



FY2025 2Q Financial Results Briefing Document

May 15, 2025

Topics

Sales revenue

- 2Q YTD Sales revenue : **3,760 mil.yen, YoY 116%**
- 2Q YTD Az support impact on Consolidated Sales : **422 mil.yen, YoY 270%**

Operating profit

- 2Q YTD Operating profit : **888 mil.yen, YoY 127%**
- 2Q YTD progress in FY25 forecast : **44.4%** (2Q YTD in FY24 : 39.1%)

Forecast of FY25

- Good progress of both Sales and Operating profit toward Forecast of FY25
- In view of progress, increase dividend per share from **30 yen to 40 yen**

Topic : Forecast of FY2025 Shareholder returns

SHARETECH has decided to increase dividend per share forecast of FY2025 from 30 yen to 40 yen (increase of 25 yen from FY24). With current forecast only, total Payout ratio will be 65.5%, increasing from FY24.

	FY2025	FY2024
Net income ^{※1}	1,400 mil.yen	1,467 mil.yen
Earnings per share ^{※2}	61.02 yen	63.13 yen
Dividend per share (Total Dividend amount ^{※2})	<u>40.00 yen</u> (917 million yen)	15.00円 (348 million yen)
Payout ratio	<u>65.5%</u>	23.8%
Share repurchase	TBD	499 mil.yen
Total Payout ratio	<u>More than 65.5%</u>	57.8%

※1 Profit attributable to owners of the parent company

※2 Calculated based on the number of issued shares at the end of Mar, '2025 (excluding treasury stock)

Table of contents

- 01 FY2025 2Q Performance reporting
- 02 Progress of Our-own service affiliates & Growth Strategy
- 03 Supplementary materials

FY2025 2Q

Performance reporting

Consolidated 2Q results (3 months)

Sales revenue ended in YoY 120%, due to sales increase of main genres and expansion of Az support. Operating profit ended in YoY 123%, due to sales increase and continuous appropriate control of Advertisement cost ratio. Net income decreased due to the effect of tax effect accounting (YoY 82%).

	2Q results FY2025	2Q results FY2024	YoY change
Sales revenue	1,818 mil.yen	1,513 mil.yen	+305 mil.yen (120%)
Operating profit	400 mil.yen	325 mil.yen	+75 mil.yen (123%)
Net income※	268 mil.yen	326 mil.yen	(58) mil.yen (82%)

※Profit attributable to owners of the parent company

Consolidated 2Q YTD results (6 months)

2Q YTD Sales revenue ended in YoY 116%, due to sales increase of main genres and expansion of Az support, succeeding 1Q. Operating profit ended in YoY 127%, due to sales increase and continuous appropriate control of Advertisement cost ratio. Net income also increased (YoY 102%).

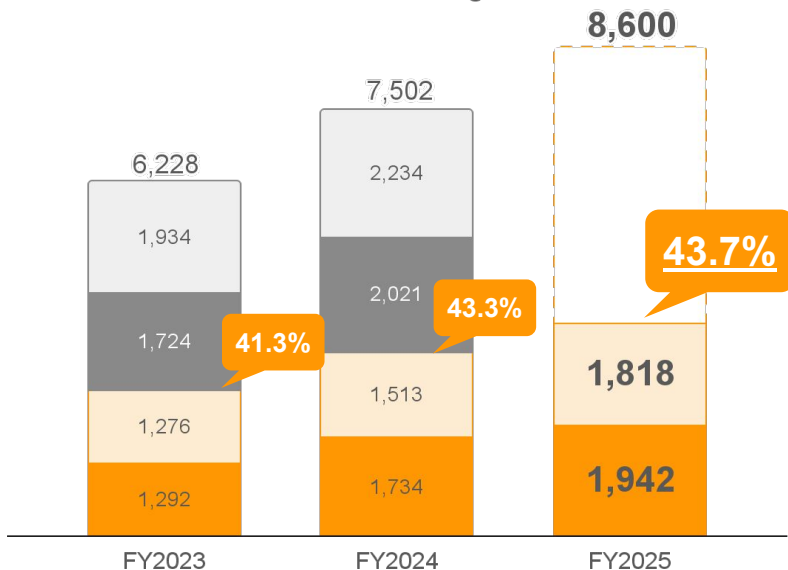
	2Q YTD results FY2025	2Q YTD results FY2024	YoY change
Sales revenue	3,760 mil.yen	3,247 mil.yen	+513 mil.yen (116%)
Operating profit	888 mil.yen	699 mil.yen	+188 mil.yen (127%)
Net income※	592 mil.yen	581 mil.yen	+10 mil.yen (102%)

※Profit attributable to owners of the parent company

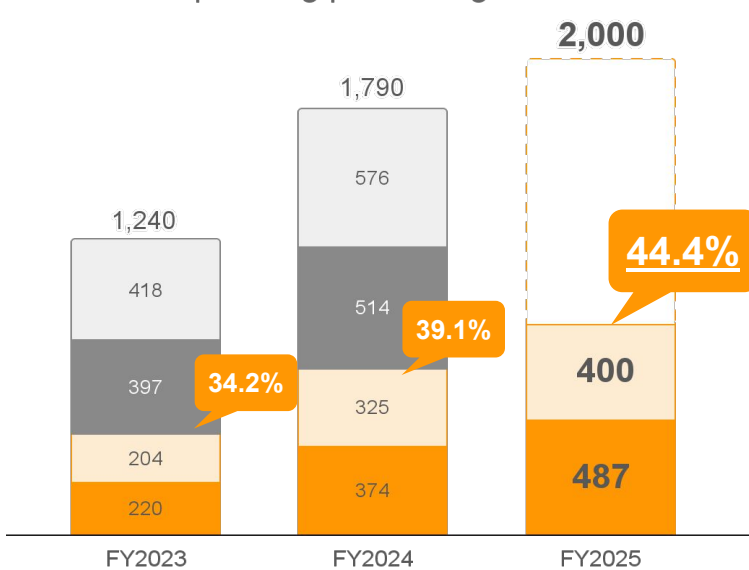
Progress toward FY2025 Forecast

2Q YTD Sales revenue progress toward FY2025 Forecast was at 43.7%. Also, 2Q YTD Operating profit progress was at 44.4%. Though 1-2Q progress are usually lower by seasonality, current progress of Sales revenue toward FY2025 Forecast continues the same level as the past. Meanwhile, current progress of Operating profit achieved higher rate, compared to the past.

