The background of the slide features a soft-focus image of a white spiral-bound notebook with a green pencil resting on it. Scattered across the notebook are several light pink rose petals. In the upper left corner, there are more flowers, including a white rose and a pink rose. The overall color palette is warm and light, with a blue horizontal band across the middle containing the title and date.

FY2023 3Q

Consolidated Financial Results

(October 1, 2022 to June 30, 2023)

August 9, 2023

SPRIX **SPRIX Inc.**

(Prime Market of TSE/Securities code: 7030)

MISSION

Bring new life stage (SPRING) through education to people around the world

VISION

Be the No.1 in education

1

Operating Results
FY2023 3Q (Oct 2022–Jun 2023)



Strong performance of Mori JUKU led to stable results even in a typically weak quarter

Investment in fundamental academic skills business progressed steadily

FY2023 1-3Q (Oct 2022–Jun 2023)—Operating results

- Mori JUKU : In addition to newly opened schools and steady student enrollment growth, higher tuition fees starting this spring contributed to stable performance
- Net sales : Strong performance of Mori JUKU and the solid performances of Other businesses offset the weak results of Shonan Seminar and Kawaijuku Manavis, resulting in an increase in net sales on a consolidated basis
- Operating profit : Profit decreased YoY due to front-loaded advertising (TV commercials) for Mori JUKU, aggressive investment in new businesses and R&D in the fundamental academic skills business as planned, and the weak performances of Shonan Seminar and Kawaijuku Manavis. However, profits were in line with plans.

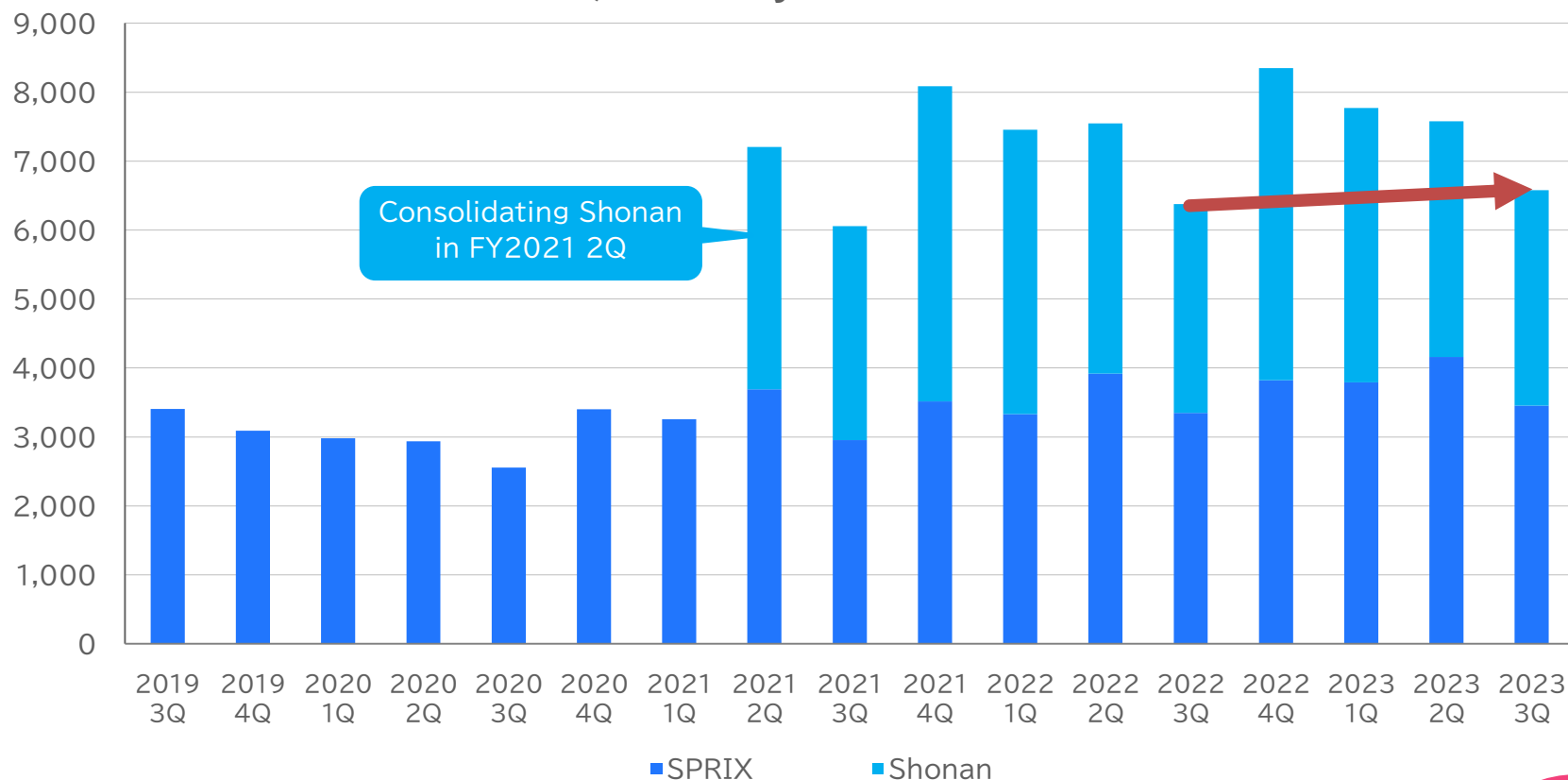
(million yen)	FY2022 1-3Q (actual)	FY2023 1-3Q (actual)	Change (%)	Reasons
Net sales	21,109	21,750	+641 (+3.0%)	<ul style="list-style-type: none"> • SPRIX (non-consolidated) net sales increased, led by a stable increase in student numbers and new school openings at Mori JUKU • SPRIX (non-consolidated) operating profit decreased due to front-loaded investment in advertising expenses and aggressive R&D expenses, including those in the fundamental academic skills business • Shonan Seminar saw decreases in net sales and operating profit due to lowered student numbers at Shonan Seminar and Kawaijuku Manavis schools
Operating profit (margin, %)	1,211 (5.7%)	119 (0.5%)	-1,092 (-90.2%)	
EBITDA (margin, %)	2,057 (9.7%)	1,000 (4.6%)	-1,057 (-51.3%)	
Profit attributable to owners of parent (margin, %)	741 (3.5%)	-16 (- %)	-757 (-102.2%)	

FY2023 3Q Quarterly net sales

- Consolidated Net sales increased in 3Q thanks to the opening of new Mori JUKU schools, steady growth in the number of students enrolling in the school, and higher tuition fees.
- 3Q net sales at Shonan Seminar Co., Ltd. slightly increased. Declines in the number of students at both Shonan Seminar and Kawaijuku Manavis were offset by higher tuition fees at Shonan Seminar and the steady growth of Mori JUKU, operated by Shonan Seminar Co., Ltd.

