

Fiscal Year Ended March 31, 2022
Full year

Financial Results Briefing

May 13, 2022

geechs inc.

TSE Prime Market: 7060

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Corporate Profile

1



[geek x tech]

Having technical groups as partners who have outstanding and deep knowledge in the IT and Internet fields.
Supporting the work styles of all those involved and providing values through our technologies.

Grand Vision

*Make the biggest impression
in the 21st century*

Our Grand Vision is **“Make the biggest impression in the 21st century”.**

Regardless of changes in the business environment, always “challenge” difficult issues and “enjoy” the process, link it to “growth”, and by repeating these processes, we will create a lot of “impressions” to the world.

We will further accelerate the growth of our IT Freelance Matching Business, which is one of the Group’s strengths, and leverage our ability to respond to changes.

Through the creation and evolution of our services, we will develop a portfolio management centered on the IT and Internet fields.

We are aiming to continuously increase our corporate value.

Group Corporate Profile

Name geechs inc. (TSE Prime Market : 7060)

Management President & CEO Naruhito Sonehara

Foundation August, 2007

Location Shibuya-ku, Tokyo, Japan

Capital Stock 1,101 (in JPY MM)

Business Activities IT Freelance Matching Business
Game Business
x-Tech Business
Seed Tech Business

Employee 384(As of March, 2022)

Bases Tokyo Head Office
Osaka Branch
Fukuoka Branch
Nagoya Satellite Office

Our Group Companies



IT Freelance Matching Business x-Tech Business

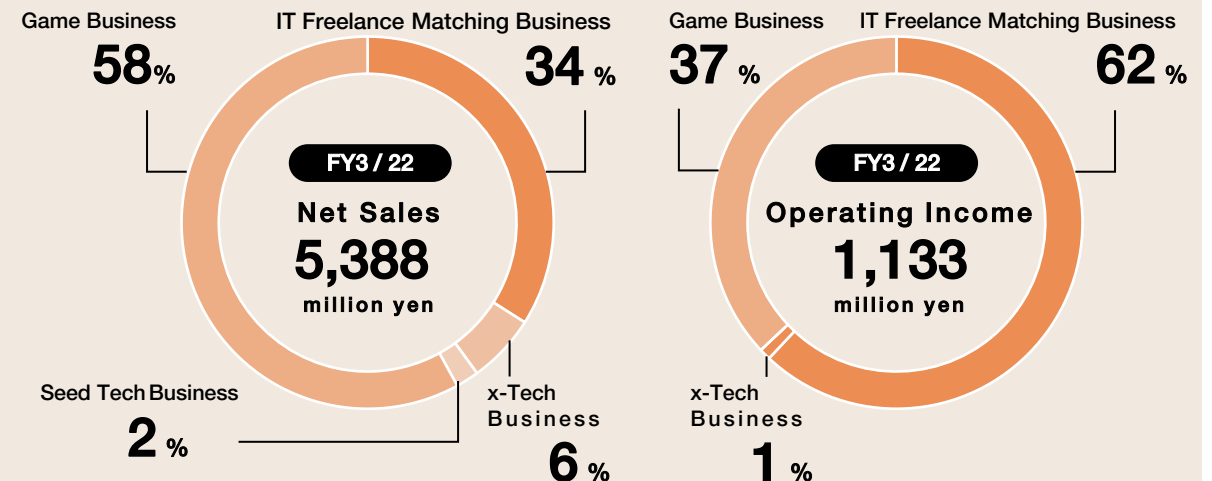


Game Business



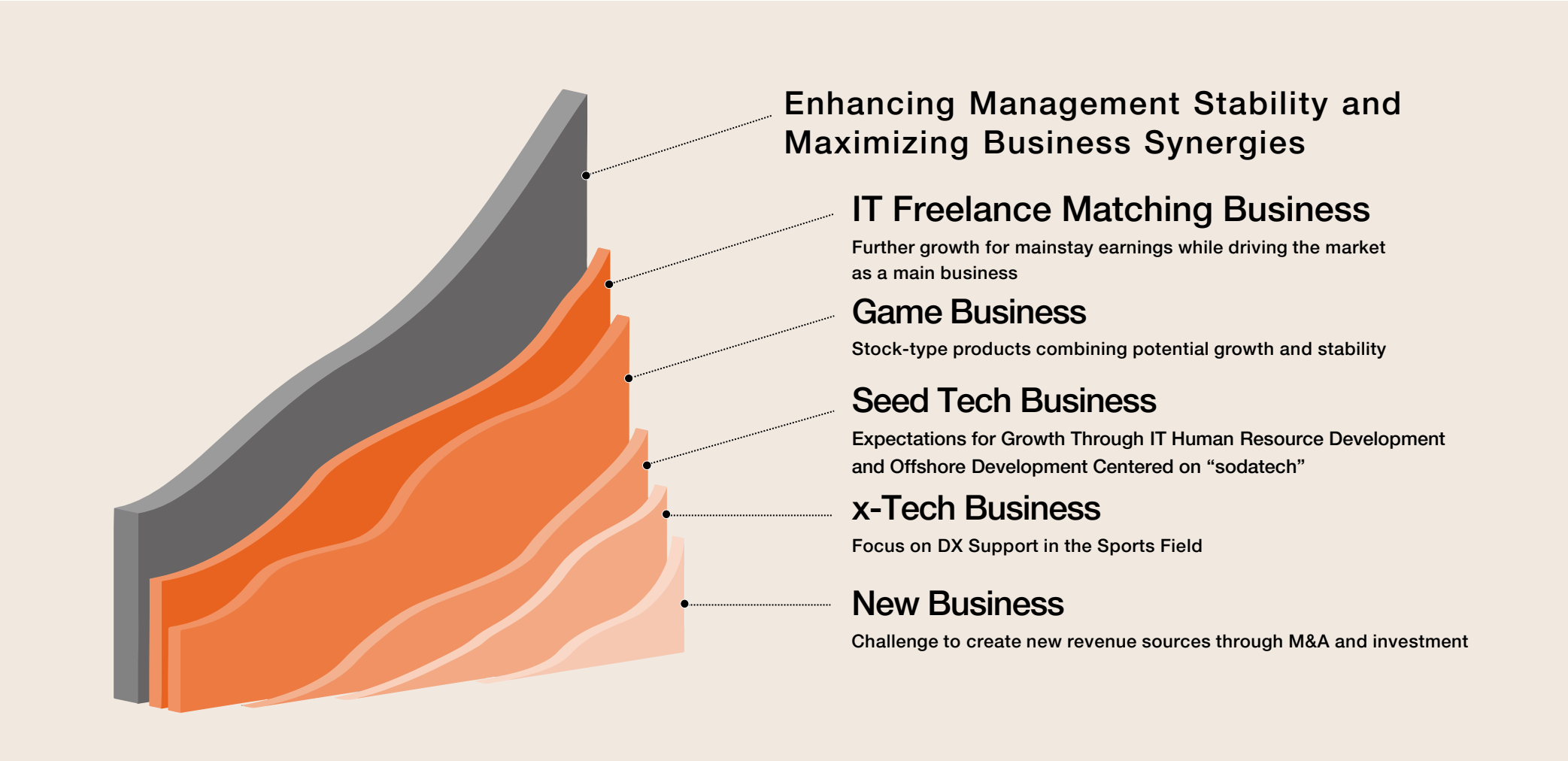
Seed Tech Business

Segmentation



geechs Group Advantage

A Portfolio Management that Enhances Growth, Stability, and Profitability

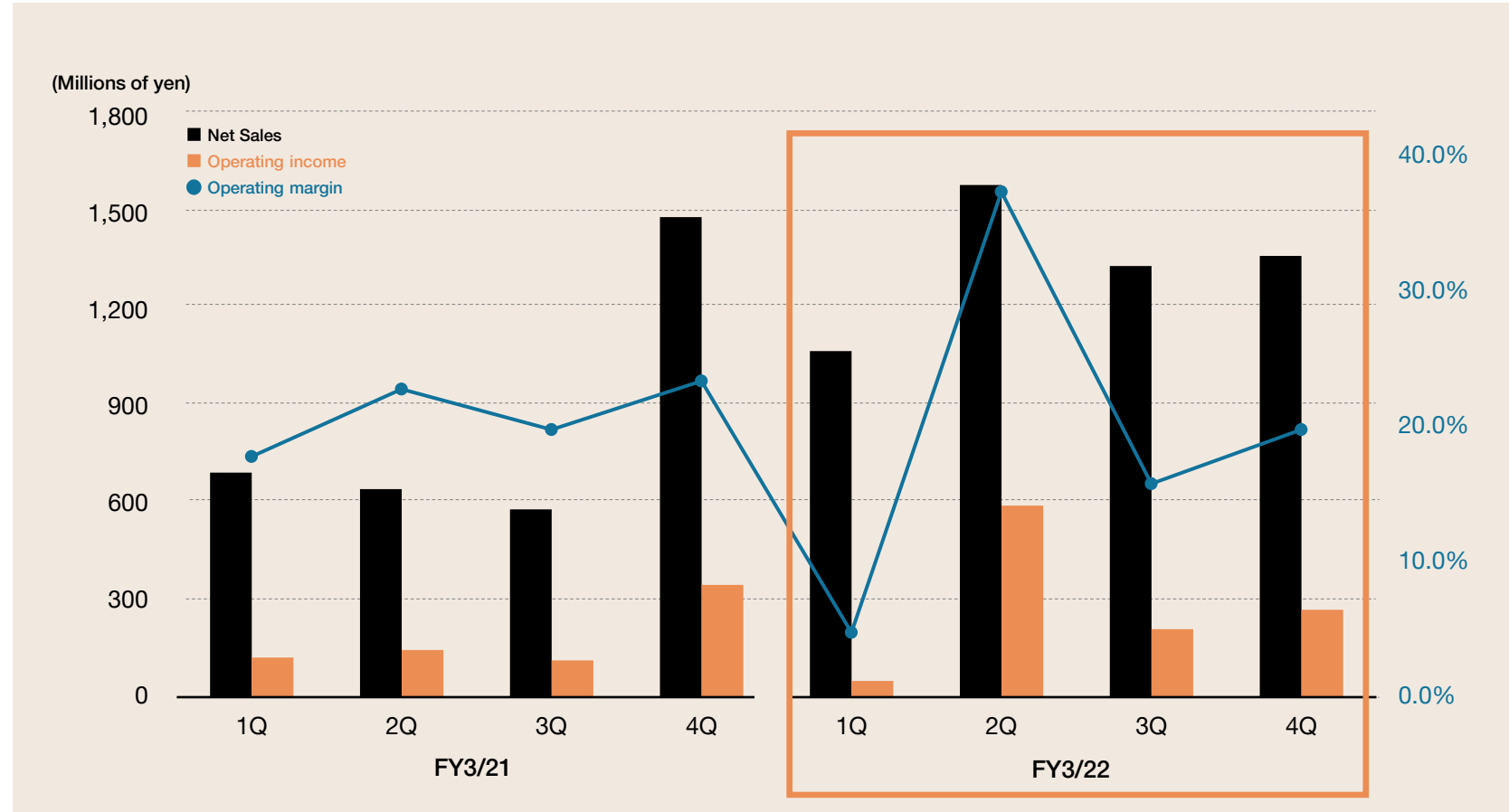


**Financial
Results
for FY3/2022**

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Gross Sales and Operating Profit

- Both sales and profits achieved record highs, with significant increases. Achieved operating income of over 1 billion yen for the first time
- Despite a temporary drop in 3rd Quarter, the Group as a whole recovered in 4th Quarter and achieved a full-year operating income margin of 21.0%
- Net sales were 99.8%, operating income was 94.5%, and net income was 95.1%, slightly below the full-year forecast; the Game Business fell short of the forecast for profits from 3rd Quarter onward.



