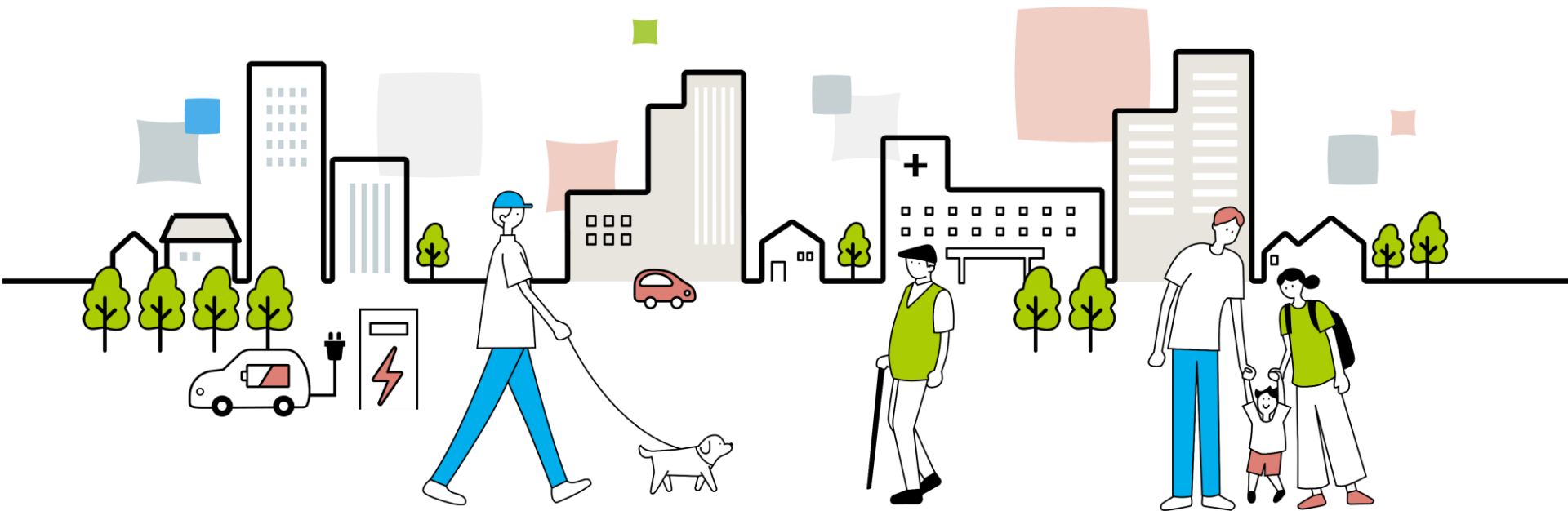




To worthwhile life

**Materials for the Briefing Session
on the Financial Results for the
the Fiscal Year
Ended June 30, 2023**



We have prepared this document solely for the purpose of offering general information about Japan Living Warranty Inc. (hereinafter referred to as "the Company"), and not for the purpose of soliciting investment in shares or other securities of the Company. The Company's financial results, plans, estimates, forecasts, and other information pertaining to the future stated in this document are information currently available or the Company's current judgment and thinking, and contain uncertainties that could lead in effect to the results being different from such descriptions. This document has been prepared based on current general economic, social, and other conditions, and may be altered without any notice for reasons such as changes in the economic situation. The Company exercised extreme caution in preparing the content of this document, but please be careful about the possibility of misrepresentation of information.

The Fiscal Year Ended in June 2023: Highlights

- Achieved record-high net sales and profits for the Q4 period and the full year.
- While promoting proactive investment, particularly in digital services and human resources for long-term growth, the ordinary profit exceeded 1 billion yen for the first time since the Company's foundation, balancing proactive investment and higher profits on higher net sales.
- In the HWT Business (housing), building warranties grew into a main service, and the successful cross-selling of the "Ouchi Manager" drove the financial results.
- In the EXT Business (non-housing), the lag in production and sales of equipment covered by warranties due to the semiconductor shortage recovered, contributing to the financial results in the Q4 period.
- The new business of product development advanced smoothly, and we released "My warranty," the warranty business DX app for the EXT business, in June 2023.
- The Company newly announced the Medium-Term Plan on the occasion of the release of the FY2023 business results.

Q4/FY2023: Achieved record-high net sales and profits

Recorded all-time high net sales and profits for the Q4 period and the full year

FY2023: Ordinary profit exceeded 1 billion yen for the first time since the foundation

Balanced proactive growth investment in digital services and human resources and higher profits/net sales since the listing

HWT Business: Building warranties drove the business performance

HomeworthTech Business

Grew into a main service next to equipment warranties/Succeeded in cross-selling with the "Ouchi Manager"

EXT Business: Renewable energy-related equipment warranties drove financial results

ExtendTech Business

Lagging financial results due to the semiconductor shortage recovered, and we expect further progress after the next fiscal year

EXT Business: Introduction of warranty business DX app

ExtendTech Business

Released "My warranty," the warranty business DX app for the EXT business in June 2023

Medium-Term Plan: Aim to Double net sales and profits in 3 years

We aim to double both net sales and profits by focusing on building warranties/renewable energy-related equipment warranties

We are a WorthTech Company.

**We are a WorthTech
Company that maximizes
the property value of living
by innovative real-world
and digital services.**



Corporate name: Japan Living Warranty Inc.

Founded: March 2009

Locations:

- Tokyo Head Office
Sumitomo Fudosan Nishinjuku Building No.4, 4-33-4 Nishishinjuku, Shinjuku-ku, Tokyo
- Osaka Branch Office
Imon Kawaramachi Daini Building, 4-8-4 Kawaramachi, Chuo-ku, Osaka-shi, Osaka Prefecture
- Nagoya Branch Office
Toshin Meieki Building, 2-45-14 Meieki, Nakamura-ku, Nagoya-shi, Aichi Prefecture
- Fukuoka Branch Office
Across Cube Hakata Ekimae, 3-4-25 Hakata Ekimae, Hakata-ku, Fukuoka-shi, Fukuoka Prefecture

Group companies:

- Living Point Inc. (a wholly-owned subsidiary)
- Living Finance Inc. (a wholly-owned subsidiary)

Licenses and registration, etc.

(Japan Living Warranty Inc.)

Fintech Association of Japan – Enterprise member

The offices of registered architects: Tokyo Governor Registration No. 63955

Ordinary construction license: Tokyo Governor Approval (Han-2) No. 152448

Housing defect warranty liability insurance corporation registered inspection operator

(Living Point Inc.)

Registration as an Issuer of Prepaid Payments Instruments for Third-Party Business:

The Director-General of the Kanto Local Finance Bureau No. 00676

(Living Finance Inc.)

