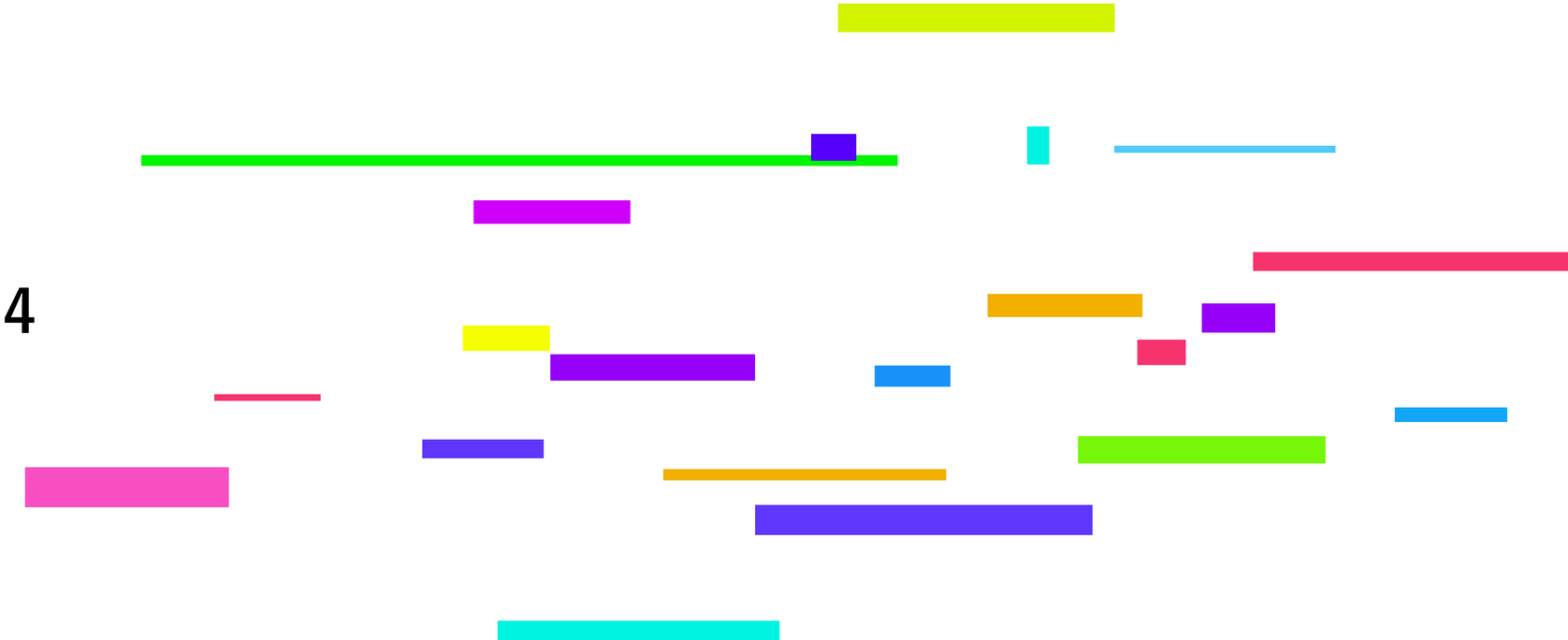
スマレジ

Presentation Materials for 2Q FY2025



May 1 - October 31, 2024

Smaregi, Inc.

Securities code: 4431

Contents

P3 M&A Update M&A Update: Acquired 100% of shares in Netshop Supporters Co., Ltd., making it a wholly owned subsidiary

P5 2Q FY2025 Highlights

P15 Announcement of Dividend from Surplus (Year-End Dividend, First Dividend)

P16 Business Summary

P25 Business Outline

P36 Appendix

Definitions as noted in this document
Figures: Rounded down to the nearest unit of display
Ratios: Rounded to the second decimal place

M&A Update

Acquisition of Netshop Supporters Co., Ltd.: Now a Wholly Owned Subsidiary

Acquired 100% of shares in Netshop Supporters Co., Ltd., a provider of EC support services, including inventory and order management systems and BtoB cart systems.

Overview

Founded : 2013 **Representative :** Yoichi Takezawa
Employees : 66 (excluding executive officers and contract workers)

Key Services

アシスト店長

Assist Tencho

A comprehensive EC platform with built-in CRM functionality. Provides unified management for order processing, inventory management, email distribution, and customer relationship management. Reduces operational hours significantly while driving revenue growth.

楽楽B2B

Rakuraku B2B

BtoB Cart System. Enables BtoB transactions such as ordering, shipping, invoicing, and payments.

楽楽リピート

Rakuraku Repeat

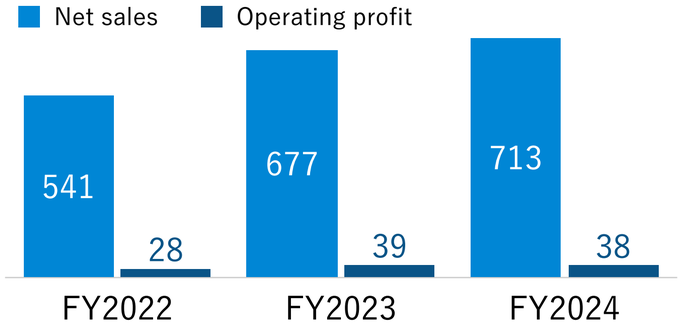
D2C Repeat Commerce Cart System. Specializes in repeat sales with features like step mail, customer analysis, and tailored response functions.

Others:Additional SaaS-based solutions tailored for EC operators.

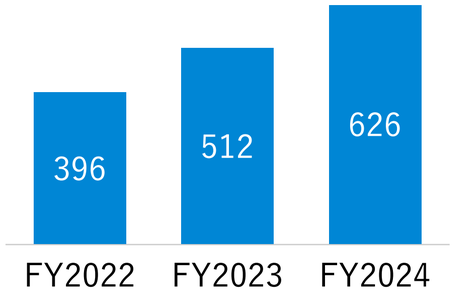
Business Summary

Financials: Operates debt-free with consistent profitability.
Core Offering: SaaS solutions exclusively for EC operations, with approximately 90% of revenue derived from subscription-based models.
Key Metric: ARR (Annual Recurring Revenue) reached ¥620 million as of the fiscal year ending September 2024.
Through flagship services such as Assist Tencho, Rakuraku B2B, and Rakuraku Repeat, the company supports operational efficiency and revenue growth for EC businesses.

Net sales and Operating Profit Trends (Million JPY)



ARR Trends (Million JPY)



*FY2024 figures are preliminary. ARR is calculated by the company based on Netshop Supporters Co., Ltd.'s revenue composition.

M&A Update

Business Synergies and Future Timeline

Addressing Retail Management Challenges by Bridging the Online and Offline Divide
Accelerating Smaregi's EC strategy to enhance competitive advantage in the retail market.

Solutions Connecting Physical Stores and E-Commerce

Initiatives targeting the "Approach to EC Businesses" a key measure in the second medium-term management plan through FY24. This M&A represents a significant step forward and holds the potential to deliver highly effective solutions for our core customer base in the retail sector. Continued focus will be placed on this area.

Acquisition Details and Future Schedule

Acquisition Price	¥1.1 billion
Stock Transfer Execution Date	December 27, 2024 (scheduled)
Consolidated Performance Reflection Start	FY2025 Q3 (January 2025, reflecting one month of performance within the quarter. Subsequent results will be fully consolidated moving forward.)

The acquisition price was calculated within the appropriate range of ARR multiples according to company standards, following thorough due diligence, including assessments by external experts. (1.49x after net cash adjustment)

Strengthening Smaregi's EC Strategy

- **Unified EC Management System: Support for various marketplaces**
- **Enhanced Services: Integration of physical stores and EC platforms**

Synergy Effects

- **Accelerated expansion of sales channels for EC operators**
- **Enhanced development capabilities through the integration of offline and online expertise**

The impact of this M&A on our consolidated performance for FY2025 is currently under review.
Any material updates requiring disclosure will be promptly announced.

*The "Approach to EC Businesses" was a key measure in the second medium-term management plan through FY24 and remains unchanged in the revised plan starting FY25. For details, please refer to the second medium-term management plan.

スマレジ

2Q FY2025 Highlights

Record high

Net sales

YoY

+30.5%

5.152 billion yen

Record profit

Operating profit

YoY

+43.1%

1.195 billion yen

Record high

ARR

YoY

+37.5%

6.998 billion yen

Number of employees

YoY

+22.3%

351 employees

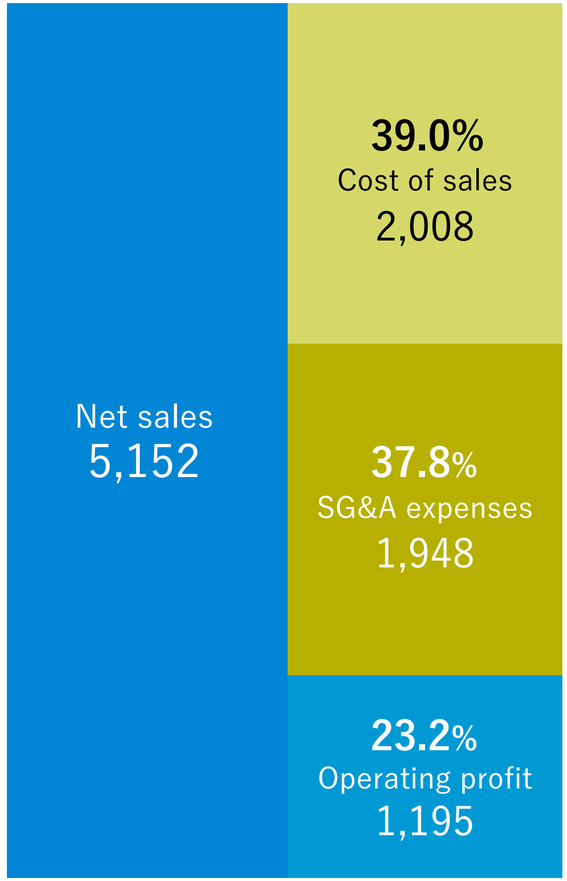
Statement of Income

Strong Performance Drives Net Sales Growth of +30.5% YoY and Operating Profit Growth of +43.1% YoY

(million yen)	FY2025 2Q May - Oct. 2024	FY2024 2Q May - Oct. 2023	YoY	FY2025 Plan	FY2025 2Q % achieved
Net sales	5,152	3,947	+30.5%	10,688	48.2%
Cost of sales	2,008	1,495	+34.3%	-	-
Gross profit	3,143	2,451	+28.3%	-	-
SG&A expenses	1,948	1,615	+20.6%	-	-
Operating profit	1,195	835	+43.1%	2,033	58.8%
Ordinary profit	1,184	835	+41.9%	2,033	58.3%
Profit	792	558	+41.9%	1,414	56.0%

Earnings structure

(million yen)



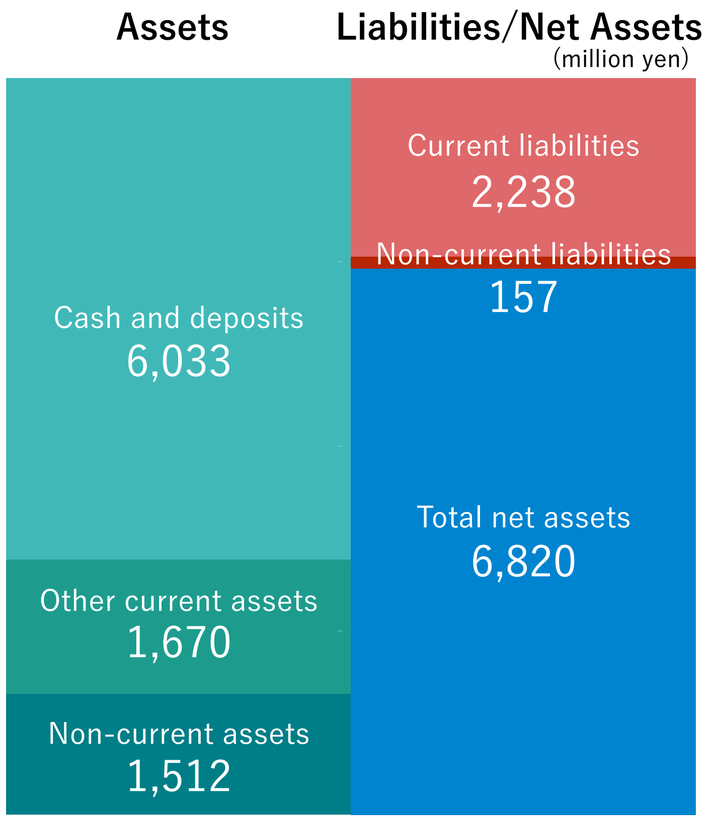
Balance Sheet

Solid Performance Boosts Net Assets by +28.3% YoY, Maintaining a Stable Financial Base with an Equity Ratio of 74.0%

(million yen)	FY2025 2Q	FY2024 2Q	YoY	FY2025 1Q	QoQ
Current assets	7,704	5,931	+29.9%	6,914	+11.4%
Cash and deposits	6,033	4,658	+29.5%	5,219	+15.6%
Non-current assets	1,512	1,115	+35.5%	1,360	+11.1%
Total assets	9,216	7,047	+30.8%	8,275	+11.4%
Current liabilities	2,238	1,631	+37.2%	1,794	+24.8%
Non-current liabilities	157	102	+54.0%	114	+37.3%
Total liabilities	2,396	1,733	+38.2%	1,908	+25.5%
Total net assets	6,820	5,314	+28.3%	6,366	+7.1%
Total liabilities and net assets	9,216	7,047	+30.8%	8,275	+11.4%

