

FY ended February 2023 Full-Year Financial Results Presentation

(Matters related to business plans and
growth potential)

VisasQ Inc. (Stock Code : 4490)

April 14th, 2023



HIGHLIGHT

- For the fiscal year ended February 2023, the top line is almost in line with the revised earnings forecast (revised in October 2022), while profits are higher than expected
 - Transaction volume of JPY12,383M (98% of revised full-year earnings forecast)
 - Operating revenue of JPY8,380M (99% of the same)
 - Operating income (before amortization of goodwill) JPY806M (132% of the same)
- The earnings forecast for the fiscal year ending February 2024 is JPY14.4B in transaction volume (+16% YoY), JPY9.7B in operating revenue (+16% YoY), and JPY1.4B in adjusted EBITDA (+21% YoY) as a new targeted figure. We aim to stabilize growth of Global ENS business despite the difficult macro environment and aim to continue high growth of the Platform for Japan Corporates

* "Adjusted EBITDA" is the sum of "operating income before amortization of goodwill" plus amortization of software and other assets, and stock-based compensation expense.

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Overview of Consolidated Financial Results

The top line is almost as expected, with profits landing at a level that exceeds the forecast

Cumulative (March 2022 – February 2023)

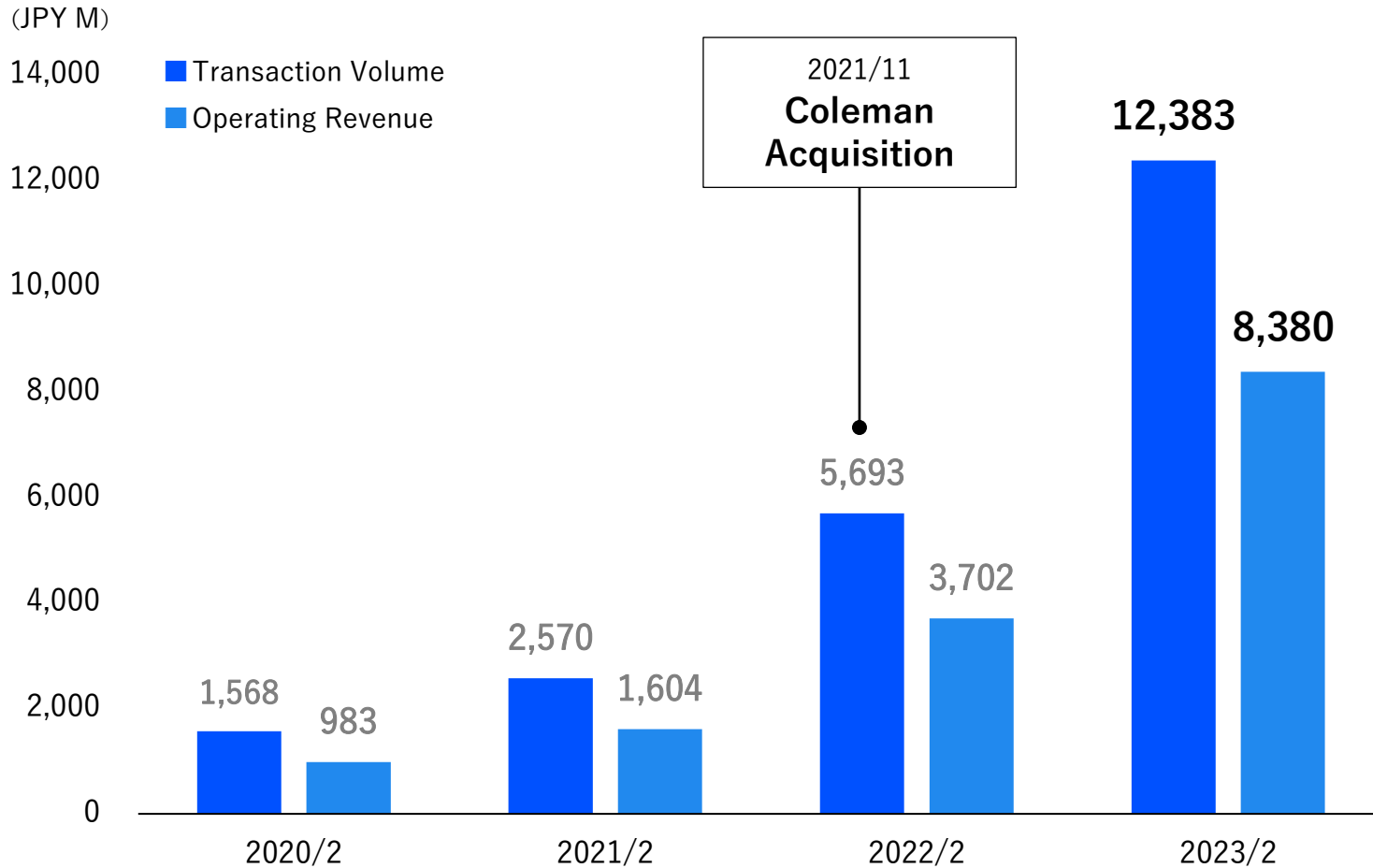
(JPY M)	Full-year total	Revised forecast Announced on October 14, 2022	Achievement Rate	Same period of previous year*1 (Coleman is consolidated only for 4Q)	Y-o-Y (%)
Transaction volume	12,383	12,700	98%	5,693	+118%
Operating revenue	8,380	8,470	99%	3,702	+126%
Adjusted EBITDA*2	1,153	-	-	824	+40%
Operating Income Before amortization of goodwill	806	610	132%	746	+8%
Operating Income After amortization of goodwill*3	4	(200)	-	575	(99%)
Ordinary Income	(51)	(280)	-	(389)	-
Net Income	75	(480)	-	(475)	-

*1. Represents VisasQ's results for the same period in previous year, excluding one-time M&A expenses, etc.

*2. "Adjusted EBITDA" is the sum of "operating income before amortization of goodwill" plus amortization of software and other assets, and stock-based compensation expense.

*3. "Goodwill amortization" is calculated by converting the dollar-denominated amount into yen using the average exchange rate for that period. Therefore, the amount "operating income after amortization of goodwill" is calculated by subtracting the dollar-denominated goodwill amortization, converted into yen using the average rate for the period, from the amount of "operating income before amortization of goodwill." In this calculation, amortization of goodwill is a general term for the amortization of intangible assets newly identified at the time of the Coleman acquisition, and in addition to goodwill, includes depreciation of client, technology, advisor, and marketing related assets.

Trend in Consolidated Results (Accounting Basis)



Initial Forecast for Fiscal Year Ended in Feb. 2023

- Achieve inorganic growth of business and revenues due to the full year consolidation of Coleman’s results, combined with the organic growth
- Proactively and continuously invest in hiring, development, and advertising to expand business



Revised Forecast Announced in Oct 2022

- Due to a change in the macro-environment mainly in the U.S., profits were below forecast, and earnings forecasts were revised

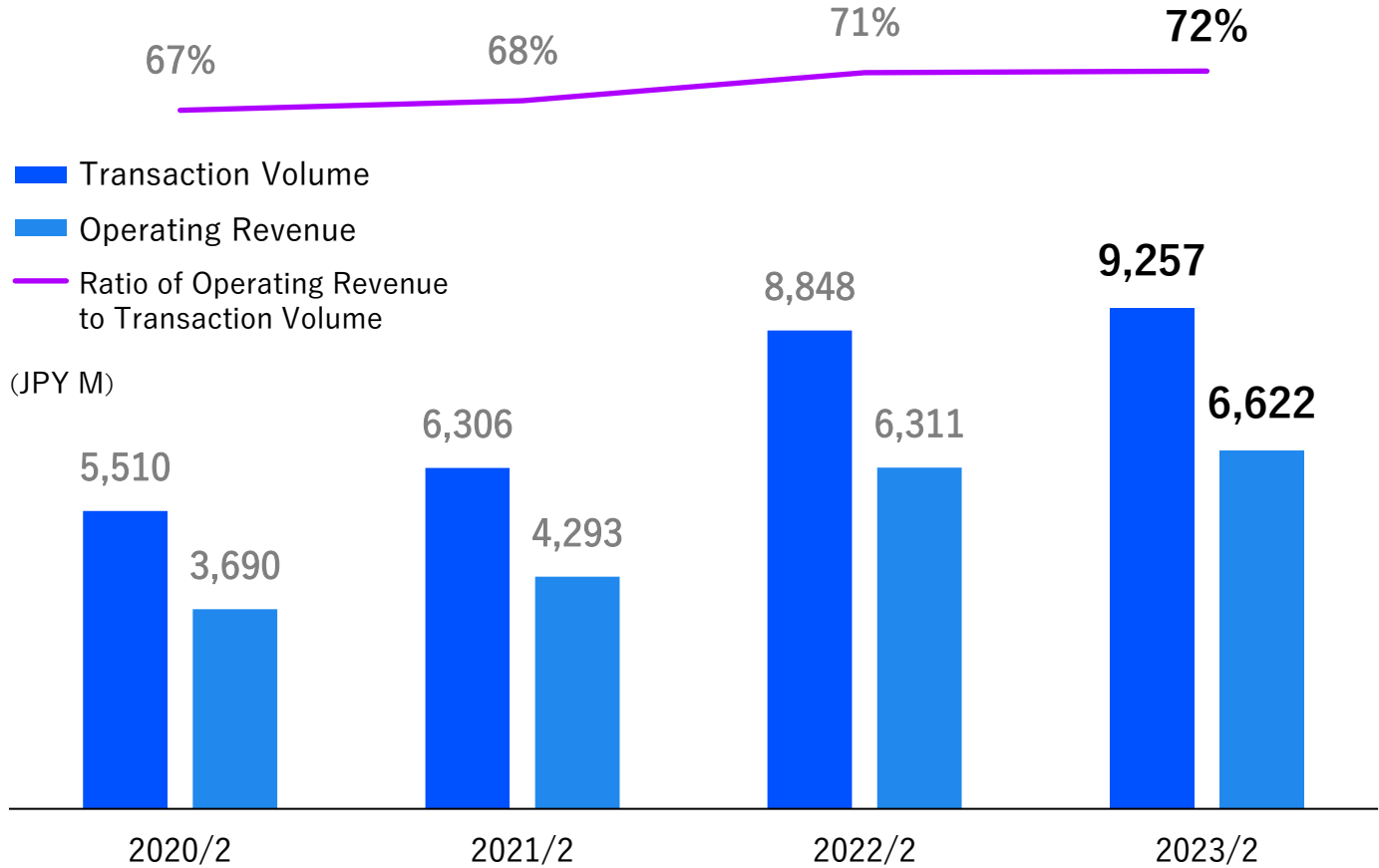


Results for Fiscal Year Ended in Feb. 2023

- Transaction volume and operating revenue were almost in line with the revised forecast
- After reviewing costs, operating income (before amortization of goodwill) exceeds the previous year results

*1. Coleman is consolidated only in the fourth quarter of the fiscal year ended Feb. 2022 while it is consolidated full year basis in fiscal year ended in Feb. 2023.

Global ENS : Performance Trend (Consolidated Coleman's Historical Results)



Initial Forecast for Fiscal Year Ended in Feb. 2023

- While considering the impact of a temporary downturn in market conditions, we expect to expand our business globally, primarily through consulting firms



Revised Forecast Announced in Oct 2022

- Anticipating continuation of the worsening business environment in the US and Europe, initial forecasts were revised downward



Results for Fiscal Year Ended in Feb. 2023

- Due to the expansion of transaction volume with consulting firms, etc., both transaction volume and operating revenue are almost in line with the revised forecast
- Development in collaboration with Coleman
- Operating revenue margin was about 72% which is higher than the initial forecast of 70% (revised forecast: 71%)

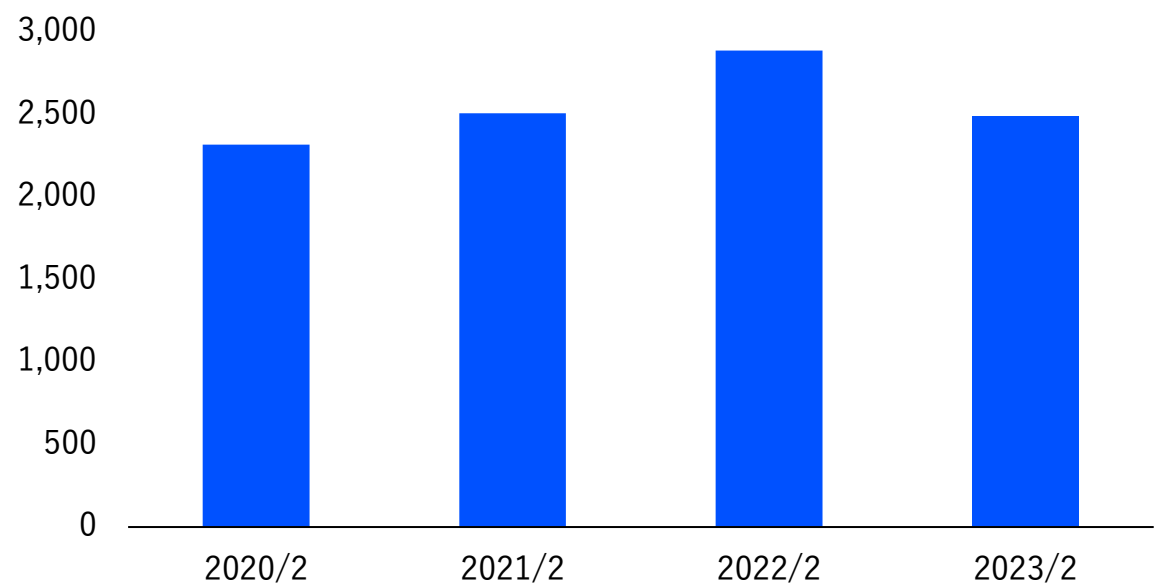
*1. Coleman's results included in Global ENS are converted into Japanese yen using the average exchange rate for each accounting period.
 *2. Results for each period are combined management accounting figures for VisasQ and Coleman, and not subject to accounting audits