Money-lending business: Tokyo Governor (1) No. 31916

SLOGAN

To worthwhile life

価値あふれる暮らしへ

MISSION

**Maximize the property value of living
through ingenious real and digital services**

VISION

Bring an invariable value to all aspects of living

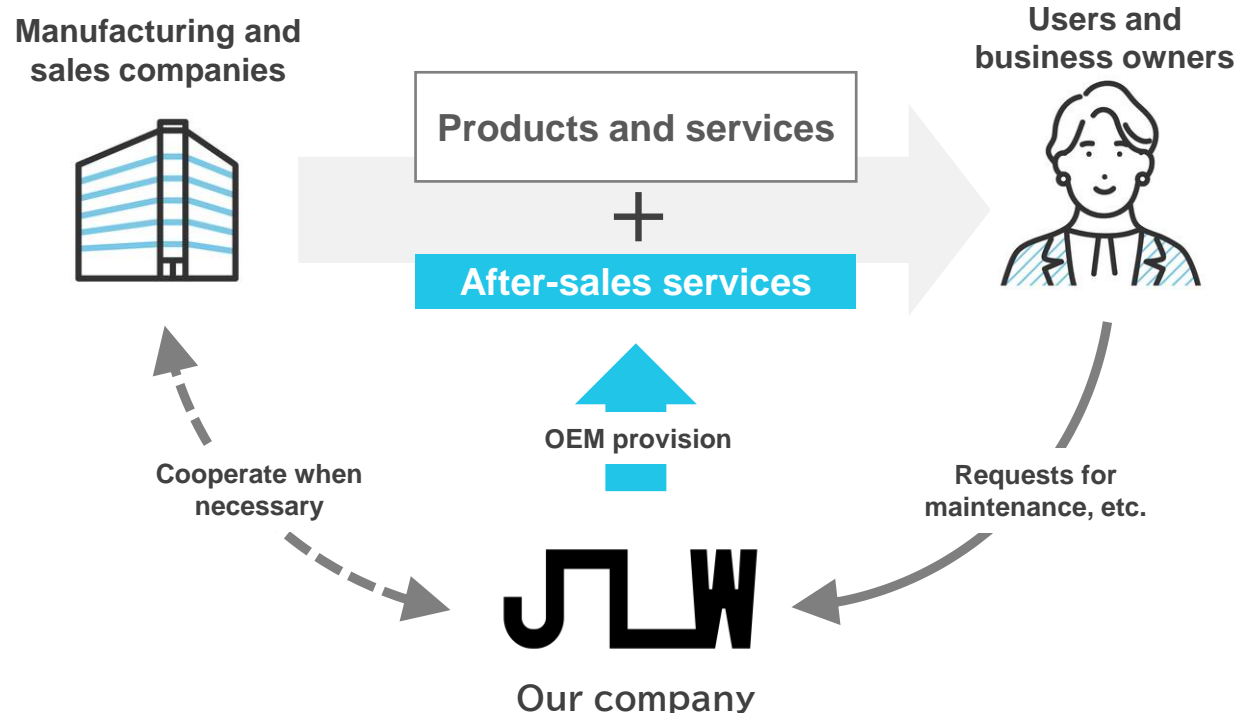
- Composed of members with respective strengths in insurance/operations/finance
- Aims for management of diversity/sustainability by appointing one female director and three executives in their 30s

		Innovation	Marketing	Operation	Finance	Human resources management	IT literacy	Sustainability	Career
	Yoshitaka Adachi Representative Director and President General Manager, Management Headquarters								Upon graduating from School of Engineering, Tokyo Institute of Technology, joined Sanwa Bank (currently MUFJ Bank), and was engaged in trading of interest rates of major countries and foreign exchange, and marketing of derivatives products. Later joined the Japanese subsidiary (Marsh Japan) of Marsh Inc., and handled PL risk countermeasures for a major medical equipment manufacturer and provided consulting services for captive investment deals. Took office as the Company's Representative Director in September 2013.
	Takuya Arakawa Representative Director and Chairman, General Manager, Corporate Sales Headquarters								Upon graduating from the Faculty of Law, Waseda University, joined Nippon Fire & Marine Insurance (currently Sompo Japan Insurance) and then moved on to the Japanese subsidiary (Marsh Japan) of Marsh Inc., where he handled risk management of exchange-listed REITs and arranged a lot of special insurance contracts, including earthquake insurance of commercial properties. Took office as the Company's Representative Director in March 2009.
	Miyoko Kido Director, General Manager, Business Operations Headquarters								Upon graduating from the School of Education, Waseda University, joined CBS Sony Group (currently Sony Music Entertainment (Japan)), and then moved on to MOSHI MOSHI HOTLINE (currently Relia, Inc.), where she was engaged in the building and management of a large number of large-scale contact centers. Took office as the Company's Director in September 2017.
	Atsushi Yoshikawa Director, General Manager, Administrative Headquarters								After graduating from the Faculty of Engineering, University of Tokyo, he won the venture contest on the University of Tokyo campus while still enrolled in the university's graduate school. Later, he joined Shinsai Partners (currently BI Resta SSI), where he took charge of direct marketing and insurance-related core systems. Took office as the Company's Director in September 2017. A Fellow of the Institute of Actuaries of Japan.
	Kosuke Kato Director, Deputy General Manager, Corporate Sales Headquarters								Upon graduating from the School of Commerce, Waseda University, joined Nippon Life Insurance, where he was engaged in the system planning and personnel management in the human resources division and then took charge of planning and education operations in the personal insurance/agency division. Joined the Company in June 2016, and became Director in September 2022.
	Tadashi Nomura Executive Officer, Deputy General Manager, Corporate Sales Headquarters								Upon graduating from the School of Law, Hokkaido University, joined Mitsubishi Motors, where he took charge of domestic sales planning and product planning. Later, he joined ALICO Japan (currently MetLife Insurance) and was engaged in the marketing of insurance products for individuals. Joined the Company in October 2016, and became Executive Officer in October 2018.
	Naoki Watabe Executive Officer, General Manager, Digital Strategy Promotion Headquarters, and General Manager, Sales Supervision Headquarters								Upon graduating from the School of Commerce, Waseda University, joined Nippon Life Insurance. After handling sales planning at branches and product designing and system building in the agency division, he became responsible for personnel evaluation and the planning of the promotion of active participation of women in the human resources department. Joined the Company in November 2018, and became Executive Officer in October 2021.
	Yuichiro Nakane Executive Officer, Deputy General Manager, Business Operations Headquarters								After joining a real estate company as a new university graduate, experienced real estate buying and selling as well as brokering and management of rental property. Later he joined Joint Property and took charge of leasing operations and new customer development. Joined the Company in November 2012, and became Executive Officer in September 2022.

Our Positioning

We work for companies behind the scenes, supporting them through provision of after-sales services

- We provide after-sale services on an OEM basis for companies that manufacture and sell various products and services.
- Our strength lies in our ability to provide solutions in all areas, from planning and design of after-sales services to managing various operations.
- And among our capabilities, we are particularly strong in the warranties area, where we excel in optimal system design and operations based on our expertise and strong relationships with nonlife insurance firms.



After-Sales Services DX: The Big Picture

- We can provide a wide range of the elements that companies that manufacture and sell products need in order to provide after-sales services.
- We can offer solutions that meet companies' needs, from the warranty, which is the most explicit element of after-sales services, to contact center operations, logistics, inspection and repairs, point system, settlements, and history management.
- We can also provide many solutions in the form of SaaS products, which will support companies in improving their operational efficiency.
- After-sales services are not limited to digital operations and may require hands-on, real services such as repair work and inspections. Another of our strengths is the networks we have nationwide for handling these services.

