

Consolidated Results of Operations for the Six Months Ended September 30, 2023

November 14, 2023

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

remixpoint



Energy business



Resilience
businesses



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

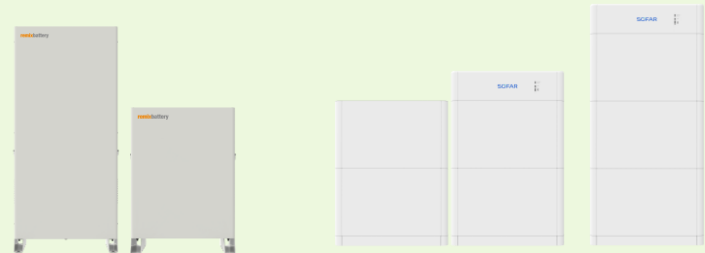


Resilience business

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

remixbattery

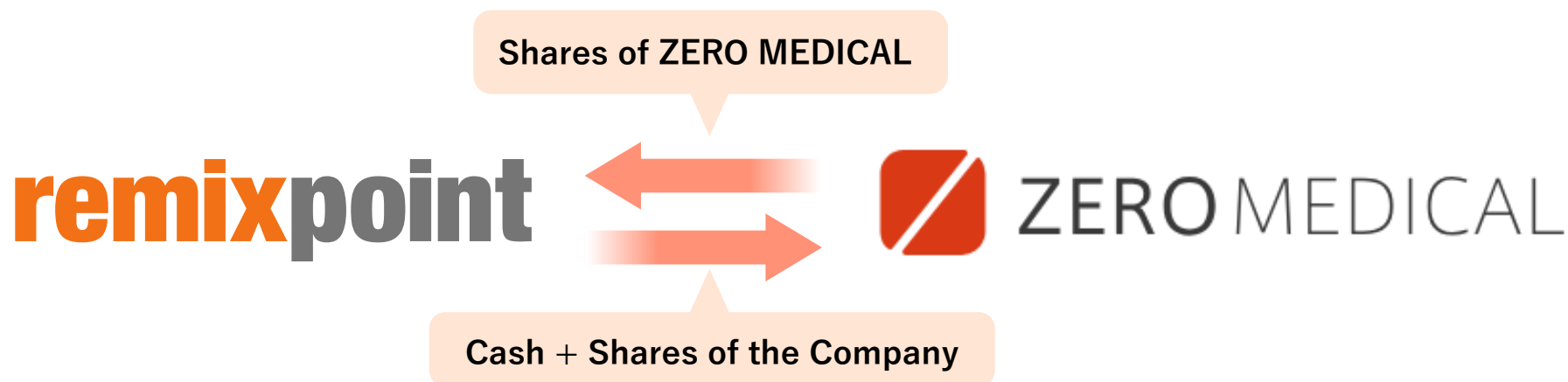
- Sales of the Company’s original, hybrid-type home-use power storage system, “remixbattery”
- Sales of industrial-use lithium-ion, three-phase 200V hybrid power storage system



- Consulting on obtaining subsidies and other kinds of financial assistance

Acquisition of ZERO MEDICAL, INC. as a wholly-owned subsidiary

The Company resolved to make ZERO MEDICAL, INC. a wholly-owned subsidiary through a share exchange



- Both companies will contribute to a sustainable society together, the Company from the standpoint of **Environment** and ZERO MEDICAL, INC. from the standpoint of **Society**
- Maximizing each other's trading network, human resources and business know-how will lead to the expansion of business share and the creation of new revenue opportunities, which will contribute to the increase of corporate value

* For details, please see [Notification Concerning Acquisition of ZERO MEDICAL, INC. as a Wholly-owned Subsidiary through Simplified Share Exchange](#)," dated October 26, 2023.