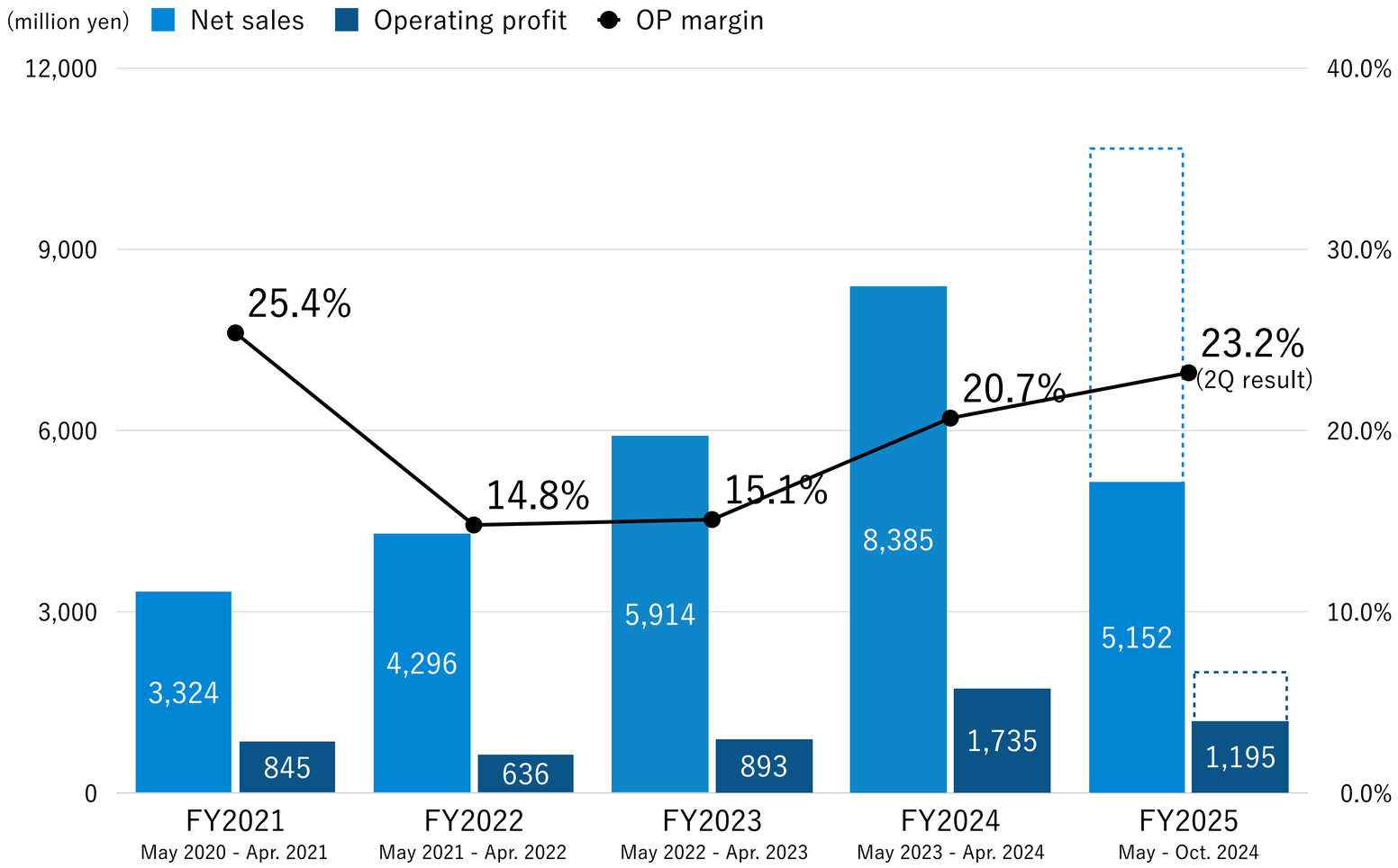
Equity Ratio

74.0%



Changes in Net Sales, Operating Profit, and Operating Margin

2Q Progress Rates Against Full-Year Forecast: 48.2% for Revenue, 58.8% for Operating Profit



FY2025 2Q
May - Oct. 2024

Net sales progress rate

48.2%

5,152 / 10,688 million yen

Operating profit progress rate

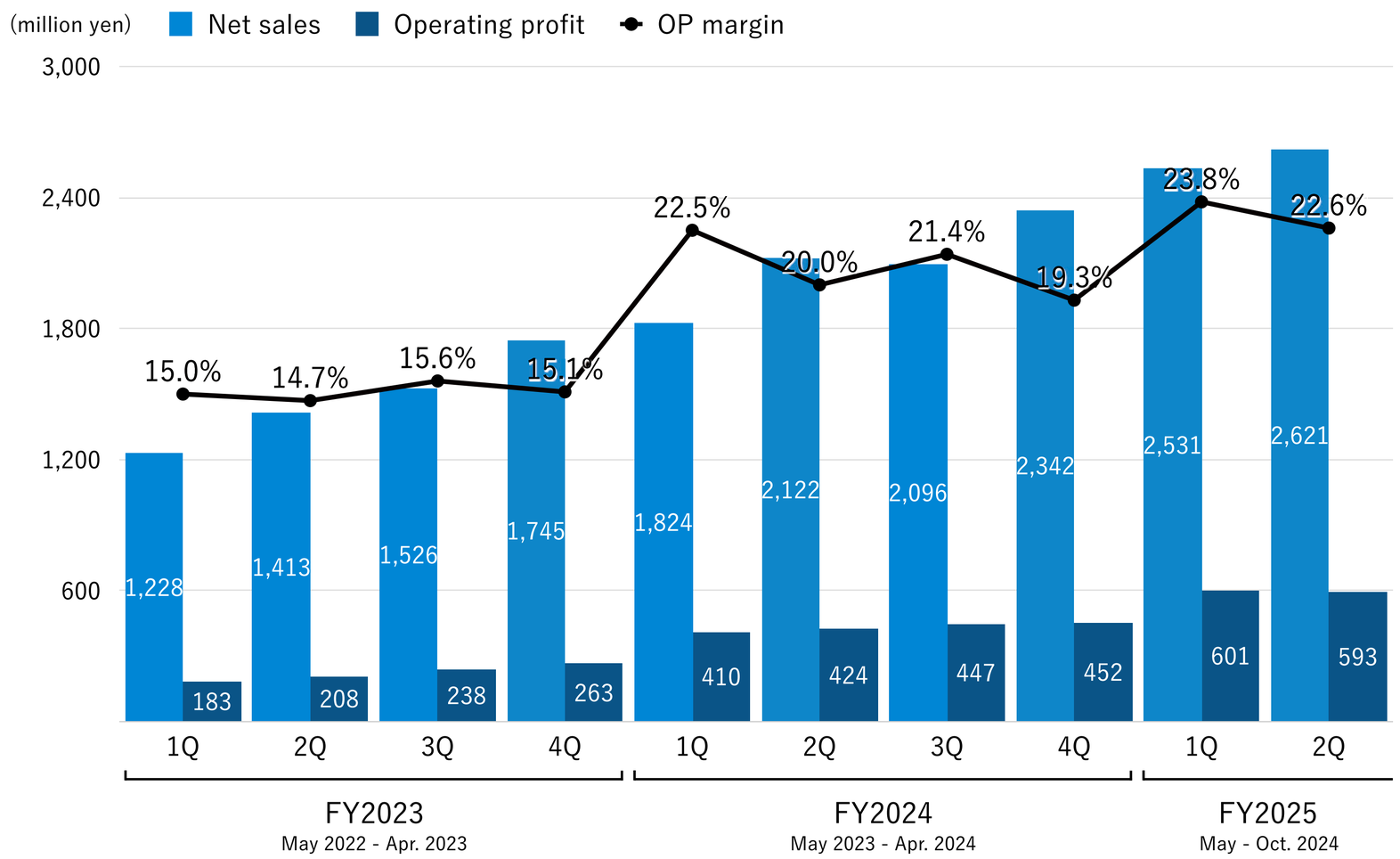
58.8%

1,195 / 2,033 million yen

Quarterly Changes in Net Sales, Operating Profit and Operating Margin

Solid Performance Delivers 2Q Operating Margin of 22.6%

Strategic S&M Investments Planned to Achieve Mid-Term ARR Targets While Monitoring Operating Margin



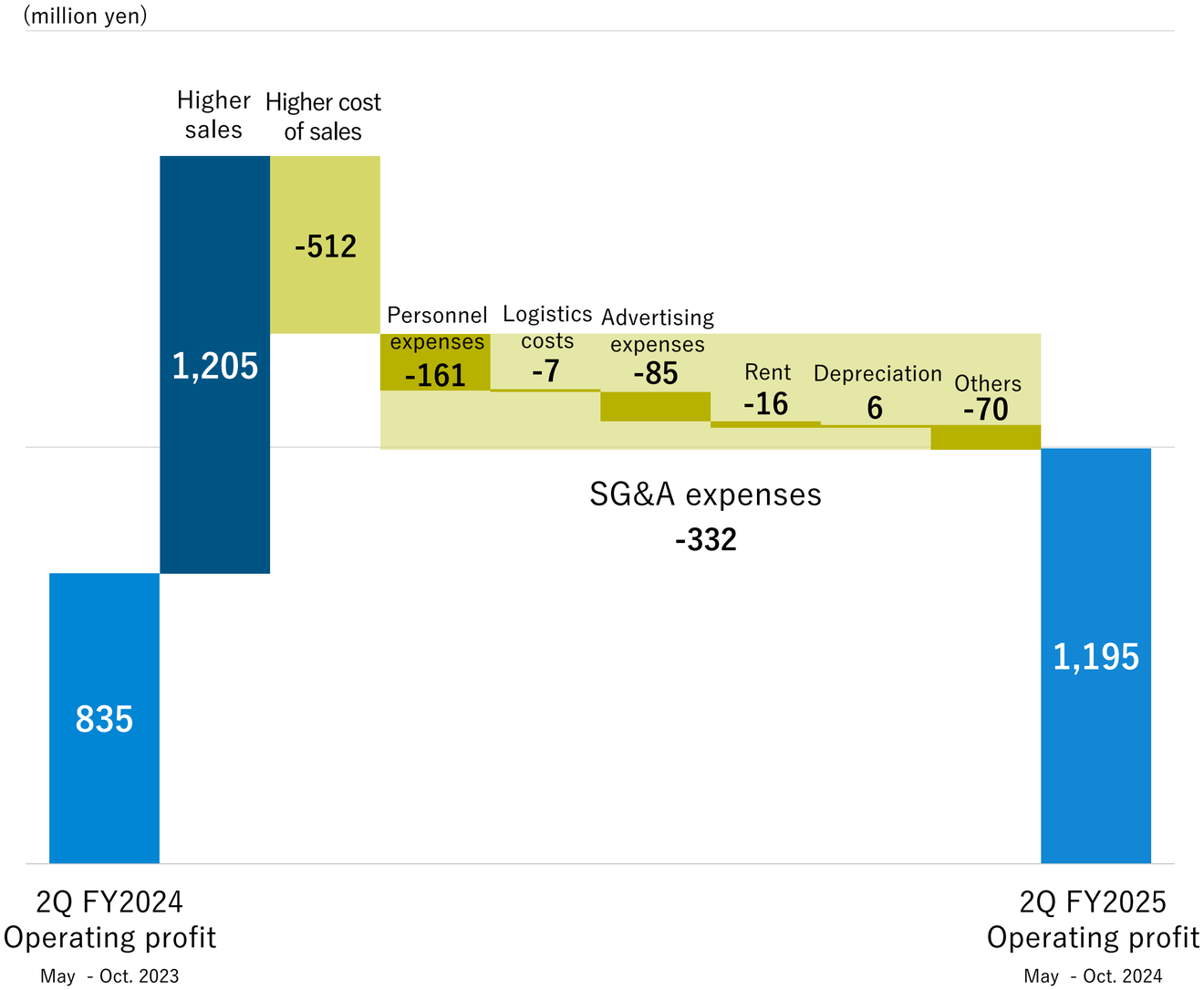
FY2025 2Q
May - Oct. 2024

Operating margin

22.6%

YoY	QoQ
⬆2.6pt	⬇1.2pt

Year-over-Year Change in Operating Profit for the Same Quarter



Higher sales

- Number of new fee-based contracts increased.
- Growth of consistent sales(monthly fees) due to low churn rate.
- Expansion of Payment-Related Business.

