

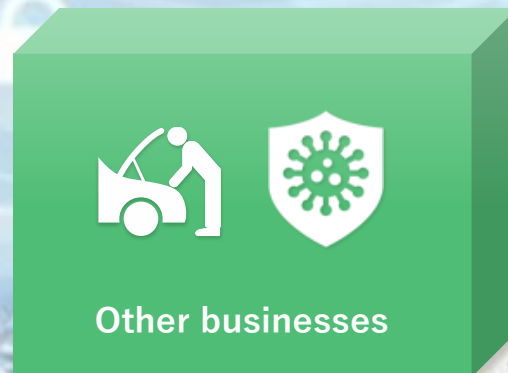
# Consolidated Results of Operations for the Three Months Ended June 30, 2022

August 12, 2022

Remixpoint is a company that **tackles, through business, issues that arise as society transforms**, such as deregulation and legislative change.



**remixpoint**

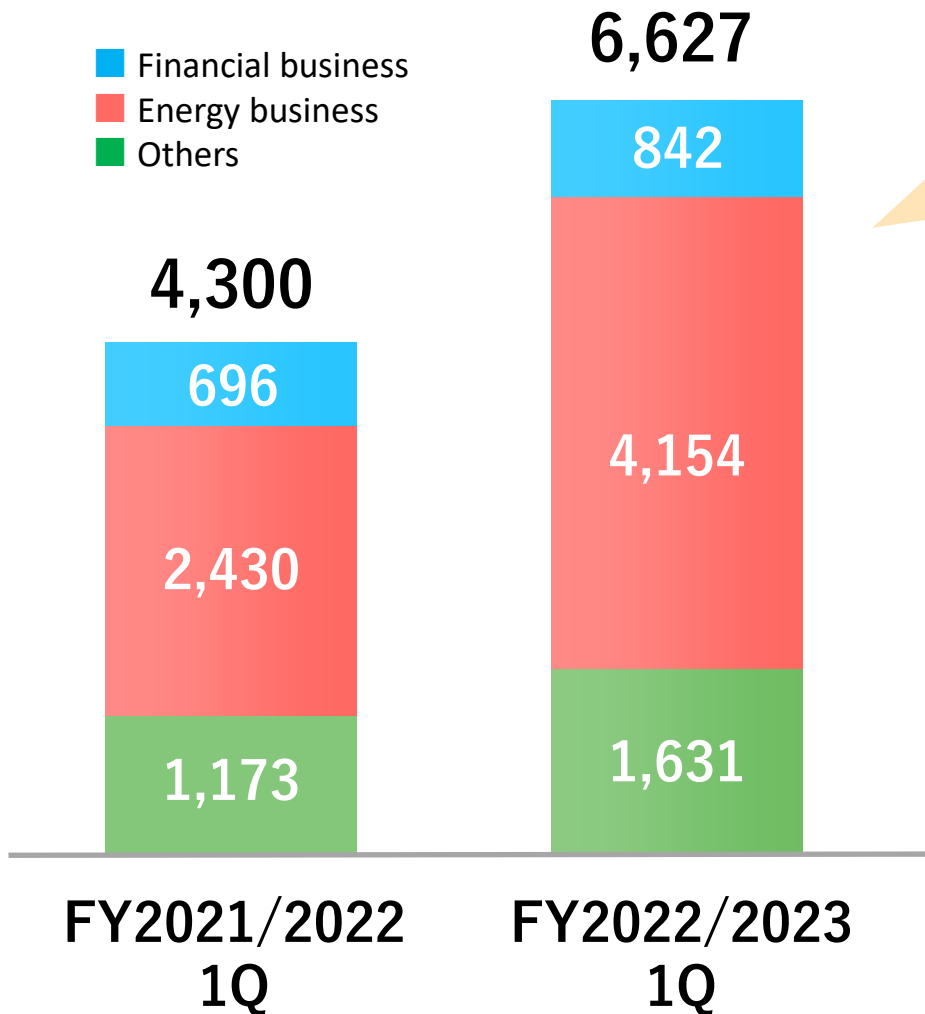


# Three Months Ended June 30, 2022 Results Summary

# Net sales by business segment

(Millions of yen)

- Financial business
- Energy business
- Others



Sales increased in all segments

## Topics

### Financial business

Despite a slump in the cryptoassets market compared to the previous year, sales increased by enhancing services to customers

### Energy business

With regard to high-voltage customers, anticipated trends in the capacity market and controlled demand. Also focused on capturing low-voltage customers to the extent that power procurement was possible, and increased the number of power suppliers. Sales were also boosted by unseasonably hot weather in late June that increased the price of electricity traded on JEPX

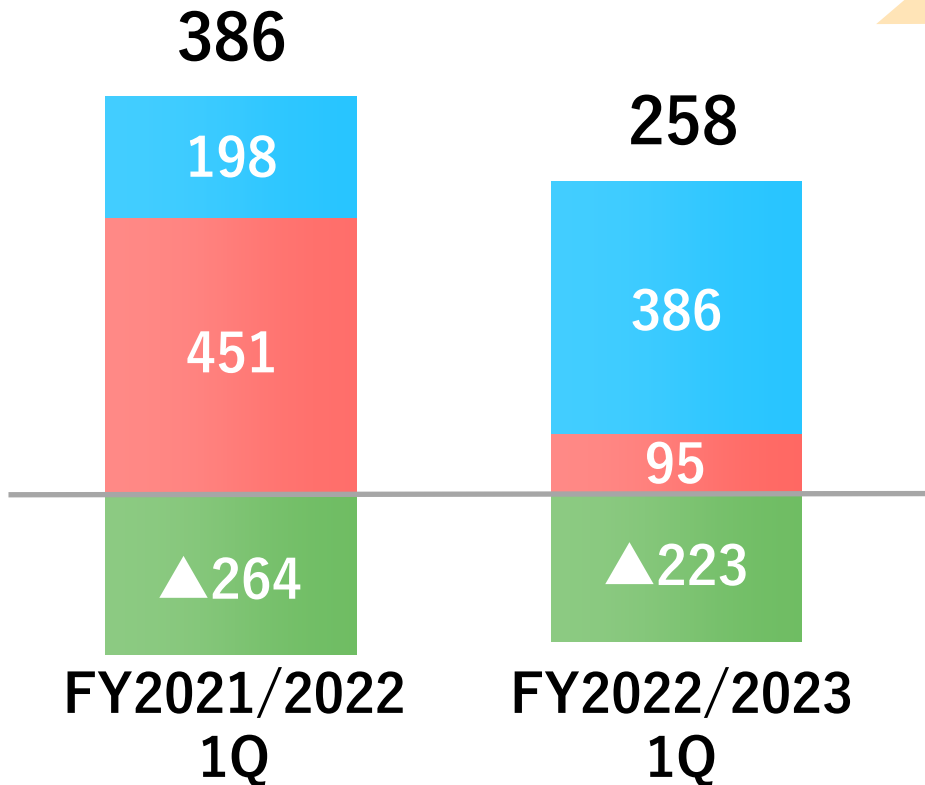
Note: "Others" include the used car business, resilience business, and other businesses

# Ordinary profit (loss) by business segment

(Millions of yen)