Necessary to society, has value in society, and is in harmony with society



Pursuing its business to solve social issues mainly in the areas of health and welfare

Health

Medical Institution Management Support Business

- Management consulting specialized for dental and medical clinics

Web Creating Business

- Creation and operation of websites designed for sales support of dental and medical clinics
- Provision of web creation services utilizing AI chatbots

Media Business

- Planning, operation and creation of Internet media specialized in medical care

Welfare

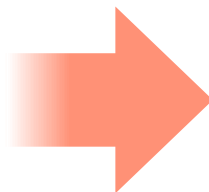
Welfare Business

- Operation of after-school and other day care service facilities for children with special developmental needs
- Operation of Support for Continuous Employment (Type B) service facilities

**Contribute to
a sustainable society
by striving to solve
social issues centered
on health and
education**

Aim to acquire 10% of the customers in the medical industry by leveraging the Company's strength

- The Company will **expand the sales channels** for energy-saving products, such as storage batteries and power generators, as well as new electric power, by utilizing the trading network including 3,000 active customers acquired by ZERO MEDICAL, INC. through its medical and welfare businesses
- ZERO MEDICAL, INC. will **seek to acquire more customers** as **a total consulting company for the medical industry** by utilizing the Company's resources and providing energy solutions



* Reference

- Static/Dynamic Survey of Medical Institutions and Hospital Report, Ministry of Health, Labour and Welfare of Japan (as of October 1, 2022)
- Status of applications for opening veterinary medical facilities, Ministry of Agriculture, Forestry and Fisheries of Japan (as of December 31, 2022)

Six Months Ended September 30, 2023 Results Summary

Results for the Six Months Ended September 30, 2023

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 2Q	FY2023/24 2Q
Net sales	Total	15,669	10,155
	Energy business	11,599	9,703
	Resilience business	256	349
	Others	3,813	102
Operating profit	Total	▲513	868
	Energy business	▲414	1,222
	Resilience business	▲3	14
	Others	350	6
	Business segment adjustment	▲446	▲374
Ordinary profit		▲356	829
Profit attributable to owners of parent		3,946	900

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

Topics

Energy business

- In 2Q FY2023/24, the average JEPX price significantly decreased year on year. As a result, the unit sale prices of the market price-linked plans decreased, leading to a year on year decrease in sales.
- The Company was able to secure a constant amount of profit through an appropriate transfer of the risk of fluctuation of power source prices to electricity sales prices. As a result, operating profit for the six months ended September 30, 2023 was 1.22 billion yen.

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)