(million yen)

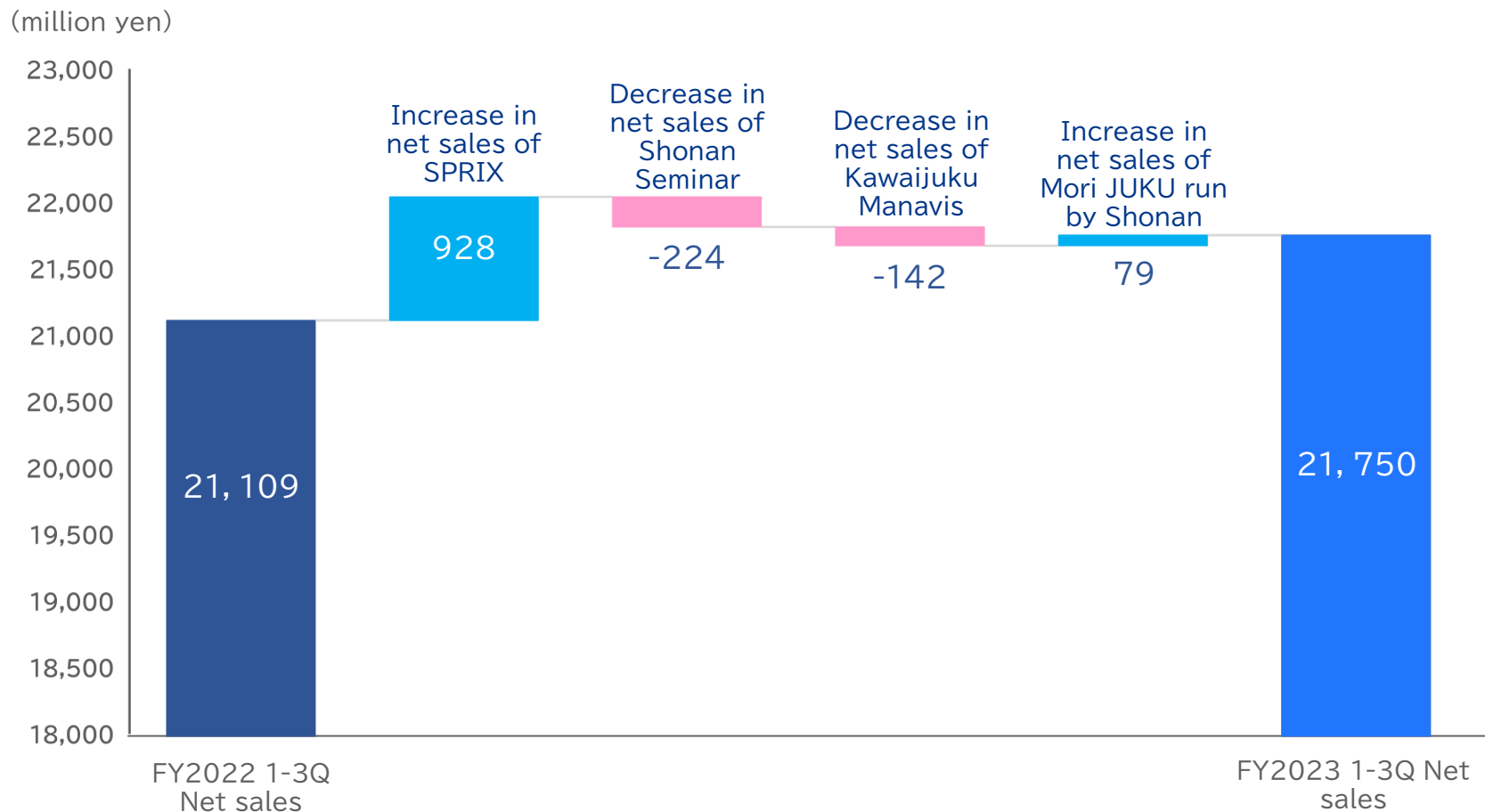
Quarterly net sales



(Note) Above figures represent the operating performance of SPRIX and Shonan before intercompany elimination and the aggregate amounts differ from the consolidated sales.

FY2023 1-3Q net sales—Attribution analysis (Year-on-Year)

