

Consolidated Results of Operations for the Three Months Ended June 30, 2023

August 14, 2023

Remixpoint is a company that **tackles, through business, issues that arise as society transforms**

remixpoint





Energy business

Electricity retailing business



- Supply high-voltage and low-voltage customers with electricity throughout Japan, excluding Okinawa area and isolated islands
- Newly release of a “high-voltage flat-rate plan” to meet diversifying customers’ needs while also securing stable revenue

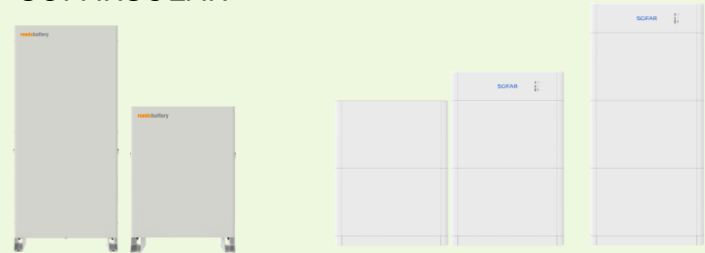


Resilience business

Renewable energy/energy-saving consulting and BCP response-related business



- Sales of the Company’s original, hybrid-type home-use power storage system, “remixbattery”
- Sales of industrial-use lithium-ion, three-phase 200V hybrid power storage system made by SOFARSOLAR



- Consulting on obtaining subsidies and other kinds of financial assistance

Three Months Ended June 30, 2023 Results Summary

Due to the abolition of the used car business and the financial business following the transfer of BPJ shares, the Group's operations have been reorganized into three segments: energy business, resilience business, and other businesses

(Millions of yen)

		FY2022/23 1Q	FY2023/24 1Q
Net sales	Total	6,627	4,303
	Energy business	4,154	4,079
	Resilience business	92	122
	Others	2,380	101
Operating profit	Total	266	241
	Energy business	95	455
	Resilience business	▲29	▲20
	Others	414	4
	Business segment adjustment	▲213	▲199
Ordinary profit		258	213
Profit attributable to owners of parent		80	250

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

Topics

Energy business

- Although electricity sale volume increased year on year, net sales declined slightly due to lower electricity rates for market price-linked plans resulting from lower JEPX prices.
- Since the Company did not use electricity futures contracts, it secured a certain profit level without being affected by cut-off error in profit or loss. Quarterly profit or loss is expected to be stable compared to the previous fiscal year.

Resilience business

- The production of "remixbattery," which had been delayed due to the global shortage of semiconductors, has eased. The net sales increased, and segment profit (loss) improved, resulting from full-scale sales activities.

Consolidated balance sheets

(Millions of yen)

		As of March 31, 2023	As of June 30, 2023
Assets	Cash and deposits	11,173	12,394
	Trade receivables and contract assets	4,061	2,479
	Finished goods	16	16
	Merchandise	221	187
	Raw materials and supplies	69	67
	Owned cryptoassets	120	49
	Operational investment securities	355	—
	Other	1,601	1,517
	Total current assets	17,620	16,712
	Total non-current assets	1,651	1,752
	Total assets	19,271	18,465
	Liabilities	Accounts payable - trade	520
Deposits received		348	121
Income taxes payable		774	737
Other		801	321
Total current liabilities		2,445	1,628
Total non-current liabilities		0	—
Total liabilities		2,445	1,628
Net assets		16,826	16,837
Total liabilities and net assets		9,271	18,465