- Financial business
- Energy business
- Others

Despite market impacts, continued to achieve profits in the Financial business and Energy business



## Topics

### Financial business

Profits increased substantially year on year due to increases in sales and cost reductions by streamlining operations

### Energy business

The surge in power transaction prices at JEPX in late June prevented the Company from fully absorbing the increase in costs despite realized profit and profit on valuation on electricity futures transaction margins held for hedging purposes. This surge in power prices will be recovered from customers from the following month (July) and onward

Note: "Others" include the used car business, resilience business, and other businesses

# Quarterly statements of income

(Millions of yen)

		FY2021/22				FY2022/23
		Apr-Jun (1Q)	Jul-Sep (2Q)	Oct-Dec (3Q)	Jan-Mar (4Q)	Apr-Jun (1Q)
Net sales	<b>Total</b>	<b>4,300</b>	<b>6,193</b>	<b>9,909</b>	<b>8,350</b>	<b>6,627</b>
	Energy business	2,430	3,691	3,234	3,316	4,154
	Financial business	696	1,309	5,351	3,409	842
	Others	1,173	1,191	1,323	1,624	1,631
Ordinary profit	<b>Total</b>	<b>386</b>	<b>802</b>	<b>3,992</b>	<b>2,991</b>	<b>258</b>
	Energy business	451	268	▲211	1,162	95
	Financial business	198	830	4,383	2,180	386
	Others	▲55	▲76	12	▲88	▲4
	Business segment adjustment	▲208	▲220	▲191	▲263	▲219
Profit attributable to owners of parent		<b>342</b>	<b>630</b>	<b>3,171</b>	<b>2,769</b>	<b>80</b>

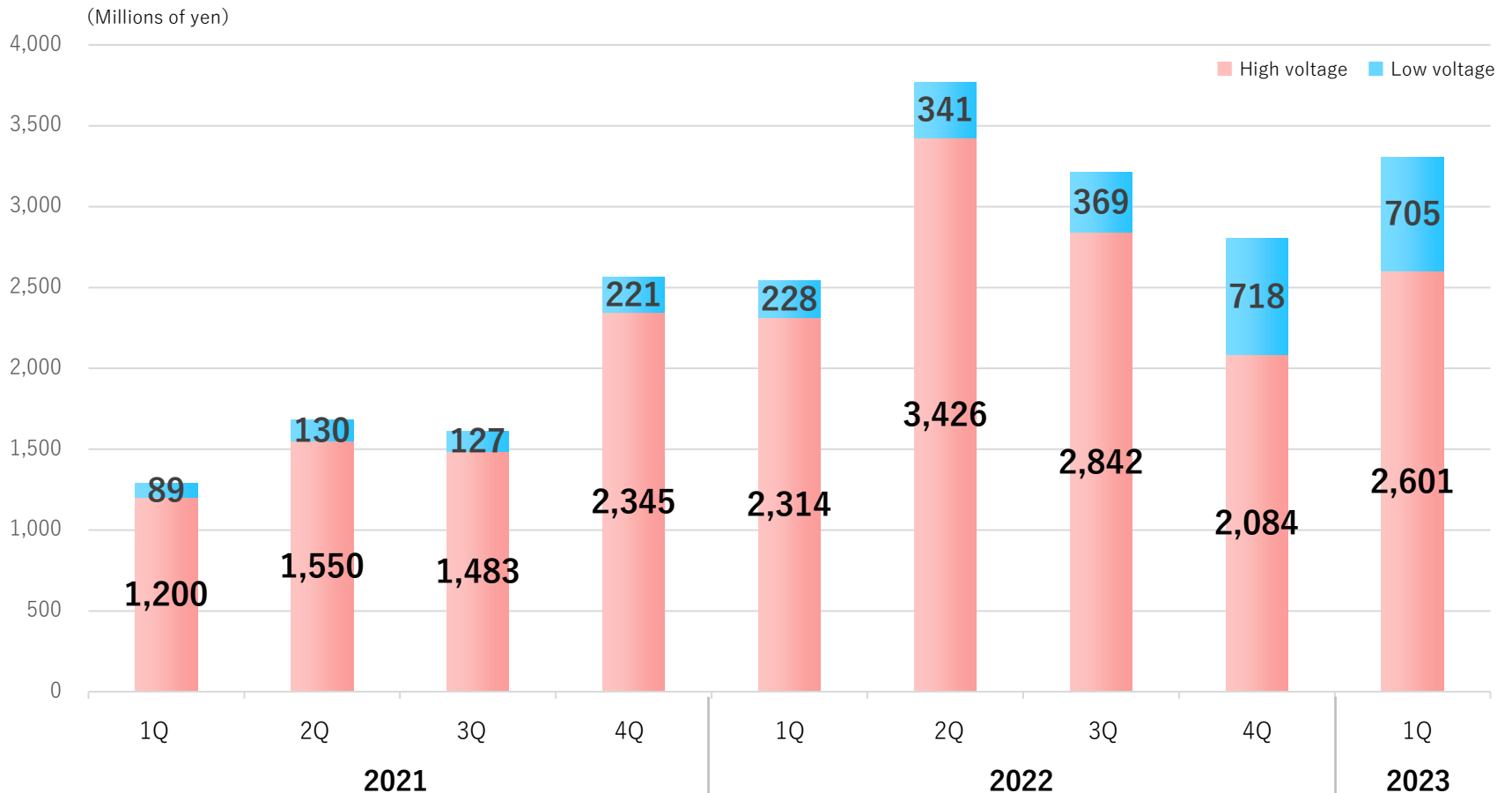
Note: "Others" include the used car business, resilience business, and other businesses.

# Key Topics for Each Business for the Three Months Ended June 30, 2022



Net sales in the electricity retailing business increased year on. As a result of reworking customer portfolio, the percentage of low-voltage sales increased to 21.3%

## Sales to high-voltage and low-voltage customers





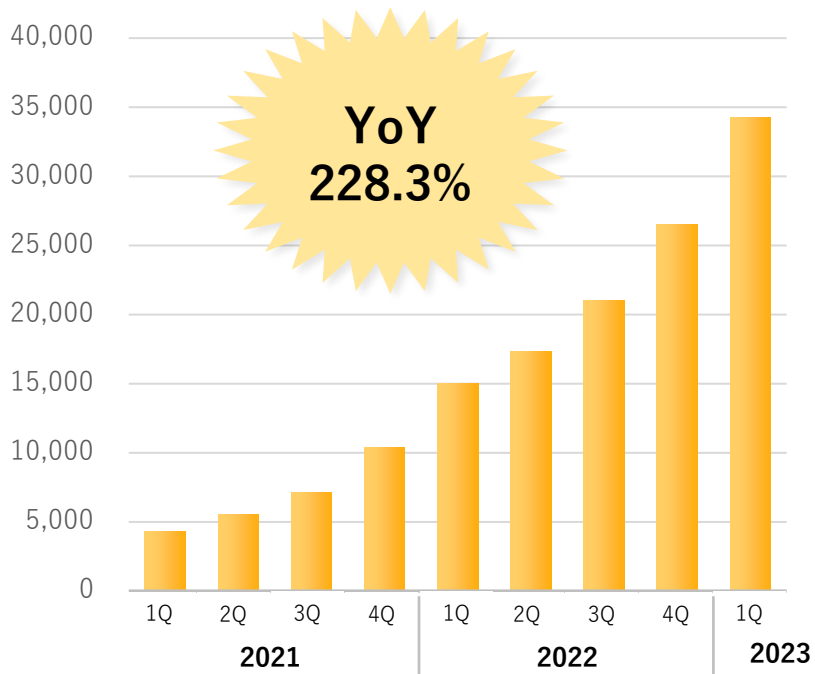


Since making a concerted entry into the low-voltage market, the number of contracts with low-voltage customers has increased steadily to more than 34,000

