

[Summary] Consolidated Results of Operations for the Fiscal Year Ended March 2024

May 14, 2024

Remixpoint is a company that **tackles, through business, issues that arise as society transforms**

remixpoint



Energy business



Resilience
business



Medical business



Energy business

Electricity retailing business

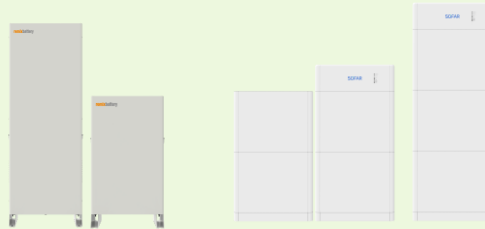
- Supply high-voltage and low-voltage customers with electricity throughout Japan, excluding Okinawa area and isolated islands
- We offer multiple plans, including market-linked plans, to meet the diverse needs of consumers, achieving both business risk reduction and stable revenue assurance.



Resilience business

Renewable energy/energy-saving consulting and BCP response-related business

- Sales of the Company's original, hybrid-type home-use power storage system, "remixbattery"
- Sales of industrial-use lithium-ion, three-phase 200V hybrid power storage system



- Consulting on obtaining subsidies and other kinds of financial assistance



Medical business

Web creating business for medical institution and Welfare business

- Management consulting specialized for dental and medical clinics
- Creation and operation of websites designed for sales support of dental and medical clinics



- Operation of after-school and other day care service facilities for children with special developmental needs
- Operation of Support for Continuous Employment (Type B) service facilities

Fiscal Year Ended March 2024 Results Summary

Results for the Fiscal Year Ended March 2024

Sales revenue decreased by 12.3 billion yen, however, operating profit increased by 3.5 billion yen compared to the previous year. As a special loss, an impairment loss of approximately 600 million yen related to the goodwill of the acquisition of Zero Medical was recorded.

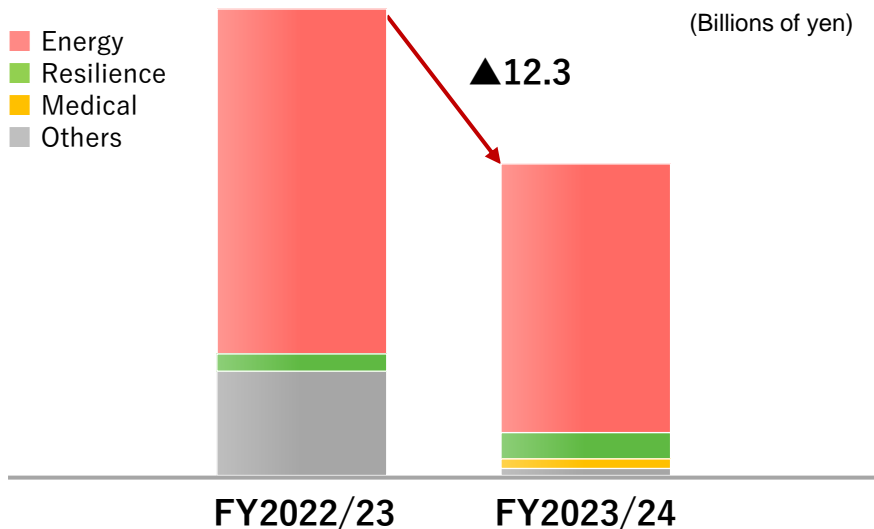
(Millions of yen)

		FY2022/23	FY2023/24
Net sales	Energy business	25,269	18,886
	Resilience business	637	1,219
	Medical business	—	278
	Others	6,881	102
	Total	32,789	20,487
Operating profit	Energy business	▲491	2,296
	Resilience business	▲162	131
	Medical business	—	▲7
	Others	▲49	24
	Business segment adjustment	▲1,146	▲701
	Total	▲1,850	1,743
Ordinary profit	▲1,722	1,758	
Profit attributable to owners of parent	3,267	1,070	

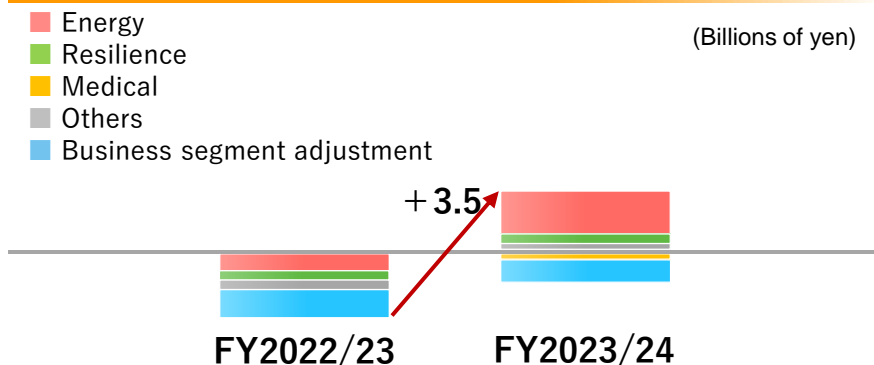
Note: “Others” include the used car business, resilience business, and other businesses.

