スマレジ

Presentation Materials for 3Q FY2024

May 1, 2023 - January 31, 2024

Smaregi, Inc.
Securities code: 4431

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As the provisional accounting treatment related to the business combination was finalized at the end of FY4/23, retrospective accounting treatment has been applied to the respective figures for the third quarter of FY4/23. As a result, figures related to 1Q to 4Q FY4/23 published in these materials are different from figures in materials that have already been disclosed. The impact is minor, and there are no changes to the full-year results for FY4/23.

Revision of FY4/24 Full-Year Earnings Forecast

The earnings forecast has been further revised from the previous earnings forecast revision (in 2Q FY4/24) due to the effect of a reduction in selling, general and administrative expenses.

Full-year Earnings Forecast For Fy4/24 (May 1, 2023 - April 30, 2024)

(million yen)	Net sales	Operating profit	Ordinary profit	Profit
Previous projections (A)	8,012	1,303	1,303	884
Projections (B)	8,204	1,610	1,608	1,052
Change (B-A)	191	307	305	168
(%)	2.4%	23.6%	23.4%	19.0%

Reasons for revising the earnings forecast

As cloud services are performing well as a whole and exceeding expectations, the results are expected to surpass the revised values for the full-year earnings forecast that were announced on December 13, 2023.

Selling, general and administrative expenses are expected to fall further due to the enhanced efficiency of advertising activities and recruitment, as well as the non-attainment of a net increase in personnel numbers. Operating profit, ordinary profit, and net profit are expected to exceed previous forecasts.

3Q FY4/24 Highlights

Net sales	Operating profit	ARR	Number of employees
YoY	YoY	YoY	YoY
+45.0%	+103.7%	+37.7%	+21.1%
6,043 million yen	1,283 million yen	5,518 million yen	299 employees

Statement of Income

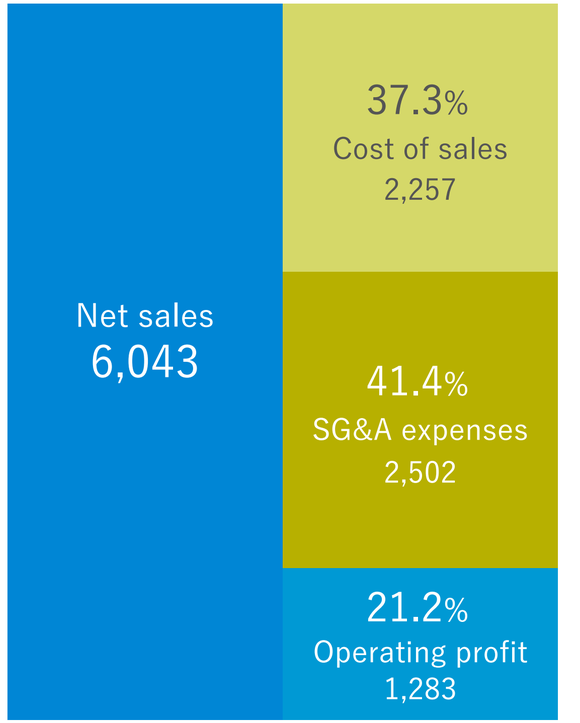
Net sales grew by 45.0% YoY, and operating profit grew by 103.7% YoY.

(million yen)	3Q FY24 results (May 2023-Jan.2024)	3Q FY23 results *1 (May 2022-Jan.2023)	YoY	FY4/2024 plan *2 (May 2023 - Apr. 2024)	3Q FY4/24 % achieved (May 2023 -Jan.2024)
Net sales	6,043	4,168	+45.0%	8,204	73.8%
Cost of sales	2,257	1,648	+36.9%	-	-
Gross profit	3,785	2,519	+50.3%	-	-
SG&A expenses	2,502	1,889	+32.4%	-	-
Operating profit	1,283	630	+103.7%	1,610	79.7%
Ordinary profit	1,280	632	+102.5%	1,608	79.6%
Profit	877	666 ※3	+31.7%	1,052	83.3%

*2 FY4/24 full-year earnings forecast was revised (Refer to P3)

Earnings structure

(million yen)



*1 As ROYAL GATE INC., formerly a consolidated subsidiary, was absorbed into the company on July 1, 2022, ROYAL GATE's results for May and June 2022 have not been included in the FY4/23 results.
*3 Due to the absorption merger of ROYAL GATE INC., gains on extinguishment of tie-in shares (extraordinary income) and income taxes-deferred (gain) were recorded.

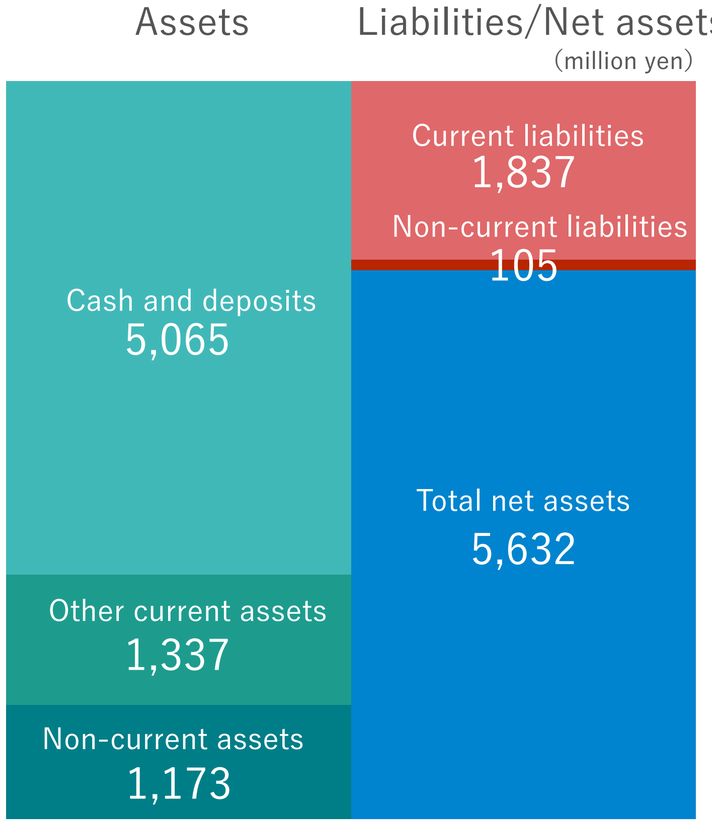
Balance sheet

Current liabilities increased by 56.0% YoY due to business expansion, leading to increases in advances received and income taxes payable. Net assets increased by 26.3% YoY on the back of strong business performance, stable financial foundation was maintained with equity ratio of 74.4%.

(million yen)	3Q FY24 results (May 2023-Jan.2024)	3Q FY23 results (May 2022-Jan.2023)	YoY	1H FY4/24 results (May 2023 - Jan. 2024)	QoQ
Current sales	6,402	4,741	+35.1%	5,931	+7.9%
Cash and deposits	5,065	3,773	+34.2%	4,658	+8.7%
Non-current assets	1,173	983	+19.3%	1,115	+5.1%
Total assets	7,576	5,724	+32.4%	7,047	+7.5%
Current liabilities	1,837	1,178	+56.0%	1,631	+12.7%
Non-current liabilities	105	86	+21.9%	102	+2.7%
Total liabilities	1,943	1,264	+53.7%	1,733	+12.1%
Total net assets	5,632	4,459	+26.3%	5,314	+6.0%
Total liabilities and net assets	7,576	5,724	+32.4%	7,047	+7.5%

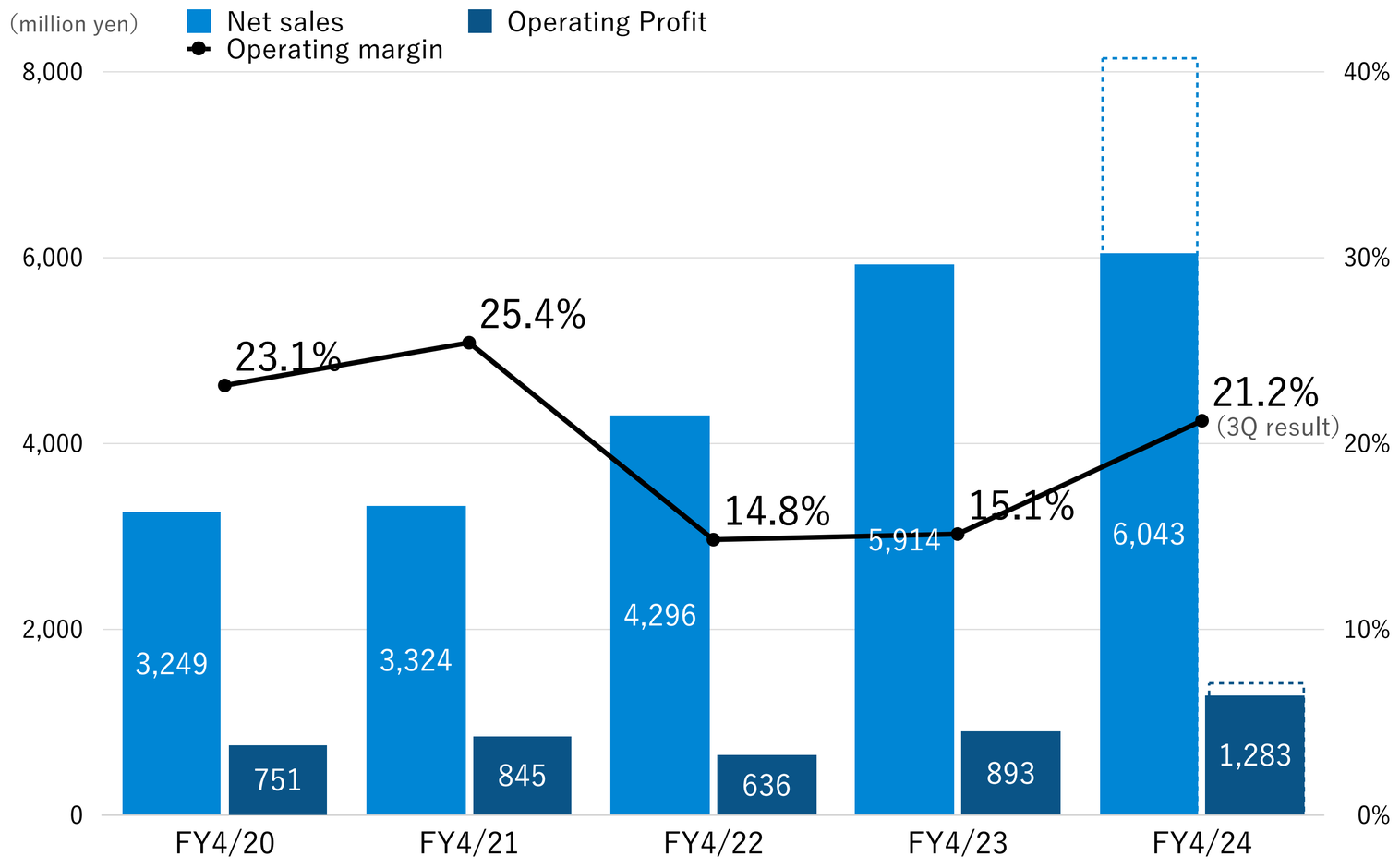
Equity Ratio

74.4%



Changes in Net Sales, Operating Profit, and Operating Margin

Net sales progress rate in 3Q FY4/24 was 73.8% and operating profit progress rate was 81.2% against the revised full-year earnings forecast.



3Q FY4/24

(May 2023 - Jan. 2024)

Net sales progress rate

73.7%

6,043 / 8,204

Operating profit progress rate

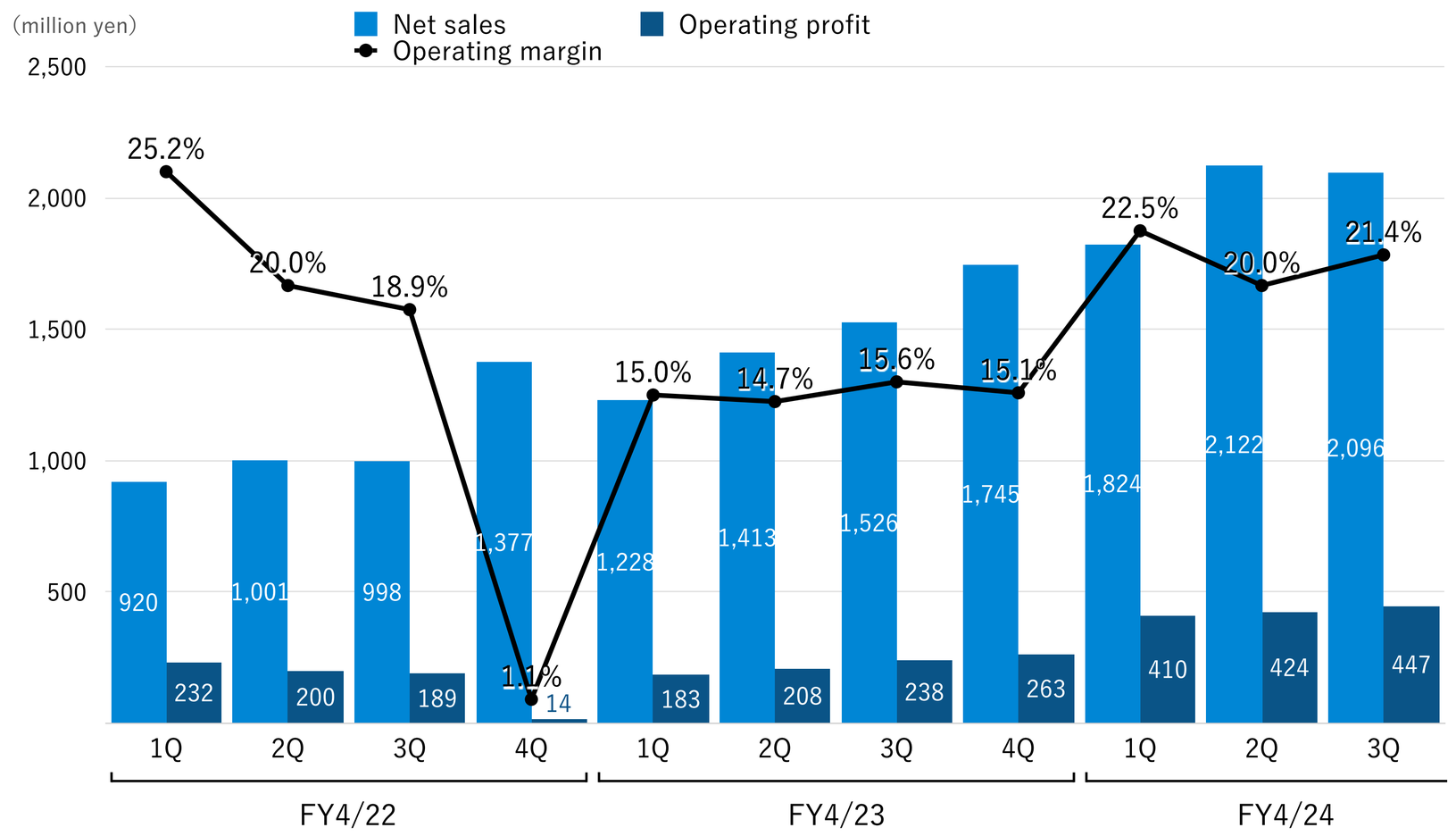
79.7%

1,283 / 1,610

*4Q FY4/22 includes the results of consolidated former subsidiary (ROYAL GATE INC.)
*On July 1, 2022, an absorption merger was implemented with ROYAL GATE INC. as the dissolved company, and the transition was made to non-consolidated accounting.

