



INVESTOR PRESENTATION

Financial Results for the Fiscal Year ended March 31, 2022

Gurunavi, Inc. (Stock Code : 2440)

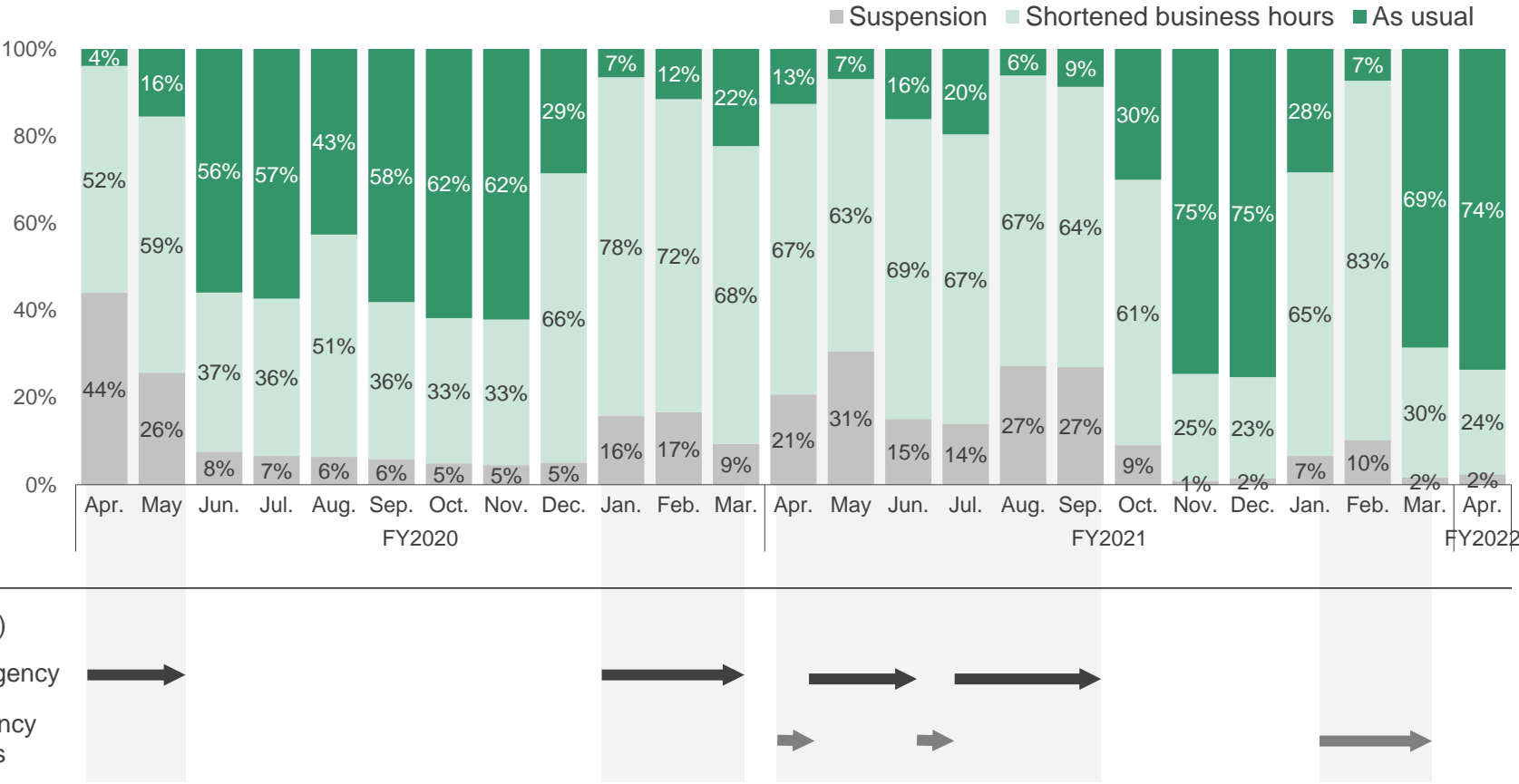
Food: Satisfying People
and Creating Connections



Business Environment

✓ Although there were signs of a recovery in the restaurant market during the period when the state of emergency, etc. was lifted, restaurant operations generally continued to face difficult conditions.

Business status of member restaurants (Web survey of member restaurants)



Financial Highlights

- ✓ Losses narrowed due to fixed cost reductions and improved operational efficiency, despite the decrease in sales in a severe business environment
- ✓ Recorded an impairment loss
- ✓ Rakuten ID connected members exceeded 5.5 million

	FY2020	FY2021
Net sales	JPY 16,181 million	JPY 12,852 million
Operating loss	JPY (7,423) million	JPY (4,786) million
Net loss attributable to owners of parent	JPY (9,704) million	JPY (5,768) million
Number of total paying member restaurants (At the end of March 2022) Including members of delivery and take-out services only	55,763	58,286
Number of Rakuten ID connected members (At the end of March 2022)	4.55 million	5.54 million

“Accounting Standard for Revenue Recognition” (ASBJ Statement No. 29, March 31, 2020) have been applied from the beginning of the fiscal year 2021.
There is no change in presentation to the figures for previous years.

Consolidated income statement

(JPY million)	FY2020	Ratio to sales	FY2021	Ratio to sales	YoY Change (for reference)
Net sales	16,181	100.0%	12,852	100.0%	(20.6)%
Cost of sales	7,458	46.1%	5,759	44.8%	(22.8)%
Gross profit	8,722	53.9%	7,092	55.2%	(18.7)%
SG&A expenses	16,146	99.8%	11,878	92.4%	(26.4)%
Operating loss	(7,423)	-	(4,786)	-	-
Ordinary loss	(7,269)	-	(4,692)	-	-
Net loss before income taxes	(8,774)	-	(5,729)	-	-
Net loss attributable to owners of parent	(9,704)	-	(5,768)	-	-

Recorded an impairment loss of 1,140 million yen in FY2021 (FY2020:1,982 million yen)

Consolidated sales breakdown

(JPY million)	FY2020	FY2021	YoY (for reference)
Net sales	16,181	12,852	(20.6)%
Restaurant promotion services	13,283	9,991	(24.8)%
Cumulative retained services	10,480	8,412	(19.7)%
Spot services	2,803	1,579	(43.7)%
Promotions	2,137	1,361	(36.3)%
Related businesses	759	1,499	97.4%

Cumulative retained services

- ✓ Decrease due to generally sluggish orders from restaurants, despite improvement in Q3 when the emergency declaration was lifted

Spot services

- ✓ Decrease in online reservation commission sales due to reduced effect of Go To Eat Campaign and applied "Accounting Standard for Revenue Recognition"

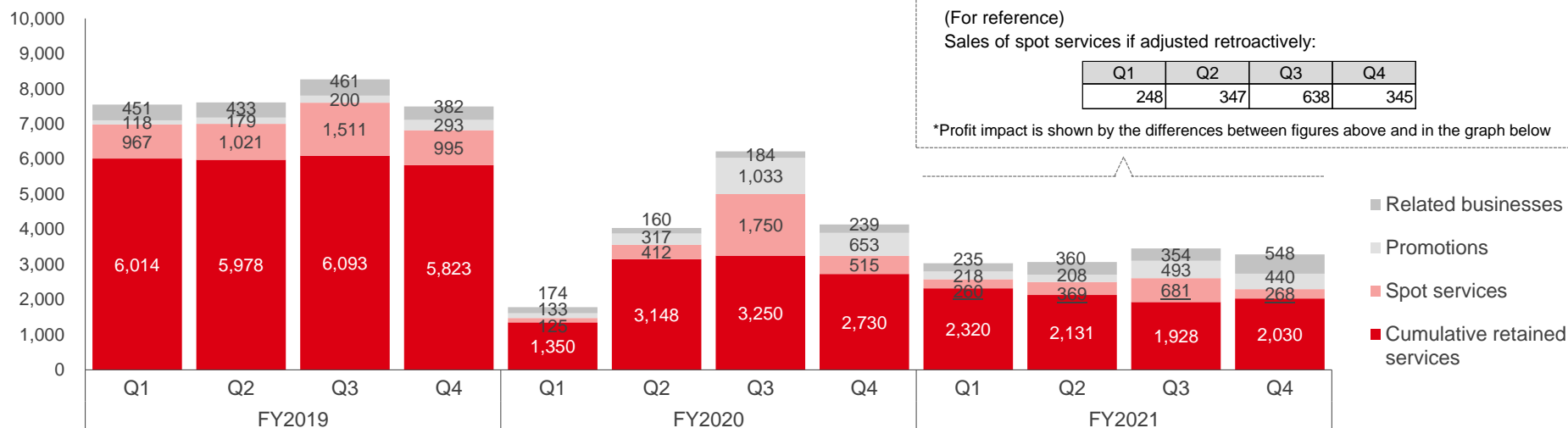
Promotions

- ✓ Revenue from contracted management of the Go To Eat campaign and Gurunavi FOODMALL (ended FY2020 Q4) was declined/was eliminated

Related businesses

- ✓ Recorded contracted business fee from Rakuten Group.

(JPY million)



Errors were identified in spot sales for the current year-to-date period. Due to immateriality of the amount, corrections were not made retroactively, but were reflected in the Q4 accounting treatment.

