

Think
subscription
support,
think TEMONA

TEMONA. Inc.
Securities code: 3985

Results Briefing Materials for the Fiscal Year Ended September 30, 2021 (FY2021)

November 25, 2021

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1. Results Summary

Results Summary for Fiscal Year Ended Sept. 30, 2021 (FY2021)

- Net sales up 4.5% year on year to ¥2.4 billion; profits up sharply on reduced SG&A expenses due to disposal of subsidiary, etc.
- ARR up 12.5% year on year to ¥900 million*; GMV up 2.2% to ¥155.7 billion.

* ARR calculated as monthly recurring revenue in final month of fiscal year x 12 (in accordance with new revenue recognition standard, as explained later in this document)

Net sales

**¥2.45
billion**

(up 4.5% year on year)

Ordinary profit

**¥457
million**

(up 177.7% year on year)

Profit for the period

**¥290
million**

(up 200.9% year on year)

ARR

**¥935
million**

(up 12.5% year on year)

GMV

**¥155.7
billion**

(up 2.2% year on year)

EPS

¥27.37

(up 204.4% year on year)

Statement of Income (Year on Year)

- Net sales up 4.5% year on year to ¥2.4 billion
- Operating profit up 175% year on year to ¥450 million due to reduced expenses connected with AI-related R&D etc. formerly outsourced to a now-liquidated subsidiary

(Unit: million yen)

	FY2020*		FY2021		
	Result	Weighting (%)	Result	Weighting (%)	Change (%)
Net sales	2,301	100.0	2,405	100.0	4.5
Cost of sales	934	40.6	925	38.5	(0.9)
Gross profit	1,367	59.4	1,479	61.5	8.2
SG&A expenses	1,200	52.2	1,020	42.5	(15.0)
Operating profit	166	7.2	458	19.1	175.3
Non-operating income	4	0.2	2	0.1	(37.3)
Non-operating expenses	5	0.3	3	0.1	(47.9)
Ordinary profit	164	7.2	457	19.0	177.7
Extraordinary income	7	0.3	11	0.5	46.3
Extraordinary losses	24	1.0	34	1.4	42.6
Profit before income taxes	148	6.5	435	18.1	192.7
Profit for the period	96	4.2	290	12.1	200.9

*FY2020 results are non-consolidated

Statement of Income (vs. Forecast)

- Net sales below target due to lower sales of optional services such as Subsc-Atobarai and Chatbot from 3Q onward.
- Profits met targets as gross profit was on target (optional services including Subsc-Atobarai and Chatbot have high cost ratios, and below-target sales thus have limited impact on gross profit).

(Unit: million yen)

	FY2021		FY2021		
	Forecast	Weighting (%)	Forecast	Weighting (%)	Change (%)
Net sales	2,814	100.0	2,405	100.0	(14.6)
Cost of sales	1,327	47.2	925	38.5	(30.3)
Gross profit	1,487	52.8	1,479	61.5	(0.6)
SG&A expenses	1,074	38.2	1,020	42.5	(5.0)
Operating profit	412	14.7	458	19.1	11.0
Non-operating income	0	0.0	2	0.1	2536.2
Non-operating expenses	5	0.2	3	0.1	(43.0)
Ordinary profit	407	14.5	457	19.0	12.3
Extraordinary income	0	0.0	11	0.5	—
Extraordinary losses	2	0.1	34	1.4	1162.2
Profit before income taxes	404	14.4	435	18.1	7.4
Profit for the period	248	8.8	290	12.1	16.6

Statement of Income (Quarterly)

- Sharply lower sales of optional services such as Subsc-Atobarai and Chatbot from 3Q onward.
- SG&A expenses up in 4Q due to resumption of investment in human resources for further growth in FY2022 onward.

(Unit: million yen)

	1Q		2Q		3Q		4Q	
	Result	Weighting (%)	Result	Weighting (%)	Result	Weighting (%)	Result	Weighting (%)
Net sales	592	100.0	676	100.0	539	100.0	595	100.0
Cost of sales	238	40.2	275	40.8	180	33.4	231	38.8
Gross profit	354	59.8	400	59.2	359	66.6	364	61.2
SG&A expenses	255	43.1	240	35.6	249	46.2	275	46.3
Operating profit	99	16.7	160	23.7	110	20.4	88	14.9
Permanent employees*1	115	—	105	—	111	—	110	—
Non-permanent employees*2	7	—	7	—	7	—	12	—

*1 Number of permanent employees and executive officers as of last day of each quarter

*2 Number of fixed-term employees, part-time employees, re-employed post-retirement employees, and dispatched employees as of last day of each quarter

Balance Sheet (Year on Year)

- Cash flow from operating activities increased by ¥471 million, and cash and deposits were up by ¥205 million.
- Fixed liabilities decreased due to repayment of long-term loans.

(Unit: million yen)

	FY2020	FY2021	Change
Cash and deposits	1,241	1,447	205
Accounts receivable-trade	278	247	(30)
Other current assets	93	92	(1)
Total current assets	1,614	1,787	173
Property, plant and equipment	50	51	1
Intangible assets	158	179	20
Investments and other assets	210	170	(39)
Total non-current assets	419	401	(18)
Total assets	2,034	2,188	154

	FY2020	FY2021	Change
Accounts payable-trade	118	59	(59)
Other current liabilities	515	544	29
Non-current liabilities	338	223	(115)
Total liabilities	972	827	(144)
Capital stock	379	385	5
Capital surplus	369	375	5
Retained earnings	888	1,178	290
Treasury shares	(583)	(583)	0
Stock acquisition rights	7	6	(1)
Total net assets	1,061	1,361	299
Total liabilities and net assets	2,034	2,188	154

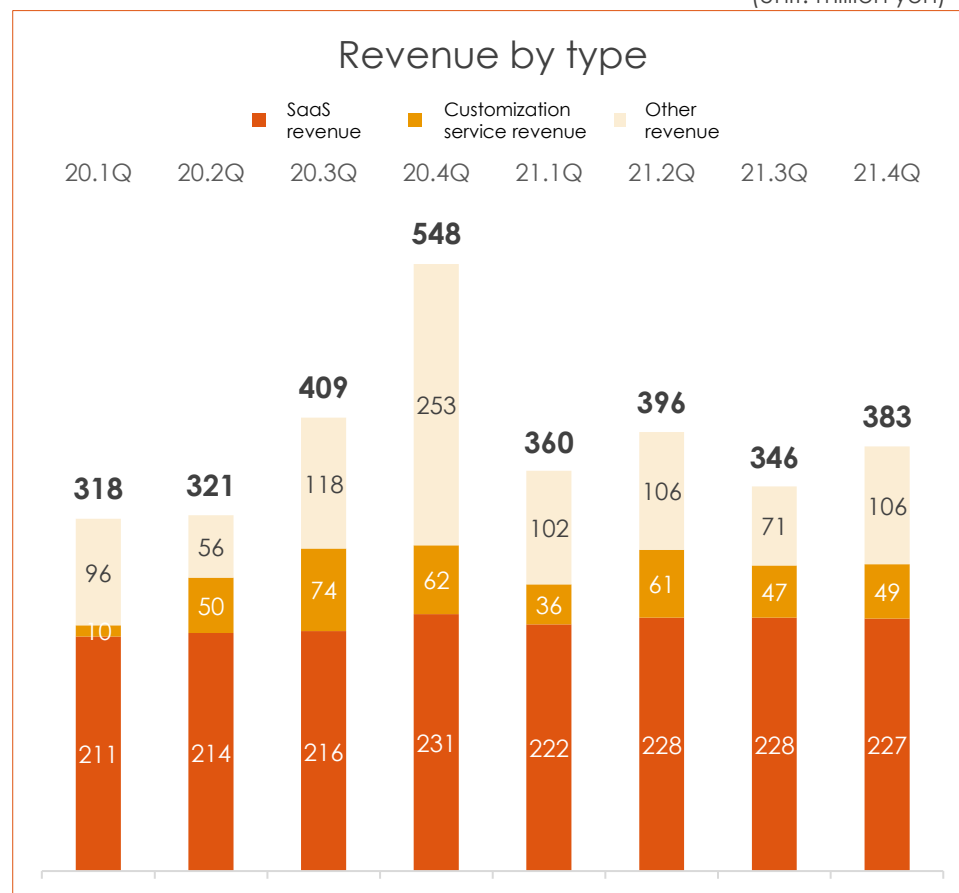
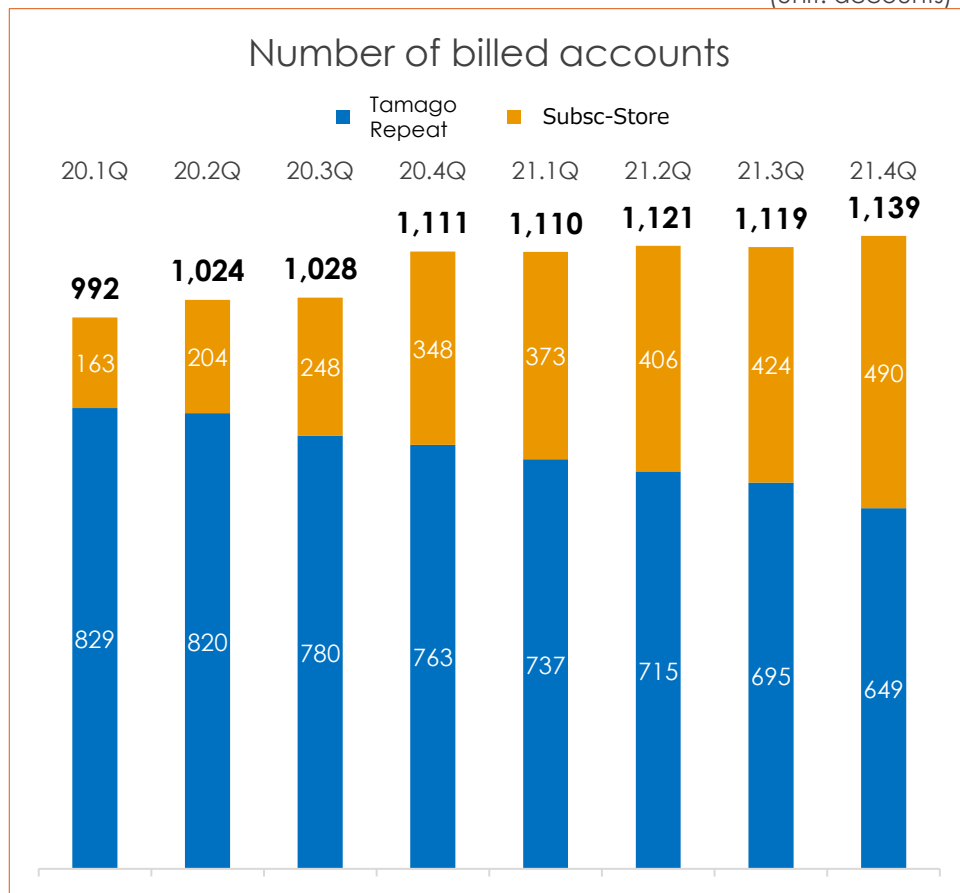
2. Results by Service

Results by Service: Subsc-Store and Tamago Repeat

- New accounts grew sharply in FY2020, but an increasing number of accounts that began using services in FY2020 withdrew early from business in FY2021. As a result, the overall growth of accounts slowed. SaaS revenue is proportional to the number of accounts.
- Major variables for “other revenue” are advertising services such as the Lifetime Value-Linked Affiliate service and variable-fee services such as Chatbot.

