

## Notification Regarding Launching Business at a subsidiary in Malaysia

ACOM CO., LTD. is pleased to announce that ACOM (M) SDN. BHD. (hereinafter, “ACM”), a subsidiary in Malaysia, started consumer finance business on September 1, 2023.

### 1. Overview of the Company

|                                 |   |
|---------------------------------|---|
| (1) Company Name                | ACOM (M) SDN.BHD.   |
| (2) Head Office                 | D-07-06 & D-07-07, MENARA SUEZCAP 1, KL GATEWAY, No.2, JALAN KERINCHI, GERBANG KERINCHI LESTARI, 59200 KUALA LUMPUR, MALAYSIA |
| (3) Representative              | Masahito Osawa (Dispatched from ACOM)   |
| (4) Date of Incorporation       | July 23, 2021 Friday  |
| (5) Capital Stock               | 32 million RM (approx. 1 billion yen)   |
| (6) Composition of Shareholders | 100% by ACOM  |
| (7) Business Outline            | Personal Loan Business  |
| (8) Business Region             | Metropolitan area in Malaysia   |
| (9) Business Starting Date      | September 1, 2023 Friday  |

### 2. Market Environment

In Malaysia, the standard of living is high nationwide not limited to the metropolitan area where we expect to develop our business, and with stable economic growth and population growth expected, strong demand for consumer funds can be expected in the future.

### 3. Background of Expansion

ACOM aims at ever-higher levels of convenience in markets all around the world, guided by our “Customers First” philosophy.

We believe that we can contribute to sound development in consumer credit market in Malaysia by leveraging ACOM’s expertise, and experiences cultivated in overseas subsidiaries’ operation.

Unlike the situation in Thailand and the Philippines where we already have a presence, it is a challenge for us under “a certain degree of matured economic conditions” and “various restrictions including maximum interest rates” in Malaysia. Through its expansion in Malaysia, we aim to further expand its overseas business in the future.

#### 4. Policy on Business Operation

As for lending business in Malaysia, there is a restriction that one business license is required per outlet. For this reason, the business will be operated from a single head office in Kuala Lumpur for the time being.

In November 2020, a business authorization system, allowing for online contracting of money lending business, has been initiated and we are currently applying for authorization as ACM. We are preparing to offer online completion services as soon as the authorization is approved.

#### 5. Impact on Business Performance

The Impact on business performance for the fiscal year ending March 2024 is negligible.

##### 【Reference】

Opening Ceremony (held on September 1<sup>st</sup>)



(From left: Ms. Pang Chia Tyng, Secretary of ACM, Mr. Osawa, Managing Director of ACM, Mr. Kinoshita, CEO of ACOM, Ms. Kusumoto, Director of ACM)



Headquarters building  
(the exterior of the head office)

##### Message from Masataka Kinoshita, CEO of ACOM

I think there are a lot of people who want to buy products or get services but don't have the means to pay for them, and give up that desire because of the lack of access to financial services in the world. We aim to respond to the customer's desires of "what they want" and "the services they would like to get" with speed and contribute to economic development in each country.

Malaysia is a young country, with an average age of 28.5, which is very young compared to 48 in Japan. I am attracted by a high level of interest in consumption. When I actually visit Malaysia, I found it to be not only a young but also a very energetic country.

I'd like to respond to those energetic people's needs of "what they want" and "the services they would like to get" through loan business.

Message from Osawa, Managing Director of ACM

Since 2017, we began to investigate the market in Malaysia, recognizing that it was a very attractive country to expand. Although there were some interruptions to our plans due to the impact from COVID-19, I'm glad to have the first day of business today.

From now on, we, ACM will promote our business based on its mission, "contributing to the realization of affluent personal life and to improving economic and financial business in Malaysia."