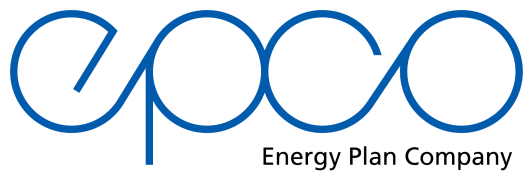


FY2021 Second Quarter Financial Results

EPCO Co., LTD (Securities Code : 2311)

August 12, 2021



Challenge to Evolution

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- 01. FY2021 Q2 Results**
- 02. Mid-term Business Plan Progress**
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01. FY2021 Q2 Results

02. Mid-term Business Plan Progress

03. Appendix

1. Q2 Sales and Operating Profit (EPCO)

Q2 results is sales growth & profit decline as expected. Productivity has been improved on D-TECH business earlier than expected, so that **operating and ordinary profit have been a significant growth than forecast.**

2. Q2 Equity in earnings of affiliates (TEPCO HomeTech)

Profit decline in Q2 is affected from self-restraint in operation by TEPCO Energy Partner due to pandemic. Profit will be expected to improve from Q3 **to promote new electrification package plan.**

3. Whole Financial Year Consolidated Performance Forecast

Whole financial year consolidated performance forecast **remains same** even operating and ordinary profit are higher than forecast in view of uncertain circumstances in current situation and status of up-front investment.

Q2 results is sales growth & profit decline as expected.

Operating and ordinary profit have been a significant growth than forecast.

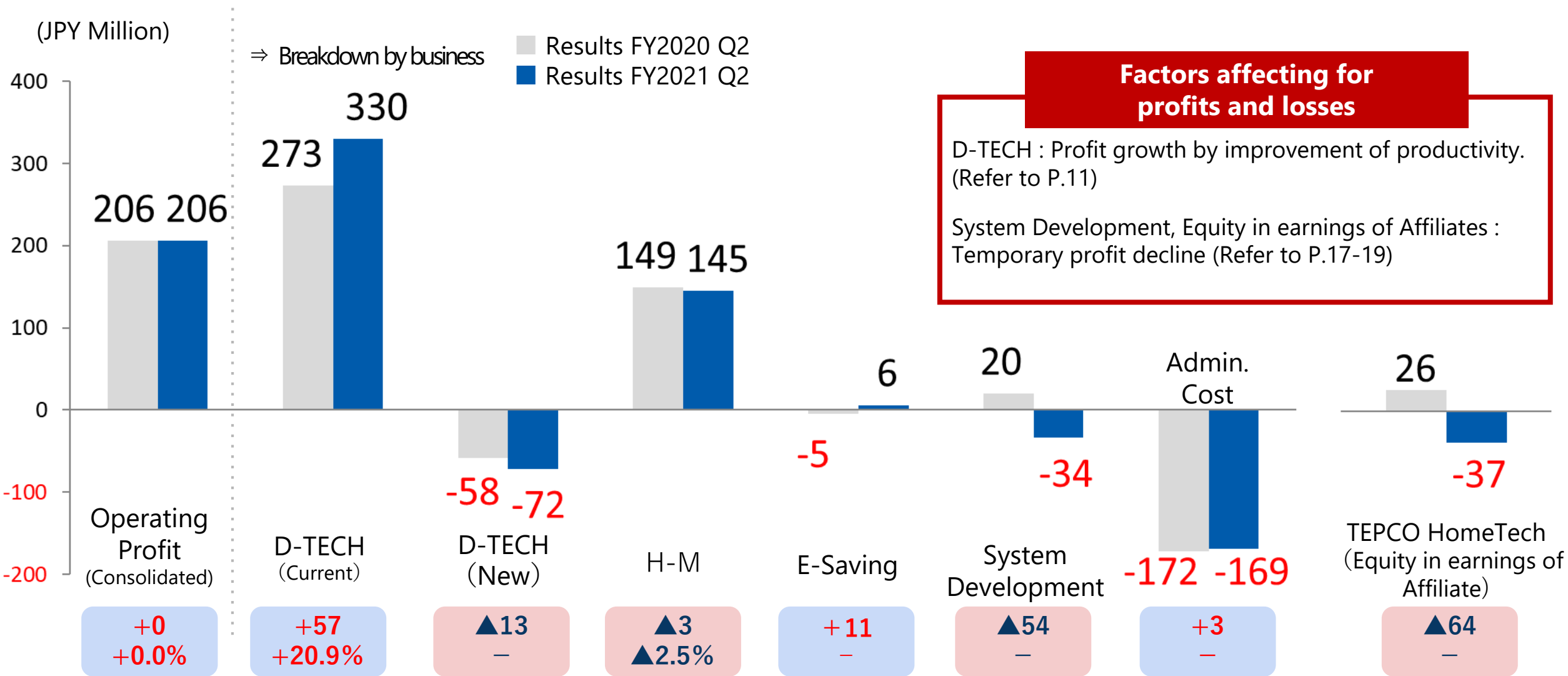
(JPY Million)

| Consolidated profit and loss | FY2020 Q2 Results | FY2021 Q2 | | | | | |
|------------------------------|-------------------|--------------|--------------|--------------|---------------|-------------|---------------|
| | | Forecast | Results | vs. Forecast | | YoY | |
| | | | | Changes | Ratio | Changes | Ratio |
| Net Sales | 2,054 | 2,269 | 2,271 | +2 | +0.1% | +216 | +10.6% |
| Operating Profit | 206 | 152 | 206 | +54 | +35.6% | +0 | +0.0% |
| Ordinary Profit | 249 | 150 | 186 | +36 | +24.2% | ▲62 | ▲25.0% |
| Net Income | 171 | 95 | 94 | ▲0 | ▲0.4% | ▲76 | ▲44.7% |
| Ordinary Profit Ratio | 12.1% | 6.6% | 8.2% | +1.6P | - | ▲3.9P | - |

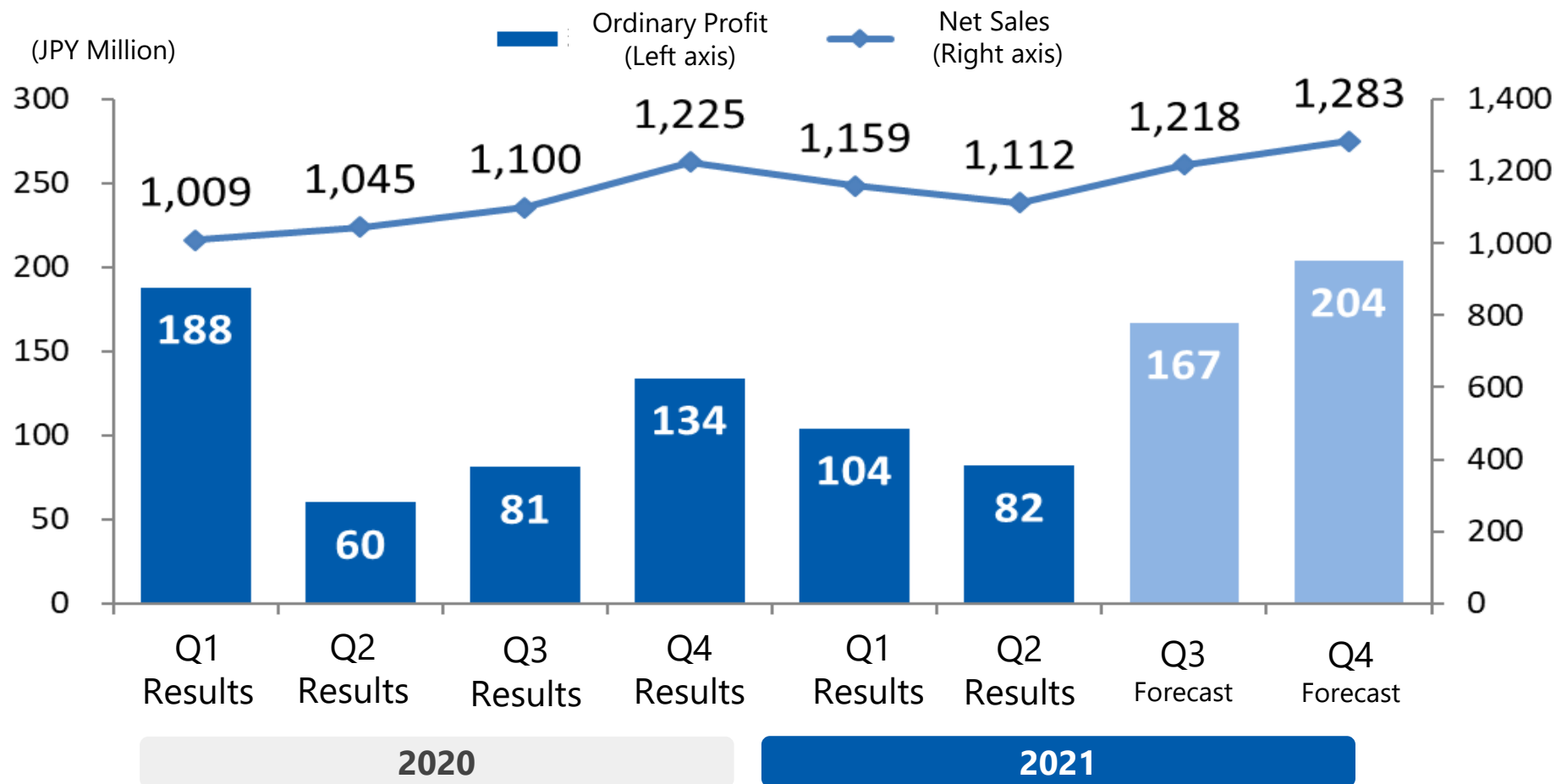
Main factor of sales growth compare with last year is sales increase in E-saving business by newly subsidiary acquisition of ENE's. (JPY Million)

| Segments | FY2020 Q2 Results | FY2021 Q2 | | | | | |
|---|-------------------------|--------------|--------------|--------------|---------------|--------------|-----------------|
| | | Forecast | Results | vs. Forecast | | YoY | |
| | | | | Changes | Ratio | Changes | Ratio |
| D-TECH Business | 1,114 | 1,111 | 1,110 | ▲0 | ▲0.1% | ▲3 | ▲0.3% |
| Facility design (Water supply, drainage, electricity) | 847 | 883 | 896 | + 12 | + 1.5% | + 49 | + 5.8% |
| Architectural design | 199 | 142 | 138 | ▲4 | ▲3.4% | ▲60 | ▲30.6% |
| Energy Design | 64 | 75 | 63 | ▲11 | ▲15.0% | ▲0 | ▲0.2% |
| BIM related (New Business) | 4 | 9 | 12 | + 2 | + 26.2% | + 8 | + 200.4% |
| H-M business | 586 | 615 | 647 | + 32 | + 5.3% | + 60 | + 10.3% |
| E-Saving Business | 144 | 383 | 368 | ▲15 | ▲4.0% | + 224 | + 155.4% |
| System Development Business | 209 | 158 | 144 | ▲13 | ▲8.7% | ▲64 | ▲30.7% |
| Total Sales | 2,054 | 2,269 | 2,271 | + 2 | + 0.1% | + 216 | + 10.6% |

Productivity has improved significantly by digital transformation (DX) on D-TECH business.



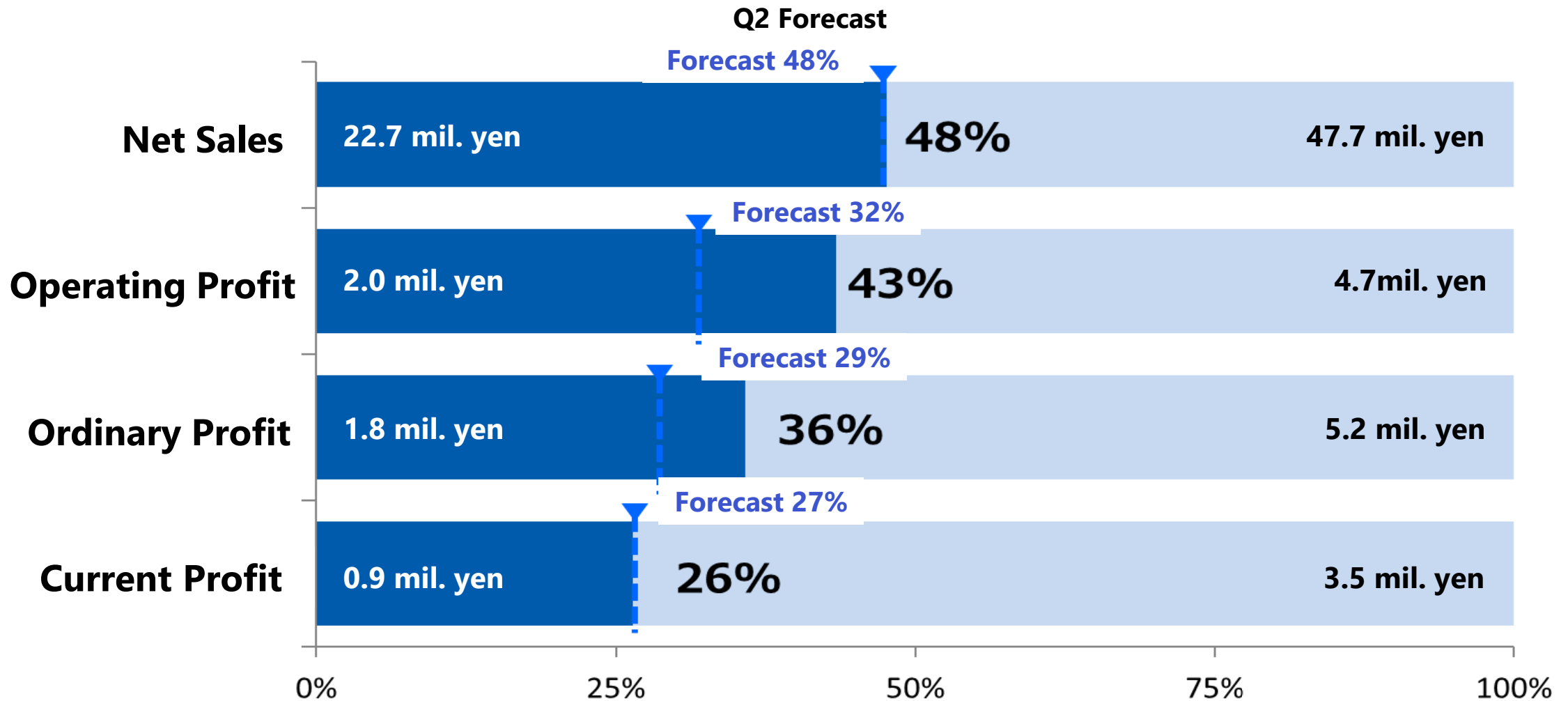
Expecting to increase in profit in second half year in 2021



*Forecast value of Q3 and Q4 are at the beginning of the year

Comment on the transition Ordinary profit has been decreased in Q1 and Q2 by system development and temporary loss in profit on TEPCO Hometech equity earnings in affiliates, however each businesses are expecting to recover with profit growth.

Both operating and ordinary profit are higher than forecast.



D-TECH business



Profit and loss factors on FY2021 Q2

Facility Design : Increased consignment sales by macro factors

(Background) Housing starts +3.3% increased*

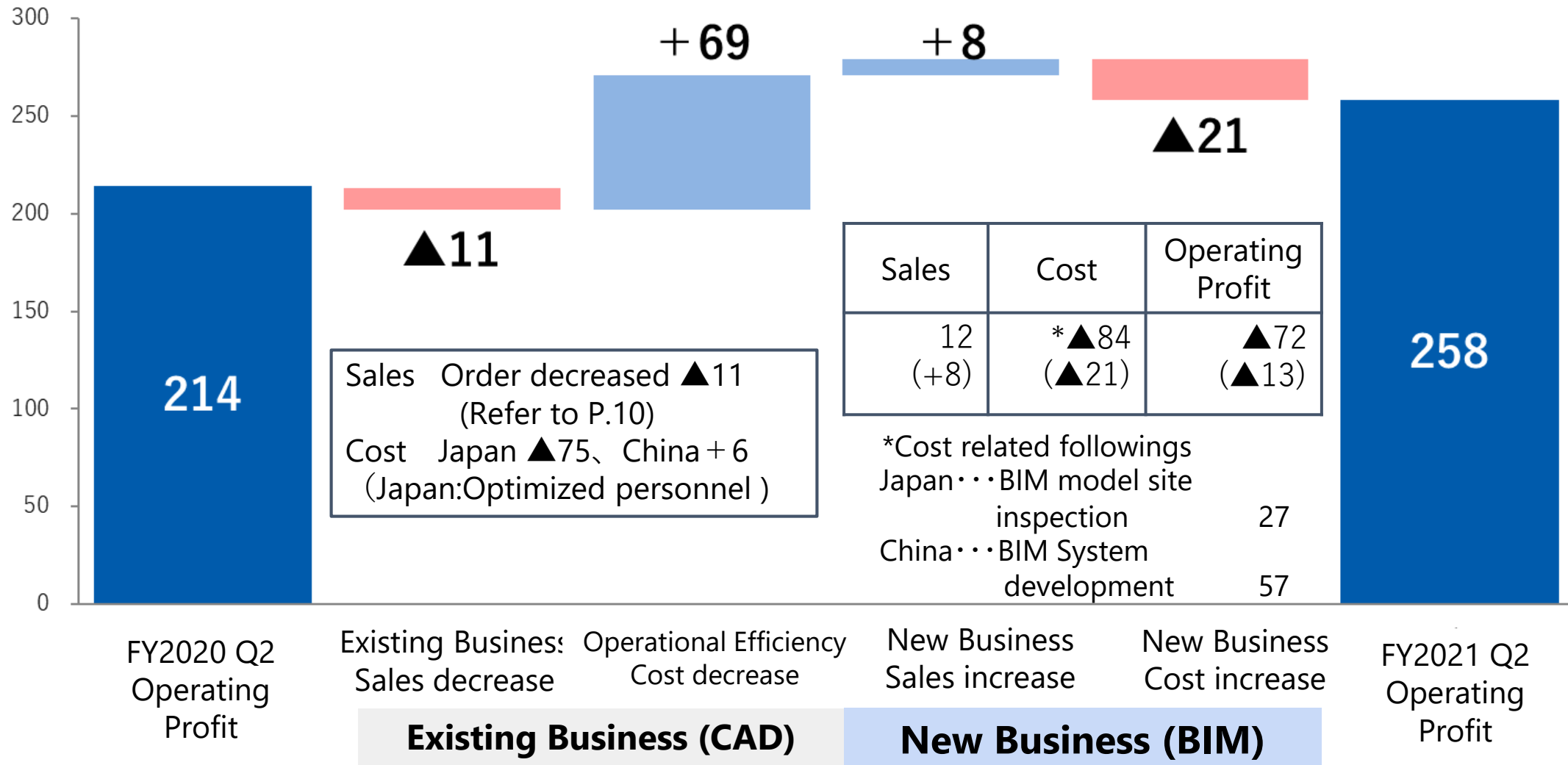
Architectural Design : Decreased consignment order from major clients as expected.

(JPY Million)

| D-TECH business | FY2020 Q2 Results | FY2021 Q2 | | | | | |
|---|-------------------------|--------------|--------------|--------------|----------------|-------------|----------------|
| | | Forecast | Results | vs. Forecast | | YoY | |
| | | | | Changes | Ratio | Changes | Ratio |
| Net Sales | 1,114 | 1,111 | 1,110 | ▲0 | ▲0.1% | ▲3 | ▲0.3% |
| Facility design (Water supply, drainage, electricity) | 847 | 883 | 896 | + 12 | + 1.5% | + 49 | + 5.8% |
| Architectural design | 199 | 142 | 138 | ▲4 | ▲3.4% | ▲60 | ▲30.6% |
| Energy Design | 64 | 75 | 63 | ▲11 | ▲15.0% | ▲0 | ▲0.2% |
| BIM related (New Business) | 4 | 9 | 12 | + 2 | + 26.2% | + 8 | + 200.4% |
| Operating profit | 214 | 220 | 258 | + 37 | + 17.3% | + 43 | + 20.4% |

Profit growth by improving productivity with digital transformation(DX)

(JPY Million)



Turned profit growth in Q2 by increasing sales and improving productivity



*Forecast value of Q3 and Q4 are at the beginning of the year

Comment on the transition

Consignment sales has been recovered from main clients in Q2 and productivity of design work has been improved. We have achieved increased in sales and profit compare with previous year's mark.

H-M Business



Profit and loss factors on FY2021 Q2

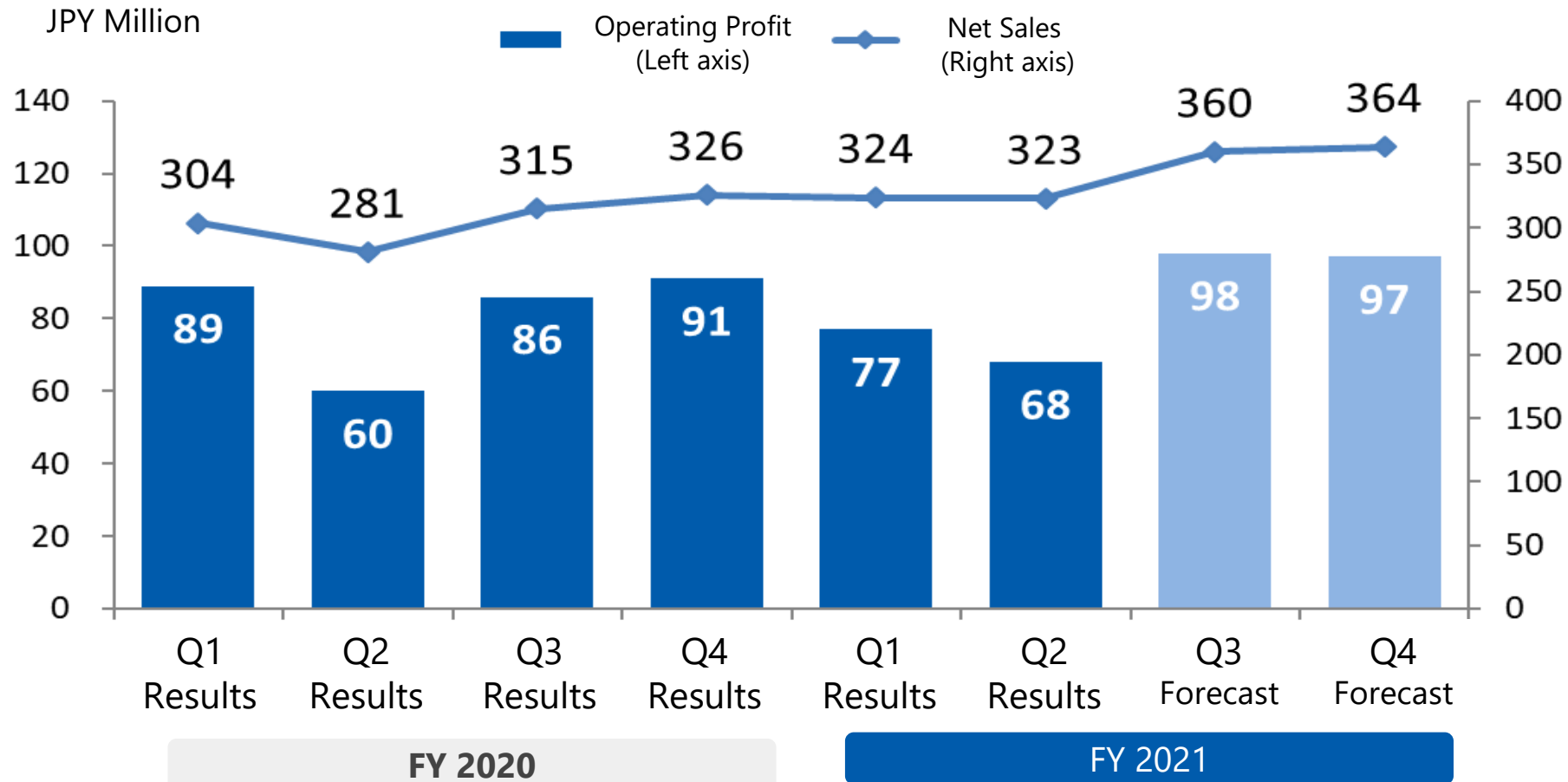
Increased in sales and profit. Consignment order of maintenance for housing company has been increased than forecast.

On the other hand, profit decline by prior investment for new business.

(JPY Million)

| H-M Business | FY2020 Q2 Results | FY2021 Q2 | | | | | |
|--------------------------|-------------------------|------------|------------|--------------|----------------|-------------|----------------|
| | | Forecast | Results | vs. Forecast | | YoY | |
| | | | | Changes | Ratio | Changes | Ratio |
| Net Sales | 586 | 615 | 647 | + 32 | + 5.3% | + 60 | + 10.3% |
| Clients: Housing company | 500 | 526 | 582 | + 55 | + 10.6% | + 82 | + 16.4% |
| Clients: Energy company | 86 | 88 | 65 | ▲23 | ▲26.5% | ▲21 | ▲24.9% |
| Operating Profit | 149 | 120 | 145 | + 25 | + 21.3% | ▲3 | ▲2.5% |

Prior investment for CRM Cloud Service has been made in Q1 and Q2



*Forecast value of Q3 and Q4 are at the beginning of the year

Comment on the transition

Operating profit has declined in Q2 due to prior investment for development of Apps and contents, however the result has turned better performance than expected (Forecast :63mil.)

E-Saving Business



Profit and loss factors on FY2021 Q2

Existing Clients : Almost as expected (Sales increase by increasing order of storage battery)

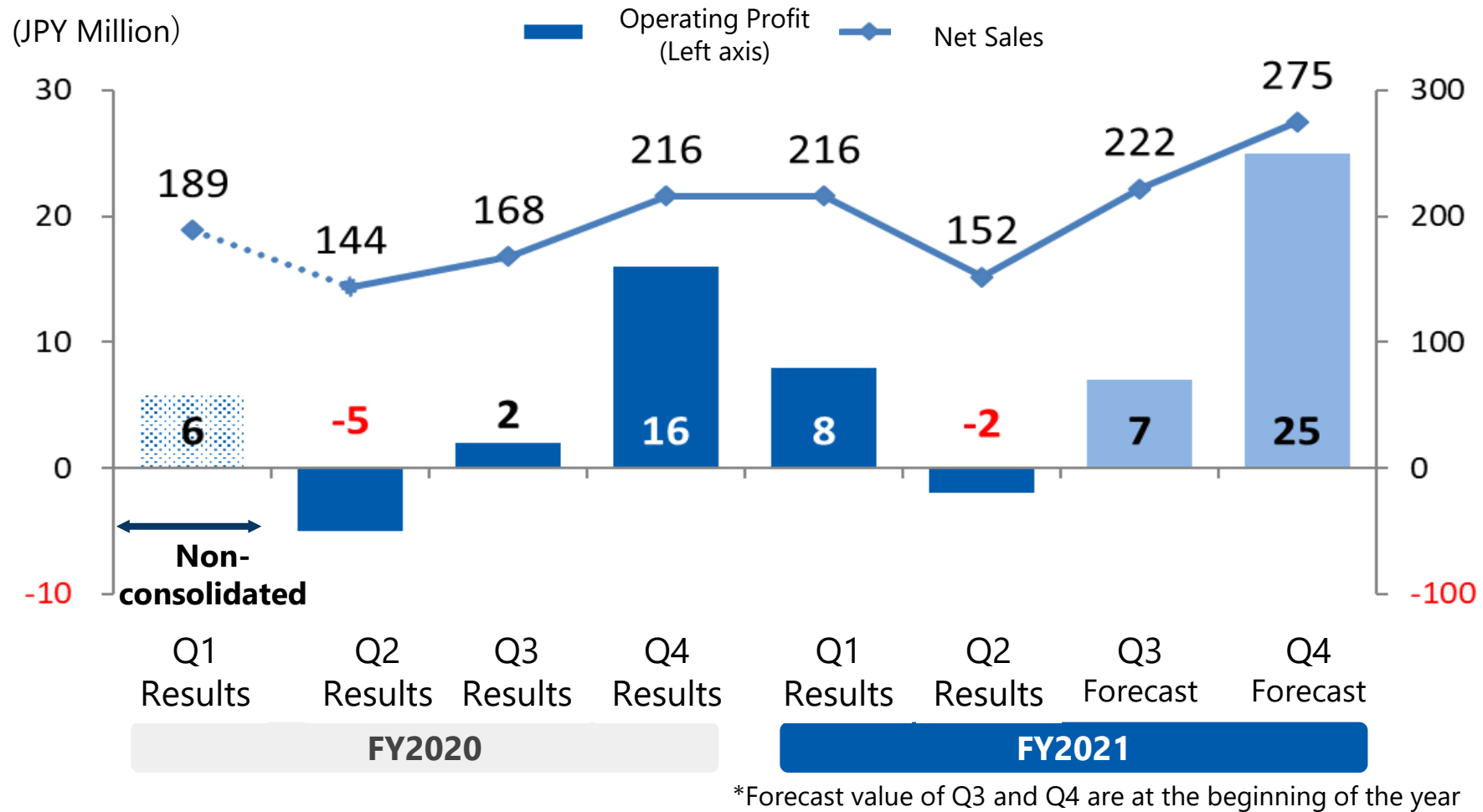
TEPCO HomeTech : Noncompletion the goal due to voluntary closed the business

(JPY Million)

| E-Saving Business | FY2020 Q2 Results | FY2021 Q2 | | | | | |
|----------------------------|-------------------------|------------|------------|--------------|---------------|-------------|----------------|
| | | Forecast | Results | vs. Forecast | | YoY | |
| | | | | Changes | Ratio | Changes | Ratio |
| Net Sales | 144 | 383 | 368 | ▲15 | ▲4.0% | +224 | +155.4% |
| Clients : Existing Clients | 144 | 358 | 356 | ▲2 | ▲0.6% | +211 | +146.9% |
| Clients : TEPCO HomeTech | – | 25 | 12 | ▲13 | ▲52.3% | +12 | – |
| Operating Profit | -5 | 3 | 6 | +3 | +93.7% | +11 | – |

*No result on last quarter as its newly setup business segment.

