

Financial Results

FY09/20

IGNIS LTD. (Code : 3689)

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01 / Overview of Financial Results

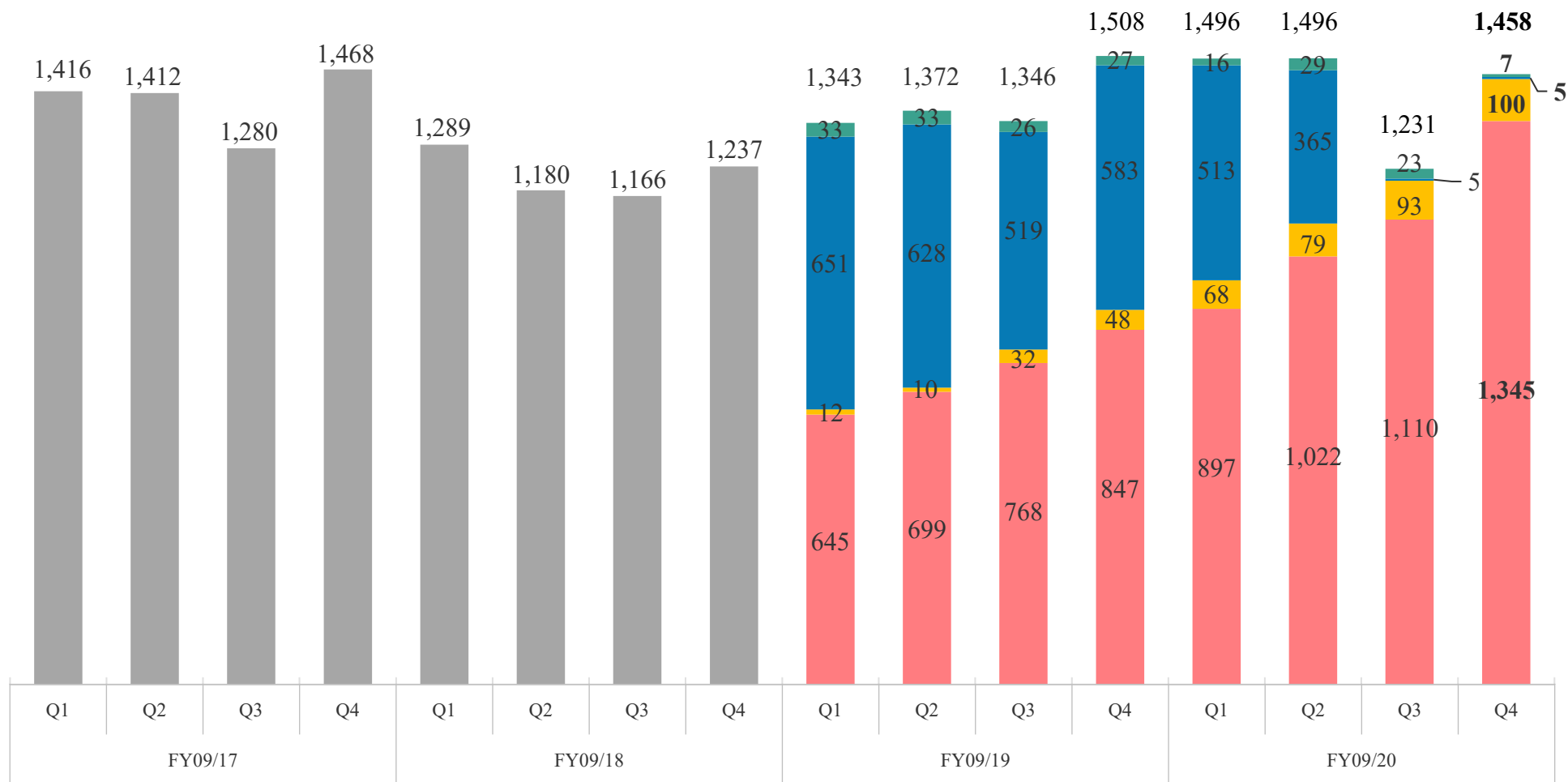
FY09/20 Summery

Consolidated business results	Profits declined due to business investment			
	Sales :	5,683 million yen	YoY :	102.0%
	Operating profit :	-232 million yen	YoY :	-744 million yen
Matching	"with" greatly contributed to sales and profits			
	Sales :	4,375 million yen	YoY :	147.8%
	Operating profit :	1,335 million yen	YoY :	181.3%
Enter-tech	Accelerated business investment in "INSPIX WORLD" for preparing IP for other companies			
	Sales :	341 million yen	YoY :	327.7%
	Operating profit :	-1,710 million yen	YoY :	-1,246 million yen
Games	Transferred the main titles, and no contribution to sales after 3Q			
	Sales :	889 million yen	YoY :	37.3%
	Operating profit :	306 million yen	YoY :	126.5%
Others	Recorded sales of HR Tech and recruitment agent services, and steadily promoted SaaS for medical institutions			
	Sales :	76 million yen	YoY :	63.1%
	Operating profit :	-163 million yen	YoY :	-476 million yen

Transition of consolidated sales (Accounting period)

(Unit: million yen)

Others Games Enter-tech Matching

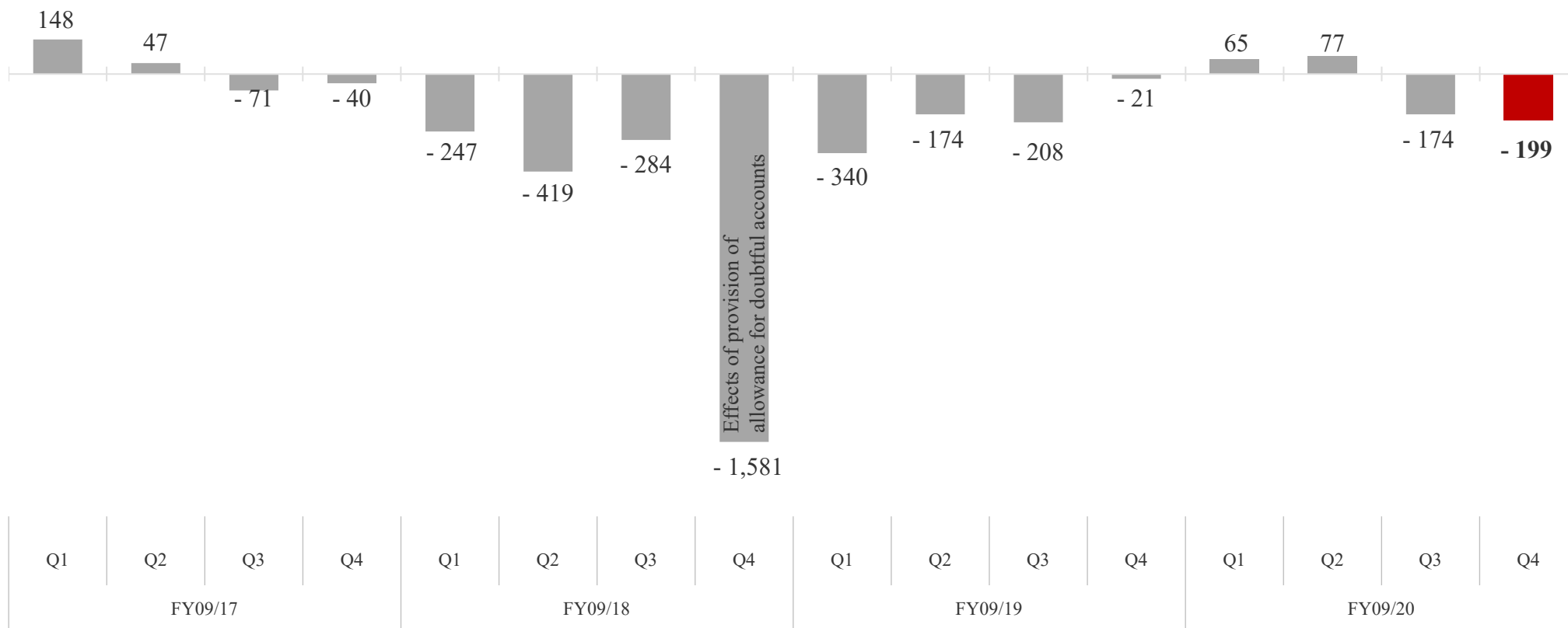


* Since there is a single segment before FY09/18, there are no figures based on the current segment classification.