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.
- Recording of Goodwill Amortization from Business Acquisitions (Other Expenses)

Quarterly Changes in Sales Composition

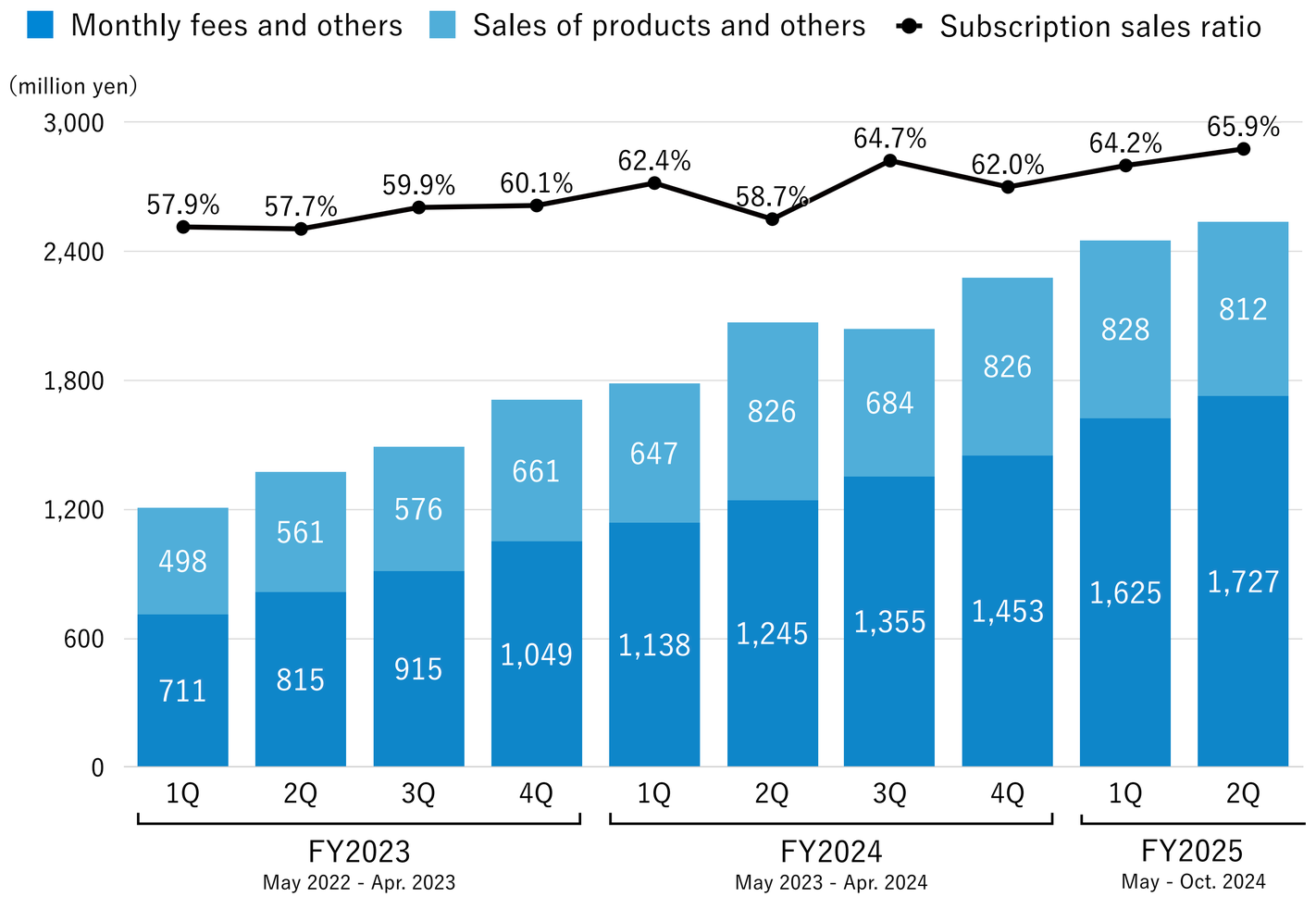
Subscription Sales Grow +38.7% YoY, Driven by Growth in fee-paying stores and Strong Performance in Cashless Payment Services. Subscription Sales Ratio Increases to 65.9%, Establishing a Stable and Robust Revenue Base.

FY2025 2Q
May - Oct. 2024

Subscription sales ratio
65.9%

Initial expense gross margin
Sales of products and others
26.8%
QoQ
⬇1.3pt

SaaS gross margin
Monthly fees and others
79.0%
QoQ
⬇0.7pt



*Sales from Other System Development Costs Not Included in the Graph *Special Demand for System Upgrades in 2Q FY24: The sales in "Equipment Sales, etc." for 2Q FY24 include a surge in demand for system upgrades of automatic coin changers. This is due to the issuance of new banknotes in Japan in July 2024.

Quarterly Changes in SG&A expenses

Expansion of Organization and Business Scale Drives SG&A Expenses Up by +16.1% YoY, While SG&A Ratio Declines by 2.4pts YoY

FY2025 2Q
May - Oct. 2024

SG&A expenses

1,005million yen

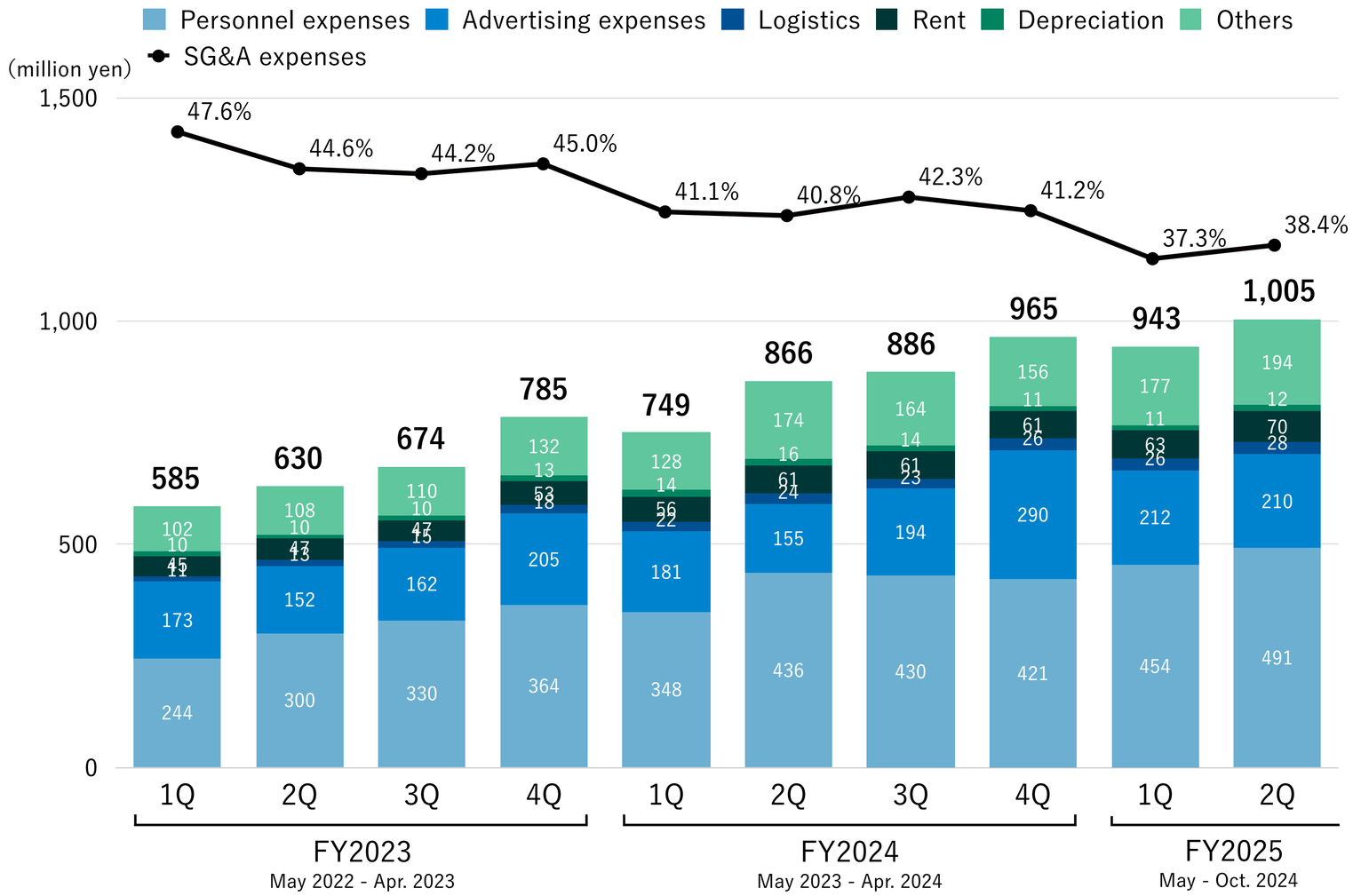
YoY +16.1%

S&M

466 million yen

S&M ratio

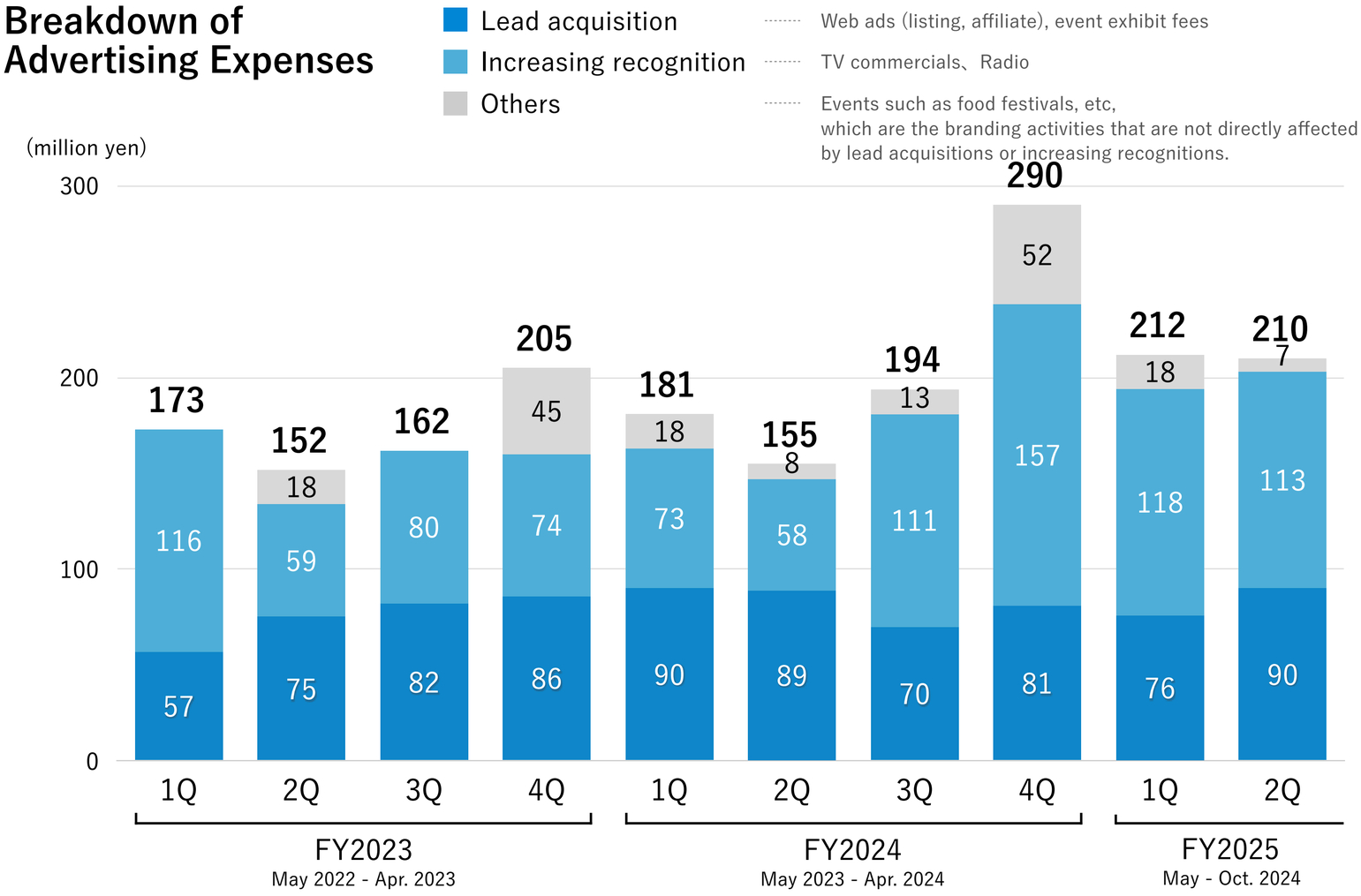
17.8%



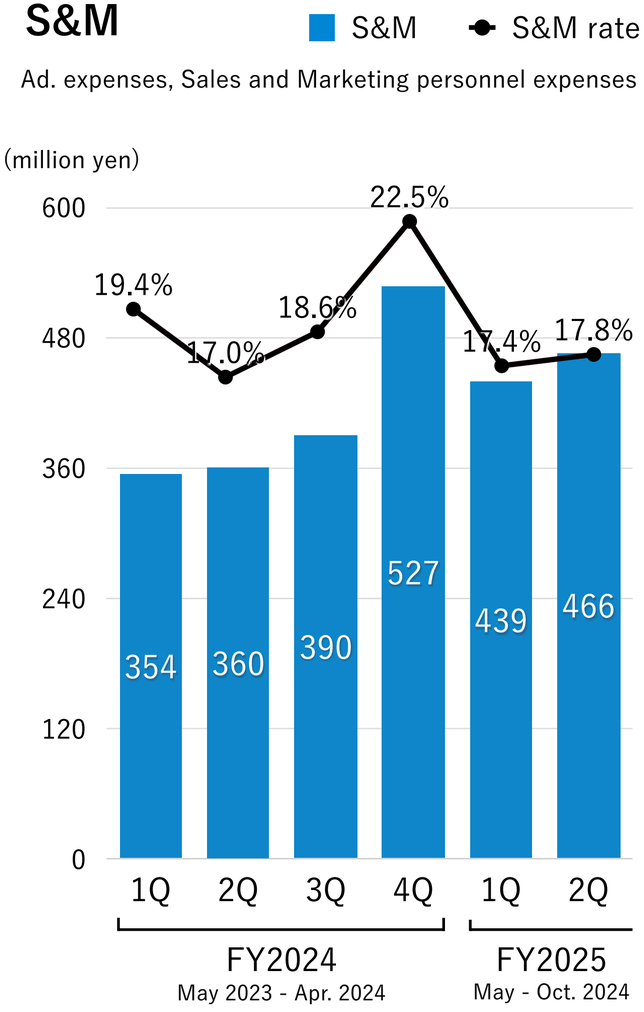
Quarterly Changes in Advertising Expenses and S&M

In lead acquisition initiatives, primarily through web marketing, we continued to pursue efficient advertising investments focused on cost-effectiveness. This fiscal year, we also launched a year-round TV commercial campaign to reach potential customer segments.

