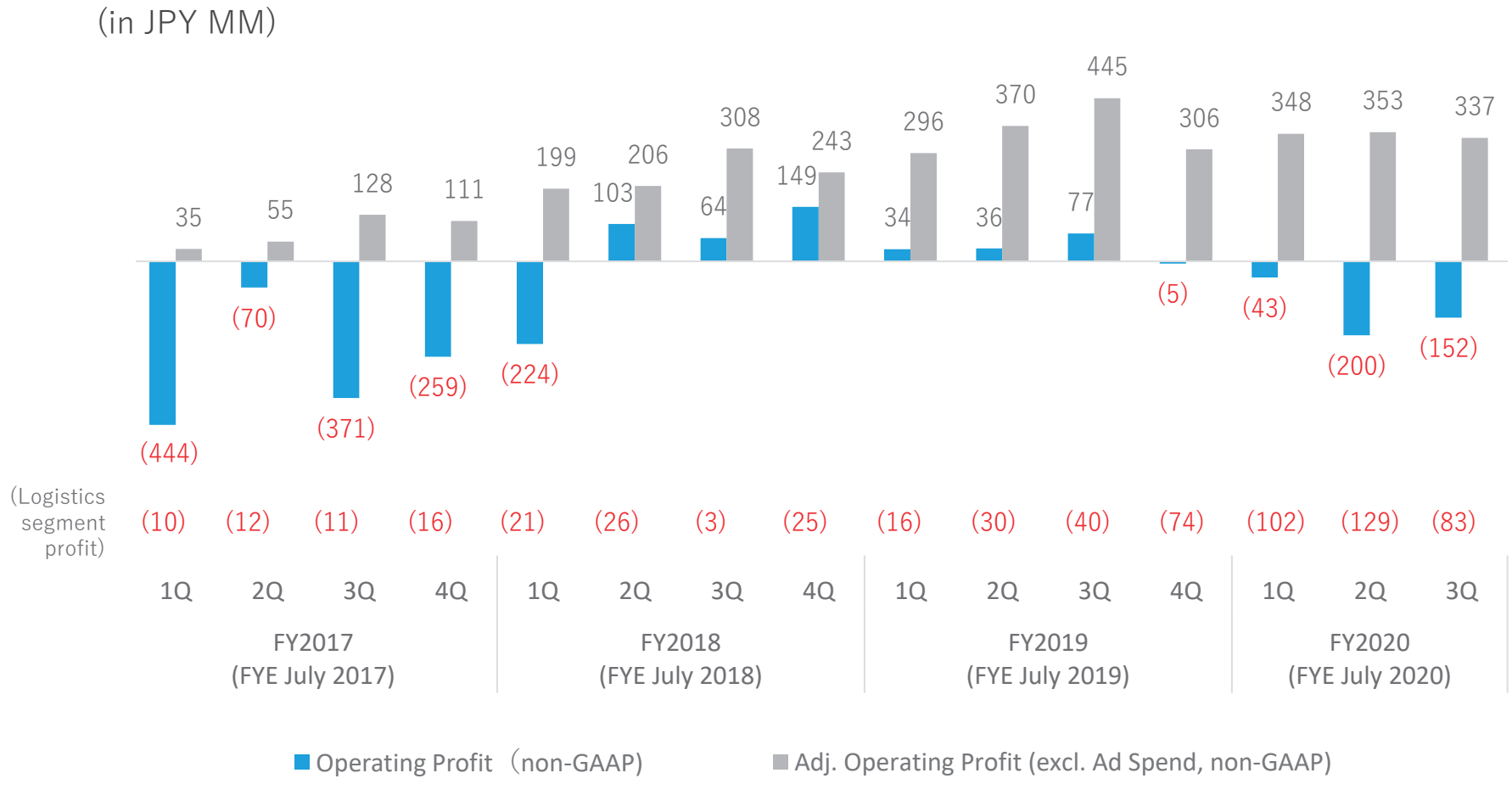
Operating Profit and Adjusted Operating Profit (excl. Ad Spend)

Operating loss narrowed as investment was controlled

Expect further improvement in profitability in 4Q onwards



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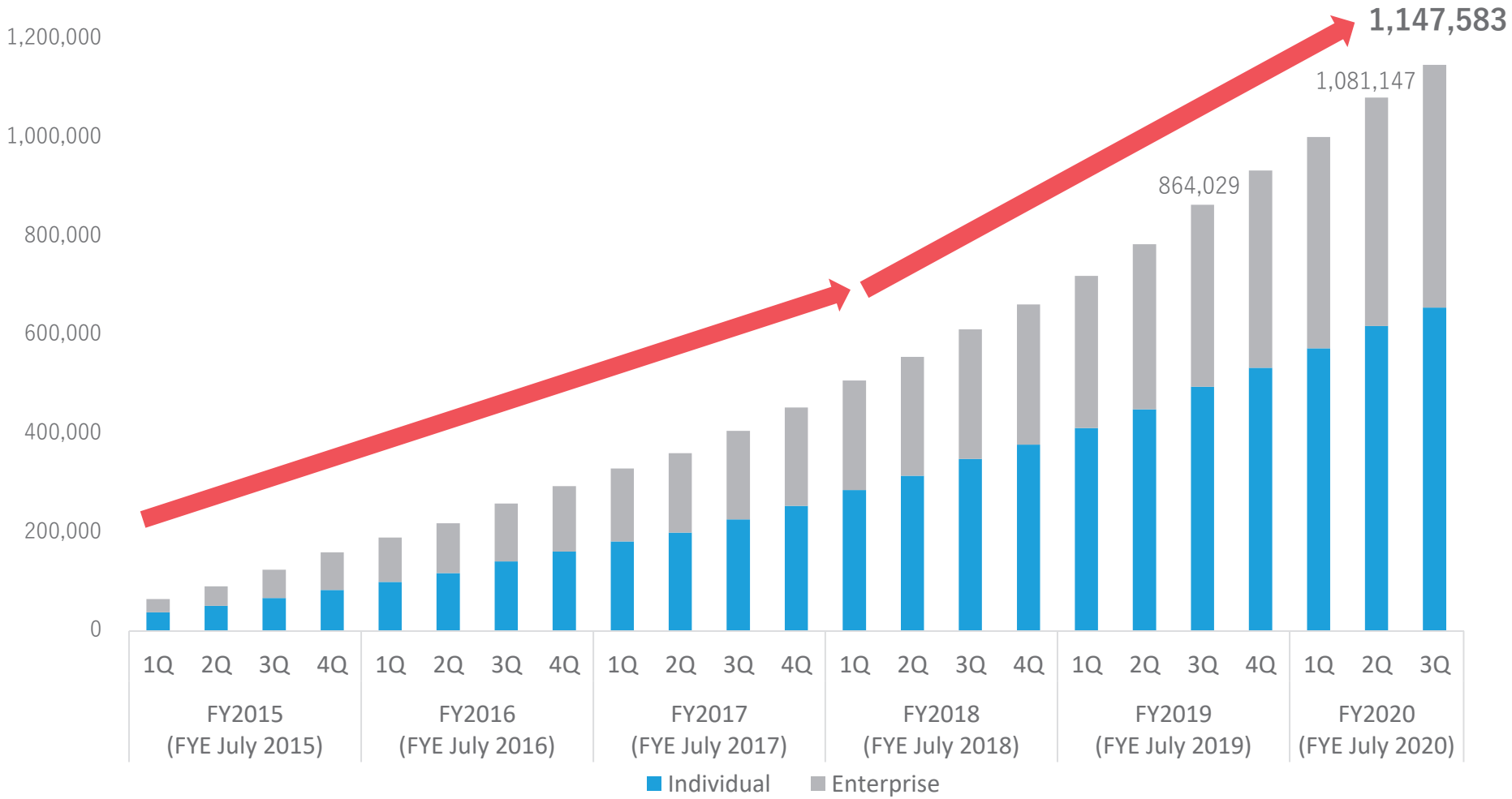
Number of Registered Users on Printing Platform