4Q (YoY)

Net Sales **1,373** million yen (-8.1%)

Operating income **272** million yen (-22.3%)

Ordinary income **273** million yen (-21.3%)

Net income **171** million yen (-27.6%)

Full year (YoY)

Net Sales **5,388** million yen (+57.2%)

Operating income **1,133** million yen (+53.5%)

Ordinary income **1,135** million yen (+59.1%)

Net income **705** million yen (+54.1%)

Segment Information FY3/2022

- IT Freelance Matching Business : Achieved all-time high sales, profits, and growth rates. Also substantially higher than the upwardly revised full-year forecast
- Game Business : Despite significant increases in sales and profits from FY3/21, both sales and profits fell short of the upwardly revised full-year plan
- x-Tech Business : In addition to marketing support for golf-related companies, sales of the amateur golf tournament "GridgeCup" also grew significantly, achieving a full-year profit
- Seed Tech Business : Achieved a 12% YoY increase due to growth in offshore development and other factors, while also focusing on the development of the new product "sodatech" from the second half of the year.
- Common Expenses : Increased year-on-year due to the impact of information security investment and relocation-related expenses, but fell below plan due to unused expenses such as other selling, general and administrative expenses among others

(Millions of yen)		Previous fiscal year Full-year	Results		YoY Full-year	Full-year Plan	
			Full-year	4Q		Plan value	Progress Rate
By Segment							
IT Freelance Matching	Sales	1,444	1,814	490	+25.6%	1,755	103.4%
	Profit	823	996	281	+21.0%	935	106.6%
Game	Sales	1,616	3,153	801	+95.1%	3,215	98.1%
	Profit	270	584	111	+116.2%	790	73.9%
x-Tech	Sales	266	304	60	+14.3%	300	101.4%
	Profit	-12	15	3	-	0	-
Seed Tech	Sales	103	116	20	+12.2%	130	89.4%
	Profit	-15	-26	-19	-	-50	-
Common expense		-327	-435	-106	-	-475	-
Consolidated							
	Net Sales	3,427	5,388	1,373	+57.2%	5,400	99.8%
	Operating income	738	1,133	272	+53.5%	1,200	94.5%

Cost Structure

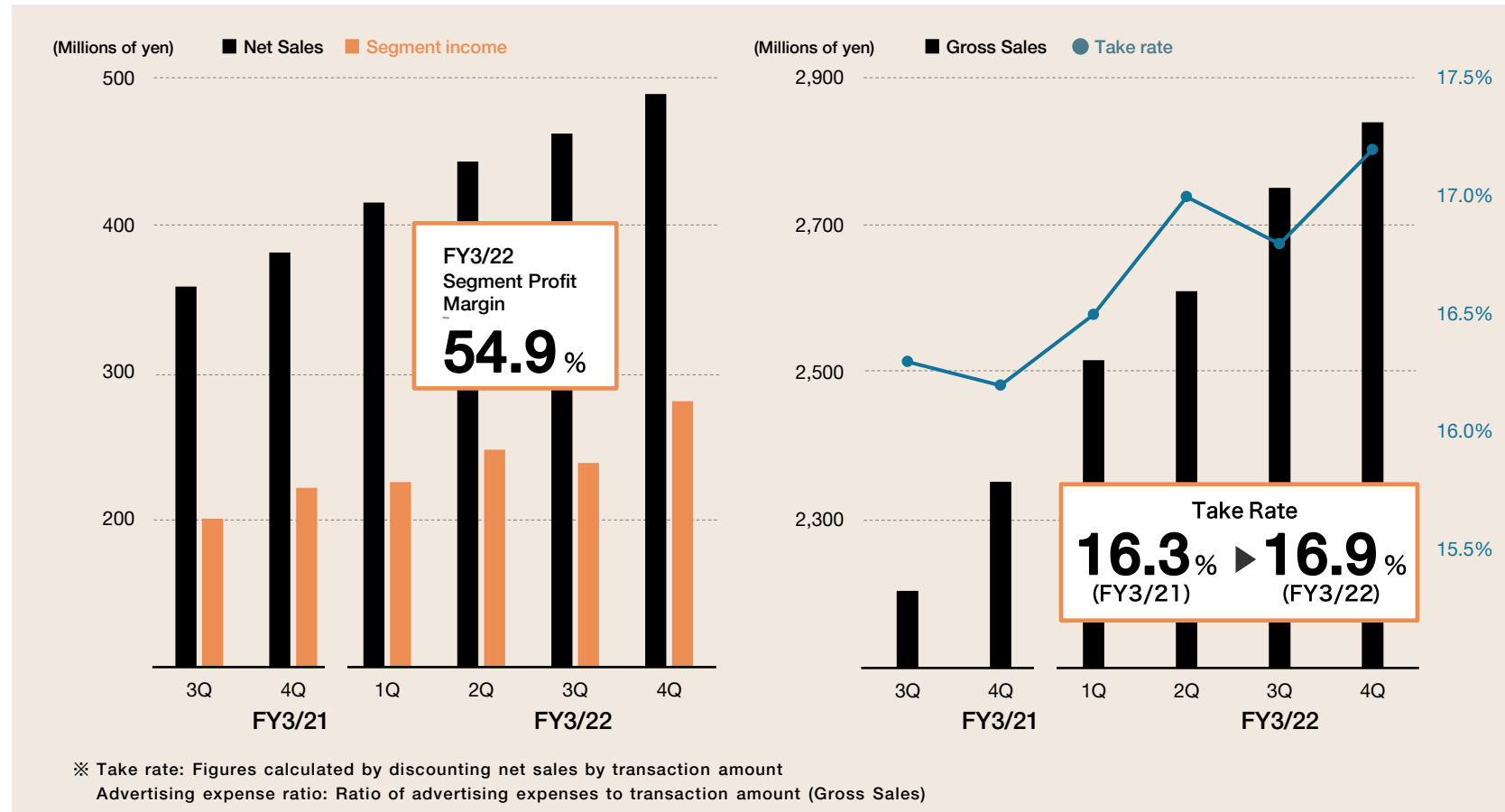
- Labor and outsourcing expenses increased significantly due to the impact of adopting the new revenue recognition standard from FY3/22.
- The cost of attracting engineers has increased significantly compared to the previous term, which was suppressed due to the influence of corona.
- SG&A expenses increased due to an increase in mid-career recruitment expenses and personnel expenses associated with the strengthening of organizational structures in each business, as well as the impact of investment in information security.

(Millions of yen)	FY3/21		FY3/22		Rate of Change
	Results	Net Sales Ratio	Results	Net Sales Ratio	
Net Sales	3,427	-	5,388	-	-
Expenses	2,689	78.5%	4,254	79.0%	+58.2%
Cost of Sales	1,388	40.5%	2,605	48.3%	+87.6%
Labor costs	788	23.0%	1,193	22.1%	+51.4%
Outsourcing expenses	302	8.8%	936	17.4%	+209.8%
Engineer Attraction Expenses*	91	2.7%	164	3.1%	+80.0%
Other	206	6.0%	310	5.8%	+50.4%
SG&A expense	1,300	37.9%	1,649	30.6%	+26.8%
Personnel expenses	781	22.8%	975	18.1%	+24.8%
Other	519	15.1%	674	12.5%	+29.9%
Operating income	738	21.5%	1,133	21.0%	+53.5%

*Expenses for attracting engineers: IT Freelance Customer Attraction Expenses

IT Freelance Matching Business (1/3)

- Full-year transaction value exceeded 10 billion yen for the first time!
- Achieve record-high growth rates of over 20% in both net sales and segment income for the full fiscal year
- In 4th Quarter, segment income will reach a record high due to an increase in business matching, approaching 1 billion yen for the full year



4Q (YoY)

Gross Sales **2,841** million yen (+20.7%)

Net Sales **490** million yen (+28.0%)

Segment income **281** million yen (+26.8%)

Advertising Expense Ratio **1.5** %

Full year (YoY)

Gross Sales **10,724** million yen (+20.7%)

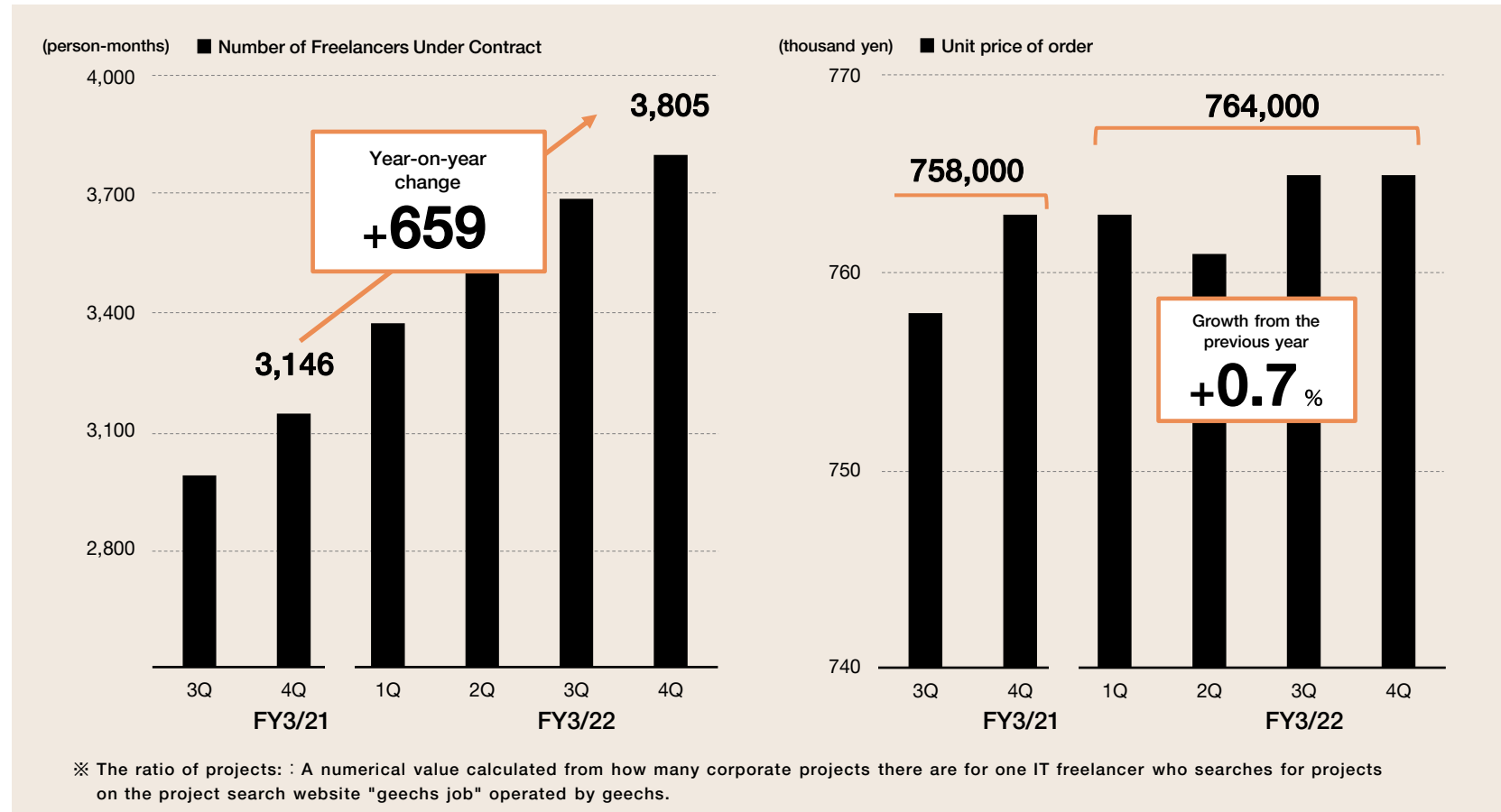
Net Sales **1,814** million yen (+25.6%)

Segment income **996** million yen (+21.0%)

Advertising Expense Ratio **1.6** %

IT Freelance Matching Business (2/3)

- The number of IT Freelancers Under Contract rose 19.9% YoY, reaching a record high, reflecting strong demand and an increase in matching between the Tokyo metropolitan area and regional areas.
- The transaction ratio, which represents the supply and demand in the IT Freelance Market, has trended at a high level of 10.65, and the unit price of orders continues to rise.