## Acquisition of low-voltage customers

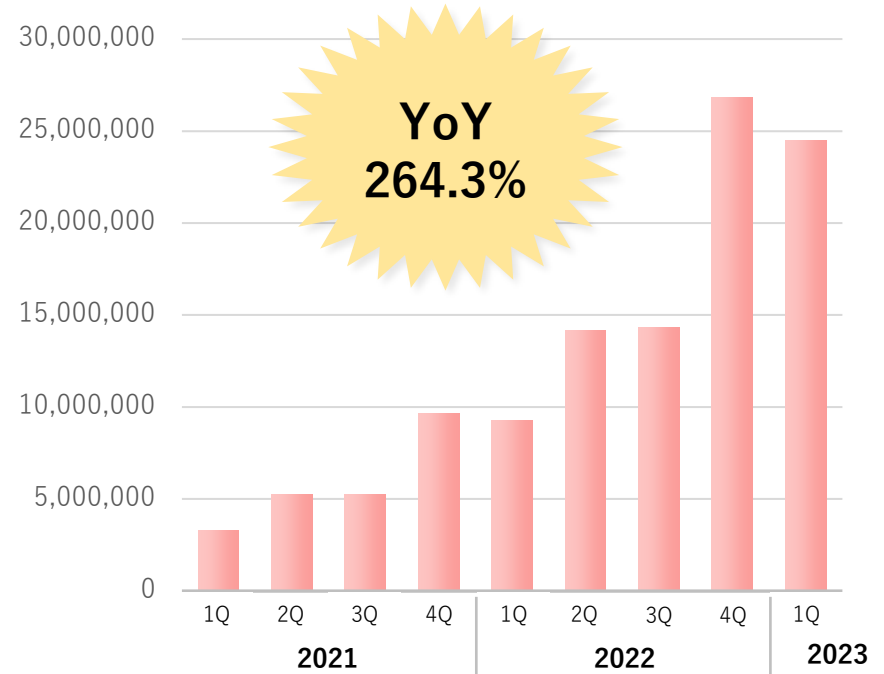
### No. of contracts

(Facilities)



### Amount of electricity used

(kwh)

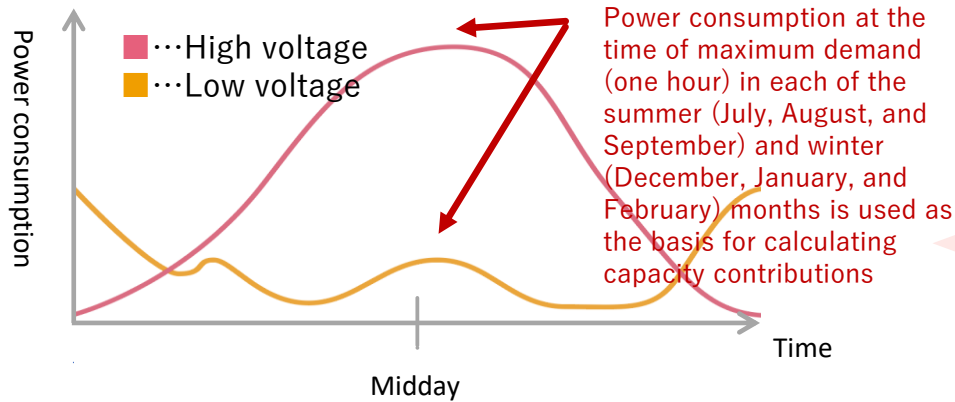


Note: Comparison with 1Q FY2021/22

Note: New applications for plans for low-voltage customers are currently suspended. New applications under the market price-linked plan for low-voltage customers are scheduled to resume in 3Q



## Promote preparedness for the capacity market where the burden charge of the capacity market is determined based on maximum supply and demand

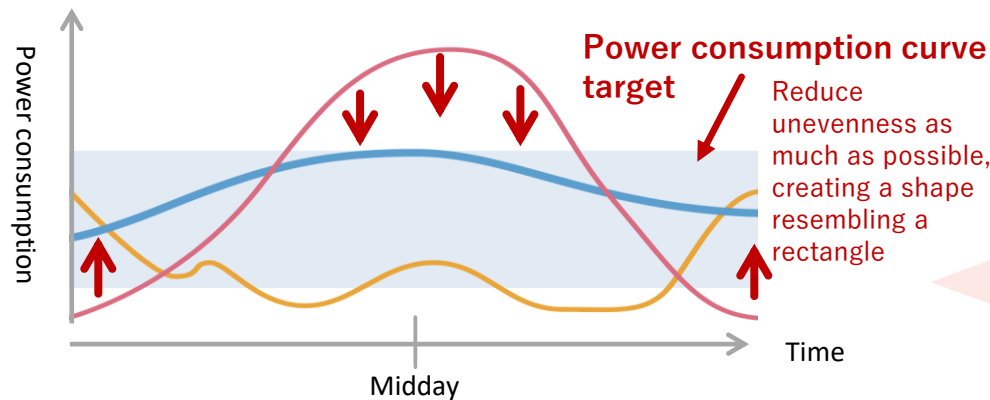


### High-voltage customers Power consumption

Customers such as factories, hospitals, and large stores operate mainly during the day, and consume a large amount of electricity during the midday hours with a large variance between day and night

### Low-voltage customers Power consumption

Customers such as households and small stores consume electricity both during the day and at night, but their power consumption is lower, with little variance between day and night, relative to high-voltage customers



