

FY2023.Q3 Results briefing materials

Nov 9, 2023

SpiderPlus & Co.

Note: This document has been translated from the Japanese original (Nov 7,2023)*1 for reference purposes only.In the event of any discrepancy between this translated document and the Japanese original,the original shall prevail.

*1 : The Japanese original (Nov 7,2023)

<https://contents.xi-storage.jp/xcontents/AS81382/535a4edd/85b8/404e/b6cb/f705a921b159/140120231107581256.pdf>

DX in construction industry

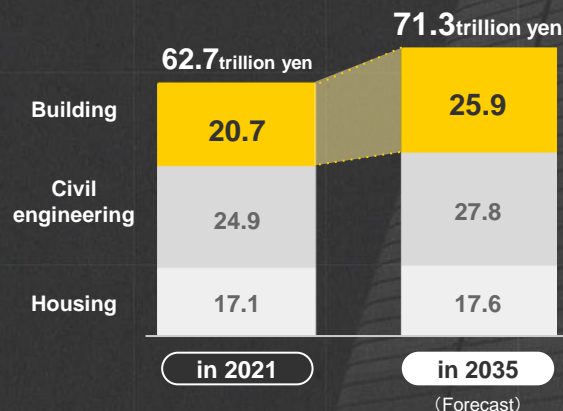
Construction

Technology

Construction DX market opportunities we recognize

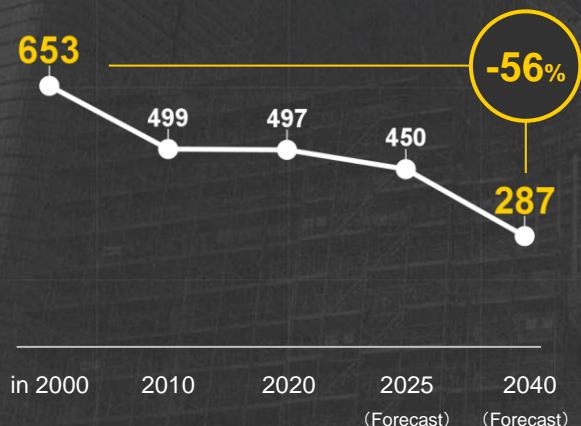
Expanding demand

Outlook for Construction Investment*1



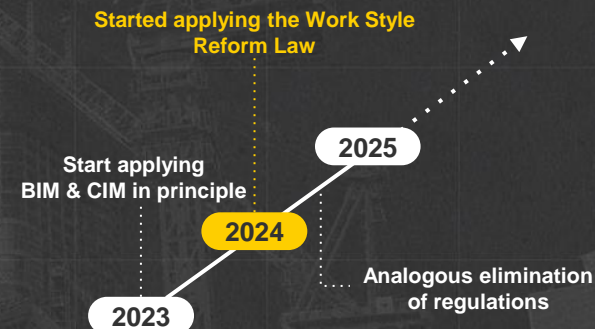
Decreasing workforce

Outlook for Number of Construction industry workforce*2



Turning point in 2024

Policies to accelerate DX*3

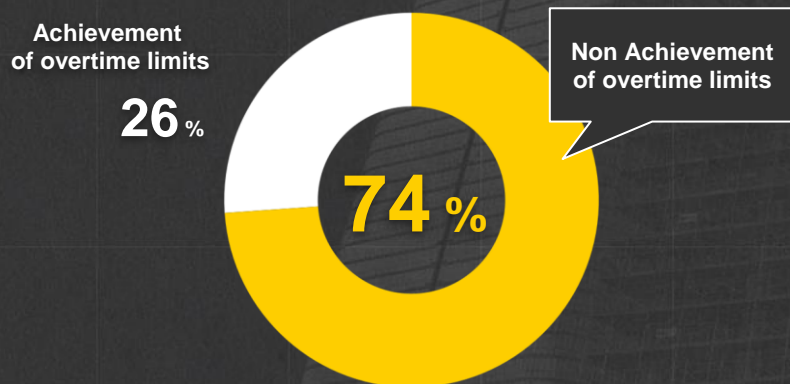


*1~3 : Sources are listed in the "Other Reference Materials" section of this document.

Status of compliance with overtime limit regulations coming in April 2024

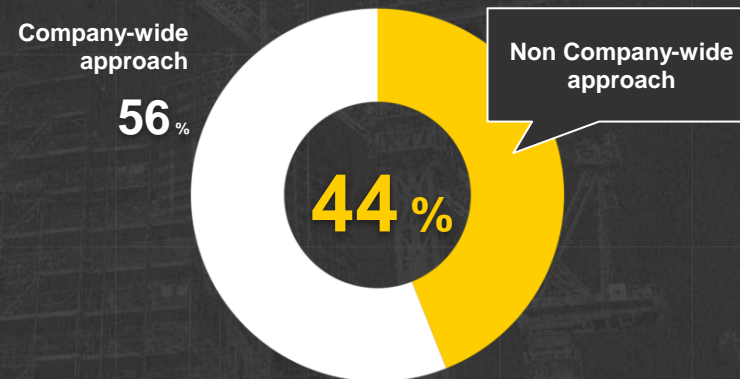
Status of compliance^{*1}

Productivity improvement is essential
for regulatory compliance



Status of DX approaches^{*2}

DX approaches will be in full swing from now on



*1: (Excerpts from the Japan Federation of Construction Contractors' Association's "Member Company Working Hours Survey Report FY2022 (July 2023)," N: 81 companies, survey results for 24,202 non-supervisory personnel. Nikkenren (abbreviation of Japan Federation of Construction Contractors Associations) defines membership as having an annual average of at least 10 billion yen in completed construction work for prime contractors over the last two years.

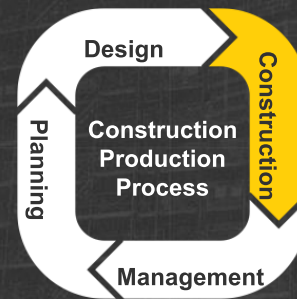
*2: (Excerpted from "Productivity Improvement Promotion Outline: FY2022 Follow-up Report (September 2023)," Japan Federation of Construction Contractors Associations.

SPIDERPLUS, a DX service that improves operational efficiency at construction sites



Site management SaaS for large-scale sites

Etc. of buildings, condominiums, and retail facilities



Construction Company

General contractor
(Site Supervision)

General contractor
(Site Supervision)

Cooperating
companies
(Chief)

Process of Construction

Plan

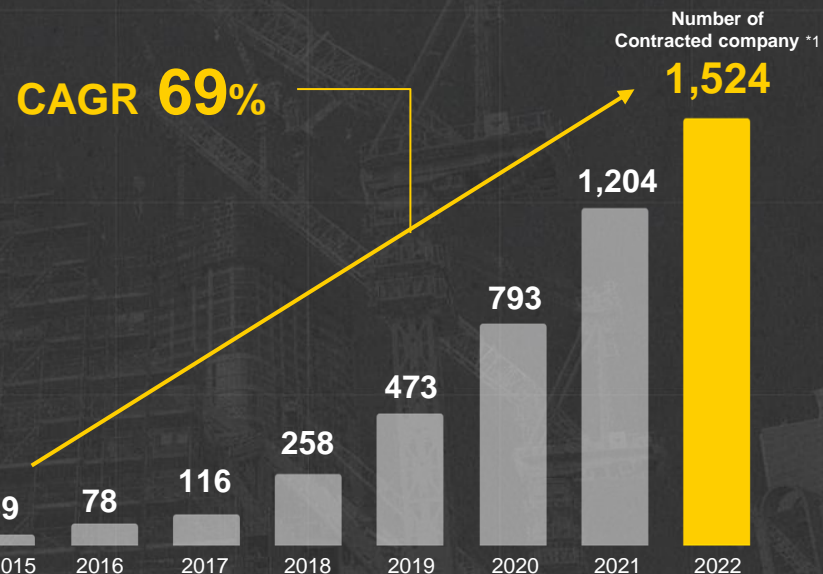
Construction

Inspection

Correction

Introduced by a top runner in the construction industry SPIDERPLUS network continues to expand

Introduced by a leader in the construction industry



*1: Figures for the numbers of companies adopting the system are the results of companies adopting SPIDERPLUS at the end of Dec.

FY2023.Q3 Highlights

1. **FY2023.Q3 Highlight**
2. **FY2023.Q3 Financial Highlight**
3. **Business Progress**
4. **Appx.About SPIDERPLUS**

Highlight

Business

Construction DX market is about to expand with the application of the overtime work limit regulations coming up in six months.

Productivity improvement phase of investment has largely completed, and now entering the scale expansion phase.

Result

Sales growth accelerates to YoY +30% while losses decline.

Toward achieving 5 billion yen ARR at the end of FY 2024.

