

Presentation Materials for the Fiscal Year Ended August 31, 2023

Meiko Network Japan Co., Ltd.

Kazuhito Yamashita

President & Representative Director

October 12, 2023

TSE Prime Market 4668



1 Corporate Profile

2 Summary of Financial Results

(Highlights and details of business results for the fiscal year ended August 31, 2023)



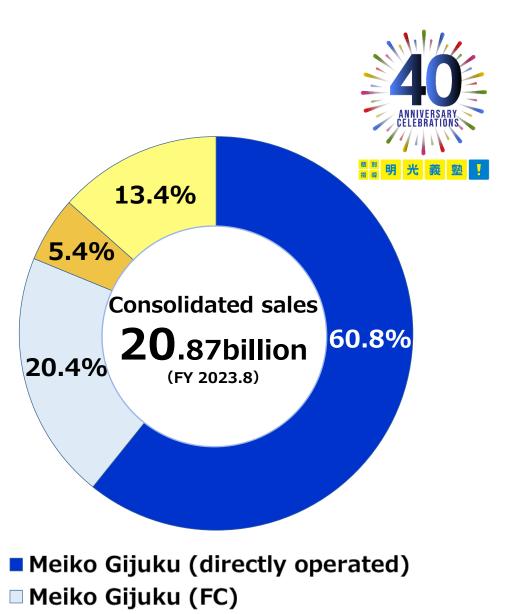
3 Progress of the Mid-Term Management Plan

4 Earnings and Dividend Forecasts

(Forecast for the fiscal year ending August 31, 2024)

Corporate profile

Company name	MEIKO NETWORK JAPAN CO., LTD.			
Head office address	7-20-1 Nishi-Shinjuku, Shinjuku Ward, Tokyo, Japan.			
Establishment	September 1984			
Representative	Kazuhito YAMASHITA (President & Representative Director)			
Capital	972 million yen			
Number of employees	1,040 (consolidated) (as of end of Aug. 2023)			
Listing	TSE Prime (cord : 4668)			
Business content	Educational service business centered on directly operated and franchised Meiko Gijuku private tutoring cram schools, etc.			
Founding spirit	 Management Philosophy We aim to nurture human resources through our contribution to educational and cultural programs. We help achieve goals through our development and diffusion of franchise know-how. Educational Philosophy To nurture creative, independently-minded human resources for 21st century society through an individual tutoring service that promotes self-motivated learning. 			

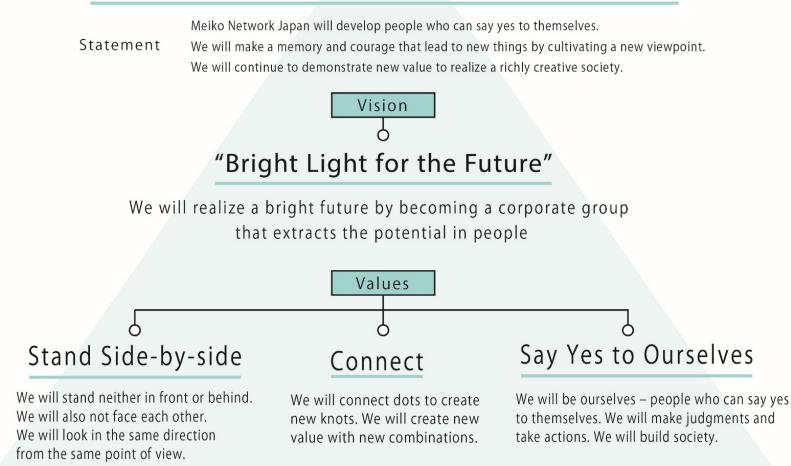


- Japanese Language Schools
- Others

Purpose



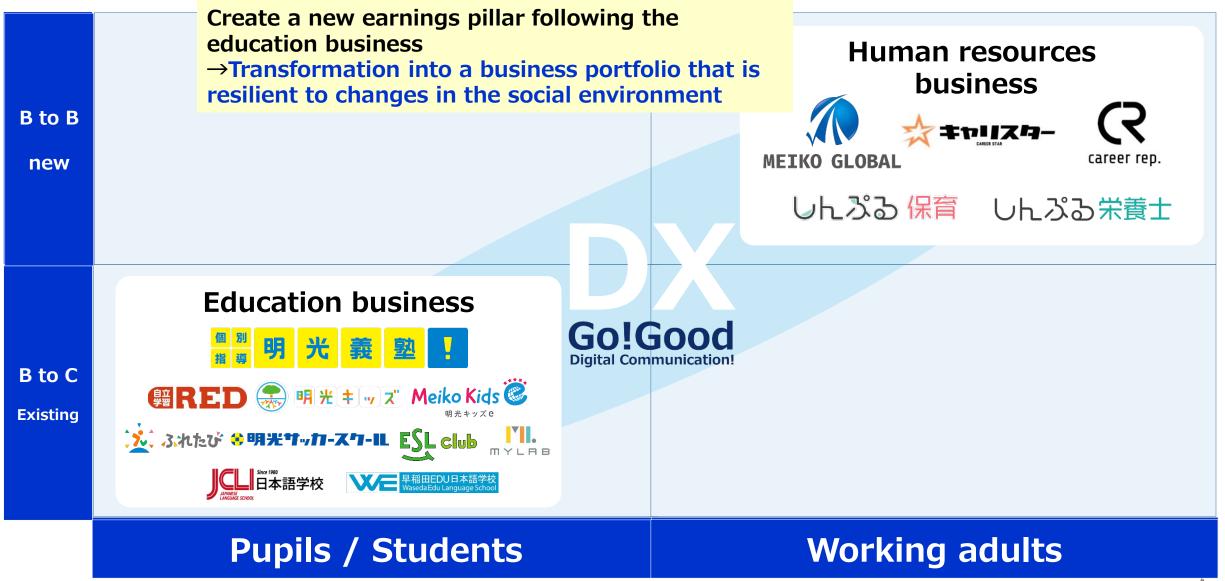
Create a memory of "You Can if You Think You Can"



Mid-Term Management Plan

Our business

Human Resource Development Business to "extracts the potential in people"



1 Corporate Profile

2 Summary of Financial Results

(Highlights and details of business results for the fiscal year ended August 31, 2023)

