



NeedsWell
Try & Innovation

Needs Well Inc.

Q2 Financial Results Briefing for the Fiscal Year Ending September 2020

May 20, 2020

Presentation

Moderator: It is time to commence the quarterly financial briefing session for 2Q of the fiscal year ending September 2020 of Needs Well Inc. Today, under the circumstances of coronavirus pandemic, we will hold it without any audience.

Well then, President and CEO Mr. Funatsu, please begin.

Funatsu: This is Funatsu from Needs Well, Inc. Today, as the moderator has just talked about, because of the impact of coronavirus, no investors are attending. In terms of our 2Q, this is an explanation of the status of our financial results briefing from October 2019 to March 2020.

First of all, we will explain our financial results for the 2Q of the fiscal year ending September 2020.

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1) Summary

☆ Net Sales + 3.1% year on year

☆ Ordinary profit

Compensated onetime expense incurred by moving HQ and opening Nagasaki Development Center in 1Q. + 0.3% year on year



First, I will summarize the financial results for the second quarter.

Both sales and profits increased, with net sales rising 3.1% YoY, and ordinary profit rising 0.3% YoY. During the 1Q of the current fiscal year, we relocated our headquarters in October 2019, and opened the Nagasaki Development Center in October. As a result, up-front investment was approximately JPY24 million, however, while covering this, cumulative total for the 2Q increased 0.3% YoY.

As you can see, ordinary profit in 1Q was JPY92 million and in 2Q it was JPY174 million, which increased a lot.

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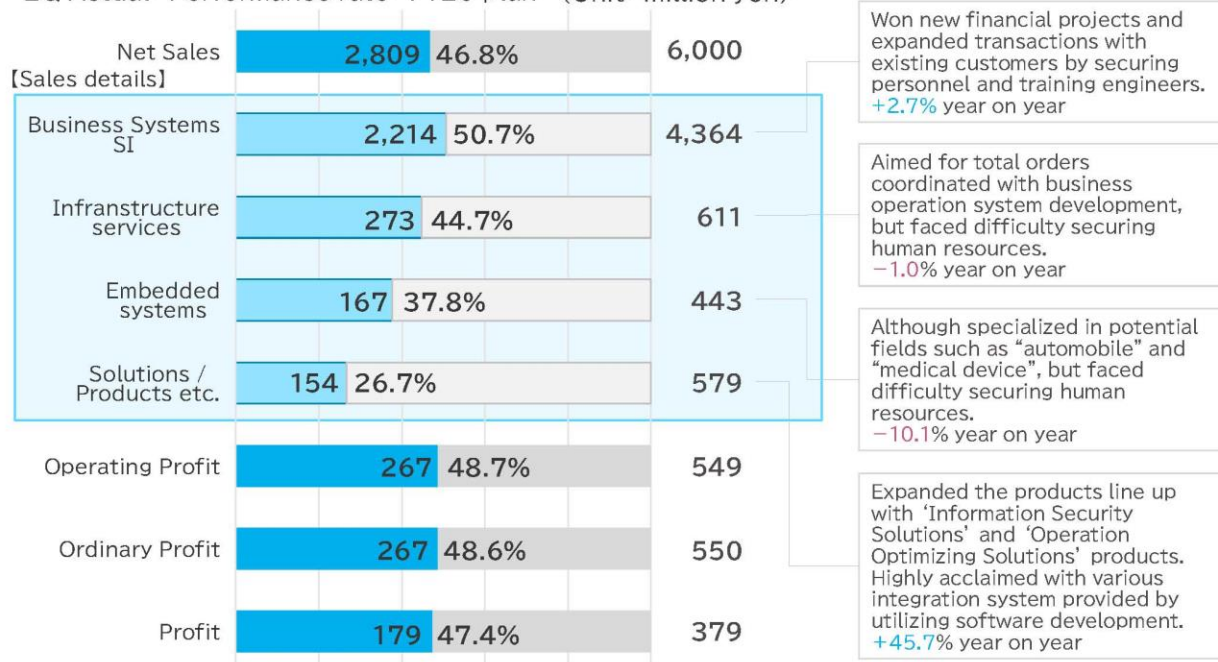
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2) Performance rate



2Q Actual· Performance rate· FY20 plan (Unit: million yen)



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The rate of progress for the current full year is shown here.

Overall sales are currently at JPY2.8 billion for the two quarters cumulative period, so we have achieved a progress rate of 46.8% against the initial target of JPY6 billion.

Looking at the breakdown of net sales by service line, as the progress made in the **Business Systems SI** was 50.7%, we were able to clear half of the sales achieved in the first half of the fiscal year, and we were able to achieve 2.73% YoY growth of the sales achieved in the first half of the fiscal year under review.

The net sales of **Embedded systems** is slightly less. The progress rate was 37.8%, but this was decreased 10.2% slightly YoY due to difficulties in recruiting human resources in the first half of the fiscal year and the impact of the coronavirus disaster in the second half.

Next is **Solutions / Products etc.** We have achieved a progress rate of 26.7%, due to our considerable effort into this area. This was a favorable increase of 45.2% YoY. However, as **Solutions for securing information** showed a slight slump, the progress rate was as shown in the table below.

Both operating profit and ordinary profit are slightly less than 50%, and I think this is on track to achieve the Company's targets.