Expecting profit growth by increasing order from TEPCO HomeTech from Q3



Comment on the transtion

Turned sales and profit decline due to no handover of large-scale construction on Q2. However, operating profit is as expected. Expecting profit growth by increasing order from TEPCO HomeTech from Q3.



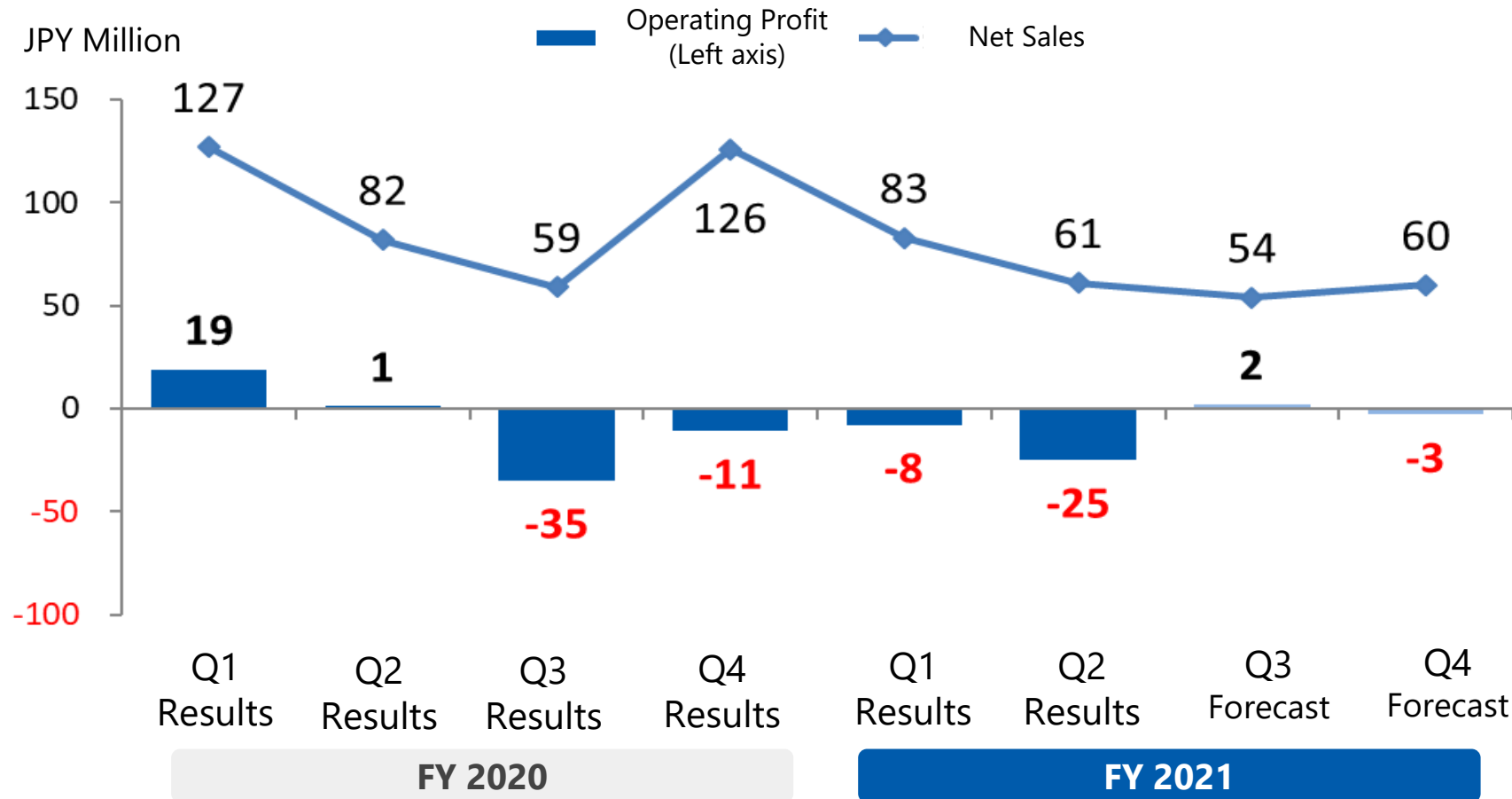
Profit and loss factors on FY2021 Q2

Sales and profit decline due to transferring business of ENESAP in Oct. 2020 has turned as expected. However, some development project has been delayed to late Q3 lead to noncompletion of sales and profit goals.

(JPY Million)

| System Development Business | FY2020 Q2 Results | FY2021 Q2 | | | | | |
|---|-------------------|------------|------------|--------------|--------------|------------|---------------|
| | | Forecast | Results | vs. Forecast | | YoY | |
| | | | | Changes | Ratio | Changes | Ratio |
| Net Sales | 209 | 158 | 144 | ▲13 | ▲8.7% | ▲64 | ▲30.7% |
| Recurring Revenues (e.g. System Maintenance) | 107 | 75 | 79 | +3 | +4.5% | ▲28 | ▲26.4% |
| One-off order (Consignment Development) | 101 | 82 | 65 | ▲17 | ▲20.8% | ▲35 | ▲35.3% |
| Operating Profit | 20 | -17 | -34 | ▲16 | — | ▲54 | — |

Temporary profit decline in Q2, expecting to recover from Q3

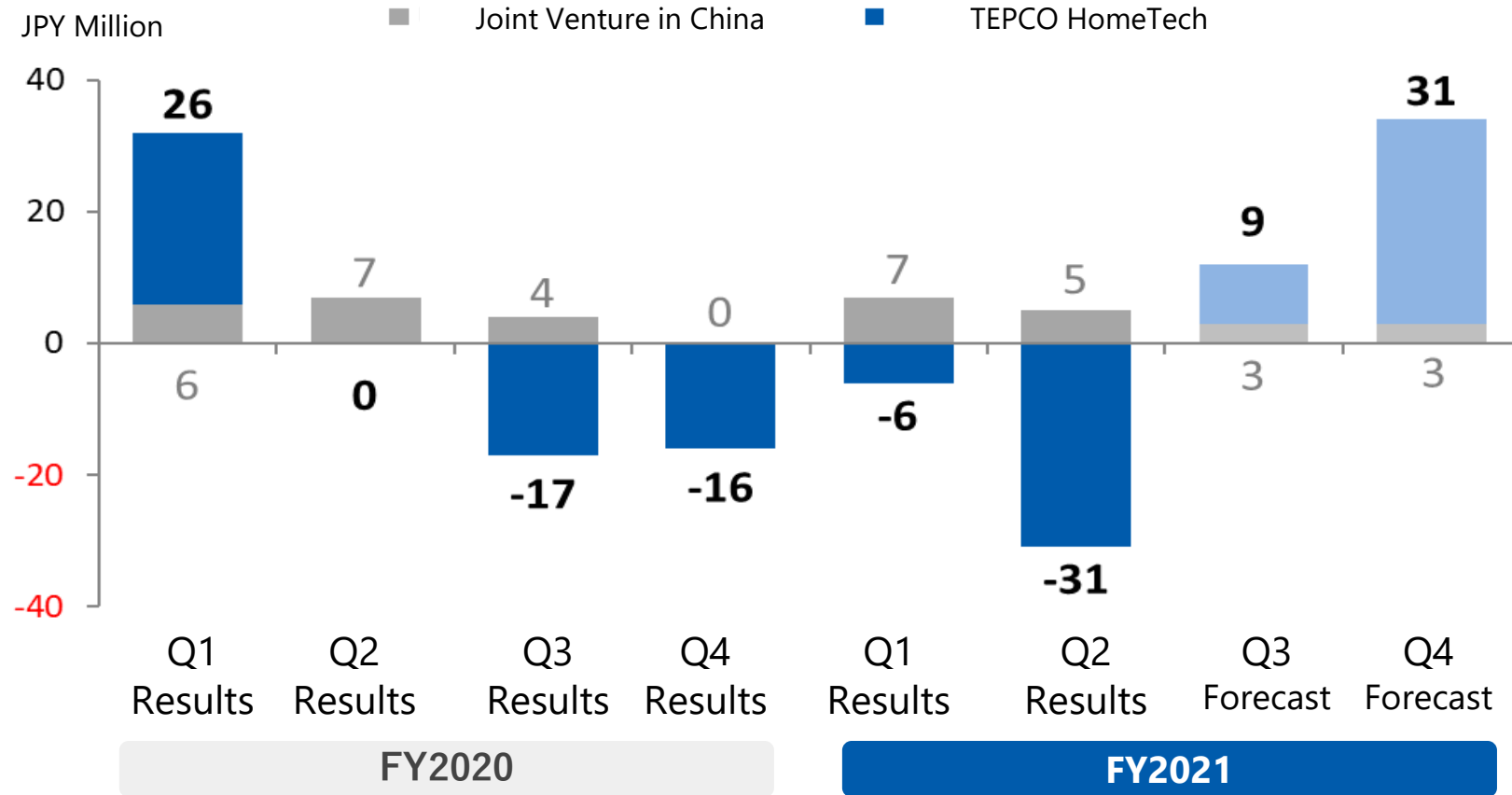


*Forecast value of Q3 and Q4 are at the beginning of the year

Comment on the transaction

It had been in recovery until Q1. However, unprofitable project has occurred on consignment development turned to temporary decline in profit. Expecting to recover from Q3.

TEPCO HomeTech equity in earnings of affiliates will be recovered from Q3



*Forecast value of Q3 and Q4 are at the beginning of the year

Comment on the transition

TEPCO Home Tech, equity in earnings of affiliates moved slow due to voluntary restraint of sales department of whole TEPCO group, so that proposal of electric facility for individual (BtoC) has decreased. Expecting to expand sales by "Enecari" (Electric facility subscription service) and new package of electric rate from Q3.

INDEX

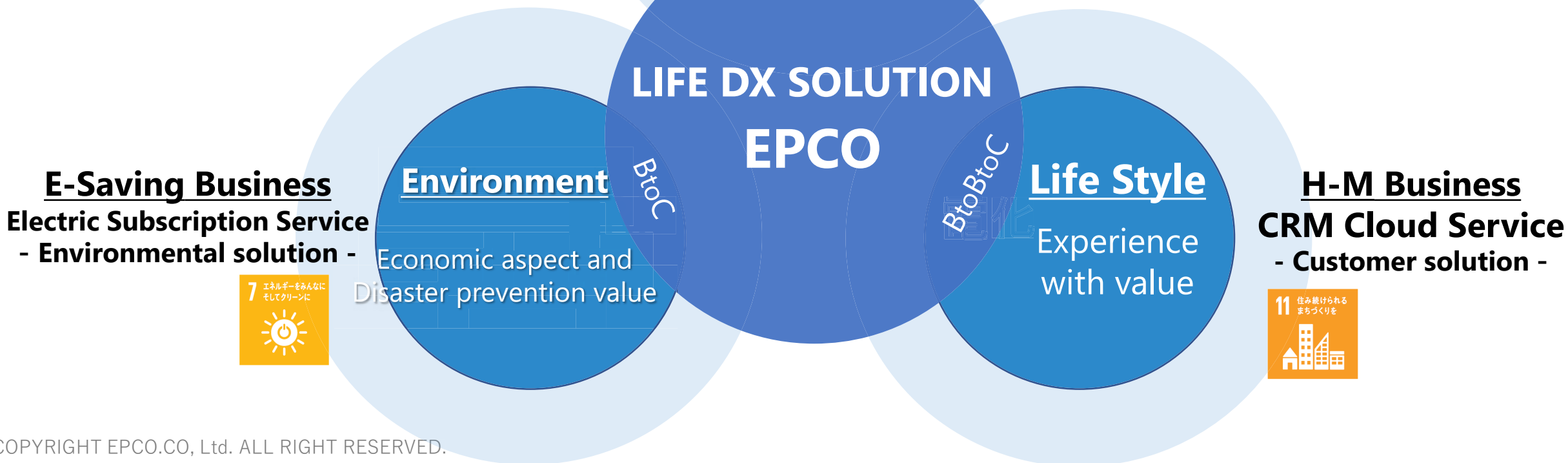
01. FY 2021 Q2 Results

02. **Mid-term Business Plan Progress**

03. Appendix

Growth Strategy

EPCO
**Support your house,
life-style and
environment with
digital transformation**



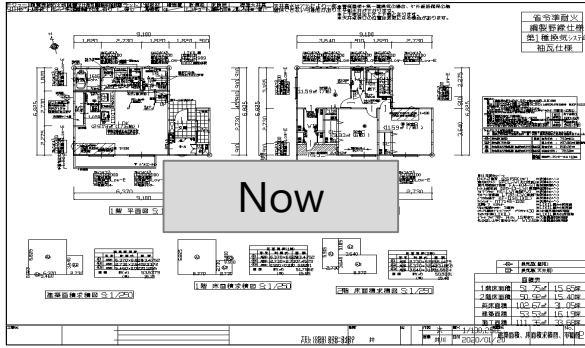
D-TECH Business BIM Cloud Service -Building Solution-

LIFE CYCLE

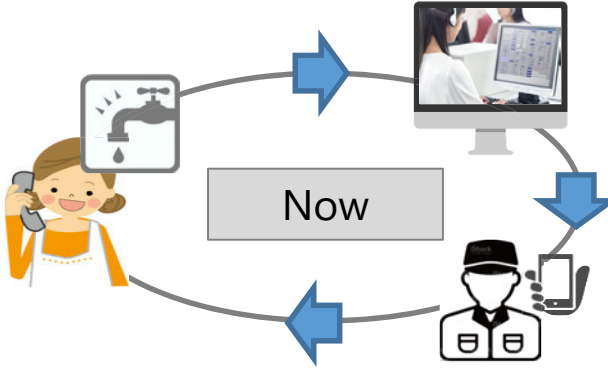
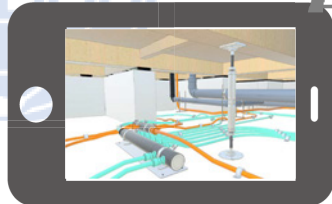
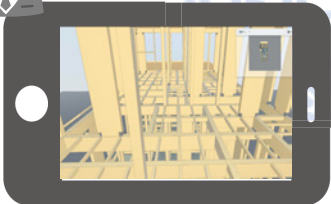
H-M Business CRM Cloud Solution -Customer Solution-

LIFE CYCLE

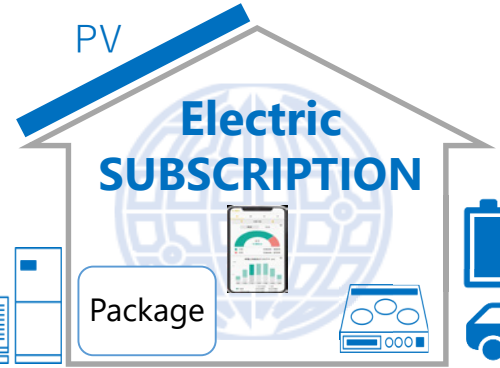
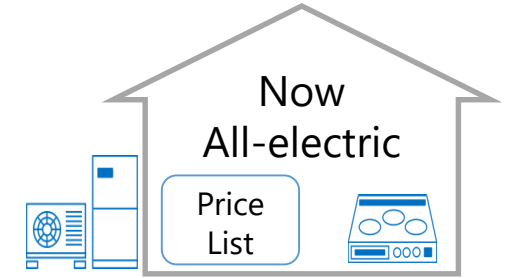
E-Saving Business Electric Subscription Service -Environmental Solution-



BIM CLOUD



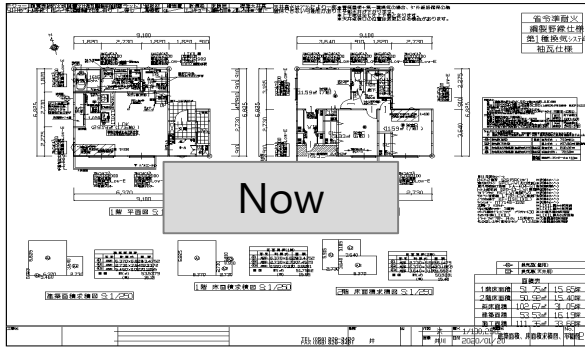
CRM CLOUD



BIM Cloud Service

D-TECH Business
BIM Cloud Service
-Building Solution-

LIFE CYCLE

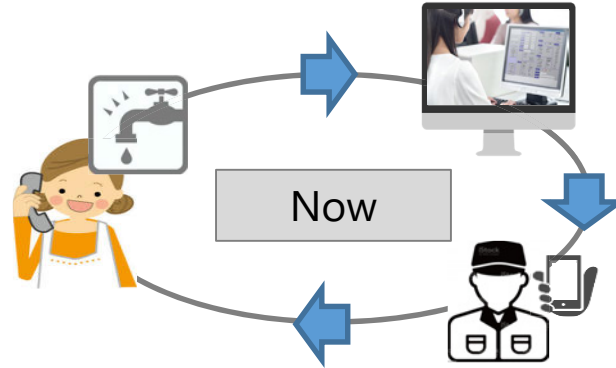


BIM CLOUD



H-M Business
CRM Cloud Solution
-Customer Solution-

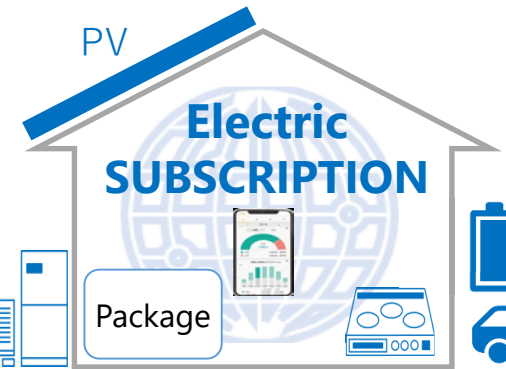
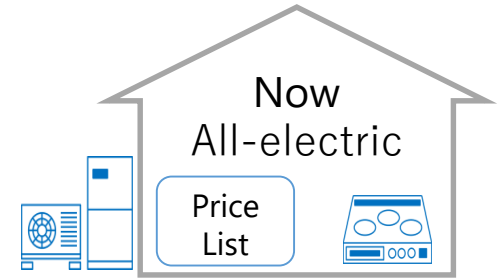
LIFE CYCLE



CRM CLOUD



E-Saving Business
Electric Subscription Service
- Environmental Solution-



What is BIM (Ministry of Land, Infrastructure, Transport and Tourism)
Digital representation of physical and functional characteristics of facility. The system to create building information model with attribute information like name of unit, area, materials, specs, functions, finishing etc on 3D image of form information on digital device.

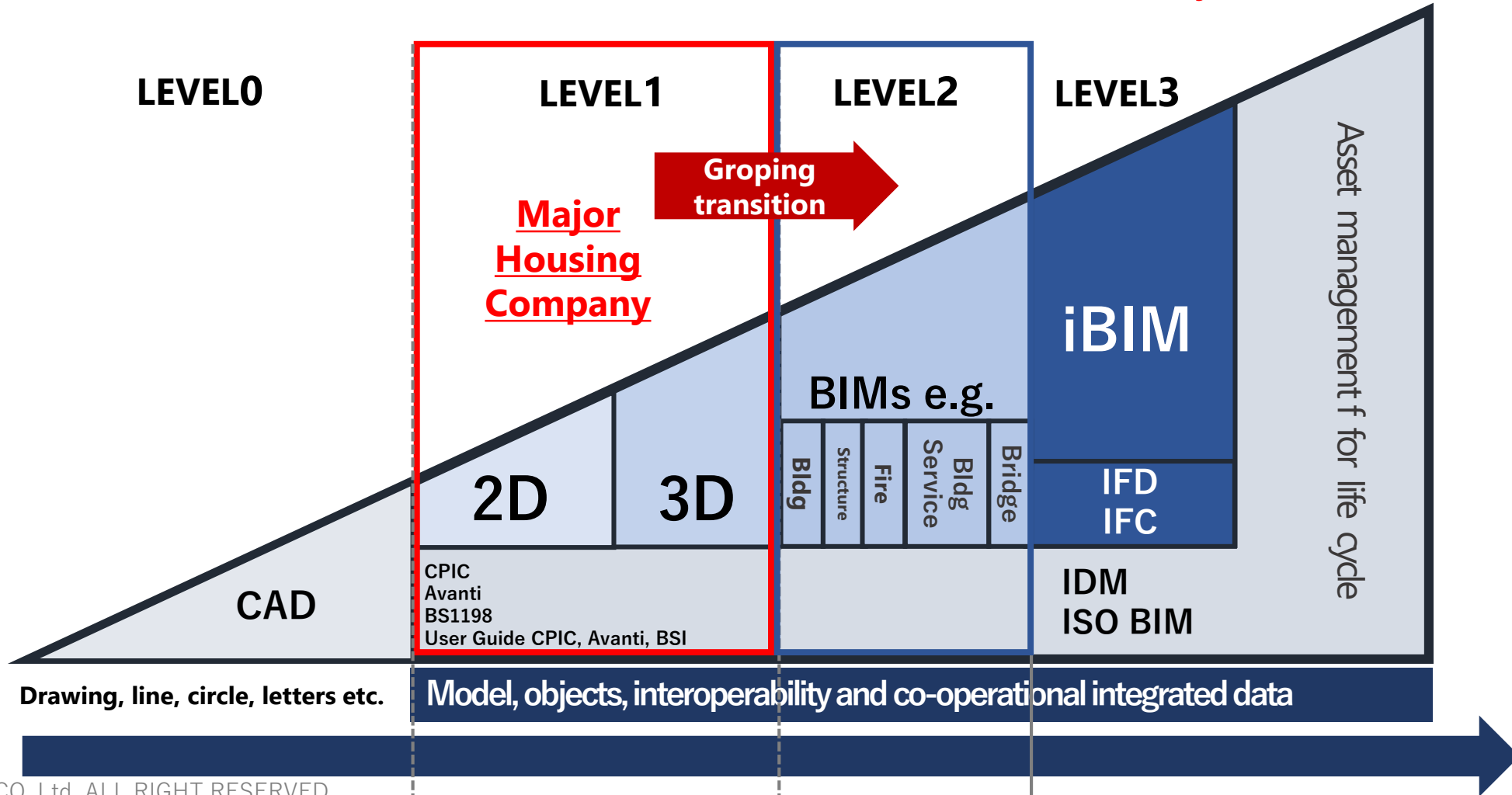
BIM = 3D CAD + Attribute Data = Building Digital Twin



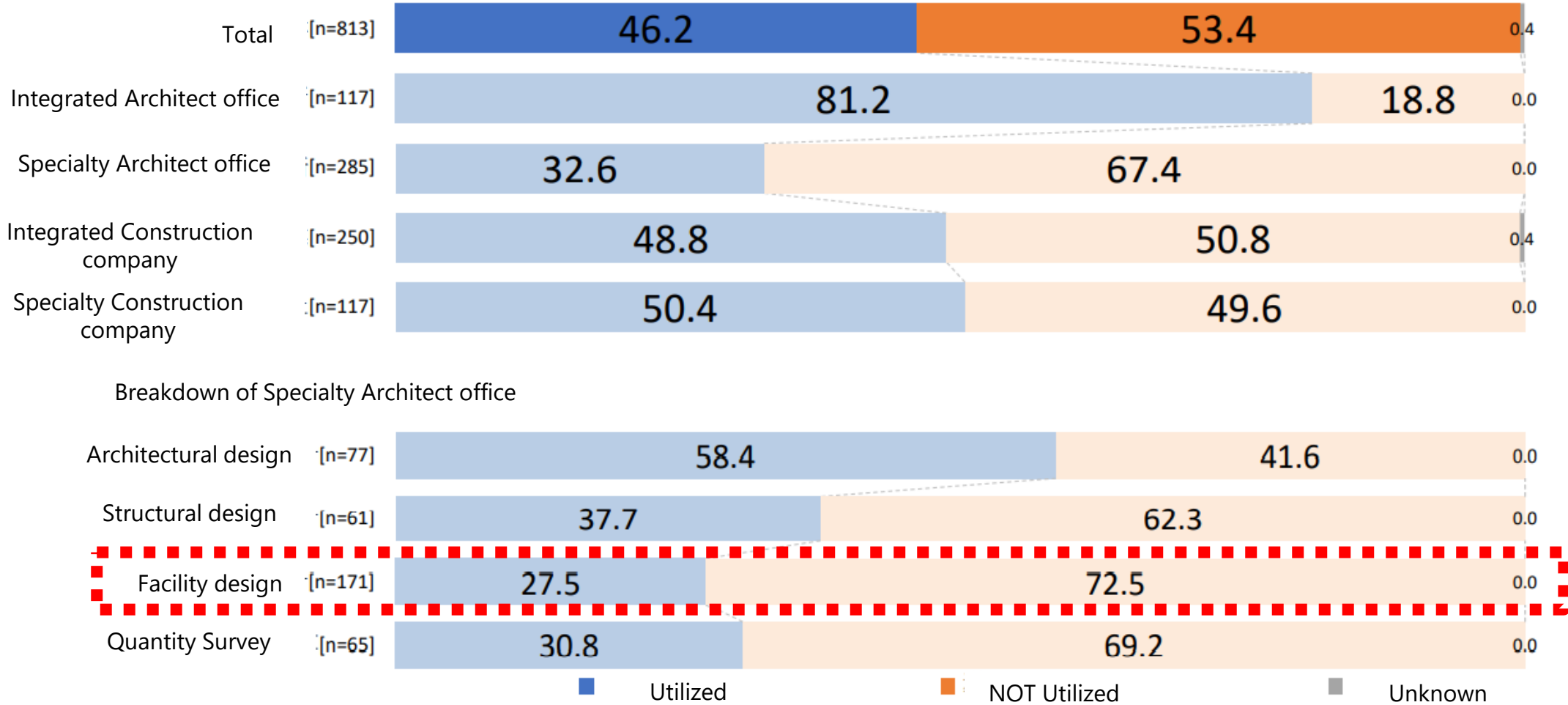
Level 0 : Utilize 2D CAD ← Most of housing company

Level 1 : Utilize both 2D CAD and 3D CAD ← Major housing manufacturer

Level 2 : BIM (3D design with attribute data) to create digital twin ← Major construction company and major architect office

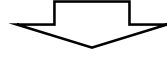


- Over 80% is utilized BIM at major integrated architect office
- Over 70% is NOT utilized BIM at facility design office ← **EPCO is establishing foundation of BLM in advance**



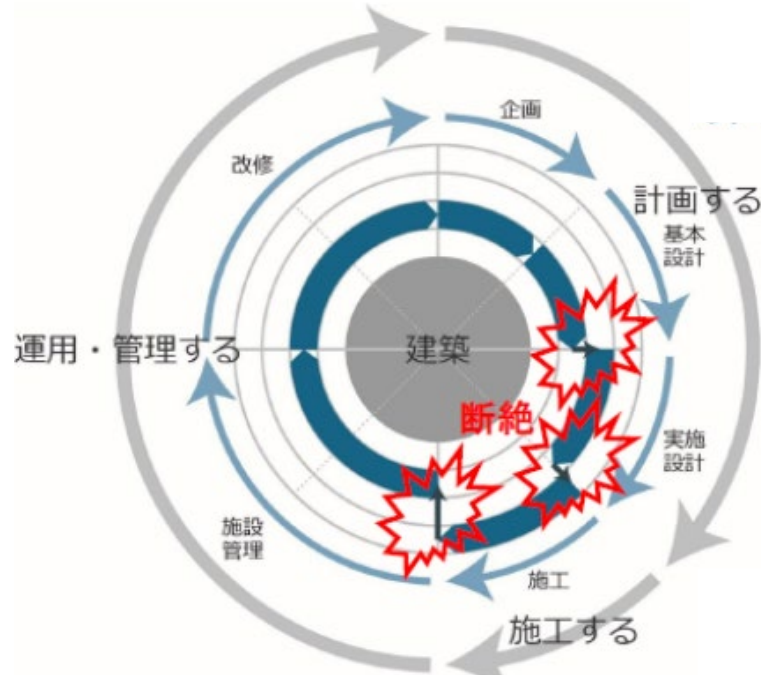
Source : Ministry of Land, Infrastructure, Transport and Tourism 2021/3/25BIM promotion meeting materials

1. Basic system (CAD) is suboptimized in building production, so that it is obstruction to spread of digital technology
2. Information (Data) cannot utilize straight, it makes hard to improve productivity and quality.

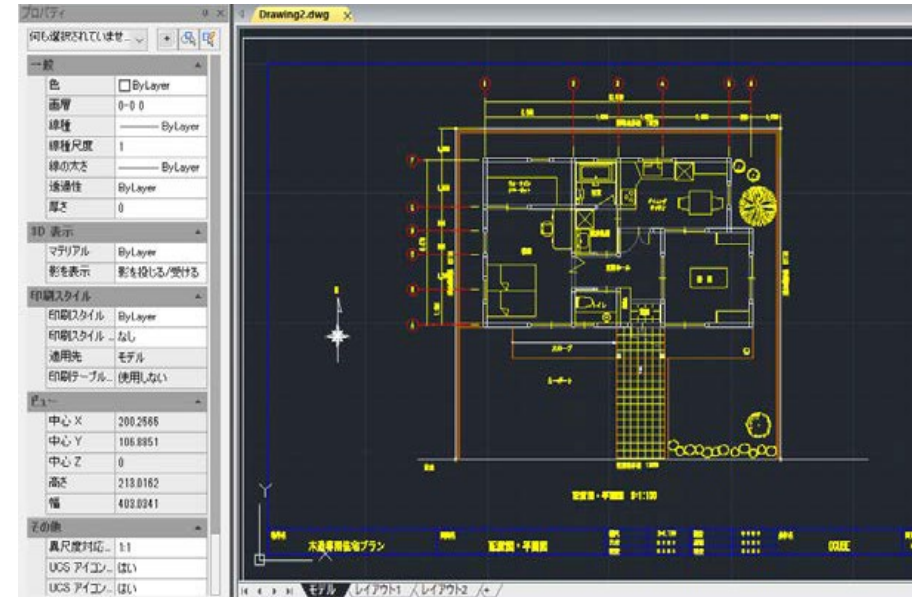


Government, business organization, individual companies are trying to find the way of solution for digitalization of construction industry.