(For reference)

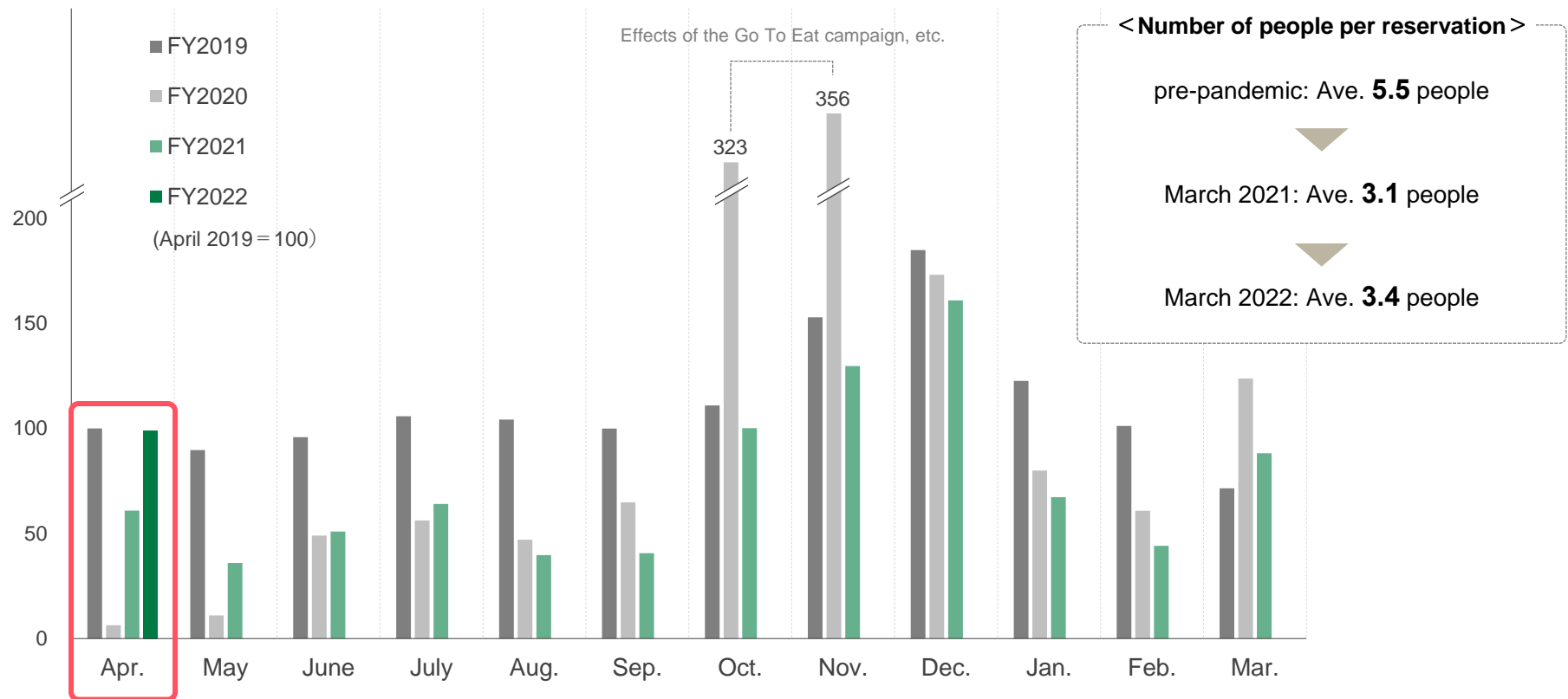
Sales of spot services if adjusted retroactively:

Q1	Q2	Q3	Q4
248	347	638	345

*Profit impact is shown by the differences between figures above and in the graph below

Number of monthly online reservations

- ✓ The number of reservations in April is about 99% of that in April 2019 before the pandemic.
- ✓ The number of people per reservation tends to continue to decrease.



Consolidated cost breakdown

(JPY million)	FY2020	FY2021	YoY (for reference)
Total cost	23,604	17,638	(25.3)%
Cost of sales	7,458	5,759	(22.8)%
SG&A	16,146	11,878	(26.4)%
Personnel expenses	7,240	6,736	(7.0)%
Rent expenses	1,947	1,300	(33.2)%
Business consignment expenses	1,431	1,545	8.0%
Advertising and promotion expenses	1,955	730	(62.7)%
Other	3,570	1,564	(56.2)%

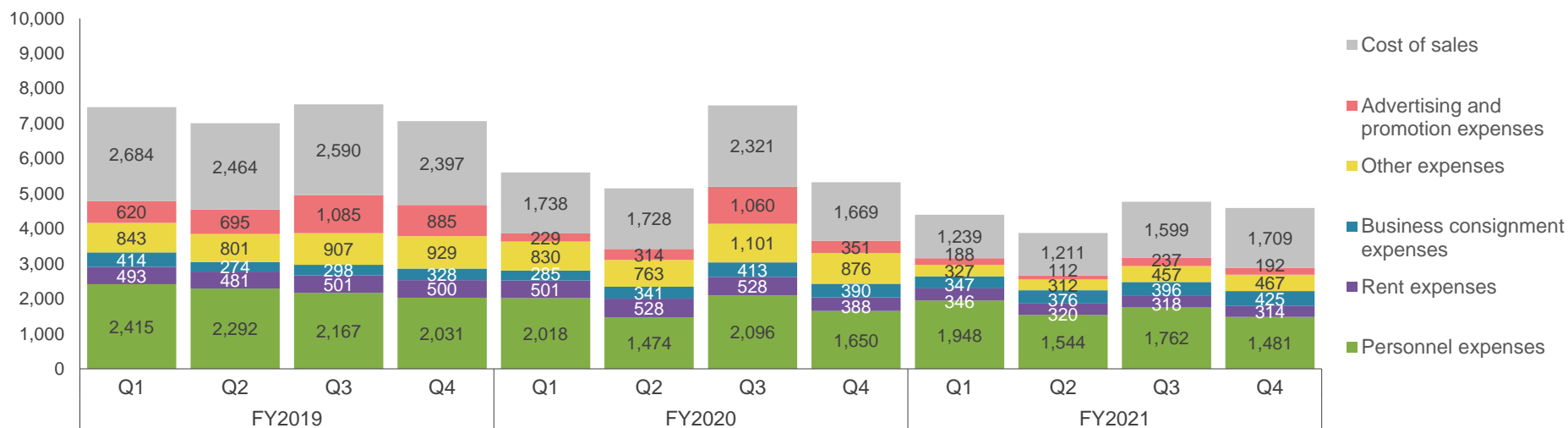
Cost of Sales

- ✓ Depreciation and amortization decreased due to recorded impairment losses in Q4 of the previous financial year
- ✓ Reduction in Go To Eat campaign operating costs

SG&A

- ✓ Rent expenses
Decrease in office rent expenses due to scaling down office space and relocation/reduction of sales offices
- ✓ Advertising and promotion expenses
Reduction in advertising and promotion expenses for driving restaurant demand through Go To Eat campaign and for online reservation points
- ✓ Other expenses
Reduction in other expenses due to the reversal of allowance for doubtful accounts and a reduction in depreciation and amortization due to recorded impairment losses in Q4 of the previous financial year

(JPY million)



Consolidated balance sheets

- ✓ Raised 5.0 billion yen by issuing common stock (3.3 billion yen) and Class A preferred stock (1.7 billion yen) through third-party allotment
- ✓ Equity ratio : 72.4% at March-end 2022, 68.5% at March-end 2021

(JPY million)	As of Mar. 31, 2021	As of Mar. 31, 2022	Change	(JPY million)	As of Mar. 31, 2021	As of Mar. 31, 2022	Change
Total current assets	11,664	10,691	(972)	Total current liabilities	4,024	3,134	(889)
Cash and deposits *	7,507	6,962	(544)	Accounts payable- other	1,482	1,302	(179)
Notes and accounts receivable-trade	2,741	2,661	(80)	Deposits received *	1,675	1,040	(635)
Accounts receivable- other	1,154	740	(414)	Income taxes payable	57	34	(23)
Prepaid expenses	480	379	(100)	Provision for bonuses	247	239	(8)
Allowance for doubtful accounts	(581)	(139)	441	Provision for point card certificates	158	19	(139)
Other	362	87	(274)	Other	402	498	96
Total non-current assets	1,903	1,415	(487)	Total non-current liabilities	168	121	(46)
Property, plant and equipment	-	-	-	Total liabilities	4,192	3,255	(936)
Intangible assets	-	-	-	Total net assets	9,375	8,851	(523)
Investments and other assets	1,903	1,415	(487)	Equity	9,290	8,767	(522)
Total assets	13,567	12,107	(1,460)	Total liabilities and net assets	13,567	12,107	(1,460)

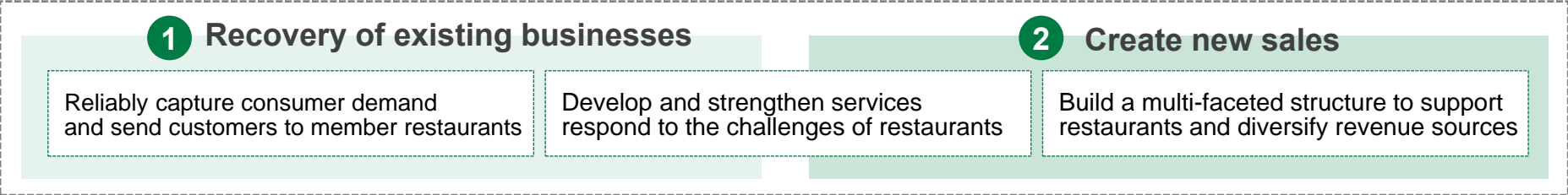
Total amount of commitment line contract as of March 31, 2022 (Outstanding borrowing balance) JPY 4 billion ()

* Recorded for cash and deposits and deposits received related to the operation of the contracted business from the Ministry of Agriculture, Forestry and Fisheries (Go To Eat campaign) (At the end of March 2021:1,508 million yen each, At the end of March 2022:873 million yen each)

Basic Business Policy and Full-year Forecasts for the fiscal year 2022

Business review of the last two years

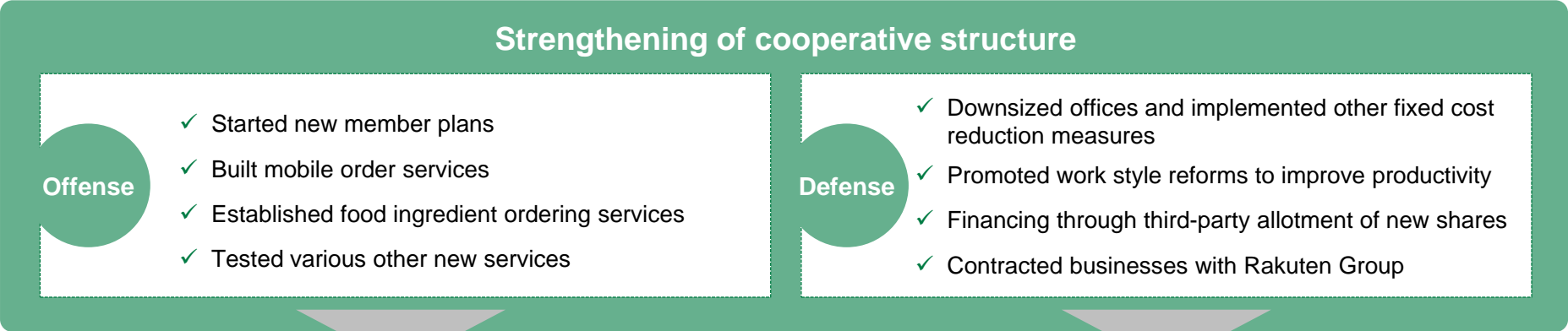
FY2020 Business Policy



Assuming a prolonged pandemic

FY2021 Business Policy

Develop "offense" and "defense" for earnings recovery and re-growth based on FY2020 policy



Although significant results were not achieved due to a challenging business environment, new services with growth potential are progressing as planned.

