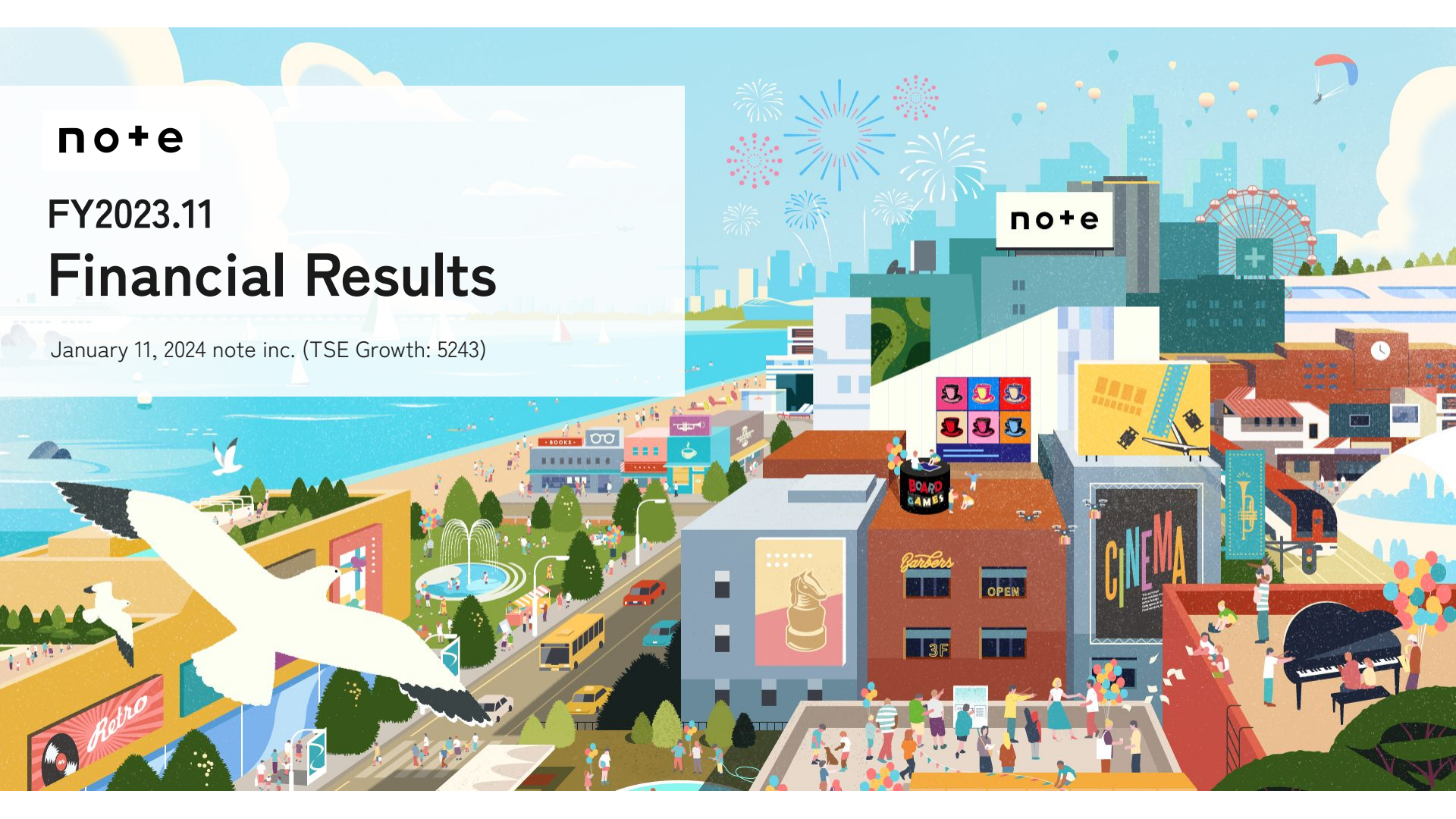


no+e

FY2023.11

Financial Results

January 11, 2024 note inc. (TSE Growth: 5243)



no+e

Content

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- 02 Latest Initiatives**
- 03 Future Growth Strategies**
- 04 Earnings Forecasts**
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Financial Highlights

Summary of Financial Results for FY2023

note

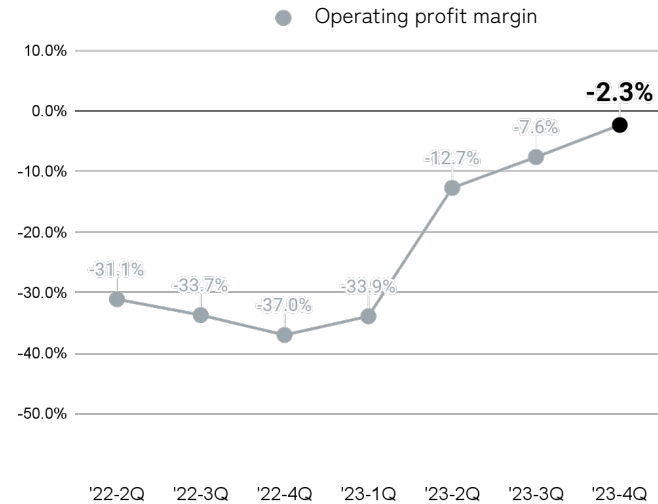
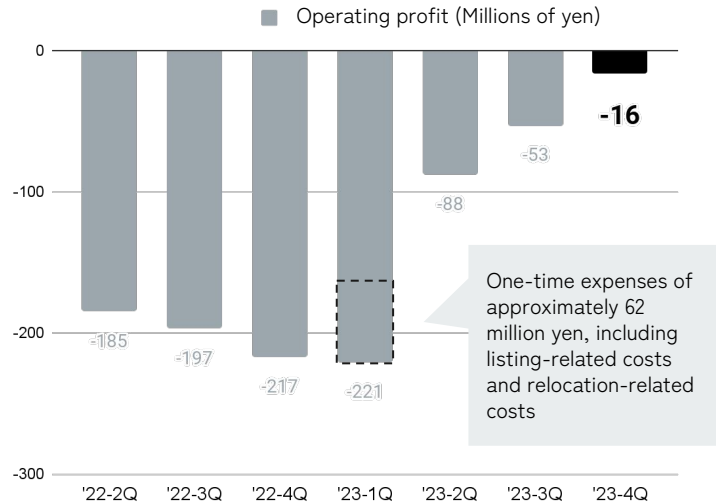
note pro

FY2024 Full-Year Earnings Forecast

- Recorded **operating loss of 16 million yen for Q4** due to sales growth and strengthened cost management, **further narrowing the loss** from operating loss of 221 million yen in Q1, 88 million yen in Q2 and 53 million yen in Q3.
- Backed by increases in note pro and corporate services, net sales and gross profit continued to grow, recording 722 million yen (up 22.9% YoY) and 672 million yen (up 23.4% YoY), respectively.
- **GMV for Q4 was 3,528 million yen**, remaining flat from Q3, but **full-year GMV grew to 13,719 million yen** (up 23.0% YoY).
- With the addition of new contracts, **the number of paid subscriptions increased to 734** (up 99 from the end of the previous fiscal year), and **ARR increased to 468 million yen** (up 29.1% YoY).
- Net sales are expected to increase due to business growth, and profit indicators are expected to remain on an upward trend. Full-year earnings forecasts are announced taking into account the plan of strategic investment in personnel expenses. (Refer to P.42 for details.)

Losses Continued to Narrow

The losses narrowed steadily in and after Q2, owing to the strengthened cost management through curbing personnel expenses and reviewing outsourcing expenses, in addition to sales growth.



KPI Summary for FY2023

Trends in the KPIs that we emphasize are as follows. All indicators showed steady growth.

note Quarterly GMV
(gross merchandise value)

3,528 million yen

(YoY +19.6%)

note pro ARR

468 million yen

(YoY +29.1%)

Sum total of User Accounts

7.33 million

(YoY +25.4%)

Amount of Published Content

39.86 million creations

(YoY +32.5%)

Number of Creators

1.27 million

(YoY +18.7%)

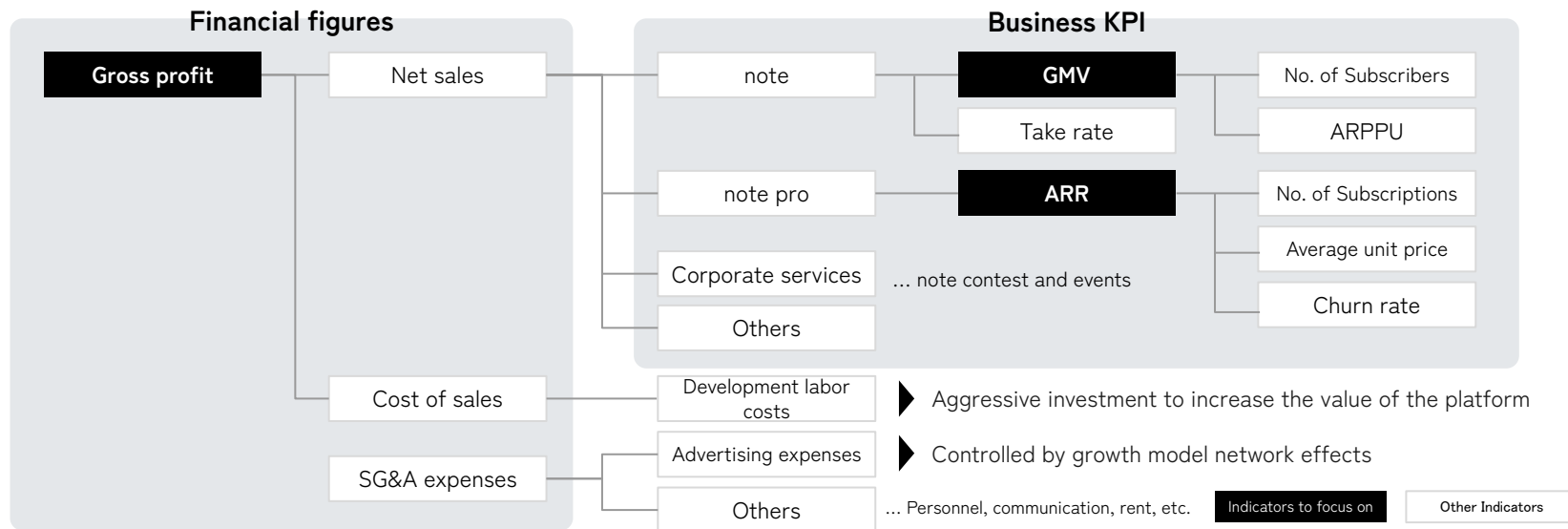
Summary of Business Results for FY2023

Operating profit and other profit indicators showed significant narrowing in losses compared with the same quarter of the previous fiscal year. This was due to improved cost management in addition to steady growth in net sales and gross profit, achieving results surpassing the full-year earnings forecasts.