Key Topics for Each Business for the Three Months Ended June 30, 2023

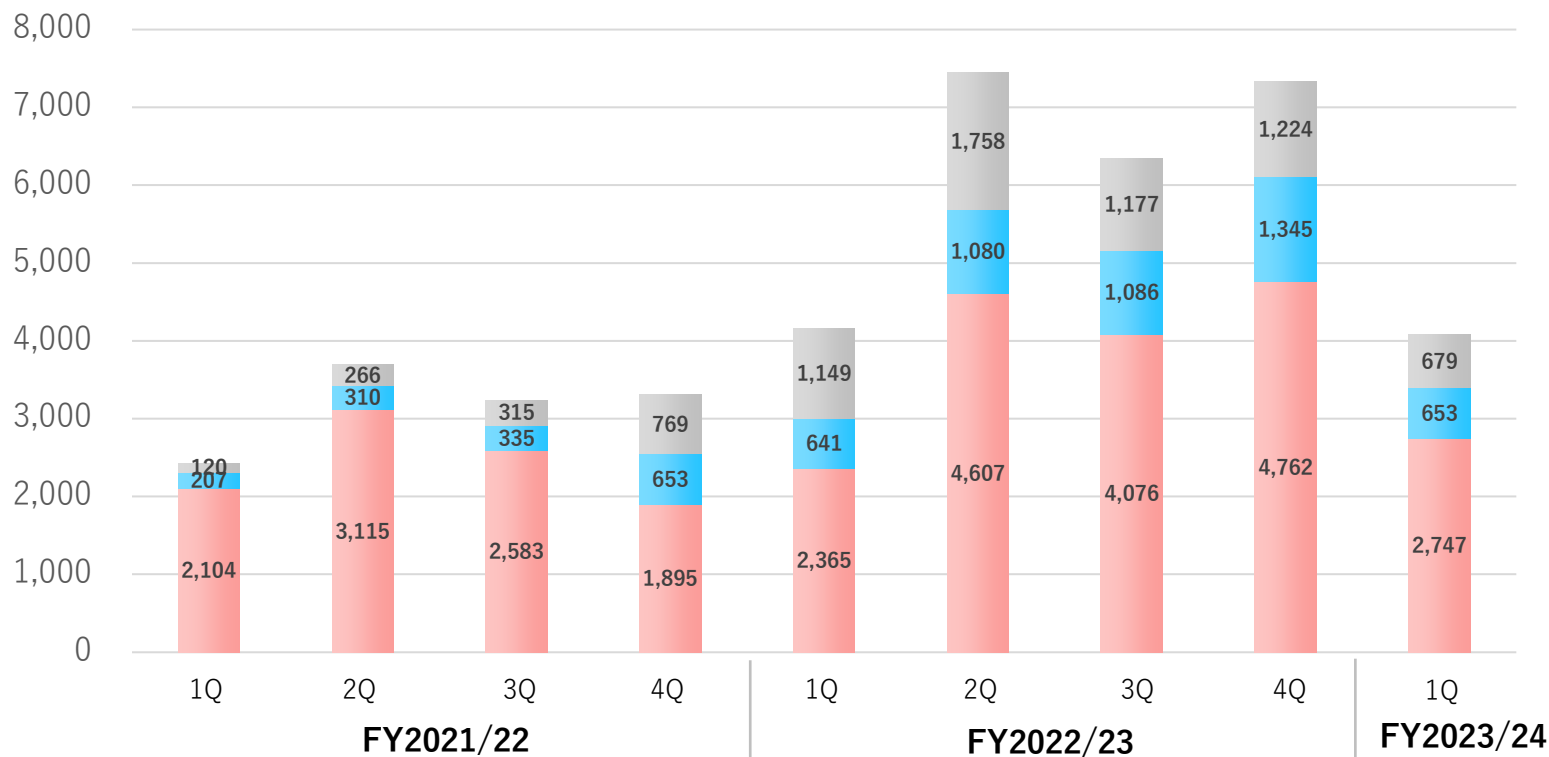


Net sales of both high voltage and low voltage decreased compared to 4Q FY2022/23 due to an increase in the ratio of market price-linked plans and lower market prices

Sales to high-voltage and low-voltage customers

(Millions of yen)