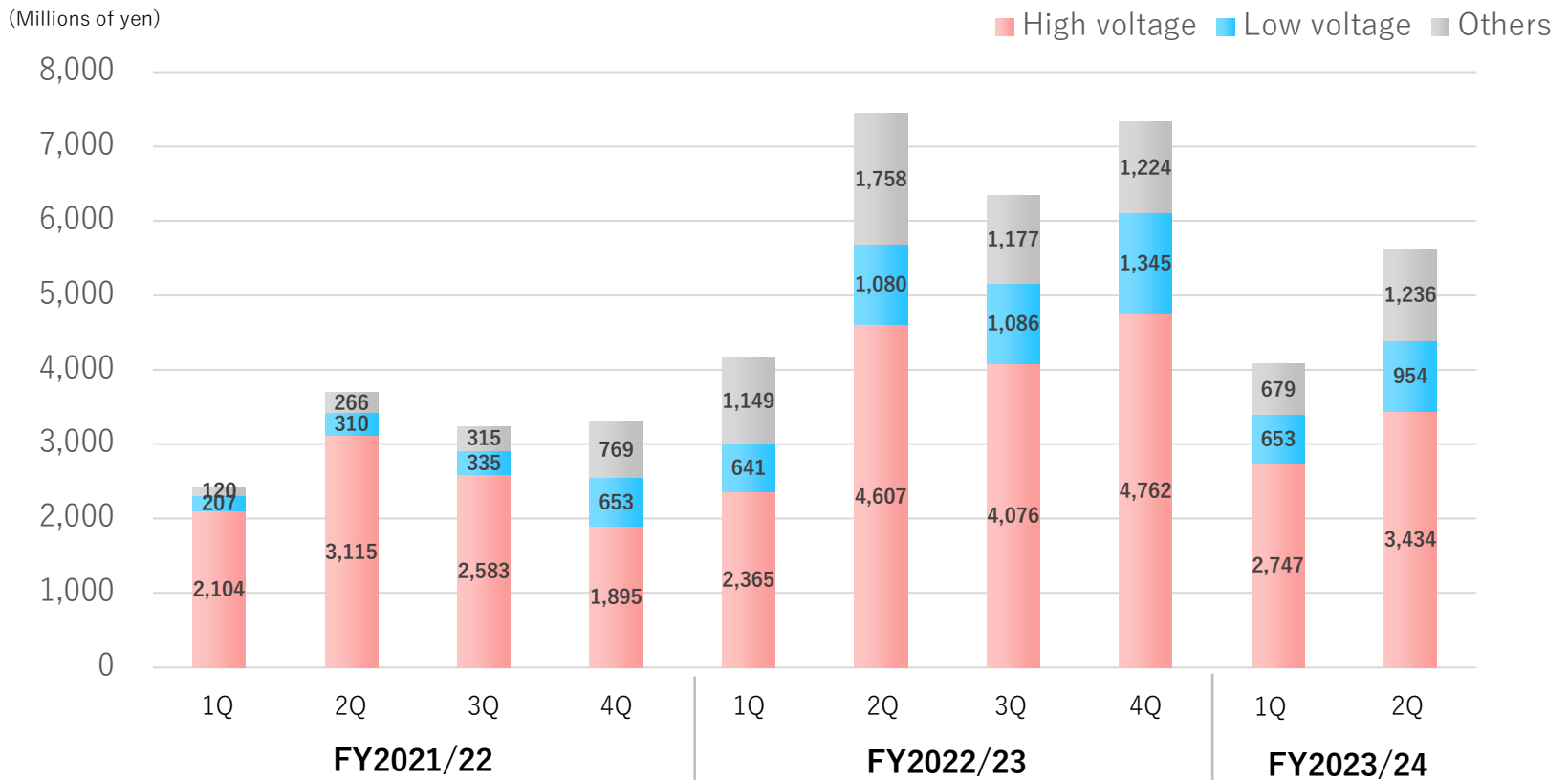
		As of March 31, 2023	As of September 30, 2023
Assets	Cash and deposits	11,173	12,530
	Trade receivables and contract assets	4,061	3,349
	Finished goods	16	3
	Merchandise	221	153
	Raw materials and supplies	69	62
	Owned cryptoassets	120	23
	Operational investment securities	355	—
	Other	1,601	615
	Total current assets	17,620	16,738
	Total non-current assets	1,651	1,834
	Total assets	19,271	18,573
Liabilities	Accounts payable - trade	520	600
	Deposits received	348	146
	Income taxes payable	774	24
	Other	801	308
	Total current liabilities	2,445	1,080
	Total non-current liabilities	0	2
	Total liabilities	2,445	1,082
Net assets	16,826	17,490	
Total liabilities and net assets	19,271	18,573	

Key Topics for Each Business for the Six Months Ended September 30, 2023



Sales of both high-voltage and low-voltage customers decreased year on year due to an increase in the ratio of the market price-linked plans and market prices remained stable at a lower level