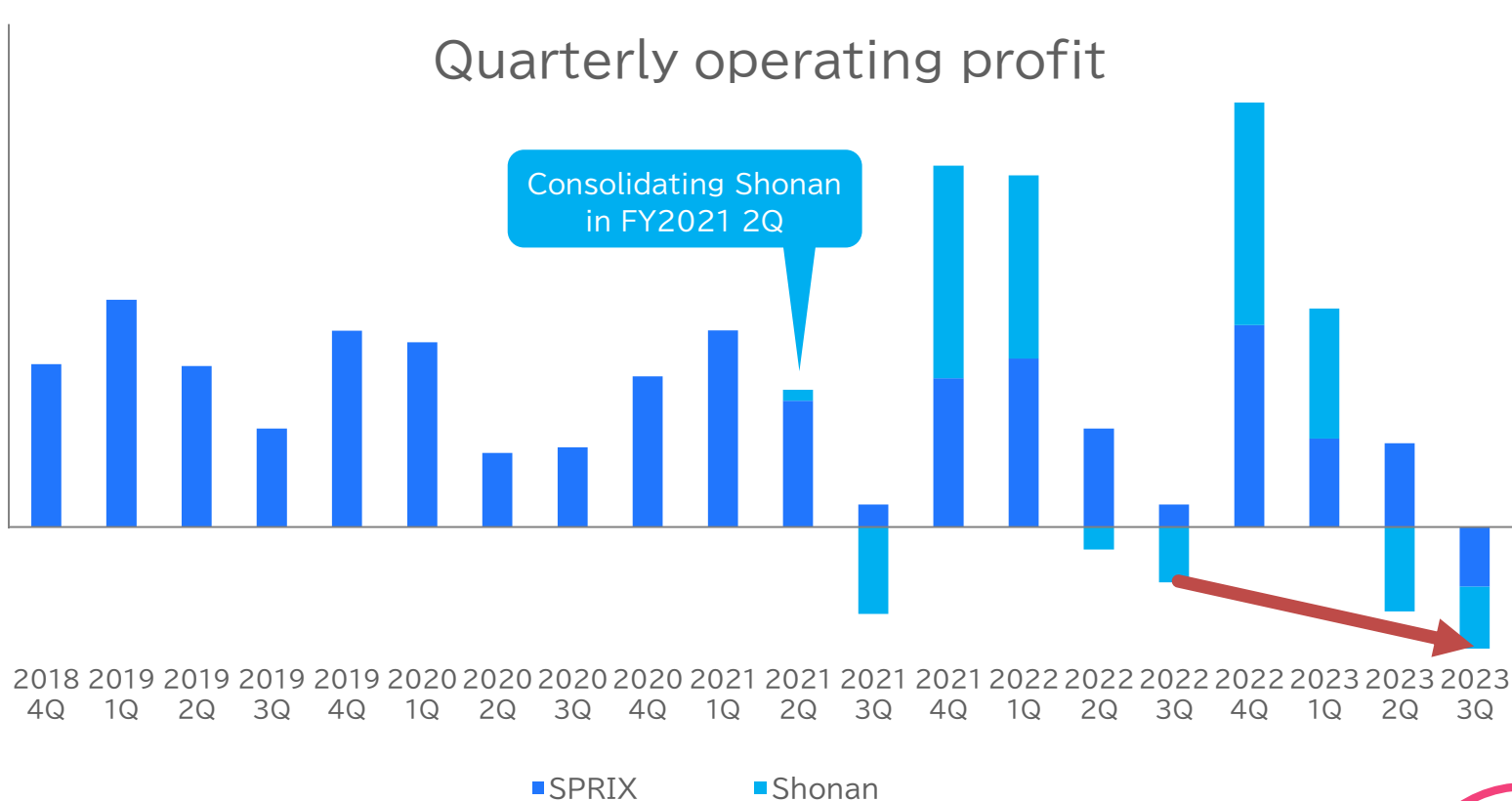
- SPRIX (non-consolidated) sales grew due to the increase in new school openings and stable expansion in student numbers at Mori JUKU
- Shonan Seminar and Kawaijuku Manavis student enrollment declined and revenues decreased



FY2023 3Q Quarterly operating profit

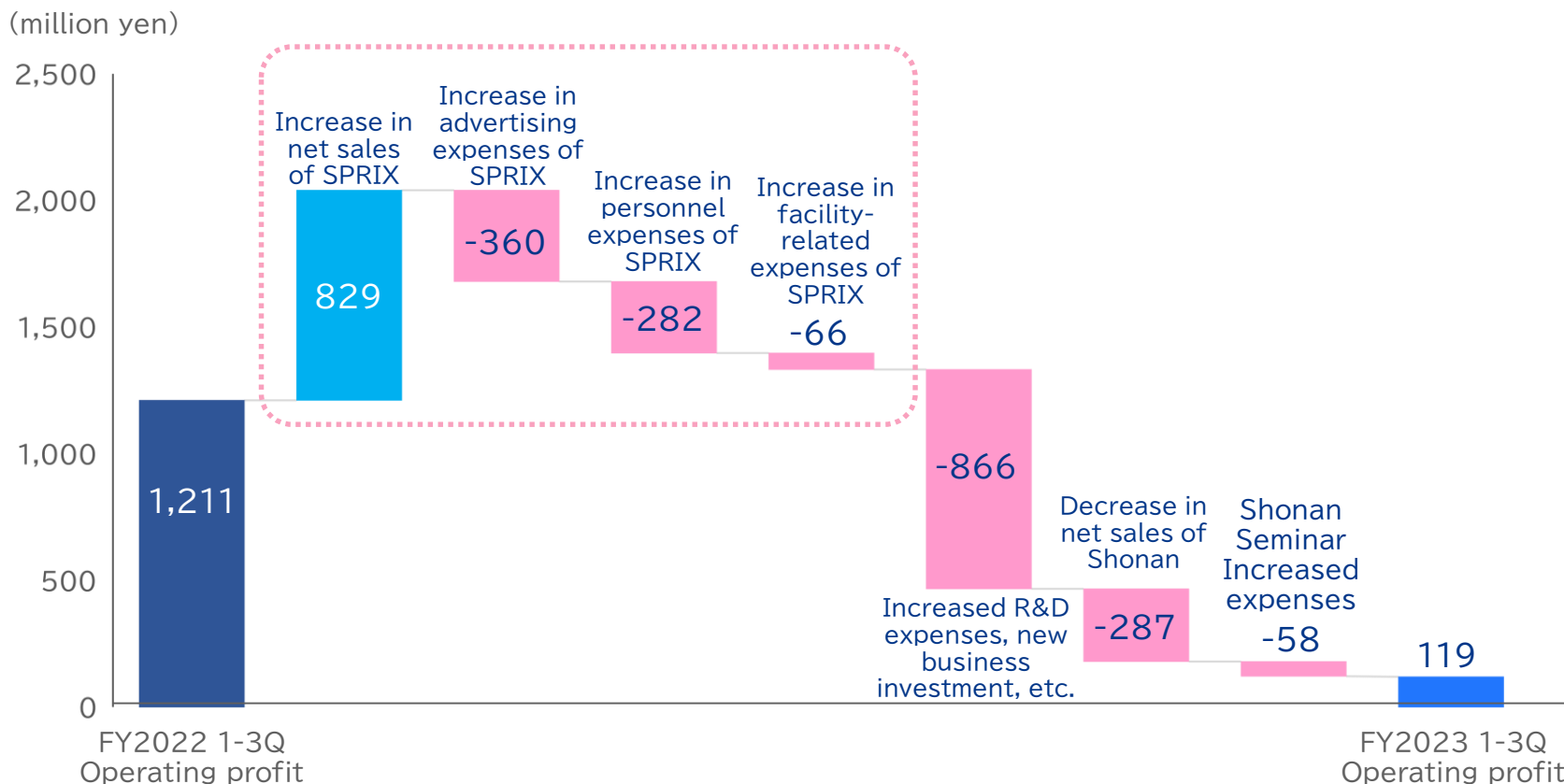
- SPRIX (non-consolidated) increased spending due to front-loaded advertising and aggressive investment in new businesses and R&D in the fundamental academic skills business as planned (profit before such expenditure increased YoY)
- The 3Q (April to June) at Shonan Seminar Co., Ltd., is a seasonally weak period due to business structure. Operating profit is driven by 1Q (October to December) and 4Q (July to September) results.