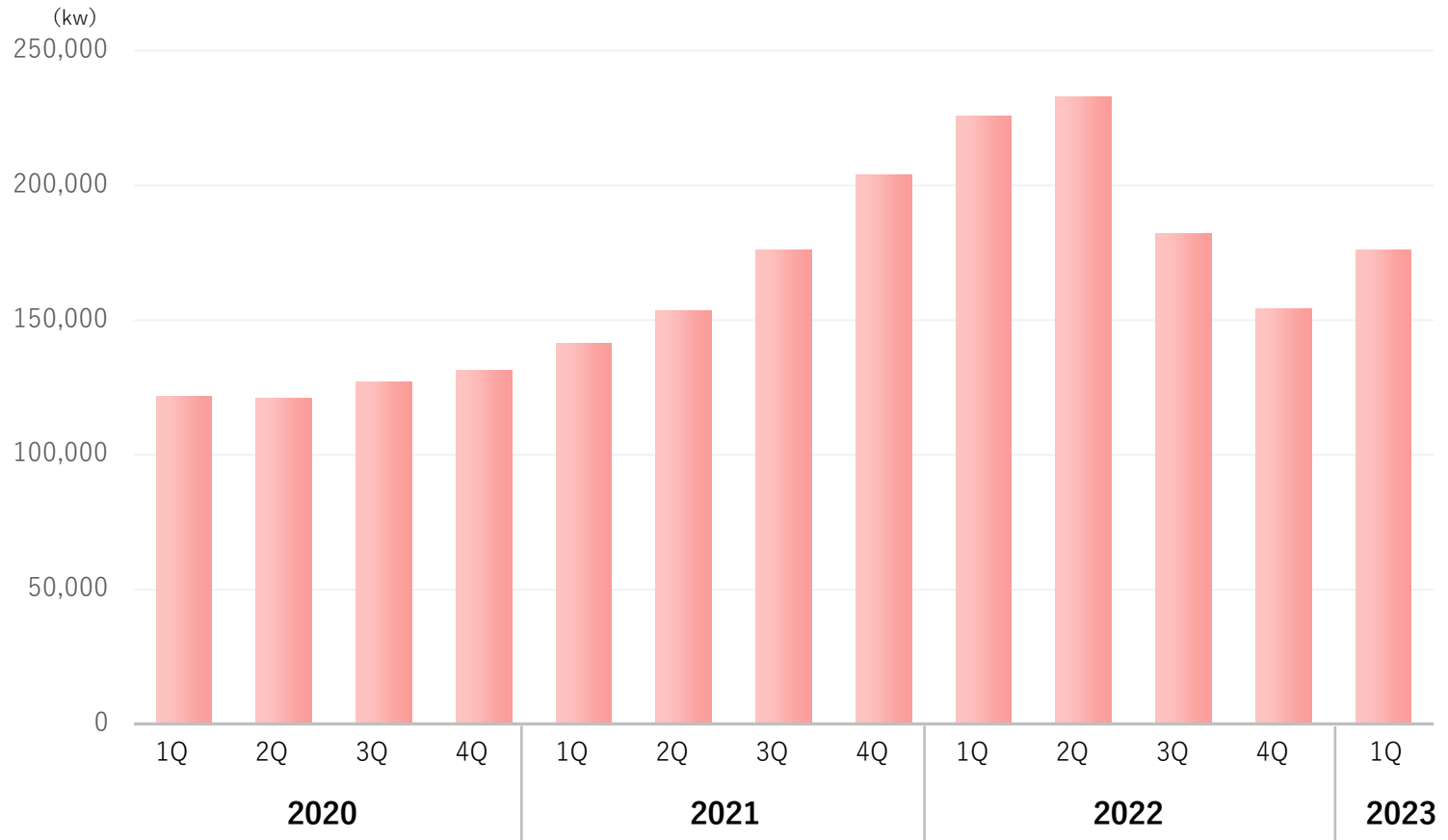
Specialize in customers whose electricity usage fluctuates little between summer/winter and other seasons and customers whose electricity usage fluctuates little between the time when maximum demand occurs and other times of the day

**Reduce inter-operator ratios to lower the burden of capacity**



## Reworking customer portfolio to respond to the high-voltage capacity market

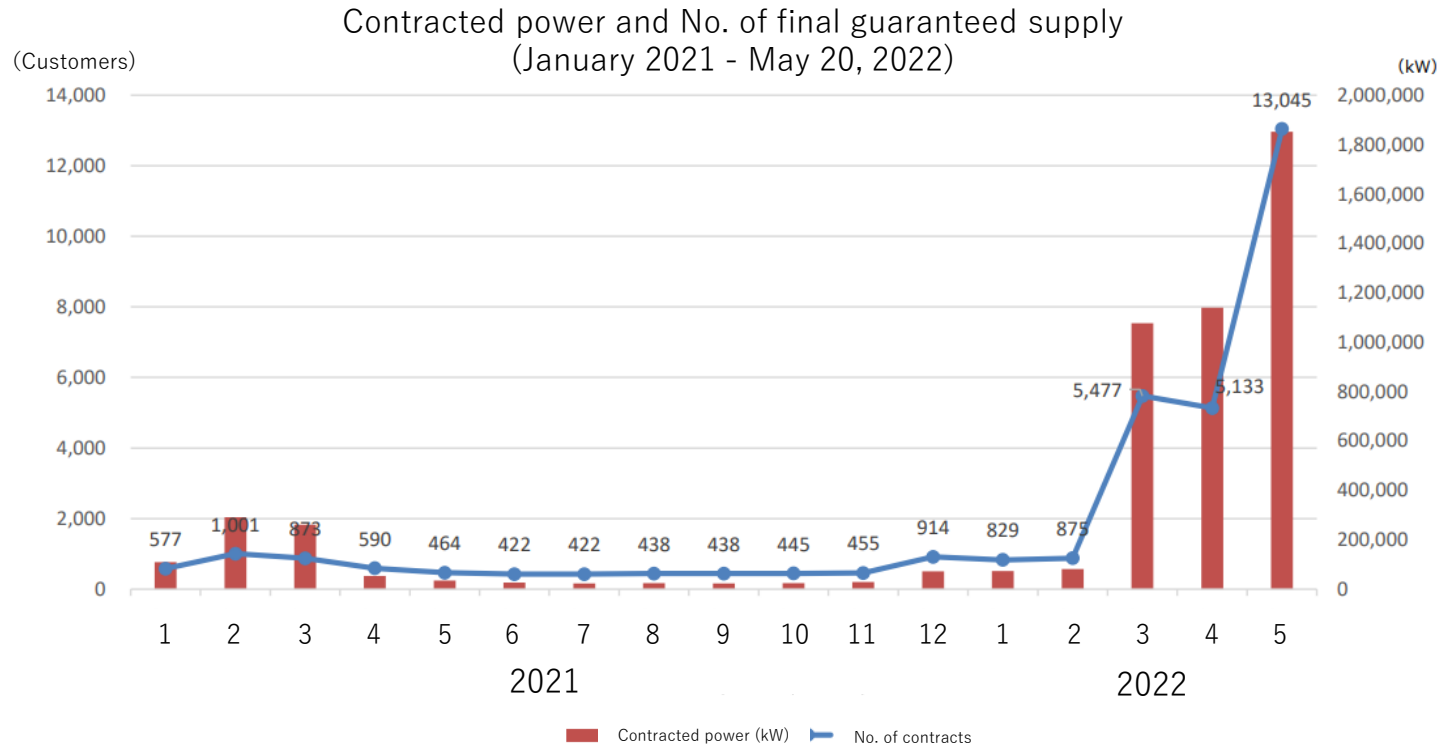
### Contracted power for high-voltage customers





## Current State of the Electricity Market

Rising energy prices caused many electric power companies to suspend accepting new applications for high-voltage and extra-high-voltage. In May of this year, more than 13,000 customers received “final guaranteed supply contracts,” in which general transmission and distribution companies temporarily supply electricity to customers who cannot find an electric power company.



