Remixpoint www.remixpoint.co.jp

Remixpoint, inc.
TSE Standard Market：3825

Consolidated Results of Operations for the Six Months Ended September 30, 2024

November 14, 2024

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Business domains

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

Remixpoint



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Major businesses

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 marketing business for medical institution and Welfare business

- Web marketing support designed for sales support of medical institutions
- Management consulting specialized for 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

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Acquisition of cryptoasset

As part of its cash management strategy,
the Company acquired cryptoassets totaling 1.5 billion yen.

Approx. ¥1.26 billion	Approx. ¥0.05 billion	Approx. ¥0.12 billion	Approx. ¥0.05 billion
			
Bitcoin (BTC)	Ethereum (ETH)	Solana (SOL)	Avalanche (AVAX)

At the Board of Directors meeting held today, the Company resolved to acquire additional cryptoassets totaling 1.0 billion yen (0.8 billion yen allocated to BTC, 0.15 billion yen to SOL, and 0.05 billion yen to ETH).

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Six Months Ended September 30, 2024 Results Summary

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Results for the Six Months Ended September 30, 2024

Profits decreased year-on-year due to the impact of a burden of capacity contributions that started in the current fiscal year.

(Millions of yen)

		FY2023/24 2Q	FY2024/25 2Q
Net sales	Energy business	**9,703**	**10,148**
	Resilience business	**349**	**465**
	Medical business	**—**	**654**
	Others	**102**	**—**
	Total	**10,155**	**11,269**
Operating profit	Energy business	**1,222**	**811**
	Resilience business	**14**	**28**
	Medical business	**—**	**105**
	Others	**6**	**▲1**
	Business segment adjustment	**▲374**	**▲393**
	Total	**868**	**551**
Ordinary profit		**829**	**508**
Profit attributable to owners of parent		**900**	**427**

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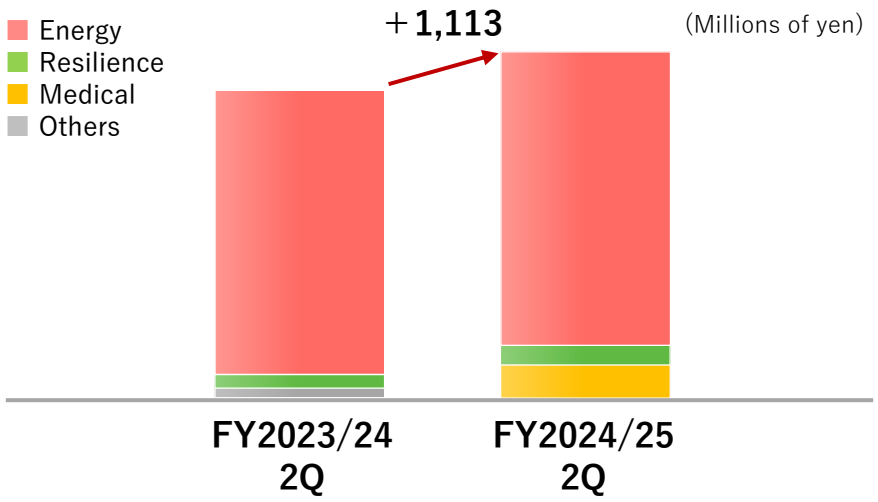
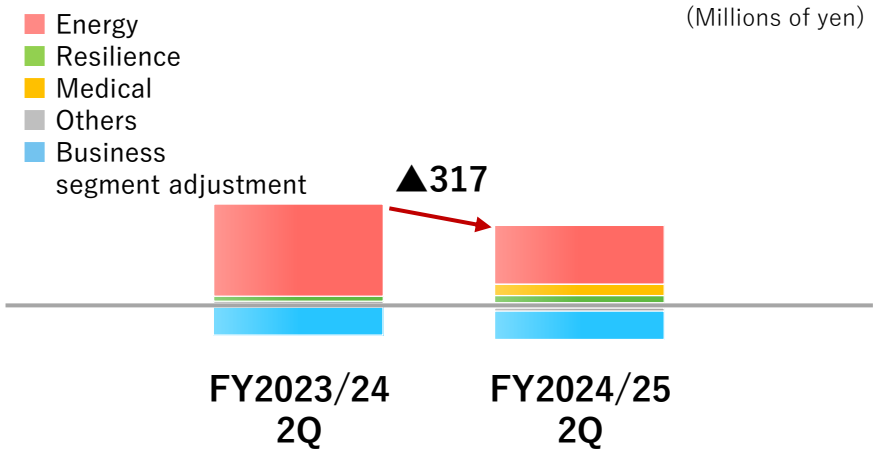
Results for the Six Months Ended September 30, 2024

Net sales



Operating profit



Topics

Energy business

- The total contracted capacity of both high-voltage and low-voltage customers as well as net sales increased compared to the previous year as a result of efforts such as strengthening new sales activities and releasing a new plan tailored to customer needs.
- The amount of capacity contributions of approximately from April to September 2024 745 million yen was recorded as a cost of sales, resulting in a year-on-year decrease in operating profit. For the fiscal year ending March 2026, segment profit is expected to recover since the total amount of capacity contributions is expected to decrease.

Resilience business

- The development of sales agents for storage batteries and active promotion of sales activities led to a significant increase in the number of units sold of "remixbattery," resulting in increased net sales.

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Upward Revisions to Full-Year Results Forecast for Fiscal Year Ending March 31, 2025

The Company revised upward the full-year results forecast for fiscal year ending March 31, 2025 mainly because net sales and operating profit grew significantly in the energy business.

(Millions of yen)

	Net sales	Operating profit	Ordinary profit	Profit attributable to owners of parent
Original forecast	21,100	640	640	600
Revised forecast	24,200	835	790	685
Change	3,100	195	150	85
Percent change	14.6%	30.4%	23.4%	14.1%

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Quarterly statements of income

(Millions of yen)

		FY2023/24				FY2024/25	
		Apr-Jun (1Q)	Jul-Sep (2Q)	Oct-Dec (3Q)	Jan-Mar (4Q)	Apr-Jun (1Q)	**Jul-Sep (2Q)**
Net sales	Energy business	**4,079**	**5,624**	**4,501**	**4,681**	**3,798**	**6,350**
	Resilience business	**122**	**226**	**278**	**591**	**193**	**271**
	Medical business	**—**	**—**	**—**	**278**	**315**	**339**
	Others	**101**	**1**	**—**	**—**	**—**	**—**
	Total	**4,303**	**5,852**	**4,780**	**5,550**	**4,307**	**6,961**
Operating profit	Energy business	**455**	**766**	**486**	**587**	**181**	**629**
	Resilience business	**▲20**	**35**	**34**	**82**	**▲2**	**31**
	Medical business	**—**	**—**	**—**	**▲7**	**49**	**56**
	Others	**4**	**1**	**20**	**▲1**	**▲0**	**▲0**
	Business segment adjustment	**▲199**	**▲175**	**▲139**	**▲187**	**▲174**	**▲218**
	Total	**241**	**627**	**401**	**473**	**53**	**497**
Ordinary profit		**213**	**615**	**465**	**463**	**41**	**467**
Profit attributable to owners of parent		**250**	**650**	**439**	**▲269**	**19**	**408**