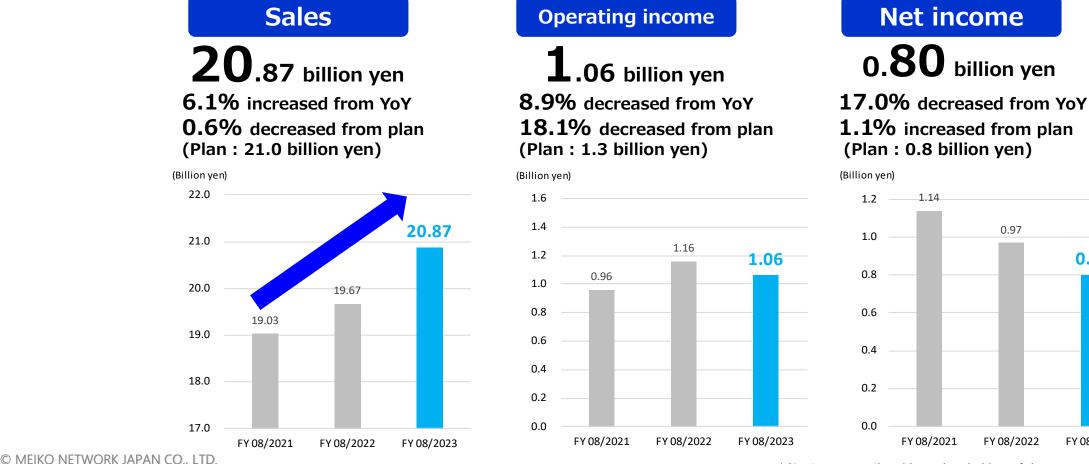
3 Progress of the Mid-Term Management Plan

4 Earnings and Dividend Forecasts

(Forecast for the fiscal year ending August 31, 2024)

Highlights of business results

- **Sales:** Significantly increased due to the growth of the Meiko Gijuku directly operated schools, the recovery of \geq the Japanese language schools, and the addition of consolidated subsidiaries.
- **Operating income:** Operating income fell short of expectations due to the delayed returns on investment >in new businesses and the ongoing recovery of the Meiko Gijuku FC schools even after the COVID-19 pandemic.
- **Net income:** Exceeded performance expectations. >



* Net income attributable to shareholders of the parent company.

0.97

0.80

FY 08/2023

Summary of Financial Results (P/L)

				(Unit: millions of yen)
	FY	FY	Y	ʹoΥ
	08/2022	08/2023	Change	% of Change
Net sales	19,674	20,871	+1,196	+6.1%
Cost of sales	14,627	15,819	+1,192	+8.2%
(%)	74.3%	75.8%		+1.5pt
Gloss profit	5,047	5,051	+4	+0.1%
(%)	25.7%	24.2%		(1.5)pt
Selling, general and administrative expenses	3,878	3,987	+108	+2.8%
(%)	19.7%	19.1%		(0.6)pt
Operating income	1,168	1,064	(104)	<mark>(8.9)</mark> %
(%)	5.9%	5.1%		<mark>(0.8)</mark> pt
Non-operating income	132	201	+68	+52.1%
Non-operating expenses	11	22	+10	+93.8%
Ordinary income	1,289	1,243	(46)	(3.6)%
(%)	6.6%	6.0%		(0.6)pt
Extraordinary income	623	150	(473)	(75.9)%
Extraordinary loss	143	42	(101)	(70.4)%
Net income	974	809	(165)	(17.0)%
(%)	5.0%	3.9%		(1.1)pt

■ Sales •Meiko Gijuku directly operated schools +493 Increase in the number of students at directly operated schools contributed to the increase in revenues. •Meiko Gijuku FC schools (259)Decrease in revenue due to a decrease in the number of schools and students. ·Japanese language schools +305Increase in revenue due to the recovery in the number of students. •Others +656Simple Inc. and Go Good contributed to the increase in revenues.

(Unit: millions of yen)

■ Cost of Sales

 Personnel expenses 	+479
Meiko Gijuku directly operated	, Simple Inc, Waseda EDU
 Expenses 	+627
Simple Inc, HR solution (EPA), on land and buildings)	Meiko Gijuku (systems, Rent expenses

Selling and Administrative expenses

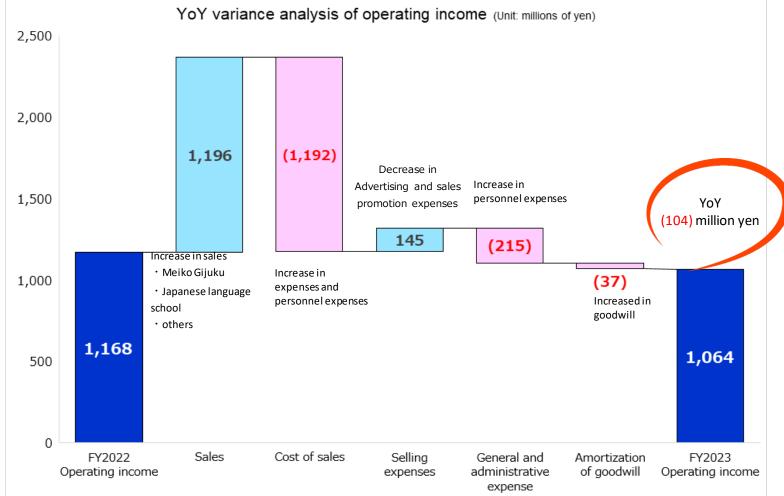
•Sales promotion expenses	(145)
Personnel expenses	+ 97
•Expenses	+155
Simple Inc., Amortization of goodwill	

Extraordinary income

•Proceeds from sale of investment securities +149 •Gain on sale of shares of subsidiaries and associates (623) Not recorded for FY 2023.8

Summary of Financial Results (P/L) ~Analysis of Difference in Operating Income ~

Decreased profits due to an increase in expenses and personnel expenses despite the increase in revenue.



