



## Translation

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## Notice of Revisions of License Fees for Cloud-based ERP ZAC and ZAC Enterprise

ORO Co., Ltd. (the “Company”) hereby announces that the license fees for cloud-based enterprise resource planning (ERP) systems, ZAC and ZAC Enterprise, will be revised starting January 1, 2023 as follows.

### 1. Background of revisions

From the start of the service in 2006 to the present, we have continuously enhanced the functionality of cloud-based ZAC and ZAC Enterprise, while maintaining the same pricing structure for licenses. This fee revision is based on the product and service enhancements we have accumulated for more than 15 years.

We will further strengthen our development team to quickly and continuously enhance our functionality in line with our customers’ needs. Furthermore, we will move forward functional enhancement and review of system configuration to evolve our services so that we can accommodate enterprises with over 10,000 employees and looking ahead to our overseas expansion in 2026.

### 2. Details of revisions

#### (1) Format of license

Currently, licenses for cloud-based ZAC and ZAC Enterprise are offered either under the one-time purchase type contract (lump-sum perpetual license type) or the SaaS type contract (monthly subscription fee type). From January 1, 2023, the licenses will be offered to new customers only under the SaaS type contract and no longer under the one-time purchase type contract.

< For new users (companies signing contracts on or after January 1, 2023) >

Only subscription licenses will be available under the SaaS type contract.

< For existing users (companies signed/signing contracts by or on December 31, 2022) >

- Under the one-time purchase type contract, you can purchase additional perpetual licenses at the current prices during the transition period from January 1, 2023 to March 31, 2023. From April 1, 2023, no perpetual licenses can be purchased any more.

- Under the SaaS type contract, you can purchase subscription licenses at the current fees during the transition period from January 1, 2023 to March 31, 2023. From April 1, 2023, the subscription licenses can be purchased at the revised fees.

(2) Fees under the SaaS type contract

The license fees for cloud-based ZAC and ZAC Enterprise under the SaaS type contract will be revised as shown on the next page.

Contract Type and Fees (Yen, tax excluded)  License Type	Before the revisions (one-time purchase type or SaaS type at the time of signing the contract)		After the revisions (From January 1, 2023)	
	One-time purchase type	SaaS-type (per month)	One-time purchase type	SaaS-type (per month)
Sales Management License	150,000	6,420	Discontinued	7,000
Purchase Management License	50,000	2,140		3,000
Time Management License	15,000	660		600
Expense Control License	15,000	660		600
Inventory Control License	50,000	2,140		2,000
Schedule License	10,000	440		400
Contact Management License	15,000	660		600
Document Management License	15,000	660		600
Process Control License	15,000	660		1,000
View License	100,000	4,280		5,000
Management Monitoring License	50,000	2,140		1,000

Notes: 1. All fees are indicated per license.

2. Before the revisions, the main contract type is the one-time purchase type contract.

### 3. Future Outlook

Since the fee revisions will take effect from January 1, 2023, there is no impact at this point on our consolidated financial results for the fiscal year ending December 31, 2022. We are currently estimating the scope of impact on the previously released Medium-term Management Plan 2022–2024. We plan to explain the scope of impact in the forecast for the fiscal year ending December 31, 2023, which will be disclosed at the same time as the announcement of the financial results for the fiscal year ending December 31, 2022.