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TSE Growth Market : 9338
FY2024 3Q Financial Results Briefing Material
November 13, 2024

FY2024 3Q
Financial Results Briefing Material
Table of Contents

1.Summary of Financial Results

2.FY2024 3Q Financial Highlights

3.FY2024 3Q Topics

4.Appendix

- Company Profile
- Additional Material on ChargeSPOT
- Additional Material on Financial Highlights
- Initiatives to Enhance Sustainability

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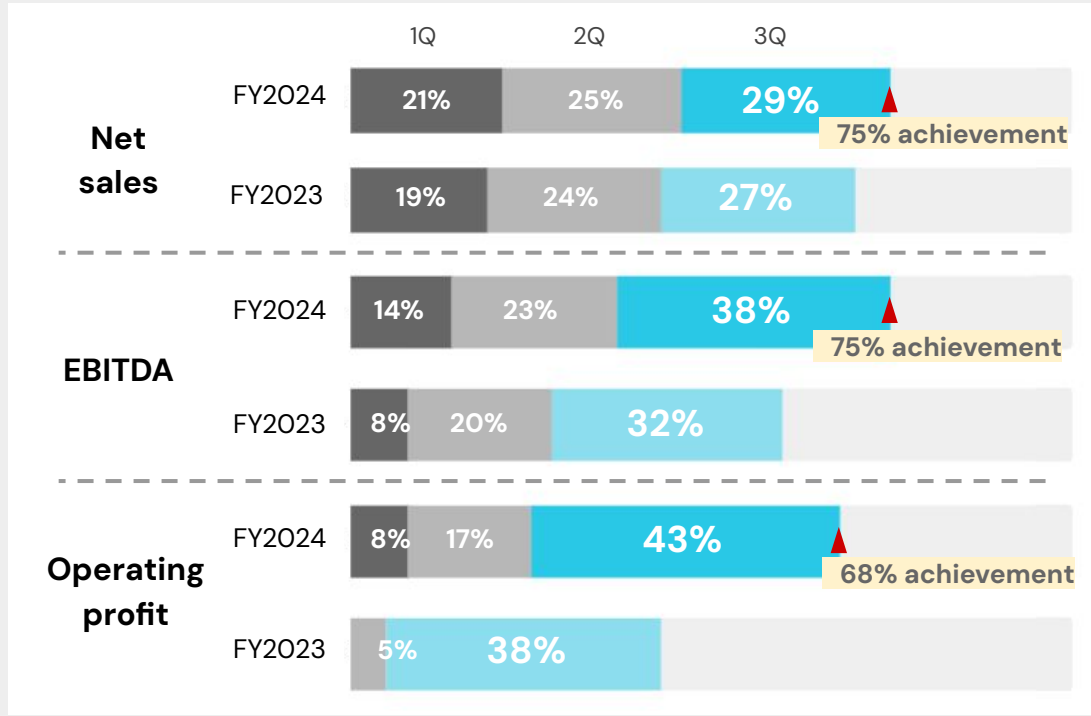
Net sales showed steady growth, up 37% YoY. Operating profit also soared by 204%.
The progress rate against earnings forecast was also favorable, exceeding that of the previous fiscal year.

FY2024 3Q Results

		Actual	YoY
Net sales	3Q	2,888 mn yen	+37% (+787mn yen)
	Cumulative	7,473 mn yen	+39% (+2,082mn yen)
EBITDA	3Q	996 mn yen	+126% (+556mn yen)
	Cumulative	1,939 mn yen	+131% (+1,099mn yen)
Operating profit	3Q	704 mn yen	+204% (+473mn yen)
	Cumulative	1,112 mn yen	+330% (+853mn yen)

Progress Rate Against Full-year Forecast/ Actual Progress Rate of Previous Fiscal Year



Operating profit is up 204% YoY

EBITDA and operating profit performance is favorable

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Ezycharge* experienced strong rental performance despite the winter season.
Sales declined slightly due to lower sales of locker-type stands.
On September 30, we acquired ChargeSpot Digital Service Co. Ltd., our franchisee in Taiwan.
Only its balance sheet has been consolidated for 2024 3Q results.

Australia：FY2024 3Q Results

Net sales
95 mn yen

EBITDA
10 mn yen

Cost of sales
53 mn yen

SG&A expenses
55 mn yen

Number of units installed
(as of September 30)
Approx. 2,000 units

Number of units installed
(as of September 30)
Approx. 26,870 rentals

ARPR
(July to September average)
AUD 10.7

Taiwan：Main KPIs

Number of units installed
(as of September 30)
Approx. 9,070 units





Number of monthly rentals
(July to September average)
Approx. 411,450 rentals

Number of monthly users
(July to September average)
Approx. 217,900 users

ARPR
(July to September average)
TWD 46.3

On September 30, 2024, we acquired ChargeSpot Digital Service Co. Ltd., which was operating a franchise in Taiwan.
In 2024 3Q, only the balance sheet has been consolidated.
From the next quarter, the income statement will also be consolidated.

* Ezycharge Australasia Pty Ltd/Ezycharge Australia Pty Ltd, in which the Company acquired 51% of the shares. in April

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Summary: Progress of the Mid-Term Plan

Each segment shows steady progress towards achieving the mid-term plan (VISION 2030) announced in 2023. Especially the ChargeSPOT International segment, through direct investments and FC development, is progressing smoothly.

Targets and Progress Status

	ChargeSPOT Japan	ChargeSPOT International (Existing & New areas)	Platform Business※1
FY2026	Sales 14.3 billion yen EBITDA 5.2 billion yen	Sales 3.9 billion yen EBITDA 400 million yen	Sales 800 million yen EBITDA 400 million yen
FY2030	EBITDA 10 billion	EBITDA 3 billion	EBITDA 2 billion

Progressing smoothly

- Steady sales growth of approx. 40% YoY in cumulative 3Q
- The number of installations exceeded 45,000 units.
- After other companies' services withdrew, operations were taken over and replaced with ChargeSPOT. New

Progressing smoothly

- Consolidation of Ezycharge in Australia.
- The franchise in Macau launched service.
- Acquired shares of the Taiwan franchisee and made it a subsidiary. New
- Established a subsidiary in the UK. New
- Thailand/Singapore: Launched installations in 7-Eleven stores. New

Progressing smoothly

- Integrated ShareSPOT function into the ChargeSPOT app.
- Completed the development of SSP and DSP. New
- Made Trim Co., Ltd, which operates "mamaro", a subsidiary. New
- Launched "CheerSPOT." New

※1 Various services, including advertising, based on ChargeSPOT locations (partners) and user segments.

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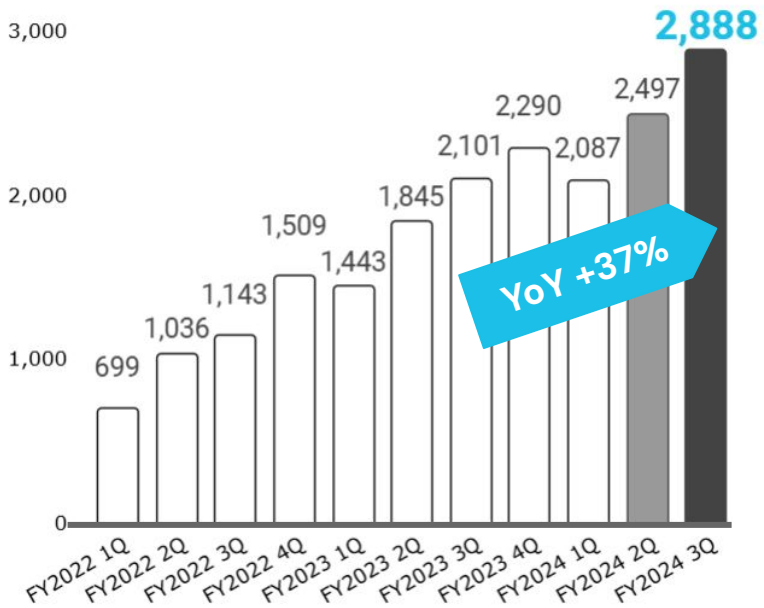
Net sales grew to a record high due to the consolidation of Ezycharge and the price revision in Japan.
Record-high EBITDA and operating profit were also achieved.

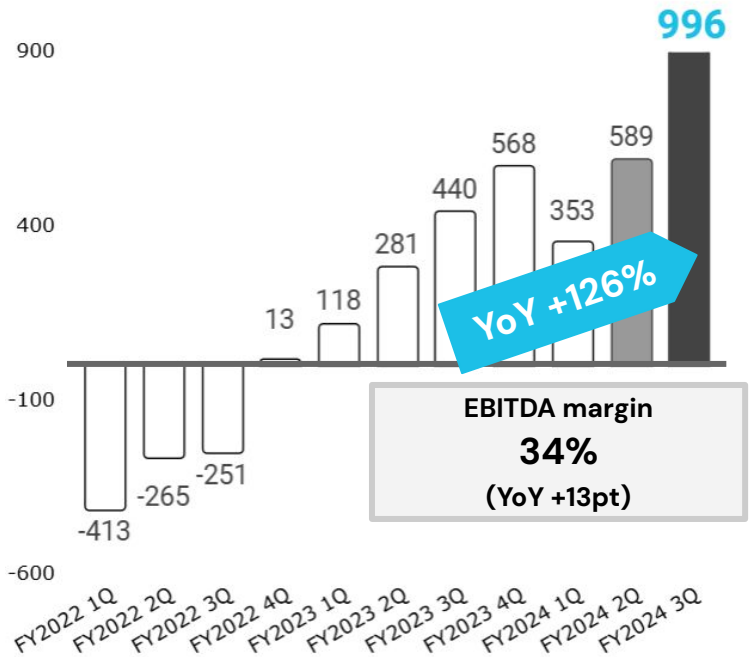
Net sales

Unit : Million yen



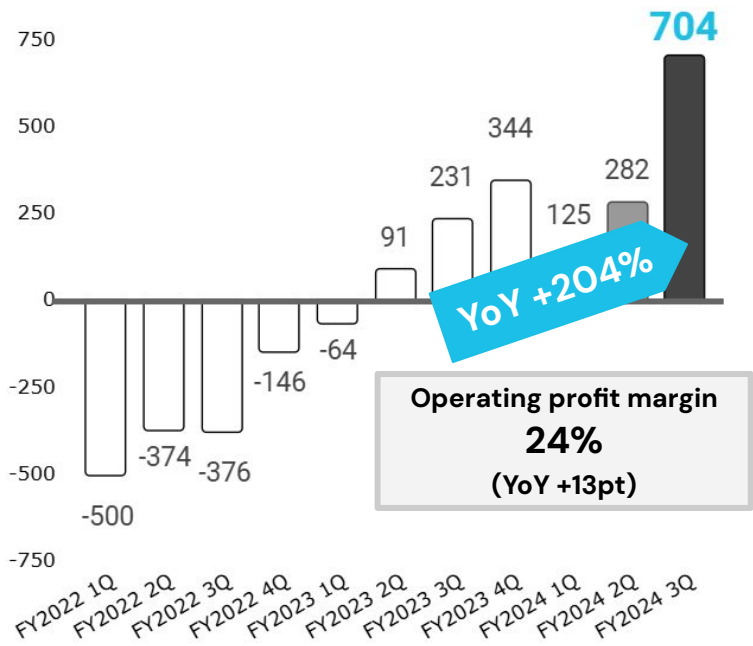
EBITDA

Unit : Million yen



Operating profit

Unit : Million yen



* EBITDA = Operating profit + Depreciation + Amortization of goodwill
* Values for FY2022 2Q and earlier are unaudited and unreviewed

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Net sales hit a record high of 2.8 billion yen.Operating profit margin reached a new peak at 24%, improving by 13 percentage points from last year.The consolidation of Ezycharge contributed to Overseas Rentals and Overseas Other.

Consolidated Statement of Income

Unit : Million yen

	Quarter (3Q)					Progress rate against the forecast			
	FY2023 3Q	FY2024 2Q	FY2024 3Q	YoY change	QoQ change	Full-year forecast	FY2024 3Q Cumulative	Progress rate against the forecast	Progress rate in FY2023 3Q
Net sales	2,101	2,497	**2,888**	+37 %	+16 %	10,011	7,473	**75 %**	70 %
EBITDA	440	589	**996**	+126 %	+69 %	2,576	1,939	**75 %**	60 %
Operating profit	231	282	**704**	+204 %	+149 %	1,635	1,112	**68 %**	43 %
Operating profit margin	11%	11 %	**24 %**	+13 pt	+13 pt	-	-	-	-
Ordinary profit	267	364	**498**	+86 %	+37 %	1,515	1,057	**70 %**	59 %
Profit attributable to owners of parent	210	318	**475**	+125 %	+49 %	1,514	893	**59 %**	44 %

※* EBITDA = Operating profit + Depreciation + Amortization of goodwill

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Both domestic and international rental sales reached record highs.
The consolidation of Ezycharge contributed to Overseas Rentals and Overseas Other.

Unit：Million yen

		FY2022 1Q	FY2022 2Q	FY2022 3Q	FY2022 4Q	FY2023 1Q	FY2023 2Q	FY2023 3Q	FY2023 4Q	FY2024 1Q	FY2024 2Q	FY2024 3Q	YoY Change	QoQ Change	Reason for change
Domestic Sales	Rental (including penalties and subscription)	545	811	878	1,093	1,142	1,456	1,654	1,753	1,651	**1,970**	**2,285**	+38 %	+16 %	- The number of rentals only slightly increased due to the impact of intense heat and rain - Per-unit revenue rose due to a price revision starting in July
	Advertising	8	7	7	24	7	7	8	30	8	**6**	**20**	+139 %	+206 %	- Received orders for large-scale broadcasting projects due to positive reviews regarding the compatibility with youth-oriented content - Continuous efforts made to improve the efficiency of advertisement
	Other	1	1	5	7	12	8	12	14	20	**18**	**15**	+32 %	-15 %	- Coupon sales fluctuation
Overseas Sales	Rental	90	145	214	237	245	267	314	339	323	**376**	**402**	+28 %	+7 %	- Increased YoY due to Ezycharge being included in the scope of consolidation.
	Advertising	3	4	3	5	9	9	11	5	5	**6**	**6**	-43 %	-4 %	- YoY: Transition to an outright purchase agreement with XGD. - QoQ: Stable monthly figures recorded starting from 2Q due to transition to outright purchase.
	Sales to FCs/royalties ※1	48	65	34	139	27	95	100	144	77	**72**	**142**	+42 %	+96 %	- Varies based on franchise sales and order timing. Orders increased due to installations in convenience stores in Thailand/Singapore
	Other	1	0	0	0	-	-	0	2	0	**43**	**15**	-	-65 %	- Sales at Ezycharge's event booths, etc. were included. - The QoQ result was negative due to a decrease in locker sales in Australia.
合計		**699**	**1,036**	**1,143**	**1,509**	**1,443**	**1,845**	**2,101**	**2,290**	**2,087**	**2,497**	**2,888**	**+37 %**	**+16 %**	

*1 Refers to franchisees in Taiwan, Thailand, Singapore, Macau, and mainland China
* Values for FY2022 2Q and earlier are unaudited and unreviewed

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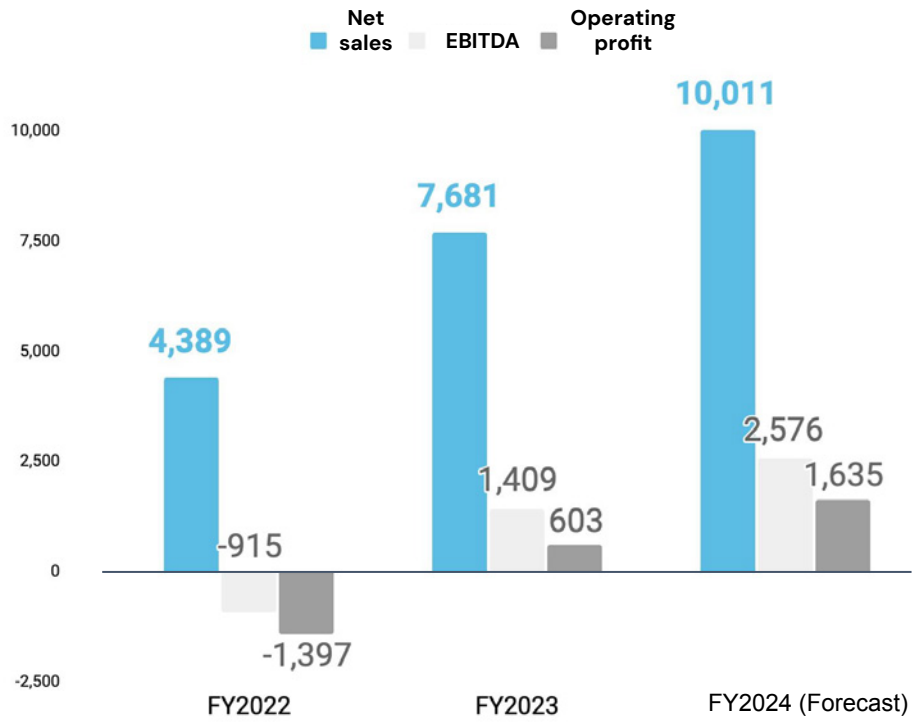
With increases in both active users and rental numbers, FY2024 Revenue forecast lands at 10.01 Billion Yen (YoY +30%) and Operating Profit at 1.63 Billion Yen (YoY +171%).

Consolidated earnings forecast (January - December)

Unit : Million yen

	FY2023 actual	FY2024 forecast	YoY change (amount)	YoY change (rate)
Net sales	7,681	**10,011**	+2,330	+ 30 %
EBITDA	1,409	**2,576**	+1,167	+ 83 %
Operating profit	603	**1,635**	+1,031	+ 171 %
Ordinary profit	633	**1,515**	+881	+ 139 %
Net income attributable to owners of the parent company	571	**1,514**	+942	+ 165 %

Unit: Million yen



* EBITDA = Operating profit + Depreciation

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Supplementary

FY2024 Full-Year Earnings Forecast: Assumptions for Earnings Forecast

Net sales	Domestic Sales: Consisting of rental, advertising, and other revenues. International Sales: Consisting of rental, advertising, sales to franchisees and royalty income, and other revenues.		
	Domestic	Rental sales	- Same new installation rate of battery stands as the previous year (including vending machine model) - Number of rentals: **FY 2024 Dec 2.09 million** (1.59 million in 2023 Dec), Active user: **FY2024 Dec 1.08 million** (0.84 million in 2023 Dec) - 1Q number of rentals & revenue are expected to decrease by 5% vs 2023 4Q due to seasonal factors (decrease in human traffic).
		Advertising sales	Due to the time required for developing a new ad system and obtaining consent for revised contracts (due to new ad system) from installation sites, a YoY decrease of ¥15 million is expected.
	Overseas	Rental sales	- Number of rentals: **FY 2024 Dec 0.69 million** (0.54 million in 2023 Dec), Active user: **FY2024 Dec 0.42 million** (0.32 million in 2023 Dec)
		Advertising sales	- Same level as the previous year
		Sales to franchisees	- **YoY +136 million JPY** - Expected to fluctuate from quarter to quarter, depending on franchisee operations.
Cost of sales			- Payment fees are proportional to rental revenue, depreciation expenses to the number of installed stands and batteries, SIM card costs to the number of installed stands.
Selling, general and administrative expenses			- Revenue share, rounder, and call center expenses are proportional to rental revenue, and installation fees are proportional to the cumulative number of installed stands. - Advertising expenses are expected to increase by 70 million JPY YoY due to strengthening of overseas PR and SNS - Personnel expenses are expected to increase by 336 million JPY YoY due to the efforts to enhance existing accounts and the strengthening of global operations.
Non-operating income (loss)			- Interest payments to financial institutions are expected; Decrease in foreign exchange gains compared to the previous year is also expected.