Global ENS : Productivity Trend

The initial forecast expected a temporary decline in productivity due to the business environment and increased recruitment in the U.S.. While the worsening of macro environment was beyond expectation, we modified its aggressive hiring policy in the U.S. and productivity was almost in line with the initial forecast

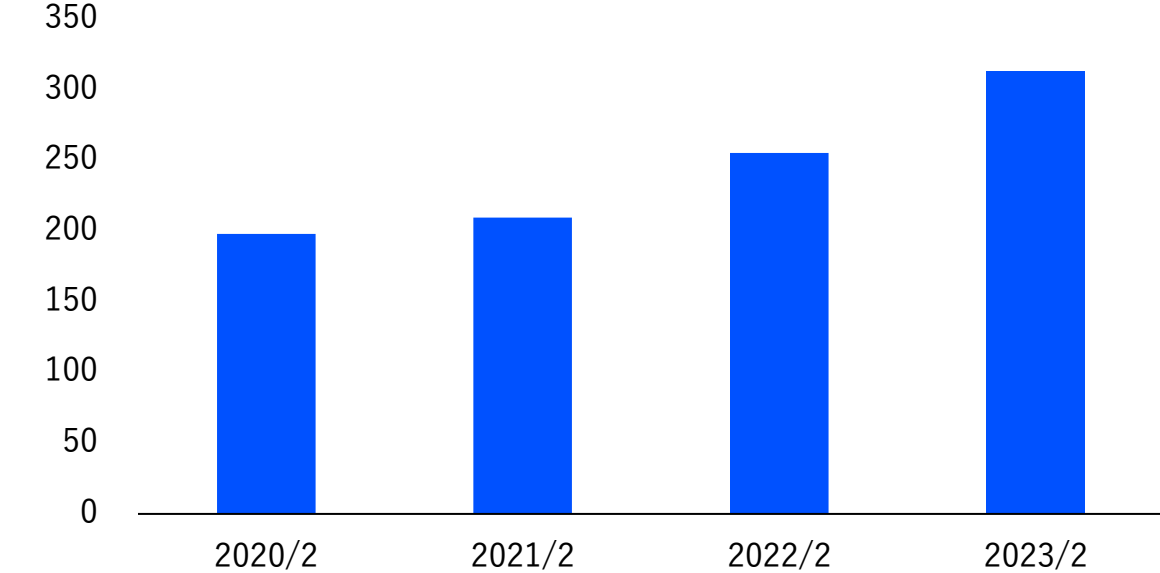
Global ENS Productivity per Employee*1,2

(Thousands of yen / month)



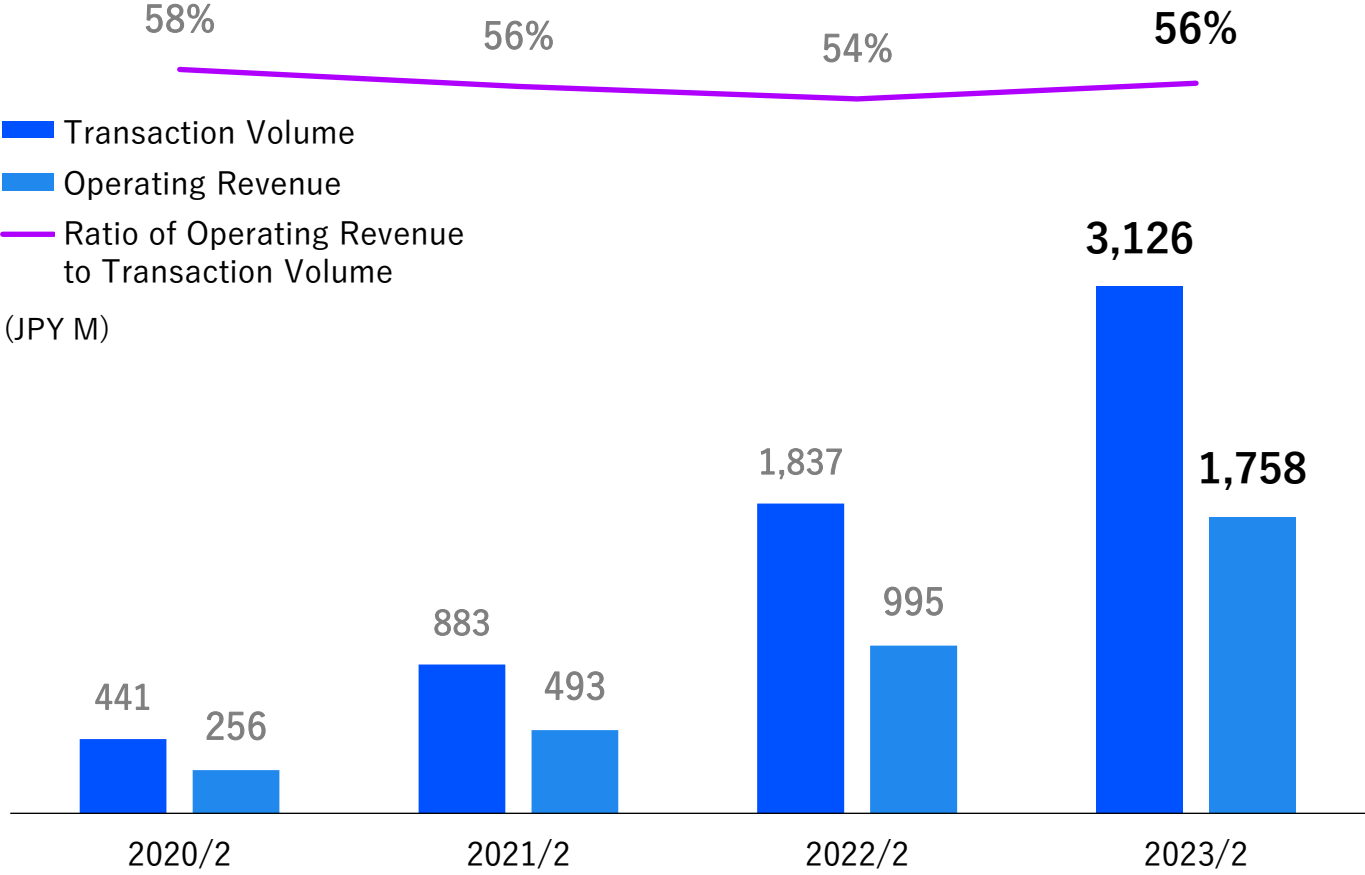
Global ENS Headcount (average for the period*3)

(People)



*1. Monthly transaction volume per employee directly engaged in business (excluding corporate and IT teams)
 *2. Coleman's results are converted into Japanese yen using the average exchange rate for each period.
 *3. Includes outsourced and temporary employees in addition to full-time and contract employees.

Platform for Japan Corporates : Performance Trend (including VisasQ lite)



Initial Forecast for Fiscal Year Ended in Feb. 2023

- Achieved strong transaction volume growth by both expanding the number of accounts and increasing the transaction volume per account
- Expected ~50% operating revenue margin due to the expansion of new products and evolution of product mix



Revised Forecast Announced in Oct 2022

- Financial target was revised upward as the business is expanded more than expected
- Demand from clients for new products is high, and operating revenue margin is revised upward to around 55%



Results for Fiscal Year Ended in Feb. 2023

- Results are roughly in line with the revised forecast
- Operating revenue margin is exceeded revised forecast by another 1%

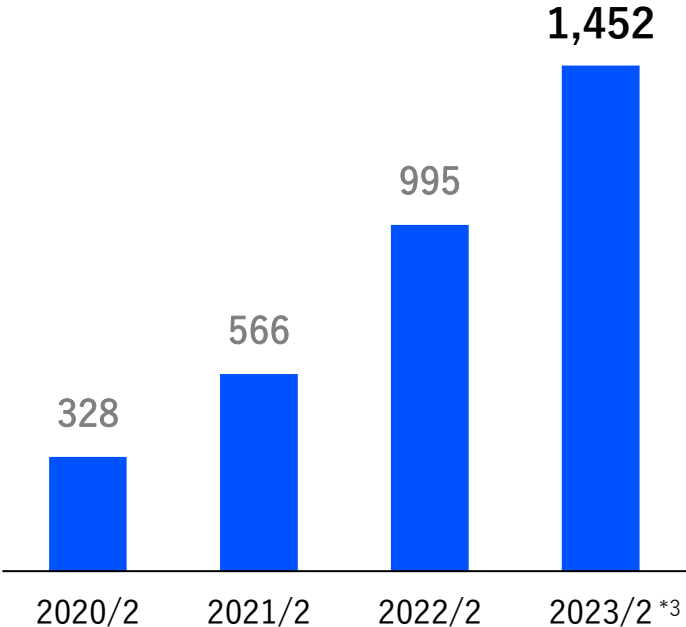
Platform for Japan Corporates : Trend in Major KPIs (excluding VisasQ lite)



In addition to the expansion of the number of accounts through marketing initiatives, increased use of services within customers drove growth in transaction volume

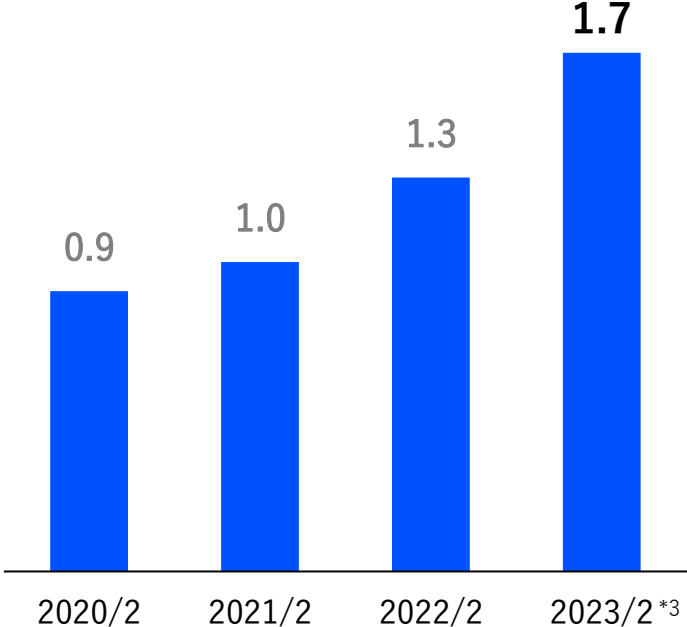
Number of client accounts^{*1,2}

(Accounts)



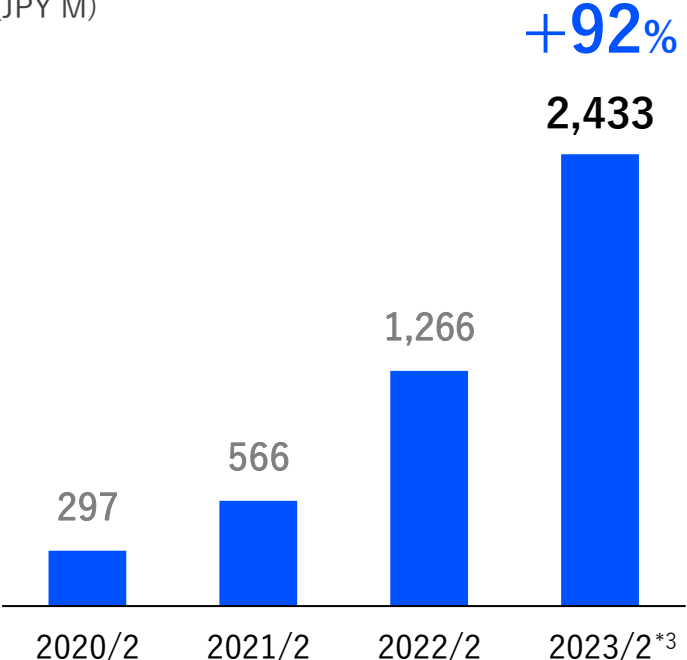
Transaction volume per account

(JPY M)



Transaction volume

(JPY M)