(Unit: accounts)

(Unit: million yen)



Results by Service: Other Services

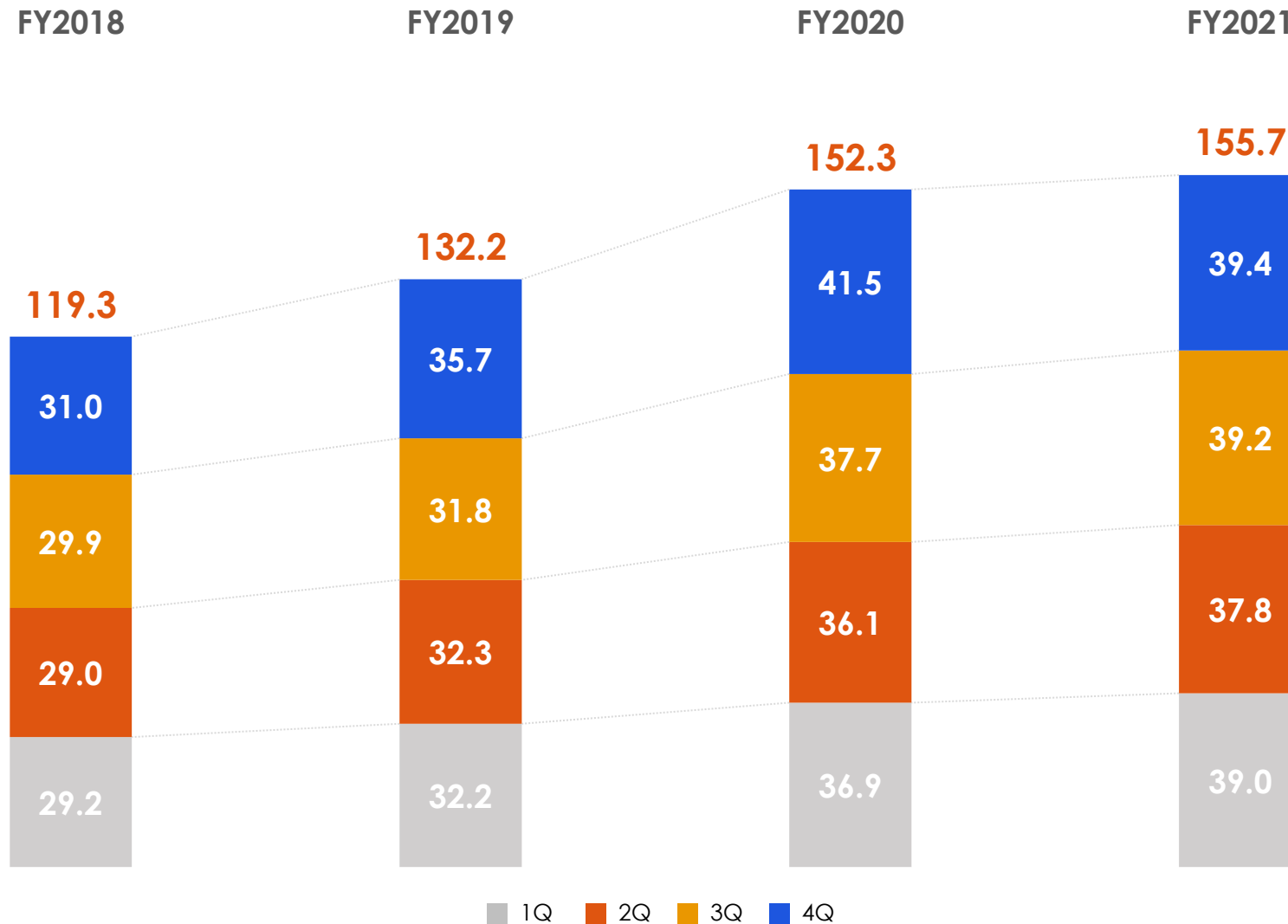
(Unit: million yen)

Service	Sales		Change (%)	Explanation
	FY2020	FY2021		
Subsc-Store B2B	5	12	104.5	Number of accounts up from 8 in FY2020 to 13 in FY2021; continuing to work on acquiring new accounts.
Subsc-@	—	11	—	Began billing from FY2021. Number of accounts (corporate contracts) increased to 95.
Payment fee (excluding Subsc-Atobarai)	561	599	6.8	GMV growth slowed, likely due to reduced demand for cosmetics amid COVID-19 pandemic.
Subsc-Atobarai	4	158	3,184.8	A string of cancellations by clients with large transaction volumes resulted in slow growth from 3Q onward, but made large contribution to year-on-year revenue growth.
Other	130	135	3.8	Sales of Subsc-Beauty introduction support consulting service dropped out, but website production service orders associated with Subsc-@ increased, leading to an overall increase.

GMV by Fiscal Year

GMV up 2.2% year on year to ¥155.7 billion.

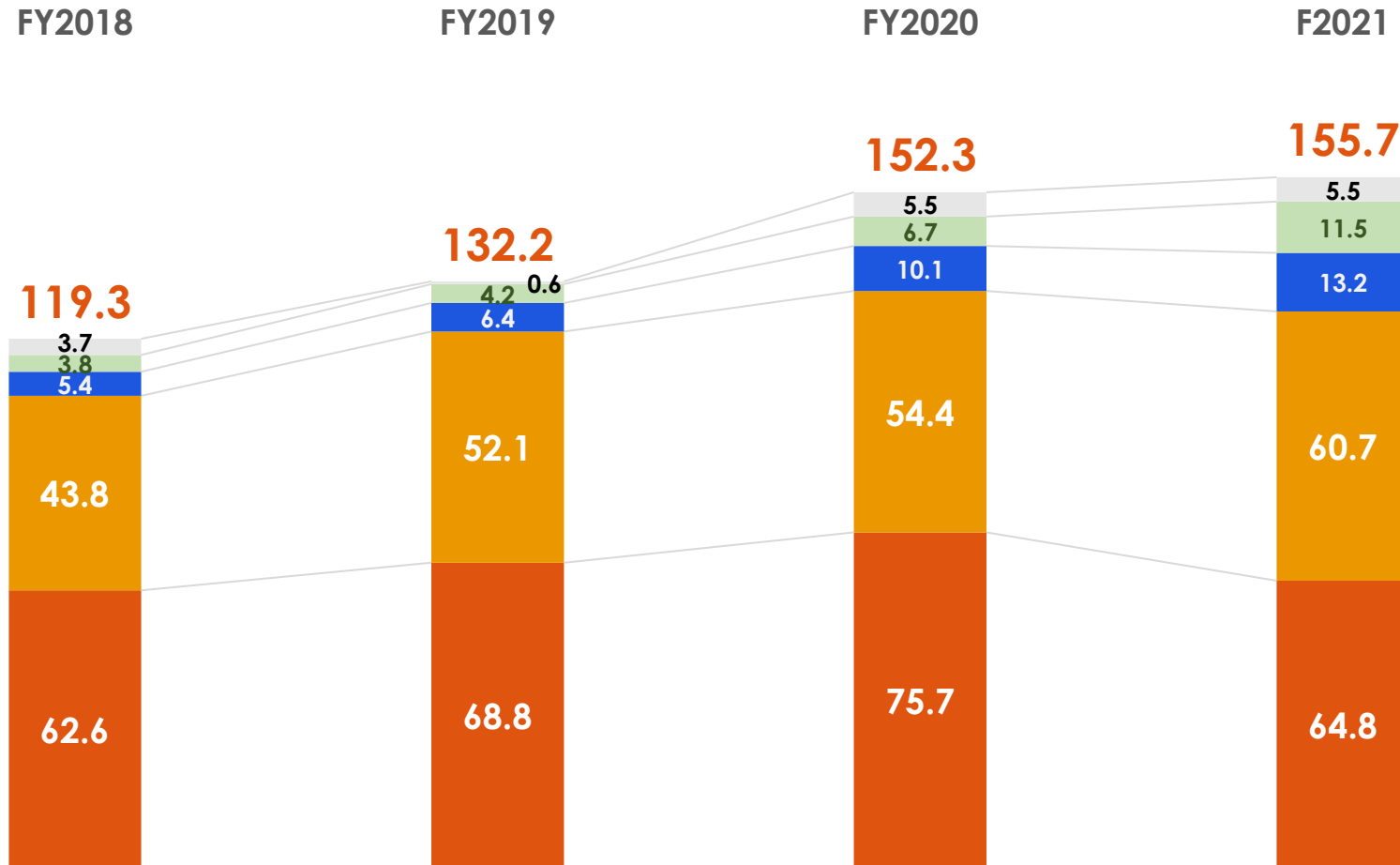
(Unit: billion yen)



GMV by Client Segment by Fiscal Year

Growth slowed overall, because cosmetics and pharmaceuticals-related GMV declined.

(Unit: billion yen)



■ Cosmetics, pharmaceuticals
 ■ Health foods
 ■ Food, alcoholic/non-alcoholic beverages
 ■ Household/interior goods, furniture
 ■ Other

Medium-Term Management Plan (FY2022 – FY2024)

The following is excerpted from the medium-term management plan announced on November 12, 2021. For more information about the plan, please refer to the presentation materials published on the same day.

Company Overview

Company Overview

TEMONA provides services specifically designed to support subscription-based business in line with its management philosophy: “Make business and everyday life easier”. The Company aims to contribute to society by boosting client business efficiency and profitability through helping to convert one-off sales businesses into recurring-revenue model subscription businesses.