Our user base has reached 1.1 million and continues to grow (1)



Note
(1) This refers to users of the printing platform only; users of the “Hacobell” service are not included

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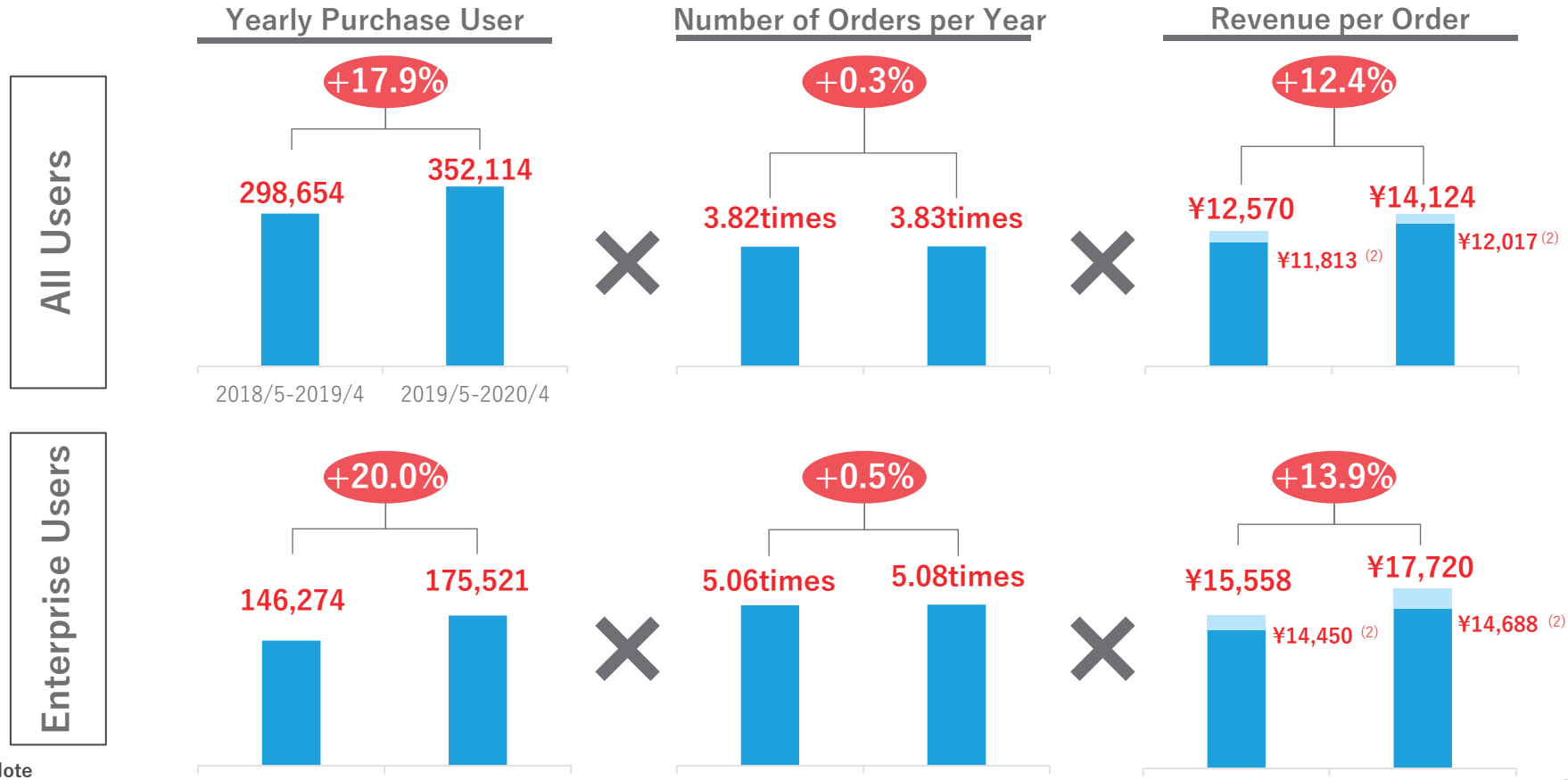
Sticky User Base

Printing & Ad

The KPIs of all users, including enterprise users, continue to improve(1)

The TVCM service has contributed to an increase in the revenue per order of enterprise users

(Excluding TVCM service, the increase in revenue per order for all users is +1.7%, and for enterprise users, it is +1.6%)



Note
(1) Calculated from a management accounting perspective
(2) Revenue per order excluding the TVCM service

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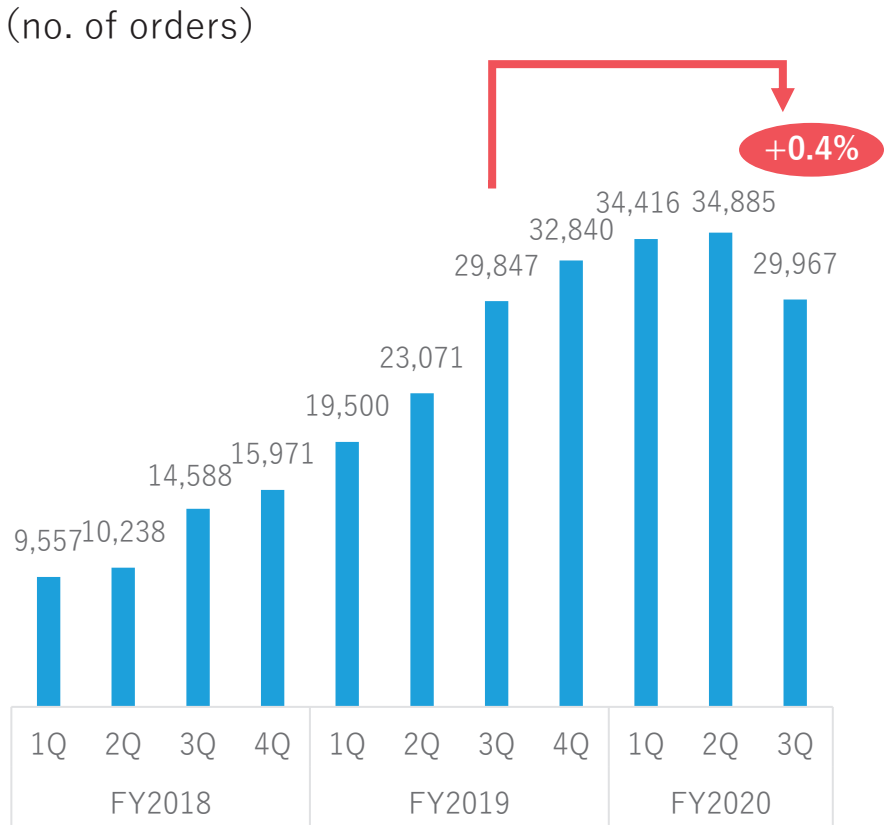
Number of Orders and Revenue per Order