Current Problem



Current basic system (CAD)

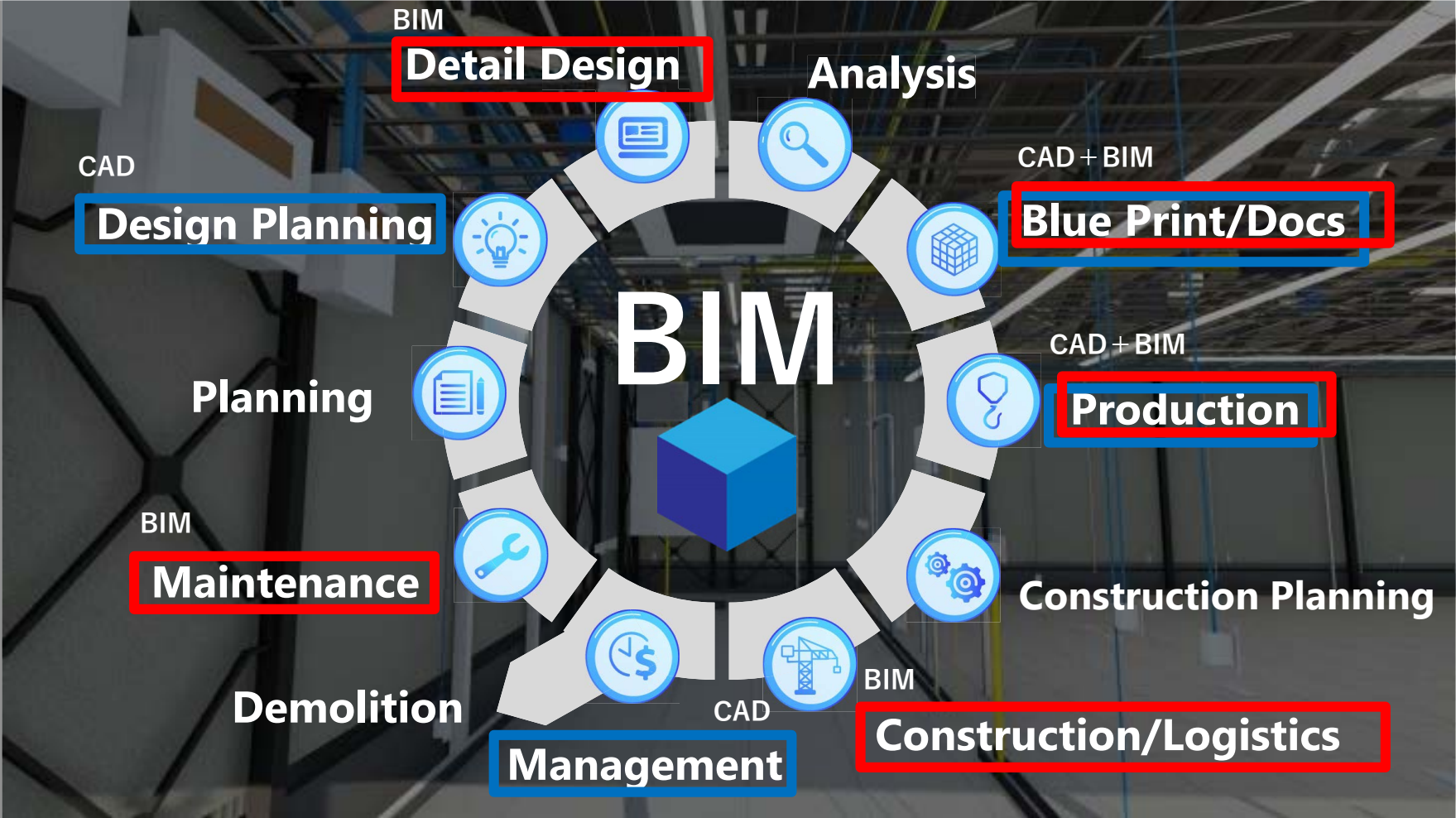


Source: Ministry of Land, Infrastructure, Transport and Tourism Japan Institute of Architects meeting materials

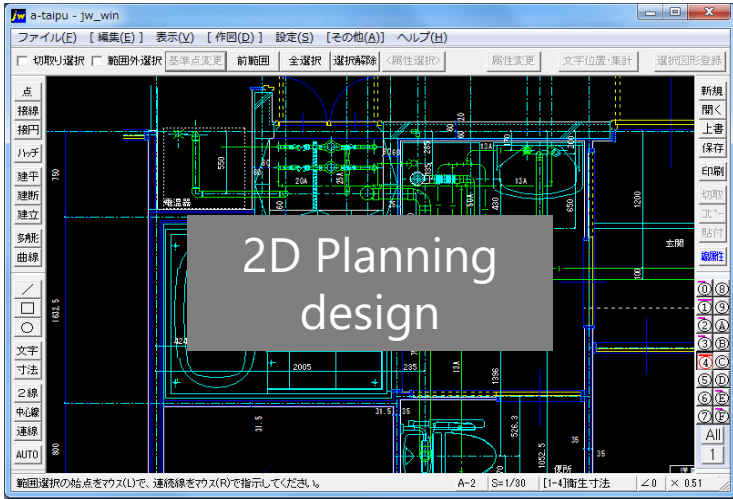


Concepts : Digital transformation (DX) utilizing current basic system in housing industry

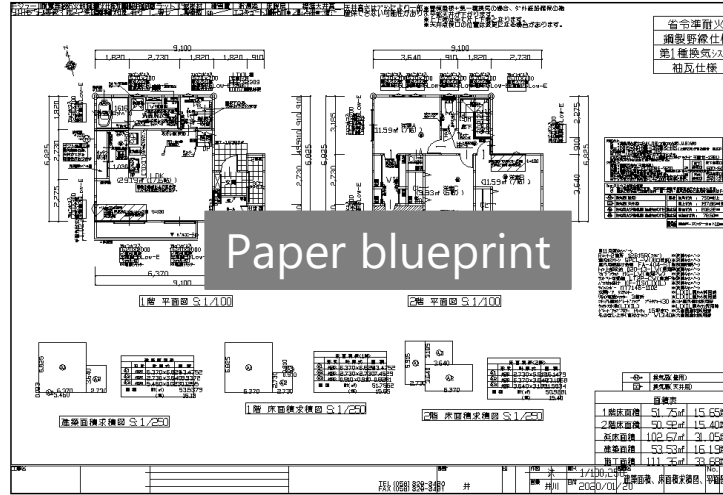
EPCO Proprietary CAD2BIM materialize Building DX



Current building production system



2D Planning design



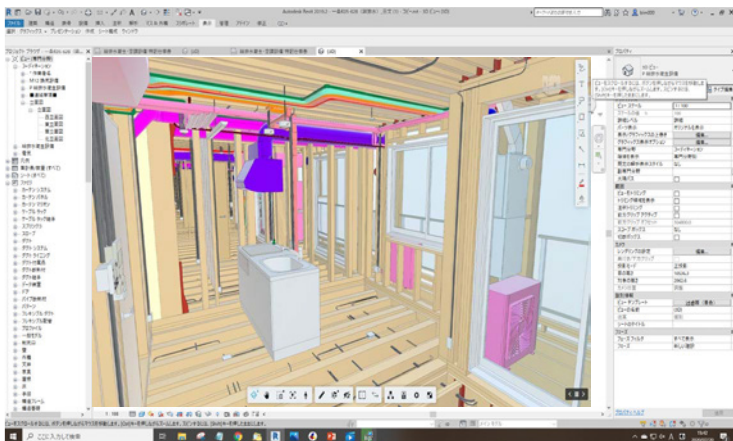
Paper blueprint



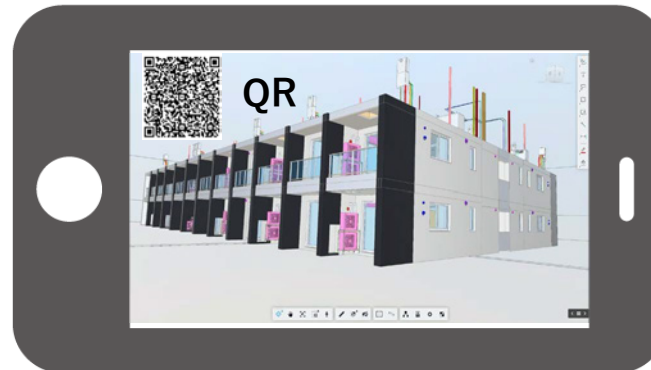
Old-fashioned maintenance method

BIM building production system

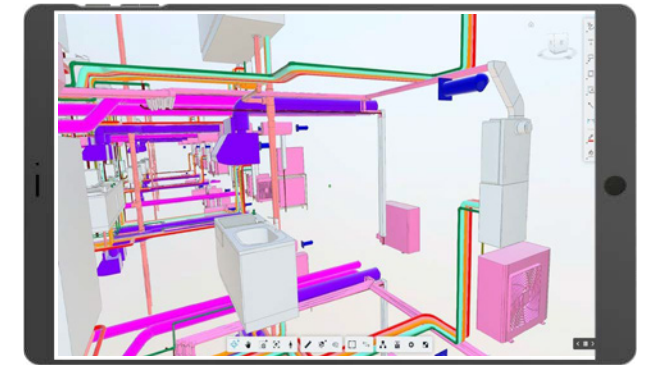
3D detail design

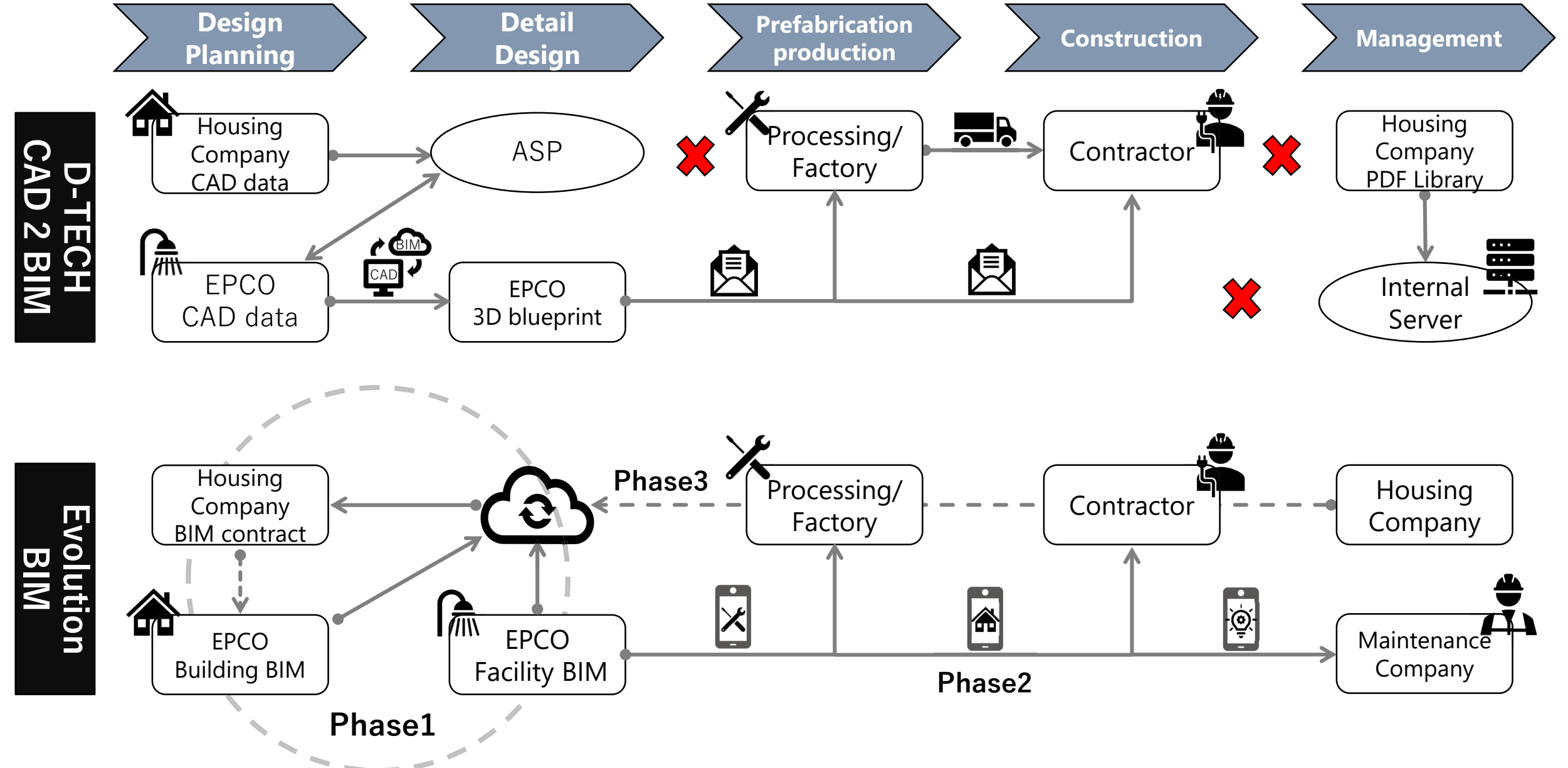


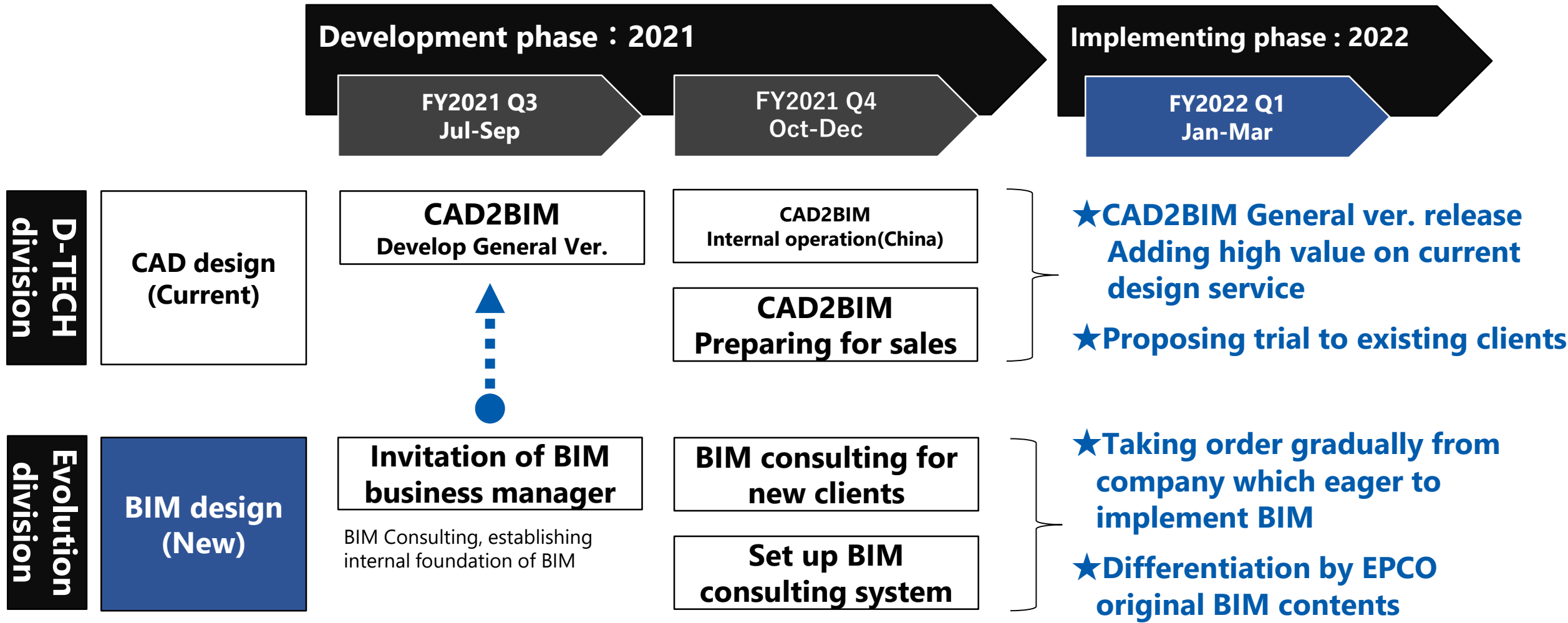
Review blueprint via cloud

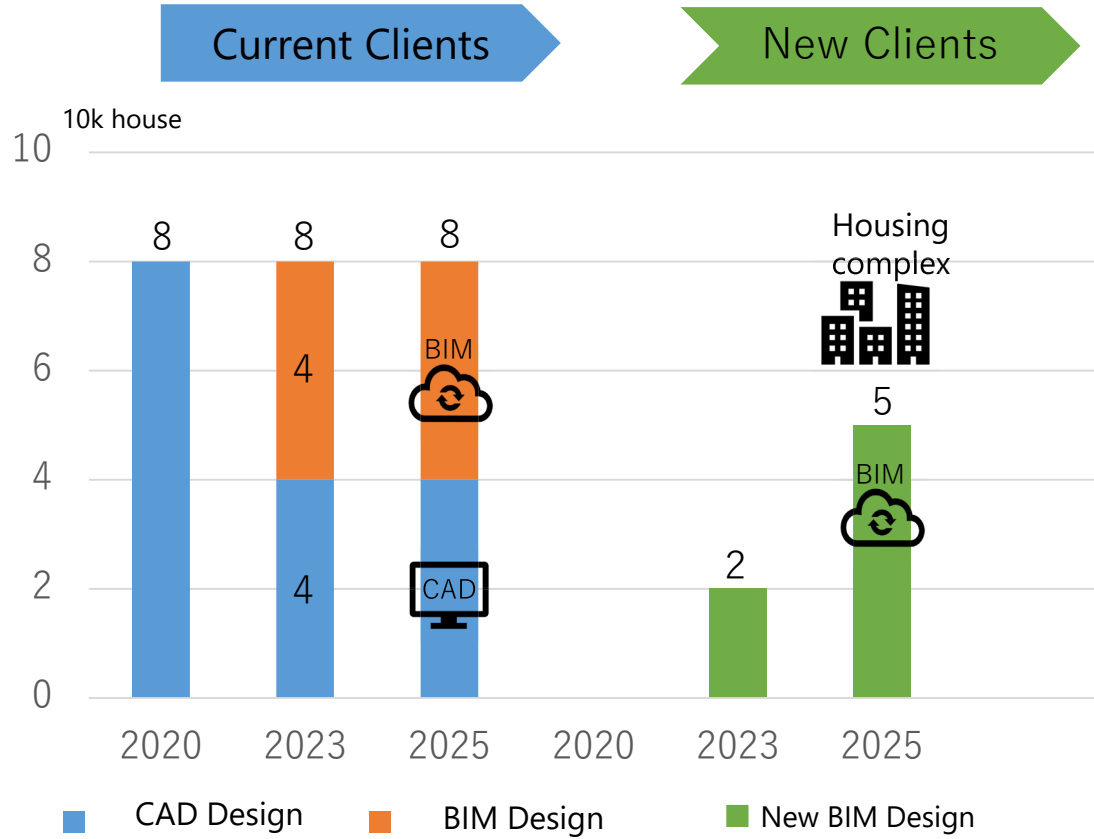


Management and maintenance based on data

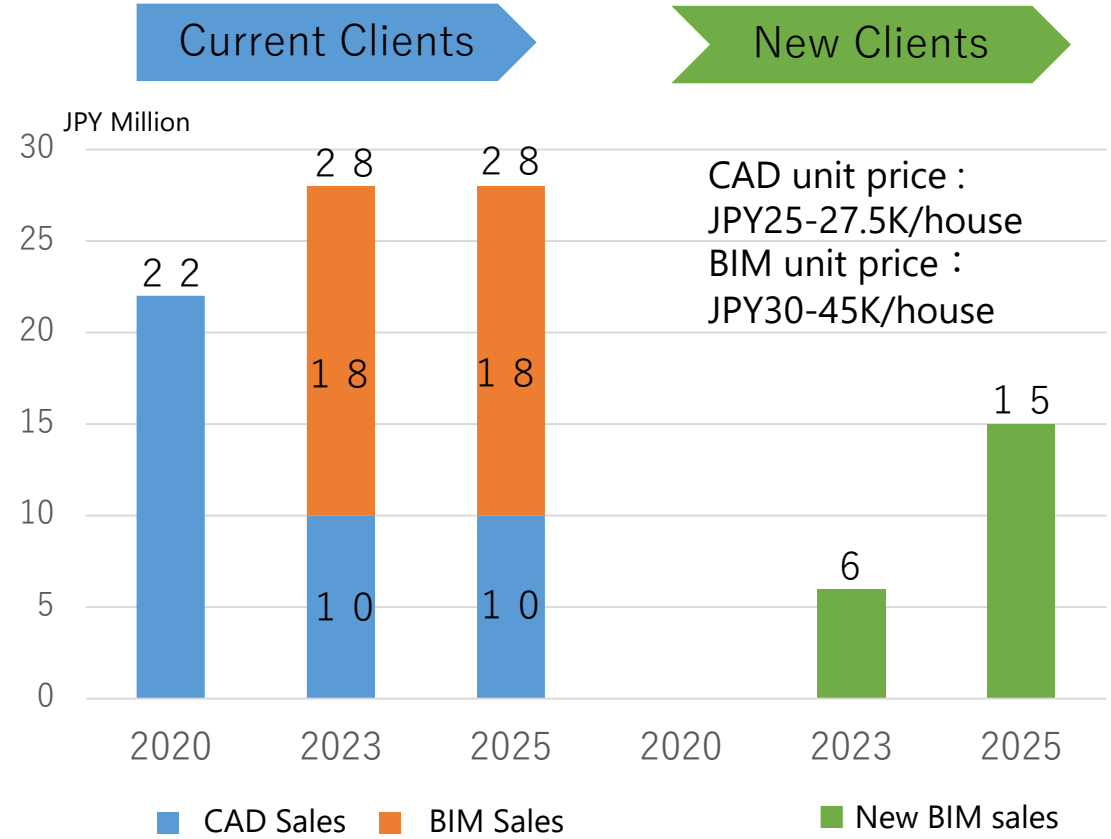






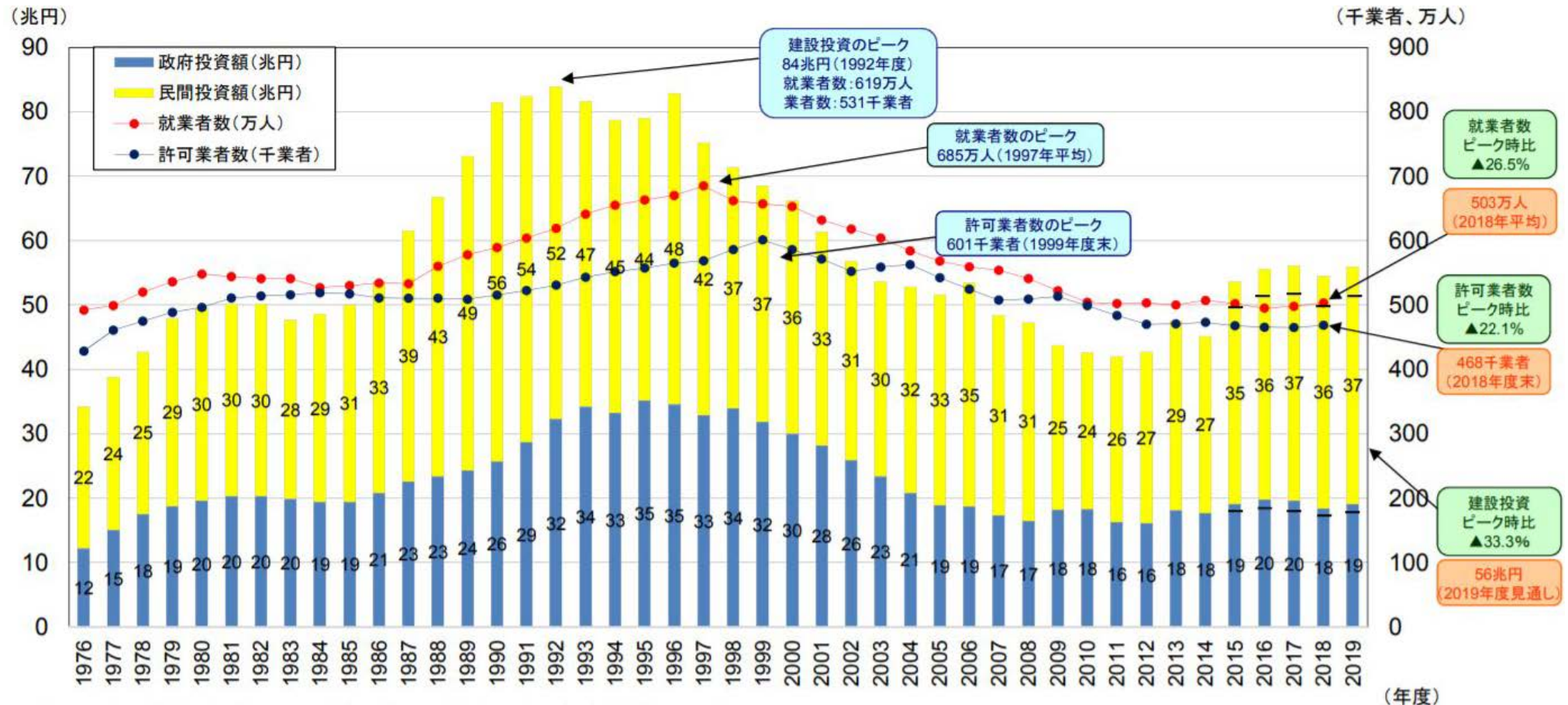


Numbers of design



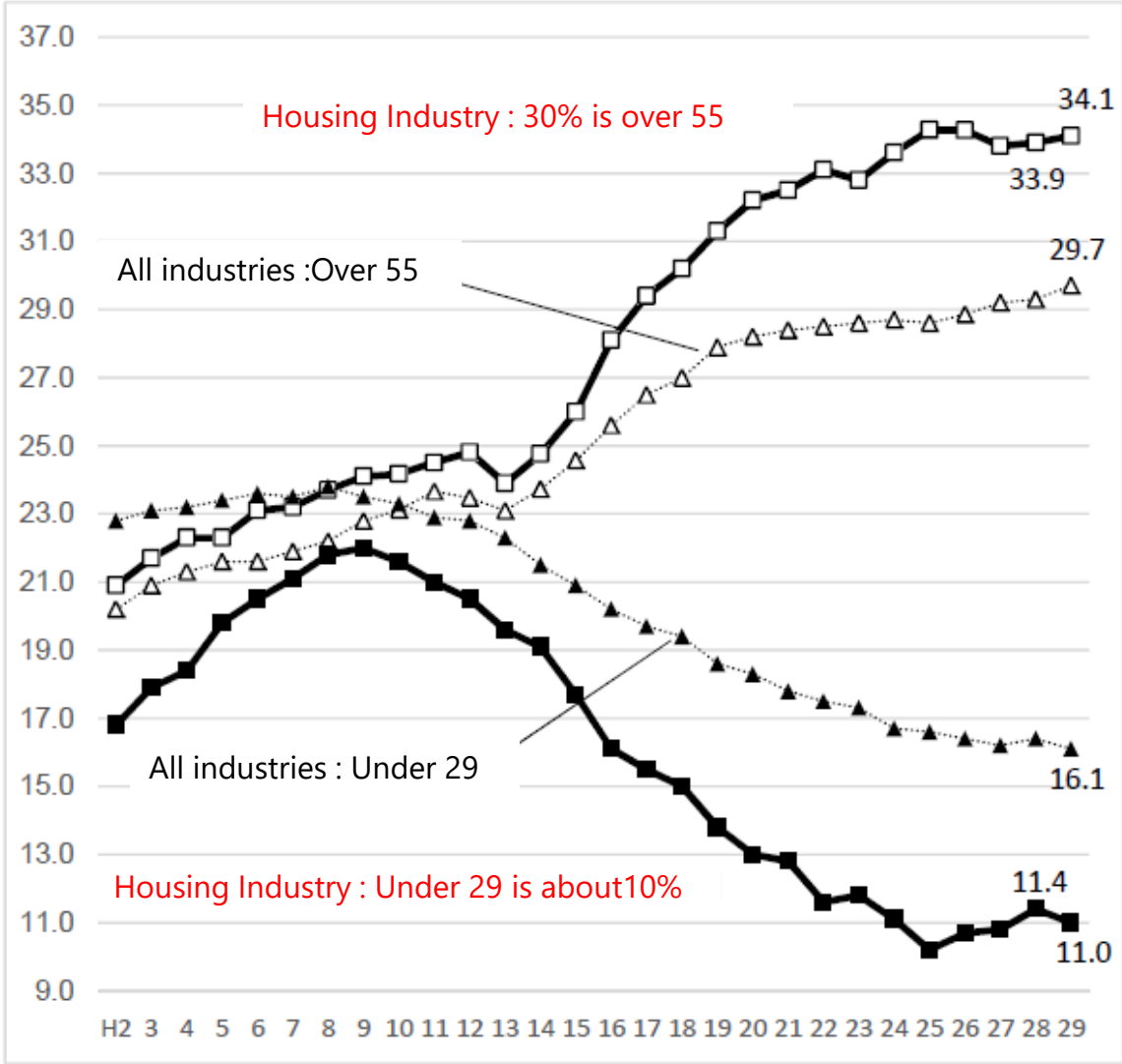
Sales

- Number of construction company, workers remain unchanged
- Top 5 is construction related job on active opening ratio by occupation
(Ministry of Health, Labour and Welfare Statistics/Apr. 2021)

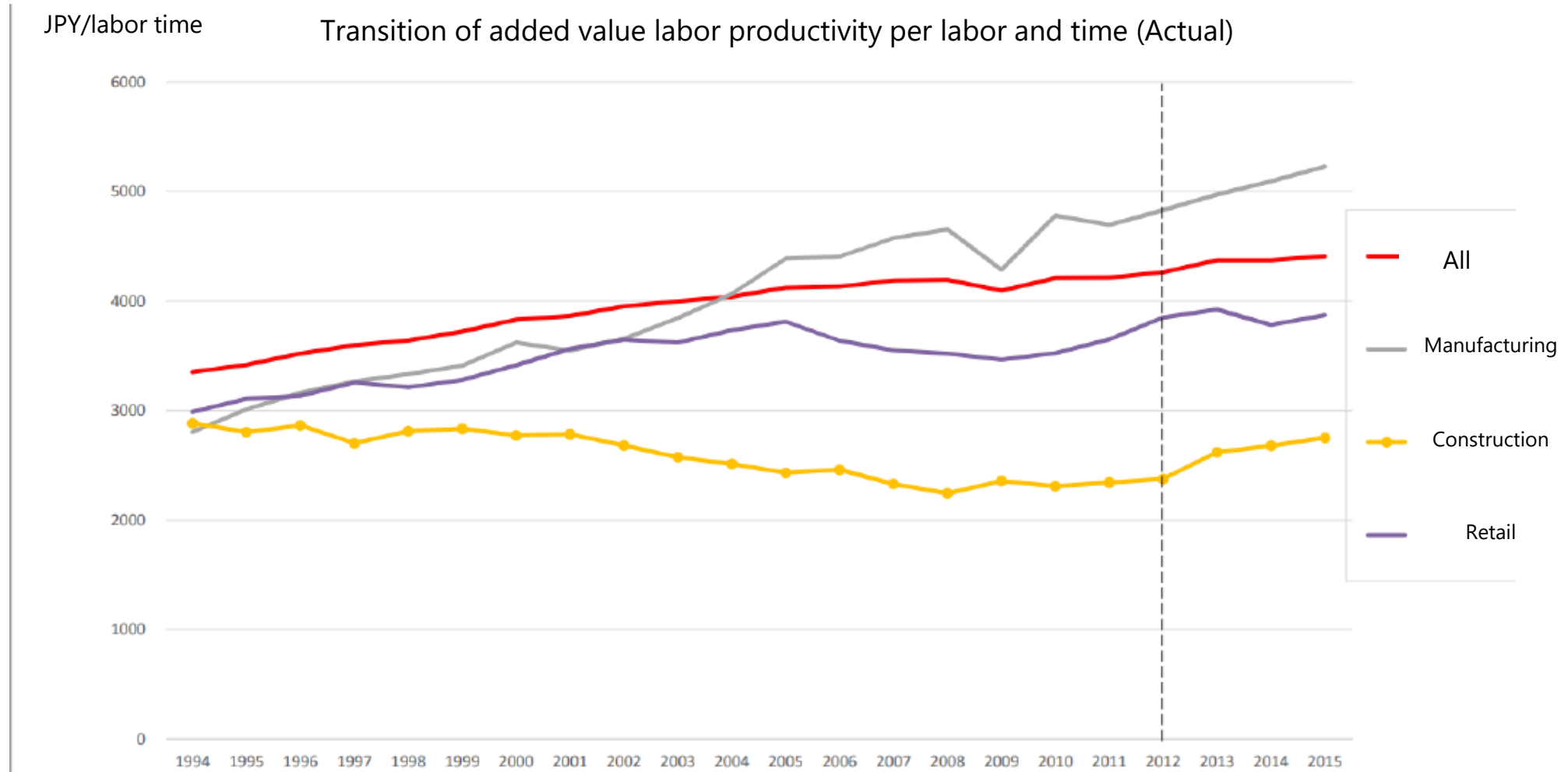


Source: Ministry of Land, Infrastructure, Transport and Tourism Council materials (Ministry of Land, Infrastructure, Transport and Tourism "Construction Investment Outlook", "Construction Business Permits Survey", Ministry of Internal Affairs and Communications "Labor Force Survey")

- Aging in construction industry is becoming tangible, higher than other industries.