* Exchange rate assumption：HKD = 18.0 JPY / CNY＝19.8 JPY

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Actively installing in Hong Kong to secure market share, revenue share increased by 44% YoY (36% YoY for Japan). Due to the allocation of goodwill to intangible fixed assets, some figures for the 2Q have been revised.

Unit : Million yen

	FY2022 1Q	FY2022 2Q	FY2022 3Q	FY2022 4Q	FY2023 1Q	FY2023 2Q	FY2023 3Q	FY2023 4Q	FY2024 1Q	FY2024 2Q	FY2024 3Q	YoY Change	QoQ Change
Net sales	**699**	**1,036**	**1,143**	**1,509**	**1,443**	**1,845**	**2,101**	**2,290**	**2,087**	**2,497**	**2,888**	**+37 %**	**+16 %**
Cost of sales	**253**	**297**	**371**	**461**	**389**	**475**	**522**	**545**	**491**	**584**	**626**	**+20 %**	**+7 %**
Product purchase	82	76	124	127	66	123	136	138	89	114	152	+12 %	+33 %
Commission Expenses	41	67	78	98	94	115	128	129	110	125	140	+9 %	+12 %
Depreciation	86	105	115	162	178	185	204	219	221	274	259	+27 %	-5 %
Other cost of sales	43	47	53	71	50	50	52	58	69	69	72	+40 %	+4 %
SG&A expenses	**946**	**1,113**	**1,148**	**1,194**	**1,118**	**1,278**	**1,347**	**1,400**	**1,470**	**1,629**	**1,558**	**+16 %**	**-4 %**
Payroll	225	287	280	321	305	349	366	384	401	457	443	+21 %	-3 %
Subcontracting	111	141	87	127	69	98	94	128	172	131	121	+21 %	-3 %
Installation fee	225	239	253	234	283	281	284	292	294	300	310	+9 %	+3 %
Revenue share	63	92	101	119	149	170	199	214	210	255	286	+44 %	+12 %
Rounder (battery replenishment) & call center	82	102	96	120	106	127	117	121	111	135	137	+16 %	+1 %
Advertising & marketing	54	87	132	102	24	60	67	50	49	57	41	-38 %	-27 %
Amortization of goodwill	-	-	-	-	-	-	-	-	-	7	7	-	-2 %
Other	183	163	196	169	178	190	217	209	230	284	209	-3 %	-26 %
Operating profit	**-500**	**-374**	**-376**	**-146**	**-64**	**91**	**231**	**344**	**125**	**282**	**704**	**+204 %**	**+149 %**
Operating profit rate	**-72 %**	**-36 %**	**-33 %**	**-10 %**	**-4 %**	**5 %**	**11 %**	**15 %**	**6 %**	**11 %**	**24 %**	**+13 pt**	**+13 pt**

* Values for FY2022 2Q and earlier are unaudited and unreviewe

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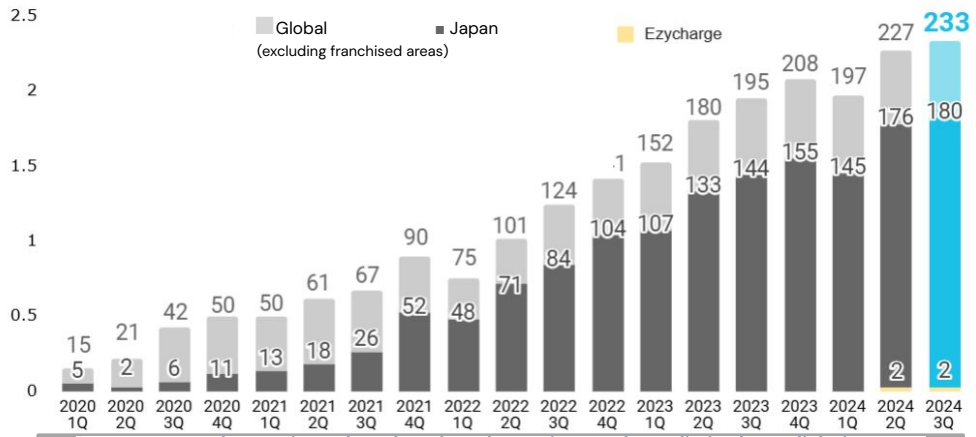
FY2024 3Q Financial Highlights: [Consolidated] Progress of Main KPIs

Number of monthly rentals
(average for each quarter)

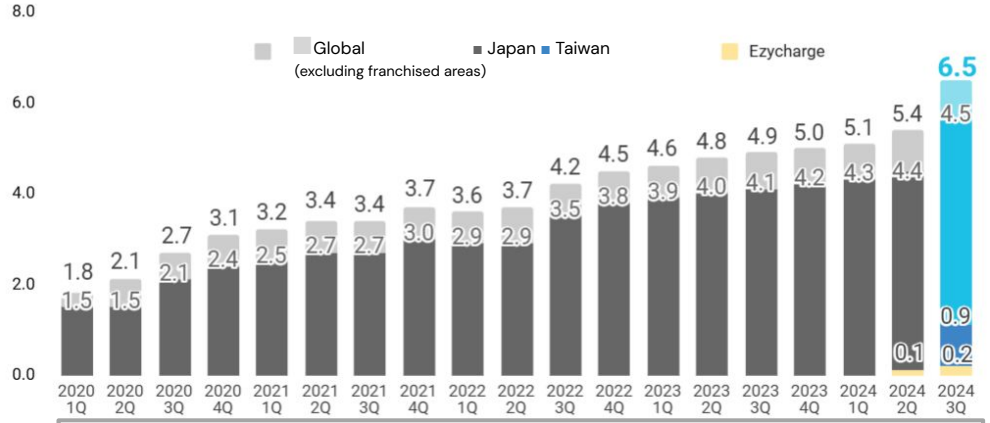
Unit: 10,000 (rounded down)



Due to extreme heat, rain, and earthquakes, domestic growth was limited to a slight increase. Overseas operations were also affected by events such as typhoons.

Cumulative number of machines installed
(end of each quarter)

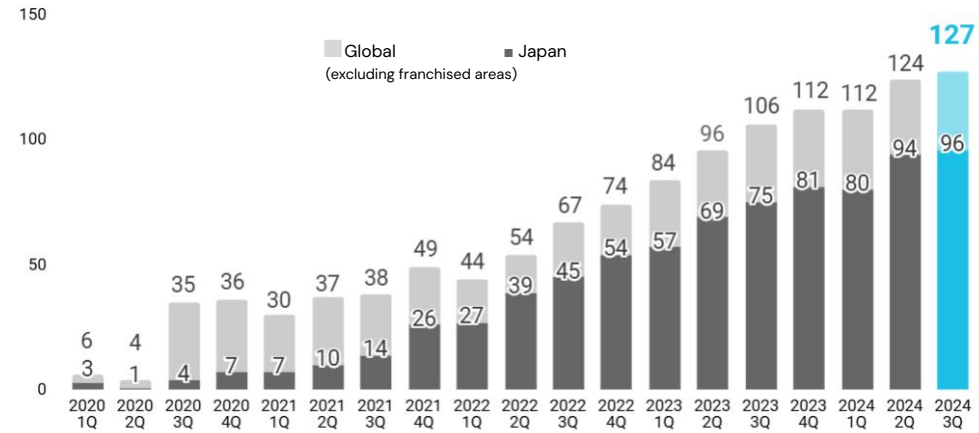
Unit: 10,000 (rounded down)



The number of machines installed including global reached 65,000 units

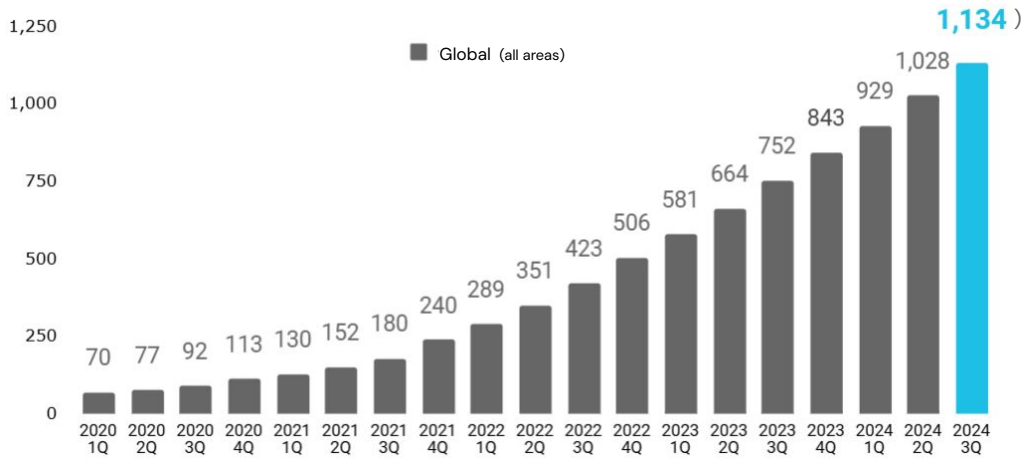
Number of monthly active users
(average for each quarter)

Unit: 10,000 (rounded down)



Despite the impact of weather, the number of domestic users increased steadily

Cumulative downloads



Global downloads exceed 11 million

* Monthly Active Users: Users who use the service at least once a month (Data for FY2020 1Q and 2Q do not include figures from China)
* Data for Monthly Active Users and Downloads do not include figures from "Ezycharge" operating in Australia

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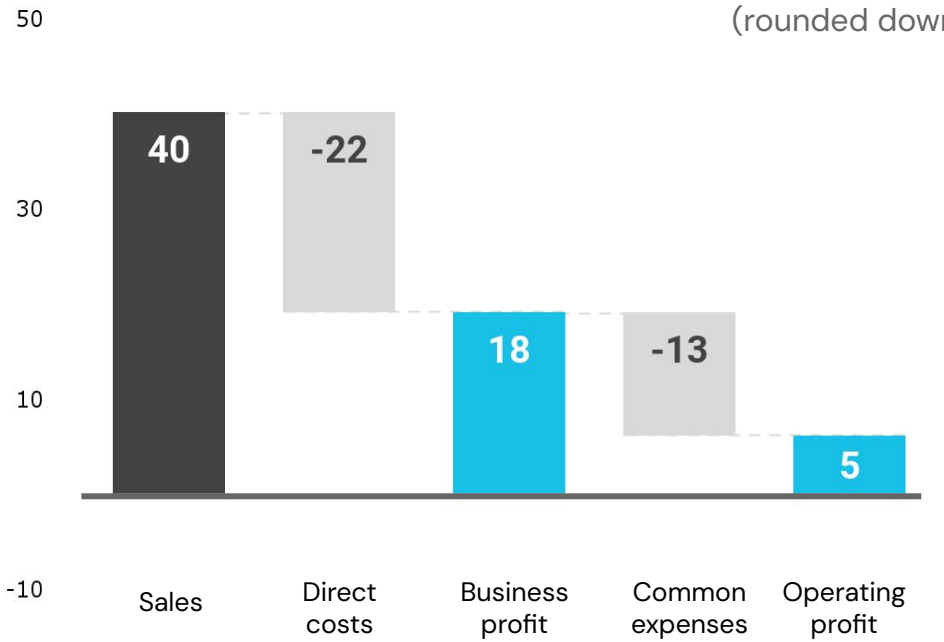
Compared to the increase in sales, the rise in direct costs and common expenses is being controlled.

The operating profit per unit has reached an all-time high.

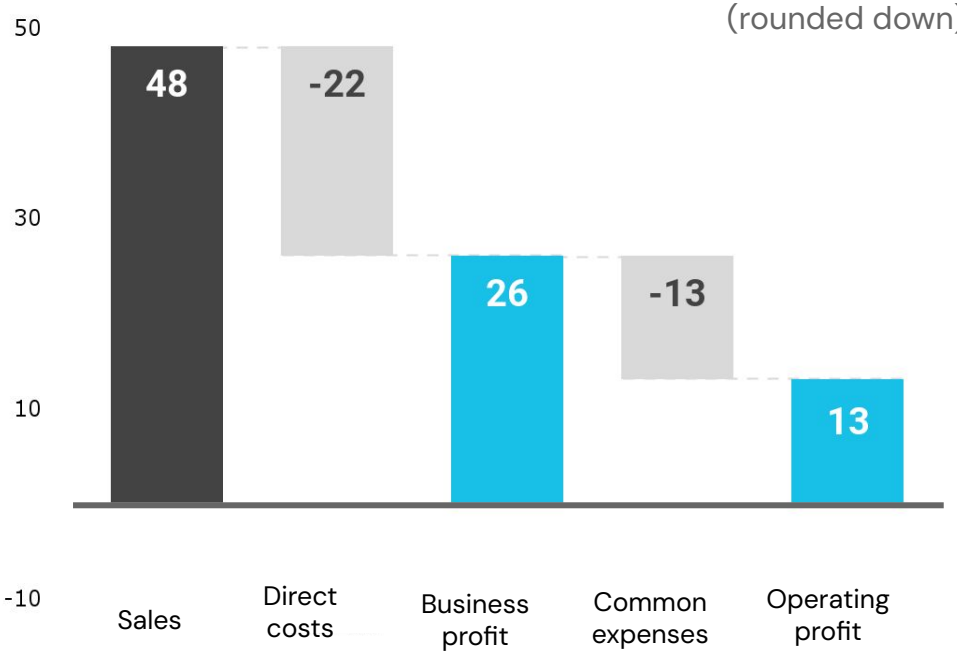
FY2023 3Q per-unit economics

Unit: Thousand yen
(rounded down)



FY2024 3Q per-unit economics

Unit: Thousand yen
(rounded down)



*Sales = rental sales (subscription is included) + advertising sales
* Sales and related expenses of Ezycharge are excluded from the estimates due to different unit economics

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FY2024 3Q Financial Highlights: [Consolidated] Breakdown of Changes in Per-Unit Economics (Excluding Australia and Taiwan)

Both rental sales and advertising sales have been strong.

By reviewing the variable cost components, we have been able to control the increase in costs.

Unit: Thousand yen (rounded down)

			FY2022 1Q	FY2022 2Q	FY2022 3Q	FY2022 4Q	FY2023 1Q	FY2023 2Q	FY2023 3Q	FY2023 4Q	FY2024 1Q	FY2024 2Q	FY2024 3Q	YoY Change	QoQ Change	Reason for change (QoQ)
Sales		Rental sales	17.2	25.9	27.4	30.1	30.0	35.9	39.8	41.6	38.6	41.9	**48.3**	+21%	+15%	- Domestic: Unit price rose due to a price revision; The number of rentals increased. - Overseas: Rentals in China and Hong Kong remained flat.
		Advertising sales	0.3	0.3	0.2	0.6	0.3	0.3	0.4	0.7	0.2	0.2	**0.5**	+22%	+92%	- Received orders for large-scale projects.
Direct costs	Variable costs	Commission expenses	1.1	1.8	1.9	2.2	2.0	2.4	2.6	2.5	2.1	2.3	**2.5**	-2%	+7%	- Reduced fees YoY by negotiating with payment channels.
		Other variable costs	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.1	0.1	**0.1**	+5%	+6%	- System usage fees (server operating costs) increased.
		Revenue share	1.7	2.5	2.5	2.7	3.2	3.5	4.0	4.2	4.1	4.7	**5.0**	+25%	+7%	- Mainly increased proportionally to domestic rental sales.
		Rounders	1.3	1.5	1.5	1.9	1.7	2.1	1.8	1.9	1.7	2.1	**2.0**	+9%	-3%	- Decrease in unit price due to review of contractors in some areas.
		Call center	0.9	1.2	0.8	0.7	0.6	0.5	0.5	0.4	0.4	0.4	**0.4**	-4%	+7%	- Percentage of inquiries about rentals decreased due to improvement of FAQ, UI changes, etc.
		Total variable costs	5.2	7.2	7.0	7.9	7.7	8.7	9.1	9.4	8.6	9.8	**10.3**	+12%	+5%	
	Fixed costs	Depreciation	2.3	2.8	2.8	3.6	3.8	3.8	4.1	4.3	4.3	4.9	**4.4**	+6%	-11%	- Increase in 2Q was due to the increase in batteries in the market
		SIM card costs	0.7	0.7	0.6	0..5	0.5	0.6	0.5	0.5	0.6	0.6	**0.4**	-12%	-18%	- Discounts from some vendors for a limited time
		Other fixed costs	0.2	0.3	0.5	0.8	0.3	0.3	0.3	0.4	0.6	0.4	**0.3**	+11%	-11%	- Costs for battery stand repairs fluctuate from period to period.
		Installation fee	6.1	6.5	6.3	5.3	6.1	5.8	5.7	5.8	5.7	5.7	**5.7**	+0%	+0%	- Installations eligible for installation fee payments was flat.
		Advertising & marketing	1.4	2.3	3.3	2.3	0.5	1.2	1.3	1.0	0.9	1.0	**0.7**	-47%	-31%	- Continued to reduce paid media placements.
		Sales Commission	0.6	0.0	0.4	0.2	0.2	0.4	0.4	0.4	0.3	0.2	**0.2**	-44%	+11%	- The number of installations eligible for incentive payments varies from quarter to quarter.
		Total fixed costs	11.6	12.6	14.2	12.9	11.6	12.3	12.6	12.5	12.6	13.0	**12.0**	-5%	-8%	
Common expenses			13.4	16.2	13.6	13.7	11.7	12.8	13.2	13.9	13.8	13.2	**13.4**	+1%	+1%	- QoQ Increase in the number of employees / QoQ Decrease in outsourcing costs and goodwill amortization
Operating profit			-12.8	-9.9	-7.3	-3.7	-0.8	2.3	5.1	6.4	3.8	6.0	**13.0**	+152%	+115%	

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* Rentals sales include those through subscription / *The gray area is the cost of sales. Others are SG&A expenses. / *Figures before FY2022 2Q have not been audited or reviewed

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Supplementary

FY2024 3Q Financial Highlights: [Consolidated] Breakdown of Changes in Per-Unit Economics (Excluding Australia and Taiwan)

Both rental sales and advertising sales have been strong.

By reviewing the variable cost components, we have been able to control the increase in costs.

