

# [Summary] Consolidated Results of Operations for the Three Months Ended June 30, 2024

August 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

### Electricity retailing business

- Supply high-voltage and low-voltage customers with electricity throughout Japan, excluding Okinawa area and isolated islands
- We offer multiple plans, including market-linked plans, to meet the diverse needs of consumers, achieving both business risk reduction and stable revenue assurance.



## 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 marketing business for medical institution and Welfare business

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

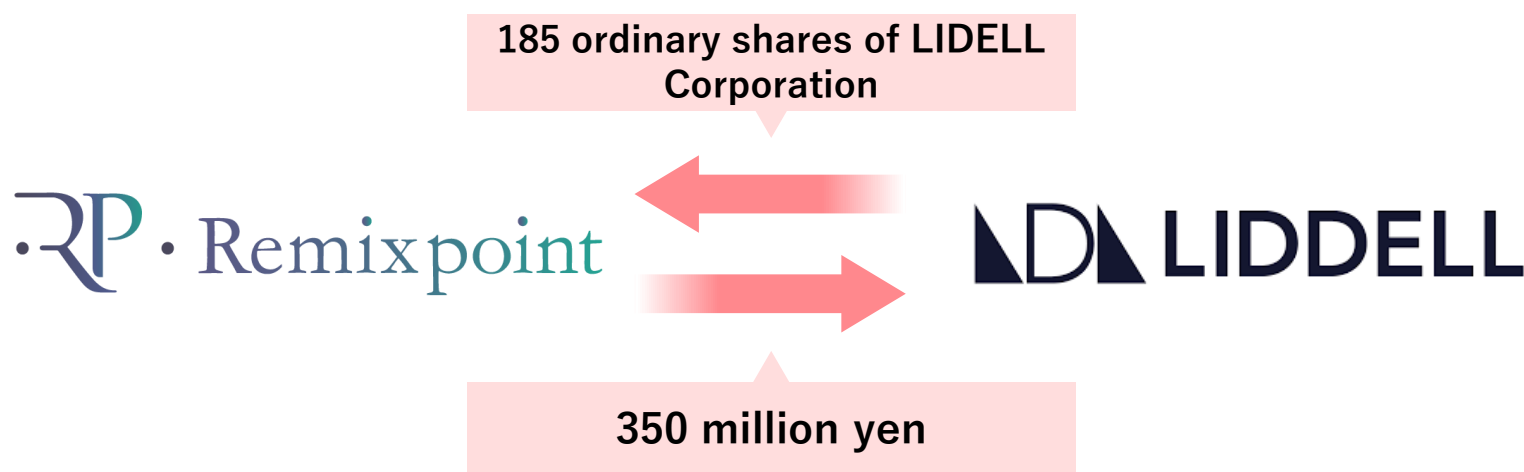


- Operation of after-school and other day care service facilities for children with special developmental needs
- Operation of Support for Continuous Employment (Type B) service facilities



Concluded a capital and business alliance contract with LIDELL Corporation, a pioneer in influencer marketing

## Content of the capital alliance



Of the 350 million yen, LIDELL Corporation will allocate **300 million yen to the acquisition of our company's shares through market purchases** and **50 million yen to business collaboration with our group.**



## Collaboration in the Medical Healthcare Sector with LIDELL Corporation

### Contents of the Business Partnership



**ZERO**  
MEDICAL



**LIDELL**

- Marketing Support
- Provision of solutions such as BPR (Business Process Re-engineering) \*1
- Support for DX (Digital Transformation) in medical data integration
- Development of new businesses in the medical healthcare sector

**It is planned to provide optimal and effective marketing strategies tailored to the needs of medical institutions in the healthcare industry, which is expected to reach a market size of 100 trillion yen by 2040.**

\*1 Abbreviation for Business Process Re-engineering. A fundamental review of existing organizations and systems aimed at the original purpose of the business, redesigning jobs, business flows, management mechanisms, and information systems from a process perspective (re-engineering)

\*2 Source: Mizuho Bank, Industry Research Department (2020) "Healthcare - The Direction of Japan's Healthcare Industry in View of the Paradigm Shift in Medical Care"

# Three Months Ended June 30, 2024 Results Summary

# Results for the Three Months Ended June 30, 2024

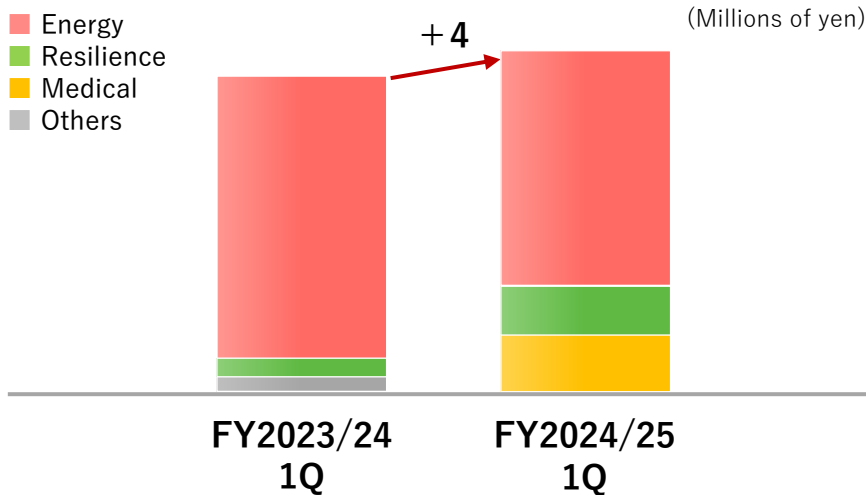
From the first quarter, due to the impact of the capacity contribution, profits decreased compared to the same period last year.