(million yen)











FY2023 1-3Q operating profit—Attribution analysis (Year-on-Year)

- SPRIX (non-consolidated) performed well.
- Front-loaded advertising spending, steady new school openings, and aggressive investment in new businesses and R&D (TOFAS, etc.) as planned.
- Affected by lower sales due to decreased student numbers at Shonan Seminar and Kawaijuku Manavis schools











FY2023 3Q YTD Segment information

(million yen)	Net sales	YoY	Segment profit	YoY	Major topics
	11,356	+714 (+6.7%)	2,339	-2 (-0.08%)	<ul style="list-style-type: none"> Strong performance due to new school openings, increased enrollment, and raised tuition fees from this spring Profit increased in real terms when the decline attributable to front-loaded spending on advertising is excluded 18 schools opened this fiscal year (as planned)
	6,173	-224 (-3.5%)	309	-298 (-49.0%)	<ul style="list-style-type: none"> Reducing new branch openings while the foundation for growth is being prepared Despite declining student enrollment resulting in lower revenues, we are utilizing improved acceptance rate and are aiming for medium-term recovery through marketing activities 4 schools scheduled to open this fiscal year
	1,987	-142 (-6.6%)	-25	-149 (-%)	<ul style="list-style-type: none"> Reducing new branch openings while the foundation for growth is being prepared Growing trend toward choosing college entrance exams under recommendations from high schools has led to early withdrawal of high school seniors from tutoring 3 schools scheduled to open this fiscal year
Other     	2,334	+299 (+14.6%)	-664	-509 (-%)	<ul style="list-style-type: none"> TOFAS has been taken by more than 2 million examinees in more than 30 countries worldwide “Programming Proficiency Test” (PROKEN) has the most examinees in Japan with 2,234 testing sites nationwide aggressive investment in new businesses and R&D

* According to Japan Marketing Research Organization (November 2022)

FY2023 Planned initiatives by segment

FY2023 (forecast)

	<ul style="list-style-type: none"> Open 7 schools in July 2023; opened 18 schools in the Kanto region during the current fiscal year as planned New! Enrollment is expected to recover to pre-pandemic levels, and to grow steadily with the opening of new schools 	
	<ul style="list-style-type: none"> Open 2 Shonan Seminar schools and 12 Yokohama Suiran V Course schools by the end of June 2023 New! By focusing on the Yokohama Suiran V Course, the Yokohama Suiran High School acceptance rate increased (77 last spring, 84 this spring) 	
	<ul style="list-style-type: none"> Open 1 school in June 2023 (an increase of 2 schools year on year) New! 	
<p>Other</p>		<ul style="list-style-type: none"> Expect further increase in student enrollment by taking advantage of its recognition as No. 1 online individualized tutoring school in terms of number of students*1
		<ul style="list-style-type: none"> Open 8 schools in spring 2023, bringing the total to 195 (as of June 30, 2023)
		<ul style="list-style-type: none"> Develop educational materials for high school students in collaboration with Kawaijuku
	 	<ul style="list-style-type: none"> 10th round of certification testing held in June 2023; cumulative number of examinees exceeded 2 million New! In summer of 2023, the “Programming Proficiency Test” will be fully implemented at Robodan schools (123 schools) New! “Programming Proficiency Test” (PROKEN) takes number one spot in number of examinees*2

*1 According to Japan Marketing Research Organization (January 2022)

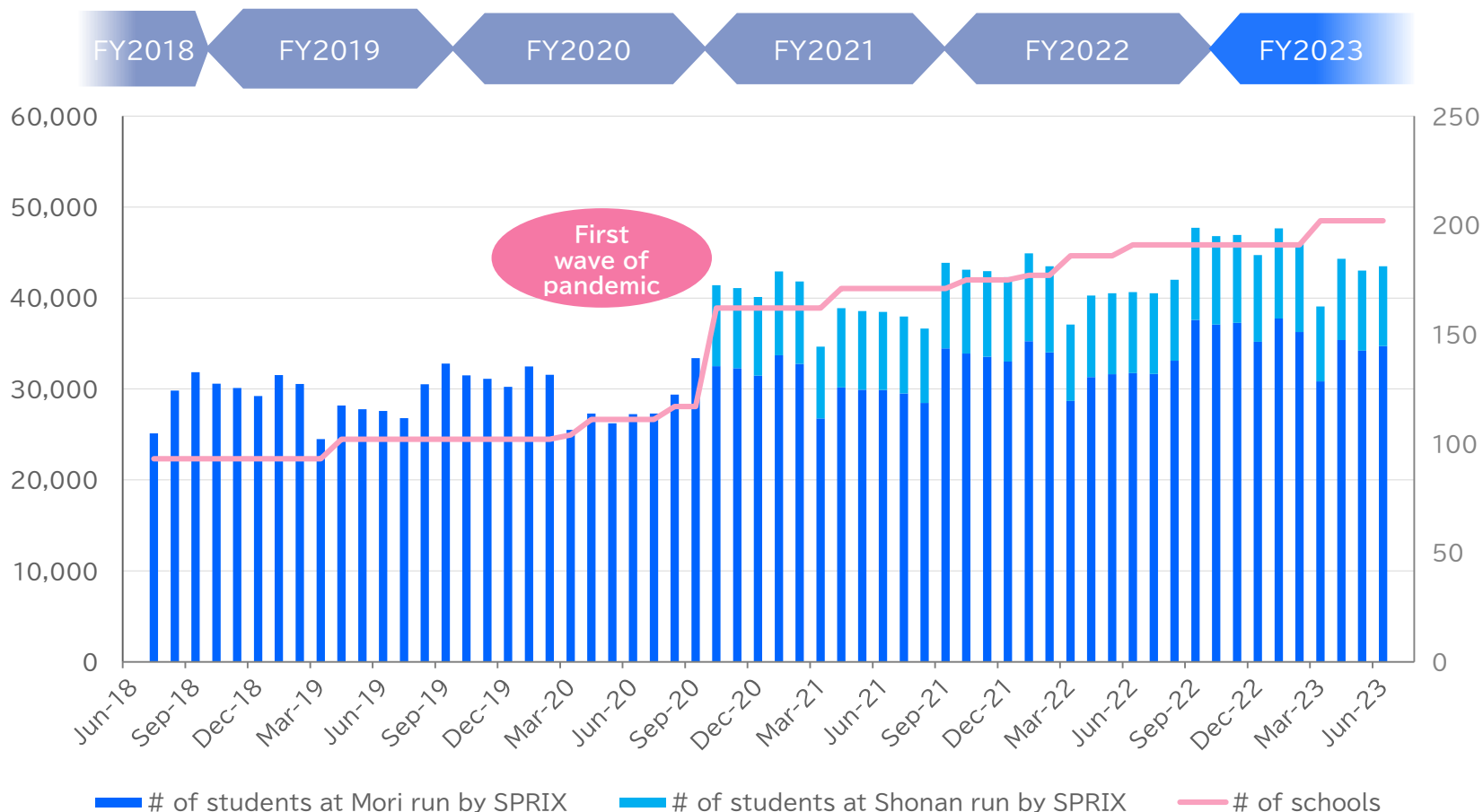
*2 According to Japan Marketing Research Organization (November 2022)