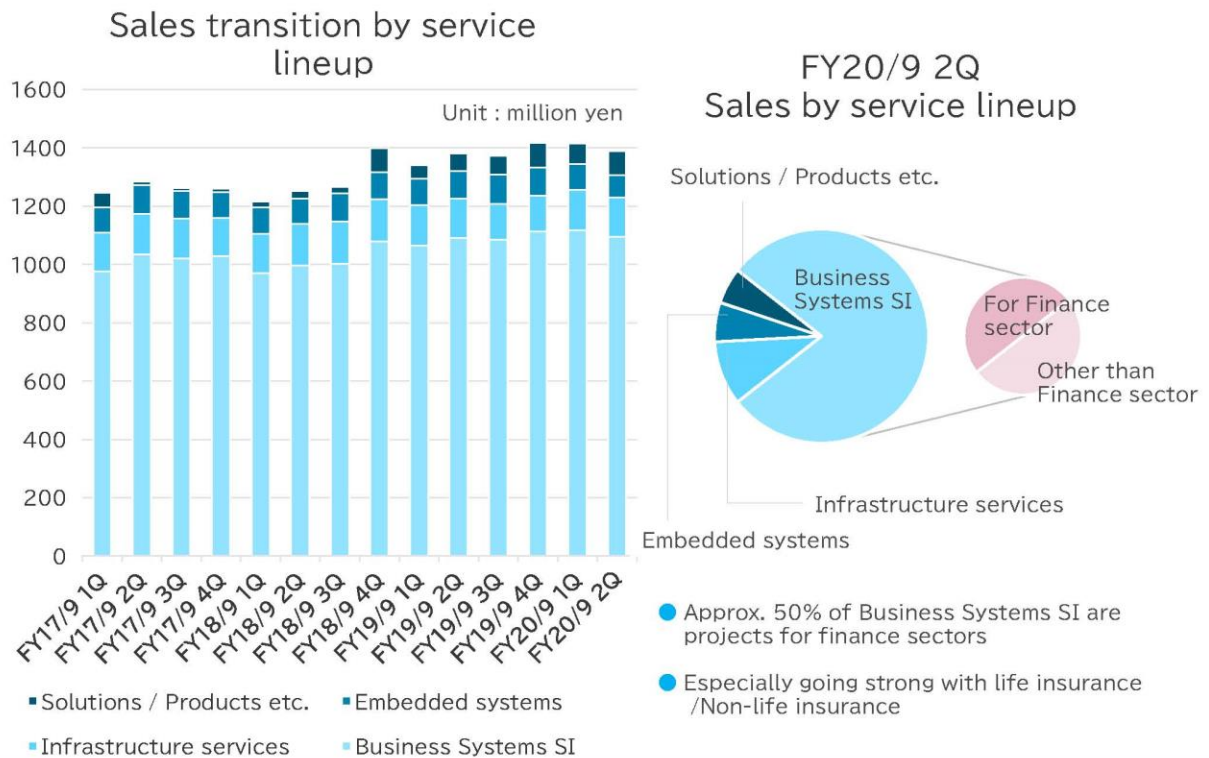
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3) Sales by the service lineup



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The following is an explanation of sales by service line. Figures are cumulative totals up to 2Q in the fiscal year ending September 2020. It is at the right edge.

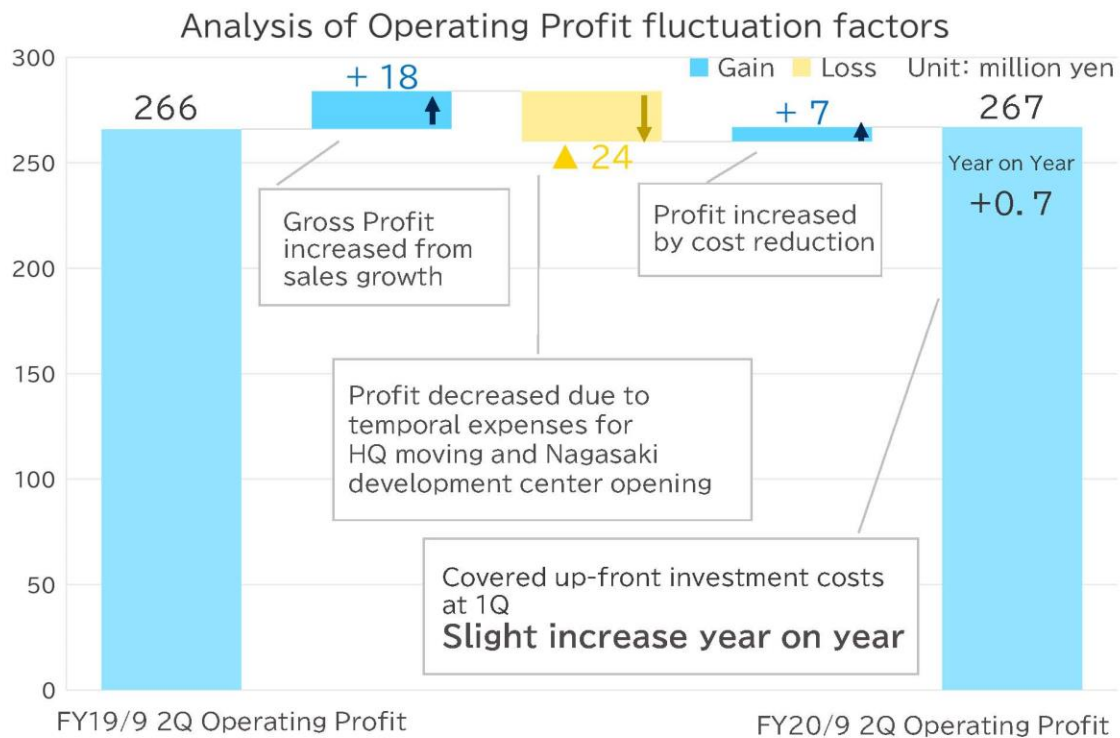
Our mainstay **Business Systems SI** accounts for approximately 79%, and 50% of it is financial system development, such as banks, securities, life insurance, and non-life insurance.

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4) Analysis of operating profit fluctuation factors



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The following is an analysis of factors behind changes in operating profit.

As I mentioned earlier, we have achieved an increase in profits. A breakdown shows that the positive portion of gross profit due to sales growth is JPY18 million.