About the Company

Company name	TEMONA. Inc.
Established	October 2008
Capital	¥385.07 million
Representative	Hayato Sagawa, president & representative director
Headquarters	2-12-19 Shibuya, Shibuya-ku, Tokyo
Employees	110 (as of September 30, 2021)

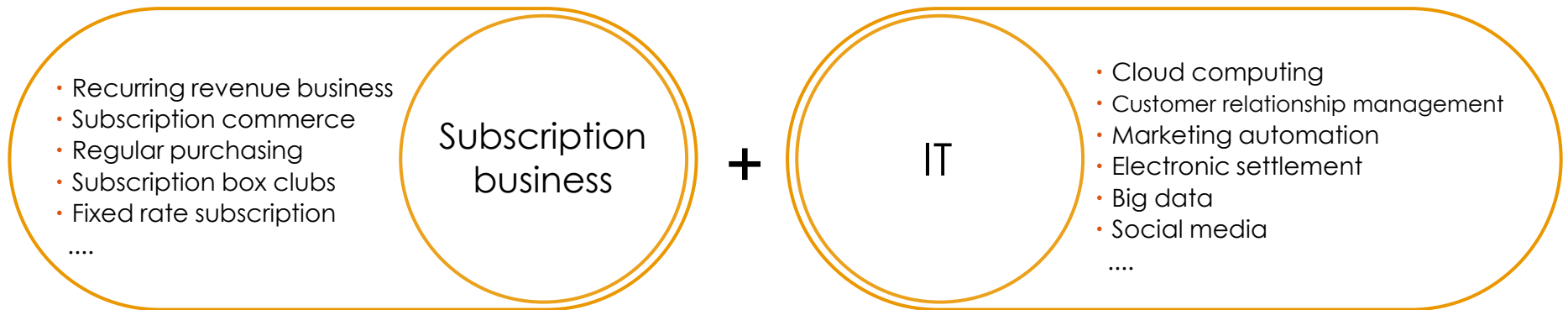
Main services provided



TEMONA's Core Competence

TEMONA helps clients to improve their capital productivity and labor productivity by providing services combining subscription business and IT support.

TEMONA is a subscription business support provider.



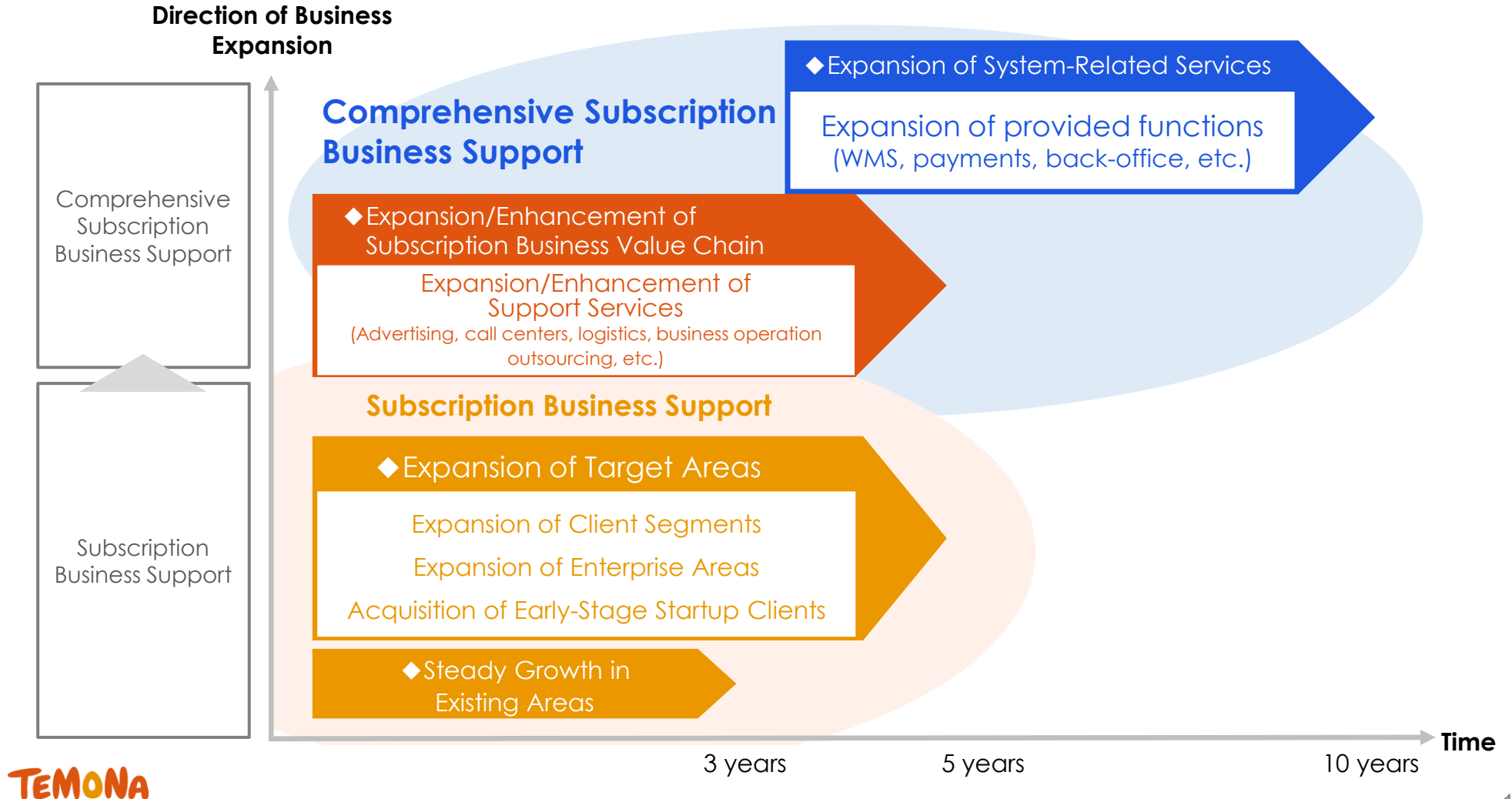
Supporting **capital productivity enhancement** by harnessing subscription business knowhow backed by purchase data exceeding GMV of ¥150 billion

Harnessing IT (software development and e-commerce operations support) to improve operational efficiency of subscription businesses, thereby helping to **enhance labor productivity**

Management Policy and Targets

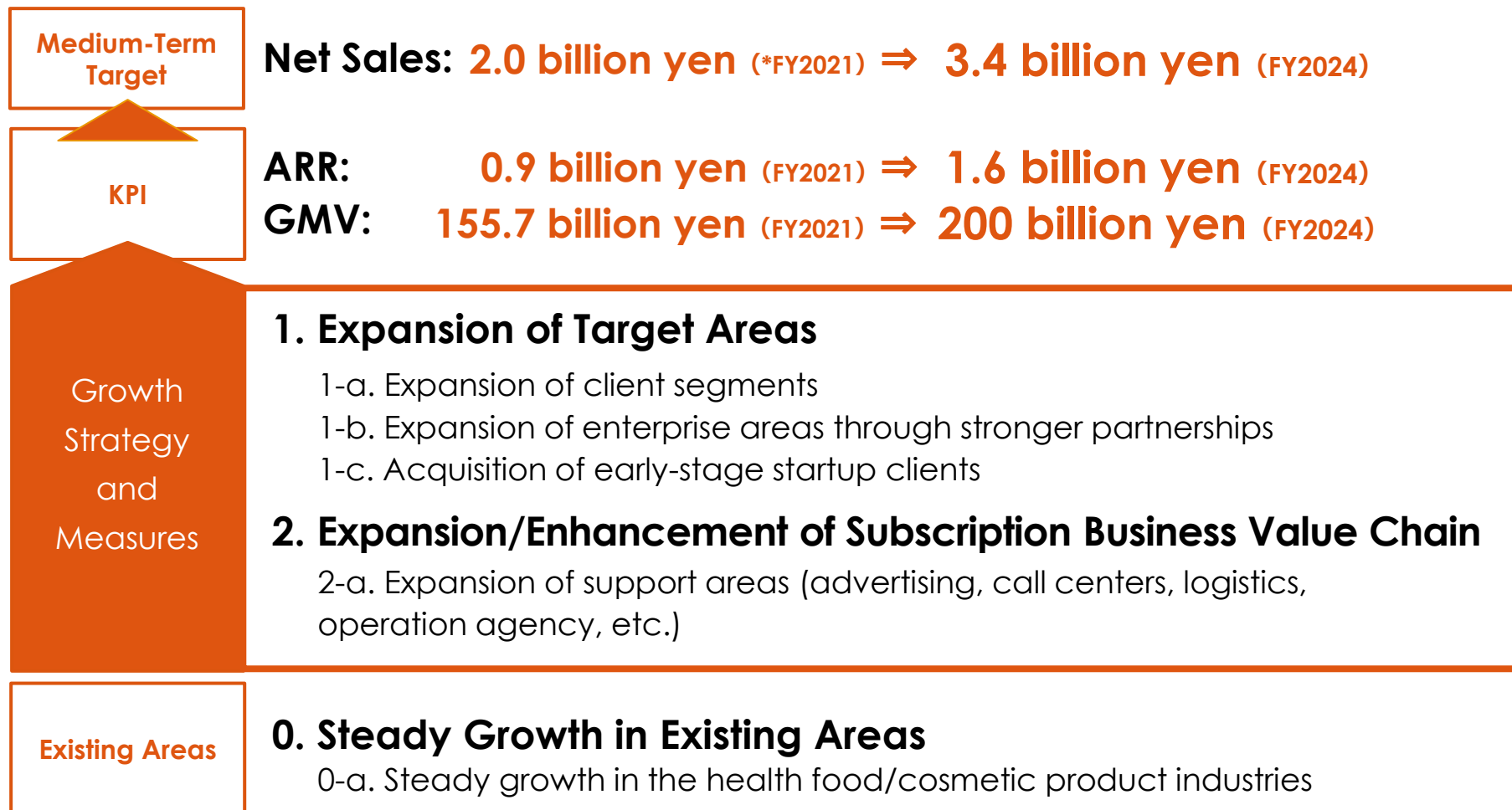
Medium-Term Management Policy

Temona aims to be a **comprehensive subscription business support provider** through providing a wide range of solutions to support subscription businesses and becoming essential for their success.