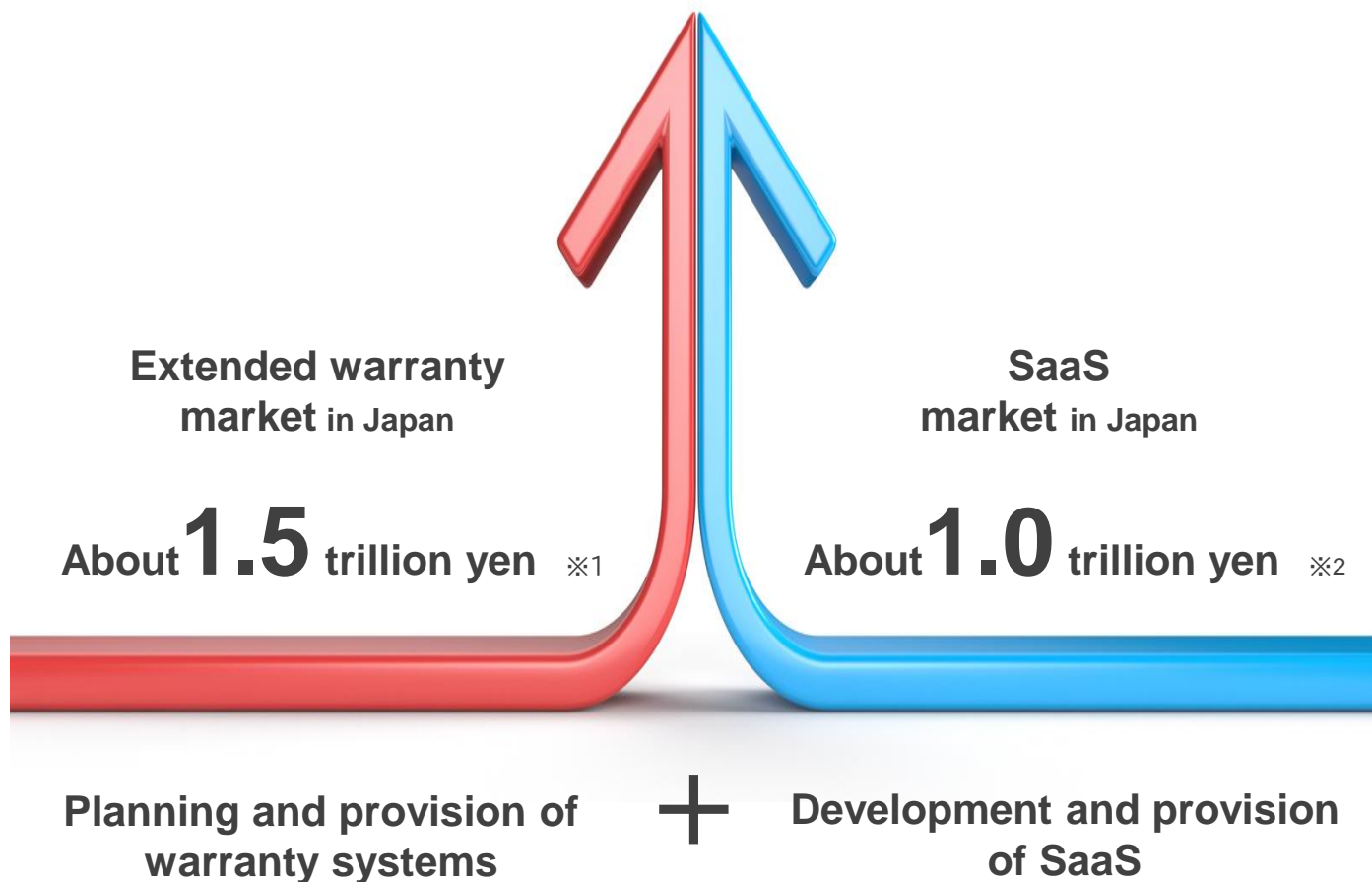
Achieving optimal after-sales services using our extensive solutions lineup



Business Outlook

- Since our founding, we have pursued warranty development in the housing-related area as our core business.
- Amid the trend toward sustainability, there has been increasing interest in the provision of after-sales services for companies' products in areas other than housing, and we are pursuing the development of warranty business in new areas.
- In addition, we will leverage the digital product development platform we have built through proactive investment to accelerate the development of vertical SaaS that grasps the unique business practices of each industry.
- We aim to grow further as a company by rolling out after-sales services DX for a broad range of industries, which we will achieve by combining our warranty know-how with SaaS.

Aiming to tap into a 2.5 trillion-yen market by providing after-sales service DX



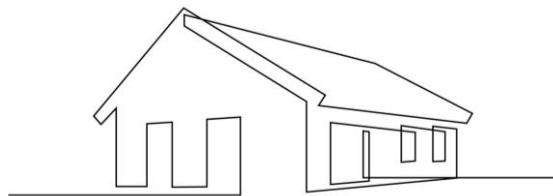
※1. Source: Yano Research Institute Ltd., "Domestic Warranty (Extended Warranty) Service Market in Japan 2022 Edition."

※2. Source: Fuji Chimera Research Institute, "Software Business New Market 2022 Edition."

Markets We are Currently Developing

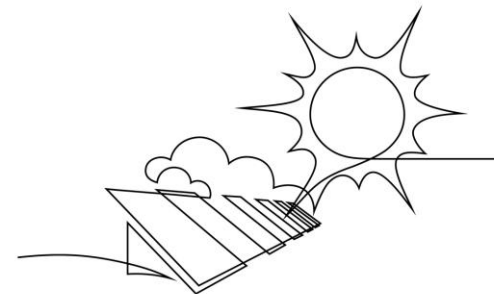
While housing remains our core market, we are accelerating our expansion into new areas

HomeworthTech business areas

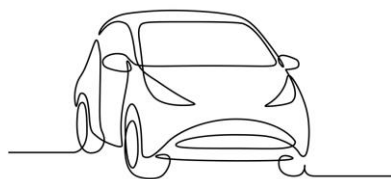


Housing (detached houses, condominiums)

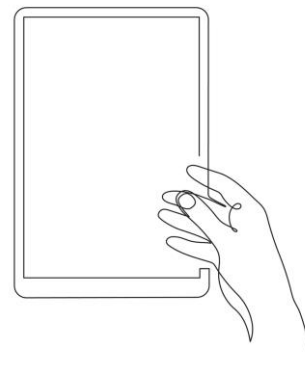
ExtendTech business areas



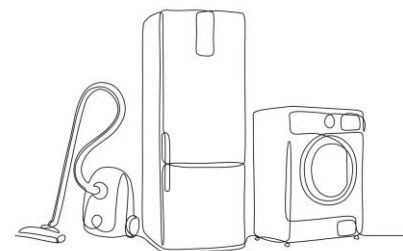
PVs (photovoltaic power generation and storage devices)



EVs (electric vehicles)