Unit: Thousand yen (rounded down)

			FY2022 1Q	FY2022 2Q	FY2022 3Q	FY2022 4Q	FY2023 1Q	FY2023 2Q	FY2023 3Q	FY2023 4Q	FY2024 1Q	FY2024 2Q	FY2024 3Q	YoY Change	QoQ Change	Description
Sales		Rental sales	17.2	25.9	27.4	30.1	30.0	35.9	39.8	41.6	38.6	41.9	**48.3**	+21%	+15%	- Includes penalties and domestic subscription fees
Sales		Advertising sales	0.3	0.3	0.2	0.6	0.3	0.3	0.4	0.7	0.2	0.2	**0.5**	+22%	+92%	- Income from signage and banners on the app
Direct costs	Variable costs	Commission expenses	1.1	1.8	1.9	2.2	2.0	2.4	2.6	2.5	2.1	2.3	**2.5**	-2%	+7%	- Payments made to payment service providers - Basically proportional to revenue
Direct costs	Variable costs	Other variable costs	0.1	0.1	0.1	0.2	0.1	0.1	0.1	0.1	0.1	0.1	**0.1**	+5%	+6%	- Mainly system fees such as server fees, etc
Direct costs	Variable costs	Revenue share	1.7	2.5	2.5	2.7	3.2	3.5	4.0	4.2	4.1	4.7	**5.0**	+25%	+7%	- Revenue share paid to some agencies/installation sites - Mainly proportional to domestic rental revenue
Direct costs	Variable costs	Rounders	1.3	1.5	1.5	1.9	1.7	2.1	1.8	1.9	1.7	2.1	**2.0**	+9%	-3%	- Costs for personnel to resolve battery imbalances - Varies based on the number of installations and operational status
Direct costs	Variable costs	Call center	0.9	1.2	0.8	0.7	0.6	0.5	0.5	0.4	0.4	0.4	**0.4**	-4%	+7%	- Customer support costs
Direct costs	Variable costs	Total variable costs	5.2	7.2	7.0	7.9	7.7	8.7	9.1	9.4	8.6	9.8	**10.3**	+12%	+5%	
Direct costs	Fixed costs	Depreciation	2.3	2.8	2.8	3.6	3.8	3.8	4.1	4.3	4.3	4.9	**4.4**	+6%	-11%	- Batteries are depreciated over three years; stands over five years - Maintenance/replacement is conducted as needed. No large-scale replacement is planned after three or five years
Direct costs	Fixed costs	SIM card costs	0.7	0.7	0.6	0..5	0.5	0.6	0.5	0.5	0.6	0.6	**0.4**	-12%	-18%	- SIM cards used in battery stands - Incurred with installations
Direct costs	Fixed costs	Other fixed costs	0.2	0.3	0.5	0.8	0.3	0.3	0.3	0.4	0.6	0.4	**0.3**	+11%	-11%	- Delivery costs for stands and batteries - SMS sending costs
Direct costs	Fixed costs	Installation fee	6.1	6.5	6.3	5.3	6.1	5.8	5.7	5.8	5.7	5.7	**5.7**	+0%	+0%	- Fixed monthly fees paid to installation sites, regardless of rental numbers (mainly convenience stores and train stations)
Direct costs	Fixed costs	Advertising & marketing	1.4	2.3	3.3	2.3	0.5	1.2	1.3	1.0	0.9	1.0	**0.7**	-47%	-31%	- Campaign costs and advertising expenses to increase ChargeSPOT user numbers / rental numbers
Direct costs	Fixed costs	Sales Commission	0.6	0.0	0.4	0.2	0.2	0.4	0.4	0.4	0.3	0.2	**0.2**	-44%	+11%	- Varies based on the number of installations where incentives happens - Incentives to agencies/installation sites
Direct costs	Fixed costs	Total fixed costs	11.6	12.6	14.2	12.9	11.6	12.3	12.6	12.5	12.6	13.0	**12.0**	-5%	-8%	
Common expenses			13.4	16.2	13.6	13.7	11.7	12.8	13.2	13.9	13.8	13.2	**13.4**	+1%	+1%	Costs other than direct costs of the ChargeSPOT business, such as personnel expenses
Operating profit			-12.8	-9.9	-7.3	-3.7	-0.8	2.3	5.1	6.4	3.8	6.0	**13.0**	+152%	+115%	

* Rentals sales include those through subscription / *The gray area is the cost of sales. Others are SG&A expenses. / *Figures before FY2022 2Q have not been audited or reviewed

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Along with cash inflows from operating activities and an increase in business assets, non-current assets increased due to the goodwill and related intangible assets from the consolidation of ChargeSpot Digital Service and Ezycharge.

Consolidated Balance Sheet

Unit: Million yen

	FY2023 4Q End	FY2024 3Q End	Change	Main reason
Current assets	5,931	9,054	+3,123	- Free cash flow increased due to cash inflows from operating activities and borrowings increased for the purchase of business assets, leading to an increase in cash and deposits
Cash and deposits	4,831	7,949	+3,118	- Free cash flow increased due to cash inflows from operating activities and borrowings increased
Non-current assets	2,822	6,465	+3,643	- Increased due to the purchase of business assets - Recognition of goodwill resulting from the acquisition of ChargeSpot Digital Service (former franchisee in Taiwan) - Following impacts due to the addition of Ezycharge in consolidation – Increase of business assets / recognition of goodwill – Additional recognition of intangible assets resulting from acquisition (trademark right, customer related assets)
Goodwill	-	2,604	+2,604	- Acquisition of ChargeSpot Digital Service - Acquisition of Ezycharge
Total assets	8,753	15,519	+6,766	
Current liabilities	4,898	9,697	+4,799	- Increase in borrowings for the purchase of business assets - Increase due to borrowing of funds to acquire ChargeSpot Digital Service - Increase in contract liabilities due to business expansion overseas (mainly deposits incurred during payments through WeChat in Hong Kong)
Non-current liabilities	773	1,738	+964	- Increase in borrowings for the purchase of business assets - Increase due to borrowing of funds to acquire Ezycharge
Net assets	3,081	4,084	+1,002	- Impact of profit (loss)
Total liabilities & equity	8,753	15,519	+6,766	

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FY2024 3Q
Financial Results Briefing Material
Table of Contents

1.Summary of Financial Results

2.FY2024 3Q Financial Highlights

3.FY2024 3Q Topics

4.Appendix

- Company Profile
- Additional Material on ChargeSPOT
- Additional Material on Financial Highlights
- Initiatives to Enhance Sustainability

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FY2024 3Q Topics：Agenda



New installation/ expanded installation



Implementation of price revisions



Initiatives for expanding advertising sales



Making the Taiwanese franchisee a subsidiary



Expanded installation in the franchising areas



Development of new battery stand

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In addition to chain restaurants, installations are progressing in railways and large facilities. Expansion of installations in existing accounts was also carried out, with a total of 2,225 new and expanded units installed during the third quarter. Following the business withdrawal of "Charge GO!", some installation sites were also taken over.

New installations/expanded installations (excerpt)

Narita International Airport

City of Yokohama Transportation Bureau

Chiba Urban Monorail Co., Ltd.

Osaka Monorail

Expanded installation

Tokyu Corporation

MIYASHITA PARK

SHIBUYA SKY

Grand Green Osaka

Denny’s

Installation handover

Charge GO! Installation Sites

* Company names, facility names, and logos are the trade names, trademarks, or registered trademarks of their respective companies.

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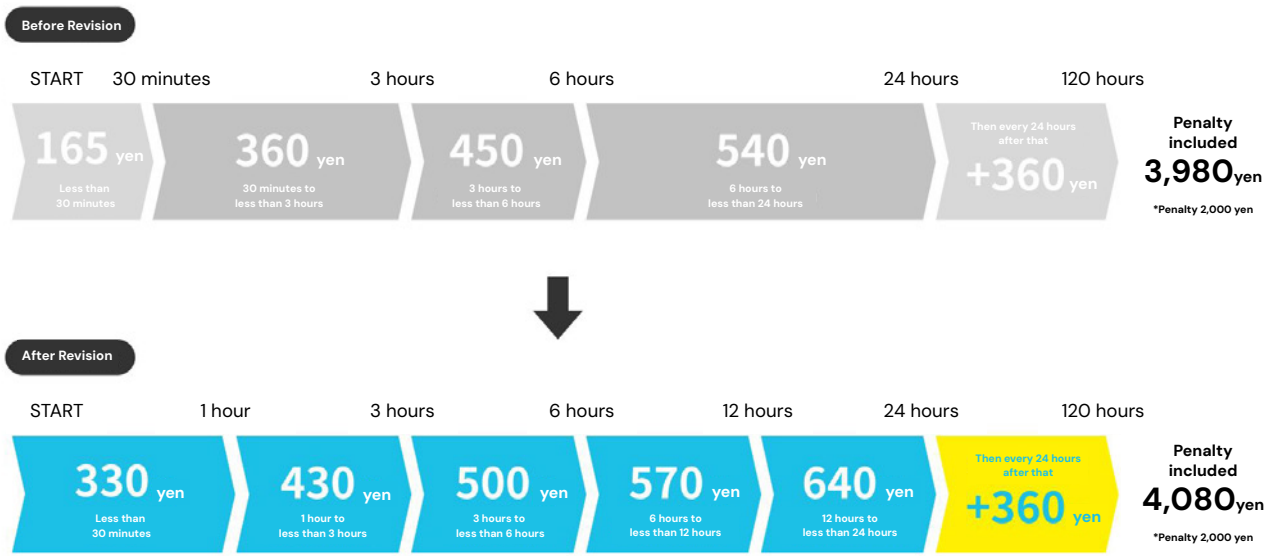
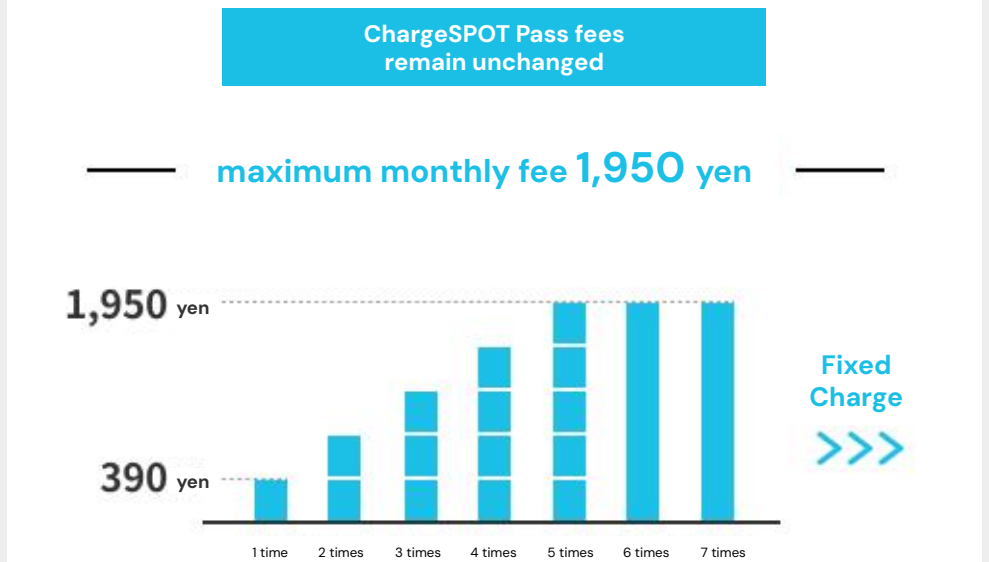
To respond to the battery shortage caused by the increase in number of rentals, a price revision took effect on July 1, 2024.
For rentals of more than 30 minutes but less than 1 hour, the fee was reduced from 360 yen to 330 yen.

The pricing system from 9:00 on July 1, 2024





The tier of usage fee for rentals less than 30 minutes will be discontinued.
For short term rentals less than 1 hour, the price will be lower than before.
By encouraging shorter rental times, we aim to improve battery turnover.

The ChargeSPOT Pass fees will remain unchanged,
aiming to make it easier for everyday use.
The subscribers can rent up to 120 hours at 390 yen per time,
with a maximum monthly fee of 1,950 yen.

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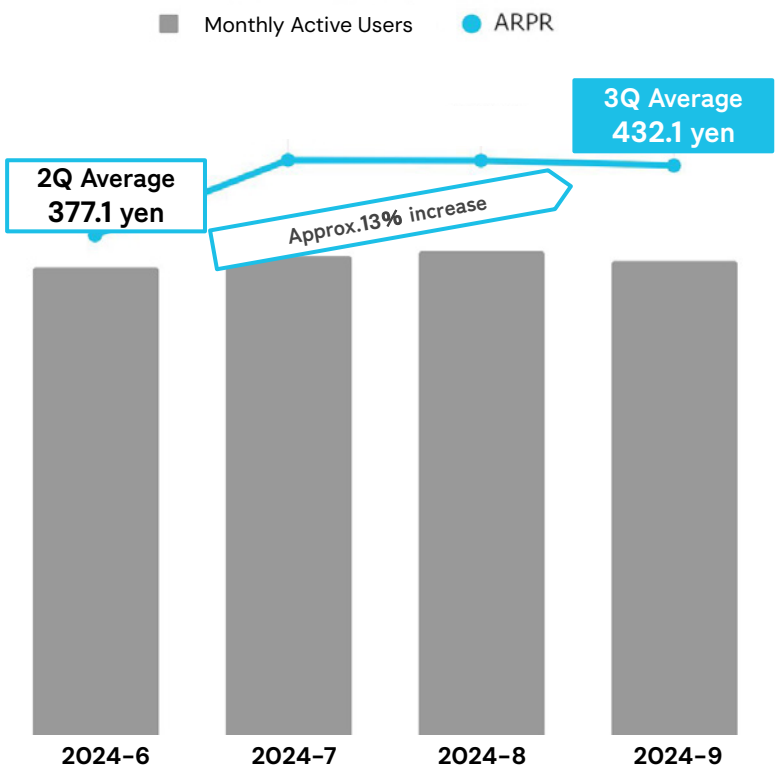
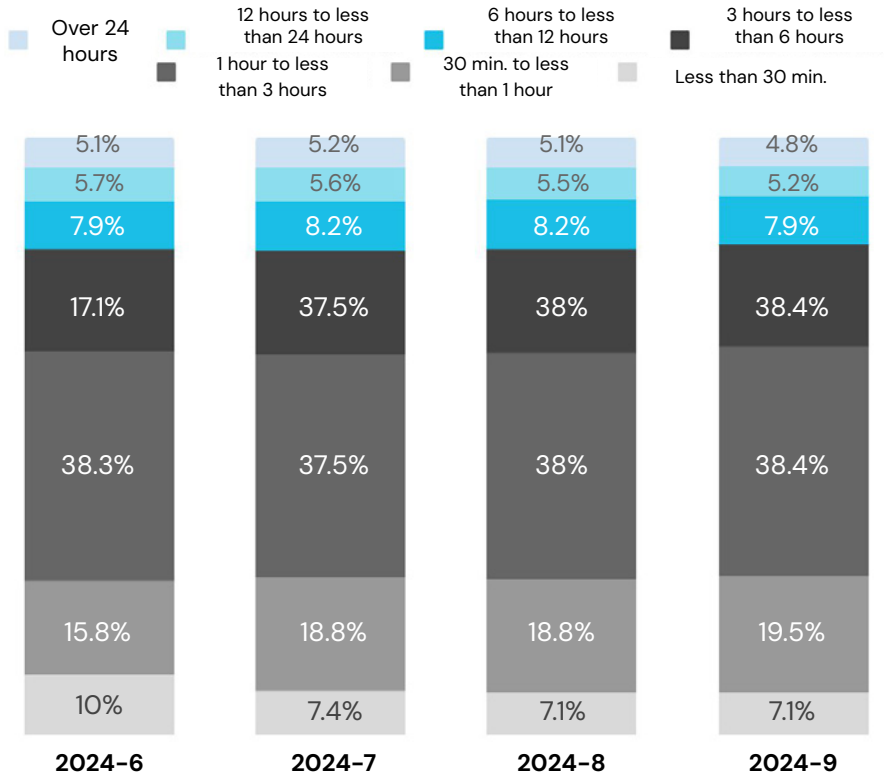
After the price revisions on July 1, ARPR increased to 432 yen, but there was almost no impact on the number of users. Usage time was slightly reduced, and the number of subscribers to ChargeSPOT Pass increased.

MAU and ARPR before and after the price revisions*



Percentage of users per usage time



Change in the number of ChargeSPOT Pass subscribers

Before the price revisions :
(Average no. of subscribers between March and June)

Approx. **38,000**

A 15% increase

Before the price revisions :
(Average no. of subscribers between July and September)

Approx. **44,000**

* MAU does not include special-rate battery stands MAU, and ARPR does not include special-rate battery stands and rentals tied to subscription contracts.

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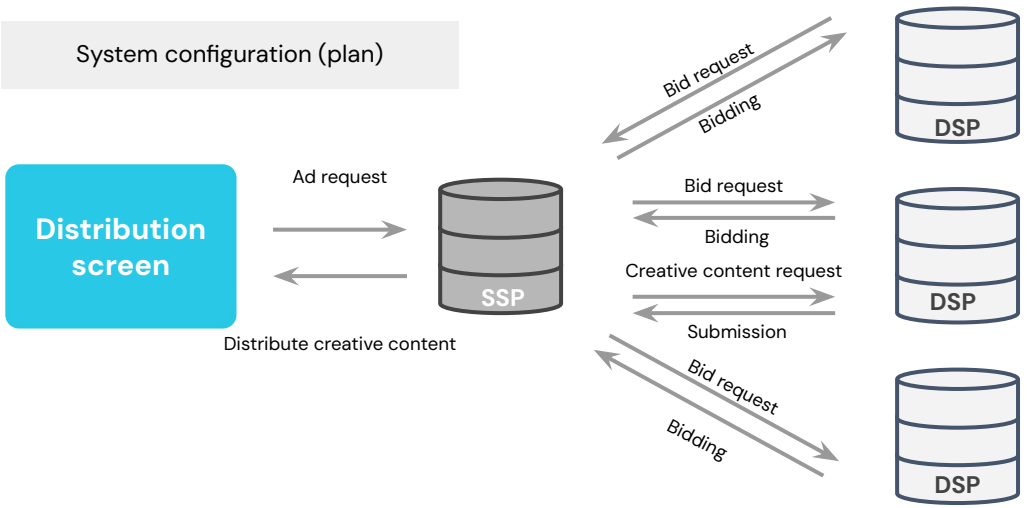
We have conducted preparations for the efficient sale and operation of advertising spaces on ChargeSPOT signage, as well as for offering new advertisements utilizing the surface of batteries.

Completion of SSP development

System configuration (plan)

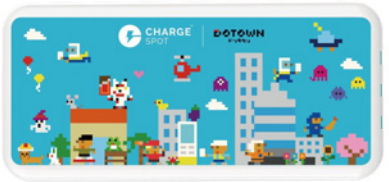


In August 2024, the development of the SSP was completed.
The connection system for the DSP has also been finalized, and there are plans to conduct connections with other companies' DSPs and subsequent testing within the year. From next year onwards, the goal is to optimize ad delivery efficiency and make effective use of ad space. Connectivity and collaboration with companies in Taiwan and Hong Kong are also under consideration.

* Bidding in an auction format is scheduled to be implemented in the future.

Using the surface of the battery for collaborations

Collaboration with DOTOWN



Collaboration with MMBP & Associates



Exclusive venue design at THE HOPE



There are also increasing opportunities for collaboration using the surface of the battery, as well as the provision of exclusive event designs.
Going forward, we will also consider selling the surface of the battery as advertising, aiming to provide a more enjoyable service for users and a new advertising medium for advertisers that has never existed before.

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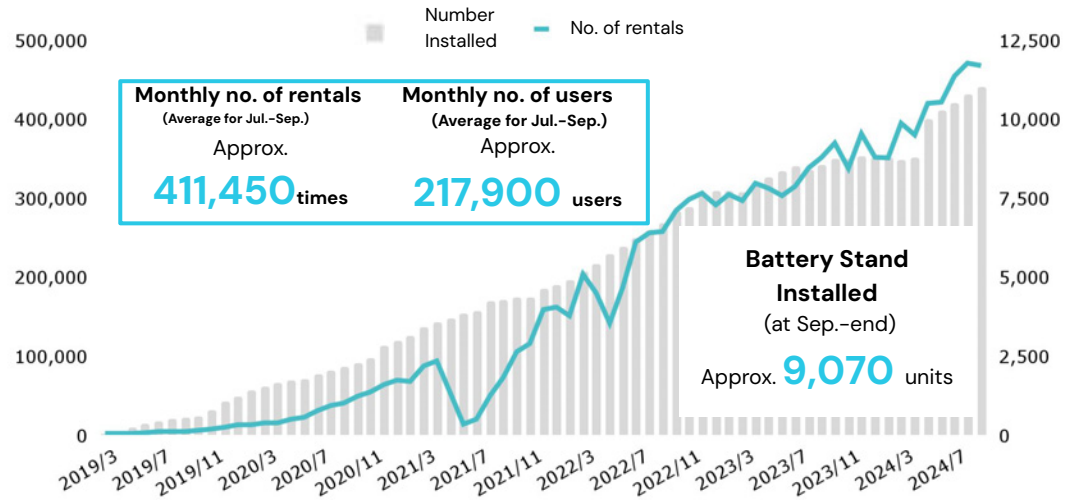
We acquired the shares of ChargeSpot Digital Service, our ChargeSPOT franchisee in Taiwan. We aim to achieve sales of TWD 222 million (approx. 1.0 billion yen) in 2026 and TWD 352 million (approx. 1.6 billion yen) in 2026.