Quarterly Changes in Net Sales, Operating Profit and Operating Margin

Special demand for automatic changing machines peaked out, and net sales fell by 1.3% QoQ. (See p.10 for the detailed breakdown)
As a result of strong business performance and cost optimization, operating margin for 3Q landed at 21.4%



3Q FY4/24

Operating margin

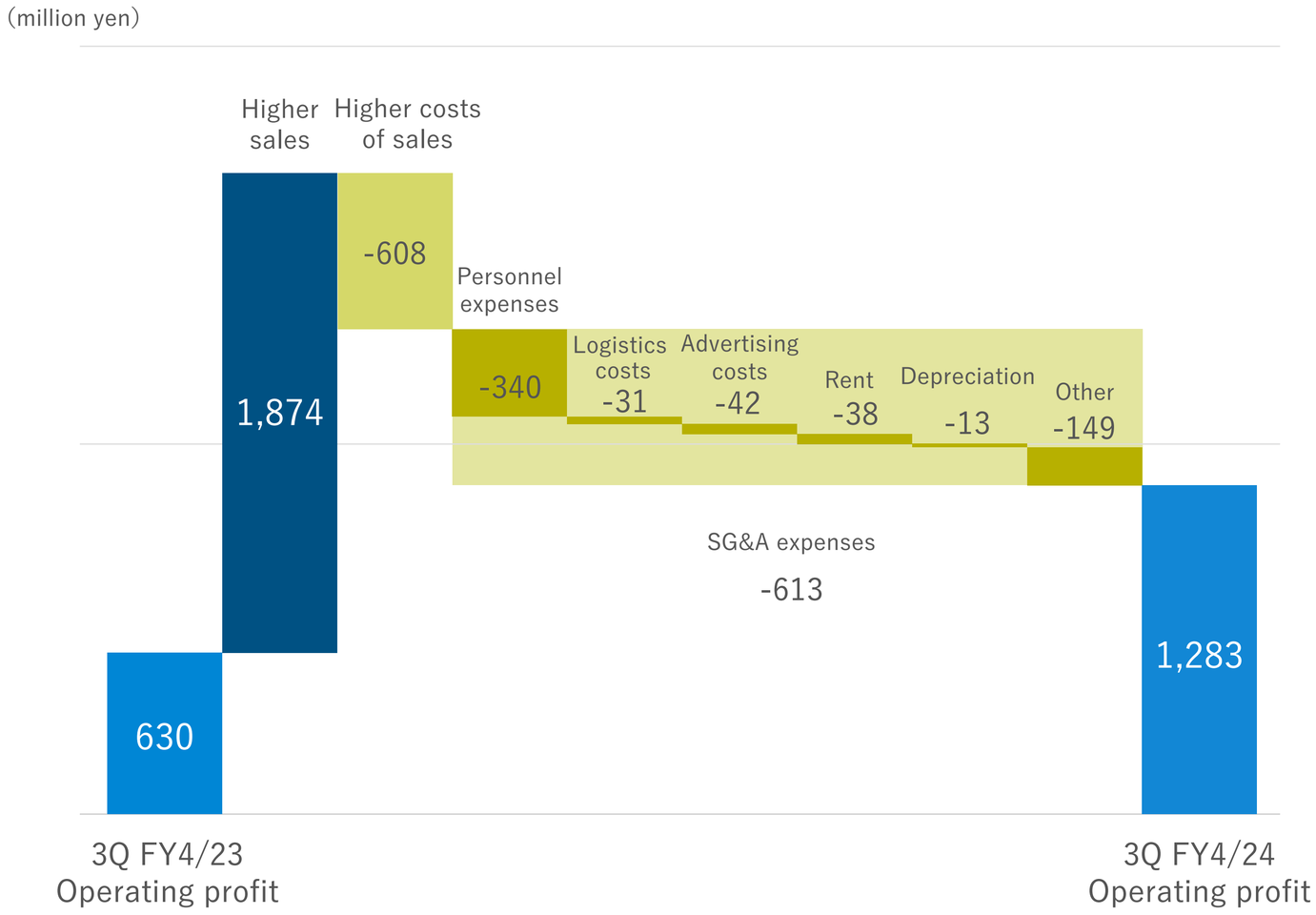
21.4%

YoY	QoQ
⬆ 5.8pt	⬆ 1.4pt

*4Q FY4/22 includes the results of consolidated former subsidiary (ROYAL GATE INC.)
*On July 1, 2022, an absorption merger was implemented with ROYAL GATE INC. as the dissolved company, and the transition was made to non-consolidated accounting.

Analysis of Change in Operating Profit（YoY change）

Strong business performance and reduction in SG&A expenses through greater efficiency in advertising activities, jointly contributed to a significant increase in operating profit.



Higher sales

- Number of new fee-based contracts increased.
- Increasing demand for currency update services due to new banknote issuance.
- Growth of consistent sales(monthly fees) due to low churn rate
- Price revision of monthly fees for cloud services

Higher cost of sales

- Increase in equipment purchases because of the growth in sales
- Increase in cost of production including labor costs

Higher SG&A expenses

- Higher personal expenses due to the increased of employees
- Increase in other expenditures associated with business expansion
- Smaller margin of increase in advertising expenses due to enhanced marketing efficiency

*1 As ROYAL GATE INC., formerly a consolidated subsidiary, was absorbed into the company on July 1, 2022, ROYAL GATE's results for May and June 2022 have not been included in the FY4/23 results.

Quarterly Changes in Sales Composition

Subscription sales grew by 48.1% YoY due to steady growth in the number of fee-paying stores and cashless payment services. Sales of products and others leveled out as special demand for new banknotes peaked in 2Q. Initial expense gross margin fell by 2.4 pt. QoQ due to the impact of payment terminals that have not been distributed.

3Q FY4/24

Subscription sales ration

64.7%

Initial expense gross margin

Sales of products and others

31.9%

QoQ

⬇ 2.4pt

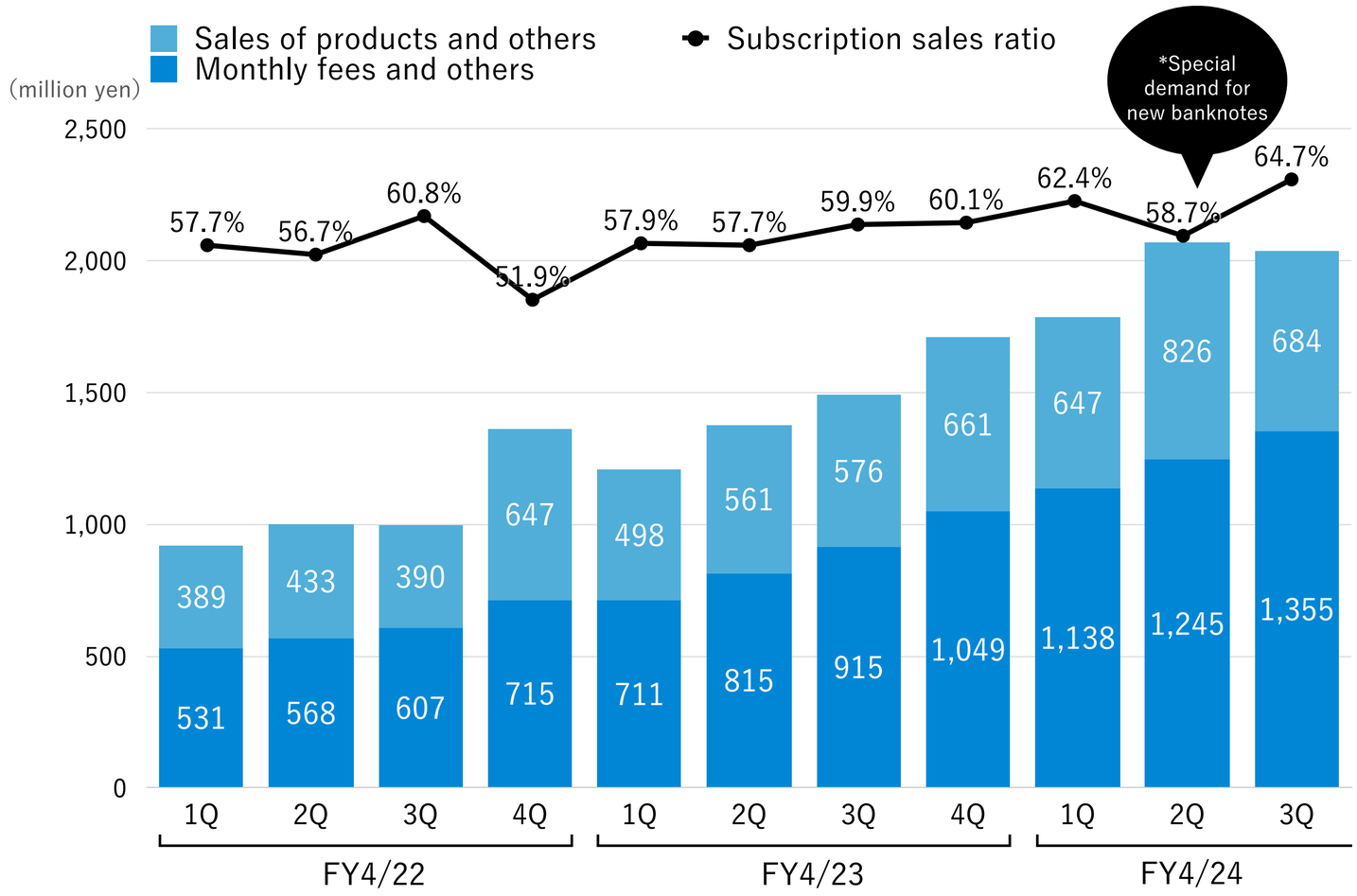
SaaS gross margin

Monthly fees and others

81.6%

QoQ

⬆ 1.3pt



*This graph does not include sales involving other system development expenses. Due to the absorption merger effective July 1, 2022, the results of the former consolidated subsidiary (ROYAL GATE INC.) for May and June have not been included in the 1Q FY4/23 results.

*Special demand to update automatic change machines to accommodate the issuance of new banknotes arose in July 2024, and was recorded under "Sales of products and others" in 2Q FY4/24 net sales. This accounted for more than 60% of the special demand in 2Q.

Quarterly Changes in SG&A Expenses

Advertising expenses increased by 25.1% QoQ due to the increase in advertising investment to boost recognition. Personnel expenses fell slightly due to increased cumulative personnel expenses in 2Q as well as the impact of stock prices for stock compensation.
We will continue to invest actively as planned, with the aim of achieving the Medium-term Management Plan (ARR target).