4Q (YoY)

Number of Freelancers Under Contract

3,805 person-months (+20.9%)

Unit price of order

765,000 yen (+0.3%)

Full year (YoY)

Number of Freelancers Under Contract

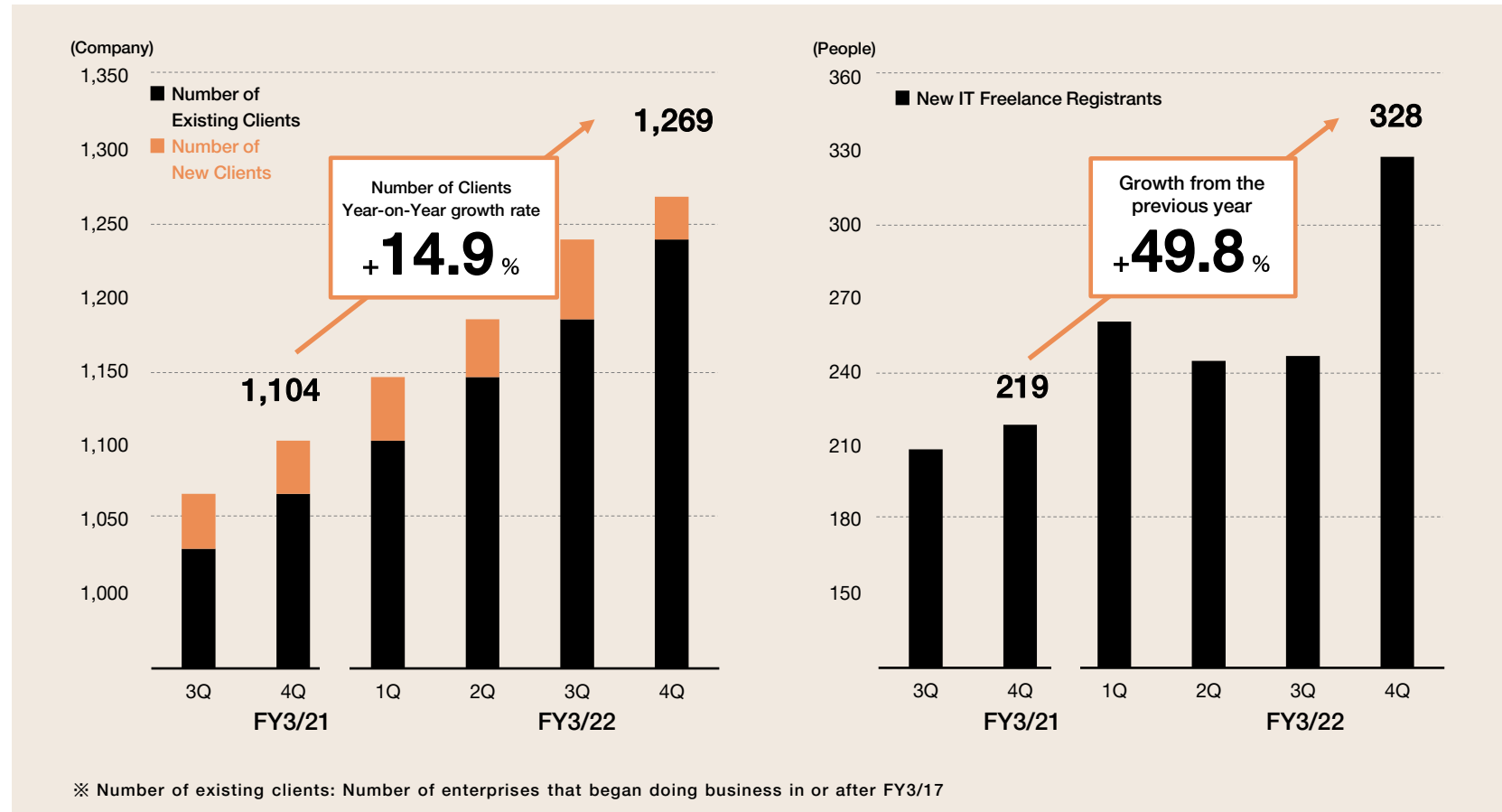
14,398 person-months (+19.9%)

Unit price of order

764,000 yen (+0.7%)

IT Freelance Matching Business (3/3)

- The number of new clients grew significantly for the full fiscal year, partly due to the effects of investment in corporate advertising.
- The number of new IT Freelance registrants rose 15.6% YoY, a significant increase in 4th Quarter due to measures such as referral system.



4Q (YoY)

Number of New Clients
29 companies (-19.4%)

Number of New Registrants
328 person (+49.8%)

Full year (YoY)

Number of New Clients
165 companies (+13.0%)

Number of New Registrants
1,081 person (+15.6%)

Cumulative number of registrants
19,000+ person

Profitability of IT Freelance Matching Business

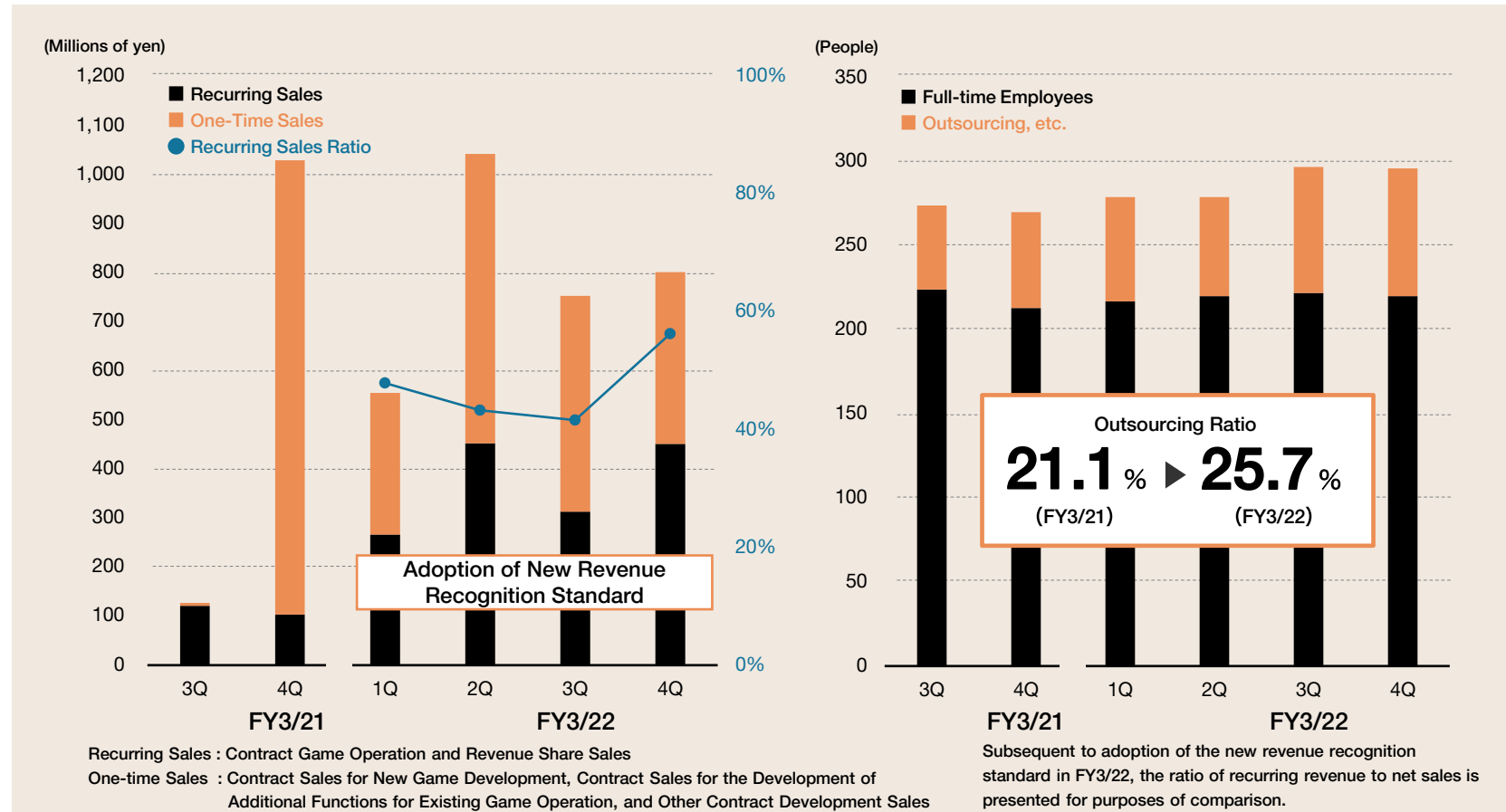
- Unit Economics is a highly profitable business with a high return on investment of 4.5 (+9.8% YoY).
- Control acquisition costs per IT Freelance through appropriate marketing measures

KPI	Definition	FY3/21	FY3/22
Unit Economics	Return on IT Freelance Acquisition Cost (= LTV divided by CAC)	4.1	4.5
LTV (thousand yen)	Average Gross Margin Generated by One IT Freelance Under Contract (= ARPU × Average Contract Period)	1,948	2,017
ARPU (thousand yen)	Average Monthly Price (Gross Margin) per IT Freelance	119	123
Average Contract Period (months)	Average IT Freelance Contract Period per IT * Freelance	16.4	16.4
CAC (thousand yen)	Average acquisition cost per IT Freelance (Advertising expenses + Personnel expenses)	510	473

* Average of the total operating period including project changes

Game Business

- Significant increases in both sales and profits for the full fiscal year due to an increase in the number of titles under management, partly from the delivery of three new titles
- Recurring sales recovered in 4th Quarter, partly from to the contribution of the launch of overseas versions of existing titles.
- Continue to appropriately control development line resources by utilizing freelance, etc.



4Q	(YoY)
Net Sales	801 million yen (-22.1%)
Segment income	111 million yen (-50.7%)

Full year	(YoY)
Net Sales	3,153 million yen (+95.1%)
Segment income	584 million yen (+116.2%)

Operating Game Titles	6 Titles
Under development	3 Titles

Employee	296 (220 full-time , 76 outsourcing)
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Other Business

Topics

x-Tech Business

- Full-year sales grew by +14.3% YoY, with segment profit also turning positive
- Continuous increase in investment projects due to new transactions by golf-related companies
- Growth mainly in YouTube Production and Agent Business

Seed Tech Business

- Segment loss was recorded as planned due to upfront investment in “sodatech”, however costs were reduced by 25 million yen compared to the plan.
- “sodatech” has made steady progress in development and was launched on April 18
- Full-year sales increased due to growth in offshore development

x-Tech Business

4Q	(YoY)
Net Sales	60 million yen (+2.9%)
Segment income	3 million yen

Full year	(YoY)
Net Sales	304 million yen (+14.3%)
Segment income	15 million yen

Seed Tech Business

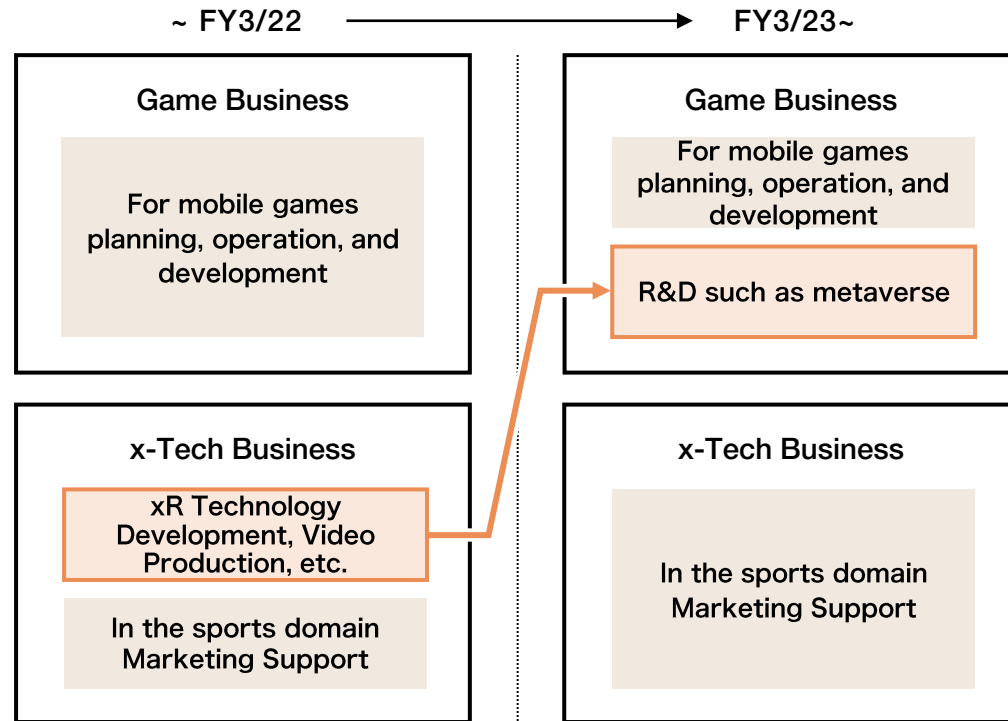
4Q	(YoY)
Net Sales	20 million yen (-11.5%)
Segment income	-19 million yen