While it took time for the core business to recover, the deficit has narrowed through measures to reduce fixed costs.

Outlook of business environment and our challenges

External environment

Outlook for the eating out market environment remains uncertain

- ✓ We expect demand for eating out to recover to a certain degree as efforts are being made to manage both COVID-19 prevention and socioeconomic activities
- ✓ On the other hand, the emergence of new variants and delays in utilization of treatments have raised concerns about a possible rise in infections
- ✓ In addition, the situation in Ukraine is putting further pressure on the operations of restaurants, such as causing price hikes in raw materials

Three main challenges

Short-term focus

- 1 Transform profit structure to return to profitability during the fiscal year

Mid to long-term focus

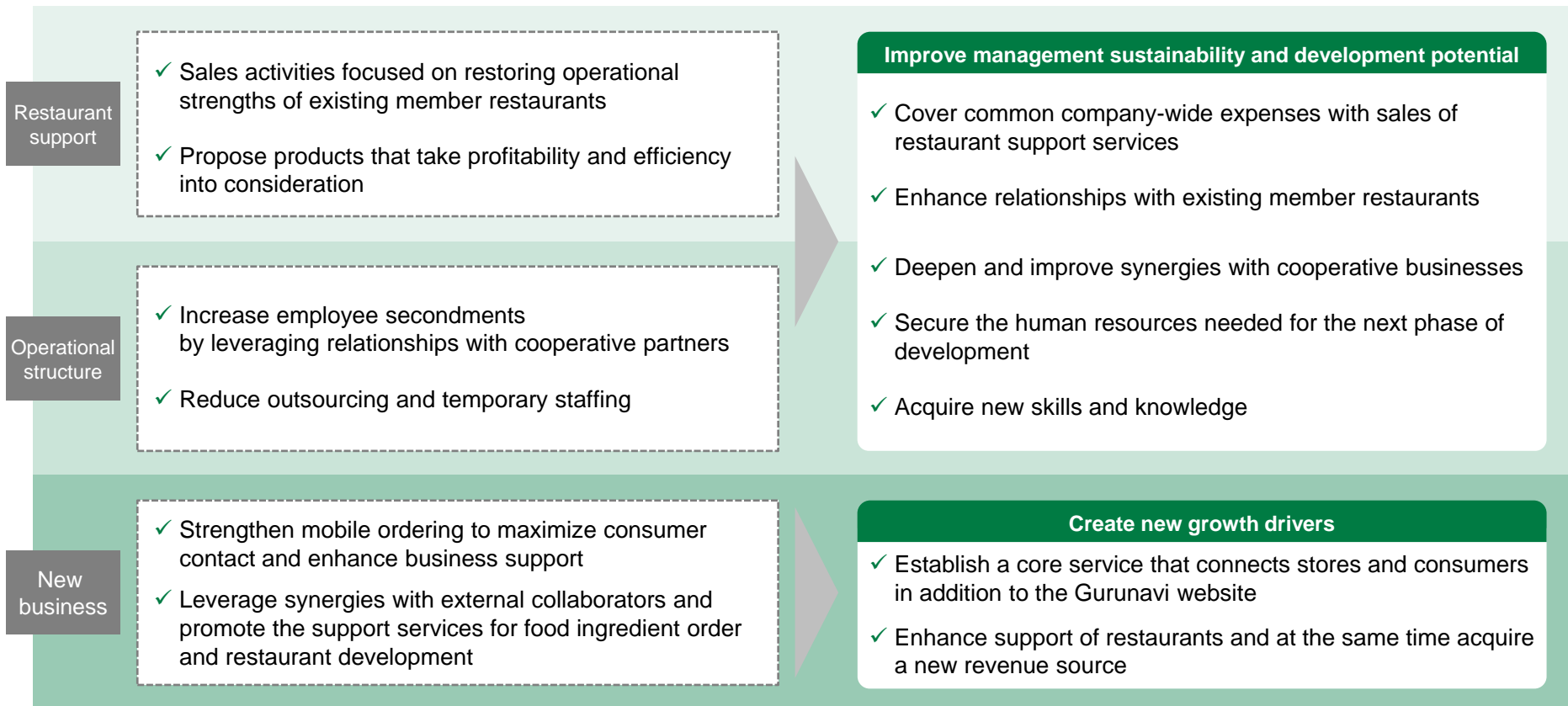
- 2 Continue to make upfront investment for the future
- 3 Strengthen management foundation to support re-growth

FY2022 Basic Business Policy

Company-wide policy:

Review the allocation of management resources by prioritizing focus areas

Improve the development potential and sustainability of management and create new growth drivers



FY2022 Full-year business forecast

Return to black in Q4 and generate profits from next fiscal year

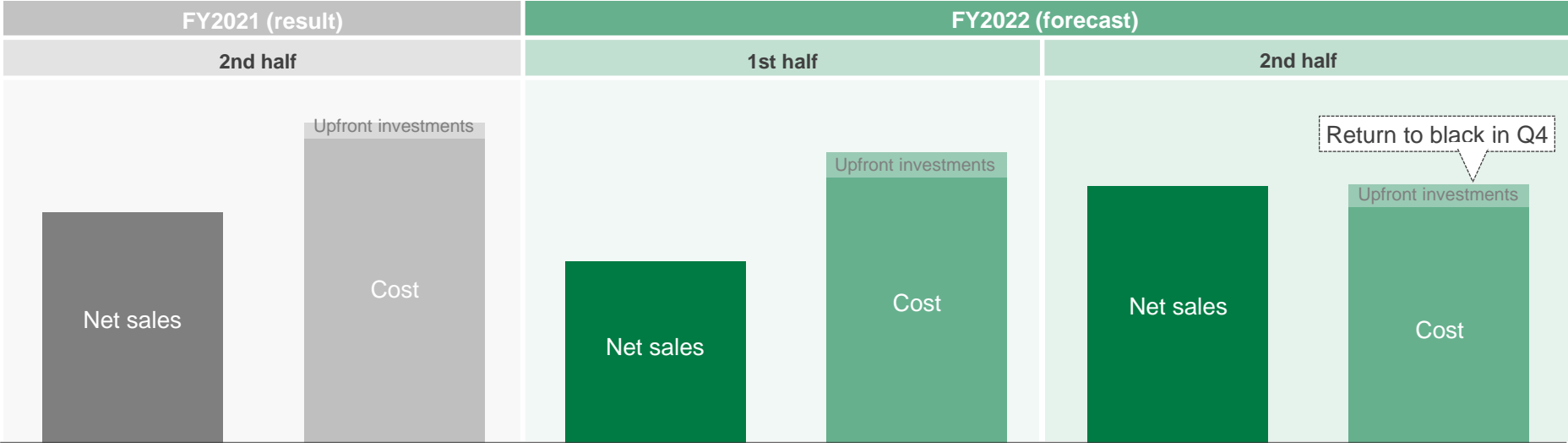
(JPY million)	FY2021(result)			FY2022 (forecast)		
	1st half	2nd half	Full-year	1st half	2nd half	Full-year
Net sales	6,105	6,747	12,852	5,300	7,500	12,800
Operating loss	(2,170)	(2,615)	(4,786)	(3,200)	(50)	(3,250)
Ordinary loss	(2,176)	(2,515)	(4,692)	(3,200)	(50)	(3,250)
Net loss attributable to owners of parent	(2,240)	(3,528)	(5,768)	(3,230)	(70)	(3,300)

- ✓ Sales for restaurant support services are expected to bottom out in Q1 and make gentle but steady recovery
- ✓ Reduce fixed costs through increased employee secondments (to be implemented from Q1) and decreased outsourcing and temporary staffing
- ✓ Continue to make upfront investments in new areas, focusing on mobile ordering

(Shareholder returns)

Dividends on common shares will not be paid. It is our judgement that securing internal reserves for stable management is the most important issue.

FY2022 Full-year business forecast



FY2021 2nd half → FY2022 1st half FY2022 1st half → FY2022 2nd half

Sales



- Decline in sales of cumulative retained services due to the impact of infection control measures enforced until March 21
- Decrease in sales of spot services due to the impact of revised online reservation fees for new member plans and seasonal factors
- Decrease in promotional sales (seasonal)



- Recover sales of existing services for restaurants by reviewing contracts keeping in line with the business conditions of each member restaurant
- Increase sales of promotions
- Ramp-up of sales of some new services expected

Total cost



- Decrease in personnel expenses from Q2 due to measures for external secondment
- Reduction in outsourcing and temporary staffing



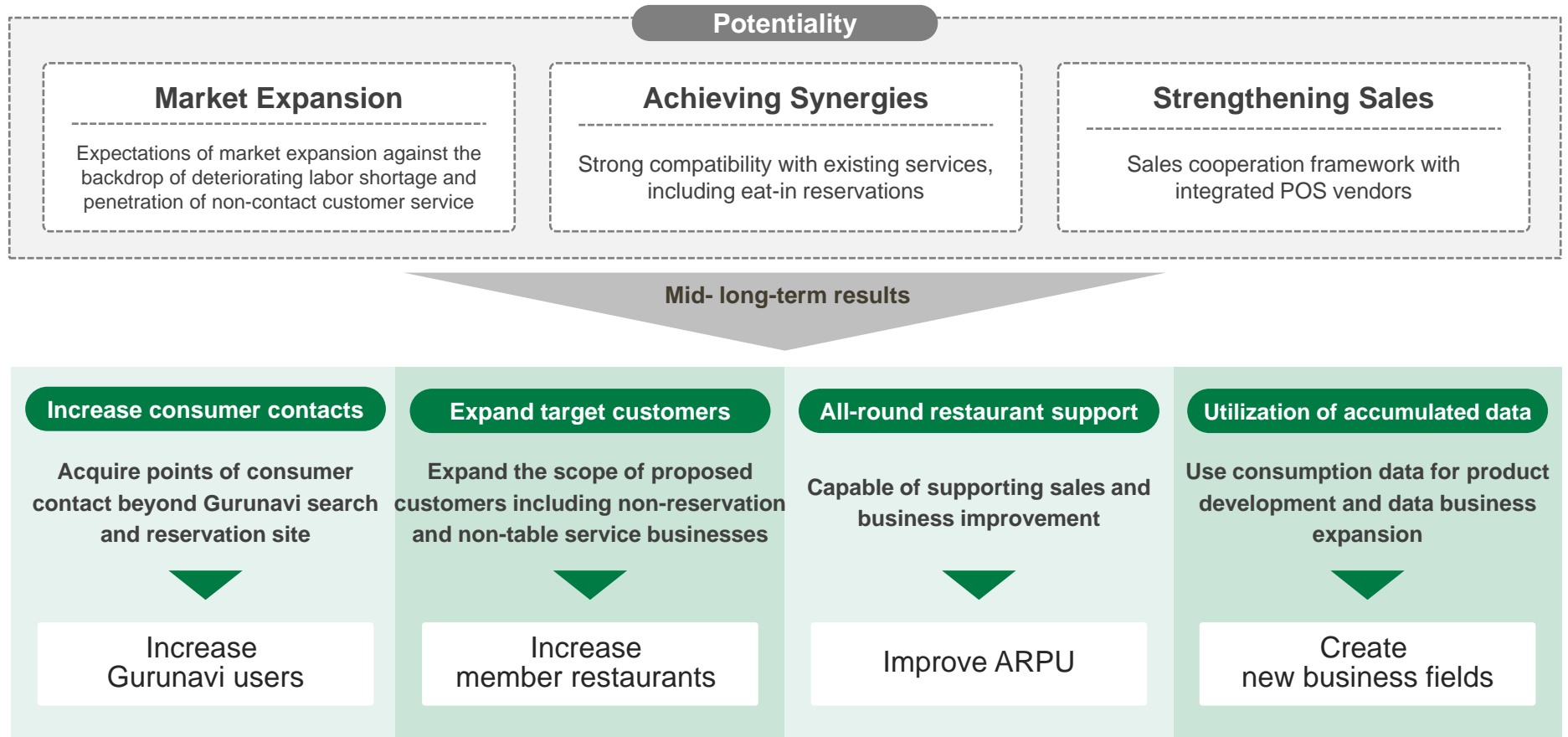
- Full impact of external secondment measures expected
- Reduction in outsourcing and temporary staffing
- Downsizing of main office (partial return due in September)
 - FY2022 reduction impact: a little over 100 million yen
 - FY2023 reduction impact: approx. 500 million yen a year