3Q FY4/24

SG&A expenses

886million yen

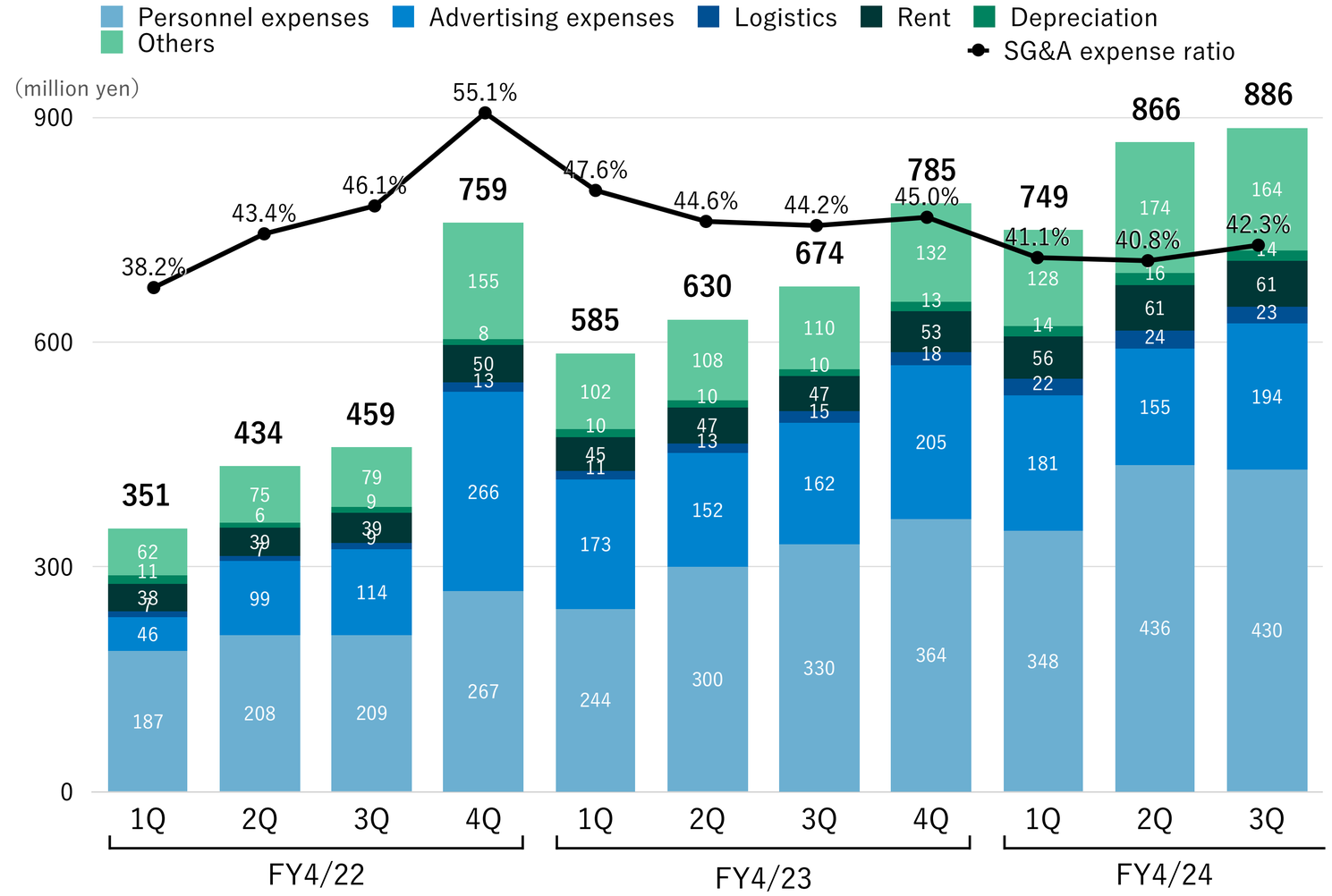
YoY +31.5%

S&M

390百万円

S&M ratio

18.6%

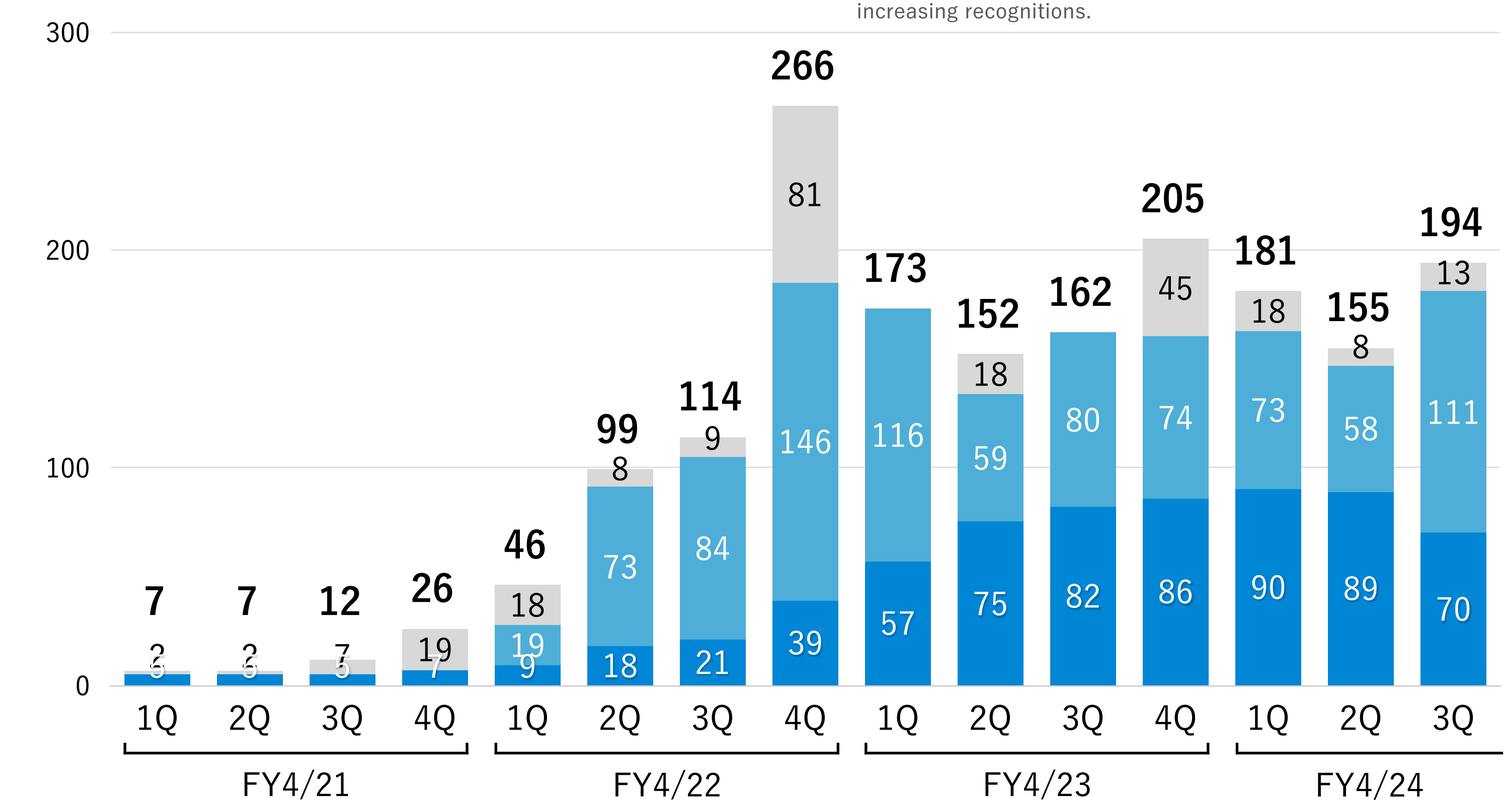


Quarterly Changes in Advertising Expenses/S&M

In addition to the regional areas, we are also rolling out TV commercials in the urban areas to expand our outreach to potential customers. In lead acquisition measures (mainly online marketing), we are continuing with efficient advertising investments with an emphasis on cost performance.

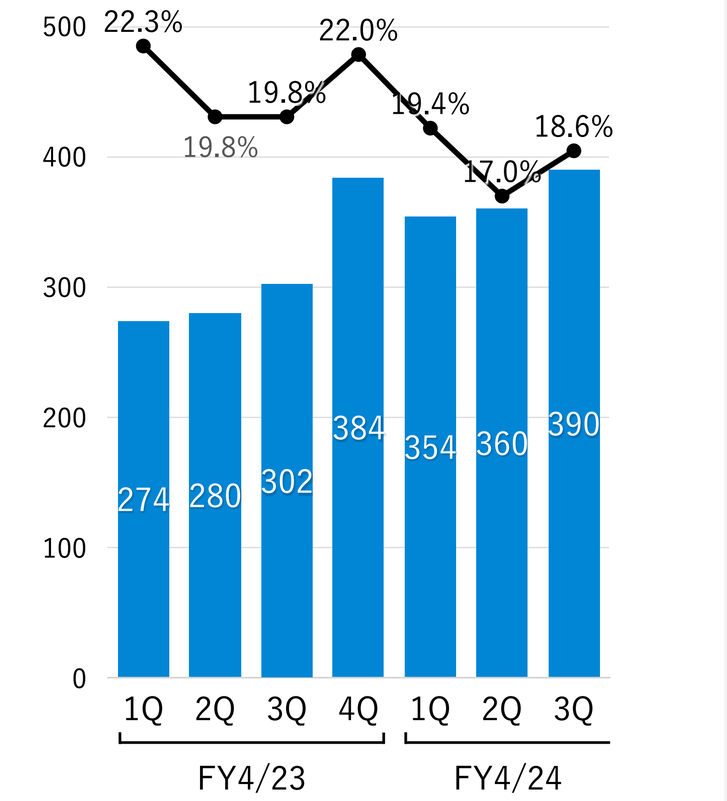
Advertising expenses

- Lead acquisition ..... Web ads(listing, affiliate), event exhibit fees
- Increasing recognition ..... TV commercials, radio
- Others ..... Smaregi App Contest and events such as food festivals, etc, which are the branding activities that are not directly affected by lead acquisitions or increasing recognitions.



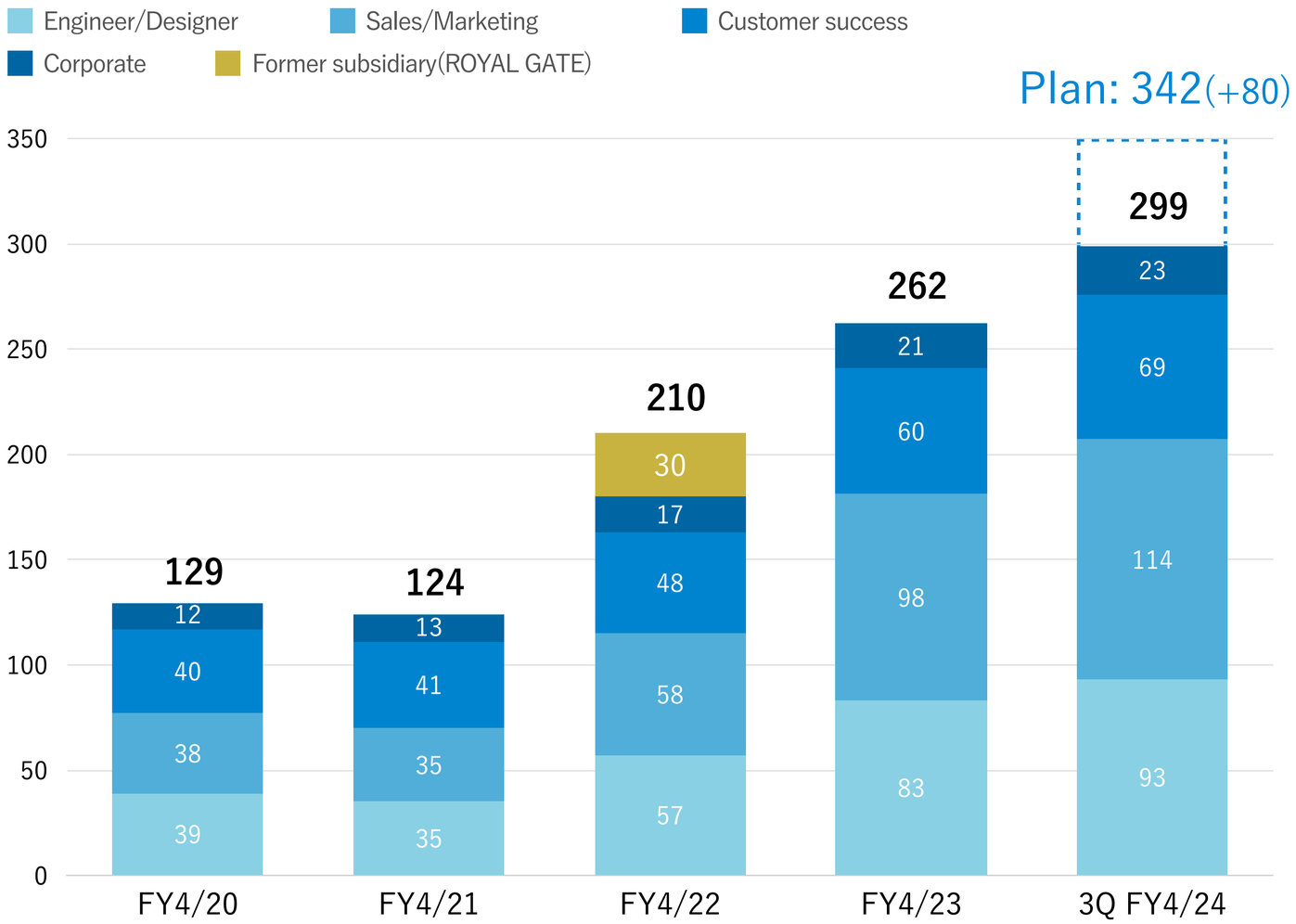
S&M

Advertising expenses, sales and marketing personnel expenses, and the related expenses



Growth in Number of Employees

The number of employees increased by 12 employees QoQ to 299. In FY4/24, we plan to increase the number of employees by 80 employees YoY (+30.5%) to a total of 342.



3Q FY4/24

(As of the end of January 2024)

299人

YoY	QoQ
+21.1%	+4.2%
+52	+12

*Number of employees as of the end of January 2024, excluding temporary employees and part-time employees.
*Since 1Q FY4/24, the classification of engineers belonging to Smaregi TechFarm has been changed from “Corporate” to “Engineer/Designer”.