Breakdown of Advertising Expenses

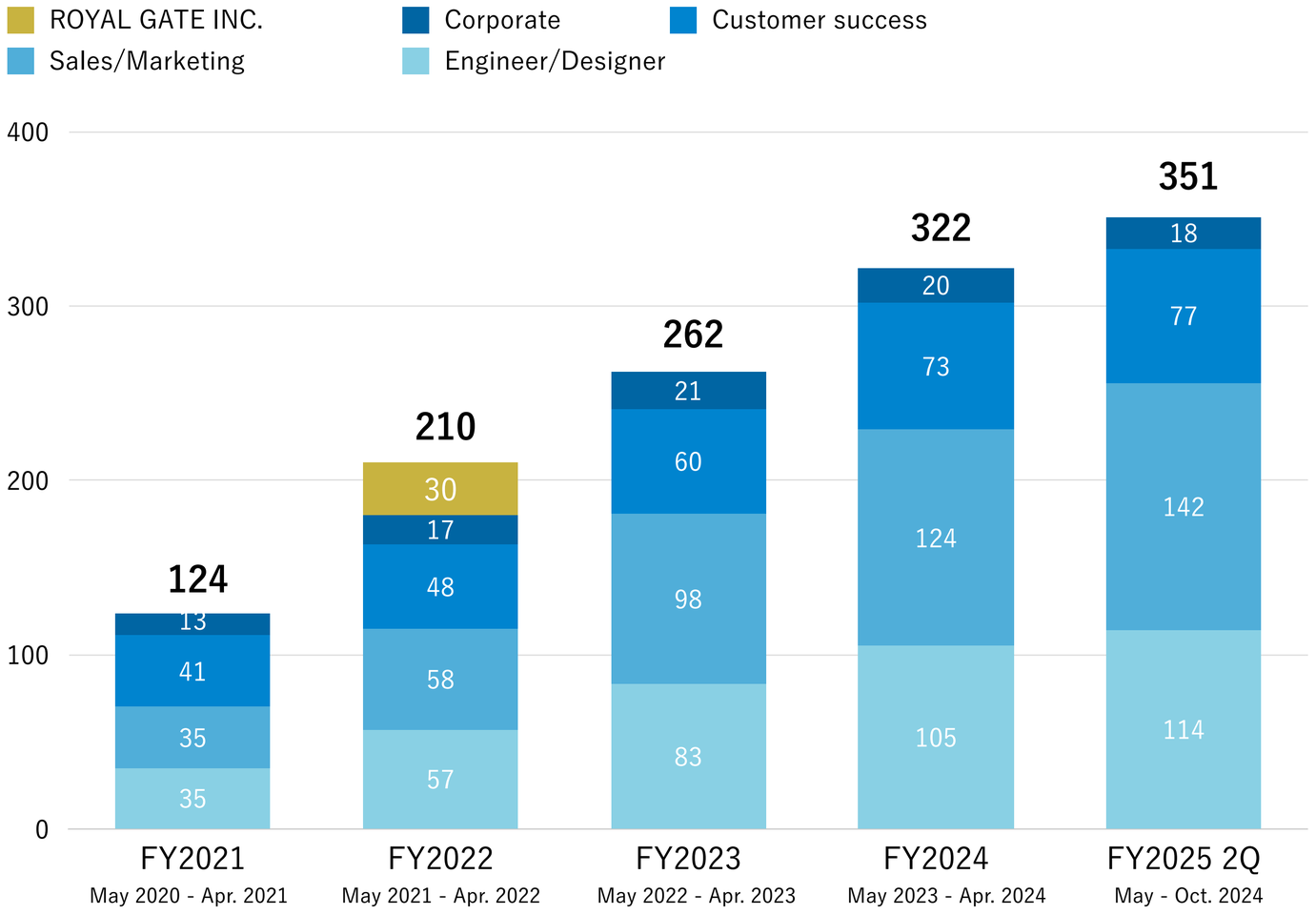


S&M



Growth in Number of Employees

Focused Recruitment in Engineering, Design, Sales, and Marketing The number of employees increased by 16 QoQ, bringing the total to 351.



FY2025 2Q *1 Number of Employees

351

YoY *2
+22.3%
+64

QoQ *2
+4.8%
+16

*1 As of the end of October 2024, excluding temporary and part-time employees.
*2 As of the end of October 2023: 287 employees. As of the end of October 2024 : 335 employees.

Announcement of Dividend from Surplus (Year-End Dividend, First Dividend)

We have consistently upheld a fundamental policy of returning profits to our shareholders. However, as we have been in a growth phase, we prioritized securing internal reserves necessary for future business expansion and strengthening our financial foundation, which has resulted in no dividend payments since our founding.

Following our listing, revenue growth temporarily slowed during the COVID-19 pandemic. Nevertheless, we managed to secure stable profitability. Furthermore, under our long-term plan "VISION2031," launched in 2021, we adopted a strategy of "prioritizing business growth even at the expense of reduced profitability." This approach allowed us to achieve high growth rates without significant declines in profitability. Taking into account that we now maintain sufficient internal reserves aligned with the current scale of our business activities, we have decided to initiate shareholder returns.

Dividend Policy

Our fundamental policy is to ensure shareholder returns with a focus on stability and continuity, after securing sufficient funds for strategic growth investments such as M&A. This approach also considers the business growth results of the current fiscal year, financial position, and external environment.

Payout ratio

We plan to implement an annual year-end dividend with a target payout ratio of approximately 20%.

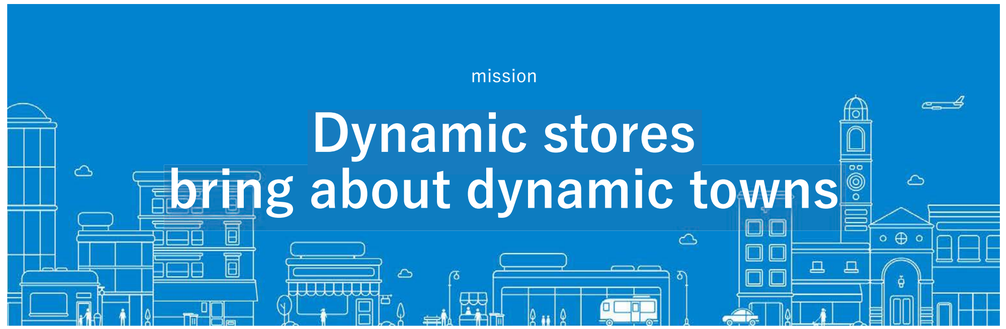
Revision of the Dividend Forecast (from May 1, 2024 to April 30, 2025)

	Annual Dividends (JPY)		
	End of 2nd Quarter	End of Year	Total
Previous Forecast	0.00	0.00	0.00
Revised Forecast	-	15.00	15.00
FY2025 Result	0.00	-	-
FY2024 Result	0.00	0.00	0.00



Business Summary

FY2025 2Q Topics



















Oct. 2024

- Refreshed PAYGATE logo
- Established MVV (Mission, Vision, Values)
- Received 2024 Awards for Excellence in Corporate Disclosure from SAAJ

Sep. 2024

- Sponsored "Developers Summit 2024 KANSAI"
- Relocated Osaka branch office to Osaka Center Building, 5th floor

Aug. 2024

- Launched a new TV commercial on August 1, 2024

Annual Recurring Revenue (Subscription Sales)

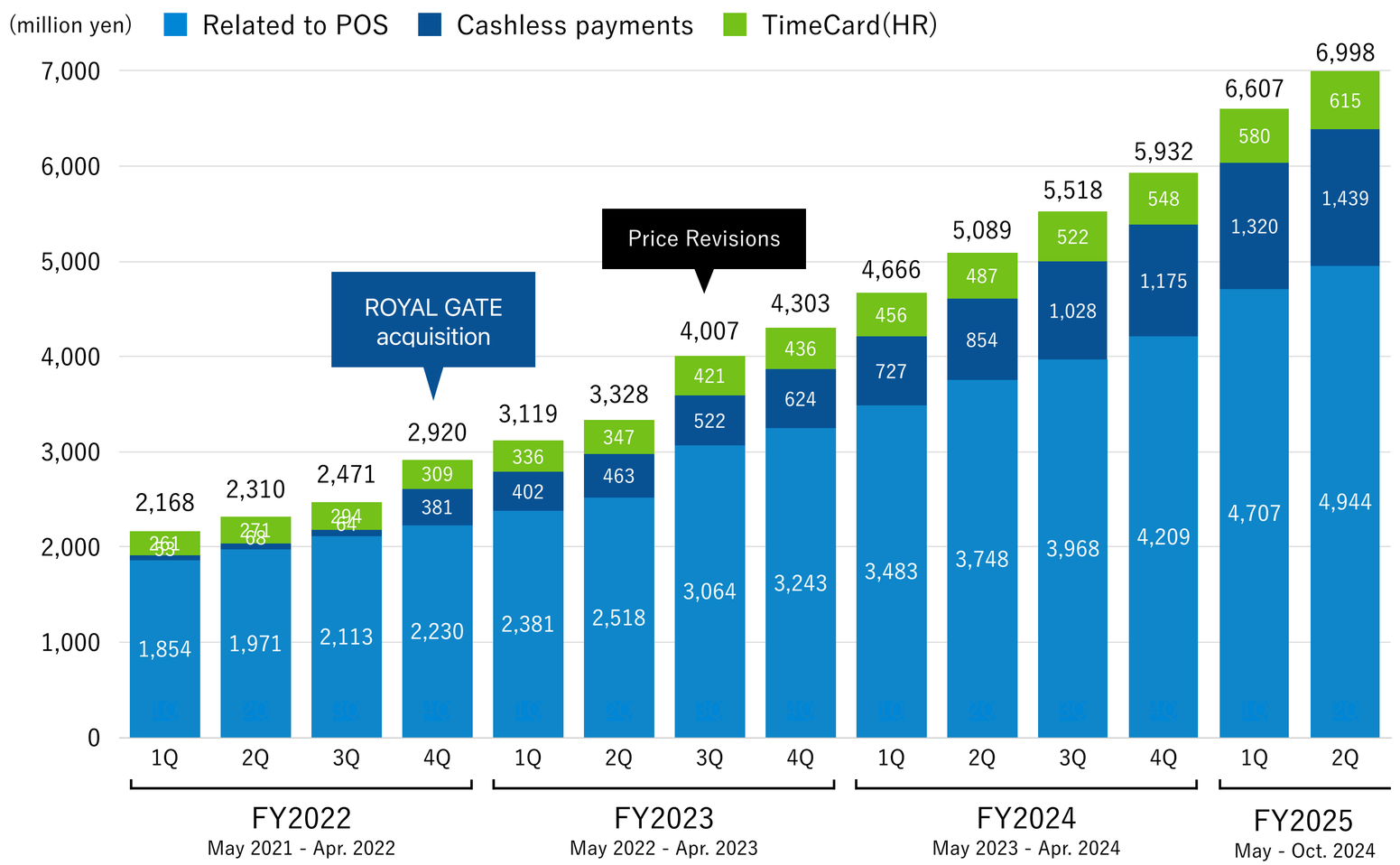
Smaregi usage fees grew by 31.9% YoY. Driven by the steady growth of Smaregi, supported by an increase in fee-paying stores and sustained low churn rates, cashless payment services achieved strong growth of 68.5% YoY. As a result, ARR surpassed 6.99 billion yen.