Sales revenue Progress

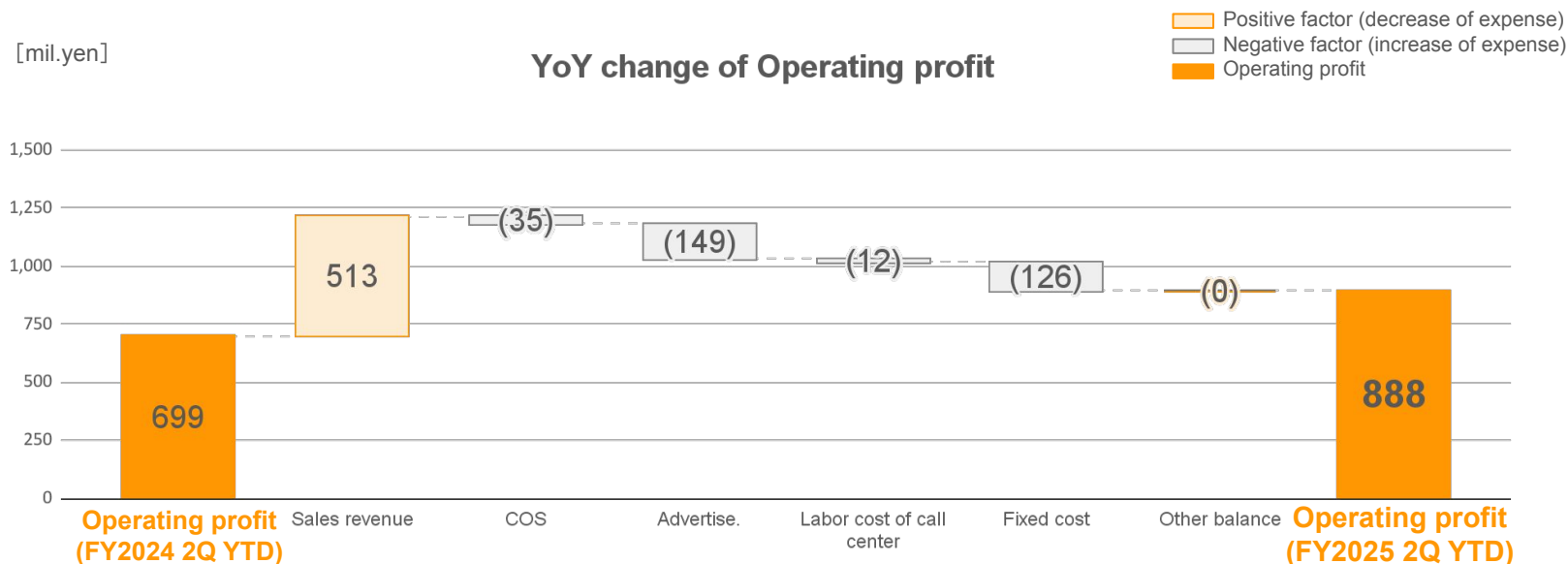


Operating profit Progress



Analysis of YoY change of Operating profit of 2Q YTD

Starting from 699 mil.yen of Operating profit of FY2024 2Q YTD, Sales revenue increased. COS increased due to Our-own service (includ. Az support). Though Advertisement cost increased, cost ratio to Gross profit is maintained at the certain level. Also, Fixed cost increase was limited. Hence, Operating profit of FY2025 2Q YTD recorded 888 mil.yen (YoY +188mil.yen).

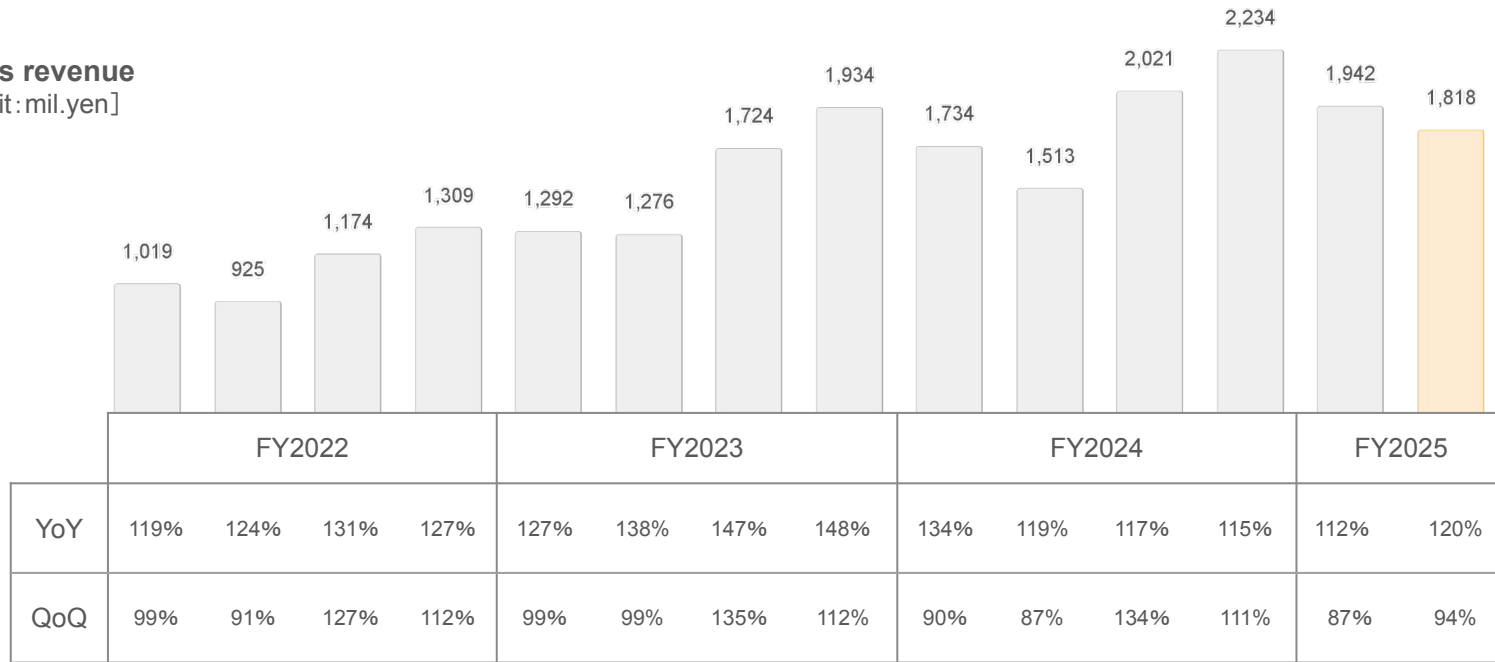


Sales revenue trend of “Household problems” business

FY2025 2Q Sales revenue ended in YoY 120%, hitting a 2Q record high. Since FY2024 3Q, Sales revenue consolidated Az support (M&A in Apr. '23). Meanwhile, YoY has achieved stable growth rate.

Sales revenue

[Unit: mil.yen]



Sales revenue trend of Our-own Service Provider (Az support)

Az support acquired in Apr. '23, turned to surplus, right after M&A. Since FY2024, Az support has been focusing on expansion, and resulted in amazing business growth with 2Q Sales contribution to the Group consolidated net sales (YoY 293%).