* The figures for each segment for FY09/19 have not been audited by an auditing firm.

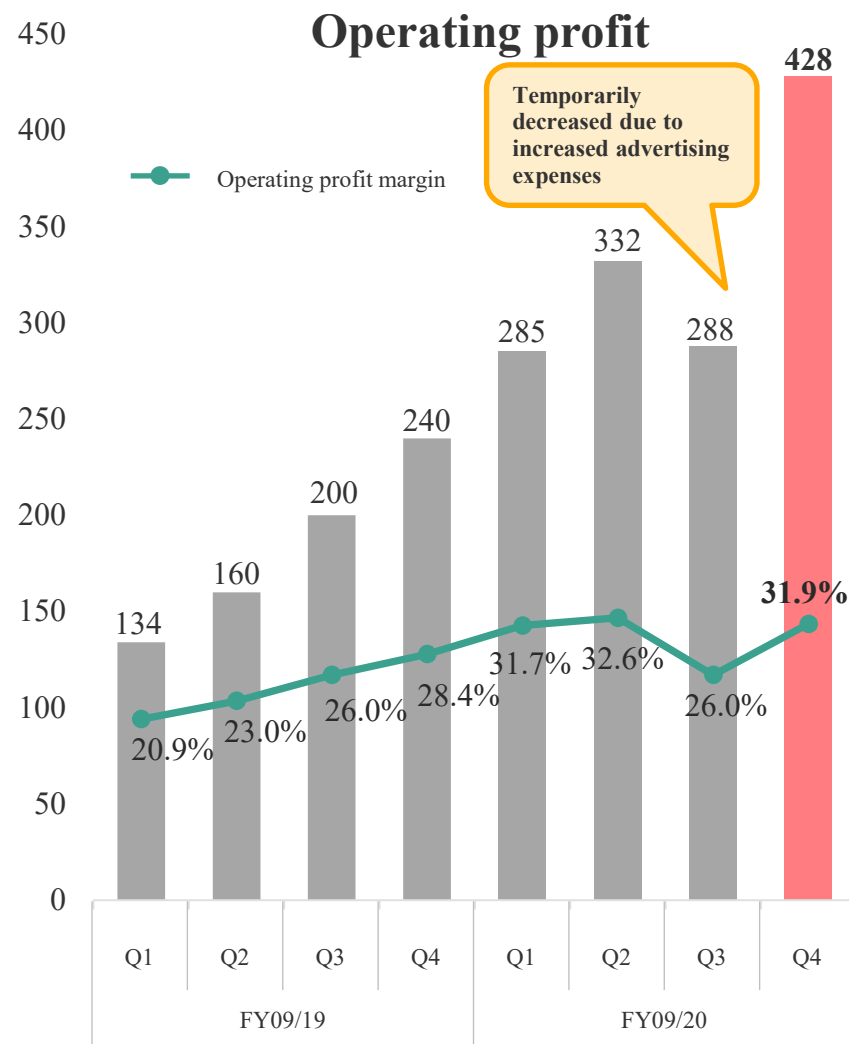
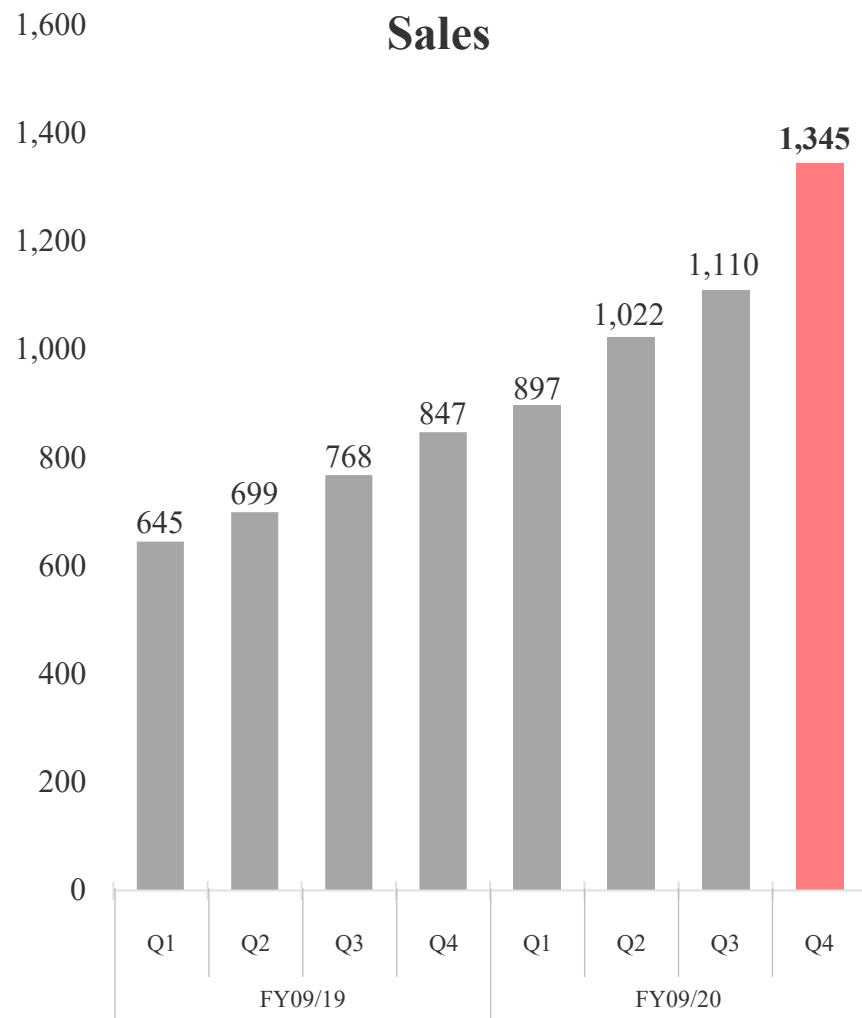
Transition of consolidated operating profit (Accounting period)

(Unit: million yen)



