

Consolidated Results of Operations for the Nine Months Ended December 31, 2023

February 14, 2024

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

remixpoint



Energy business



Resilience
business



Medical business



Energy business

electric power retail business

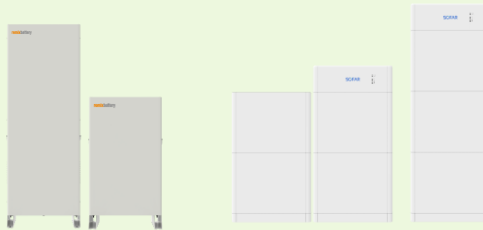
- Supply high-voltage and low-voltage customers with electricity throughout Japan, excluding Okinawa area and isolated islands
- Offering of three plans to meet diversified needs of high-voltage customers for reduction of risks in the electric power retail business and securing stable revenue.



Resilience business

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

- 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



Medical business

Web creating business for medical institution and Welfare business

- Management consulting specialized for dental and medical clinics
- Creation and operation of websites designed for sales support of dental and medical clinics



- 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

Business Synergies with ZERO MEDICAL, INC.

The Company made ZERO MEDICAL, INC. as a wholly-owned subsidiary on December 1, 2023



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

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

Nine Months Ended December 31, 2023 Results Summary

Results for the Nine Months Ended December 31, 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 3Q	FY2023/24 3Q
Net sales	Total	23,745	14,936
	Energy business	17,939	14,205
	Resilience business	420	628
	Others	5,385	102
Operating profit	Total	▲1,629	1,270
	Energy business	▲1,166	1,708
	Resilience business	7	49
	Others	160	26
	Business segment adjustment	▲630	▲514
Ordinary profit		▲1,442	1,294
Profit attributable to owners of parent		3,606	1,339

Topics

■ Energy business

- The Company transferred the power source procurement costs to sales prices appropriately and operating profit was ¥1,700million for the nine months ended December 31, 2023.
- As transition to the new rate plan for the capacity contribution system which starts April 2024 has been completed, profits are expected to be secured constantly in the next fiscal year and beyond.

■ Resilience business

- Net sales and profit increased with the steady increase of the number of storage batteries sold as a result of the amelioration of the production slowdown of “remixbattery” from the global shortage of semiconductor, development of sales agent for storage batteries and active promotion of sales activities.

* “Others” include the used car business, resilience business, and other businesses.

* Profit and loss from the medical business will be recorded from the fourth quarter of the current fiscal year.

Consolidated balance sheets

(Millions of yen)