Educational ICT devices



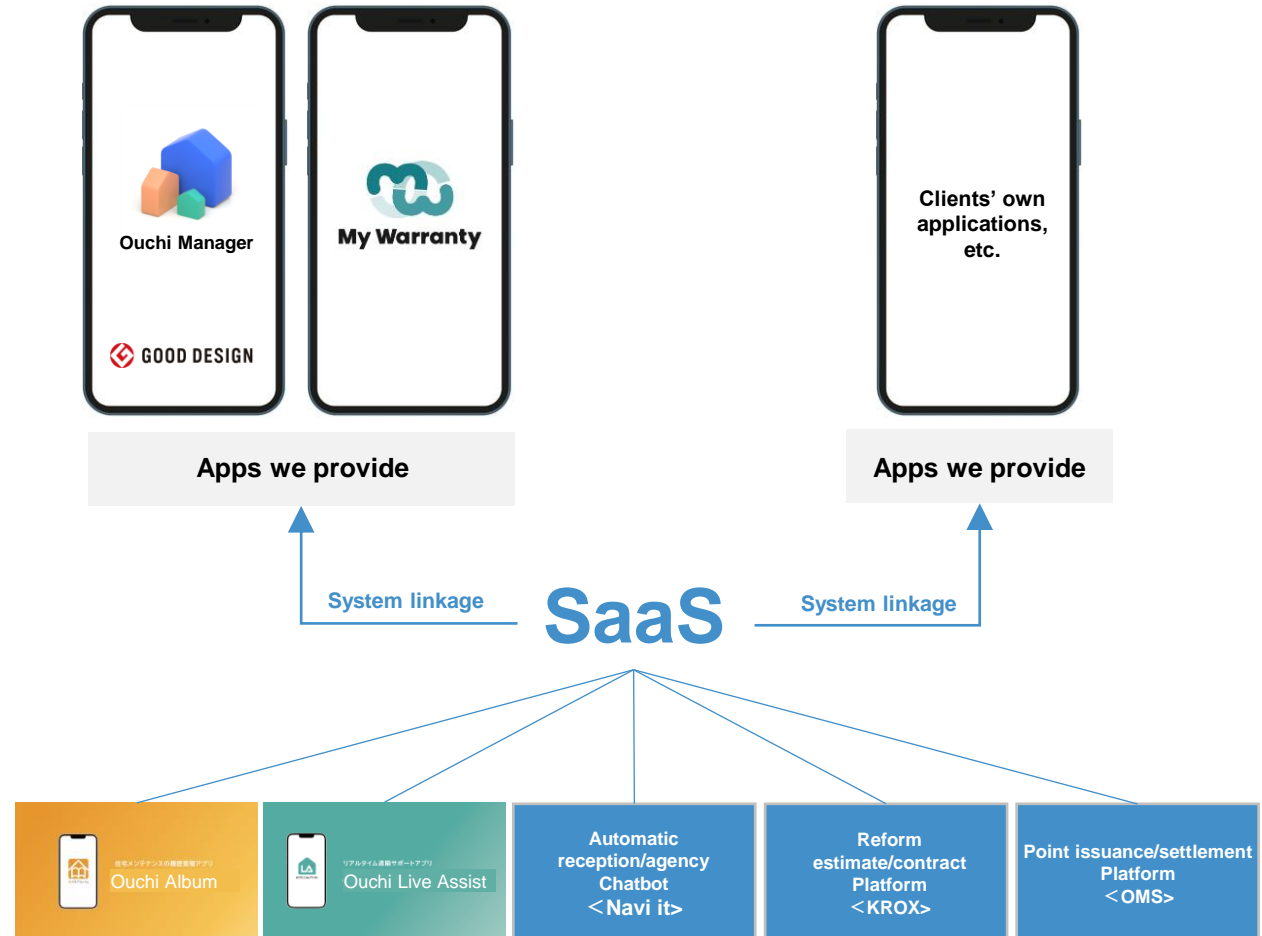
Home appliances

- We offer wide-ranging solutions beyond the warranty services we have provided to a total of 4,000 client firms in the housing area since our company was founded.
- Based on the experience and know-how we have cultivated in the housing area, we are steadily expanding the business areas we handle to enter markets such as PVs/EVs, educational ICT, and home electronics.
- Going forward, we plan to proactively expand into other new areas as well.

Provision of SaaS through applications

We support after-sales service DX by providing SaaS linkable to various applications

- We provide applications that support the use of warranties in combination with the provision of warranties.
 - Housing area = Ouchi Manager
 - Non-housing area = My warranty
- In addition to the Company's above applications, we support corporate customers' after-sales services DX by providing SaaS linkable to other companies' applications.
- Going forward, we plan to continue to newly develop SaaS with respect to the functions necessary for the provision of after-sales services.



The Financial Results Report for the Fiscal Year Ended in June 2023 (FY15)



Summary of the Consolidated Financial Results for the Fiscal Year Ended in June 2023

- Achieved record-high net sales and profits for the full year.
- Ordinary profit exceeded the 1-billion-yen mark for the first time since the company was founded, achieving the announced numbers.

*Another factor was favorable investment of funds on hand that arose from the acquisition of long-term warranties.

- While promoting proactive growth investment in digital services and human resources with an eye on long-term growth, we continued to achieve higher profits on higher net sales since being listed on the stock exchange.

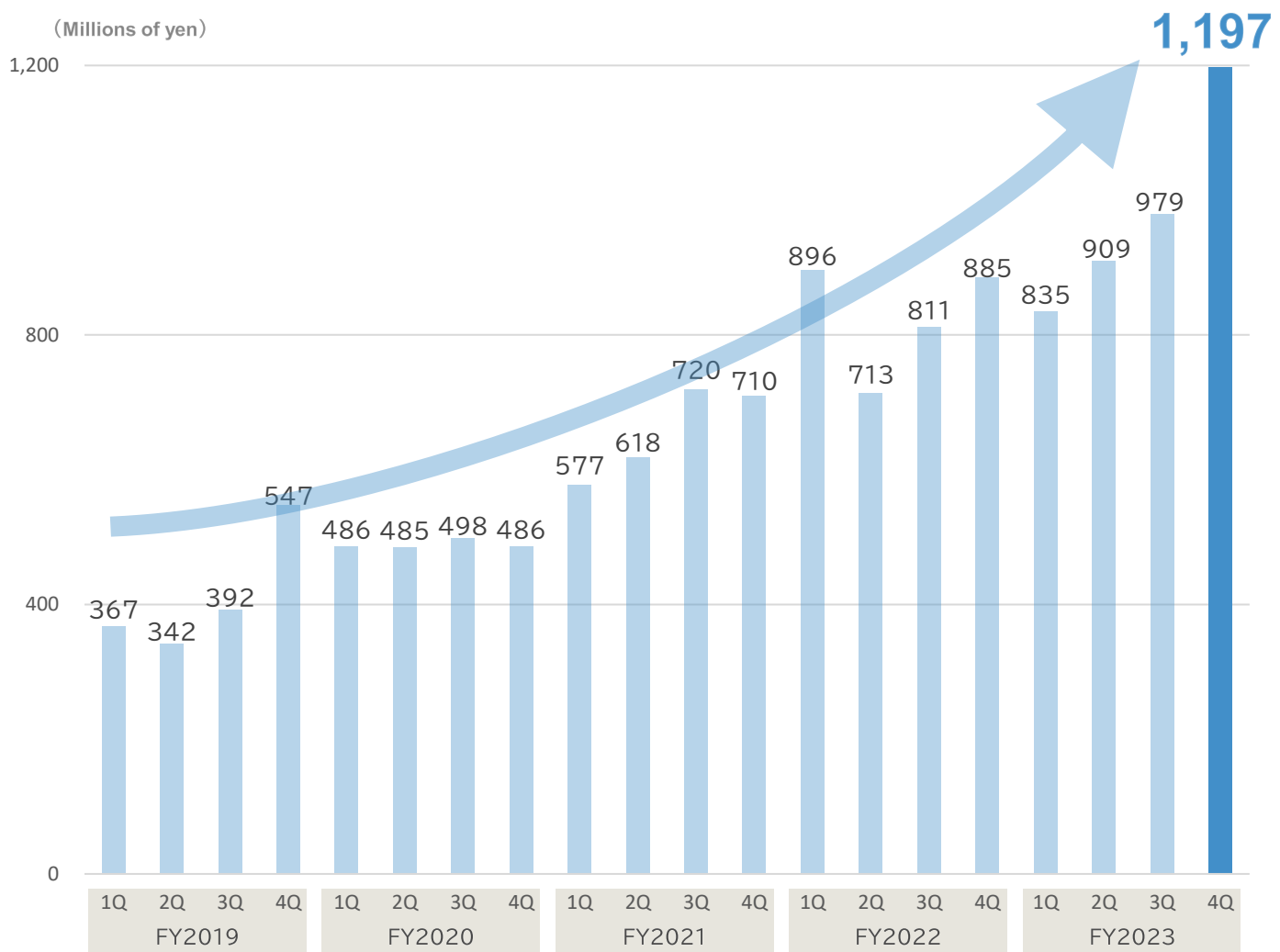
Achieved record-high net sales and profits Ordinary profit exceeded 1 billion yen

The fiscal year ended in June 2023				
	The fiscal year ended in June 2023 (2022.7~2023.6)	The fiscal year ended in June 2023 (2021.7~2022.6)	YoY	
Net sales	3,919 Millions of yen	3,305 Millions of yen	+614 Millions of yen	118.6%
Operating profit	741 Millions of yen	650 Millions of yen	+91 Millions of yen	114.0%
Ordinary profit	1,021 Millions of yen	767 Millions of yen	+253 Millions of yen	133.1%
Net income attributable to parent company shareholders	751 Millions of yen	546 Millions of yen	+204 Millions of yen	137.5%

Trends in net sales

- Achieved record-high net sales for the Q4 period, up 135.2% YoY.
- Realized consecutive and stable revenues, charting a smooth growth trajectory revolving around the core warranty business.

Achieved record-high net sales for the Q4 period



Summary of the Consolidated Financial Results for the Fiscal Year Ended in June 2023 [Net Sales by Segment]

Achieved record-high net sales, with both businesses posting significant positive growth

		The fiscal year ended in June 2023 (2022.7~2023.6)		
		The fiscal year ended in June 2023 (2021.7~2022.6)	YoY	
Net sales	Net sales	3,919 Millions of yen	3,305 Millions of yen	+614 Millions of yen 118.6%
	Homeworth Tech business	2,256 Millions of yen	1,922 Millions of yen	+334 Millions of yen 117.4%
	ExtendTech business	1,624 Millions of yen	1,244 Millions of yen	+380 Millions of yen 130.6%
	Other	38 Millions of yen	138 Millions of yen	△99 Millions of yen 28.0%

- The HomeworthTech Business secured a significant positive growth YoY as orders received in the previous fiscal year turned into net sales smoothly, centering on the building warranties that grew into a major service next only to the equipment warranties.