Unit: Millions of yen	Q4 FY2023	Q4 FY2022	YoY change	2FY2023 (full year)	FY2022 (full year)	YoY change	FY2023 earnings forecasts	Achievement rate against earnings forecasts
Net sales	722	587	22.9%	2,777	2,317	19.9%	2,850	97.4%
Gross profit	672	545	23.4%	2,567	2,100	22.2%	2,520	101.9%
Operating profit (loss)	(16)	(217)	—	(380)	(732)	—	(430)	—
Ordinary profit (loss)	(14)	(220)	—	(413)	(742)	—	(450)	—
Profit (loss)	(14)	(232)	—	(414)	(756)	—	(450)	—

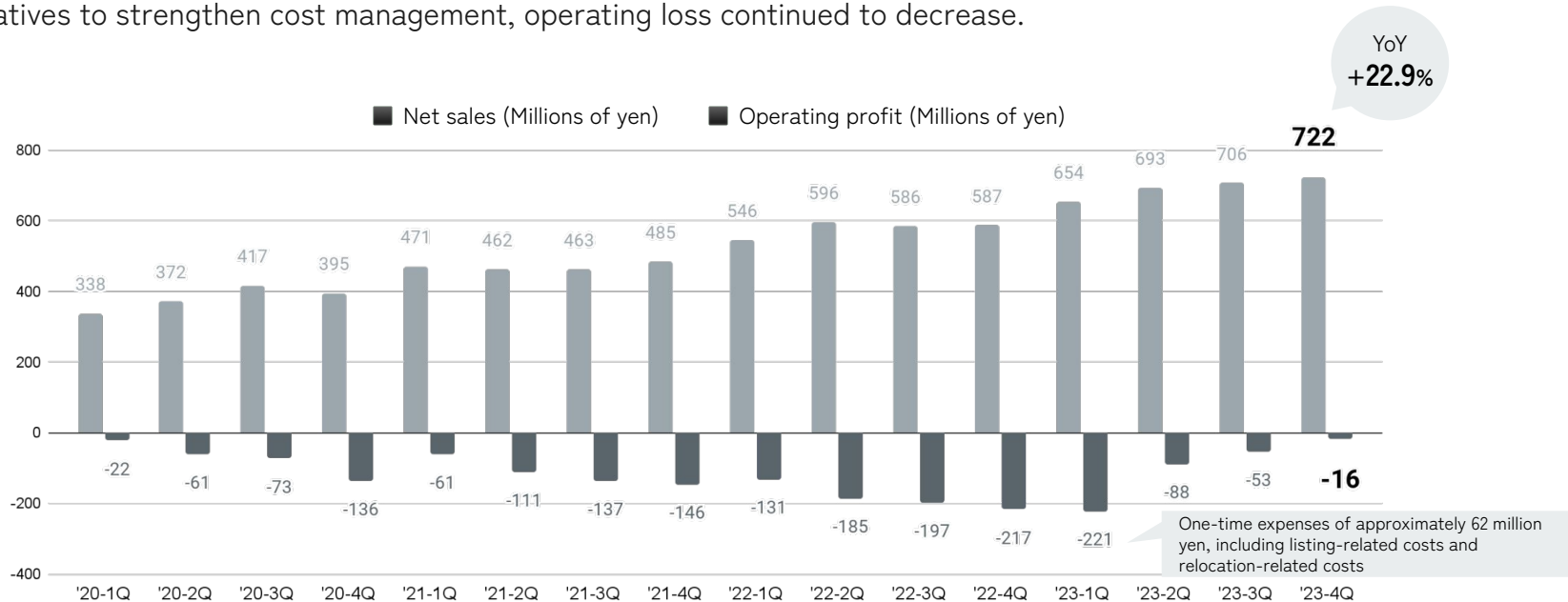
Reference: Financial Structure and Key Indicators

Of the financial indicators, we place the highest priority on gross profit with the aim of maximizing it. To facilitate this, the company intends to grow sales by setting GMV of note and ARR of note pro as their business KPIs, while controlling costs such as advertising and publicity expenses by leveraging the network effect of the platform.



Quarterly net sales and operating profit trends

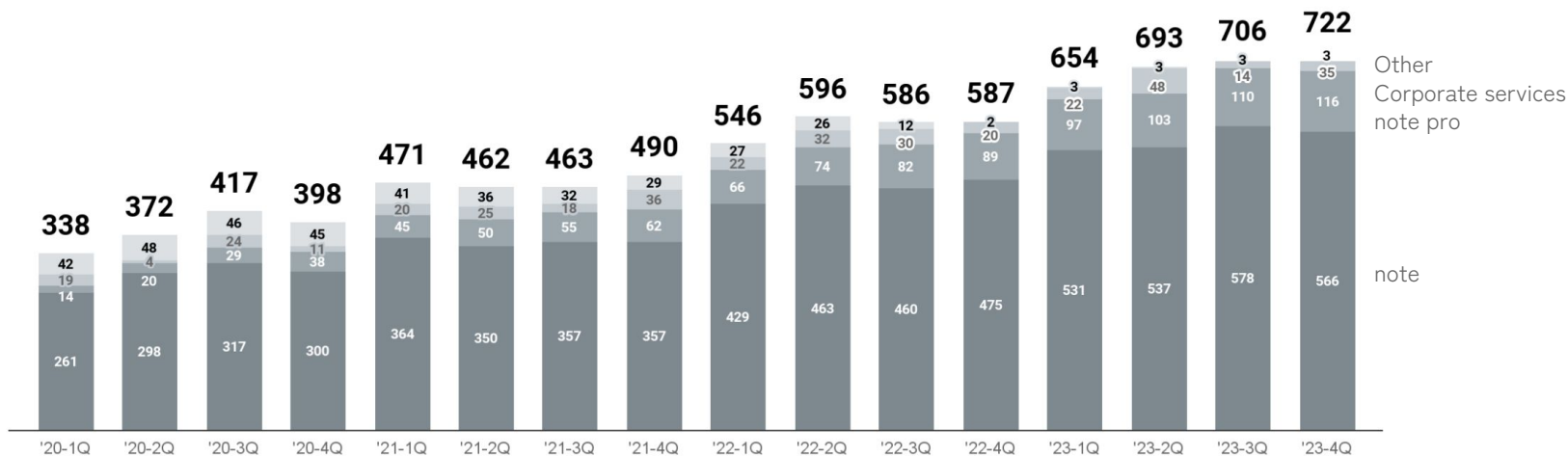
Net sales increased +22.9% YoY, indicating an increase every quarter throughout the year. Owing to sales growth and initiatives to strengthen cost management, operating loss continued to decrease.



Sales breakdown

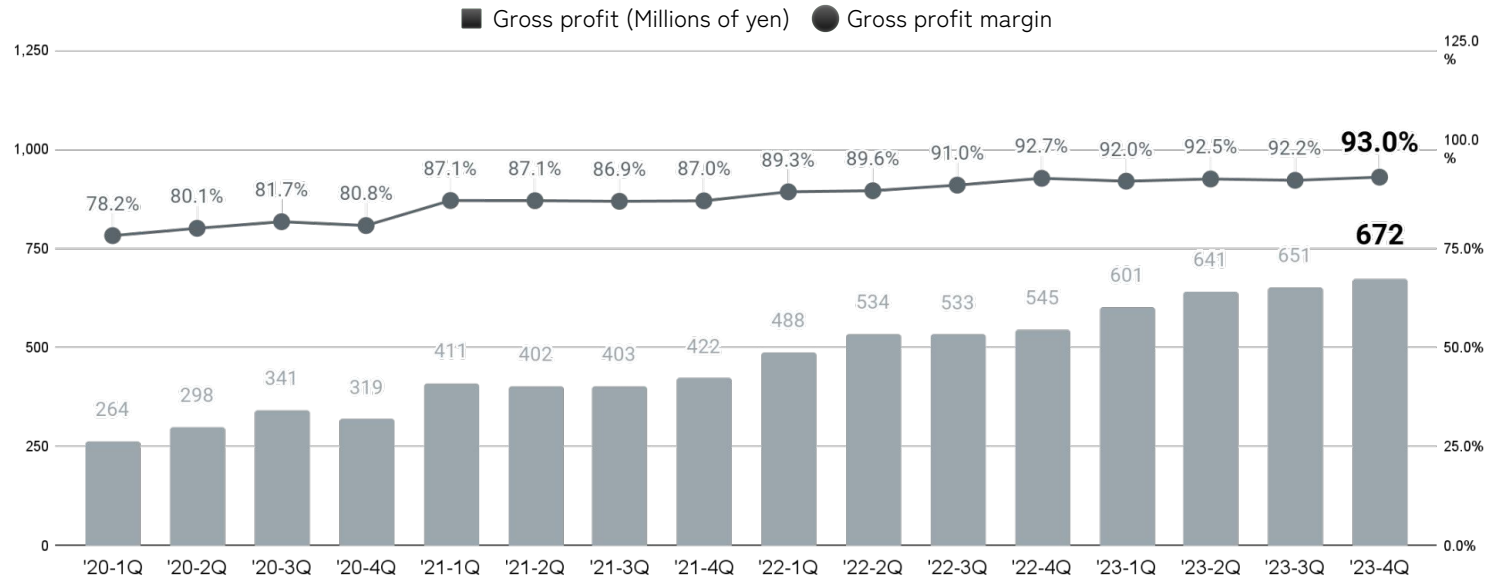
Despite the slight decrease from Q3 in net sales of note, total net sales increased due to the expansion of note pro and corporate services.

Net sales breakdown (Millions of yen)



Quarterly gross profit and gross profit margin trends

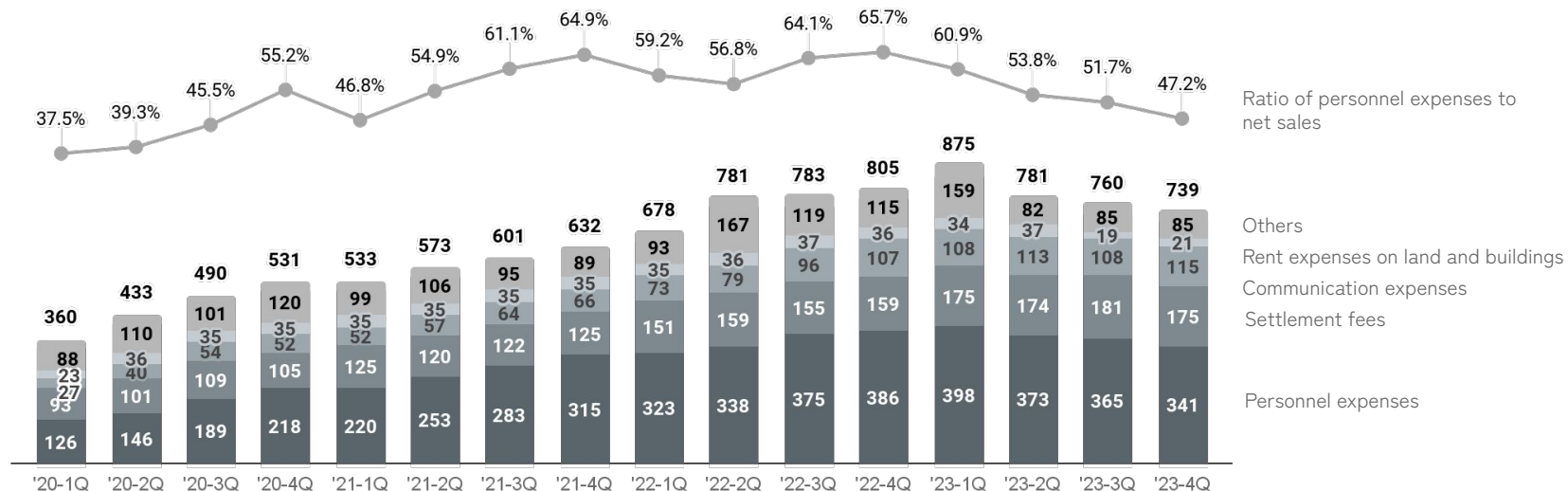
Gross profit, which is our key indicator, has steadily expanded. Gross profit margin also remained high at over 90%.



note inc.