Full year	(YoY)
Net Sales	116 million yen (+12.2%)
Segment income	-26 million yen

x-Tech Business

From FY3/23, part of the x-Tech Business was transferred to the Game Business

Restructuring of x-Tech Business



Background and Objectives

- In the Game Business, the need for CG and Video Production is increasing as the pipeline expands, and game genre expands to 3D, among others
- Be in line with technological innovations such as metaverse and the further improvement of required game quality and strengthen the R&D structure in new technological domains
- Strengthen our organizational structure by integrating into the Game Business divisions that possesses both R&D capabilities for xR technology, and a track record in visual production in a wide range of fields.
- x-Tech is strengthening its marketing support in the sports field based on its experience in the golf field

Financial Performance

- The equity ratio (+16.6%) and ROE (+4.3%) also improved due to the increase in net income.
- In BS, total assets (work in process and contractual liabilities) decreased due to a change in accounting standards. In addition, investment securities increased due to an increase in the number of companies investing in venture investment programs
- In terms of cash flow, operating CF was negative year-on-year due to an increase in corporate tax and consumption tax payments. Investment CF was negative year-on-year due to the fulfillment of asset retirement obligations. Financial CF was negative year-on-year due to dividend payments. Cash and deposits balance increased YoY

Balance Sheet

	FY3/21	FY3/22	Change
Current assets	5,915	5,524	▲391
Cash and deposits	3,149	3,357	+207
Accounts Receivable and Contract Assets	1,518	2,027	+508
Work in process	1,117	5	▲1,111
Fixed assets	570	349	▲220
Property, plant and equipment	82	24	▲58
Investment securities	109	129	+19
Total assets	6,486	5,874	▲612
Liabilities	2,655	1,403	▲1,252
Accounts Payable	858	1,033	+175
Contract Liabilities*	1,125	9	▲1,115
Net assets	3,830	4,470	+640
Total liabilities and net assets	6,486	5,874	▲612

*Same as Advance Received and Unearned revenue Up to the Previous Fiscal Year

Cash Flow

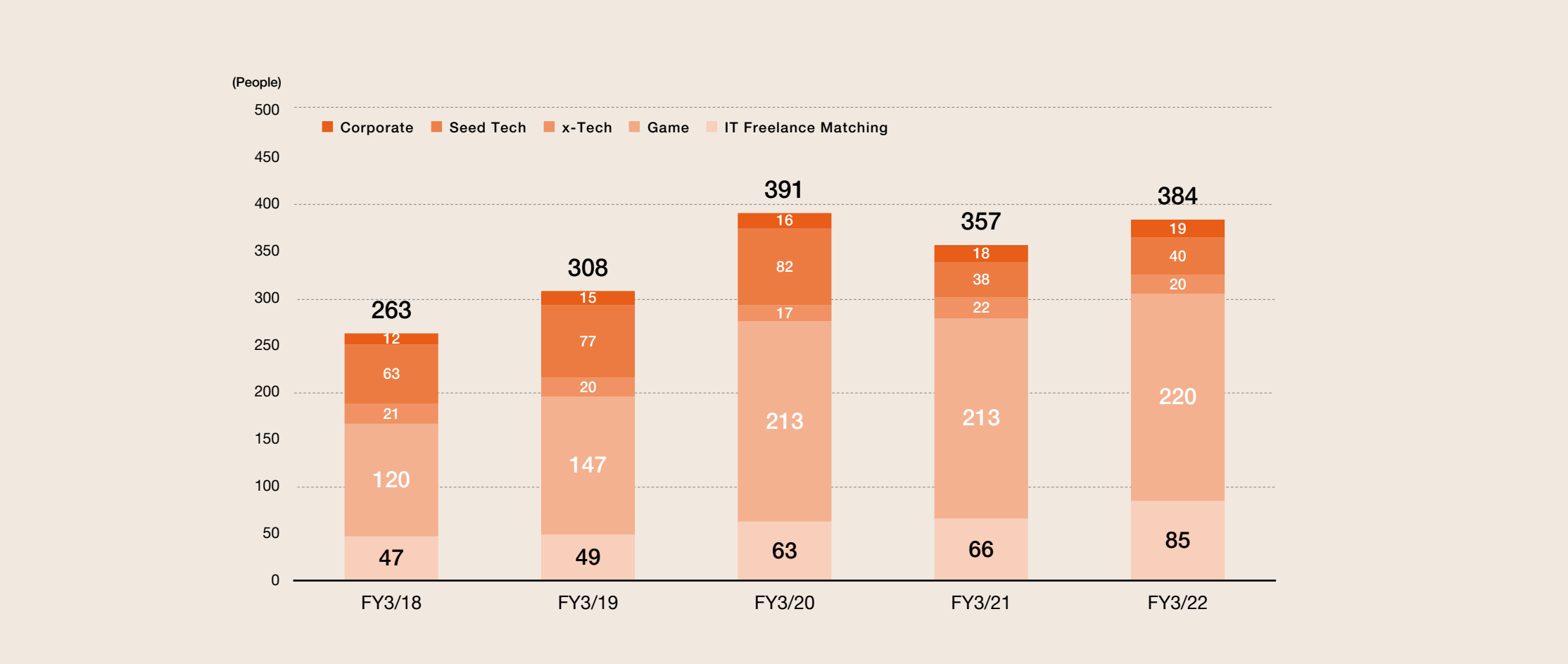
	FY3/21	FY3/22	Change
Operating CF	661	369	▲292
Increase (decrease) in accrued consumption taxes	105	-90	▲196
Income taxes paid	-176	-534	▲358
CF from Investing Activities	-48	-68	▲19
Acquisition of Investment Securities	-79	-49	+29
Fulfillment of asset retirement obligations	-10	-39	▲29
FCF	612	300	▲312
CF from Financing Activities	-22	-91	▲68
Dividend	0	-104	▲104
Cash and deposits	3,149	3,357	+207

Key Financial Indicators

	FY3/21	FY3/22	Change
Equity Ratio	59.1%	75.7%	+16.6%
ROE	12.7%	17.0%	+4.3%
ROA	8.2%	11.4%	+3.2%

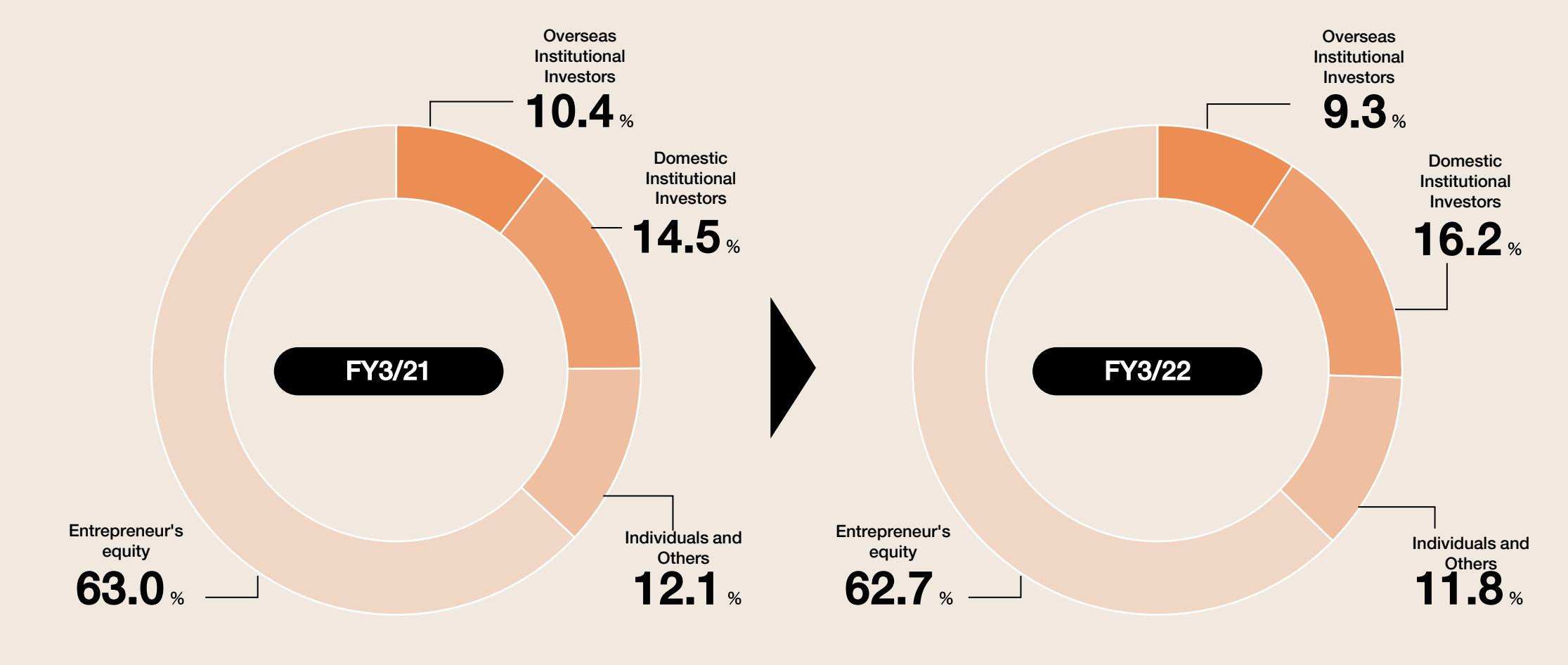
Changes in the Number of Employees

- The number of employees in the Group as a whole increased by 27 from FY3/21. The main reason is an increase in new graduates and mid-career employees due to the strengthening of the IT Freelance Matching Business structure.



Shareholder Composition

- Aggressive IR Activities Increased Institutional Investors From 24.9% to 25.5% (Year-on-Year Increase of 0.6%)
- In particular, while the ratio of domestic institutional investors increased, the ratio of foreign shareholders decreased from 10.4% to 9.3% (down 1.1%).



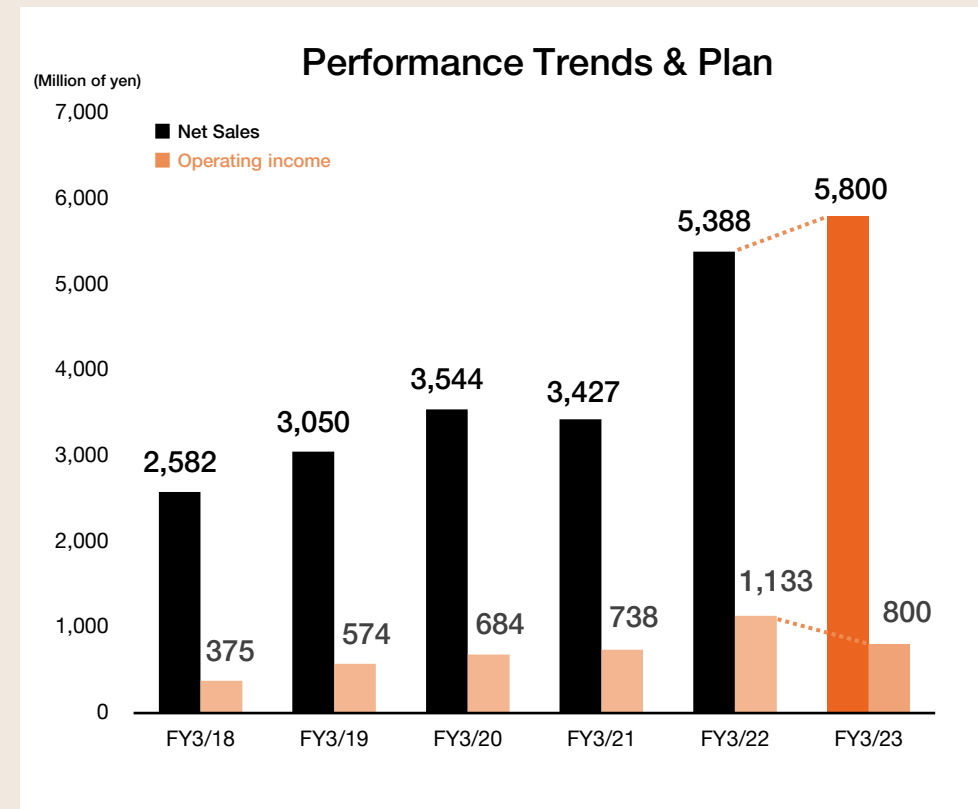
**Forecast
for FY3/2023**

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Executive Summary FY3/2023

- For the Group as a whole, sales are expected to increase 7.6% YoY. However, the Group also expects a temporary decline in income due to strategic investments in the IT Freelance Matching Business and Seed Tech Business, as well as preparations for the Game Business, including the development of new titles, R&D, and strengthening of the organizational structure.