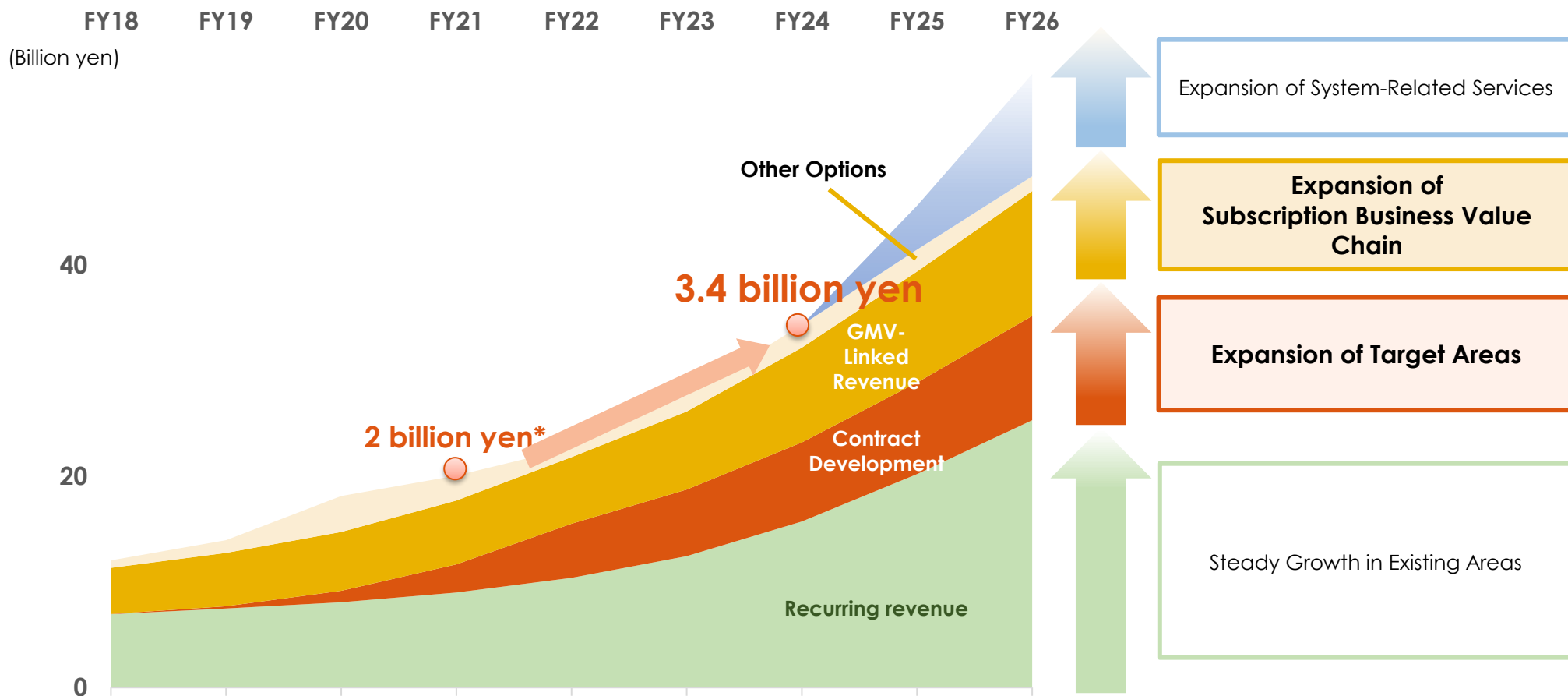
Medium-Term Targets and Growth Strategies

The three-year period covered by the medium-term management plan is positioned as a period of preparation for further growth. We will 1. Expand Target Areas and 2. Expand the Subscription Business Value Chain. The medium-term target will be to achieve a net sales figure of 3.4 billion yen in FY2024 (ending Sept. 30, 2024).



Revenue Growth Vision

With the “Expansion of Target Areas,” we will maximize recurring revenue and contract development revenue, and maximize GMV with “Expansion/Enhancement of Subscription Business Value Chain”, thereby achieving more revenue growth than ever before.

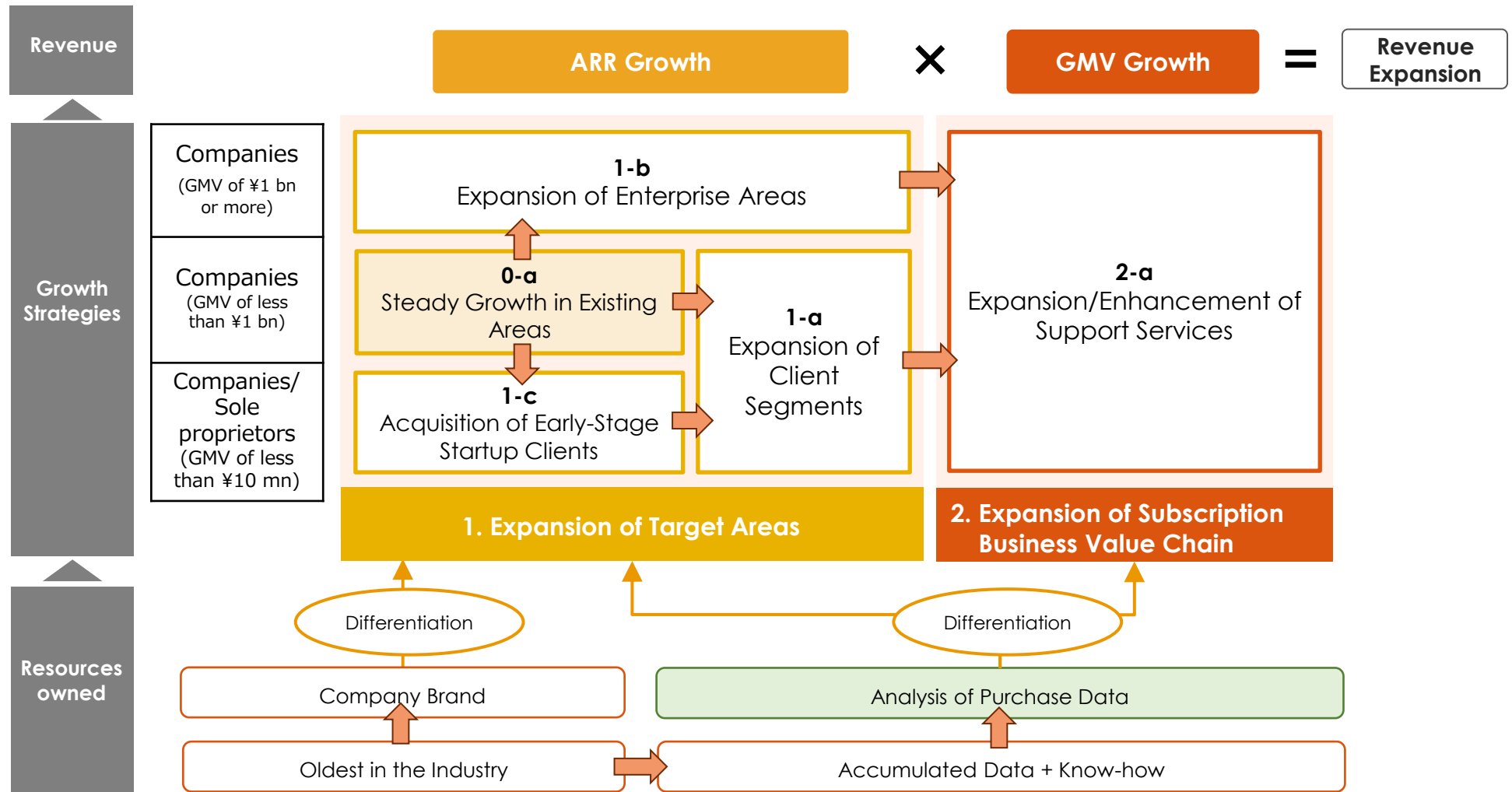


*Figures after applying revenue recognition standard (unaudited)

4. Growth Strategies

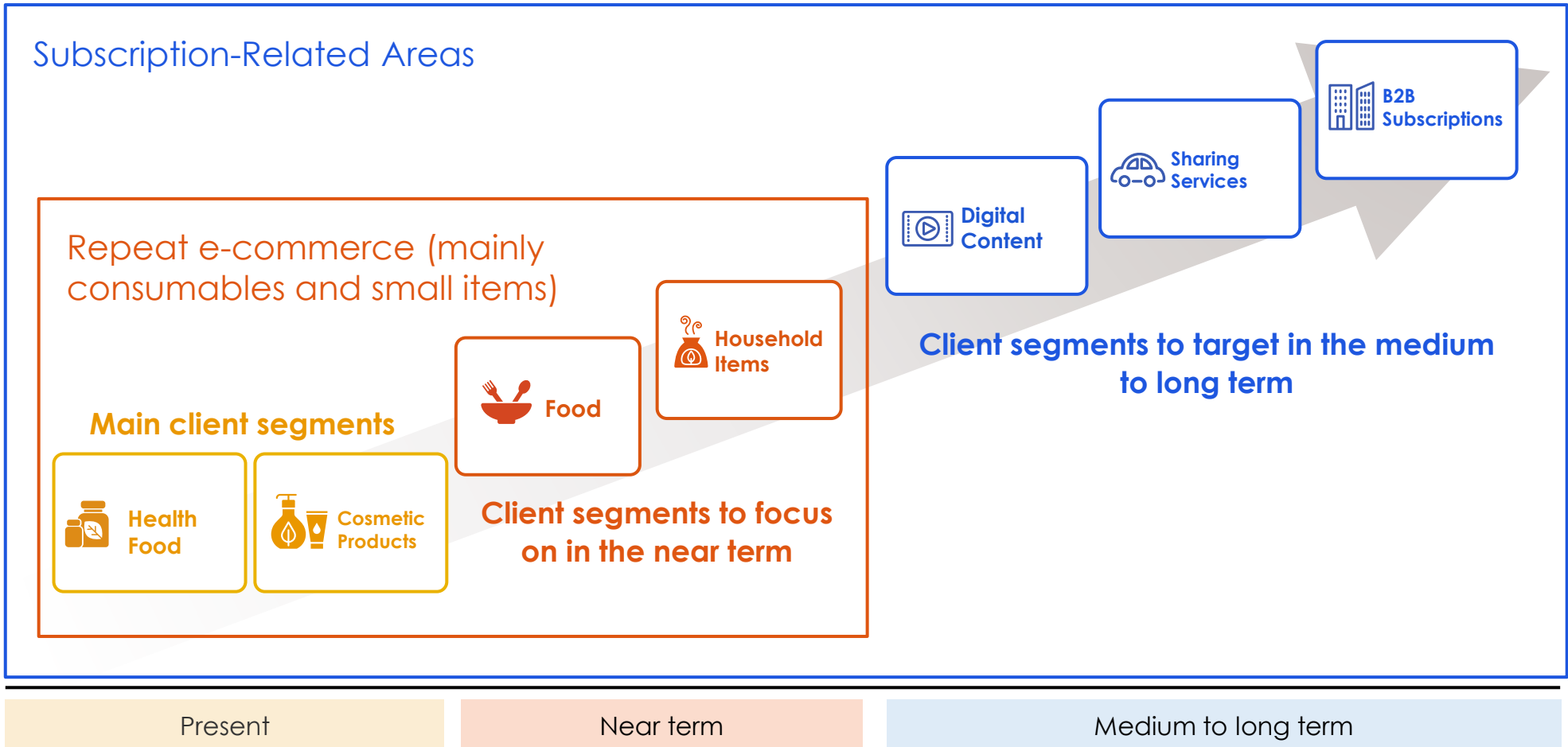
Basic Strategies

We will advance revenue base expansion by growing ARR through “Expansion of Target Areas” and growing GMV through “Expansion/Enhancement of Subscription Business Value Chain.”