Logistics

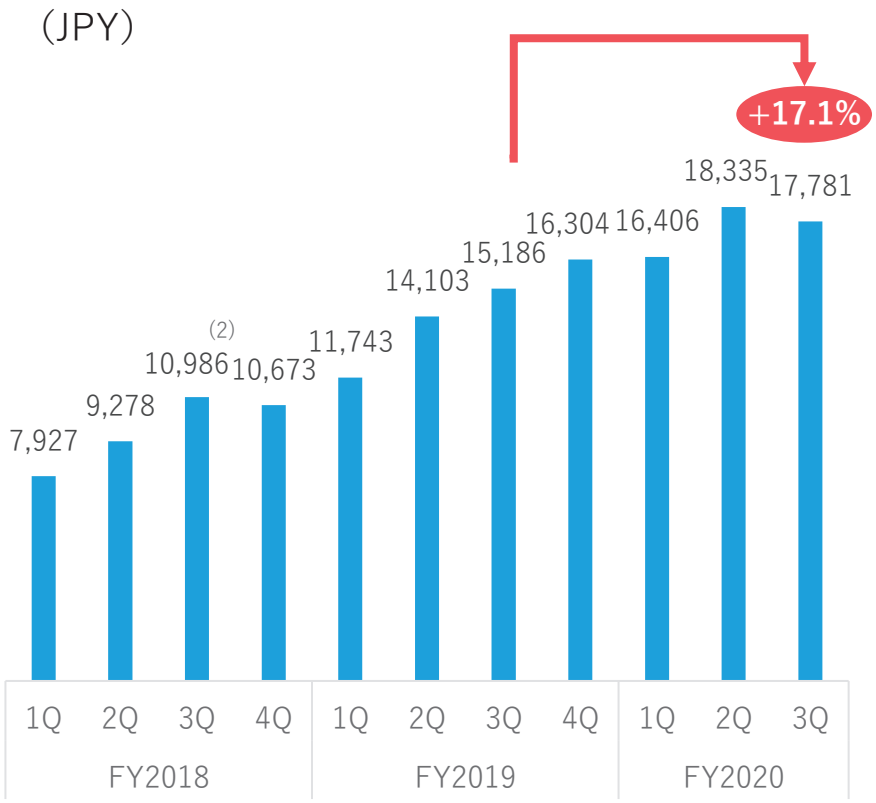
Number of order decreased due to narrowing down of orders as well as impact of COVID-19

Revenue per order declined slightly QoQ due to the impact of the busy December season, but is on an upward trend YoY

Number of Orders



Revenue per Order (1)



Note
(1) Value based on financial accounting standards and includes internal transactions
(2) FY2018 3Q figures do not include revenue from system development for Yamato HD

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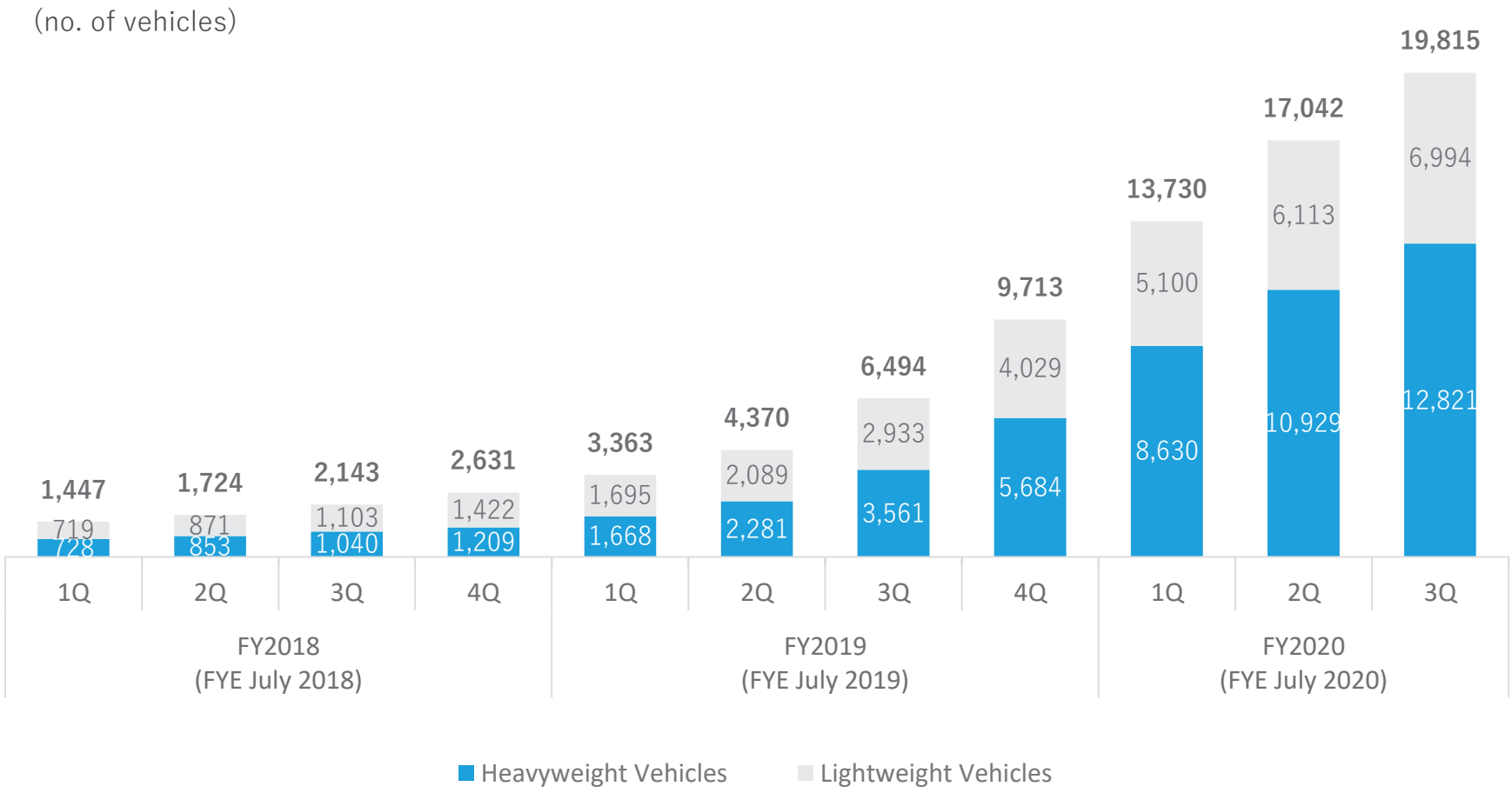
Number of Registered Vehicles

Logistics

The number of registered vehicles is increasing steadily, providing the necessary capacity to support the growth of the logistics business



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3. Revision of Full-Year Forecast / Financial Policy for the Next Fiscal Year

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Forecast for 4Q

Assuming that the state of emergency is not declared again, earnings will bottom out in May

Forecast

	Amount	YoY
Revenue	¥4.2Bn ~¥4.6Bn	May -15% June-10%~-5% July -10%~0%
Gross Profit	¥1.0Bn ~¥1.2Bn	-5%~+15%
Operating Profit (non-GAAP)	Positive	-

Assumptions

- **COVID-19**
  The state of emergency will not be declared again during this period due to second wave
- **Gross Margin**
  Firmwide gross margin will be improved by 1pt from 3Q
- **Ad Spend**
  Investment in TV commercials within ad spend will be resumed after strict judgement of efficiency

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Full-Year Forecast

Revenue is expected to grow by +21.2%~+23.5% YoY and gross profit is expected to grow by +17.9%~+23.0% YoY

Revenue and gross profit have been revised downward due to the additional negative impact of the declaration of April's state of emergency

Operating profit has been revised upward due to efforts to improve productivity, a temporary reduction in ad spend, and improvement in gross margin

The office environment has been reviewed with a view to shift to a new work style. We decided to close the Gotanda office and will record it as an extraordinary loss

	FY2020		FY2019	
(in JPY MM)	**Revised Forecast**	Previously Announced Forecast (March 12)	Actual	YoY
Revenue	**20,800 ~21,200**	22,000 ~23,000	17,168	+21.2% ~+23.5%
Gross Profit	**4,650 ~4,850**	4,800 ~5,100	3,944	+17.9% ~+23.0%
Operating Profit (non-GAAP)	**-360 ~-280**	-600 ~-500	143	-
Ordinary Profit (non-GAAP)	**-490 ~410**	-700 ~-600	130	-
Net Profit (non-GAAP)	**-620 ~-540**	-810 ~-710	69	-

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Financial Policy for the Next Fiscal Year

There is no change in our management stance, which places the highest priority on realizing our vision

Regardless of the COVID-19 environment, the basic policy is to achieve positive operating profit in the next fiscal year

More specific forecasts will be disclosed in our 4Q announcement

Increase in Gross Profit	Management focusing on increasing gross profit maximizing added value to customers and suppliers (same as in the past)
Positive Operating Profit (non-GAAP)	Maintain company-wide operating profit (non-GAAP) positive and aim to increase while continuing certain growth reinvestment

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4. Q&A

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Q&A : Current and Future Business Environment