Business Summary

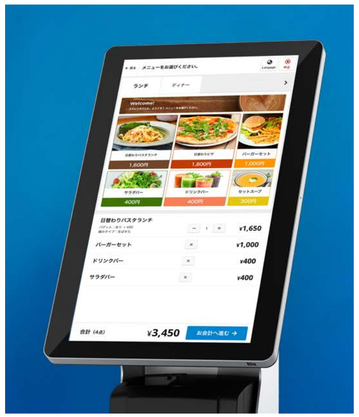
3Q FY4/24 Topics











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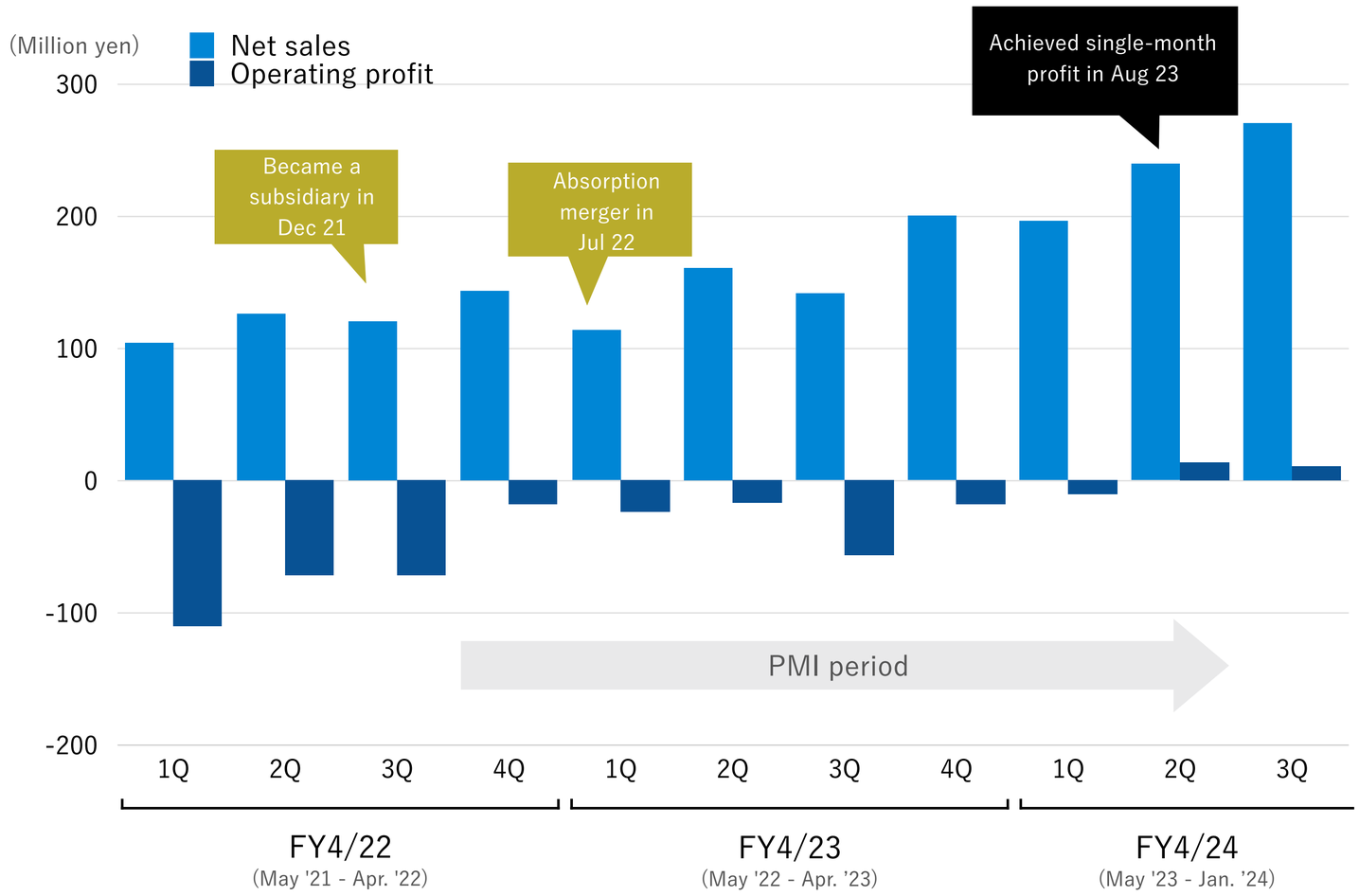
CAM CORPORATION



Jan. 2024	• 6th edition of Smaregi Ventures: Invested in CAM CORPORATION, a cloud ERP company for SMEs
	• Announced the development of a self-checkout system (ticket vending machine)
	• Exhibited at “Pit-nagoya” (Nagoya Chamber of Commerce & Industry)
Dec. 2023	• Held a recruitment event (CS positions) at Sapporo Support Center
	• Exhibited at “FUKUSHO DIGITAL EXPO” (Fukuoka Chamber of Commerce & Industry)
Nov. 2023	• Started offering a monthly 0 yen plan for Smaregi PAYGATE
	• Exhibited at “FOOD STYLE Kyushu 2023,” a trade fair that cuts across the dining out, ready-to-eat, and retail sectors
	• Smaregi’s user community meet-up event, “Akinai LABO,” held in Osaka and Fukuoka
	• Number of eligible projects for the “IT Introduction Subsidy 2023” increased by 23% from the previous year

PMI Outcomes for M&A (ROYAL GATE INC.)

Achieved profitability in the payment business (former ROYAL GATE INC.) in two years, as planned.
We have built a foundation for future business growth by acquiring a payment business with high entry barriers.



PMI

- Identified issues with the business
- PMI management on a daily basis
- Corporate/Organizational integration
- Established new specialised departments, strengthened structure
- Implemented cost-cutting measures
- Reorganized unprofitable services
- Cross-selling strategies
- Development of product collaboration

*ROYAL GATE INC. became a subsidiary through stock acquisition in December 2021, and merged with Smaregi through an absorption merger in July 2022.

Annual Recurring Revenue (Subscription Sales)

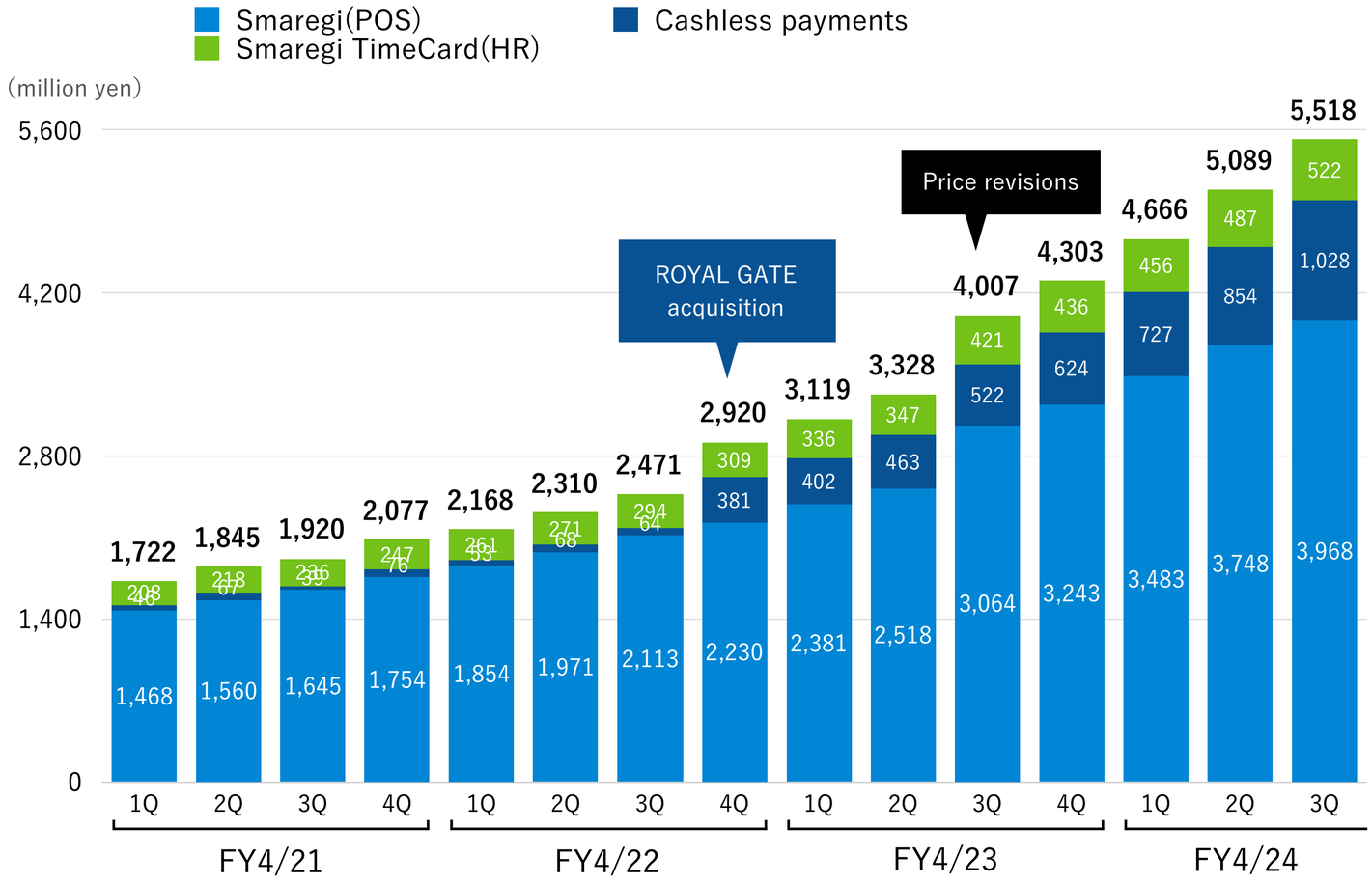
ARR has grown by 37.7% YoY, one year after the price revisions (January 2023).
Cashless payments have achieved high growth of 96.6% YoY.

ARR*

5.51 billion yen

YoY	QoQ
+37.7%	+8.4%

※Based on 12 times the MRR at the end of each quarter
※ARR: Annual Recurring Revenue
※MRR: Monthly Recurring Revenue



Smaregi (POS): POS monthly fees, equipment subscription, additional options (terminal addition fees, self-checkout fees, member-limit additional fees, etc.), Smaregi App Market.
Cashless payments: PAYGATE monthly fees, member store fees/kickbacks (Since 4Q FY4/23, calculated based on quarterly averages, taking into account the effect of seasonal fluctuations), processing fees, payment terminal linkage costs. Smaregi TimeCard (HR): Time management monthly fees, member-limit addition.

POS

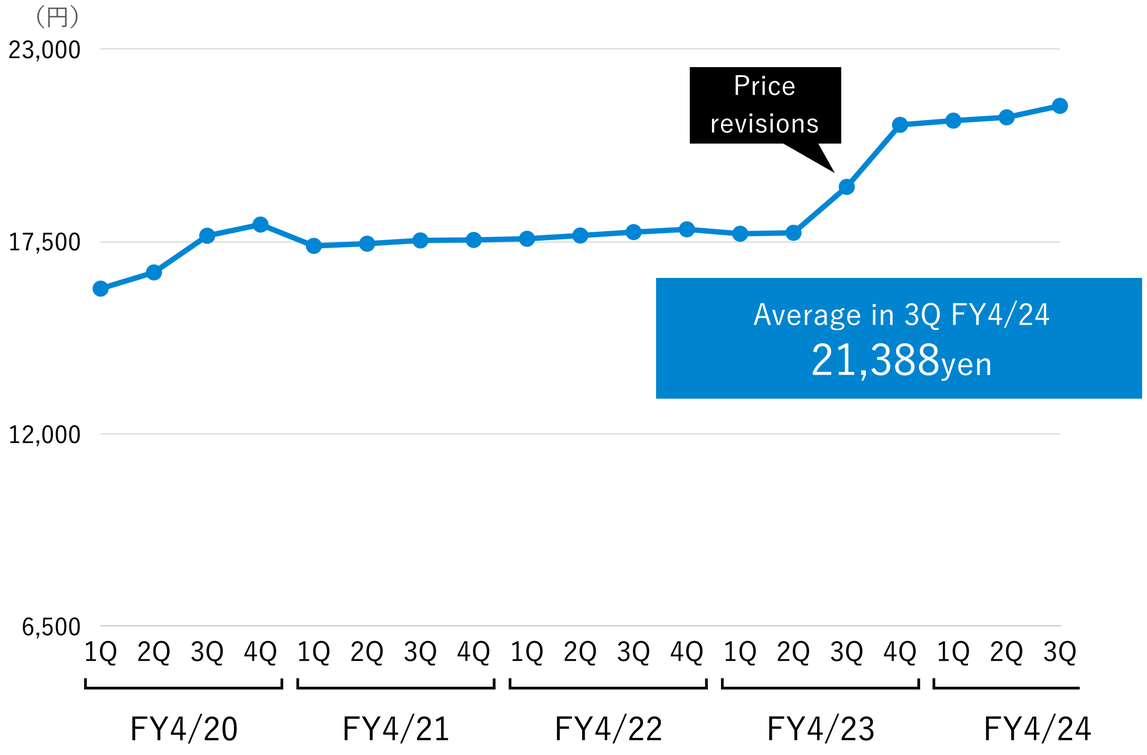
Average Revenue per Account and User（ARPA/ARPU）

With the effects of price revisions having run their course, the rising trend has been maintained and is moving at a stable rate. (Price revisions were implemented in January 2023)

ARPA

YoY ↑2,317yen

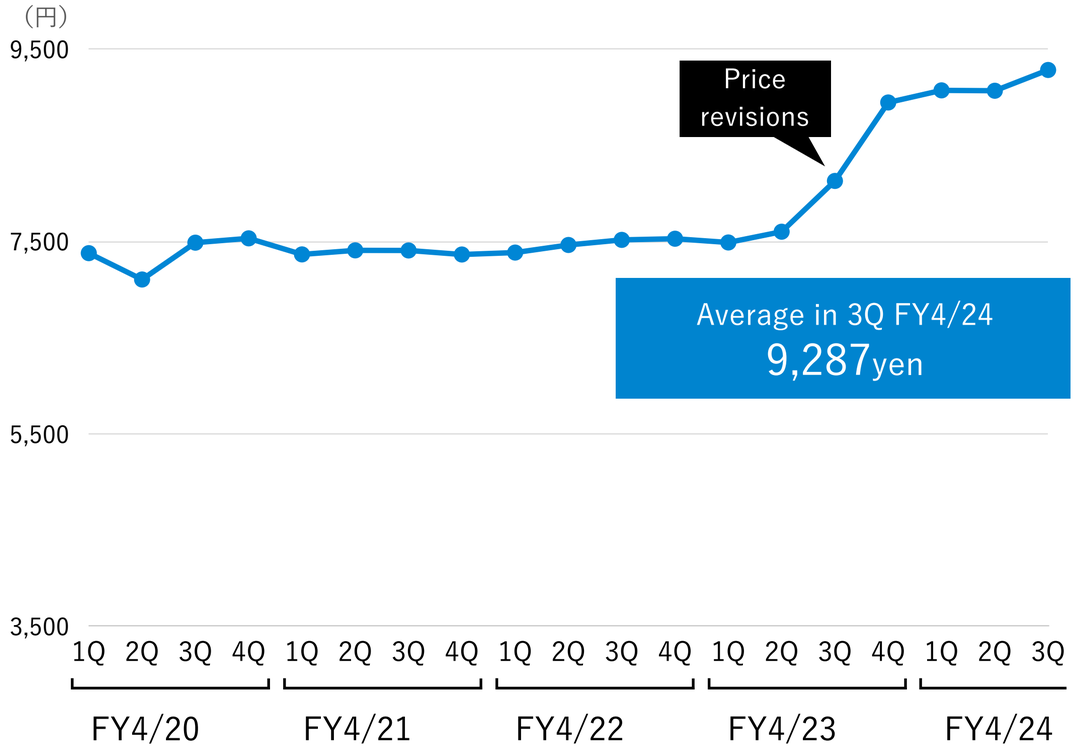
QoQ ↑328yen



ARPU

YoY ↑1,154yen

QoQ ↑216yen



ARPA(Average Revenue Per Account): Customer unit price per contract ID (only for paid plan contracts).