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Consolidated balance sheets

(Millions of yen)

		As of March 31, 2024	As of September 30, 2024
Assets	Cash and deposits	13,573	12,188
	Trade receivables and contract assets	3,554	4,553
	Finished goods	0	0
	Merchandise	251	175
	Raw materials and supplies	13	8
	Owned cryptoassets	68	762
	Cash and deposits		750
	Other	251	388
	Total current assets	17,714	18,828
	Total non-current assets	1,999	2,186
	Total assets	19,714	21,014
Liabilities	Accounts payable - trade	565	1,229
	Deposits received	97	320
	Income taxes payable	14	81
	Other	644	865
	Total current liabilities	1,322	2,497
	Total non-current liabilities	422	117
	Total liabilities	1,744	2,615
Net assets		17,969	18,399
Total liabilities and net assets		19,714	21,014

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Key Topics for Each Business for the Six Months Ended September 30, 2024

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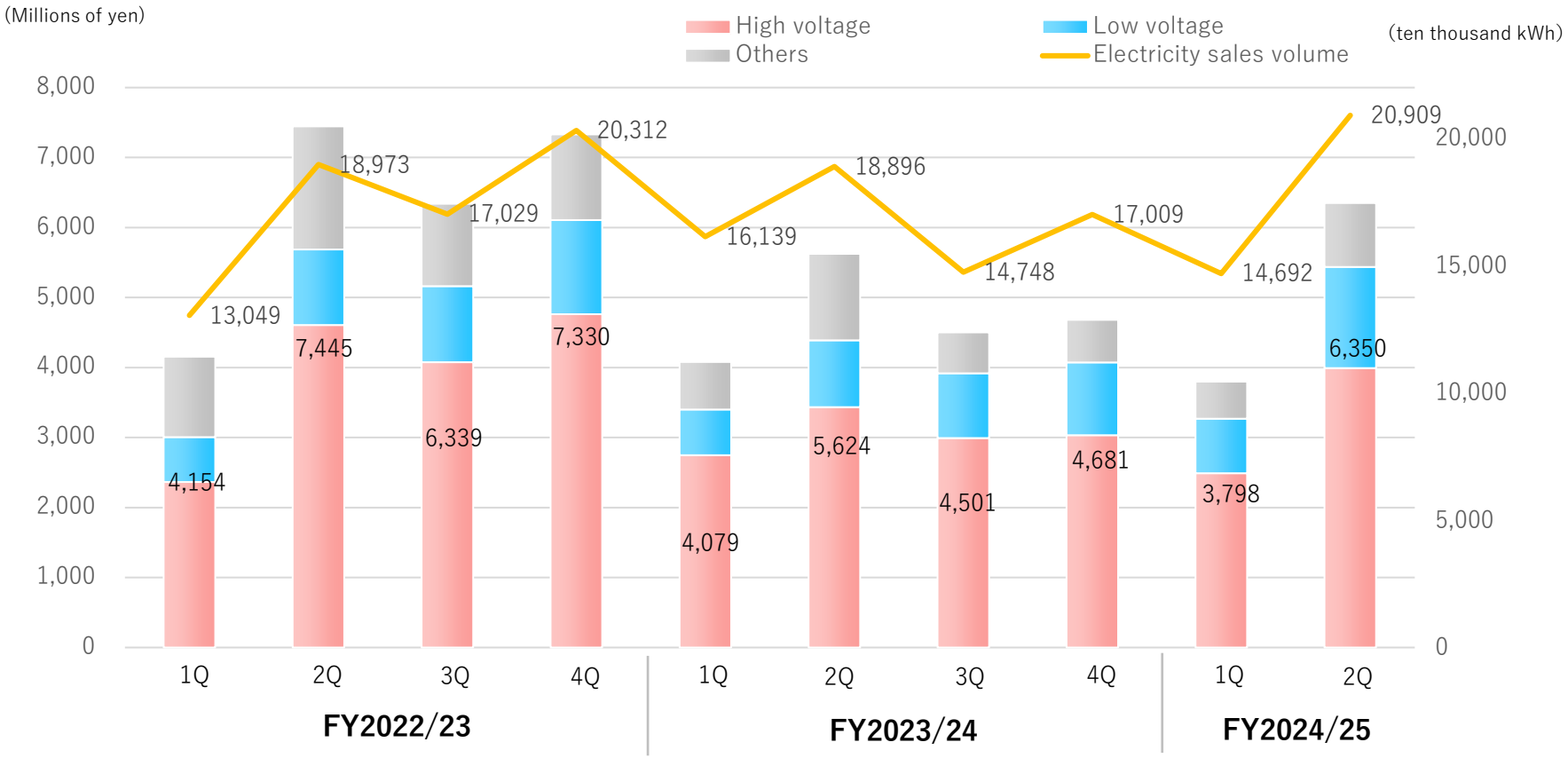
Energy business (electric power retail business)

Quarterly Sales and Electricity sales volume



* “Others” include sales of surplus electricity sold in the electricity market and subsidy sales under the government’s “Projects for Electricity and Gas Price Drastic Change Mitigation Measures.”