*In the case of a newly built house with a warranty, the time lag between accepting the order and payment tends to be long due to the construction period.

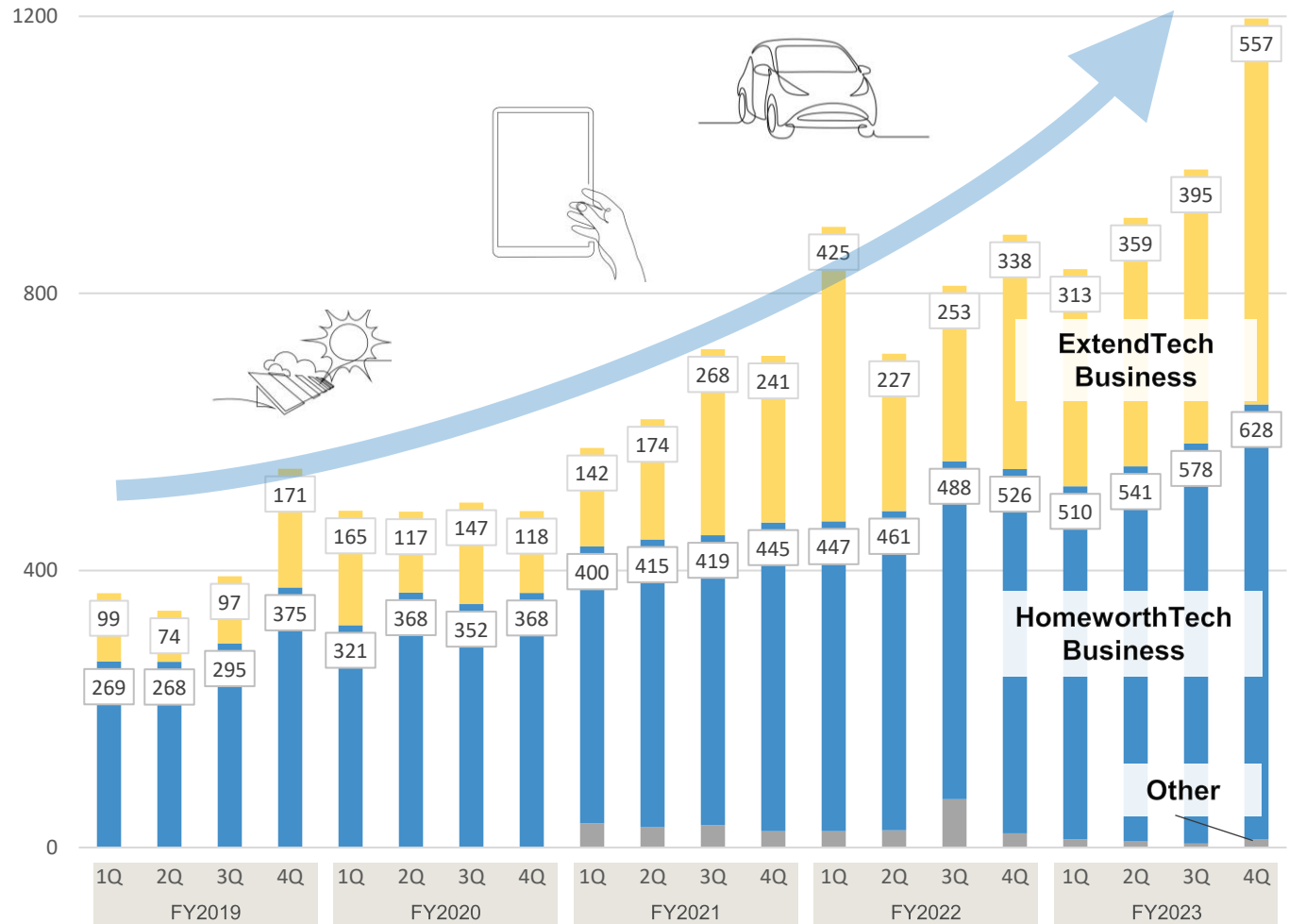
- The ExtendTech Business secured a significant positive growth YoY for the full year, as the lag in the business performance due to the semiconductor shortage recovered.
- Other businesses incurred a YoY negative growth under the impact of the transfer of a subsidiary at the end of the previous fiscal year.

*All shares in Yokohama House were transferred in June 2022.

Trends of net sales [by Segment]

- Both Businesses continued consecutive and stable growth.
- Along with the steady growth of the HomeworthTech Business, the ExtendTech Business grew significantly as the Company's core business by understanding social needs.
- The HomeworthTech Business continued to expand/deeply plow markets by successively launching new warranty services and SaaS in the housing area.
- The ExtendTech Business continued further deep plowing of the renewable energy area, which has high social needs, and the cultivation of new warranty markets.

Both Businesses continued consecutive and stable growth EXT Business grew by understanding social needs



Summary of the Consolidated Financial Results for the Fiscal Year Ended in June 2023 [Profit/Loss by Segment]

Both Businesses achieved positive growth and all-time high operating profit

The fiscal year ended in June 2023 (2022.7~2023.6)				
	The fiscal year ended in June 2023 (2021.7~2022.6)		YoY	
Net sales	741 Millions of yen	650 Millions of yen	+91 Millions of yen	114.0%
Homeworth Tech business	120 Millions of yen	111 Millions of yen	+8 Millions of yen	107.8%
ExtendTech business	659 Millions of yen	541 Millions of yen	+118 Millions of yen	121.8%
Other	△38 Millions of yen	△3 Millions of yen	△35 Millions of yen	—

*See the next page for details.

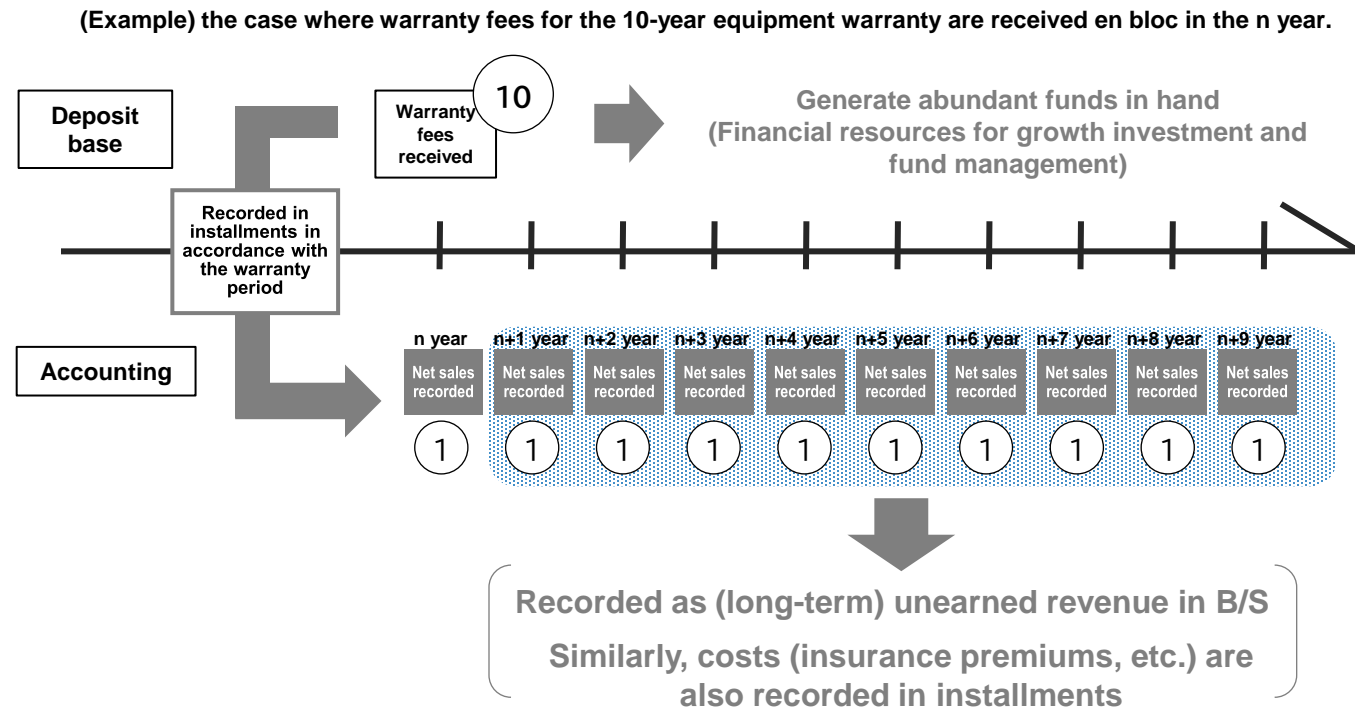
● The ExtendTech Business secured a significant profit increase for the full year, with the lag in business performance recovering after the semiconductor shortage was resolved.