ARPU(Average Revenue Per User): Customer unit price per store (only for paid plan contracts) Does not include sales from Smaregi TimeCard, Smaregi App Market, or the payment service.

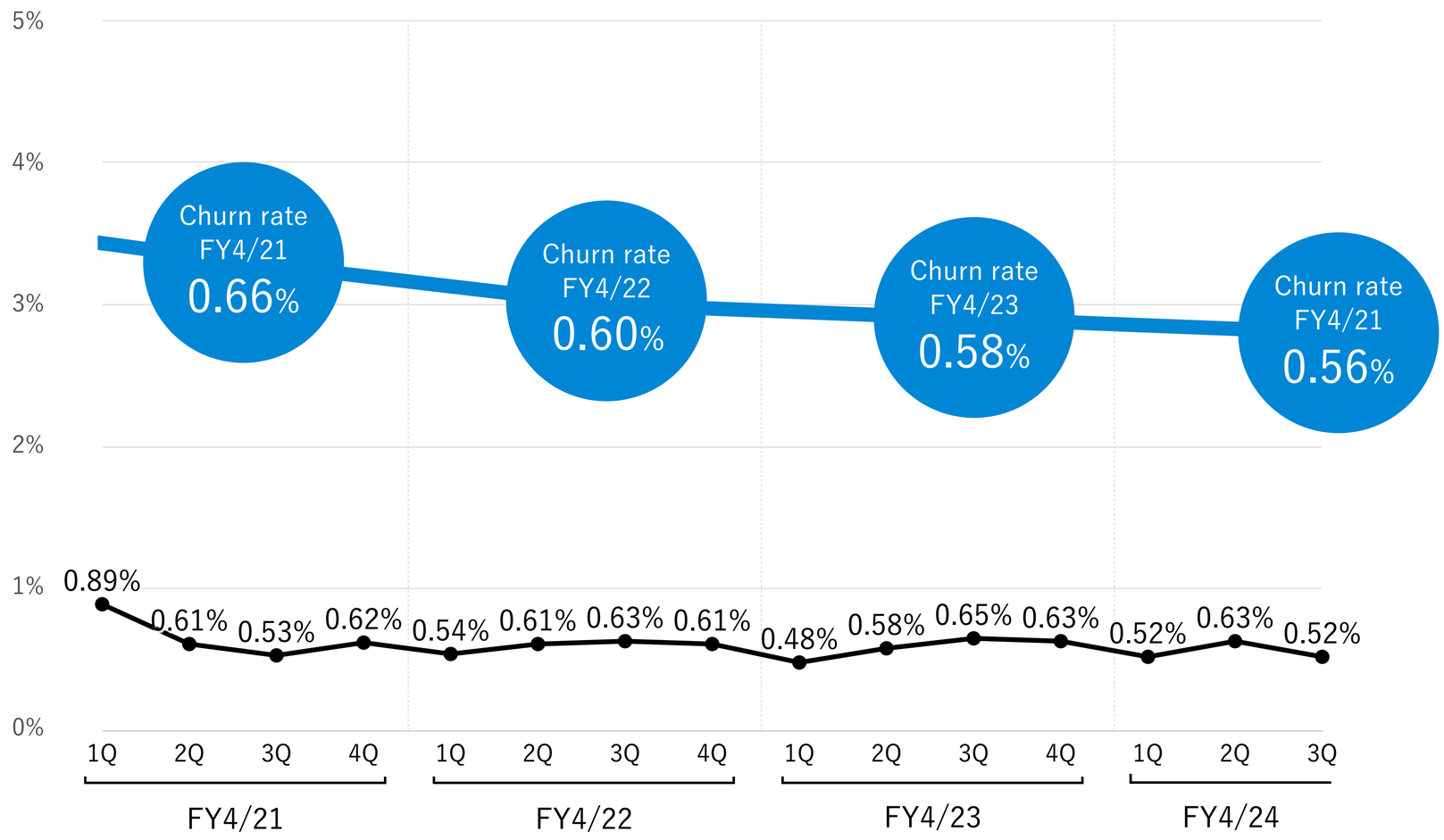
POS

Changes in Churn Rate

We are continuing with measures to strengthen onboarding and improve service quality.

There have been hardly any effacts from the price revisions, and we have maintained a low average churn rate.

(Price revisions were implemented in January 2023.)



3Q FY4/24
(May 2023 - Jan. 2024)
Churn rate

0.56%

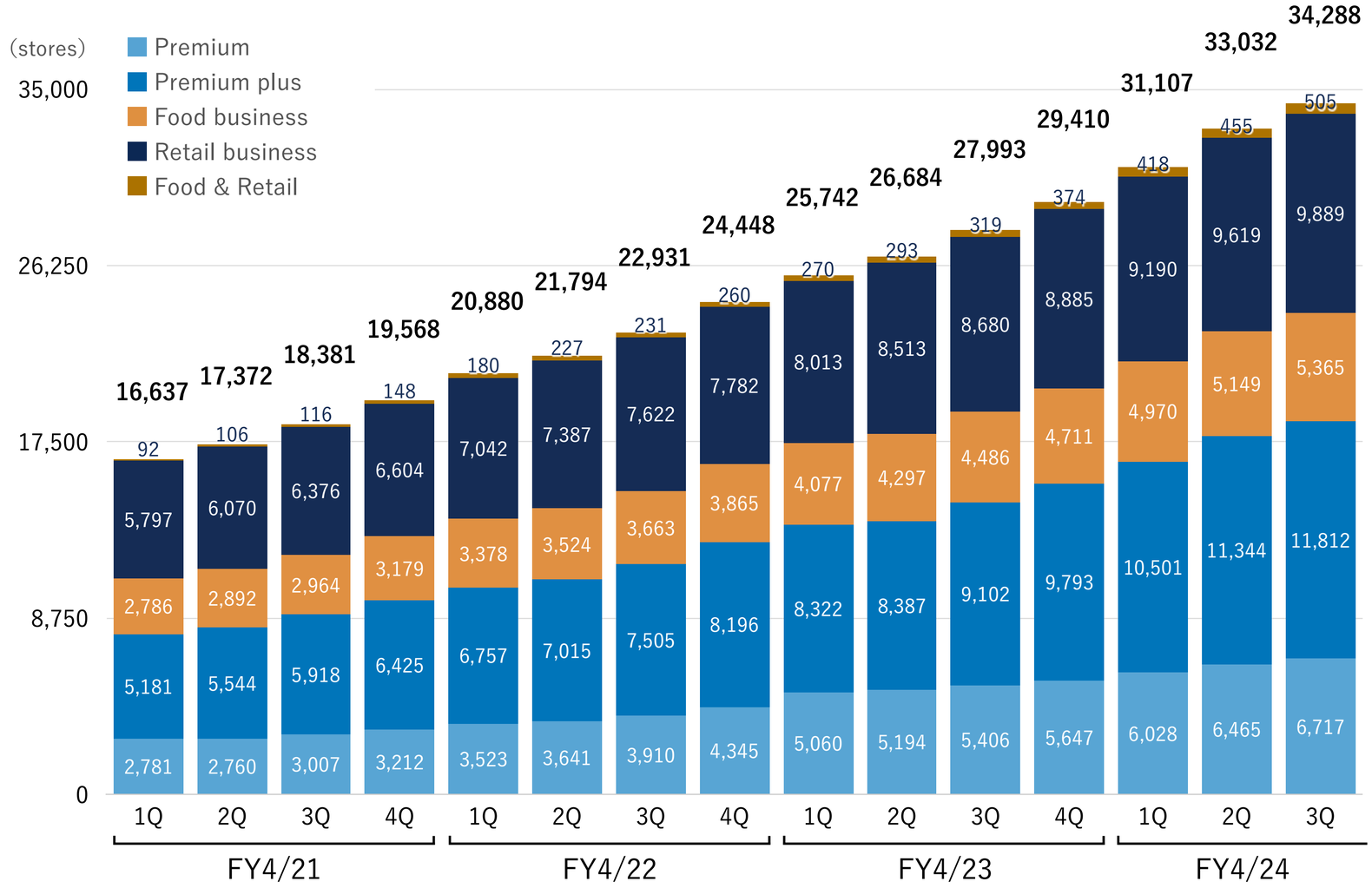
YoY	QoQ
−0.02%	-0.11%
Cumulative churn rate for 3Q FY4/23 is 0.58% (May 2022-Jan. 2023)	

Churn rate: MRR churn rate

The percentage of decrease in existing customer monthly fees caused by cancellations.

Quarterly Progress in the Number and Composition of Fee-paying Stores

Growth is steady for each plan, and the number of fee-paying stores increased 22.5% YoY.



Fee-paying stores*

34,288

YoY	QoQ
+22.5%	+3.8%
+6,295	+1,256

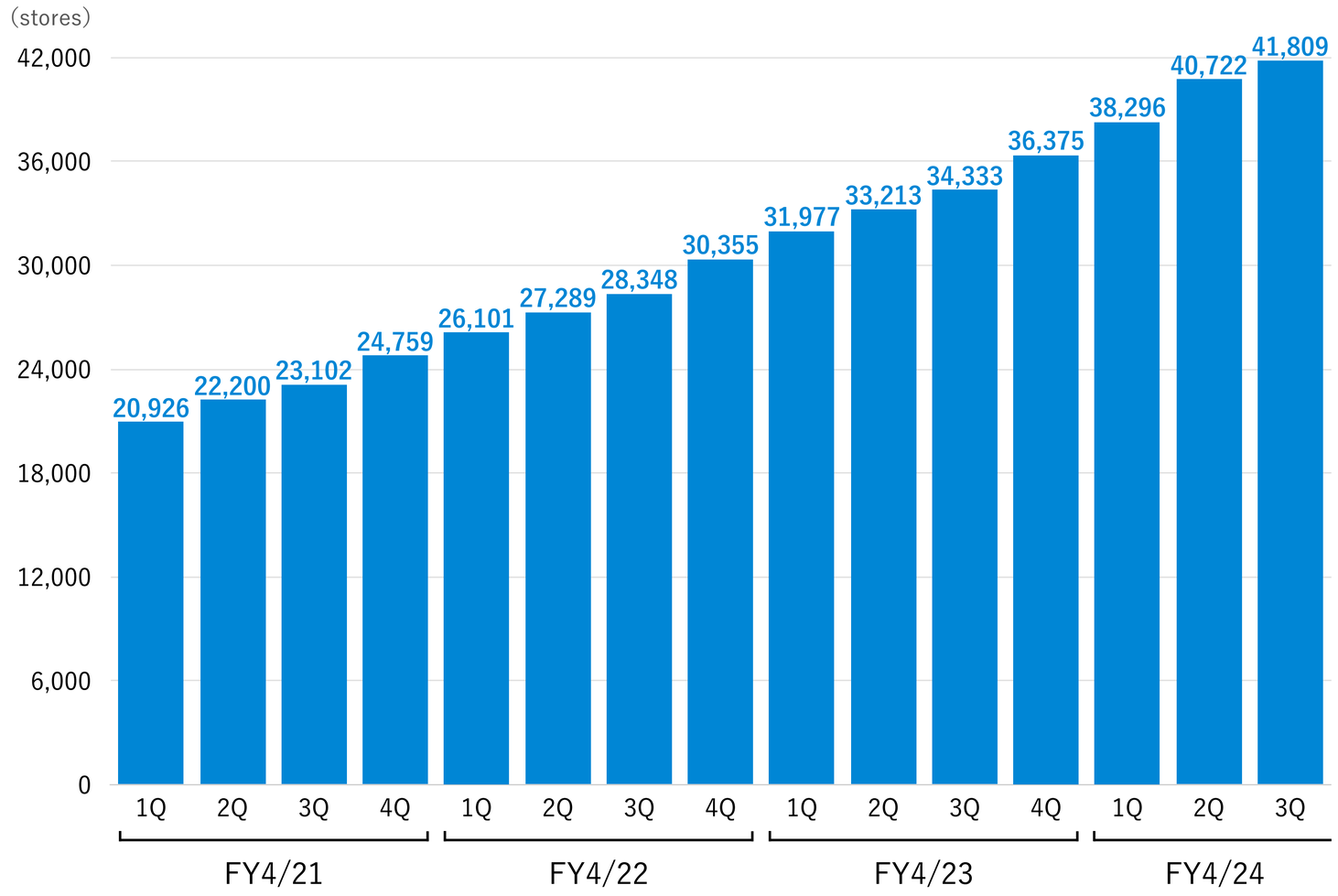
*Monthly disclosure of the latest information on the number of fee-paying stores Smaregi discloses information on the number of fee-paying stores every month. As of November 30, 2023, the number of fee-paying stores is 33,737 stores. For details, please refer to the IR site.