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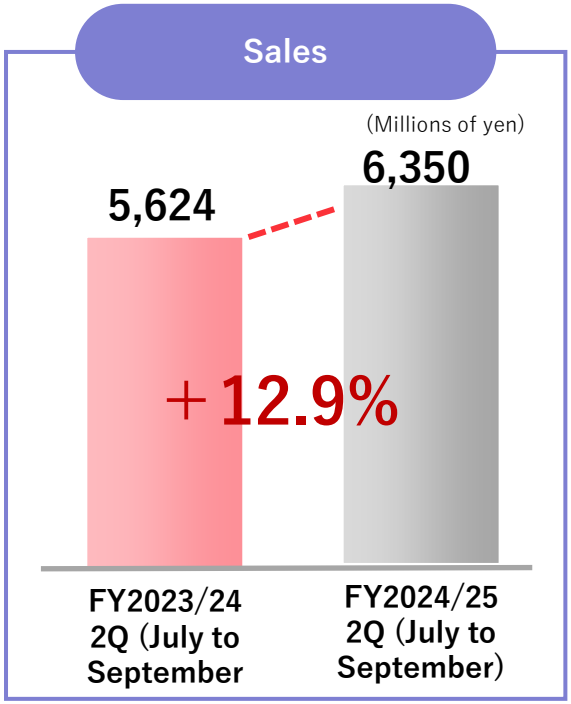
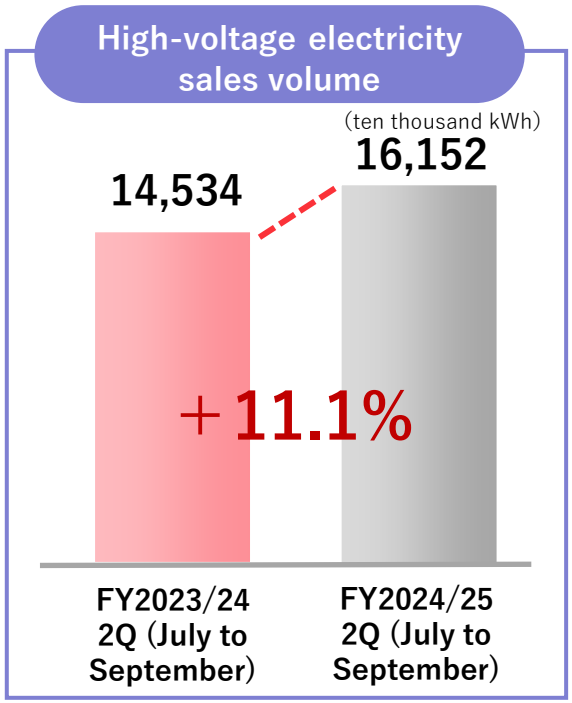
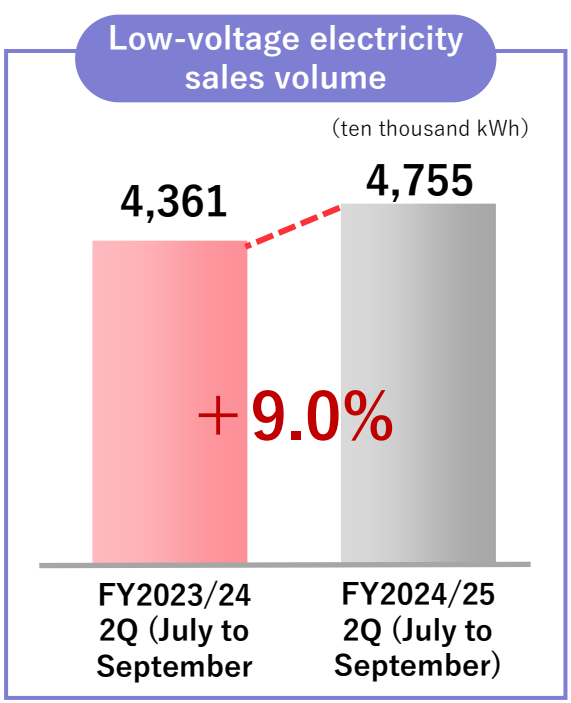
Energy business (electric power retail business)

Sales increased by 12.9% year-on-year. This was mainly due to an increase in the volume of high-voltage and low-voltage electricity sold.







①High voltage

Although the number of high-voltage customers temporarily decreased after the full transition to a new plan in July 2023 in response to the capacity market, it recovered to a level prior to the transition to the new plan in the current period under review. The electricity sales volume and sales increased year-on-year.

②Low voltage

The number of corporate low-voltage customers, who consume much electricity, steadily increased. As a result, the total low-voltage electricity sales volume and sales increased year-on-year. Although the number of individual low-voltage customers remained on a downward trend, contract acquisition was further strengthened.

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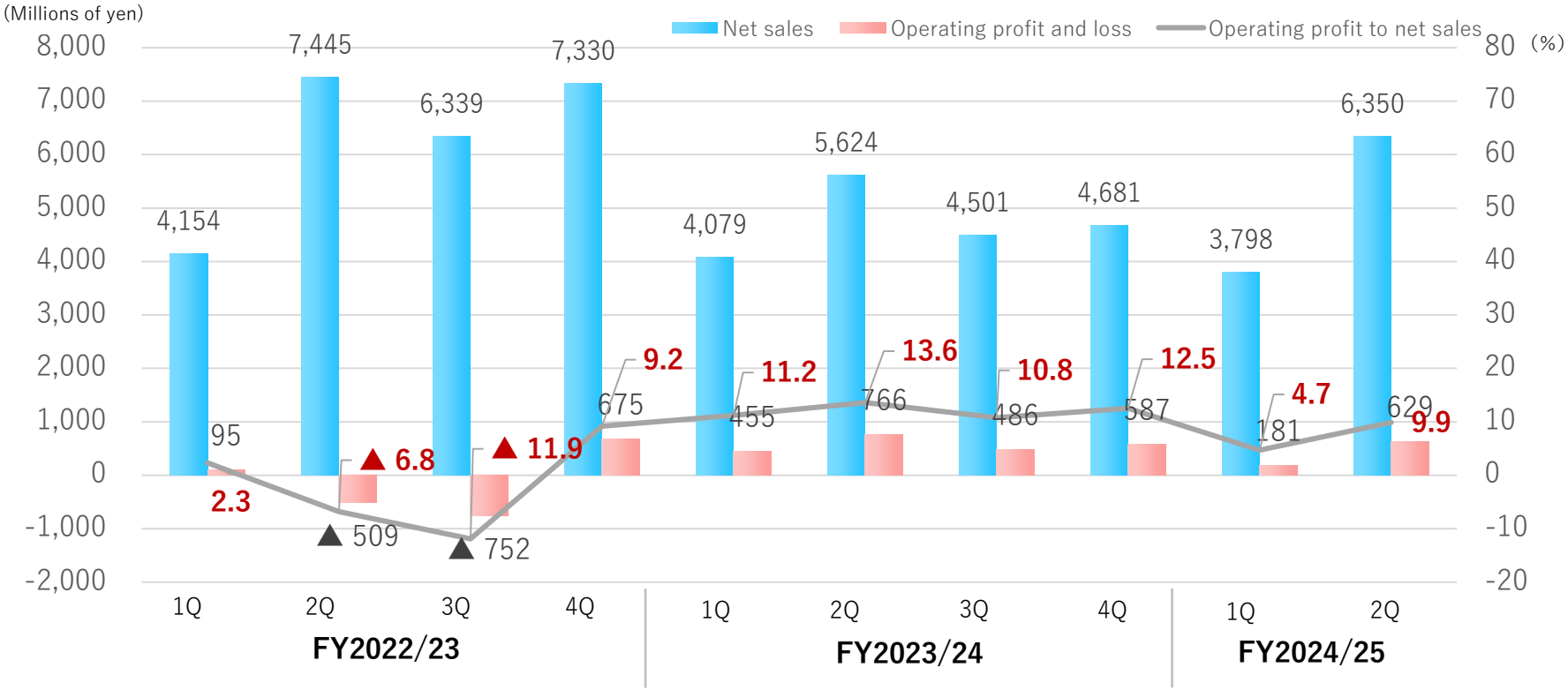
Energy business (electric power retail business)

The Company bore a burden of capacity contributions starting in the fiscal year ending March 2025 and recorded 376 million yen as a cost of sales in the current period under review (July to September). Consequently, the operating profit to net sales decreased by 3.7% year-on-year to 9.9%.