While we are watching the impact of the second wave of COVID-19 and beyond, the trend towards a digital shift in various industries is expected to accelerate

	Current Impact		Outlook
	Demand	Supply(Partner)	
Printing Offline Ad (Raksul)	-Paper printing demand declined to some extent, mainly for commercial and office use -Main reasons for the decline were the holding back of sales promotions by major retailers, the cancellation of events, and the loss of demand in the travel and sports industry -Market is expected to recover as the state of emergency is lifted	-Facility utilization rates are deteriorating -Business conditions of small and medium-sized printing companies are becoming worse	-Although the shrinkage of the commercial and office printing market could happen due to the decline in printing demand, EC penetration in the printing industry is expected to accelerate
TVCM (Raksul)	-TVCM market declined to some extent -Advertising efficiency increased as viewership rises and costs were reduced -Inquiries increased 50% in April compared to February	-Although there are currently no significant changes, it may become apparent in the future in conjunction with the economic situation	-Given the impact of economic shocks that have occurred in the past, the impact will be expected to be felt for 1-2 years -Demand for highly cost-effective means will increase, and the digital shift of the TVCM industry is expected to accelerate
Logistics (Hacobell)	-Market declined by 20-30% -Delivery demand from BtoB (machinery, components, restaurant, etc.) decreased -On the other hand, demand for home delivery to individuals (EC and meals) increased	-Business conditions of small and medium-sized logistics companies are becoming worse	-As the market recovers, so will demand -The digital shift of the logistics industry is expected to accelerate, especially for manufacturer shippers

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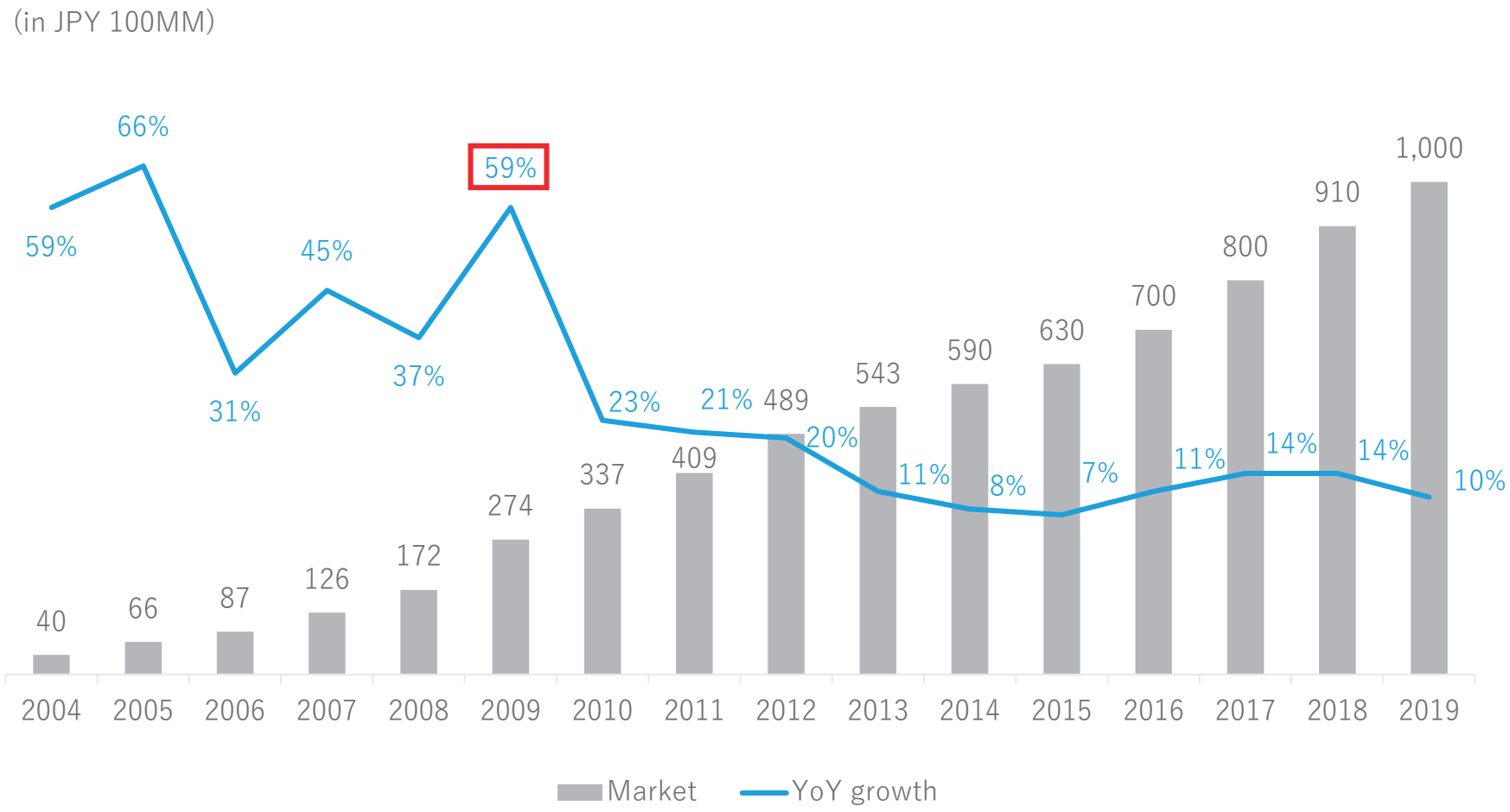
（For Reference）Estimated Market Size and YoY Growth of the Domestic Printing EC Market

There was significant growth in the printing EC market during the post-financial crisis recession



Source Yano Research Institute(2004～2014), Calculated based on the financial information of domestic online printing companies(2015~2019)

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5. Reference Materials

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Company Overview

Name:	RAKSUL INC.
HQ:	Shinagawa-ku, Tokyo, Japan
Foundation:	September 2009
Management Team:	Yasukane Matsumoto, Founder and CEO Yo Nagami, CFO Masaki Tabe, CMO Kozo Fukushima, COO Yusuke Izumi, CTO Genichi Tamatsuka, Outside Director Yoshihiko Miyauchi, Outside Director Naomi Mori, Outside Director, Audit and Supervisory Committee Member Masahiro Kotosaka, Outside Director, Audit and Supervisory Committee Member Junko Utsunomiya, Outside Director, Audit and Supervisory Committee Member
# of Employees:	299 (as of April 2020)

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Management Team



Yasukane Matsumoto – Founder and CEO

- Founded Raksul in September 2009
- Introduced the “Sharing Economy” model to the printing industry, in which idle assets are used more effectively
- Joined istyle Inc. as an outside director in September 2018
- Ex-consultant from A.T. Kearney
- Graduated from Keio University



Masaki Tabe – CMO

- Joined Raksul in August 2014
- Committed to expanding the scope of our services from marketing perspectives
- Previously worked at Marui Group and TAKE AND GIVE. NEEDS
- Graduated from Chuo University



Yusuke Izumi – CTO

- Joined Raksul in December 2015
- Leads the company’s overall technology vision including system engineering, creative and IT security
- Previously worked at Morgan Stanley MUFG Securities and DeNA
- Graduated from New England Conservatory



Genichi Tamatsuka – Outside Director

- Joined Raksul as an outside director in October 2017
- CEO of Digital Hearts since June 2017
- Previously served as the CEO at Lawson (2016-2017) and the COO of Fast Retailing (2002-2005)
- Founder of Revamp (2005)
- Early career at IBM
- Graduated from Keio University



Yo Nagami - CFO

- Joined Raksul in April 2014
- Well-versed in financial strategies with a wide range of knowledge obtained through experience in the financial and investment sectors
- Previously worked at Mizuho Securities, Carlyle Japan LLC, and DeNA
- Graduated from Keio University; MBA from The Wharton School of the University of Pennsylvania



Kozo Fukushima – COO

- Joined Raksul in July 2015
- Expert in business planning, corporate development, and production control
- Previously worked at Future Architect and ex-Principal of Boston Consulting Group
- Graduated from Keio University