Cost of Sales + SG&A Breakdown (million yen) / Ratio of Personnel Expenses to Net Sales

Cost of sales and SG&A expenses both decreased due to the elimination of one-time expenses recorded in Q1 of FY2023 and efforts to strengthen cost management. In particular, the ratio of personnel expenses, which account for the majority of costs, to net sales has declined due to hiring activities being restrained.

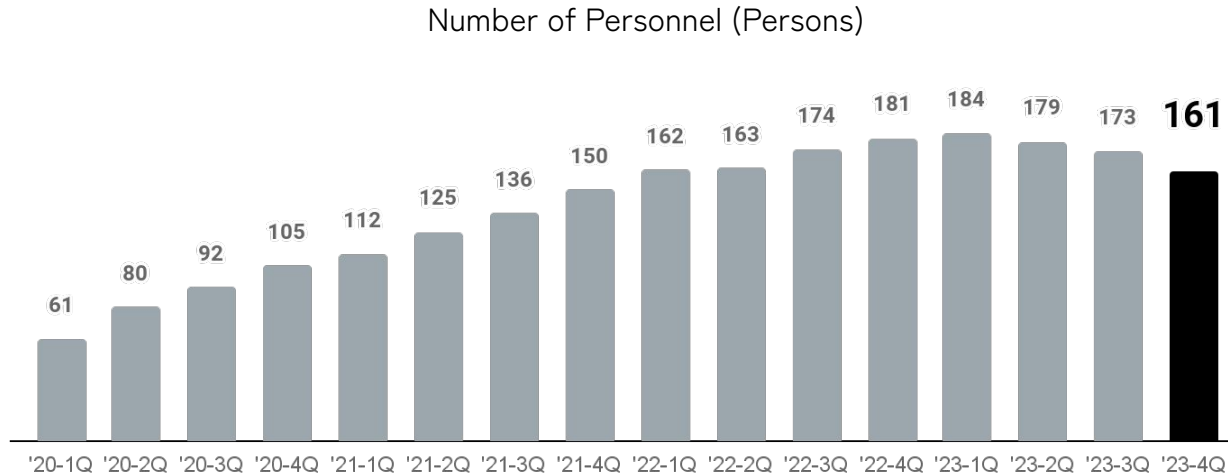


* Figures are the sum of those recorded in cost of sales and SG&A expenses, respectively.

* Personnel expenses are the sum of salaries and allowances, commuting allowances, legal welfare expenses, welfare expenses, and recruitment and education expenses.

Headcount trends

The number of personnel decreased during the fiscal year under review as hiring activities were suspended in the first half of the fiscal year for the purpose of improving profitability. Hiring activities have been resumed, and the plan is to increase the number of personnel while monitoring the balance between profitability and business growth over the medium to long term.

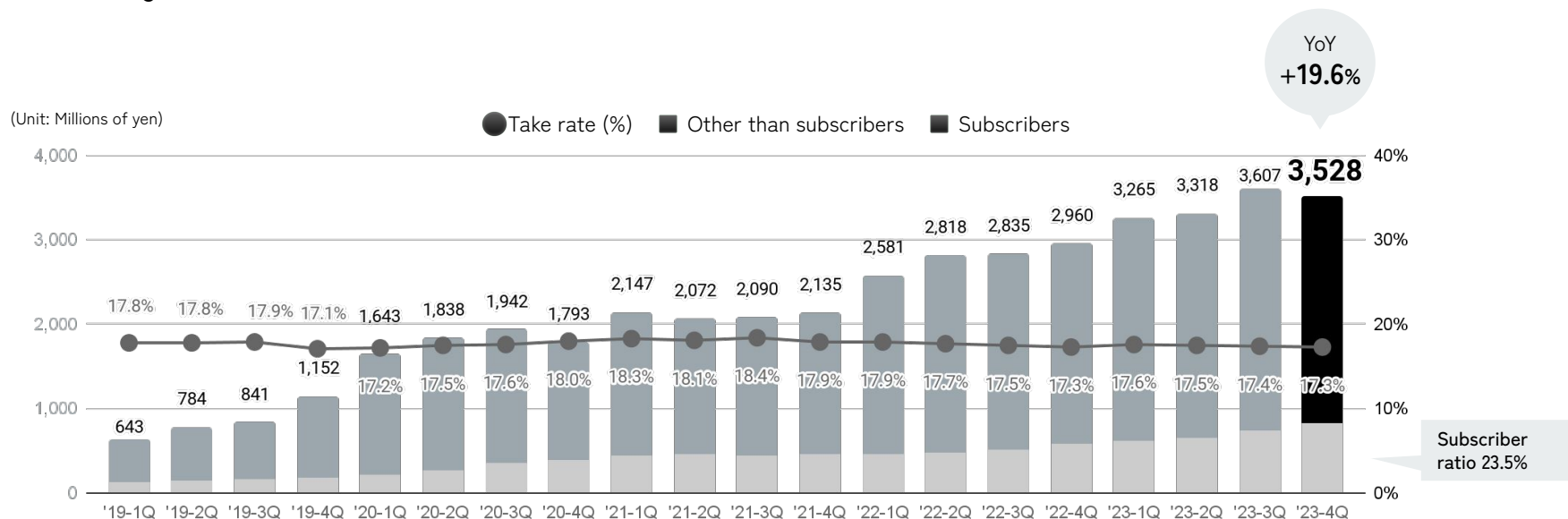


* The number of employees is calculated based on the sum of regular and contract employees and does not include directors and temporary employees.

* Starting from the financial results presentation material disclosed on January 11, 2024, the definition of the number of employees has been changed from “the number not including management members and temporary employees” to “the number not including directors and temporary employees.” All figures for 2020 Q1 onward in the above graph have been changed to the figures according to the new definition.

note: GMV / Take rate

GMV was almost unchanged from Q3, but steadily grew from the previous fiscal year. Subscriber ratio surpassed 20%, showing a stable increase.



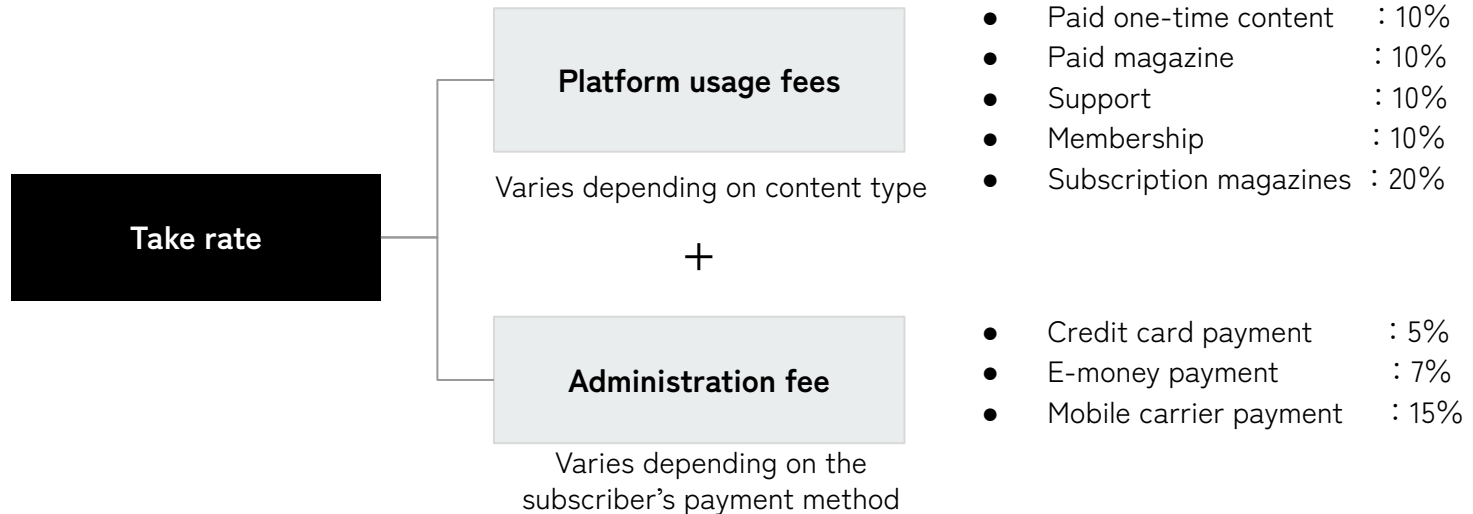
* Take rate is the quarterly average of platform usage fees + settlement fees (both inclusive of tax) as a percentage of total distribution value.

* note premium usage fees are excluded from the quarterly circulation totals beginning with Q1 FY2023.

* Subscribers are calculated by counting the number of individuals who have membership and subscription magazines.

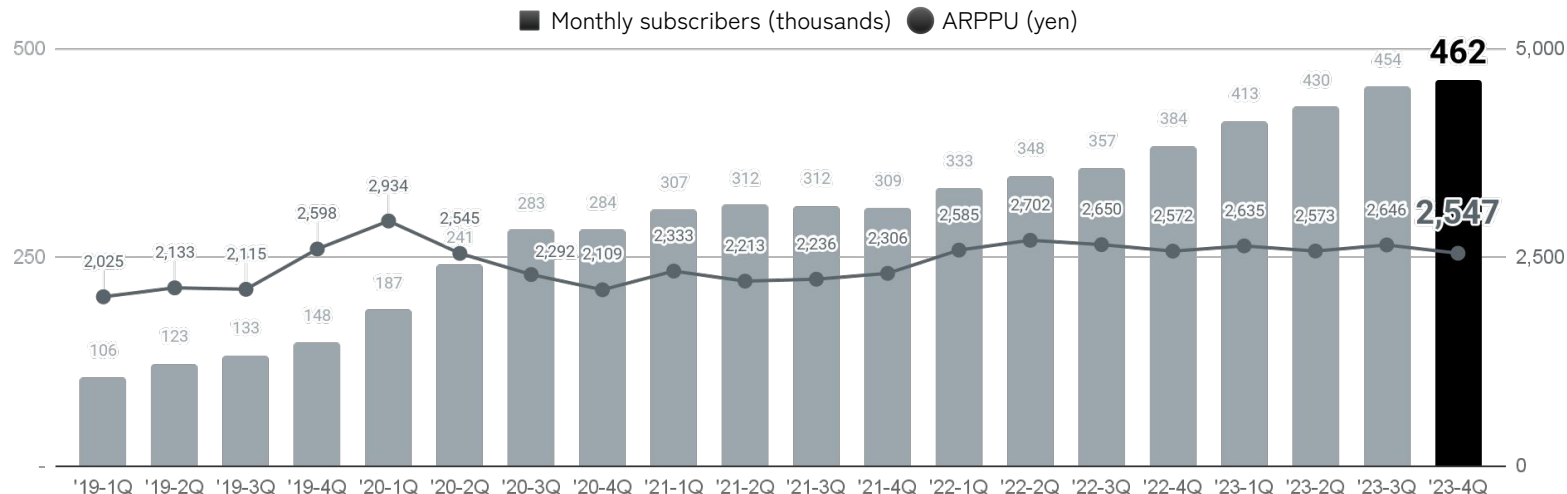
Reference: Elements that make up the take rate

Take rate consists of a platform usage fee and an administration fee. The platform usage fee varies depending on the type of content, and the administration fee varies depending on the subscriber's payment method. Take rate is a weighted average of these two.



note: Number of subscribers and ARPPU

The number of subscribers increased steadily. ARPPU remains stable at around 2,600 yen.