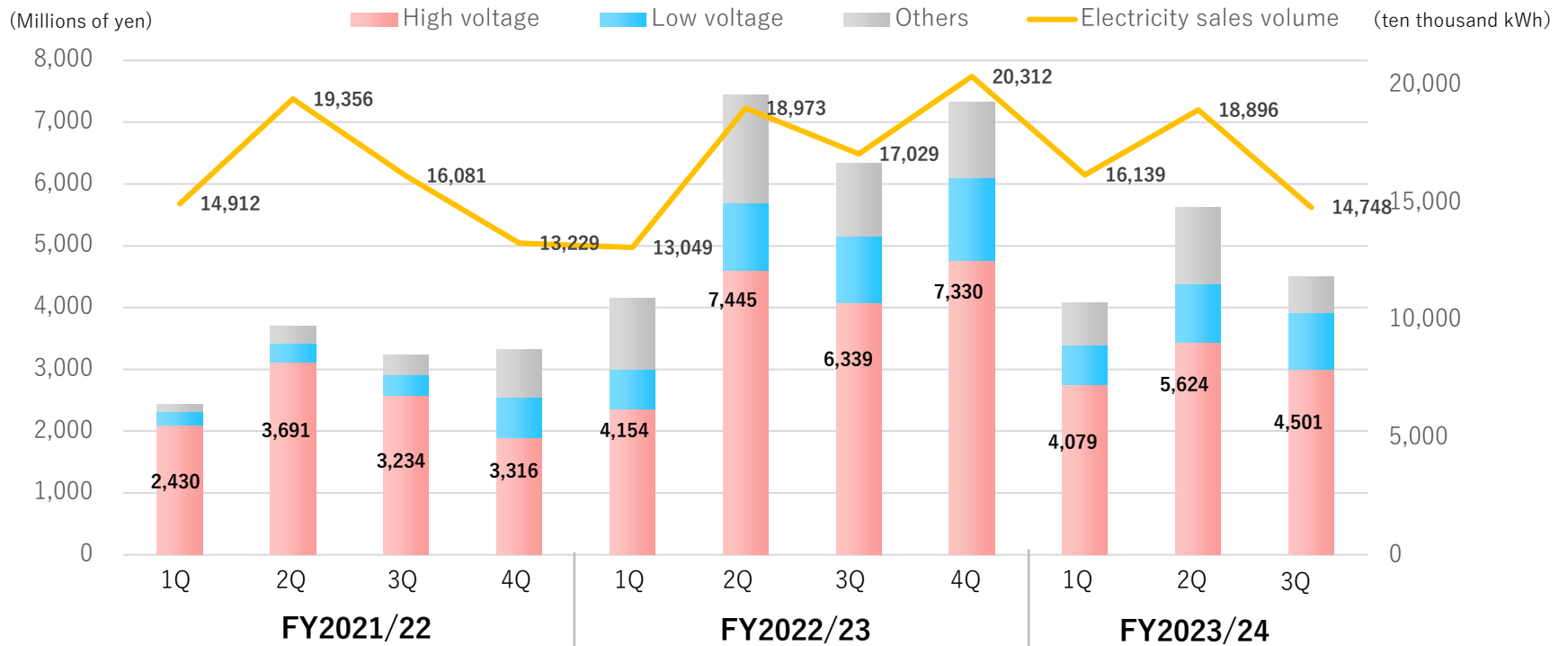
		As of March 31, 2023	As of December 31, 2023
Assets	Cash and deposits	11,173	13,132
	Trade receivables and contract assets	4,061	3,000
	Finished goods	16	3
	Merchandise	221	271
	Raw materials and supplies	69	62
	Owned cryptoassets	120	56
	Operational investment securities	355	—
	Other	1,601	485
	Total current assets	17,620	17,011
	Goodwill	—	629
	Other	1,651	2,052
	Total non-current assets	1,651	2,682
	Total assets	19,271	19,693
	Liabilities	Accounts payable - trade	520
Deposits received		348	152
Income taxes payable		774	0
Other		801	421
Total current liabilities		2,445	1,000
Total non-current liabilities		0	454
Total liabilities		2,445	1,454
Net assets	16,826	18,238	
Total liabilities and net assets	19,271	19,693	

Key Topics for Each Business for the Nine Months Ended December 31, 2023



As low JEPX average prices led to lower unit sales price of market linked plan and mild weather reduced demand for electricity, net sales decreased compared to the previous corresponding period.

Quarterly Sales and Electricity sales volume



Average of JEPX spot rates (Yen/kWh)