(Million of yen)	FY3/22 Results	FY3/23 Plan	Change	YoY
Net Sales	5,388	5,800	411	+7.6%
Operating income	1,133	800	-333	-29.4%
Ordinary income	1,135	800	-335	-29.6%
Net income	705	480	-225	-31.9%



Segment Information FY3/2023

In FY3/23, we will actively invest in human resources and development in view of achieving further growth for the G100.

(Millions of yen)		FY3/22 Results	FY3/23 Plan	Change	YoY	Policies and Formulation Assumptions
IT Freelance Matching	Sales	1,814	2,200	385	+21.2%	<ul style="list-style-type: none"> Aggressively invest in human resources to further strengthen the organizational structure, to result in an increase in personnel and recruitment expenses Segment profit margin is expected to temporarily decline due to investment in strategic advertising to improve branding
	Profit	996	900	-96	-9.7%	
Game	Sales	3,153	3,200	46	+1.5%	<ul style="list-style-type: none"> For this fiscal year, we expect to deliver one title and close some of the titles under management. We expect to receive orders for multiple new titles in addition to existing titles under development, positioning the preparatory period for achieving the Mid-Term Management Plan.
	Profit	584	400	-184	-31.5%	
Seed Tech	Sales	116	150	33	+29.1%	<ul style="list-style-type: none"> Losses are expected due to continued upfront investment for early launch and profitability of "sodatech" In offshore development, an increase in orders for new projects is expected in addition to the recurring revenue from existing projects, Although there is a possibility of resumption of offline Study Abroad in the School Business, this has not been factored into the plan.
	Profit	-26	-80	-53	-	
x-Tech	Sales	304	250	-54	-17.8%	<ul style="list-style-type: none"> Sales are expected to decrease due to the impact of the transfer of the xR division to the Game Business in conjunction with the realignment of the x-Tech Business. In the Sports Business, the Company expects to see further growth in orders for digital marketing support from golf-related companies, and from FY3/22, significant increase in profits is expected
	Profit	15	50	34	+232.1%	
Common expense		-435	-470	-34	-	<ul style="list-style-type: none"> Expected to increase due to enhancement of information system and security among others Projected to have an increase in personnel expenses accompanying an increase in the number of personnel to further strengthen the organization

Dividend Policy

Plan to pay the same dividend as the previous fiscal year in FY3/23
Provide stable and continuous dividends while prioritizing business
and growth investments

Dividend Trend

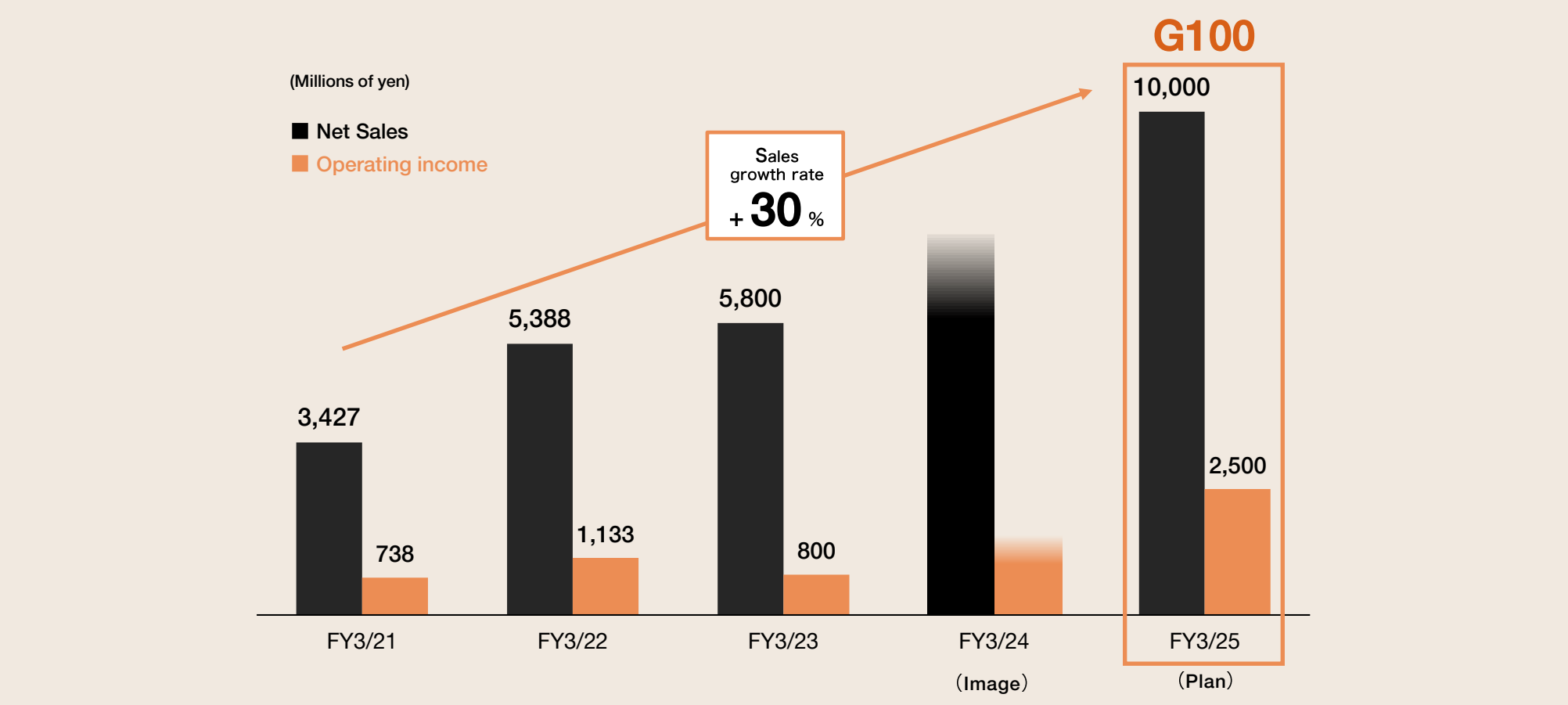
	FY3/22	FY3/23
Dividend	10 yen	10 yen
Total Dividend	105 million yen	105 million yen
Dividend payout ratio	14.9 %	21.9 %

Medium-Term Management Plan

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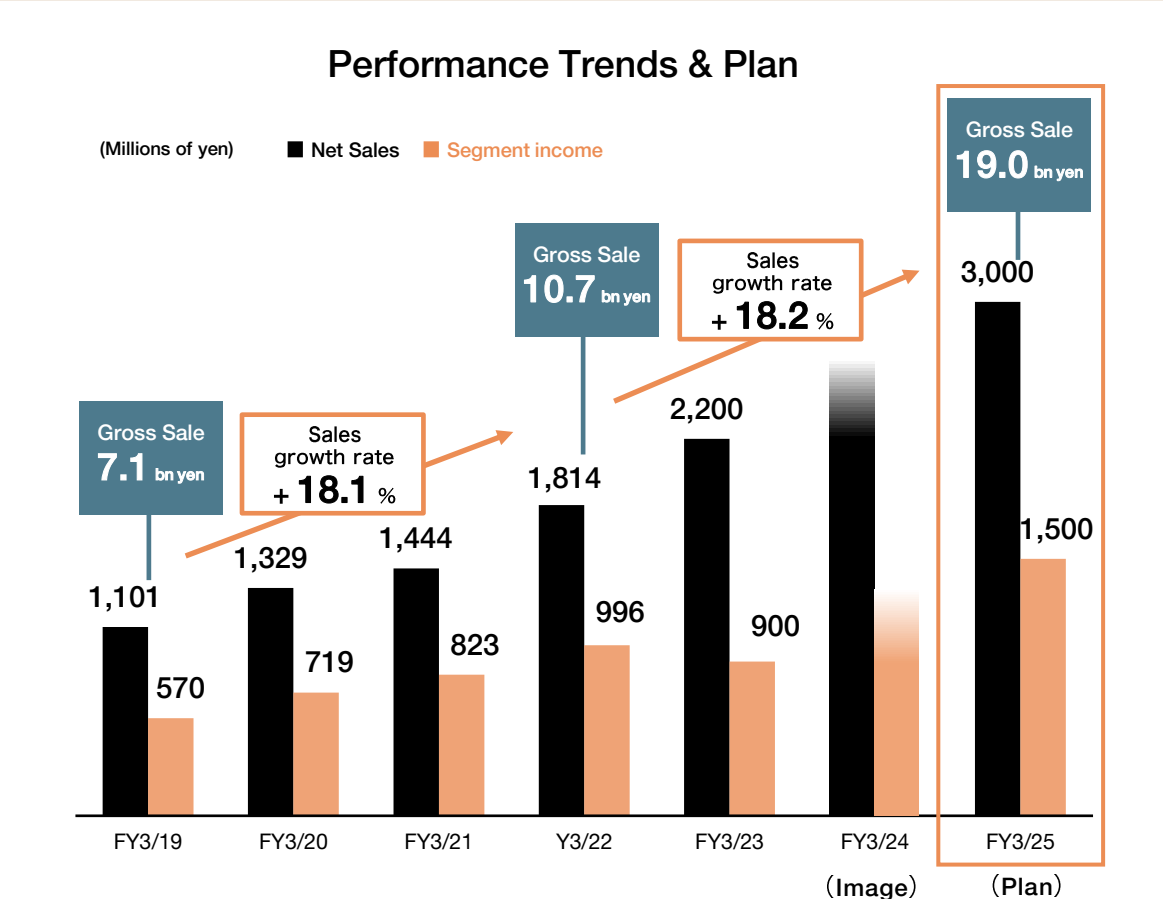
Medium-Term Management Plan

- Aiming to achieve the G100 target, progress was made in FY3/22 as planned. Aiming for accelerated growth from FY3/24, in FY3/23 we will actively invest in IT human resources and Seed Tech businesses, and further promote M&As.



Medium-Term Management Plan of IT Freelance Matching Business

- In FY3/22, sales rose 25.6% YoY, far exceeding the previous 15-20% growth rate
- Based on the current growth rate, aim for further upside from FY3/25 target



Major Initiatives and Progress

Human Resource Strategy

- Enhance organizational strength by boosting recruitment (up 19 YoY) and successful sales enablement*
- Gradual increase in remuneration for the entire division

Sales Strategy

- In addition to strong demand, strengthened customer and engineer support led to an increase in the customer retention rate
- Implement measures such as cross-base project management to further enhance matching efficiency

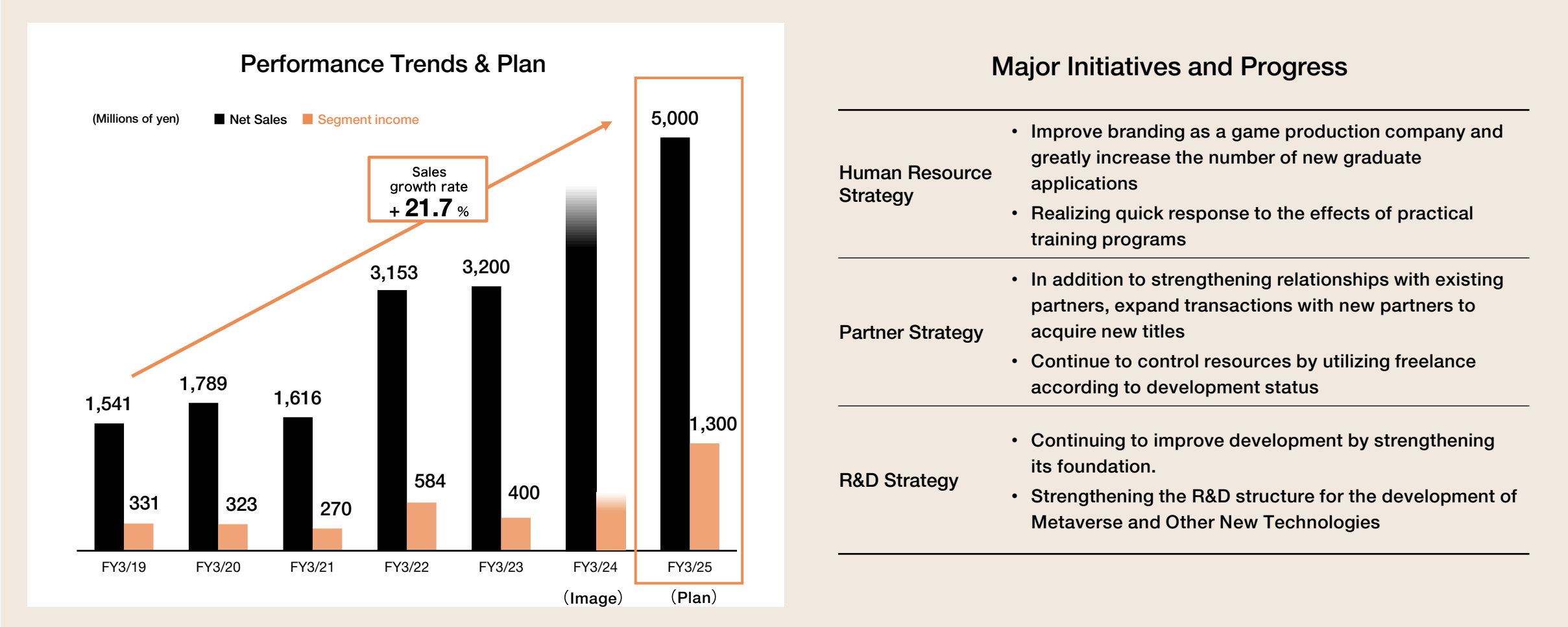
Marketing Strategy

- The number of client companies increased partly due to investment in corporate advertising.
- The number of new Freelance registrants is also making steady progress
- Enhancing Engagement by Expanding Frinove Services

* A Human Resource Development Framework for Continuing to Create Salespersons That Generate Results Throughout the Organization

Medium-Term Management Plan of Game Business

- Substantial growth in FY3/22, steady progress in acquiring development projects in line with the medium-term management plan
- We will focus on developing new titles for about two years from FY3/23, and expect further rapid growth by launching multiple titles in FY3/25.