ARR*

6.99 billion yen

YoY	QoQ
+37.5%	+5.9%

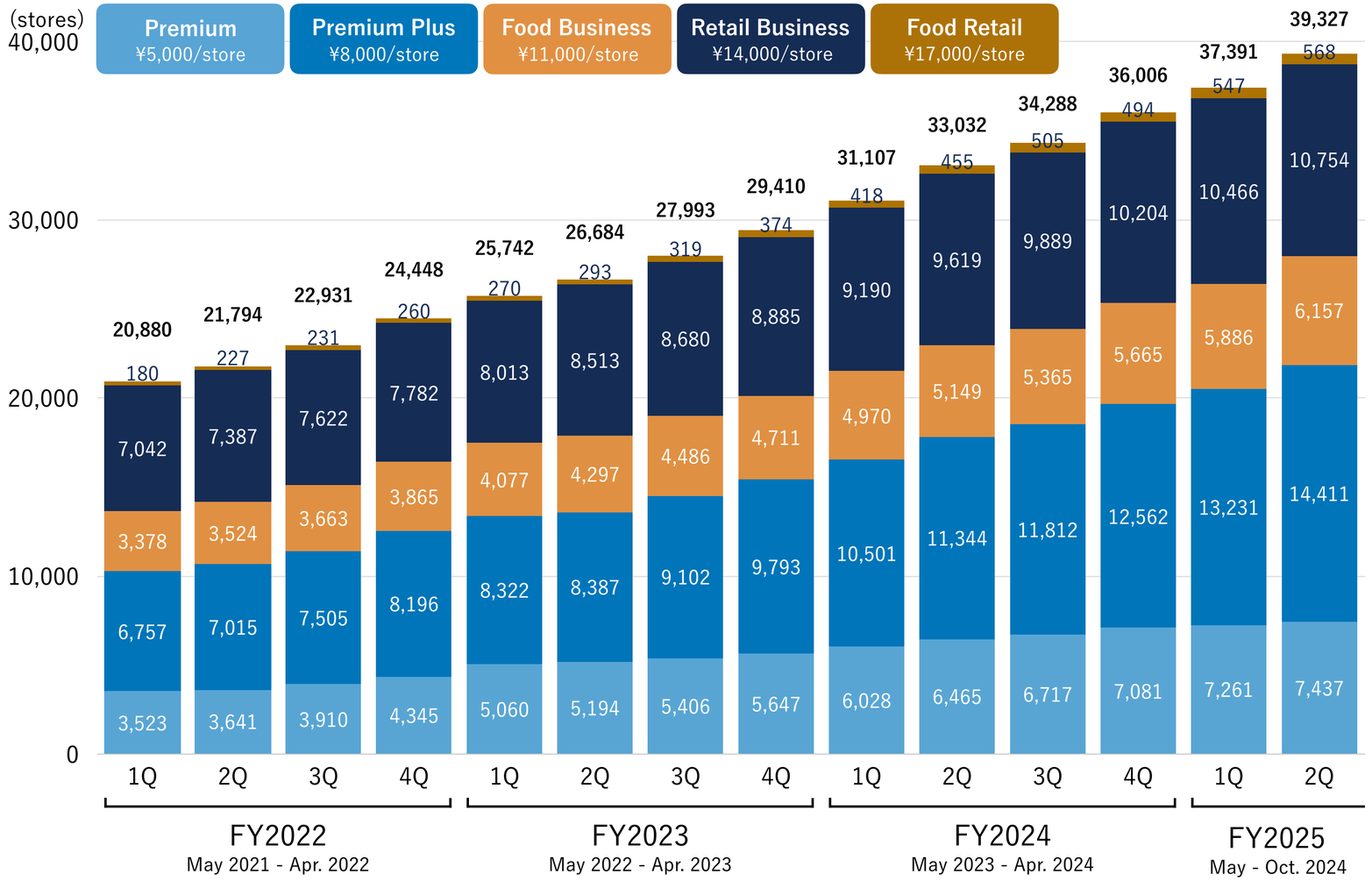
* Based on 12 times the MRR at the end of each quarter
* ARR: Annual Recurring Revenue
* MRR: Monthly Recurring Revenue



POS: POS monthly fees, equipment subscription, additional options (terminal addition fees, self-checkout fees, member-limit additional fees, third-party payment terminal integrations fees* etc.), Smaregi App Market, etc **Cashless payments:** Consisting of fixed charges and usage-based charges. Breakdown: Fixed: 47% Usage-based: 53% (as of the end of October 2024)
*Starting from FY2025 1Q, we have reclassified expenses related to third-party payment terminal integrations from 'Cashless Payments' to 'Related POS.'

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

All plans demonstrated steady growth, with the number of fee-paying stores increasing by 19.1% YoY.



Fee-paying stores*

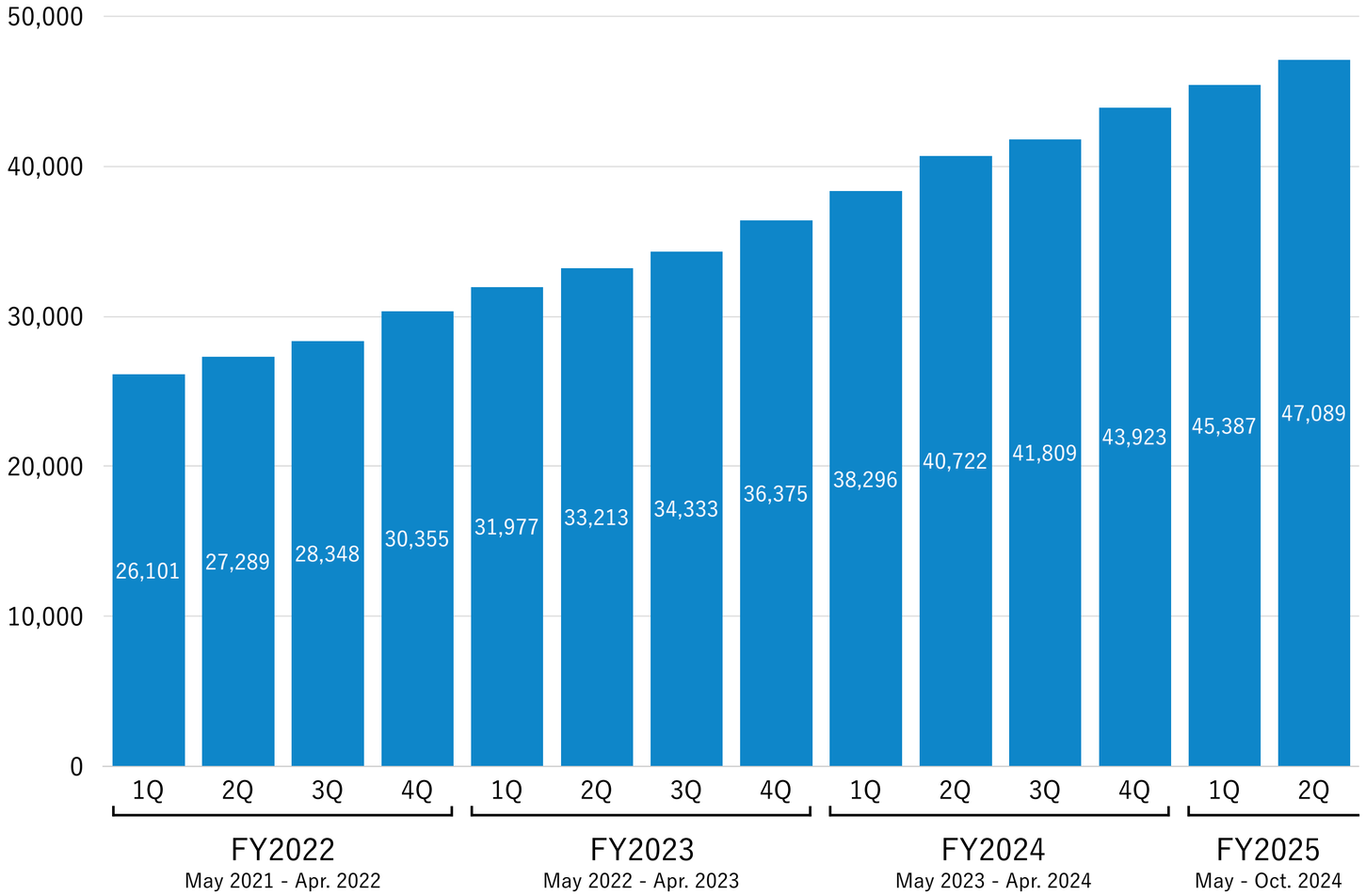
39,327

YoY	QoQ
+19.1%	+5.2%
+6,295stores	+1,936stores

*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. *The price for each plan is the monthly price after the January 2023 revision (excluding tax).

POS Active Stores (Including Free Plan Stores)

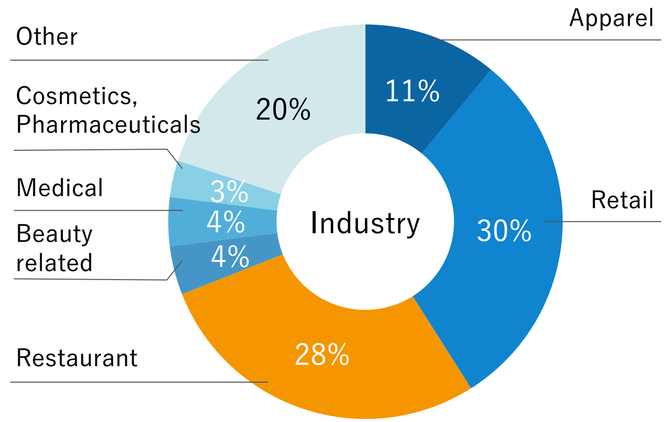
Focusing on Monthly Active Users (MAU) rather than total registered stores, aiming to provide a service that users continue to rely on. MAU grew by 15.6% YoY.



MAU

47,089

YoY	QoQ
+15.6%	+3.7%
+6,367 stores	+1,702 stores



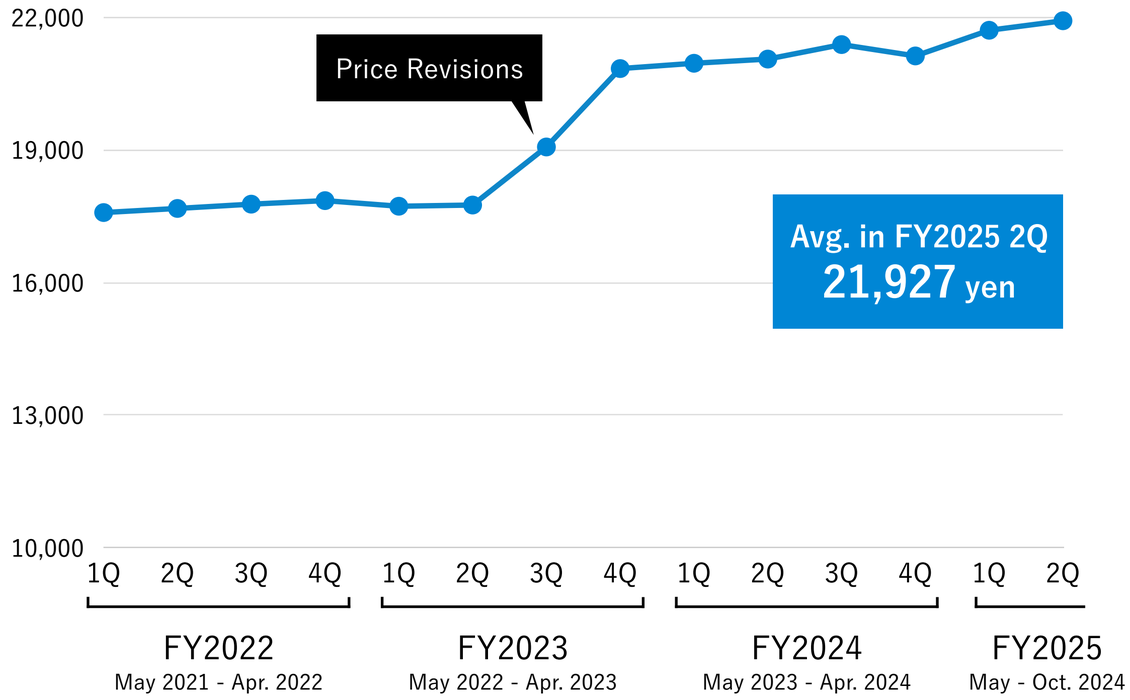
*The number of stores that recorded commercial transactions (sales) in the most recent one-month period using Smaregi's cash register function, irrespective of the type of plan. Even when the stores utilize inventory management and other functions, if there are no commercial transactions then they are not counted.

POS Average Revenue per Account and User (ARPA/ARPU)

Since the price revision in January 2023, growth has been steady, albeit gradual. ARPA increased by 4.1% YoY, and ARPU grew by 8.1% YoY.