Source: Electricity and Gas Market Surveillance Commission, “73rd Specialized Meeting for Policy Design,” Handout 7, “Prices of the Final Guaranteed Supply,” page 7



Started offering on a trial basis a portion of the “JEPX Standard Plan,” a market price-linked plan linked to wholesale electricity market prices, to corporations that have concluded a final guaranteed supply contract

### What is a market price-linked plan?

- Unit prices for electricity are determined in line with JEPX transaction prices
- Unit prices are lower than general electricity rates depending on the time of year and the time of day, although they may be affected by market price hikes during periods of high electricity demand, such as summer and winter
- The Company can earn a constant revenue independent of market prices

### ■ JEPX Standard Plan: July Application Results

No. of applications : **51** 件 Total : approximately **7,000** kw

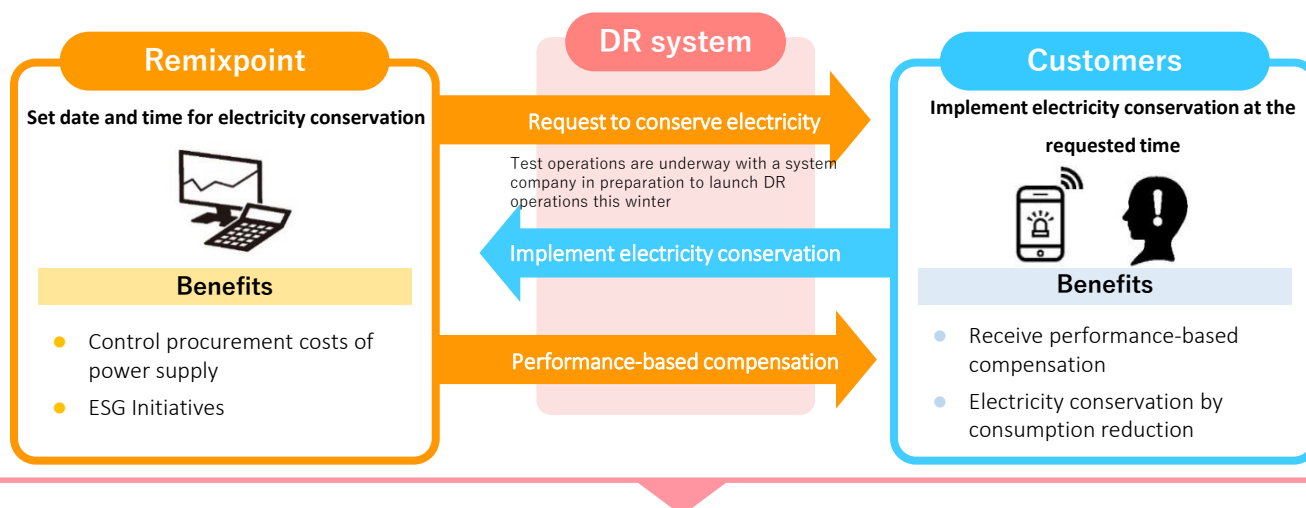
(Breakdown) TEPCO: 20 applications, 4,500kW; Kansai Electric Power: 11 applications, 800kW; other regional electric power: 20 applications, 1,700kW

Officially begin accepting applications for the JEPX Standard Plan in September 2022



## Demand Response (DR) measures implemented by the Company

- Utilizing DR (requests for electricity use), accurately inform users and provide a call to action via systems when they are requested to use or not use electricity
- Providing incentives when customers cooperate in conserving electricity in response to requests can increase the effectiveness of electricity conservation
- With the announcement of the government's electricity conservation point system, there is a growing social interest in conserving electricity using DR



- DR services based on behavioral changes can be implemented to reduce power consumption at specific times of the day
- Lead to reduction of procurement volume when spot market prices soar and deterrence of shortage imbalances occurring
- Predict peak demand hours to create the possibility of reducing demand and capacity contributions during specific periods of time



## Plan to develop renewable-energy power plants from FY2022 onward

Seizing rising prices of procured electricity as an opportunity to seriously consider developing own renewable-energy power plants. Besides field-installed photovoltaic stations, plan to also develop various other types of power plant

Small hydropower generation



On-water solar power generation



Wind power generation



Biomass power generation

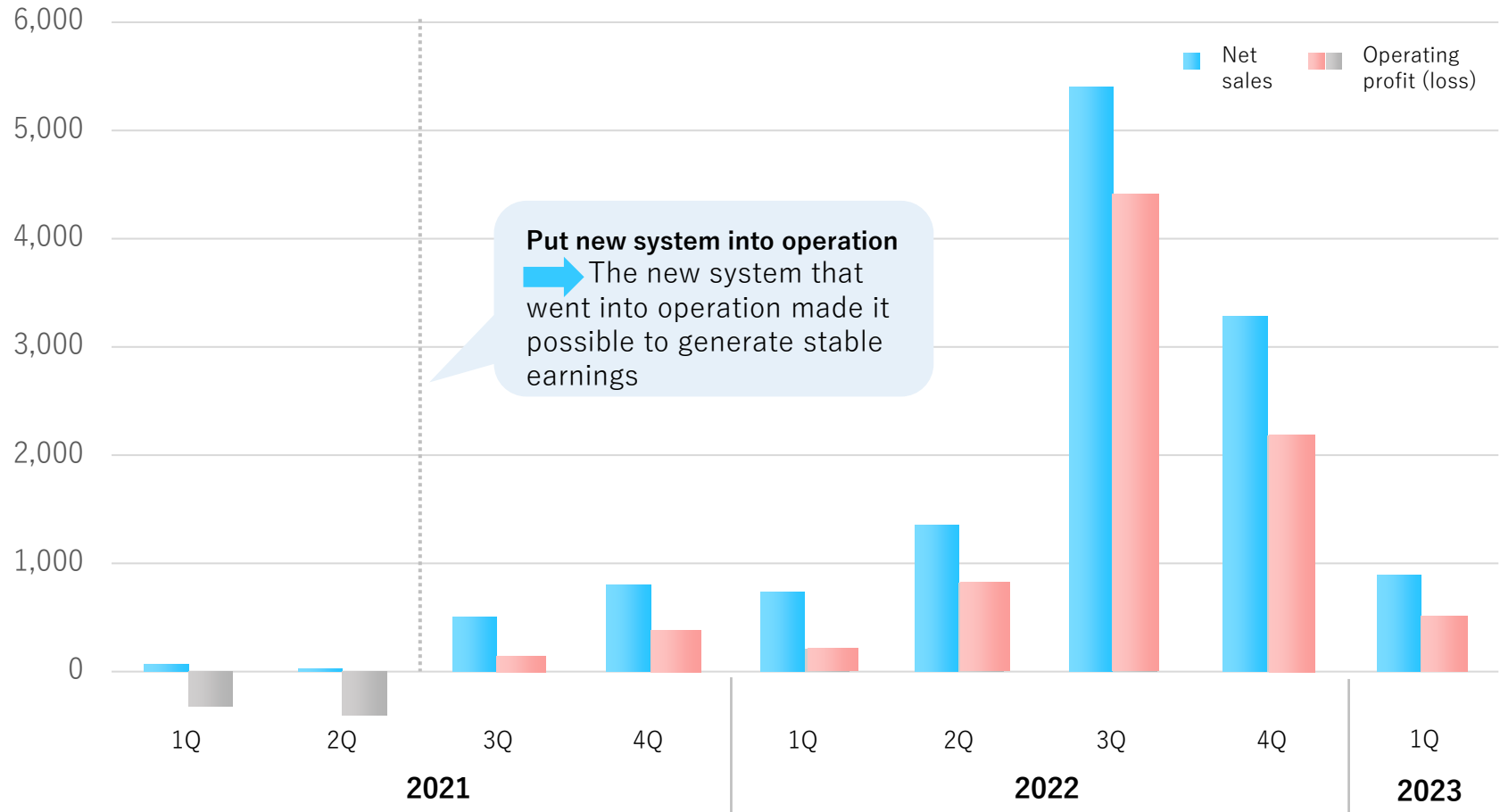


We plan to sell the power generated to Remix Denki customers and via the FIT scheme. We will generate power with environmental value to contribute to decarbonization.