	FY2024 1Q	FY2024 2Q	FY2024 3Q	FY2024 4Q	FY2025 1Q	FY2025 2Q
Sales	119 mil.yen	114 mil.yen	266 mil.yen (YoY183%)	261 mil.yen (YoY216%)	296 mil.yen (YoY249%)	347 mil.yen (YoY303%)
Impact on Consolidated Net Sales	78 mil.yen	78 mil.yen	157 mil.yen (YoY176%)	143 mil.yen (YoY177%)	193 mil.yen (YoY248%)	<u>228 mil.yen</u> <u>(YoY293%)</u>
Operating profit	19 mil.yen	5 mil.yen	33 mil.yen	7 mil.yen	40 mil.yen	32 mil.yen

Transition of KPI of Business

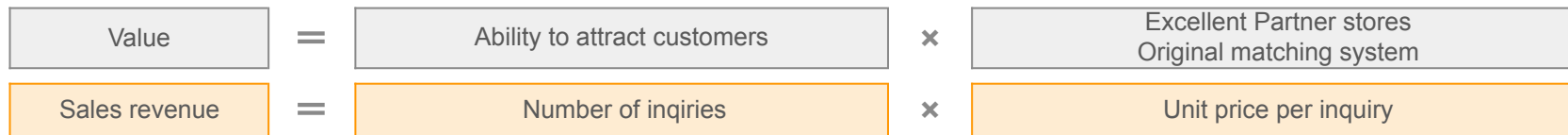
YoY of Sales revenue of FY2025 2Q increased stably. Advertisement cost ratio was kept around proper 47%. Ratios of Call Center labor cost and Fixed cost were appropriately maintained at certain levels. In result, Operating profit ended in 400 mil.yen, keeping high Operating profit ratio (24%) even after M&A of a service provider company.

[mil.yen] (Ratio to GP)	FY2023					FY2024					FY2025	
	1Q	2Q	3Q	4Q	Total	1Q	2Q	3Q	4Q	Total	1Q	2Q
Sales revenue	1,292	1,276	1,724	1,934	6,228	1,734	1,513	2,021	2,234	7,502	1,942	1,818
Cost of sales (Ratio to sales)	61 (5%)	77 (6%)	112 (7%)	153 (8%)	405 (7%)	155 (9%)	117 (8%)	175 (9%)	182 (8%)	631 (8%)	153 (8%)	155 (9%)
SGA	1,017	999	1,201	1,359	4,577	1,216	1,115	1,336	1,492	5,161	1,311	1,309
Advertisement	598 (49%)	594 (50%)	741 (46%)	804 (45%)	2,739 (47%)	755 (48%)	683 (49%)	840 (46%)	926 (45%)	3,205 (47%)	811 (45%)	777 (47%)
Labor cost of Call center	106 (9%)	99 (8%)	127 (8%)	143 (8%)	476 (8%)	127 (8%)	109 (8%)	115 (6%)	121 (6%)	473 (7%)	128 (7%)	121 (7%)
Fixed cost	312 (25%)	305 (25%)	331 (21%)	411 (23%)	1,360 (23%)	333 (21%)	322 (23%)	380 (21%)	445 (22%)	1,482 (22%)	372 (21%)	410 (25%)
Other balance	7	4	(13)	(2)	(4)	13	45	4	18	80	10	46
Operating profit (Operating profit ratio)	220 (18%)	204 (17%)	397 (25%)	418 (24%)	1,240 (21%)	374 (24%)	325 (23%)	514 (28%)	576 (28%)	1,790 (26%)	487 (27%)	400 (24%)

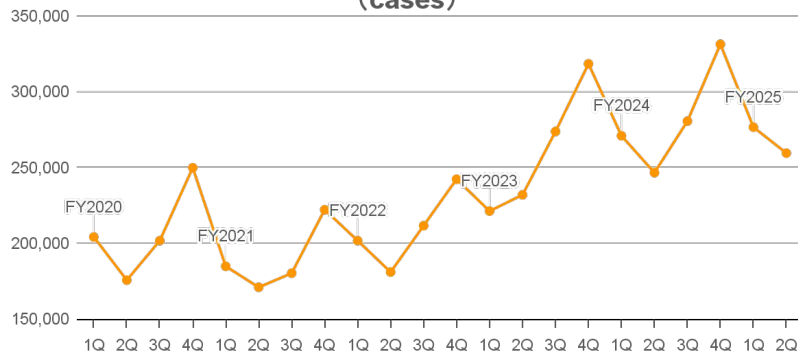
Transition of KPI of Sales revenue

“Number of inquiries” is gradually turning from levelling off trend to increasing trend since FY2023.

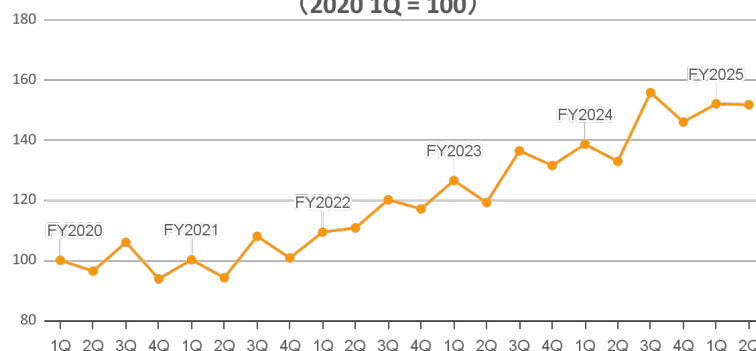
“Unit price per inquiry” is on the upward trend, thanks to optimization of matching methodology and increase of Our-own service (includ. Az support consolidated since FY2023 3Q).



**Number of inquiries
(cases)**



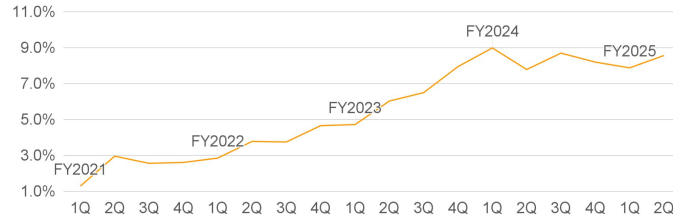
**Unit price per inquiry
(2020 1Q = 100)**



Transition of KPI of Expense

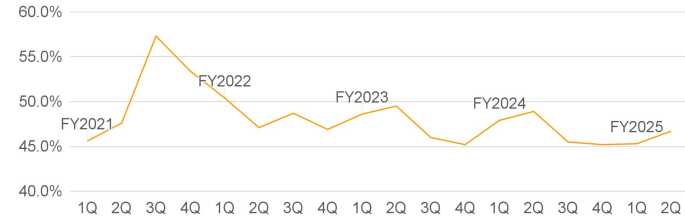
Cost of Sales ratio

Cost (service) ratio is stable, after offsetting increasing Our-own service (includ. Az Support) and decreasing BtoB business.