(2) Summary of Financial Results (B/S)

(Unit: millions of yen)

			(01	Int. Infinitions of yen)	
	End of FY	End of FY	Y-t compa	■ Asse (Prope	
	08/2021	08/2022	change	Percentage of change	·Increa
Current assets	10,405	10,421	+15	+0.1%	(Intan
Property, plant and equipment	624	693	+69	+11.1%	•Decre
Intangible assets	607	482	(125)	<mark>(20.7)</mark> %	(Inves •Increa
Investments and other assets	3,801	4,214	+412	+10.9%	■ Liab
Total assets	15,439	15,811	+371	+2.4%	(Curre
Current liabilities	4,019	3,759	(260)	<mark>(6.5)</mark> %	•Decre •Increa
Non-current liabilities	813	848	+34	+4.3%	·Increa
Total liabilities	4,833	4,607	(225)	<mark>(4.7)</mark> %	■ Net
Total net assets	10,606	11,203	+597	+5.6%	·Increa
Total liabilities and net assets	15,439	15,811	+371	+2.4%	•Increa secu

Assets (Property, plant and equipment) ·Increased in buildings and structures + 72 (Intangible fixed assets) ·Decreased in goodwill (129) (Investments and other assets)

·Increased in investment securities +357

Liabilities

(Current liabilities)	
•Decreased in income taxes payable	(403)
 Increased in contract liabilities 	+70
 Increased in deposits 	+46

Net assets

Increased in retained earnings +224
 Increase in unrealized gains on available-for-sale securities +293

Summary of Financial Results (C/F)

		(L	Init: millions of yen)
	2022.8期	2023.8期	前期比 増減額
C/F from operating activities	489	608	+119
C/F from investing activities	150	(307)	(457)
C/F from financing activities	(653)	(588)	+65
Cash and cash equivalents	(13)	(287)	(273)
Balance at beginning of period	8,577	8,563	(13)
Balance at end of period	8,563	8,285	(278)

Cash flows from operating activities

 Decreased in net income before income taxes 	(418)
\cdot Gain on sale of shares of subsidiaries and associates	+623
·Gain (loss) in accrued consumption taxes	+182
 Decreased in income taxes payable 	(243)

Cash flows from investing activities

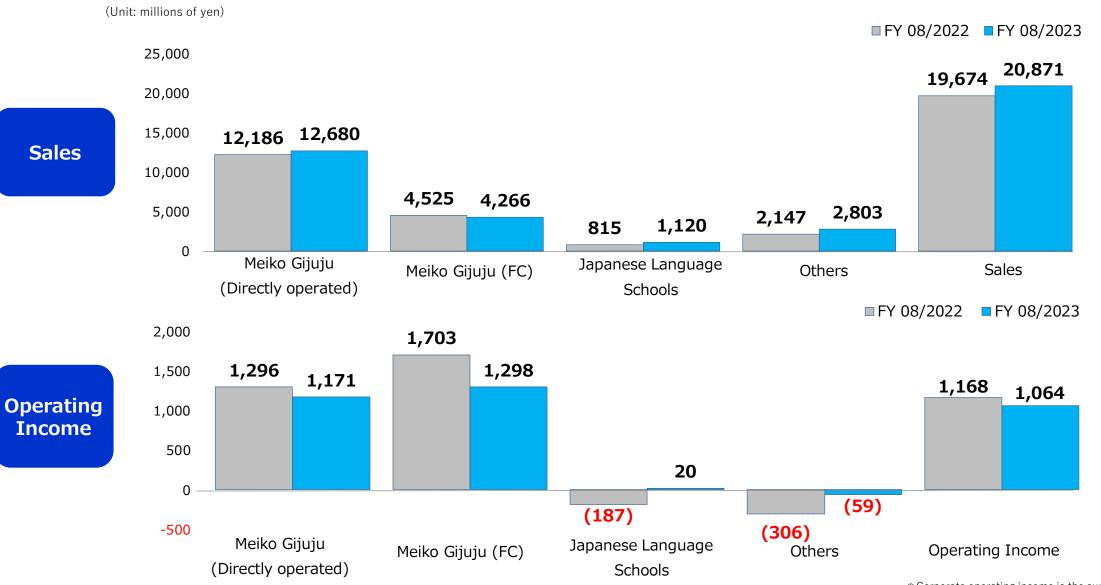
 Proceeds from redemption of marketable securities 	(100)
 Proceeds from sales of investment securities 	(577)
\cdot Purchase of investments in subsidiaries resulting in α	change
in scope of consolidation	+233

Cash flows from financing activities

 Repayment of borrowing 	+116
•Dividends paid	(50)
Cash and cash equivalents	

•Balance at beginning of period (278)

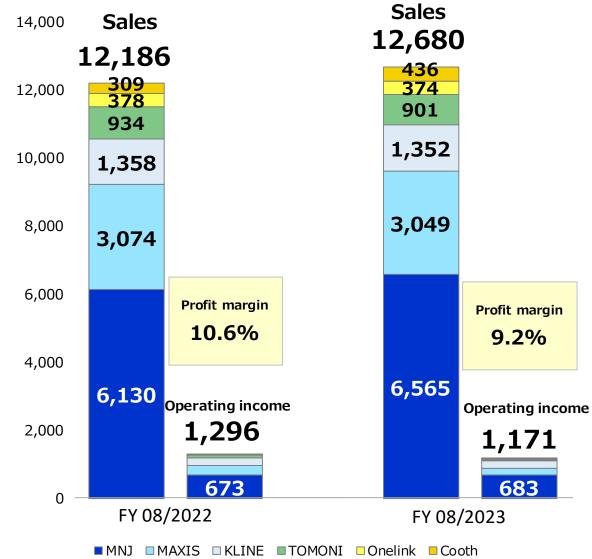
Results by Segments Sales and Operating Income



* Corporate operating income is the sum of segment income minus corporate expenses

Results by Segments Meiko Gijuku Directly operated schools*

(Unit: millions of yen)



*MNJ and five consolidated subsidiaries (MAXIS Education, K.Line, TOMONI, One link, and Cooth Corporation) Cooth Corporation became a consolidated subsidiary in December 2021.