## Maintained positive operating profit in every quarter after the new system was put into operation despite market impacts

(Millions of yen)

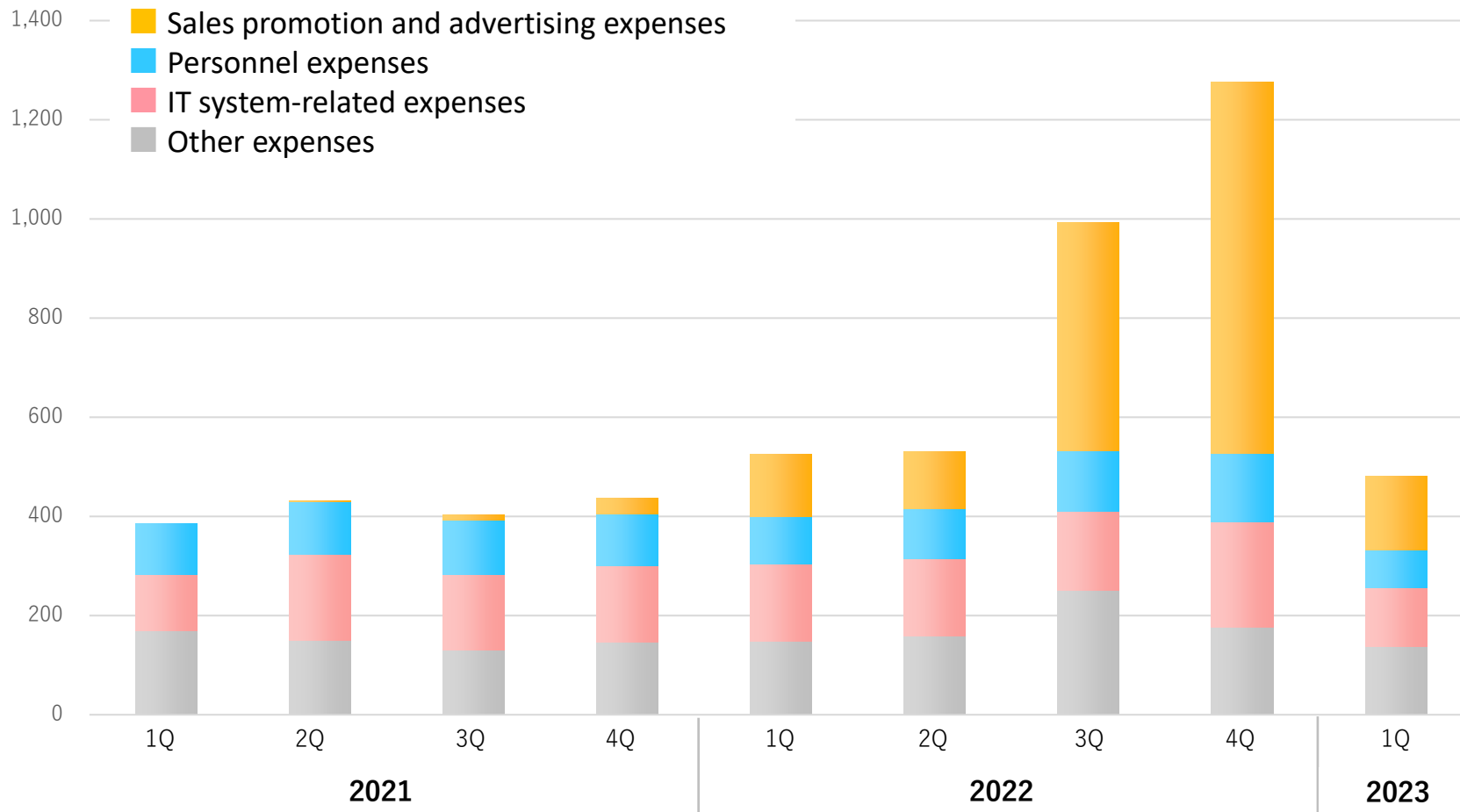






Conducted sales promotion activities while controlling costs in light of market conditions

(Millions of yen)