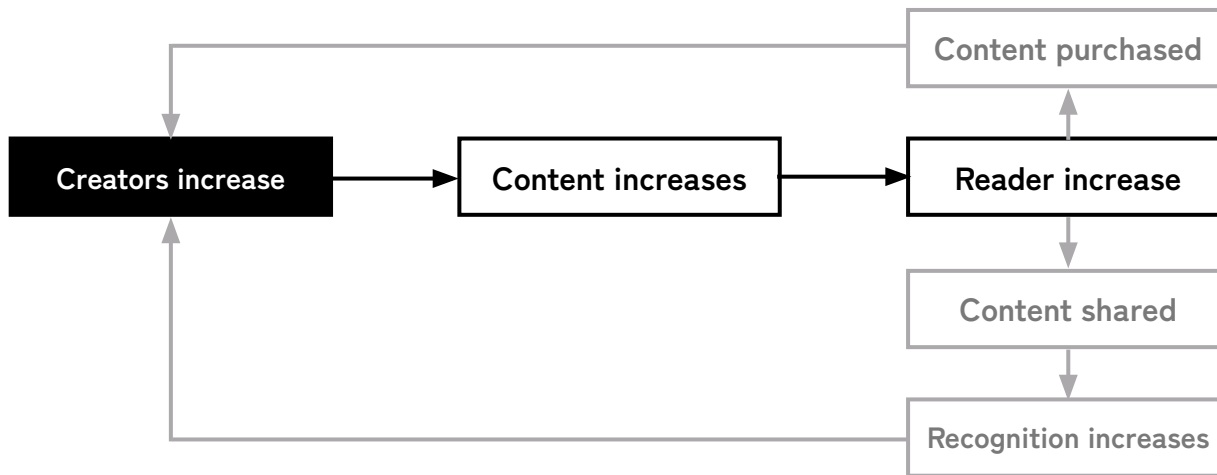
* The number of monthly subscribers is the average number of accounts per month that made payments on note during each quarter. (Including non-login purchases of guest users)

* ARPPU=Average Revenue Per Paid User is the average monthly purchase per subscriber for each quarter.

* The "Total purchases composition by monthly billing amount" is the ratio of total purchases based on monthly billing amount.

Growth model of note

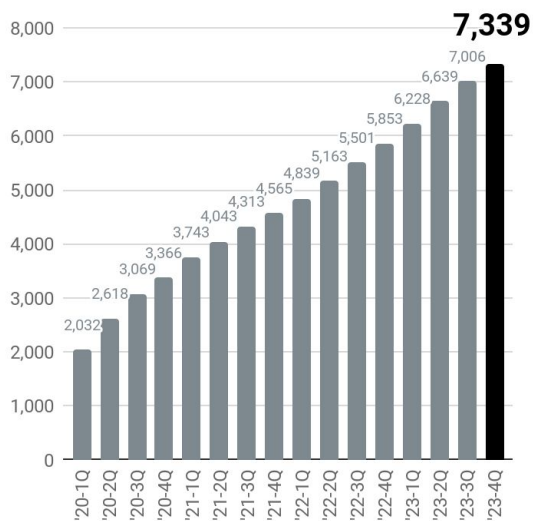
By increasing the number of creators, content, and readers, we have established an ideal growth model that autonomously increases the attractiveness of the platform without advertising costs, thereby achieving note's competitive advantage. **Paid content accounts for 24.0% of all articles published on note (as of November 2023).** While free articles do not generate revenue, they play an important role in the growth of the service as they are shared and serve as advertisements to attract more readers to note.



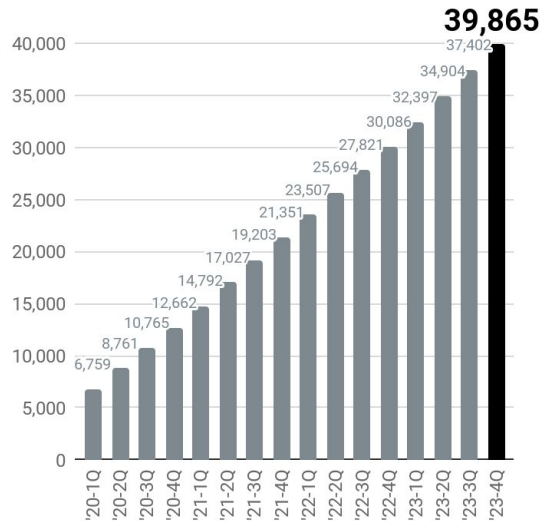
Growth of note, a creative community

The number of users, creators, and content have all continued to grow, and the note community is growing steadily.

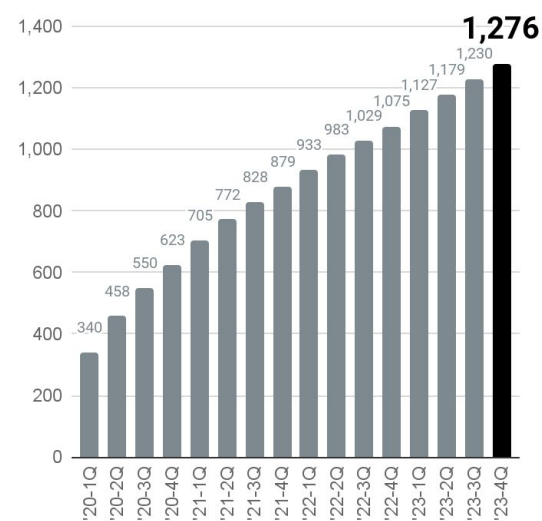
Number of User Accounts (thousand)



Amount of Published Content*1 (thousand)



Number of Creators *2 (thousand)



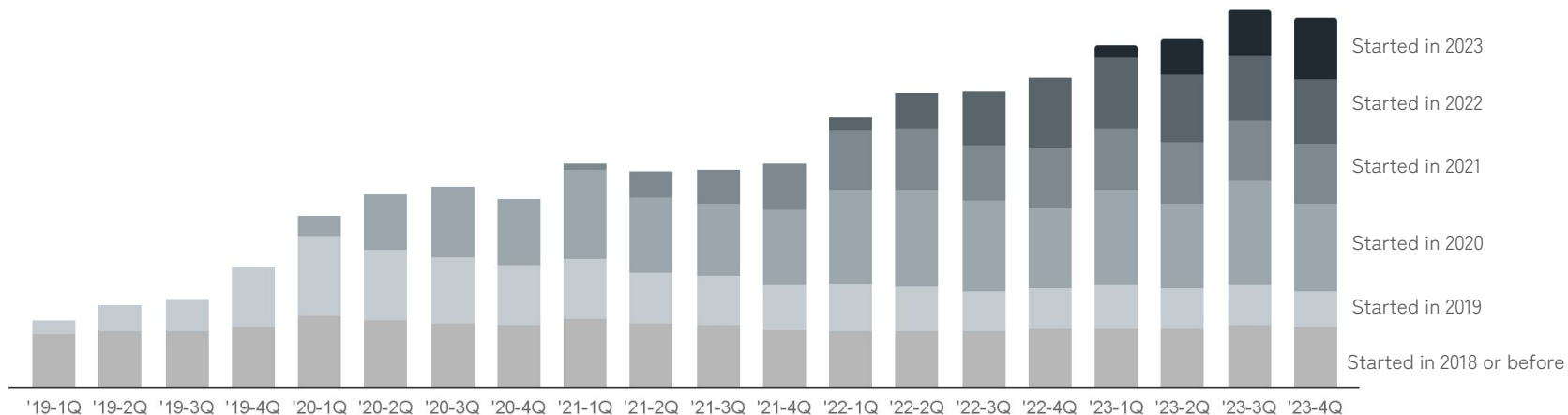
*1 Amount of published content is the total number of contents currently published on note as of the end of each month.

*2 Number of creators is the total number of accounts that have posted content on note in the past (including those that have been deleted).

note: Recurring revenue from creators' continued use

The sales of creators who started using note in 2023 are steadily increasing, and note incorporates a stock-type business model that sees GMV accumulating continuously through the ongoing use of creators.

Sales by start year of creators posting articles

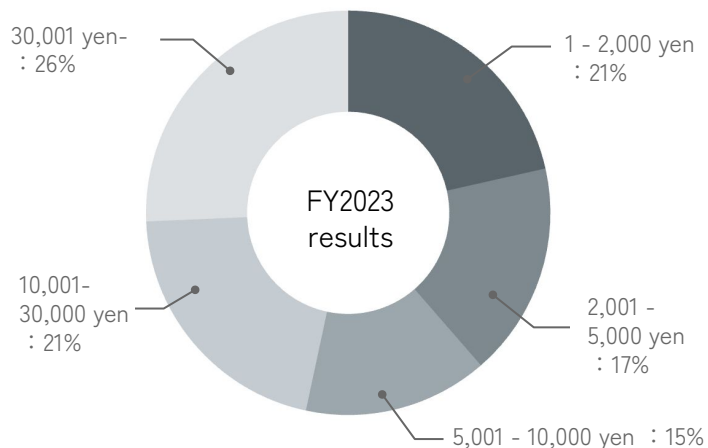


* The start year of creators posting articles is based on the date when the first article was created and published on note, regardless of whether it was a paid or free article. The graph was created by excluding some articles for which the date of publication could not be determined.

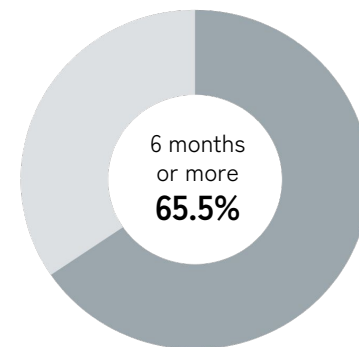
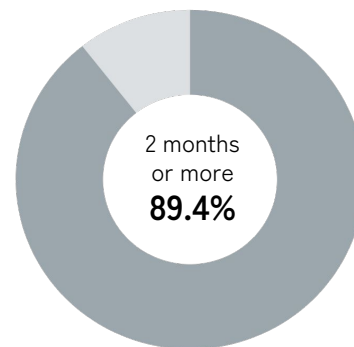
note: Subscriber data (FY2023)

The breakdown of total purchases in FY2023 by monthly billing amount shows a balanced distribution from small to large purchases. The frequency of purchase is about 90% for two months or more per year, with many subscribers continuously paying for their purchases.

Total purchases composition by monthly billing amount



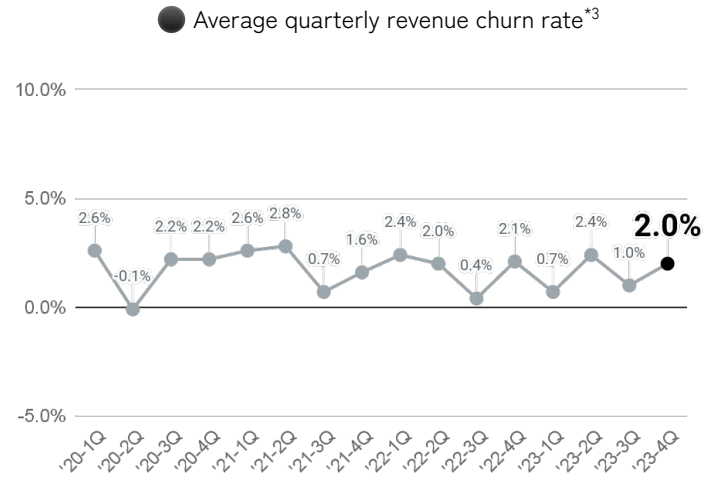
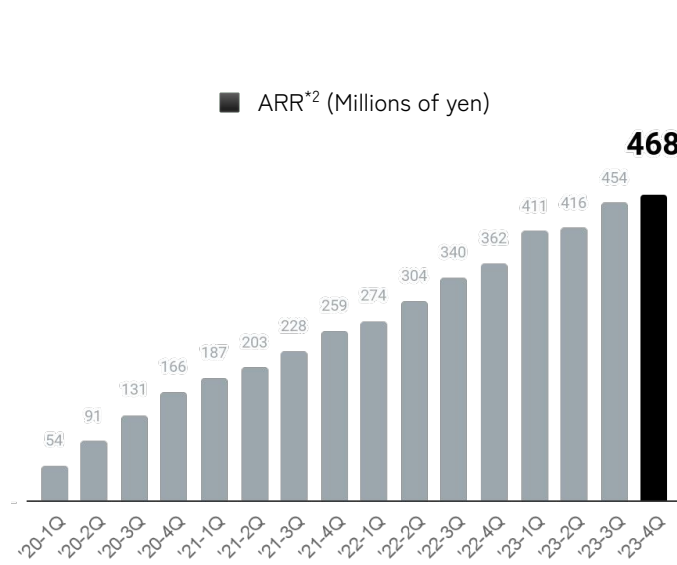
**Number of months in a year with article purchases
(FY2023 results, in monetary terms)**



* "Total purchases composition by monthly billing amount" is the ratio of total purchases based on monthly billing amount.

note pro: ARR / Churn Rate

Owing to the effect of fee rate revision*1 implemented in February 2023 and increase in the number of paid subscriptions, ARR increased 29.1% YoY to 468 million yen.