The Current State of Taiwan's ChargeSPOT



Since the launch in Taiwan in March 2019,
both the number of units and the number of rentals have been steadily growing, except during the lockdown period to prevent the spread of the COVID-19 (May to September 2021/June 2022).

Performance and Estimated Sales

(Unit: Million Taiwan Dollars)

	FY 2021	FY 2022	FY 2023
Sales	28	90	137
Operating profit	(28)	(7)	14

Sales forecast for 2024
TWD **222** million
(approx. 1.0 billion yen)

Sales target for 2026
TWD **352** million
(approx. 1.6 billion yen)

The number of units installed in Taiwan exceeded 9,000, and the market share is over 60%. In FY2023, operating profit also turned positive. This fiscal year's sales forecast is TWD 222 million, with a target of TWD 352 million by 2026. In the long term, there is an aim to expand sales to TWD 700 million.

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In Thailand and Singapore, where ChargeSPOT is being rolled out as a franchise, installation at 7-Eleven stores has begun. With this partnership, we have also grabbed the top market share in Singapore. We continue to maintain the No.1 market share in Thailand as well.

Thailand : Signed a partnership agreement for expanded installation in 7-Eleven stores.





Photo on the left：Ms. Rosupa Hongladarom, CEO, CHARGESPOT(Thailand) Co.,Ltd.. (Left) and Ms. Pennoi Ubonwattana, VP Merchandising, CP All Public Company Limited (Right)

CHARGESPOT Thailand, which rolls out the ChargeSPOT franchise in Thailand, has signed a partnership agreement to accelerate the installation of the service in 7-Eleven stores in Thailand.
Through this agreement, we aim to install 1,800 units by the end of 2024, and 2,500 units by 2025.

Singapore : Started installation in 7-Eleven stores.



TGAP*, which rolls out the ChargeSPOT franchise in Singapore, begins installing the service at 7-Eleven stores in Singapore, which are operated by Cold Storage Singapore (1983) Pte. Ltd., in September 2024.
With the completion of installation in approximately 450 stores, the number of units installed in Singapore has increased to 700. The company has occupied the top market share in Singapore.

* T-GAIA Asia Pacific Pte. Ltd.

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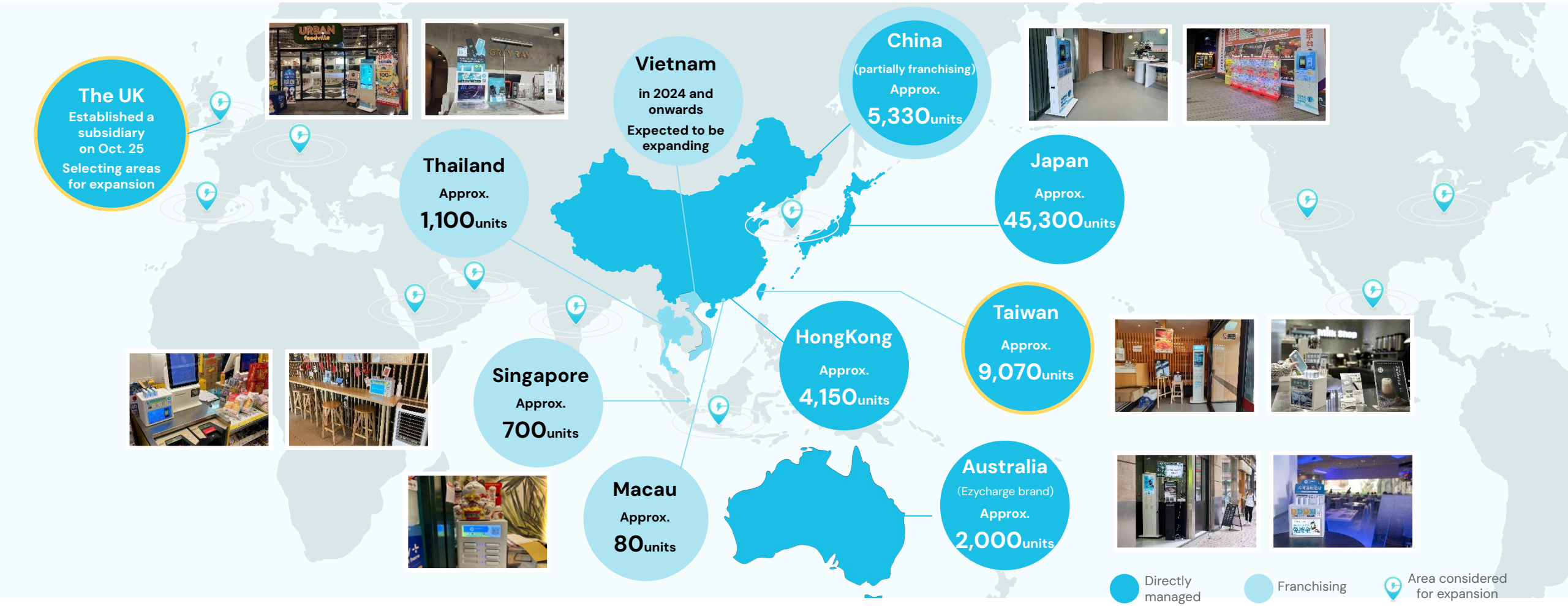
In addition to Mainland China, Hong Kong, and Australia, which was consolidated in the previous quarter, the Taiwan franchise was included in the group at the end of this quarter.
With a subsidiary in the UK established on October 25, we are currently selecting areas for expansion in Europe.



* The number of units is as of September 2024.

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FY2024 3Q Topics：New development and new functions added to battery stands

We are developing stands that can be placed in locations where they couldn't be installed before, as well as stands with new features, and promoting them to installation sites.
We are also working on equipping new features to improve user convenience and developing new models that support various payment methods.

Initiatives in Japan



The specifications have been changed so that an error sound is played when a return error occurs to prevent return errors, and the ChargeSPOT voice is played when a return is successful.

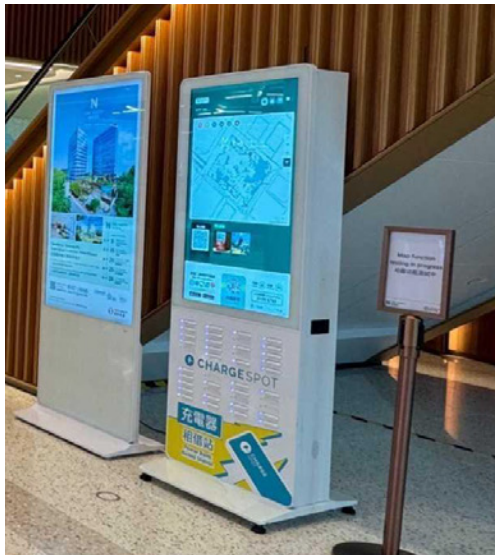
Initiatives Overseas



We are developing a battery stand that accommodates credit card touch payments. We plan to launch it overseas in the next fiscal year and onwards.



We are rolling out 8-slot models that can be installed in a small space. There are many small stores in Taiwan and Thailand where there is no demand for signage, such as inside counters, so we are installing these models over there.



A stand linked to Mapxus.
The signage screen is a touch panel that you can use to navigate the floor map. One unit has been installed in Hong Kong.

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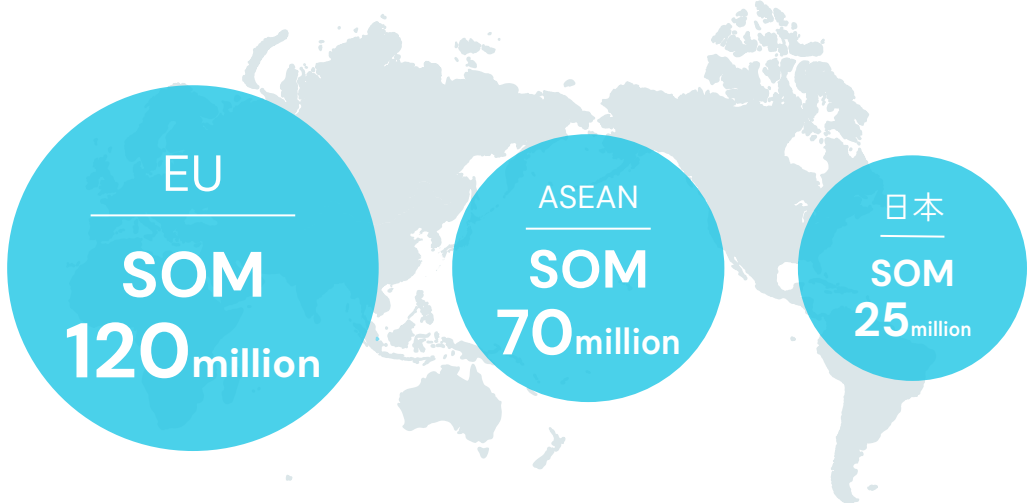
We established a UK subsidiary, INFORICH EUROPE LTD, on October 25 (UK time).
We aim to start rolling out ChargeSPOT in Europe, beginning with the UK and France.

Details of the subsidiary

Company name	INFORICH EUROPE LTD
Location	London, UK
Business	ChargeSPOT operation across Europe
Share capital	100£
Establishment date	October 25, 2024 (UK time)
Operation starting date	1st half of 2025 (scheduled)

Established the subsidiary on October 25.
We will announce information on the areas where ChargeSPOT will be rolled out, the timing of the rollout, and the number of units to be installed as soon as we can have the information made public.

Market size in Europe*



The SOM size in Europe is estimated to be 120 million, five times as much as that of Japan. The estimated SOM size is larger than that in ASEAN, where we have already started operation. Due to the high level of environmental awareness, sharing services centered around bicycles are also becoming widespread, and it is assumed that ChargeSPOT will be well-matched over there. The number of units installed by competitors is still small, so it is possible to secure a market share.

* The number of smartphone users in each country is multiplied by a coefficient based on our own research to calculate the SOM.
Please refer to the following external report for the number of smartphone users in each country.
(USA, Mexico, India & Brazil : Newzoo, GCC Arab : GSMA, ASEAN : Insider Intelligence, EU : GSM Association, South Korea : Statista)

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In order to achieve the goals of the mid-term plan, we will accelerate the development of our platform services in addition to measures to increase the number of ChargeSPOT locations and users.

Discovering new revenue opportunities

Deployment of platform services

1 Marketing solution

- unerry NaviSPOT
- Development of SSP/DSP
- mamaro
- CHEER SPOT

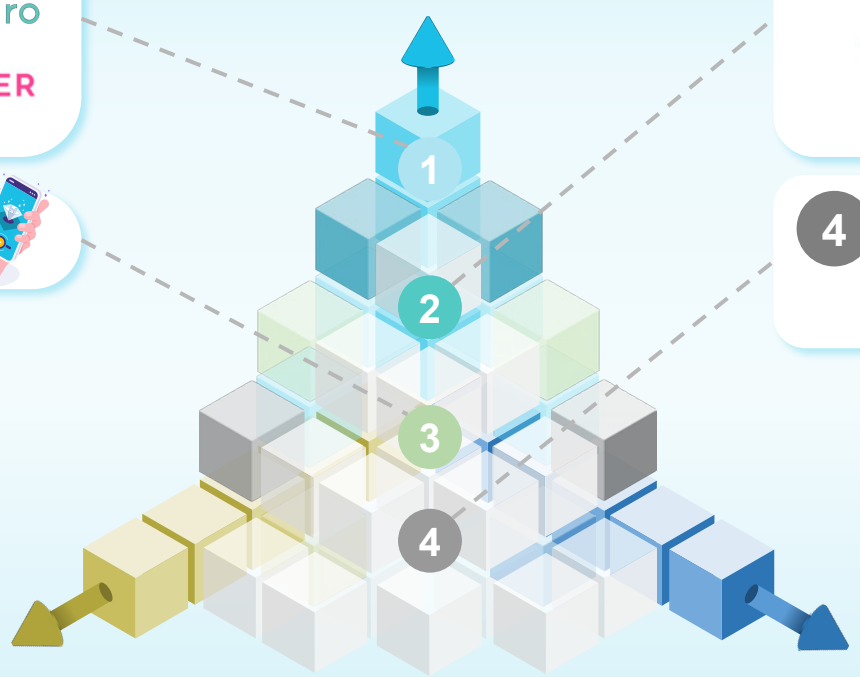
2 ShareSPOT

- アイカサ
- docomo bike share
- いいオフィス
- HELLO CYCLING
- Myプラゴ
- mamaro

3 Gamification

4 Cross-border

- mamaro
- mapxus



Increases in the number of ChargeSPOT installation areas and locations

- Increase in areas directly managed
- Implementation of new installations

Increase in the number of ChargeSPOT users

- Implementation of new installations
- Enhanced usability

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On October 31, we resolved to acquire the shares of Trim Inc., which manufactures and sells the baby care room “mamaro”. We will increase the number of locations both in Japan and overseas, and work to help address various barriers related to childcare.

Details of mamaro



This is a compact room measuring about 1 tatami mat in size, and it can be locked from the inside. It can be used by both men and women for activities such as feeding, changing diapers, and giving baby food.
There is a monitor inside the room, so it is also possible for us to conduct marketing to users.

Anticipated domestic market size



The market for children-related businesses is expected to grow by 2.2% from 2023 to 2024, despite the impacts of the declining birthrate.
The number of opportunities for going out with children is increasing, and the number of men participating in childcare is also on the increase.
Consequently, the need for private rooms for baby care that can be used by both men and women while they are out is growing, and the market potential is estimated to be large.

* Calculated based on the industries that have a need for mamaro installations and the number of facilities in each industry

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There are many similarities between ChargeSPOT and mamaro, making it possible to generate synergies by expanding our customer base, installation locations, and technology across both platforms.

Similarities between mamaro and ChargeSPOT

	mamaro	ChargeSPOT
Functions	•Private baby care rooms •In-room signage	•Mobile battery rental •Signage
Main installation locations	Inside facilities with high foot traffic	Stores and facilities located in high-traffic areas
Main users	Parents with young children	People in their teens to 40s
Use case	People out with children	When going out

There are many similarities between mamaro and ChargeSPOT.
In particular, their installation locations are well-suited for high-traffic areas where people stay for extended periods, making them highly compatible. The age range of their users is also expected to be similar.

Anticipated synergies



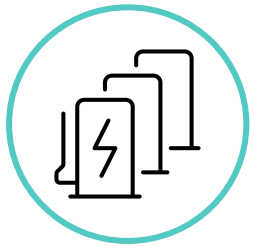
Expansion of Installation Locations

-Deployment at existing ChargeSPOT locations

-Expansion into international markets



Enhancement of brand awareness



Reduction of manufacturing costs

⇒ Maximization of net sales and profits for mamaro

We aim to increase the number of mamaro installations by leveraging relationships with installation sites. Additionally, by reducing manufacturing costs through the know-how gained in the process of manufacturing battery stands, we aim to maximize profits.
We will also aim to enhance mutual awareness among user segments.
*Note: Consolidation into the P/L is expected from FY2025.

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INFORICH Conference was held on November 7, bringing together installation partners, media representatives, franchisees, and others. New services such as 'Navi SPOT' and 'CheerSPOT', along with a new type of battery stand, were announced.

Holding of INFORICH CONFERENCE ExSPOT 2024



Our conference was held inviting media representatives and partners, with 450 attendees. A detailed business strategy and the future vision aimed at achieving VISION 2030 were presented.

Announcement of NaviSPOT



The battery stand is equipped with a touchscreen and AI, providing multilingual transit information and virtual customer service.
This setup helps eliminate language barriers for inbound visitors and addresses issues like labor shortages in the service industry.

Development of solar panel- equipped model



A model equipped with solar panels for energy storage, allowing installation even outdoors where there are no power outlets.
It can also be used as infrastructure during disasters.
Installation is scheduled to begin in FY2025.

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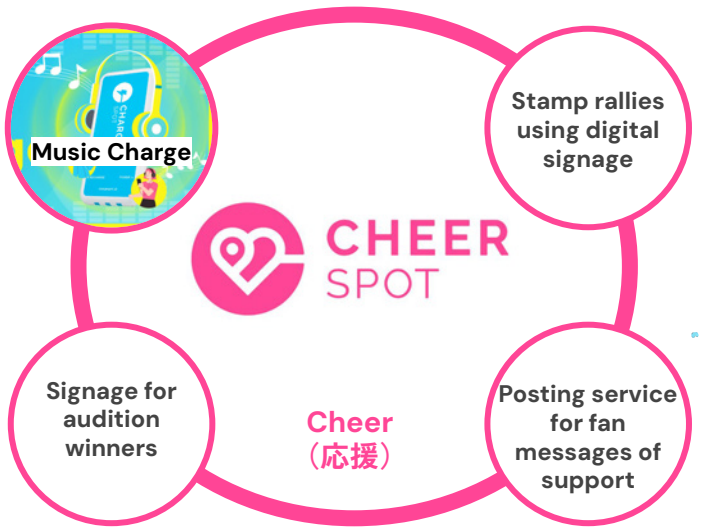
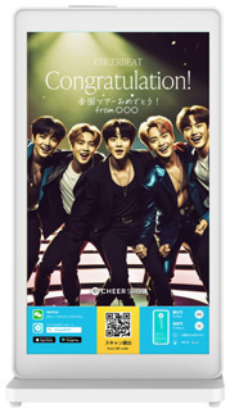
We released CheerSPOT, a cyclical platform that connects artists with their fans. This new service enables individuals to place ads to show support for their favorite artists and more.

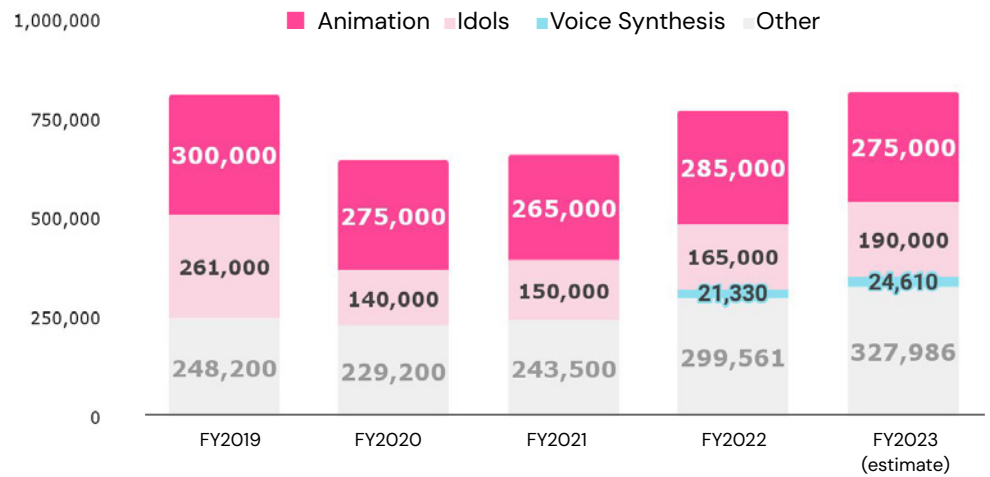
About “CheerSPOT”





CheerSPOT is a cyclical platform that connects fans with artists, offering a variety of services related to “cheering” on and offering support to one’s favorite artists. Alongside existing content like Music Charge, we’re introducing a new feature that allows fans to post personal ads with messages of support for their favorite artists and more.