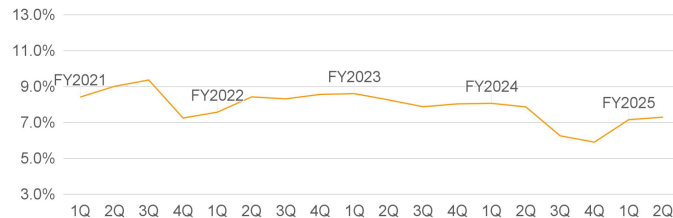
Advertisement cost (PPC) ratio

Improving from FY2021 in the rapid worsening competition. Since FY2022, keeping certain level.



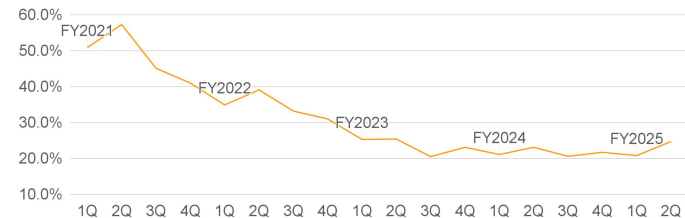
Labor cost of Call Center ratio

Maintaining the certain level. Although labor cost per headcount increases, maintained the low level by efficiency and optimization.



Fixed cost ratio

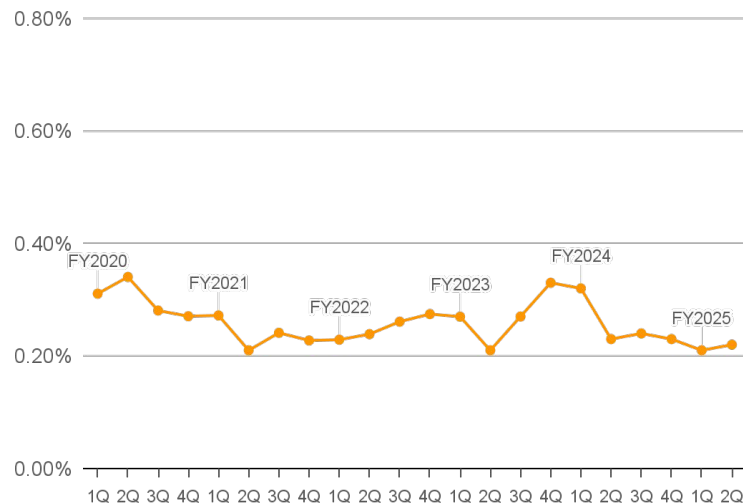
Maintaining Fixed cost (includ. Az support) within the certain range. Ratio to Gross profit is maintained at the certain level.



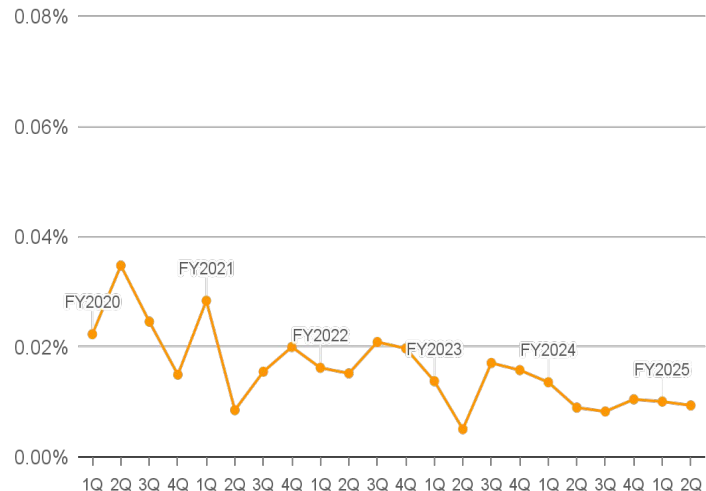
For Satisfaction of Customers and Partner Stores

Both Claim ratios from customers and partner stores are continuously low level. For further satisfaction, we will make the best effort to implement friendly platform both for customers and partner stores. Just after some increase in FY2023 2Q, both KPI returned to the non-problematic low level.

Claim ratio from customers



Claim ratio from partner stores



Rationale of Forecast of FY2025

Earnings Forecast is based upon FY2024 Actual. COS ratio and Fixed cost will rise along with increase of Our-own service (includ. Az support), etc. Meanwhile, ratios of Advertisement cost and Call Center labor cost are expected at the same level. Consequently, Operating profit ratio will be kept at the same level, and Operating profit is expected 2,000 million yen.

	FY2025 Forecast	FY2024 Actual
Sales revenue	<u>8,600 mil.yen (YoY 115%)</u>	7,502 mil.yen (YoY 121%)
COS (Cost of sales) ratio	Rise w/ Az support, etc.	8% (to Sales)
Advertisement cost ratio	Same Level	47% (to Gross profit)
Call Center labor cost ratio	Same Level	7% (to Gross profit)
Fixed cost	Rise w/ Az support, etc.	1,482 mil.yen
Other balance	Same Level Amount	80 mil.yen
Operating profit	<u>2,000 mil.yen</u>	1,790 mil.yen
Net income※	<u>1,400 mil.yen</u>	1,467 mil.yen

※Profit attributable to owners of the parent company

Progress of Our-own service affiliates & Growth Strategy

Our strength brought by improvement of Service Quality

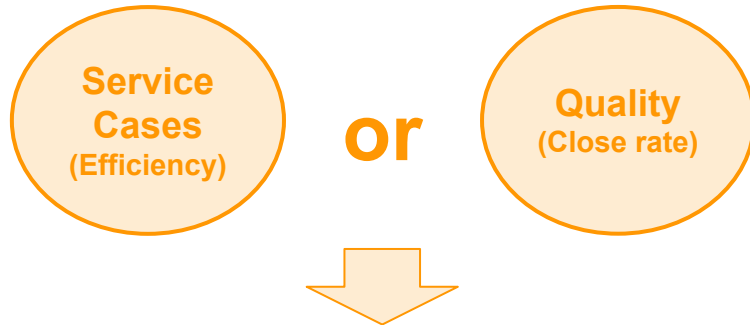
Since FY2019, we have pursued Service Quality improvement, which started to bring apparent rise of profit from FY2022. SHARETECH will continue this policy, and aim business expansion. Improvement of Service Quality directly leads to rise of Close Rate. Subsequently, rise of Close Rate raises profitability. In the end, more profitability enables Aggressive advertisement. Thus, this virtuous circle shall be our strength.