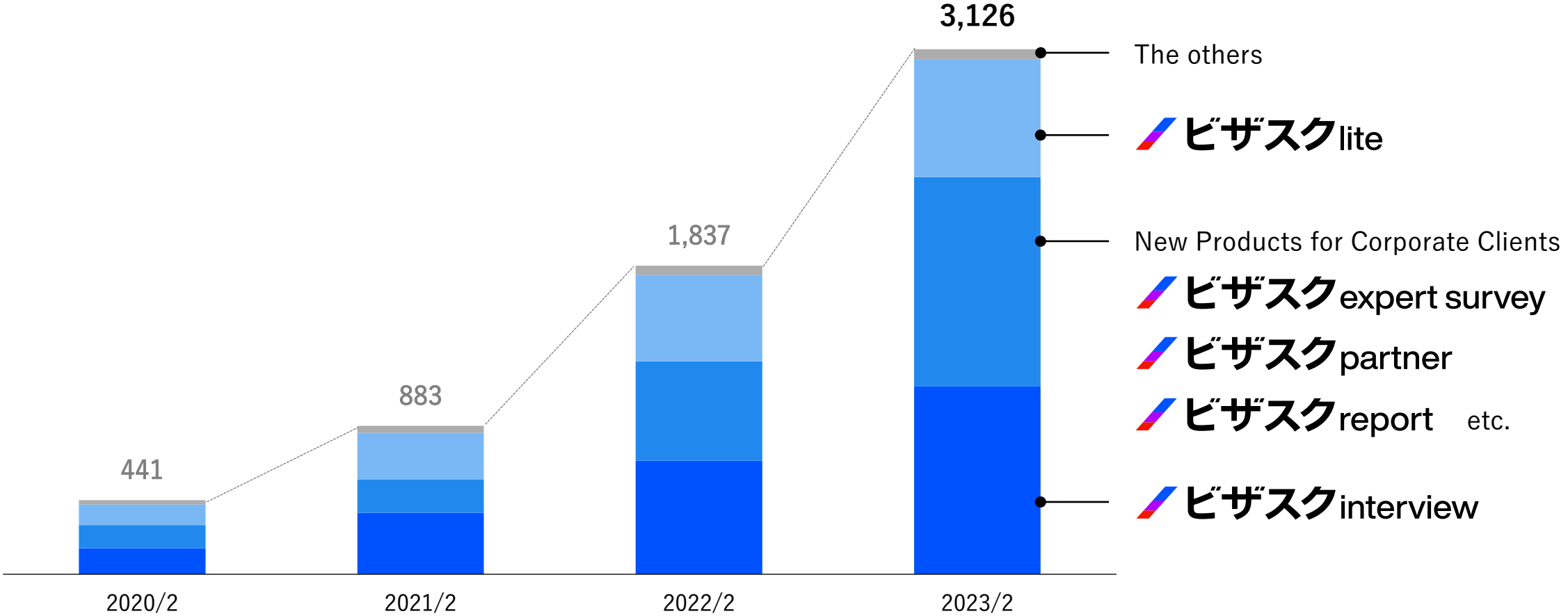


*1. "Client" refers to a corporate customer with a corporate contract and who uses VisasQ's full support format, and does not include corporate customers who use only VisasQ lite.
 *2. "No. of client accounts" is the total number of clients who have consumed or requested tickets for services other than "VisasQ lite" during the past year based on the contract with VisasQ. In the event that multiple departments of the same corporate have entered into separate contracts, each contract is counted.
 *3. "2023/2" figures are from the period from March 2022 to February 2023.

Platform for Japan Corporates : Trends in Transaction Volume by Major Commercial Products

Expands sales of various products that meet client needs and develop cross-selling

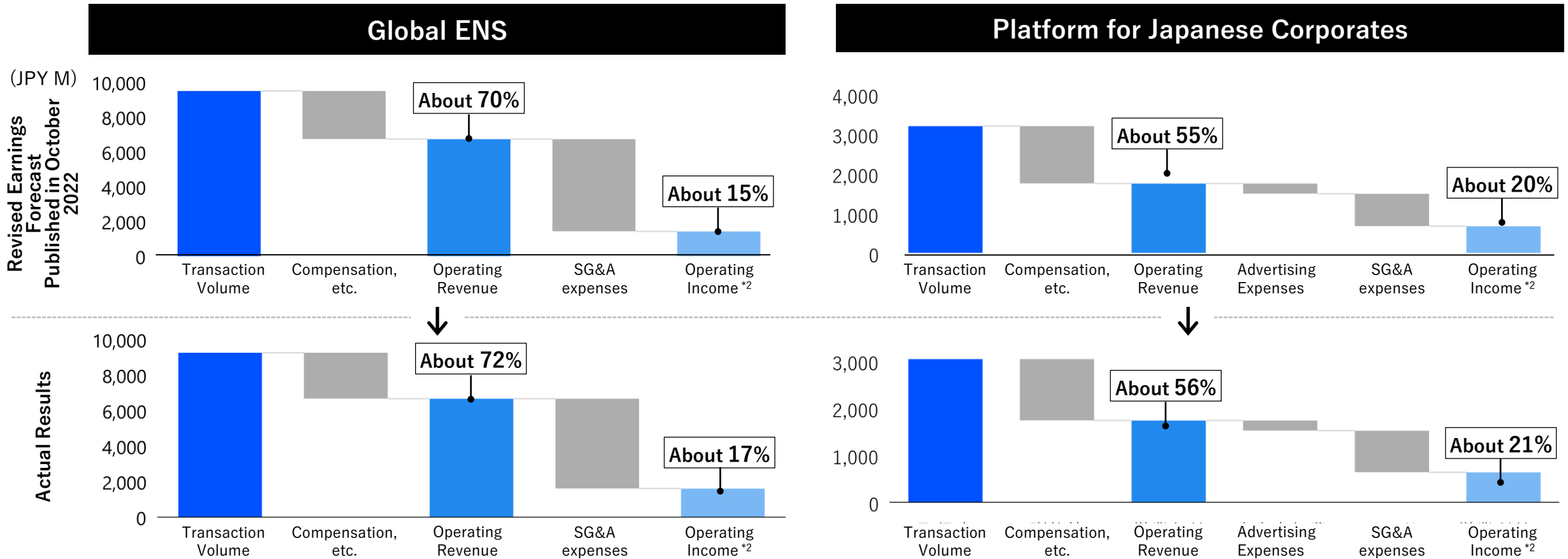
(JPY M)



* 1. The transaction volume for each product category are figures for managerial accounting purposes and are not subject to accounting audits. Also, figures for the fiscal year ended February 2023 are figures for the period from March 2022 to February 2023.

Margins by Business Segments

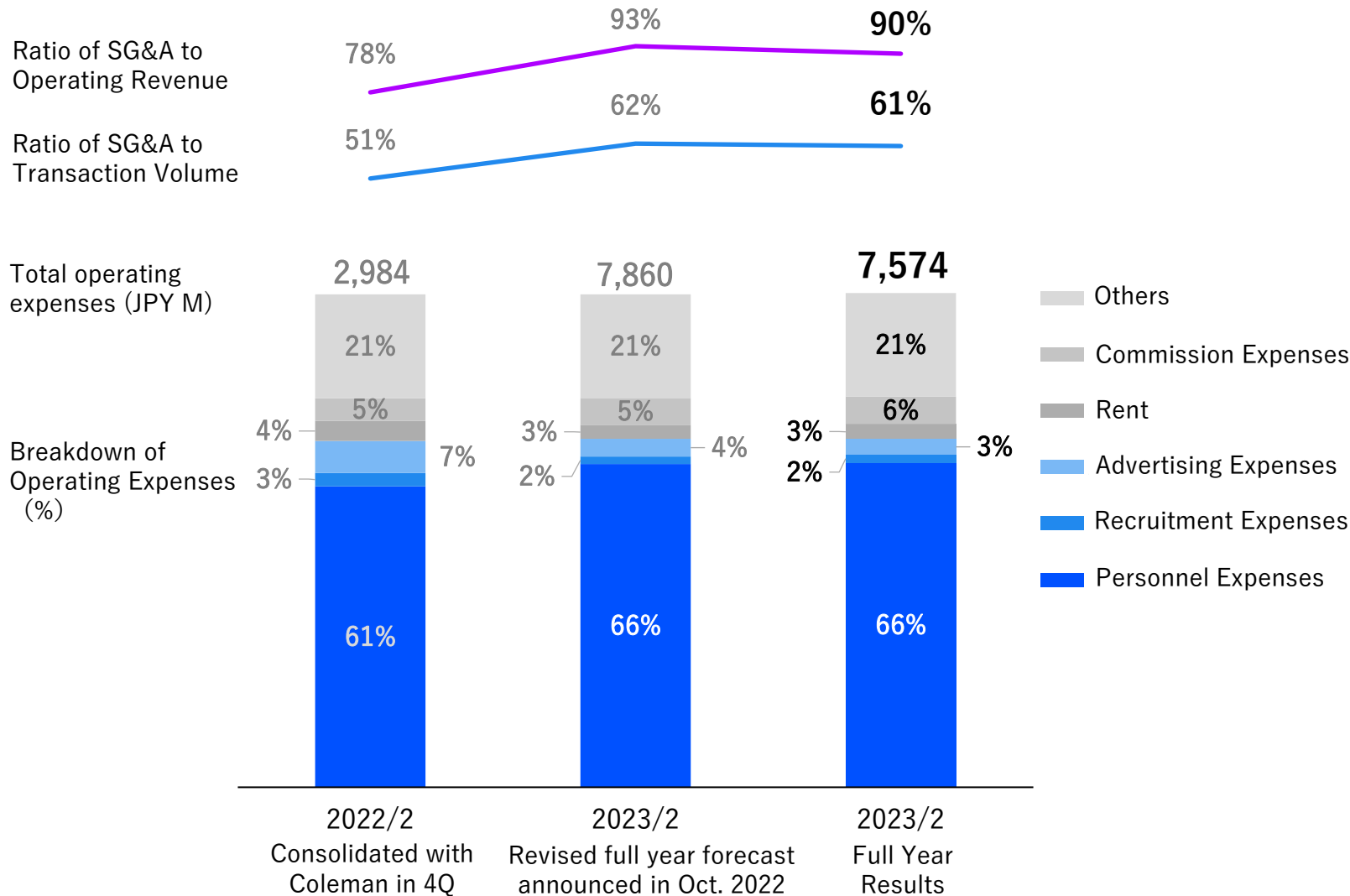
Global ENS secures profit above the revised forecast through review of aggressive hiring policy and appropriate personnel distribution. Platform for Japanese corporates exceeded the revised forecast, which had already been revised upward



*1 Expenses attributed to the development and management departments were assumed to be about 13% of transaction volume, but actually ended up at 12%.

*2 "Operating Income" is the same as "operating income before goodwill amortization" on p.4

Consolidated Operating Expense Structure (before Amortization of Goodwill)



Review of Cost-related measures

- Steadily undertook the reduction of personnel and overhead costs planned as the revised forecast
- While continuing to invest in human resources in Japan, the consolidated cost ratio ended up below the revised forecast, and SG&A to Operating Revenue Ratio improved by 3 points compared to the revised forecast

Differences with the previous year

- Key factors of increased operating expense ratio
 - Personnel expenses : Continued recruitment in the US and Europe, mainly in the first half
 - Commission Expenses : Increase in audit fees due to the global business expansion
 - Others : Cost increase due to the policy revision of expensing a portion of development costs

*Excluded one-time M&A expenses for VisasQ's results for the fourth quarter of the fiscal year ended February 2022

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Operates Knowledge Platform as a New Business Infrastructure on the largest scale in Japan

Providing the most appropriate knowledge matching through various products



Global ENS

- For consulting firms and financial institutions
- Market and industry research, due diligence for investment, etc.

ビザスク interview

COLEMAN
1-on-1 consultations

Interview

Hourly in-person interviews/conference calls.
Full-support by VisasQ members

ビザスク expert survey

COLEMAN
expert surveys

Online Surveys

Online surveys in specific areas of BtoB

ビザスク now

24-hour Q&A with at least 5 advisors

Platform for Japan Corporates

- For Japanese corporate companies
- Research of new business, technology development, sales channel expansion, etc.

ビザスク interview

Interview

ビザスク expert survey

Online surveys

ビザスク project

Accompanying and supporting the internal business proposal system while leveraging the insights of experts

ビザスク partner

Experts from a broad range of industries assist clients with flexible hours

ビザスク web展示会

A "Call for Ideas" solicited from all registered experts

ビザスク report

Integrated support from survey design to desktop search, interviews, and report writing