FY2022 Focus on priority services

Focus on maximizing consumer contact and reservations and continue to strengthen services that contribute to the acquisition of non-restaurant revenue sources

	Existing service	New service
Sales promotion support field	<p>Continuation Gurunavi Media service</p> <p>Suspend Inbound service</p> <p>Close CLUB MICHELIN</p>	<p>Continuation Online Reservation Coupon</p> <p>Continuation Sales promotional package service Restaurant page exposure enhancement service</p> <p>Suspend Restaurant Live Cam</p>
	<p>Continuation Gurunavi ledger <small>Included in new paid membership plan</small></p> <p>Close Gurunavi register</p> <p>Close Gurunavi Pay</p> <p>Reduction Agency services</p>	<p>Continuation Mobile ordering service</p> <p>Continuation Ingredients ordering support service</p> <p>Continuation Store development support service</p> <p>Close Delivery and take-out service</p>
	Business support field	

Mobile ordering service (1)



Market is in its formative stages and Gurunavi aims to become the de facto standard. Aiming for early return to profitability through products and services that impress restaurants.

Mobile ordering service (2)

Establish and deliver 5 core values

Save manpower

Increase average customer spend

Attract new customers

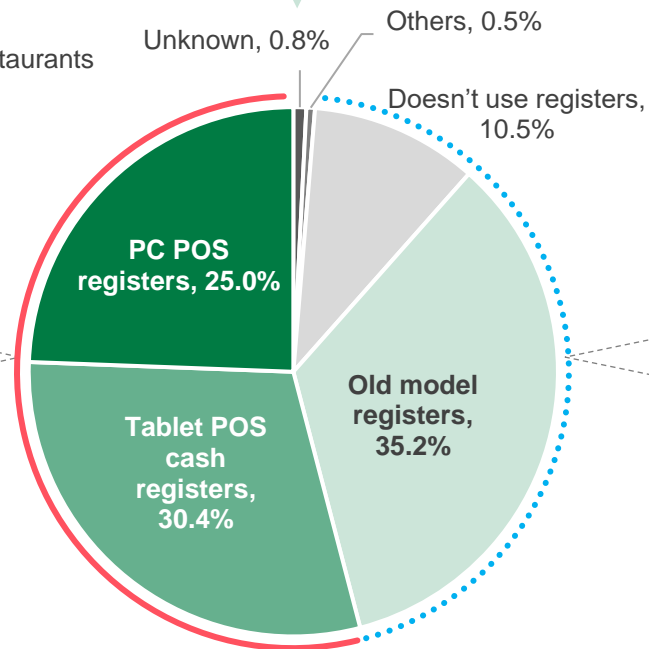
Promote repeat customers

Enhance hygiene

Meeting restaurant needs in terms of increased sales and improved operations

(Reference)
Current status of cash register use at participating restaurants

Immediate targets
Promote service and sales collaborations with various POS vendors

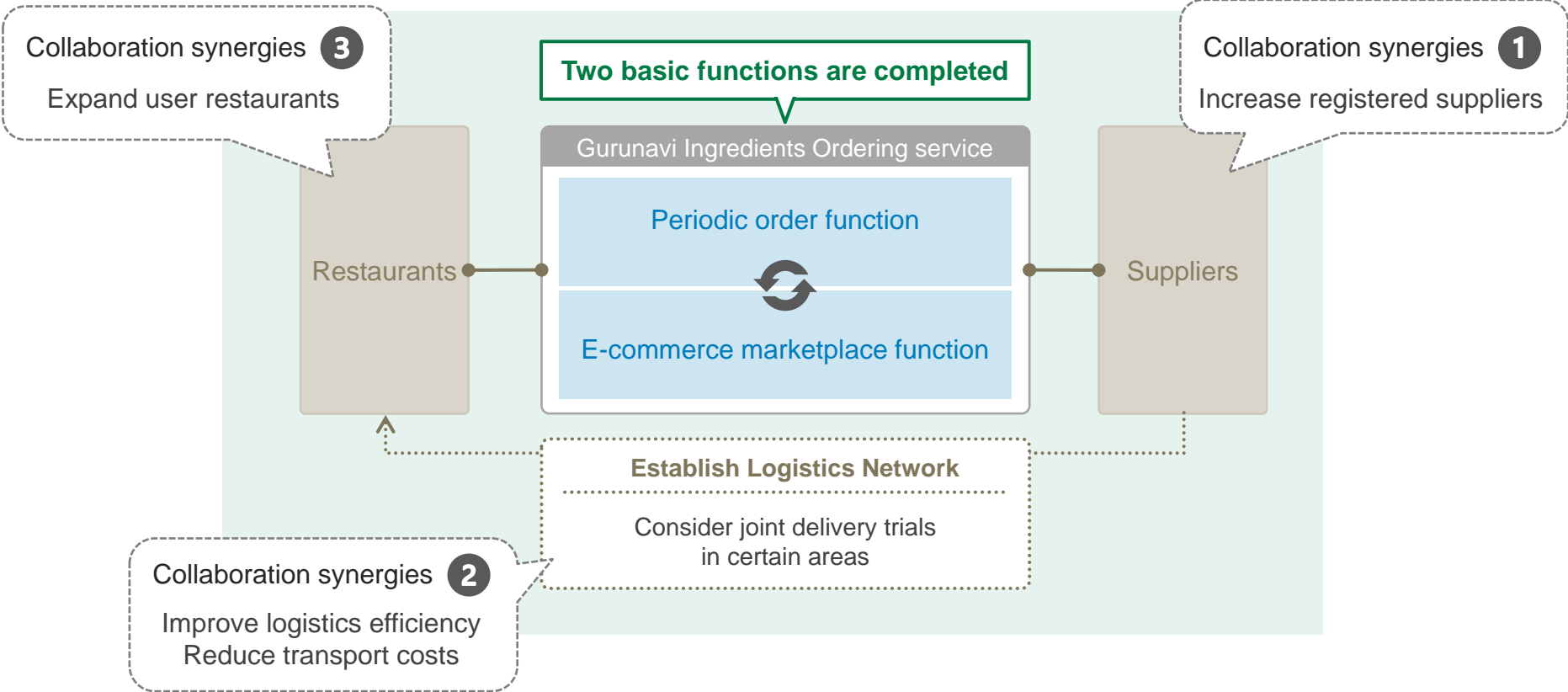


Mid- long-term targets
Expand target market by investing in models not related to POS

*Web survey for member restaurants,
Conducted from February 14 to 26, 2020 (n=372)

Ingredients ordering support service

Expand services in cooperation with external companies



Store development support service

Seek new profits by supporting creation of bustling commercial facilities

April 2022

CenTerrace TENMONKAN



GURUNAVI Dining Park

Kagoshima City, Kagoshima

Number of restaurants opened : 3

May 2022 (planned)

Maruei Galleria



GURUNAVI FOODHALL WYE

Nagoya City, Aichi

Number of restaurants opened : 10

Business assets of Gurunavi

Network of
restaurants
and cooks

ICT
tools

Database on
eating out

Promotional
know-how ...

Analysis



Leveraging

Concept and floor
design

Attracting
restaurants

Promotion
support ...