*1 Fee rate revision was conducted for new contracts concluded in February 2023 or after, changing the monthly fee from 50,000 yen (excluding tax) to 80,000 yen (excluding tax).

Usage fees for existing contracts concluded in January 2023 or before remain unchanged at 50,000 yen.

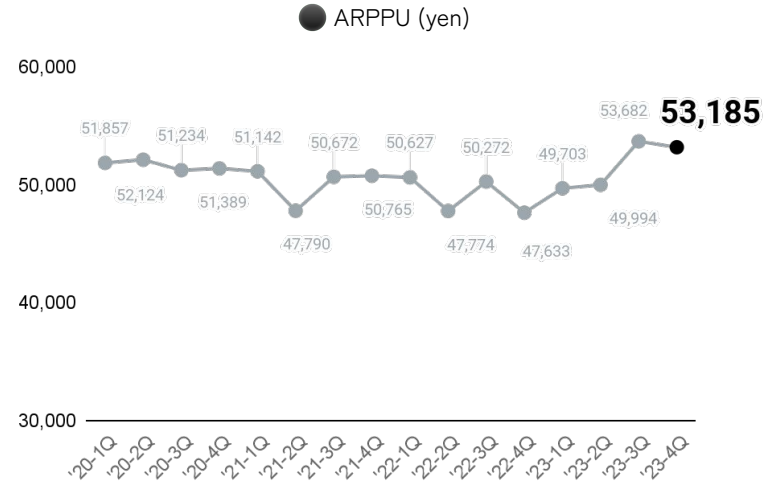
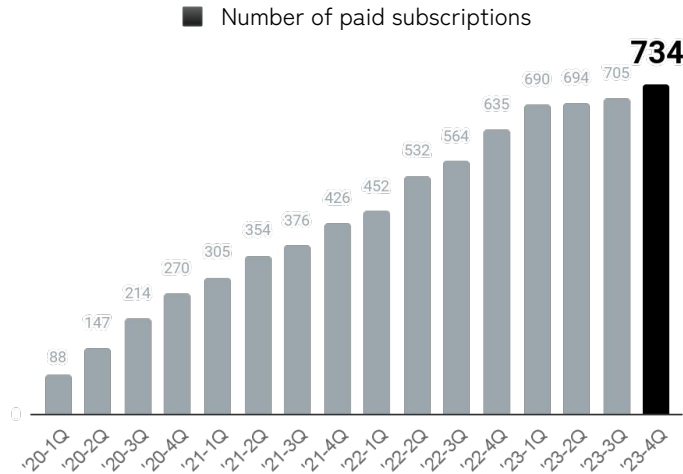
*2 ARR = Annual Recurring Revenue is the MRR for the last month of each quarter multiplied by 12.

MRR = Monthly Recurring Revenue MRR includes the basic fee for note pro in addition to some optional fees.

*3 Revenue churn rate is the churn rate calculated based on revenue from customers. Since the calculation is based on revenue, the revenue churn rate may be negative even in months when churn occurs, if revenues from continuing customers increase due to the end of the campaign rate application period or the addition of options.

note pro: Number of Paid Subscriptions / ARPPU

Even after the fee rate revision, we continue to receive new inquiries and are increasing the number of paid subscriptions. Although the effect of the 3-month half-price campaign conducted in February-March continued until the end of May, ARPPU increased due to the effect of the increase in ARR from concluding contracts at new rates from Q3.



*Number of paid subscriptions is calculated based on the date sales are recorded, not the date of the contract.

*ARPPU = Average Revenue Per Paid User is the unit price per contract calculated by dividing ARR by the number of paid subscriptions.

Balance Sheet Status

The balance sheet status is as follows, ensuring adequate financial soundness.

As of the end of November 2022

Assets 3,303 million yen	Liabilities 1,485 million yen
Cash and deposits 2,188	Deposits received 1,091
Accounts receivable - other 818	Other liabilities 393
Other assets 295	Net assets 1,817 million yen
	Shareholders' equity 1,817



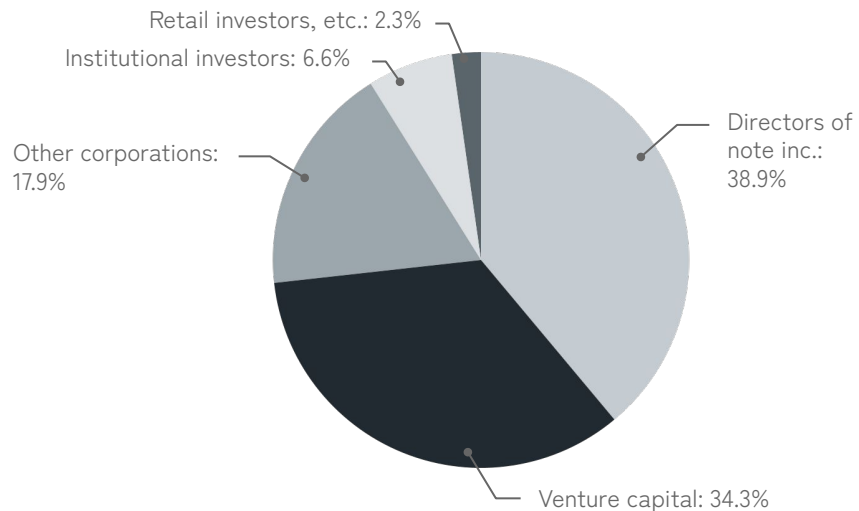
As of the end of November 2023

Assets 3,312 million yen	Liabilities 1,750 million yen
Cash and deposits 1,988	Deposits received 1,295
Accounts receivable - other 1,002	Other liabilities 455
Other assets 321	Net assets 1,561 million yen
	Shareholders' equity 1,561

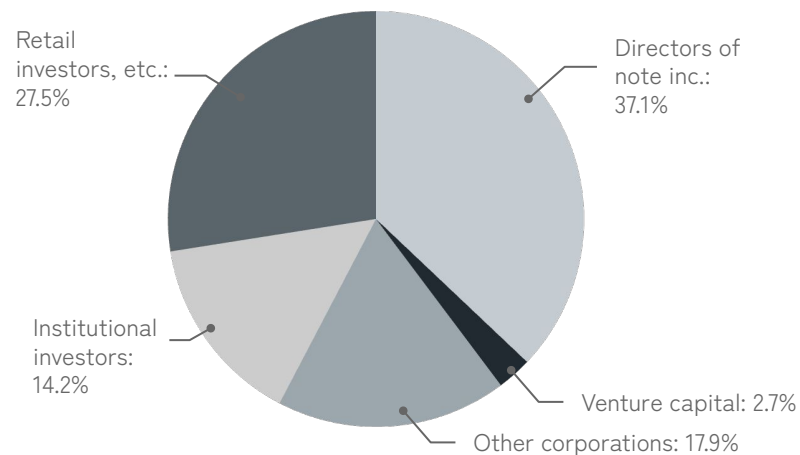
Changes in Shareholder Composition

Due to the listing, the shareholder composition changed as follows. The venture capital ratio decreased from 34% to 2%, eliminating concerns about overhang.

As of the end of November 2022 (before listing)



As of the end of November 2023



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Issues to be tackled by note and specific measures

Well-balanced growth of CREATION, DISTRIBUTION, and FINANCE are important for maximizing the value which note provides. To achieve this, we are focusing on the following measures for the growth of each item.

Maximizing the value that note provides

Issues to be tackled

CREATION Create Content

- Make content creation easier
- Increase creators

DISTRIBUTION Deliver Content

- Increase the number of readers
- Extend duration of stay
- Improve matching accuracy

FINANCE Monetize Content

- Increase the variety of creator success
- Make payment easier

Specific measures

- Develop and enhance editor functions such as an AI assistant
- Plan and operate events such as the “Creative Award”
- Collaborate with diverse creators

- Enhance app functionality
- Improve accuracy of recommendation functionality
- Strengthen customer attraction and customer referral abilities

- Introduce a point system
- Enhance membership
- Improvement of functions related to payment



The Subsidiary “note AI creative” has been Established to Engage in New Businesses within the AI Field

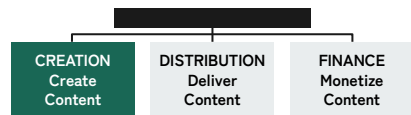
Established a subsidiary to develop businesses in the AI field. The focus of this development is not only on strengthening the competitiveness of note's existing products, but also on offering them to external parties. Furthermore, the aim is to proactively use the knowledge and data note has cultivated in AI-related technologies thus far.

note
AI CREATIVE

Developments planned by note AI creative

- ▶ **Media management infrastructure system**
(Including areas such as content classification, moderation, and recommendations)
- ▶ **Creation support tools**
(AI assistant-like function for creators)
- ▶ **Support tool for improving operational efficiency**
(Business tool related to media management and other operations, including note inc.)

First, the services will be developed for note inc. and note pro users through note, and in the future, external development such as consulting and SaaS services will also be considered.



Partnered with Adobe and Released the Header Image Generation Function Using Generative AI

Through collaboration with Adobe, we released a new feature that can integrate Adobe Express and note's article posting screen, allowing users to leverage the power of image generative AI to create header images for their articles.

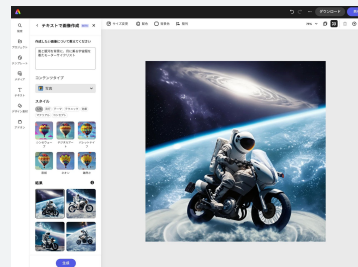
Header image creation using generative AI

A header image is an eye-catcher on note and external SNS timelines. It is one of the important elements for an article to capture the attention of more people. By utilizing the image generative AI, anyone will be able to easily create a header image that is perfect for their own article.



Adobe Express

Adobe Express is a design tool that enables anyone to easily create attractive SNS content, flyers, banners and more – for free or for a fee. The latest version of Adobe Express (desktop version) includes the generative AI function Adobe Firefly (beta version), which is designed to generate content that is safe for commercial use.



Enhancement of note pro Function

For corporate users of note pro, we continue to release new features that contribute to business success. We plan to further strengthen development to ensure continued use of the services for a fee.