KPI

Net sales (Accounting period)

827 millions of yen
YoY Growth **+30%**

ARR

3,279 million of yen
YoY Growth **+27%**

Company

1,763
YoY Growth **+22%**

ID

65,937
YoY Growth **+18%**

ARPU

4,145 yen
YoY Growth **+8%**

Churn rate

0.7%

Cumulative Sales	ARR	Company	ID	ARPU	Churn rate
Good	Neutral	Good	Good	Neutral	Good

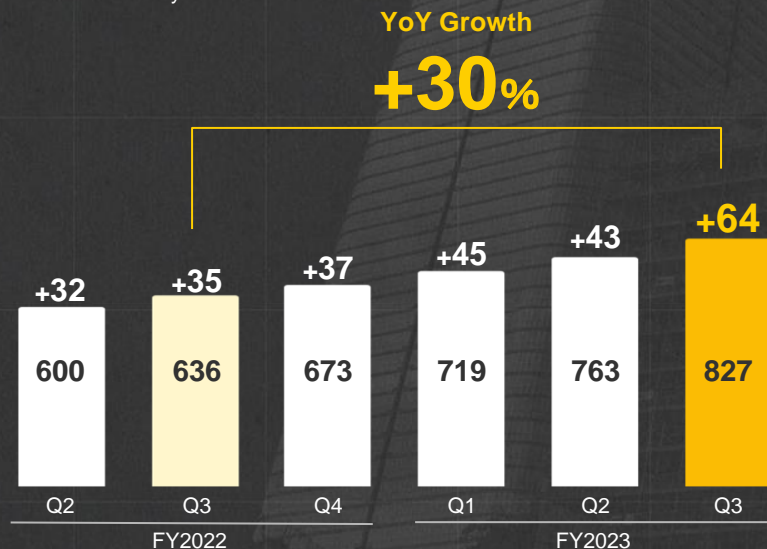
*1: "Very Good", "Good" and "Neutral" represent our view of performance. Each words denotes the results compared to the forecast and the growth rate as follows. "Very Good":A word for representing greater-than-expected results. "Good":A word for an item that has been improved or not anticipated. "Neutral":A word for lower-than-expected results. "Bad":A word for representing a significant decline in value or a net decrease in value

Results

Productivity improvement phase for DX market expansion after April 2024 has generally be completed,
Advance measures for the scale expansion phase starting in FY 2024.

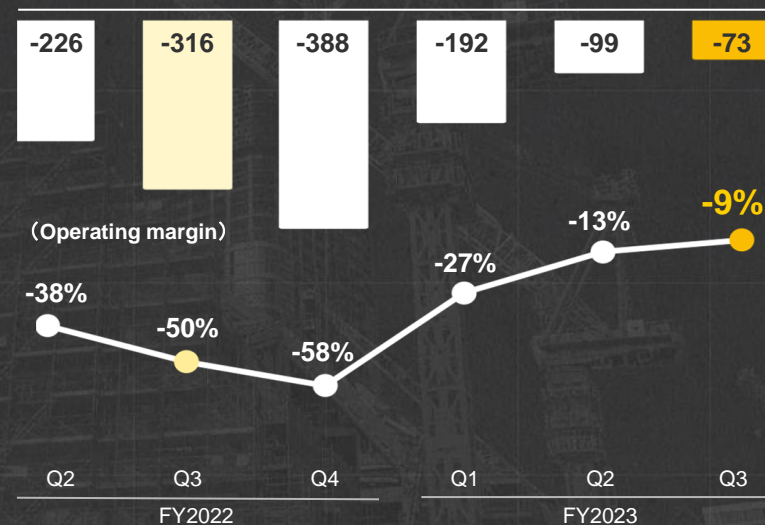
Net sales

Unit : Millions of yen



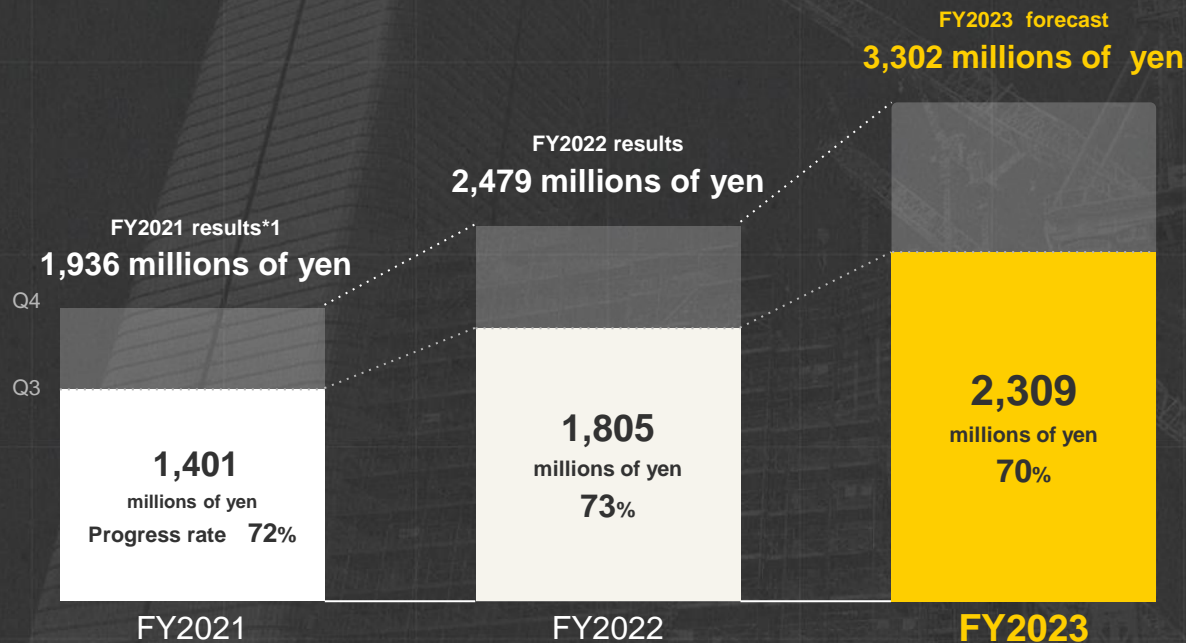
Operating Income

unit : Millions of yen



Progress of sales forecast

Sales growth is expected to accelerate toward FY2023.Q4.



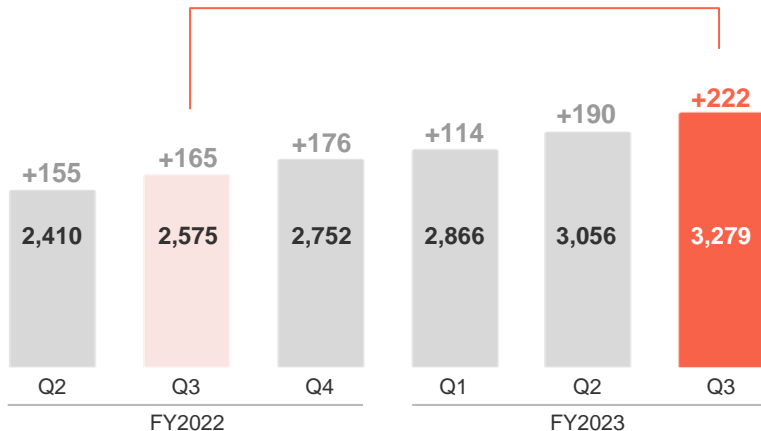
* 1 : FY2021 only show sales from ICT business (because the engineering business was transferred in Jan. 2022 and ICT business is a single segment from FY2022).

Growth driven by sales expansion of optional functions through measures to penetrate key customers.

ARR*1

Unit : Millions of yen

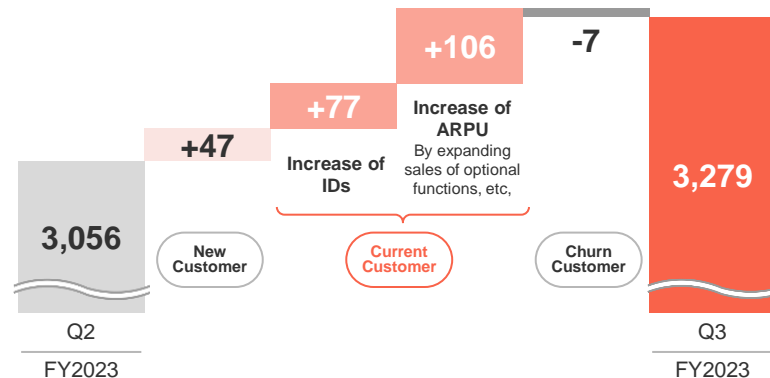
YoY Growth
+27%



Analysis of ARR changes*2

Unit : Millions of yen

Progress in cultivate and penetrate key customers



*1: ARR is calculated by multiplying the monthly MRR of the end of each quarter (the total amount of monthly usage fees that do not include temporary revenue at the end of the month of the target month) by 12 (annualized).

