

March 17, 2021

For Immediate Release

(English translation of the original Japanese document)

Company Name: Kakaku.com, Inc.

Representative: Shonosuke Hata, President and Representative Director

(Stock code: 2371; First Section of the Tokyo Stock Exchange)

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### **Notice of Organizational and Personnel Changes**

Kakaku.com, Inc. (the Company) hereby announces that its Board of Directors approved on March 17, 2021 the following organizational and personnel changes.

#### 1. Organizational changes (effective April 1, 2021)

The Company will implement the following organizational changes for more efficient intra-departmental coordination.

- ① Kyujin Box, which has shown rapid growth within the New Media and Solutions/Finance Business, will become a separate Division. This organizational change will allow for faster decision making as well as budget execution by the Kyujin Box team.
- ② The Company will establish a New User Business Department within the Tabelog Media Division and a New Restaurant Business Department within the Tabelog Business Division, to coordinate and facilitate the development of food related services. Overall sales capabilities will fall under the responsibility of the Tabelog Sales Division.
- ③ To enable a quick response to changes in the work environment, such as work-from-home, the Company will establish a Corporate IT Office within the Platform Technology Division, which will handle operations related to intra-company systems and infrastructure.

## 2. Personnel changes

### 1) Effective March 1, 2021

New position	Name	Current position
- Assistant General Manager, System Div.	Kenji Ando	—

### 2) Effective April 1, 2021

#### (1) Executive Officers

New position	Name	Current position
- Executive Officer and CTO - General Manager, Platform Technology Div.	Norihiko Fukuda	- Executive Officer and CTO
- Executive Officer - General Manager, Tabelog Media Div. - Manager, New User Business Dept., Tabelog Media Div.	Minako Kohyama	- Executive Officer - General Manager, Tabelog Media Div. - Manager, PR Marketing Office, Tabelog Media Div.
- Executive Officer - General Manager, Corporate Strategy Div.	Genta Sugihara	- Executive Officer - General Manager, Corporate Strategy Div. - Manager, Corporate Strategy Dept., Corporate Strategy Div.
- Executive Officer - General Manager, Tabelog Sales Div.	Ryu Shibaki	- Executive Officer - General Manager, Tabelog Sales Div. - Manager, Agency Sales Dept., Tabelog Sales Div.
- Executive Officer - General Manager, Sales Div. - Manager, Sales Dept. 2, Sales Div.	Hitoshi Ishii	- Executive Officer - General Manager, Sales Div.
- Executive Officer	Tetsuro Nakamura	- Executive Officer - Manager, Tabelog Strategy Office

#### (2) General Managers

New position	Name	Current position
- General Manager, Tabelog Business Div. - Manager, New Restaurant Business Dept., Tabelog Business Div.	Taku Konoike	- General Manager, Tabelog Business Div. - Manager, Business Planning Dept., Tabelog Business Div.
- General Manager, Tabelog System Div.	Takayuki Kyowa	- General Manager, Tabelog System Div. - Manager, Application Development Dept., Tabelog System Div. - Manager, Engineering Dept., Tabelog System Div. - Manager, New Business Development Dept., Tabelog System Div.

- General Manager, Kyujin Box Div. - Manager, Sales Dept., Kyujin Box Div.	Kota Shiratani	- Manager, Kyujin Box Dept., Business Development Div.
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(3) Managers

New position	Name	Current position
- Manager, Planning Dept., Kyujin Box Div.	Takeshi Ushiwata	- Assistant Manager, Kyujin Box Dept., Business Development Div.
- Manager, Application Development Dept., Tabelog System Div.	Taichiro Sasaki	—
- Manager, New Business Development Dept., Tabelog System Div.	Satoshi Ikegami	- New Business Development Dept., Tabelog System Div.
- Manager, Engineering Dept., Tabelog System Div.	Tsukasa Oishi	- Engineering Dept., Tabelog System Div.
- Manager, Restaurant Service Planning Dept., Tabelog Business Div.	Mina Takahashi	- Manager, Business Strategy Office, Tabelog Business Div.
- Manager, Restaurant Business Planning Dept., Tabelog Business Div.	Noriaki Sawada	- Manager, Business Planning Dept., Tabelog Business Div.
- Manager, Tabelog Business Management Dept., Tabelog Business Div.	Kenji Uchino	- Assistant Manager, Kyushu Branch
- Manager, Design Dept., Tabelog Media Div.	Yosuke Iida	- Manager, Media Design Dept., Tabelog Media Div.
- Manager, Metropolitan Area Sales Dept. 1, Tabelog Sales Div.	Yuji Ogino	- Manager, Direct Sales Dept. 1, Tabelog Sales Div.
- Manager, Metropolitan Area Sales Dept. 2, Tabelog Sales Div.	Takeshi Shimizu	- Manager, Direct Sales Dept. 2, Tabelog Sales Div.
- Manager, Corporate Sales Dept. 1, Tabelog Sales Div.	Shinji Watanabe	- Manager, Direct Sales Dept. 3, Tabelog Sales Div.
- Manager, Corporate Sales Dept. 2, Tabelog Sales Div.	Yoshinori Hashimoto	- Manager, Kyushu Branch
- Manager, Agency Sales Dept., Tabelog Sales Div.	Toshiharu Yoshida	- Assistant Manager, Agency Sales Dept., Tabelog Sales Div.
- Manager, Strategic Sales Dept., Tabelog Business Div.	Kazuya Shinozaki	- Assistant Manager, Business Planning Dept., Tabelog Business Div.
- Manager, Kyushu Branch	Maki Ikeuchi	- Assistant Manager, Kansai Branch
- Manager, System Platform Dept., Platform Technology Div.	Makoto Okano	- Assistant Manager, System Platform Dept., Platform Technology Div.
- Manager, Corporate IT Office, Platform Technology Div.	Yoshitada Kuriyama	- Assistant Manager, System Platform Dept., Platform Technology Div.
- Manager, Corporate Strategy Dept., Corporate Strategy Div.	Takao Maruyama	- Assistant Manager, Corporate Strategy Dept., Corporate Strategy Div.

- Manager, Legal Dept., Corporate Management Div.	Teppei Hori	- Manager, Legal Dept., Corporate Management Div. - Manager, Intellectual Property Office, Legal Dept., Corporate Management Div.
- Manager, Finance and Accounting Dept., Corporate Management Div.	Ayako Fukawa	- Assistant Manager, Finance and Accounting Dept., Corporate Management Div.
- Manager, Personal Information Protection Office, Legal Dept., Corporate Management Div.	Nami Onikura	- Legal Dept., Corporate Management Div.
- Manager, Intellectual Property Office, Legal Dept., Corporate Management Div.	Kyoka Lee	- Assistant Manager, Intellectual Property Office, Legal Dept., Corporate Management Div.