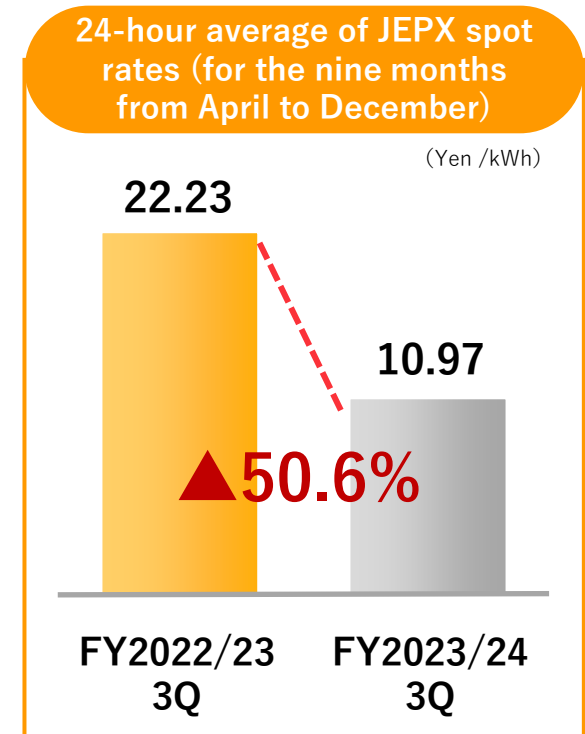
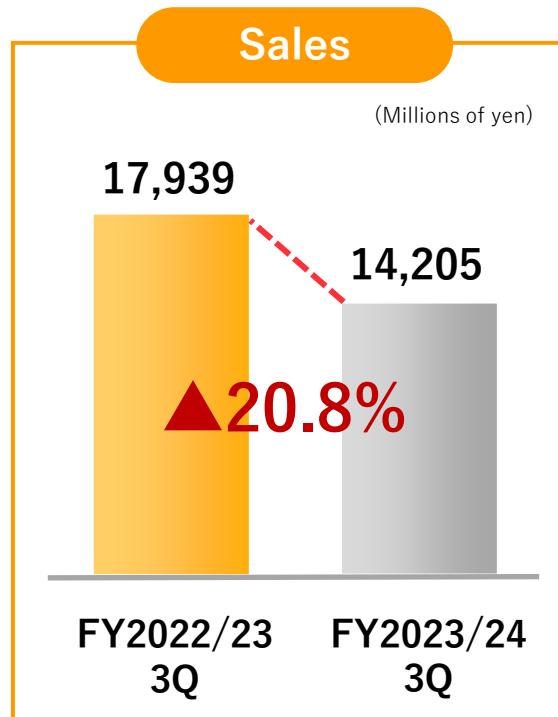
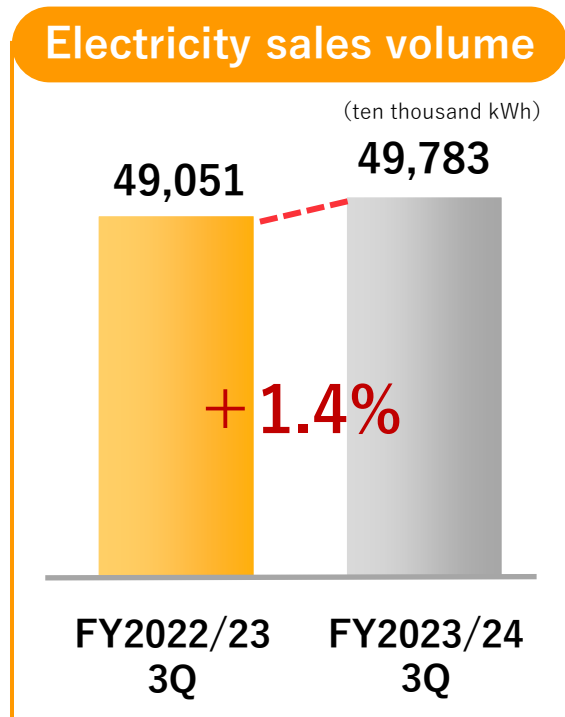
6.84	8.18	15.93	22.99	18.64	24.78	23.24	14.80	8.56	11.71	12.59
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* "Others" include sales of surplus electricity sold in the electricity market and subsidy sales under the government's "Projects for Electricity and Gas Price Drastic Change Mitigation Measures."



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

- Electricity sales volume for the nine months ended December 31, 2023 increased slightly by 1.4% year on year, but a significant -50.6% drop in the average JEPX price lowered the unit sales price of the mainstay market linked plan, resulted in a 20.8% decrease in net sales.
- Since market linked plan secures a constant gross profit regardless of the unit sales price, the impact of decrease in sales on profit is very small, operating profit was approx. ¥ 490 million for the current third quarter and approx. ¥ 1,700 million for the nine months ended December 31, 2023.