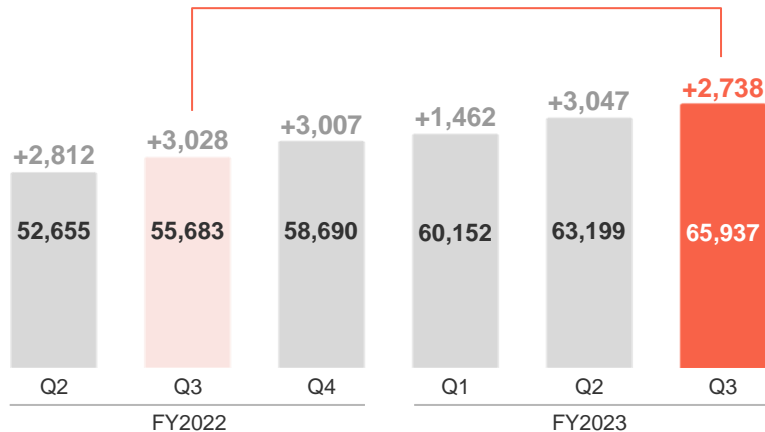
*2: New customers refer to customers who newly introduced SPIDERPLUS during this disclosed quarter, existing customers refer to customers who continued from the end of the previous quarter to the end of this disclosed quarter, and cancelled customers refer to customers who made full churns during this disclosed quarter

Number of IDs steadily increased at a pace exceeding the year-end target of 68,000 IDs.
ARPU growth rate increases each quarter (Forecast of year-end landing: approx. 4,300 yen) .

IDs

Unit : ID

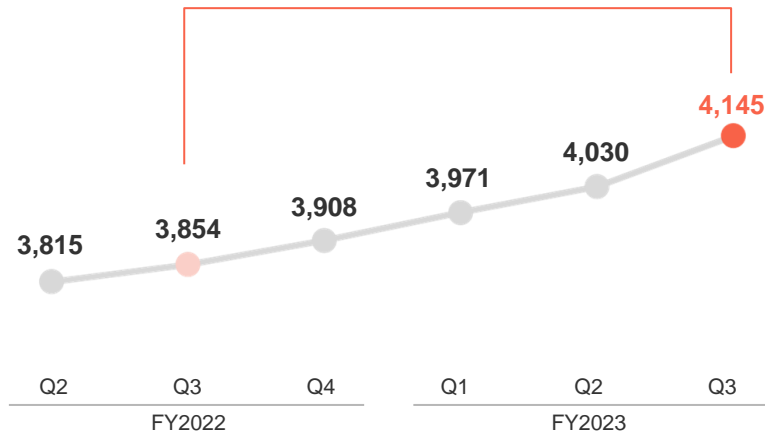
YoY Growth
+18%



ARPU*1

Unit : yen

YoY Growth
+8%



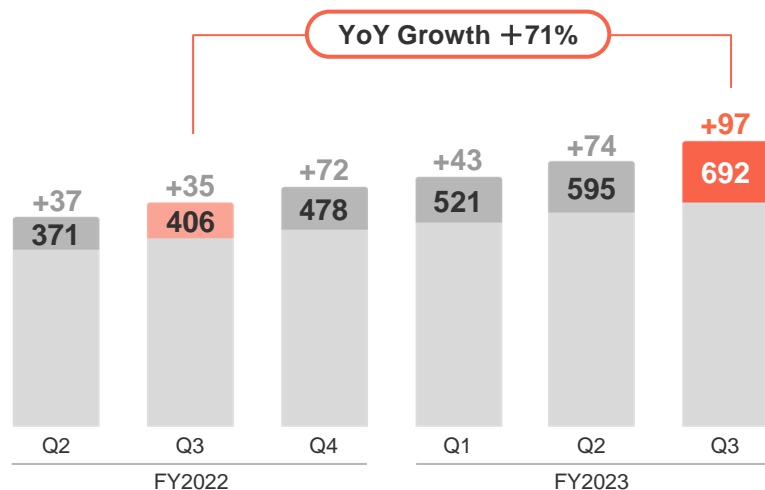
*1: Represents the contract unit price for ID units and is calculated based on "MRR ÷ ID numbers" at the end of each quarter.



Site visits and thorough use of data further accelerate the pace of introduction of optional functions.

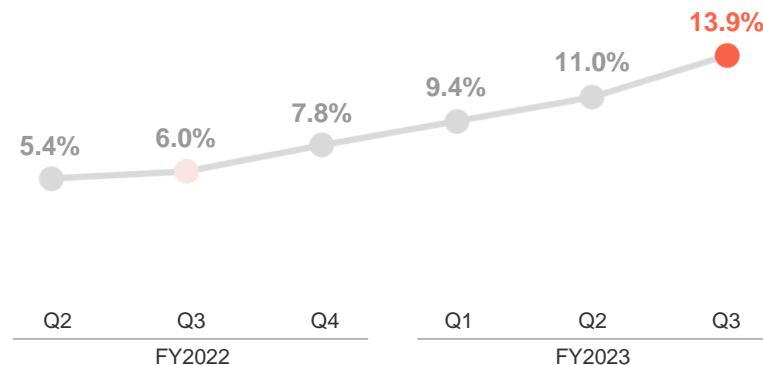
Steady increase in ARR of optional function

■ : Option function ARR ■ : ARR excluding option function
Unit : Millions of yen



Optional features essential for increased productivity

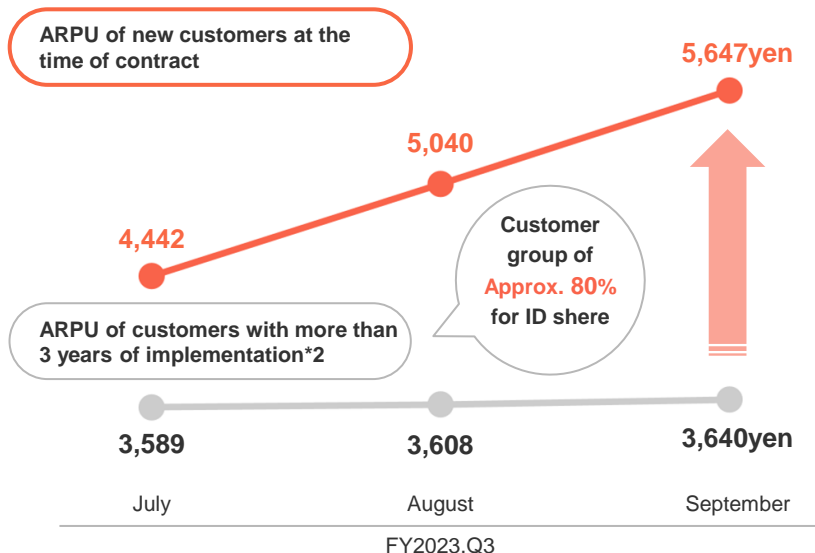
Percentage of all ID that use Punch List management function^{*1}



*1: See "Appx.About SPIDERPLUS" in this document for details on tPunch List management function.

Growth potential of ARPU from the introduction of optional functions for large customers with a long term of implementation.

Growth potential of ARPU

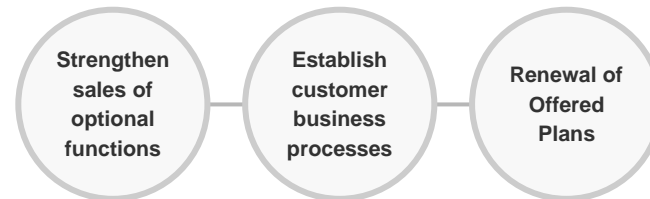


*1 : ARPU excludes server usage fees

*2 : ARPU for customer groups that have been in place for more than three years as of the end of September 2023.

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Growth strategy



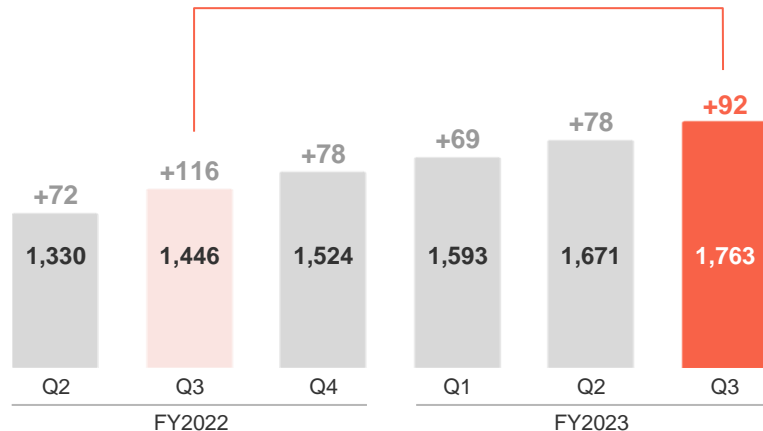
- Strengthen sales of optional functions that can be utilized by all customers
- Thorough support and onboarding until customers are able to successfully use the SPIDERPLUS, from on-site study sessions to the drafting of SPIDERPLUS's manuals.
- Provides a packaged set of functions to achieve higher levels of productivity improvement

Measures to expand the sales network, including the establishment of branch offices, have led to increased adoption by small and medium-sized companies across the Japan.