Yoshihiko Miyauchi – Outside Director

- Joined Raksul as an outside director in October 2019
- Senior Chairman of ORIX Corporation since June 2014
- Long standing career in ORIX Corporation since 1964, previous positions include the Representative Executive Officer, Chairman and CEO
- Graduated from Kwansei Gakuin University; MBA from the University of Washington

Naomi Mori - Outside Director
Audit and Supervisory Committee member

Masahiro Kotosaka - Outside Director
Audit and Supervisory Committee member

Junko Utsunomiya - Outside Director
Audit and Supervisory Committee member

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RakSul Balance Sheet

(in JPY MM)	FY2019 4Q	FY2020 3Q
Current Assets	7,981	**16,978**
Cash & Deposits	5,904	**14,917**
Non-Current Assets	1,264	**1,358**
Total Assets	9,246	**18,337**
Current Liabilities (of which, interest-bearing liabilities)	2,332 (271)	**1,650** **(40)**
Non-Current Liabilities (of which, interest-bearing liabilities)	103 (－)	**10,175** **(10,045)**
Net Assets	6,809	**6,511**
Capital Stock	1,958	**2,129**
Capital Surplus	4,765	**4,937**
Total Liabilities & Net Assets	9,246	**18,337**

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RakSul Financial Highlights by Business Segment

(in JPY MM)		FY2018 (FYE July 2018) 1Q	2Q	3Q	4Q	FY2019 (FYE July 2019) 1Q	2Q	3Q	4Q	FY2020 (FYE July 2020) 1Q	2Q	3Q
Revenue	Printing	2,298	2,404	2,840	3,050	3,179	3,719	4,372	4,257	4,761	5,125	**4,890**
	Logistics	75	93	175	164	228	325	453	535	564	639	**532**
	Others	14	17	17	20	21	21	26	26	27	27	**28**
Gross Profit	Printing	572	614	715	749	790	949	1,065	1,004	1,125	1,197	**1,155**
	Logistics	10	9	38	16	22	24	30	28	35	36	**48**
	Others	10	7	6	7	7	7	2	9	9	11	**11**
Segment Profit (non-GAAP)	Printing	-	-	-	-	-	-	-	-	351	209	**233**
	Logistics	-	-	-	-	-	-	-	-	-102	-129	**-83**
	Others	-	-	-	-	-	-	-	-	-292	-280	**-302**
Segment Profit (financial accounting)	Printing	-24	310	345	364	301	348	389	348	351	209	**213**
	Logistics	-21	-26	-3	-25	-16	-30	-40	-74	-102	-129	**-85**
	Others	-179	-180	-277	-189	-249	-281	-271	-279	-292	-296	**-303**
Operating Profit (non-GAAP)	Firmwide	-224	103	64	149	34	36	77	-5	-43	-200	**-152**

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Difference between non-GAAP profit and accounting profit

From this fiscal year, we disclose non-GAAP profits after adding back stock-based compensation expense

(in JPY MM)	FY2020 3Q (2020/2-2020/4)			Year-to-date (2019/8-2020/4)			FY2020 Full-Year (2019/8-2020/7)		
	Actual (non-GAAP)	Difference (stock-based compensation expense)	Actual (financial accounting)	**Actual (non-GAAP)**	Difference (stock-based compensation expense)	Actual (financial accounting)	**Forecast (non-GAAP)**	Difference (stock-based compensation expense)	Actual (financial accounting)
Revenue	**5,451**	-	5,451	**16,598**	-	16,598	**20,800 ~21,200**	-	20,800 ~21,200
Gross Profit	**1,216**	-	1,216	**3,631**	-	3,631	**4,650 ~4,850**	-	4,650 ~4,850
Gross Margin	**22.3%**	-	22.3%	**21.9%**	-	21.9%	**22.4% ~22.9%**	-	22.4% ~22.9%
Operating Profit	**-152**	22	-175	**-396**	38	-434	**-360 ~-280**	60	-420 ~-340
Ordinary Profit	**-157**	26	-183	**-485**	41	-527	**-490 ~410**	60	-550 ~-470
Net Profit	**-158**	26	-184	**-591**	41	-632	**-620 ~-540**	60	-680 ~-600

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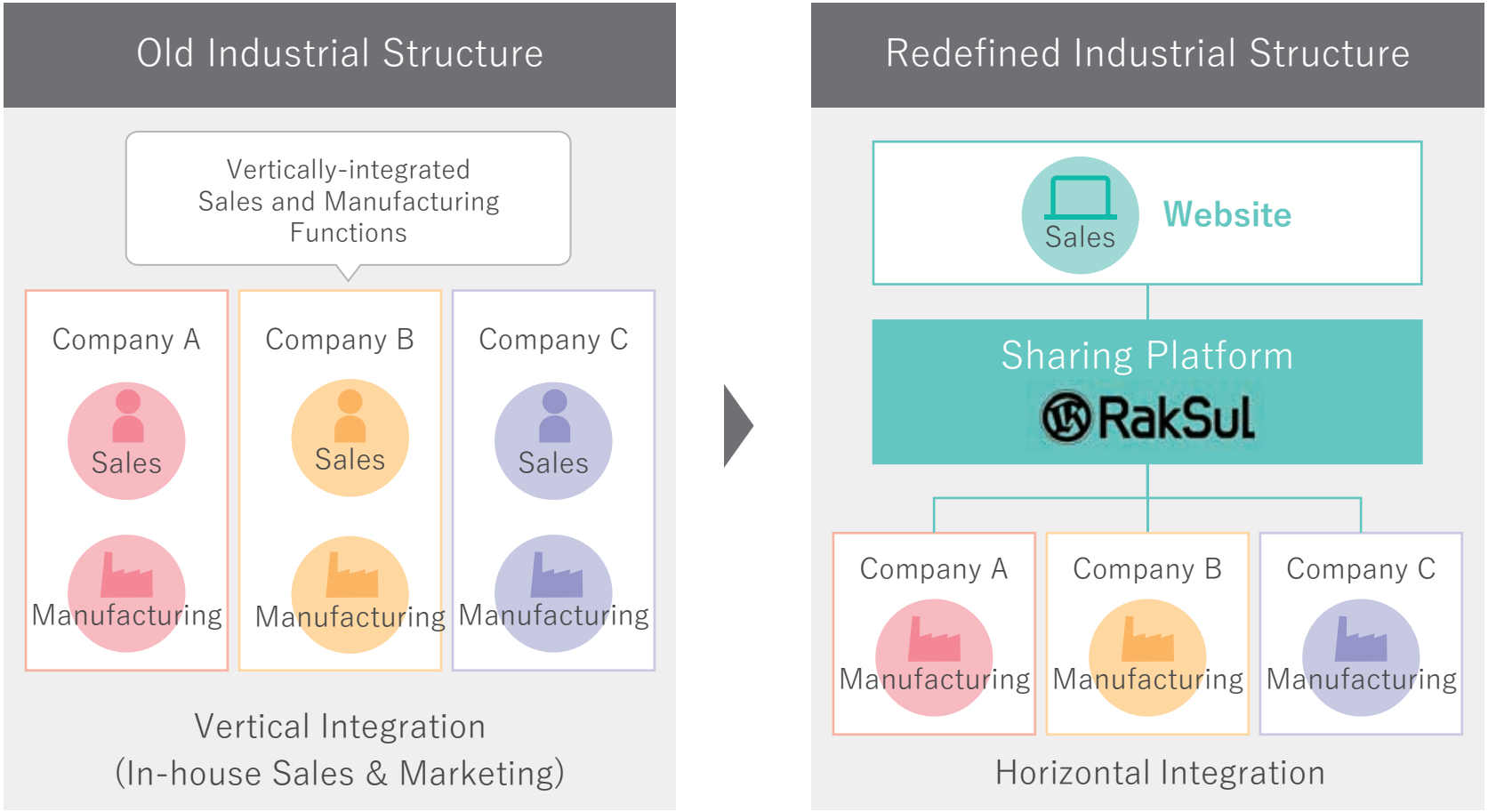
Redefining Old Industries

