

(Reference Translation)

## **PILOT CORPORATION**

For Immediate Release

November 7, 2023

### Establishment of an Overseas Subsidiary

Pilot Corporation (hereinafter “the Company”) announces the establishment of a sales subsidiary named PT Pilot Pen Marketing Indonesia in the Republic of Indonesia. The decision to set up the subsidiary was made at a meeting of the Company’s Board of Directors held on August 7, 2023, and it was established on October 3, 2023. Details are as follows.

#### 1. Purpose of establishing the subsidiary

The Company and Pilot Group are striving to strengthen their operations and secure the top spot in the global market for writing instruments. As a part of this endeavor, the Company has established a sales subsidiary in Indonesia, which is considered to be a promising market, to boost sales and increase market share in the country.

#### 2. Outline of subsidiary

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|--------------------------------|--|
| (1) Official company name      | PT Pilot Pen Marketing Indonesia                                   |
| (2) Location                   | The special capital district of Jakarta, the Republic of Indonesia |
| (3) Representative             | Daisuke Sekitani, President and Representative Director            |
| (4) Business                   | Sale of writing instruments and other goods                        |
| (5) Capital                    | 23.0 billion Indonesian rupiah (approx. 210 million yen)           |
| (6) Equity stake               | Wholly owned by the PILOT Group                                    |
| (7) Established                | October 3, 2023  |
| (8) Business commencement date | December 21, 2023  |

#### 3. Financial impact

The establishment of the subsidiary will have a minor and insignificant impact on the Company’s consolidated financial results at this time. The Company will promptly disclose any future material developments on this matter.