Expansion of Client Segments (Expansion of Target Areas)

We aim in the short-term to expand into the food and household goods segments, which are expected to grow in the future within repeat e-commerce, then expand in the medium to long term to all areas relating to subscriptions such as digital content, sharing services, and B2B subscriptions, etc.



We will strengthen partnerships/alliances and promote the expansion of sales networks and client support structures in enterprise areas.

TEMONA + **macbee planet**

FFG
ふくおかフィナンシャルグループ
FBC FFGビジネスコンサルティング
+

TEMONA

[Example of Collaboration in the Client Marketing Field]

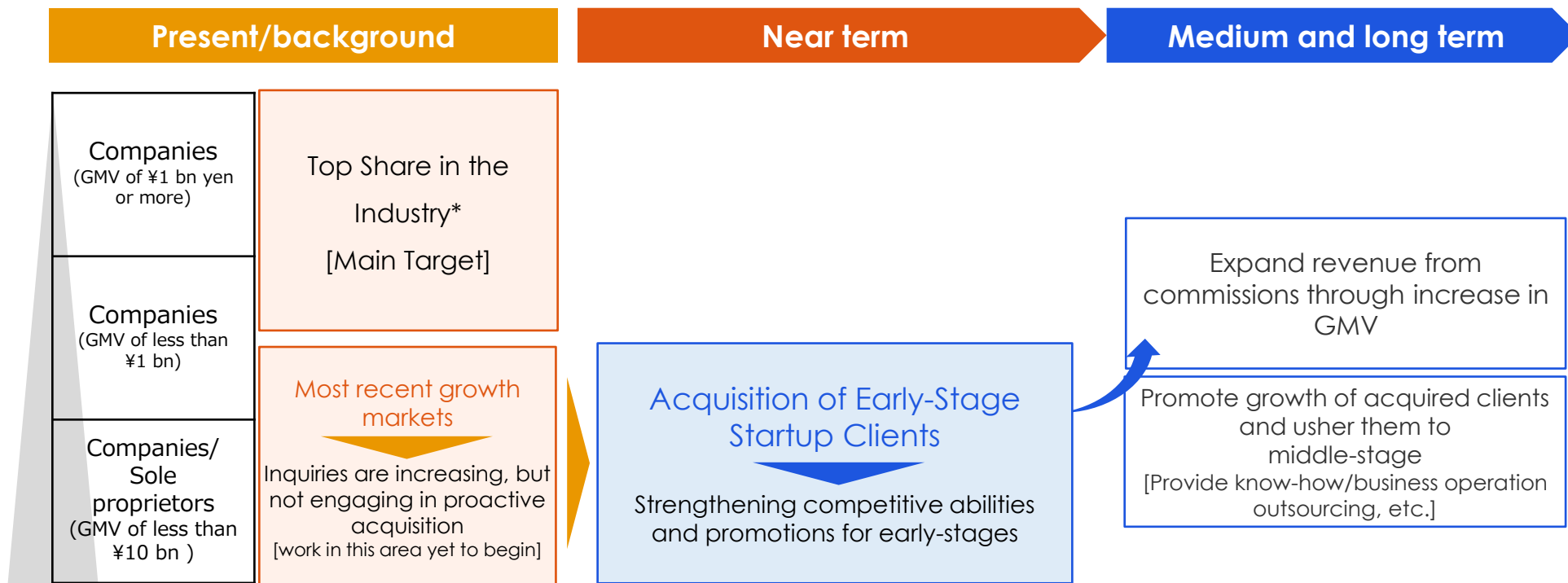
We collaborate with Macbee Planet, a company that excels in lifetime value forecasts and provides support to attract customers in the high-lifetime-value new user segment. Through the collaboration, Temona's purchase data and Macbee Planet's marketing data/know-how can be linked, contributing to increased customer-attraction efficiency and profitability among customers who use Subsc-Store.

[Example of Collaboration in the Sales Field]

Fukuoka Financial Group (FFG) is the largest regional financial institution in Japan with a network covering all of Kyushu. By collaborating with FFG, we can contribute to the business expansion of companies in the Kyushu region by providing support to client companies of FFG in areas such as the construction of subscription-type e-commerce websites.

Acquisition of Early-Stage Startup Clients (Expansion of Target Areas)

As the number of companies launching subscription businesses is growing, we will place renewed emphasis on acquiring early-stage startup clients and providing business growth support.



- Strengthen competitiveness in early-stage startup area (growth market) and acquire the kind of clients we haven't yet proactively pursued
- In the medium and long term, promote the growth of acquired clients and expand revenues from commissions through increases in GMV

* June 13, 2019: Comparison of Major Repeat Cart Services, Nihon Ryutsu Sangyo Co., Ltd.

Expansion/Enhancement of Support Services

(Expansion of the Subscription Business Value Chain)

To help client businesses succeed, comprehensive support including advertising, call centers, logistics, and business operation outsourcing services are required in addition to provision of a cart system. We provide a variety of solutions for a wide range of subscription business needs.



Projected P&L

Three-Year Medium-Term Plan (FY2022 to FY2024)

The period covered by the medium-term management plan is positioned as a period of preparation for further growth. During this period, we will implement the following:

1. Expand Target Areas and 2. Expand the Subscription Business Value Chain.

As a result of these initiatives, the forecast for the fiscal year ending September 30, 2024 (FY2024) is 3.4 billion yen for net sales and 0.7 billion yen for operating profit.

(Unit: million yen)

	FY2022	FY2023	FY2024
Net Sales	2,274	2,769	3,436
Operating Profit	201	423	703
Ordinary Profit	202	423	703
Profit for the Period	127	266	443

Earnings Forecast (FY2022)

For the fiscal year ending September 30, 2022 (FY2022), the Company expects a decrease in profit as a result of investments for further growth.

We will actively implement the following measures: 1. Expansion of Target Areas and 2. Investment into Human Resources for the Expansion/Enhancement of Subscription Business Value Chain.

Therefore, while net sales are forecast to grow by 13%, upfront investment will result in decreased profit.

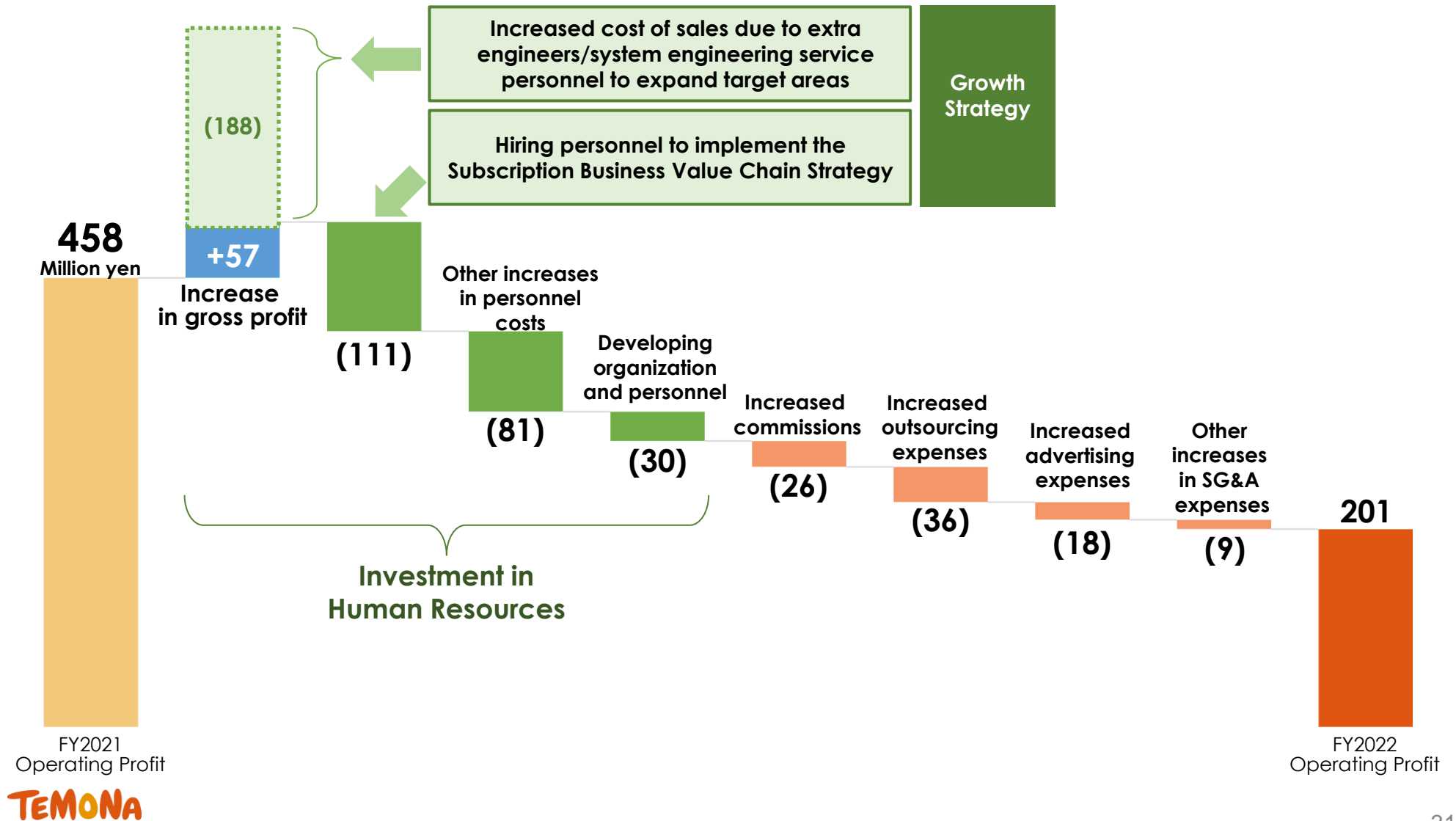
(Unit: million yen)

	FY2021 Results*	FY2022 Forecast	Change (%)
Net Sales	2,010	2,274	13.2%
Operating Profit	458	201	(55.9%)
Ordinary Profit	457	202	(55.9%)
Net Profit for the Period	290	127	(56.2%)

*Figures after applying revenue recognition standard (unaudited)

Factors Contributing to Change in Operating Profit: Waterfall Chart (YoY)

We will strengthen our business foundation by investing approximately 400 million yen into human resources to achieve further growth.