Raksul is committed to upgrading the vertically integrated industrial structure led by large companies to a horizontally collaborative and platform-based industrial structure



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Large Attractive Market Opportunity for BtoB Platform

We will continue driving digitalization of large conventional BtoB industries

Domestic Business Stationery and Commercial Printing Market



Domestic Offline Advertising Market



Raksul

Domestic Trucking Market



Hacobell

Source METI, Dentsu, MLITT (Ministry of Land, Infrastructure, Transport and Tourism)

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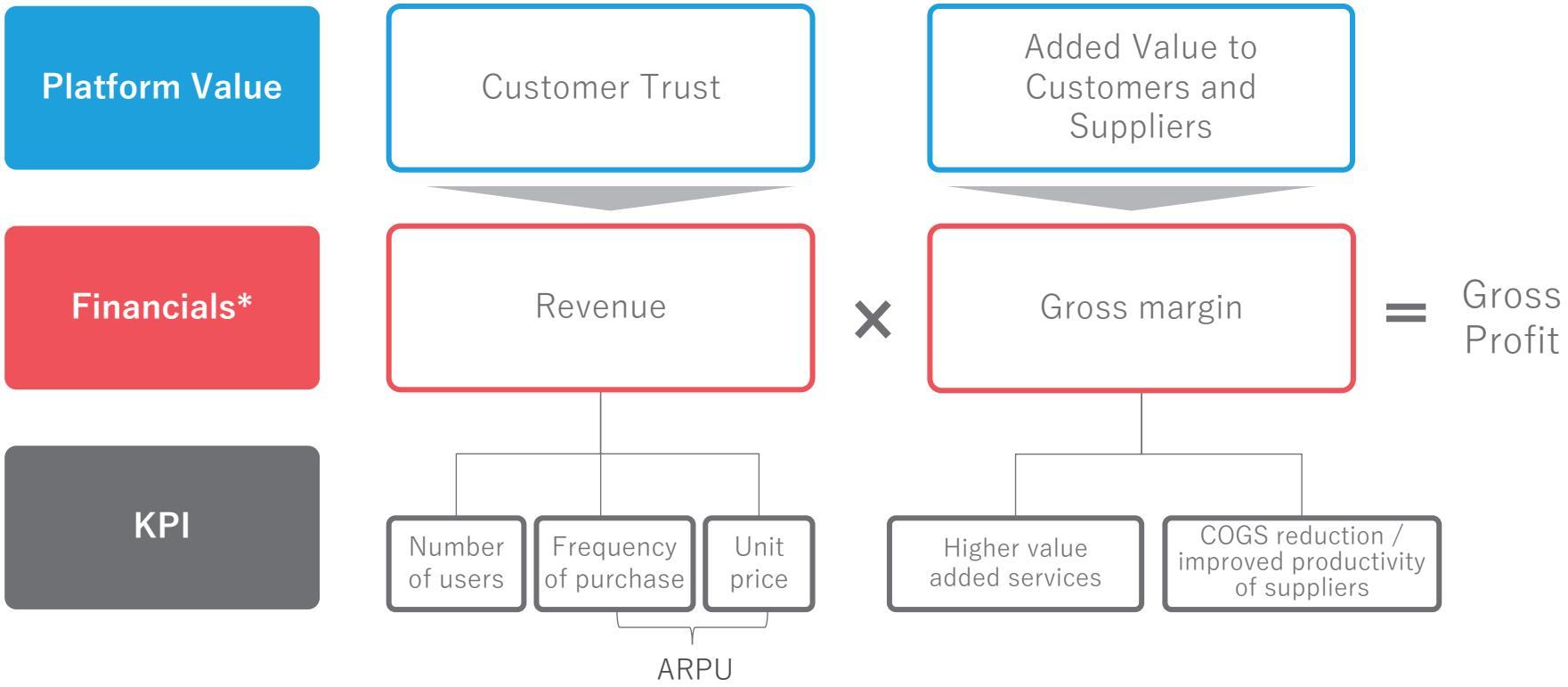
Our Value Creation Formula

We focus on growing revenue and gross profit through winning customer trust and maximizing added value to customers and suppliers



*** Accounting standards applied to our revenue and gross profit**

Revenue: revenues earned from users of both Raksul and Hacobell are booked as gross revenue

Gross profit: gross profit = gross revenue - cost of sales

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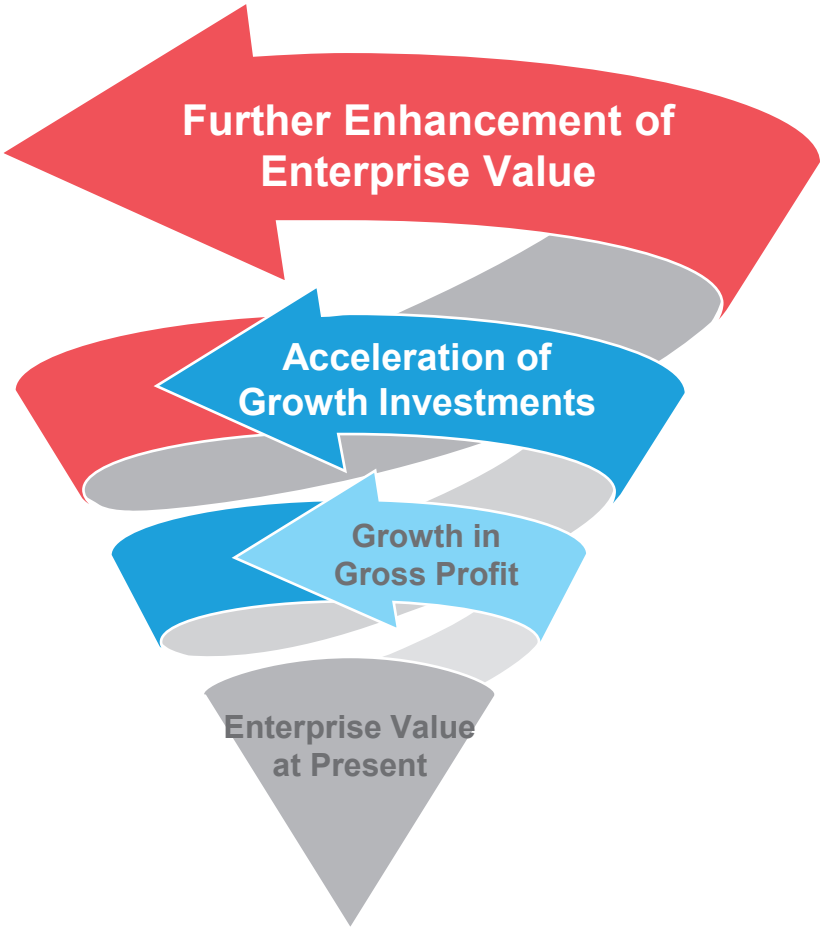
Upward Spiral of Value Creation

Maximizing gross profit accelerates both growth of operating profit and investments which allows us to generate greater platform value in a balanced way



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Our Competitive Advantages

Raksul is a technology company with operational know-how and marketing expertise - this is how we clearly differentiate ourselves from other pure-Internet players and legacy industry incumbents

3 Key Competitive Advantages that differentiate us from pure-Internet players and legacy industry incumbents

Technology

Continuous product developments led by industry-leading engineers



Marketing

In-house experience in executing marketing plans of ￥5Bn+ in total; expertise from planning to effectiveness measurement



Operation

Efficient printing process developed through operation R&D using 3 in-house printing machines