ビザスク board

Matching Outside Directors and Corporate Auditors

ビザスク now

24-hour Q&A with at least 5 advisors

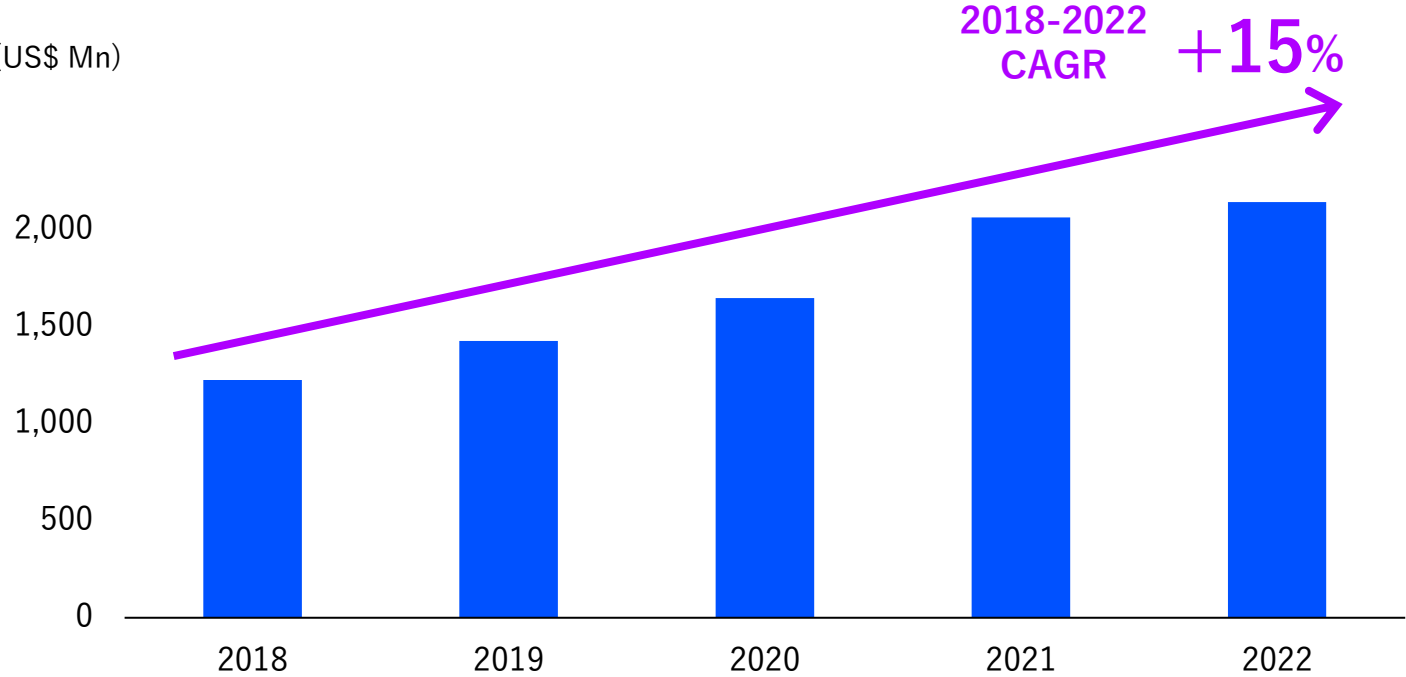
ビザスク lite

Hourly in-person interviews/conference calls.
Self-matching on the web

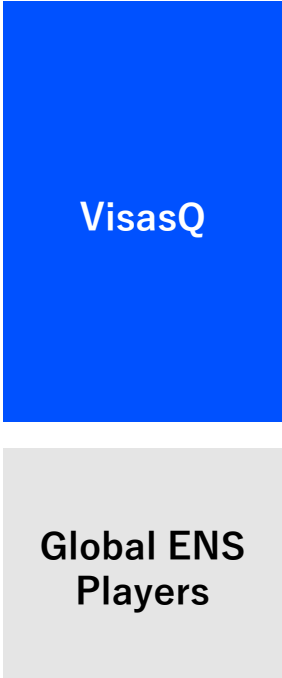
Global ENS : Aim to Become a Global Leader in the Growing Global ENS Market

The global research market reached US\$82.6bn in 2022*1, developing services in a wide array of business fields. The global ENS market maintained a high annual growth rate of 15% in the medium to long term (2018-2022), despite being influenced by the macro environment in the short term and the most recent 2022 growth rate resulting in +4%.

Trend in Scale of Global ENS Market *2



Competitive Environment Comparison



- Expert network with US and Japan as main markets
 - Network of offices capable of handling requests globally
 - Speedy support based on advanced operating capabilities
-
- Expert networks focused on Western markets
 - Offices in Japan are small or non-existent

*1. Source "Market Research Services Global Market Report 2022" by The Business Research Company

*2. Prepared by VisasQ based on data from Integrity Research and Inex One

Pioneer of a Large Potential Market of Japanese Corporate Companies

There is a huge potential market for Japanese Corporate Companies. Overseas research needs are also expanding
 Aim to develop the market by leveraging our overwhelming network of experts in Japan and overseas

Potential Market

Value of research outsourcing by Japanese companies*1

About JPY **2Tn**

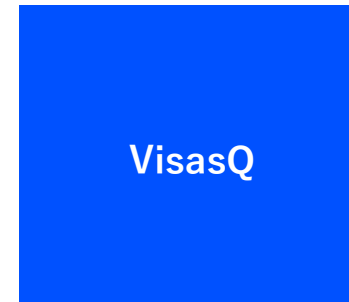
Marketing and research markets*2

About JPY **235B**

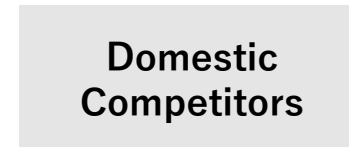
Insight Needs (Examples)

- Development of new products and services
- Market research in new business development
- User interviews
- Survey research
- Partner-like business development support

Competitive Environment Comparison



- Overwhelming expert network in Japan
- Diversity of service lineups
- Global office network to meet overseas research needs



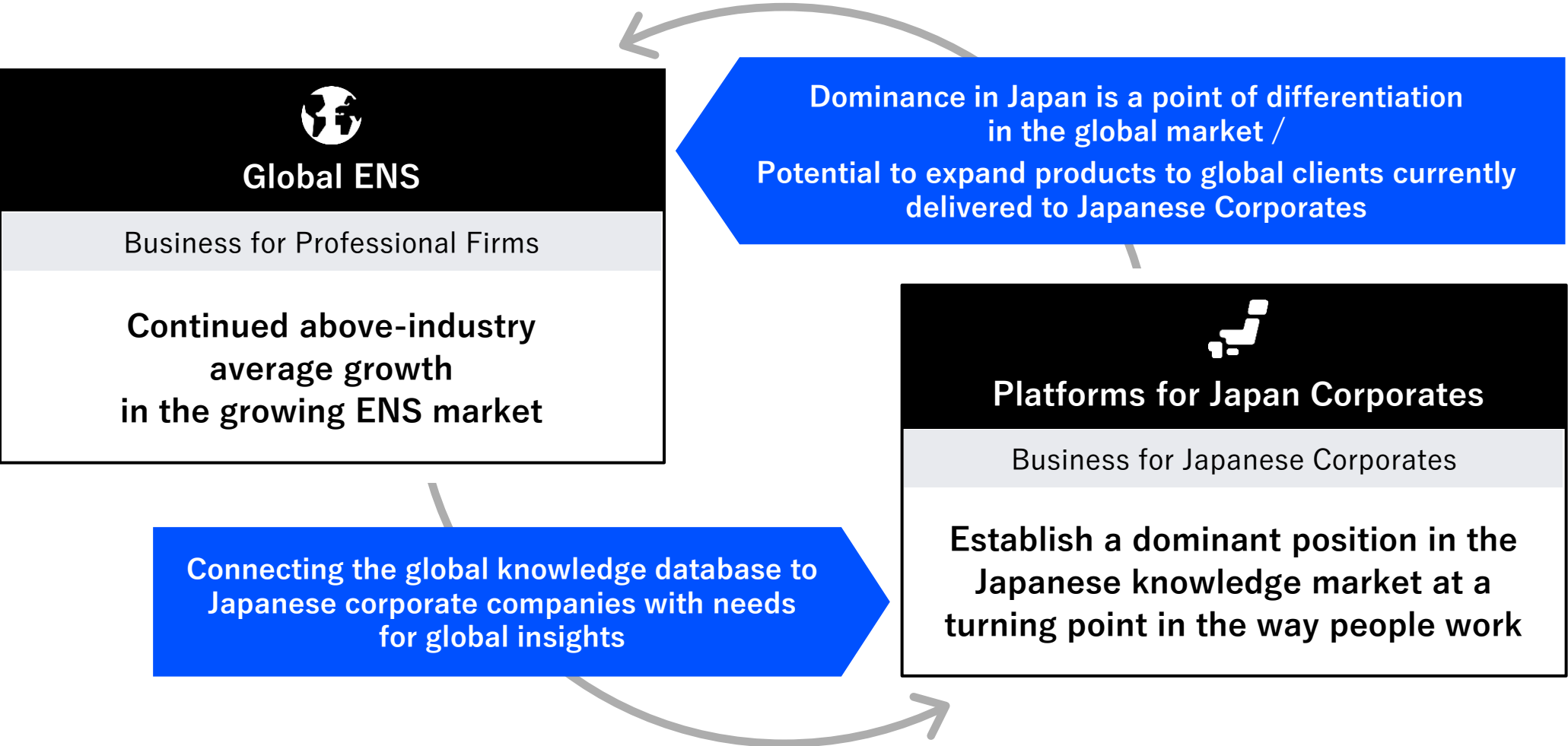
- Expert network is limited
- Large number of small-scale players



- Limited reach to Japanese corporate companies
- Limited expert network in Japan
- Limited product lineup besides 1-hour interviews

1. "2022 Science and Technology Research Survey Results Summary", published by the Japanese Ministry of Internal Affairs and Communications, referring the costs of outsourced research of company's research activities
 2. "47th Business Practice Survey", published by Japan Marketing Research Association (April 1-June 14, 2022)

Aim to Become a Global Leader through Pursuit of Growth on Both Axes that Influence Each Other

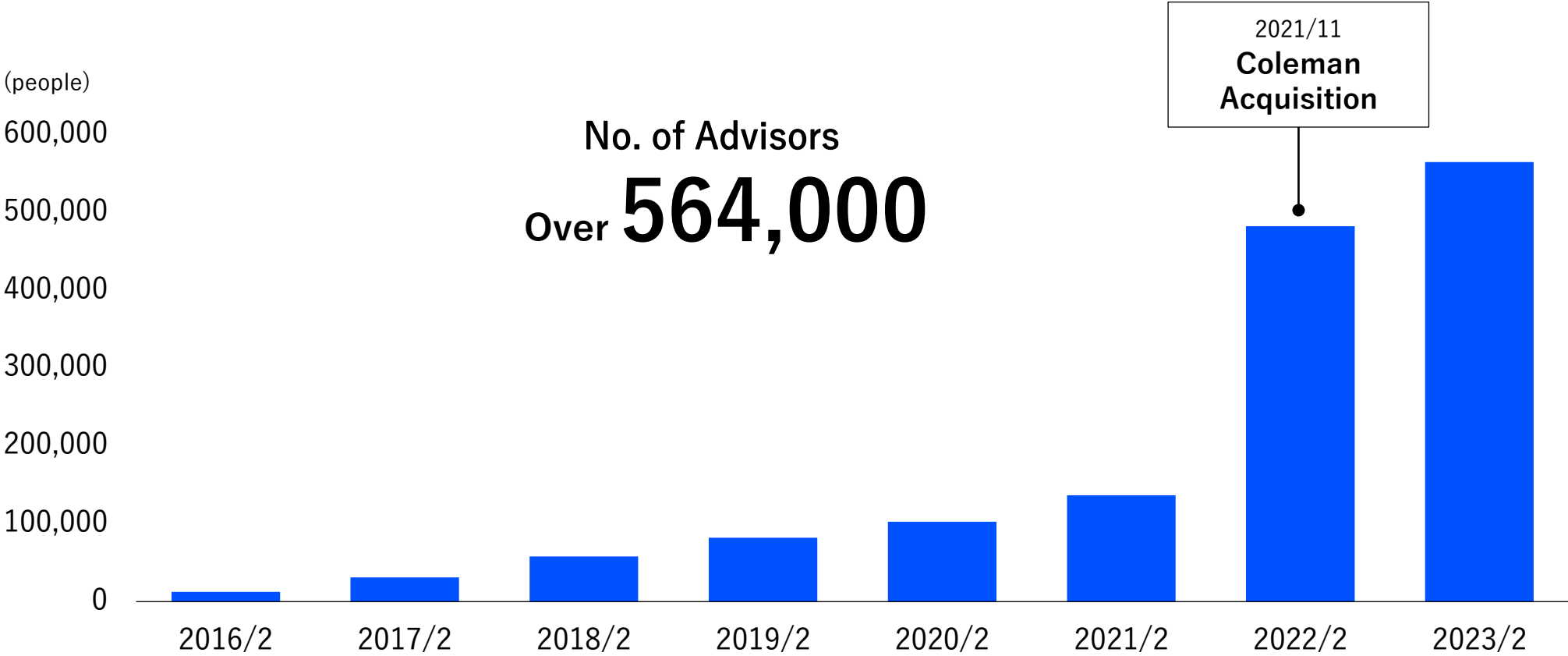


Competitive Advantage : Expanding Knowledge Database Globally



With a network of more than 560,000 people in 190 countries, a wide range of information and knowledge from both inside and outside Japan can be accessed

Expand the network by proactively approaching potential advisor candidates

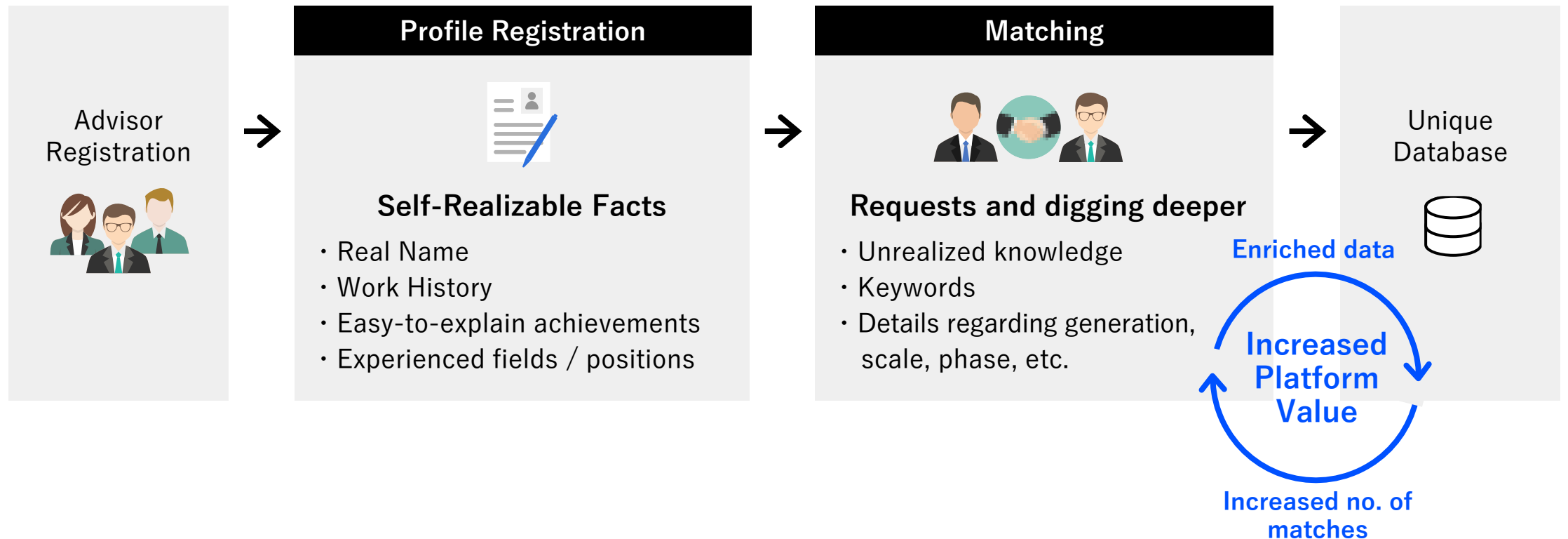


Competitive Advantage: A Mechanism for Cyclically Increasing the Platform's Value