Sales and operating profit of Matching business

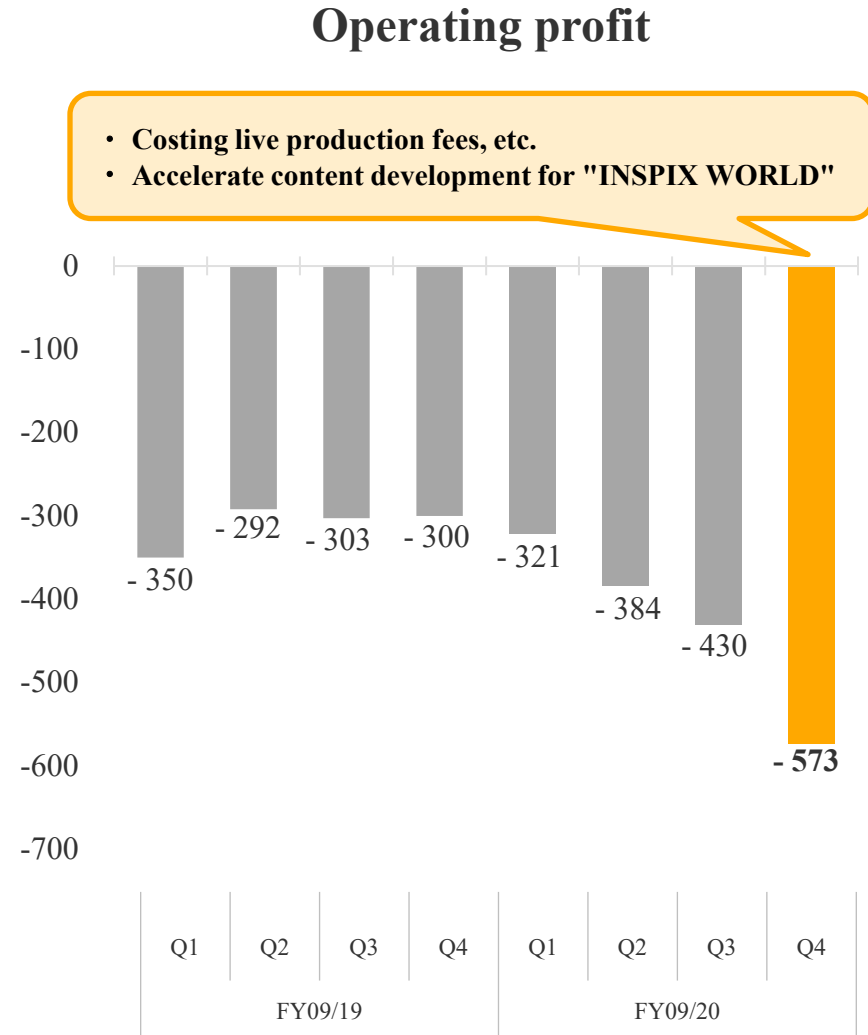
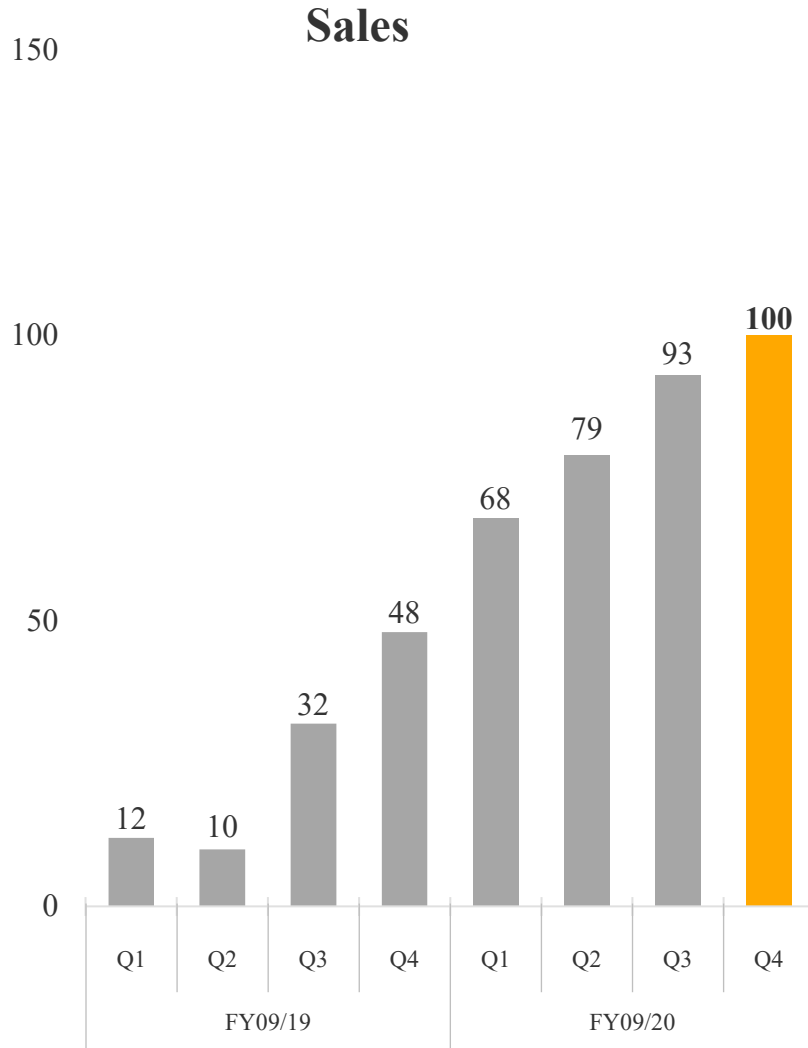
(Unit: million yen)



*Quarterly sales and operating profit for FY09/19 have not been audited by an auditing firm.

Sales and operating profit of Enter-tech business

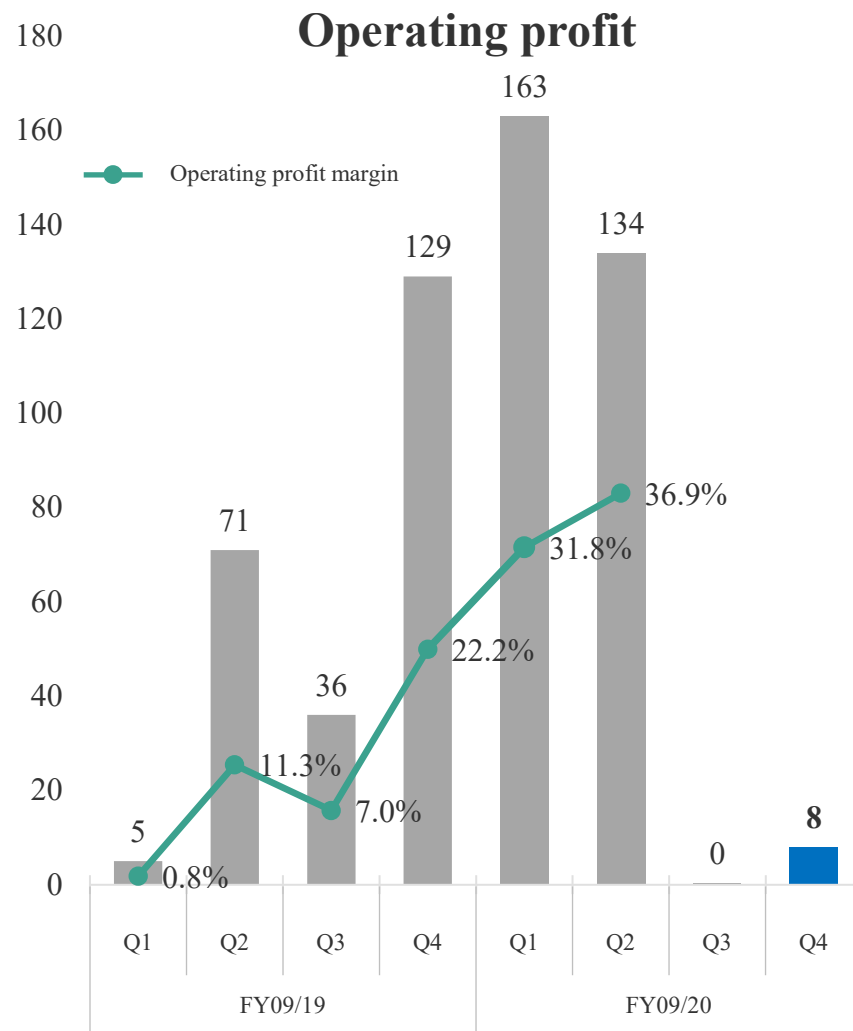
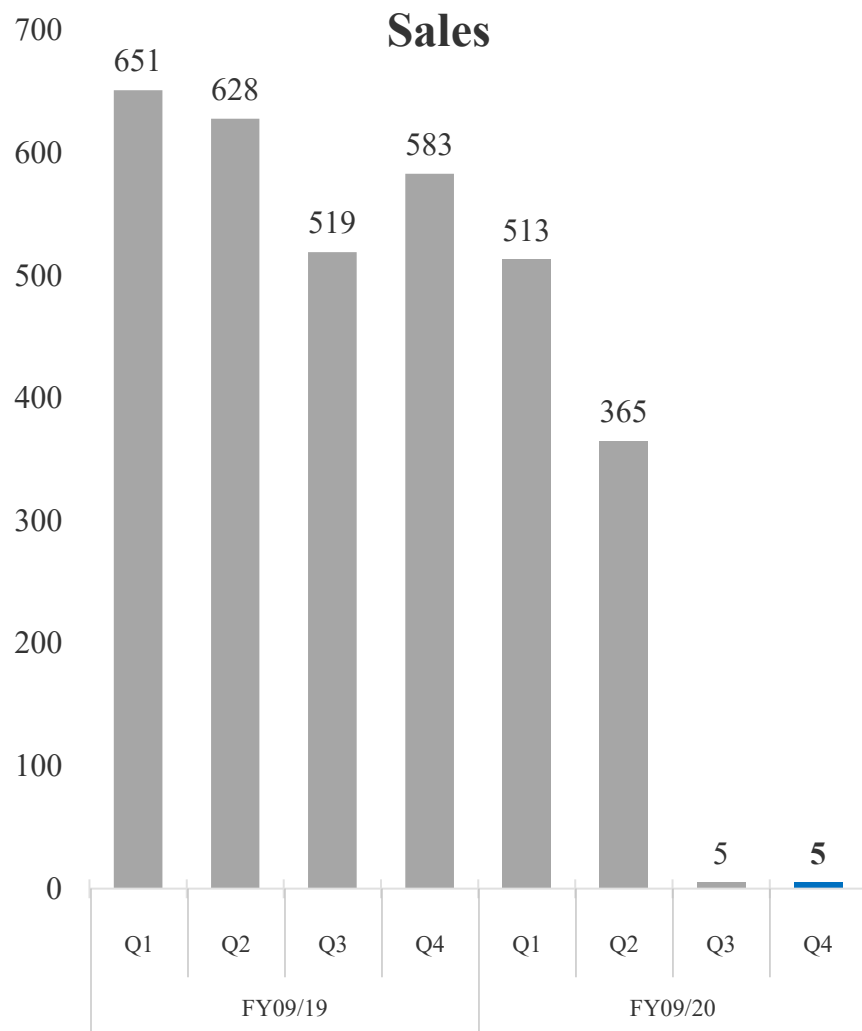
(Unit: million yen)