Accounting Treatment Structure of Long-term Warranty Contracts

~ HomeworthTech business ~

- With respect to long-term warranty contracts in the HomeworthTech business, while net sales and costs are recorded on a pro rata basis in accordance with the warranty period, selling, general and administrative expenses are recorded en bloc, making the Company's earnings structure into one that tends to see profits squeezed in the expansion stage of business.
- The maturing of business (an increase in an outstanding balance of warranty contracts) has turned it into the long-term stable earning structure.
- Long-term warranty contracts generate abundant funds in hand as warranty fees are obtained en bloc at the time of conclusion of contracts.
- Abundant funds arising from long-term warranty contracts can be used for proactive growth investment and asset management.

Long-term warranty services have the structure that tends to see profits squeezed in the expansion stage of business due to accounting treatment

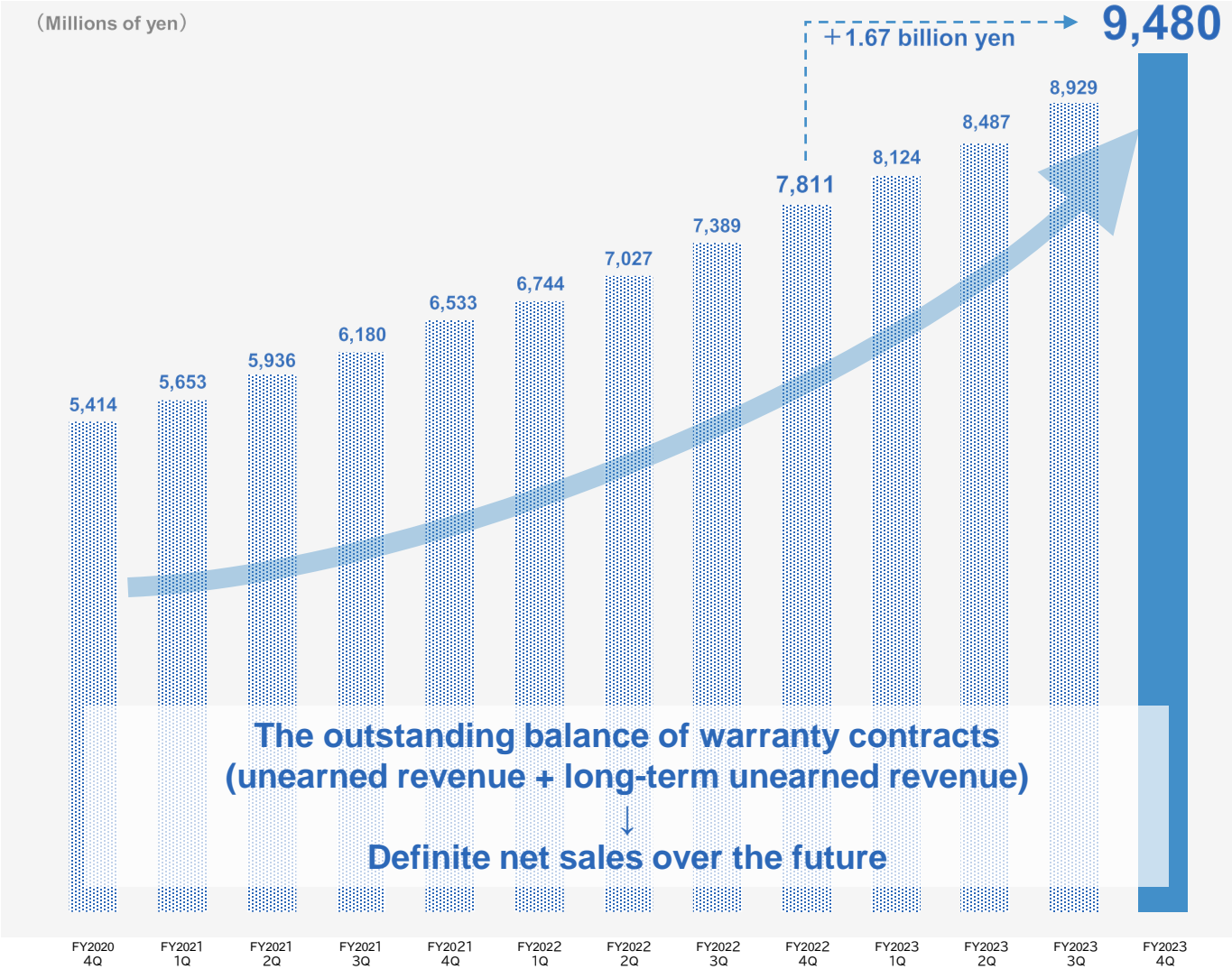


Trends of Warranty Contract Balance

— HomeworthTech Business —

- The outstanding balance of warranty service contracts, which is positioned as a major KPI for the HomeworthTech Business, exceeded 9.4 billion yen at the end of the full year, recording a record-high increase.
- Of warranty fee revenues, those not yet recorded as net sales were recorded as unearned revenue + long-term unearned revenue on the balance sheet.
- The outstanding balance of warranty contracts means definite net sales over the future, and thus the balance will be recorded as net sales sequentially to underpin future profitability.

The outstanding balance of warranty contracts increased by approximately 1.67 billion yen in the fiscal year ended in June 2023



The Fiscal Year Ending in June 2024: Financial Results Forecast and Medium-Term Plan



Consolidated Financial Results Forecast for the Fiscal Year Ending in June 2024

- We forecast all-time high and consecutive higher profits/net sales since being listed on the stock market.
- While we will continue investment in digital areas for the realization of the medium-term strategy, as in the previous full year, we expect a YoY increase of 113.3% in operating profit.

We aim to achieve all-time high and consecutive higher profits/net sales since the exchange listing

The fiscal year ended in June 2023 (2023.7~2024.6)				
	The fiscal year ended in June 2023 (2022.7~2023.6)		YoY	
Net sales	4,820 Millions of yen	3,919 Millions of yen	+ 901 Millions of yen	123.0%
Operating profit	840 Millions of yen	741 Millions of yen	+ 99 Millions of yen	113.3%
Ordinary profit	1,060 Millions of yen	1,021 Millions of yen	+ 39 Millions of yen	103.8%
Net income attributable to parent company shareholders	779 Millions of yen	751 Millions of yen	+ 28 Millions of yen	103.7%

Consolidated Financial Results Forecast for the Fiscal Year Ending in June 2024 [Net Sales by Segment]

Both businesses likely to record record-high net sales by understanding the market needs