Quarterly sales and operating profit



The financial results forecast for the fiscal year ending March 2025 factored in the burden of capacity contributions. Due to an increase in the electricity sales volume, the sales and the operating profit up to the current period under review grew higher than initially planned.

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Energy business (electric power retail business: high voltage and extra-high voltage)



- Contracted power: over 50kW
  High voltage: 50kW to 2,000kW
  Extra-high voltage: over 2,000kW
- Contract groups: Mainly large facilities such as factories, hospitals, commercial facilities, and buildings
- Electricity consumption fluctuates greatly depending on the time of day (high consumption during the day and low consumption at night)

The Company's response status

- Number of contracts: about 1,770 (about 210,000kW)
- Release of the new "high-voltage hybrid plan" to switch between the two existing fixed unit price plan and market linked plan depending on the season, either the high electricity demand period (mainly the summer and winter) or the off-season period (the spring and autumn). The new plan together with the three conventional plans will make it possible to meet a wide range of customer needs.

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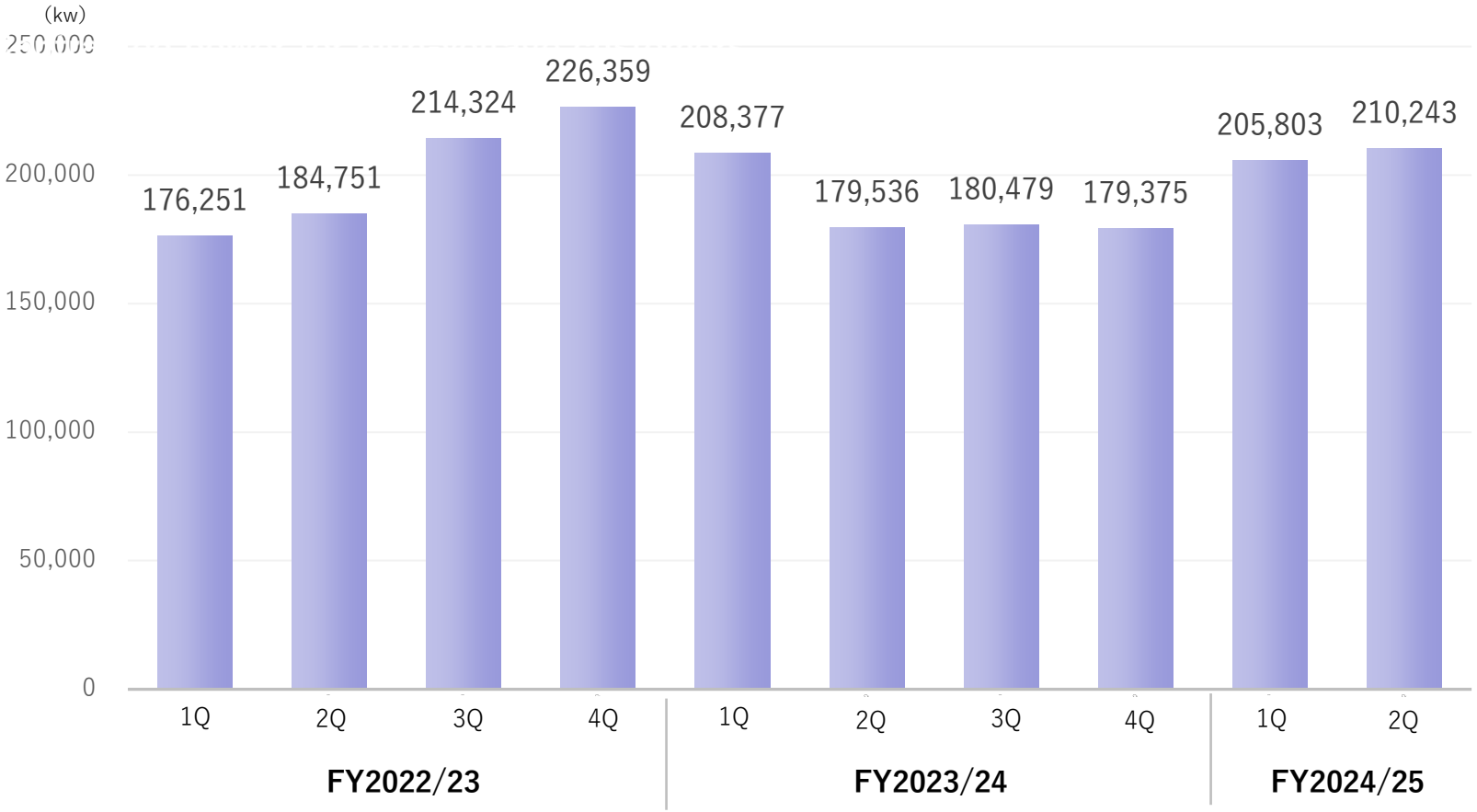
Energy business (electric power retail business: high voltage and extra-high voltage)

The total contracted capacity decreased in the previous corresponding period due to the transition to a new plan in anticipation of the capacity contribution system. It recovered smoothly in the current period under review to a level prior to the transition to the new plan.

Contracted power for high-voltage customers



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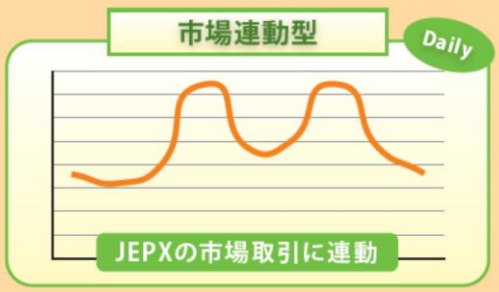
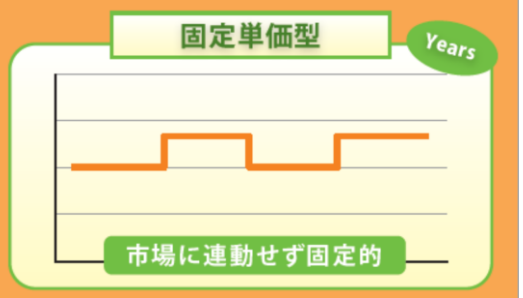
Offering of four plans with different features makes it possible to meet diversified needs of high-voltage customers. Different power source mixes for each plan increases flexibility in power source procurement and help reduce risks in the electric power retail business

	JEPX Standard Plan (Market linked plan)	High-voltage standard plan (Own fuel cost adjustment plan)	High-voltage flat-rate plan (Fixed unit price plan)
			