*Quarterly sales and operating profit for FY09/19 have not been audited by an auditing firm.

Sales and operating profit of Games business

(Unit: million yen) * As the business transfer was completed on March 2, 2020, sales of these titles are not included from the 2H.

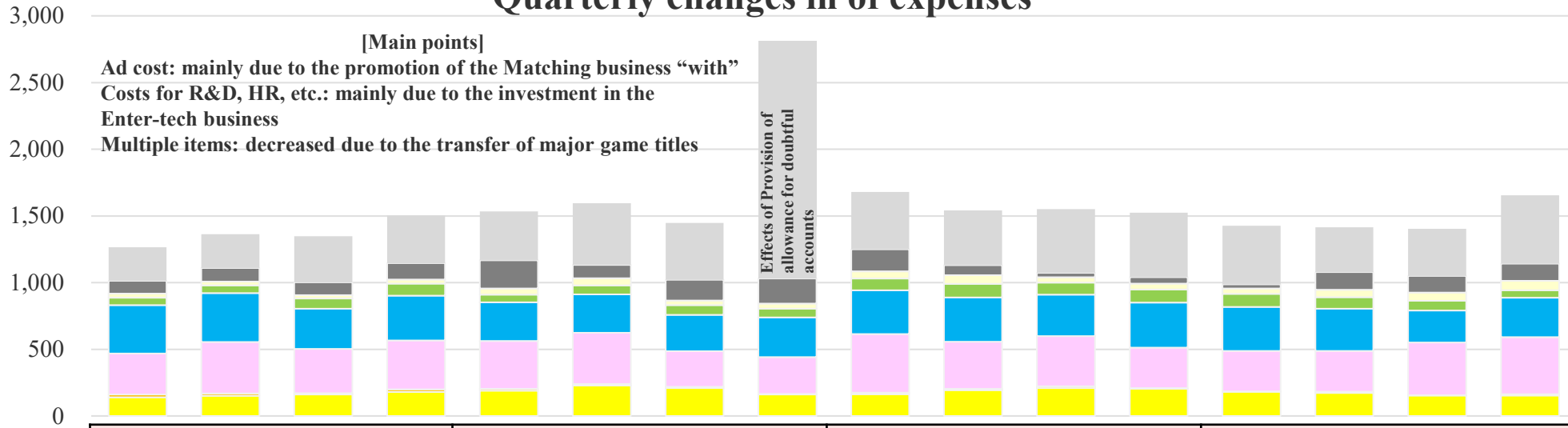


*Quarterly sales and operating profit for FY09/19 have not been audited by an auditing firm

* Operating income for 4Q of FY09/20 is higher than sales due to the impact of a proportional share of corporate expenses.

Analysis on expenses

Quarterly changes in of expenses



(Unit: million yen)

	FY09/17				FY09/18				FY09/19				FY09/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Other *1	252	253	344	357	366	462	426	1,784	430	411	477	485	440	336	352	511
R&D	95	101	97	124	212	101	155	188	166	74	33	48	30	133	125	130
Commission	31	29	25	30	46	52	35	37	53	65	41	43	42	55	63	71
Rent, etc.*2	55	58	77	91	58	68	73	65	89	103	90	99	98	86	72	55
Platform charge*3	364	367	301	336	289	288	272	298	327	331	310	338	329	318	240	295
Advertisement & Promotions	307	385	332	367	359	383	267	277	441	353	378	302	303	305	396	428
Recruitment	20	17	10	18	14	12	10	3	10	9	13	7	2	9	2	11
Personnel	141	152	161	181	190	229	209	162	164	195	209	203	183	173	153	153

*1 "Others" includes provision for allowance for doubtful accounts

*2 Include depreciation related to head office facilities

*3 Platform-related fees for Apple, Google, etc.

Consolidated P/L (Cumulative Oct. 2019 – Sep. 2020)

(Unit: million yen)

	Cumulative FY09/19 Oct.-Sep.	Ratio/ Profit margin	Cumulative FY09/20 Oct.-Sep.	Ratio/ Profit margin	YoY	FY09/20 Full-year forecast (Revised)
Sales	5,571	100.0%	5,683	100.0%	102.2%	5,000
Matching	2,961	53.2%	4,375	77.0%	147.8%	
Enter-tech	104	1.9%	341	6.0%	327.7%	
Games	2,383	42.8%	889	15.6%	37.3%	
Others	121	2.2%	76	1.3%	63.1%	
Operating profit(loss)	-744	-	-232	-	-	
Matching	736	24.9%	1,335	30.5%	181.3%	
Enter-tech	-1,246	-	-1,710	-	-	
Games	242	10.2%	306	34.5%	126.5%	
Others	-476	-	-163	-	-	
Non-operating profit (loss)	-122	-	-321	-	-	
Ordinary profit (loss)	-867	-	-553	-	-	
Extraordinary profit (loss)	747		98		13.2%	
Profit before profit taxes (loss)	-119		-455		-	
Profit taxes	515		524		101.8%	
Net profit (Loss)	-631	-	-980	-	-	

* From the Q1 FY09/20, the Company has changed the classification of its reportable segments. Sales and operating profit by segments for FY09/19 have not been audited by an auditing firm.

* In non-operating loss, equity in losses of affiliates of Robit Inc. and Mellow Inc. is recorded. The acquisition of stock acquisition rights issued by Robit in 3Q increased its influence, and as a result, equity in losses of investments increased to 267 million yen due to the inclusion of the entire amount of excess liabilities.