*Smaregi aims to realize more widespread use of its services and has set the number of fee-paying stores and active stores (instead of no-fee stores) as important KPIs.
*Free plan stores paying a fee due to the use of an optional service are not included in this graph.

POS

Active Stores (Including Free Plan Stores)

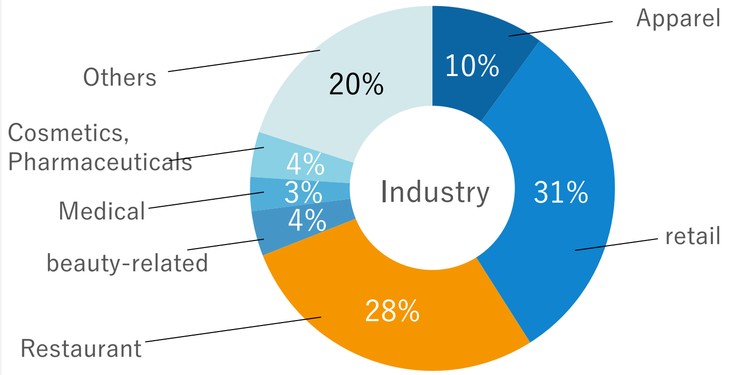
The number of active stores increased steadily by 21.8% YoY. Due to seasonal factors (decline in demand for registers due to the busy year-end and New Year period), the number of active stores increased marginally by 2.7% QoQ.



MAU

41,809 ※1

YoY	QoQ
+21.8%	+2.7%
+7,476	+1,087



*1 The latest number of active stores (as of November 30, 2023) is 41,689 stores. For details, please refer to the IR site. *The number of stores that recorded commercial transactions (sales) in the most recent one-month period using Smaregi's cash register function, irrespective of the type of plan. Even when the stores utilize the inventory management and other functions, if there are no commercial transactions then they are not counted.

POS

Quarterly GMV (Gross Merchandise Value) Progress

Cumulative transaction amount exceeded 7 trillion yen, and GMV grew further as a result of the intense year-end and New Year sales season. The ratio of cashless transactions in stores using Smaregi was 55.2%, contributing to Japan's shift toward a cashless society.*1

GMV growth rate

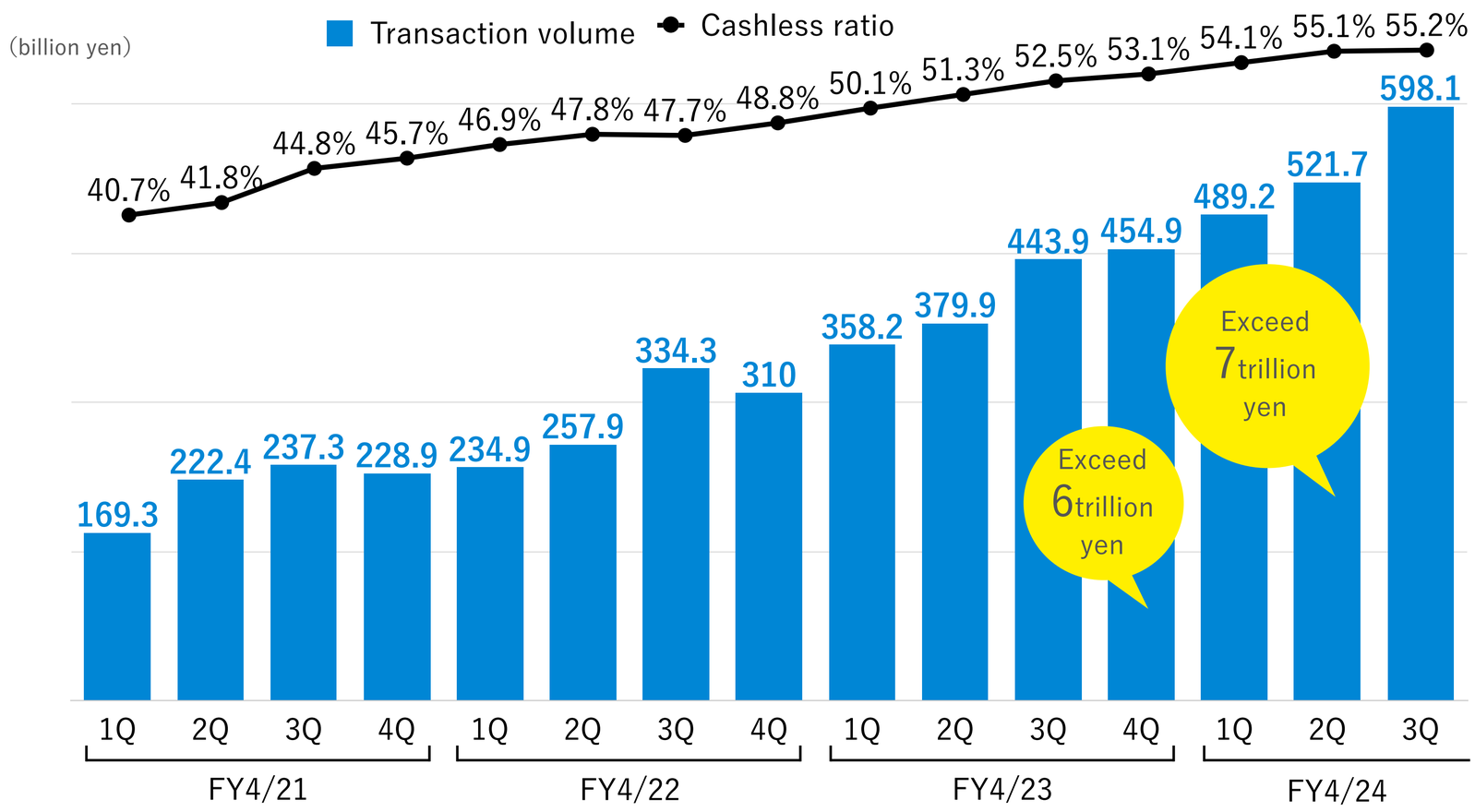
YoY	QoQ
+34.7%	+14.6%

Cumulative transaction amount

7.8trillion yen

(As of January 31, 2024)

Quarterly total transaction volume

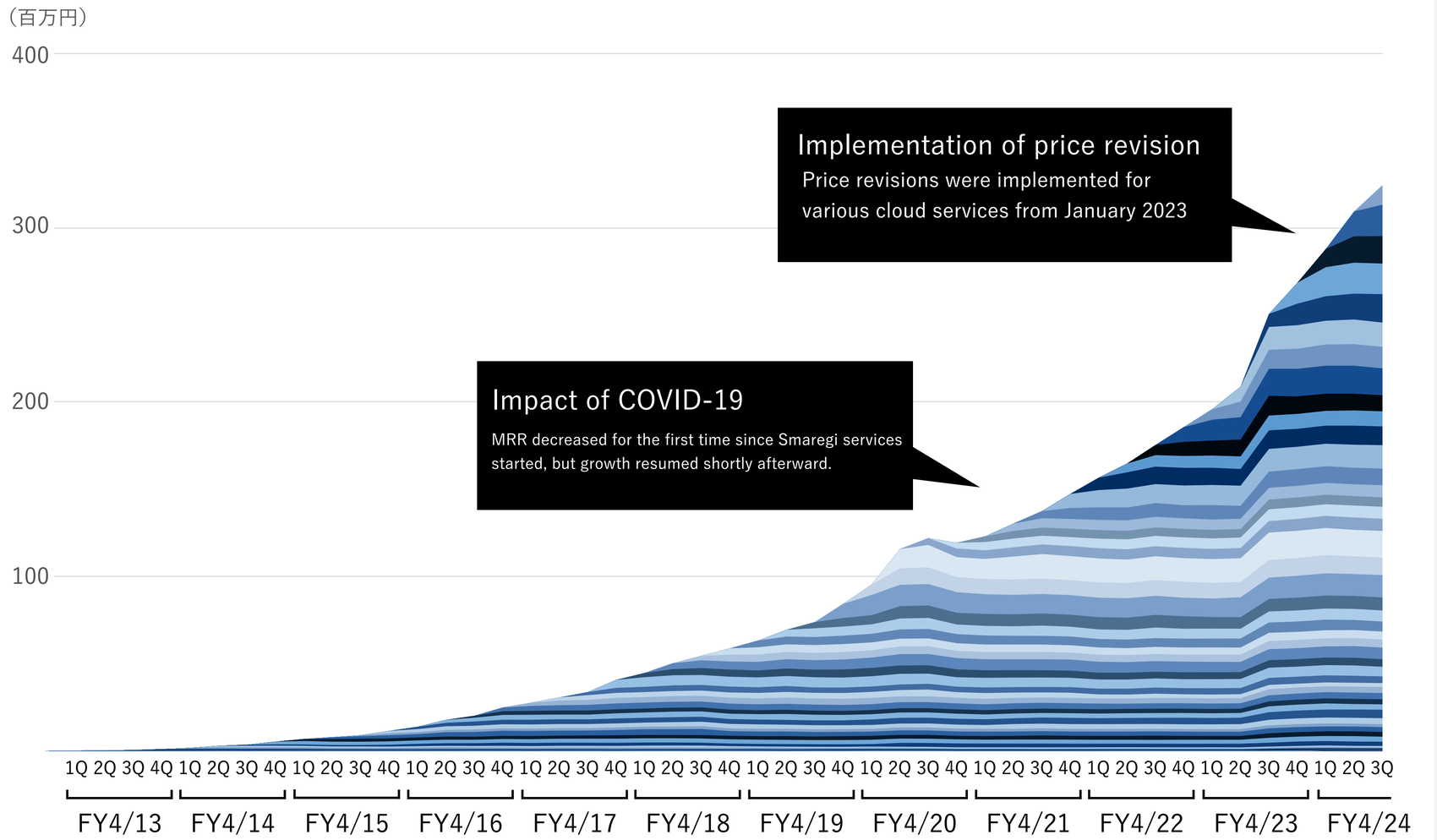


*1 The Ministry of Economy, Trade and Industry (METI) is promoting cashless payments with the goal of increasing the ratio of cashless payments to about 40% by 2025. The cashless payment ratio in 2022 was 36.0% (as announced by METI in April 2023). *Cashless transactions: Also includes credit cards, electronic money, QR code payments, and some tradable coupons, gift certificates, etc.

POS

Monthly Fees by Quarter of Start of Services

The robust growth in the number of paid stores contributed to an expansion in MRR. Our sustained growth is driven by stable, ongoing customer usage.



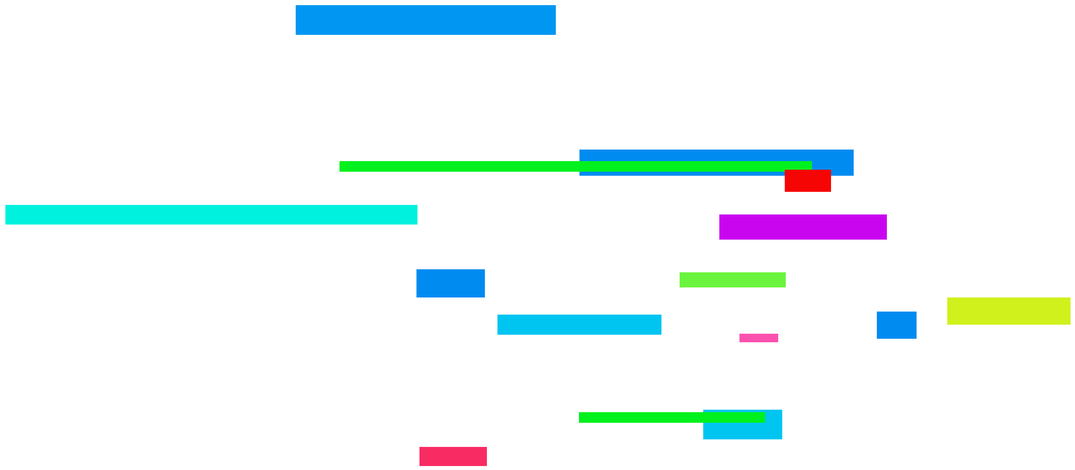
3Q FY4/24
(As of the end of January 2024)

MRR
(POS service only)

302million yen

*Although monthly fees for Smaregi were reduced in March - April 2020 in consideration of the impact of the COVID-19 pandemic, the impact of this reduction measure has not been included in the graph above.

Business Outline



Businesses

With Smaregi (POS) and Smaregi TimeCard (HR) as the core cloud services businesses, we are aiming to expand the Smaregi economic zone through venture investments and IT human resources discovery and training businesses.

Cloud Services

Smaregi (POS)



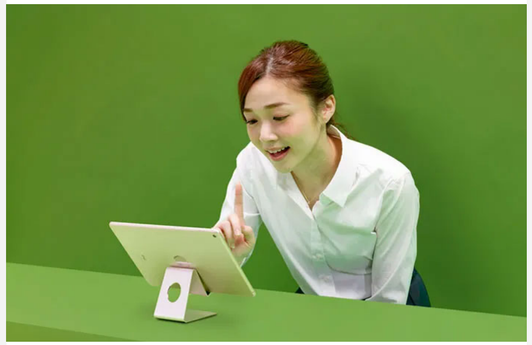
A new, cloud-based POS register system that enables efficient store management and data management through sales analysis, advanced inventory management, and other DX transformations for the retail, restaurant, and service industries.

Payment Service



A multi-payment service that supports a variety of payment methods such as credit card payments, contactless payments, and barcode payments.

Smaregi TimeCard (HR)



An HR service that has been requested by stores and companies, which goes beyond the framework of attendance management with features such as payroll calculations, vacation management, shift management, daily reports, project management, and workflow.

