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Notice Concerning the Launch of New Services in the EV Field with the Sales Commencement of EV Quick Chargers Equipped with Storage Batteries

ENECHANGE (hereinafter referred to as the "Company") will start the new service in EV field with the provision of Boost Charger™ developed by Freewire Inc. (hereinafter referred to as "FreeWire") and related software services in Japan from June 21, 2021.

1. Background and Purpose

Among the fields that contribute to the 4Ds of Energy in which the Group operates, in the areas of decarbonization and decentralization, the Japanese government has announced a policy that all new domestic passenger car sales will be 100% electric by 2035, with the aim of achieving carbon neutrality by 2050. In addition, the Cabinet meeting in June included a target to increase the number of quick chargers for EVs to 30,000 units by 2030, about four times the current number, as part of infrastructure development to increase convenience for drivers and promote the spread of EVs (Note).

Against this backdrop, the Company has decided to take advantage of our positioning as an energy tech company that promotes innovation in the energy industry from a neutral position to develop services that contribute to the spread of EVs and the expansion of recharging infrastructure. The Company will do so by selling EV quick chargers equipped with storage batteries and providing billing, settlement, and customer management software services to customers through a cooperation with FreeWire, which has a proven track record in overseas (North America and Europe) installations.

The installation of quick recharging facilities generally requires a high-voltage contract and the installation of a high-voltage power receiving facility called a cubicle, which is expensive in terms of securing space for the cubicle as well as incurring additional maintenance and inspection costs. The Boost ChargerTM, on the other hand, is equipped with a large 160 kWh storage battery and related proprietary technology allowing it to operate with low-voltage power and without installing a cubicle. The Boost ChargerTM makes it possible to quickly charge at maximum 120 kW and is expected to be widely adopted in the Japanese market.



Boost ChargerTM, a quick charger equipped with storage batteries

In January 2021, Freewire raised an additional \$50 million (approximately 5.5 billion yen), bringing the total amount raised to \$100 million (approximately 11 billion yen) in its sixth year of operation. Freewire has also partnered with BP plc, the UK's largest energy company, and is seen as a major player in the fast-charging services sector, with Boost ChargerTM expected to play a major role in bp's charging network provider (bp's subsidiary), bp pulse's plans to install fast chargers at up to 700 locations across the UK by 2025. Sales in Japan will be conducted through a sales contract with Bell Energy K.K. (Head office: Tsukuba City, Ibaraki Prefecture, Representative Director: Katsuzo Suzuki), which has been contracted by FreeWire as a distributor for the Japanese market.

(Note) "Growth Strategy Action Plan," Cabinet Secretariat, Chapter 4: Realizing New Investments for Green Growth Strategies (June 2, 2021)

2. Overview of new service

In addition to selling the Boost ChargerTM, the Company will provide related software services. The charging stations of the Boost ChargerTM can be operated from the EV station owner's My Page or app. In the future, the Company will also propose optimal rate plans based on the operating status of the EV stations and provide the Dynamic Pricing System, an automatic rate setting system that sets the unit price of electricity in conjunction with the market price of the Japan Electric Power Exchange (JEPX). This system is expected to reduce the load on the power system by spreading out the timing of recharging, thereby allowing customers to enjoy the benefits of recharging during times when electricity rates are low

This is an initiative in the Company's new service area of providing EV charging infrastructure services, and is part of the expansion of the service lineup in our Data business. In the future, the Company will also develop management systems for EV station owners and applications for EV users to expand sales, aiming to increase sales in the Data Business.

3. Impact on the Company's business performance

The impact on the Company's business performance is limited. We will make timely disclosure if a material impact on the forecast is expected.