KFS of Rapid Expansion of Az support (Service Group Company)

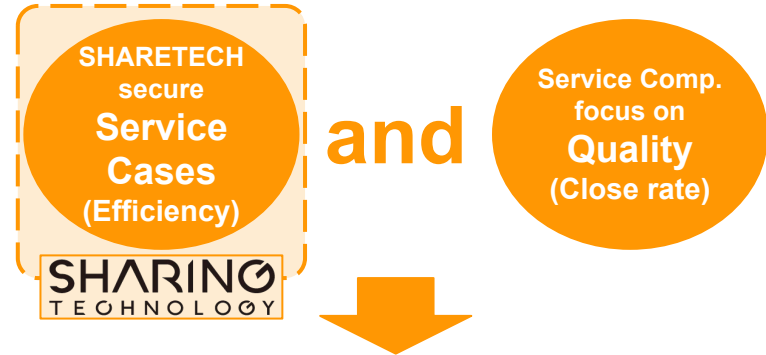
In our industry, Service cases are indispensable for business expansion. Ordinary service providers have to make a trade-off between “Service cases (Attracting customers)” and “Quality” due to resource constraints. Meanwhile, SHARETECH service provider acquired becomes able to focus on quality improvement, which leads to further business expansion and higher quality.

Ordinary Service Provider



Frequent trade-off between Service Cases (Efficiency) and Quality (Close rate)

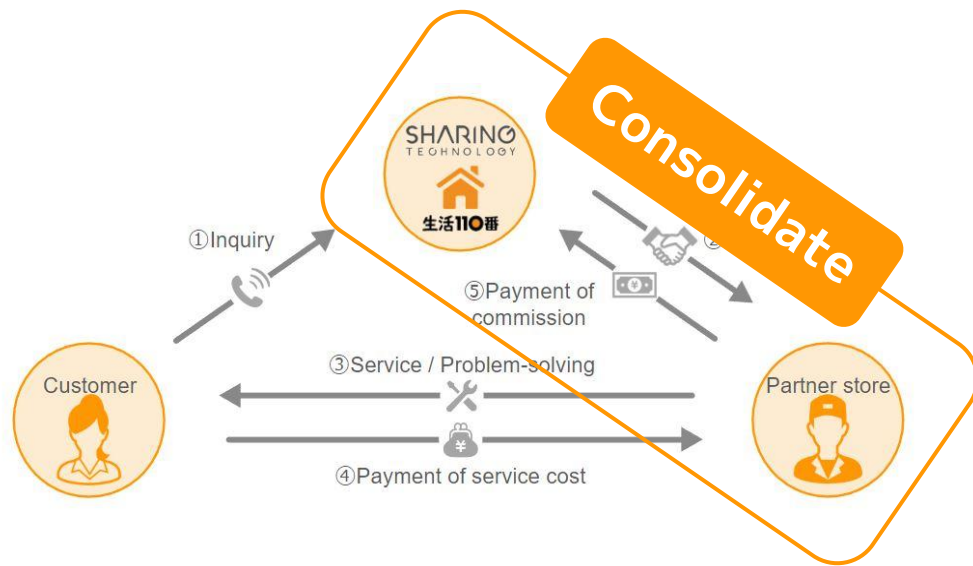
Service Company of SHARETECH Group



Rapid expansion by synergy between “Efficiency” and “Close rate”

Rationale of M&A of Service provider

SHARETECH carried out M&A of a Service provider in Apr. '23. Az support after M&A has consistently achieved good performance. With expanding Az support, SHARETECH will seek for M&A opportunity, examining closely. Quantitatively, Az support (761 mil.yen of Sales, 457 mil.yen of Sales impact on consolidated net sales in FY2024) will play an important role of “Household problems” business.



Rationale of M&A

■ Criterion of M&A

- Quality service
(Confirm quality of past service)
- Match of Management
(Share long-term growth vision)
- Synergy of genre and area
(Synergy with SHARETECH)
- Payback period
(Payback period after M&A)

Made a service provider in “Key lost” genre a subsidiary (Apr. ‘25)

Az support has expanded business by widening areas and adding genres internally after M&A in Apr. ‘23. Newly, SHARETECH has made a service provider in “Key lost” genre a subsidiary. Continuously, we will widen areas and add genres internally, and through M&A.

Rationale of M&A (above page)	Advantage of “Key lost” service subsidiary acquired
Quality service (Confirm quality of past service)	<u>High Quality</u> judged from close rate, appraisal from customers, claim ratio of past service
Match of Management (Share long-term growth vision)	Continue to employ Management through <u>High Match</u> judged from their problem consciousness similar to ours, cultivated in previous experiences in a major service provider company
Synergy of genre and area (Synergy with SHARETECH)	<u>Synergy</u> with SHARETECH attracting customers ability in “Key lost” genre, one of our major genres
Payback period (Payback period after M&A)	<u>Short Payback period</u> expected by transferring our attracting customers ability, and Az Support operation knowhow
※Future subjects	Need minor changes in operation in emergency service genres

※The said M&A occurred on Apr. 1, ‘25, there is no effect on FY2025 2Q financials.

Supplementary materials

Contributing to a safe life by creating a new mechanism

We will provide peace of mind for customers with “Household problems” at the earliest possible moment. We hope that existence of our service will improve the sense of ease of customers with respect to future "Household problems". We have always improved and will always improve our service in response to the needs of society.

VALUE

Speed × Flexibility

Meet the needs of customers, service provider stores, associates, the times, at the earliest time possible.

We will run to the clear and present goal at top speed.

Besides that, we will keep running at real top speed by coping with changes of needs flexibly.

Diversity × Togetherness

Solve any "Household problems" of any category throughout Japan, in cooperation with our specialists in all fields.
We believe that respecting diversity of age, gender, value systems, exchanging opinions, creating services together, will inspire to all stakeholders. With this firm belief, our team will surely produce the best result.

Challenge × Growth

Keep challenging and growing in ever-changing world of service, technology, and sensibility.

Any failure shall be a stepping stone to the next challenge.

We will appreciate associate's challenge and growth with one another.

Solving “Household problems”

We have contracts with about 7,000 partner stores nationwide that can provide support for various “Household problems”. We accept customers who visit our website or call us, and introduce them to our partner stores.



Over 150 genres
From light work to renovations

Accepted 24 hours a day,
365 days a year
In-house call center

Corresponding throughout Japan
About 7,000 partner stores

Type of our Websites

We operate 2 types of websites relating to “Household problems” business. One is “Seikatsu 110”, a portal site that posts multiple genres onto a single site. Another is vertical media websites that specialize in specific genres. The portal site mainly receives inflow from organic SEO, while vertical media sites have high inflow ratio from listings.



生活  110番



Portal site



Over 150 genres



Mainly organic inflow



ペット葬儀  110番
電気工事  110番 etc.