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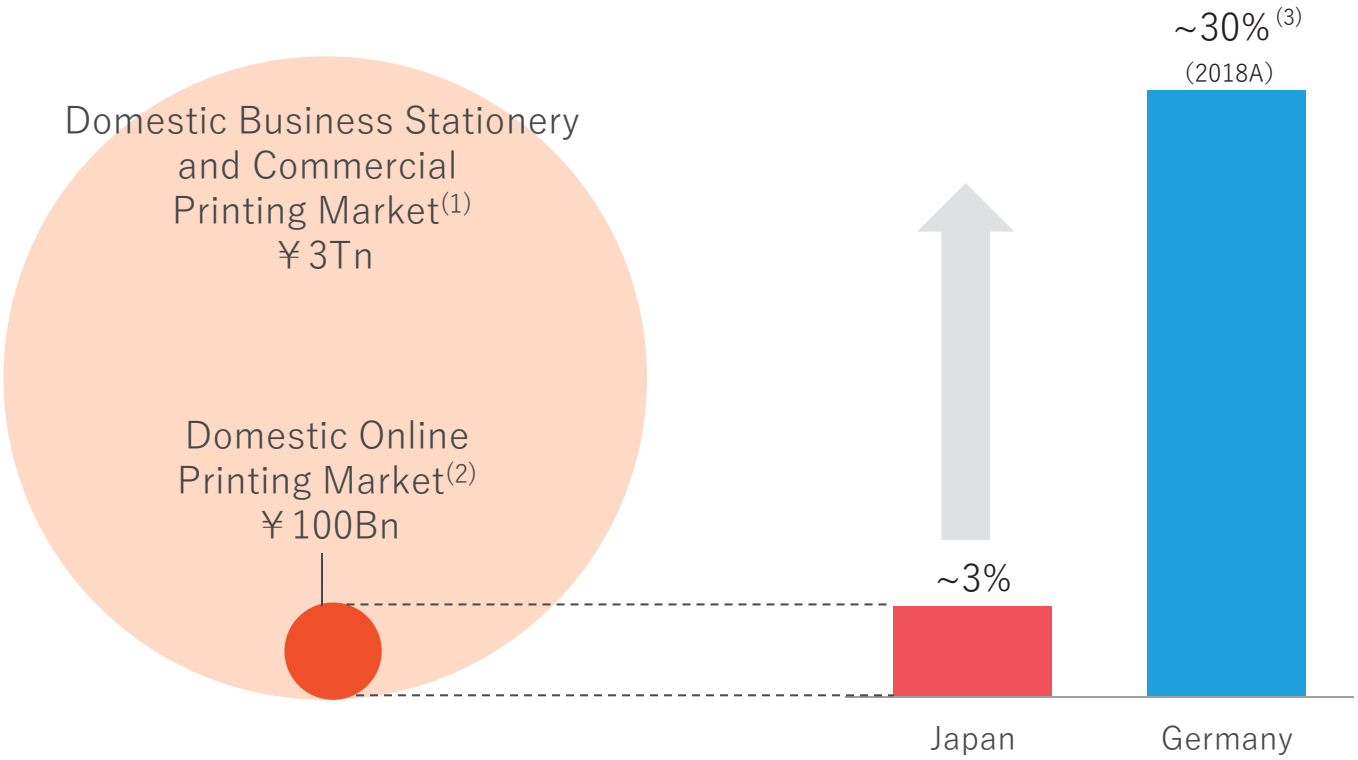
TAM Expansion Driven by Further EC Penetration

There is still huge potential for e-commerce penetration in the printing industry



Source Funai Research Institute, METI

Note
(1) Source: METI
(2) Source: Calculated based on the financial information of domestic online printing companies(2019)
(3) Source: zipcon consulting (2019)

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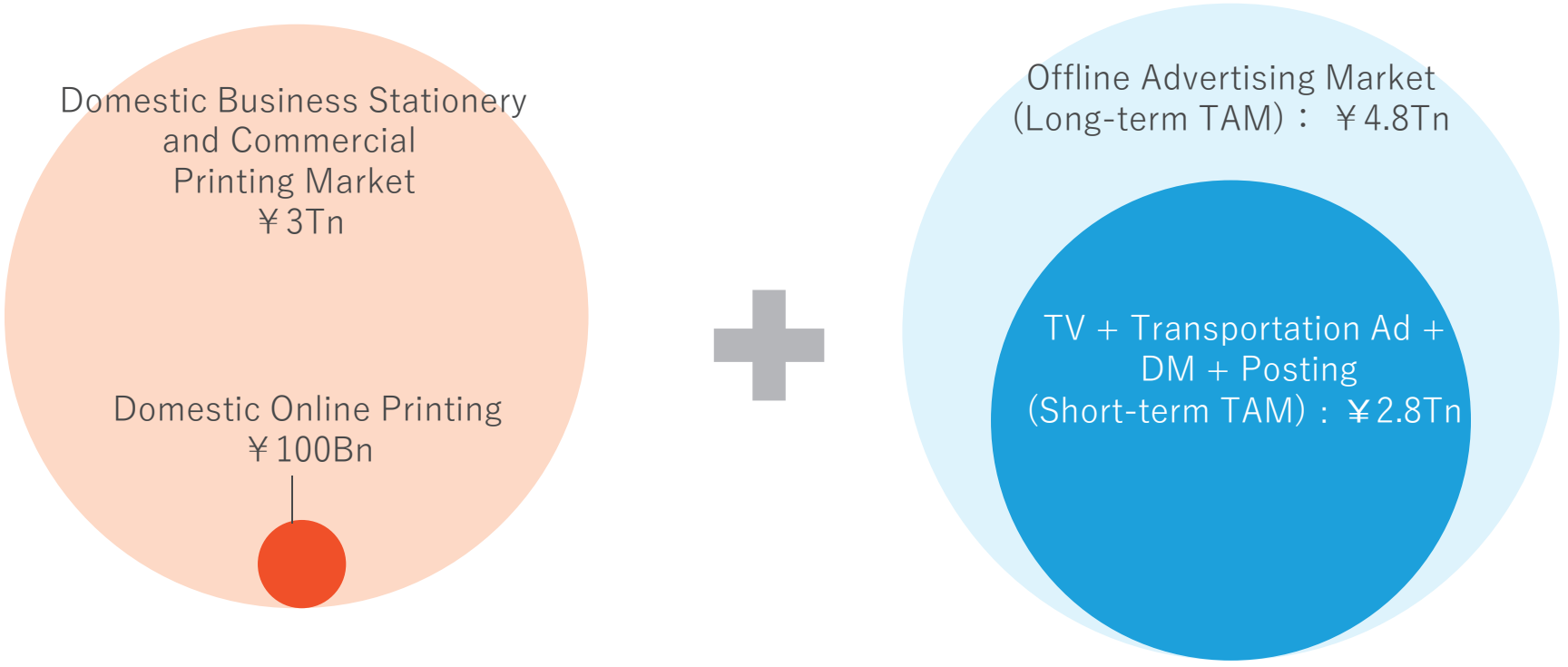
One-Stop Service (Advertising Business) Further Extends Our Opportunities

Besides printing, we are promoting the EC model in the offline advertising market

Printing

Advertising



Source Yano Research Institute, Dentsu “Advertising Expenditures in Japan” (2019), METI