Others

EC

STORE STORE

Online store for store peripherals

SES

Smaregi TechFarm

IT and creative human resources discovery and training business through SES

CVC

スマレジ Ventures

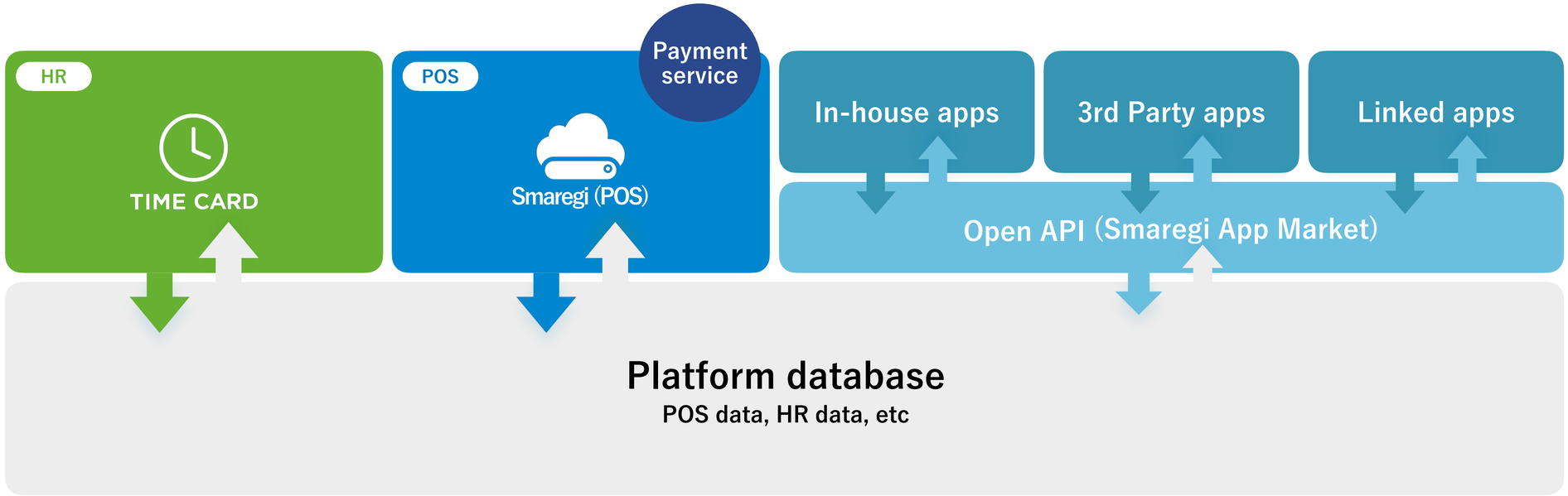
Venture investments business and Smaregi economic zone expansion business

Cloud Services

Society is moving towards an era of storing and utilizing data, and Smaregi supports store management based on data with a rich set of APIs that other companies lack.

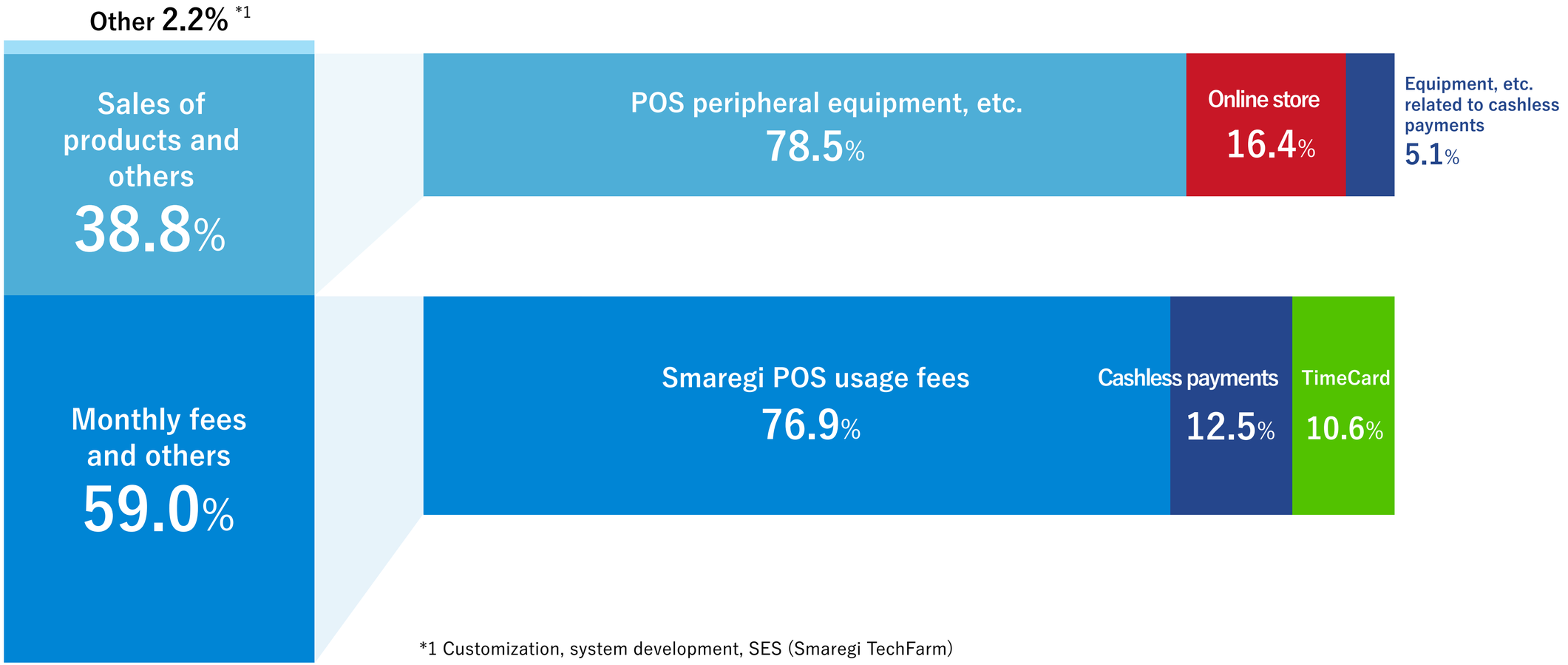
Smaregi Platform

Smaregi provides a platform centered around the vast amounts of sales data and HR data that are accumulated by Smaregi, and then flexible data input and output are realized through the app market and an open API.



Sales Components

Our flagship product, Smaregi (POS), is a distinctive cloud service accompanied by the sale of related products.



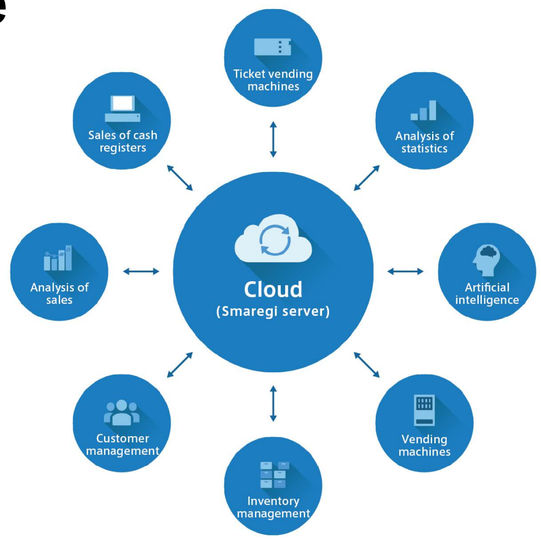
*1 Customization, system development, SES (Smaregi TechFarm)

*Prepared by Smaregi based on sales results for FY4/23 (May 2022 - Apr. 2023)
*Smaregi POS usage fees (monthly fees, etc.) include monthly usage fees for Smaregi App Market (only for Smaregi's portion of earnings).

Cloud Services - About Smaregi (POS)

スマレジ High-performance cloud-based POS system

Smaregi provides platform for performing many tasks chiefly involving the utilization of sales (POS) data. Its innovative cloud-based POS systems have capabilities that go far beyond those of conventional POS systems. Smaregi products analyze sales, perform sophisticated inventory management tasks and have many other functions that raise the efficiency of stores in the retail, restaurant and service sectors.





Taking Store Management to the Next Level

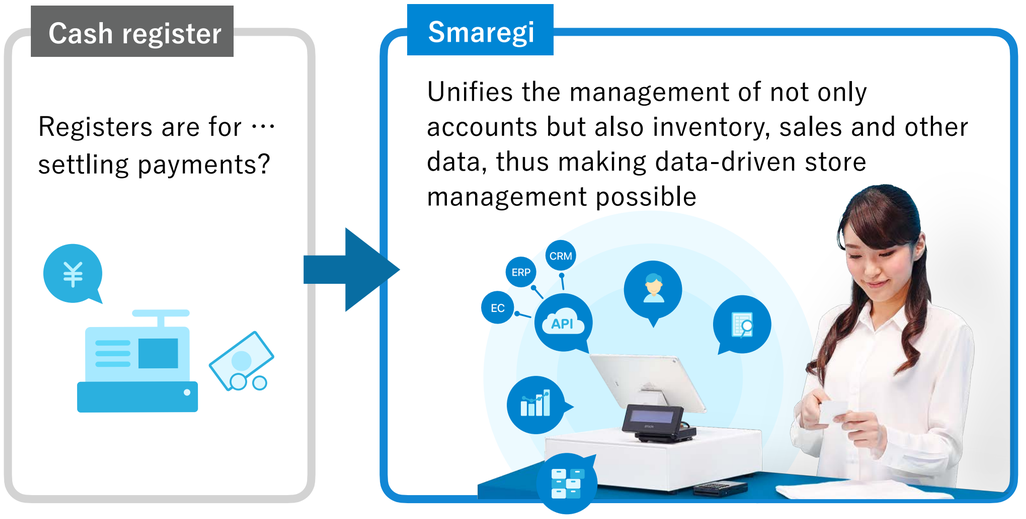
Science store management with POS data

POS systems are means of utilizing data. Based on Smaregi, Inc.'s management philosophy of "OPEN DATA, OPEN SCIENCE!", the Company promotes the resolution of store management challenges through the provision of frameworks that enable POS data to be utilized in store management.

Into an era of storing and utilizing data Smaregi

An evolution of traditional POS systems

Realizing flexible data in/data out through open API and the platform (Smaregi App Market). It is a POS system that makes data-driven management possible.



Unique Features of Smaregi (POS) - Exceptional High Performance

The basic functions of Smaregi's POS are provided free of charge. Smaregi is a highly-functional cloud-based POS register that uses sales data to make store management a science.

Retail stores

- Operations
  - Orders/ incoming deliveries
  - Merchandise registration
  - Wholesale operations
  - Multi-store management
- Sales area
- Checkout
  - Cash register function
  - Sales analysis
- Consumers
  - Customer management

Restaurants

- Operations
  - Customer management
  - Customer arrival Management
  - Menu registration
  - Customer order input
  - Printer link
- Kitchen
- Table preparations
  - Table management
  - Menu management
- Customer seating
- Checkout
  - Cash register function
  - Sales analysis
  - Multi-location management

Store staff's choice Excellent support No.1

Store staff's choice Trustworthy No.1

Store owner's choice Good quality No.1

Online survey by Shopper's Eye Inc. (June 2021)

Open API

Able to handle the demand of big business



Easily linked with external services, such as accounting etc

Extensive track record of linking with systems such as CRM/ERP

User-centered design

GOOD DESIGN



Resolves stores' challenges with design concepts

Outstanding inventory management

Strength in the retail industry

- Order/incoming deliveries
- Wholesale Ops
- Multi-locations

Displays supreme performance in inventory management coordinated with POS

Sophisticated sales analysis



Possible to confirm various types of sales analysis from anywhere, at any time

Omni-channel

Integrates inventory and customer information



Improves quality of customer contact by removing barriers between online and real

Customer success

Churn rate 0.56% *1



High level of customer satisfaction resulting from full-support structure

Smaregi App Market

Purchase what store want



Realizes multifaceted approaches to various business categories and enhanced user convenience

From single-store to large scale



Responds to store needs, irrespective of their size. Obtaining broad share

Links with payment

Our own payment service



High compatibility between POS and payment. Realizes enhanced convenience and ARPU/ARPA

*1 MRR churn is the attrition rate calculated by using Smaregi monthly recurring revenue. The average is from May 1, 2023 to January 31, 2024.

スマレジ

Smaregi (POS) Users

Smaregi (POS) is adopted by a wide range of stores and businesses operating from single-store to more than 600 stores.

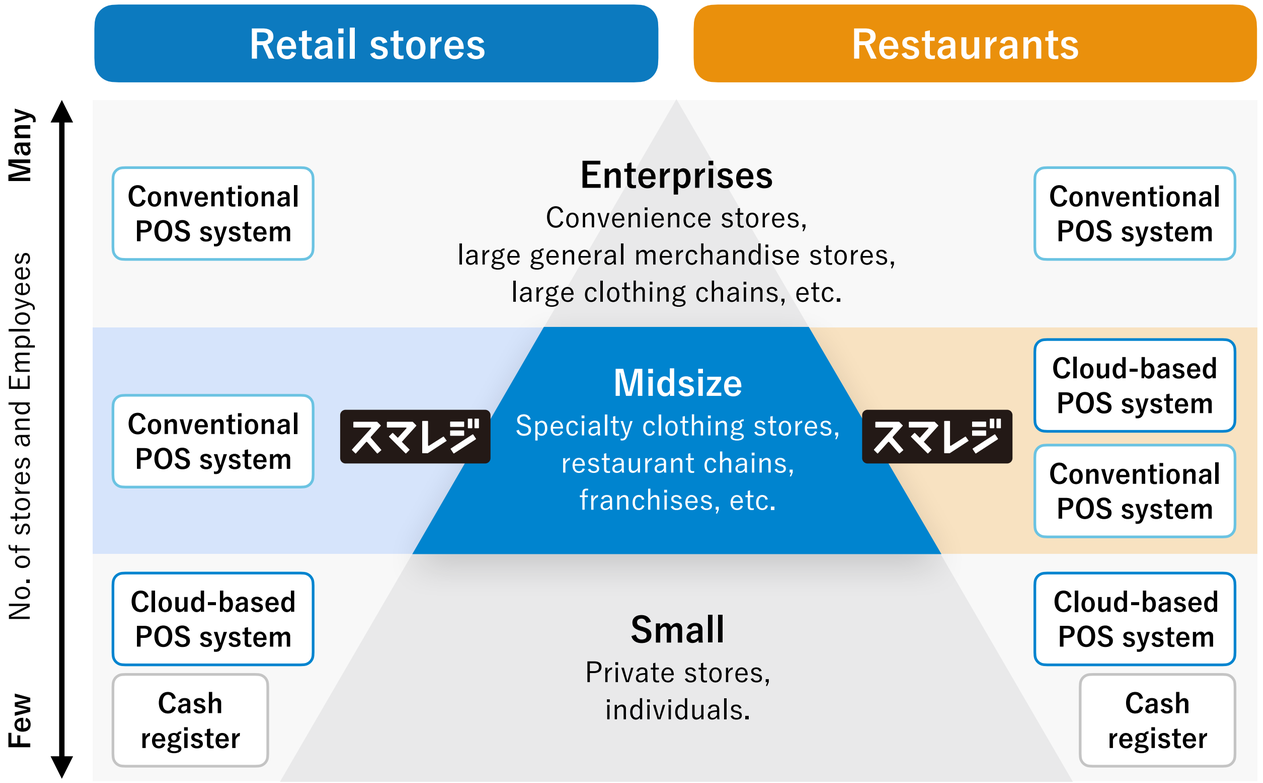
Retail/Apparel/Others

Restaurants

*Random order. Posted some stores that got approval to publish.