Vertical media site



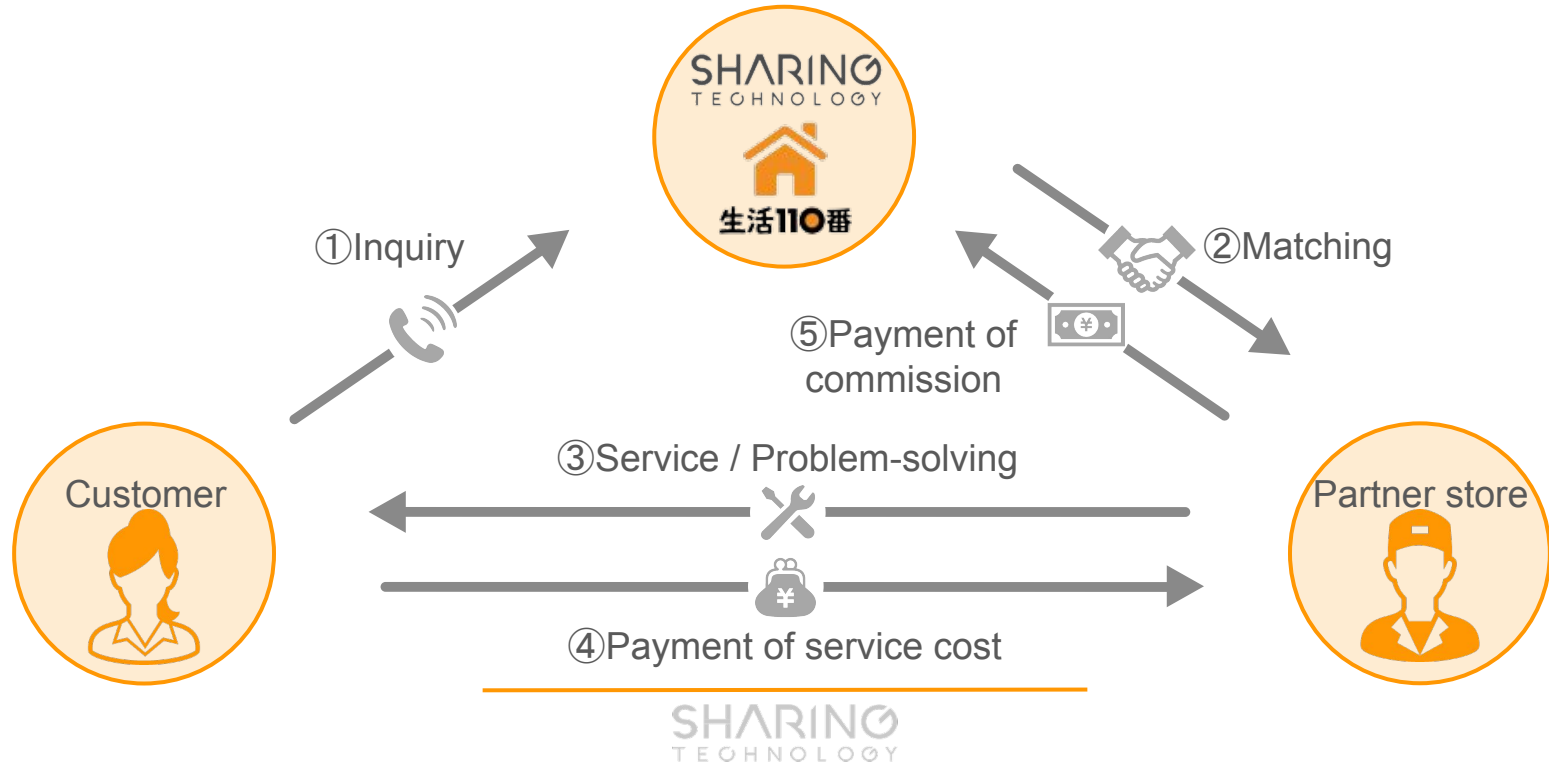
One genre per site



Mainly listing inflow

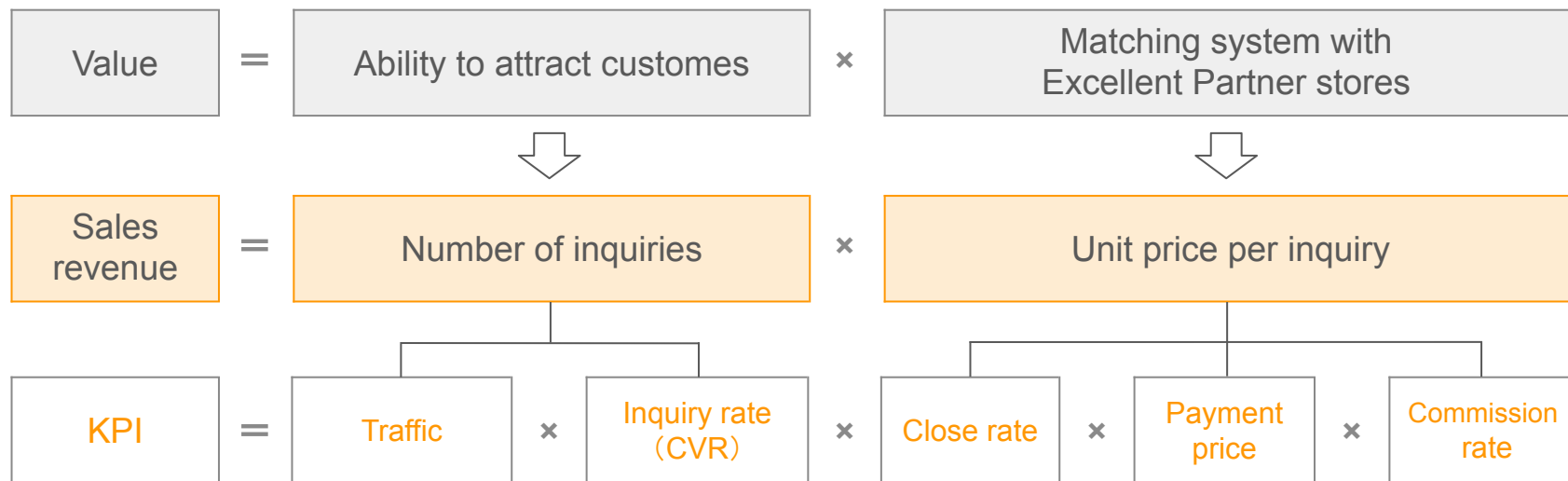
Business Flow

Customers with “Household problems” contact us through our website. Then, we match the most appropriate Partner store judging (1) Genre (2) Location (3) Preferred service date and time. We receive Commission either after service completion, or after introducing.