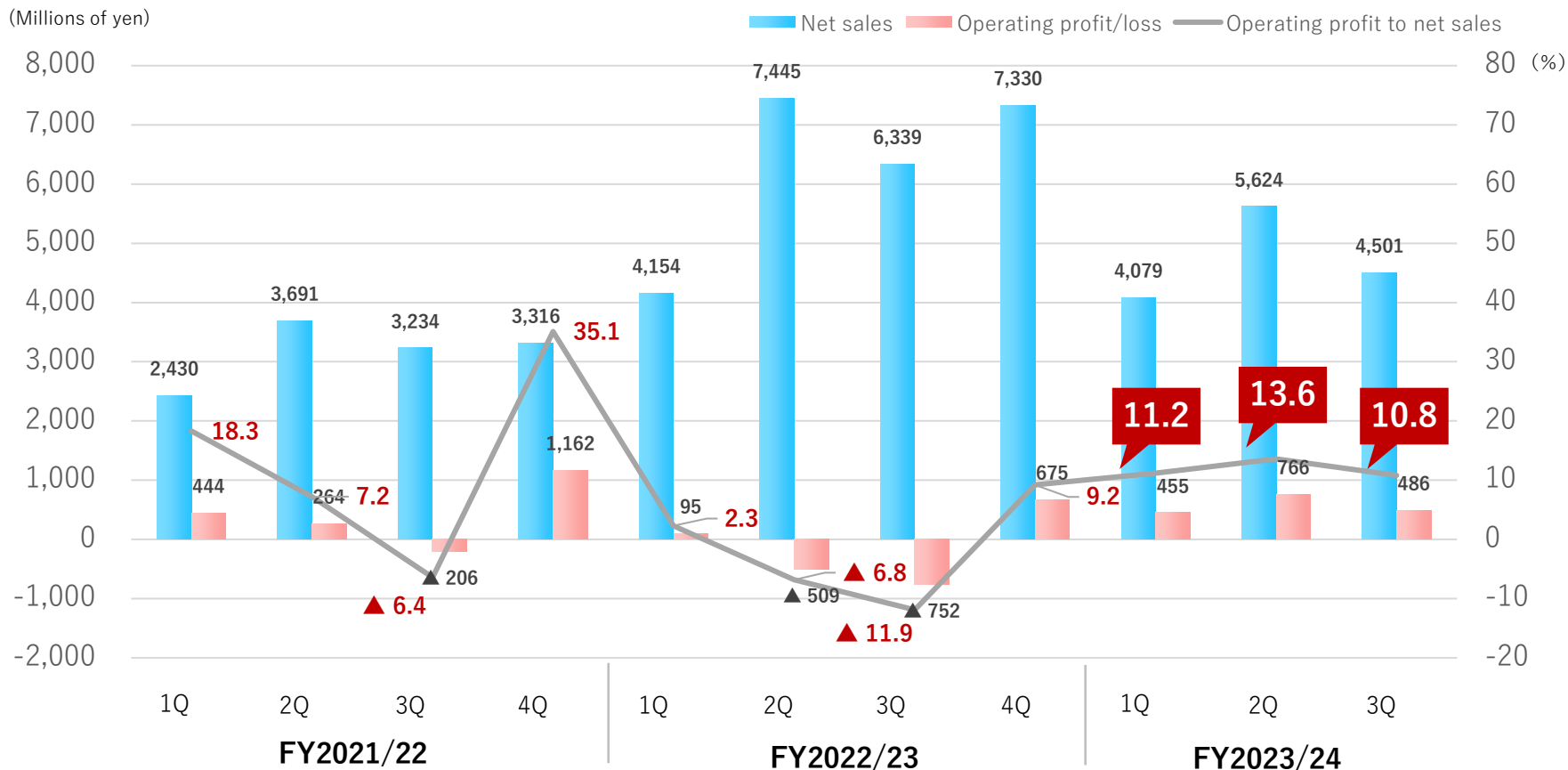
*Reference: Market Data, Japan Electric Power Exchange (JEPX)



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 linked plans.