■ High voltage ■ Low voltage ■ Others

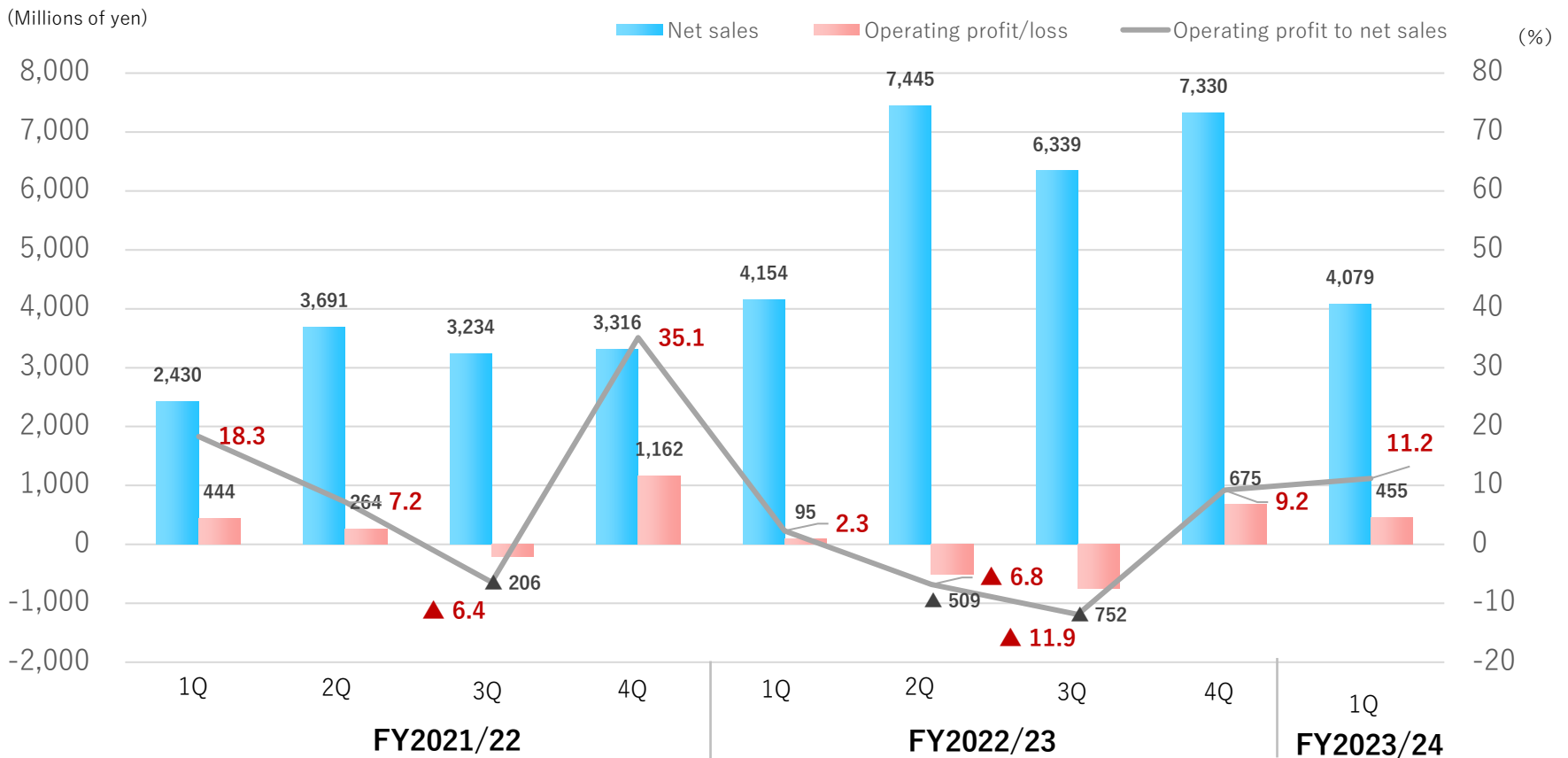


* “Others” include sales of surplus electricity sold in the electricity market and subsidy sales under the government’s “Projects for Electricity and Gas Price Drastic Change Mitigation Measures.”



Although quarterly profit or loss fluctuated significantly due to the recording of valuation gain/loss on electricity futures in FY2021/22 and FY2022/23, stable profits are expected to be secured since electricity futures contracts are not utilized in FY2023/24.

Quarterly sales and operating profit





- Contracted power: over 50kW
High voltage: 50kW to 2,000kW
Extra-high voltage: over 2,000kW
- Contract groups: Mainly large facilities such as factories, hospitals, commercial facilities, and buildings
- Electricity consumption fluctuates greatly depending on the time of day (high consumption during the day and low consumption at night)