Domestic Market

Product distribution by store size and industry. Smaregi shows its strengths among retail and midsize businesses.



Conventional products in the POS system market are being swapped out for cloud-based ones. As the shift to the cloud and DX accelerate across industries, cloud-based POS system manufacturers are expanding into new markets such as inventory management as they compete for market share.





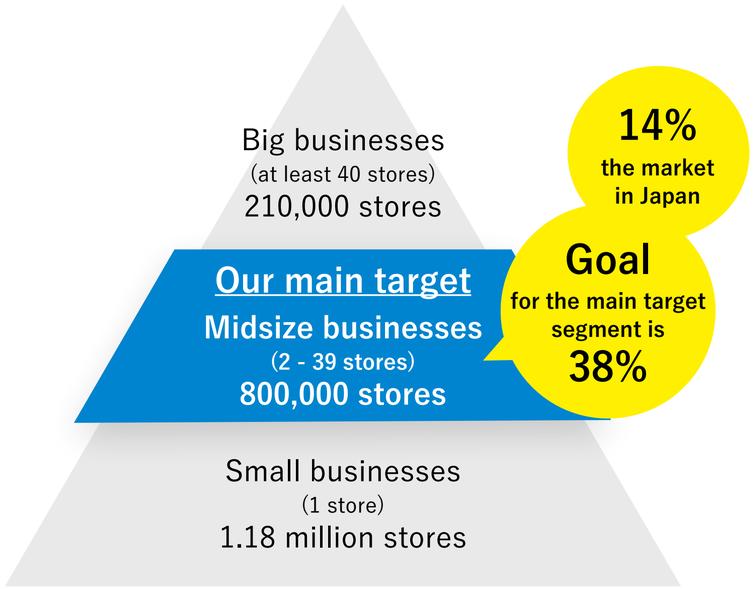
	Cash registers	Conventional POS system Dedicated device	Cloud-based POS system PC or tablet
Device price	○ Low ¥10,000 - 100,000	× High ¥500,000 - millions +	○ Low ¥10,000 - 150,000
Maintenance costs	△ Replacement of malfunctioning devices	× Replacement of malfunctioning devices / Separate update fees required	○ Replacement by part. No update fees required
Ease of use	△ Complicated to use with many buttons	△ Complicated to use with many buttons	○ Easy to use iOS app
Functionality	× Basic performance	○ High performance	○ High performance & freely expandable
Support	× Generally none	○ Help desk, on-site support +	○ Help desk, email support, help site +

Domestic Market Size and Main Target

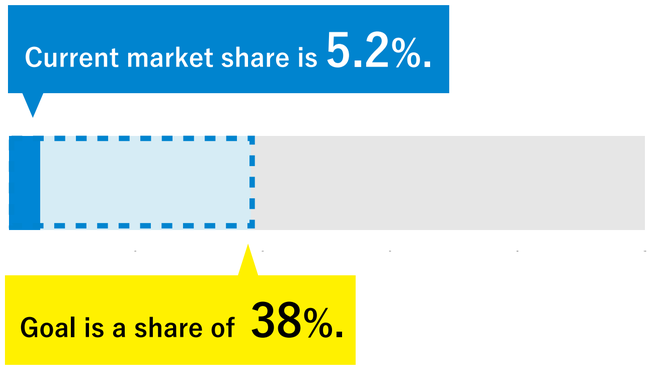
Our goal is a 38% share of the targeted 800,000 stores

The POS system market will remain competitive rather than dominated by a single company because a company that monopolizes this market would have no benefits from the larger scale of operations.

Focusing on midsize businesses as our main target, we will expand our target to both big businesses (replacement demand from conventional POS) and small businesses (billing through use of the App Market), aiming to expand our market share from the center of the pyramid.



Prepared by Smaregi based on the 2021 Economic Census conducted by the Ministry of Economy, Trade and Industry and the Ministry of Internal Affairs and Communication.

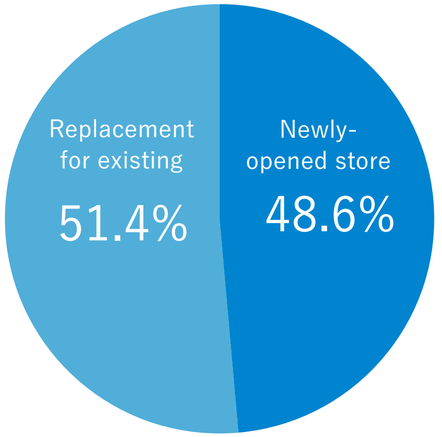


41,809 active stores (Jan. 2024) /
800,000 stores in main target = 5.2%

Sales opportunities half - and - half; newly - opened stores and replacement for existing

Based on our data, there tends to be a rise in demand when a business owner opens a new store, or when the contract for their existing system is expired or outdated. Our dual focus on both opportunities is a way to gather quality sales leads with the aim to further market expansion.

Market Needs



*Calculated based on Smaregi inquiry data (May 2022 - Apr. 2023)

Smaregi’s M&A Strategy

We are actively considering M&A with a focus on companies that have direct business synergies.
We are also considering acquiring IT engineers as well.

1

Acquire Customer Numbers

M&A to speed up customer acquisition or expand target areas.

Target Companies

Cloud-based POS vendors.

2

Increase Revenue per Customer (Full lineup of products/services)

M&A of companies that can functionally complement Smaregi. Aim for cross-selling and up-selling.

Target Companies

Companies that have software for stores and that likely have direct synergy with Smaregi.

3

Acquire IT Engineers

Companies that have web engineers. The companies don't have to own a product.

Target Companies

System development companies, systems integrators, and production companies.

Smaregi’s Management Team

Representative Director
CEO
HIROSHI YAMAMOTO



Engaged with business systems development as an IT engineer since 2003. Launched the cloud-based POS cash register service, Smaregi, in 2011.

Executive Vice President and Director
Business Planning/COO
RYUTARO MINATO



An IT engineer who has been involved in many large-scale development projects including financial systems and POS. Developed the Smaregi cloud-based POS system in 2011.

Director
Products/CTO
RYUHEI MIYAZAKI



Joined Smaregi in 2011. After participating in development as a founding member of Smaregi, launched the Smaregi TimeCard in 2014.

Director
Corporate Planning and Marketing/ CSO
KOHEI TAKAMADATE



Joined the JAFCO Group in 2007. Worked in the areas of venture investment, M&A, and stock listing, appointed president and representative director of Sekaie in 2013, then joined Smaregi.

Outside Director
IT Venture Investments
SHINJI ASADA



Worked at ITOCHU Corporation, ITOCHU Techno Solutions Co., Ltd., and Salesforce Ventures Japan representative, then founded One Capital Co., Ltd. in 2020.

Outside Director
Branding/Communication strategy
SAKI IGAWA



Started up inflorescence inc. in 2022 after a career in Staff Service Holdings Co., Ltd., Pretzel Japan, TORIDOLL Holdings Corporation, and BLUE BOTTLE COFFEE Inc. (as President Asia).

Executive Officer
In charge of Sales
SOSUKE SUGIMOTO



Joined Smaregi in 2013 after working in a major enterprise in the apparel industry. Has served as section manager and general manager of the Sales Department.

Executive Officer
In charge of Customer Success/ Smaregi TimeCard
DAI TAKEMURA



Joined Smaregi in 2013. Engaged in the launch of the Customer Success Department, which covers a range of solutions from onboarding to after-sales support.

Executive Officer
In charge of business alliance/ Smaregi App Market
SHUGO SUZUKI



Joined the company in 2016 after working in manufacturing and retail companies. Involved in the launch of the business partner scheme and partner promotion department.

Full-time Corporate Auditor
TAKUYA MOCHIZUKI



In 2005, established genephics design, Inc. (now Smaregi Inc.) with Makoto Tokuda (a Smaregi Corporate advisor) and became a director of this company. Appointed as a full-time corporate auditor in 2017.

Outside Corporate Auditor
YUTAKA OHIRA



Certified public accountant and tax accountant. Worked as a professional accountant since 1994 after passing the national examination. Appointed as a corporate auditor in 2017.

Outside Corporate Auditor
MASAYUKI MURATA



Worked at the stock exchange for 27 years since 1991. Established PUBLIC GATE LLC in 2018, and appointed as a corporate auditor of Smaregi.

Appendix



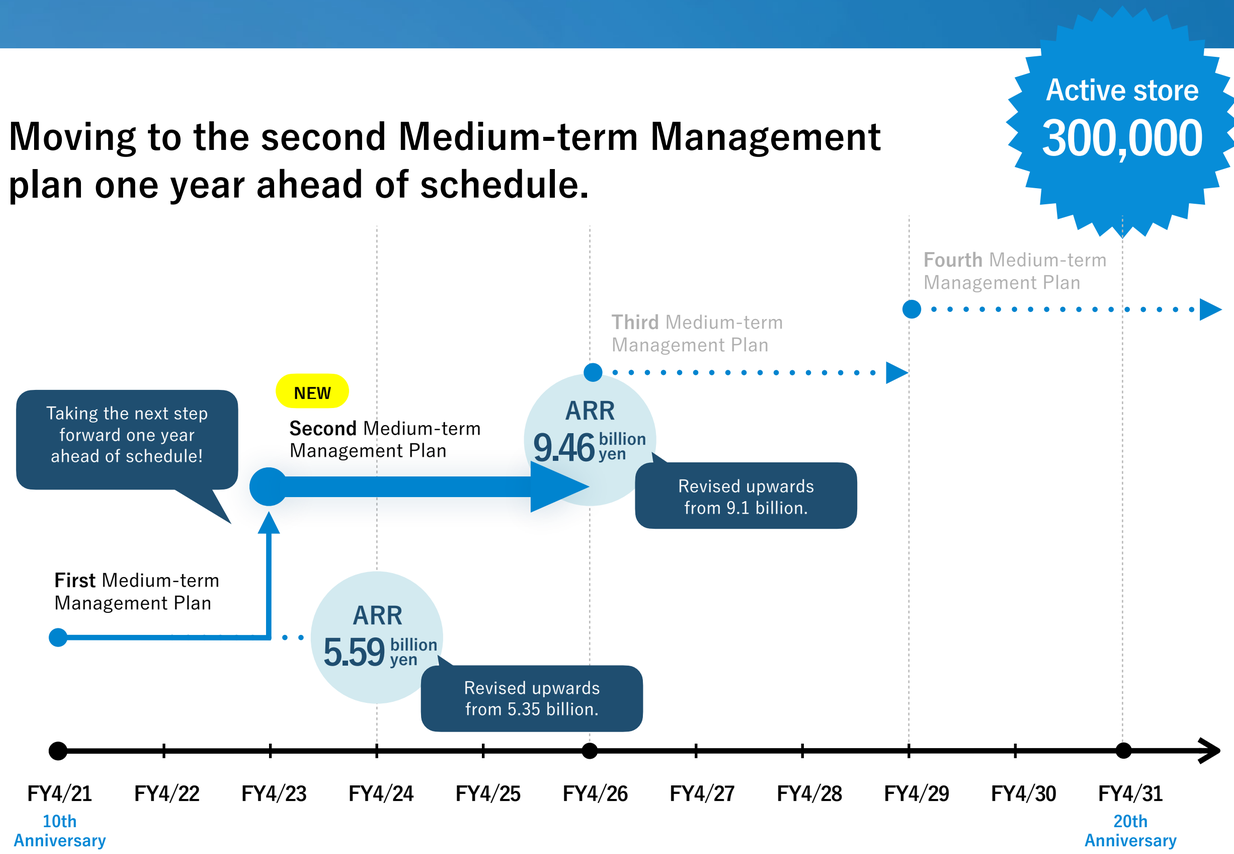
Long-term Vision and Medium-term Management Plan

VISION 2031 TO BE THE NEW STANDARD

2023/9/13 UPDATE

Revised ARR target upward with the aim of achieving growth to realize ARR of 9.46 billion yen and CAGR of 30% by FY4/26.

Moving to the second Medium-term Management plan one year ahead of schedule.



Read more in the Long-term Vision and Medium-term Management Plan.

VISION 2031

Smaregi Long-term Vision and Medium-term Management Plan, VISION 2031

https://corp.smaregi.jp/en/ir/management/vision2031.php

Disclaimer

Business plans, forecasts, and other forward-looking statements in this presentation are based on the reasonable judgments of Smaregi based on information that was currently available. The actual results of operations may differ because these statements include uncertainties involving market conditions, political events, the economy, and other items.

The purpose of this presentation is not to encourage investors to buy or sell Smaregi stock or make any other investment decisions. Investors are responsible for making these decisions on their own.

3Q FY2024

May 1 - January 31, 2024

Presentation Materials

Smaregi, Inc.