* An extraordinary gain of 192 million yen was recorded from a change in equity accompanying the capital increase of Mellow Inc., a gain on sales of shares of subsidiaries and associates of 34 million yen, and an extraordinary loss of 150 million yen was recorded mainly as a loss on devaluation of investment securities.

* The company that operates the Enter-tech business, in which we actively invest, is an affiliate outside the scope of consolidated tax payment, and the corporations within the scope of consolidated tax payment earned taxable income. Accordingly, there are significant income taxes.

Consolidated P/L (Accounting period)

(Unit: million yen)

	Accounting period Q4 FY09/19 Jul.-Sep.	Ratio/ Profit margin	Accounting period Q3 FY09/20 Apr.-Jan.	Ratio/ Profit margin	Accounting period Q4 FY09/20 Jul.-Sep.	Ratio/ Profit margin	YoY	QoQ
Sales	1,508	100.0%	1,231	100.0%	1,458	100.0%	96.7%	118.4%
Matching	847	56.2%	1,110	90.1%	1,345	92.2%	158.7%	121.2%
Enter-tech	48	3.2%	93	7.6%	100	6.9%	205.0%	107.7%
Games	583	38.7%	5	0.4%	5	0.4%	0.9%	104.9%
Others	27	1.9%	23	1.9%	7	0.5%	27.4%	33.0%
Operating profit(loss)	-21	-	-174	-	-199	-	-	-
Matching	240	28.4%	288	26.0%	428	31.9%	177.9%	148.7%
Enter-tech	-300	-	-430	-	-573	-	-	-
Games	129	22.2%	0.4	8.6%	8	148.5%	6.2%	1,812.0%
Others	-91	-	-33	-	-63	-	-	-
Non-operating profit (loss)	-38		-155		-69		-	-
Ordinary profit (loss)	-60	-	-330	-	-269	-	-	-
Extraordinary profit (loss)	-146		-8		38		-	-
Profit before profit taxes (loss)	206		-338		-230		-	-
Profit taxes	66		83		152		228.4%	181.3%
Net profit (Loss)	-272	-	-422	-	-382	-	-	-

* Operating income in the game business for 4Q of FY09/20 is higher than sales due to the impact of the proportionate share of corporate expenses.

02 / Business Topics

Main initiatives of each business

Matching

- Growth of "with" is accelerating.

Enter-tech

- Held the “Hatsune Miku GALAXY LIVE 2020”
- “INSPIX WORLD”: under development
- Other company’s IP VR Live: under development

Games

- Transfer of major game titles & freeze on new development

Impact of the spread of the COVID-19 infections

Impact on main business

Matching	<ul style="list-style-type: none">• No major change in business KPIs<ul style="list-style-type: none">⇒ Steady progress in the number of active users and other figures⇒ Impact on business progress and results is minor.
Enter-tech	<p>[IP-related]</p> <ul style="list-style-type: none">• This sector most affected by COVID-19<ul style="list-style-type: none">⇒ Many offline events have been postponed or canceled due to re-expansion of the infection⇒ The impact on the current fiscal year's results will be minimal, but it will be difficult to achieve the internal growth rate target <p>[Platform]</p> <ul style="list-style-type: none">⇒ We recognized that some processes in the development of INSPIX WORLD are less productive when working from home
Others	<ul style="list-style-type: none">• Although the growth of the SaaS "FOREST" for medical institutions slowed down, the number of patients using online practice (telemedicine) system increased due to deregulation, etc.

Business operations have been shifted to the premise of prolonged COVID-19 infection

(Note) This is only the situation at the present time. As there are many uncertain factors, such as the timing of the situation convergence, we will promptly announce any impact on our business and performance in the future.

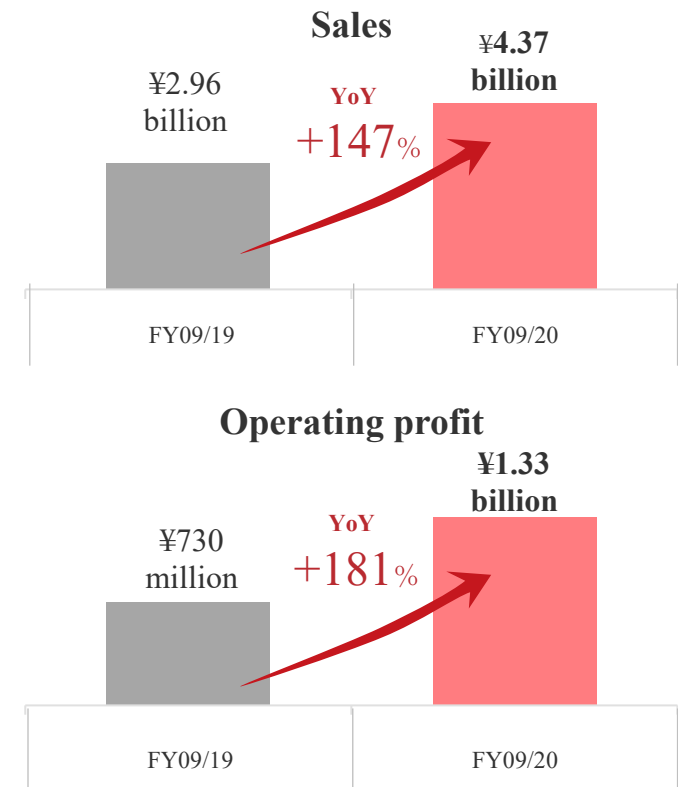
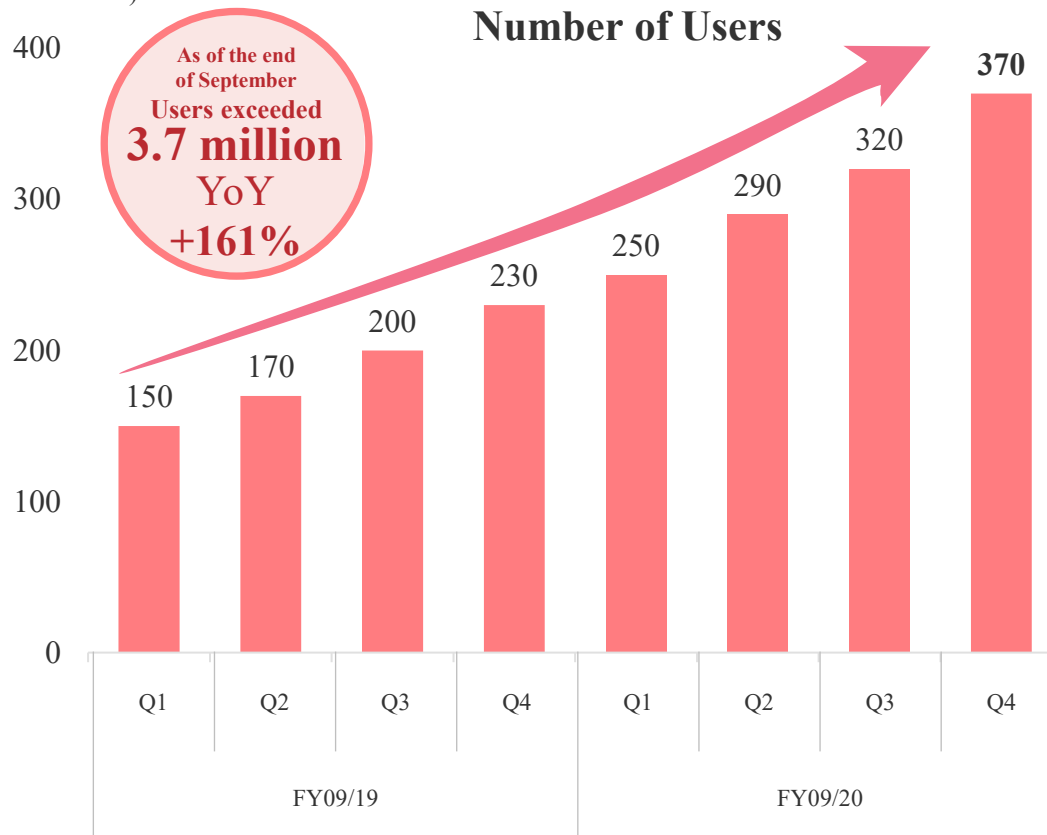