Major Initiatives and Progress

Human Resource Strategy

- Improve branding as a game production company and greatly increase the number of new graduate applications
- Realizing quick response to the effects of practical training programs

Partner Strategy

- In addition to strengthening relationships with existing partners, expand transactions with new partners to acquire new titles
- Continue to control resources by utilizing freelance according to development status

R&D Strategy

- Continuing to improve development by strengthening its foundation.
- Strengthening the R&D structure for the development of Metaverse and Other New Technologies

Medium-Term Management Plan of Other Business

- In the seed tech business, we expect further growth by focusing on the SaaS-type DX/IT Human Resource Development Service for corporations “sodatech”
- The x-Tech Business provides comprehensive support for digital marketing, including D2C construction, SNS operations, and YouTube-related services. Expected to expand into other sport fields in the future

New Service in the Seed Tech Business “sodatech”

SaaS-type services for corporations to resolve the social problem of IT personnel shortage DX and IT Human Resource Development Made In-House and Is an Optimal Tool for Reskilling

sodatech
In an era when DX / IT human resources are nurtured in-house

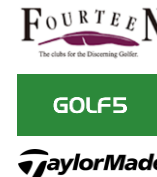
Service started in April 2022
Human resources development service for corporations that develops DX / IT human resources from inexperienced.
"sodatech" = Develop + Technological Human Resource

- ✔ SaaS-type, inexpensive pricing structure
- ✔ All educational materials are easy to understand
- ✔ Comprehensive Expansion of Key Languages and Technologies
- ✔ Reliable customer support
- ✔ Visualizing Learning with Administrator Reporting Features

x-Tech Business

Expand revenue by developing a diverse lineup of services

Support for owned media



- Strong track record of production, especially for golf manufacturers
- Market share is expanding due to increase in support

YouTube Agent



Has a track record of supporting YouTube collaboration with multiple clients

Operation of Gridge Cup, Japan's largest amateur golf tournament



Total Number of Participants 1,774 (Held in 2021)

Operation of Golf Media Gridge



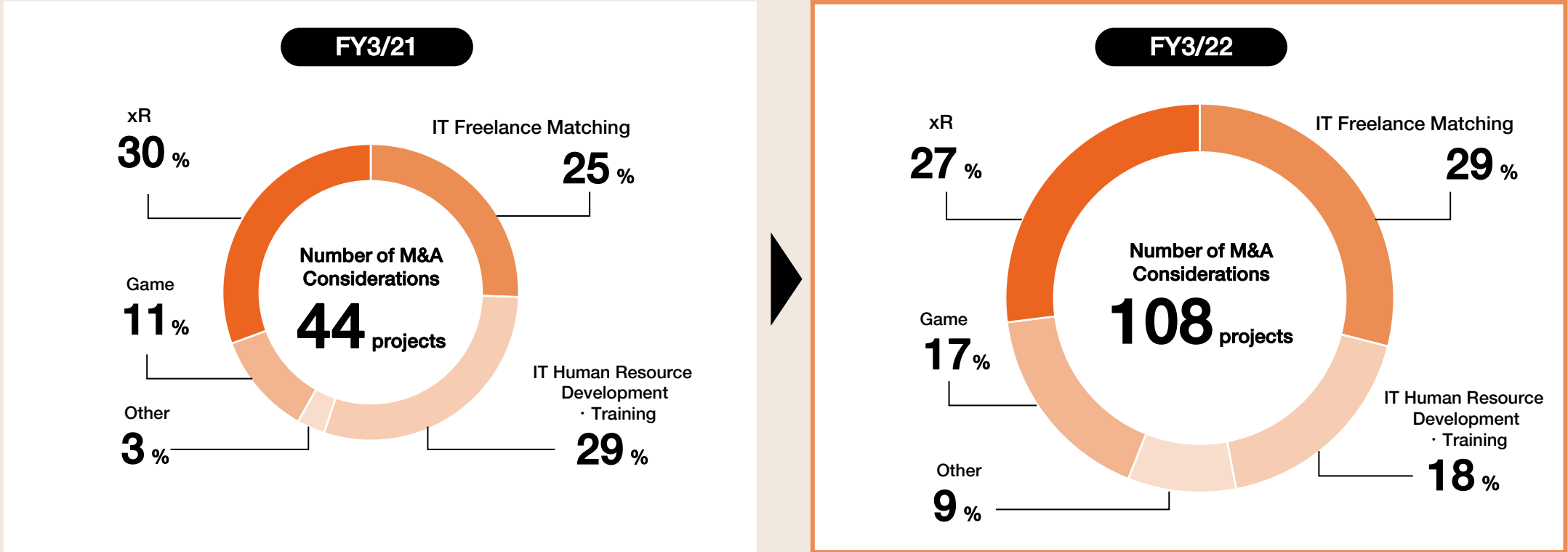
MAU 930,000

- Over 200 Golfers Disseminate Information
- More than 50% of readers are in their 40s or under
- More than 120,000 female readers

Medium-Term Management Plan of M&A

- Broadly expanding the scope to domestic and overseas companies that expect to maximize synergies by strengthening M&A promotion, aiming for organic growth plus something upside toward achieving the G100
- The number of M&A-considered was 108 in FY3/22, a significant increase of 145% from the previous year, and the IT Freelance Matching Field is on an uptrend

Results of M&A Considerations

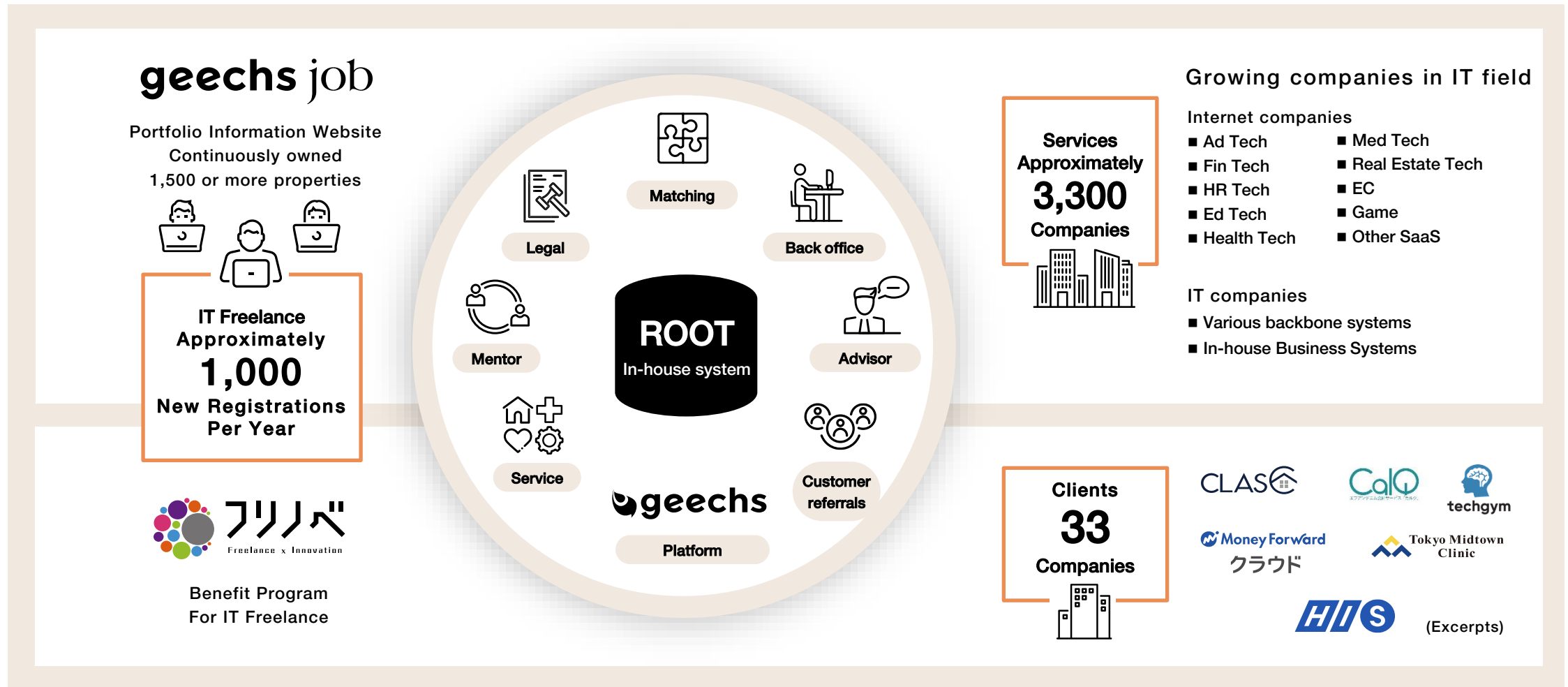


Appendix

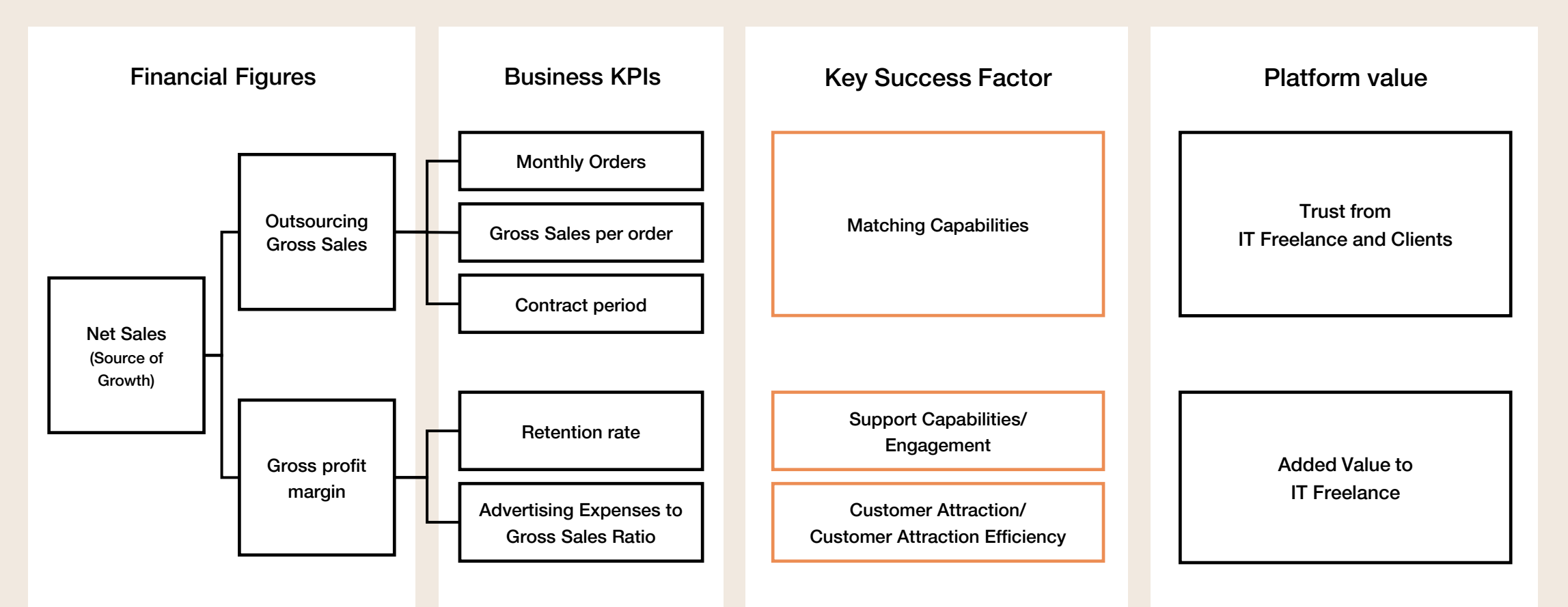
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IT Freelance Matching Business