**Creating bustling with "food"
at commercial facilities**

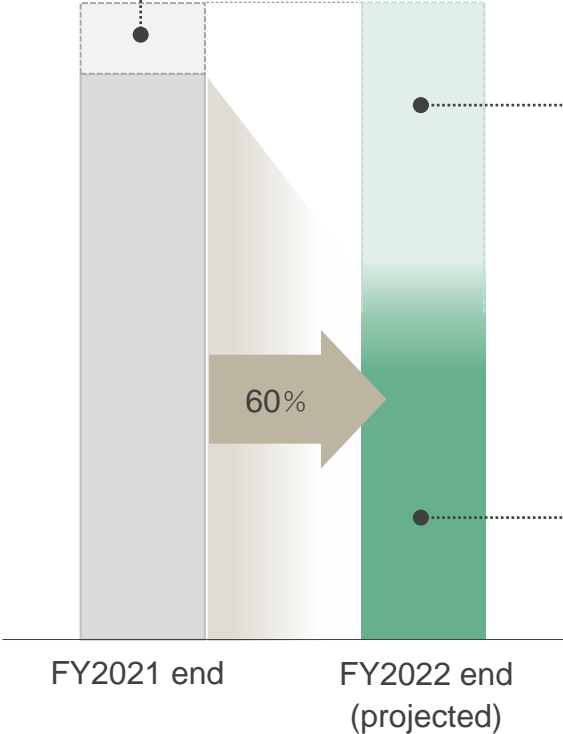
**Create synergies with existing businesses
such as in restaurant support and promotions**

FY2022 Management Foundation

Build a solid management foundation to support our evolution into management support company for restaurants

Human resource allocation

Seconded employees
Employees engaged in contract work



Measure 1 Increase employee secondments

Short-term	Mid-term
<ul style="list-style-type: none"> ✓ Retain employees ✓ Improve synergies ✓ Introduction to prospective clients ✓ Cross-selling 	<ul style="list-style-type: none"> ✓ Explore further collaboration ✓ Acquire new skills and knowledge ✓ Build external network

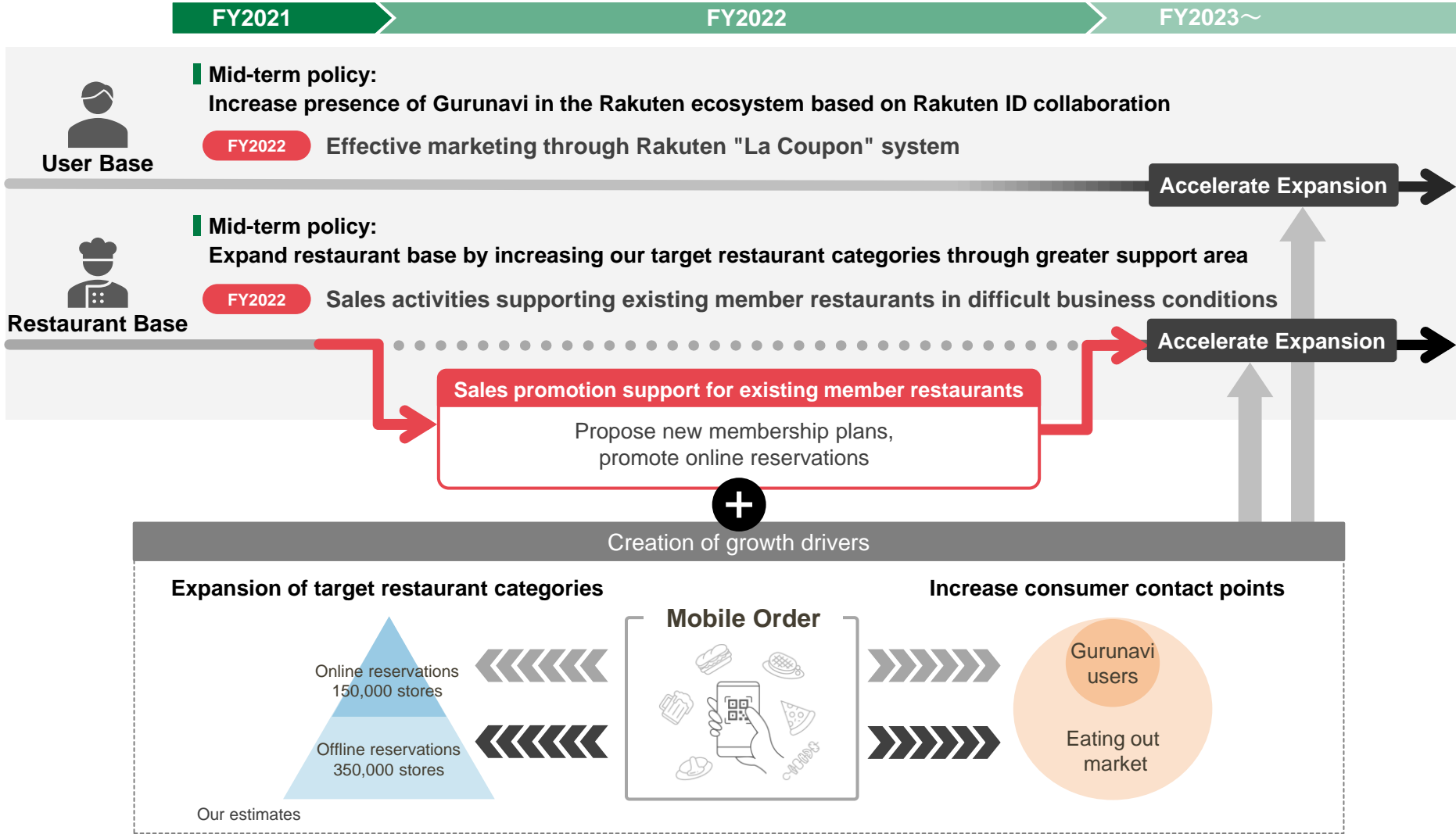
Measure 2 Improve productivity and robustness

- ✓ Return to profitability in Q4
- ✓ Create new growth drivers
- ✓ Deepen ties by supporting existing member restaurants

Strengthen Management Base

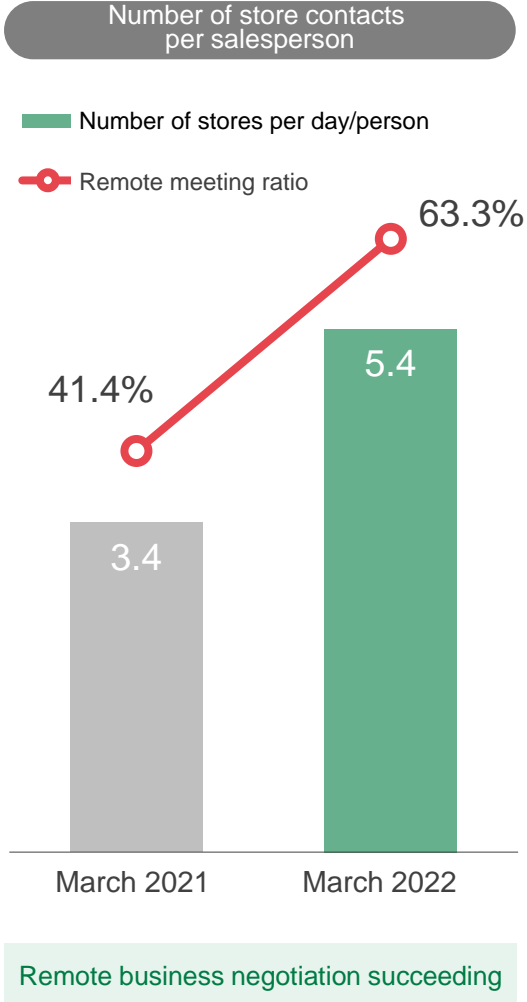
- People
- Customers
- Financial
- Services
- Cooperative system

Direction of restaurant support (1)

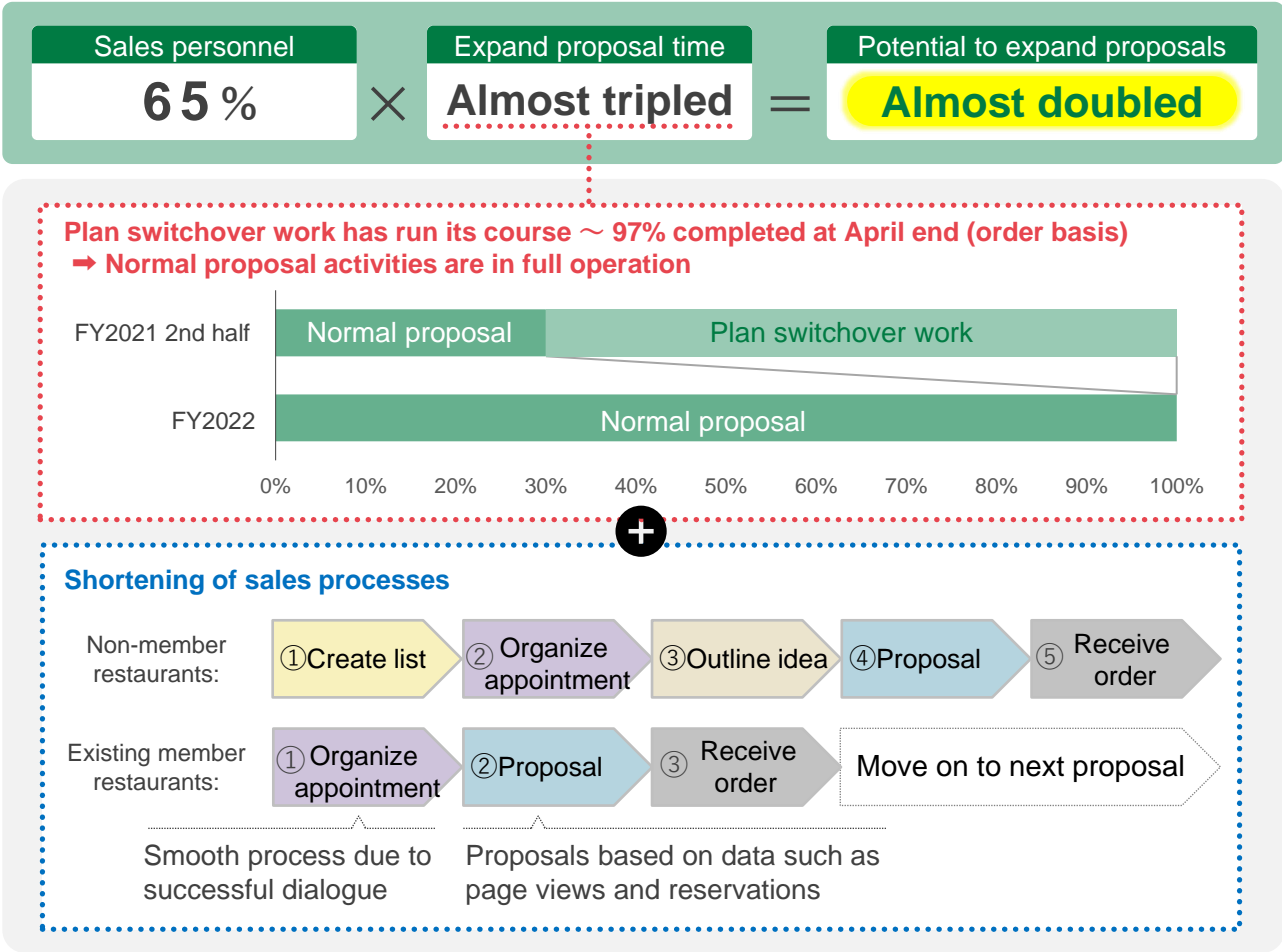


Direction of restaurant support (2)

Current and future sales activities



Aggressive proposals possible despite streamlined structure



Direction of restaurant support (3)

Measures to promote product upselling

See p.26 for details of new membership plan



Online reservation commission	Fixed fee	Different fee options available		
Gurunavi Ledger (app version)	×	○		○
Online reservation coupon	×	○		○
Enhanced exposure	×	×		○
Additional promotional package service	×	×		○

Thoroughly promote use of online reservations and improve customer satisfaction

< Spirit >

Protecting and nurturing Japanese food culture

< Purpose >

Food: Satisfying People and Creating Connections

< Mid term vision >

Evolve into management support company for restaurants

Reference materials

New membership plan *launched in September 2021

- ✓ Set up a new plan with a lighter monthly fixed cost burden compared to the previous plan
 - ✓ For restaurants that do not require sales promotion support, such as thriving restaurants, online reservation functions and business support products are provided independently
- Increase the number of member restaurants and the possibility to reallocate resources to new businesses through the expansion of target restaurants, reduction of churn rate and associated improvement in operational efficiency

■ Sales promotional plan (that requires published restaurant page)

	Basic Plan	Light Plan	Start Plan
Basic membership fee	30,000 yen / month	10,000 yen / month	0 yen / month
Assigned sales contact	○	×	×
Online reservation commission	Different fee options available Lunch: 10-40 yen / person; Dinner: 50-200 yen / person		Fixed fee Lunch: 40 yen / person; Dinner: 200 yen / person
Gurunavi Ledger (App version)	○	○	×
Use of coupons	○	○	×
Enhanced exposure (publication on special pages and advertising spaces)	○	×	×
+			
Purchase of optional services available (exposure enhancement, outsourced services, in-store digitalization, management support, etc.)			