Q&A

TEMONA

サブスクといえばテモナ。

Appendix

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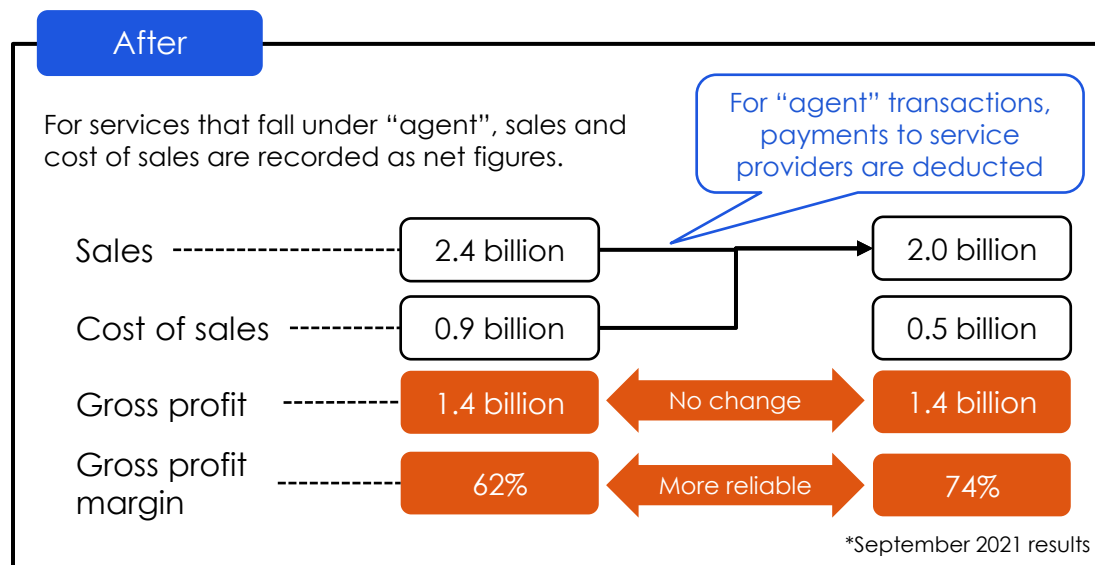
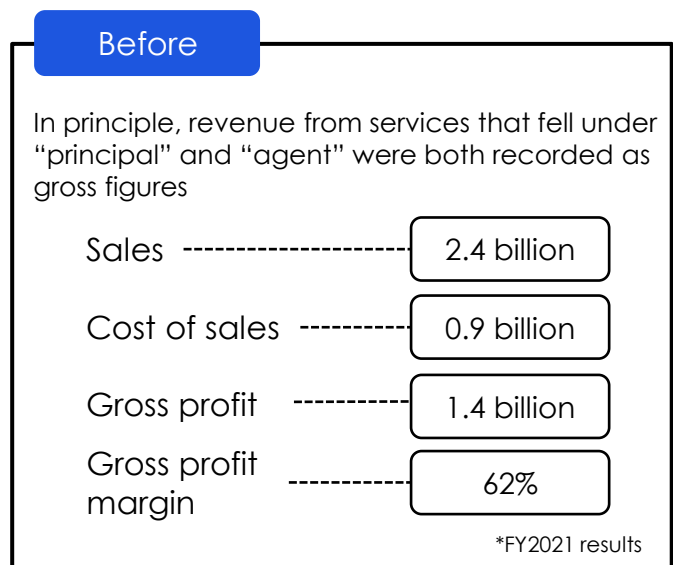
1 . Effects of Applying New Revenue Recognition Standard

Effects of Applying New Revenue Recognition Standard

Overview of Changes from Applying Sales Classification and Revenue Recognition Standard

Sales Classification	(Service Examples)	Before Application	After Application
Services that fall under "principal"	Subsc-Store system usage fees	Gross figure recorded	Gross figure recorded (no change)
Services that fall under "agent"	Payment services	Gross figure recorded	Net figures recorded (Net amount of net sales and cost of sales)

Accounting Standard for Revenue Recognition applied from the first quarter of FY2022



Net sales/cost of sales will decrease with application of the revenue recognition standard.

As a result, each product's gross profit margin difference becomes smaller, making it a more reliable indicator.

Net Sales and Cost of Sales Before and After Application of New Revenue Recognition Standard

(Unit: million yen)

Before application	FY2018	FY2019	FY2020	FY2021	FY2022 estimated	FY2023 estimated	FY2024 estimated
Net sales	1,245	1,557	2,301	2,405	2,579	3,255	4,159
Cost of sales	294	460	934	925	1,043	1,338	1,702
Gross profit	951	1,096	1,367	1,479	1,536	1,916	2,457
Gross profit margin	76.4%	70.4%	59.4%	61.5%	59.6%	58.9%	59.1%
After application	FY2018	FY2019	FY2020	FY2021	FY2022 estimated	FY2023 estimated	FY2024 estimated
Net sales*	1,206	1,398	1,816	2,010	2,274	2,769	3,436
Cost of sales	255	301	448	530	738	852	979
Gross profit	951	1,096	1,367	1,479	1,536	1,916	2,457
Gross profit margin	78.9%	78.4%	75.3%	73.6%	67.5%	69.2%	71.5%

*Figures after application of new revenue recognition standard (unaudited)

Statement of Income (Year on Year): New Revenue Recognition Standard

• FY2020 and FY2021 results after application of the new revenue recognition standard for comparison purposes

(Unit: million yen)

	FY2020*		FY2021		
	Result	Weighting (%)	Result	Weighting (%)	Change (%)
Net sales	1,816	100.0	2,010	100.0	10.7
Cost of sales	448	24.7	530	26.4	18.4
Gross profit	1,367	75.3	1,479	73.6	8.2
SG&A expenses	1,200	66.1	1,020	50.8	(15.0)
Operating profit	166	9.2	458	22.8	175.3
Non-operating income	4	0.2	2	0.1	(37.3)
Non-operating expenses	5	0.3	3	0.2	(47.9)
Ordinary profit	164	9.1	457	22.8	177.7
Extraordinary income	7	0.4	11	0.6	46.3
Extraordinary losses	24	1.3	34	1.7	42.6
Profit before income taxes	148	8.2	435	21.6	192.7
Profit for the period	96	5.3	290	14.4	200.9

Statement of Income (vs. Forecast): New Revenue Recognition Standard

• FY2021 results and forecast after application of the new revenue recognition standard for comparison purposes.

(Unit: million yen)

	FY2021		FY2021			
	Forecast	Weighting (%)	Result	Weighting (%)	Change (%)	
Net sales	2,105	100.0	2,010	100.0	(4.5)	
Cost of sales	617	29.3	530	26.4	(14.0)	
Gross profit	1,487	70.7	1,479	73.6	(0.6)	
SG&A expenses	1,074	51.1	1,020	50.8	(5.0)	
Operating profit	412	19.6	458	22.8	11.0	
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Ordinary profit	407	19.4	457	22.8	12.3	
Extraordinary income	0	0.0	11	0.6	—	
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Profit before income taxes	404	19.2	435	21.6	7.4	
Profit for the period	248	11.8	290	14.4	16.6	

Statement of Income (Quarterly): New Revenue Recognition Standard

• FY2021 quarterly results after application of the new revenue recognition standard for comparison purposes

(Unit: million yen)

