Notice: This document is a translation of the original Japanese document and is only for reference purposes. In the event of any discrepancy between this translated document and the original Japanese document, the latter shall prevail.



March 15, 2022

To whom it may concern

Company name	Japan Best Rescue System Co., Ltd.
Representative	Representative Director
-	Mr. Nobuhiro Sakakibara
	Stock code:2453
	1 <sup>st</sup> Section of Tokyo Stock Exchange
	1 <sup>st</sup> Section of Nagoya Stock Exchange
Inquiry	Director & Executive Officer
	Mr. Mitsuhiro Wakatsuki

#### Announcement Regarding Business Alliance with Japan Automobile Federation

We shall hereby announce that Japan Best Rescue System Co., Ltd. (JBR, Representative Director: Mr. Nobuhiro Sakakibara) has concluded a contract regarding a business alliance with Japan Automobile Federation (JAF, President: Mr. Kazuhiro Fujii).

For more details, please refer to the attached news release.

This alliance has not been incorporated into JBR's earnings forecast for the fiscal year ending September 2022. We will closely examine the impact of this alliance, along with its medium- to long-term impact on our medium-term business plan.

#### (Attachment)

March 15, 2022

# We are always here for you! <u>"Home Life Support by JAF" is available from April 4</u>

We hereby announce that JBR (Japan Best Rescue System Co., Ltd., Representative Director: Mr. Nobuhiro Sakakibara) has concluded a business alliance contract with JAF (Japan Automobile Federation, President: Mr. Kazuhiro Fujii) and commence "Home Life Support by JAF" a membership-based troubleshooting service for daily life, from April 4.

## ■What is "Home Life Support by JAF"?

As well as automobiles, various anxieties and troubles are always present in our daily life. JAF has been providing safety and security for car life in Japan for approximately 60 years, and now focusing to provide services that are even more closely related to the customer's life. Against this background, JAF and JBR agreed



to tie up to offer troubleshooting for daily life, related to plumbing, keys, window panes, etc.

Whether it is an elderly parent living far away or a child living alone for the first time, there is no end to the concerns for family members who live apart. Both customers and their families can spend their time with reassurance through "Home Life Support by JAF", that the applicant may set 2 addresses and cover the trouble that occurred in the residence of family members who live apart from their home.

## **Detail of "Home Life Support by JAF"**

The residence may be set up to 2

Both customers and their families who live apart can spend their time with reassurance. **As same as JAF's regular service, available for 24 hours a day, 365 days a year** 

\* The service will be provided by JBR's operation partner.

Reliable pricing

The service fee remains JPY 2,200\* per year

e.g.) When you asked to open the home key

If you asked JBR as a general customer  $\Rightarrow$  Dispatching & Operation fee: JPY 11,000 Home Life Support by JAF  $\Rightarrow$  Dispatching & Operation fee: Free

 $\$ Persons who have not yet subscribed to JAF may also subscribe for JPY 3,300.

 $\$  Basic charge [including dispatching & operation fee (an operation up to 60min.)] remains free.

%A quote shall be provided in advance of operation when part or special labor fee is necessary.

The work will be performed only after you have agreed to the quote.

%The link below shall provide advance notice of the service.

The service will be available for use and application by April 4, 2022.

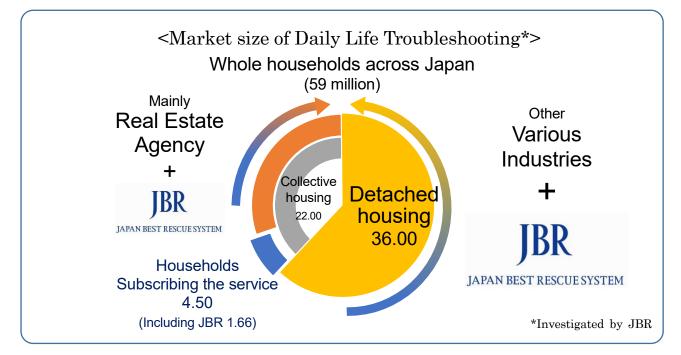
► Website of "Home Life Support by JAF" : <u>https://area.jaf.or.jp/membership/life-support</u> (JAPANESE ONLY)

## **Future Outlook**

JAF plans to actively promote its life support business, including "Home Life Support by JAF" for its approximately 20 million members (as of the end of January 2022), to improve the satisfaction of existing members and to promote the acquisition of new members.

JBR has the top share among the collective housing market for the membership-based daily life troubleshooting service and is currently expanding into the detached housing market through alliances with various sales partners. JBR believes that the alliance with JAF, whose members are drivers from all over Japan, will not only expand our sales channels to the detached housing market but also contribute to increasing our sales to the collective housing market.

Both JAF and JBR will provide safety and security to more customers through the provision of "Home Life Support by JAF" while responding to future changes in Japanese society.



Through the IR activities, JBR had informed about this alliance as a "major potential partner in the travel industry". As mentioned above, JAF has one of the largest memberships in Japan and is nearly the only organization in Japan that provides road service and other various benefits to car users. We believed that disclosure of either membership size or industry would lead to the identification of JAF with whom we were negotiating, so we kept them confidential.

This alliance has not been incorporated into JBR's earnings forecast for the fiscal year ending September 2022. We will closely examine the impact of this alliance, along with its medium- to long-term impact on our medium-term business plan.

# Japan Best Rescue System Co., Ltd.

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