- Productivity has not improve in construction industry while manufacturing industry has doubled in last 20 years.
 - No innovation in industry since no dynamic changes on IT, production, method (such as DX) etc.



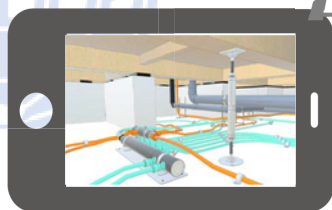
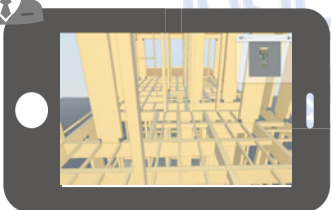
Source : Ministry of Land, Infrastructure, Transport and Tourism

CRM Cloud Service

D-TECH Business
BIM Cloud Service
 -Building Solution-

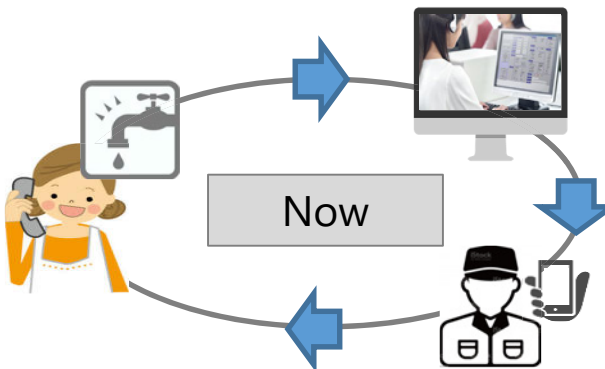


BIM CLOUD



LIFE CYCLE

H-M Business
CRM Cloud Service
 -Customer Solution-

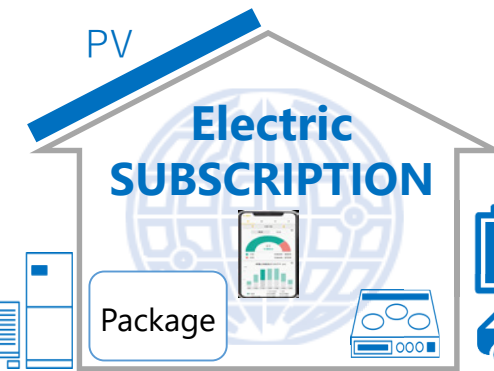
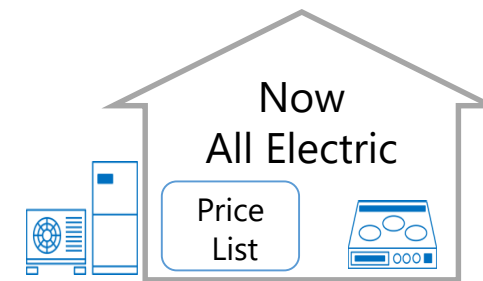


CRM CLOUD

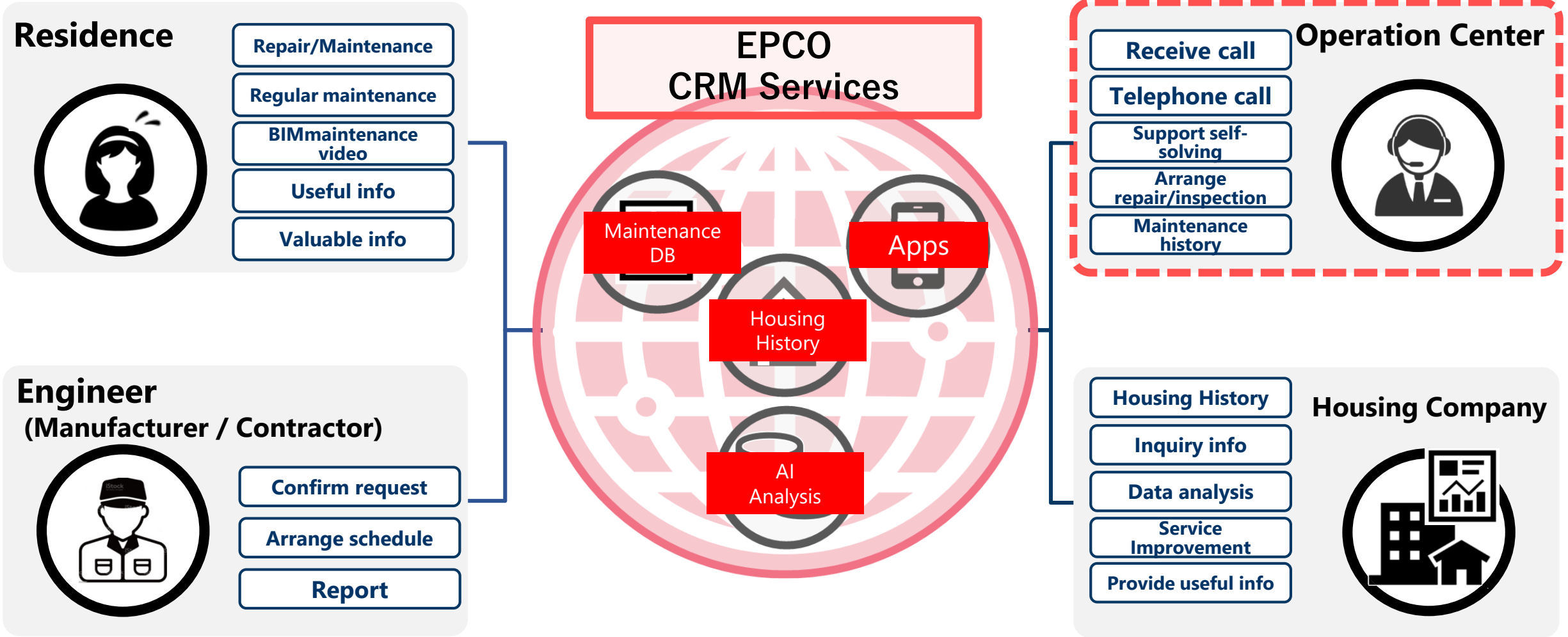


LIFE CYCLE

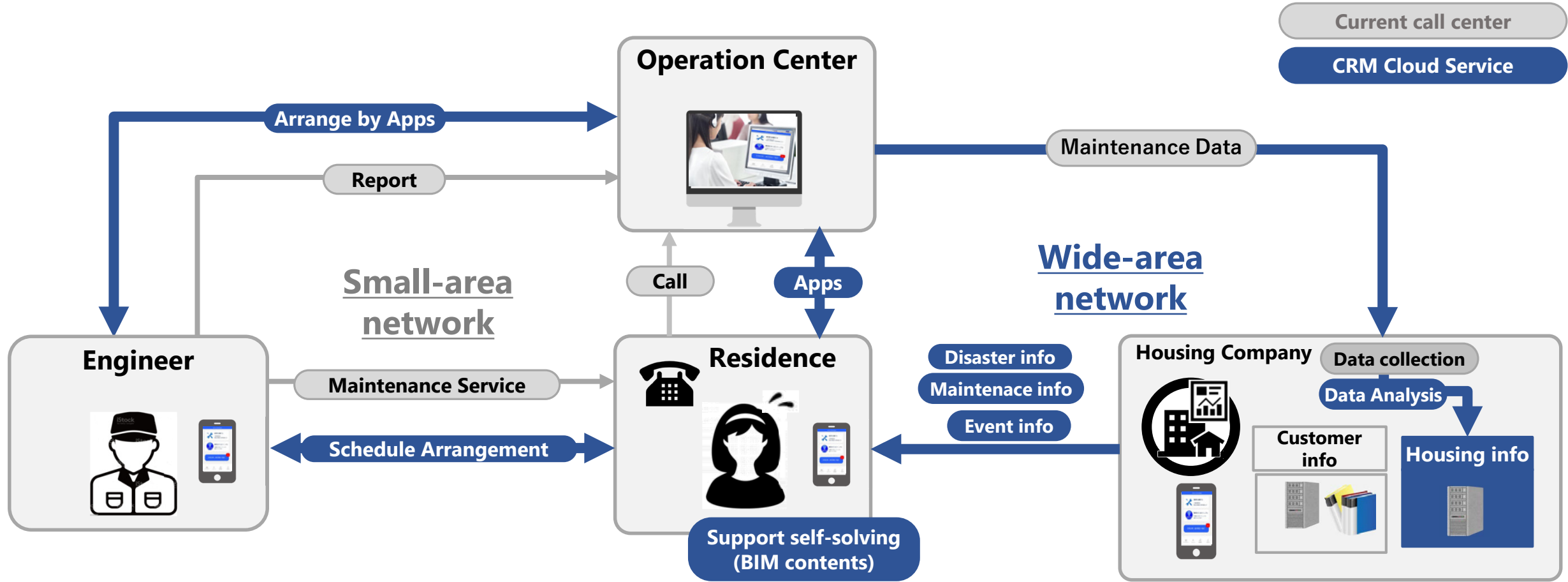
E-Saving Business
Electric Subscription Service
 -Environmental Solution-



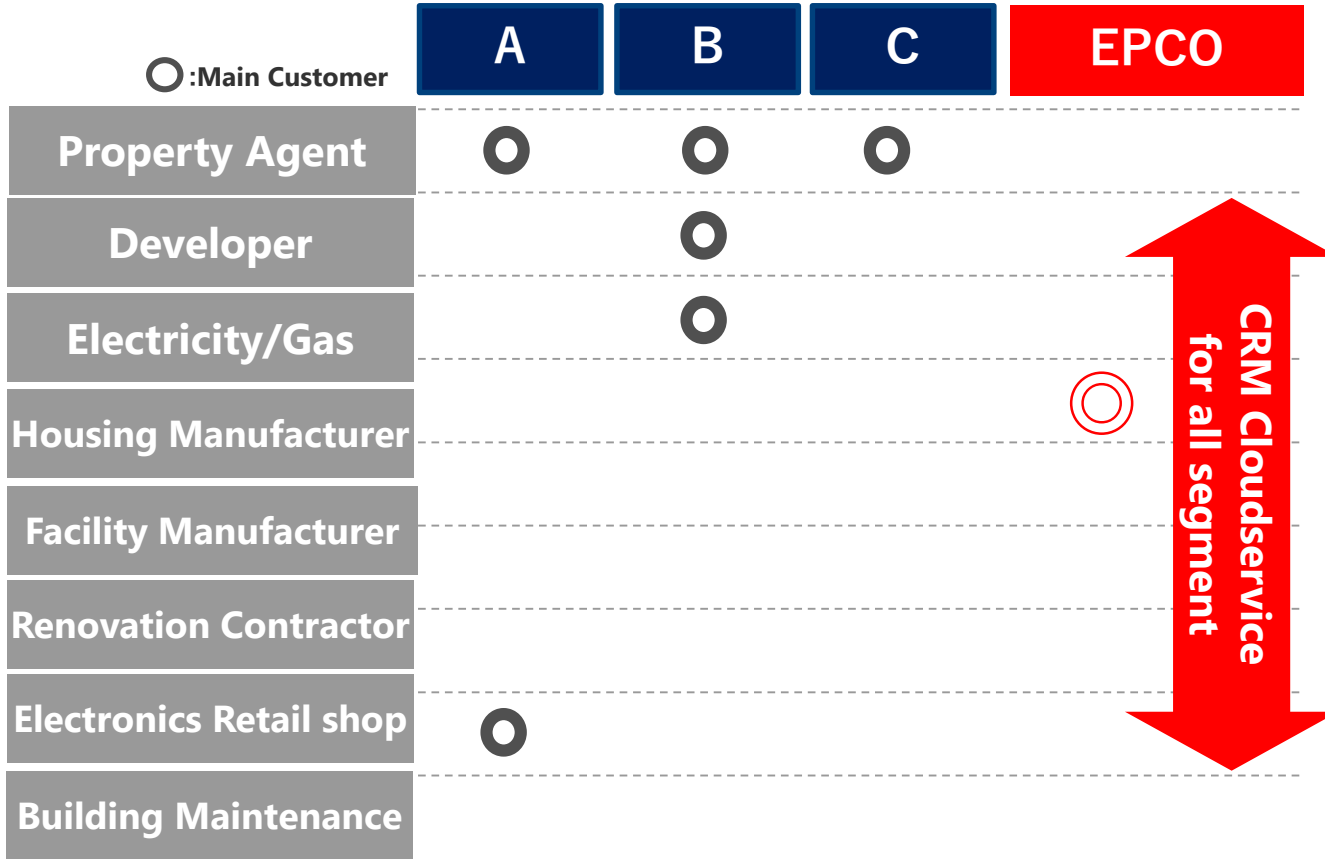
■ CRM Cloud Service is platform to share housing related information



CRM Cloud service establish wide-area network with house related party for long term relationship to share housing information.

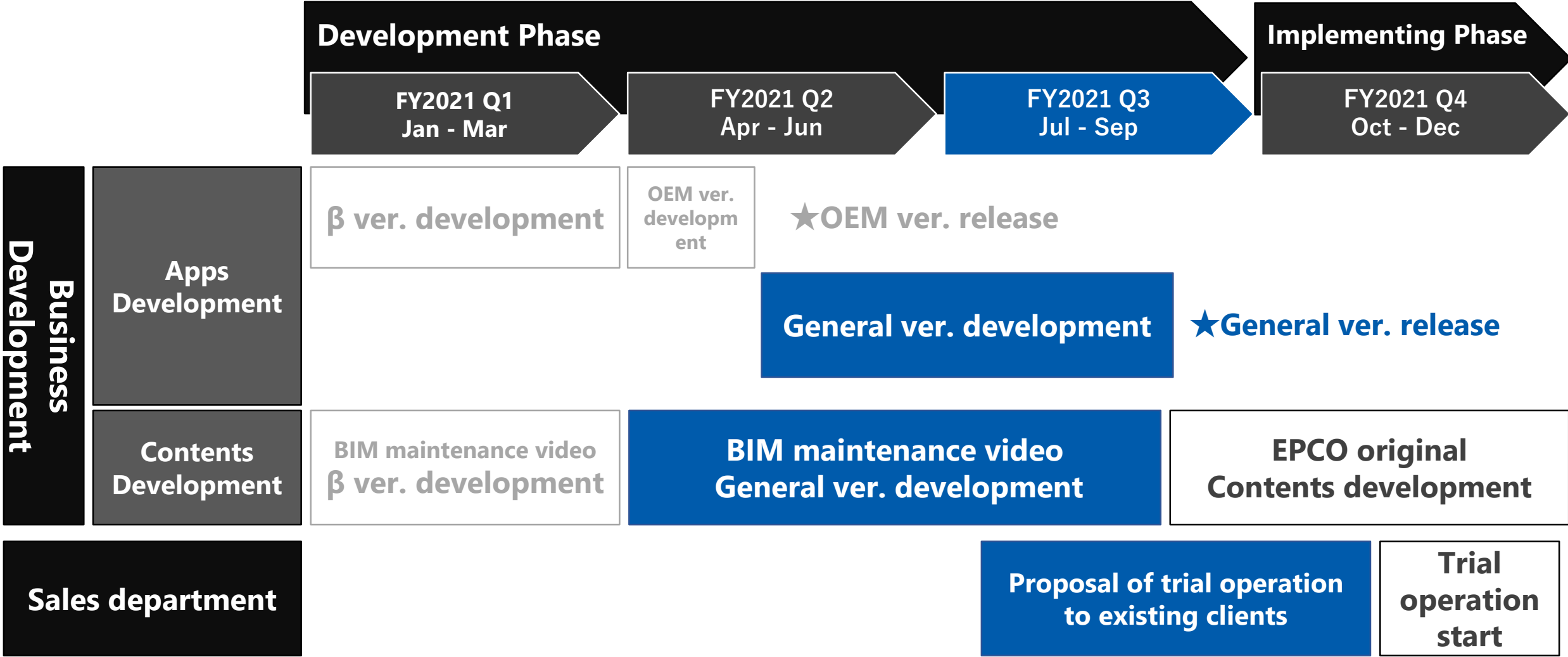


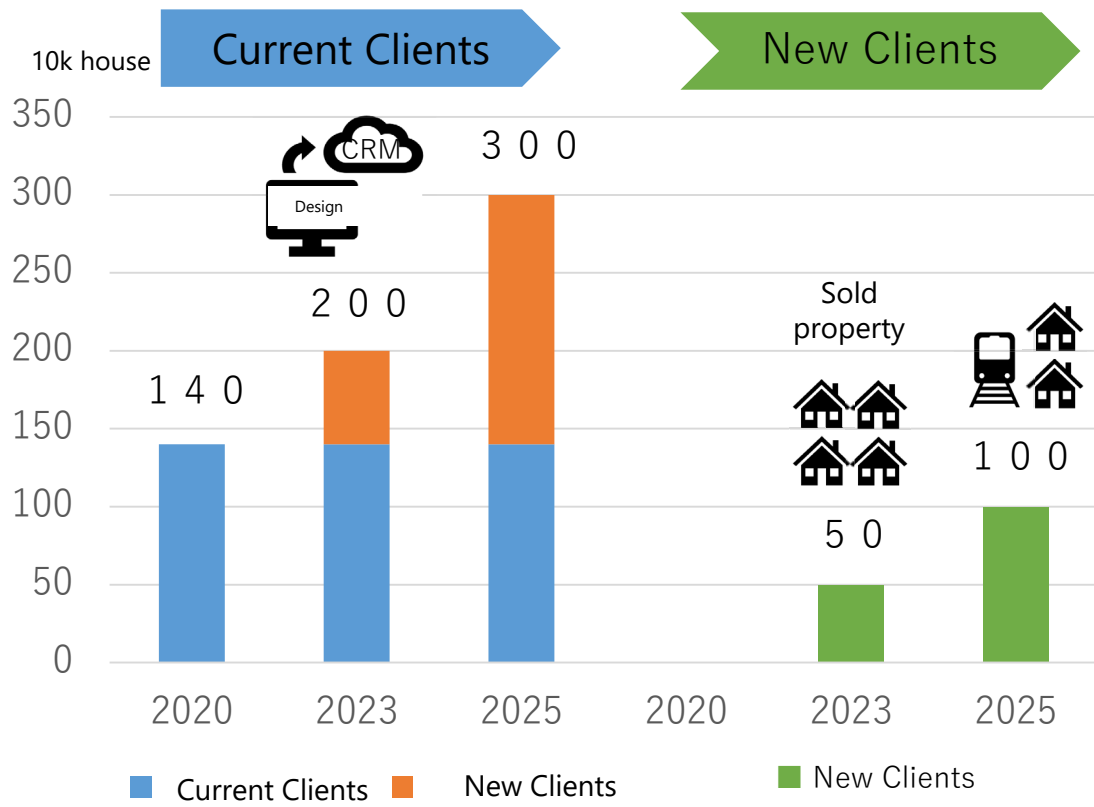
Business area of related party



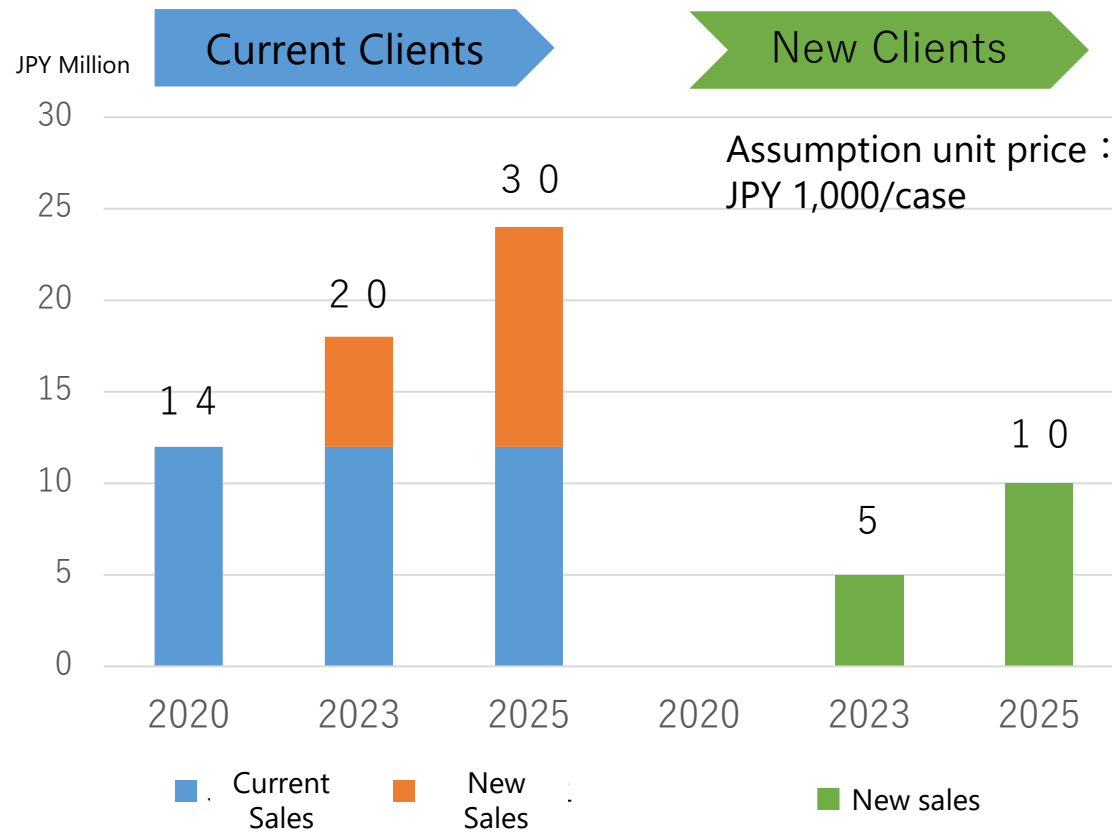
Concepts : maintenance assist · guarantee to assist is the key of their business

| Company | Sales JPY | Customer | Service | Type |
|----------|----------------|-------------------------|--|----------------|
| A | 70 Mil. | 200 mil members | -BPO -Emergency Maintenance Service | •B2B2C •B2C |
| B | 50 Mil. | 440 mil houses | -Emergency Maintenance Service -Building Facility Inspection -Renovation | •B2B2C |
| C | 22 Mil. | 60 mil customers | -Emergency Maintenance Service -Call center service | •B2B2C |



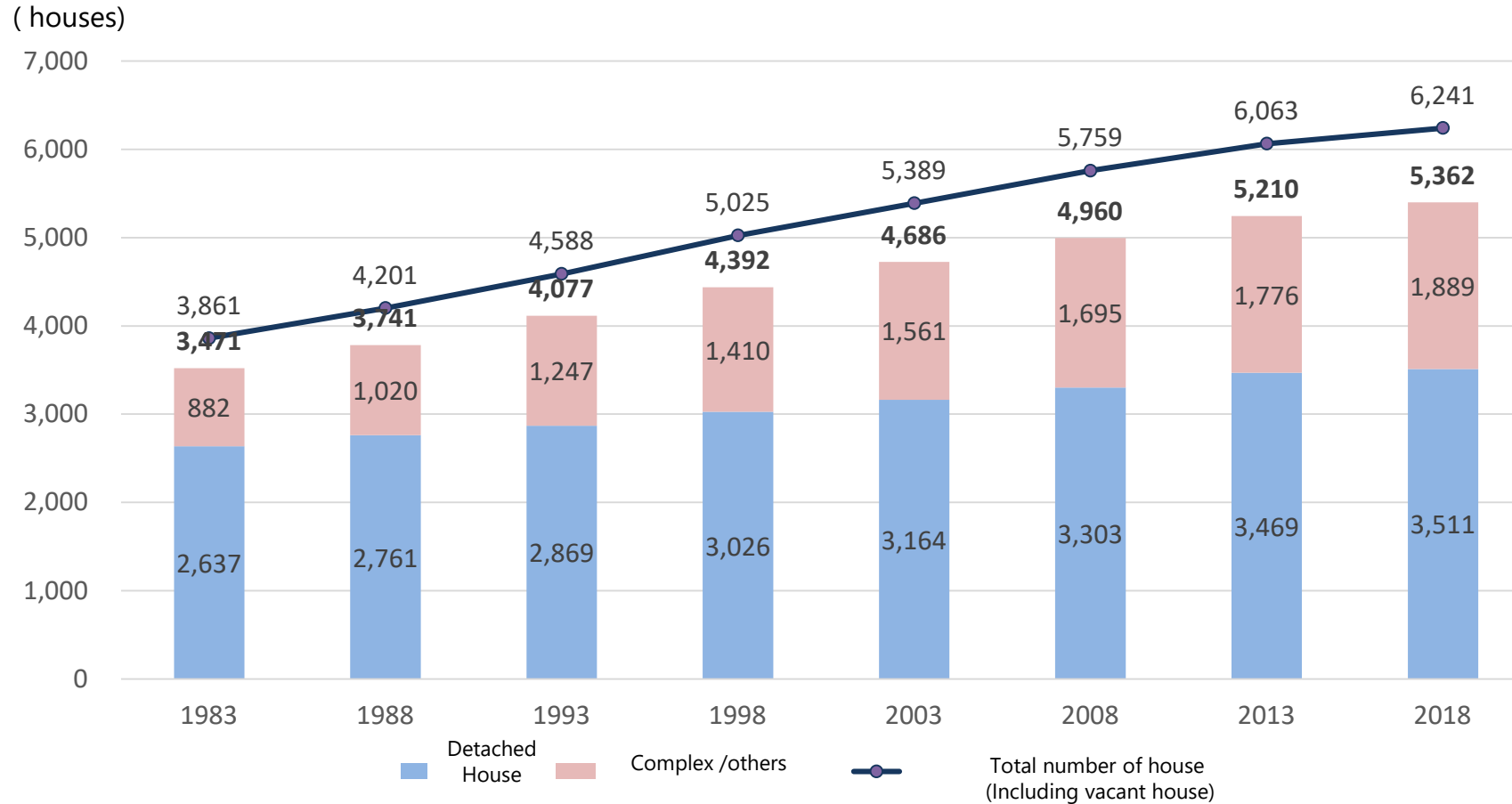


Numbers of clients



Sales

- Numbers of house expect vacant house is about 5,400. Both detached house and complex are increasing year by year.
- Total Addressable Market of CRM service (Maintenance) is 650 million JPY
(5,400 houses x JPY1,200/case/year)



Source : Ministry of Land, Infrastructure, Transport and Tourism 「Residence/Land statistics」 Compiled related data

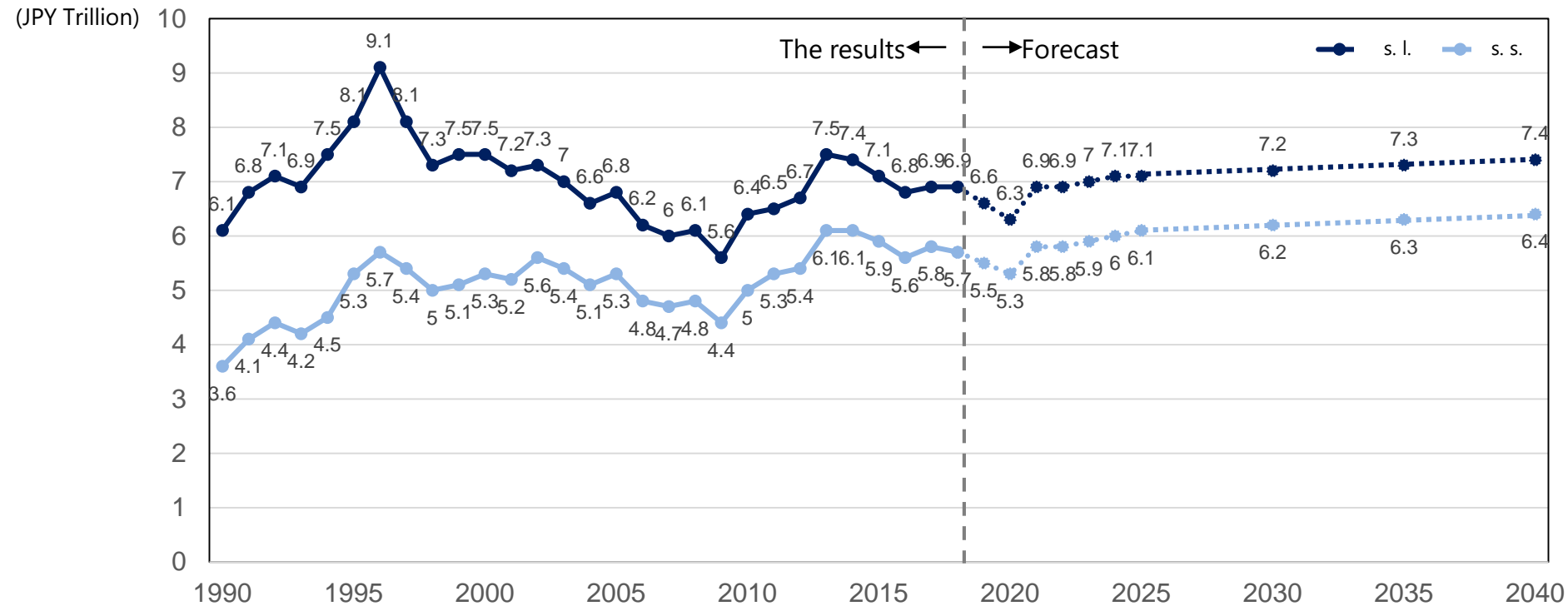
- 「Detached House」 : Single housing
- 「Complex and others」 : 「Number of residence and the building except residence but people reside」 minus 「Detached House」

- Renovation market size was 6.9 trillion JPY (5.7 trillion JPY in a narrow sense) in 2018. It become smaller due to consumption tax increase and COVID-19 pandemic, expecting to recover after 2021.