Matching

“with”

Strong business growth thanks to increased new members through word of mouth

(Unit: Ten thousand)

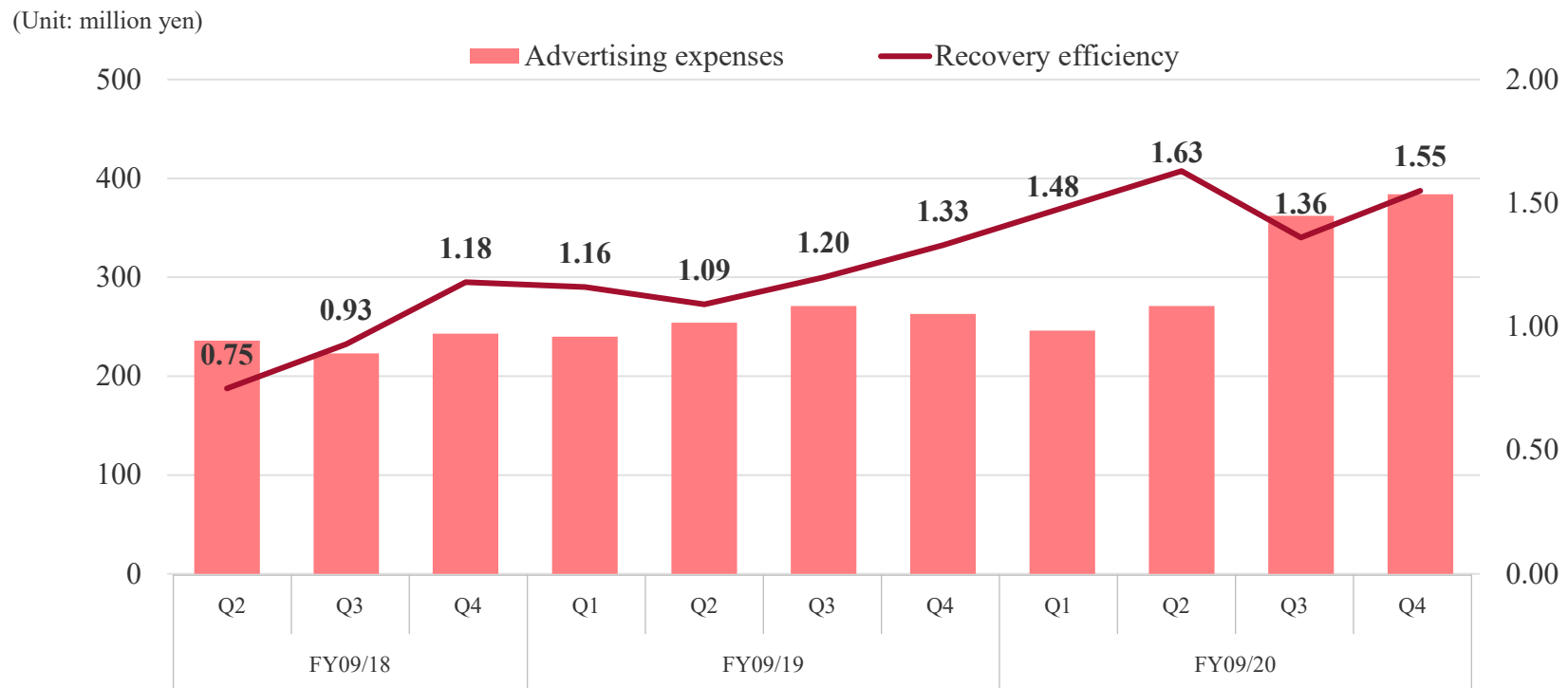




Matching

“with”

We increased the advertising budget from 3Q, but the collection efficiency did not deteriorate significantly, leaving a large room for growth



A standard value (= 1) is set as a recovery efficiency that ensures sufficient profit. Even with advertising expenditures at the level shown in the above graph, we have succeeded in operating with a recovery efficiency that does not fall below the standard value. In general, the greater the advertising costs, recovery efficiency decreases.

In addition, the internal KPIs have improved since last year, resulting in recovery efficiency far exceeding the standard value.

Excessive collection efficiency is not appropriate as it is putting the brakes on its own growth rate, and therefore we increased the advertising budget from 3Q.

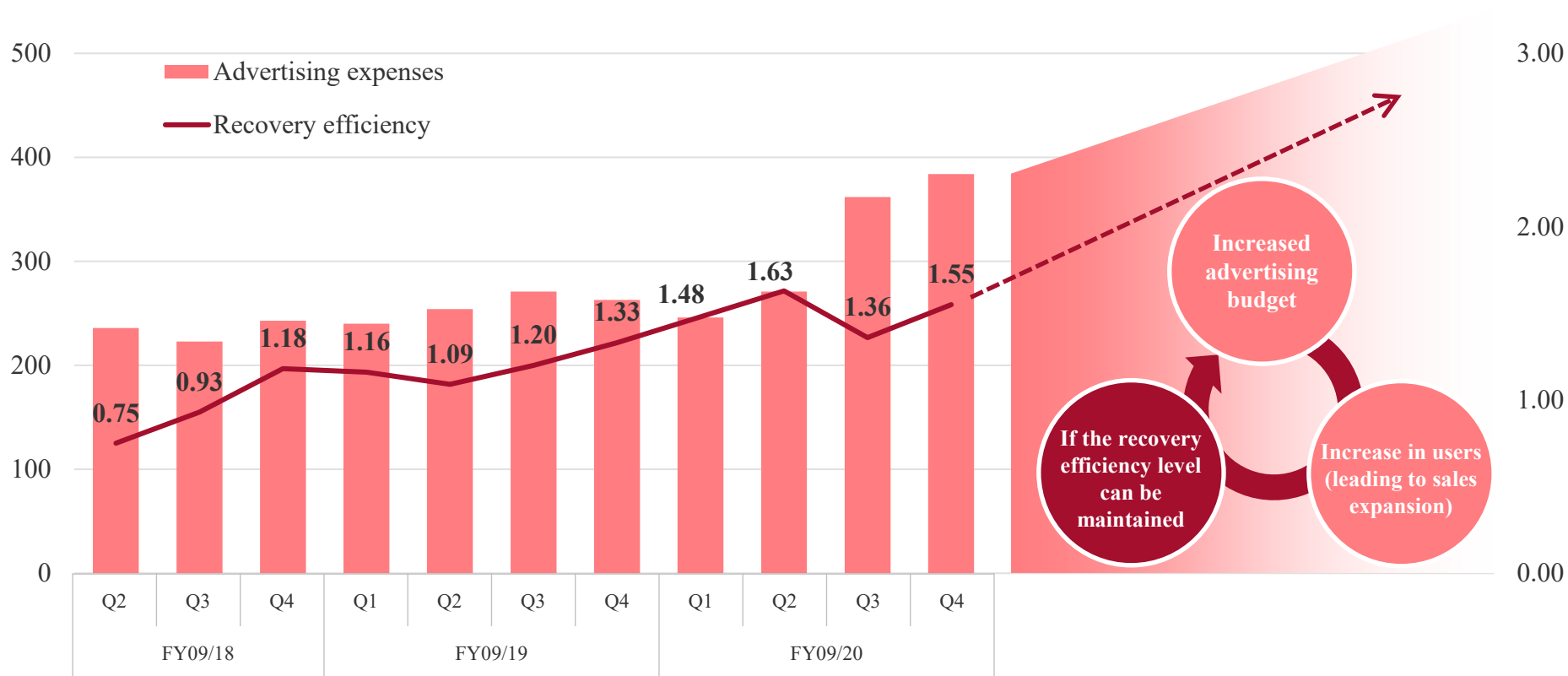


Strategies for the Matching Business

“with”