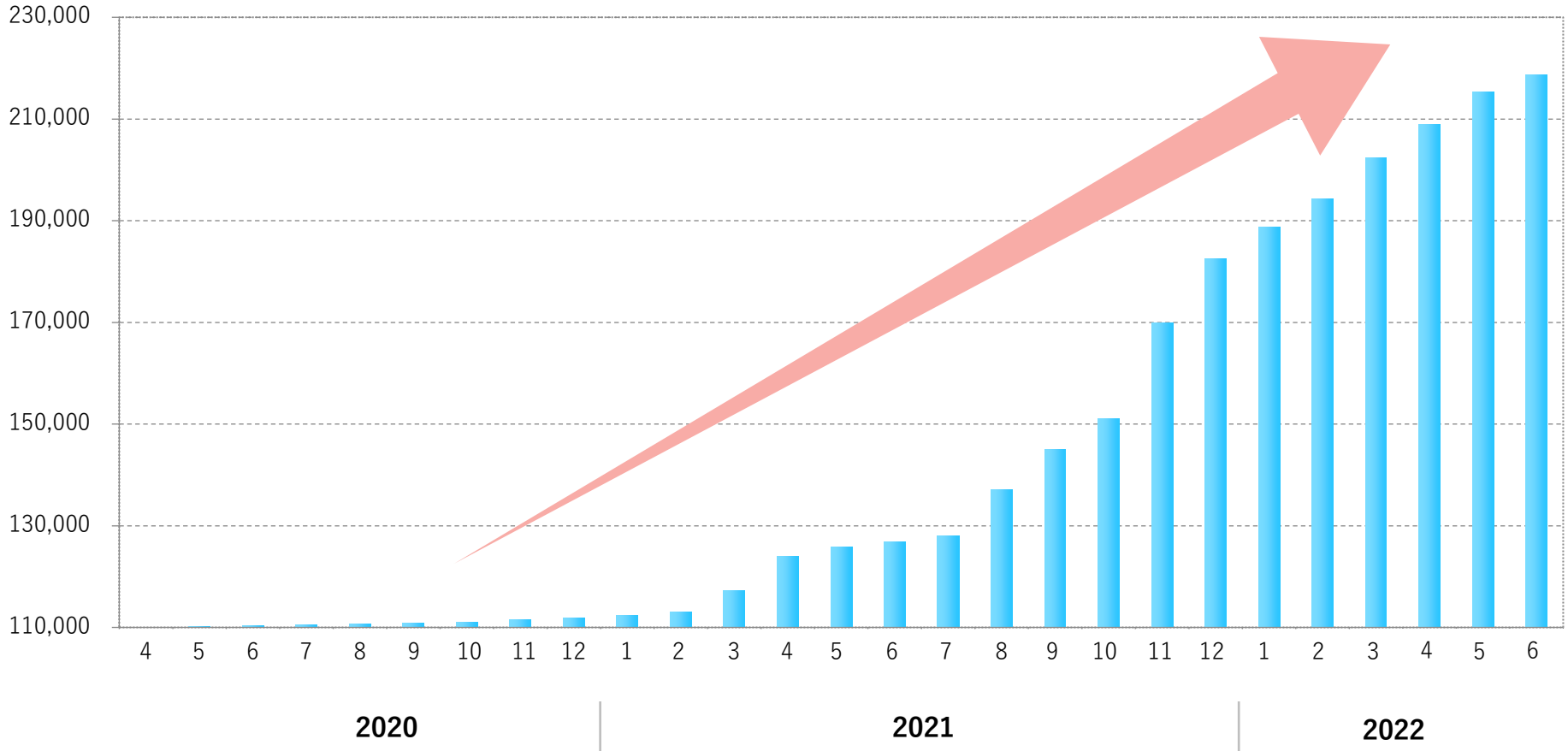




The number of accounts gradually increased despite market impacts

### NUMBER OF CUSTOMER ACCOUNTS

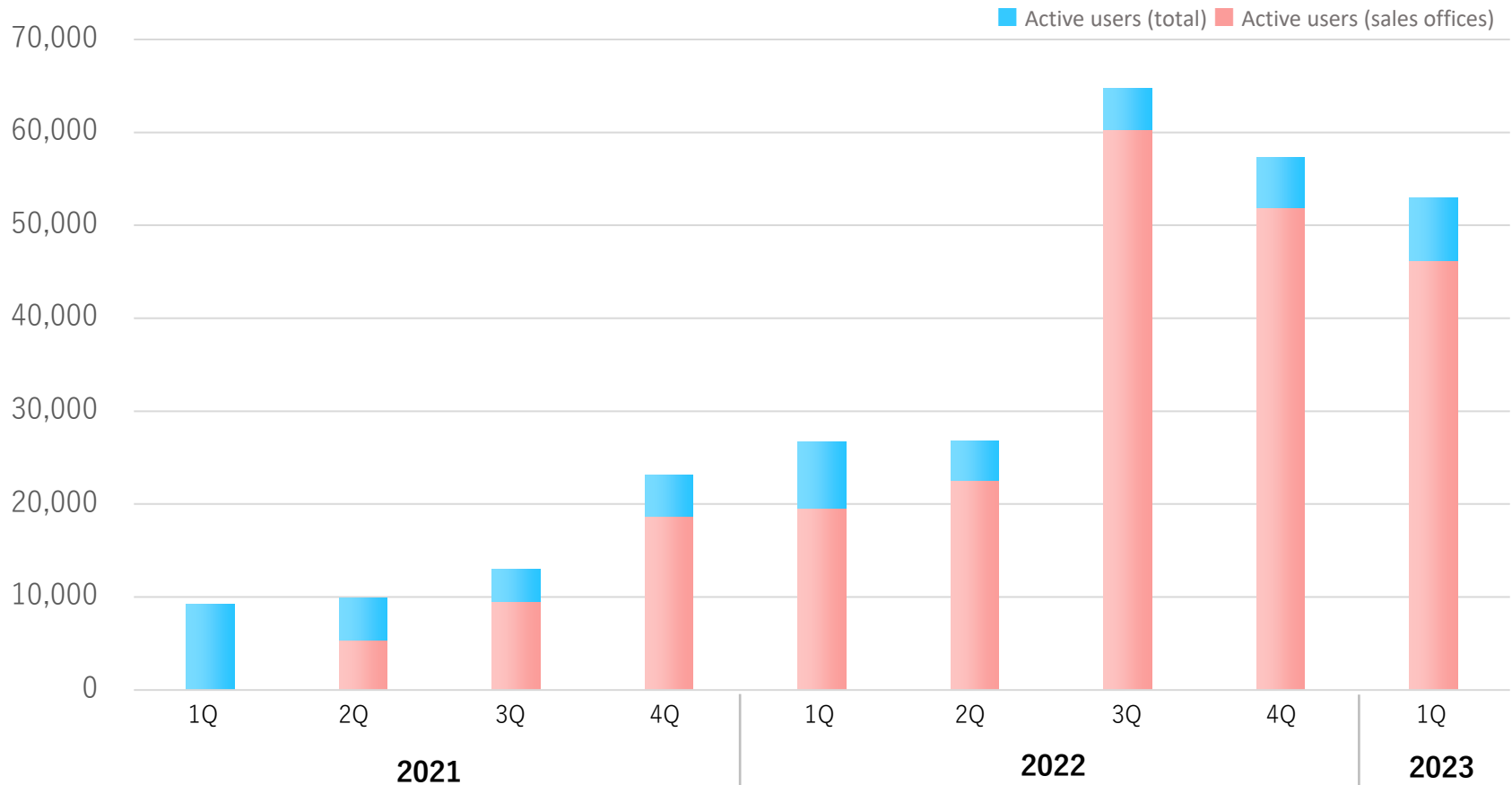
(Customer accounts)





## Active user numbers remained high despite deteriorating market conditions

Number of active users





## First in Japan! Newly began handling the KLAY cryptoasset

First in Japan



# KLAY

クレイ

Note: For details, please refer to [“First in Japan! BitPoint Japan begins handling the KLAY cryptoasset”](#) dated August 4