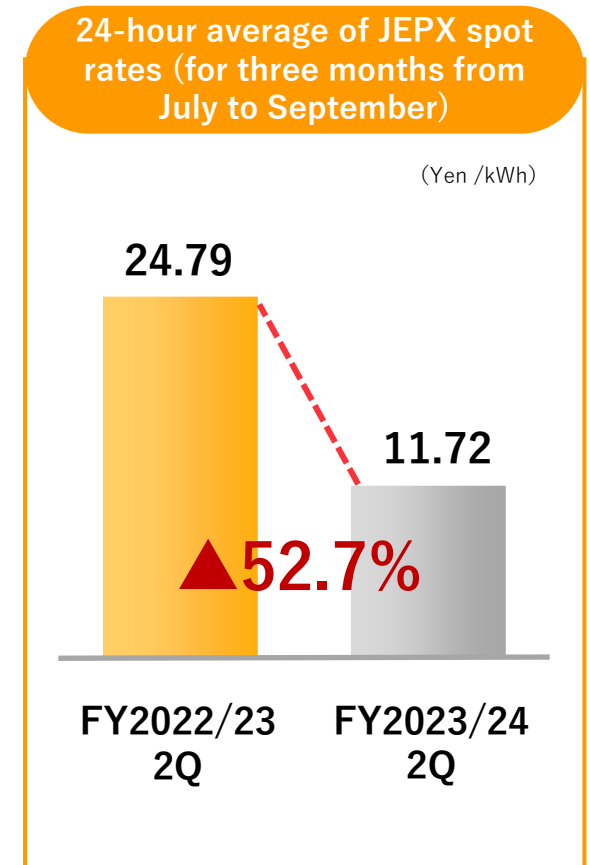
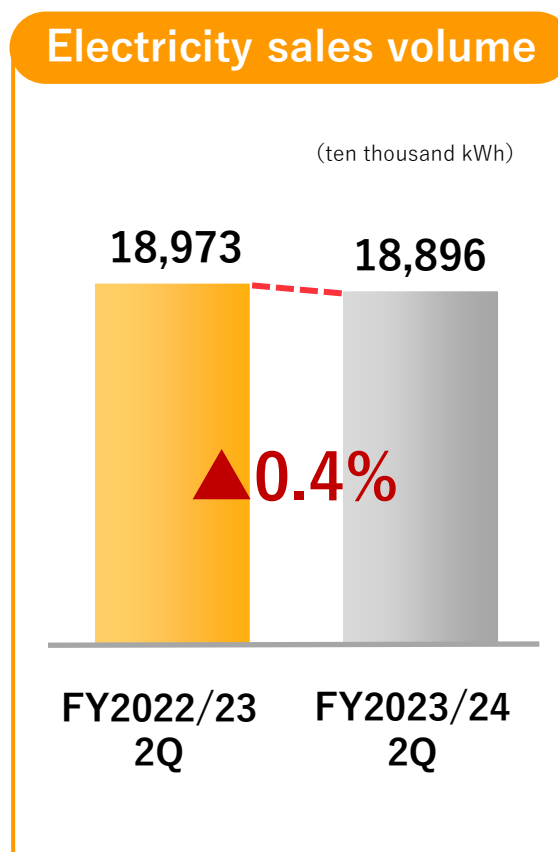
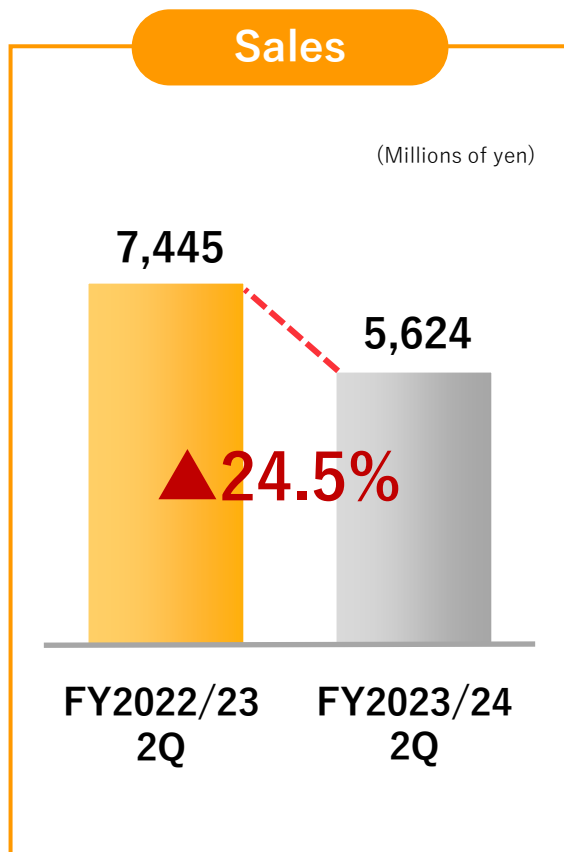
Sales to high-voltage and low-voltage customers



* “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.”