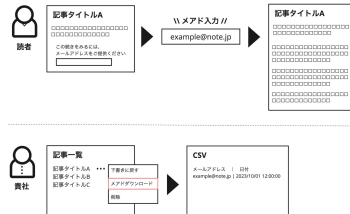
AI Assistant Beta Provision of functions for corporate customers

In the "AI Assistant Beta," a function that allows users to efficiently write articles using ChatGPT, a special function for corporate users is available.

- Using Templates for Business
 - Press Release Structure
 - Job Offers
 - Structure of a newsletter
 - Meeting Agenda
 - Meeting minutes
 - FAQ template
 - Event announcements
- Identification of flame risk

Introduction of email address acquisition function

To access content beyond a specified paragraph when reading an article, readers need to input their email address, allowing note pro users to obtain information on readers.



Strengthening "Analytics β" analysis functions

The number of clicks and the click rate of URL links in articles can now be measured, providing a detailed insight into the effectiveness of articles in driving visitors to the site

URL	クリック数	クリック率
	135	6.79%
	12	0.6%
	6	0.3%
	6	0.3%
	6	0.3%
	5	0.25%
	5	0.25%
	1	0.05%

Introduction of "In-house Site Mode (β)" function

By concealing note-specific specifications, such as links to other users, this function encourages visitors to concentrate on the company's content, fostering increased visits and engagement between articles.



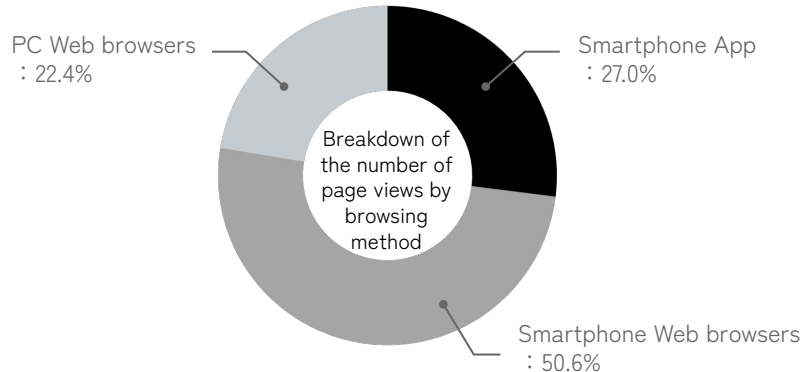


Plan to enhance app functionality and implement a point system

A point system was introduced to improve user engagement and enable in-app purchases in the future. Improve the frequency content viewing and purchases to expand GMV.

Breakdown of the number of page views by browsing method

User engagement is high when accessed through apps, and such access currently accounts for almost 30% of the page views. However, purchase through apps is currently unavailable.



Expected effect



Increased app use will increase opportunities for articles to be read and purchased



Using points will make it easier to introduce new payment methods and strategies



Users' use status will be less impacted by external platforms



Introduction of note point Function

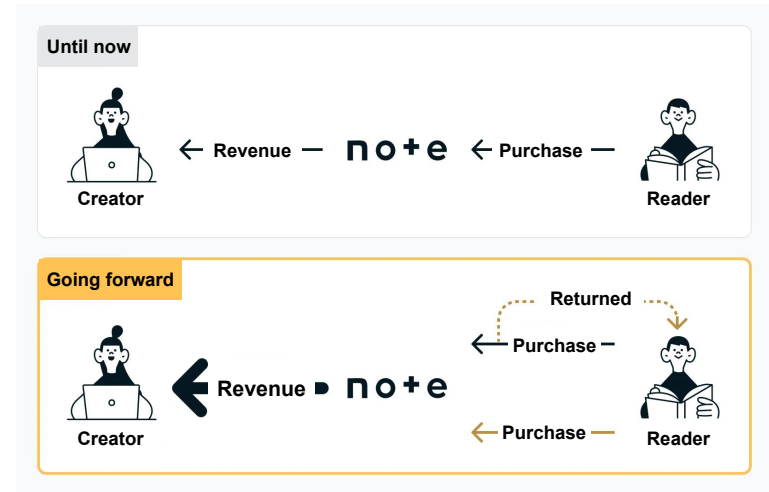
We initially introduced “note points” in the browser version, and simultaneously held the “note points festival,” a campaign offering a discount of up to 20% on the purchase of paid articles. In the future, we plan to regularly hold promotional campaigns and contribute to the growth of creators' revenues.

Introduction of note points

note points are distributed by note to users under various conditions. Users who have received note points can use them to purchase paid articles.

< What we would like to do going forward >

- **Hold sales promotion campaigns led by note inc.**
→The first campaign was held in January 2024.
- **Enable purchases from apps**
→Preparing for introduction (timing is to be determined)



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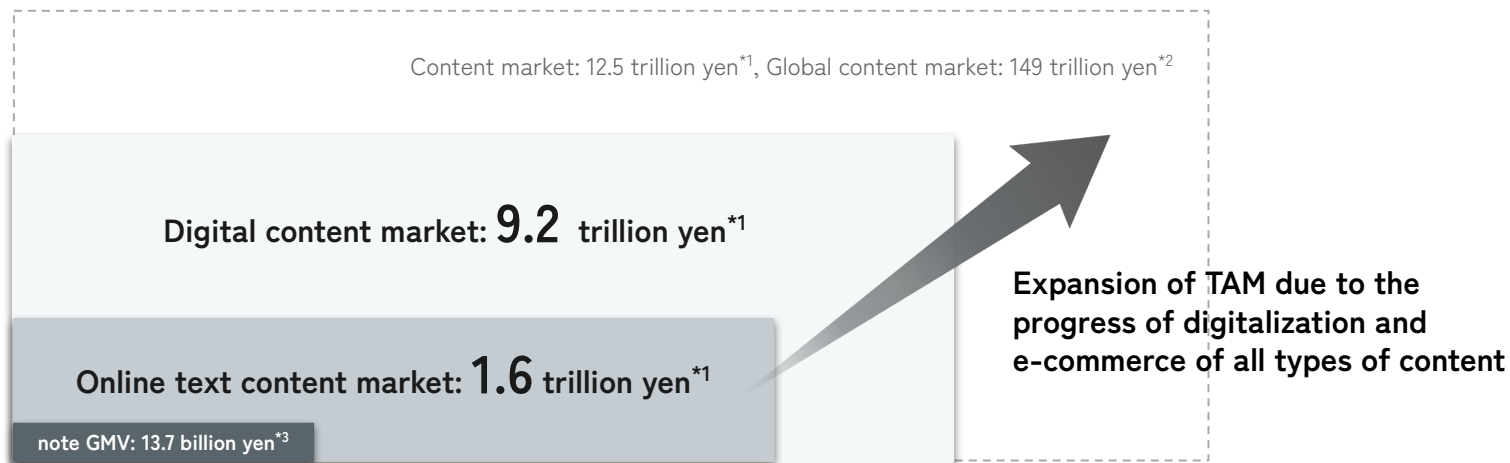
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Content markets to be approached by note

The online text content market is worth 1.6 trillion yen (note GMV share is 0.9%) and the digital content market is worth 9.2 trillion yen. note is a platform that promotes distribution of digital content, and it is expected to expand its market share in the future with the increase of TAM in line with the progress of digitalization and e-commerce in the content industry.



*1 Source: National Institute of Information and Communications Policy, Ministry of Internal Affairs and Communications, "Survey on Media Software Production and Distribution (June 2023)." Market size is for 2021.

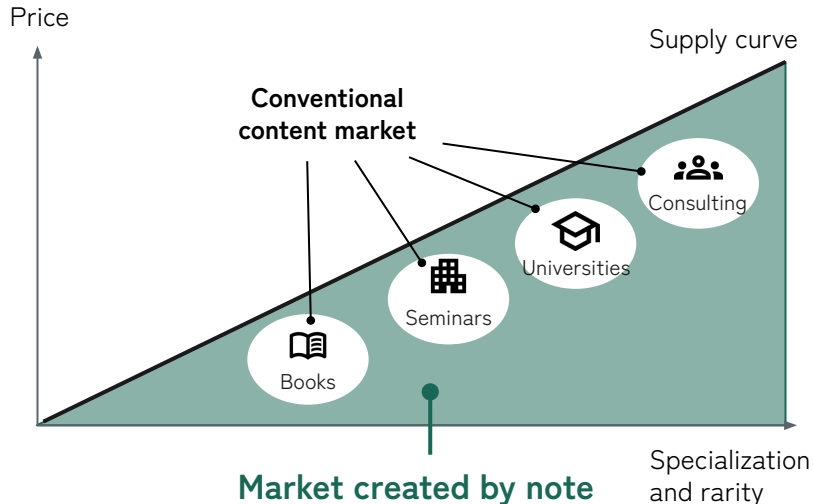
*2 Source: Japan Business Federation, "Entertainment Contents ∞ 2023 (April 2023)." Market size for 2021.

*3 The figures are for FY2023.

New Content Market Created by note

Conventional content has had constraints on the format and method of provision, and price setting, thus limiting the content and creators of the content. note eliminates such constraints, enabling the unrestricted circulation of a wide range of content in terms of pricing and format, thereby creating new market opportunities.

< Overall image of the content market >



- **Generally, the more specialized and rare the content, the higher the price of the content**
- **With many constraints, the conventional content market has had its limits**
 - Physical constraints on the offering package and distribution network
 - Limited provision method and restricted price setting due to the above constraints
 - The potential content market is not yet fully actualized because of the limited number of content and creators that can be commercialized under those constraints.
- **note is free from constraints, allowing all types of content to be distributed**
 - **No constraints on the method and amount of the provision** of content.
 - Creators are **free to set their own prices**.
 - **Content in niche areas where demand is small** can also be provided.
 - Fans can also **directly support creators**.

Create New Creator Successes by Expanding note's Ecosystem

By expanding note's existing ecosystem centered around "note.com," such as strengthening of corporate services and launching new media specializing in certain genres, we will create even more diverse creator successes.