Results for the Fiscal Year Ended March 2024

Net sales



Operating profit



Note: "Others" include the used car business, resilience business, and other businesses.

Topics

Energy business

- By discontinuing the use of electricity futures trading and providing appropriate plans to consumers according to the power supply situation, the operating profit for the consolidated cumulative period amounted to approximately 2.3 billion yen.
- The switch to a new pricing plan in response to the capacity contribution fee system, which started in April 2024, has been completed, and stable profit generation is expected to continue.

Resilience business

- The production of "remixbattery," which had been delayed due to the global shortage of semiconductors, has eased. The amount of the sales of power storage system increased steady, the net sales and profit increased, resulting from full-scale sales activities.

Medical business

- During the acquisition of Zero Medical's shares, goodwill amortization expenses of 31 million yen corresponding to January through March 2024 were recorded, resulting in an operating profit of -7 million yen

Quarterly statements of income

(Millions of yen)

		FY2022/23				FY2023/24			
		Apr-Jun (1Q)	Jul-Sep (2Q)	Oct-Dec (3Q)	Jan-Mar (4Q)	Apr-Jun (1Q)	Jul-Sep (2Q)	Oct-Dec (3Q)	Jan-Mar (4Q)
Net sales	Energy business	4,154	7,445	6,339	7,330	4,079	5,624	4,501	4,681
	Resilience business	92	164	164	217	122	226	278	591
	Medical business	—	—	—	—	—	—	—	278
	Others	2,380	1,432	1,572	1,495	101	1	—	—
	Total	6,627	9,041	8,075	9,044	4,303	5,852	4,780	5,550
Operating profit	Energy business	95	▲509	▲752	675	455	766	486	587
	Resilience business	▲29	26	10	▲170	▲20	35	34	82
	Medical business	—	—	—	—	—	—	—	▲7
	Others	414	▲63	▲189	▲210	4	1	20	▲1
	Business segment adjustment	▲213	▲232	▲184	▲515	▲199	▲175	▲139	▲187
	Total	266	▲779	▲1,116	▲221	241	627	401	473
Ordinary profit		258	▲614	▲1,085	▲280	213	615	465	463
Profit attributable to owners of parent		80	3,866	▲340	▲339	250	650	439	▲269

Note: "Others" include the used car business, resilience business, and other businesses.

Consolidated balance sheets

(Millions of yen)

		As of March 31, 2023	As of March 31, 2024
Assets	Cash and deposits	11,173	13,573
	Trade receivables and contract assets	4,061	3,554
	Finished goods	16	0
	Merchandise	221	251
	Raw materials and supplies	69	13
	Owned cryptoassets	120	68
	Operational investment securities	355	—
	Other	1,601	251
	Total current assets	17,620	17,714
	Total non-current assets	1,651	1,999
	Total assets	19,271	19,714
Liabilities	Accounts payable - trade	520	565
	Deposits received	348	97
	Income taxes payable	774	14
	Other	801	644
	Total current liabilities	2,445	1,322
	Total non-current liabilities	0	422
	Total liabilities	2,445	1,744
Net assets	16,826	17,969	
Total liabilities and net assets	19,271	19,714	

Consolidated Financial Results Forecast for the Fiscal Year Ending March 31, 2025

(Millions of yen)

		FY2023/24	Forecast for FY2024/25
Net sales	Energy business	18,886	18,300
	Resilience business	1,219	1,500
	Medical business	278	1,200
	Others	102	—
	Total	20,487	21,000
Operating profit	Energy business	2,296	1,120
	Resilience business	131	200
	Medical business	▲7	140
	Others	24	—
	Business segment adjustment	▲701	▲820
	Total	1,743	640
Profit attributable to owners of parent		1,070	600

Topics

- Sales are forecasted to be 21,000 million yen. For the medical business, the annual revenue from Zero Medical will be reflected from the progression period.
- Due to the reasons below, operating income is expected to decrease to 640 million yen.
 - Our company has already incorporated an estimated contribution amount of approximately 1,486 million yen, which will arise from the the capacity contribution system, into the budget for the fiscal year ending March 2025.
 - Goodwill amortization expenses at Zero Medical will not occur in the fiscal year ending March 2025 due to the impairment of goodwill in the fiscal year ending March 2024.

※The capacity contribution fee for our company for the fiscal year ending March 2025 is based on the amount indicated in the "Preliminary Invoice Notice" issued by the Electricity Wide Area Operation Promotion Organization in December 2023. The actual invoice amount is yet to be determined.