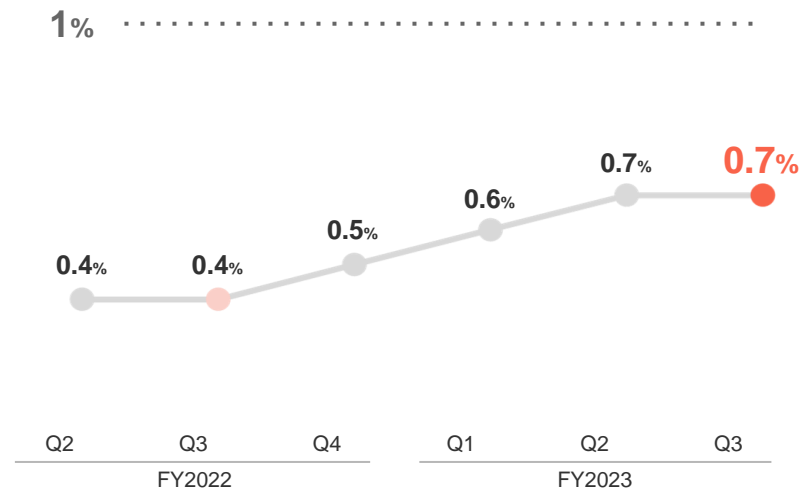
Company

Unit: company

YoY Growth
+22%



Churn rate*1



*1: The churn rate is the churn rate for the number of companies. The monthly churn rate is the average of the most recent 12 months. The churn rate for each month is calculated based on the number of cancellations in the current month divided by the number of contracted companies as of the end of the previous month.

FY2023.Q3 Financial Highlight

1. FY2023.Q3 Highlight
2. **FY2023.Q3 Financial Highlight**
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Financial Highlights

Productivity improvement measures in preparation for the expansion of the construction DX market were generally implemented.

Profitability is expected to increase, and the deficit is expected to be smaller than projected.

Unit : Millions of yen	FY2023.Q3 Cumulative period	YoY	FY2023 Forecast
Net sales	2,309	+27.9%	3,302
Operating loss	-365	—	-698
Ordinary loss	-375	—	-732
Net loss	-382	—	-739
Cash balance	2,946	—	—
(Reference) Number of employees	252 persons	+15persons*1	Approx. 260 persons

*1 : The increase in the number of employees is indicated by the increase from the end of FY2022 employee count of individuals.

Income Statement

Unit : Millions of yen (rounding down to the nearest unit)	FY2023.Q2 Accounting period	FY2023.Q3 Accounting period	From the previous quarter	FY2022.Q3 Cumulative period	FY2023.Q3 Cumulative period	Year on year
Net sales	763	827	8.4%	1,805	2,309	+27.9%
<i>Of which, stock income</i>	737	800	+8.5%	1,772	2,242	+26.5%
<i>Stock income ratio</i>	96.7%	96.8%	+0.1pt	98.2%	97.1%	-1.2pt
Gross profit	487	537	+10.3%	1,115	1,483	+33.0%
Gross profit margin	63.8%	65.0%	+1.2pt	61.8%	64.2%	+2.5pt
SGA cost	586	611	+4.3%	1,868	1,848	-1.1%
Operating loss	-99	-73	—	-753	-365	—
Operating profit margin	-13.0%	-8.9%	+4.1pt	-41.7%	-15.8%	+25.9pt
Ordinary loss	-100	-80	—	-769	-375	—
Loss before income taxes	-100	-80	—	-638	-375	—
Net loss	-102	-83	—	-643	-382	—

Overview

Operating loss also narrowed and operating margin improved due to increased sales both YoY and in the last quarter.

Net salesGross profit margin

Steady increase in stock revenue (YoY +26.5%).

Gross profit margin

YoY + 2.5pt, Last quarter + 1.2pt.

SGA cost

SG&A expenses increased from the previous quarter, mainly due to an increase in recruitment-related expenses.

Unit: Million yen (rounding down to the nearest unit)	FY2020	FY2021	FY2022	FY2023.Q3
Cash and deposits	469	4,196	3,044	2,946
Other current assets	351	512	497	490
Current assets	820	4,708	3,542	3,436
Software	3	2	558	487
Software in progress	—	381	183	218
Other fixed assets	80	334	510	478
Fixed assets	84	717	1,252	1,183
Total assets	905	5,426	4,794	4,620
Borrowings	266	178	443	519
Other liabilities	230	626	666	644
Total liabilities	496	804	1,109	1,164
Total net assets	408	4,622	3,684	3,456
<i>Equity ratio</i>	<i>45.1%</i>	<i>85.2%</i>	<i>76.8%</i>	<i>74.8%</i>

Overview

We will continue our strategic advanced investment based on a stable financial base, shareholders' equity ratio reached 74.8%.

Cash and deposits

Net cash provided by operating activities was negative due to advanced investment, but the balance of cash and deposits in FY2023.Q3 was 2,946 millions of yen.

There are 1,450 millions of yen line of credit for overdrafts, etc. (as of the end of Sep. 2023)

Software/software in progress

Mainly invested of SPIDERPLUS renewals development.

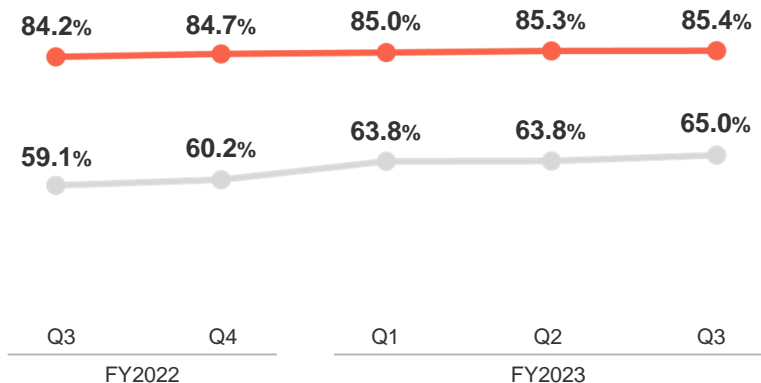
Debt

Borrowing through 150 millions of yen overdraft to increase working capital on hand.

Marginal profit ratio*₁ remained stable at around 85% and gross profit margin improved to 65%.

Marginal Profit Ratio and Gross Profit Margin

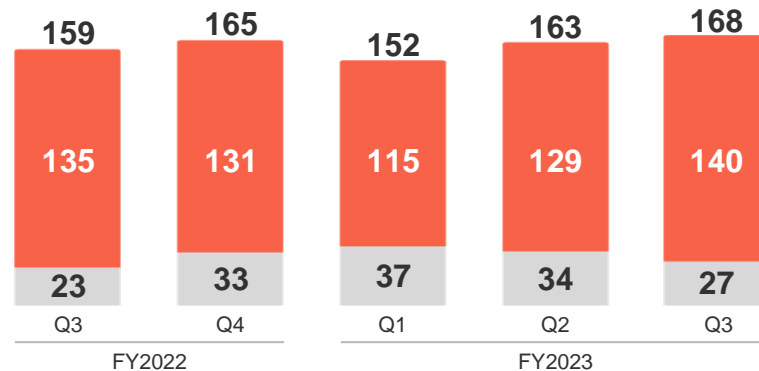
●:Marginal profit ratio ●:Gross profit margin



Breakdown of Fixed Costs*₂

■:Development personnel expenses*₃ ■: Other fixed costs Unit:Millions of yen

Fixed costs mainly consist of depreciation related to SPIDERPLUS renewals development.(FY2023.Q3: Other fixed costs decreased due to a 5 million yen reversal of provisions).



*₁: Marginal profit is "Net sales-Communication expenses (Cost of sales)-Commissions paid (Cost of sales)," and marginal profit ratio is calculated as "Marginal profit ÷ Net sales."

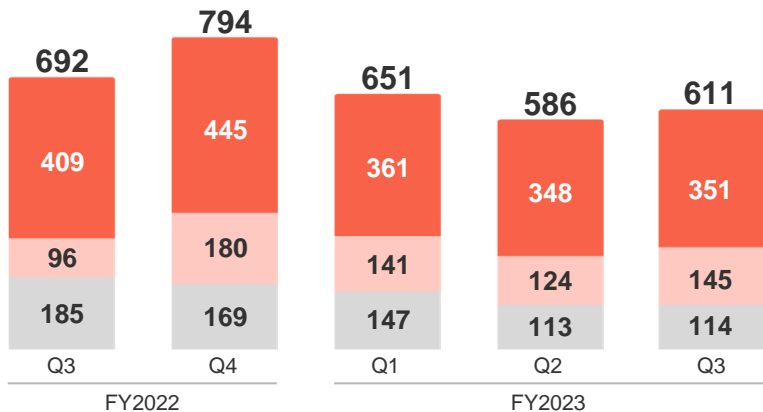
*₂: Only fixed costs in cost of sales, not including SG&A expenses.

*₃: Includes expenses related to outsourcing (including SES) and temporary staffing, in addition to permanent employee human rights expenses. Other fixed costs are based on our accounting classifications used for administrative purposes.

Strengthening the sales organization will be a result, increasing S&M's investment efficiency.
To achieve full-year black figure in FY2025 while systematically making investments to expand the scale of operations.