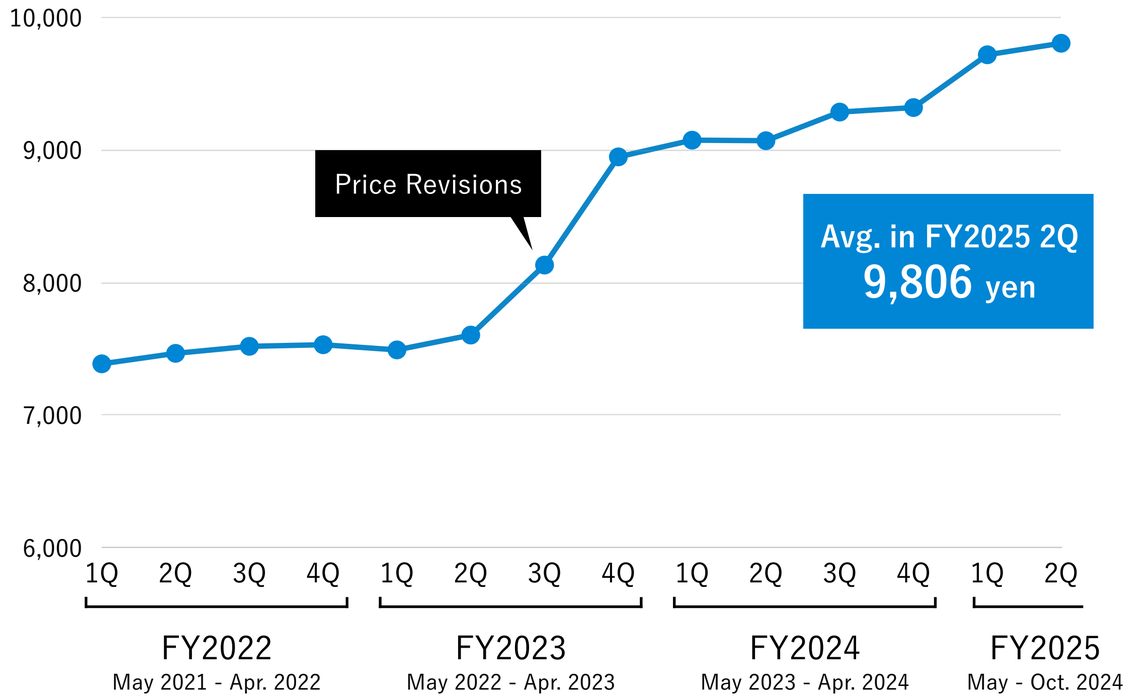
ARPA

YoY	QoQ
⬆867yen	⬆215yen



ARPU

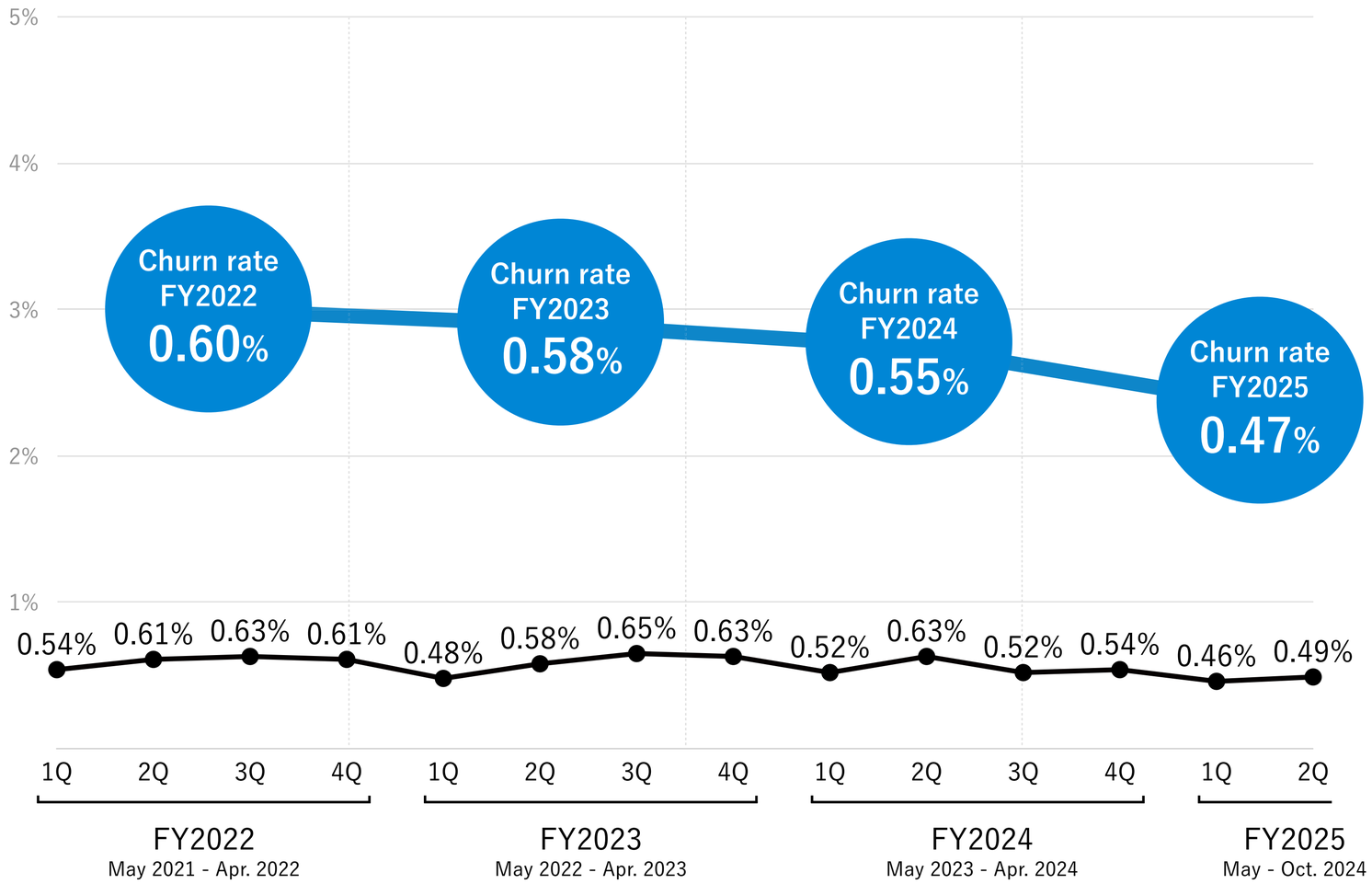
YoY	QoQ
⬆735yen	⬆87yen



*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). Both are NOT include sales from Smaregi TimeCard, Smaregi App Market, or the payment service.

POS Changes in Churn Rate

Continued Initiatives to Strengthen Onboarding and Enhance Service Quality
Expanded Customer Success for Mid-to-Large Scale Accounts Helps Maintain Low Churn Rate in FY2025 2Q



Lowest ever

FY2025 2Q Churn rate

May - Oct. 2024

0.47%

YoY	QoQ
⬇ 0.1pt	⬆ 0.03pt

FY2024 2Q (May-Oct.2023) Churn rate 0.57%

(Churn rate: MRR churn rate)

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

POS Quarterly GMV (Gross Merchandise Value) Progress

2Q GMV Expands to ¥650.2 Billion, Up +24.6% YoY, with Cashless Transaction Ratio Rising to 58.2%

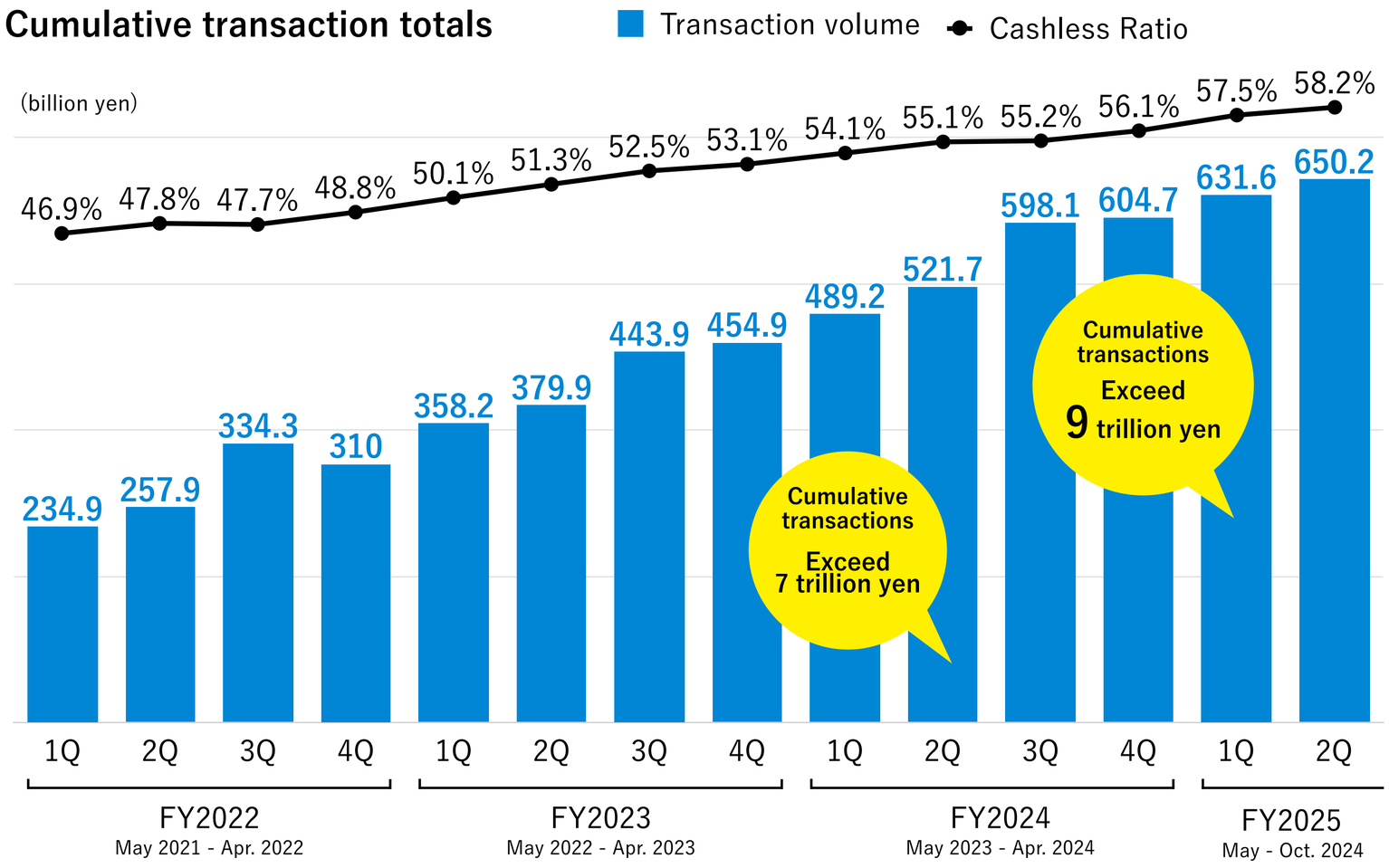
GMV growth ratio

YoY	QoQ
+24.6%	+2.9%

Cumulative Transaction Amount

May - Oct. 2024

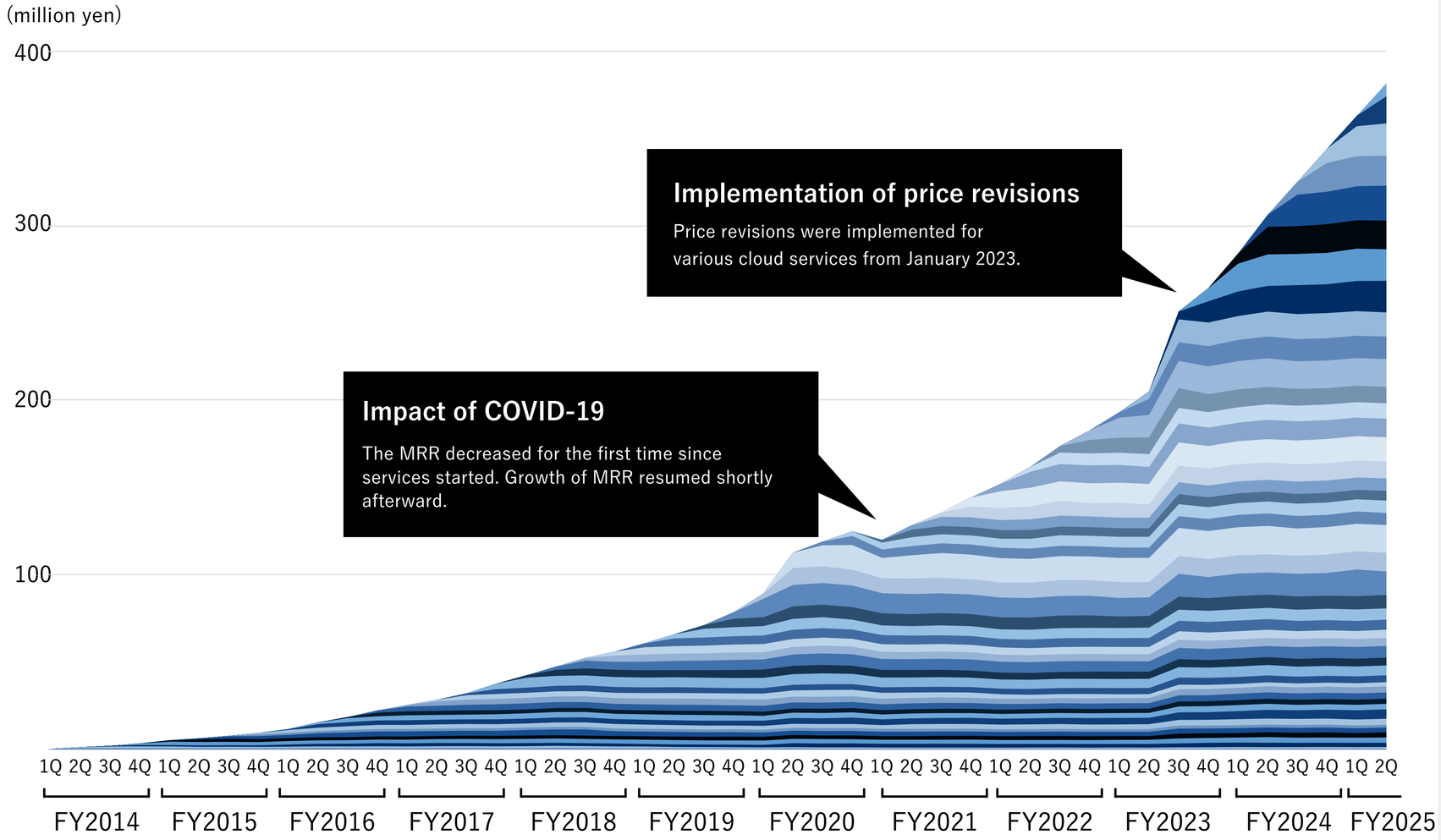
650.2 billion yen



*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

Sustained growth has been achieved through a steady increase in new customers and a low churn rate, leading to stable ongoing usage.