Size of the “Otaku” Market



Japan’s “otaku” market is estimated to be worth 899.9 billion yen across 14 major categories.* Anime and idols are mainstream, and voice synthesis-related content has also gained popularity in recent years. Continued growth is anticipated. For fans, activities now extend beyond simply enjoying content or merchandise themselves—recommending it to others has also become a popular activity.

* Voice synthesis includes items related to Vocaloid software and characters.

Source: "Trends in Market Size of Major 'Otaku' Segments" by Yano Research Institute (published on December 27, 2023)

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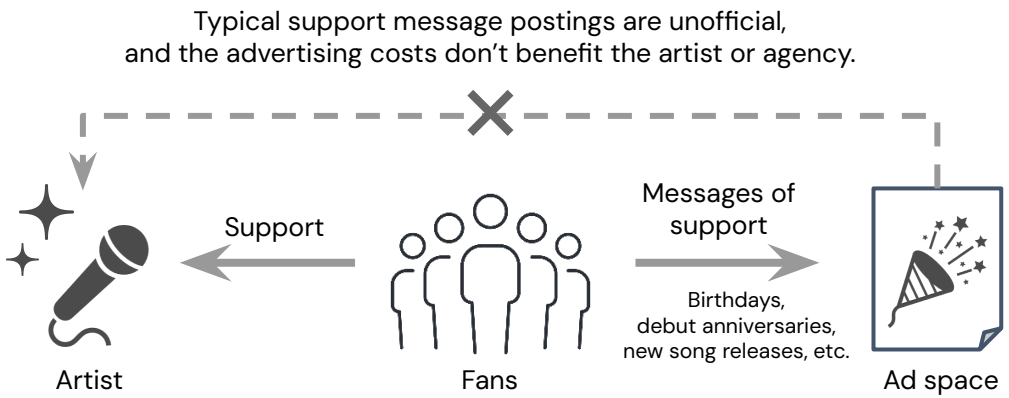
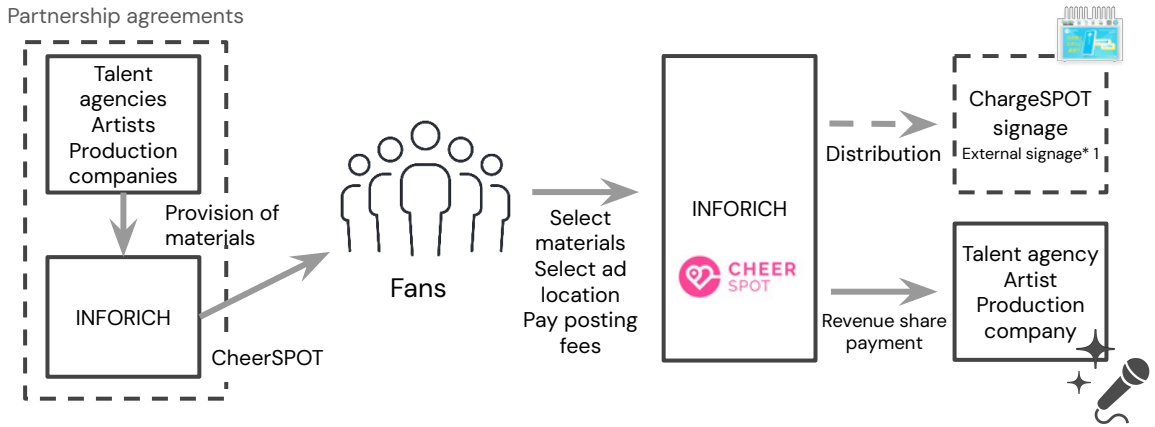
Through partnerships with talent agencies and other organizations, we're creating a unique artist support experience for fans. Leveraging signage on around 60,000 battery stands worldwide allows for large-scale reach.

Posting messages of support



The market in Japan for fan support activities, like posting messages of encouragement for idols and other celebrities in ad spaces, is estimated to be around 30 billion yen.
A key issue is that these fan messages are often unofficial, providing no financial benefit to the artists or their agencies.

Business model



We are forming partnerships with talent agencies and other organizations, with full-scale rollout beginning next year.
Fans will be able to post support messages using officially provided materials, and a portion of the posting fees will be returned to the artists and others involved as revenue share. This will become one of the largest*2 platforms for posting fan support messages.

*1 By connecting to external DSPs, we expect to enable distribution to street-side TVs, elevator signage, and more by spring 2025.
*2 Based on our internal research.

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The information contained herein is based on current economic, regulatory, market and other conditions.

This material contains forward-looking statements. These forward-looking statements are based on information available to us at the time such statements were made. These statements are not guarantees of future results or performance. Such forward-looking statements necessarily involve known and unknown risks and uncertainties that could cause actual future results and financial condition to differ greatly from future results and financial condition expressed or implied by such forward-looking statements.

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FY2024 3Q
Financial Results Briefing Material
Table of Contents

1.Summary of Financial Results

2.FY2024 3Q Financial Highlights

3.FY2024 3Q Topics

4.Appendix

- **Company Profile**
- Additional Material on ChargeSPOT
- Additional Material on Financial Highlights
- Initiatives to Enhance Sustainability

INFORICH

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Appendix：Company Profile

Company name	INFORICH INC.
Head office address	A-6A, 6-31-15 Jingumae, Shibuya-ku, Tokyo
Representative	Hironobu Akiyama (Stephen Chan)
Established	September 2, 2015
Listed market	Tokyo Stock Exchange Growth Market (securities code: 9338)
Share capital	Share capital: 2,793,423,045 yen (including legal capital surplus, as of September 30, 2024)
Number of employees	Non-consolidated:130, Consolidated: 283 (including 44 temporary employees, as of September 30, 2024)
Sales offices	Domestic :7 locations, Overseas: 5 locations (Guangzhou, Hong Kong, Australia, Taiwan, United Kingdom)
Affiliated companies	INFORICH ASIA HOLDINGS LIMITED / INFORICH ASIA HONG KONG LIMITED Inforich (Guangzhou) Technology Company Limited CHARGESPOT MARKETING, INC. Ezycharge Australasia Pty Ltd / Ezycharge Australia Pty Ltd ChargeSpot Digital Service Co. Ltd. / INFORICH EUROPE LTD (Established on October 25)

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Representative Director, President & CEO (Founder)

Hironobu Akiyama (Stephen Chan)

Born in Hong Kong and raised in Japan, he was active as a trilingual artist at Universal Music in 2007. In 2012, he relocated to Hong Kong, where he served as an advisor to the Hong Kong representative office of Fukuoka Prefecture. Additionally, he held the position of the head of the overseas business office during the establishment of IGNIS Co., Ltd., which successfully listed on Mothers section of the TSE in 2014. In 2015, he founded INFORICH Co., Ltd. and is currently dedicated to the global development of ChargeSPOT.



Director & COO

Tomonori Takahashi

As a system engineer and project manager at LUXIAR Co., Ltd., he developed a workflow management system. In 2012, he joined Velocity Co., Ltd., an e-commerce platform specializing in smartphone accessories. Subsequently, he co-founded FOTOfwd, which has since been acquired by the PicSPOT business of INFORICH, and he continues to be involved to the present day.



Director & CFO

Yuki Hashimoto

A Certified Public Accountant from Japan, he started his career at Deloitte Touche Tohmatsu LLC, providing statutory audit, J SOX, and IPO preparation support to a variety of industries, such as retail, restaurants, advertising, and IT startups. After taking charge of book closing, timely disclosure, subsidiaries and investment control at a listed company, he joined the FinTech subsidiary of Mercari Co., Ltd., Merpay. In his role, he was responsible for business planning, budget management, and developing management accounting. He joined INFORICH in December 2019 to oversee the domestic corporate division.



Independent Director

Eriko Suzuki

Investor and ESG consultant in sustainability, well-being, and Web3 fields, she has participated in founding Japan's first ESG focused venture capital, MPower Partners, as a managing director, and has led several other VCs. She has engaged in global M&A and IPO operations in the investment banking division of Morgan Stanley. Furthermore, she launched a Japanese subsidiary of an American drone venture and became the Japan representative. She is also the author of the book “From Now On, the Way We Live Will Become the Way We Work” (April 2018, Yamato Shobo), and the translator of the book “Mission Economy: The Time Has Come to Create a 'New Capitalism' with the Country and the Company” (December 2021, NewsPicks Publishing). Additionally, she is a mother of two children.



Independent Director

Koichi Tsunoda

After graduating from UC Berkeley, he engaged in M&A execution and fundraising advisory work at a foreign investment bank. Subsequently, he joined an education-related startup as CFO. In 2017, he was appointed CFO of Yappli, Inc. After taking office as director in 2018, he served as special officer of the company through the end of 2023. Since 2022, he has held the position of Outside Director of C Channel Co., Ltd. and INFORICH INC.



Independent Director

Kenichi Hoshi

He joined JUKI CORPORATION in 1989.
After serving as President of MISUMI (THAILAND) CO., LTD. since 2005, he joined Amazon Japan G.K.’s management team in 2008 and was responsible for their retail, marketplace and B2B Divisions.
He became COO of Oisix ra daichi Inc. and External Director of POP SICLE inc. in 2020, External Director of Medley, Inc. in 2021, and a part-time lecturer at Tokai University in 2023.
Currently, he serves as External Director of AI inside Inc., SocialGood Inc., and GROOVE Inc., President of kenhoshi & Company, and Advisory Board Member for Shizuoka Prefecture.
He was appointed External Director of INFORICH in March 2024.

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INFORMATION X RICH =

INFORICH

Mission Statement

Bridging Beyond Borders

垣根を越えて、世界をつなぐ。

超越界限，连接全求。

We discover boundless possibilities within diverse individuals, objects, and experiences.

By igniting their evolution into values that transcend various boundaries, we forge an unyielding bridge connecting the world and the generations.

Our aim is to shape a society of unparalleled convenience and abundance on the other side of this bridge.

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FY2024 3Q
Financial Results Briefing Material
Table of Contents

1.Summary of Financial Results

2.FY2024 3Q Financial Highlights

3.FY2024 3Q Topics

4.Appendix

- Company Profile
- **Additional Material on ChargeSPOT**
- Additional Material on Financial Highlights
- Initiatives to Enhance Sustainability

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CHARGE SPOT



Japan's first digital signage equipped mobile battery sharing service ChargeSPOT is the gateway to overall location services

Borrow anywhere,



return anywhere

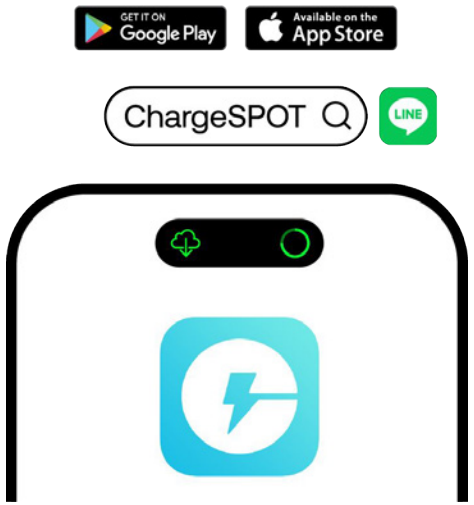
Since the service was launched in April 2018, it has already been provided in 47 prefectures throughout Japan.
Overseas, the Company is expanding its business to Hong Kong, Thailand, Taiwan, Singapore, and Macao.
To use the battery, simply use the app to scan the QR code of the battery stand with digital signage. Unlike conventional wall outlets and box chargers, the users can take borrowed mobile batteries with them. Three types of cables are provided, making it compatible with most mobile devices.

CHARGE SPOT



*ChargeSPOT is a registered trademark of INFORICH Corporation.

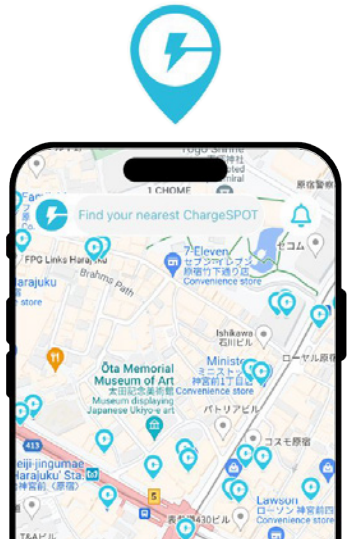
Appendix: Image of Usage



Step 1

First, download the app.

Search for the app with “ChargeSPOT.” Alternatively, you can use the service without downloading the ChargeSPOT app by using the functions within various compatible apps such as LINE and PayPay.



Step 2

Find a battery stand.

You can find a battery stand near you on the map in the app. Currently available battery stands are shown in light blue. With the app, you can also check the number of batteries available for rent and the number of available return slots.



Step 3

Scan QR code with app.

Use the app to scan the QR code displayed on the battery stand.



Step 4

Remove battery.

Remove the mobile battery from the slot on the battery stand. Choose from the three built-in cables to charge your device.

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Appendix: Various Payment Methods for Mobile Battery Sharing Business

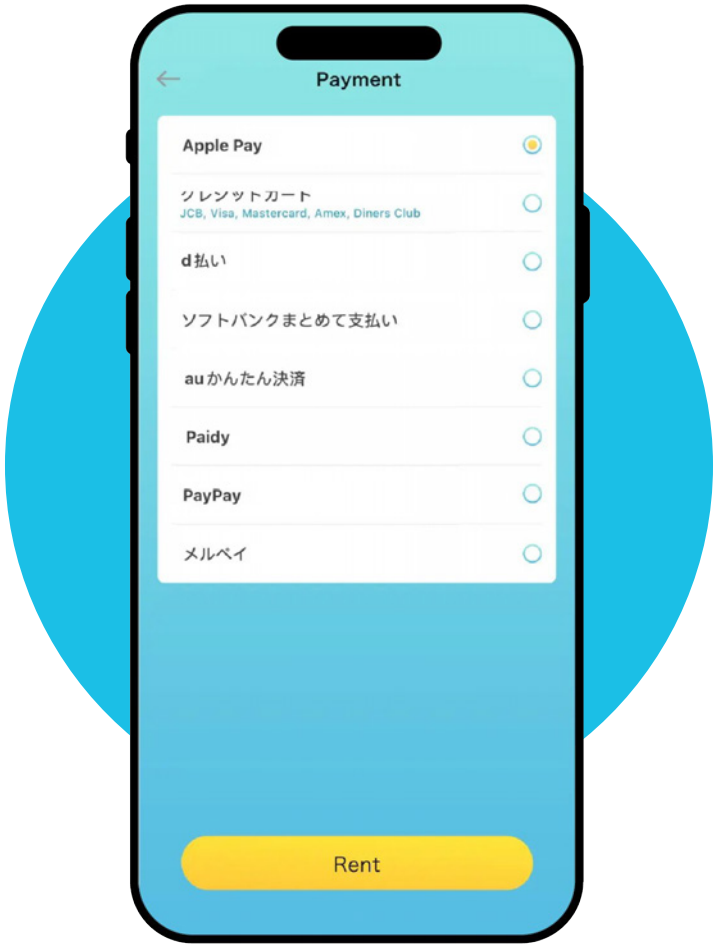
Payment methods available in Japan

- Various types of carrier settlement (docomo,Softbank,au)
- Various credit cards (VISA,JCB,MasterCard,American Express)

- Apple Pay
- PayPay
- AEON Pay
- Rakuten Pay
- Merpay
- WeChat Pay
- Alipay
- T point
- dPay
- Paidy

Payment methods that can be used overseas

- Apple Pay
- Alipay
- Google Pay
- WeChat Pay
- Union Pay



Other supported apps

You can rent a mobile battery using your regular apps such as PayPay and dPay.
There are no bothersome procedures to follow.
You can rent a battery right away.

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Appendix: Installations Track Record 1/2

CHARGE SPOT

45,200 stations in Japan at retailers, transport facilities, carriers, municipalities, and other locations essential to daily life

Convenience stores	Seicomart, Seven-Eleven, Daily YAMAZAKI, FamilyMart, POPLAR, Ministop, Lawson, Seikatsu Saika
Inside railway stations and transportation facilities	JR Tokai, Osaka Metro, toks, Tsukuba Express, Shinjuku Expressway Bus Terminal (Busta Shinjuku), Minatomirai Line, Yokohama Municipal Transportation Bureau, Keio Electric Railway, Keisei Electric Railway, Keihin Kyuko Electric Railway, Kintetsu Railway, Kintetsu Retailing, Saitama Railway, West Nippon Railway, Sanyo Electric Railway, Seibu Railway, Chiba Urban Monorail, Osaka Monorail, Toei Subway, Tokyu Electric Railway, Tokyo Metro, Tobu Railway, Nankai Electric Railway, Fukuoka City Subway, Hokuso Railway, Transportation Bureau City of Nagoya, Nagoya Railway
Airports	Sapporo Okadama Airport, Sendai Airport, Yamagata Airport, Shonai Airport, Narita International Airport, Tokyo International Airport (Haneda Airport), Hachijojima Airport, Matsumoto Airport, Mt. Fuji Shizuoka Airport, Chubu Centrair International Airport, Kansai International Airport, Okayama Momotaro Airport, Hiroshima Airport, Iwakuni Kintaikyo Airport, Aso Kumamoto Airport, Kitakyushu Airport, Nagasaki Airport
Stadiums	ES CON FIELD HOKKAIDO, Rakuten Mobile Park Miyagi, Tokyo Dome, Meiji Jingu Stadium, Yokohama Stadium, ZOZO Marine Stadium, Belluna Dome, Vantelin Dome Nagoya, MIZUHO PayPay Dome FUKUOKA
Theme parks and cultural/educational facilities	Anpanman Children's Museum, KidZania, Sanrio Puroland, SMALL WORLDS, Nagashima Resort, Huis Ten Bosch, Yomiuriland, Laguna Ten Bosch, Legoland, Asahiyama Zoo, Kawasaki Racecourse, Sagamiko Pleasure Forest, Tokyo Summerland, Tokyo National Museum, Fuji-Q Highland
Entertainment and performance facilities	109 Cinemas, CLUB CITTA, kino Cinema, RED° TOKYO TOWER, Zepp, aprecio, IMMERSIVE FORT, Fuji Television Network, Round One, Yokohama Arena
Commercial, office, and convention facilities	A-FACTORY, DAIMARU, LA CITTADELLA, MIYASHITA PARK, PARCO, SHIBUYA 109, Tekute Sendai, AOMORI SHUNMI-KAN, ATRE, Aeon Mall, S-PAL Sendai, Grand Green Osaka, Grand Front Osaka, Marui, Laforet Harajuku, LUMINE, Yokohama Red Brick Warehouse, Marunouchi Building, Hirosaki Station Building, APPLIESE, Takashimaya, Hankyu Hanshin Department Stores, Hankyu Hanshin Properties Corp., Mitsui Outlet Park, Isetan Mitsukoshi, Shibuya Scramble Square, Shin-Marunouchi Building, Shinjuku Alta, Aomori Station Building, LOVINA, Department Store Fujisaki, Omotesando Hills, Fukuoka Tower, Fukuoka Daimyo Garden City, Makuhari Messe, Roppongi Hills

*Correct as of September 2024. This is a partial list with abbreviations and in no particular order.
*Includes some installation locations but does not cover all sites."