Upfront investment of JPY24 million, due to the relocation of the head office and the opening of the Nagasaki Development Center, and other cost reductions, resulted in JPY700,000 increase YoY, achieving JPY267 million.

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5) Profit & loss results



Covered up-front investment costs on 1Q.
Ordinary profit ratio increased +2.9pts year on year

Millions of JPY	FY19/9 2Q		FY20/9 2Q		
	Result	Net sales ratio	Result	Net sales ratio	Year on year
Net sales	2,724	-	2,809	-	103.1%
Business systems SI	2,155	79.1%	2,214	78.8%	102.7%
Infrastructure services	276	10.1%	273	9.7%	99.0%
Embedded systems	186	6.8%	167	6.0%	89.9%
Solutions / Products etc.	106	3.9%	154	5.5%	145.7%
Gross profit	634	23.3%	653	23.3%	103.0%
SG&A expenses	368	13.5%	386	13.7%	104.9%
Temporary cost	0	0.0%	24	0.9%	—
Others	368	13.5%	361	12.9%	98.1%
Operating profit	266	9.8%	267	9.5%	100.3%
Non-operating profit	0	0.0%	0	0.0%	352.4%
Non-operating expenses	0	0.0%	0	0.0%	55.7%
Ordinary profit	266	9.8%	267	9.5%	100.3%
Profit	185	6.8%	179	6.4%	96.8%

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The following is an explanation of a profit and loss statement.

As I mentioned earlier, the ratio of ordinary profit to sales for 1Q was 6.6%, and the cumulative total for 2Q improved to 9.5%.

As can be seen, net sales increased by 2.7% YoY in **Business Systems SI** and by 45.7% in solutions and products. Overall, net sales increased by 3.1% YoY.

Ordinary profit was 9.5%, which is 0.3% higher than in the YoY.

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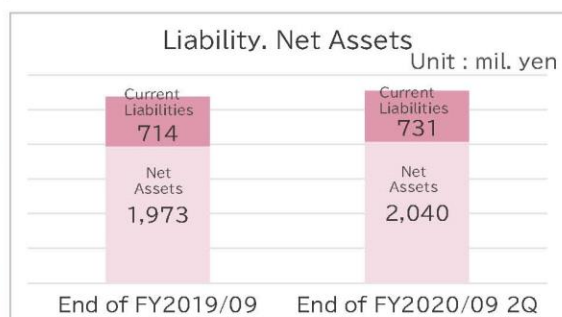
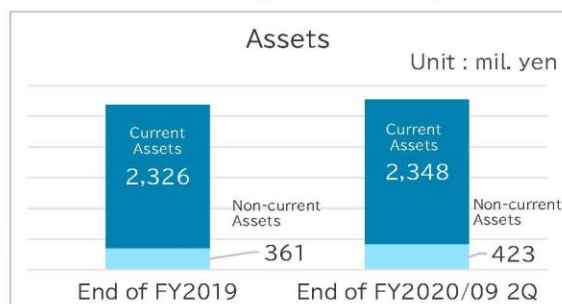
6) Balance sheet results



Millions of JPY	As of		Year on Year
	Sep 30, 2019	Mar 31, 2020	
	Result	Result	
Assets			
Cash and deposits			
Accounts receivable	705	766	60
Total current assets	2,326	2,348	21
Software	65	58	-7
Investment securities	0	52	52
Deferred tax assets	102	100	-1
Leasehold and guarantee deposits	85	86	1
Insurance funds	76	76	0
Total non-current assets	361	423	62
Total assets	2,688	2,771	83
Liabilities			
Accounts payable	146	136	-9
Payable	128	119	-8
Income taxes payable	100	98	-2
Provision for bonuses	241	258	16
Total current liabilities	714	731	16
Total non-current liabilities	0	0	0
Total liabilities	714	731	16
Net assets			
Share capital	414	414	0
Legal capital surplus	270	270	0
Retained earnings brought forward	1,287	1,353	65
Total net assets	1,973	2,040	66
Total liabilities and net assets	2,688	2,771	83

Continuous stable financial structure

Equity Ratio at **73.6%**
0.2pts increase vs previous FY



FY2020/9 2Q Financial Results

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The following is an explanation of the balance sheet.

As can be seen, our cash and deposits were approximately JPY1.5 billion, and positive accounts receivable were more than JPY700 million, while the equity ratio was 73.6%, up 0.2 % points YoY, reflecting our continued stable financial structure.

The Company has maintained a financial position that is not overwhelmed by the current economic downturn.

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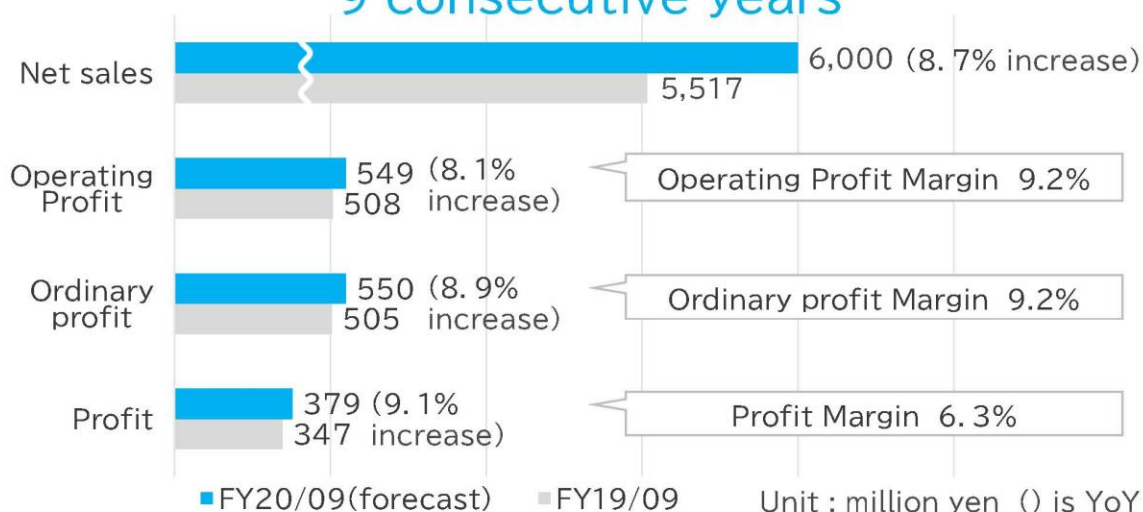
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1) Forecast

It's too early to assess the full impact of the COVID-19 at this time and we don't change the annual forecast of FY 2020.