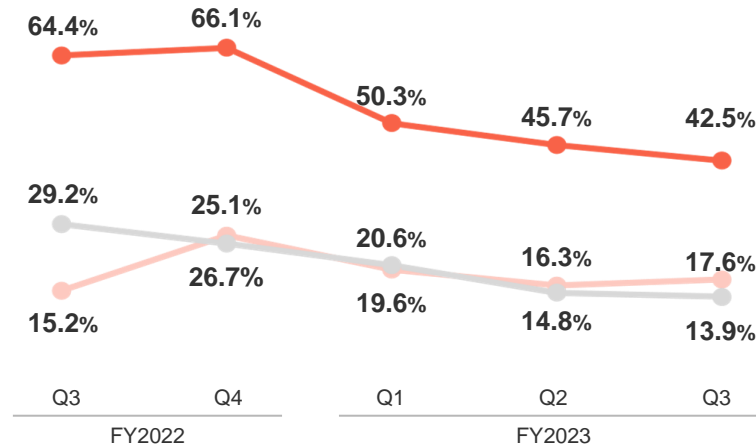
SG&A expenses*1

■ : S&M ■ : R&D ■ : G&A
Unit : Millions of yen



SG&A ratio*2

■ : S&M*2 ■ : R&D ■ : G&A
Unit : %



*1: Each configuration is a management accounting structure. S&M, R&D, and G&A are abbreviations and are described in detail in "Other Reference Materials" in this document.

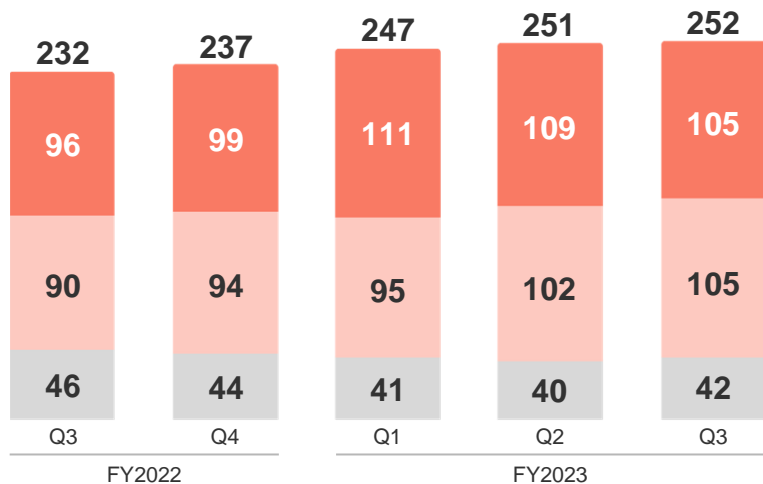
*2: FY2023.Q2 has partially revised the allocation standard for shared expenses.

Status of advanced investment (Human Capital investment)

Strategically execute personnel assignments and departmental reorganization to improve organizational productivity.
Maintain high productivity and systematically expand hiring looking to expand market share.

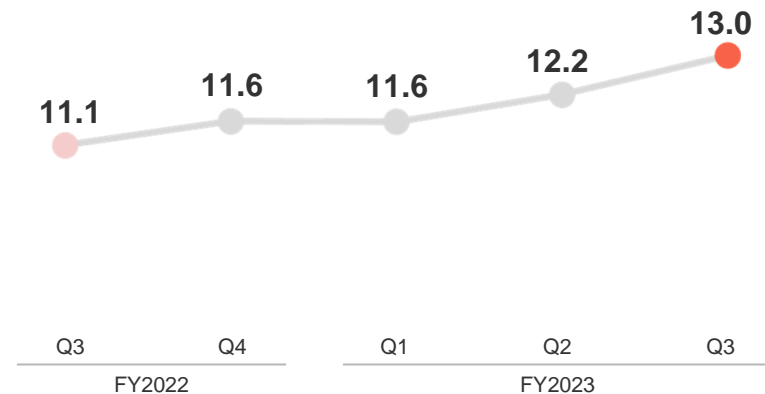
Number of employees

■ : S&M ■ : R&D ■ : G&A



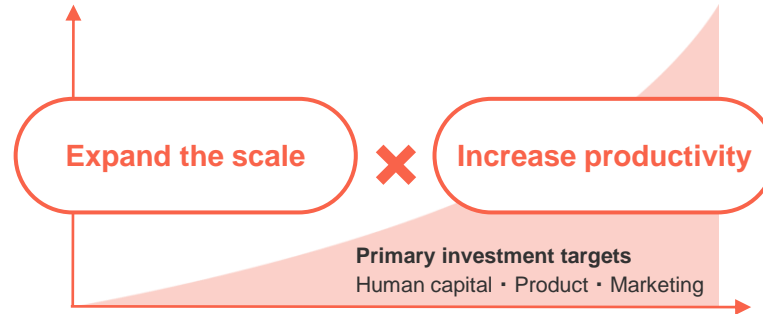
ARR per employee

Unit : Millions of yen





The DX market in the construction industry, which is both massive and undergoing a transformative phase. Become a market leader in construction DX by achieving both expand of scale and increase productivity.



Phase of expanding the scale

Disciplined and focused on our unique Network effects and investing to enhance our competitive advantage

Scale > **Productivity**



Phase of increase productivity

Focus on investments that increase productivity in order to maximize the results of "Scale investments"

Scale < **Productivity**

Business Progress

1. FY2023.Q3 Highlight
2. FY2023.Q3 Financial Highlight
- 3. Business Progress**
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Business Progress

Advance measures for the scale expansion phase starting in FY2024

Sales

Organization



Network



Product

New



BIM

linkage



Global

Cultivation



Strengthening the sales organization has resulted in improved sales efficiency and expanded the sales network to increase market share.

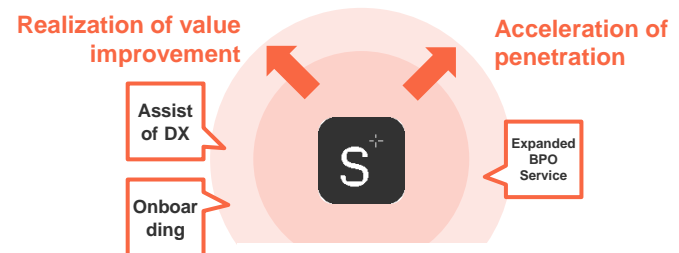
Sales strategy of FY2023

Highly efficient sales strategies to ensure that rapidly expanding DX needs are acquired.



FY2023.Q3 Topics

- Net ARR per salesperson increased 1.2x YoY
- Developed sales partners and established Sendai sales office.
- Expanded BPO services for deeper utilization of SPIDERPLUS
- Strengthened support system to thoroughly assist customers with DX



* 1 : FCalculated by dividing the net increase in ARR at the end of Q3 FY2023 and Q3 FY2022 by the number of S&M headcount as of the same dates.

Release a number of products that are highly demanded by Key Customers.

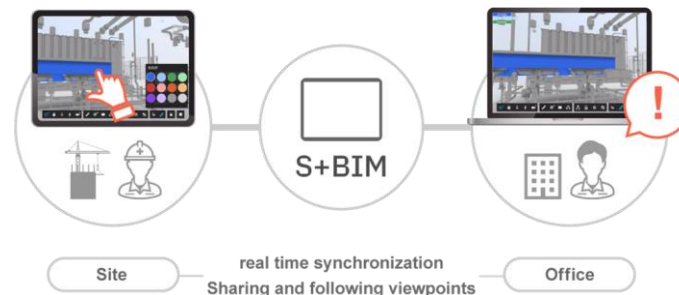
Product strategy of FY2023

Incorporate site management expertise into our products and build product value that only SPIDERPLUS can provide



FY2023.Q3 Topics

- Release of BIM linkage function expected to expand Use in site management
- Co-develop new functions that combine knowledge and technology with HASEKO Corporation, which is strongly promoting DX.
- Linkage with BLuE, a measurement record support system developed by KANDENKO Co., Ltd. a major player in the electrical equipment construction industry



Started network building in focus countries and preparation for establishment of branch offices.

Global Expansion Policies

Focus management resources on priority countries with a view to establishment of branch offices.



FY2023.Q3 Topics

- Introduction is progressing in focus countries, especially among major Japanese companies
- Strengthened relationship with NTT Communications Corporation group company*1 based in Thailand as a sales partner
- Began developing local companies by participating in exhibitions in Thailand.



* 1 : Mobile Innovation Company Limited (located in Bangkok, Thailand).