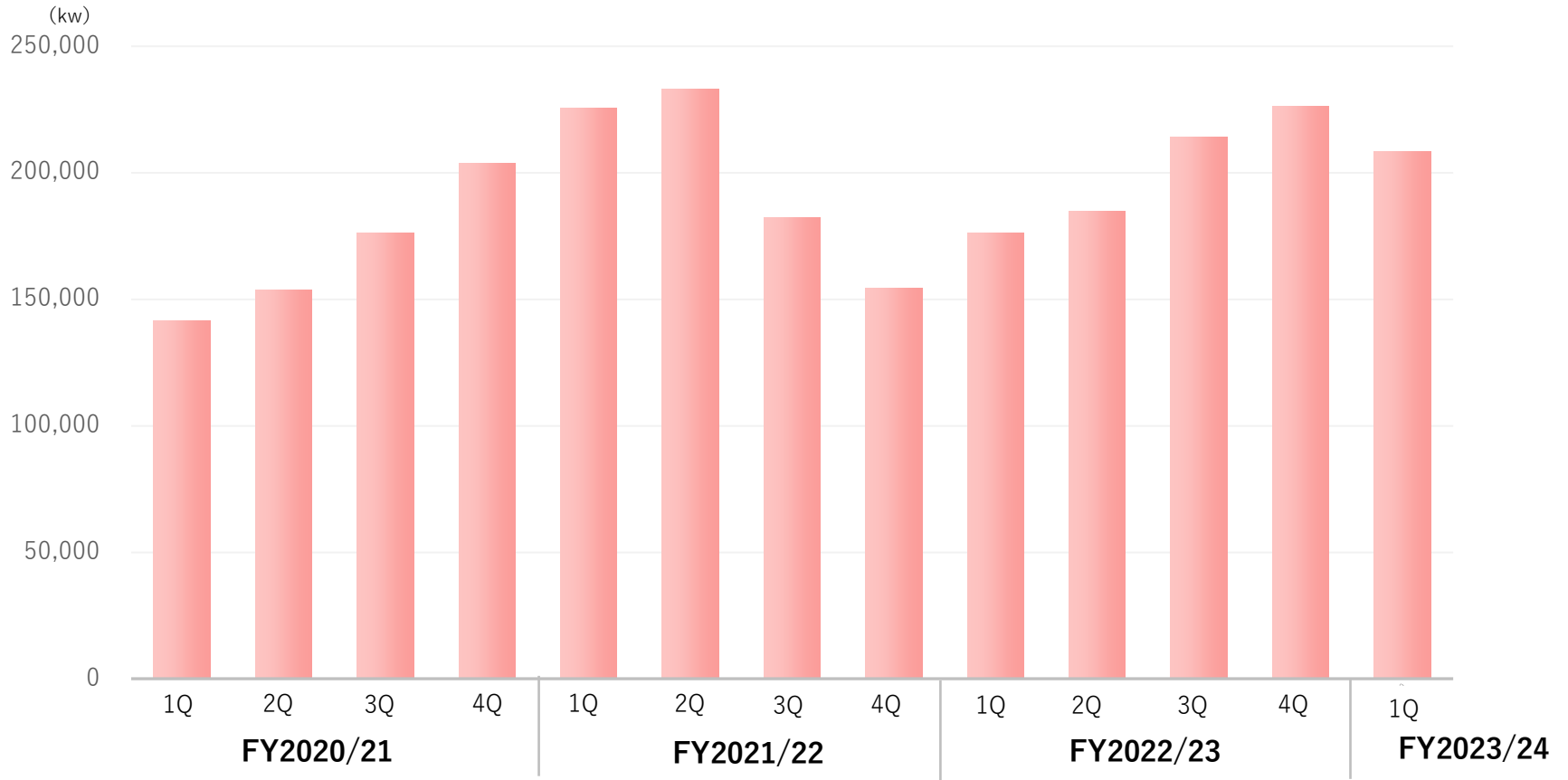
The Company's response status

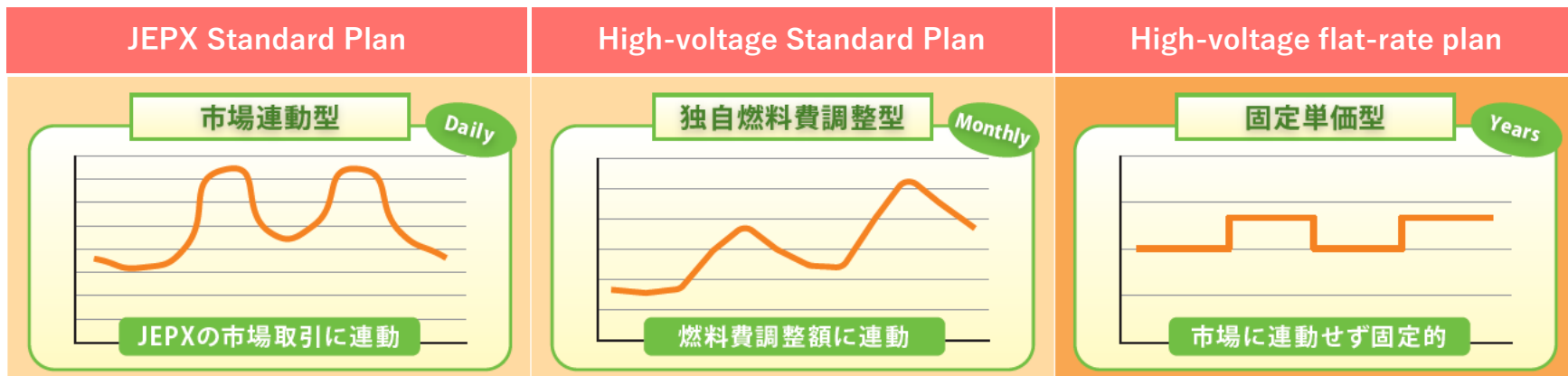
- Number of contracts: about 1,671 (about 208,000kW)
- Gradually switch from our own fuel cost adjustment system, which is a semi market-linked type, to a fully market-linked type, fixed unit price type.
- Since some large customers prefer fixed unit price, we will procure power sources through a mix of open markets and over-the-counter trading and supply electricity according to the customers' needs in the future.



The total contracted power increased significantly year on year due to the release of new plans. However, it slightly decreased compared to 4Q FY2022/23, resulting from the impact of the transition to a new rate structure in preparation for the capacity market starting in 2024.