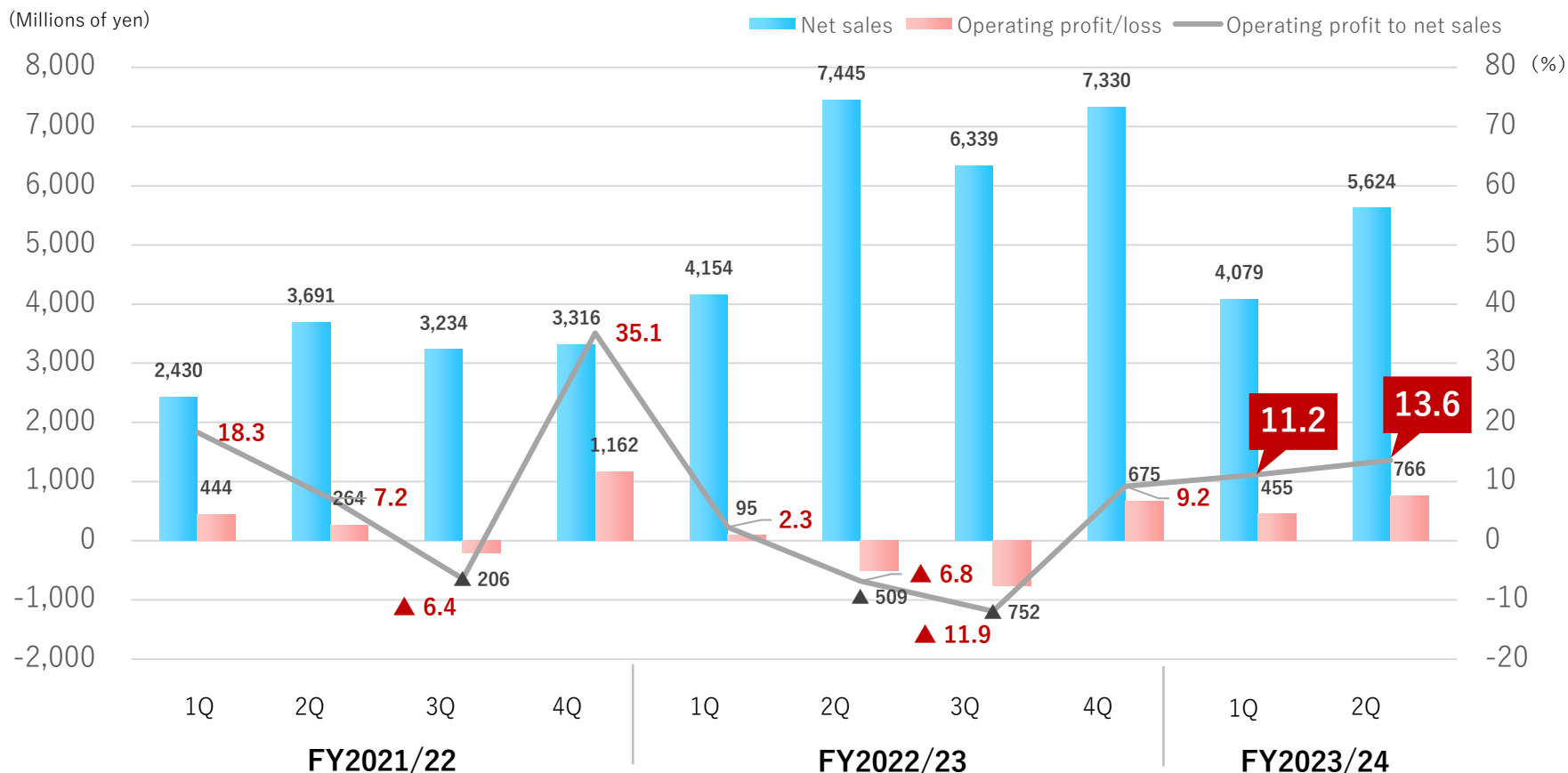
The main factor of the decrease in sales was a decrease in unit sales prices due to lower JEPX prices





A constant amount of profit was secured due to discontinuation of use of electricity futures contracts from the current fiscal year and an increase in the ratio of the market price-linked plans. As a result, **the ratio of operating income to net sales was over 10% for two consecutive quarters**

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)