Projecting increase in sales and earnings for 9 consecutive years



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We will continue to explain our earnings forecasts for the fiscal year ending September 2020.

In terms of earnings forecasts, we have announced sales, operating profit, ordinary profit, and net income at the beginning of the fiscal year. Currently, due to the impact of coronavirus after the completion of the 2Q, it is difficult to formulate forecasts, including earnings forecasts. At present, as there is a slight uncertainty, the results forecasts announced at the beginning of the fiscal year have been left unchanged.

In particular, given the sluggishness in the automotive and semiconductor manufacturing industries, we are currently in the process of preparing a forecast because the impact of the sluggishness is somewhat unreasonable, although it is small in terms of the sales composition in this field. We are now working hard to achieve these figures for the earnings forecasts.

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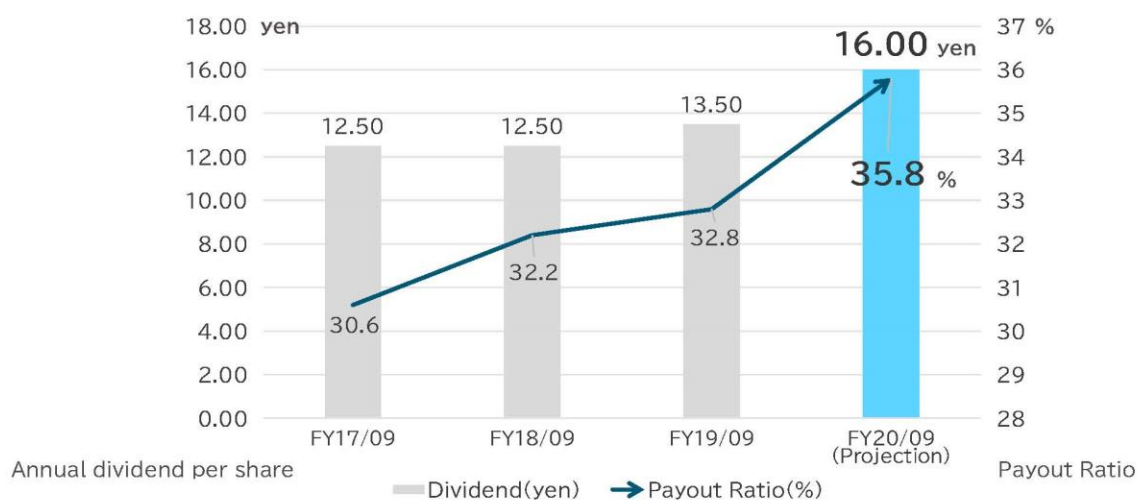
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2) Dividends and shareholder returns



Expecting dividend per share as **16.00** yen
which is 2.50 yen more than the previous year

Annual dividend forecast **16.00** yen/per share Payout ratio **35.8**%



The company conducted stock split on 12th May 2017 at a ratio of 100 shares per share, the company conducted stock split on 1st April 2018 at a ratio of 2 shares per share, the company conducted stock split on 1st January 2019 at a ratio of 2 shares per share. The past annual dividend per share has been adjusted for any stock splits retrospectively.

We will continue to explain our dividends and returns to shareholders.

The dividend announced at the beginning of the fiscal year was JPY2.50 per share, for an annual dividend of JPY16 per share, for a dividend payout ratio of 35.8%. We are currently thinking that we will adhere to this figure.

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1) Management philosophy



Extensive Contribution to the Society



Night view from Mt.Inasa, Nagasaki

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Next, I will explain our growth strategy.

First, it is about our management philosophy. Since we are an IT industry, our aim is "continuing to contribute broadly to the economy and society." Including the steady payment of corporate taxes, we would like to broadly contribute to the economy and society by developing IT systems, and by improving business performance, not only in a single month, but permanently.