As a result, **the ratio of operating income to net sales was over 10% for three consecutive quarters**

Quarterly sales and operating profit





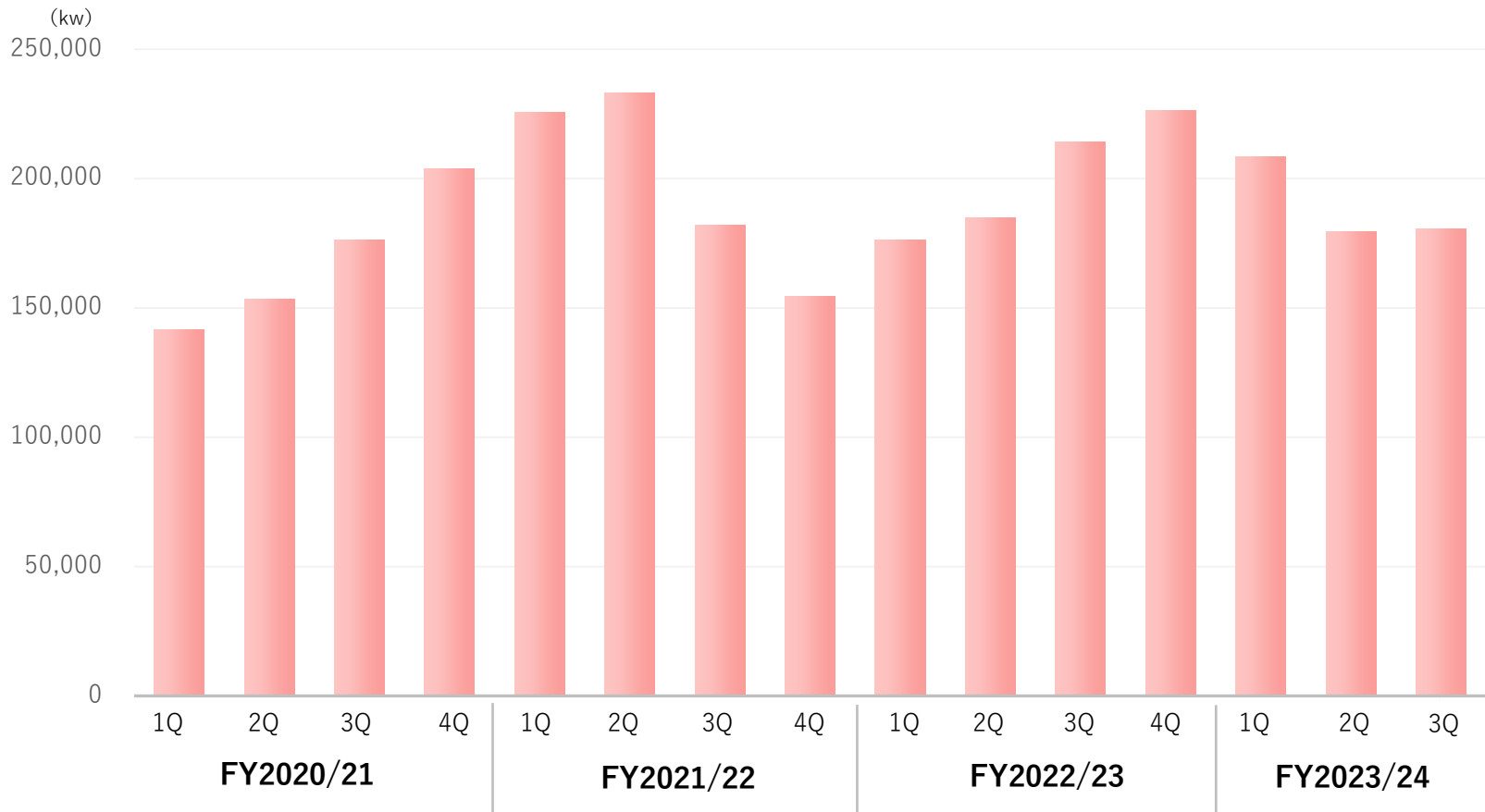
- Contracted power: over 50kW
High voltage: 50kW to 2,000kW
Extra-high voltage: over 2,000kW
- Contract groups: Mainly large facilities such as factories, hospitals, commercial facilities, and buildings
- Electricity consumption fluctuates greatly depending on the time of day (high consumption during the day and low consumption at night)

The Company's response status

- Number of contracts: about 1,499 (about 180,000kW)
- Promote acquisition of more customers than ever by proposing market linked plan, fixed unit price plan and own fuel cost adjustment plan (a mix of market linked plan and fixed unit price plan) according to their needs.