Contracted power for high-voltage customers





- A plan in which the electricity rates for customers are linked to market prices (JEPX's area prices)
- For customers, the electricity rates become cheaper when market prices fall and more expensive when market prices rise



- **The Company can earn a constant revenue independent of market prices**

- A plan that adopts our own fuel cost adjustment system, different from regional electricity power
- As electricity is supplied to customers through a mix of JEPX (variable unit price power source) and over-the-counter trading (fixed unit price power source), well-balanced electricity prices are expected throughout the year



- **The Company can earn a constant revenue and hedge risks by independently adjusting fuel cost adjustment expenses according to the power sources procured**

- A plan in which the electricity rates for customers can be kept constant without being affected by market price fluctuations
- For customers, this plan is more expensive than a market-linked plan if the market prices are lower, but cheaper when market prices rise, and this is the best plan for customers who hope to avoid the risk of electricity rate fluctuations



- **The Company can control unit price setting and the number of customers to be accepted according to power sources through over-the-counter trading secured by the Company**



- Contracted power: less than 50kW
- Contract groups: Shops, restaurants, offices, households, etc.
- Electricity consumption is relatively flat with small consumption fluctuations over the 24-hour period

The Company's response status

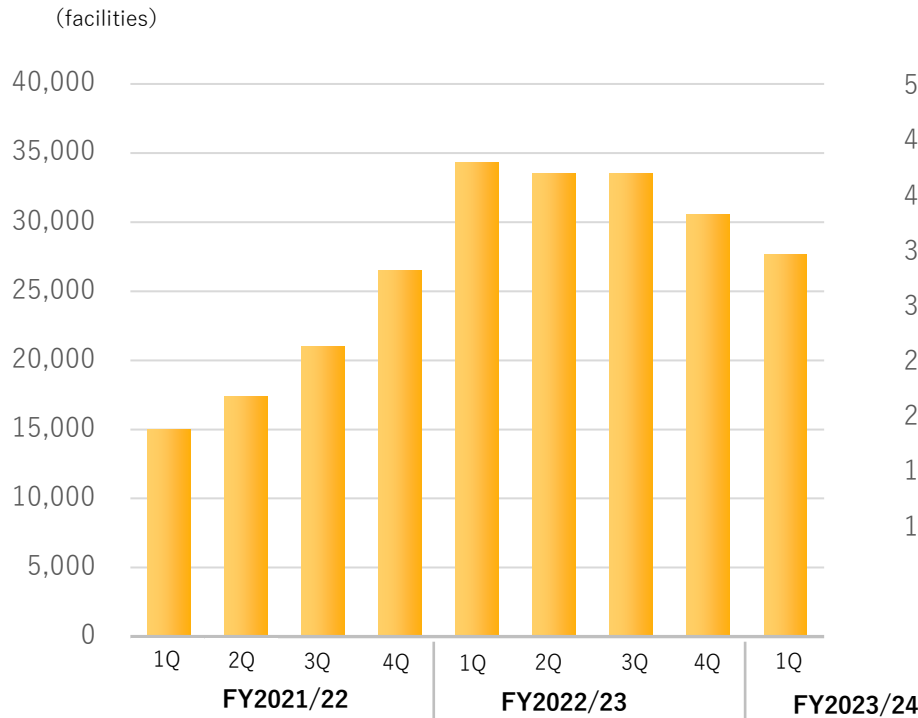
- Number of contracts: about 28,000
- Resume accepting new applications of low-voltage customers (general households)
- Power sources are procured through open markets
- All customers have switched to the market-linked plan



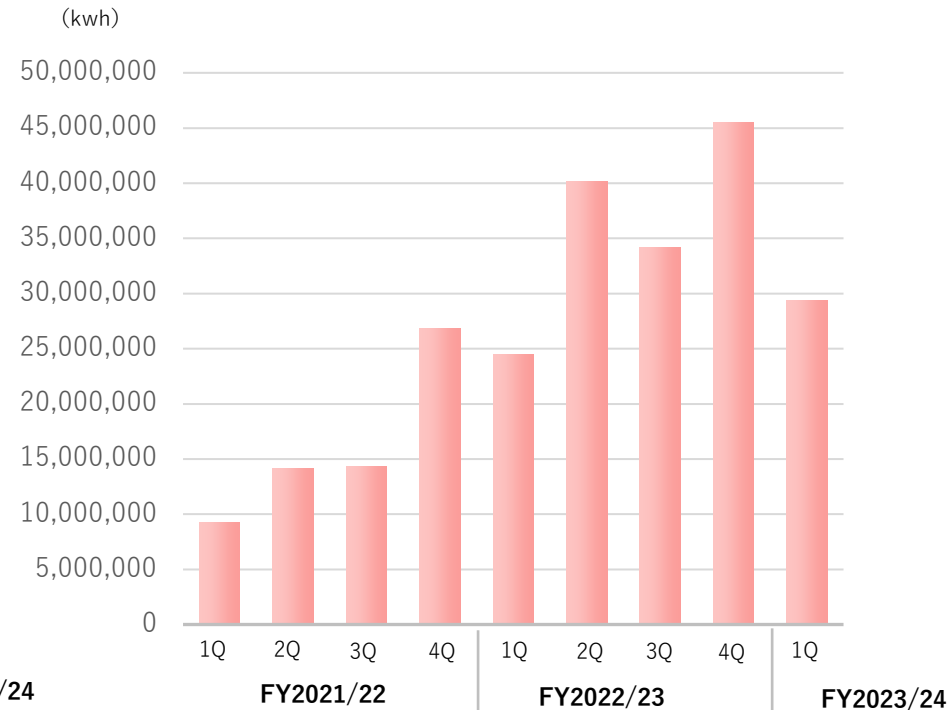
All customers have switched to market price-linked plans. Although the number of contracts slightly declined, electricity consumption rose year on year due to an increase in the ratio of low-voltage customers other than households.