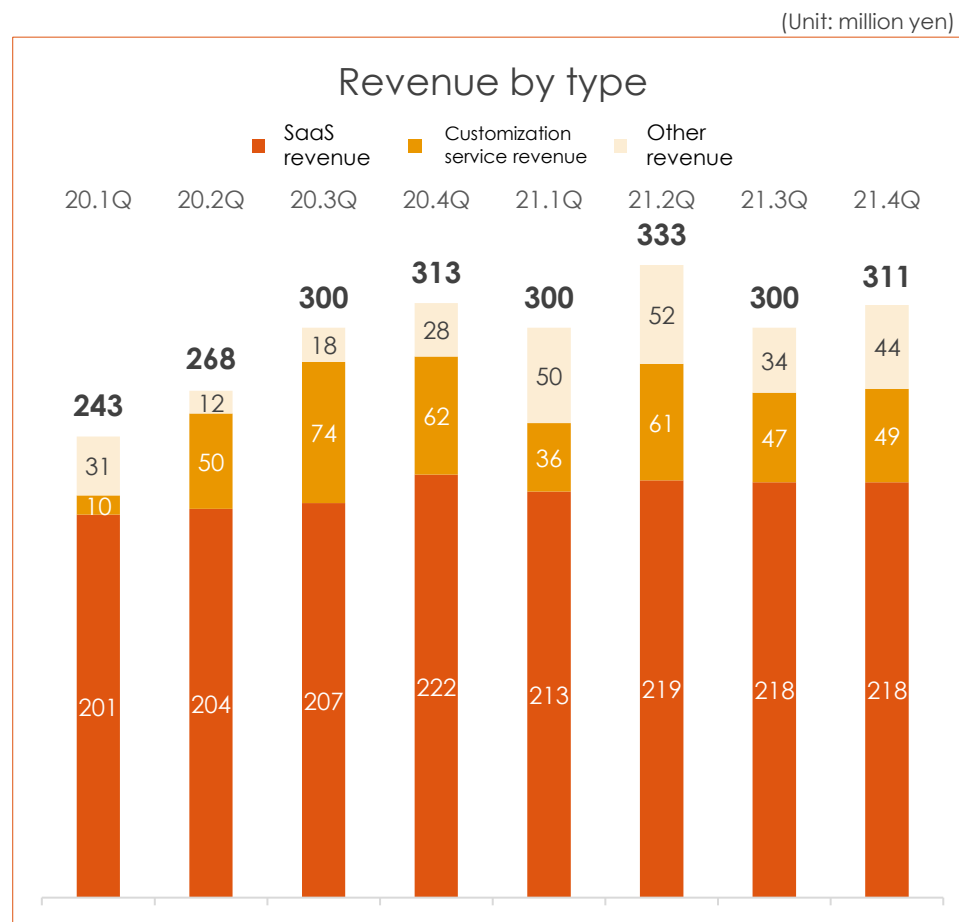
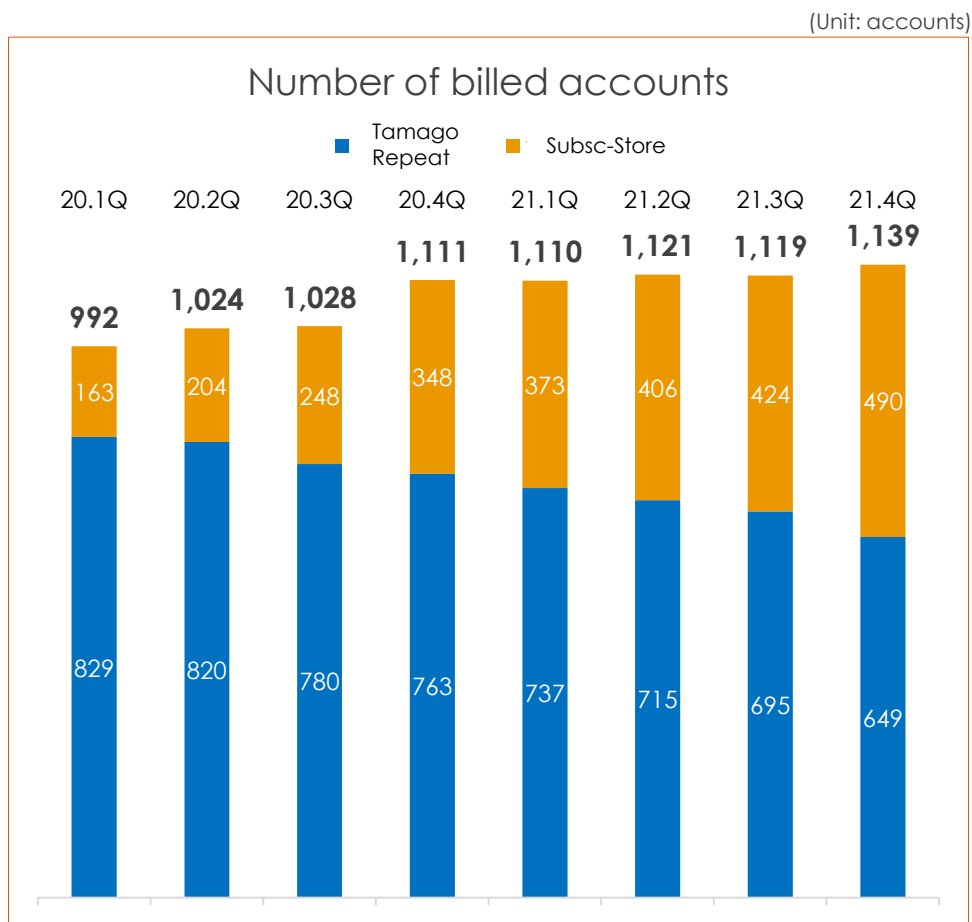
	1Q		2Q		3Q		4Q	
	Result	Weighting (%)	Result	Weighting (%)	Result	Weighting (%)	Result	Weighting (%)
Net sales	484	100.0	526	100.0	485	100.0	514	100.0
Cost of sales	129	26.8	125	23.9	125	25.9	149	29.1
Gross profit	354	73.2	400	76.1	359	74.1	364	70.9
SG&A expenses	255	52.7	240	45.7	249	51.4	275	53.6
Operating profit	99	20.5	160	30.4	110	22.7	88	17.3
Permanent employees*1	115	—	105	—	111	—	110	—
Non-permanent employees*2	7	—	7	—	7	—	12	—

*1 Number of permanent employees and executive officers as of last day of each quarter

*2 Number of fixed-term employees, part-time employees, re-employed post-retirement employees, and dispatched employees as of last day of each quarter

Overview of Subsc-Store & Tamago Repeat: New Revenue Recognition Standard

- Number of Subsc-Store and Tamago Repeat accounts, and revenue by type after application of the new revenue recognition standard for comparison purposes



2. Fact Sheet

Financial Results

* Figures are after application of the new revenue recognition standard (unaudited)

		FY2018				FY2019				FY2020				FY2021			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Net sales*	(million yen)	297	293	304	310	326	336	357	376	399	442	479	495	484	526	485	514
Sales growth rate (YoY)	(%)	—	—	—	—	10.0	14.9	17.4	21.1	22.1	31.2	34.0	31.6	21.3	19.1	1.2	3.9
Sales growth rate (QoQ)	(%)	—	(1.3)	4.0	1.9	5.2	3.1	6.2	5.2	6.0	10.8	8.5	3.2	(2.2)	8.8	(7.9)	6.0
Cost of sales	(million yen)	43	49	80	81	80	91	63	65	77	81	137	151	129	125	125	149
Gross profit	(million yen)	253	244	224	229	246	245	294	311	321	360	341	344	354	400	359	364
Gross profit growth rate (YoY)	(%)	—	—	—	—	(2.8)	0.3	31.2	35.7	30.3	47.1	16.2	10.6	10.3	11.2	5.2	6.0
Gross profit growth rate (QoQ)	(%)	—	(3.7)	(8.2)	2.2	7.6	(0.6)	20.0	5.8	3.3	12.2	(5.2)	0.7	3.0	13.1	(10.4)	1.5
Gross profit margin	(%)	85.3	83.3	73.5	73.7	75.4	72.7	82.2	82.6	80.5	81.5	71.3	69.5	73.2	76.1	74.1	70.9
Operating profit	(million yen)	115	96	69	22	65	56	45	115	20	22	54	69	99	160	110	88
Operating profit margin	(%)	38.9	33.0	22.8	7.3	19.9	16.9	12.8	30.8	5.2	5.0	11.3	14.0	20.5	30.4	22.7	17.3
Ordinary profit	(million yen)	115	96	69	42	64	52	30	140	21	21	55	66	98	161	109	88
Ordinary profit margin	(%)	38.8	32.9	22.8	13.6	19.8	15.7	8.6	37.2	5.5	4.9	11.5	13.4	20.3	30.6	22.6	17.2
Profit for the period	(million yen)	81	59	39	32	40	32	18	103	14	10	31	40	59	101	69	61

Net Sales Breakdown by Revenue Category

* Figures are after application of the new revenue recognition standard (unaudited)

		FY2018				FY2019				FY2020				FY2021			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
Recurring revenue*1	(million yen)	168	170	175	181	180	182	184	202	198	201	203	205	217	222	228	233
GMV-linked revenue*2	(million yen)	105	103	111	115	123	120	128	133	141	130	129	155	155	149	150	150
Contract development revenue*3	(million yen)	1	0	0	0	1	1	14	3	1	3	40	63	47	86	64	65
Other revenue	(million yen)	21	19	17	13	21	32	30	36	58	107	105	70	63	67	41	64
Total	(million yen)	297	293	304	310	326	336	357	376	399	442	479	495	484	526	485	514

*1 Revenue from services with fixed monthly rates charged for number of months used

*2 Revenue from those services with variable fees that are linked to client GMV

*3 Revenue from contract development

Management Indicators

* Figures are after application of the new revenue recognition standard (unaudited)

		FY2018				FY2019				FY2020				FY2021			
		1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q	1Q	2Q	3Q	4Q
ARR*4	(million yen)	676	686	710	727	726	741	729	772	745	806	827	831	877	894	916	935
ARR growth rate (YoY)	(%)	—	—	—	—	7.4	7.9	2.7	6.3	2.6	8.7	13.4	7.6	17.6	11.0	10.8	12.5
GMV	(billion yen)	29.2	29.0	29.9	31.0	32.2	32.3	31.8	35.7	36.9	36.1	37.7	41.5	39.0	37.8	39.2	39.4
GMV growth rate (YoY)	(%)	—	—	—	—	10.3	11.0	6.4	15.2	14.3	11.9	18.5	16.2	5.9	4.8	3.9	-5.0
GMV growth rate (QoQ)	(%)	—	(0.6)	2.9	3.7	4.0	0.0	(1.4)	12.3	3.2	(2.1)	4.4	10.1	(6.0)	(3.1)	3.6	0.7
Net sales to GMV ratio	(%)	1.0	1.0	1.0	1.0	1.0	1.0	1.1	1.1	1.1	1.2	1.3	1.2	1.2	1.4	1.2	1.3
GMV take rate*5	(%)	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.4	0.3	0.4	0.4	0.4	0.4	0.4
Total number of accounts	(accounts)	948	966	992	1,006	1,012	1,033	1,013	1,021	1,034	1,095	1,129	1,238	1,275	1,295	1,337	1,369
ARPA	(thousand yen)	104	101	102	102	107	108	117	122	128	134	141	133	126	135	120	125
Permanent employees*6	(persons)	47	48	52	65	68	66	87	86	93	106	122	115	115	105	111	110
Non-permanent employees*7	(persons)	1	2	7	11	12	13	5	5	16	18	13	14	7	7	7	12

*4 Calculated as recurring revenue of final month of each quarter x 12

*5 GMV-linked revenue divided by GMV

*6 Number of permanent employees and executive officers as of last day of each quarter

*7 Number of fixed-term employees, part-time employees, re-employed post-retirement employees, and dispatched employees as of last day of each quarter