Increase in number of advisors x number of matches = development of quantity & quality of knowledge database

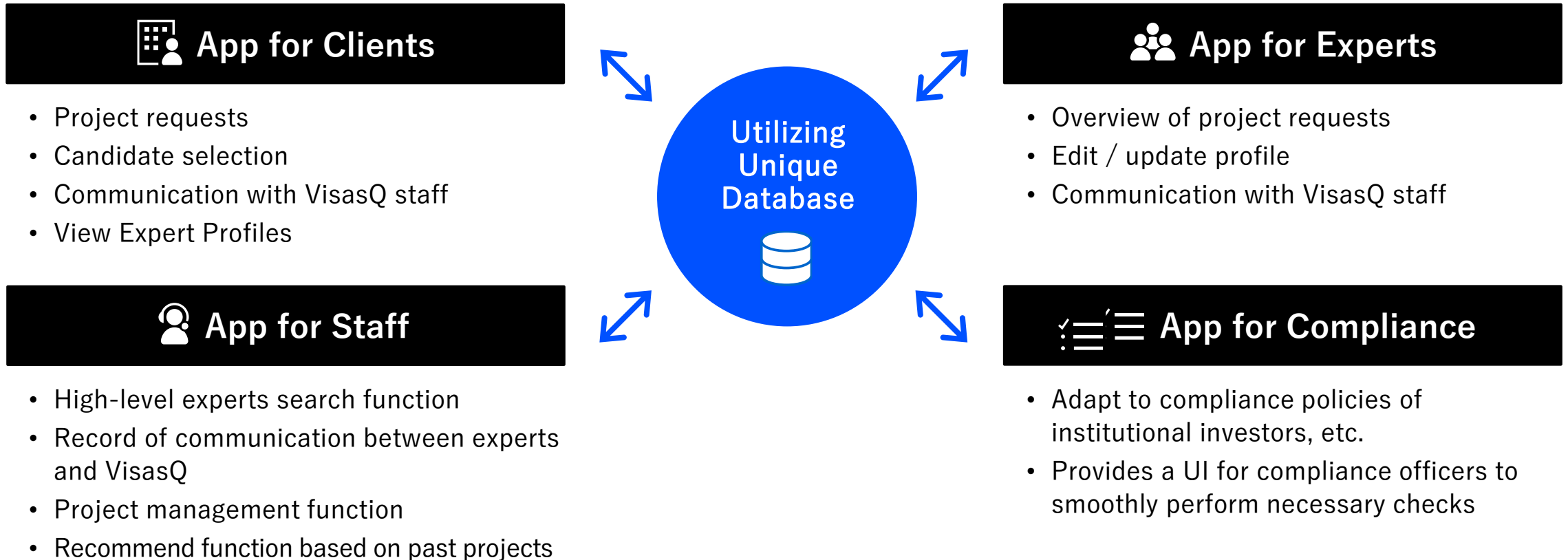
→ Improvement of customer satisfaction → increase in volume of requests → More advisors, more matches

A virtuous cycle of expanding knowledge databases through matching becomes a strong competitive advantage



Competitive Advantage : Diverse Technologies for Utilizing a Unique Database

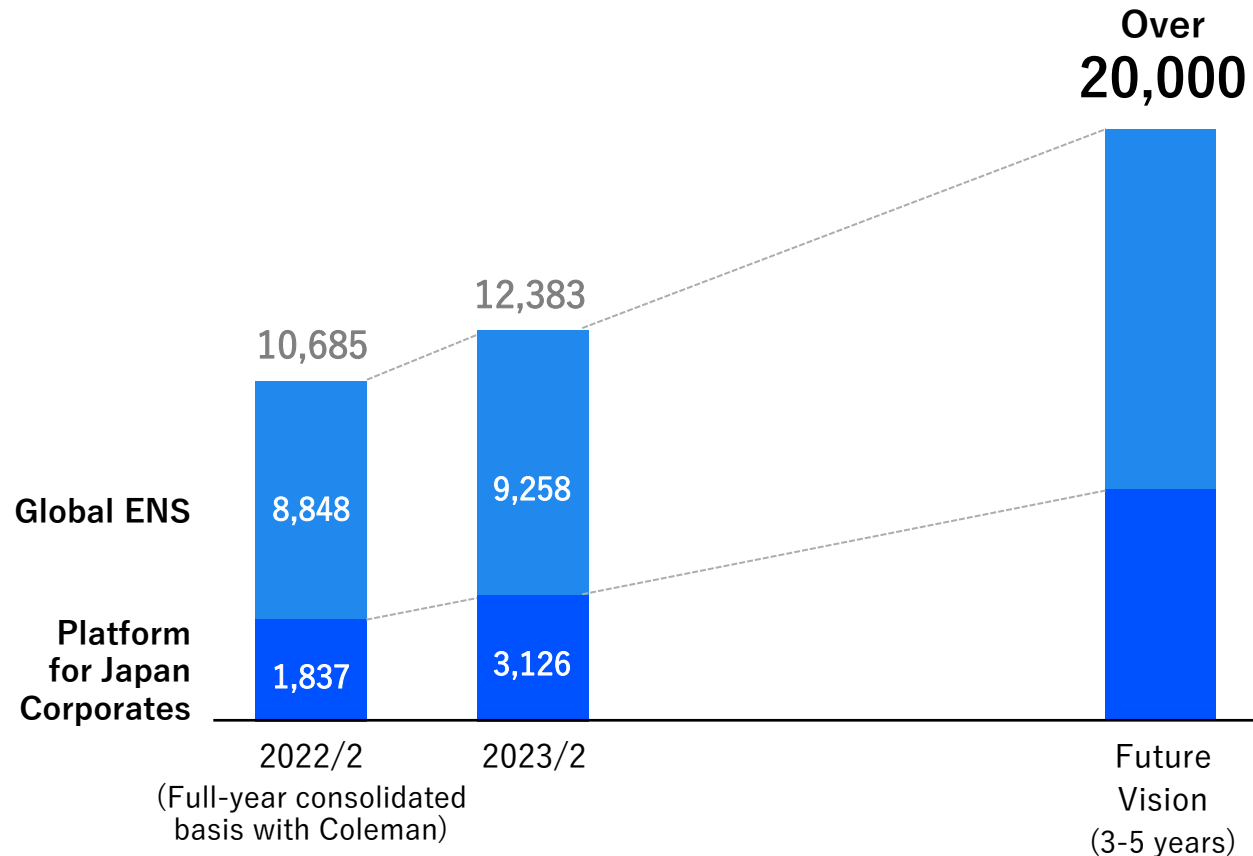
Fulfill needs from various stakeholders with multiple applications, supplying precise, fast, and safe knowledge matching



Mid-to-long term targets: Becoming the No.1 Knowledge Platform in the Business Domain

Transaction Volume (Full year consolidated basis with Coleman)

(JPY M)



Mid-to-Long term Transaction Volume of JPY 20Bn or More

Company-wide adjusted EBITDA margin*2 : 17%

- Maintain target of transaction volume of 20 billion yen or more in 3-5 years from fiscal year ended in Feb. 2022*1
- Profit target changed to 17% company-wide adjusted EBITDA margin at the same standard as the 15% company-wide operating income margin
- Achieve growth rate above the industry standard for Global ENS on the back of advanced operations and a global business foundation
- Open up new markets for Japanese Corporates on the strength of diverse Products
- The 2 business axes mutually benefit each other to drive growth toward the global No.1 position

*1. Given the larger-than-expected growth of Platform for Japan Corporates and changes in Global ENS market environment, we flexibly assume growth rates for each business area, while maintaining our company-wide target transaction volume and the timing of achieving it

*2. "Adjusted EBITDA" is the sum of "operating income before amortization of goodwill" plus amortization of software and other assets, and stock-based compensation expense

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FY ending Feb. 2024 : Consolidated Earnings Forecast

Global ENS will continue to face a tough business environment, but aim to optimize personnel allocation according to its growth and scale, strengthen operational improvements, and aim for a structure that can achieve top-line growth regardless of the business environment

Continue to actively invest in hiring, advertising, etc. to maintain high growth in platforms for Japan corporates

Disclosed "Adjusted EBITDA" which indicates the Company's ability to generate core profits as a metrics for earnings forecast

(JPY M)	FY ended Feb. 2023	FY ended Feb. 2024* ¹	Y-o-Y (%)
Transaction Volume	12,383	14,400	+16%
Operating Revenue	8,380	9,700	+16%
Adjusted EBITDA* ²	1,153	1,400	+21%

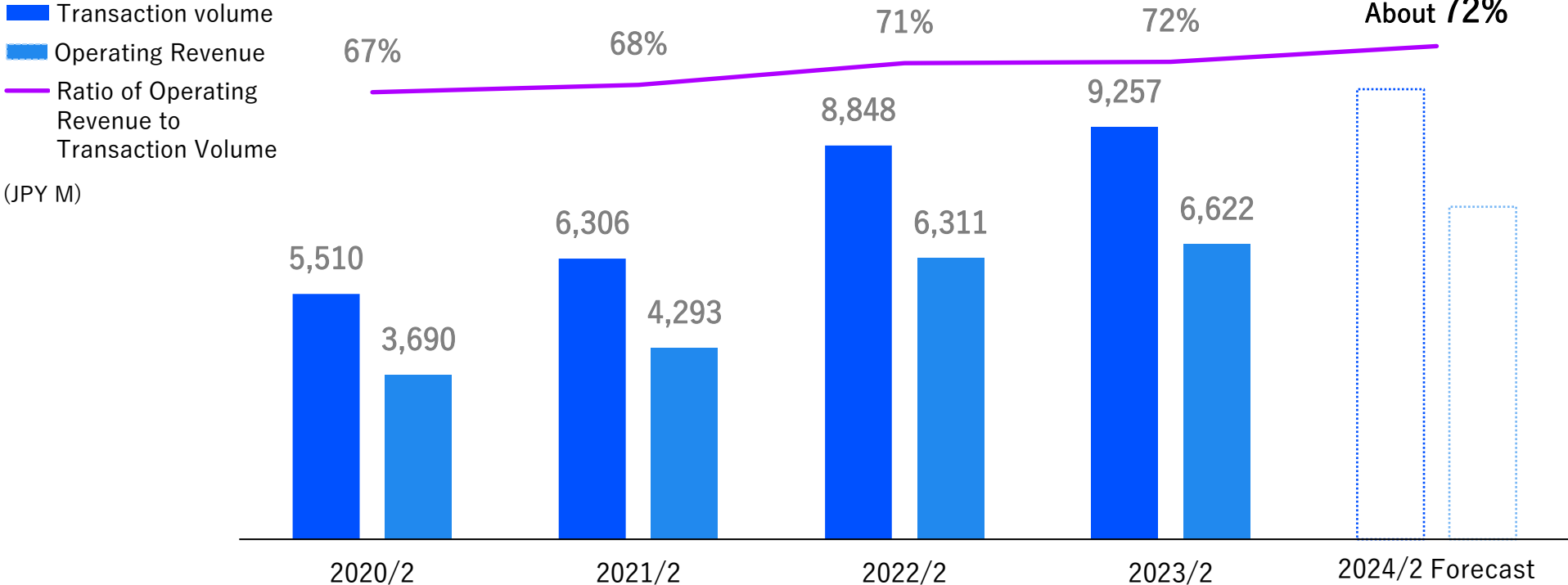
*1.Average annual foreign exchange rate 1USD = JPY130

*2.Adjusted EBITDA = operating revenue + and amortization of goodwill + stock-based compensation expenses

FY ending Feb. 2024 : Strategy for Global ENS

The market environment in Europe and the US remains uncertain, and it will take some time for client demand to fully recover but we aim to increase the number of matches by improving client experience with strengthened training and operations.