Expanding note's Ecosystem

Media/companies using note tools

Provide note pro, AI, and other functions by using note's technology

Strengthening business features
Provision to external parties

note.com

A platform that serves as a base of activity for all types of creators

Deepening of priority categories

New services outside of note.com

Launch of new services specializing in specific categories by using note's assets

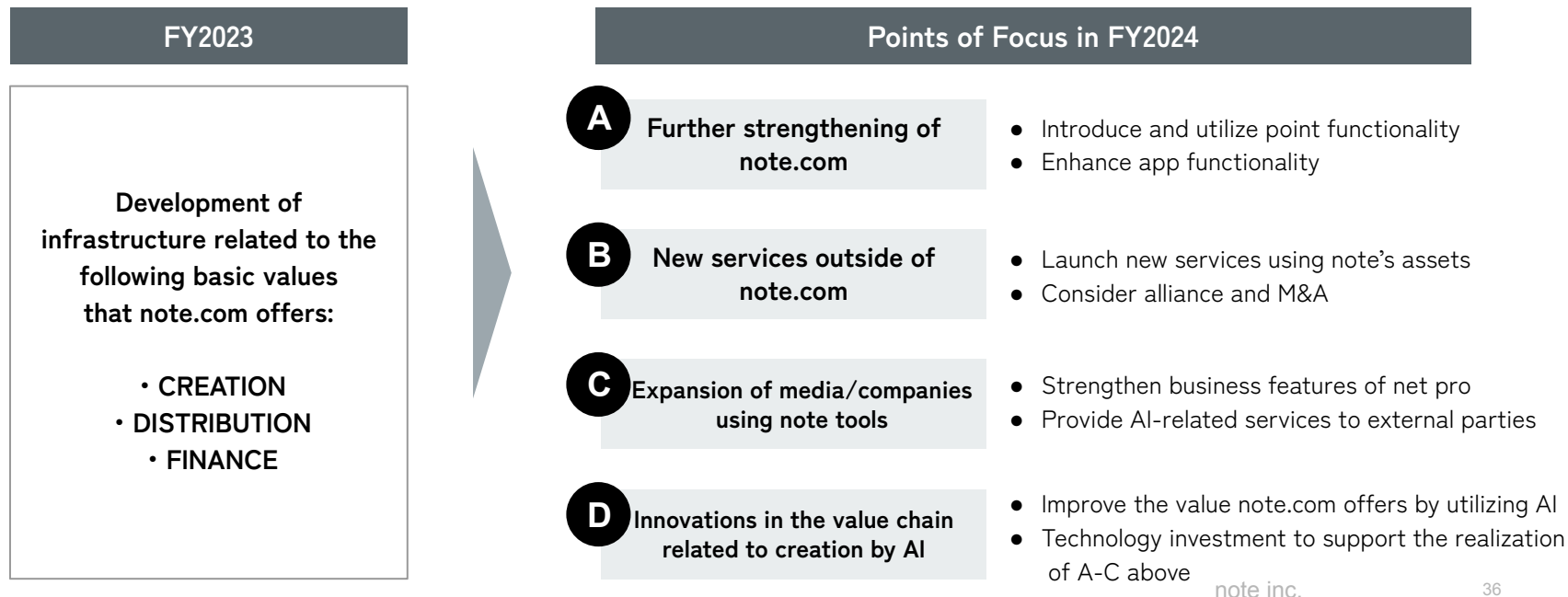
Innovations in the value chain related to creation by AI

Proactively utilize AI-related technologies to achieve the above at a high level

note inc.

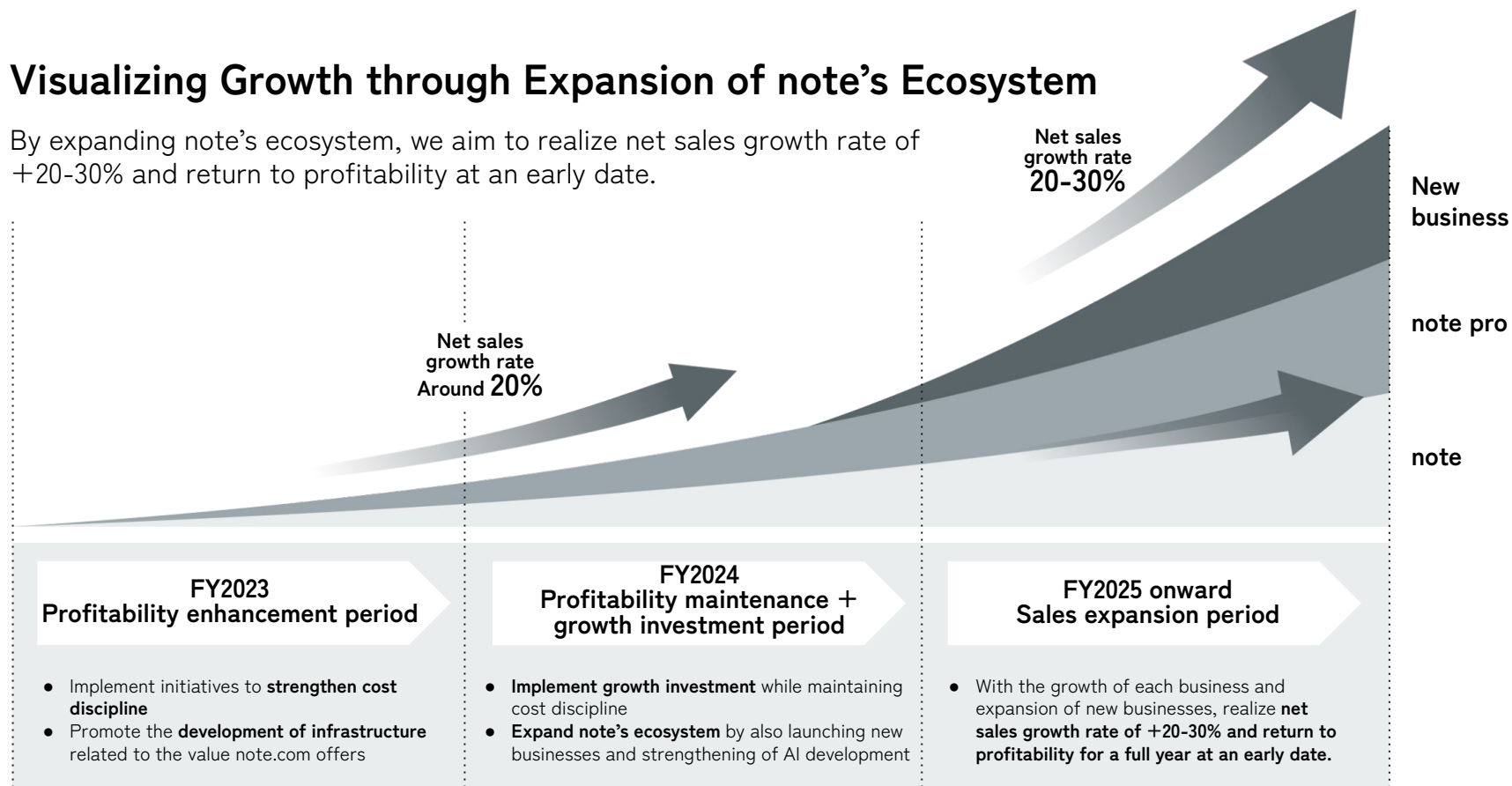
Points of Focus in FY2024

We will focus on the following four points in FY2024 to expand note's ecosystem.



Visualizing Growth through Expansion of note's Ecosystem

By expanding note's ecosystem, we aim to realize net sales growth rate of +20-30% and return to profitability at an early date.



Medium- to Long-term Business Outlook and Financial Policy

Medium- to long-term business outlook and financial policy are as follows.

Sales

- Aim for continuous growth, without slowing the growth rate, through the expansion of each business centering on note and note pro
- **Aim for net sales growth rate of +20-30%** by working on new businesses to expand note's ecosystem

Profit

- Make strategic investments centered on human resources, with an emphasis on balancing sales growth and profitability
- Continue aiming for **a return to profitability for a full year at an early date**

Platform size

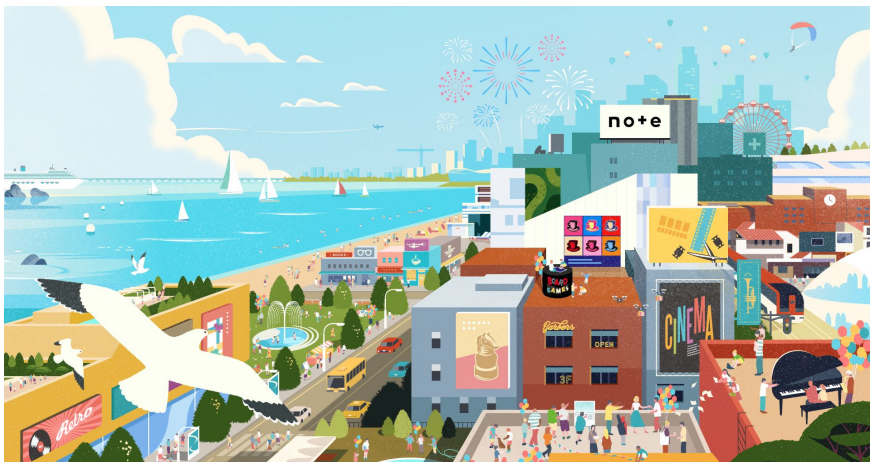
- Achieve **10 million note IDs at an early date** by expanding the note's ecosystem while further enhancing the appeal of note as a platform

Finance

- **Flexible financing options ensured** with a newly secured 1.2 billion yen line of credit in addition to sufficient cash and deposits
- **Work on improving stock price and increasing trading volume** through ongoing proactive IR activities

note aims to be a “city for creators” on the internet

We consider the note platform to be an online “city,” where all kinds of people, individuals and corporations can gather. Our goal is to make it a hub for all kinds of activities, including creative and business-oriented endeavors, on the internet.



The “city” that note is aiming for is a place where individuals and corporations of all kinds gather.

Here, people from all walks of life actively engage in creative and economic activities, and the interactions among people will lead to the further development of culture and the economy.

We will create such a “city” on the internet.

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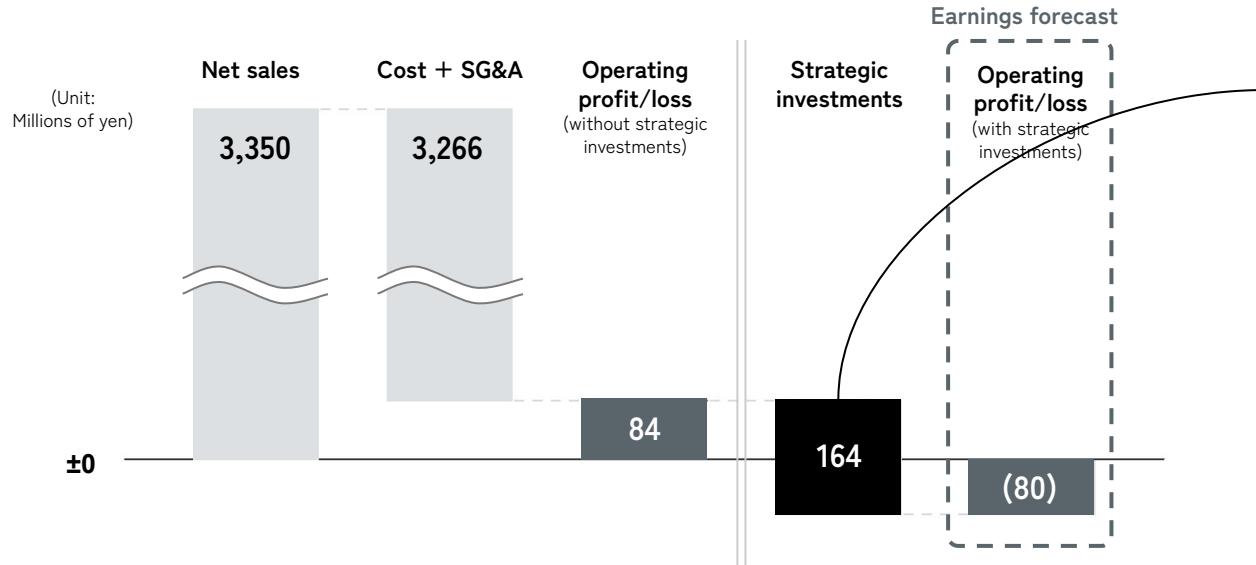
Earnings Forecasts for FY2024

In FY2024, we expect an increase in net sales through business growth and to move much closer to becoming profitable. Additionally, we plan to make strategic investments in personnel expenses, mainly for new businesses. Our earnings forecasts are as follows.

Unit: Millions of yen	FY2024 full-year forecast	FY2023 Actual	YoY rate of change
Net sales	3,350	2,777	+20.6%
Gross profit	3,100	2,567	+20.8%
Operating profit (loss)	(80)	(380)	—
Ordinary profit (loss)	(80)	(413)	—
Profit (loss)	(82)	(414)	—

Image of Earnings Forecasts

We project net sales growth rate of +20% or higher in FY2024 and expect to be profitable when excluding strategic investments. On the other hand, in FY2024, we expect to make strategic investments in human resources, including new hires and expect a loss in the final accounts.