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CHARGE SPOT

45,200 stations in Japan at retailers, transport facilities, carriers, municipalities, and other locations essential to daily life

Karaoke	JOYSOUND, Karaoke BanBan, Karaoke Croquette Club, Karaoke no Tetsujin, Karaoke Rainbow, Karaoke Utaya, Karaoke Kan, Côte D'azur, Big Echo, Uta Hiroba
Electronics appliance stores	EDION, Kojima, Bic Camera, Best Denki, Yamada Denki, Yodobashi Camera
Carrier stores	au, Docomo, SoftBank, UQ Mobile, Y!mobile, Rakuten Mobile
Drugstores	Amano Drug, Welcia, Create SD, Kokumin Drug, Sugi Pharmacy, Tsuruha Drug, Drug-Eleven, Drug Seims
Retailers	ROPE' PICNIC, TSUTAYA, WEGO, Thank You Mart, Right-on, Maruzen Junkudo Bookstores, Hankyu Style Labels, Terakoya, Fujiya, BUNKYODO
Restaurants & fast food outlets	Wendy's First Kitchen, Gusto, Denny's, Jonathan's, Bamiyan, Freshness Burger, Popolamama, MOS BURGER, GYUKATSU Kyoto Katsugyu, Yakiniku Sakai Holdings, Choushimaru
Cafes	Vie de France, È PRONTO, Café de Crié, Komeda Coffee, St. Marc Cafe, Tully's Coffee, Doutor Coffee Shop, MORIVA COFFEE, Ueshima Coffee
Hotels	JR East Hotel Mets, APA Hotel, Sheraton Grande Tokyo Bay, Super Hotel, Dormy Inn, Hotel New Otani, Hotel Metropolitan, Hotel Livemax, Hoshino Resorts 1955 Tokyo Bay, Toyoko Inn, Tokyu Stay
Financial institutions	Mizuho Bank, Resona Bank, Sumitomo Mitsui Banking Corporation, Post Office
Municipal facilities	Yamanashi Prefecture, Shibuya Ward, Toshima Ward, Atami City, Kobe City, Fukuoka City

*Correct as of September 2024. This is a partial list with abbreviations and in no particular order.
*Includes some installation locations but does not cover all sites.

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Appendix： Rental Battery Detail



Battery capacity	5000 mAh
Battery output	DC5V/2A
Weight	163 g
Cables	USB Type-C Lightning MicroUSB
Safety	PSE compliant CQC16001139923
Environmental standard	GB31241 GB/T 35590-2017
iPhone | iPad | iPod	MFI-certified
Finish	Antiviral/antimicrobial coating SIAA compliant



USB Type-C *1 **Lightning** *2 **Micro USB**

Three types of cables built-in for various uses

Three types of built-in cables: USB Type-C, Lightning, Micro USB.
Compatible with almost all smartphones



Wireless earphone **E-cigarette** **Portable fan**



Pocket WiFi **Portable game console**

*1 USB Type-C is a registered trademark of the USB Implementers Forum.
*2 Lightning is a trademark of Apple Inc.
*Other than the above, company and product names mentioned are trademarks or registered trademarks of their respective companies.

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Appendix: ChargeSPOT Device Lineup | Modeling in Line with Available Space

	Tabletop type				Freestanding type	
						
	“S5”model	**“S10” model**	**“S10-A” model**	**“M10” model**	**“LL20-J” model**	**“LL40” model**
Number of battery slots	5	10	10	10	20	40
Size (H x W x D) mm	180 x 195 x 145	246 x 350 x 149	226 x 350 x 149	631 x 346 x 300	1490 x 633 x 500	1956 x 660 x 610
Weight	Approx. 2.7kg	Approx. 5.4kg	Approx. 5.3kg	Approx. 20kg	Approx. 60kg	Approx. 100kg
Power consumption	2～60w	10～96w	9～96w	25～150w	60～320w	60～622w
Estimated electricity charges/month	136yen/month	334yen/month	316yen/month	689yen/month	1588yen/month	2077yen/month
Power cord length	3m	3m	3m	3m	3m	3m

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Development and installation of vending machines and ticket machines models are underway.
Expansion continues as part of social infrastructure, enabling use with various services along daily life routes.

Vending machine model



Installation primarily in railway stations

Keikyu: Zoshiki, Hatchonawate, Jinmuji, Haneda Airport Terminal 3 Station
Seibu Railway: Higashinagasaki, Ekoda, Fujimidai, Takadanobaba
Tokyu: Toritsu-Daigaku, Hiyoshi, Shin-Yokohama

Ticket machine model



Installed at 32 stations (34 units) on Keio and 14 stations (15 units) on Keikyu.

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Appendix: Digital Signage of ChargeSPOT

ChargeSPOT's battery stands have signage, on which a video is provided to show how to use ChargeSPOT.
The video makes it possible for first-time users to use the service and also functions as our advertisement.
In addition, the signage can be used free of charge by location owners, while being sold as an advertising space for companies.











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As an infrastructure company, INFORICH endeavors to solve the battery problems that may occur at a time of disaster.

Japan is a country with many disasters,
so it is essential to be prepared with anti-disaster measures.
ChargeSPOT will provide batteries free of charge in the event of a disaster.

Free battery rental upon disaster

- Typhoons
- Wide-area blackouts
- Earthquakes

Disaster prevention agreement partners

Municipalities	Shibuya Ward, Fukuoka City, Kobe City, Atami City, Yamanashi Prefecture, Minami-Awaji City, Ome City, Toshima Ward
Corporations	Japan Airport Building, Metro Commerce, Sekichu, Qol, Kokumin, Create SD, etc.

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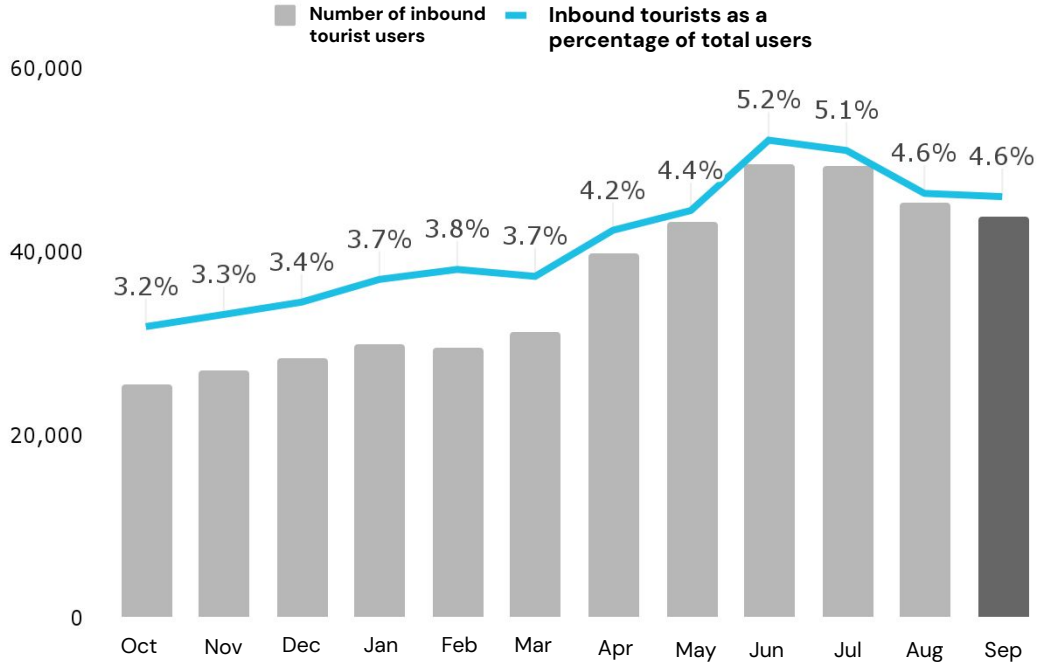
As of September 2024, approximately 4.5% of monthly users are estimated to be inbound tourists, and this number is expected to grow. Multilingual information is displayed on signage, and additional POP displays are set up on some stands to encourage use.

Monthly inbound tourist users / Inbound tourists as a percentage of monthly users



The number of users fluctuates in line with increases or decreases in inbound tourists. The proportion of inbound tourists among users has recently remained at around 4.5%.

Initiatives to promote usage among inbound tourists





Signage screens display information in English, Chinese, and Korean. Multilingual POP displays are placed in locations frequented by inbound tourists, such as airports

ChargeSPOT is integrated as a mini-app within WeChat Pay and Alipay, allowing users to pay with their everyday payment methods

*Since personal information such as nationality is not collected during app registration, user demographics are estimated based on payment method, registered phone number, and app language settings.

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Appendix: Flywheel Effect of the Sharing Business

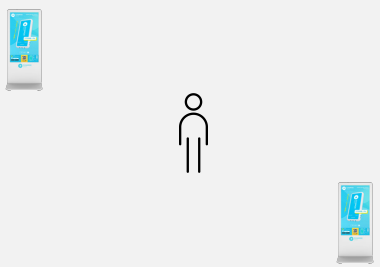
The "awareness -> use -> habituation" process in the battery sharing business has a flywheel effect, expected to bring sustainable business growth.

01 | Initial period

Service "just happened to be there."
Service usage is not repetitive/habitual.

Latent demand
Apparent Demand
Other Revenue

Stand density

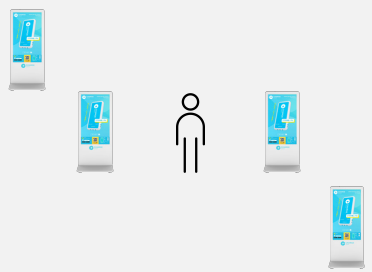


02 | Growth period

The battery stand itself advertises. “Being able return even after moving" gradually stimulates demand.

Latent demand
Apparent Demand
Other Revenue

Stand density

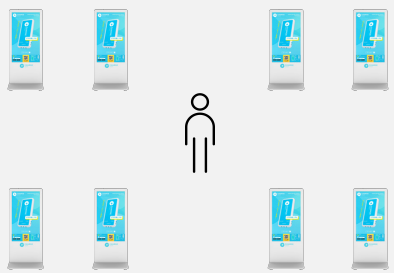


03 | Traction period 【now】

Awareness grows, demand becomes repetitive/habitual with "more installation = more convenience”.

Latent demand
Apparent Demand
Other Revenue

Stand density

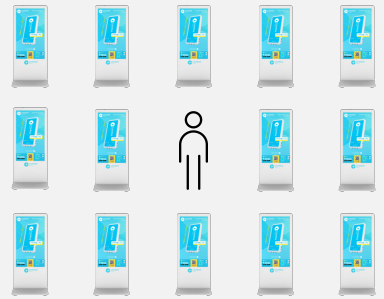


04 | Synergy period

Becomes a social infrastructure
Increased media value
New business partners

Latent demand
Apparent Demand
Other Revenue

Stand density



* The latent demand/apparent demand/new business opportunities and the installation density are all images that visually represent the sense of increase/decrease.

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From the perspectives of profitability, recognition, and cost reductions, the location of the machine is reviewed prior to installation.

Purpose of establishing installation protocol

Profitability

Increase profitability by installing in locations with a high potential for frequent rental.

Enhanced recognition

Increase user awareness by concentrating installation areas.

Cost reductions

Reduce maintenance costs by concentrating installation areas.

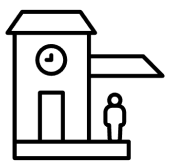
Specific screening criteria



No reputational risks



Area priority



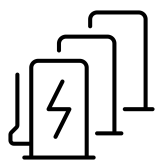
Around the stations with a large flow of people



Easy to access



Operates on weekends



Presence of existing stands operating nearby

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Appendix: Hardware Investment Payback Period

The payback period for both batteries and battery stands is becoming shorter. By following installation standards, we are achieving quick investment recovery even as the number of installations grows

Hardware			Number of slots	Composition ratio	Depreciation period	Recoup period 2024/6	Recoup period 2024/9
Battery			-	-	3 years	20days	18days
Battery stand		LL40	40	0.4%	5 years	30days	29days
		LL20-J	20	9.0%		216days	168days
		M10	10	3.9%		355days	310days
		S10 S10-A	10	20.2% 26.5%		98days 80days	90days 68days
		S5	5	39.8%		108days	90days

*Payback period is based on battery utilization rates or average daily revenue per stand in Japan as of June and September 2024.
*Time required to recoup each hardware cost, including kitting, delivery, and installation expenses, etc.

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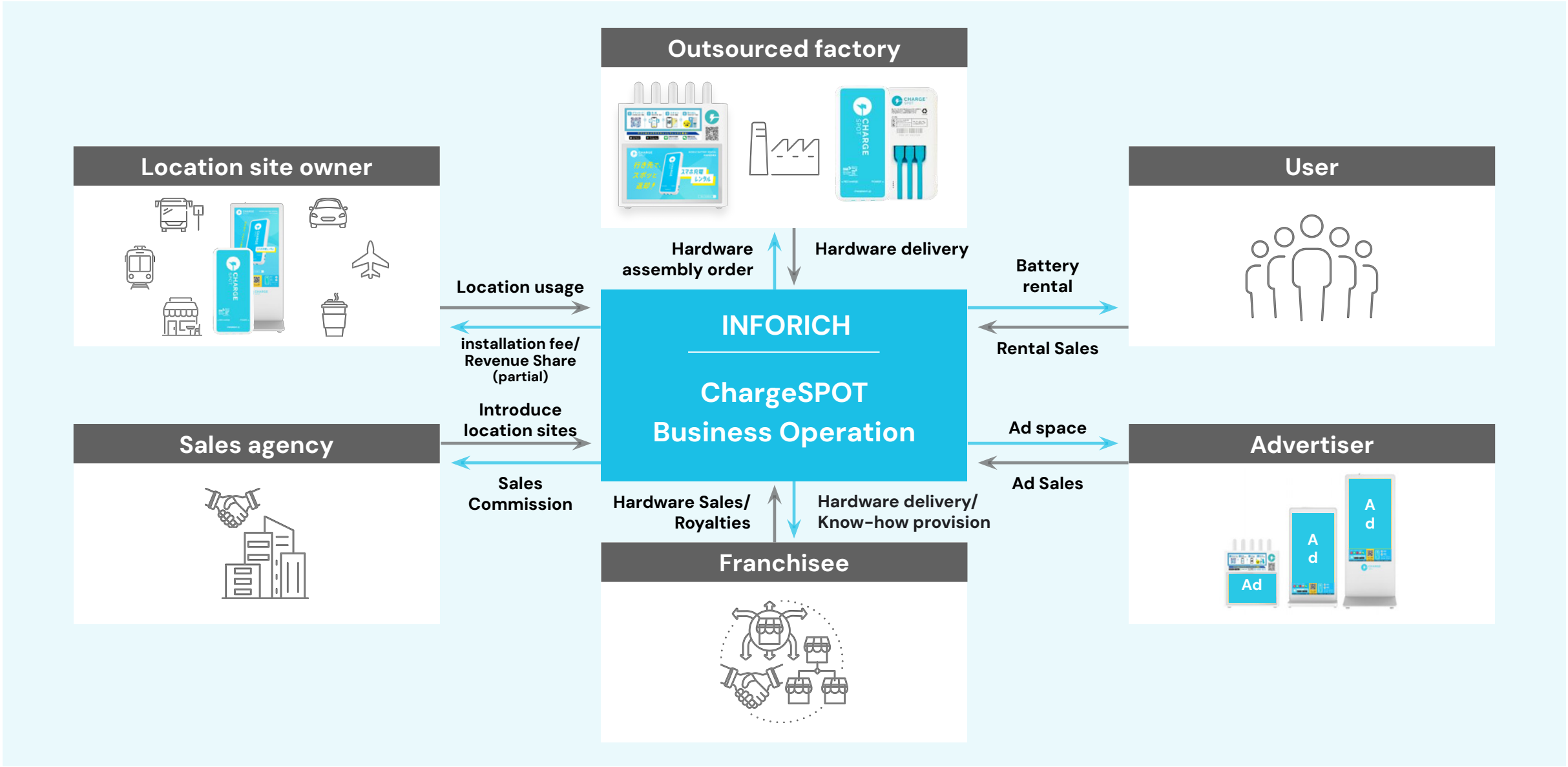
Appendix： Earnings structure of existing businesses



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The external environment where demand for mobile battery sharing services increases is driving service expansion

Society



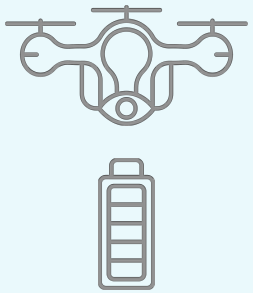
- Increasing environmental awareness (resistance to mass consumption and disposal)
- Growing interest in minimalism
- Reducing the size and weight of carried items
- Rising concern over proper disposal of mobile batteries (due to incidents like garbage truck fires from improper disposal)

Economy



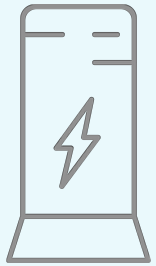
- Rising mobile phone prices
- Declining wages especially for younger generations
- Discontinuation of smartphone subsidies leading to reduced replacement frequency
- Increasing mobile battery prices

Technology



- Smartphone battery performance improving
- Higher-performance lithium ion battery being developed for drones and EVs
- Stronger functionality of apps is driving higher energy consumption, surpassing improvements in battery performance
- Increase of energy consumption from 5G

Needs of installation location



- Smartphones becoming essential due to the cashless trend in stores and facilities, and the paperless transition for tickets
- Increased demand for charging
- Rising demand for digital signage
- Increasing demand disaster-prevention methods

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FY2024 3Q
Financial Results Briefing Material
Table of Contents

1.Summary of Financial Results

2.FY2024 3Q Financial Highlights

3.FY2024 3Q Topics

4.Appendix

- Company Profile
- Additional Material on ChargeSPOT
- **Additional Material on Financial Highlights**
- Initiatives to Enhance Sustainability

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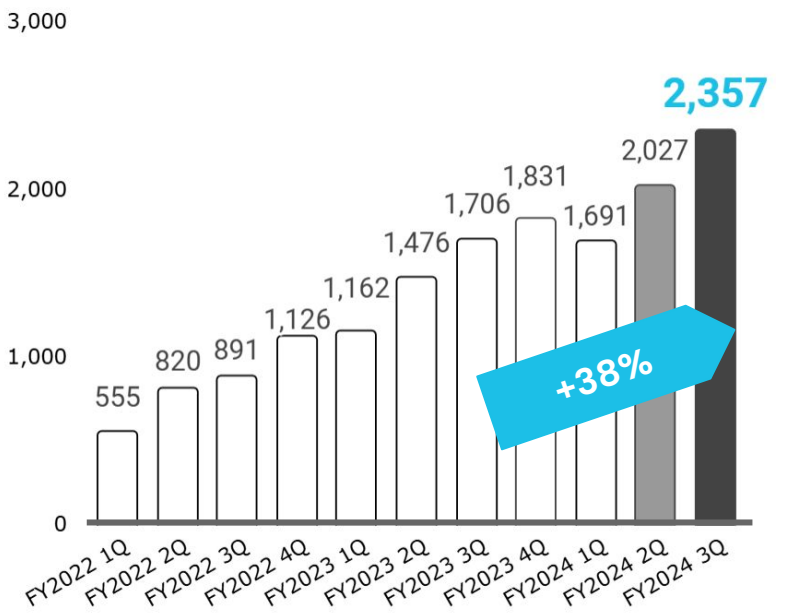
Appendix: [Non-Consolidated] Quarterly Performance (Net Sales, EBITDA, and Operating Profit)

Strong rental sales led to record highs in net sales, EBITDA, and operating profit.
Operating profit increased significantly by 217% YoY.