Acquisition of low-voltage customers

No. of contracts



Amount of electricity used





Launch of one-stop solutions related to resilience

- Provide environmental services aimed at sustainable business continuity plans (BCP)
- Promote SDGs and BCP aimed at low carbon and self-production and self-consumption in times of disaster
- **Provide one-stop support for BCP formulation and implementation** to reduce soaring electricity rates and respond to large and prolonged

■ Examples of specific renewable energy, electricity rate reduction and BCP response

Home-use hybrid power storage system & solar modules

[Resilience response]

Install home-use power storage system and solar generation to provide energy



Industrial-use hybrid power storage system & solar modules

[Resilience response]

Install industrial-use power storage system and solar generation to provide energy



Emergency generators

[Disaster response]

Install emergency generators to provide energy in times of disaster





Home-use hybrid power storage system “remixbattery” obtained permission and certification.



Received JET Grid-interconnection Certification, third-party certification of product performance

What is JET Grid-interconnection Certification?

It is a third-party certification for product performance, such as product safety and quality. This certification will shorten the time required from application to approval in the interconnection discussions.

Registered as a product eligible for subsidies under the Projects for Supporting the Conversion of Detached Houses to ZEH, etc. in FY2023, following on from FY2022

ZEH

It refers to a house that effectively reduces annual energy consumption to zero or less by offsetting energy used at home against energy generated by solar power. With this registration, customers will be able to receive subsidies when installing remixbattery.



Launched sales of compact industrial-use hybrid power storage system for corporate customers such as factories and commercial facilities, which can be installed at low cost as well as store surplus electricity without waste.

停電でも事業を止めない!

中小規模に対応した最適な電気容量を提供

Three-phase 200V Hybrid Power Conditioner HYD 10kW

Industrial-use lithium-ion power storage system BTS E15

Industrial-use lithium-ion power storage system BTS E20



- Store efficiently surplus electricity from solar power generation and nighttime electricity to reduce electricity rates.
- Maintain power supply during power outages and other emergencies, providing business continuity measures.
- Power storage capacity can be selected in 10 kWh increments from 20 kWh to 280 kWh, the optimal power storage system to be introduced for small and medium-sized businesses.

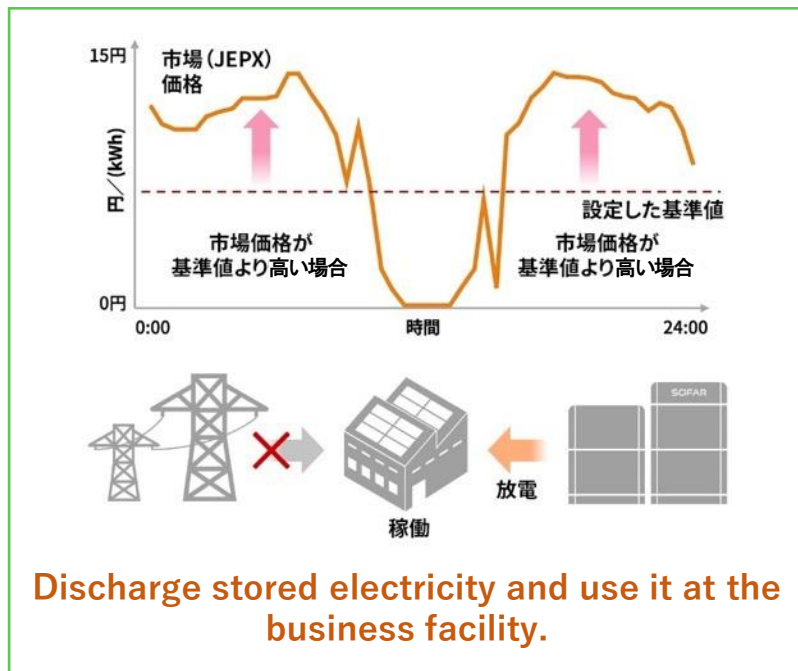


Filed a patent for **EMS the market (JEPX)-linked EMS**, effectively reducing electricity rates