■ Number of schools : **458** schools (YoY +22)

•MNJ : +19 schools

(New open or Transfer from FC: +22, Transfer to FC: (3))

- •MAXIS : +3 schools
- •TOMONI: ±0 school

: +2 schools

•Cooth

•K.LINE : (1) school •One link : (1) school

■ Number of students : **30,555** students (YoY +760)

• MNJ	:	+1,090 students	 MAXIS 	:	(95) students
•K.Line	:	(49) students	·TOMONI		(125) students
•One link		(76) students	•Cooth	:	+15 students

■ Sales : 493 million yen increased

•MNJ: +435 million yen•MAXIS: (24) million yen•K.Line: (6) million yen•TOMONI:(32) million yen•One link:(4) million yen•Cooth: +126 million yen

Operating Income : 125 million yen decreased

 \cdot MAXIS :

•TOMONI:

.

•Cooth

•MNJ : +9 million yen
•K.Line : (16) million yen
•One link : (2) million yen

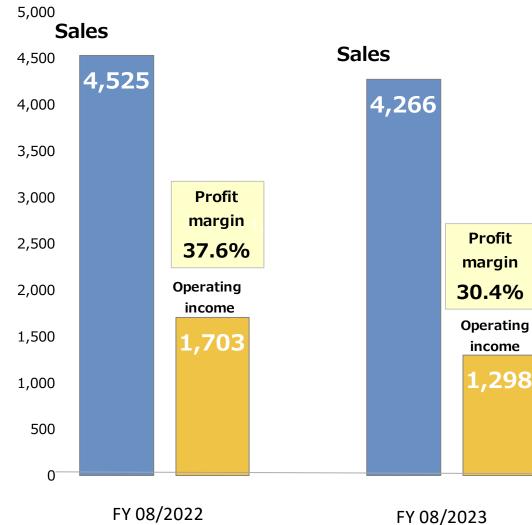
(83) million yen

(30) million yen

(2) million yen

Results by Segments Meiko Gijuku Franchise Schools

Decrease in both sales and operating income due to decrease in number of schools and students



■ Number of schools : 1,296 schools (YoY (43))

•new open/extension/reopen : +10 schools •Transfer from MNJ : +3 schools ·Closed : (42) schools •Transfer to MMJ : (14) schools

■ Number of students : 65,176 students (YoY (4,060))

■ Sales : 259 million yen decreased

•Royalty income

- : (143) million yen
- Materials fees • Contract and renewal fees : (37) million yen
 - (57) million yen

Operating Income : 404 million yen decreased

- Purchases
- •Personnel expenses
- Expenses
- Selling expenses

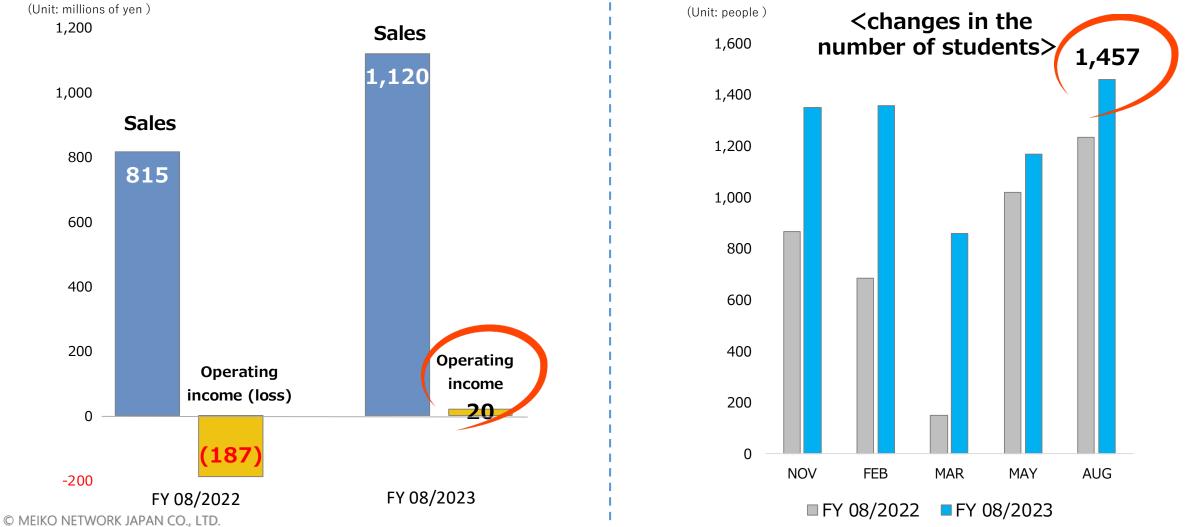
- (33) million yen
- +54 million yen
- : +150 million yen
- (25) million yen

13

© MEIKO NETWORK JAPAN CO., LTD.

(Unit: millions of yen)

Increased revenue and returned to profitability as a result of a significant recovery in the number of students since the easing of immigration restrictions



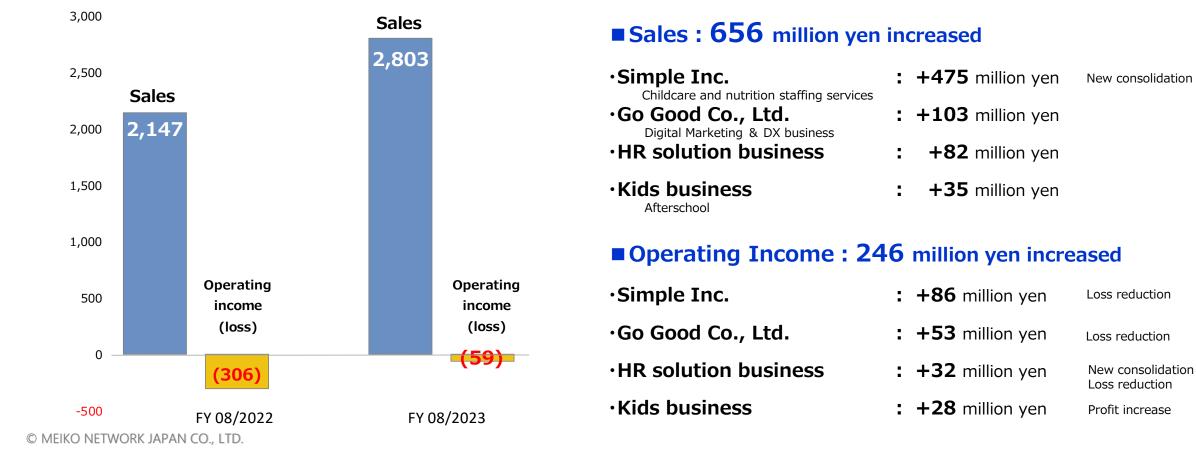
14

Results by Segments Others*

*Kids Business (afterschool), Jiritugakusyu RED (individual tutoring school using IT), Meiko Kids e Business (all-English childcare and preschool), HR Solution Business (Recruitment services for foreign residents, training services, Japanese recruitment services, pre-visit Japanese language training business commissioned by the Ministry of Foreign Affairs, etc.), etc. Consolidated subsidiaries: Koto & Company (business related to university entrance examinations and university education), Simple Inc. (Childcare and nutrition staffing services), Go Good (digital marketing, etc.)