FY2025 2Q

MRR
(POS service only)

383 million yen



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)



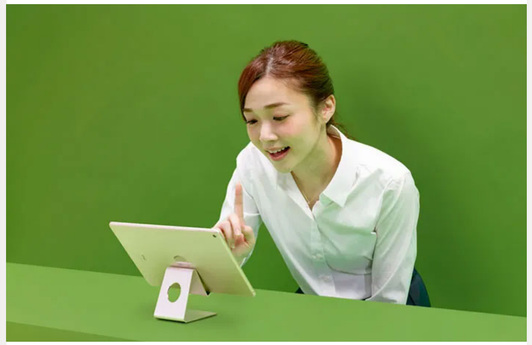
A new, cloud-based POS register system that enables efficient store management and data management through sales analysis, advanced inventory management, and other DX transformations for the retail, restaurant, and service industries.

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

Hardware sales

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

Store Management

awabar

TSUBAMEDONUT

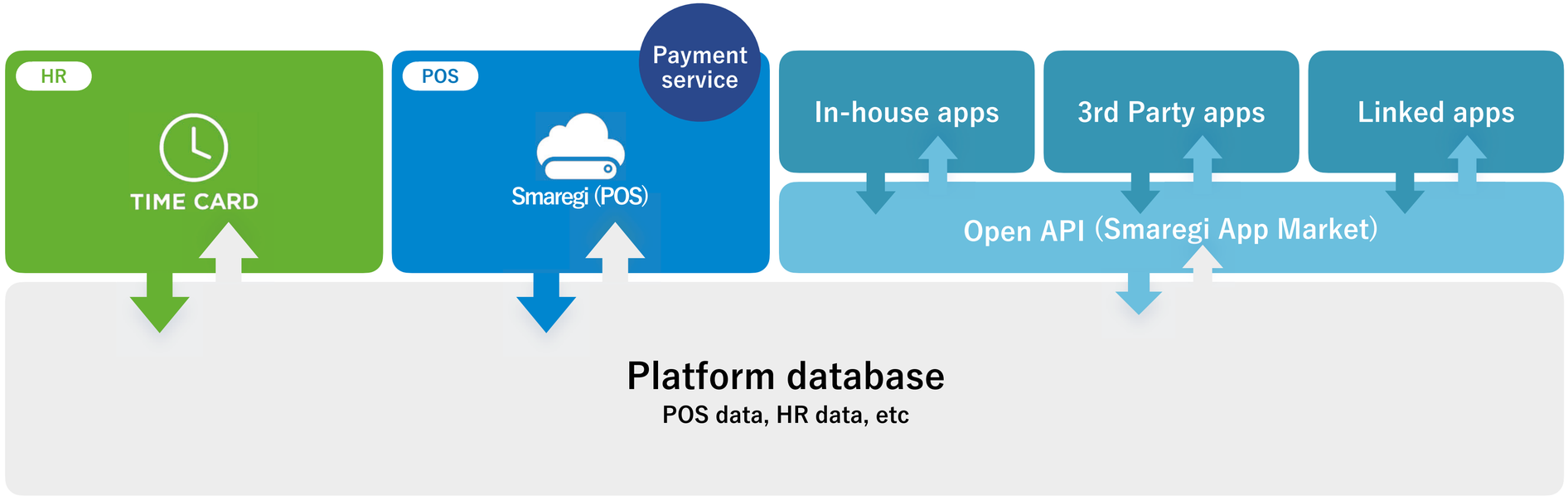
Providing Feedback from On-the-Ground Needs to User-Centric Software Development through Store Management

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.

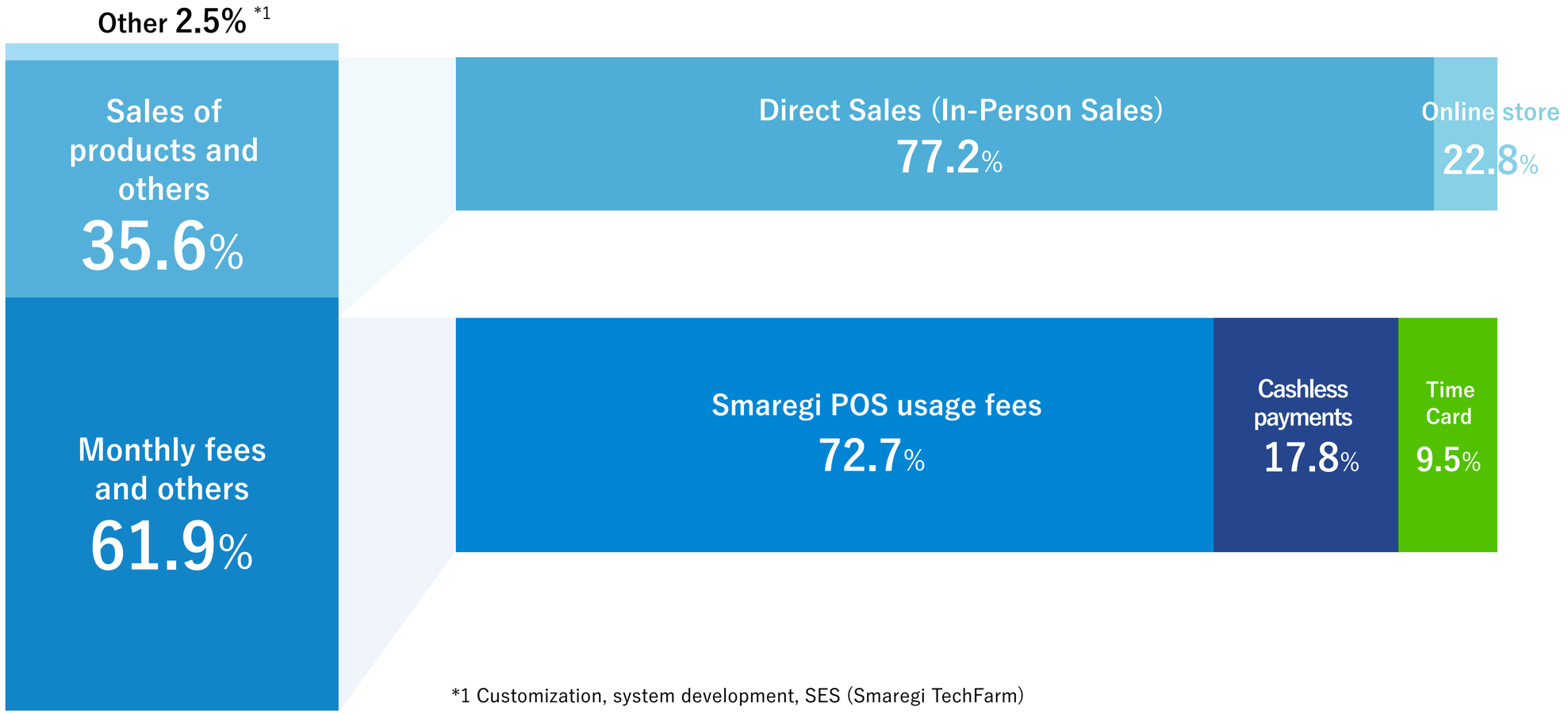
Smaregi Platform

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)

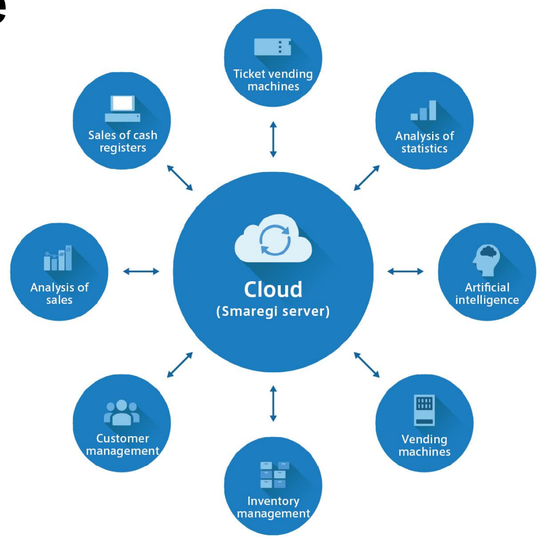
*Prepared by Smaregi based on sales results for FY2024 (May 2023 - Apr. 2024)

*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.

Cash register

Registers are for … settling payments?



Smaregi

Unifies the management of not only accounts but also inventory, sales and other data, thus making data-driven store 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

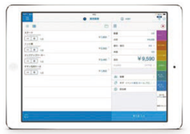


Easily linked with external services, such as accounting etc

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 0.47%*



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

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

スマレジ

Our Users

Smaregi (POS) is adopted by a wide range of stores and businesses operating from single-store to more than 500 stores.

Retail/Apparel/Others

GINZA Cozy Corner 銀座コージーコーナー
Bake Inc.
Tabio tradition in motion
O.P.S. ONWARD PERSONAL STYLE
HEAD LIGHT
有隣堂
銀座 にしかわ 水にこだわる高級食パン
JT
LESPORTSAC
familiar
MATSUMOTO Yamaga F.C.
白樺リゾート 池の平ホテル
中川政七商店
とらや
EAST BOY
madras
WELEDA
PEUGEOT
LeTAO
ELECOM Beyond Digital Life
Hurley
Graphpaper
CITROËN
PARCO
Châteraisé
VERMICULAR
haluta
RAW
株式会社 東京ドーム
OSAKA EVESSA

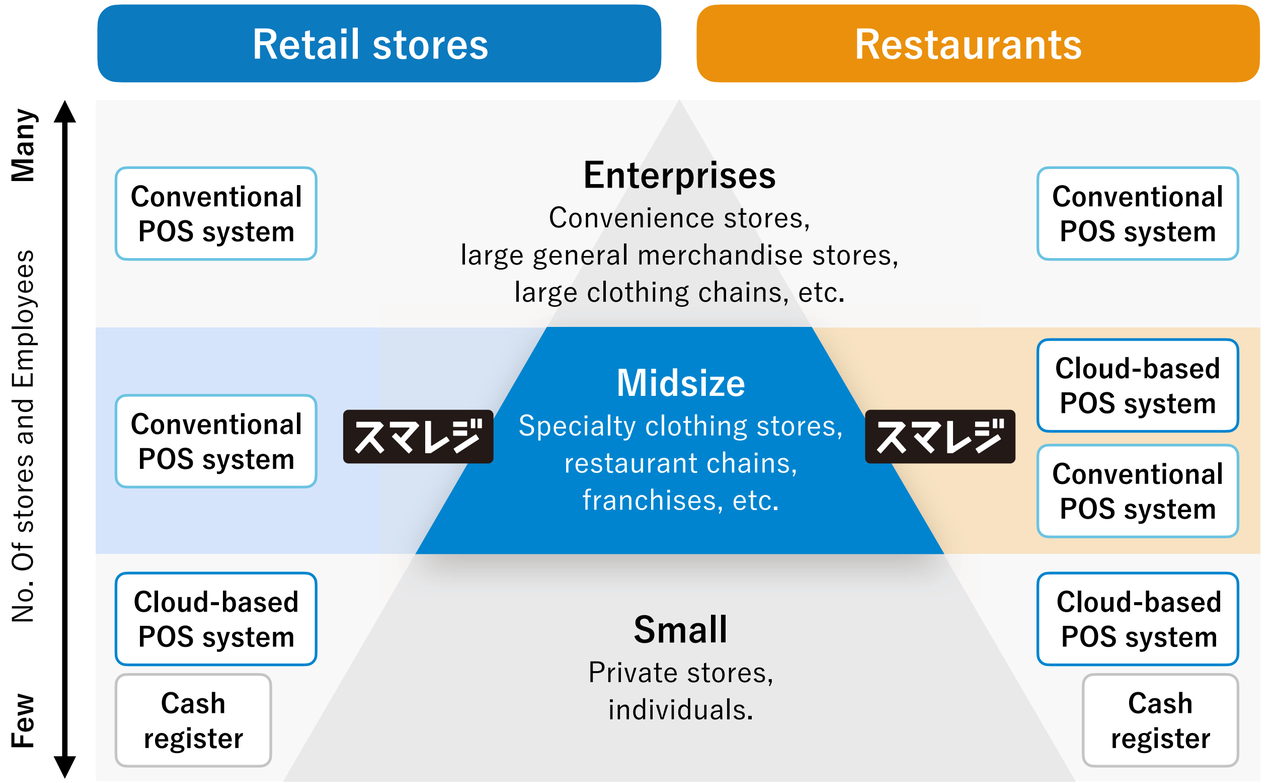
Restaurants

肉汁餃子のダンダダン
大阪焼肉・ホルモン ふたご
Soup Stock TOKYO
春水堂
CHOPPED SALAD DAY
Brigela Brioche con Gelato
幸楽苑のからあげ家
KYOBASHI SEMBIKIYA 千疋屋 SINCE 1881
カプリ島

*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.