(Millions of yen)

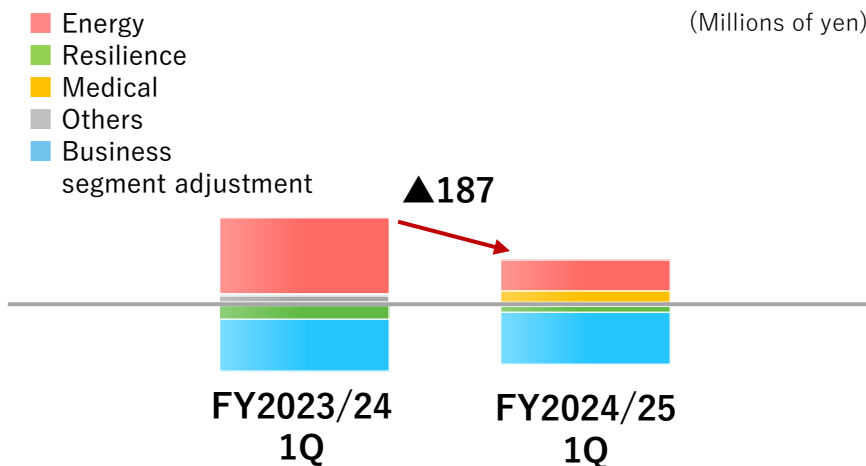
		FY2023/24 1Q	FY2024/25 1Q
<b>Net sales</b>	Energy business	4,079	3,798
	Resilience business	122	193
	Medical business	—	315
	Others	101	—
	<b>Total</b>	<b>4,303</b>	<b>4,307</b>
<b>Operating profit</b>	Energy business	455	181
	Resilience business	▲20	▲2
	Medical business	—	49
	Others	4	▲0
	Business segment adjustment	▲199	▲174
	<b>Total</b>	<b>241</b>	<b>53</b>
Ordinary profit		213	41
Profit attributable to owners of parent		250	19

# Results for the Three Months Ended June 30, 2024

## Net sales



## Operating profit



## Topics

### Energy business

- Sales decreased due to the impact of a reduction in the total contracted capacity of high-voltage customers in April and May compared to the previous year. However, the total contracted capacity of high-voltage customers in June recovered to the same level as the same period of the previous year. Furthermore, in the low-voltage segment, sales increased due to an increase in the number of corporate customers.
- In the first quarter, approximately 369 million yen of capacity contribution charges were recorded as cost of sales, resulting in a decrease in operating profit compared to the same period last year. For the fiscal year ending March 2026, a decrease in the total amount of capacity contribution is expected, hence, a recovery in segment profit is anticipated.

### Resilience business

- Aggressive development of sales agents and sales activities for storage batteries led to a significant increase in the number of units sold of "remixbattery," resulting in increased revenue.



## Results for the Three Months Ended June 30, 2024

The performance for the first quarter of the fiscal year ending March 2025 is as follows. Although the profit margin is kept low, there is a tendency for the profit margin to increase in the summer and winter, and progress is as expected.

(Millions of yen)

		Forecast for FY2024/25	FY2024/25 1Q	Progress rate
<b>Net sales</b>	Energy business	18,300	3,798	20.7%
	Resilience business	1,500	193	12.8%
	Medical business	1,200	315	26.2%
	<b>Total</b>	<b>21,000</b>	<b>4,307</b>	<b>20.5%</b>
<b>Operating profit</b>	Energy business	1,120	181	16.1%
	Resilience business	200	▲2	—
	Medical business	140	49	35.0%
	Business segment adjustment	▲820	▲174	—
	<b>Total</b>	<b>640</b>	<b>53</b>	<b>8.2%</b>
Profit attributable to owners of parent		600	19	3.1%

# Quarterly statements of income

(Millions of yen)

		FY2023/24				FY2024/25
		Apr-Jun (1Q)	Jul-Sep (2Q)	Oct-Dec (3Q)	Jan-Mar (4Q)	Apr-Jun (1Q)
Net sales	Energy business	4,079	5,624	4,501	4,681	3,798
	Resilience business	122	226	278	591	193
	Medical business	—	—	—	278	315
	Others	101	1	—	—	—
	<b>Total</b>	<b>4,303</b>	<b>5,852</b>	<b>4,780</b>	<b>5,550</b>	<b>4,307</b>
Operating profit	Energy business	455	766	486	587	181
	Resilience business	▲20	35	34	82	▲2
	Medical business	—	—	—	▲7	49
	Others	4	1	20	▲1	▲0
	Business segment adjustment	▲199	▲175	▲139	▲187	▲174
	<b>Total</b>	<b>241</b>	<b>627</b>	<b>401</b>	<b>473</b>	<b>53</b>
Ordinary profit	213	615	465	463	41	
Profit attributable to owners of parent	250	650	439	▲269	19	

# Consolidated balance sheets

(Millions of yen)

		As of March 31, 2024	As of June 30, 2024
Assets	Cash and deposits	13,573	13,271
	Trade receivables and contract assets	3,554	2,928
	Finished goods	0	0
	Merchandise	251	199
	Raw materials and supplies	13	12
	Owned cryptoassets	68	43
	Other	251	1,814
	Total current assets	17,714	18,270
	Total non-current assets	1,999	1,877
	Total assets	19,714	20,147
Liabilities	Accounts payable - trade	565	1,005
	Deposits received	97	211
	Income taxes payable	14	13
	Other	644	521
	Total current liabilities	1,322	1,752
	Total non-current liabilities	422	403
	Total liabilities	1,744	2,156
Net assets	17,969	17,991	
Total liabilities and net assets	19,714	20,147	

- ① Numerical forecasts and future outlooks presented or stated in this document are based on judgments, assessments, and assumptions made using information currently in the possession of the Remixpoint Group.  
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