Aiming to exceed 200 million yen in monthly operating profit in FY09/21

(Unit: million yen)



Investment ratio

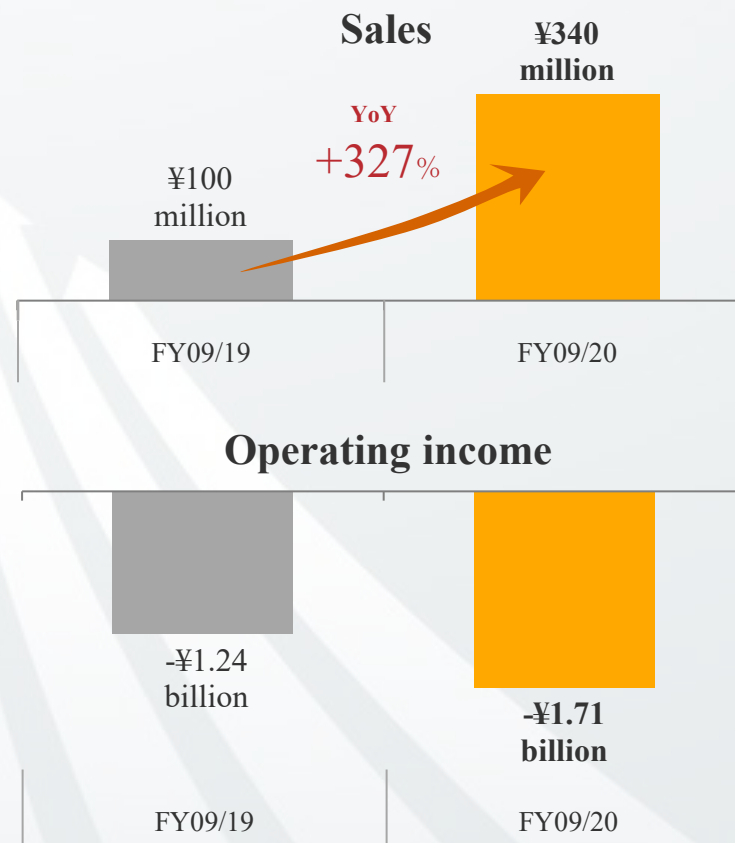
Equally invest in platform and IP

Platform



X

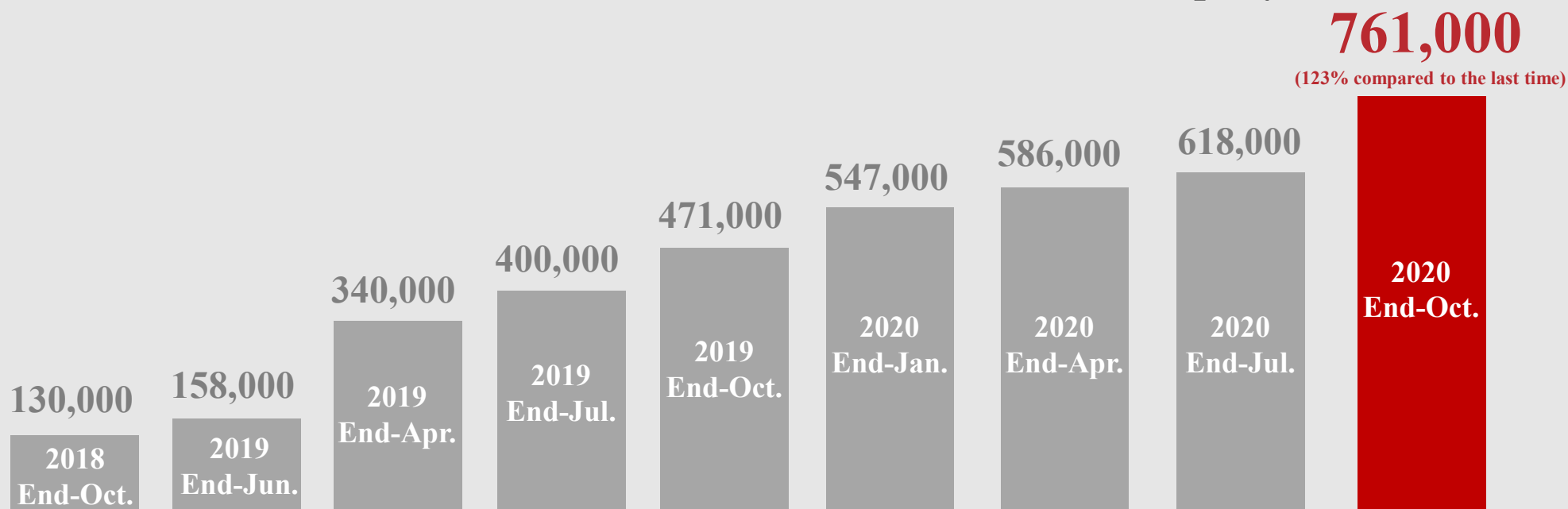
IP



IP

Monitor the number of fans (followers) as KPI

Cumulative number of SNS followers related to our company's IP*



**Even if growth slowed down due to COVID-19,
we have taken a different approach to increasing the number of fans.**

* Cumulative number of SNS followers: Twitter, the Instagram, the YouTube, fan clubs, and other followers + the number of registered followers

* Cumulative number of SNS followers is as of the end of Oct. 2020.

Enter-tech

Virtual live platform

Held the “Hatsune Miku GALAXY LIVE 2020 ”
Attendance in the 2-days event: 1.4 million people



Next show “Hatsune Miku GALAXY LIVE 2021” is coming up!
“MIKU WORLD” utilizing “INSPIX WORLD” will open

- * Specific details will be released via the publisher’s official social networking accounts on the same day.
- * We will discuss with the publisher whether or not to send out information, after confirming the strategy.
- *The above forecasts are based on current plans and do not constitute any assurance about the content, timing, or other matters.
The futures are subject to change for a variety of reasons.

Live-specialized virtual space social media "INSPIX WORLD"

Thorough process control in accordance with the COVID-19 situation



Realize a more ideal experience by positively changing strategies, while monitoring changes in the environment surrounding VR technology and virtual space platforms

We are working hard to launch this service as soon as possible

Strategies for the Enter-tech business

Platform



Launch and promotion of
“INSPIX WORLD”



Increasing partners

Establishing a
virtual live market

Business Growth

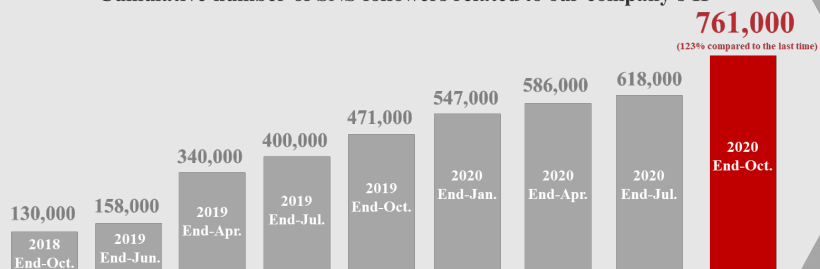
Sales expansion point



Establishing a
profitable structure

IP (Related to our company)

Cumulative number of SNS followers related to our company's IP*



Expanding the fan base
through various methods

The rise in popularity of IP
More fans = more sales

Sales expansion point

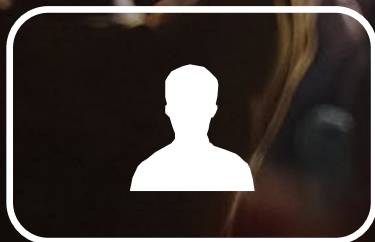


Increase in the
number of fans

Others

New project: Online events System "PH" (tentative)