For Japan business, ability to introduce overseas advisors to clients is an area of particular focus



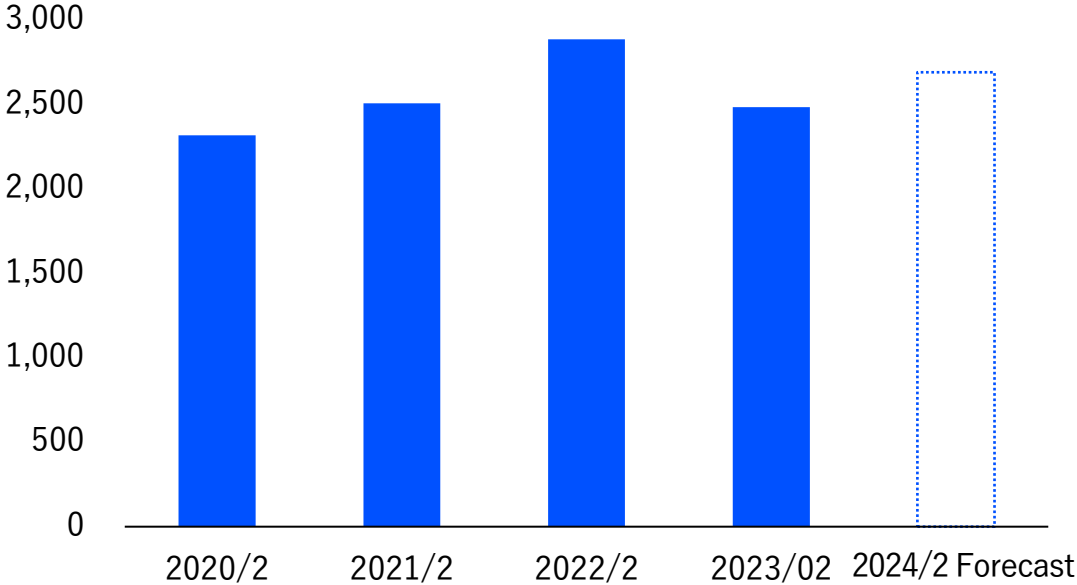
*1. Coleman's results included in Global ENS are converted into Japanese yen using the average exchange rate for each accounting period.
 *2. Results for each period are combined management accounting figures for VisasQ and Coleman and are not subject to accounting audits.

FY ending Feb. 2024 : Global ENS Productivity

Continue active hiring in Japan, whereas consider flexible hiring responding to the market environment in US and EMEA.
 As a result, the number of employees for global ENS is expected to remain roughly the same as previous year
 Aim to improve productivity over the medium term by strengthening training and improving operations

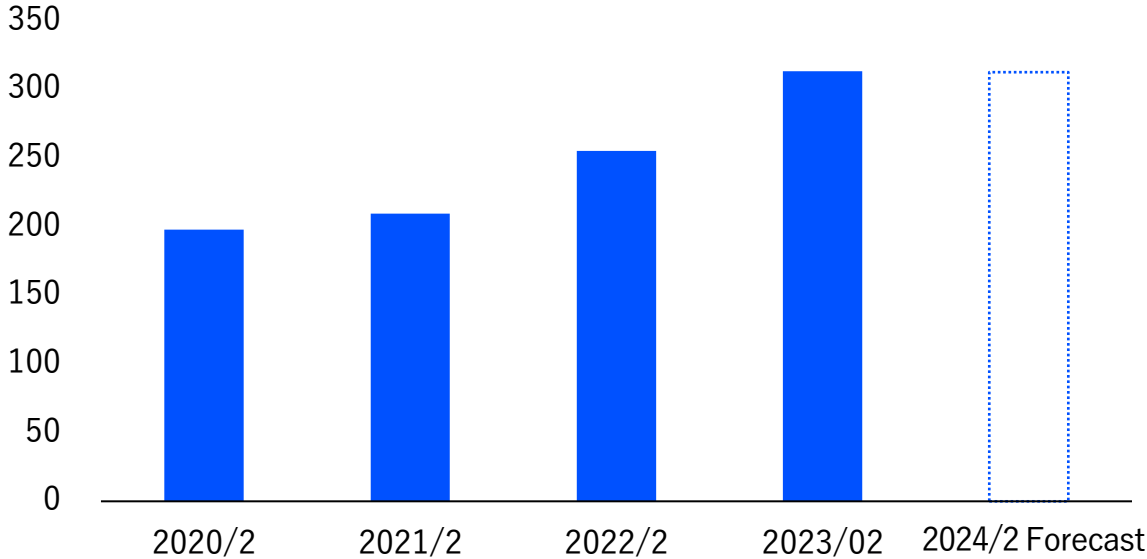
Global ENS Productivity per Employee *1,2

(JPYk/month)



Global ENS Headcount (average for the period*3)

(People)

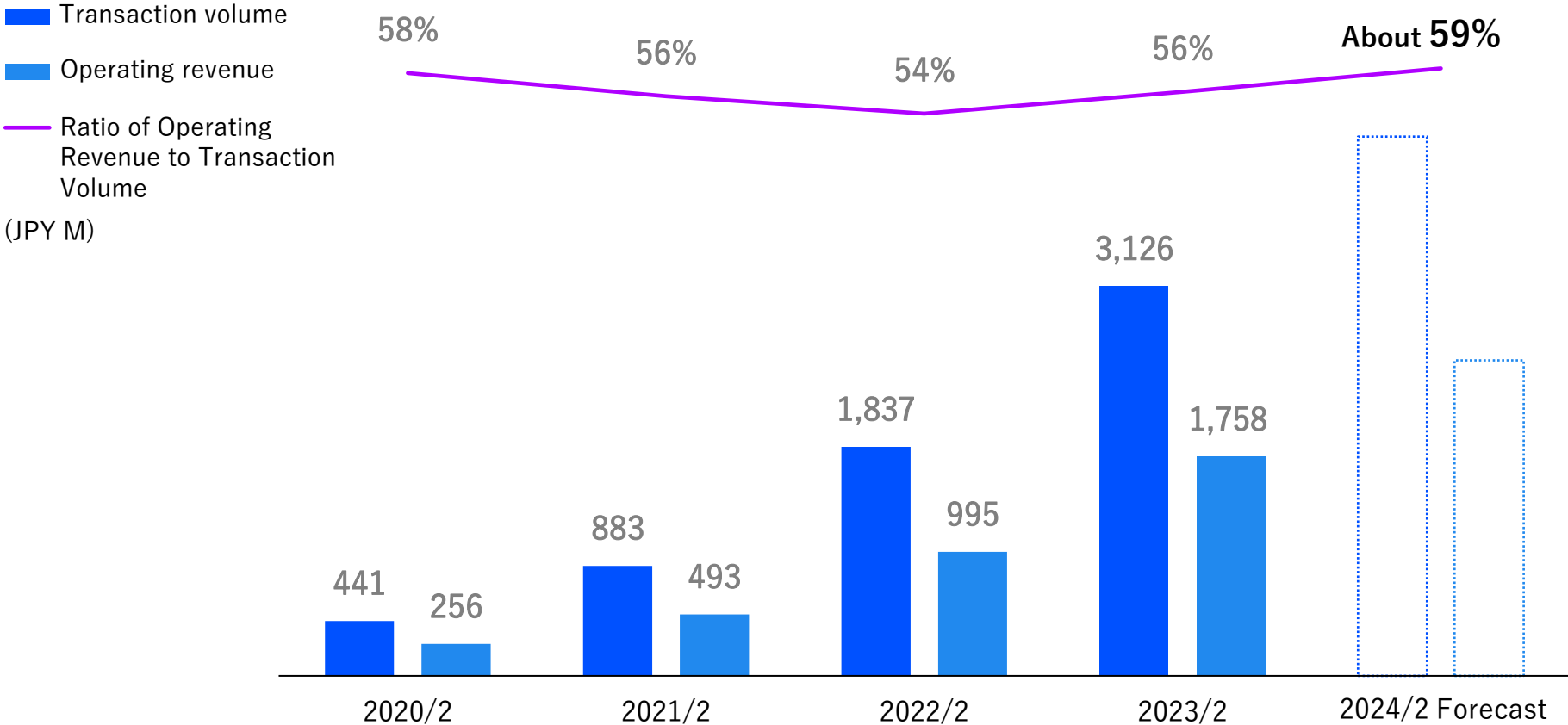


*1. Monthly transaction volume per employee directly engaged in business (excluding corporate and IT teams, etc.)
 *2. Coleman's performance is converted into Japanese yen using the average exchange rate for each period.
 *3. Includes subcontracts and temporary employees in addition to full-time and contract employees.

FY ending Feb. 2024 : Strategy for Platform for Japan Corporates



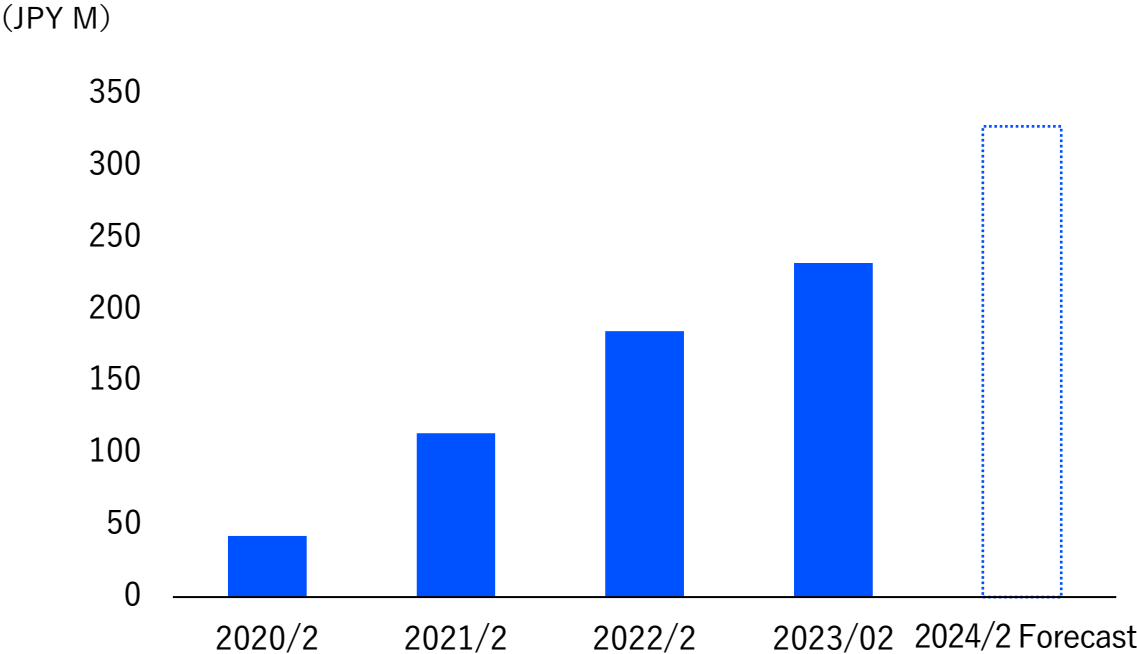
In addition to continued high growth, we expect to further increase Ratio of Transaction Volume to Operating Revenue by enhancing high value-added services



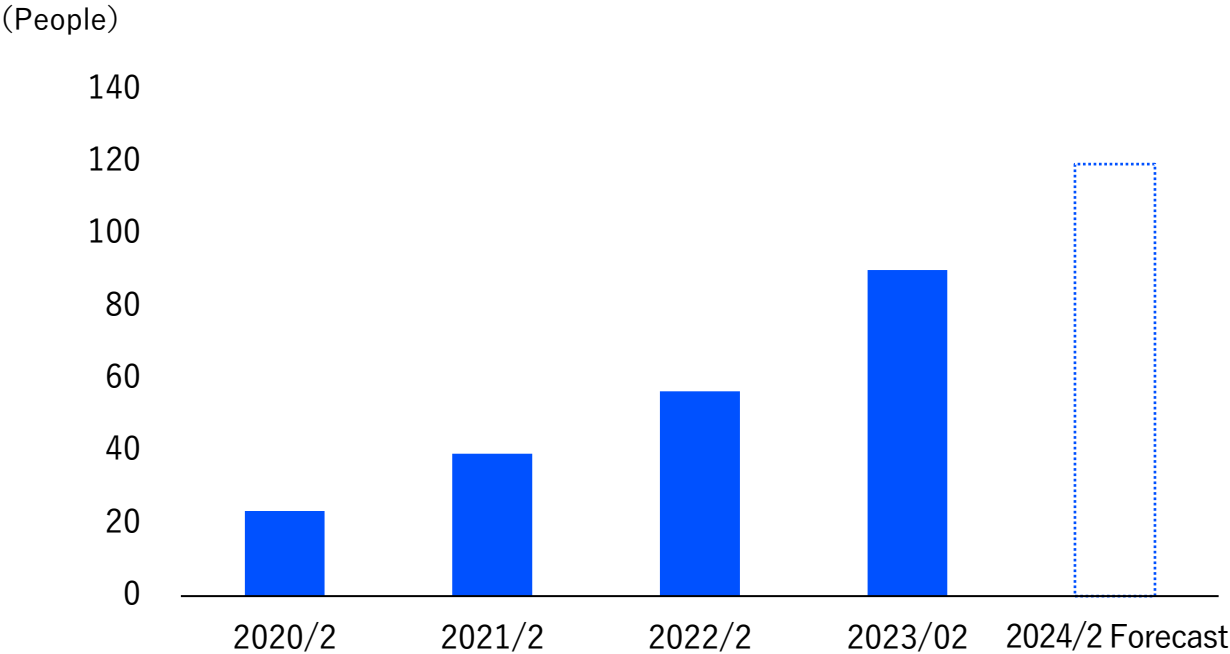
FY ending Feb. 2024 : Investment In Platforms for Japan Corporates

Proactively hiring and investing in advertising to acquire new clients
 Continue investing in hiring to expand the use of existing services and promote cross-selling of multiple products to existing clients