(Reference) Number of students/schools – Mori JUKU

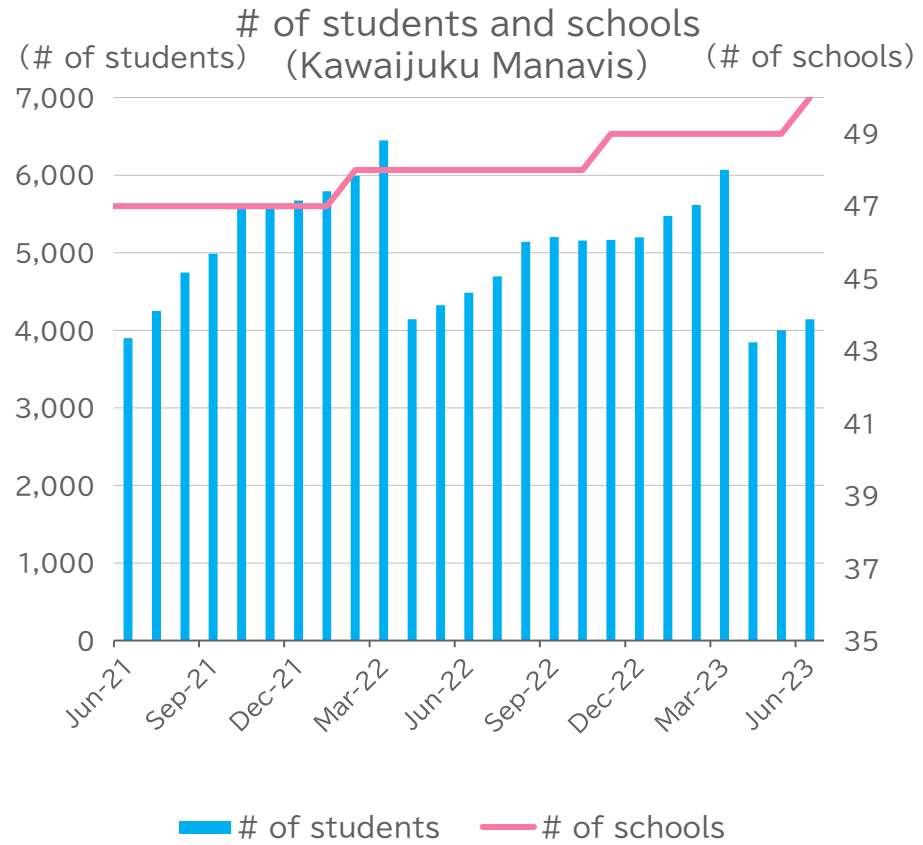
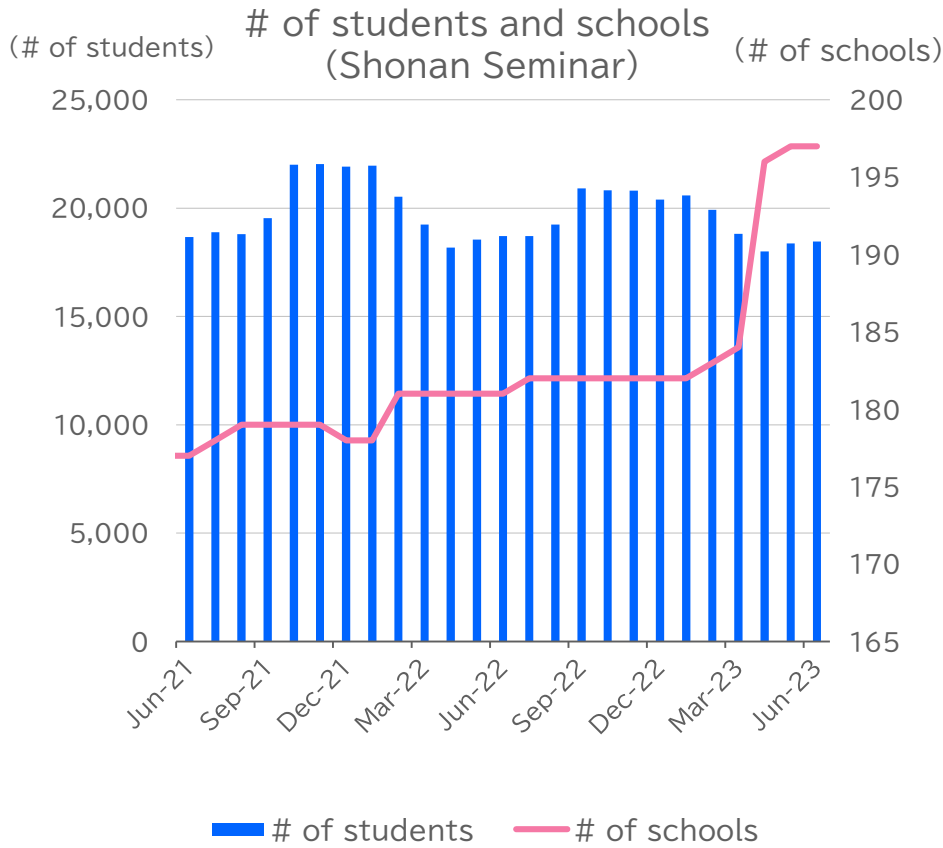
- Total number of students stood at 43,494, while the total number of schools was 202 (as of June 30, 2023)

of students/schools at Mori JUKU

(# of students) (# of schools)