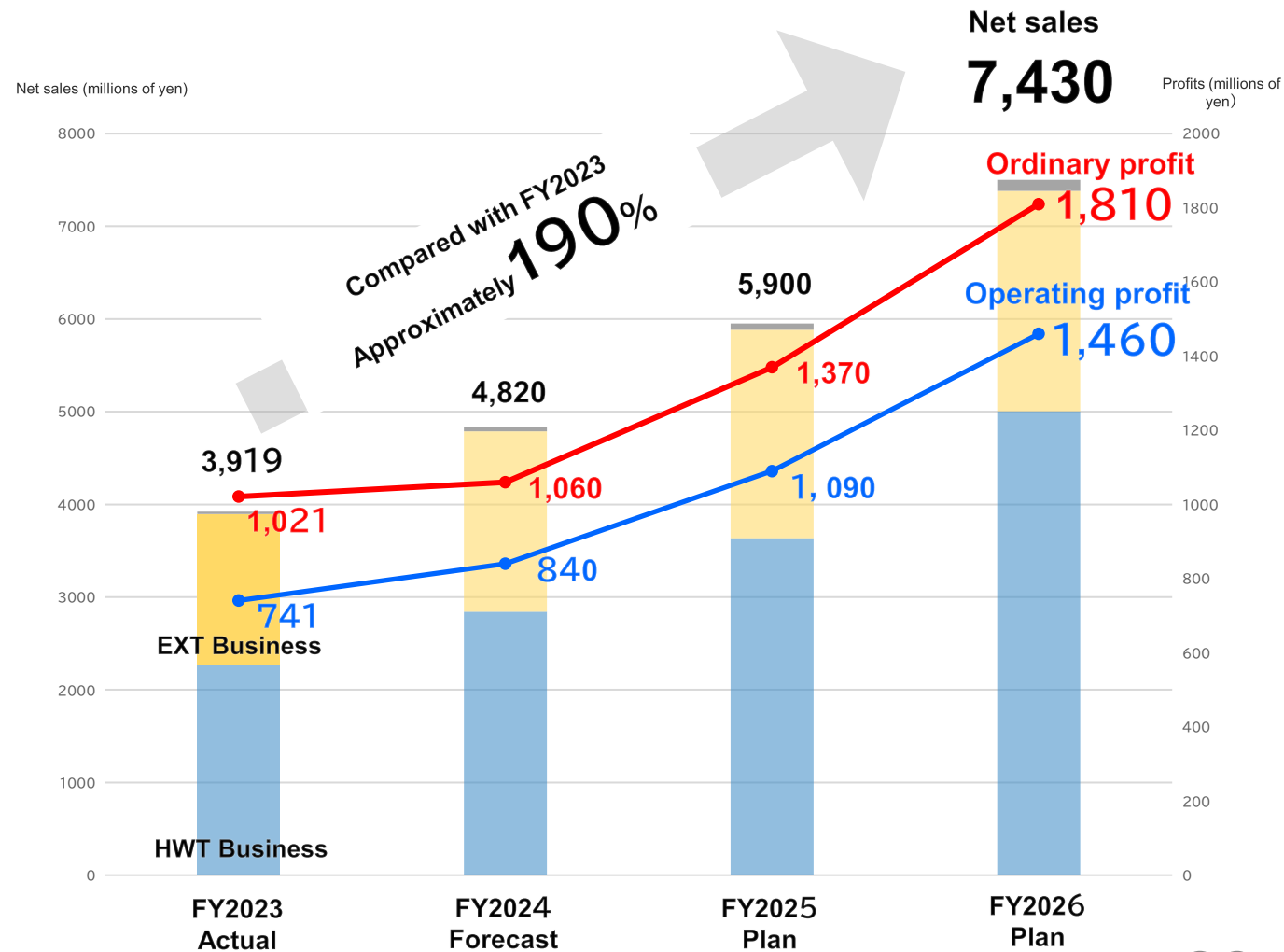
- We forecast record-high net sales for both of the main businesses.
- For the HomeworthTech Business, we forecast a YoY increase of 127.2% in net sales due to advancements in the new core services of building warranties, etc., in addition to equipment warranties.
- For the ExtendTech Business, we forecast a YoY increase of 118.8% in net sales due to advancements in the renewable energy area, which remains highly needed by society.

The fiscal year ended in June 2023 (2023.7~2024.6)				
		The fiscal year ended in June 2023 (2022.7~2023.6)	YoY	
Net sales	4,820 Millions of yen	3,919 Millions of yen	+ 901 Millions of yen	123.0%
HomeworthTech Business	2,871 Millions of yen	2,256 Millions of yen	+ 615 Millions of yen	127.2%
ExtendTech Business	1,929 Millions of yen	1,624 Millions of yen	+ 305 Millions of yen	118.8%
Other	19 Millions of yen	38 Millions of yen	△19 Millions of yen	50.0%

Medium-Term Plan [Net Sales / Profit]

We plan to double both net sales and profits by focusing on the building warranties and the renewable energy equipment warranties

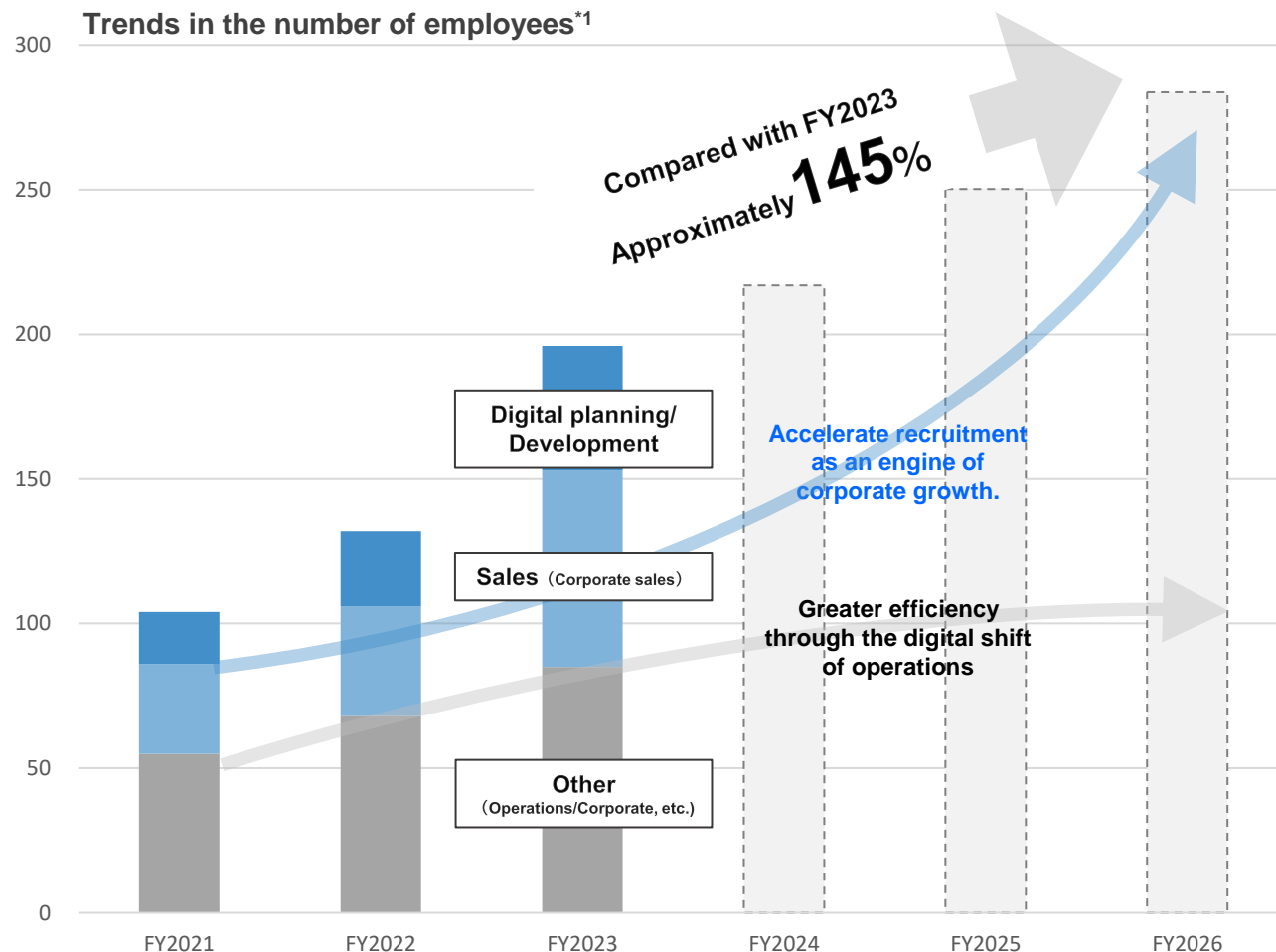
- In the wake of the increasing probability of the growth strategy, we announced a three-year financial results plan, in addition to the current year (the fiscal year ending in June 2024).
- We plan to roughly double both net sales and profits by mainly focusing on the building warranties in the HWT Business and the renewable energy equipment warranties in the EXT Business.
- We will establish the Company's unshakable positioning in the warranty business by providing SaaS as an added value.
- We plan to appropriate profits accumulated in both businesses for investment in long-term growth.