The results of renovation market (till 2018) and Forecast

s. l. 「Renovation market in a narrow sense」 + 「Renovation related consumer durables」

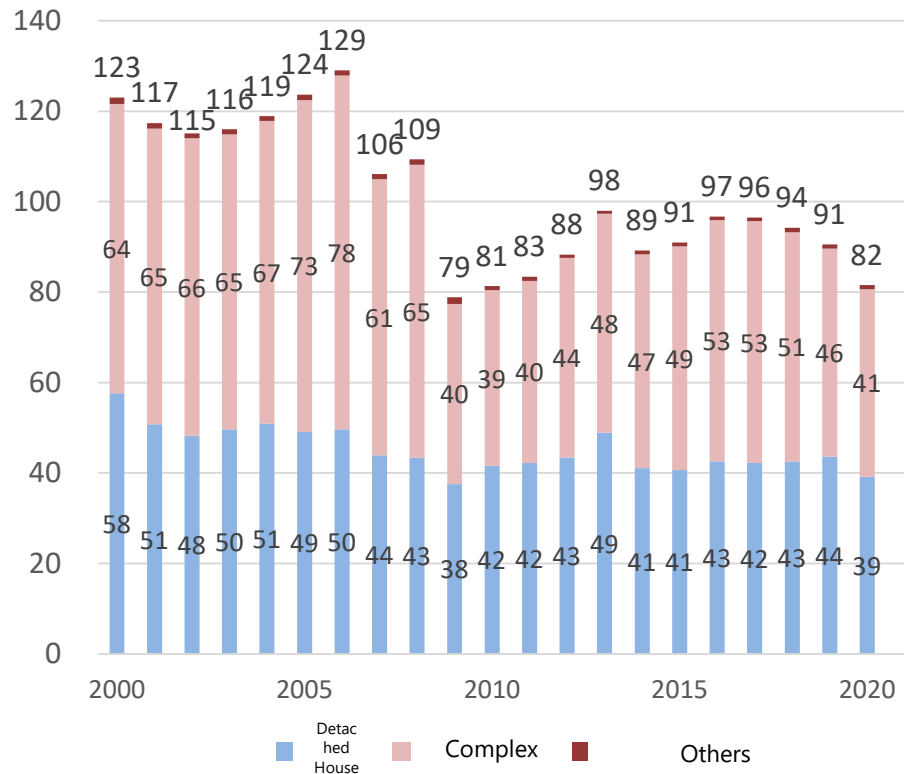
s. s. 「Renovation work on housing starts statistics」 + 「Repair and maintenance cost」



Source : NRI 「Housing renovation market」

- Number of new housing starts in 2020 is 82 mil. (NRI forecast is 63 mil. In 2030, 41mil. In 2040)

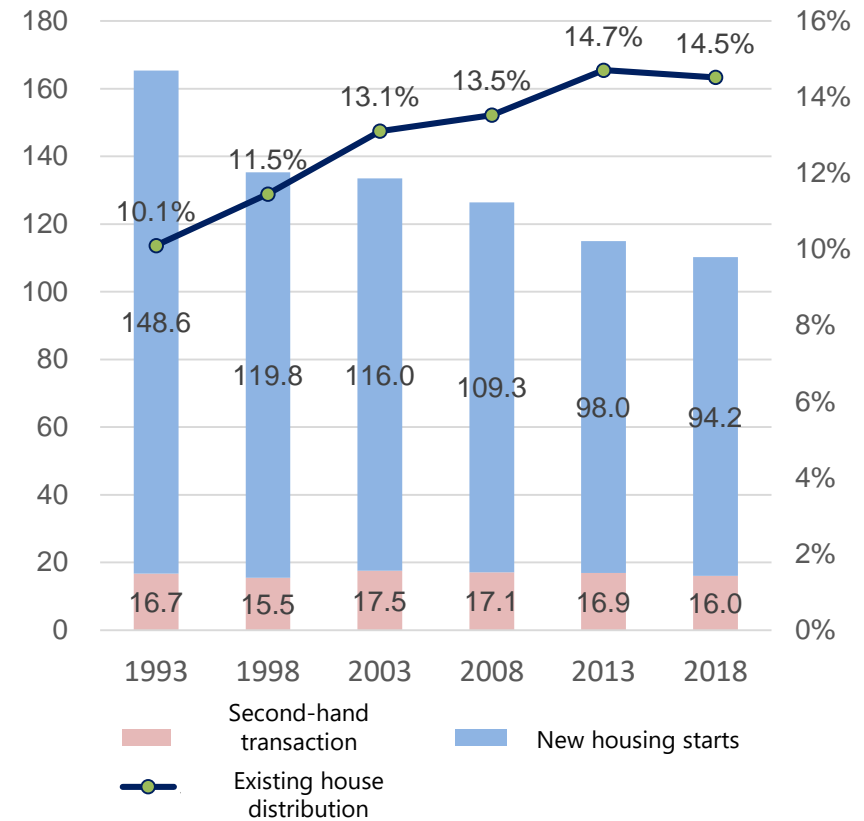
Number of new housing starts



Source : Ministry of Land, Infrastructure, Transport and Tourism
「House starts statistics」 NRI 「Issues of housing market in 2040」

- Second-hand house transaction is increasing in housing trade market

Housing Trade Market

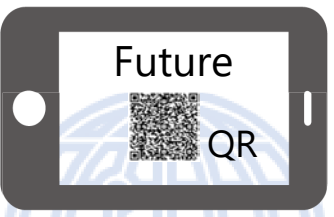
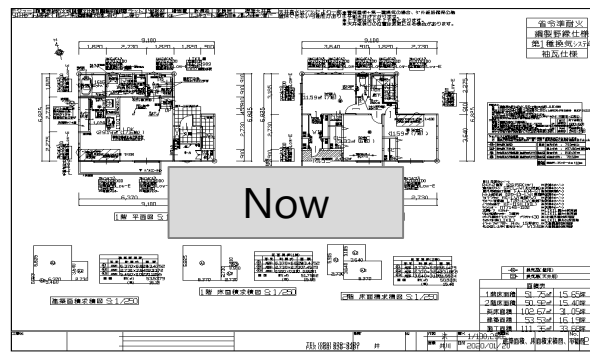


Source : Japan Housing Finance Agency 「Survey of Flat 35 user」

Electric Subscription Service

D-TECH Business BIM Cloud Service -Building Solution-

LIFE CYCLE

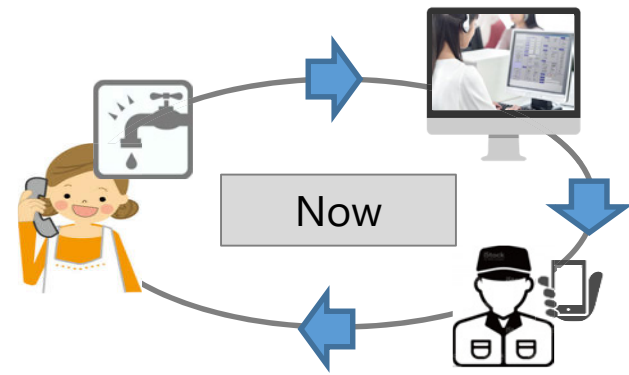


BIM CLOUD



H-M Business CRM Cloud Service -Customer Solution-

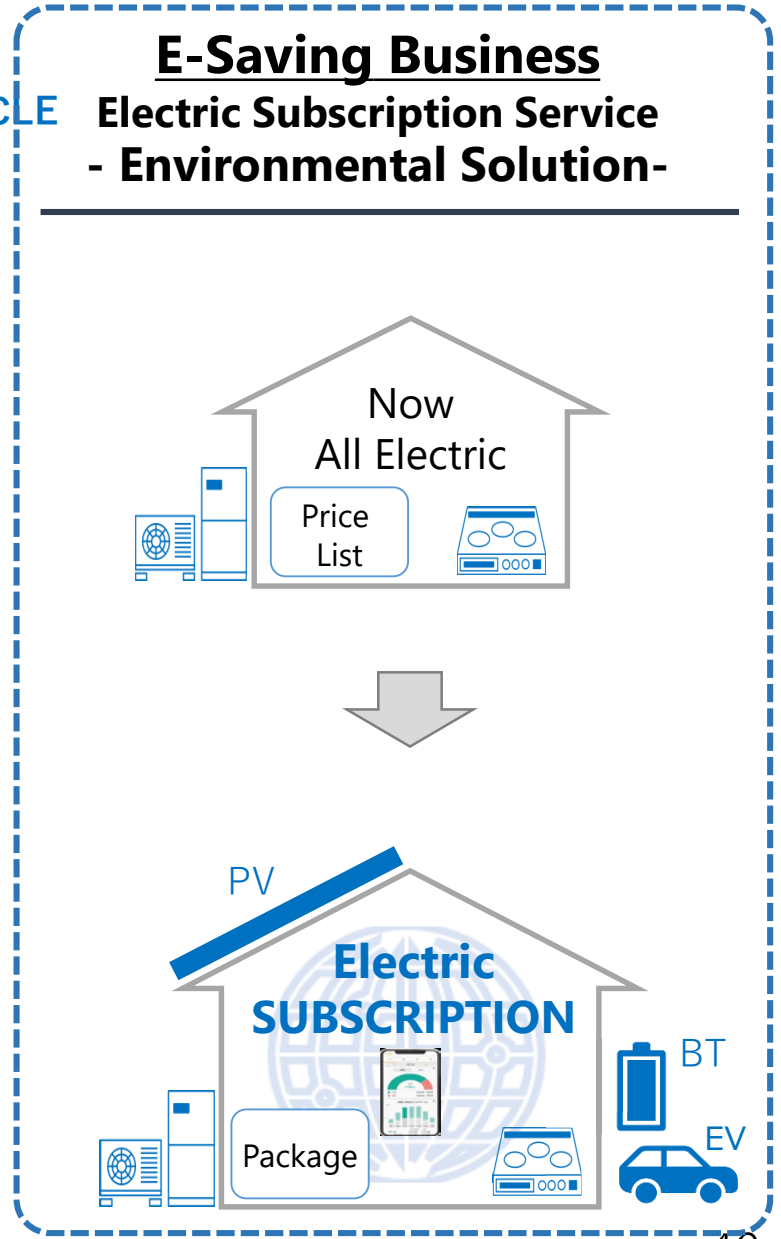
LIFE CYCLE

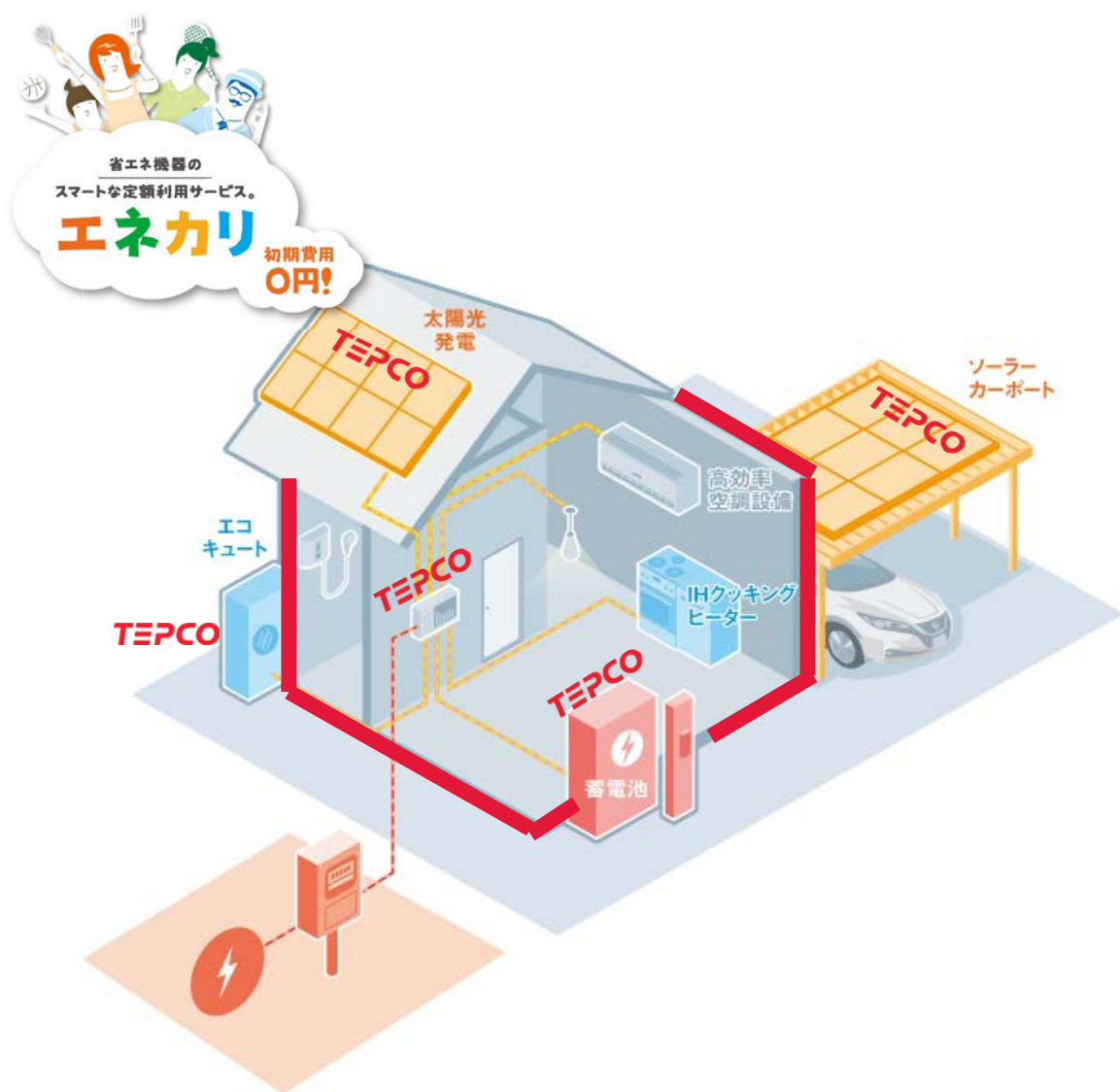


CRM CLOUD



E-Saving Business Electric Subscription Service - Environmental Solution-



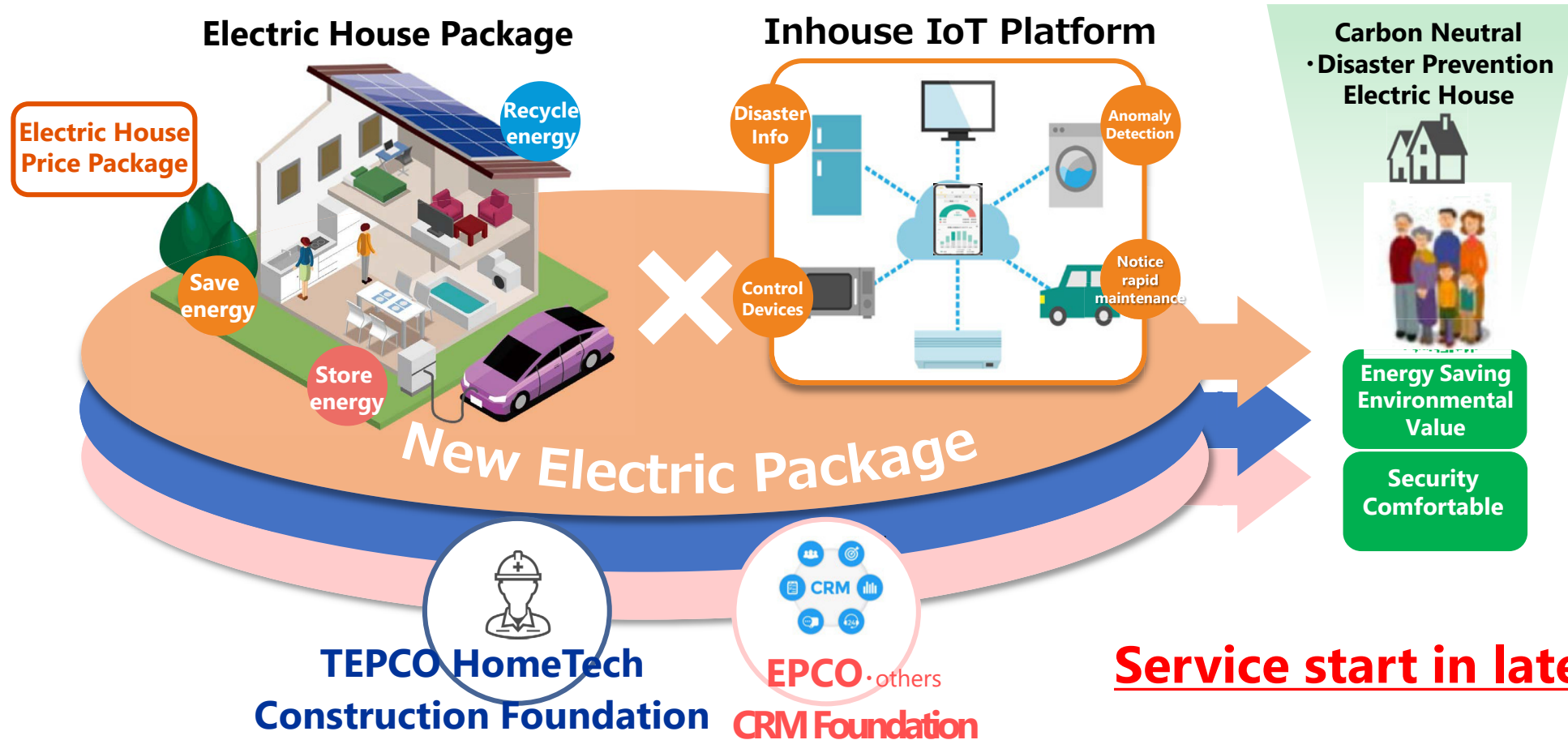


New electric package will start in late of 2021

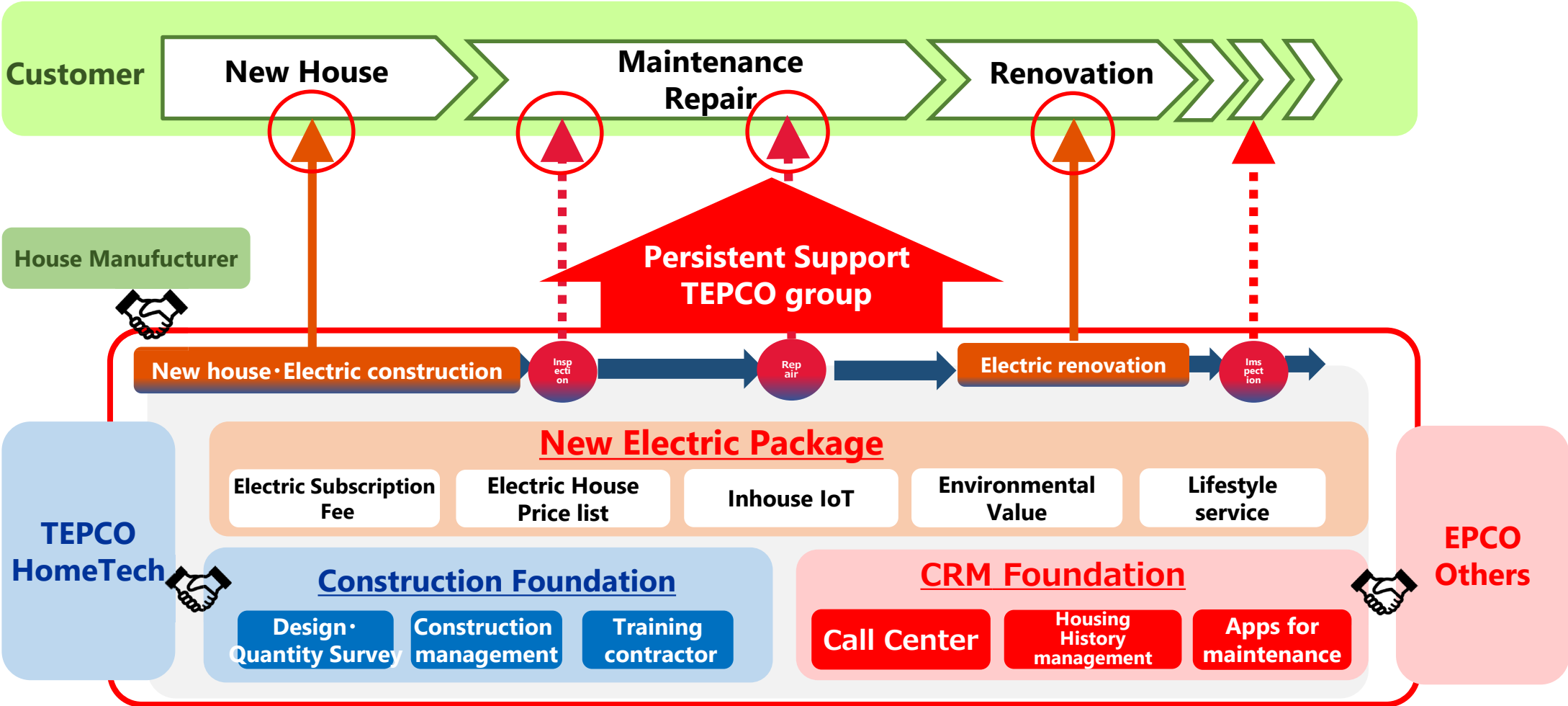


| TEPCO HomeTech | 1 st half of 2021 Results and plan | 2 nd half of 2021 Plan |
|--------------------------|---|-----------------------------------|
| Whole Planning | | |
| BtoBtoC (HM/Distributor) | | |
| BtoC (TEPCO G) | | |
| Direct Sales (WEB) | | |
| Order to ENE`s | | |

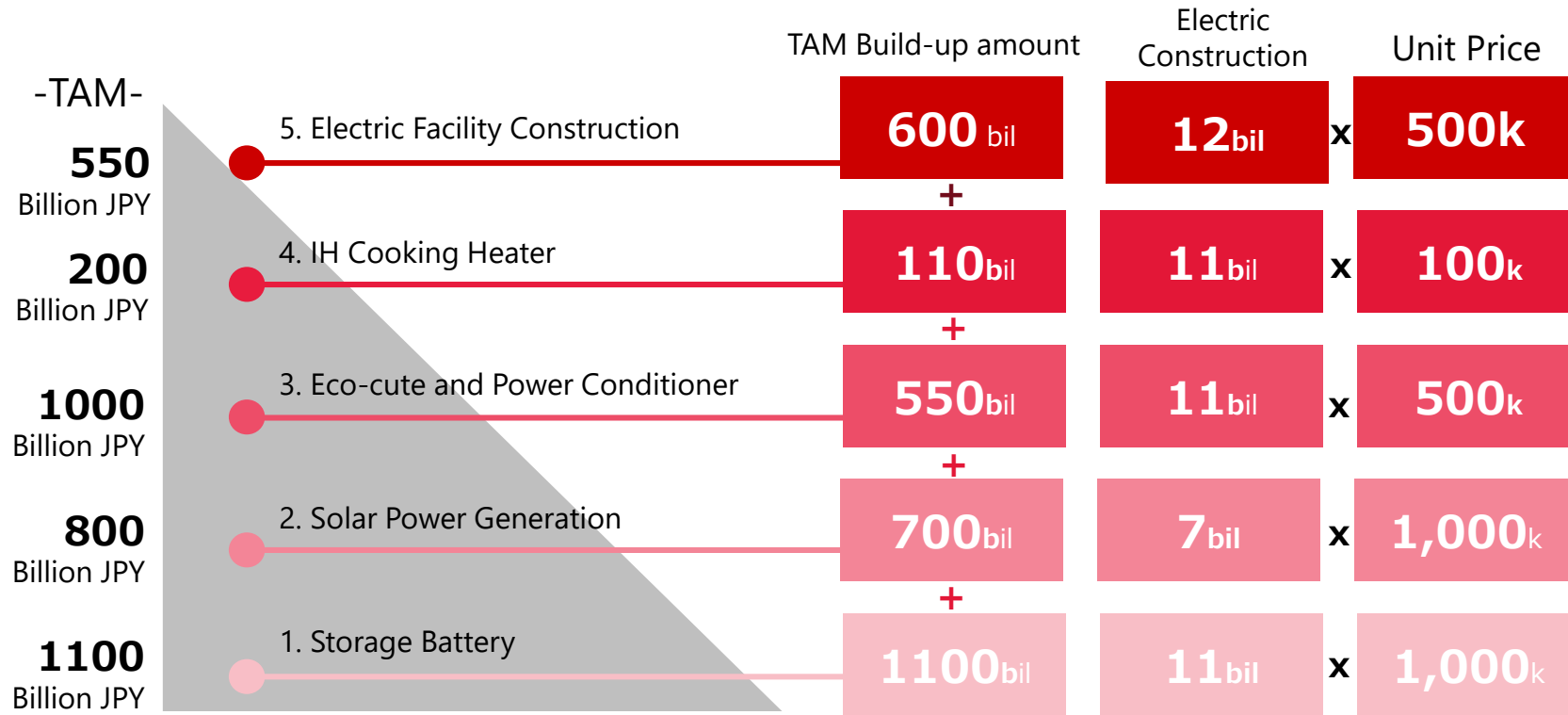
Tokyo Electric Power Company provide "New Electric Package" to contribute Carbon Neutral and Disaster Prevention