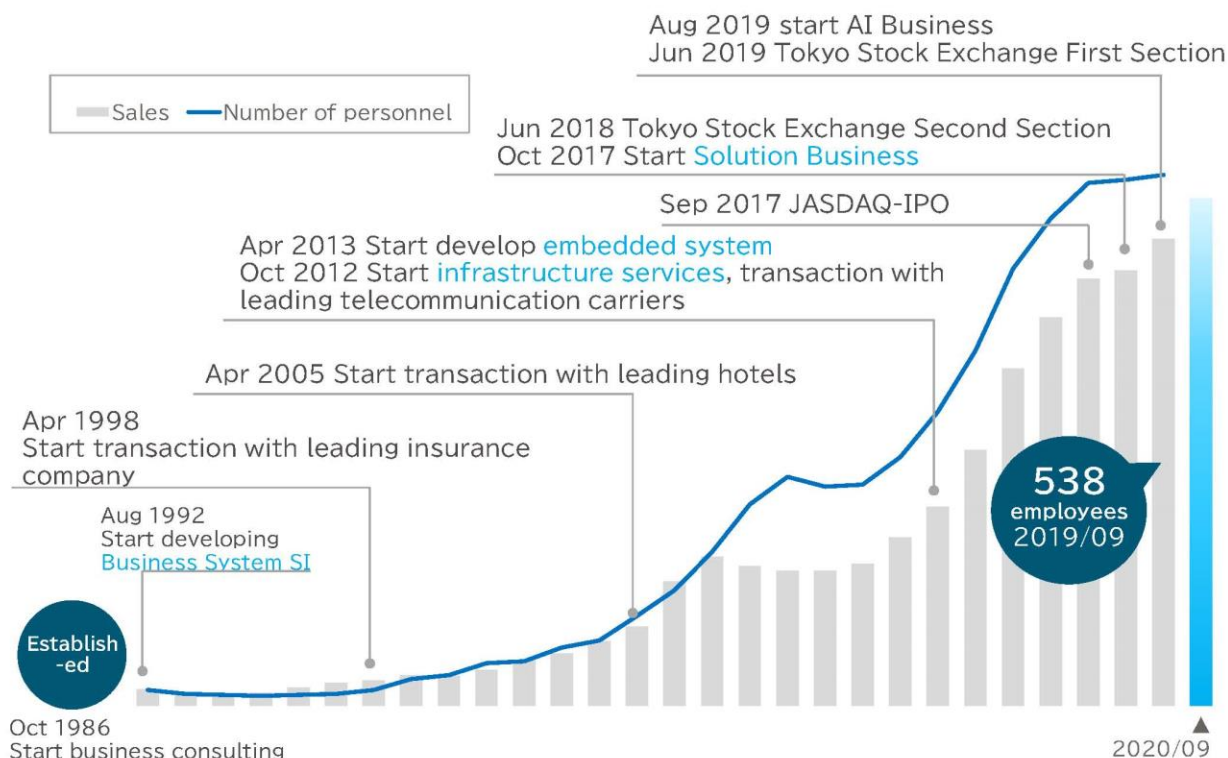
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2) Our growth track



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Next, I will explain the growth signs. We explain changes in net sales and the number of employees.

With the establishment of the Company in October 1986, this term has entered its 34th year. In 1992, we began developing systems for business operations, since then, we have made steady progress. However, our business hang low slightly due to the Lehman Shock of 2008 but, after that, it recovered, and we are continuously growing steadily. Currently, we have 538 employees, and our Company got listed on the first section of the Tokyo Stock Exchange.

In the current fiscal year, the sales base of the previous earnings forecast is JPY6 billion, but we are currently making efforts to achieve this figure in a manner that will not outweigh the coronavirus shock.

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3) Fundamental policy



Transformation of business style
from personnel dispatching to
System integration

Next is our basic policy for the medium term.

Our basic policy is “to move away from the temporary staffing business and become a truly system integrator.” Until now, we have focused on providing engineers as human resources. However, we are now working to become a system integrated Company that proposes solutions that utilize solution products.

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4) Target



“2010 Growth”

Sales Growth Ratio **20%**
Ordinary Profit Margin **10%**

“2510 Management Structure”

Gross Profit Rate **25%**
SG&A Rate **10%**

Target **Near Future**

Market Capitalization **25** bil yen
or
Liquidity Market Capitalization **10** bil yen

Net sales **10** bil yen



2019/09



Personnel Dispatching Business ▶▶ System Integration Business

Next, I would like to explain the internal slogan, Company goal.

Our slogan is "2010," which is based on our growth slogan. Our goal is to achieve an annual sales growth ratio of 20% and an ordinary profit margin of 10%. In addition, under the slogan of "2510", which is "Management Structure slogan," we want to secure 25% of gross profit rate, and achieve 10% of the final ordinary profit while keeping the ratio of selling, general and administrative expenses to 10%.

In terms of business operations, as indicated in the previous medium-term slogan, we will gradually move away from the personnel dispatching business toward a truly system integrator that can raise profitability. In addition, we will strive to achieve a market capitalization of JPY25 billion, a market capitalization, highly liquid stock, of JPY10 billion, and net sales of JPY10 billion in the near future.

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5) Our strength



Source of our strength

- 3 superiorities with industry and technical knowledge

① High level of finance system SI ability

50% of sales of our main business system development are for finance sector. We have successfully achieved a number of system development projects in insurance, bank, and credit card companies.

② More than 50% of direct sales ratio

More than 50% of sales are direct sales with end-user such as life insurance companies / leading hotels / telecommunication carriers.



③ High level of proposals / ability to provide solutions

We provide the most suitable solution service for the customers' business purposes such as 5G, AI, RPA, Remote work, etc.

High quality system development

Knowledge that accumulated with more than 20 years of system development experiences.

Wide range of business field / technical experiences

More than 300 company trade records

We will continue to explain our strengths.

In terms of the source of our strengths, we have the knowledge and know-how that we have accumulated over more than 20 years of system development. Next is a wide range of industries and technologies we have worked with. We have more than 300 customers. Based on that, we have three strengths.

First one is the high capacity to develop financial systems. As I explained at the beginning, 50% of sales come from **Business Systems SI**, especially from financial institutions. This is a strength, so I would like to leverage this strength.

Second, we have high direct transaction rate with end-users which is over 50%. In particular, we are dealing directly with life insurance companies, major hotel companies, and other telecommunications carriers, so I believe that we have maintained our current high-profit structure. Therefore, we intend to further increase this level.

Thirdly, our ability to propose and provide solutions is high. We are aiming to become a system integrator and are aiming to increase profitability not only by commissioned development but also by offering products. We are planning to expand our lineup of solution products to this end.

These are our strengths.

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6) Growth strategy

6 Key Focus Points

- 1 Improvement of corporate value
- 2 Establishment of business foundation
- 3 Expansion of solution business
- 4 Increase in direct sales with end users
- 5 Launching of AI business
- 6 Establishment of nearshore development

Next, I will explain the specific initiatives of the growth strategy.

We are considering six key growth strategies. First, to improve corporate value. The second is the establishment of a business foundation. The third is the expansion of the solution business. Fourth, expanding end-user transactions. The fifth is the launch of the AI business. The sixth is the launch of near shore development.