- Simple Inc. (childcare and nutrition staffing services) joined MEIKO group, and Go Good (digital marketing) and HR solution business contributed to revenue growth.
- Profitability of the kids business increased, and the deficit of new businesses in the investment phase was reduced.





1 Corporate Profile

2 Summary of Financial Results

(Highlights and details of business results for the fiscal year ended August 31, 2023)

3 Progress of the Mid-Term Management Plan

4 Earnings and Dividend Forecasts

(Forecast for the fiscal year ending August 31, 2024)

Mid-Term Management Policy

FY2022 - FY2024

О

"Fan·Fun Innovation"

The Company is aiming to be a corporate group that extracts the potential of people while repeatedly transforming with its purpose as its origin. It will achieve sustainable improvement in corporate value and growth by making fans through innovation (= new combination) that links Fan and Fun.

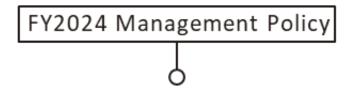




FY 08/2023

Accelerate! "Fan·Fun Innovation"

FY 08/2024 Evolve! "Fan·Fun Innovation"



Evolve! "Fan·Fun Innovation"

The final year of the mid-term management plan (August 31, 2024) is designated as a year to align with the customer's perspective for a future society, realizing "human capital management" and "digital management," and creating "significant added value. "

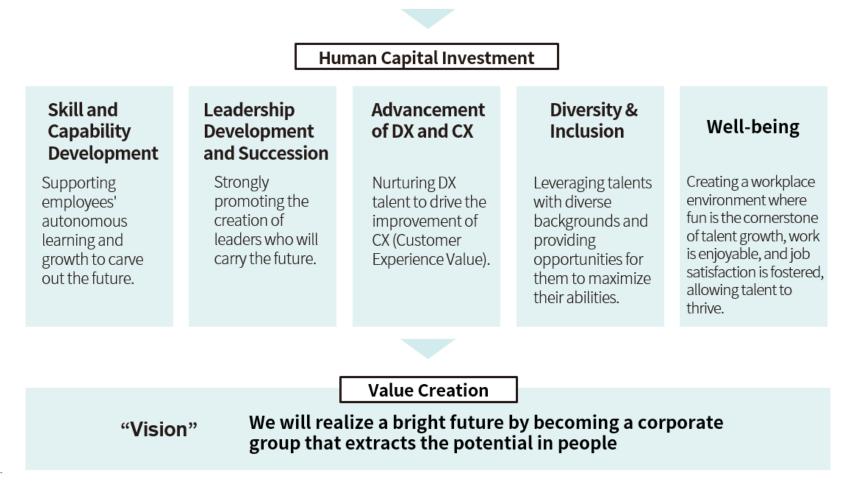


Human Capital Management

Human Capital Management at MEIKO NETWORK JAPAN

"Purpose" Create a memory of "You Can If You Think You Can"

Understand and sympathize with our company's "Purpose," which is the essence of our significance for the future society, "Values" as our guiding principles, and "Vision" as our roadmap, and proactively resonate with them as your own.



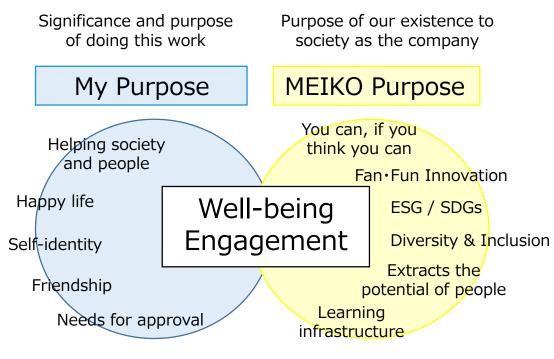
Human Capital Management

POP50 (Progress On Purpose to 50th)



"POP50" is an activity in which every employee tells the story of his or her own "challenging action" in Purpose. To take on the challenge of solving issues in education and human resources, with the pride of being a company that opens up the possibilities of people.

Diversity communication of "What do you think?"





Human Capital Management

PPP(Purpose Progress Program of Next-Generation Management Development Programme)

Combined with the management capabilities of our senior management and group companies, Develop "deliberately" next-generation management leaders that create new value

<Elements Expected for Next-Generation Management Leaders>

Embody Purpose management

- ✓ Purpose: Create memories of "If you can do it"
- ✓ Vision:"Bright Light for the Future"
- Values: Standing next to, connecting, and YES to yourself

Possess management capabilities and skills

- ✓ Decision-making power in VUCA
- ✓ Overview of Management and Business Management
- Problem discovery capabilities/customer experience value
- ✓ Creating organizational culture

Create new value

- ✓ Exploring new businesses
- ✓ DX promotion
- ✓ Internal and external collaboration