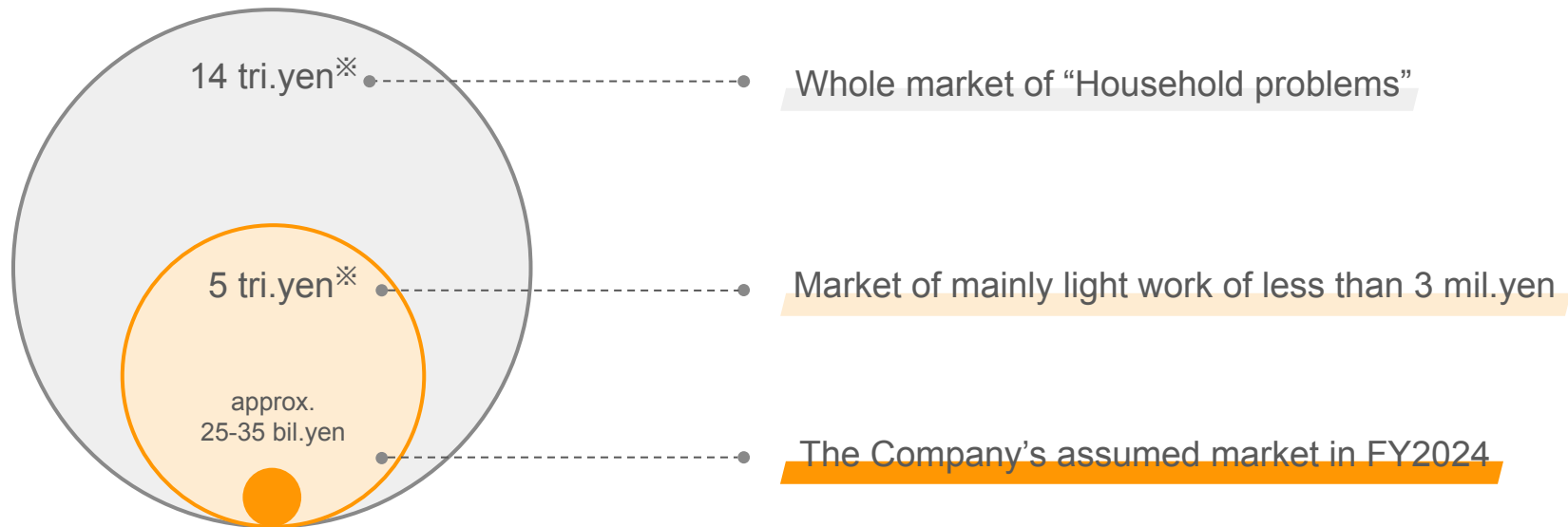
Profit Model

Our value source (Value) is defined as our ability to attract customers, our matching system to solve customers' problems, and excellent partner stores network. Each "Number of inquiries" and "Unit price per inquiry" is represented as numeric value. "Number of inquiries" is broken down into "Traffic", "Inquiry rate(CVR)", meanwhile, "Unit price per inquiry" is broken down into "Close rate", "Payment price", "Commission rate".



Market of “Household problems” business

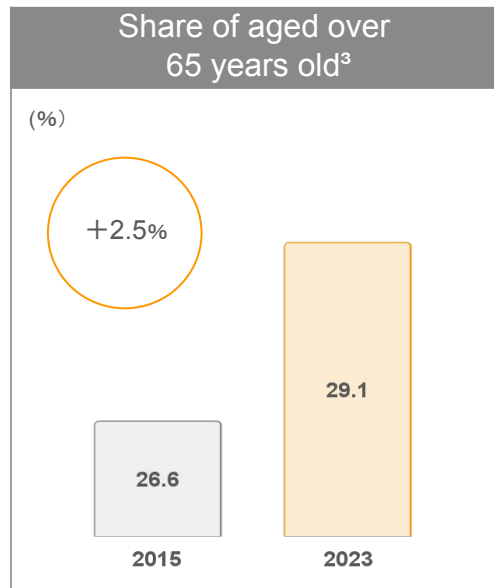
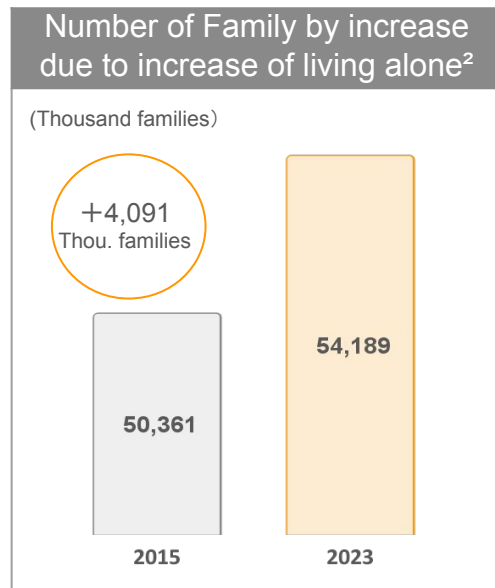
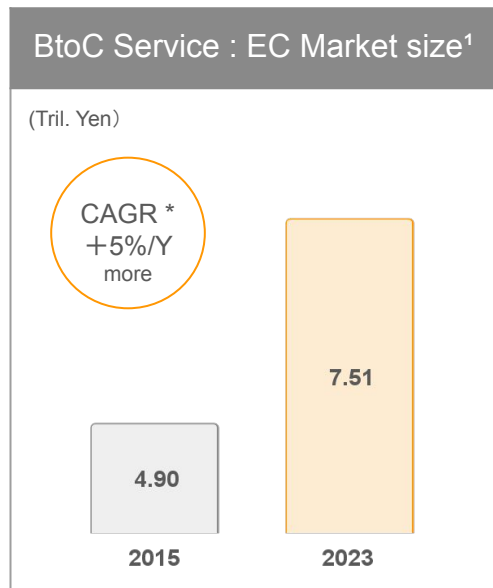
Domestic market of “Household problems” business is approx. 14 tri.yen, and of that, the market of low-price light work is estimated 5 tri.yen. With increase of the aged and people living alone, this market is expected to grow further. In addition, with an ongoing shift from current phone book to online, we assume further expansion of our business opportunities.



※ estimated based on a survey of frequency and price of “Household problems” services that targeted 20,000 respondents conducted by an external specialized agency

Follow wind of Market opportunity

The increase of single and aged families, and spread of EC service will enlarge the market of our “Household problem” business.