Details of strategic investments





- Recruitment-related expenses
- Personnel expenses
- Outsourcing expenses

Policy for investing in human resources

- Hire mainly engineers, product managers, designers, and other development personnel
- Carefully select talented personnel without being limited by the number, while assuming a maximum of about 25 hires
- Flexibly use outsourcing in light of the recent diversification of work patterns

Outlook of Net Sales by Business for FY2024

By business, we expect note and note pro to expand at a growth rate similar to that in FY2023, while corporate services may experience a temporary slowdown. Sales contribution from new businesses is not factored into the forecast for FY2024.

	FY2022 Net sales (Millions of yen)	FY2023 Net sales (Millions of yen)	FY2023 Sales growth rate	FY2024 Net sales growth outlook	Supplementary information
note	1,829	2,213	+21.0%		Anticipate growth rate similar to that of FY2023 due to new initiatives such as the introduction of a point system
note pro	312	427	+36.7%		Anticipate a growth rate similar to that of FY2023 due to the effect of the upward fee rate revision and strengthening of business features
Corporate services	105	121	+16.0%		Anticipate a sales decrease in FY2024 due to the growth of other businesses being prioritized
Other (including new businesses)	69	13	(80.1%)		Sales contribution from new businesses is not factored in and is expected to be realized in the next fiscal year and onward
Total	2,317	2,777	+19.9%	+20.6%	

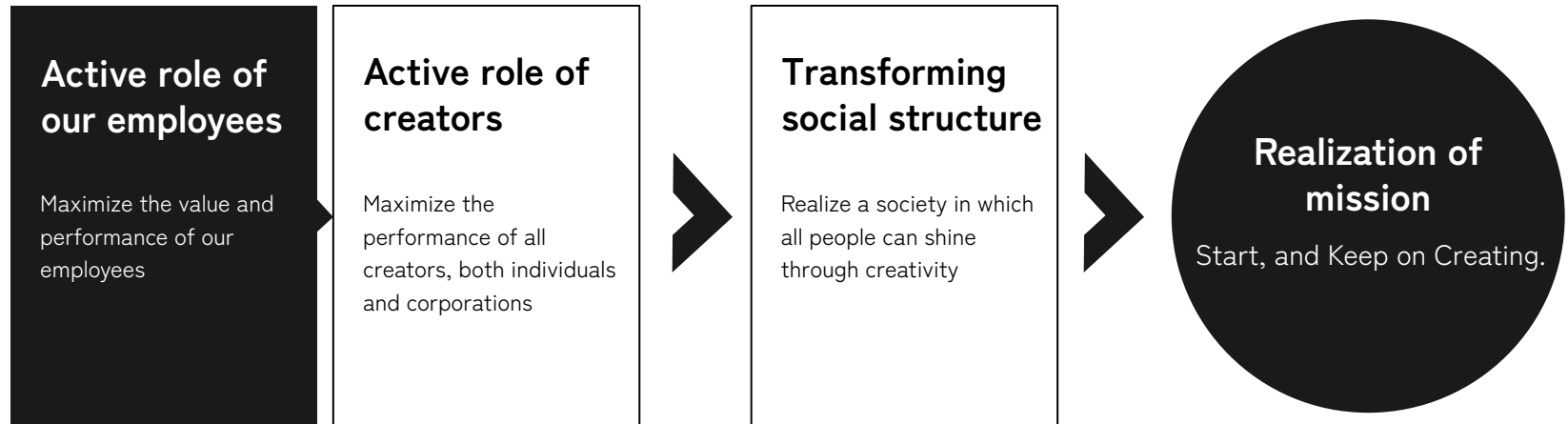
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Our Approach to Human Capital

Start, and Keep on Creating. To realize this mission, we believe that extracting the value of human resources and maximizing their performance are the cornerstones of business growth.

By having each and every one of our employees perform at their best, we aim to become a starting point for enabling all creators to become active in the world, and beyond that, as a platform for creativity, to "realize a society in which all people can shine through creativity."



Adding a “Professional Culture for Creating Results” to Our Organizational Feature of “Mission-Driven”

We have been emphasizing the importance of fostering a culture based on MVV (Mission, Vision, and Values). As we now believe that, in addition to mission-driven organizational management, a "professional culture for creating individual and organizational results" is necessary in order to realize further business growth as a platform for creativity, we have established three particularly important issues.

Key issues to be faced	What we aim for
A Recruitment and development of professional personnel	<ul style="list-style-type: none">• Increase the number of professional personnel and improve the competitiveness of the organization for business growth• Increase the number of management personnel and build a strong organizational foundation• Improve employees' sense of growth and job satisfaction through measures such as job-based training and active promotion to new roles
B Fostering a culture to maximize individual and organizational results	<ul style="list-style-type: none">• Foster a culture in which employees unite as an organization to create results and grow through friendly competition with each other• Employees who are committed to growing the business and have created results are rewarded and honored
C Increased productivity and demonstration of creativity	<ul style="list-style-type: none">• Employees with diverse lifestyles are able to increase productivity and demonstrate creativity• By promoting automation and streamlining of operations, employees are able to focus on tasks that people should handle

Initiatives and KPIs

The main initiatives in line with the key issues and KPIs to be monitored regularly in the future are set as follows.

Key issues	Main initiatives	Main KPI
A Recruitment and development of professional personnel	<ul style="list-style-type: none"> • Recruitment of people with outstanding expertise that will be at the core of our business growth • Training/selection and new appointments of candidates for top management and other managerial positions, and delegation of authority • Expansion of management training and various other human resources development measures 	<ul style="list-style-type: none"> • Percentage of hiring positions filled • Percentage of high-grade personnel among all employees • Number of new appointments to managerial positions
B Fostering a culture to maximize individual and organizational results	<ul style="list-style-type: none"> • Development of evaluation systems and compensation ranges to appropriately reward performance • Implementation of measures to instill company policies and encourage engagement, such as weekly plenary meetings and others • Fixed-point observation of individual employees and organizational conditions through a hybrid of pulse surveys (monthly) and organizational surveys (twice a year) 	<ul style="list-style-type: none"> • Positive response rate in organizational surveys • Alert generation rate in pulse surveys
C Increased productivity and demonstration of creativity	<ul style="list-style-type: none"> • Development of an in-house dedicated AI tool (noteAI) and its active use in operations • Fundamental reform of internal operations in cooperation with a subsidiary (note AI creative) • Establishment of an environment and other systems that maximize productivity by accommodating any lifestyle and life event 	<ul style="list-style-type: none"> • Sales per employee

Other note's Initiatives to Maximize Performance of Personnel

Choice of work styles



Flexible work arrangements/ flextime system

Realizing the most productive work style through a hybrid work model

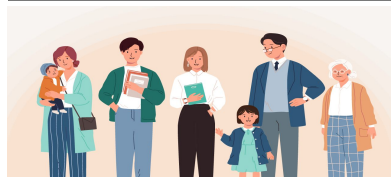
Remote work allowance/ development environment assistance

Providing comfortable working environment and development tools

Transportation subsidy for fully remote workers

Providing fully remote workers with the option to also come to the office any time

Employee oriented support



All types of leave programs

Providing support for unexpected events in daily life through programs such as sick leave and care leave, as well as basic leaves

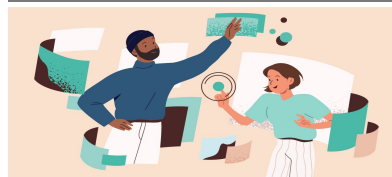
Welcome-baby holiday and gift

Support for the partner who has given birth, together with a note original gift

Subsidy for babysitting/ housekeeping services

Enabling easy access to support for housework and childcare to achieve a balance between work and family life

Supporting challenges



Tech challenge subsidy

Providing opportunities for all employees to learn about technology, design, and product management to create the best products possible

Content purchase subsidy

Providing opportunities for all employees to be exposed to content in order to promote their creativity

CXO workshop

Providing opportunities for all employees to learn about UIUX and the latest AI knowledge in order to utilize it in daily operations

Connect with other employees



Weekly plenary meetings

Sharing company policies and creative trends with all employees to unify the direction of the company

Social gathering program/ shuffle lunch

Providing opportunities to communicate freely regardless of department

CEO's open door policy

Providing an opportunity to easily talk and consult with the CEO

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Notice of Shareholders Meeting

After the Annual General Meeting of Shareholders scheduled for Sunday, February 25, 2024, a shareholders meeting will be held for shareholders to have a direct dialogue with the members of the Board of Directors regarding note's management strategies, business results, and services. We look forward to your participation. For details, please see the convocation notice to be sent out on February 8.

Outline of the meeting

- **Date and time:** The meeting will be held on Sunday, February 25, 2024, after the Annual General Meeting of Shareholders scheduled to begin at 1:00 p.m. (The meeting is expected to last approximately one to two hours.)
- **Venue:** Bellesalle Hanzomon (Sumitomo Fudosan Hanzomon Ekimae Building 2F, 1-6-4 Kojimachi, Chiyoda-ku, Tokyo)
- **Participants:** Only those attending the Annual General Meeting of Shareholders (for shareholders as of November 30, 2023) may participate.
- **Speakers:** Directors and the Audit and Supervisory Committee members of note inc. (Kato, Kashima, Kon, Tanabe, Mizuno, Takekawa)
- **Details:** CEO Kato will begin with an explanation of the company's business results, services, and future management strategies. Following that, there will be a question-and-answer session for shareholders to ask questions to the board members.

Launched IR note Magazine to distribute IR articles of listed companies

In response to the increasing number of companies using note to disseminate IR information, we are jointly operating IR note Magazine with the aim of providing IR information of the participating companies all at once to investors to help them make investment decisions.

*As of January 11, 2024



No. of participating companies

68 companies

No. of followers

Over **1,400**

By following the magazine from this link you will be able to receive IR information from companies that disseminate IR information on note in all at once.

We encourage shareholders and investors to visit the following site. (Japanese only)

<https://note.com/notemagazine/m/m530d4bde968b>

Dissemination of IR information

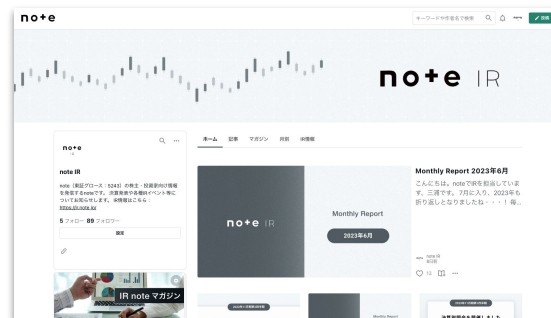
note disseminates its IR information through its IR website and note, in addition to disclosing information on TDnet. They are available at the following URL and QR code. For any requests or inquiries related to IR, please feel free to contact our IR inquiry desk.

■ IR website



<https://ir.note.jp/en>

■ IR on note



https://note.com/note_ir



Disclaimer

Handling of this document

This material contains forward-looking statements.

These statements are based solely on information available at the time such statements were made. Furthermore, such statements are not guarantees of future results and involve risks and uncertainties. Please note that actual results may differ materially from those discussed in the forward-looking statements due to changes in the environment and other factors.

Factors that may affect the actual results described above include, but are not limited to, domestic and international economic conditions and trends in our related industries.

The Company assumes no obligation to update or revise any forward-looking information contained in this document in the event of new information or future events.

The information contained in this material regarding other companies is quoted from publicly available information, and the Company has not verified. It does not guarantee the accuracy or appropriateness of such information.

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