- Non-member sales promotional plan (no restaurant page) include the purchase options of in-store digitalization / management support / outsourced services, etc.

Number of member restaurants (Including members of delivery and take-out services only)

FY2021

Number of total paying member restaurants

58,286

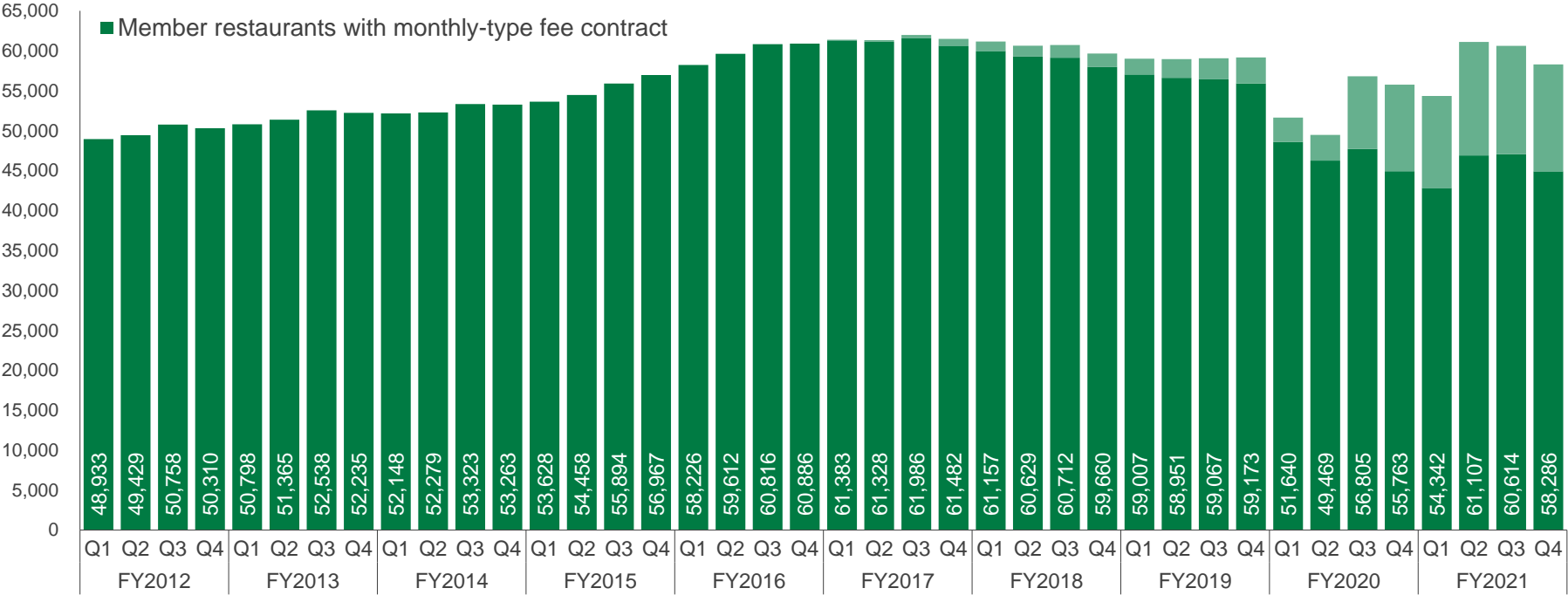
at the end of March 2022
up by 2,523 from the end of March 2021

Member restaurants with monthly-type fee contract

44,906

at the end of March 2022
down by 11 from the end of March 2021

(Restaurants)



*The numbers in the graph are the number of total paying member restaurants

User reach

■ Number of Rakuten ID connected members : **5.54 million**

(At the end of March 2022; 4.55 million at the end of March 2021)

■ Number of Gurunavi members : **22.33 million**

(As of April 1, 2022; 21.16 million members as of April 1, 2021)

■ Unique user per month : **41.00 million**

(In Dec. 2021; 44.00 million users in Dec. 2020)

*Unique users per month: Based on browser count

*Gurunavi member: An individual who has registered for membership at Gurunavi

Quarterly sales data (consolidated)

Net sales (Unit: JPY million)			FY2018				FY2019				FY2020				FY2021			
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Cumulative retained services	a	6,778	6,417	6,385	6,300	6,014	5,978	6,093	5,823	1,350	3,148	3,250	2,730	2,320	2,131	1,928	2,030	
Spot services	b	751	691	1,166	999	967	1,021	1,511	995	125	412	1,750	515	260	369	681	268	
Restaurant promotion services	c= a+b	7,530	7,108	7,552	7,299	6,982	6,999	7,605	6,819	1,475	3,561	5,000	3,245	2,581	2,501	2,610	2,299	
Promotions	d	144	174	322	314	118	179	200	293	133	317	1,033	653	218	208	493	440	
Core businesses total	e= c+d	7,674	7,282	7,874	7,614	7,100	7,178	7,805	7,113	1,608	3,879	6,033	3,899	2,799	2,709	3,104	2,739	
Related businesses	f	534	513	634	600	451	433	461	382	174	160	184	239	235	360	354	548	
Total	g= e+f	8,209	7,795	8,509	8,214	7,551	7,611	8,267	7,495	1,783	4,040	6,217	4,139	3,034	3,070	3,458	3,288	

(Unit: JPY)			FY2018				FY2019				FY2020				FY2021			
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Restaurant promotion services revenue per restaurant(ARPU)	h*1	40,933	38,911	41,493	40,430	39,227	39,557	42,961	38,449	8,878	23,486	31,367	19,224	15,628	14,442	14,298	12,892	
Cumulative retained services revenue per restaurant(ARPU)	i*2	37,466	35,876	35,963	35,872	34,872	35,071	35,924	34,547	8,617	22,136	23,064	19,657	17,631	15,838	13,687	14,724	

*1) Sum of sales of cumulative retained services and those of spot services divided by the average of number of total paying member restaurants at previous and current quarter-end $h=2/3*c/(j-1+j)$

*2) Sales of cumulative retained services divided by the average of number of member restaurants with monthly-type fee contract at previous and current quarter-end $i=2/3*a/(k-1+k)$

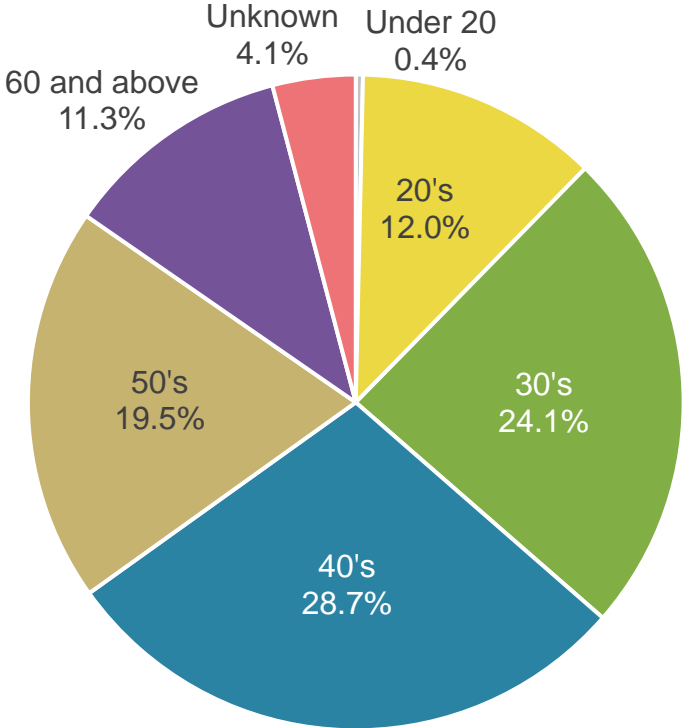
The deviation from figures disclosed before the first quarter of fiscal year 2021 is due to a recalculation based on the number of member restaurants with monthly-type fee contract defined in Note 3)

Number of member restaurants (Unit: restaurants)			FY2018				FY2019				FY2020				FY2021			
			Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Total paying member restaurants	j	61,157	60,629	60,712	59,660	59,007	58,951	59,067	59,173	51,640	49,469	56,805	55,763	54,342	61,107	60,614	58,286	
Member restaurants with monthly-type fee contract	k*3	59,973	59,264	59,125	57,960	57,027	56,612	56,469	55,910	48,580	46,256	47,694	44,917	42,830	46,904	47,050	44,906	

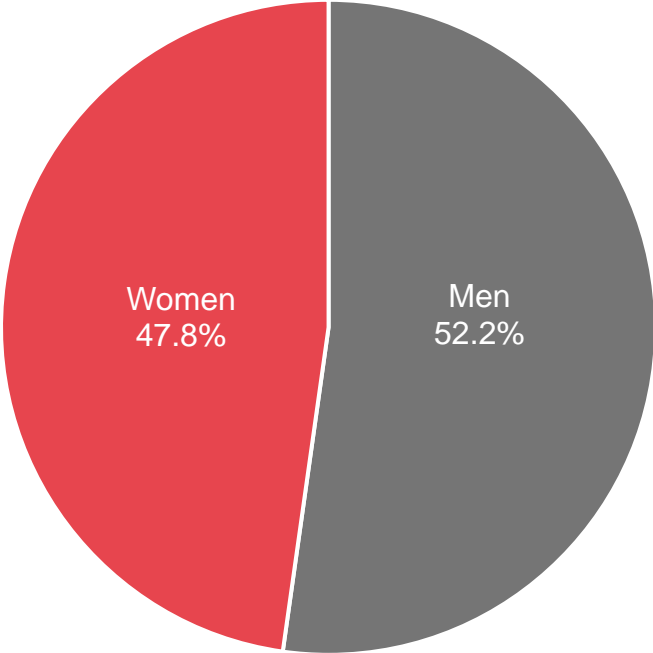
*3) Restaurants using the fixed monthly fee service (regardless of whether they have a paid listing contract on the Gurunavi site)