(Reference) Number of students/schools-Shonan Seminar and Kawaijuku Manavis



Earnings Forecast and Progress

FY2023 1-3Q Progress to latest consolidated forecasts

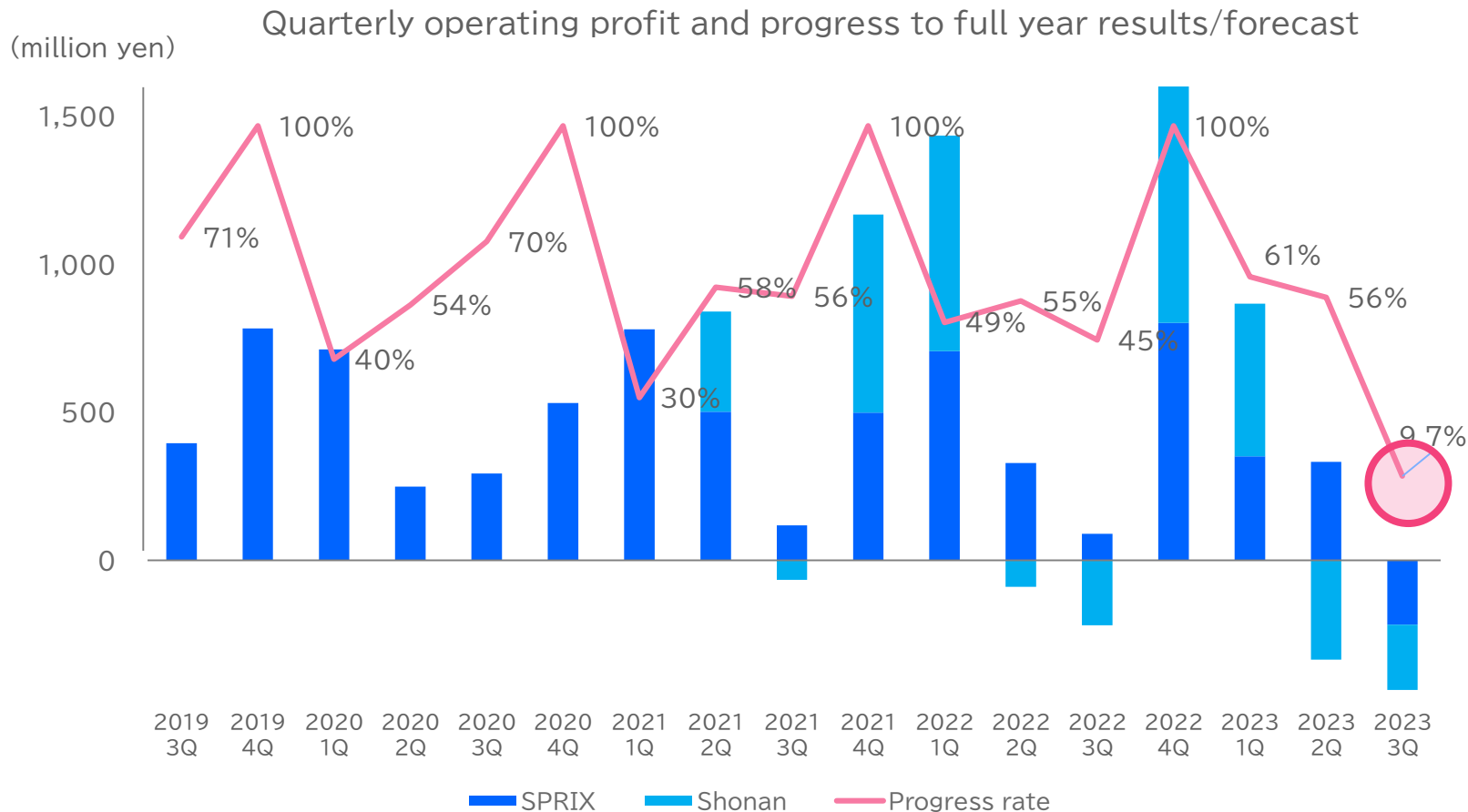
- Efforts are progressing as planned.
- Due to Shonan Seminar's business structure, performance tends to be driven by 1Q (October to December) and 4Q (July to September) results
- Operating profit results exceeded the 3Q cumulative budget.

(Unit: millions of yen)	FY2023 (Forecast)	FY2023-3Q (Results)	Progress rate (%)
Net sales	30,777	21,750	70.6%
Operating profit (Margin, %)	1,226 (4.0%)	119 (0.5%)	9.7%
EBITDA (Margin, %)	2,354 (7.6%)	1,000 (4.6%)	42.4%
Profit attributable to owners of parent (Margin, %)	674 (2.2%)	-16 (- %)	- %

* Consolidated forecasts are those disclosed on November 11, 2022

FY2023 3Q Operating profit—Seasonality trends

- Shonan Seminar earns the majority of its operating profit in 1Q (October–December) and 4Q (July–September)
- Full-year operating profit is progressing steadily; full-year operating profit is expected to be in line with the forecast

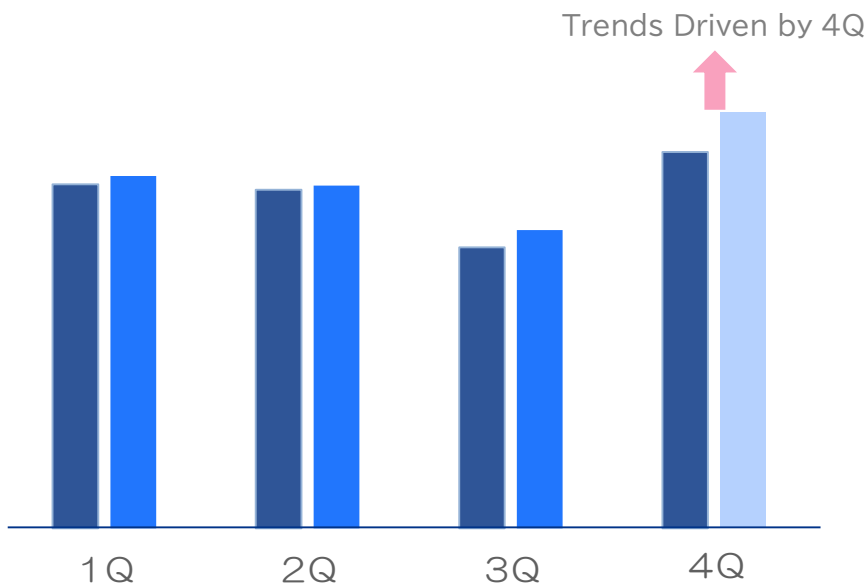


* Operating profit figures for SPRIX (non-consolidated) and Shonan Seminar (non-consolidated) are shown before consolidated elimination. Cumulative progress rate is shown with consolidated operating profit.