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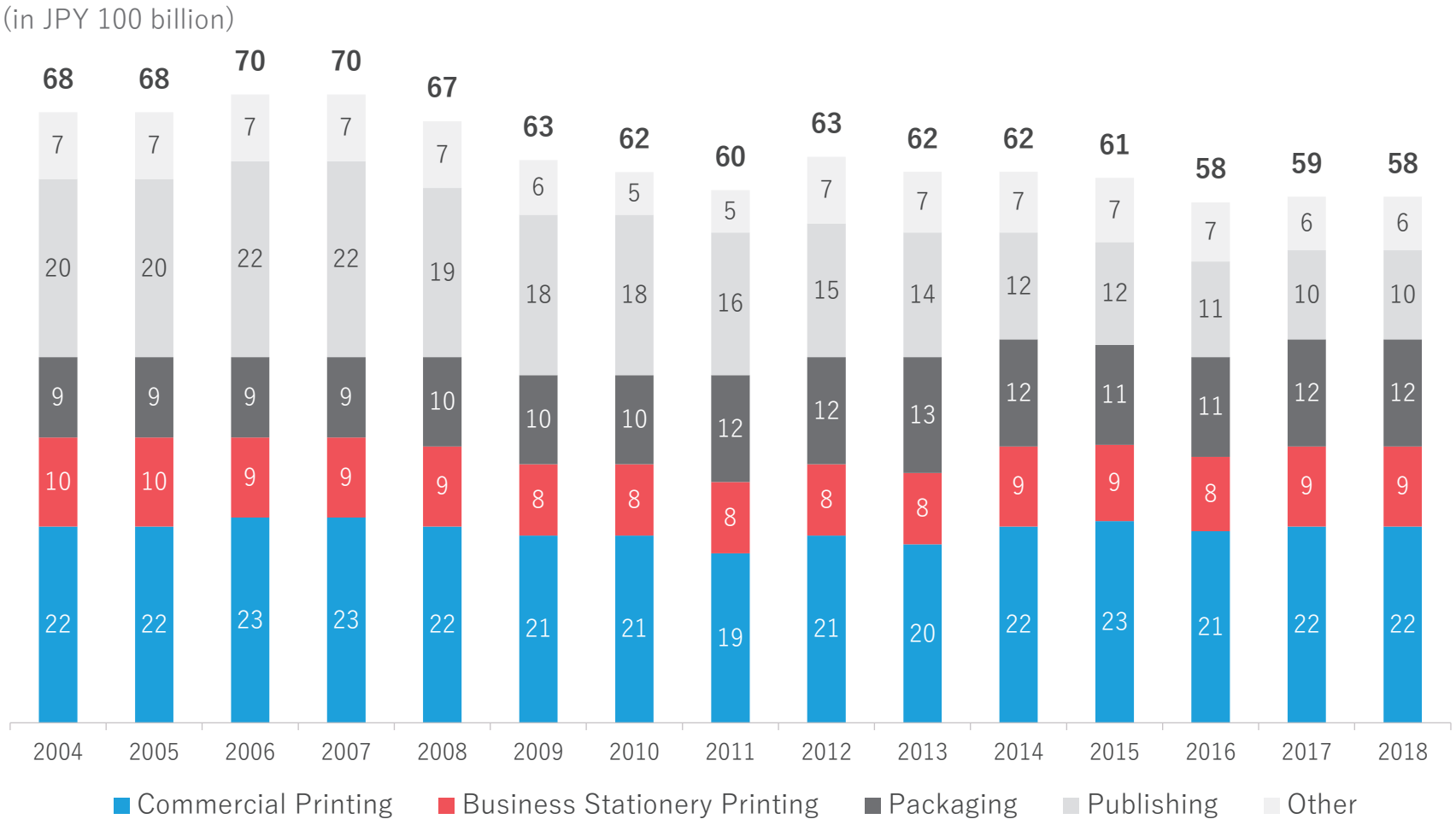
Historical Trends of Japanese Printing Market

Overall printing market size decreased due to the shrinking publishing segment, while the segment size of business stationery printing and commercial printing (i.e. Rakul's target segments) remained flat



Source Overall market: on a basis of production volume, based on METI "Current Production Statistics Paper, Printing, Plastic Products and Rubber Products Statistics"

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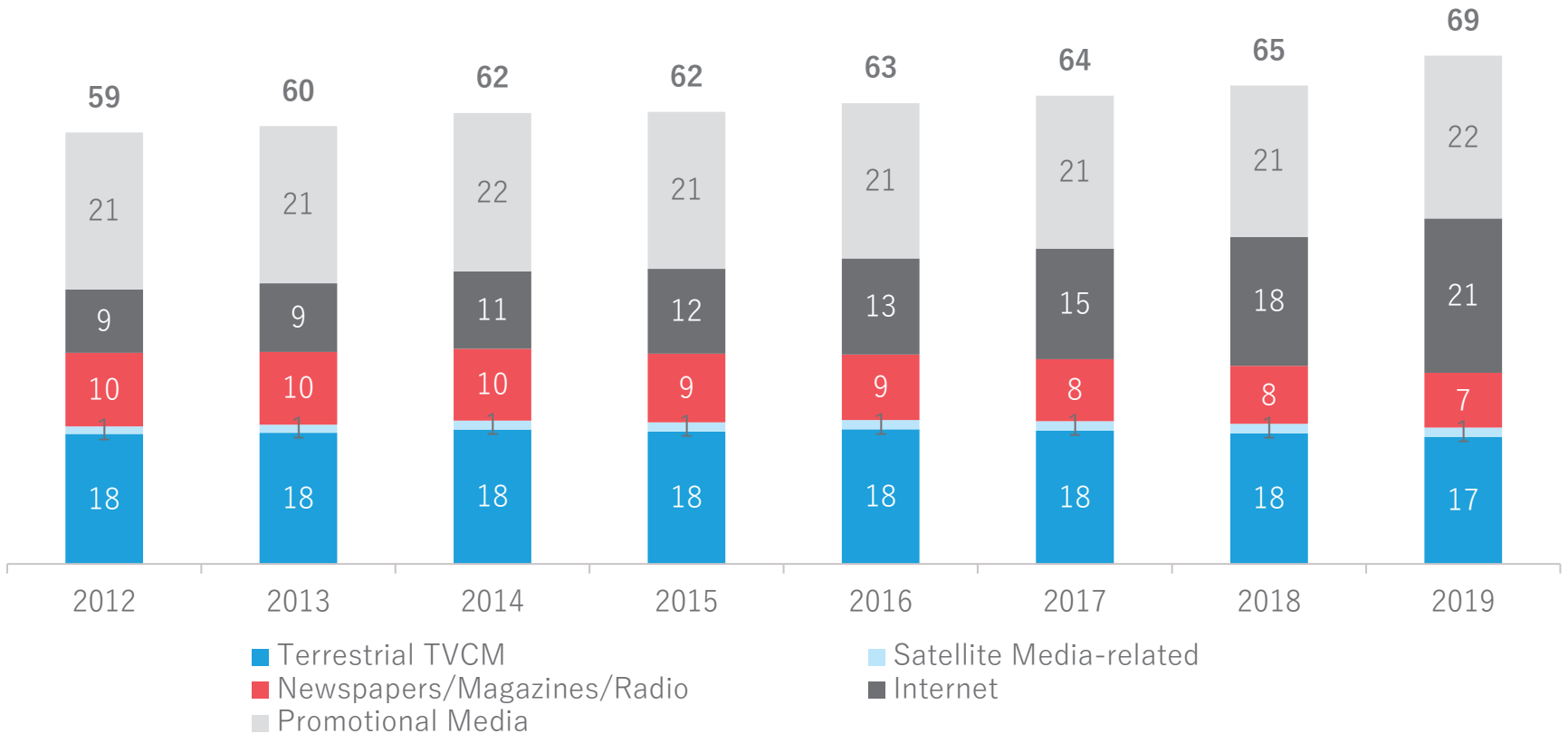
Domestic Advertising Market

While the market is growing in terms of Internet advertising, the terrestrial TV commercial market has remained flat

(in JPY 100 billion)



Source Dentsu “Advertising Expenditures in Japan” (2019)

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Logistics Service Offerings

We started with last-mile services, then expanded into intra-city and inter-city services

	Last mile	Intra-city	Inter-city
Vehicle type	Light van	Small and Medium truck (2-4 ton)	Large truck (10t)
Unit price	￥5,000 - ￥10,000	￥20,000 - ￥40,000	￥50,000 - ￥100,000
Market size	￥4Tn(1)	￥10Tn(1)	
			
Suppliers / Partners	Enterprises and individuals	Enterprises only	

Source: Japan Trucking Association

Note
(1)Estimated based on “Japan trucking industry 2018 – current status and issues” published by Japan Trucking Association

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Better Systems, Better World

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The factors which may affect actual results include but are not limited to: Japanese and global economic conditions, and conditions of markets in which Raksul operates.

Raksul is not obligated to update or revise any contents of the forward-looking statements within this material, even in cases such as where new information becomes available or future events take place.

Information within this material on other topics besides Raksul is quoted from published information and other sources. As such, the accuracy, appropriateness, etc. of such information has not been verified, nor are any guarantees provided thereof.

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