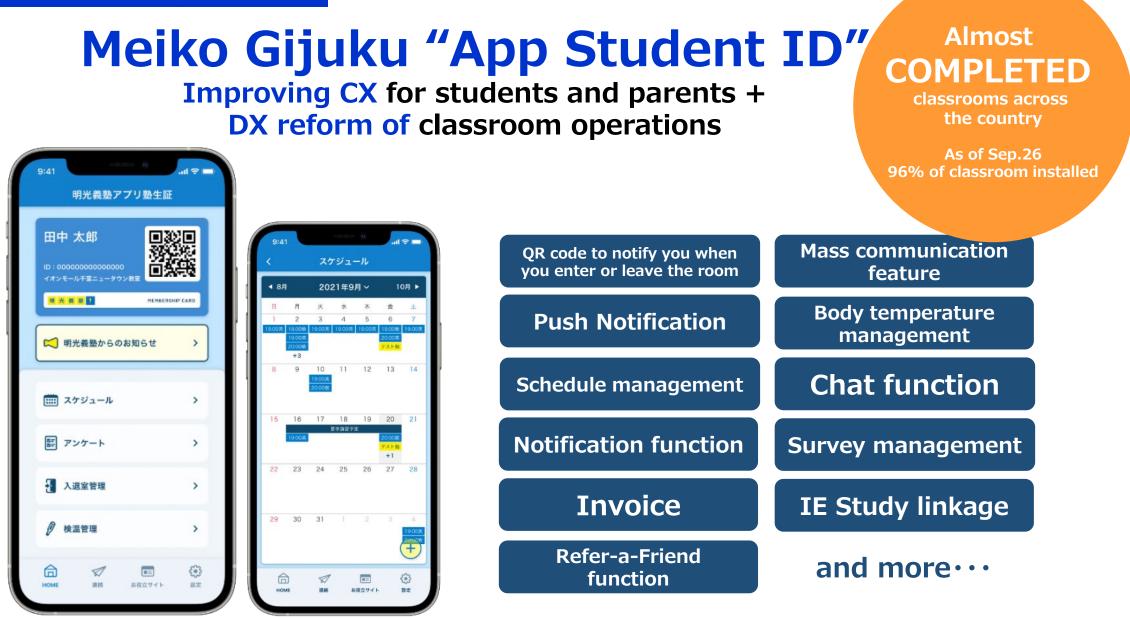


Digital Management

Clarify the areas of responsibility by dividing DX areas into "offensive" and "defensive" digitalization for the execution of Meiko Group's operational DX.

	Areas of responsibility at DX Strategy Division and Go Good		Objectives	Point			
Offensive Digitization	Digital innovation (DI)	NWJ DX Strategy	Go G	 Creation of new business Platform business creation 	 Creation of new business with emphasis on speed Ecosystem collaboration with external partners 		
isive	Digital Transformation (DX)		Good ,LTD.	 Improve customer experience value Improving productivity by reforming the operation model 	 Data-driven digital marketing Restructuring of existing operation flow 		
Defer Digiti	Digitalization		Strategy	Strategy	Strategy		 Cost reduction through IT of existing operations and processes Streamlining and improving administrative processes
gitization IT Infrastructure		Division		Flexible and solid infrastructure to support mid- to long-term business transformation	 Planned renewal based on the premise of maintaining quality Centralized management including security 		

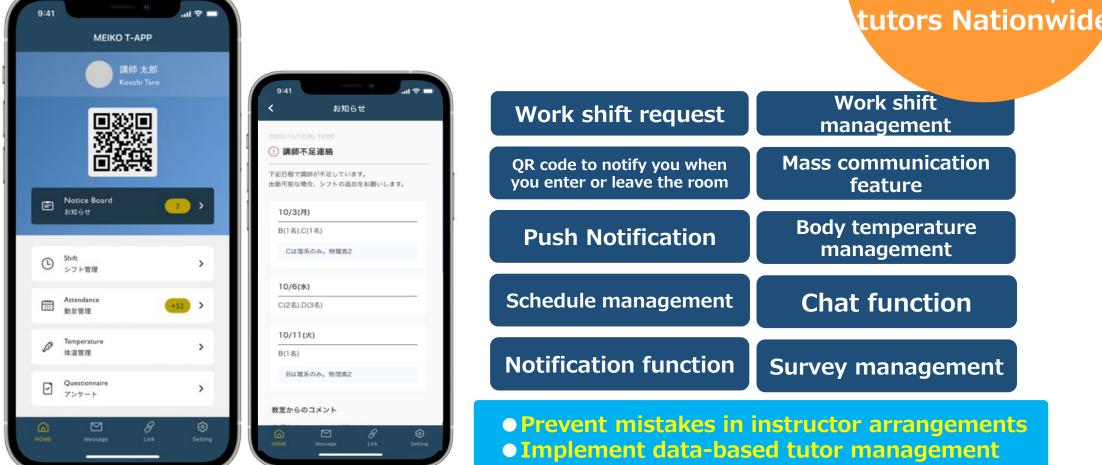
Digital management



Digital management

Meiko Gijuku "App Tutor ID" to be introduced at directly operated schools from September 2023.

Strengthening Engagement with about 30,000 tutors Nationwide



To Launch nationwide deployment of the classroom management system "ClaMas" at all schools starting September 2023

"ClaMas" is Meiko Gijuku's proprietary classroom management application system. It integrates with the existing ERP system and notifies the parents' screens of enrolled students of the class reporting results.

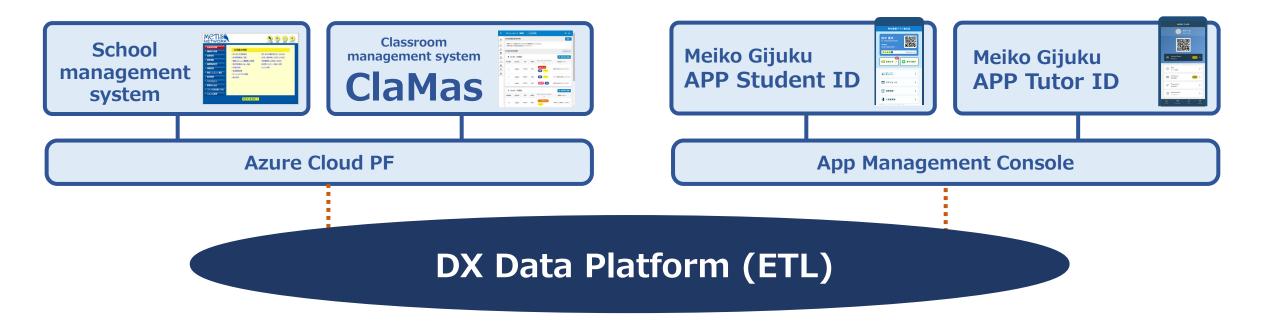
=	ダッシュ	ボード (請	師) 🤇	◎ ABC教旨	ž	* ⁴ ⊕
ダッシュ ボード 授業一覧	本日の教室	室全体共有				履歴へ
		∽が返却されで ○申込書の回∜			ください。	
Li Li Li Li Li Li Li Li Li Li Li Li Li L	11月09日	の授業				当日担当一第
Fスト 計画	B 16:	40~の授業				□ 授業情報へ移動
<u>Q</u> ラン表	座席番号	生徒氏名	学年	教科名	コミュニケーションアイコ ン	教室長コメント
 一般情報 ビンダー 	1	name1	中学1年	数学	宿題忘れ3回 成績 フラス	宿題を多めに出してください
Ç Erre	2	name2	中学2年	数学	成績 ブラス	テスト結果を回収してください
	3	<u>name3</u>	中学3年	数学	差刻3回 成績	宿題を多めに出してください
	C 18:	10~の授業				授業情報へ移動
	座席番号	生徒氏名	学年	教科名	コミュニケーションアイコ ン	教室長コメント
	11	name4	小学1年	開設	テスト結果未入力 プラス	漢字テスト実施してください