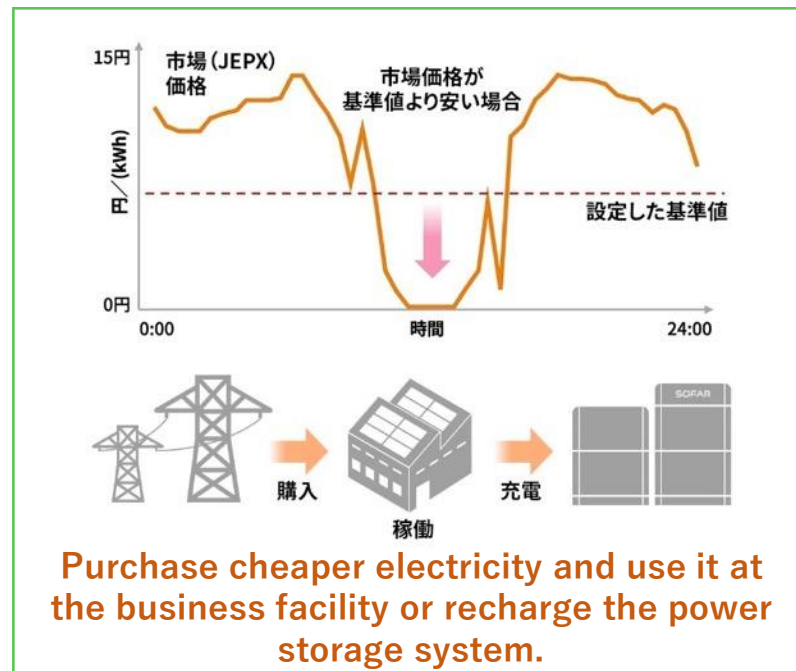
What is the market (JEPX)-linked EMS?

The system automatically obtains the next day's electricity market price announced by Japan Electric Power Exchange (JEPX) and automatically manages and executes operations to discharge or recharge. Power is discharged from the power storage system when the market price exceeds the predetermined reference price. The power storage system is recharged when the market price is lower than the reference price.

When the market price exceeds the reference price



When the market price is lower than the reference price



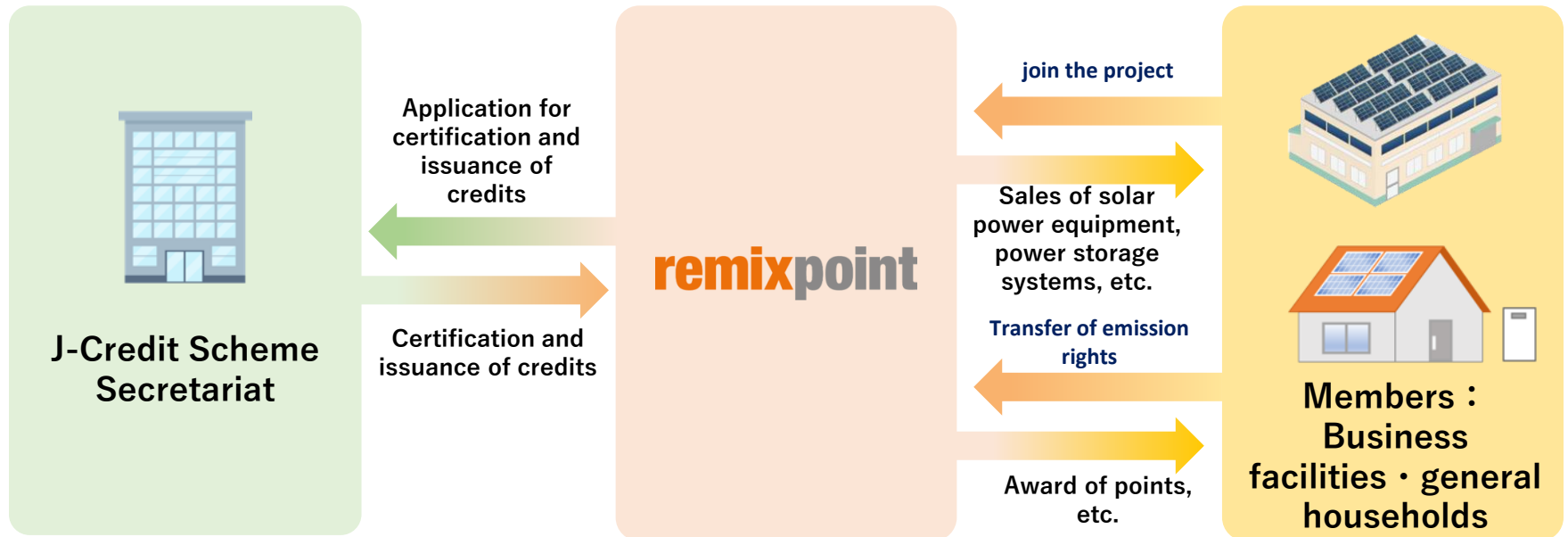
*For details, please see [“Market \(JEPX\)-linked EMS, effectively reducing electricity rates. Remixpoint, inc. and BlueMouse Technology Corporation jointly file a patent application.”](#), dated June 15, 2023.