User overview

Users by age group



User composition by gender

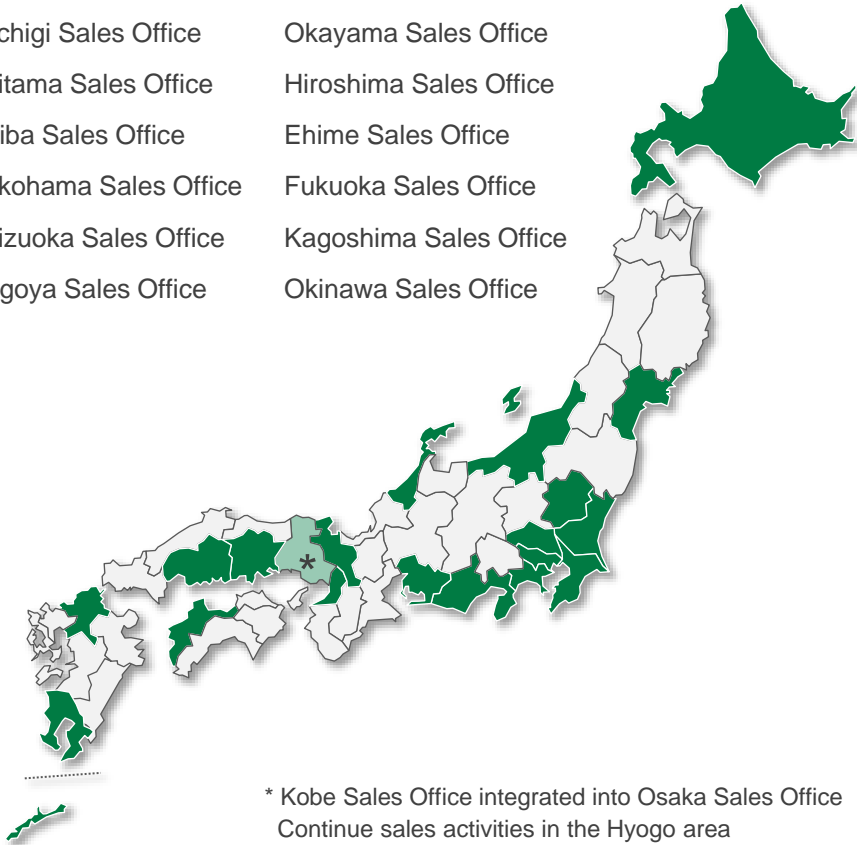


Source: Gurunavi member data (In March 2022)

Regional expansion and member restaurants

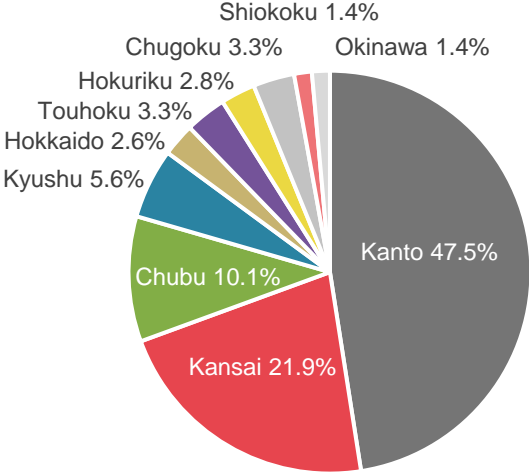
20 sales offices that provide services to local businesses across the country

- | | |
|-----------------------|------------------------|
| Head Office | Niigata Sales Office |
| Hokkaido Sales Office | Kanazawa Sales Office |
| Sendai Sales Office | Osaka Sales Office |
| Ibaraki Sales Office | Kyoto Sales Office |
| Tochigi Sales Office | Okayama Sales Office |
| Saitama Sales Office | Hiroshima Sales Office |
| Chiba Sales Office | Ehime Sales Office |
| Yokohama Sales Office | Fukuoka Sales Office |
| Shizuoka Sales Office | Kagoshima Sales Office |
| Nagoya Sales Office | Okinawa Sales Office |

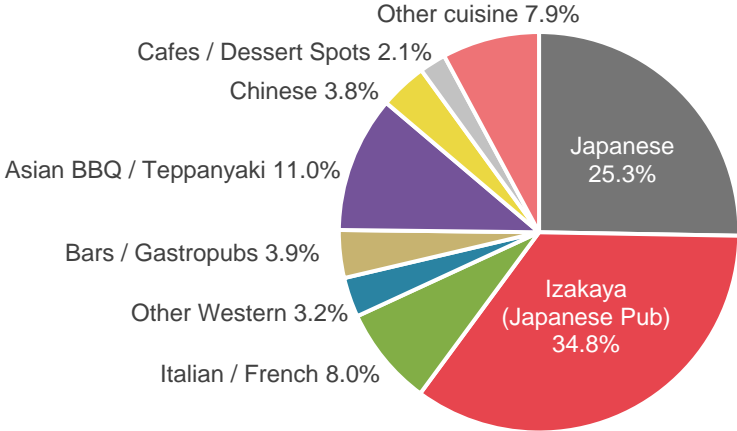


* Kobe Sales Office integrated into Osaka Sales Office
Continue sales activities in the Hyogo area

Percentage of member restaurants(paid) by region



Percentage of member restaurants (paid) by restaurant type

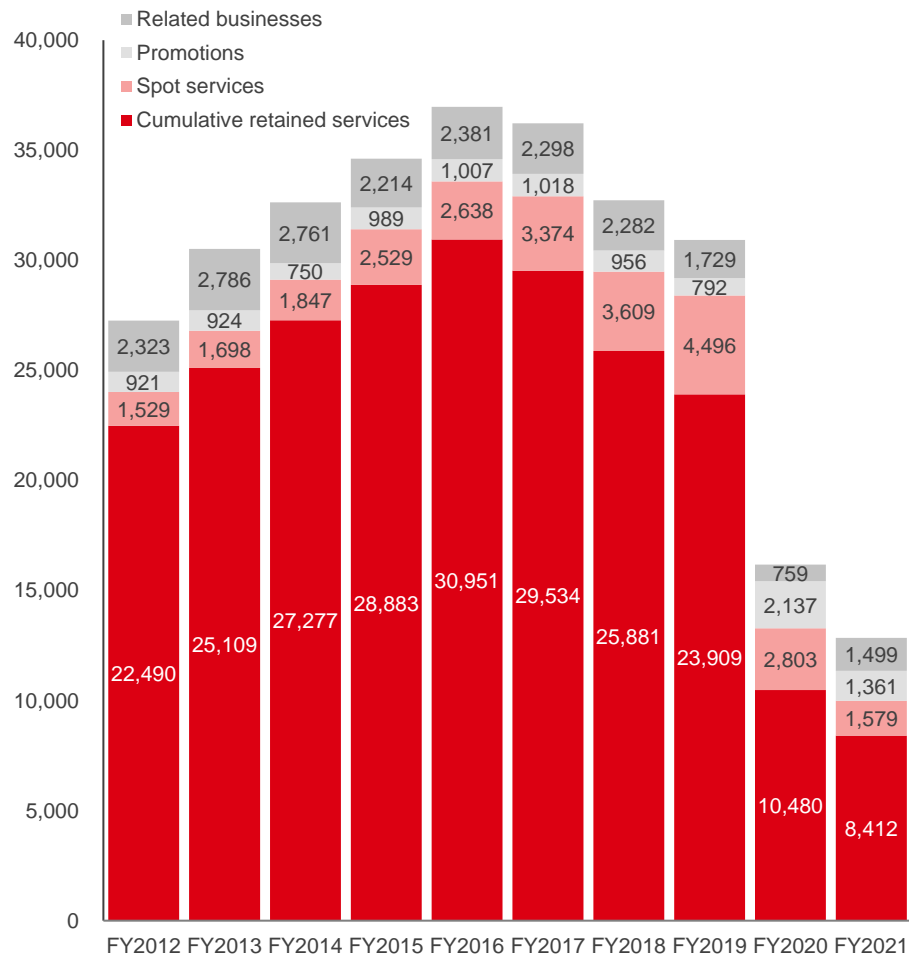


* In March 2022

Sales and costs & expenses

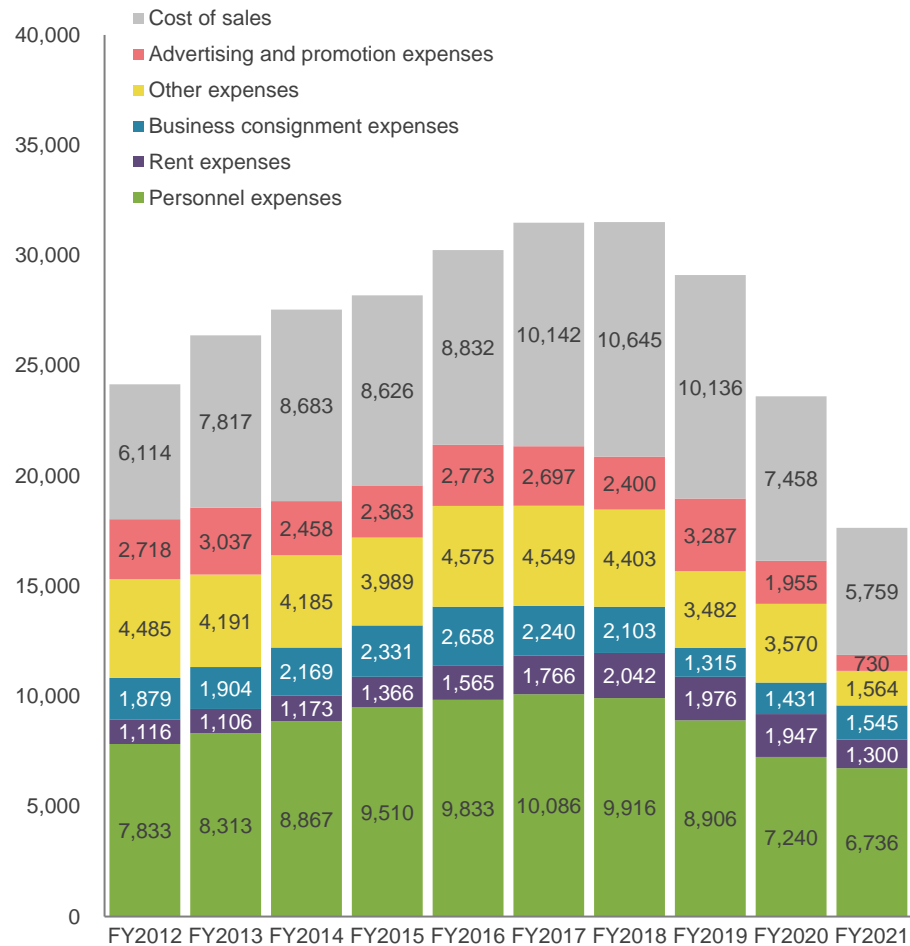
Sales

(Million yen)