	♥ ABC教旨				*
A PC	вс	D X Y	Z		
	師 1 講師	2 講師 3	講師 4		
講師	師1 講師	2 調即 3	請用即 4		
					•
	走 A 生徒	B 生徒 C			
生徒					
授業情報		単元管理 講習つ		•	,
	苗語	- X1-	z 90	占 2022年1	1898
4	英語	• x⊐–;	z 90	点 2022年1	1月9日 🗐
	英語	• X⊐-;	* 1	点 2022年1	•
	英語	• x⊐–;	* 1		•
4	英語 コマ 教科	 Xコージ 担当講師 出欠 	* 1		☆ 変更 授業情報一覧
▲				マ ブックマークのみま	☆ 変更 授業情報一覧
▲ 前回の授業 授業実施日	그국 教科			マ ブックマークのみま	▶ 表示 変更 授業情報一覧 へのコメント ^次

Class information management
Grade management
Study unit and plan management
Dashboard
Communication management
Student schedules

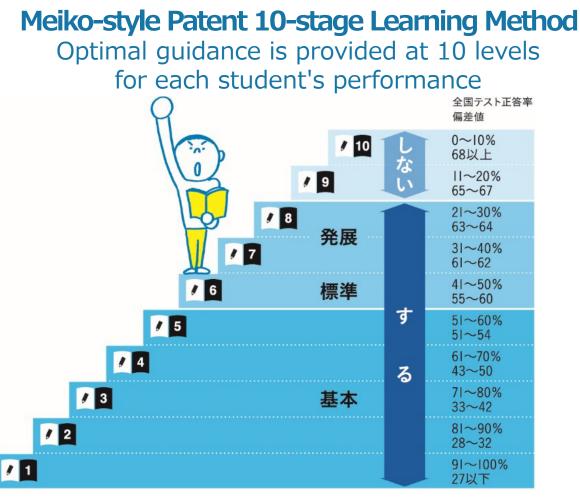
Seamless interoperability of various application data

Create "significant added value" through speedy data utilization by automating data linkage, maintenance, and operation



Meiko Gijuku

Update "quality of teaching" and promote management of home learning





Daily online home study monitoring service, MEIKO! IE Study®, to secure study time at home and make it a habit to study every day.

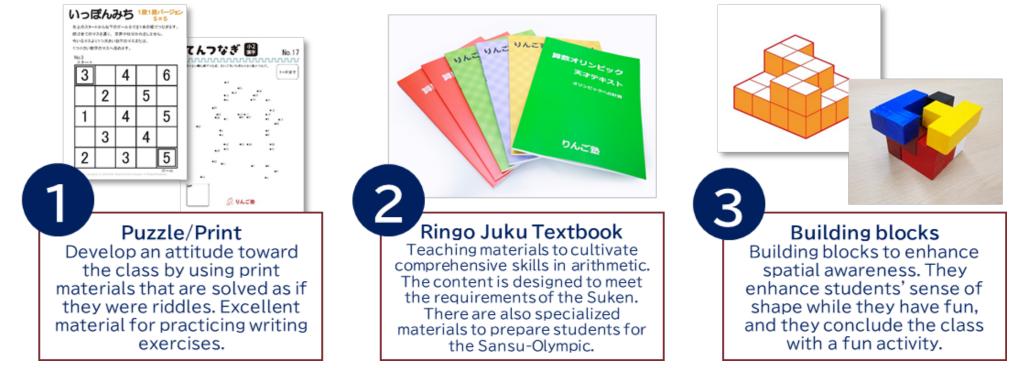
© MEIKO NETWORK JAPAN CO., LTD.

Meiko Gijuku - Start of trials of content for elementary school students



Basic agreement signed by Meiko Network Japan, Johnan Academic Preparatory Institute Inc. and Ringo Juku and three companies signed.

- Math-specialized cram school for infants to elementary school students (especially lower grades), aiming to become Math Olympic medalists
- Classes based on the "Ringo Juku Method," which uses distinctive teaching materials in a well-thought-out sequence



Meiko Gijuku - Start of trials of content for elementary school students

MEIKO BENKYO Afterschool® Course

- Offering the "After school childcare" (Elementary 1 to 3) as one of Meiko Gijuku's courses to meet the needs of parents who want their children to be taken care.
- > Through study guidance, we aim to establish basic academic skills and study habits.

Daily schedule of MEIKO Benkyo Afterschool Course

- 14:30 Arrival / Homework
 - 15:00 Snack / Free time

16:20 Study programs

18:30 Going home

Extension until 19:00 available No additional charge

Introduction of study course

Thinking Skills Training

Instead of calculation problems, students work on problems that can only be solved by careful thoughts. This course provides training in "mathematical thinking skills.

Quick Reading Training

Using tablets, students train in various ways as if they were playing a game. Students can acquire the "ability to read and comprehend quickly and accurately" step by step.

Special training for arithmetic and Japanese

This course aim to improve students' understanding of school lessons and test scores. We will create a curriculum tailored to each student.