Utilizing the J-Credit Scheme to promote the “Project for CO2 Reduction through the Introduction of Solar Power Generation Equipment”

What is the “Project for CO2 Reduction through the Introduction of Solar Power Generation Equipment” ?

The Company will create greenhouse gas emissions such as CO₂ reduced through using solar power generation equipment and power storage systems by members participating in the project as “credits” under the J-Credit Scheme. The credits created will be used as carbon offsets for the Company, and sales to member corporations or large corporations in need of credit will also lead to new revenue generation.



*For details, please see [“Following the project for households, “Project for CO2 Reduction through the Introduction of Solar Power Generation Equipment” for businesses has been registered under the J-Credit Scheme.”](#) dated July 18, 2023.



Supporting renewable energy and energy saving for companies through subsidy application support by capitalizing on our accumulated knowledge and know-how

■ Projects receiving subsidies

No. of awarded subsidies: **631** projects (from FY2013 supplementary budget to present)

Note: Projects receiving subsidies in FY2023 No. of awarded subsidies: 26 projects

(Results as of June 30, 2023)

■ Main subsidies awarded

- METI: Projects for Promoting and Supporting Energy-Saving Investment
- METI: Subsidy for Project Costs to Introduce Emergency Bulk Oil and Gas
- Min. of the Environment: Projects for Supporting CO2-Reduction Refurbishment of Private Buildings, etc.
- Min. of the Environment: Projects for Promoting Progressive Decarbonization Efforts at Factories and Workplaces
- Min. of the Environment: Resilience-Enhancing ZEB Demonstration Project
- Min. of the Environment: Projects for Promoting Price Reductions of Solar Power Generation Equipment, etc., to Achieve Storage Parity
- Min. of the Environment: Projects for Utilizing New Installation Locations for Solar Power Generation in the Regions (Farmland Operations)
- Min. of the Environment: Projects for Promoting Fluorocarbon-Free and Decarbonization of Freezers and Refrigerators Supporting the Cold Chain
- MIC : Distributed Energy Infrastructure Projects and the like

■ Registrations etc.

- Energy management business operator (Registered under the supplemental budget in FY2022)
- ZEB Planner (ZEB30P-00019-C)
- Support organization for SHIFT business



remixpoint

Company overview

Trade name	Remixpoint, inc.
Head office	Sumitomo Shin Toranomom Building, 4-3-9 Toranomom, Minato-ku, Tokyo, Japan
Established	March 2004
Equity capital	20 million yen (as of June 30, 2023, including legal capital surplus)
Subsidiary	Epsilon Holdings, Inc. · Jarvis, Inc
Fiscal year end	March
Special Advisor	Masaharu Hino (former Commissioner of the Financial Services Agency)
Board Members	Yoshihiko Takahashi, President, CEO and Representative Director Masato Akita, Director and General Manager, Resilience Division Fumimoto Takizawa, Director who is an Audit and Supervisory Committee Member Takehiro Takayama, Director who is an Audit and Supervisory Committee Member (Outside) Yoichi Yamada, Director who is an Audit and Supervisory Committee Member (Outside) Kenji Eda, Director who is an Audit and Supervisory Committee Member (Outside)

Businesses

- Energy business
- Resilience business
- Other businesses

Member organization, licenses and permits, etc.

- **Member organization**
 - Japan Electric Power Exchange (JEPX) Trading Member
- **Licenses and permits, etc.**
 - Electricity retailer: Registration No. A0090
 - Specified-Scale Electricity Utility (Power producer and supplier (PPS)): Registration No. 128
 - Energy management business Registered under the supplemental budget in FY2022
 - ZEB Planner: Registration No. ZEB30P-00019-C
 - Support organization for SHIFT business

- ① Numerical forecasts and future outlooks presented or stated in this document are based on judgments, assessments, and assumptions made using information currently in the possession of the Remixpoint Group.
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