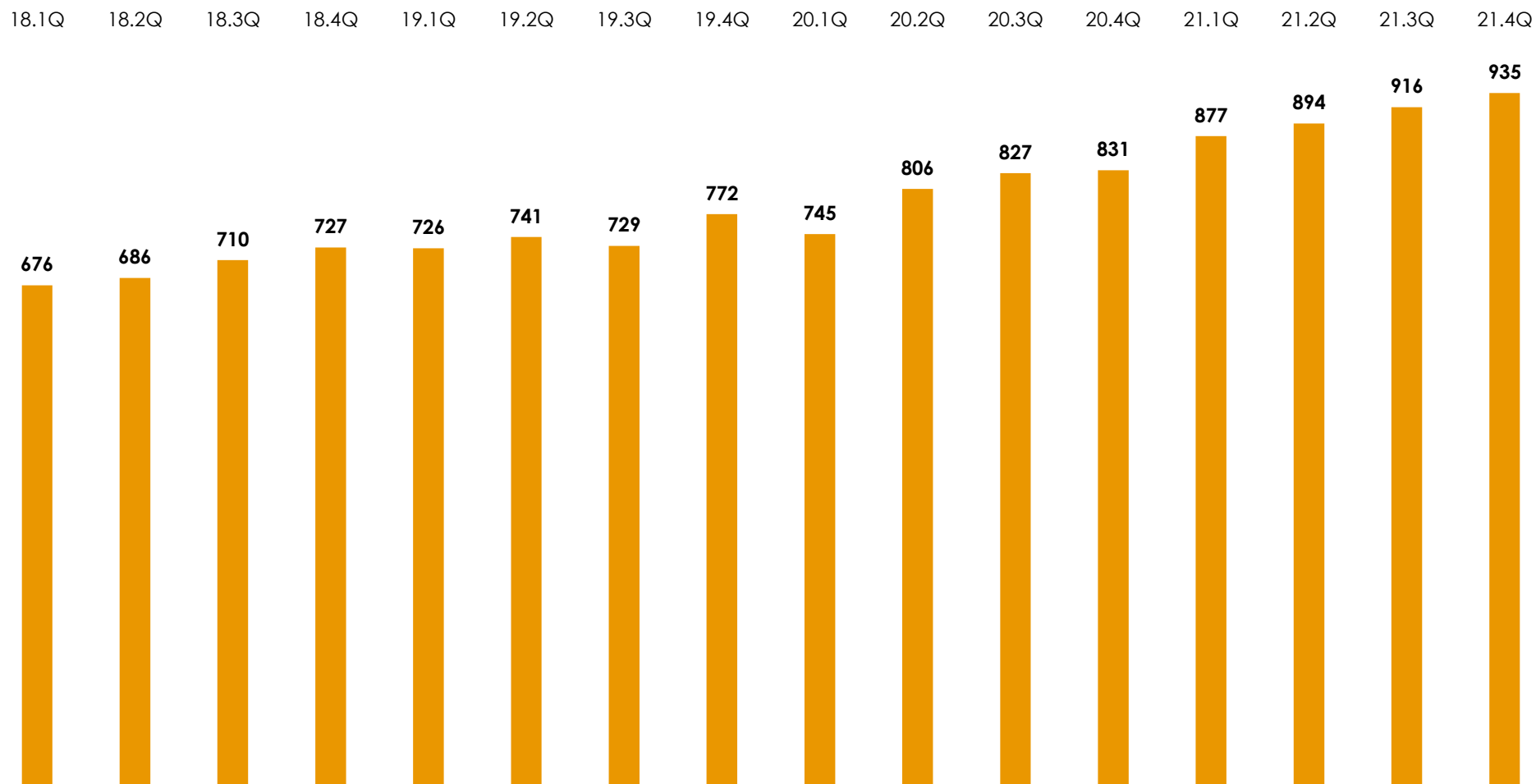
ARR

CAGR 9.0%

Note 1: Annualized growth rate from 1Q FY2018 through 4Q FY2021

Note 2: Recurring revenue of final month of each quarter multiplied by 12 (after application of new revenue recognition standard)

(Unit: million yen)



3. TEMONA's Services

Service Overview: Subsc-Store

Dedicated consultants to support sales growth & operational streamlining

Subsc-Store for subscription, D2C, and regular purchase mail-order business support



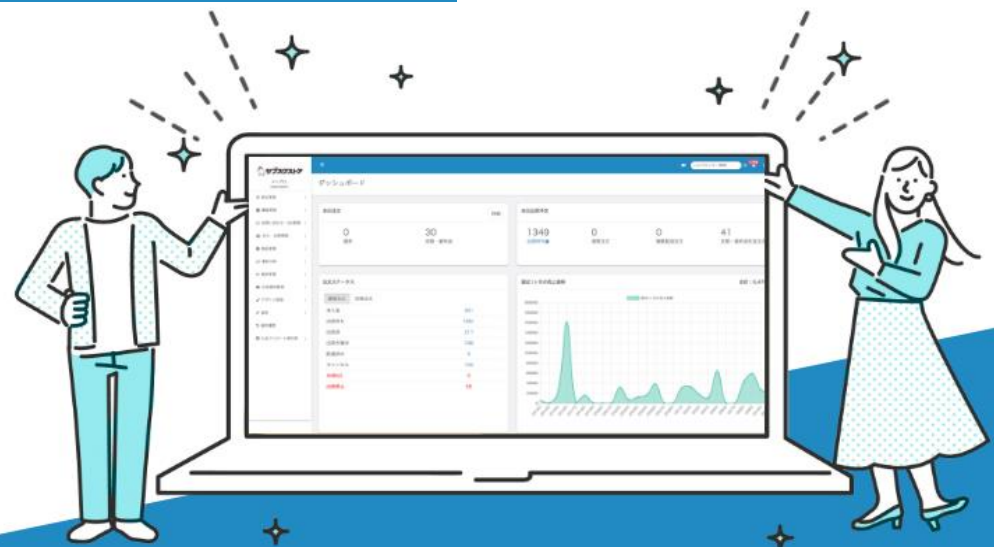
Top market share*1



More than 1,000 corporate users*2



Service provided for more than 10 years*3



*1 Based on June 2019 survey by Nihon Ryutsu Sangyo Co., Ltd.

*2 As of September 2020

*3 Since the launch of the Tamago Cart service in September 2009

Subsc-Store is a cloud-based system that enables users to centrally manage regular purchase systems/carts for the kind of product and customer management required for single-item e-commerce, D2C, and subscription businesses.



Pricing plans (not incl. tax)	
Standard Plan	¥49,800 per month
Premium Plan	¥79,800 per month
Expert Plan	Varies depending on kind of development work required

Service Overview: Tamago Repeat



The ultimate cloud-based mail-order system
for e-commerce subscription businesses

For **subscriptions**

choose

Tamago Repeat



Shopping carts

Call center (linkable to CTI)

Automated emails

Analysis (advertising, CRM, repeat subscriptions)

Tamago Repeat is a mail-order system (with a shopping cart feature) that automates all online shopping operations and that is tailor-made for subscription business and subscription box club business.




Pricing plan (not incl. tax)	
ASP Plan	¥49,800 per month
Gold Plan	¥79,800 per month

Service Overview: Subsc-Store B2B

TEMONA is one of Japan's leading **subscription support service providers**

Knowhow gained through helping **1,000 companies**

Subsc-Store is a one-stop platform that helps to improve **sales efficiency and grow sales** of **B2B subscription businesses**



Category	Value
本日注文/契約	0
本日注文/解約	0
本日注文/予定	28
本日注文/契約	8
本日注文/解約	0
本日注文/予定	3

New customer acquisition Boosted 128%
128% increase in new customers after adopting Subsc-Store B2B (approximately four months after opening)

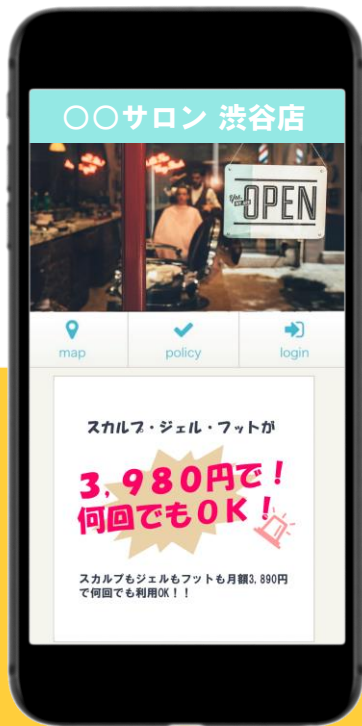
Order processing workload down 84%
Order processing work streamlined to reduce workload by 84% (based on client feedback)

Billing workload reduced by 75%
workload reduced by 75% as a result of streamlining of workflow from billing to recovery (when using "buy now, pay later" service)

Subsc-Store is a one-stop operations support tool for B2B subscription businesses in a wide range of industries. Suitable for wholesale, professional and consulting services, property rental, maintenance services, group membership fee subscriptions, etc.

Pricing plan (not incl. tax)
¥79,800 per month





Switch from one-off sales to recurring revenue business

Starting a subscription business?
Check out Subsc-@

We make it easy to attract repeat customers to your store. Start today with a free subscription service trial.

Subsc-@ is a cloud system dedicated to supporting brick-and-mortar store subscriptions. Features include subscriber perk and discount voucher issuance, subscriber management, payment settlement, and store visit reservations, as well as notifications to encourage subscribers to visit stores.

Pricing plan

Please contact us for details

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4. FAQ

Q 1

What initiatives are you undertaking to meet the criteria for listing on the Tokyo Stock Exchange's "Prime Market"?

TEMONA is working to meet the requirements for listing on the Prime Market by taking steps to increase the market capitalization of tradable shares while taking advantage of the transitional measures that the Tokyo Stock Exchange has put in place.

We will provide further details in our "Plan to Meet Prime Market Listing Criteria", which we plan to disclose and submit to the Tokyo Stock Exchange by the end of December 2021.

Q 2

What management KPIs are you prioritizing?

In the current medium-term management plan we have set ARR (annual recurring revenue) and GMV (gross merchandise value) as our two priority KPIs to assess progress toward our management targets. We have prioritized these two KPIs because we are placing emphasis on return on investment and stable business growth. Specific numerical targets are set forth in the medium-term management plan.

Disclaimer

Information provided in these briefing materials includes forward-looking statements based on plans, estimates, and forecasts regarding our business and industry trends as of the time of writing.

Such forward-looking statements are inherently subject to various risks and uncertainties. Known and unknown risks, uncertainties, and other factors may cause actual performance and financial results in future periods to differ materially from projections of future performance or results expressed in the forward-looking statements.

The actual performance and financial results of the Company in future periods may differ materially from the forward-looking statements contained in these briefing materials.

The forward-looking statements set forth by the Company in these briefing materials are based on information available as of November 25, 2021. The Company undertakes no obligation to update or revise forward-looking statements to reflect future events and circumstances.

Contact

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TEMONA

サブスクといえばテモナ。

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