I will explain this policy specifically from now on.

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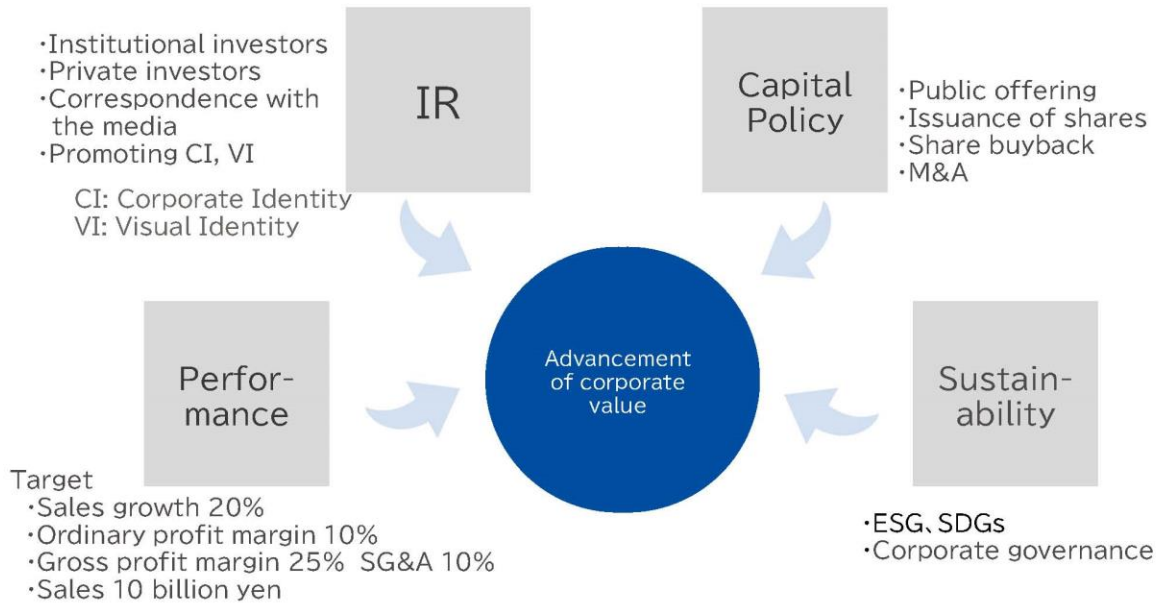
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6) Growth strategy – 1. Improvement of corporate value ①



Pursuing advancement of corporate value from various approach



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The first point concerns the improvement of corporate value.

In terms of raising corporate value, we intend to pursue four categories with goals, one of which is to improve performance. As I mentioned earlier, we aim to achieve sales of JPY10 billion in the near future under the slogan of 20% of sales growth rate, 10% of ratio of ordinary profit to sales, 25% of the gross profit margin and keeping 10% ratio of selling, general and administrative expenses.

In addition, IR activities. By making our customers more aware of us, we intend to respond to institutional investors, respond to individual investors, use the media, and promote our Company's CI: Corporate Identity and VI: Visual Identity.

We will continue to pursue our capital policies. This is a measure that includes the share price. We will implement the current capital policy, including the public offering of shares, issuance of new shares, and repurchase of treasury stock at the time, or M&A.

Finally, in terms of sustainability, I believe that it is essential to take measures that include ESGs and SDGs in order to significantly increase corporate value at present. In addition to implementing these measures, I would like to enhance corporate governance, including corporate credibility.

I believe that this is to improve corporate value.

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6) Growth strategy – 1. Improvement of corporate value ②



Aggressively pursue
alliances and acquisitions to leverage our strength



I will now take a concrete look at the M&A that I mentioned earlier.

In order to improve performance, we want to grow not only through our strengths, but also through business alliances through M&A, capital alliances, acquisitions, and other means. As a basic policy, we would like to advance alliances with companies that can achieve synergies in order to expand operations. In principle, we will work with our partners and prosper together with them to achieve growth.

In this way, I hope to contribute to the expansion of business results.

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6) Growth strategy – 2. Establishment of business foundation



Establish business foundation
that supports continuing growth.



Business Systems SI

- Accumulate **financial business knowledge**
- Develop **highly skilled technician** who could participate in upstream process

Expanding
of financial
field



Infrastructure services

- Coordination** with Business Systems SI

Winning
orders for
large scale



Embedded systems

- Specialized in **automobile** and **medical equipment**

Winning
orders for
specialized
field

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The following is an explanation of the establishment of the business foundation.

We are thinking of further expanding the service lines we have built up so far, and building a stable business foundation. We aim to further expand **Business Systems SI** especially the financial system, which is our strength by cultivating even more upstream engineers.

In addition, with regard to **Infrastructure services**, we intend to shift to large-scale projects for construction work in collaboration with system development for business operations.

In addition, in **Embedded systems** development, we will focus on the automotive and medical device fields, where we expect future growth, and aim to expand orders in fields of specialization by further expanding this field. The impact of the coronavirus shock has led to a slight decline in sales of automotive products, but we will continue to work toward a V-shaped recovery in this area.

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Best Solutions for Customers

Solutions for securing information

Information security measures that will become more important with arrival of 5G and Remote work

NW Security Police

VOTIRO
SECURED. **Disarmer**

Symantec
Web Isolation

MobiControl

Solutions for efficient operation

Promote work style reforming and eliminate labour shortages by utilizing IPA (AI x RPA). Automates routine work and streamlines telework

WINACTOR

CONCUR

ホットプロファイル

Solutions utilizing AI

Assist for the DX(Digital Transformation) by AI technology

Work AI

Speak Analyzer
powered by UpSighter

DX Suite
Leading the Digital.

The third is the expansion of our solutions business.

By aiming to become a system integrator and providing optimal solutions to our customers, we are in the midst of carrying out our product assortment by classifying them into three solution products.