Trend in Advertising Expense



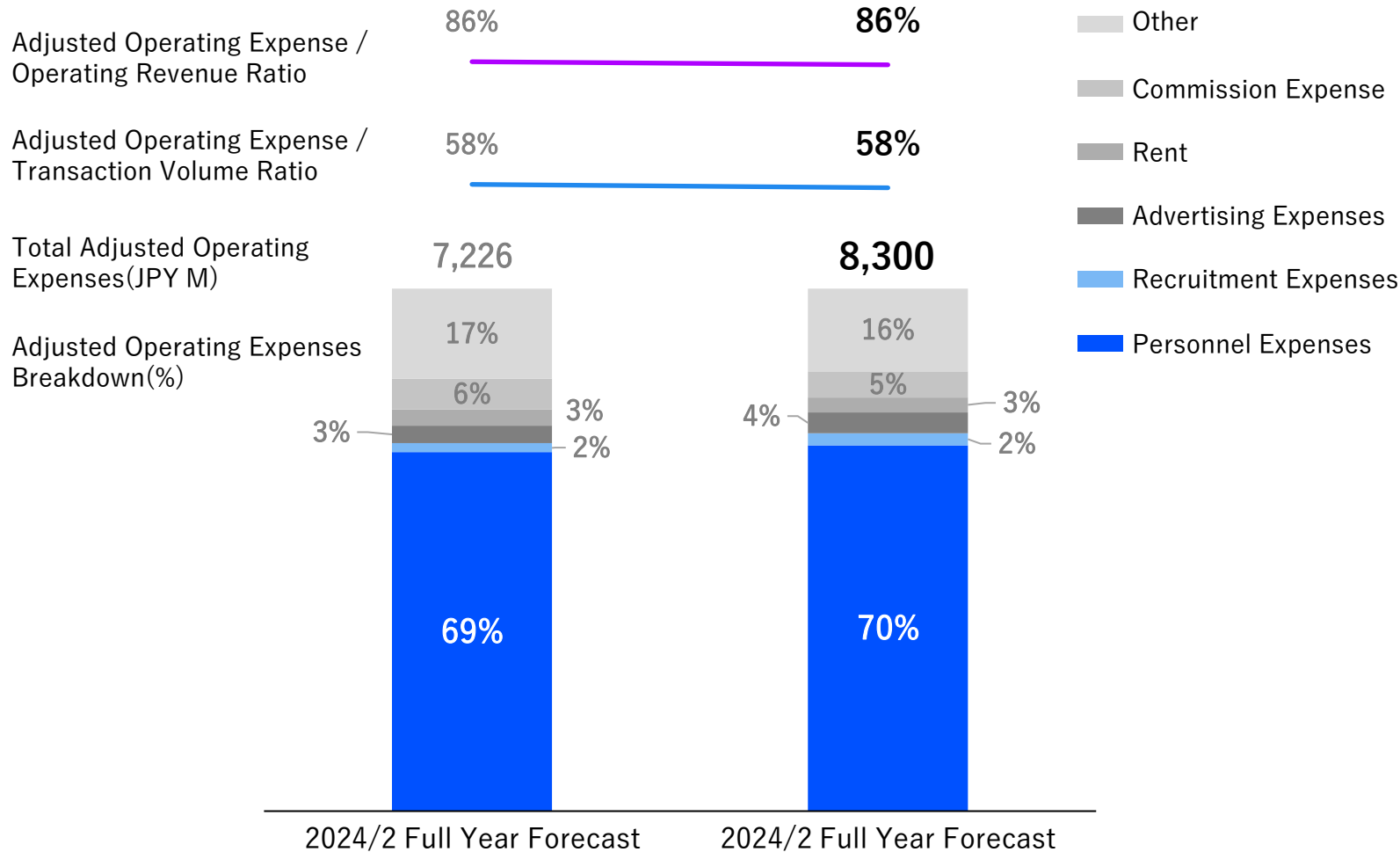
Headcount (average for the period *1)



*1. Monthly transaction volume per employee directly engaged in business (excluding corporate and IT teams, etc.)

FY ending Feb. 2024 : Consolidated Operating Cost Structure

(Before depreciation, amortization of goodwill, and stock-based compensation expenses)



Feb. 2024 Expense Policy

- For further growth in Japan, promote investment in the organization such as accelerating hiring to recruit talented personnel and revising the compensation scheme
- On the other hand, continue streamlining in Europe and the United States. Continue disciplined cost control such as restrained hiring
- Proactively invest in strengthened systems, such as integration of databases with Coleman

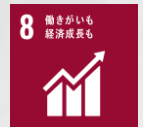
* "Adjusted operating expenses" refers to the amount after deducting depreciation, amortization of goodwill, and stock-based compensation expenses from operating expenses, and corresponds to the difference between "operating revenue" and "adjusted EBITDA" on page 24.

MISSION

**We Make Insightful Connections Possible Between
Global Leaders and People with Expertise**

VISION

**To build a better future through
a global platform that reduces barriers and
enables the direct exchange of mission-critical knowledge**



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Hourly Interview

ビザスク interview **COLEMAN**
1-on-1 consultations



Hourly interviews that allows clients to easily connect and speak with experts

Usage Scenario Examples

Evaluation of Investment and Business Opportunities	Marketability, potential demand, and competitive environment for new business/investment/loans, etc.
Research of Best Practice	Operations, organizational design, product development processes, etc. in new business areas

B-to-B Online Survey

ビザスク expert survey **COLEMAN**
expert surveys



Obtain in-depth information through qualitative research unlike other companies' quantitative surveys

Usage Scenario Examples

Research on Needs and Market Acceptance	User pain, needs function and price design (i.e. N=50, 10 questions each)
Industry Research from a Mid- to Long-term Perspective	Mid- to long-term outlook of the industry (i.e. N=10, 10 questions each)

Hands-on Support with Flexible Arrangement

ビザスク partner



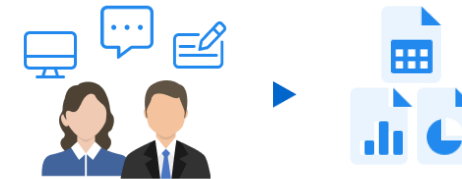
Experts provide support for a fixed period of time, depending on the issues and needs of the client. Customized to fit the role and issues, including duration and frequency

Usage Scenario Examples

Marketing	Marketing strategy, optimization measures, EC construction, IS/CS implementation, media development
HR	Review of recruitment strategies, HR system development, training planning/instructor

Full-Support for Creating Research Report

ビザスク report



Our affiliated experts/research firms handle the entire process from design to interviews and report creation

Usage Scenario Examples

Market Research in New Areas	Expansion of existing business into related industries (Supply chain, size and geography of distribution partners, etc.)
Overseas Market Research	Research for overseas expansion (Market size, players, market share, competitive environment, etc.)

VisasQ Board of Directors



CEO,
Representative Director and
Head of Americas

Eiko Hashiba

After working at Goldman Sachs, L'Oreal Japan, and Unison Capital, Eiko founded walkntalk Inc. (currently VisasQ Inc.) in March 2012. She holds a B.A. in Economics from the University of Tokyo and an MBA from MIT.



Director, CSO

Hidetoshi Uriu

After serving as Management Director at Goldman Sachs, Hidetoshi joined VisasQ in February 2018. He is currently stationed in the US to lead the PMI as the CSO. He holds a Master's degree in Engineering from the University of Tokyo.



Director

Kevin Coleman

After leaving Multex in 2003 to form the Coleman Company, Kevin drove the company's growth for 20 years. In November 2021 he became a director of VisasQ. He graduated from the University of Colorado and holds an MBA from the F.W. Olin Graduate School of Business.

Outside Directors (Audit Committee Members)



Kohei Katada

Kohei worked at Morgan Stanley Securities in the Investment Banking Division, served as CFO of the asset management company Lifenet Life Insurance, and as Vice President of Finance at Smart News before assuming his current position as CFO of Gojo & Company, Inc. He graduated from the Faculty of Law, University of Tokyo.



Masaaki Aoyama

Masaaki joined Dream Incubator and was appointed as Executive Officer in June 2015. After serving as Director and Managing Executive Officer of ipet Holdings, he is currently Representative Director and Partner of Keystone Inc. and Outside Auditor of ABEJA and Peace of Mind. He graduated from Kyoto University, Faculty of Law.



Yoshiaki Ueno

After working at Asahi Shinwa, Shinsei Bank, and as CFO of the Tokyo Branch of ANZ Banking Group, Yoshiaki joined Seven Seas Advisors. He is also an external auditor of Loadstar Capital and atama plus. He graduated from the University of Tokyo, Faculty of Economics.

Company Profile

Company name	VisasQ Inc.
Location	9F, 4-7-7 Aobadai, Meguroku Tokyo 153-0042, Japan
Date of establishment	March 2012
Services	Knowledge sharing platform in the business domain
CEO	Eiko Hashiba
Number of employees	520 (as of February, 2023)
Number of shares	Total number of issued shares: 9,222,317* Number of shares after dilution: 12,399,104

* As of Feb. 28th 2023 including preferred stocks

March 2012	Established walkntalk Co., Ltd.
December 2012	Started beta version of "VisasQ"
October 2013	"VisasQ" officially released
November 2014	Changed trademark to "VisasQ Inc,"
January 2018	Launched "VisasQ expert survey," a web survey for B2B
June 2019	Released "VisasQ web exhibition"
March 2020	Listed on the Tokyo Stock Exchange Mothers (Currently Tokyo Stock Exchange Growth)
April 2020	Established "VisasQ SINGAPORE PTE. LTD" in the Republic of Singapore
December 2020	"VisasQ board" released
January 2021	Renamed "VisasQ Sub-contract" to "VisasQ partner"
November 2021	Acquisition of Coleman Research Group
April 2022	"VisasQ now" released

Comparison of Fiscal Years of VisasQ and Coleman

For the fiscal year ended February 28, 2022, only 4Q was consolidated, with end of September as the deemed acquisition date of Coleman

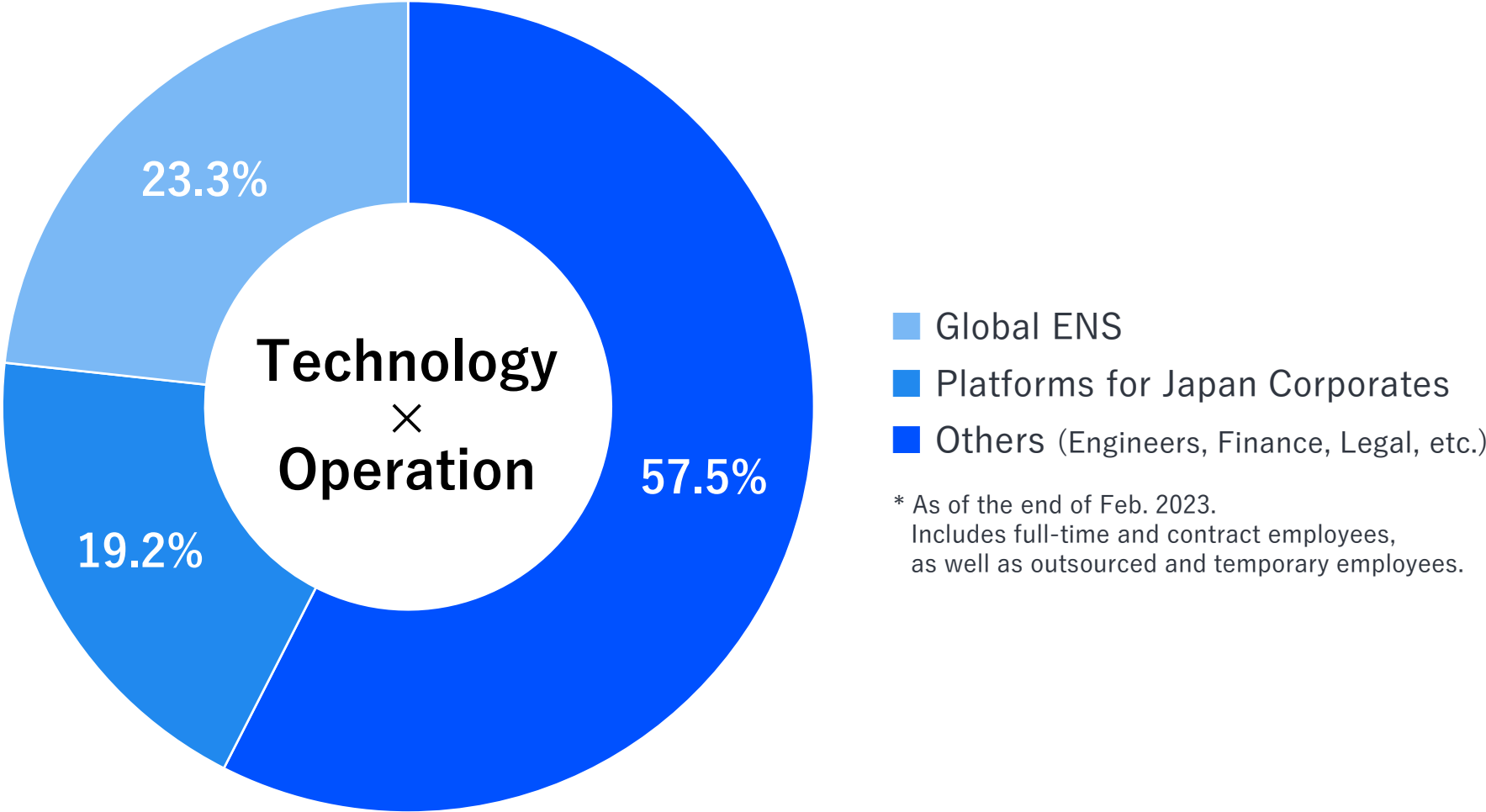
Coleman's performance will contribute fully from Fiscal Year ended February 2023