Growth Story^{*1}

Creating the construction sites of the future with customers by reliably grasping social issues

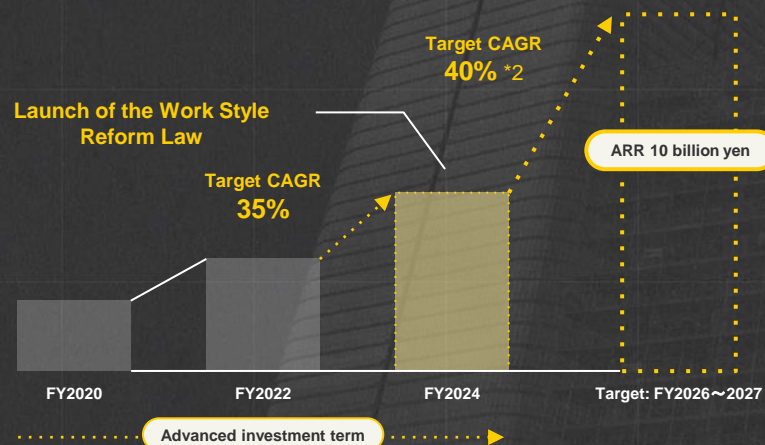


*1: ARR 5 billion and ARR 10 billion are medium-and long-term forecasts and are not guarantees of future results or performance. This forward-looking statement involves known and unknown risks and uncertainties that may cause actual future results and financial condition to differ materially from any future results or outcomes expressed or implied by the forward-looking statements.

Medium-Term Plan Policy*1

Early achievement of ARR of 10 billion yen

Effectiveness of advanced investment and
Accelerate growth by capturing growth in DX demand through application of the law



Building a highly profitable financial structure

Losses narrowed due to moderate human investment.
Milestone in achieving full-year profitability in FY2025

	FY2021 Actual*3	FY2022 Actual	FY2023 Earnings forecast	Medium term Financial model
Gross profit margin	63%	61%	Over 60%	65~70%
SGA cost ratio	87%	107%	80~85%	35~40%
Operating income margin	-24%	-46%	-21%	20~30%
Reference: Number of employees (YoY)	187 employees (+75)	237 employees (+50)	Approx. 260 (+30)	

*1: Forward-looking statements about ARR objectives and financial modeling are medium-to long-term prospects and are not guarantees of future results or performance. This forward-looking statement involves known and unknown risks and uncertainties that may cause future results and outcomes to differ materially from those anticipated.

*2: Indicate the target growth rate if ARR 10 billion yen is achieved in FY2026.

*3: Calculated by deducting items related to engineering business transferred in Jan. 2022 from corporate profit and loss.

Appx.About SPIDERPLUS

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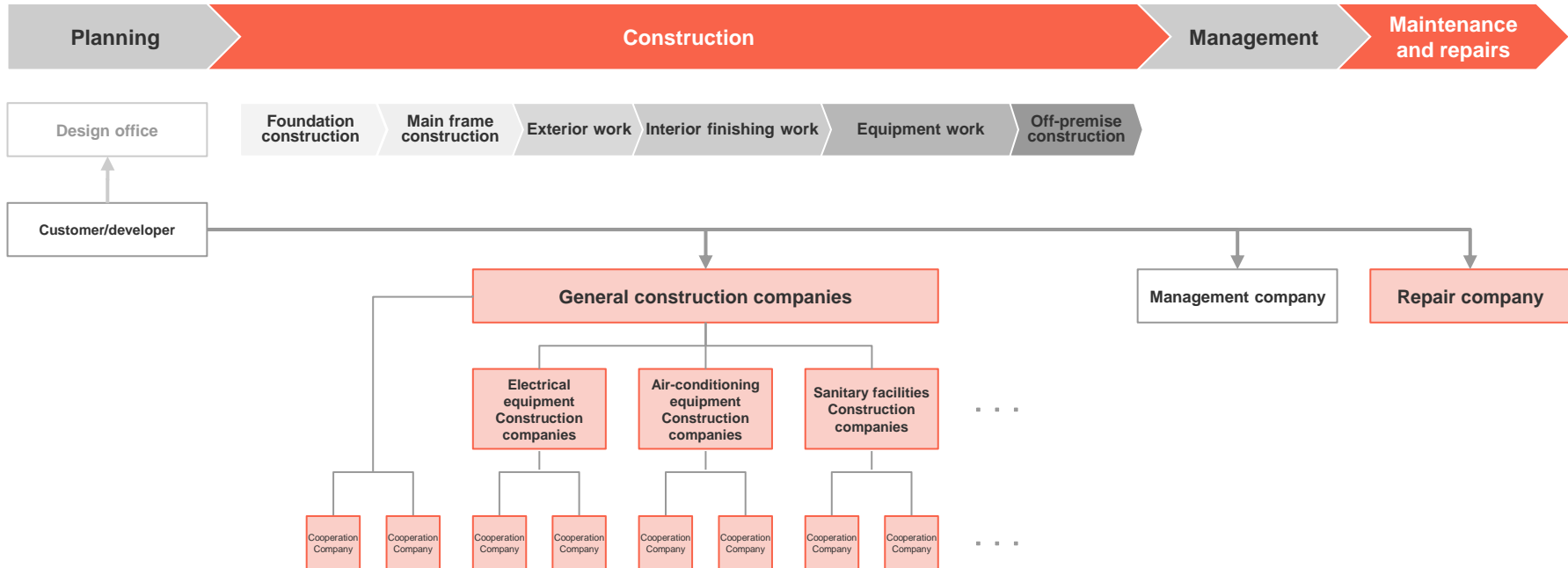
DX services to improve productivity in the construction industry



Use of SPIDERPLUS



Products used in large-scale construction sites, such as buildings and condominiums
 Completed on a SPIDERPLUS basis, from in-house construction management to information-sharing
 between businesses



Use of SPIDERPLUS



Drawing

Drawing mistake occurred
because the latest drawing was
not known.



For SPIDERPLUS

The latest drawings are known
at a glance to prevent



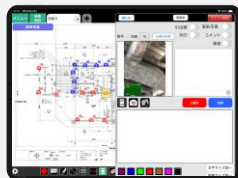
Photo

Where did you take a
photograph?
Do not know



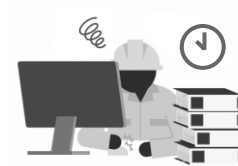
For SPIDERPLUS

Photographs are linked to
drawings, Quickly know where
you took a picture



Inspection

To vendor-specific corrective
instructions
It takes time to make



For SPIDERPLUS

Easy output of list of
corrective items and corrective
instructions for each vendor



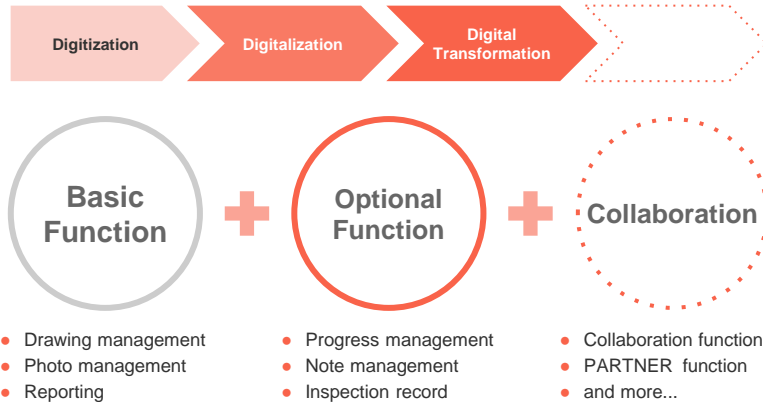
Why SPIDERPLUS is chosen



Ability to respond to DX needs and a system to deal with customers "until they are ready to use it".

Many functions have been developed over the past 10 years

Provides functions to meet various DX needs in building construction, electrical work, and HVAC and sanitary work



Onboarding and Customer Support

We understand this because we are from the construction industry ourselves. the importance of thorough support.

From how to use to case studies of other companies

Instant resolution of problems

Anytime, Anywhere
Find out how to use



study meeting

Support Center

portal site



Become the best partner of construction sites

50% reduction in operating efficiency and labor savings



In the air-conditioning and
sanitary construction industry
Major companies
(Listed on TSE Standard)

- Construction quality inspection work completed with 1 app
- **Feeling that the time required for work has reached around 1/2-1/3**
- 1 test was possible, which used to be required by 2 people.

500 hours of operation per year



Be based in Hokkaido
More than 100 years old
General construction
companies

- In 2018, a short-term committee was established, and SPIDERPLUS was introduced in the same year.
- **Successful reduction of approximately 500 hours per year for all users**
- To the tremendous technological capabilities and assets that will enable the company to survive if it works efficiently and accumulates knowledge and knowledge



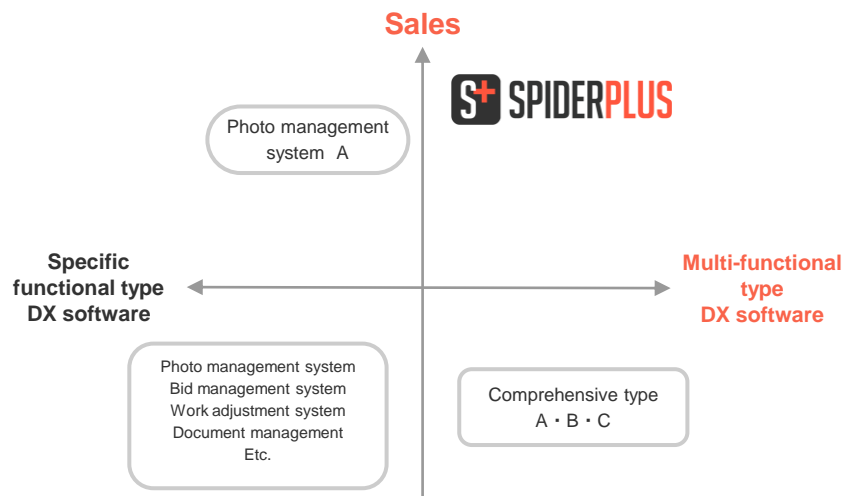
No. 1 share of sales as construction management software

Customer base mainly with major companies in the industry

General contractor • Developer

Sub contractor

Positioning in the Construction DX Industry



1:Sales figures for each service are compiled by referring to "Market Trends of Construction Management Solutions," "Market Trends of Photography and Drawing Management Solutions" in the "Market Outlook for Con-Tech (Construction Tech) Solutions 2022 Edition (published in Jan. 2023)" by Deloitte Tohmatsu Economic Research Institute, and a research company report on individual competitors.