The total contracted capacity was on a mild recovering trend from 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 electric power retail business

	JEPX Standard Plan (Market linked plan)	High-voltage standard plan (Own fuel cost adjustment plan)	High-voltage flat-rate plan (Fixed unit price plan)
Features of the Plan	A plan in which the electricity rates are linked to costs for procuring electricity from JEPX (wholesale electric power exchange)	A plan in which the electricity rates are linked to costs for electricity procurement from all sources including JEPX and over-the-counter trading	A plan in which the electricity unit price is fixed and unaffected by power source procurement costs
Customers Benefits	Electricity rates can be kept lower when JEPX prices are lower	Risks can be controlled at a certain level when market prices are rising, while some benefit is available when market prices are lower	Less fluctuation in electricity rates and easier financial planning
The Company's Benefits	The Company can secure a constant amount of profit unaffected by electricity procurement costs of JEPX	Reflects power supply procurement costs in its own fuel cost adjustment expenses, achieving both profitability and risk hedging	The Company can revise its sales strategy on a flexible basis in accordance with the areas and amount of secured power sources



- 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
 - Individual: approx. 17,100
 - Corporate: approx. 9,300
- Resume accepting the plan for general households (plans to strengthen acquisition from 4Q onward.)
- Plan for general households is market linked plan
- Promote stronger acquisition in corporate low-voltage area



While the number of low-voltage contracts has been slightly decreasing throughout the nine months ended December 31, 2023, the number of low-voltage corporate contracts is on the rise, and we plan to continue strengthening acquisition of new contracts.

Acquisition of low-voltage customers

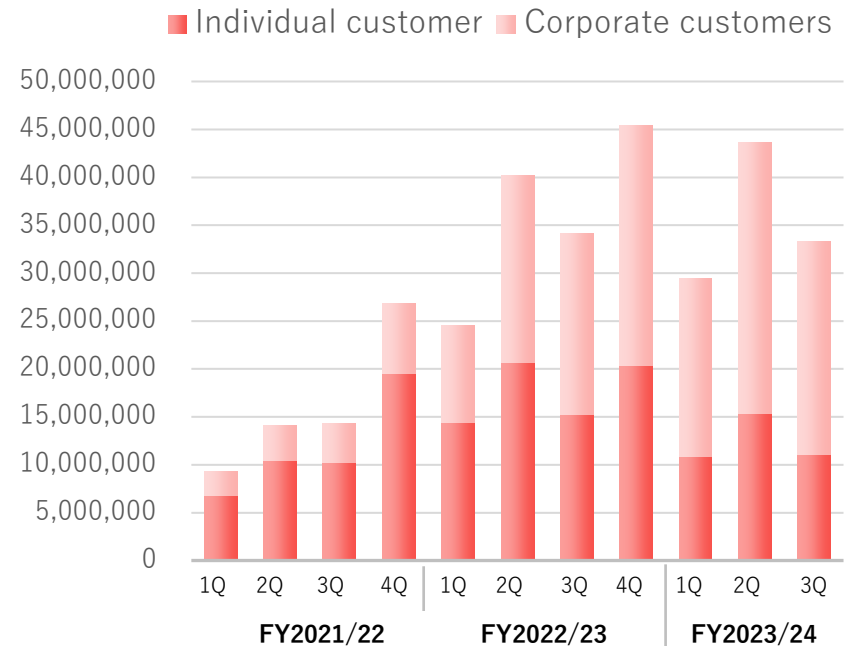
No. of contracts

(facilities)



Amount of electricity used

(kwh)





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

Note: Projects receiving subsidies in FY2023 No. of awarded subsidies: 94 projects

(Results as of December 31, 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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