The first is **Solutions for securing information**. As the era of 5G advances, companies need to strengthen security. Furthermore, security products are becoming increasingly necessary in recent years, including telework. Therefore, we currently provide four types of security products that support it, as shown. The security solutions business is slightly sluggish due to the impact of coronavirus, but it will be necessary in the future. The product is susceptible to economic fluctuations.

The second is **Solutions for efficient operation**. This is a solution that improves operational efficiency in order to automate operations with RPA, and use it as a cloud while reforming work style, eliminating the shortage of human resources, and making good use of telework. As you can see, we are providing three products; **WinActor**, **Concur**, **Hot profile**.

The third is **Solutions utilizing AI**. Recently, we have been working to increase the added value of companies by utilizing AI. Currently, the government is promoting DX. We are providing products which assist the promotion of digital transformation, and offers products that you can see, including **Work AI** products.

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6)Growth strategy – 4. Increase in direct sales with end users



Stabilizing orders and revenue improvement Maintain and expand over 50% of end-user ratio

① Maintain and expand existing users

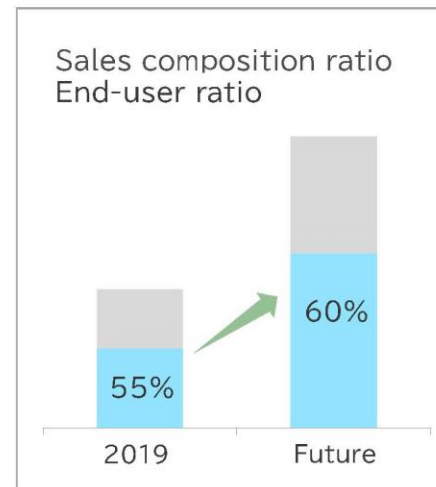
- Securing of repeat customers
- To develop highly skilled engineers and expand the scope of their own field of work
- Develop into work fields outside of their own field

② Cultivation of new users

- Cross expansion by introducing development experiences and business knowledge

③ Expanding solution business

- Focusing on solution business that is high in sales ratio to the end-users



Our fourth growth slogan is to expand end-user transactions.

We intend to maintain an end-user ratio of over 50% by steadily receiving orders and improving profitability.

The first is to maintain and expand existing users. We are aiming to expand into fields other than the current existing users we are in charge of. Second, we would like to expand horizontally in order to provide our knowledge to customers in the same industry that we already have. Third, as I mentioned earlier, expanding the solution business will increase the number of direct end-user transactions, and I believe that expanding this will increase the number of end-user transactions.

This ratio was 55% at the end of last year, but we intend to increase it to 60% in the future, which means that maintaining and expanding.

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6)Growth strategy –
5. Launching of AI business



We develop an original brand for our AI solutions which assist the DX(Digital Transformation), named 'Work AI'.



- For finance sector
- For public infrastructure
- For manufacturing industry
- For distribution service
- For telecommunications
- For other industry



First solution of Work AI (sales start on April 9, 2020).

Speak Analyzer analyzes and evaluates for business talk of sales staffs, operators of call-center, and so on. Compare to the best talk model and clarify the user's issues. Easy to use in telework. A model that can analyze facial expressions and emotions will be developed.

The fifth is the launch of the AI business.

We established an AI specialist unit in August last year to launch the AI business. This aim is to develop industry-specific AI solutions to assist customers in realizing DX. In this way, we would like to develop industry-specific AI solutions under the concept of **Work AI** as our brand.

This year, we began developing **Speak Analyzer**, which we launched in April. This is a solution that analyzes and evaluates people such as salespeople, customer service staff, and call center operators who talk to outsiders, using AI technology, and then compares the top-performing salespeople with the model to clarify the issues and provide them. By utilizing this system, we hope to expand of sales capturing the demand for remote education for sales people and others.. At the moment, we are promoting the sales education for life insurance companies.

Going forward, we intend to develop this system for call-center companies and a variety of industries. We intend to offer **Speak Analyzer** AI-solutions for each of these industries. In addition to this **Speak Analyzer**, we also have AI solutions that we are currently developing, and we would like to announce the development of AI solutions by industry in the near future. This enables us to offer a substantial assortment of solution products, and we believe we can provide solutions that add considerable value to companies in the future.

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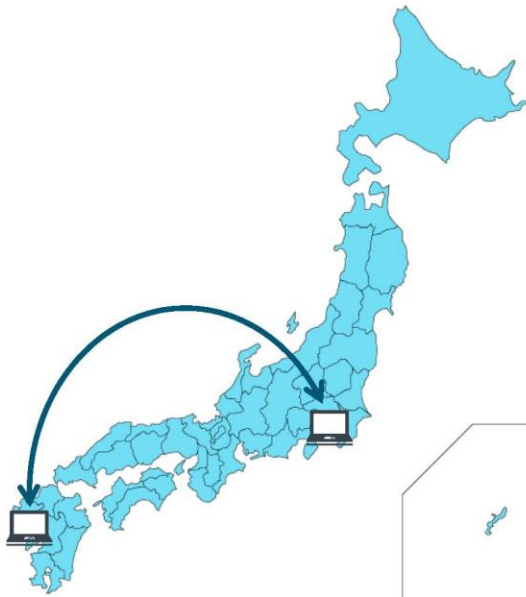
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Opened Nagasaki Development Center in Oct 2019

Target **100staff** by September 2024



Promote hiring newly grads/
U-turn hiring in Nagasaki, and
acquire highly competent
personnel who want to be
employed locally



Overcome lost opportunity
from lack of personnel by near
shore development

The next step is the launch of near shore development.