Features of the Plan	A plan in which the electricity rates are linked to costs for procuring electricity from JEPX (wholesale electric power exchange)	A plan in which the electricity rates are linked to costs for electricity procurement from all sources including JEPX and over-the-counter trading	A plan in which the electricity unit price is fixed and unaffected by power source procurement costs
Customers Benefits	Electricity rates can be kept lower when JEPX prices are lower	Risks can be controlled at a certain level when market prices are rising, while some benefit is available when market prices are lower	Less fluctuation in electricity rates and easier financial planning
The Company's Benefits	The Company can secure a constant amount of profit unaffected by electricity procurement costs of JEPX	Reflects power supply procurement costs in its own fuel cost adjustment expenses, achieving both profitability and risk hedging	The Company can revise its sales strategy on a flexible basis in accordance with the areas and amount of secured power sources
High-Voltage Sales Composition Rate	55.2%	16.6%	28.2%

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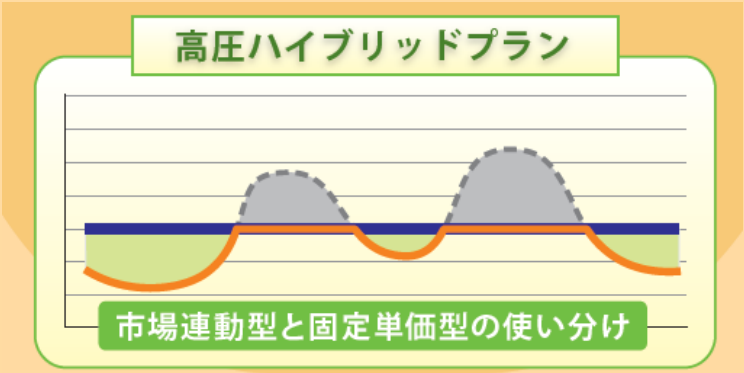
In addition to the three conventional plans with different features, a new plan has been released to switch between the market linked plan and fixed unit price plan depending on the season.

High-voltage hybrid plan (market linked plan + fixed unit price plan)	
	
Features of the Plan	The fixed unit price plan is applied during the period of high electricity demand (from July to September and from December to February), and the market linked plan is applied during the period of low electricity demand (from March to June and from October to November)
Customers Benefits	Through the proper use of the plans, the risk of accepting rising electricity rates can be avoided, and monthly electricity rates can be stabilized and optimized
The Company's Benefits	Short-term contract power sources for the summer, winter, etc. as well as annual contract power sources increase. This allows the Company to improve flexibility in power source procurement.

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Energy business (electric power retail business: low voltage)



- Contracted power: less than 50kW
- Contract groups: Shops, restaurants, offices, households, etc.
- Electricity consumption is relatively flat with small consumption fluctuations over the 24-hour period

The Company's response status

- Number of contracts
  - Individual: approx. 14,100
  - Corporate: approx. 11,200
- Promote acquisition in corporate low-voltage areas. **Approximately 10% increase** in number of contracts compared to the first quarter of the fiscal year ending March 2025.
- Also promote stronger acquisition of individual customers

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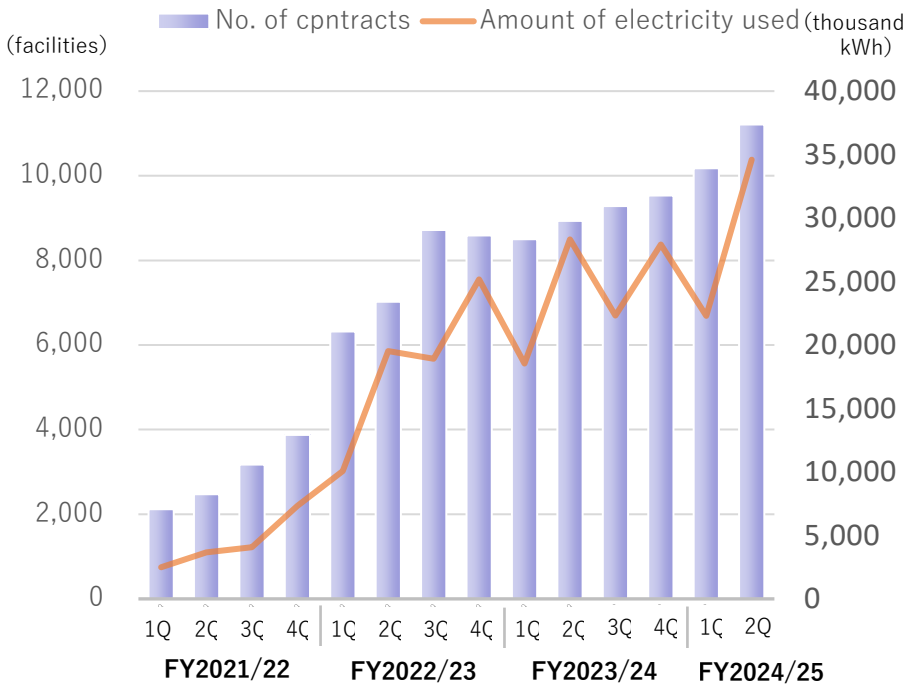
Energy business (electric power retail business: low voltage)

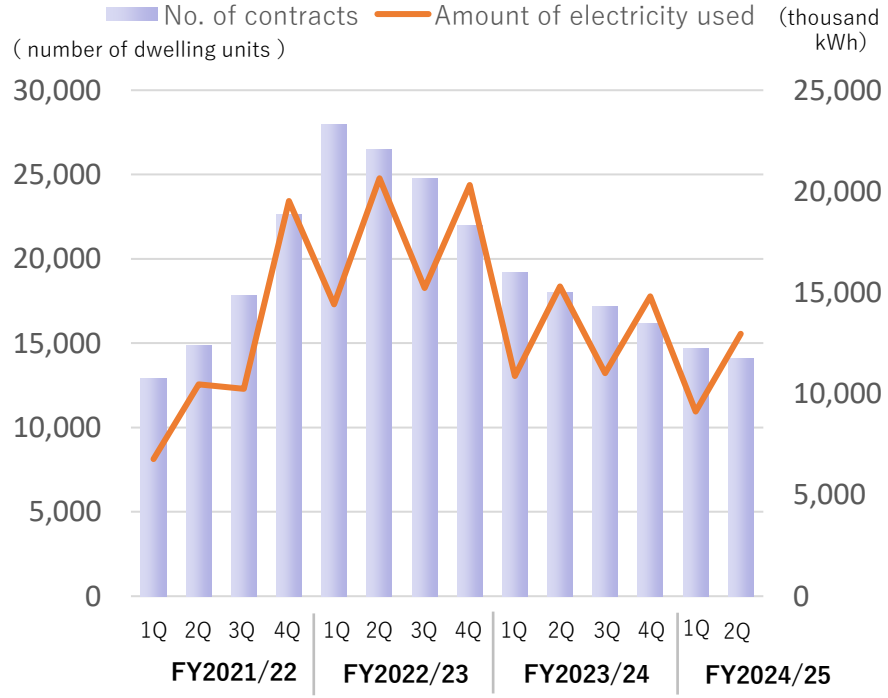
While the number of individual low-voltage customers remained on a downward trend, the acquisition of corporate low-voltage customers, who consume much electricity, progressed steadily.
The total amount of low-voltage electricity used increased year-on-year.