Benefits of the introduction of SPIDERPLUS



Indispensable" presence at construction sites outside of Japan

Recommended for both Japanese and local construction companies



Yurtec
YURTEC VIETNAM CO., LTD.



- What used to take three people to do can now be done by one.
- Use free time for technical reports, identifying problems, etc.
- It is very useful for streamlining operations, ensuring accuracy of records, sharing information, and reporting and approving construction progress.

Active on site at a large semiconductor-related facility in Taiwan



清水建設



- Creation of photo forms has reduced operational efficiency by 70%.
- Utilizing BPO services allows on-site staff to focus on construction management tasks.
- Expectations where the technical level of the local staff will be complemented.

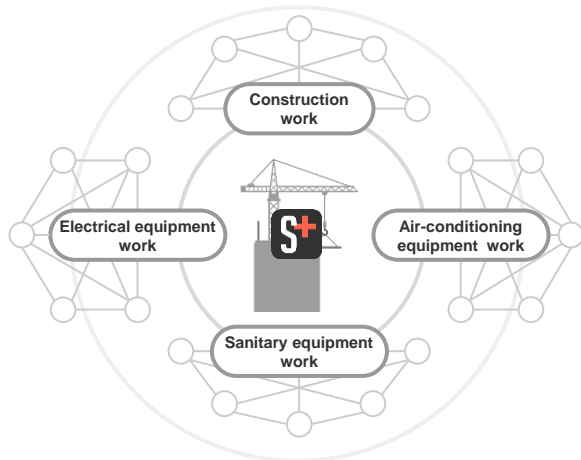


It is precisely because of the construction sites involving many builders
DX of "entire site" through collaboration between businesses

Collaboration between constructors

Information-sharing and instruction reports between constructors
can be made SPIDERPLUS

New site management methods will be generated from digital collaboration with
SPIDERPLUS.



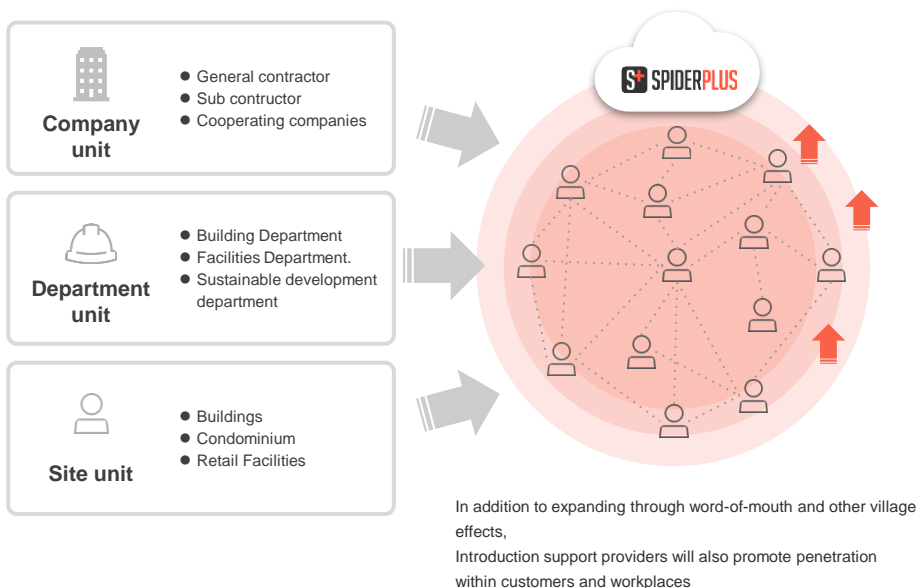
DX examples for the entire site

SPIDERPLUS chosen as a unified tool for construction sites
In real time with frequently occurring design changes and progress reports



SPIDERPLUS's Network effects

As the number of users increases, information sharing is promoted within customers and on-site, and the value of use is increased.



Growing Use Value through Network effects

On-Customer

Internal unification and standardization of construction management operations

By digitizing business processes, visualize the work of people and implicit knowledge

On-site

DX of "Site unit" through collaboration between businesses

DX not only within the company but also on a site basis can be made through design/specification changes and information-sharing between businesses on the status of progress

Our inherent networking effectiveness in generating LTV and CAC savings

Continuity

Churn rate

Acceleration of penetration

NRR

Efficient expansion

Sales efficiency

People working at large-scale construction sites

Per 10 thousand m2 of building floor space
Condominiums constructed with a total of about 40,000 persons*1

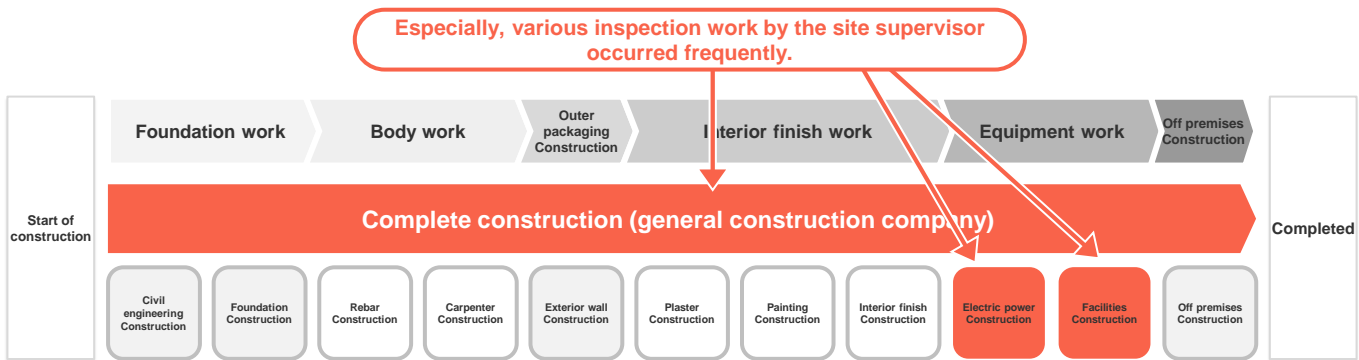
The total number of skilled workers required to complete the building is said to be 4-5 per square meter of building floor space. In the case of a condominium with a total building floor area of 10 thousand square meters, a total of approximately 40,000 skilled workers will be involved.

"Site supervision operations" require instructions to each skilled worker and various inspections, and are extremely burdensome on operations.

Examples of RC buildings with 13 stories above ground/80 units



Structure/Floors/Units	RC built 13 stories above ground/80 units
Total skilled workers	Approx. 40 thousand
Number of on-site supervisors (assumed)	20-30 people
Construction period (assumed)	1 year and a half to 2 years
Construction cost (assumed)	2 billion yen



*1: (1 Company) Tokyo Construction Dealers Association, published on Sep. 19, 2013, from "Minna no Construction Q&A50"

On-site supervision of large-scale construction sites

Work content of site supervision

It is basically "on-site supervision" to use SPIDERPLUS.

Construction, equipment, and electricity companies have on-site supervision, and record enormous amounts of photographs and inspection data for each process.

Example of a schedule for 1 day of site supervision

(SPIDERPLUS can be utilized for operations in red areas)

Time	Work Details
7:30	Site arrival
8:00	Morning assemblies (confirmation of the contents of transport and construction work on the day)
8:30	Task digestion in the morning (homework, new admission education, etc.) Site patrols (to check the progress of construction)
10:00	Break (if possible)
10:30	Site patrols, handling of transport, etc.
12:00	Lunch break
13:00	Lunchtime (confirmation of next day's delivery and construction work)
13:30	Site patrols, material inspections, etc.
15:00	Break (if possible)
15:30	On-site patrols (drawing and document creation with vacant time)
17:00	Confirmation of completion of regular work On-site residual work and clerical work
19:00	Meetings (mainly for process verification and for lunchtime only the next day, but for longer-term processes)
20:00	Clerical work
21:00	Close of business



Photograph of sleeve

Sleeve mounting is the main construction work of the framework facilities and electrical work companies. Install a cylindrical sleeve in advance to the part where the piping penetrates the wall or floor so that the hole is opened even when concrete is poured. Since sleeves are buried in concrete placing, full-number shooting is the basis for the prescribed certification.