Costs & Expenses

(Million yen)



Historical data (consolidated)

(Unit: JPY million)	FY2012	FY2013	FY2014	FY2015	FY2016	FY2017	FY2018	FY2019	FY2020	FY2021
Consolidated business results										
Net sales	27,265	30,518	32,636	34,617	36,979	36,226	32,728	30,927	16,181	12,852
Operating income (loss) *1	3,116	4,147	5,099	6,429	6,740	4,742	1,216	1,821	(7,423)	(4,786)
Ordinary income (loss)	3,153	4,167	5,127	6,492	6,813	4,809	1,289	1,894	(7,269)	(4,692)
Net income (loss)	1,959	2,420	3,279	4,367	4,799	3,192	581	949	(9,704)	(5,768)
Assets • Liabilities • Net assets										
Total assets	19,103	22,071	23,665	27,322	23,917	25,457	23,797	23,979	13,567	12,107
Cash and deposits	7,399	9,448	10,492	13,131	7,922	8,000	7,630	11,653	7,507	6,962
Liabilities	5,005	5,926	6,201	7,026	5,878	6,270	5,093	4,709	4,192	3,255
Net assets	14,098	16,145	17,464	20,296	18,038	19,186	18,704	19,270	9,375	8,851
Equity	14,042	16,099	17,427	20,266	18,013	19,166	18,662	19,211	9,290	8,767
Per share data										
Earnings per (loss) share(JPY) *2	40.15	49.56	67.26	90.19	102.25	68.27	12.42	20.26	(206.90)	(114.46)
Dividends per share(JPY) *2	10	15	28	38	42	44	8	8	-	-
Other										
Operating margin(%)	11.4	13.6	15.6	18.6	18.2	13.1	3.7	5.9	-	-
Return on equity(%)	14.7	16.1	19.6	23.2	25.1	17.2	3.1	5.0	-	-
Return on assets(%)	10.9	11.8	14.3	17.1	18.7	12.9	2.4	4.0	-	-
Payout ratio(%)	24.9	30.3	41.6	42.1	41.1	64.5	64.4	39.5	-	-
Shareholders' equity ratio(%)	73.5	72.9	73.6	74.2	75.3	75.3	78.4	80.1	68.5	72.4
Number of shares of treasury stock	1,585,400	1,503,649	266,059	216,459	1,924,559	1,892,159	1,839,162	1,806,562	1,757,262	1,128,462
Total paying member restaurants	50,310	52,235	53,263	56,967	60,886	61,482	59,660	59,173	55,763	58,286

*1: The credit commitment fee payable to financial institutions, previously included in the "payment fee" under selling, general and administrative expenses, is separated to the "commitment fee" under non-operating expenses from the fiscal year 2020.

There is no change in presentation to the figures for previous years.

*2: Gurunavi implemented a 2-to-1 split on April 1, 2014. Calculated on the assumption that these share split were conducted at the beginning of the fiscal year 2012 (April 1, 2012).

Human support structure

A partner who works with restaurant managers with the aim of expanding operations over the long-term



Providing advice on advertising and promotion and other issues facing member restaurants

Member restaurant sales staff

Paying regular visits to member restaurants to answer questions and provide detailed support

Visiting staff

Providing advice to member restaurants in difficulty
Call center staff have specific skills related to the restaurant industry

Call center

Sharing success stories and know-how to restaurant owners through seminars and video distribution

Gurunavi Academy

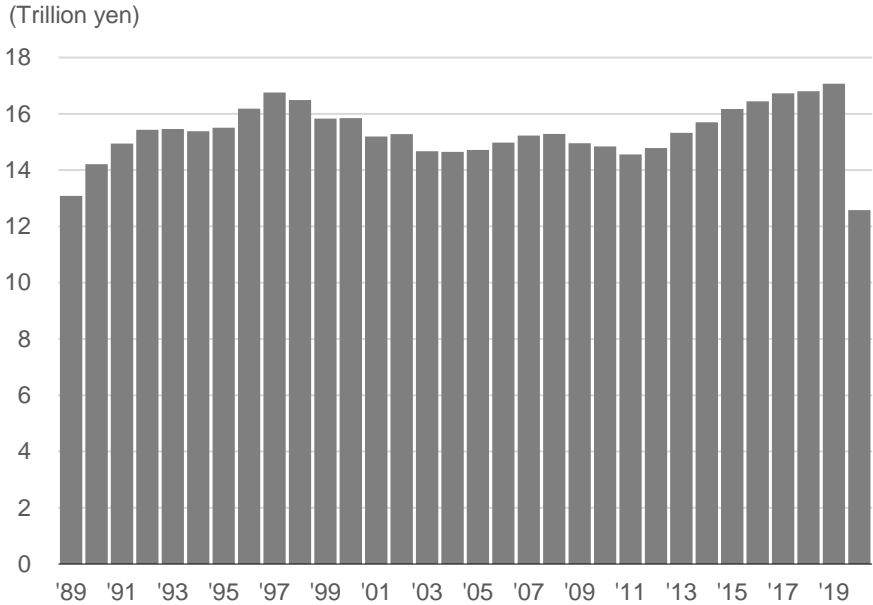
Business Environment

■ Number of restaurants

490 thousand outlets in 2016 (peaked at 650 thousand outlets in 1986)

*Sources: 1986 Business Census; 2016 Economic Census for Business Activity
 *Institutional meals, bars, and night clubs are excluded.

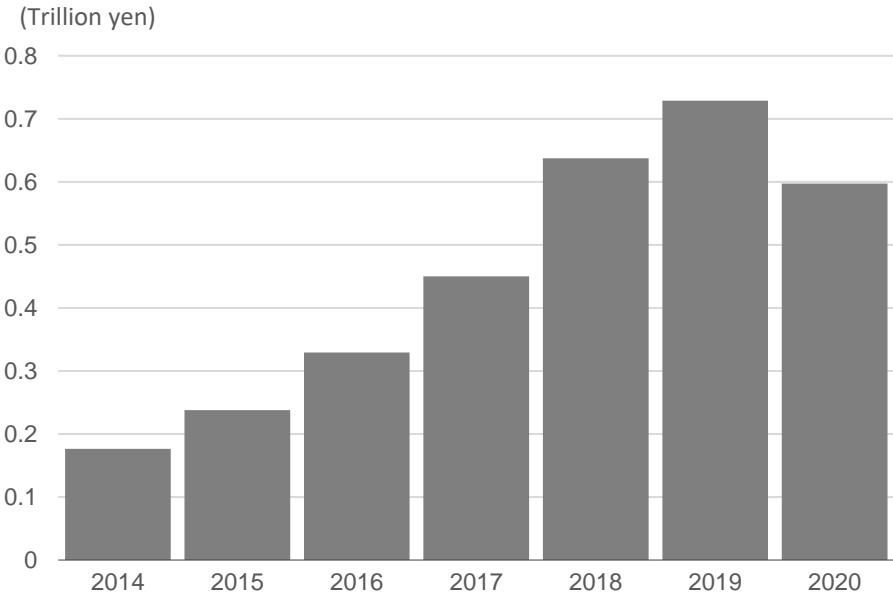
■ Market size of the Japanese restaurant industry



*Source: Food Industry Research Institute; Size of restaurant market
 *Institutional meals, bars, and night clubs are excluded.

12.6 trillion yen in 2020, 26% decrease year on year

■ Market size of online reservation in restaurant



*The Ministry of Economy, FY2020 E-Commerce Market Survey

18% decrease year on year in 2020

Company profile as of the end of March 2022

Name	Gurunavi, Inc. (stock code: 2440)
Establishment	October 2, 1989 (incorporated) February 29, 2000 (Gurunavi, Inc. established)
Head office	1-2-2, Yurakucho, Chiyoda-ku, Tokyo
Capital	100 million yen
Number of shares issued	Common shares: 56,124,500 Class A preferred shares: 3,400,000
Business description	Web-based information provision relating to restaurants etc. using the platform of PC and smartphones etc. Provision of support service associated with the management of restaurants etc. and other related business
Directors	Chairman and Director : Hisao Taki President and Representative Director : Akio Sugihara Outside Directors : Koichi Tsukihara (Independent Director), Hidehiko Sato (Independent Director), Hirohisa Fujiwara (Independent Director), Kazunori Takeda, Naho Kono
Top 10 shareholders	Rakuten Group, Inc. 16.9%, Hisao Taki 12.9%, The Master Trust Bank of Japan, Ltd. (Trust account) 6.7%, SHIFT Inc. 4.1%, Japan Traffic Culture Association 3.4%, Akio Sugihara 2.3%, Odakyu Electric Railway Co., Ltd. 2.1%, Tokyo Metro Co., Ltd. 1.8%, Hiroko Taki 1.5%, The Master Trust Bank of Japan, Ltd. (Retirement benefit trust TOKYU CORPORATION account) 1.3% *The ratio of shareholding is calculated based on the total number of shares issued after deduction of treasury stock (1,128,462 shares).
Number of total personnel	Non-consolidated : 1,431 Consolidated : 1,607
Consolidated subsidiaries	Gurunavi Promotion Community, Inc. (100%), Gurunavi (Shanghai), Inc. (100%) Gurunavi Research Institute, Inc. (100%), Gurunavi Support Associe, Inc. (100%), G dining Inc. (100%)



Company information

<https://corporate.gnavi.co.jp/en/>

Gurunavi IR contact information

<https://ssl.gnavi.co.jp/company/english/contact/>

Disclaimer

This document is not intended for offering investments in the securities issued by the Company. The document has been prepared based on data available at the end of March 2022. The views and forecasts included in the document reflect judgments of the Company when the document was prepared.

The Company will not guarantee or ensure the accuracy and completeness of the information, which may be changed without prior notice.