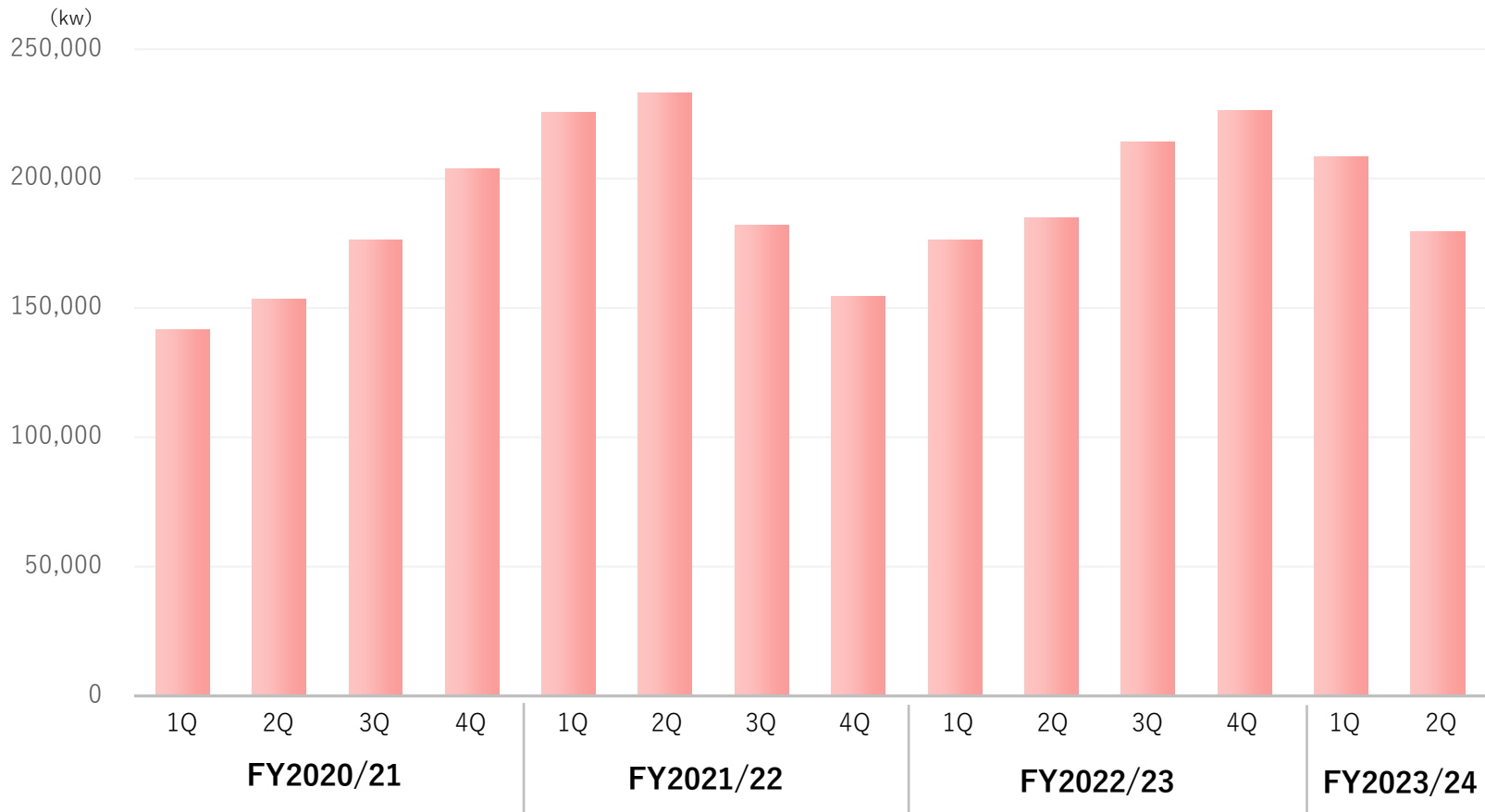
The Company's response status

- Number of contracts: about 1,466 (about 179,000kW)
- 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.