Technology Resource Sharing Platform

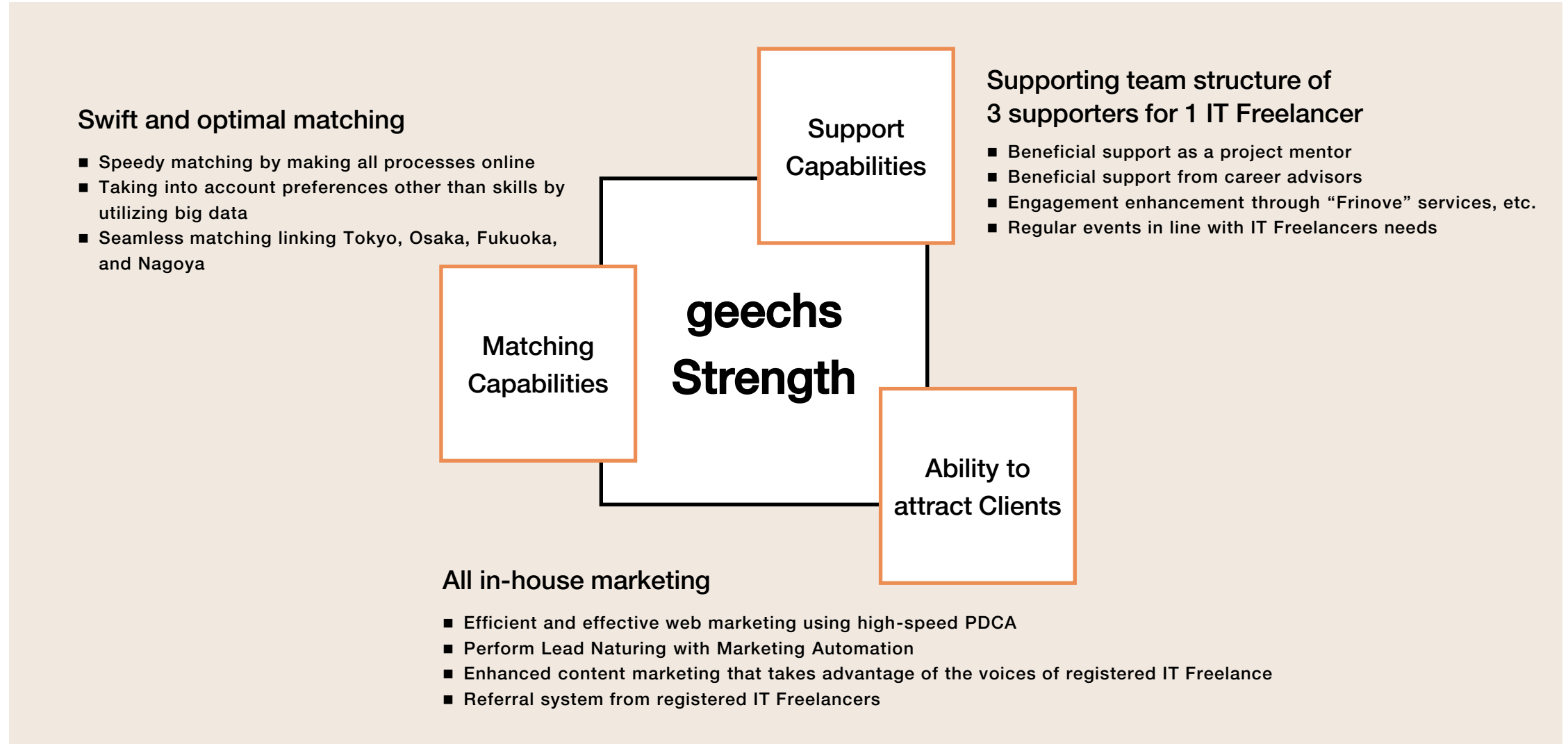


Source of growth



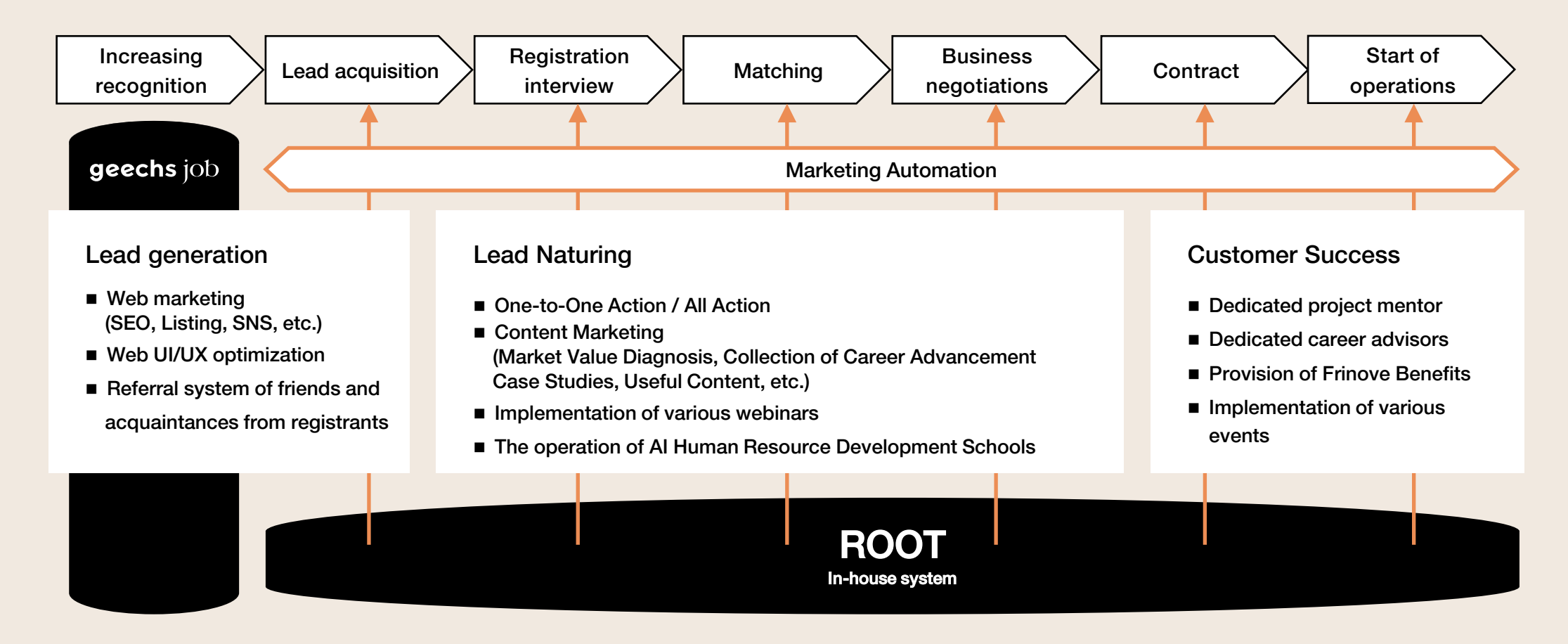
Net Sales : The difference between the total amount of orders received from clients and the total amount of orders placed with IT Freelancers (Net sales for accounting purposes).
 Gross Sales : The total amount of outsourcing orders received from clients.

geechs Strength



Relationships with IT Freelance

Engagement enhancement by maintaining effective long-term contact with IT Freelancers



Differentiation from Similar Businesses

Developing a platform specializing in mid- to high-spec core IT Freelance

	geechs	Crowdsourcing	IT technician dispatch
Registrant	IT Freelance(Main Business)	Freelancers (Side Business/Main Business)	Dispatched worker
Major Clients	Internet Service companies	Mid-tier and Major Enterprises	Major System Integrator Companies
Contract form	Semi-Delegation Contract	Service Contract	Temporary staffing contracts
Granularity of operations	Monthly person-hours	Deliverables	Time
Contract Term	1.3.6 Months~	Single time	From 1 Month
Major Business (Projects)	Internet service development	Design Production, etc. Wide variety of low-priced projects	<ul style="list-style-type: none"> • Legacy system operations • Business system development
Employment Relationships	None	None	Job relationship with dispatching agency

Engagement

By enhancing our engagement with IT Freelance, Strengthening Continuous Partnerships to Maximize Business

We provide

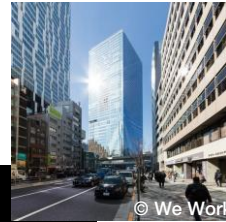
43 benefits for IT Freelance

to resolve the causes of uncertainty
and can work with peace of mind for
a long time.

- Conducting seminars on the Filing of Tax Returns
- Offering discounts on accounting software
- Support -on various online learning services
- Provision of discounts for partial and full medical checkups
- Providing preferential treatment for English Study Abroad
- Providing benefits for weddings and other life events
- Provision of housing loan origination fee discounts
- Providing Affiliated Credit Cards and Incentives
- Providing AI Study Support Benefits etc



Game Business



G2Studios

G2 Studios Inc.
For smartphone-oriented ease
apps planning, development,
and operations

Asobi Creators.

G2 Studios Inc., one of the companies of the Group specializing in the Game Business, plans, develops, and operates native app games for smartphones based on Unity in partnership with major licensors and game manufacturers.

1. Specialize in Partner Strategy

With solid technical capabilities centered on Unity / PHP, we have stabilized our earnings base through contract development and operation, and won a revenue share for strong titles. Expanded orders for globally distributed titles.

2. Game development achievements at the top of the sales ranking

In addition to the 2D / 3D game development know-how that we have accumulated so far, we have a wealth of experience in operating a wide range of game genres. In the future, we will also focus on research and development in the Metaverse field.

3. Securing Development Lines through Collaboration with the IT Freelance Matching Business

Through intra-group collaboration, and while utilizing our own IT Freelance, we have flexibly created development lines for each project.

Differences between Developer and Publisher

**As for the future strategy of the Game Business
Aiming to be a developer of global distribution titles**

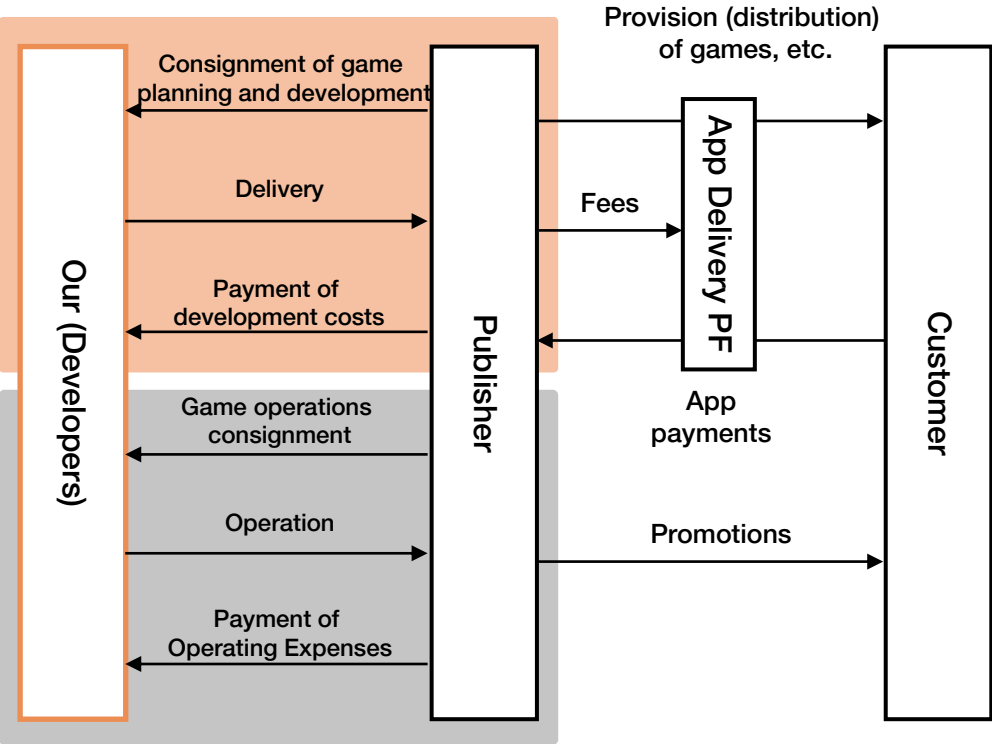
	Developers (Our company)	Publisher
Main Roles	planning, development, and operation of titles	planning, distribution and promotion of titles
Revenue Model	<ul style="list-style-type: none"> ● Planning and Development Sales from Publishers (One-Time Sales) ● Publisher Sales (Recurring Sales, Fixed) ● RS*1 Sales Based on Billing for Titles (Recurring Sales, Variable*2) 	<ul style="list-style-type: none"> ● In-app billing ● Advertising App
Risk/Return	Low Risk, Middle to High Return	High-risk, High-return
Business Characteristics	<ul style="list-style-type: none"> ● Fixed and stable revenues, regardless of whether a title is a hit or not ● The Upside is limited, but the return on a hit is large ● Low-volatility recurring-fee business model 	<ul style="list-style-type: none"> ● If a title is a hit, there are high expectations for the Upside ● If it doesn't, a business model that is difficult to recover costs and risky and has high volatility