Inserts

Inserts are installed together with sleeving during body construction. During interior work, air conditioners and pipes are hung on the ceiling with bolts. The nuts for inserting the bolts are the inserts. A considerable number of inserts are required for all construction, equipment, and electrical work.



Pipe gradient photograph

Basically, the piping should have a constant gradient to prevent backflow.

There are regulations on the necessary steepness depending on the type, size, and application of the pipes, and photographs are required as evidence of the achievement of the standards.



Fire prevention compartment penetration processing photograph

A fire-prevention division to prevent the total burning by delaying the fire even slightly when a fire occurs. Piping that penetrates the wall beyond this zone must be specially constructed, i.e. the zone treatment. In principle, the entire number of photographs is taken for plot processing, because if there is a & even 1 place that is hidden in the ceiling, there is no significance of the plot.



About Punch List management function

Optional function for digitizing progress management of "rework (corrective work)" in quality control, etc.

About function

- Correction progress can be checked on drawings and tracked until completion of correction
- Automatically lists the points to be pointed out for each subcontractor, eliminating the need to sort requests.



POINT 1 All constructor can use

Construction

Electric

A/C

POINT 2 Progress at a glance

R pointed → G in progress → blue completed

POINT 3 Completion of tedious forms in just a few clicks

- List of remaining works
- List of Unapproved
- List of Industries
- List by Due Date etc.

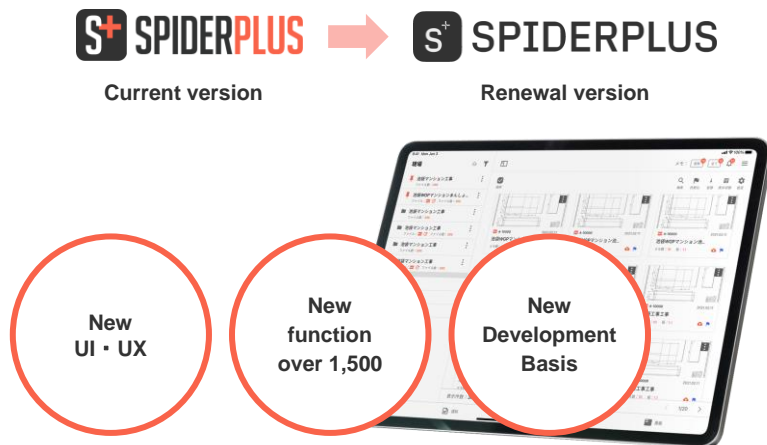
Ongoing renewal of SPIDERPLUS project



Products that form the foundation for medium-to long-term growth
Migration from the current version of SPIDERPLUS will be phased in starting in 2024

What is the renewal version

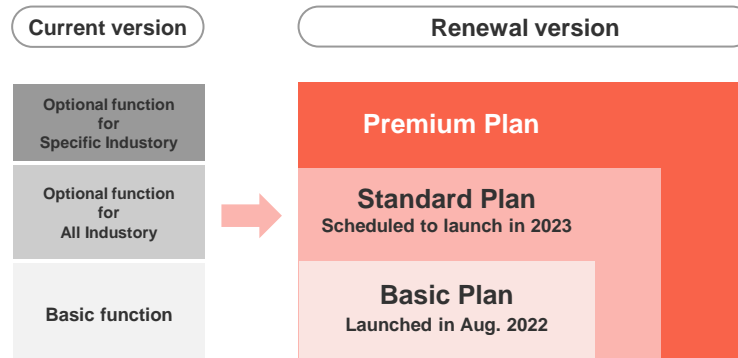
By eliminating technology liabilities accumulated over 10 years,
Reborn SPIDERPLUS



Status of provision

Currently, the renewal Basic Plan is being provided only for
specific industries.
Sequential transition from the current version from 2024

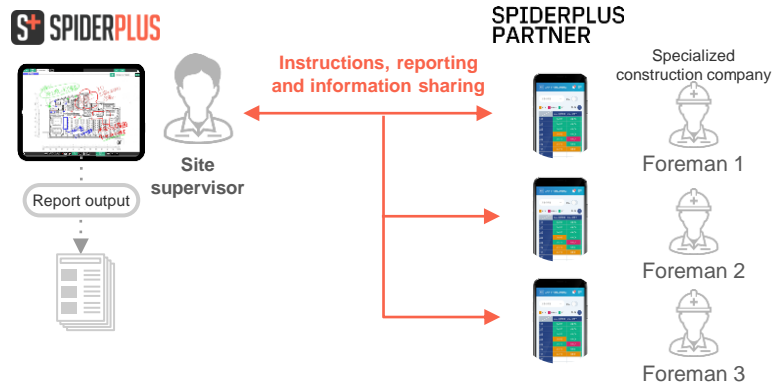
Image of the plan provided



Develop products and services that also improve efficiency in peripheral operations
for construction management

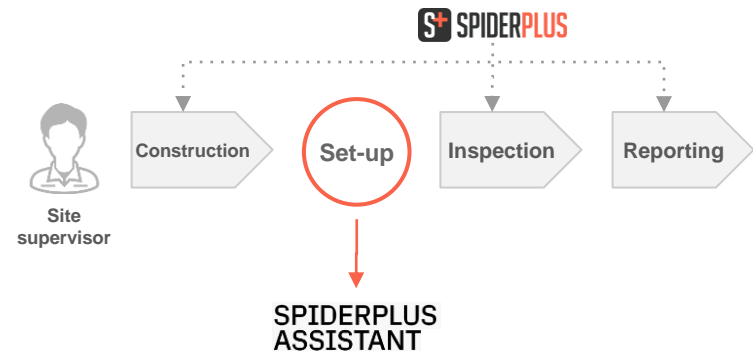
SPIDERPLUS PARTNER

- Optional function to reduce communication costs for site supervisors managing specialty contractors
- Completion of inter-company operational reports that occur "daily," "many times," and "many times" on SPIDERPLUS



SPIDERPLUS ASSISTANT

- BPO servicing to prepare (set up) inspection tasks, which take several hours
- Reduce the burden of preparatory work, such as registering detailed drawings on SPIDERPLUS required prior to inspections and marking inspection locations.





1. IR site

<https://spiderplus.co.jp/ir/>

2. Business plan & Growth potential

<https://contents.xj-storage.jp/xcontents/AS81382/a1d316a2/1731/46da/9391/541673536721/140120230331541162.pdf>

3. IR Official X

<https://twitter.com/spiderplusir>

4. IR Official note

https://note.com/sp_ir/

Statistical data references, etc.

P3 : Statistical data listed in “Construction DX market opportunities we recognize”

*1: Prepared by us from "Medium-to Long-Term Forecasts for Construction Investment (Forecast to FY2035)" by the Research Institute of Construction and Economy, Inc. (Announced on Mar. 26, 2021) and "Forecast for Construction Investment for FY2021" by the Ministry of Land, Infrastructure, Transport and Tourism. 2035 The forecast for the fiscal year is based on the estimated value of an early economic recovery from the new Coronavirus by the Research Institute of Construction and Economy.

*2: Based on the Nikkei BP "Construction Tech Future Strategy" published on Mar. 16, 2020, the Ministry of Internal Affairs and Communications 2015 "Basic Summary of Working Conditions, etc." and the Ministry of Land, Infrastructure, Transport and Tourism "Construction Investment Prospects for FY2020 (FY2020)," we independently estimate that there will be a shortage of construction workers if domestic construction investment of 63 trillion (Prospects) for FY2020 will remain at the same level until 2040.

*3: Ministry of Land, Infrastructure, Transport and Tourism, "How to Promote the Application of BIM/CIM Principles in FY2023 (Mar. 2, 2021)" and Digital Agency, "Progress in the Comprehensive Revision of Regulations in the Context of Digital Principles and Acceleration of Initiatives" (Oct. 27, 2022)

P22 : Abbreviation details of “SG&A expenses”

S&M : Abbreviation of Sales and Marketing. "Total of personnel expenses, advertising expenses, sales commissions, etc. and related common expenses related to the sales department including marketing" for each quarterly accounting period.

R&D : Abbreviation of Research and Development. "Total amount of personnel expenses, etc. related to the development division and related common expenses" for each quarterly accounting period.

G&A : Abbreviation of General and Administrative. "Total Corporate Division Expenses and Related Common Expenses" for each quarterly period.



This material contains forward-looking statements. These forward-looking statements are based on information as of the date hereof. These statements are not guarantees of future results or performance. Such forward-looking statements involve known and unknown risks and uncertainties that may cause actual future results and financial condition to differ materially from any future results and results expressed or implied by the forward-looking statements.

Factors that could cause results to differ materially from those discussed in these statements include, but are not limited to, changes in domestic and international economic conditions and trends in the industries in which we operate.

In addition, information regarding matters and organizations other than ours is based on publicly available information, and we have not verified the accuracy or appropriateness of such publicly available information and there can be no assurance.

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