音続トレ	⊃ ⊗
44	(S 23.9)

「えっちゃん、きいてきいて」 あめいろのこねこのミュウが、まどからとびこんできていいまし Ee

よくはれた、にちようびのあさ。 すずしいかぜがふきこんできて、しろいレースのカーテンがさら さらわれています。 っみきであ考えていたえっちゃんがふりおくと、ミュウはとくい そうにみじかいひげをぴくぴくさせて、いいました。 でばくたち、きょう、しらのうちにおよばれしてるんだよ。 ⁽へん、とらうねんちの?)。 ⁽うん、ほんものだよ、



Jiritsugakushu RED

Promoting the opening of franchise schools of "Jiritsugakushu RED," where students learn through an AI-based, individually optimized curriculum.

- > Promoting to make fans based on strategies for each region in collaboration with Sprix Inc.
- > Aim to open more than 100 schools in the FY 08/2024



* MNJ directly operated and FC schools



自ら学ぶ力で可能性を広げる							
自立 受習	R	E	D				

	FY 08/2023
Directly operated	21 schools
Franchised	62 schools
TOTAL	83 schools

* MNJ directly operated and FC schools 31

Tutoring school operated by Marumori Town

The opening ceremony was held for Marumori town tutoring school, jointly operated by Marumori town, Miyagi Prefecture, and Meiko Network Japan" on Sept. 4, 2023.

- This is a town-run tutoring school where junior high school students in Marumori town can learn English and mathematics.
- Of the 276 junior high school students eligible for the program, 57 began attending on September 5, when the school opened.











Promote contracted operation of private elementary school after-school programs

- Provide personalized and optimized services tailored to the needs of private elementary schools, based on the wealth of experience and know-how gained through the directly operated Meiko Kids schools.
- Received management contracts from 12 private elementary schools Ritsumeikan E.S. / Chiben Gakuen Nara College E.S. / Urawa Luthern E.S. affiliated with Aoyama Gakuin University / Meisei E.S. /Koka Gakuen E.S. / Tokyo Soka Gakuen E.S. / Soshin Gakuin E.S. / Konodai Girls' E.S. / Hinode Gakuen E.S. etc. Chiben Gakuen Wakayama E.S. (September 2023, opened) // Chiba Nihon Daigaku Daiichi Primary School (April 2024, will open)



Initiatives in Vietnam

- Entrusted with the Vietnam EPA project by the Ministry of Foreign Affairs for three consecutive terms (12th batch)
- > Jointly held "Vietnamese-Japanese Reading Session" with Hanoi University





FY2023-2024 Pre-Visit Japanese-Language Training Program for Vietnamese Nurses and Care Workers under the Economic Partnership Agreement (EPA)

(11th batch)". Jwas commissioned by the Ministry of Foreign Affairs.

- Outline of Training Program
- Period : December 2023 to March 2025
- Venue : undecided (schedule for Hanoi, Vietnam)
- Form : 12-month camp format and 4-month format Providing online-form training

Hanoi University, a leading foreign language education company in Vietnam, and our 100% owned subsidiary in Vietnam, MEIKO NETWORK VIETNAM. Jointly held "Vietnamese-Japanese Reading Session"

Over view

Date : October 7, 2023 Venue : University of Hanoi



Adopted for both the first and second rounds of the Ministry of Economy, Trade and Industry's "Career Upgrade Support Project through Reskilling" as a subsidized business

Background of the Support Project

The Ministry of Economy, Trade and Industry (METI), from the viewpoint of promoting reskilling and the facilitation of labor migration in an integrated manner, has issued a public call for support projects to develop a system to provide "career consultation services," in which incumbents can consult with private sector experts about their careers, "reskilling services," in which they can take reskilling courses, and "career change support," based on these services. Public solicitation for support projects for the development of an integrated system to provide career change support based on these services.

Outline of adopted projects

- 1-1. Program to prepare for success in the consulting and M&A industry
- 1-2. IT engineer school specializing in infrastructure with no experience
- 1-3. White-collar (corporate sales) career change support school for people with no experience

2. Support for foreign nationals to improve not only their Japanese language skills but also their practical skills, business manners, cultural understanding, and so on. Knowledge and skill improvement and career change support services

Creating "significant added value" through education and human resources to address social issues of declining working age population and lack of workers

1 Corporate Profile

2 Summary of Financial Results

(Highlights and details of business results for the fiscal year ended August 31, 2023)

3 Progress of the Mid-Term Management Plan

4 Earnings and Dividend Forecasts

(Forecast for the fiscal year ending August 31, 2024)

Forecast for the Fiscal Year Ending August 31, 2024

Revision of management indicators (plan) for the fiscal year ending August 2024, the final year of the mid-term management plan announced on October 14, 2021 (fiscal year ending August 2022 - fiscal year ending August 2024), as follows

(Unit : millions of ye					
	FY 08/2023	FY 08/2024 Consolidated	FY 08/2024 Consolidated	YoY	
	Consolidated Results	Results Original Plan (Announced on Oct. 14, 2021)	Results New Forecast (Announced on Oct. 12, 2023)	Change	Percenta ge of change
Sales	20,871	21,000	22,000	+1,128	+5.4%
Operating income	1,064	2,000	1,200	+135	+12.7%
Ordinary income	1,243	-	1,250	+6	+0.6%
Net income*	809	-	820	+10	+1.4%

(Unit · millions of ven)

Forecast of Dividends for the Fiscal Year Ending August 31, 2024

Dividends are expected to be **12 yen** at the end of the second quarter and **12 yen** at the end of the fiscal year, for an annual dividend of **24 yen**. **Increased dividend by 10 yen as a 40th anniversary commemorative dividend (special dividend).**



	Divide			
Cut off date	2Q of FY	End of year	Total	Consolidated payout ratio
Dividend actual FY 08/2023	12 yen	12 yen	24 yen	74.6%
Dividend forecast FY 08/2024	22 yen*	12 yen	34 yen	104.5%

Disclaimer

This material is provided solely for the purpose of offering information to investors and is not intended as a solicitation to buy or sell securities.

The information and forward-looking statements in this material are based on the information available at the time the material was prepared and are subject to risks and uncertainties.

Please be aware that changes in various factors may result in actual results and achievements that differ materially from these statements.

Contact

Corporate planning department: Sakamoto / Koyano Email : mnj_info@meikonetwork.jp WEB : <u>https://www.meikonet.co.jp/</u>