Acquisition of corporate and individual low-voltage customers

Corporate customers



Individual customer



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Energy business (electric power retail business)

We have developed Non-FIT low-voltage solar power plants and started power generation.



- The Company completed the interconnection of Unit 1 in the Tokyo Electric Power Company area and started power generation.
- The Company plans to develop 30 to 35 Non-FIT low-voltage solar power plants by March 2025. Prior to the current period under review, the Company commenced the development at 22 locations in the Tokyo Electric Power Company and Tohoku Electric Power Company areas.
- The Company plans to utilize generated electricity as its renewable power source with a view to concluding power purchase agreements (PPA) or other contracts with customers in the future.

Expanding potentialities of renewable energy in society,
Remixpoint will be a company engaged in electric power and energy business,
“creating power invention, power generation, and power storage”

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Launch of one-stop solutions related to resilience

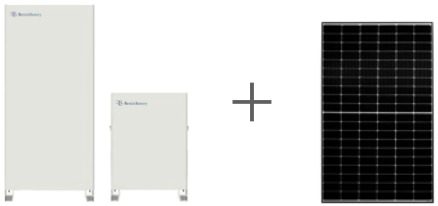
- Promote SDGs and BCP aimed at low carbon and self-production and self-consumption in times of disaster
- **Provide one-stop support for BCP formulation and implementation** to reduce soaring electricity rates and respond to large and prolonged
- Provide support for sales and installation of energy-saving and renewable energy devices linked with subsidy support consulting

■ **Examples of measures implemented to promote renewable energy, reduce electricity rates and respond to BCP**

Home-use hybrid power storage system & solar modules

[Resilience response]

Install home-use power storage system and solar generation to provide energy



Industrial-use hybrid power storage system & solar modules

[Resilience response]

Install industrial-use power storage system and solar generation to provide energy



Emergency generators

[Disaster response]

Install emergency generators to provide energy in times of disaster



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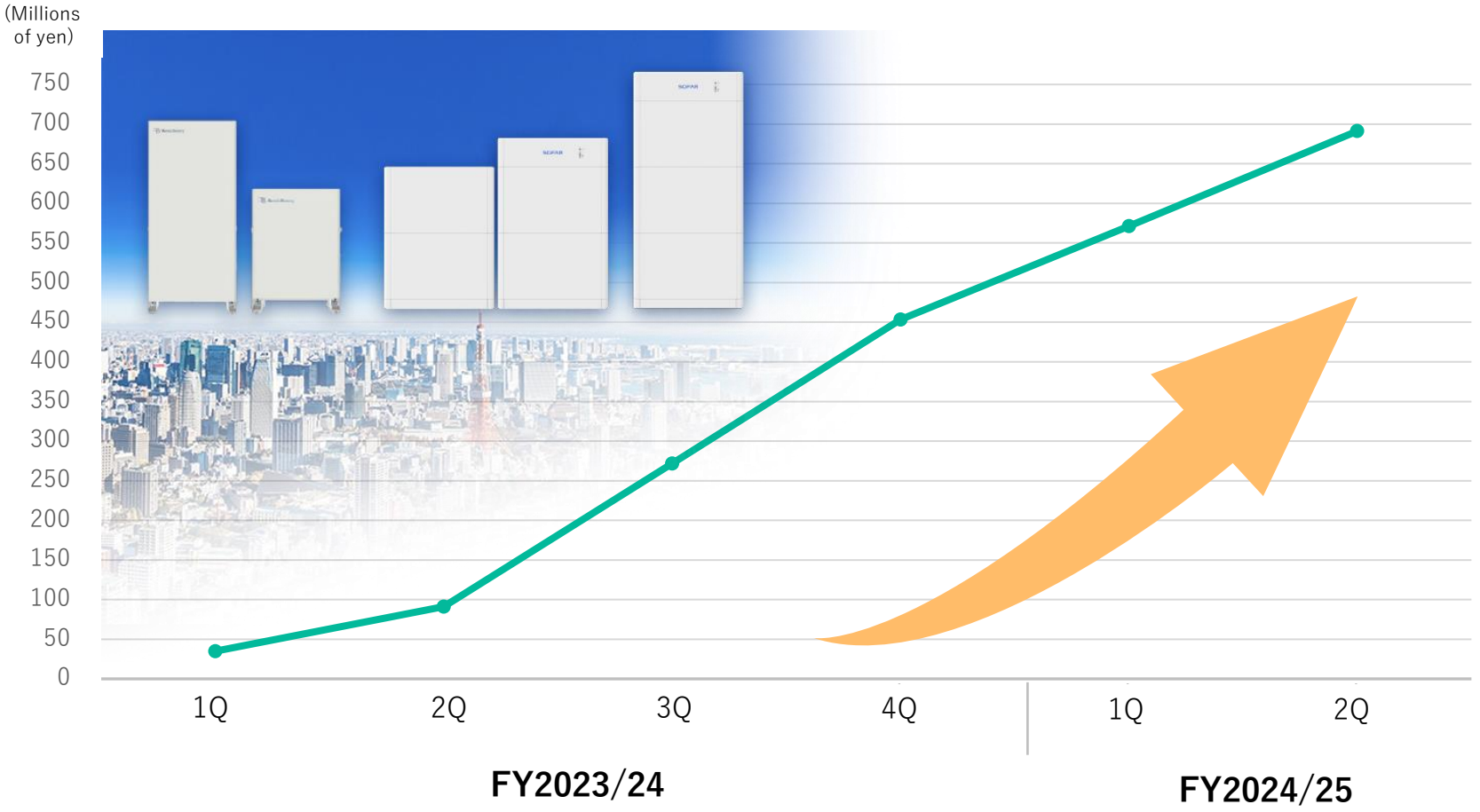
Resilience business (storage batteries)

Sales of storage batteries increased steadily as the sales volume of home-use power storage batteries increased.

Storage battery sales (cumulative)



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Resilience business (storage batteries)

home-use power storage system

RemixBattery



- Full-scale sales activities started in the fiscal year ended March 2024, and sales volume increased steadily.
- In addition to conventional sales activities through sales agents, we will expand sales channels to further increase sales volume

industrial-use power storage system



- Remixpoint has concluded an agreement with Growatt, a global power conditioner manufacturer, on primary sales agent and begun sales of high-quality, high-performance power storage systems for industrial use in July 2024.
- We strengthen a lineup of compact and medium-sized industrial-use storage batteries to further expand the revenue scale.