In October last year, we opened the Nagasaki Development Center in order to eliminate the human resource shortage that had worsened considerably until last year. This means that we are aiming to expand our business while developing near shores in the Tokyo metropolitan area where there is a shortage of human resources and opportunity losses. We intend to implement this near shore by hiring talented local personnel and recruiting returnee engineers to their hometowns, not just new graduates. We have already begun hiring and are currently in the process of developing it. However, although there have been some signs of a slowdown due to the impact of CORONAVIRUS, we are seeing signs of a gradual recovery, so we would like to accelerate this pace even further.

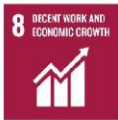
These are our growth strategies.

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1) Human resource development



Promoting work style reformation, increase skills and motivation
Utilize various system and tools to develop human resource

Work style reformation



Skill improvement



Motivation Improvement



I would like to explain some of the initiatives we have taken to support our growth strategy. Let me introduce to you. One is human resource development. As our industry depends on how well we develop talented people, as you can see, we will promote paid incentive days by reforming work styles for human resource development. By setting up some 'Premium Friday' to restrain the overtime, it results in letting employees to spend more time on technical training and so on. We have set a target of 20 hours for overtime. In addition, we are making use of RPA, named **WinActor**, to make our operations more efficient, and we are improving our operations by establishing a business process reengineering (BPR) system.

Up until recently, telework has been used for childcare and nursing care.. However, We are currently increasing the number of telework users because of coronavirus pandemic. In terms of skill enhancement, a technical training program, Needs Well conference, which includes training for new employees has been implemented. At the conference, technical projects are also shared.

At the same time, motivation has been raised through shuffle meetings, which have nothing to do with the position of the employee in the organization. These meetings have not only resulted in reducing complaints, but have also helped to foster new employees by the mentor system. In addition, we have an appointing the leader system or President's Award, which is designed to honor outstanding individuals who contributed to various projects or reform activities. These are the measures we are currently implementing for human resource development.

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2) ESG/SDGs①

To realize management philosophy
“Continue to contribute extensively for economic community“.
We are initiating for sustainable society with ESG・SDGs committee.



Sport promotion support.

Concluded sponsor support agreement with **V・Varen Nagasaki** of Succor J League. Supporting the promotion of sports culture and revitalization of local community.



IT Education・IT Promotion by utilizing AI

We hold an **AI experience seminar** for students with a program to experience the appeal of AI

Provincial generating project support

We are supporting Nagasaki province generating project **“Human resource development for young people who support the future of region”**

As I explained in the section on enhancing corporate value, we are now working to promote ESG and SDGs and to realize our management philosophy by establishing an ESG and SDGs Committee under the direct control of the president and striving to realize a sustainable society.

The representative action is currently in Nagasaki Prefecture, where we are providing support, including the promotion of sports with J. League, V. Varen Nagasaki.

We are also holding hands-on seminars for AI technical education for students and supporting projects for regional revitalization and development in Nagasaki Prefecture.

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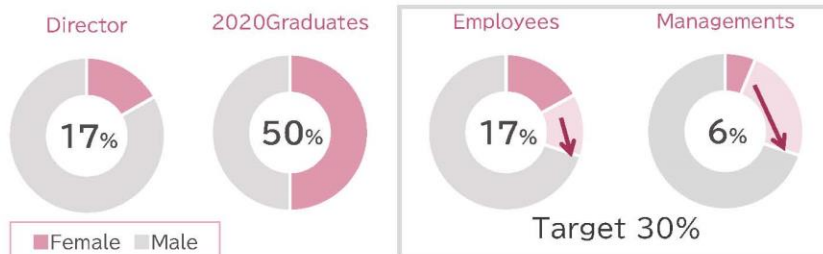
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2) ESG/SDGs②



Promoting diversity・gender equality

We are aiming for 30% female employees and managers ratio.



★ In April 2020, We made a voluntary declaration for the active participation of women at the Nagasaki Women's Promotion Council.



Reducing electricity・paper usage

Nominate ESG committee member from each division, and educate・build ecology awareness within the company

- ・Energy saving activity
- ・Digitalizing internal documents and workflow etc.

It is about promoting diversity and gender equality. Through the utilization of women, we aim to raise the ratio of women in management positions to 30%.

The ESG Committee is currently implementing activities to reduce paper and electricity consumption.

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2) ESG/SDGs③



Promote cooperation with partners

Promote cooperation with partners and aim to establish structure to develop together for many years to come

- Core partners system
- Opening of partners meeting etc.

★ In March 2020, we signed a core partner agreement with Meiji Yasuda Life Insurance Company, Meiji Yasuda System Technology Co., Ltd., for the purpose of building a strong future partner relationship and maintaining long-term development engineers.



Establish governance structure with high transparency

To establish corporate structure with more transparency and fair, we are constantly implementing self-evaluation and reviewing of governance structure

- Reviewing of effectiveness of Board of Directors
- Reviewing of advisory committee etc.

In addition, we will promote collaboration with our partner companies. By promoting collaboration with our business partners, we intend to implement a core partner system and accept stable factors by strengthening relationships with our core partner companies.

In addition, since we concluded a core partner contract with Meiji Yasuda Life Insurance Company in March 2020, which is an end-user, we are now able to secure a stable supply of orders from external customers for a considerable win-win relationship.

In addition, for a highly transparent governance system, we are aware of corporate governance and are currently evaluating the effectiveness of the Board of Directors in order to ensure smooth and stable discussions at meetings of the Board of Directors.

Furthermore, we are currently examining the Advisory Committee. As a result of examining the committee, the issue of remuneration and the issue of executives, we intend to start the Advisory Committee and decide on them from around the next fiscal year.

These are the measures we are working on.

I include a Company overview and an explanation of our business domains as reference materials.

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That is all for today's financial results briefing for 2Q of the fiscal year ending September 2020. Thank you very much.

[END]

Document Notes

1. *Portions of the document where the audio is unclear are marked as follows: [Inaudible].*
2. *This document has been translated by SCRIPTS Asia.*

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