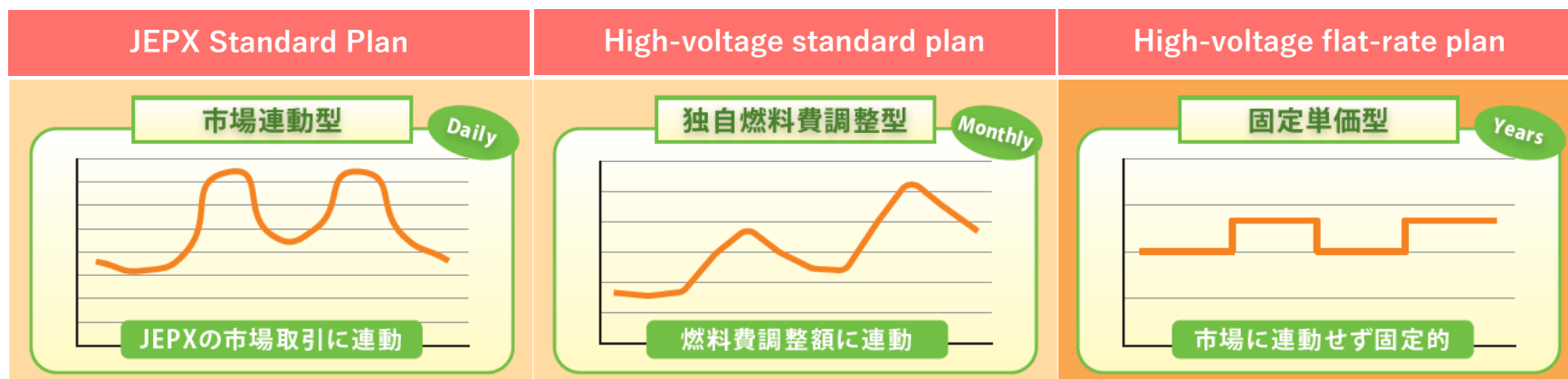
The total contracted capacity was on a mild recovering trend in 2Q FY2023/24, although it slightly decreased compared to 1Q FY2023/24 due to the transition to a new rate structure from June in preparation for the capacity market starting in 2024

Contracted power for high-voltage customers





Offering of three plans with different features makes it possible to meet diversified needs of high-voltage customers. Different power source mixes for each plan increases flexibility in power source procurement and help reduce risks in the electricity retailing business



- A plan in which the electricity rates are linked to costs for procuring electricity from JEPX (wholesale electric power exchange)
- Electricity rates can be kept lower when JEPX prices are lower]



- **The Company can secure a constant amount of profit unaffected by electricity procurement costs of JEPX**

- A plan in which the electricity rates are linked to costs for electricity procurement from all sources including JEPX and over-the-counter trading
- Risks can be controlled at a certain level when market prices are rising, while some benefit is available when market prices are lower



- **Reflects power supply procurement costs in its own fuel cost adjustment expenses, achieving both profitability and risk hedging**

- A plan in which the electricity unit price is fixed and unaffected by power source procurement costs
- Less fluctuation in electricity rates and easier financial planning



- **The Company can revise its sales strategy on a flexible basis in accordance with the areas and amount of secured power sources**



低圧

産業・家庭向け

- 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

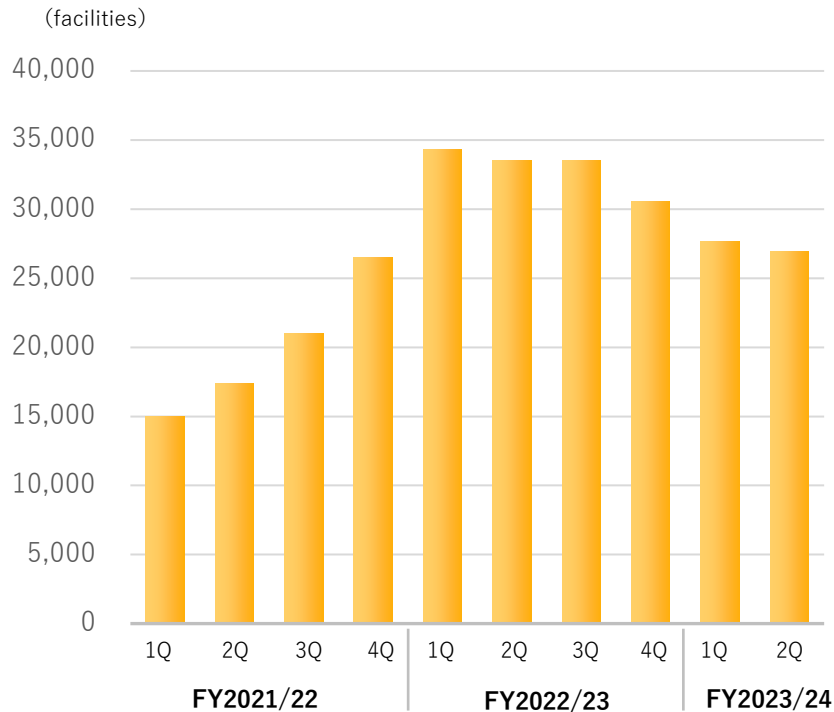
- Number of contracts: about 27,000
- Resume accepting new applications of low-voltage customers (general households)
- Power sources are procured through open markets
- All customers have switched to the market-linked plan