Apply new electric package to any stage of house life cycle



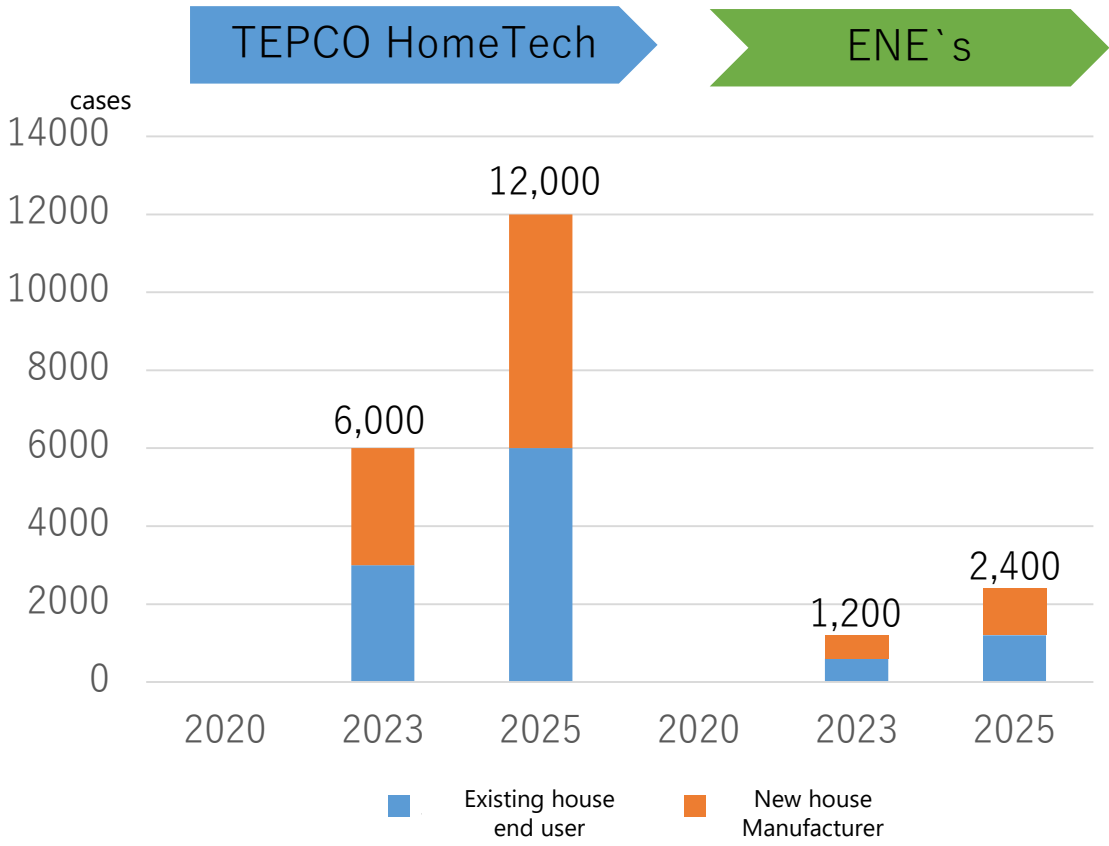
TAM in Electric House Market : Approx. 3,060 Million JPY (TEPCO service area)



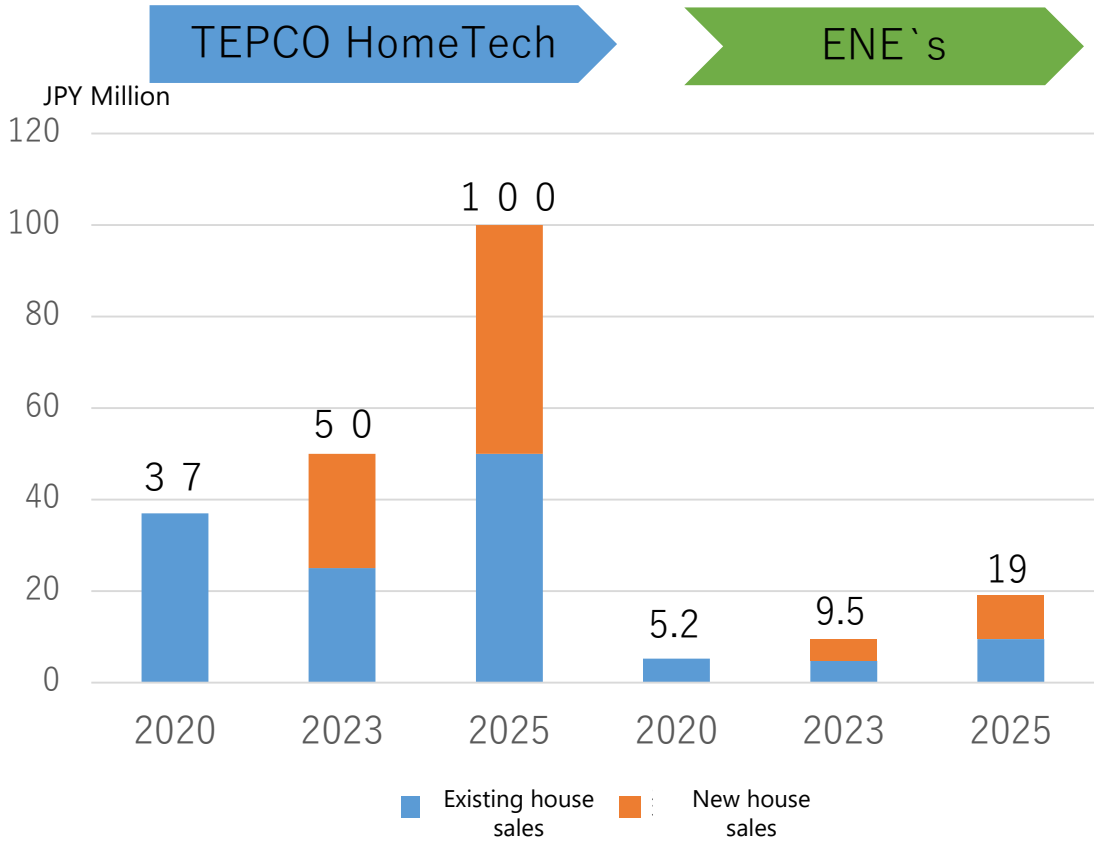
Basis of calculation of electric house business

- 1.Storage Battery :Forecast 27K houses in all over Japan in 2025 x TEPCO Service area 40% of share
- 2.Solar Power Generation :Forecast 18K houses in 2025 x TEPCO service area 40% of share
- 3. ECOCUTE+4.IH : The goal of expanding electric house is 27K(new/existing) in 2025 x TEPCO service area 40% of share

TAM : Total Addressable Market

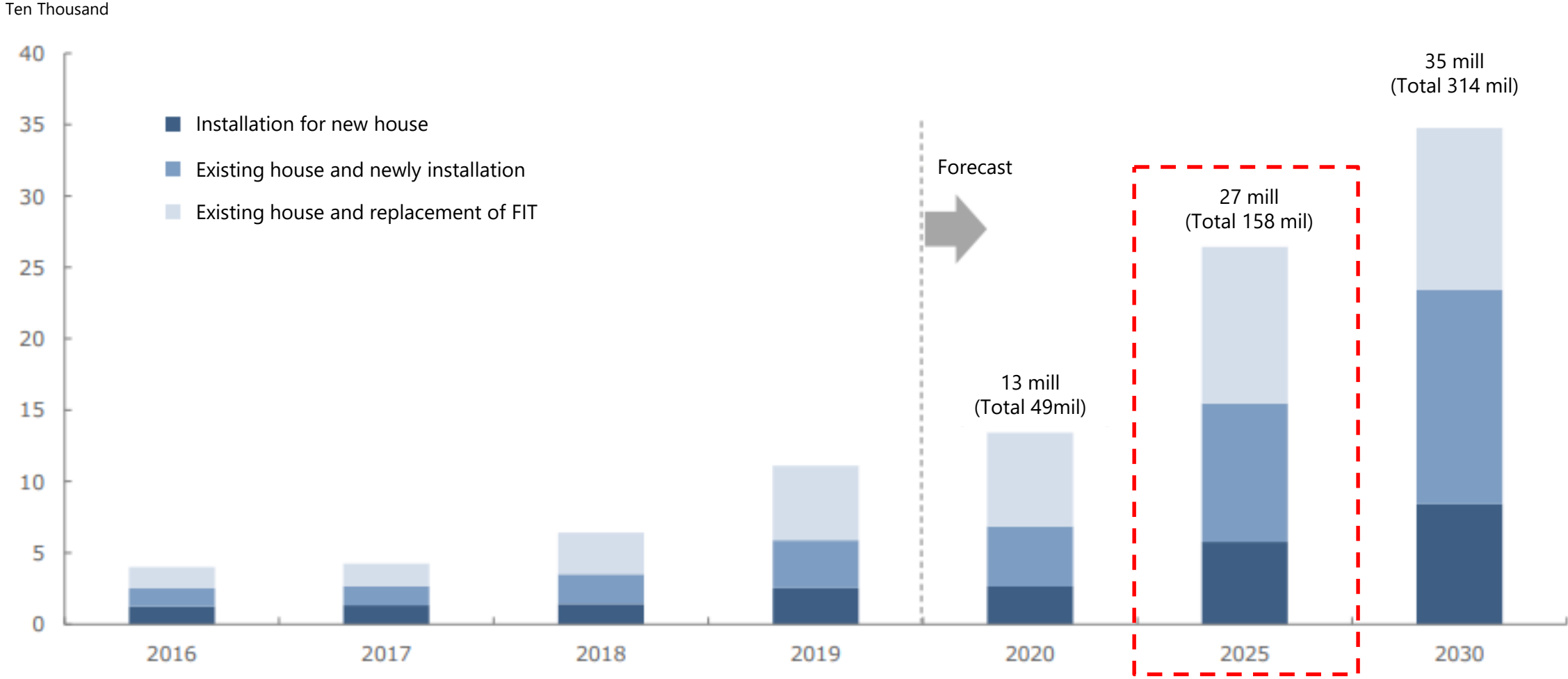


Construction cases



Sales

The results and forecast of installation number of storage batter for residence



Source Mitsubishi Res. Inst. And Fuji Keizai Co., Ltd
https://www.meti.go.jp/shingikai/energy_environment/storage_system/pdf/003_04_00.pdf

<注目市場>

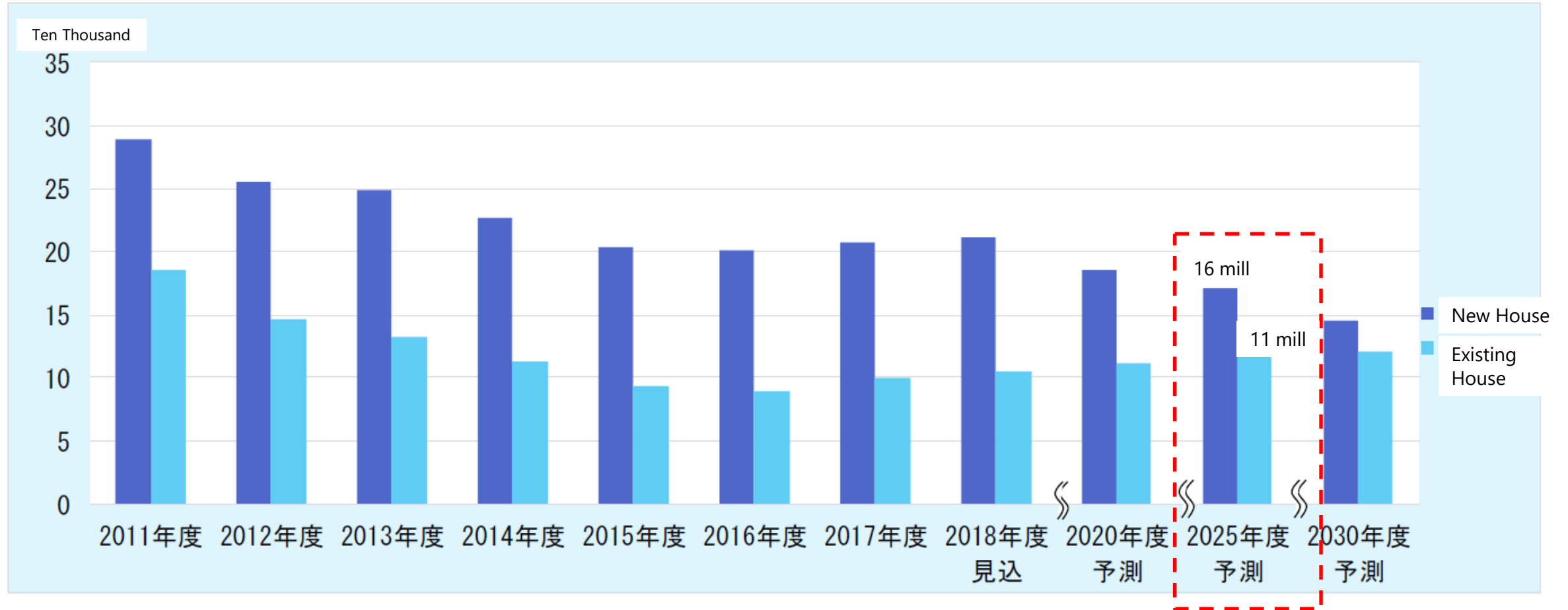
■ Number of house installed solar power generation system and number of house which ending FIT extra power purchase service



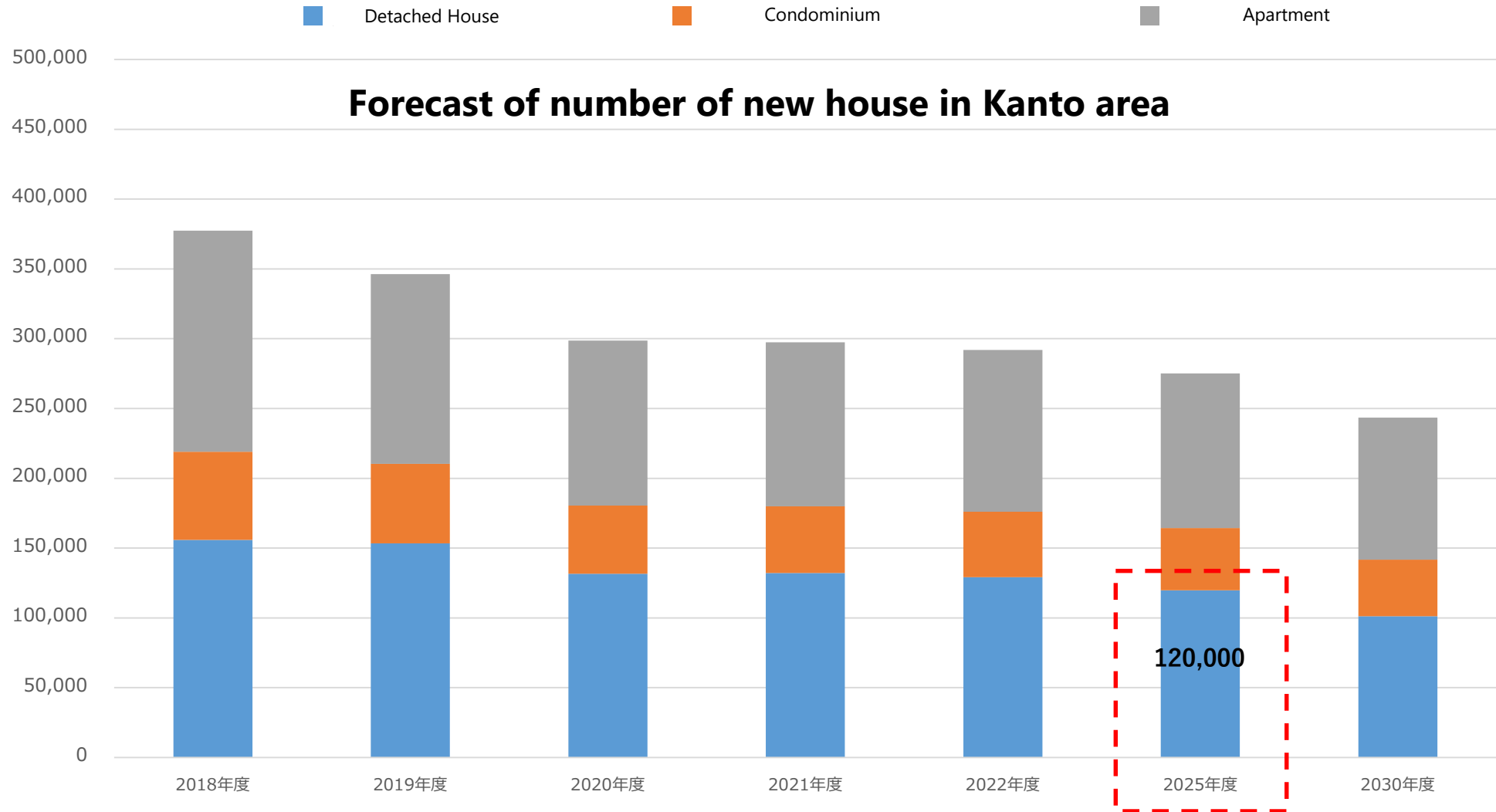
Source: Fuji Keizai "2018 Edition Residential Energy / Service / Related Equipment Area Spread Forecast Survey"
https://www.nikkei.com/article/DGXLRSP494901_S8A101C1000000/

■ All Electric House number transition

***All electric house means installed EcoCute and IH both**



Source Fuji Keizai Co., Ltd
https://www.nikkei.com/article/DGXLRSP494901_S8A101C1000000/



*Fuji Keizai Co., Ltd 「Market research of building, devises and services on each aspect 2020」

■ Revised Act on Promotion of Global Warming Countermeasures has executed

Make action of local government body or corporation for decarbonization visually to compare implementing of sustainable energy or reduce effort.

■ Solar power generating cost will be cheapest ever

Ministry of Economy, Trade and Industry calculated the cost of solar power generation will be JPY 8-11/1kwh in 2030. It is cheaper than nuclear power generation as nearly JPY12.

■ Ministry of Land, Infrastructure, Transport and Tourism, Ministry of Economy, Trade and Industry and Ministry of the environment announced control strategy of house and building to make decarbonization society possible.

All public building will be installed solar power generation system , and all new house is mandatory to install energy saving facilities and adopt energy saving performance label system for trading building and rent them out.

■ Aim to reduce 66% of greenhouse gas emission in household

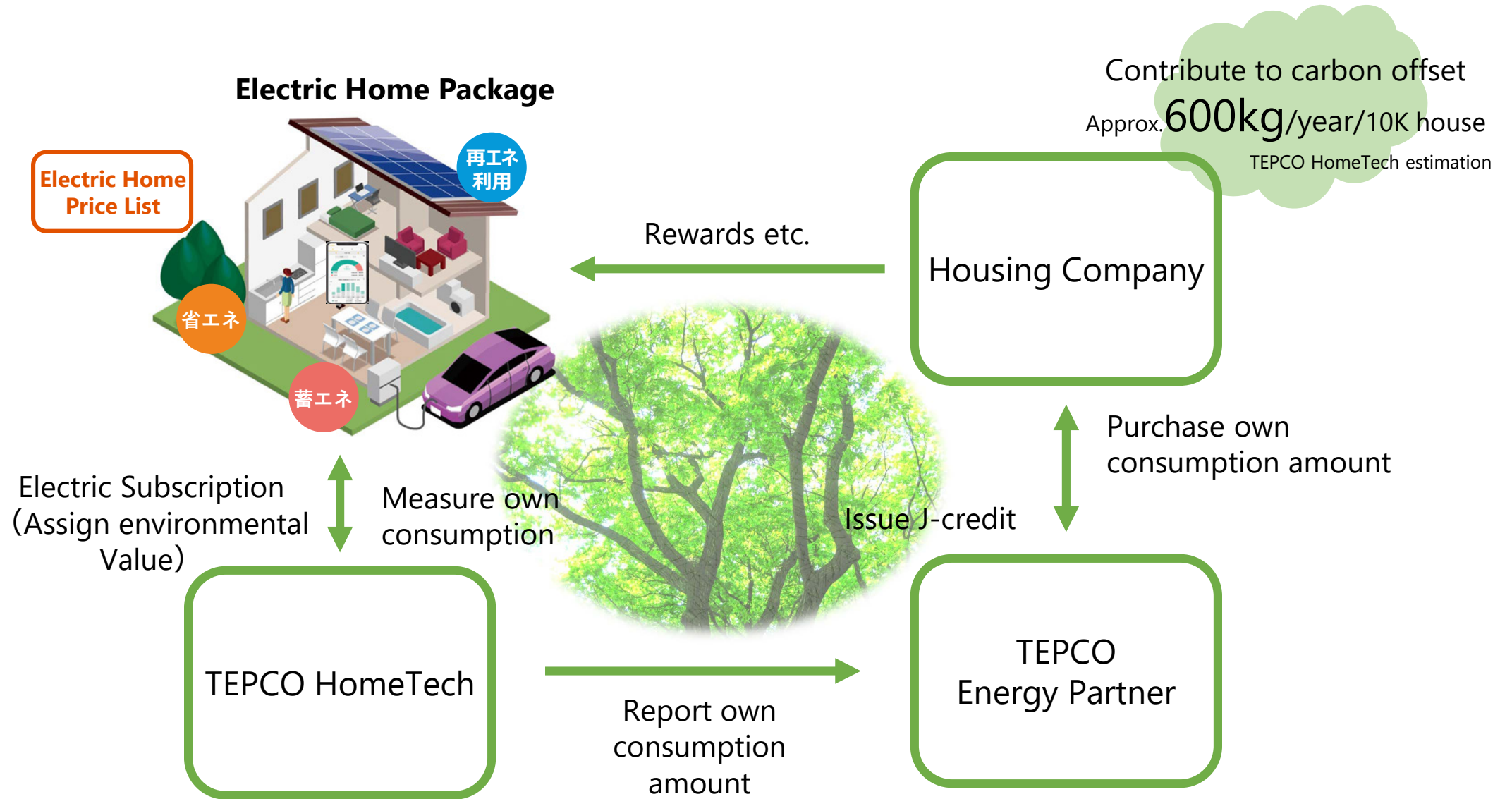
The reduce goal is 46% in 2030 compare with 2013.

Breakdown is implementing huge amount of sustainable energy (Mainly Solar power generation) to reduce 66% in household, 37% in industry.

■ Local government body paying subsidiary aid for electric subscription

Ministry of Economy, Trade and Industry, Ministry of the Environment, Tokyo, Kanagawa, Gunma, Yamanashi, Kyoto, Sapporo-city, Fuji-city etc.





INDEX

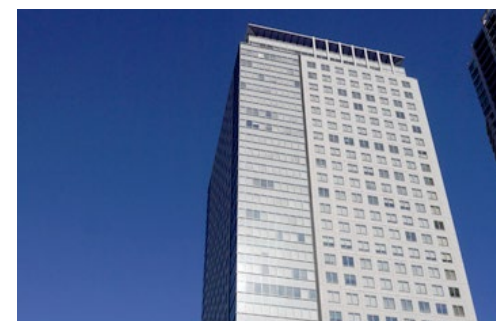
01. FY2021 Q2 Results
02. Mid-term Business Plan Progress
03. **Appendix**

| | |
|----------------------------|--|
| Company name | EPCO Co., Ltd. |
| Head office | 12 th Floor of OLINAS Tower, 4-1-3 Taihei, Sumida-ku, Tokyo, 130-0012 Japan |
| Stock code | 2311 (First Section of the Tokyo Stock Exchange) |
| Establishment | April 12, 1990 |
| Capital stock | 87 million yen |
| Number of employees | 473 (Consolidated:753) Including temporary employees, and dispatched workers *As of the end of December 2020 |
| Directors | Yoshiyuki Iwasaki, Representative Director and Group CEO Shinichiro Yoshihara, Representative Director and CFO Tohru Miyano, Director Satomi Katsumata, Outside Director (Audit and Supervisory Board Member) Katsukane Mizushima, Outside Director (Audit and Supervisory Board Member) Takuo Akino, Outside Director (Audit and Supervisory Board Member) |
| Executive Officers | Yang Chao, Executive Officer Takatsugu Urayama, Executive Officer Kim Jungheon, Executive Officer |

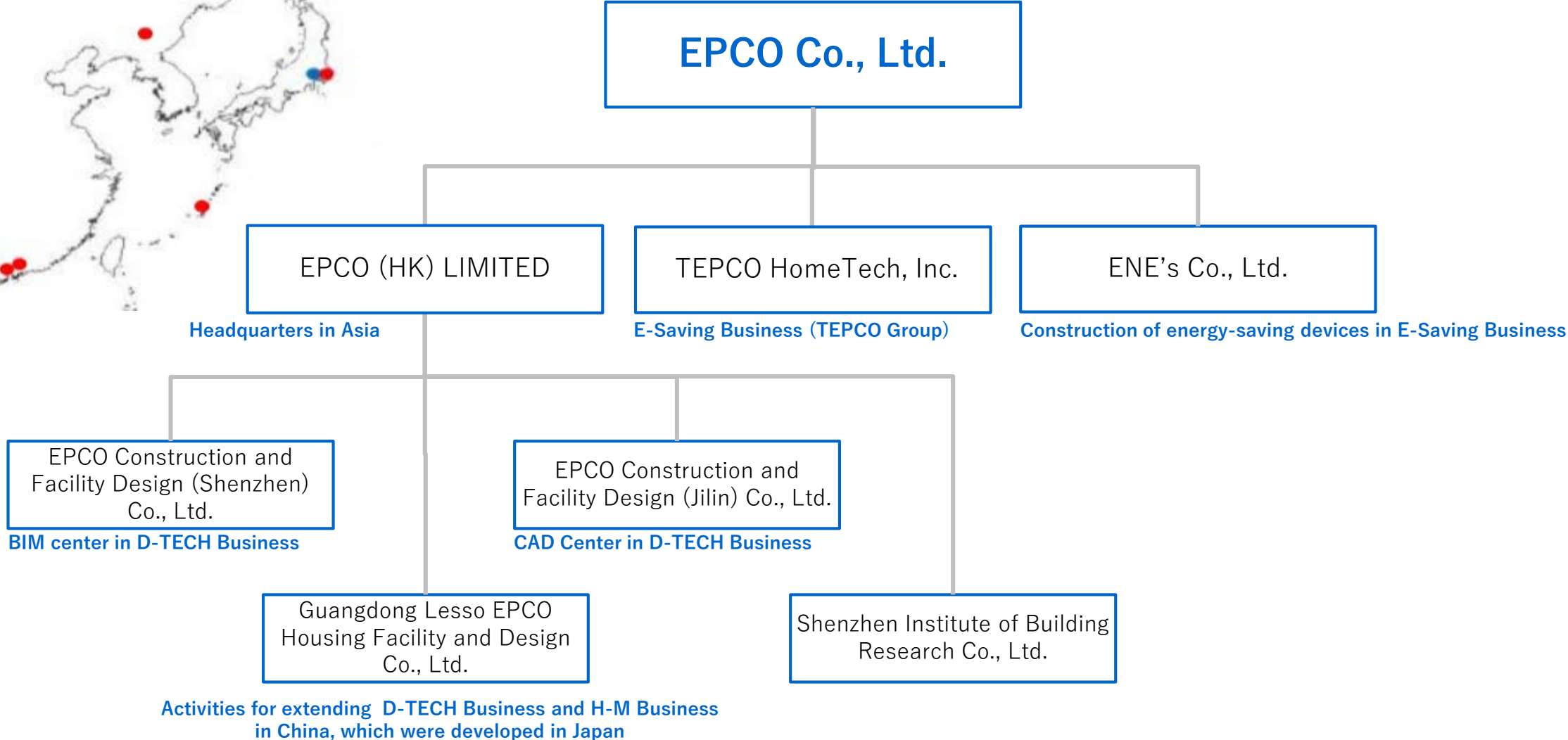
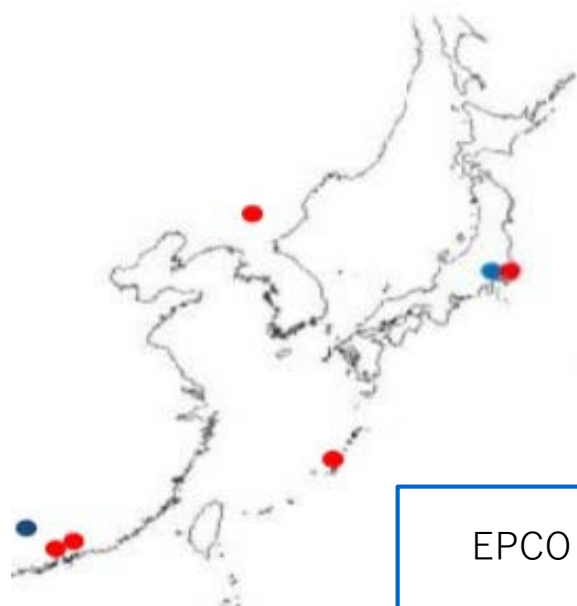