*1 Revenue share *2 Determined according to the contract for each title

Game Business -Business and Revenue Image-

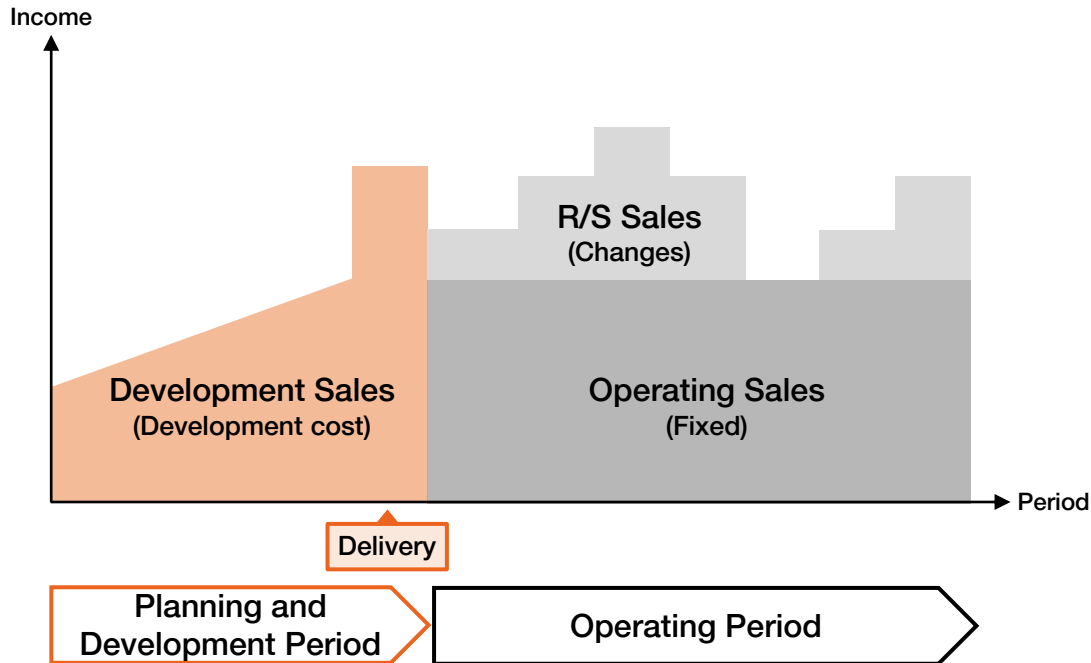
Business Model

- We are a developer exclusively entrusted with the planning, development, and operation of games from a major publisher



Revenue Image

- In the planning and development period, from FY3/22, the same amount of development costs were recorded as sales.
- For the operating period, in addition to fixed-rate management sales, R/S sales are recorded based on the fee-based sales of titles*



*: Set according to the contract for the title, etc.

x-Tech Business



1. Digital Marketing Support for the Golf

Industry

Promote golf xIT, and provide digital marketing support for owned media development, D2C construction, SNS management agency, etc.

2. A wealth of production track record and operations know-how

In addition to specialized golf agents utilizing YouTubers and Instagrammers, it has a wealth of track record in various types of video editing and production. Operates Geedge, Japan's largest golf media.

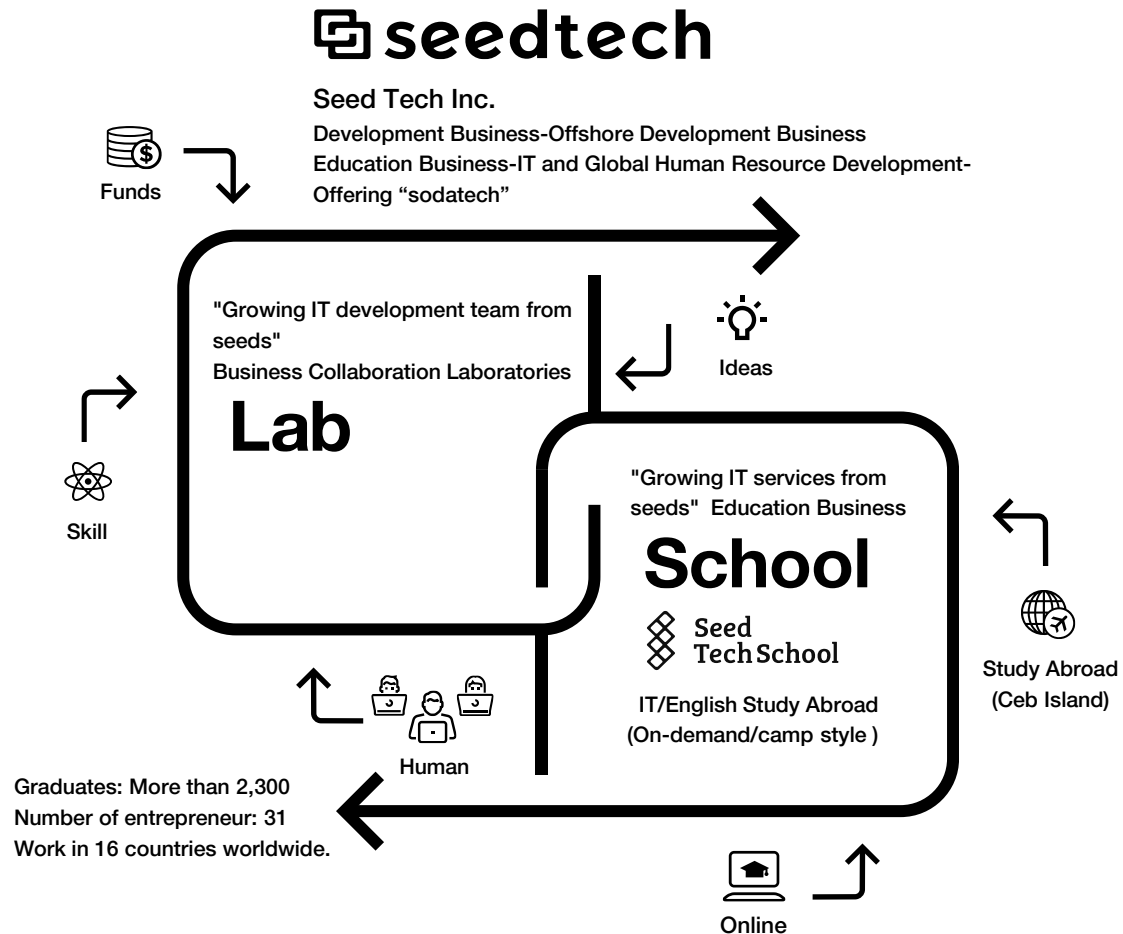
3. Operating Japan's Largest Amateur Golf Tournaments "Geedge Cup"

Provides the point of contact between the various golf-related companies that are our customers and amateur golfers in person, providing OMO support fused with online.

Technology Partners for Business Model Transformation

Leveraging on cutting-edge technologies and methods to become a technology partner for business model transformation using [Technology x Data] and provide value by multiplying digital marketing and D2C support know-how in the sports field.

Seed Tech Business



1. Provision of SaaS-type DX/IT Human Resource Development Platform

Providing DX/IT Human Resource Development Service "sodatech" for corporate customers supporting non-engineers reskilling with a wealth of curriculums that cover more than 300 video-based teaching materials and over 400 total learning hours.

2. Worldwide Standard Business Collaboration Laboratory-Type Offshore Development

Comprehensive support is provided for securing IT human resources, training and management for successful new business, DX and product development in the Philippines. It is ideal for forming a long-term successful development team. It is also involved in the development of the world's largest EC platform [Shopify].

3. Operating the Programming School

Overseas, we operate a camp-style programming and English school. The school is operated by a company that has a track record in offshore development which paved way in offering programming classes to learn practical and high-level technologies. Supporting job changes and sideline to developing engineers who can play an active role globally.

Leveraging Technology to Advance the World

Develop IT development teams and IT personnel from within the two business areas of development and education.

ESG Statement & Map

Under way based on the ESG Statement and the ESG Map

ESG Map

Pride in Reducing Environmental Impact

- Establishment of a business recovery system in the event of climate change
- Comprehensive paperless and electronic filing
- Office premised on "Cool Biz" and "Warm Biz"
- Control of Air Conditioning and Reduction of Electricity Consumption
- Building a Corporate Culture for Zero Waste
- Support for employees' environmental conservation activities
- Corporate investment to reduce environmental impact



Contribution to Society

Toward a society where employees can work with peace of mind

- Solve the shortage of IT human resources in companies and promote the enhancement of IT human resources
- The Role of Infrastructure in the Fields of Technological Innovation and Development
- Promote diversity in working styles
- Freelancers Benefit Support
- In-house system for employees' life events, Development of welfare programs
- Health management initiatives



Contribution to the Environment

ESG management

Strengthening Governance

Strengthening Corporate Governance

- Reliable, safe, and fair trade
- Strengthening Risk Management
- Compliance with Security Policies
- Compliance and Internal Control
- Governance Structure of Group Companies
- Promote executives regardless of gender or nationality



ESG Statement

Under the Grand Vision of "Make the biggest impression in the 21st century", the entire Group is united in contributing to society and continuing to grow as a company through business activities such as the promotion of new work styles such as freelance, human resource development, the promotion of DX that leverages our technological capabilities, and product development.

The geechs Group will continue to engage in ESG management in order to realize a sustainable society while continuously increasing corporate value.

Performance Highlights

Fiscal Year-End		FY3/19	FY3/20	FY3/21	FY3/22
Net Sales	(thousand yen)	3,050,413	3,544,309	3,427,816	5,388,647
Ordinary income	(thousand yen)	532,117	675,446	713,942	1,135,706
Net income attributable to owners of parent	(thousand yen)	411,610	390,651	457,755	705,194
Comprehensive income	(thousand yen)	410,322	391,102	458,020	703,843
Capital Stock	(thousand yen)	972,152	1,086,015	1,094,214	1,101,531
Net assets	(thousand yen)	2,737,377	3,356,232	3,830,496	4,470,860
Total assets	(thousand yen)	4,515,127	4,700,309	6,486,303	5,874,294
Net income per share	(Yen)	47.96	37.78	43.83	67.18
Equity Ratio	(%)	60.6	71.4	59.1	75.7
Return on Equity	(%)	21.8	12.8	12.7	17.0
Net cash provided by (used in) operating activities	(thousand yen)	191,429	39,949	661,718	369,207
Net cash provided by (used in) investing activities	(thousand yen)	124,085	-77,131	-48,908	-68,653
Net cash provided by (used in) financing activities	(thousand yen)	1,058,611	-20,049	-22,588	-91,339
Cash and cash equivalents at end of year	(thousand yen)	2,615,535	2,559,268	3,149,695	3,357,198
Employee	(people)	308	391	357	384

*Make the biggest impression
in the 21st century*

Notes regarding Forward-Looking Statements

The information contained in this presentation is based on a number of assumptions. These statements are not intended to assure or guarantee the achievement of future numerical targets or measures. Please note that actual results may differ due to various factors. We do not have obligation to update or revise the forward-looking statements in this report even if there are new information or events in the future.



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