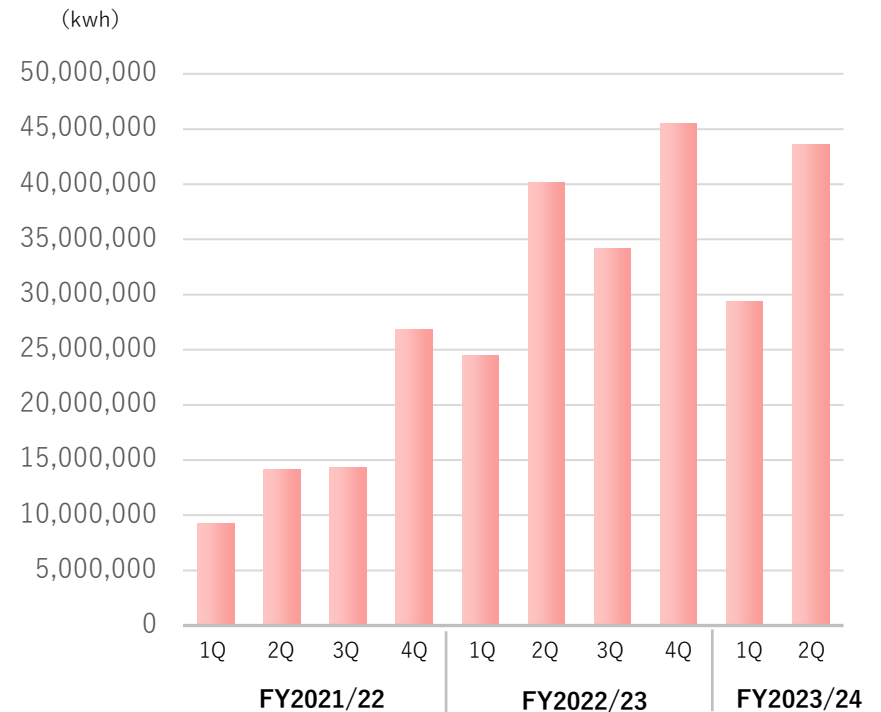
Although the number of contracts remained flat compared to 1Q FY2023/24, electricity consumption increased due to seasonal factors and an increase in the ratio of low-voltage customers other than general households

Acquisition of low-voltage customers

■ No. of contracts



■ Amount of electricity used





Launch of one-stop solutions related to resilience

- 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
- Provide support for sales and installation of energy-saving and renewable energy devices linked with subsidy support consulting

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





remixbattery

Home-use power storage system

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.

“**Smart Power Lease**,” which enables the installation of “remixbattery,” has been **registered as a subsidized project plan by the Tokyo Metropolitan Government**

What is Smart Power Lease?

The Company’s leasing service where solar power generation systems and power storage systems can be installed with an initial cost of 0 yen and fixed monthly payments.

With this registration, general household customers in Tokyo will be able to receive subsidies when installing “remixbattery” through the use of Smart Power Lease.



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.
- A market (JEPX)-linked EMS, which effectively reduces electricity rates will be offered as an option. * Patent pending



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: **689** projects (from FY2013 supplementary budget to present)

Note: Projects receiving subsidies in FY2023 No. of awarded subsidies: 84 projects

(Results as of September 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

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