Trends in the Number of Employees / Recruitment Strategy

- In recent years, we have been promoting and accelerating the recruitment of human resources for corporate sales/digital planning and development, towards balancing the short-term warranty market expansion and the long-term corporate growth.
- In particular, we succeeded in recruiting enough digital human resources to significantly surpass our target for the establishment of the digital strategy promotion headquarters amid the tough recruitment environment.
- On the other hand, we plan to strive for greater efficiency in the operations division, etc. through the proactive shift to digitalizing operations.
- We plan to expand our organizational structure by 145% over FY2023 by the final year of the Medium-Term Plan.

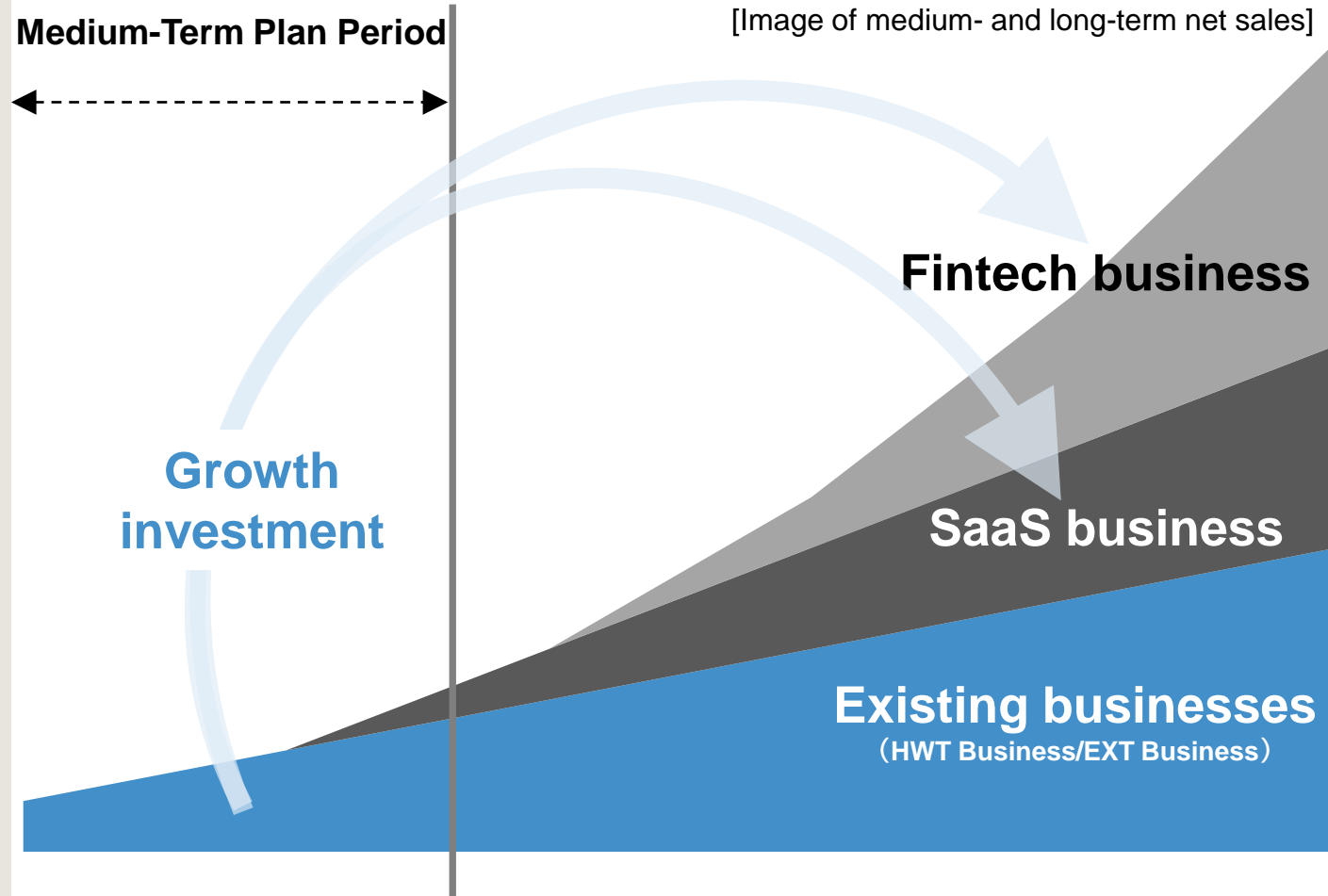
We will practice strategic recruitment with our eyes on both short-term and long-term growth



*1 : Including regular employees, contract employees, and resident & full-time subcontracted employees.

Strategic Image toward Long-Term Growth

We will focus on strengthening the SaaS business and developing the FinTech business



- We will promote the development and strengthening of SaaS business and Fintech business as the new core businesses for long-term growth after the Medium-Term Plan.

- We will appropriate profits accumulated through the existing businesses during the Medium-Term Plan period for investment in the development of SaaS and Fintech businesses.

- More specifically,

[For organic growth]

- Investment in the digital strategy base and the human resources & organizational base

[For non-organic growth]

- Investment in the M&A/incubation investment base

- We will strive for the realization of discontinuous and explosive growth by establishing the new core businesses.

SDGs Initiatives



SDGs Initiatives

We will continue our sustainability activities to realize a world where we can use good things for a long time

- “Using good things for a long time” is the starting point that our after-sales services are built on.
- As a WorthTech company that maximizes the property value of living through innovative real-world and digital services, we will continue our sustainability activities across the Group to remain a company that contributes to the realization of a sustainable society.
- We will pursue further activities as a Group, led mainly by the SDGs Promotion Office.

SUSTAINABLE DEVELOPMENT GOALS



4. High-quality education to everyone

Promote the improvement of the ICT environment at educational institutions

We are contributing to the improvement of the stable and high-quality educational environment by proactively offering the warranty systems for the improvement of the ICT environment at educational institutions under the GIGA School scheme, including educational tablets and personal computers.



11. Urban development for sustainable cities and towns

Invigorate the distribution of used residential houses

We are contributing to the invigoration of the distribution of used residential houses by offering the services that help to maintain and enhance the asset value of used residential houses, including inspections of used residential houses, implementation of appropriate maintenance through electronic money reserves and the guarantee of selling prices.



7. Clean energy for everyone

Promote the spread of equipment related to renewable energy

We are contributing to the spread of renewable energy technology by offering the warranty systems for power generating equipment and capacitors related to photovoltaic power generation as well as facilities for wind force power generation.



12. Responsible production and consumption

Nurture the culture of “using good things for a long time”

We are contributing to the development of sustainable patterns of production and consumption by offering the warranty services premised on repairs in the event of failure.



9. Create the foundation for industry and technological innovation

Promote digital transformation of the housing/real estate sectors

We are contributing to the digital transformation of the housing/real estate sectors by offering the mobile application for house owners as well as digital service infrastructure, such as B2B and SaaS.



13. Specific actions needed to deal with climate change

Reduce the emissions of CO2

We are contributing to the reduction of CO2 emissions by getting out of the scrap-and-build patterns. We call for the maintenance and enhancement of the value of houses by appropriate reform and maintenance and for endeavors for the enhancement of quality and marketability of housing stocks.