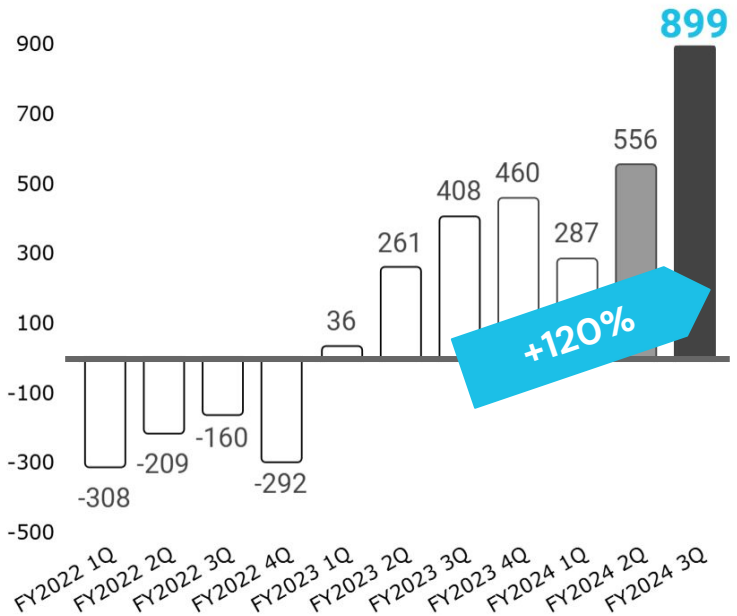
Net Sales

Unit : Million yen



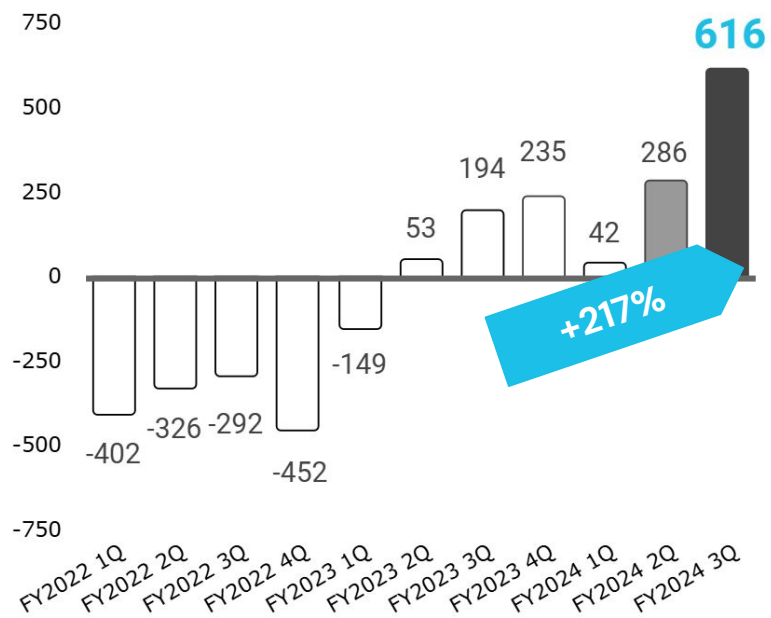
EBITDA

Unit : Million yen



Operating Profit

Unit : Million yen



* EBITDA = Operating profit and loss + Depreciation + Amortization of goodwill
* Values for FY2022 2Q and earlier are unaudited and unreviewed

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Due to the increase in domestic rental unit prices following the price revision, sales increased by 16% QoQ. The operating profit ratio was also at a record high.

Non-Consolidated Statement of Income

Unit: Million yen

	Quarterly				
	FY2023 3Q	FY2024 2Q	FY2024 3Q	YoY change	QoQ change
Net sales	1,706	2,027	2,357	+38 %	+16 %
EBITDA	408	556	899	+120 %	+62 %
Operating profit	194	286	616	+217 %	+115 %
Operating profit margin	11 %	14 %	26 %	+59 pt	+12 pt

* EBITDA = Operating profit and loss + Depreciation + Amortization of goodwill

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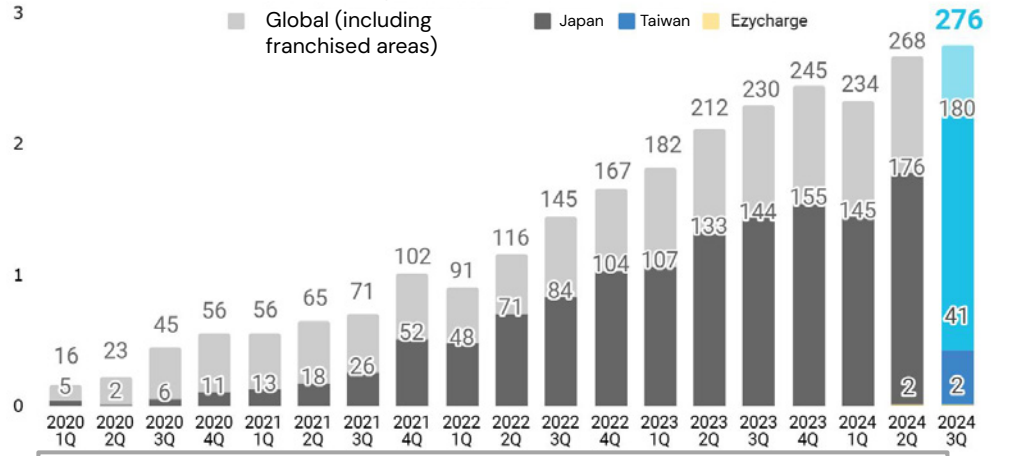
Appendix: Trends of Each KPI [Including Franchised Areas]

Number of monthly rentals (average for each quarter)

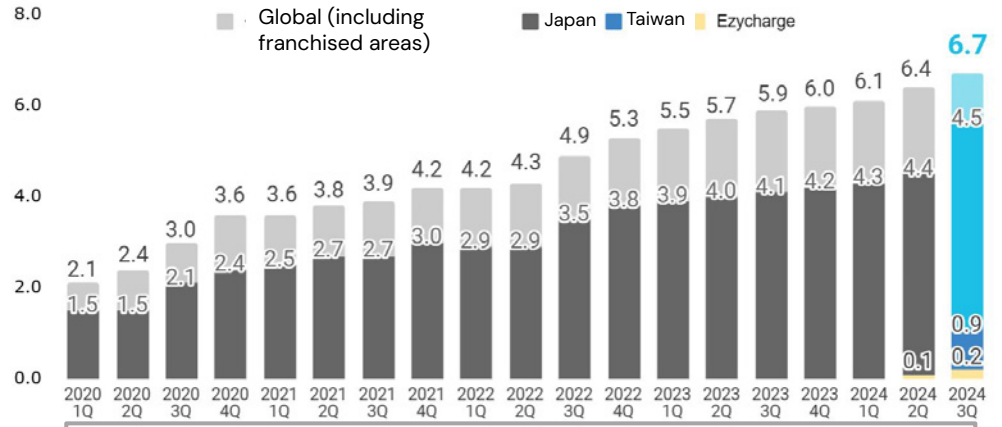
Unit: 10,000 (rounded down)



Expanded into new areas, and overseas monthly rentals reached 900,000

Cumulative number of machines installed (end of each quarter)

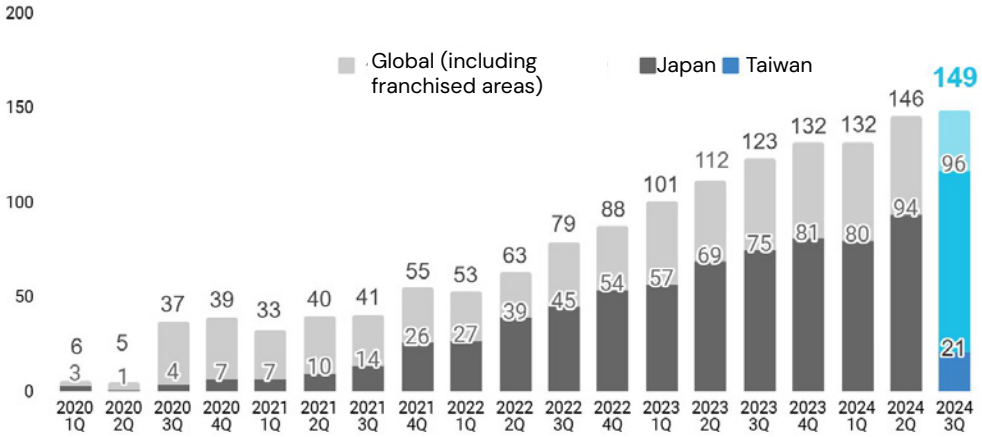
Unit: 10,000 (rounded down)



Steady increase in installations in franchise areas

Number of monthly active users (average for each quarter)

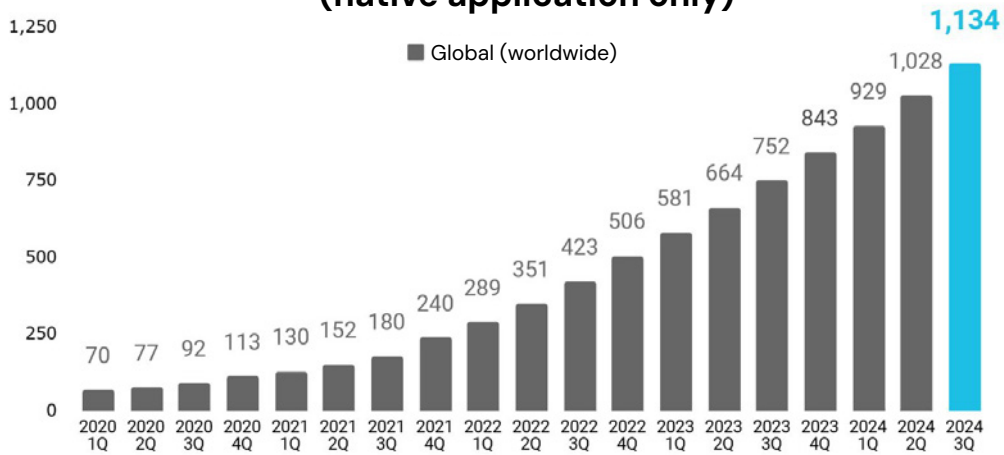
Unit: 10,000 (rounded down)



More than 200,000 active users in franchise areas

Cumulative downloads (native application only)

Unit: 10,000 (rounded down)



Global downloads exceed 11 million

*Monthly Active Users: Users who use the service at least once a month (Data for FY2020 Q1 and Q2 does not include data from China)

*Monthly active users and downloads do not include data from "Ezycharge" in Australia

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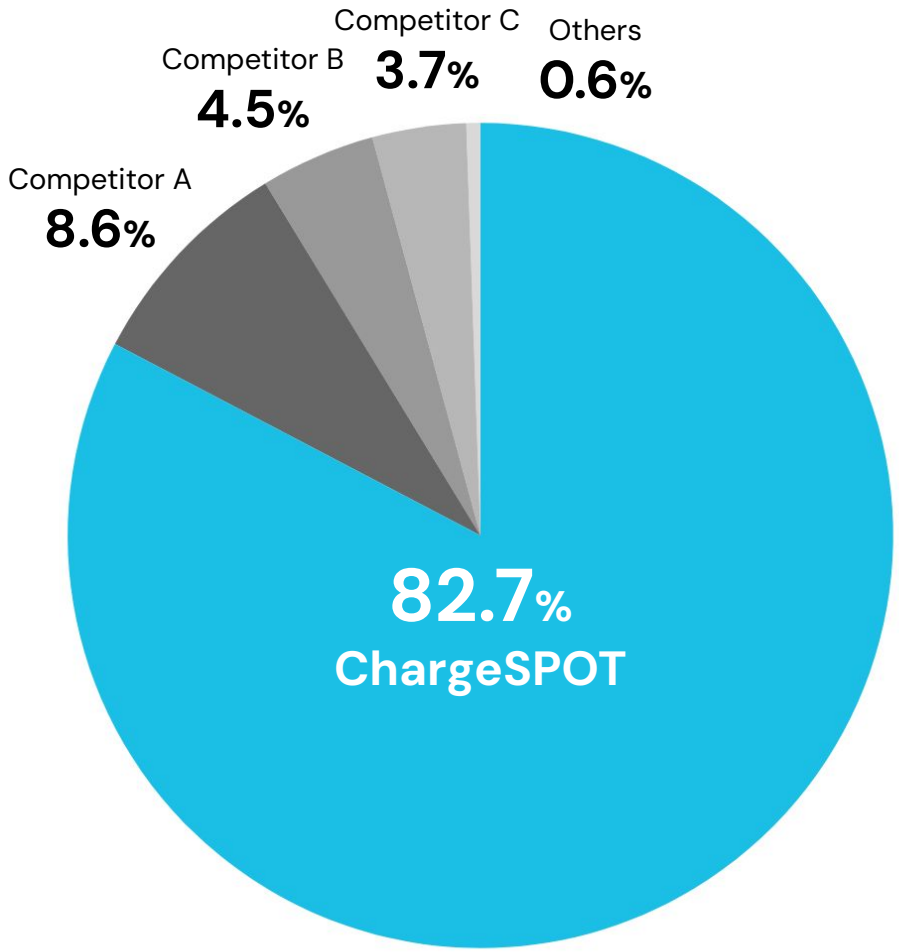
Appendix: Market Share (Japan)

More than 80% of the installation market share is held by us, which is an extremely high barrier to new entrants.

Share of battery stands installed



Number of battery stands installed

(Unit: No. of stands)

ChargeSPOT	**45,293**
Competitor A	4,703
Competitor B	2,468
Competitor C	2,012
Others	302

Our view on barriers to entry

- ChargeSPOT is the first mobile battery sharing service introduced in Japan, and has a history of pioneering the market from scratch.
- Due to the nature of the service, the greater the number of installations, the more convenient it is for users. Therefore, it is often the case that installation partners adopt ChargeSPOT after comparing us with other services.
  - It can be said that it is a business model with a high first-mover advantage, and as a result, we have a share of more than 80% based on stands installed.
  - A large number of installations leads to user convenience and an increase in the number of users.
  - As a result, the market is activated, the need for installation increases, and the number of installations increases.
- It is necessary to acquire a large market share in order to newly enter the business and increase rental usage, but since we hold a market share of more than 80%, it is difficult.
- It is also one of our strengths that we develop a rounder (battery replenishment) system and apps in-house to accumulate know-how, creating a barrier for competitors.

*The number of installed machines as of September 2024, based on in-house research

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Aim to enhance communication with institutional and individual investors and promote understanding by strengthening the provision of information about the Company.

3Q activities	Number of sessions/ activities	Responded by	Remarks
Financial results briefing for institutional investors and analysts	Once	CEO CFO	Held the full-year financial results briefing online. Approx. 60 people participated. Released an archive video on the same day, which has been viewed more than 980 times so far.
Small meetings with analysts and institutional investors	Twice	CEO CFO	Participated in a seminar and small meeting hosted by a securities company, with about 20 companies attending.
Individual meetings with institutional investors and analysts (face-to-face and online)	Approx. 40 times	CEO CFO IR staff	Held for both domestic and overseas investors. New investors as well as news coverage for the first time since the IPO roadshow increased.
Financial results briefing for individual investors (online)	Once	CEO CFO	Held the briefing online hosted by KabuBerry.
Continued disclosure of questions at the end of each month	-	IR staff	The frequently asked questions in the recent period and our views are summarized and published as voluntary disclosures at the end of each month.
Enhanced FAQ page	-	IR staff	Add the disclosure content at the end of each month and the Q&A content from financial results briefings to the FAQ page on the IR website.

Main items of interest for shareholders and investors
✔ Our business model ✔ Medium-to long-term growth strategy ✔ Subsidiarization of the Taiwan franchise (current market situation, future potential) ✔ Reasons for establishing a subsidiary in the United Kingdom ✔ Future outlook for ad sales
Future policies
✔ Briefing for institutional investors to be held on the same day as the financial results announcement ✔ A video recording, transcript, and Q&A from the briefing to be promptly provided ✔ Continued disclosure of monthly-end questions and English version of FAQs to be created ✔ Simultaneous English disclosure for important timely disclosures ✔ Enhanced segment and sustainability information

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Appendix: Bussiness Risks

	Major risks	Countermeasure
Innovations in "battery life" Risk term: Medium to long term Likelihood: Low	**Longer battery life due to advances in technology** Since the driving need for the ChargeSPOT business is smartphone battery drain, the "battery life" of future smartphones will have a significant impact on our business. If, as a result of rapid technological innovation in rechargeable batteries, smartphones with built-in batteries that do not require any additional recharging for several days despite any vigorous smartphone use become widely used, this would naturally have an adverse effect on our shared battery business.	**Battery evolution has changed along with device feature, and performance evolution will take time.** In fact, the technological innovation of lithium-ion batteries is not yet completely exhausted, but few experts believe that we are about to enter a phase of innovation that is an order of magnitude different from the past. On the other hand, battery technologies other than lithium-ion batteries are promising for industrial applications such as drones and EVs, but not for smartphones, due to their electromotive force (potential difference between anode and cathode), cycle characteristics (durability), energy density (space), material stability in the atmosphere (safety), mass production (price), and other factors. Even if it is possible, there are still many hurdles to overcome before full-scale adoption. On the other hand, looking at the smartphone itself, the power consumption required to drive the mobile device is expected to increase due to the generational shift from 4G to 5G (higher capacity transmission and higher frequency bands) and the addition of unprecedented application functions due to the advancement of semiconductors and displays. There is a concern that the planned level of innovation in battery technology will not be sufficient to cover even this increase in power consumption. In sum, while we are fully aware of the general risk that smartphone-embedded battery technology poses to our business, we analyze the possibility that our smartphone lifestyle, including the frequency of charging, may move in the direction of raising our raison d'etre.
Competitive environment Risk term: Medium to long term Likelihood: Low	**Increased competition due to growth of competitors** The mobile battery sharing service that our group is developing is not a regulated industry, and since the manufacturing of mobile batteries and battery stands can be done on an OEM basis, there is a risk of intensified competition due to an increase in the # of companies participating in this service. The market share of the mobile battery sharing service accounts for approximately 80%* of the total # of battery stands installed in Japan, and we believe that the revenue base is stable. The Group plans to take various measures to expand the # of battery stands and users in the future. However, if these plans do not proceed as expected due to an intensified competitive environment, the Group's financial position and operating results may be affected. *Calculated by # of machines installed by the Group as of March 2023 and the # of machines announced by competitors.	**Expansion of # of installation sites** The most important thing for our mobile battery business is to secure installation sites. With this in mind, we have been aggressively installing our products in national brand commercial facilities and major railroad stations where people are concentrated, thereby ensuring the superiority of the first installations. As a result of the economies of scale evident in the sharing business, there is a strong tendency for a virtuous cycle of market leaders that progresses day by day, and once a service reaches a certain level of recognition, the difficulty for new entrants to regain market share increases at an accelerated pace. We, for our part, will not be complacent and will continue to solemnly work on improving our services while paying close attention to the movements of other companies in the market.
Installation Location Risk term: Medium to long term Likelihood: Low	**Suspension of installations of large accounts** Our group has relatively more installations in convenience stores because of their convenience to users. In addition to installations at several convenience store chains, our group also installs at a wide range of other types of businesses other than convenience stores, including railway stations, carrier stores, restaurants, and retail stores. However, if for some reason our group does not continue to have installation contracts with major convenience store groups, the financial position and operating results of our group may be affected.	**Ensure a variety of installation sites and strengthen cooperation with installation sites** Although this risk is not something that can be addressed solely through the efforts of the company, we have established an in-house department in charge of accounts with a large number of installations, and we work closely with the persons in charge at the locations where stands are installed. In addition to detecting problems with battery stands early on based on rental volume trends and other factors, the company is also engaged in post-installation follow-up, such as providing suggestions for installation locations and promotional materials. The company will continue to reduce risk and make the service more user-friendly by installing the stands in a variety of locations across a wide range of industries.