List of currencies listed on the BITPoint cryptoasset exchange



**Bitcoin**  
(BTC)



**IOST**  
(IOST)



**Ripple**  
(XRP)



**Chainlink**  
(LNK)



**Basic Attention  
Token** (BAT)



**Ethereum**  
(ETH)



**Polkadot**  
(DOT)



**Litecoin**  
(LTC)



**Bitcoin Cash**  
(BCH)

**First  
in  
Japan**



**KLAY**  
(KLAY)

*Note: Started handling on  
August 4, 2022*



**Jasmy**  
(JMY)



**DEAPcoin**  
(DEP)



**Cardano**  
(ADA)

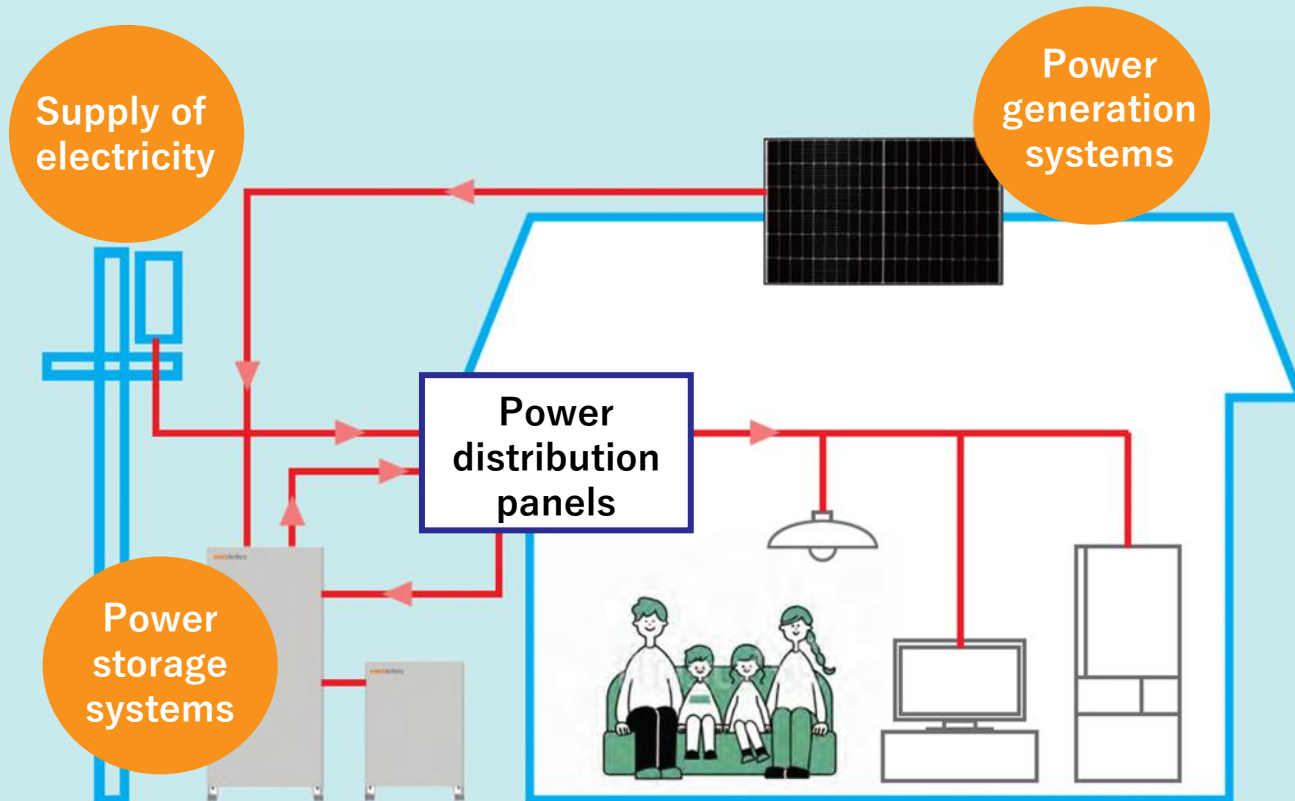


**TRON**  
(TRX)

Note: The above is a list of currencies listed on the “BITPoint” cryptoasset exchange as of August 12, 2022.



Proposal of schemes that leverage synergies between the resilience business and the energy business





## Used Car Business

Operate a BtoB used-car (mainly luxury imported vehicles) business



## Energy-saving consulting business

### ■ Projects receiving subsidies

**No. awarded subsidies : 569 projects** (from FY2013 supplementary budget to present)

**Note: Projects receiving subsidies in FY2022**

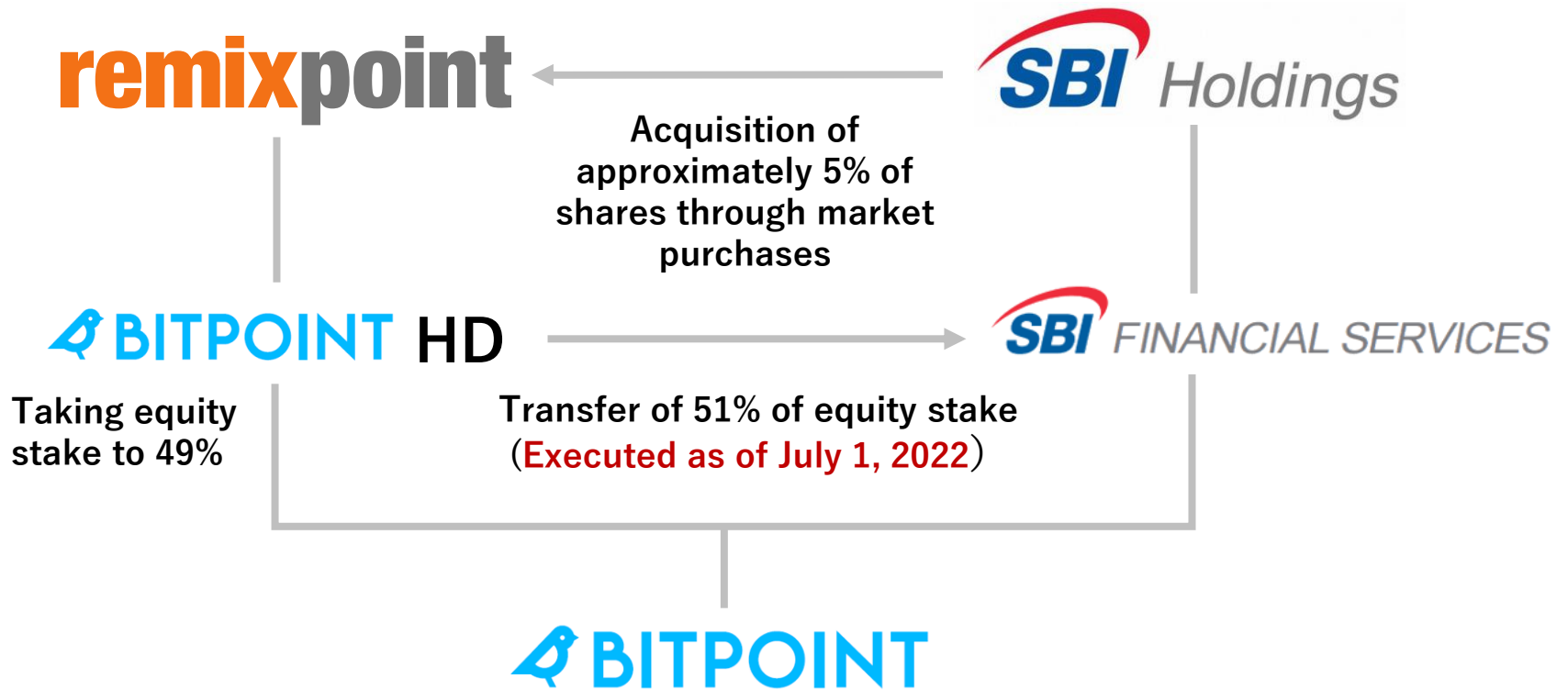
No. of awarded subsidies: 27 projects (Results as of June 30, 2022)

### ■ Registrations etc.

- Energy management business operator (registered in FY2021)
- ZEB Planner (ZEB30P-00019-C)
- Support Organization for Businesses Assisting with Formulation of Decarbonization Plans (certified in FY2022)

## Overview of the capital and business alliance

Concluded a comprehensive capital and business alliance with the SBI Group  
Payment for the transfer of BitPoint Japan shares was received on July 1, 2022





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