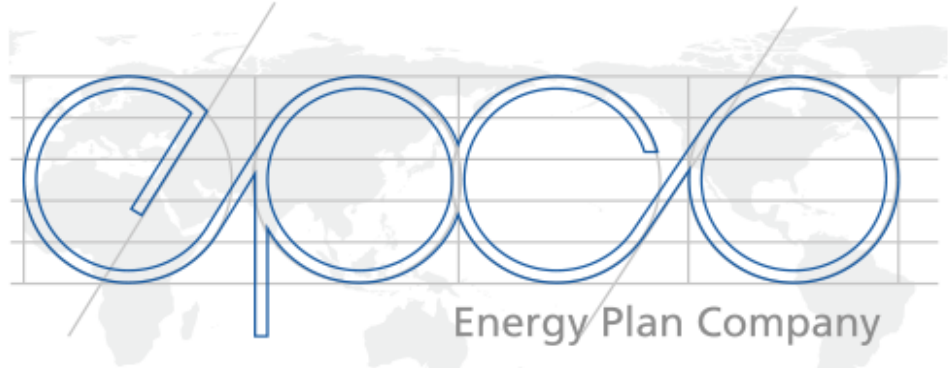
Representative Director and Group CEO

岩崎 辰之



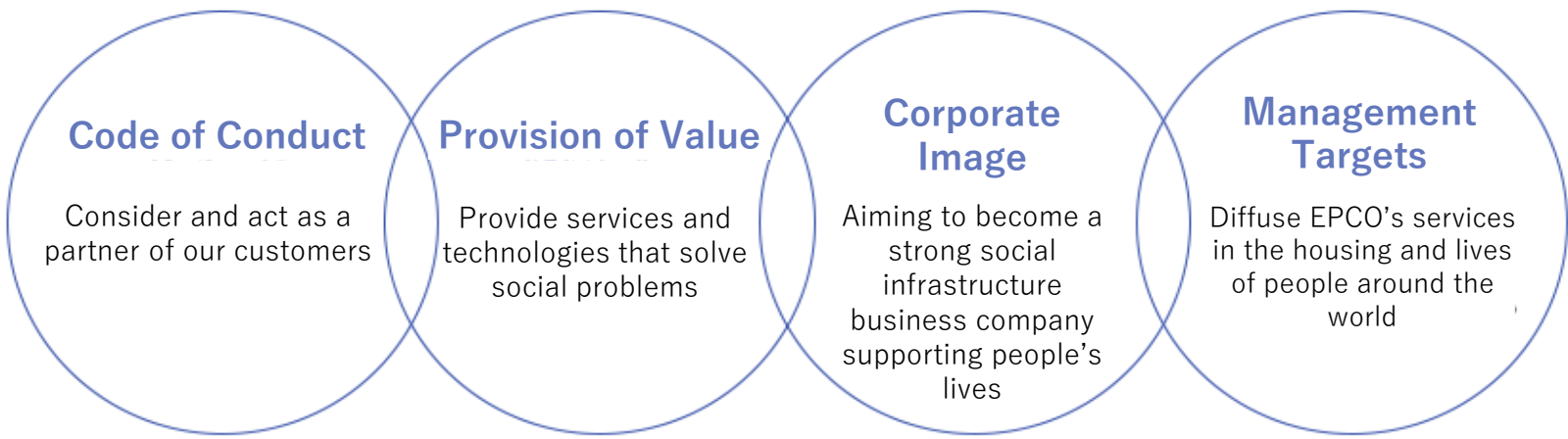
Head Office (Taihei, Sumida-ku, Tokyo)







Energy Plan Company

**We pursue the well-being of passionate employees and their families working in the EPCO Group.
The EPCO Group's objective is to contribute to the lives of citizens by solving social problems.
The EPCO Group aims to be an infrastructure company that supports the housing and lives of people around the world.**



| | Theme | Outline | Our Major Activities | SDGs |
|-------------|--|---|--|---|
| Environment | Environmental conservation through business activities | Reduction of industrial waste through prefabrication | <ul style="list-style-type: none"> Reduction of scrap materials through prefabrication of materials through 3D BIM design of housing equipment Reducing waste by simplified packing of materials |  |
| | | Realization of a decarbonized society through energy-saving construction work | <ul style="list-style-type: none"> To reduce CO₂ emissions by installing energy-saving devices such as solar panels and storage batteries Contributing to the spread of energy-saving devices with no initial cost and a flat-rate service | |
| | Reduction of environmental burdens | Reduction of printed matter through IT | <ul style="list-style-type: none"> Reduction of printed materials through adopting cloud services and paperless design drawings using IT | |
| Society | Residents | Relationships with residents in housing | <ul style="list-style-type: none"> Contributing to the maintenance and improvement of the residential environment through CRM service (after-sales maintenance) for housing in general Contributing to the creation of a sustainable home through AI analysis of big data on repair and housing history data |  |
| | Customers | Relationships with housing companies and other customers | <ul style="list-style-type: none"> To improve customer satisfaction by realizing low cost, high quality, and short turnaround time | |
| | Shareholders | Relationships with shareholders | <ul style="list-style-type: none"> To disclose information in a timely and appropriate manner (https://www.epco.co.jp/ir/) Aggressive and stable return to shareholders (https://www.epco.co.jp/ir/highlight.html) | |
| | Employees | Diversity development | <ul style="list-style-type: none"> Percentage of female employees in the EPCO: 47%, Ratio of foreign employees: 35% (As of the end of December 2020) | |
| | | Creating a safe and healthy workplace | <ul style="list-style-type: none"> Promoting health management (employee health management in cooperation with industrial doctors and external organizations) | |
| Governance | Corporate governance | Corporate governance system | <ul style="list-style-type: none"> A company with an audit committee, with a ratio of outside directors being 50% (3 out of 6). Corporate governance report (https://ssl4.eir-parts.net/doc/2311/ir_material6/138185/00.pdf) | |
| | Compliance | Compliance system | <ul style="list-style-type: none"> Establishment of the EPCO Group Code of Conduct and implementation of compliance education for employees Formulation of internal reporting systems | |
| | Security | Information security management | <ul style="list-style-type: none"> Establishment of an information security management system (acquisition of ISO27001 certification) | |
| | | Protection of personal information | <ul style="list-style-type: none"> Establishment of a personal information protection management system (acquisition of the Privacy Mark) | |

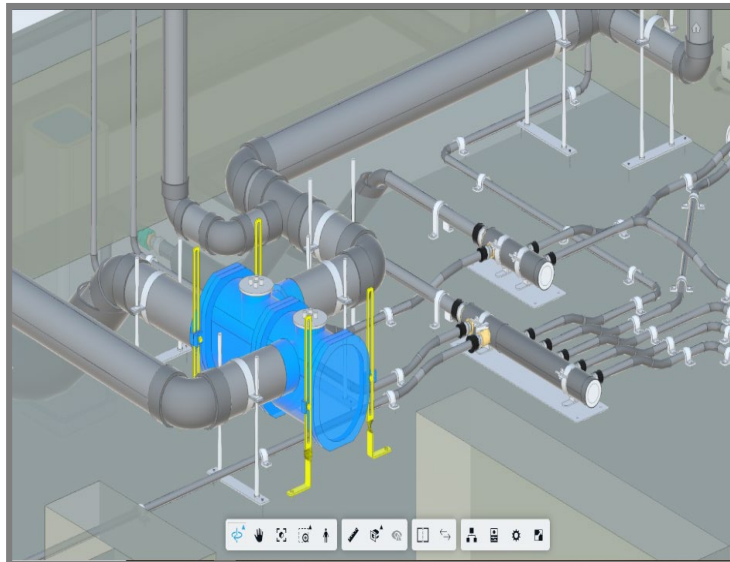
*SDGs (Sustainable Development Goals) were adopted by the United Nations General Assembly in 2015. They are composed of the 17 goals that the global community should pursue for sustainable development toward 2030.

Major activities to reduce industrial waste when constructing new houses

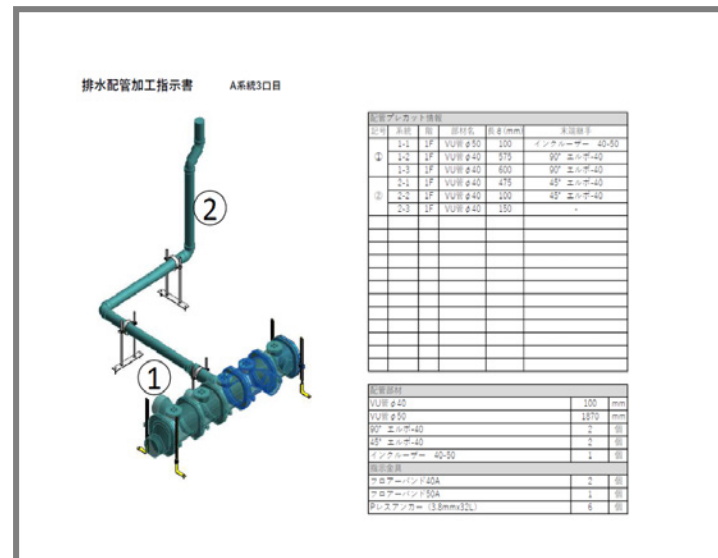
1. Sorting and recycling activities: a. Recycling of scrap materials
2. Reduction activities: a. Prefabrication, b. Simple packaging

EPCO's 3D BIM design makes it possible to visualize complex shapes of buildings and pipes. The materials used in construction can be prefabricated in the factory in advance, and waste from scrap materials and packing materials can be reduced.

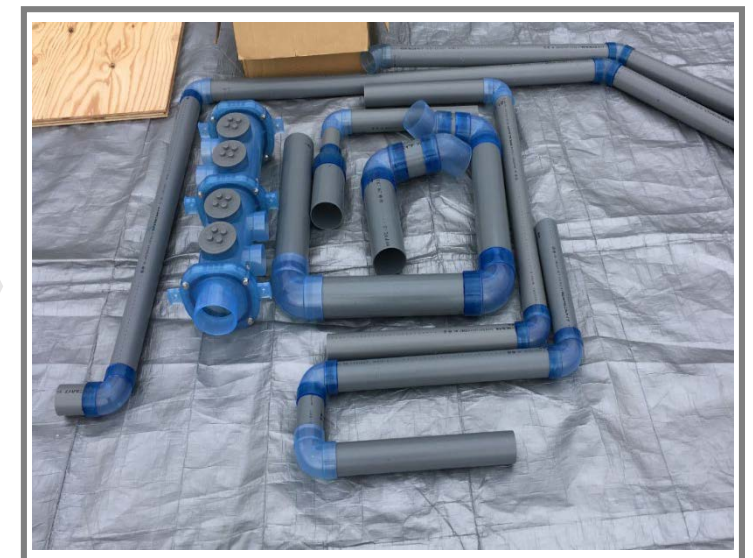
3D design by BIM



Prefabrication processing diagram based on BIM



Prefabrication process at factory

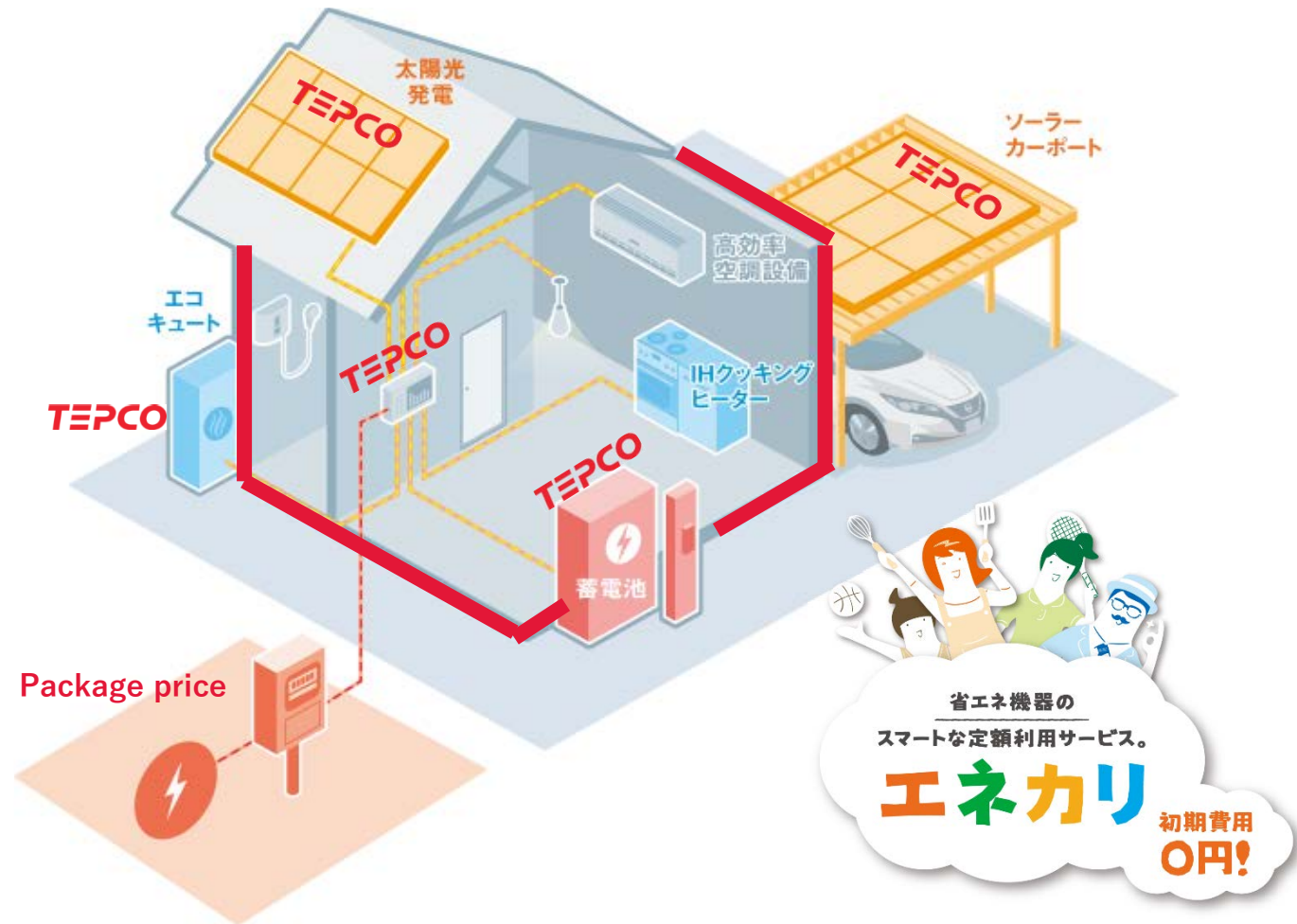


Government's green growth strategy for achieving the carbon neutral in 2050

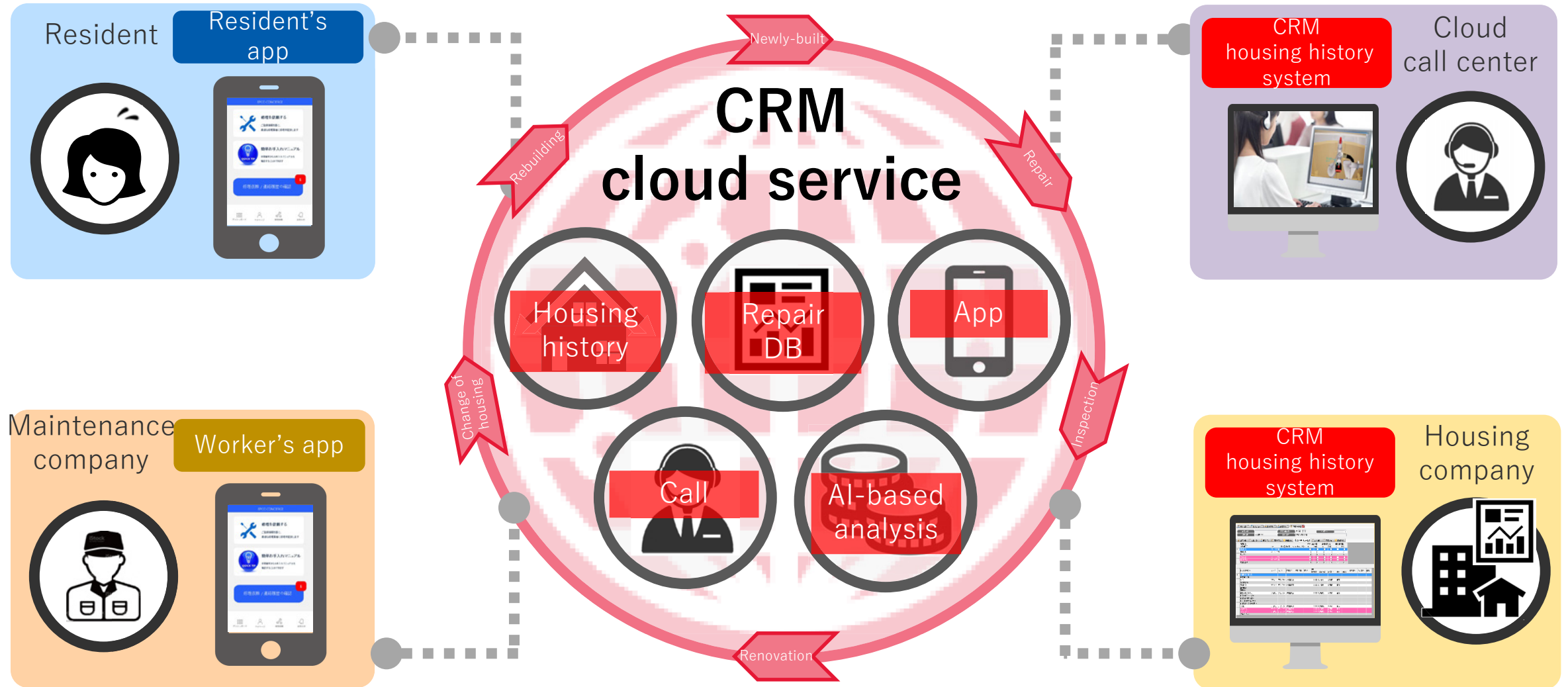
[Industries expected to grow (14 fields)]

- Offshore wind power industry
- Fuel ammonia industry
- Hydrogen industry
- Nuclear industry
- Automobile and storage battery industries**
- Semiconductor and ICT industries
- Shipping industry
- Logistics, transportation, and civil engineering infrastructure industries
- Food, agriculture, forestry and fishery industries
- Aircraft industry
- Carbon recycling industry
- Residential buildings and next-generation solar power industries**
- Resource circulation-related industries
- Lifestyle-related industries

[TEPCO HomeTech will reduce CO₂ emissions by installing energy-saving equipment.]

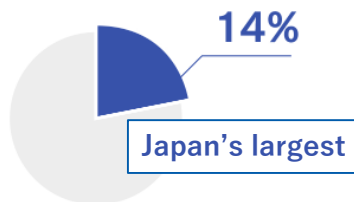


EPCO's CRM service (after-sales maintenance) is aimed at maintaining and improving residential environments through housing maintenance, and contributes to the creation of sustainable housing through AI-based data analysis of repairs and housing histories.



D-TECH Business (Design Tech Business)

Number of facilities designed
Approx. **100,000** units
per year



This accounts for about 14% of all low-rise houses (detached houses and apartments) built in 1 year nationwide.



Cumulative total of facility designs
Approx. **1** million units

We have experience and a track record in facility design for more than 1 million units.



Network of **2,500** facilities nationwide

Cooperating with partner facilities construction companies to provide high-quality construction

H-M Business (House Management Business)

Number of after-sales maintenance
Approx. **550,000** per year



We provide after-sales maintenance for all types of houses 24 hours a day, 365 days a year.



Number of customers and managed households
Approx. **1.1** million households

We provide after-sales maintenance support to customers nationwide.



Repair network of **23,000** companies nationwide

Cooperating with a nationwide repair network to handle overall housing maintenance.

- 2020 ● Acquired shares in System House Engineering Co., Ltd. (now ENE's Co., Ltd.) and made it a subsidiary
- 2019 ● Listed on the First Section of the Tokyo Stock Exchange
- Market changed to the Second Section of the Tokyo Stock Exchange
- 2018 ● Okinawa call center relocated
- 2017 ● Established TEPCO HomeTech, Inc.
- 2016 ● Established EPCO Construction and Facility Design (Jilin) Co., Ltd.
- 2014 ● Tokyo office relocated
- 2011 ● Established EPCO (HK) LIMITED
- Established Guangdong Lesso EPCO Housing Facility and Design Co., Ltd.
- 2008 ● Launched the Software Development Business related to photovoltaic power generation
- 2005 ● Opened an office in Okinawa
- 2004 ● Established a subsidiary EPCO Construction and Facility Design (Shenzhen) Co., Ltd.
- 2003 ● Launched a contact for inquiries on existing houses
- 2002 ● Head office moved to Adachi-ku, Tokyo
- Listed on JASDAQ
- 2001 ● Launched service to provide processing information for parts and materials for equipment industrialization
- 1996 ● Planning, development, and consulting for labor-saving piping systems started
- 1992 ● Reorganized into EPCO Co., Ltd.
- 1990 ● Establishment of EPCO limited company

Listed on the First Section of the Tokyo Stock Exchange



Okinawa Call Center



EPCO Construction and Facility Design (Jilin) Co., Ltd.



EPCO Construction and Facility Design (Shenzhen) Co., Ltd.





12 RESPONSIBLE CONSUMPTION AND PRODUCTION



7 AFFORDABLE AND CLEAN ENERGY



D-TECH Business (Design Tech Business)

We provide a wide range of services related to facilities and architectural-related designs and support housing companies and construction companies. In addition to designing water supply and drainage facilities and electrical facilities with our many years of experience, we also support the design of energy-related facilities required for next-generation homes, such as solar power and storage batteries. Moreover, we also provide a wide range of menus to reduce work load, design safety measures at construction sites, and enhance efficiency.



Water supply and drainage facilities design



Electrical system design



Rain gutter design



Standardization support



Housing equipment design



Energy-saving equipment design



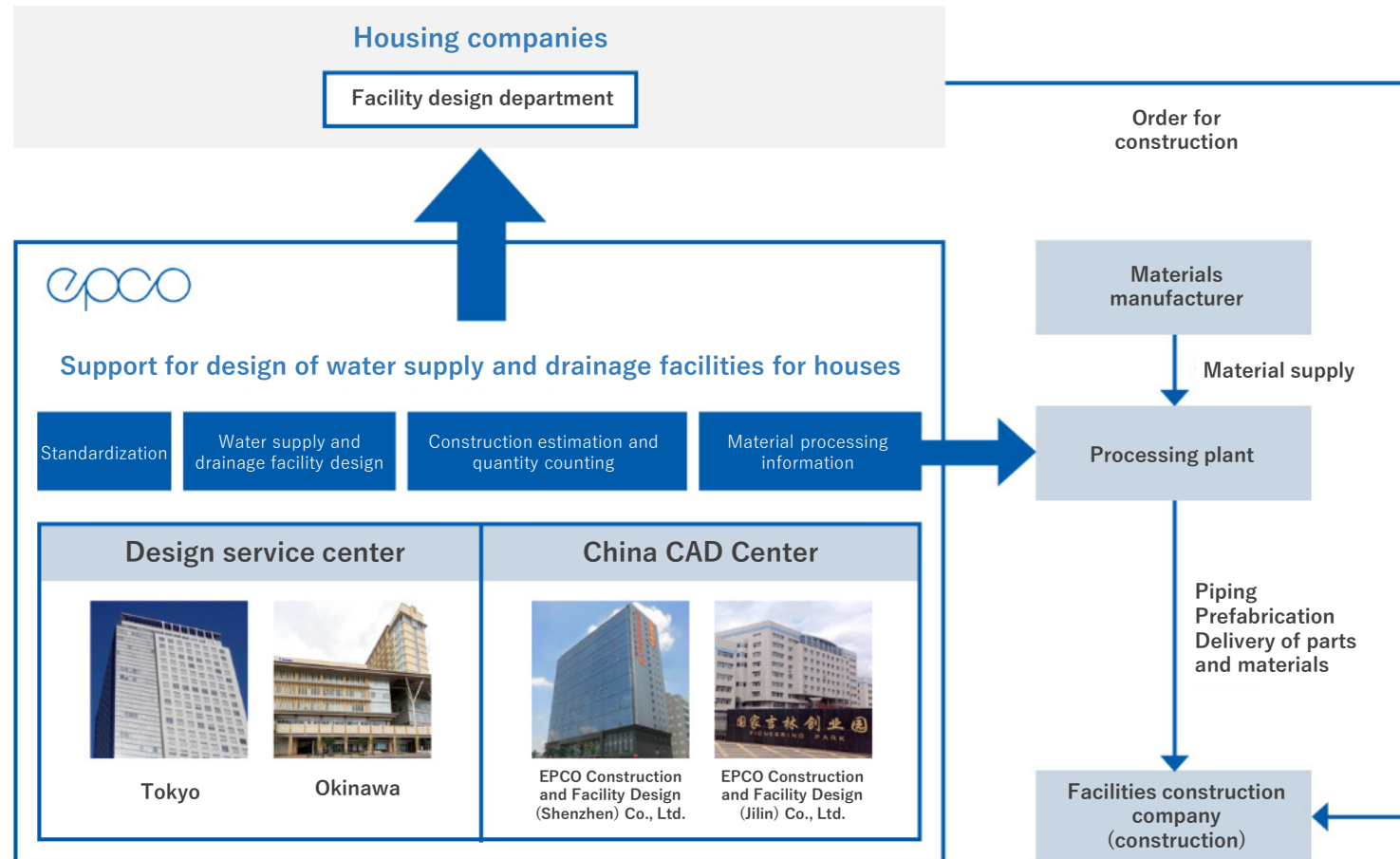
Other support (act as agent for design and application)




Water supply and drainage facilities design

Water supply and drainage facilities design work model

We standardize design standards, construction cost estimation standards, and construction standards, and prepare and provide water supply and drainage facility drawings, construction cost estimation, and material processing information. We will stabilize the quality of houses through a prefabrication system in which parts and materials are prefabricated before delivering to the site.





Water supply and drainage facilities design

Covers everything from facility design to construction cost estimation and material information

We support the facility design divisions of housing companies by preparing and providing water supply and drainage facility designs and information on material processing required for maintenance and management. We also support the plan for water supply and drainage facilities for long-term excellent houses, which require energy saving and durability, and provide equipment drawings and materials lists necessary for maintenance and management.

Water supply and drainage facility design

Considering the structure and regional nature of housing, we will create facility design drawings that reflect on-site status and administrative guidance.



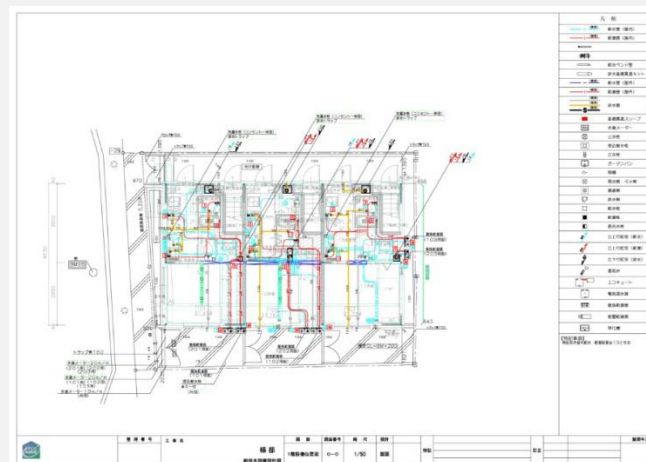
Construction cost estimation and quantity counting

Estimation is automatically performed with reference to water supply and drainage design information, and construction cost estimates and material lists are created.



Material processing information

With reference to water supply and drainage design information, we will create processing information such as header member required for factory processing.



集合住宅 1階給排水設備図

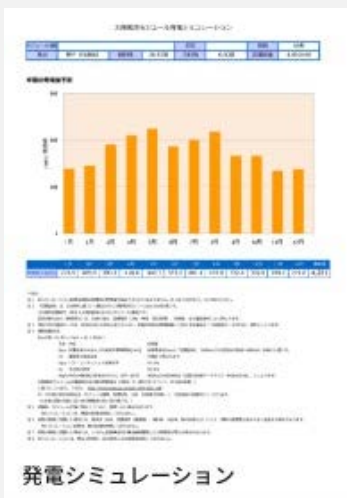
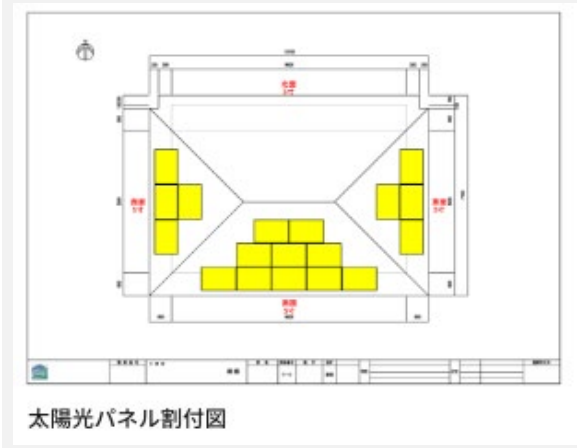


Supporting the creation of energy-saving homes by designing energy-creating and energy-storing equipment

We support everything from sales to installation work through our menus for energy-saving equipment manufacturers, such as solar panels and storage batteries, dealers, sales agents, and builders.

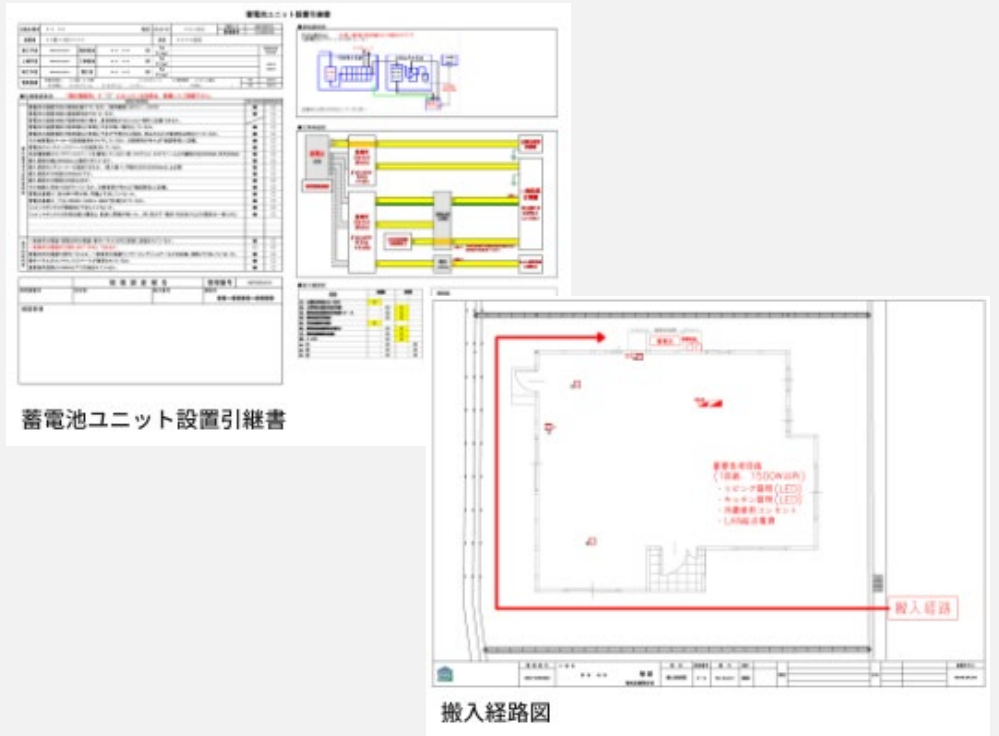
Solar panel distribution diagram and simulation

Make distribution diagrams for solar panels, tabulate materials and simulate power generation.