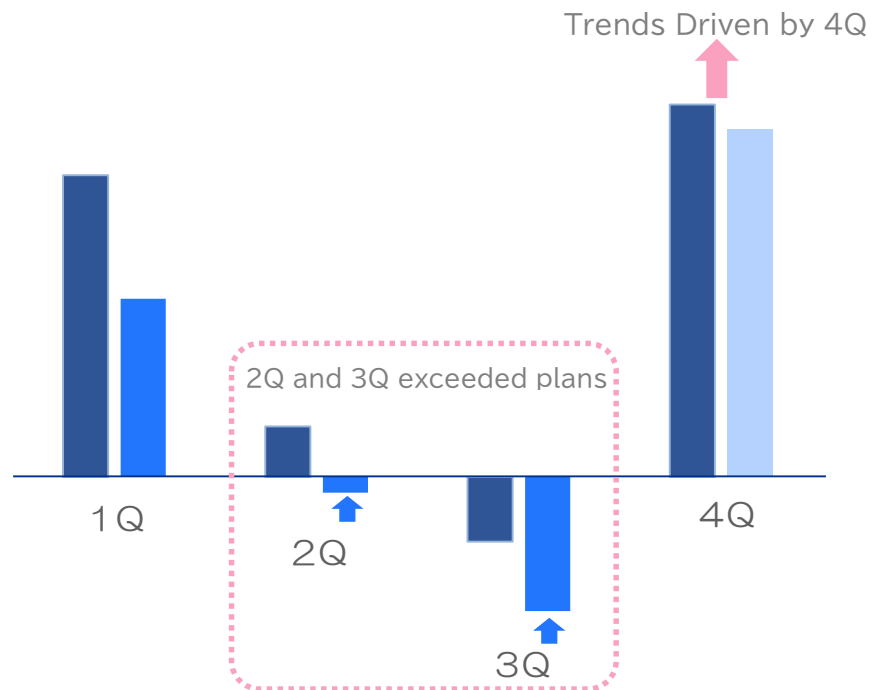
Full-Year Earnings Forecast is Achievable

- Net sales: Progress rate of plan for 3Q cumulative total is 70.6%, almost in line with plan
- Operating profit: investment in new businesses and R&D in the fundamental academic skills business was steady (70% of the ¥1.3 billion planned for FY2023); in addition to the strong performance of Mori JUKU, Shonan Seminar and Kawaijuku Manavis are expected to grow in profitably and we expect full-year results to be in line with initial plans

Net Sales: Quarterly Trends



Operating Profit: Quarterly Trends



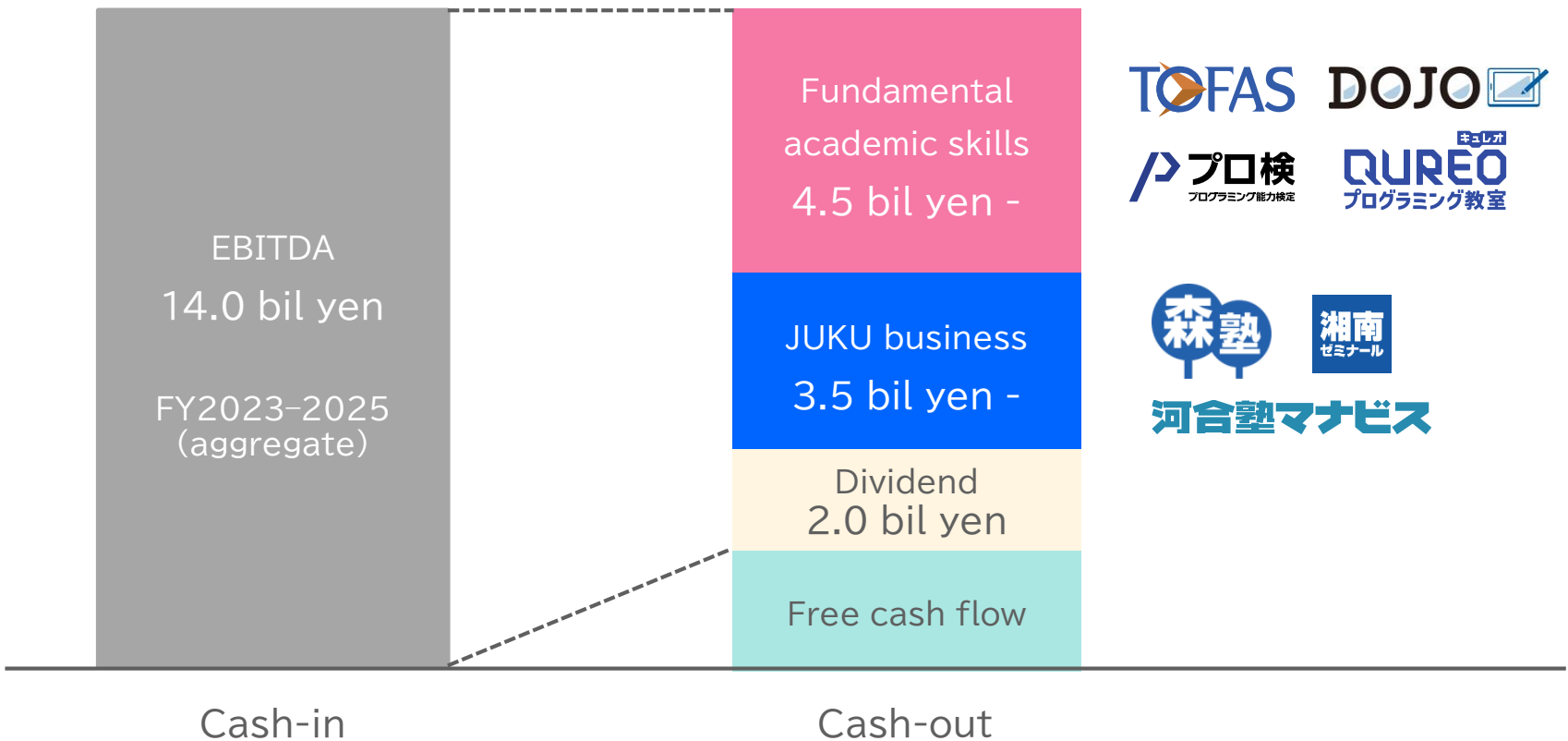
■ FY2022 results

■ FY2023 results

■ FY2023 forecast

(Reference) Cash allocation—Plan for FY2023–2025 (aggregate)

- Investment in fundamental academic skills business and current JUKU business to be made within EBITDA
- Will maintain ¥38 annual dividend per share though EBITDA tentatively shrinks in FY2023 and FY2024



Compliance with Prime Market Listing Criteria and Moving to Standard Market

Moving to TSE Standard Market

- Planned investments are the priority towards sustainable growth, but short-term operating profit suppression (through FY2024) has not led to increased market capitalization in free-floating shares.
- SPRIX applied to move to Standard Market from Prime Market, after determining the importance of securing a stable environment in which investors can hold and trade Company shares and of allocating management resources to execution of management plan over the medium- and long-term.
- We continue to focus on activities directly related to Group growth and corporate value improvement.