The fiscal years of VisasQ and Coleman differ by 2 months

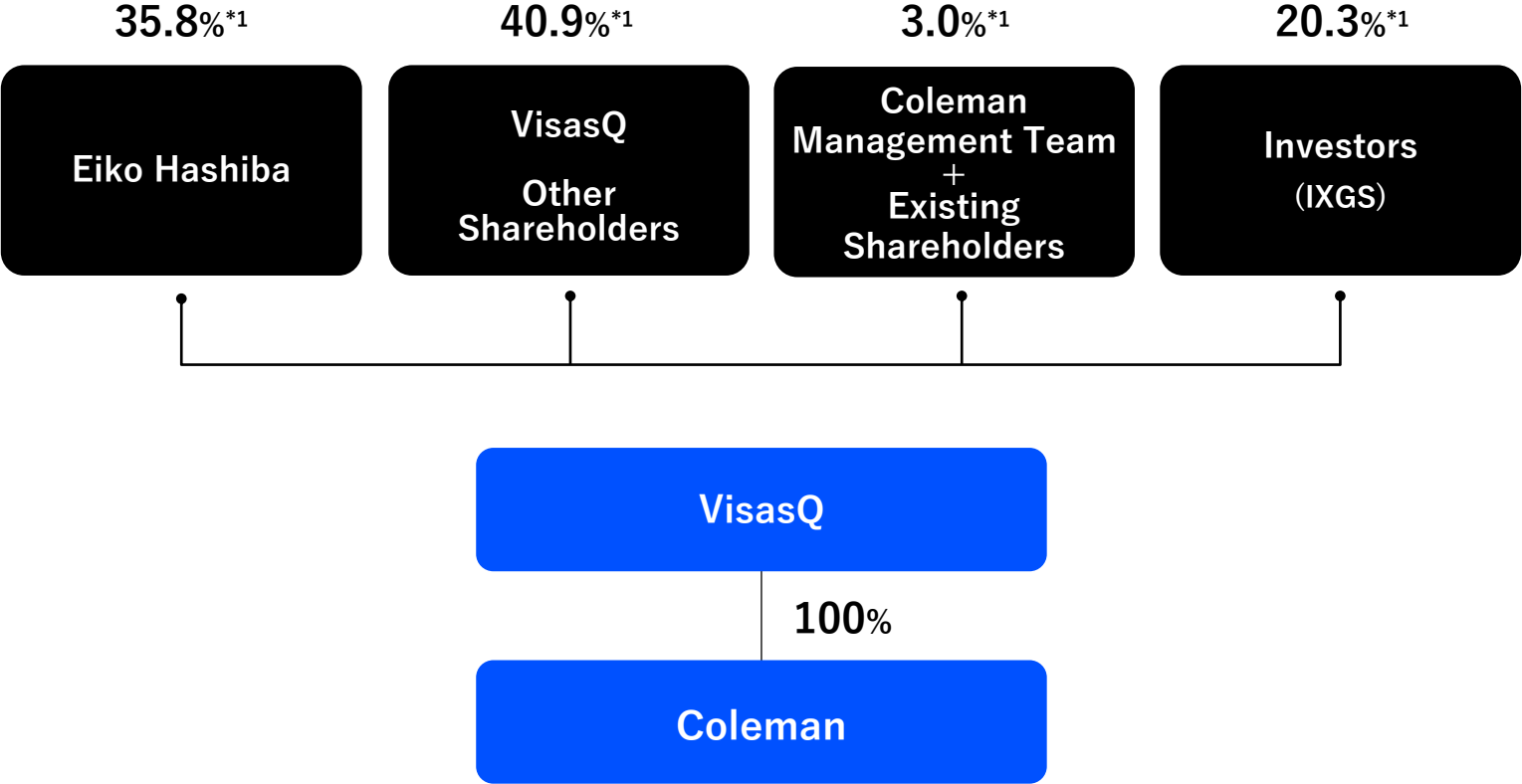


Employee Composition (Total for VisasQ and Coleman)

A sophisticated and productive organization, with technology x operations



Post-Acquisition Organization and Shareholder Composition



- Eiko Hashiba continues to lead the group as the largest shareholder
- Kevin Coleman, Founder of Coleman, has reinvested in VisasQ and joined the Board of Directors of VisasQ
- IXGS has a policy of long-term holdings (No management involvement such as dispatching directors)

*1. Assuming that all Class A shares, stock options, and Class B shares will be converted to regular shares at the initial conversion price or initial strike price. Includes dilution due to employee's stock options

Overview of Acquisition Value and Financing

Raised a good balance of debt and equity through borrowings and the use of class shares, etc.
 Needed to raise funds at the same time as M&A and chose to raise shares through a third-party allotment
 Transaction volume will increase by a factor of 3 in simple aggregate, but dilution of share will be limited to about 33%

Acquisition Value **USD 102 million** (Approx. JPY 11.2 billion) *1,2

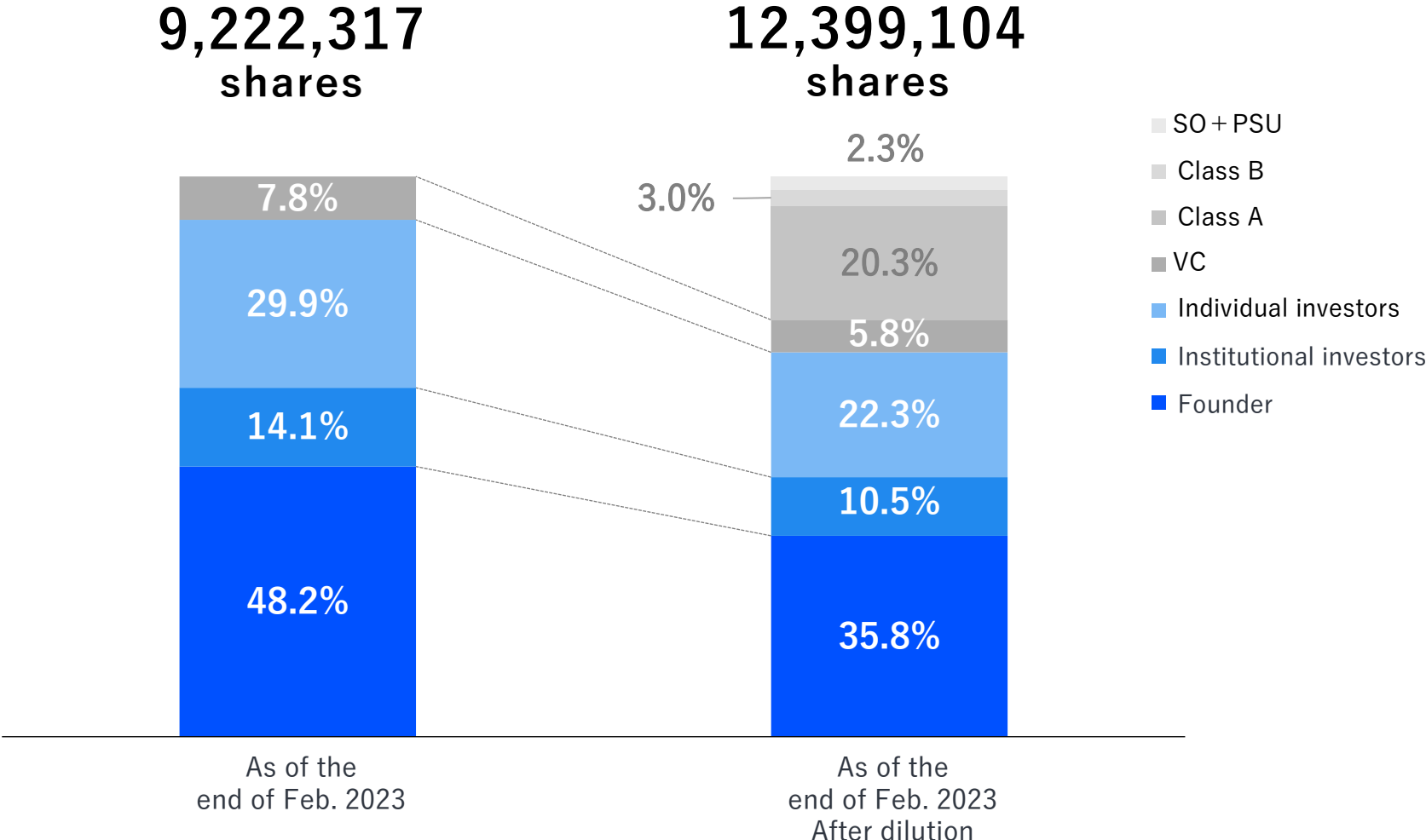
Funding Amount **Approx. JPY 12.9 billion**

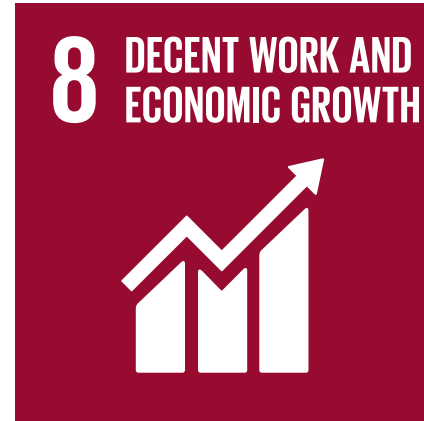
		Funding Source	Overview
<p>JPY 1.38 billion</p> <p>JPY 7.5 billion</p> <p>JPY 70 million</p> <p>JPY 4 billion</p>	Debt	Japanese Banks	<ul style="list-style-type: none"> Long-term debt (due date: July 2026)
	Stock Warrants	Investors (IXGS Investment IV, L.P.)*3	<ul style="list-style-type: none"> Exercise price JPY3,724
	Class A Shares		<ul style="list-style-type: none"> No voting rights Convertible to common stock at JPY3,724
	Class B Shares	Coleman Management Team + Current Shareholders	<ul style="list-style-type: none"> No voting rights Inferior to Class A Convertible to common stock at JPY3,724

*1. USD calculated as 110 yen
 *2. Adjusted for Coleman's total company value of USD\$103.35 million, including estimated net cash and cash equivalents at closing
 *3. A special purpose vehicle funded through a service provided by Advantage Advisors Co., Ltd.

Stock Information

Liquidity of shares will improve as the conversion of class shares into common stock proceeded





By connecting experts' insights to various needs,
we maximize the value of the insights.

We enhance innovation across the globe by aggregating and sharing
people's insights, beyond the boundaries between organizations,
generations and regions.

(Reference) Business Risks and Responses

Main business risks	Possibility of occurrence — Timing of occurrence	Impact on growth realization and business plan execution	Details or risk and mitigation strategy
Competitors	Low — Any time	<ul style="list-style-type: none"> • Decline in market share • Fall in order prices 	<p>There is competition with a) overseas companies that mainly run similar businesses overseas and b) relatively small domestic companies. We are unique in that we have a knowledge sharing platform of approximately over 560,000 registered experts and provide a variety of services based on this database. An overseas company which attempted to develop similar businesses in Japan would find it difficult to create a database of insights of Japanese experts, due to differences in culture, values, language, etc.</p>
Service stability and security	Low — Any time	<ul style="list-style-type: none"> • Loss of clients • Defection of experts 	<p>Experts may unintentionally provide customers with information that is subject to confidentiality obligations. For that reason, under the full support format, we have a dedicated matching team to check if there are any items that seem inappropriate in the content of the request. Also, VQ lite checks the content of the request, including automatic detection of keywords. We also provide regular training to our experts to ensure they are alert to the risks and advise them to pay attention to their confidentiality obligations.</p>
Focus on specific business partners	Low — Risk is declining	<ul style="list-style-type: none"> • Decline in transaction volume 	<p>There is one business partner whose business accounts for more than 10% of our sales. The business relationship with that company is good and stable. Furthermore, as the transaction volumes of other customers are increasing, the proportion of transaction volume of this company is declining.</p>
Overseas expansion and M&A	Medium — Occasional	<ul style="list-style-type: none"> • Shrink in overseas expansion • Increase in costs 	<p>Although we have been developing our business mainly in Japan, we are expanding overseas by establishing a subsidiary in Singapore in April 2020 and acquiring Coleman in November 2021. If we consider making further investments in the future, there is a possibility that we will incur costs for such investments and that we will face risks different from those associated with business development conducted solely by our company in Japan.</p>

In the interests of proactive information disclosure, this report describes matters that our company considers particularly important to investors' judgment. The information contained in this section does not necessarily include all risks associated with investments in our company shares. Being aware of these risks, we are committed to avoiding them and responding promptly if they do occur. For risks other than those described in this section, please refer to "Business Risks" in the securities report in addition to this document.

Handling of this document

This document contains forward-looking statements. These statements were made solely from the information available at the time. Furthermore, these statements do not guarantee future results, and involve risks and uncertainties. Please be aware that the actual results may differ significantly from forecasts due to environmental changes, etc. Factors that affect the actual results include, but are not limited to, domestic and overseas economic conditions and industry trends relating to VQ.

In addition, the information about other companies included in this document are cited from publicly available information, etc., and our Company has not performed any verification on the accuracy, appropriateness, etc. of such information, and offers no guarantee of such.

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Contact information: IR (email: ir@visasq.com)

Regarding the progress of the management indicators disclosed in this document, we plan to disclose them in the explanatory material which is supplementary to the quarterly financial results announcement. We also plan to disclose the latest information, including the progress of this document, in the quarterly financial results announcement.