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Resilience business (storage batteries)

Seal Engineering Inc., a subsidiary of Remixpoint, has obtained the Ordinary Construction License, enabling the provision of one-stop services covering everything from sales to design, construction, O&M, and installation of storage batteries.

SE· Seal Engineering

Provide customers of Remixpoint and Remixpoint's partner companies with the following services related to storage batteries

- Design
- Construction
- Operation, maintenance

Further accelerate and stabilize storage batteries business with renewable energy aggregation business in view

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Resilience business (energy-saving consulting)

We achieved a high adoption rate of 88% in the fiscal year ending March 2025. Capitalizing on our know-how and knowledge, we support companies in renewable energy and energy-saving initiatives.

■ Projects receiving subsidies

No. of awarded subsidies: 770 projects (from FY2013 supplementary budget to present)
Note: Projects receiving subsidies in FY2024 No. of awarded subsidies: 65 projects
(Results as of September 30, 2024)

■ Main subsidies awarded

・METI：Projects for Promoting and Supporting Energy-Saving Investment
・METI：Subsidies for Promoting the Introduction of Clean Energy Vehicles and Infrastructure
・Min. of the Environment：Projects for Promoting Progressive Decarbonization Efforts at Factories and Workplaces
・Min. of the Environment：Projects for Promoting ZEB and CO2-Reduction of Buildings, etc.
・Min. of the Environment：Projects for Promoting Price Reductions of Solar Power Generation Equipment, etc., to Achieve Storage Parity
・Min. of the Environment：Projects for Utilizing New Installation Locations for Solar Power Generation in Buildings
・MHLW：Grant for Establishing Facilities for Community Care and Welfare Space Development, etc.
・MLIT：Project to Support the Strengthening of Sustainability in Accommodation Facilities
・MLIT： Project for Promoting Energy Efficiency in Existing Buildings

ZEB PLANNER
ZEB30P-00019-C

■ Registrations etc.

・Energy management business operator (Registered under the supplemental budget in FY2023)
・ZEB Planner （ZEB30P-00019-C）
・Support organization for SHIFT business

EMS エネマネ

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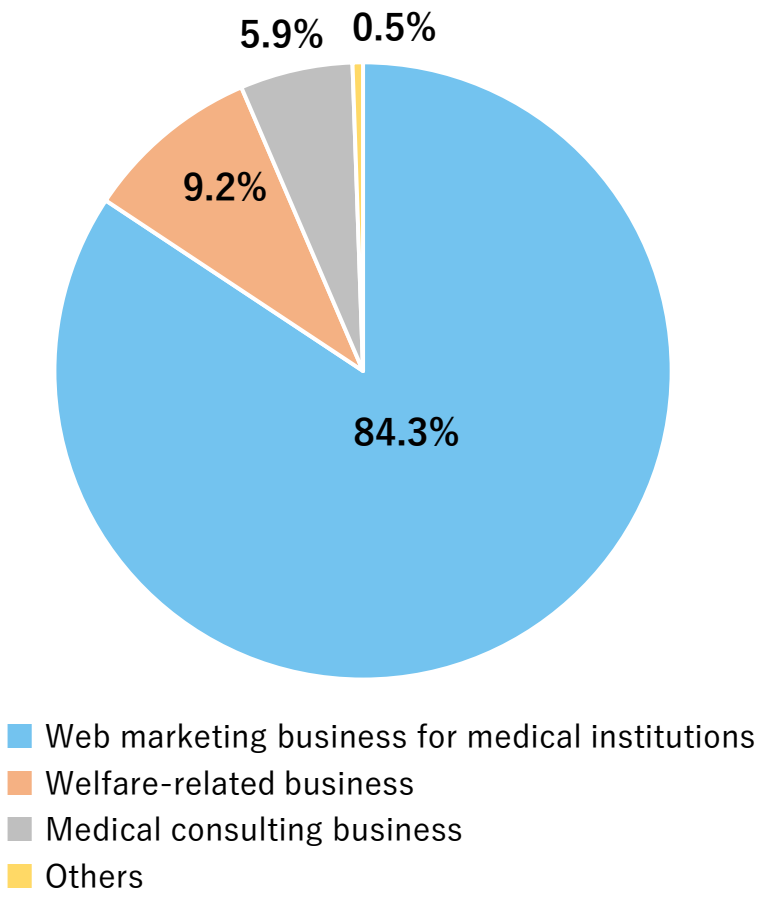
Medical business

We support management in the fields of medical care and welfare in various ways such as web production and facility management.

Composition of sales



Web marketing business for medical institutions

- Web marketing support designed for sales support of medical institutions

Medical consulting business

- Management consulting specialized for dental and medical clinics
- Management support mainly for marketing and media dissemination related to regenerative medicine

Welfare-related business

- Operate three after-school and other day care service facilities in the Kyushu area.
- Operate Support for Continuous Employment (Type B) service facility “panaful” and the agriculture/welfare café “mugikurabe” attached to the facility
- Operate the home-visit nursing care facility “Care Plan Setagaya”
- Operate two chiropractic clinics “Dr. Kairo Nagasawa”