Compliance with TSE Prime listing criteria

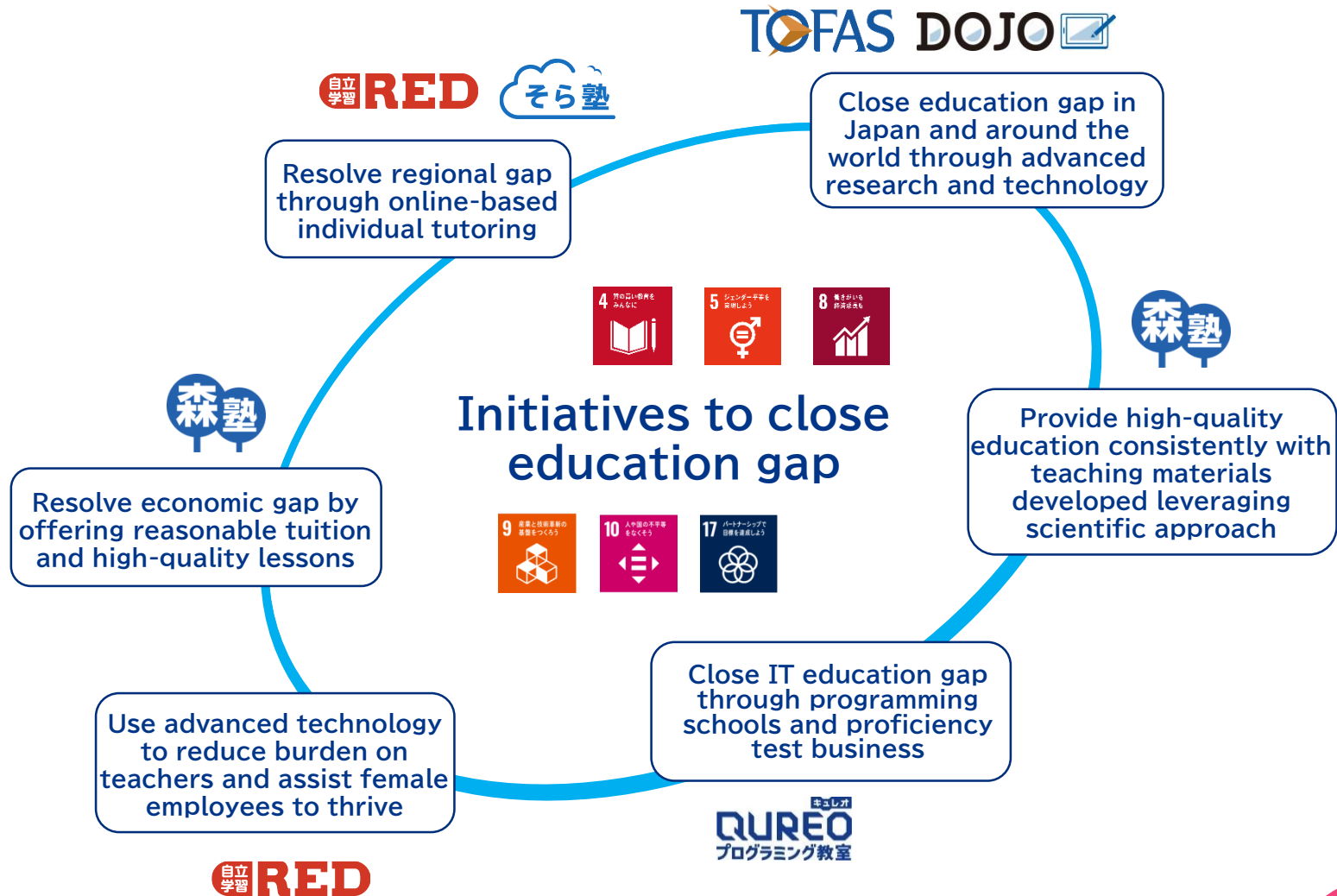
		Shareholders	Shares in circulation	Market capitalization of free-floating shares	Percentage of free-floating shares	Average monthly trading volume	Net assets
SPRIX conditions	As of the end of FY2022*1	3,760	63,251	¥6.4 billion	36.1%	8,157 criteria*2	Positive
Listing criteria	Prime	800	20,000	¥10.0 billion	35.0%	—	Positive
	Standard	400	2,000	¥1.0 billion	25.0%	10 criteria	Positive
Compliance	Prime	Yes	Yes	No	Yes	—	Yes
	Standard	Yes	Yes	Yes	Yes	Yes	Yes

*1. Compliance with criteria is based on the Company's distribution of stock certificates, etc., on the standard date set by the Tokyo Stock Exchange.

*2. The monthly average trading volume has been estimated by SPRIX for the period from January 2023 to June 2023.

Reference

SPRIX pursues SDG Goals by tackling social issues



Investment in our people (human capital) is the key pillar of the SPRIX business model

- Manualizing teachers' work alleviates the burden of hiring, training, and retention
- Appealing to candidates' passion, while focusing on communication skills help broaden the applicant base
- Making it even more attractive for prospective candidates by becoming No. 1 in individual tutoring and turning JUKU industry to one of the most popular jobs in Japan



(Reference) At-a-glance fact sheet

(million yen)	FY2018 (non-consolidated)	FY2019 (non-consolidated)	FY2020 (consolidated)	FY2021 (consolidated)	FY2022 (consolidated)	FY2023 1-3Q (consolidated)
Net sales	10,451	11,410	11,843	25,901	29,352	21,750
Operating profit	2,467	2,741	1,787	2,437	2,778	119
EBITDA	2,569	2,851	1,937	3,385	3,938	1,000
Total assets	9,967	10,861	11,485	19,277	19,574	18,070
Net assets	6,469	7,642	8,091	8,864	9,774	9,129
Cash and cash equivalent at the end or the period	6,825	6,819	7,308	6,163	5,935	4,838
Equity ratio (%)	64.9	70.4	70.2	45.9	49.8	50.3
Operating profit margin (%)	23.6	24.0	15.0	9.4	9.5	0.5
EBITDA margin (%)	24.5	24.9	16.3	13.0	13.4	4.5