Storage battery installation drawing

Create a plan for installation and delivery routes for storage batteries.





H-M Business (House Management Business)

EPCO operates call centers to handle repairs for housing in general on behalf of housing companies. Maintenance inquiries are accepted 24 hours a day, 365 days a year by trained specialist staff and repairs are arranged. We use our proprietary platform to share information with housing companies and promote sales aggressively in addition to maintenance as a defensive side.



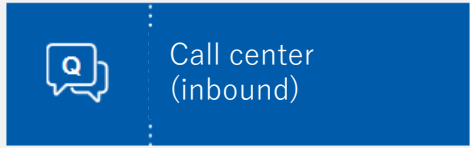
Call center
(inbound)



Call center
(outbound)

おうちあんしん24

Sales support
package for builders
Ouchi Anshin 24

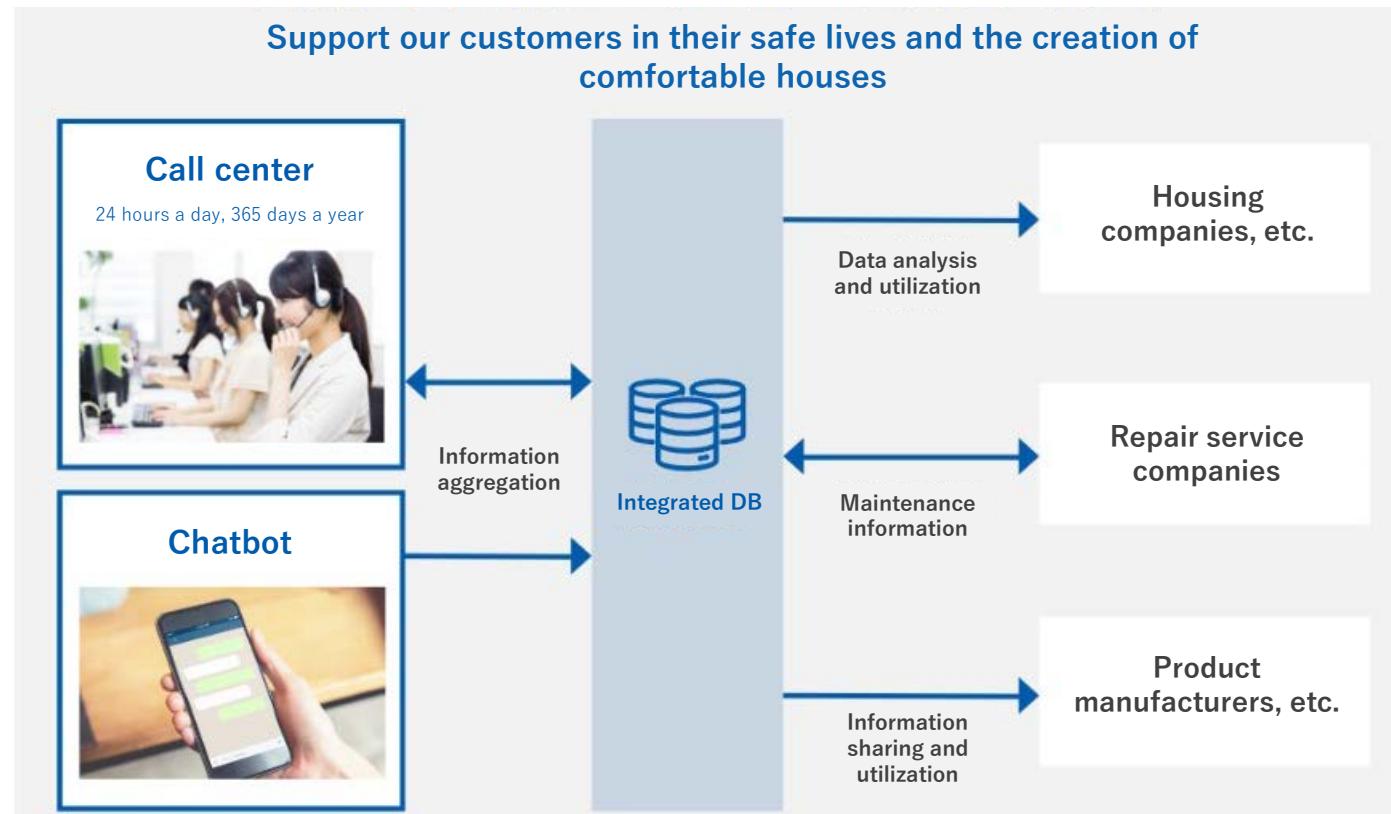


Supporting the lives of residents 24 hours a day, 365 days a year, as a comprehensive repair desk for all types of housing

EPCO's call centers are commissioned by housing companies to serve as a comprehensive repair desk for all types of housing for customers.

Inquiries from customers regarding maintenance are accepted 24 hours a day, 365 days a year by staff members specializing in housing, and repairs are arranged. In addition to handling reception and repair arrangements, we register all of the processes and results in the database and report them to housing companies.

Its call centers serve as an information hub, and through information sharing with maintenance affiliates, we support our customers in their safe lives and the creation of comfortable houses.





Major system development

We support our customers' businesses with our system and development capabilities.

We provide solutions unique to us, who possess a wealth of expertise in facility design and are familiar with the needs of housing-related businesses.

Commissioned development



Photovoltaic power generation system-related service

For housing companies



Gemba Kacho

Customer management system

Customer management system

Total management of everything from sales and construction to after-sales service, transforming “information” into “assets”

This is an “integrated customer management system for the housing business” that supports everything from search, extraction to use of accumulated information, while protecting important information related to customers. Strategically utilizing information related to work will realize not only operational reforms, but also speedy customer response and timely proposals, which will lead to higher service quality and customer satisfaction.

Main functions



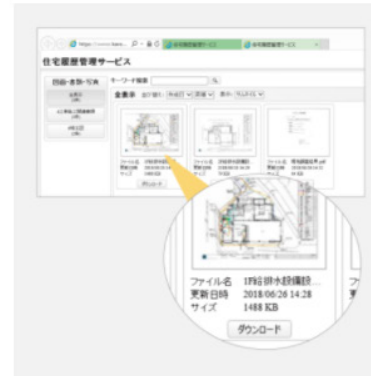
Customer data management

You can perform management of prospective customers and post-delivery response history.



Customer data analysis

It is possible to narrow down information from various perspectives by combining multiple search conditions.



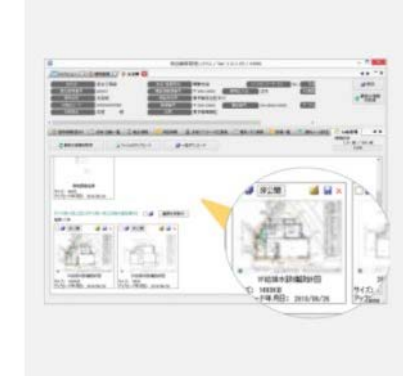
Property data management

You can manage drawings, reports and photographs taken at the time of maintenance as data in files.



Notice of scheduled date of periodic inspection

We will inform you by e-mail of the scheduled date of periodic inspections for each property.



Customer website

Housing history can also be released to customers.



| | |
|------------------------------|--|
| Company name | TEPCO HomeTech, Inc. |
| Shareholders' equity | Capital: 475 million yen (Total investment: 950 million yen) |
| Investor | TEPCO Energy Partner, Inc.: 51% EPCO Co., Ltd.: 49% |
| Establishment of the company | August 9, 2017 |
| Business activities | <ul style="list-style-type: none"> (1) Planning, proposal, design, and construction of energy conservation for newly-built and existing houses (2) Sales and installation of building facilities and equipment (3) Energy management-related services for buildings utilizing information and communication technology (4) Repair warranty and after-sales maintenance services for building facilities and equipment (5) Energy-saving effect guarantee service for buildings (6) Services related to sales and agency services for life insurance and non-life insurance (7) Worker dispatch business (8) Fee-charging employment placement business |
| Permission and license | <p>Tokyo governor's license for special construction: (Special-30) No. 148186 Piping work</p> <p>Tokyo governor's license for general construction: (General-29) No. 148186 Construction work Electrical work Interior finishing work</p> <p>Worker dispatch business license number: Dispatch-13-313972 Fee-charging employment placement business license number: 13-Yu-310628</p> |
| Officers | <p>Representative Director and President: Yoshiyuki Iwasaki Director and Vice President: Tomoo Geshi</p> <p>Director: Shoji Ito Director: Ken Namioka Director: Tohru Miyano Audit and Supervisory Board Member: Yoshitaka Kokubo</p> |

Slogan

“Energy Saving to All Houses”

Corporate mission

Five Contributions to Society

Contributing to Housing and Living

Contributing to the reduction in energy consumption in housing and the realization of comfortable and secure lifestyles

Contribute to the Environment

Contributing to the prevention of global warming and the realization of smart cities

Contributing to People

Contributing to the development of energy-related engineers and technicians

Contributing to Fukushima

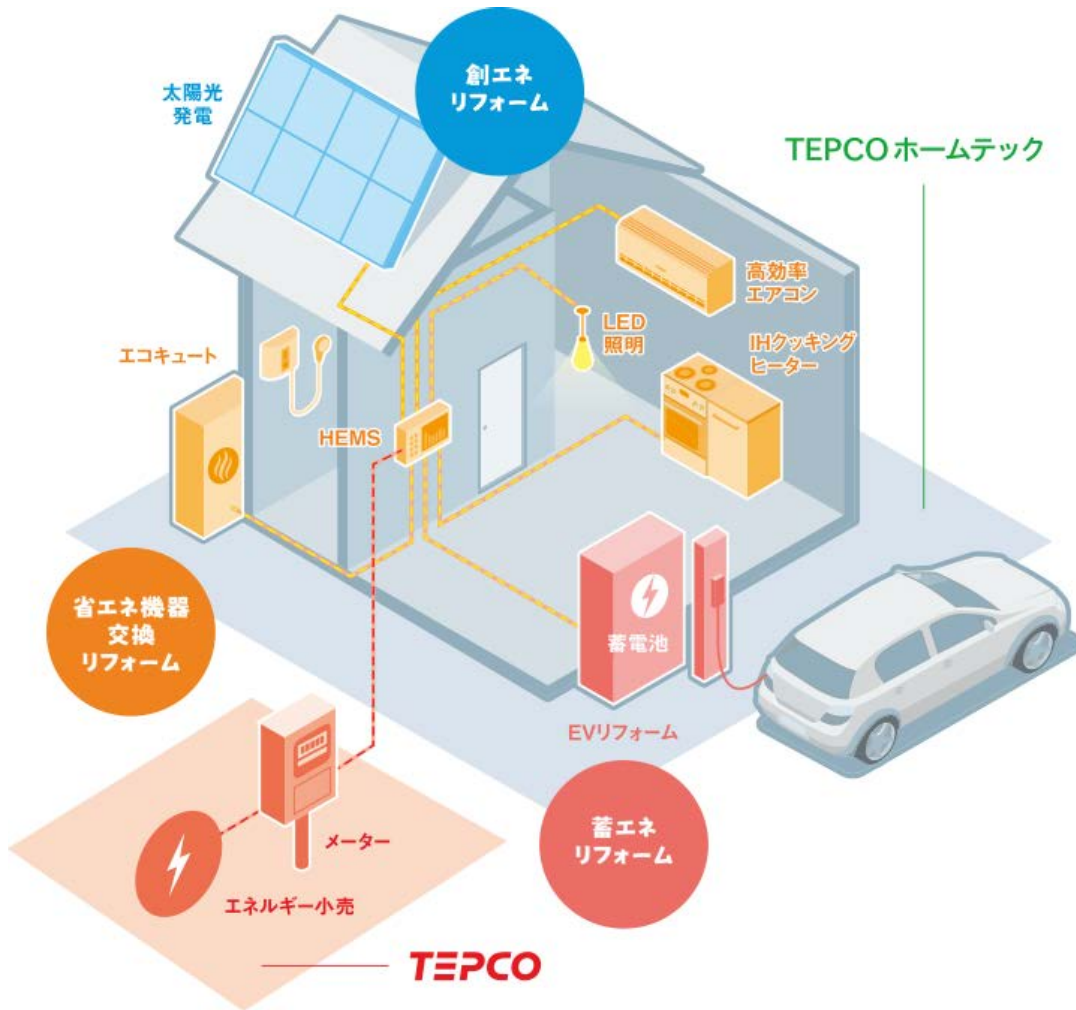
Contributing to the recovery of Fukushima through the E-Saving Business

Contributing to Japan

Contributing to people in Japan by developing the E-Saving Business nationwide

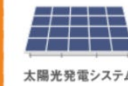
Energy-saving renovation services

We are responding to a variety of energy-saving renovations related to houses. You can use the latest energy-saving equipment at an initial cost of 0 yen.



Energy-saving renovation (Enecari)

Energy-creation course



Solar Enecari



Reduce electricity costs through in-house consumption



Electricity can be safely used even during power outages due to disasters, etc.

Energy-storage course



Storage battery Enecari



In preparation for disasters or power outages



Efficient use of electricity in combination with sunlight

Energy-saving course



Equipment Enecari



The latest energy-saving equipment can be used and the utility cost will be reasonable.

| | |
|------------------------|---|
| Company name | ENE's Co., Ltd. (formerly System House Engineering Co., Ltd.) |
| Head office | 2-1-1, Bijogi, Toda City, Saitama Prefecture |
| Establishment | November 22, 2005 |
| Capital stock | 20 million yen |
| Number of employees | 32 persons Including 1 temporary employees *As of March 31, 2021 |
| Business activities | <ul style="list-style-type: none"> •Construction of photovoltaic power generation system •Construction of equipment in all-electrified houses •Construction of clean energy facilities |
| Net sales | 745 million yen (FY3/21) |
| Operating income | 22 million yen (FY3/21) |
| Permission and license | Saitama prefectural governor's license for general construction: (General-28) No. 61321 Electrical work Piping work |
| Officers | Representative Director and President: Yoshihiro Sugai Director: Makoto Mizushina Director: Hiromasa Takahashi Auditor: Hiroyuki Baba |

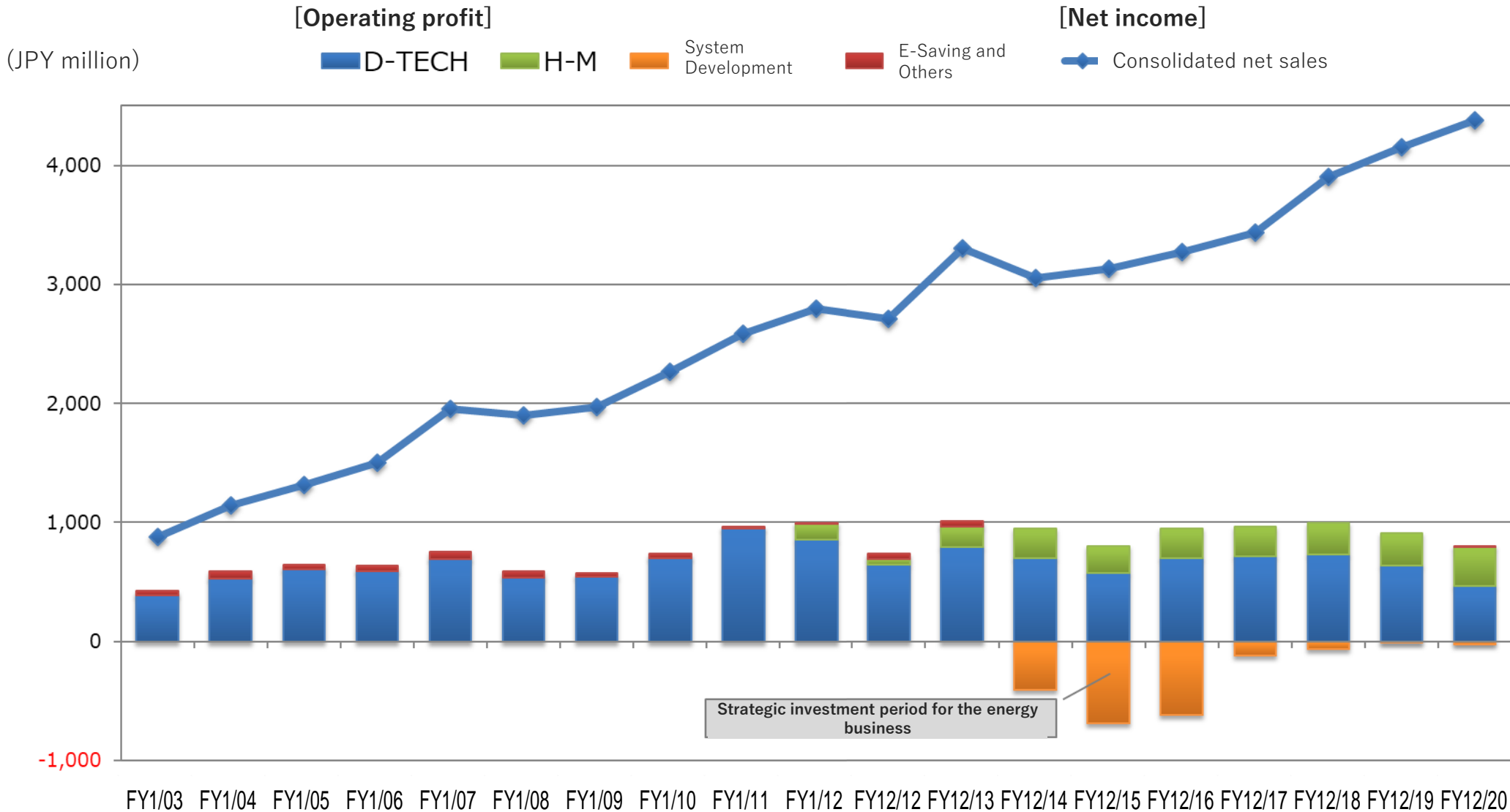


Cumulative total of photovoltaic power generation construction **28,000 properties**

*As of the end of March 2021

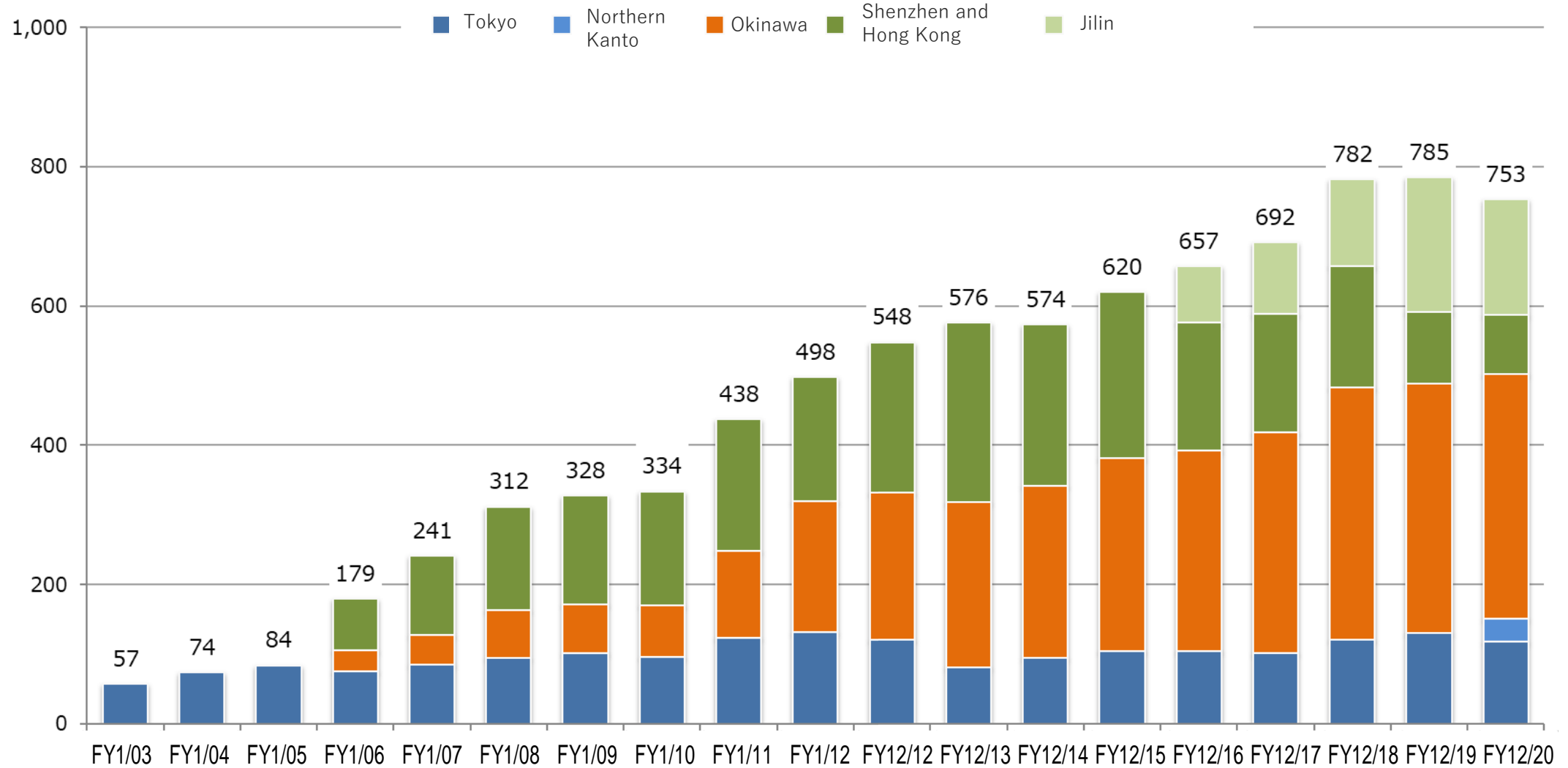


Trend of consolidated net sales and Operating profit



(Persons)

Trend of number of employees (consolidated)

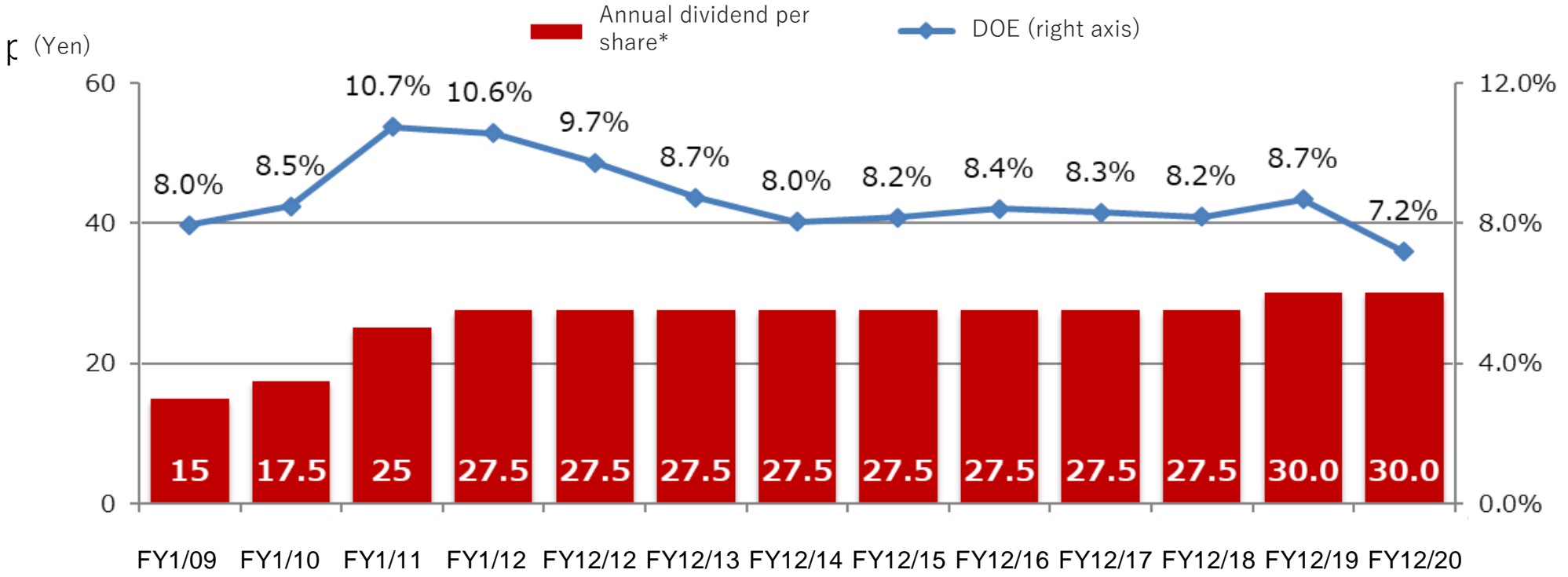


*Including temporary employees (Temporary employees are totaled based on the average number of employees during the period.)

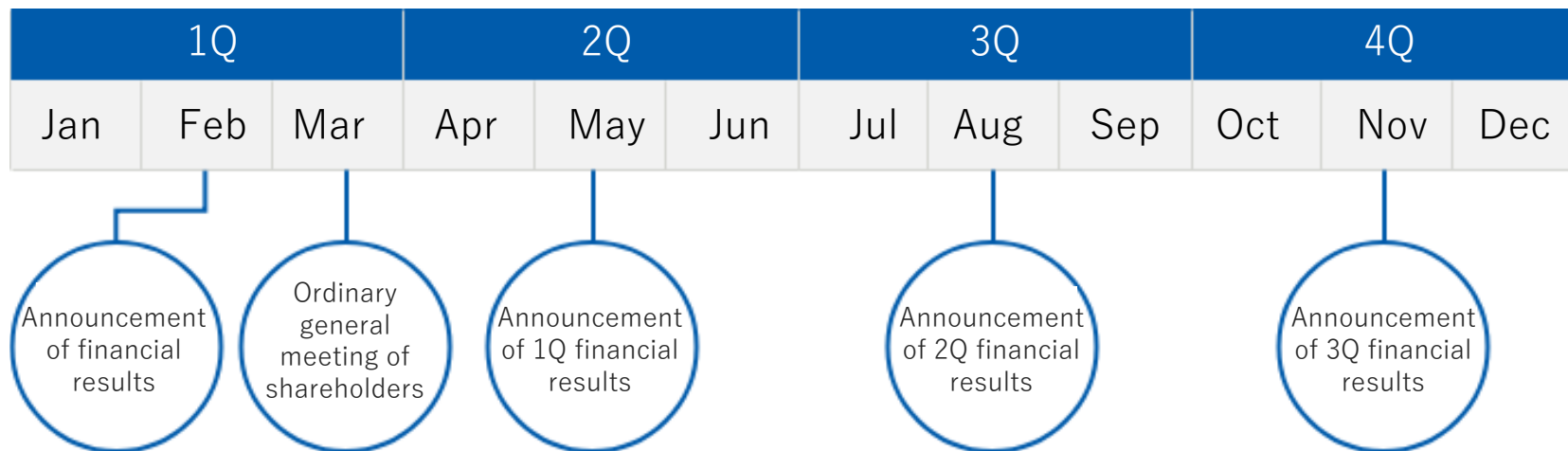
■ Dividend Policy

Based on current and future profits generated through our businesses, and comprehensively taking into account the internal reserves necessary to respond to future business development and changes in the business environment, we will stably return profits to shareholders based on consolidated dividend payout ratio of 50% and dividend on equity (DOE) of 8%.

■ Dividend




*Dividend per share after adjustment to stock split



| | |
|-------------------------|---|
| Fri., February 12, 2021 | Announcement of FY12/20 financial results |
| Fri., February 26, 2021 | FY12/20 business plan briefing session (full-year business results) |
| Fri., March 26, 2021 | 31 st ordinary general meeting of shareholders |
| Wed., May 12, 2021 | Announcement of FY12/21 1 st quarter financial results |
| Mon., June 28, 2021 | 2 nd quarter dividend rights acquisition final date |
| Tue., June 29, 2021 | Ex-rights day |
| Thu., August 12, 2021 | FY12/20 business plan briefing session (half-year business results) |
| Fri., August 27, 2021 | Announcement of FY12/21 2 nd quarter financial results |
| Thu., November 11, 2021 | Announcement of FY12/21 3 rd quarter financial results |
| Tue., December 28, 2021 | Year-end dividend rights acquisition final date |
| Wed., December 29, 2021 | Ex-rights day |

IR site



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CEO Blog



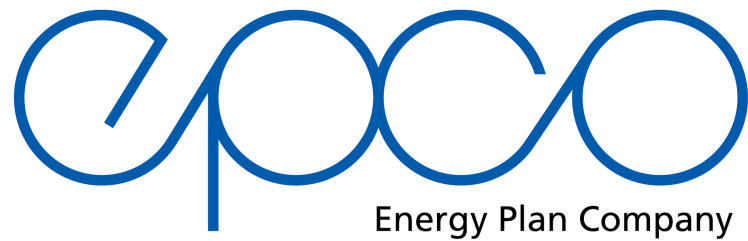
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Inquiries



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Disclaimer

The forward-looking statements, including earnings forecasts, contained in this presentation are based on information available to us and certain assumptions deemed reasonable. Actual results may differ significantly from these forecasts due to various factors. Accordingly, we cannot guarantee the accuracy of statements contained herein.