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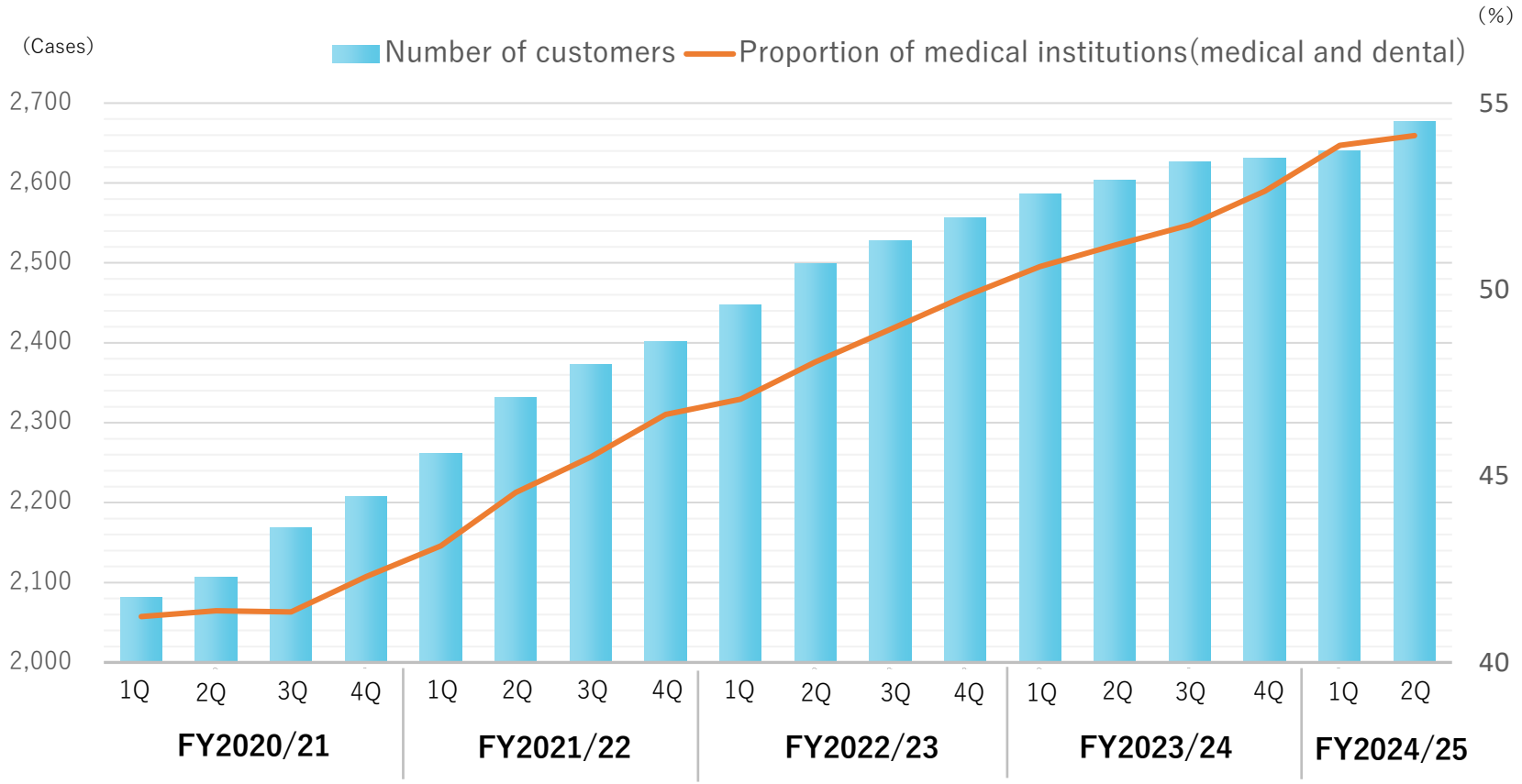
Medical business（Web creating business for medical institutions）

Through web production, advertising operations, and the introduction of marketing software, we support sales activities in the dental and medical clinics.
The number of customers has increased steadily, mainly in the dental clinics.

Customer numbers



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MLTV MARKETING

Medical Life Time Value

To become the clinic of choice

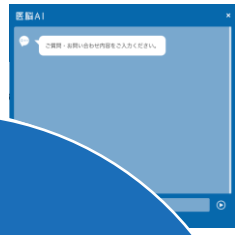
MLTV = Average price × Visit frequency × Duration of continued visits



歯医者の選び方。ムダに削らない歯科医療

デンタルマイクロスコープCLINIC

A dental-specific information site connecting patient concerns with precision dental treatments.



医脳AI

An AI chatbot that automatically answers customer questions by integrating ChatGPT with a company's own data.

WMM

(Web Marketing Manager)

An easy-to-use management tool aimed at expanding customer acquisition through a website, to help become a clinic that continues to be chosen.



New patients

Patient retention

Management challenges

Staff retention

miroku 医脳369

Comprehensive management of medical appointments, online medical care, customer management, etc.







HAHITO

Operation of a job site connecting healthcare professionals with medical institutions.

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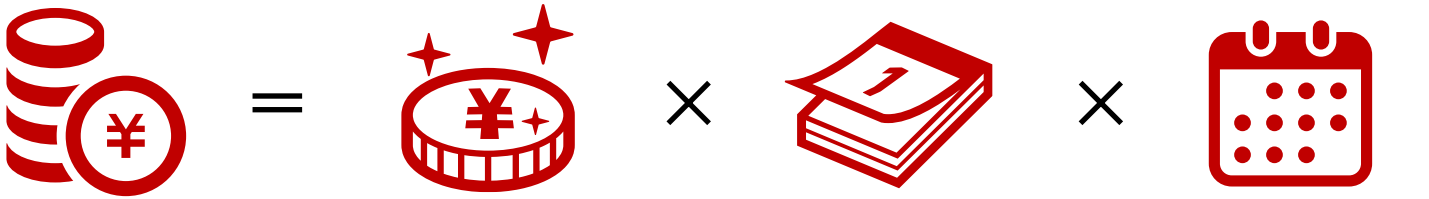
Medical business（Web creating business for medical institutions）

Provide medical institutions with MLTV,
a system to enhance patient lifetime value and lifetime revenue.

Medical Life Time Value

What are patient lifetime value and lifetime revenue?

Increase revenue per patient by improving the average price spent per patient and increasing the visit frequency and the duration of their continued visits.



As a part of the MLTV service, we have released INOU369, a platform specialized in dentistry.

医脳 miroku 369

- **A service that provides comprehensive support for dental practice management by improving MLTV** using LINE to promote patient acquisition, retention, and loyalty.
- In addition to promoting sales activities to new customers, we are approaching approximately **1,050 dental clinics** that are clients of ZERO MEDICAL, INC.

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Overview of Remixpoint, inc.

Company overview

Trade name	Remixpoint, inc.
Head office	Sumitomo Shin Toranomon Building, 4-3-9 Toranomon, Minato-ku, Tokyo, Japan
Established	March 2004
Equity capital	20 million yen (as of September 30, 2024, including legal capital surplus)
Subsidiary	Epsilon Holdings, Co., LTD.・Seal Engineering, Inc・ZERO MEDICAL、INC
Fiscal year end	March
Special Advisor	Masaharu Hino (former Commissioner of the Financial Services Agency)
Board Members	Yoshihiko Takahashi, President, CEO and Representative Director Masato Akita, Director and General Manager, Resilience Division Fumimoto Takizawa, Director who is an Audit and Supervisory Committee Member Yoichi Yamada, Director who is an Audit and Supervisory Committee Member (Outside) Kenji Eda, Director who is an Audit and Supervisory Committee Member (Outside) Koji Takagi, Director who is an Audit and Supervisory Committee Member (Outside)

Businesses

- **Energy business**
- **Resilience business**
- **Medical business**
- **Other businesses**

Member organization, licenses and permits, etc

- **Member organization**
  - Japan Electric Power Exchange (JEPX) Trading Member
- **Licenses and permits, etc.**
  - Electricity retailer: Registration No. A0090
  - Specified-Scale Electricity Utility (Power producer and supplier (PPS)): Registration No. 128
  - Energy management business Registered under the supplemental budget in FY2023
  - ZEB Planner: Registration No. ZEB30P-00019-C
  - Support organization for SHIFT business

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Due to the uncertainties inherent in these judgments, assessments, and assumptions as well as future changes in business administration, internal/external circumstances, etc., the actual outcomes may be substantially different from the projections made. The Remixpoint Group provides no warranties as to the reliability of any representation related to future projections.

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