1 Ministry of Economy, Trade and Industry “Infrastructure of Data Driven Society (EC Market Research)” *Due to COVID-19, growth ratio temporarily decrease in 2020-2022

2 National Institute of Population and Security Research “Future estimation of national households number” (2018 Estimation)

3 Ministry of Public Management, Home Affairs Posts and Telecommunications “Statistics Topics No. 138 Japanese aged society”

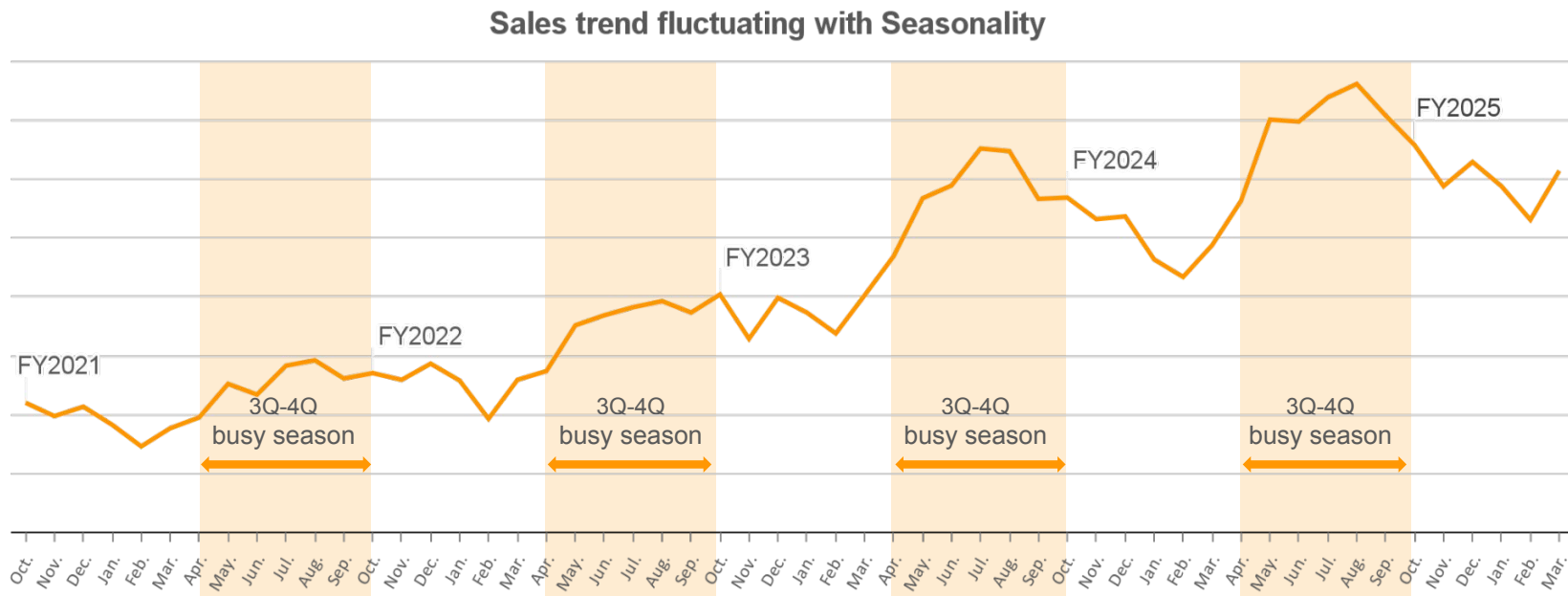
SHARETECH'S ESG/SDGs

As a member of society, we, a business entity, recognize the importance ESG(Environment, Society, Governance) and SDGs(Sustainable Development Goal), along with improvement of Corporate Value. We will manage our Company to fulfill social responsibility and contribute to sustainable future, through business activity and business entity.

Relevant SDGs items	Contents of Activities (※ as of Sep. 30, '24)
<div> <div>11 住み続けられるまちづくりを</div> <div>12 つくる責任 つかう責任</div> </div>	<p>Contribution by “Household problems” business</p> <p>“Household problems” business extend the life of buildings by repair/maintenance of houses and facilities, reduce new construction. This will contribute to heighten sustainability of cities, promote efficient use of resources, and diminish disposals. Thus, we aim to reduce the environmental impact, realize economical efficiency, and contribute to sustainable future.</p>
<div> <div>5 ジェンダー平等を実現しよう</div> <div>8 働きがいも経済成長も</div> <div>10 人や国の不平等をなくそう</div> </div>	<p>Contribution by Gender Equality organization</p> <p>Our organization respects equal opportunity including gender equality. Concretely, <u>female ratio of leader and above position in our Call Center is 95.5%(female ratio in Call Center is 86.1%)</u>. Excluding Call Center, female ratio of managerial position is 26.3%(female ratio in all company is 54.7%).Although our female managerial position ratio is above the average, we will continue to raise the ratio, and contribute to sustainable future.</p>

Monthly Sales revenue

“Household problems” business has seasonality (e.g. Summer with pest control and mowing/ gardening, early autumn with typhoon damages on residential houses). Such a seasonality continues, and Sales revenue are expected to grow in the current fiscal year.



FY2025 2Q Balance sheet

[million.yen]

	FY2025 2Q (As of Mar. 31,2025)	FY2024 (As of Sep. 30,2024)	Change from Previous year-end
Current assets	4,914	5,273	(358)
Fixed assets	949	1,045	(95)
Total assets	5,864	6,319	(454)
Current liabilities	1,717	2,063	(345)
Fixed liabilities	279	347	(67)
Total equity	3,867	3,908	(40)
Capital ratio	65.0%	61.3%	+3.7pt

FY2025 2Q YTD P/L statement

[million.yen]

	FY2025 2Q YTD (From Oct. 1, 2024 to Mar. 31,2025)	FY2024 2Q YTD (From Oct. 1, 2023 to Mar. 31,2024)	YoY change
Sales revenue	3,760	3,247	+513
Cost of sales	308	273	+35
Gross profit	3,451	2,973	+478
SGA expense	2,620	2,332	+288
Operating profit	888	699	+188
Pre-tax profit	887	702	+184
Net income※	592	581	+10

※Profit attributable to owners of the parent company

Company profile

● Company name	SHARINGTECHNOLOGY INC.	
● Head Office	JP Tower Nagoya 19F, 1-1-1 Meieki, Nakamura-ku, Nagoya-shi, Aichi 450-6319	
● TEL	TEL : +81-52-414-5919	
● Executive officers	Representative Director, CEO	Nobuhiro Moriyoshi
	Director, COO	Yoshitaka Katayama
	Director	Eisaku Ueda
	Director Audit and Supervisory Committee Member	Chiaki Harada
	Outside Director Audit and Supervisory Committee Member	Hiroo Asai
	Outside Director Audit and Supervisory Committee Member	Yuichi Zenri
● Capital	190.98 million yen *As of the end of Mar.,2025	
● Number of Employees	173 (including 31 temporary and part-time workers) *As of the end of Mar.,2025	
● Accounting Period	End of September	
● Market	Securities Code: 3989 (Tokyo Stock Exchange, Growth)	

Precautions relating to future forecasts

The disclosed documents include matters relating to the future outlook of forecasts, perspectives, goals and plans relating to SHARINGTECHNOLOGY Group, and have been generated on the basis of forecasts at the time of disclosure based on the information that could be obtained at the time of disclosure.

Certain assumptions have been utilized for these matters, and they include risks and uncertainties that are merely decisions made by SHARINGTECHNOLOGY Group's management and subjective predictions.

As a result, please note that due to various factors, the performances, operating results and financial situations may yield different results compared to the current forecasts, perspectives, goals.

The disclosed documents are intended for providing information about the Company, and are not intended for soliciting to purchase or disposal of the Company's stock. We ask that all investors make your own judgments relating to investments.