* Major risks that the Company recognizes as having the potential to affect the realization of growth and the execution of its business plan are listed. Other risks are described in the "Business and Other Risks" section of the Securities Registration Statement.

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FY2024 3Q
Financial Results Briefing Material
Table of Contents

1.Summary of Financial Results

2.FY2024 3Q Financial Highlights

3.FY2024 3Q Topics

4.Appendix

- Company Profile
- Additional Material on ChargeSPOT
- Additional Material on Financial Highlights
- **Initiatives to Enhance Sustainability**

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Reflecting the opinions of our stakeholders, including our employees, location owners and our shareholders, we identified our material issues (“Materiality”) while referring to ESG guidelines.

01 | Popularizing a Sharing Culture

Plan

Through ChargeSPOT and ShareSPOT we will demonstrate that "Convenience" and "Sustainability" can indeed coexist and remove this hurdle people feel to sustainable behavior. By popularizing a sharing culture, we will realize a sustainable society free from overproduction.

Strategies

- Make ChargeSPOT an easily accessible and inclusive service
- Increase the services available through ShareSPOT and make the sharing economy more familiar
- Disseminate information on sustainability through the ChargeSPOT signage

02 | Promotion of Diversity and Inclusion within the Company

Plan

Based on the belief that there is value in diversity, we will achieve levels of Diversity and Inclusion suitable for a globally expanding company.

Strategies

- Hire employees from diverse backgrounds and create an environment where they can make the most of their strengths
- Create an organization that can collaborate and co-create beyond the boundaries of different cultures, values, and expertise
- Create an environment where employees can play an active role regardless of gender and be involved in important decision-making

03 | Cooperate in Securing Power Supplies during Disasters

Plan

In cooperation with local governments and companies, we will create an environment where smartphones can be charged even in the event of natural disasters such as earthquakes and typhoons, and prevent people from losing their means of communication.

Strategies

- Release batteries for free in affected areas
- Provide emergency evacuation sites and charging infrastructure at evacuation centers
- Conduct research and development of a stand that can be used even during power outages

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Reflecting the opinions of our stakeholders, including our employees, location owners and our shareholders, we identified our material issues (“Materiality”) while referring to ESG guidelines.

04 | Realization of a Resilient Supply Chain

Plan

We aim to realize a resilient supply chain that can respond to changes in the international situation while considering the environment and human rights.

Strategies

- Identify and remedy human rights violations throughout the supply chain
- Oppose and prevent child labor and all forms of forced labor
- Develop a supply chain business continuity plan (BCP)
- Appropriately treat and recycle waste

05 | Reduction of CO2 Emissions

Plan

Understand our company's emissions (including ChargeSPOT) and work to reduce them. In addition to this, help our users and locations partners reduce their own emissions.

Strategies

- Calculate the company's CO2 emissions (Scope 1-3) and work to reduce them
- Visualize the CO2 reduction effect due to the spread of our shared batteries
- Implement an offset for the power used by the battery stand
- Cooperate in the spread of green power and carbon offsets

06 | Strengthen both Risk Management and General Management

Plan

We will implement risk management befitting a listed company, strengthen our management base, and improve our corporate value over the medium to long term.

Strategies

- Thorough management of customer and business partner information
- Provide education to raise employee awareness of compliance
- Establish a Compliance and Risk Management Committee to promote activities to foster a sound corporate culture
- The Board of Directors, which includes outside directors, makes decisions on important matters such as basic management policies

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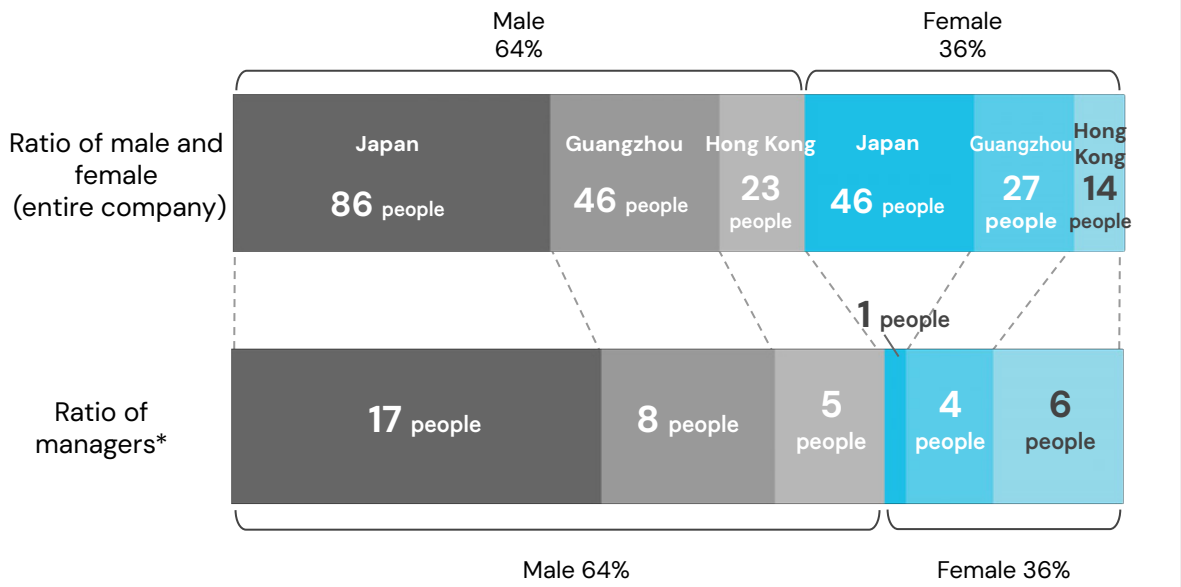
Recognizing that the perspectives and various skills of a diverse workforce are necessary to continue accelerating the development of ChargeSPOT both domestically and internationally going forward and to find and develop new business opportunities, the Company has been recruiting and creating a working environment to that end.

[Consolidated] Percentage of Male and Female Employees and Managers



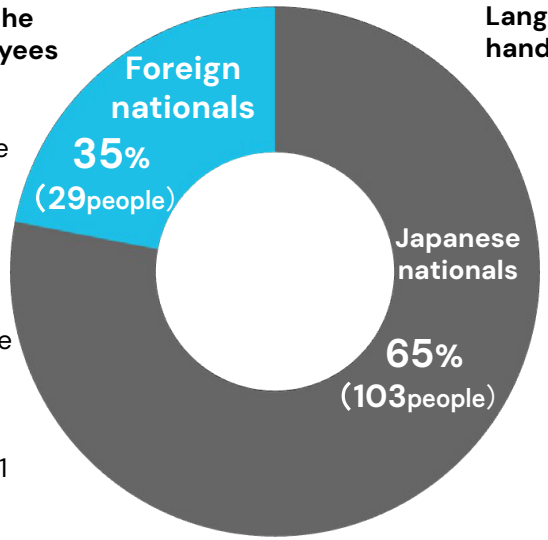
[Ratio of female managers] Japan: 5.6% / Guangzhou: 33.3% / Hong Kong: 54.5%

Although the ratio of females in both non-consolidated and consolidated cases across the company is not low, the low ratio of female managers in Japan (5.6%) is an issue.

[Non-Consolidated] Ratio of Foreign National Employees

Department to which the foreign national employees belong

- -Internal Audit：1 people
- -Business Intelligence (data analysis)：1
- -Overseas：2
- -Product：9
- -Engineering：9
- -Operational Excellence (intellectual property)：1
- -Corporate Planning：2
- -HR&GA：2
- -Finance&Accounting：1



Languages that can be handled within the Company

- - Japanese
- - Chinese
  - -Mandarin
  - -Cantonese
  - -Taiwanese
  - -Changsha Dialect
  - -Hefei Dialect
- - Korean
- - Indonesian
- - English
- - French
- - Italian
- - Spanish
- - Portuguese

The ratio of foreign nationals at the Japanese headquarters is 35%, and foreign national employees are active in various departments. Many Japanese nationals also speak multiple languages, and the Company can handle more than 9 languages.

*Managers refer to those who hold the position of manager in charge or higher.

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We hold the belief that "it is among the mixture of diversifies where many possibilities reside" at the core of managing INFORICH.
To create an organization where diverse human resources can play an active role,
we've set areas to be prioritized in the culture survey and aim for their improvement.
We also focus on increasing ratio of female managers at the Japanese headquarters.

[Non-Consolidated] Culture Survey Results

	Overall	Male	Female	Goal for November 2024 (Overall)	Average of other companies (Overall)
Respect and understanding for diversity	**4.0**/5.0	**4.0**/5.0	**4.0**/5.0	**4.2**/5.0	**3.8**/5.0
Securing psychological safety	**3.6**/5.0	**3.5**/5.0	**3.7**/5.0	**3.8**/5.0	**3.7**/5.0
Understanding and respect for individual situations	**3.9**/5.0	**3.9**/5.0	**4.0**/5.0	**4.1**/5.0	**4.2**/5.0

Recorded higher scores than other companies for
"Respect and understanding for diversity" even at present.
Although scores for "Securing psychological safety" and "Understanding and respect for individual situations" are generally high, they have space for improvement when compared with other companies.

Measures to leverage diversity

In addition to creating a comfortable working environment, implement measures to promote active communication among employees.We will work on creating an even better environment by further enhancing the measures.

- Super flexible working hours without core hours
- Conduct company-wide face-to-face meetings "CONNECT" regularly (employees in Hong Kong and Guangzhou join online)
- "Communication lunch system" which provides a subsidy when three or more employees from different departments go to lunch together
- Provided Japanese language lectures to employees of foreign nationalities
- Recommend indicating qualifications and hobbies in profile column of an in-house communication tool

Goal for FY2024

- Culture survey: Aim to improve 0.2% each for the three prioritized areas.
- Ratio of female managers: Work on recruitment and training to improve the ratio at the Japanese headquarters from current 5.6% to 10% in 2024.

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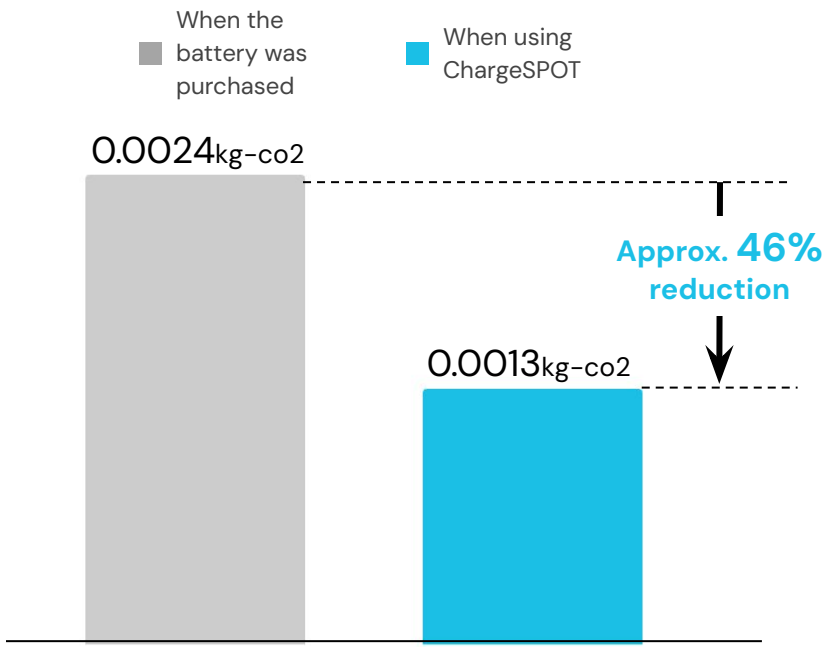
Appendix：Calculate the effect of ChargeSPOT in reducing CO2 emissions (actual figures of FY2023)

Sharing batteries can reduce CO2 emissions by about 46% compared to purchasing batteries.
We will continue to improve our service to make it more eco-friendly.

Comparison of CO2 emissions between purchasing a battery and using ChargeSPOT for one year

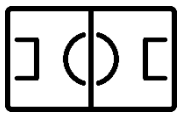


CO2 reduction across all ChargeSPOT users (in Japan)

160,651kg-co2e

When converted to forest CO2 absorption


Tokyo Dome × **4** times


Soccer field × **26** times

* Calculated assuming annual absorption of 8,800 kg-CO2 per hectare of forest (Source: Forestry Agency)
* Calculation by Asuene Corporation.

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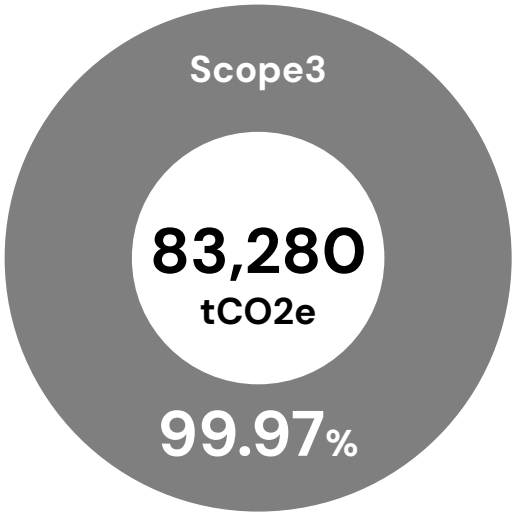
Appendix：Calculation of CO2 Emissions (actual figures of FY2023)

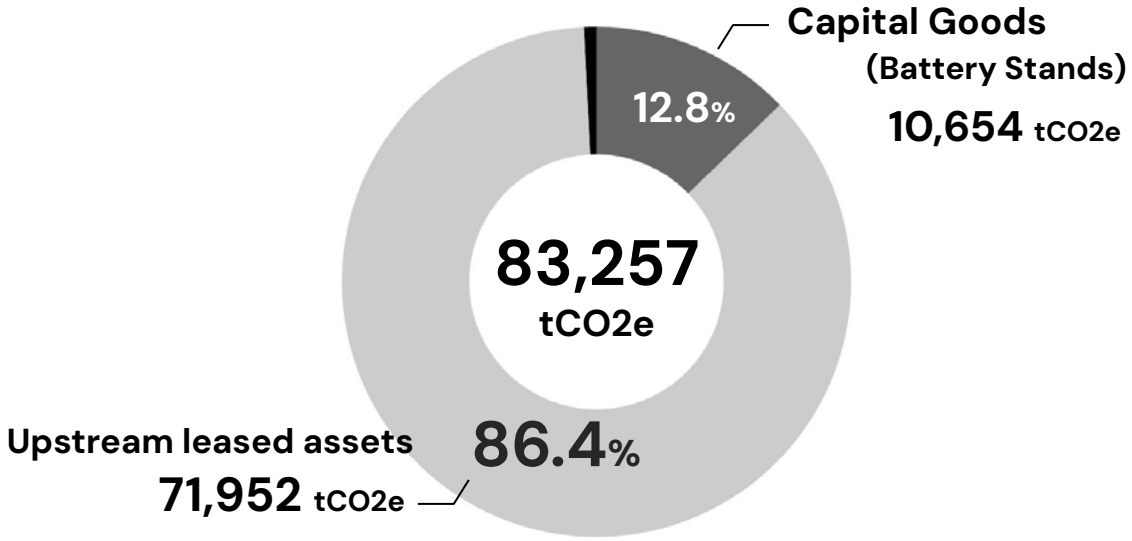
We calculated CO2 emissions in FY2023 for the Japanese headquarters, as well as for Hong Kong and China subsidiaries.
Figures for subsidiaries were incorporated and calculation methods were refined.

Total emissions



We use electricity from renewable sources, and therefore, Scope 2 emissions were 0.03% of the total.

Scope 3 emissions



With Scope 3, the majority of emissions are under upstream leased assets resulting from electricity use of battery stands at installation sites.

・The above emissions include emissions from the Japanese headquarters and group companies in China and Hong Kong.
・The calculation is based on the"Basic Guidelines on Accounting for Greenhouse Gas Emissions Throughout the Supply Chain" published by the Ministry of the Environment and METI.
Categories not listed above have no emission source or are included in Scope 1 and 2.
・Scope 2 emissions are calculated based on market standards.
・ Scope 3 emissions are calculated using the emission intensity database Version 3.2 for calculating greenhouse gas emissions, etc. of organizations through the supply chain.
・ Scope 3 emissions are values after offsetting by Green Power Certificates.

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Appendix：Calculation of CO2 Emissions (Detail・Actual figures of FY2023)

Scope	Category		CO2e emissions（tCO2e）	Percentage
Scope1 direct emissions			**0**	**0 %**
Scope2 indirect emissions			**22.6**	**0.03 %**
Scope3			**83,257**	**99.7 %**
	1	Purchased goods and services	308	0.37 %
	2	Capital goods	10,654	12.8 %
	3	Other fuel	-	-
	4	Upstream transportation and distribution	192	0.04 %
	5	Waste generated in operations	32.4	0.04 %
	6	Business travel	14.8	0.02 %
	7	Employee commuting	104	0.13 %
	8	Upstream leased assets （From power consumption of the battery stand）	71,952	86.4 %
	9	Downstream transportation and distribution	-	-
	10	Processing of product	-	-
	11	Use of product	-	-
	12	Disposal of product	-	-
	13	Downstream leased assets	-	-
	14	Franchise	-	-
	15	Investments	-	-
	16	Other	-	-
Total			**83,280**	**-**

・The above emissions include emissions from the Japanese headquarters and group companies in China and Hong Kong.
・The calculation is based on the"Basic Guidelines on Accounting for Greenhouse Gas Emissions Throughout the Supply Chain" published by the Ministry of the Environment and METI.
Categories not listed above have no emission source or are included in Scope 1 and 2.
・Scope 2 emissions are calculated based on market standards.
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・ Scope 3 emissions are values after offsetting by Green Power Certificates.

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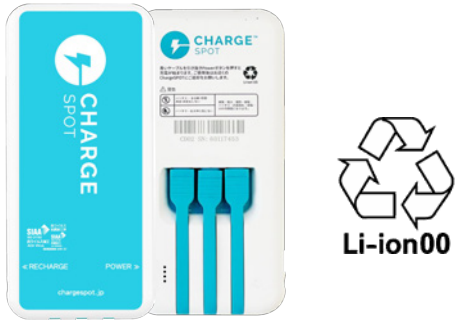
Aiming for eco-friendly business operations, appropriate recycling to avoid electronic waste, efforts to offset CO2 emissions and awareness activities on environmental information in collaboration with Earthene are carried out.



Sales to traders
→ Recycle

Bear the cost of recycling
→ Recycle

Large battery stands are sold to recycling companies for recycling.
We have achieved 100% recycling, even for small stands by bearing the recycling cost.



In accordance with the Law for Promotion of Effective Utilization of Resources, the mobile battery recycling is outsourced to companies licensed by local governments to ensure the safe and appropriate recycling of mobile batteries.

Green Power

Offsetting 10% of the annual CO2 emissions generated by the electricity used by battery stands installed at the beginning of the year with Green Power Certificates (issued by Japan Natural Energy Company). Contributing to the awareness of green power by displaying the Green Power Mark on some signage screens.



Send out information from "Earthene Media," which explains environmental information from the basics, on signage. Aiming to provide opportunities and motivation for people to learn about climate change and decarbonization and to engage in eco-friendly actions. Both companies will continue to collaborate on this initiative.

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Thank you for your interest.

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