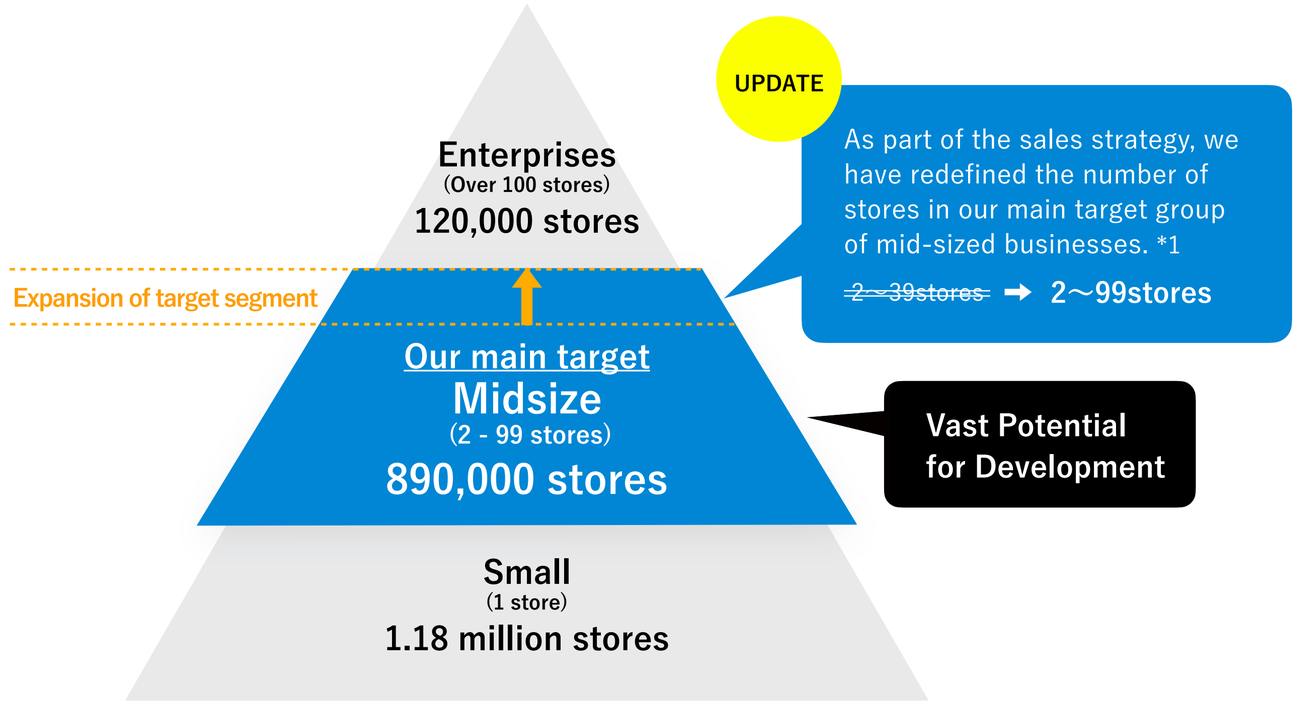
Conventional products in the POS system market are being swapped out for cloud-based ones. As the shift to the cloud and DX accelerate across industries, cloud-based POS system manufacturers are expanding into new markets such as inventory management as they compete for market share.

	 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 ¥100,000 - 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

Main Target: 890,000 Mid-Sized 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.

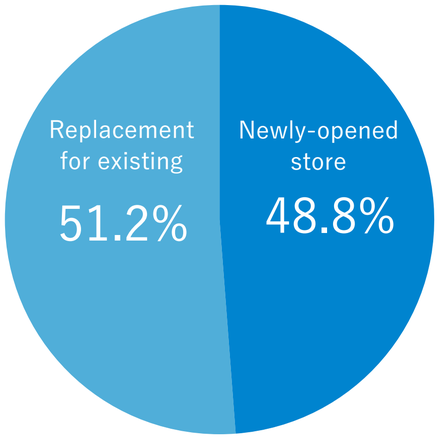


Created by our company based on the results of the 2021 Economic Census by the Ministry of Economy, Trade, and Industry, and the Ministry of Internal Affairs and Communications.

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

We aim to expand our market share in the overall POS register market, leveraging demand from new business openings and replacement needs.

Inquiry Categories



*Calculated based on Smaregi inquiry data (May 2023 - Apr. 2024)

*1 In September 2024, we redefined the conditions for mid-sized businesses, expanding the classification from 2-39 stores to 2-99 stores, reflecting our change in target segments.

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

RYUHEI MIYAZAKI



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

Chairperson

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

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.

Executive Officer

In charge of Sales/Payment Services

TETSUYA TAKAHASHI



In 2017, he joined Link Processing, a payment processing company, where he led the business expansion as Vice President and President.

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.

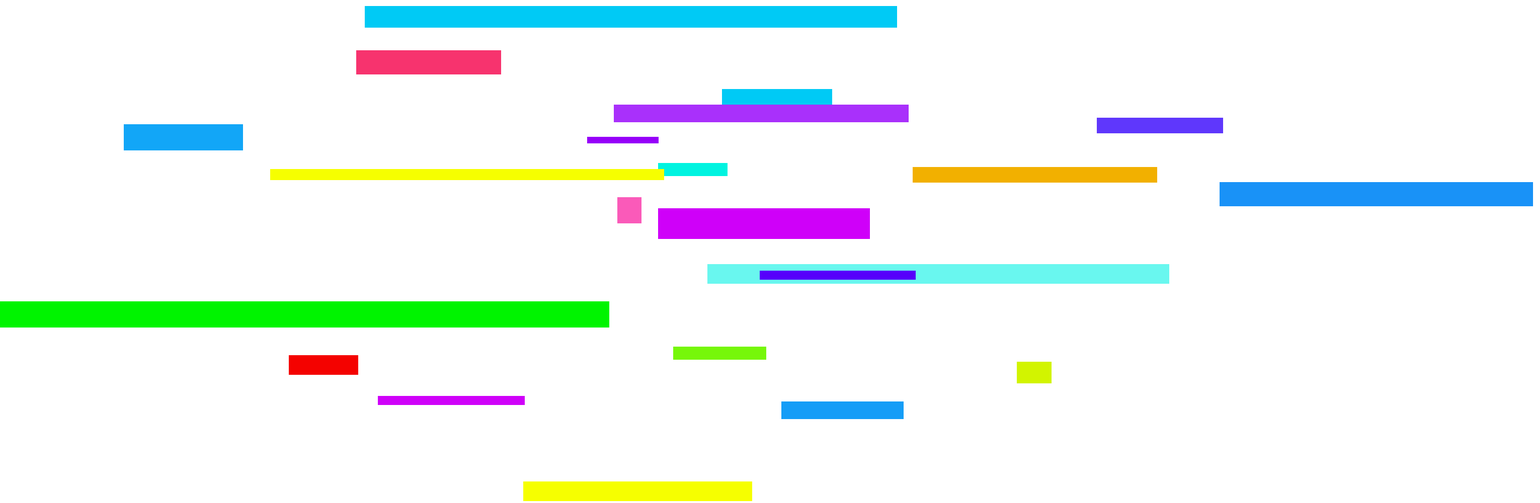
Outside Corporate Auditor **YUTAKA OHIRA**

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

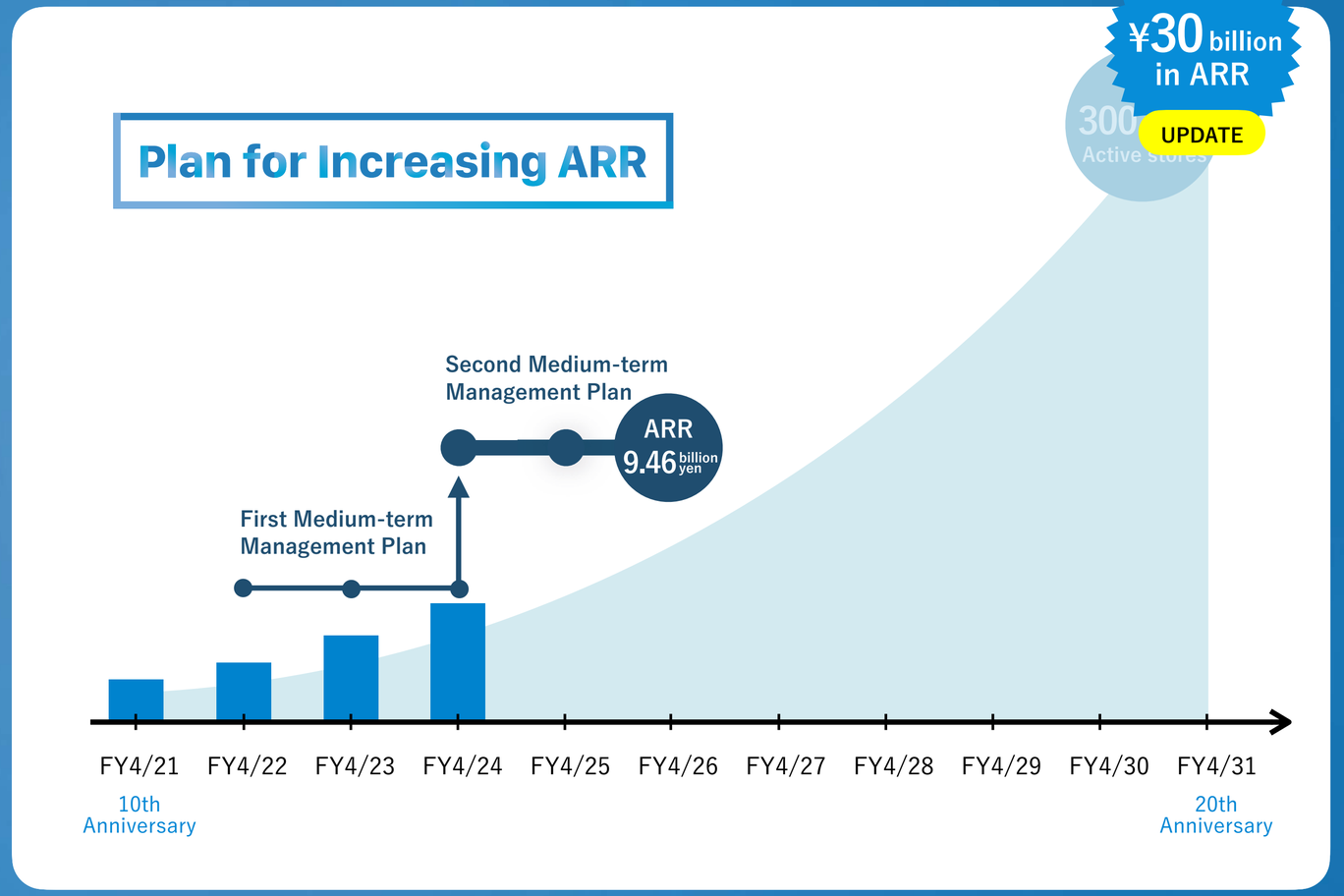


Long-term Vision and Medium-term Management Plan

VISION 2031 TO BE THE NEW STANDARD

2024/9/12 UPDATE

Aiming for
¥30 Billion
ARR!



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

VISION 2031

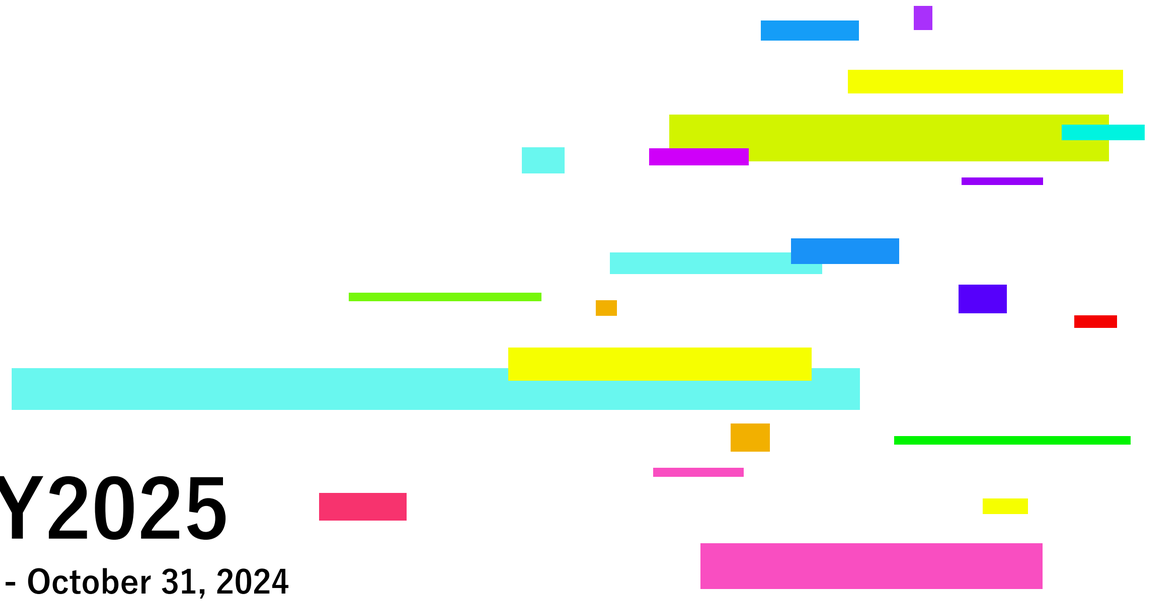
Smaregi Long-term Vision and Medium-term Management Plan, VISION 2031

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.



2Q FY2025

May 1, 2024 - October 31, 2024

Presentation Materials

Smaregi, Inc.