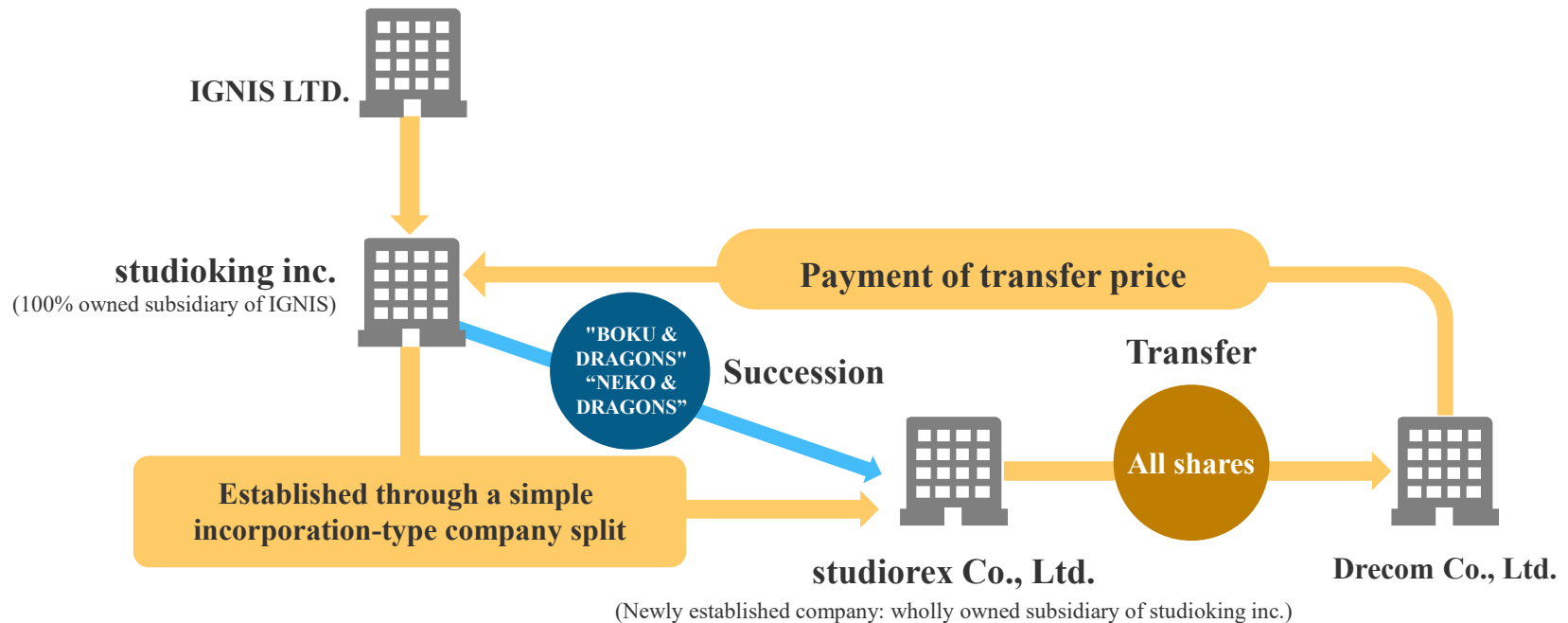
Development delays due to COVID-19



As a starting point, we plan to start trial operation with our in-house IP (time undecided)

Games

Completed the transfer of the Games business
("BOKU & DRAGONS" and "NEKO & DRAGONS")

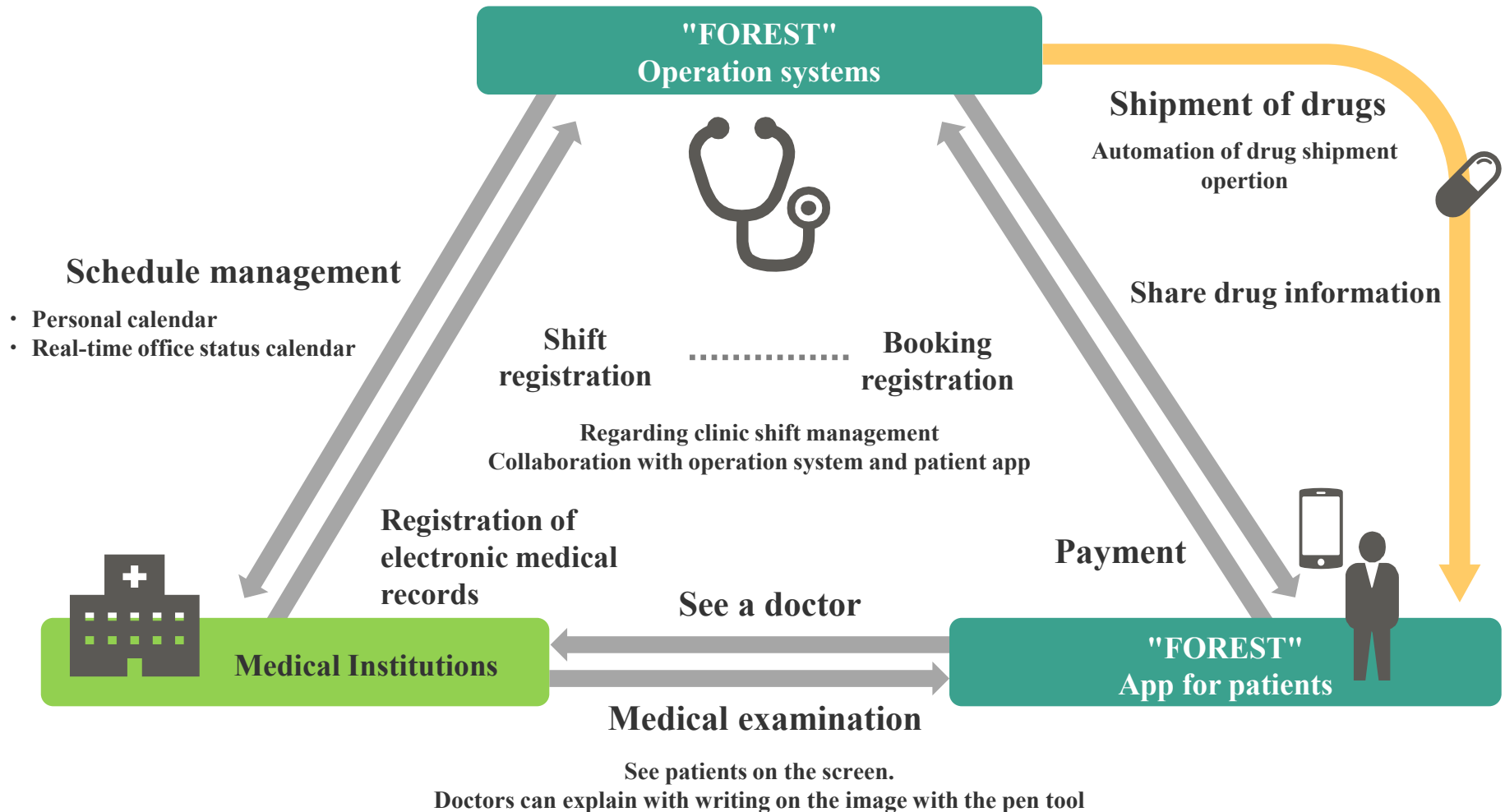


Current Situation

Partial extinguishment of the financial liabilities incurred in connection with the transfer
50 million yen of gain on the extinguishment of debts was recorded as extraordinary profit

Others: SaaS for medical institutions

SaaS "FOREST" for medical institutions with online practice (telemedicine) system



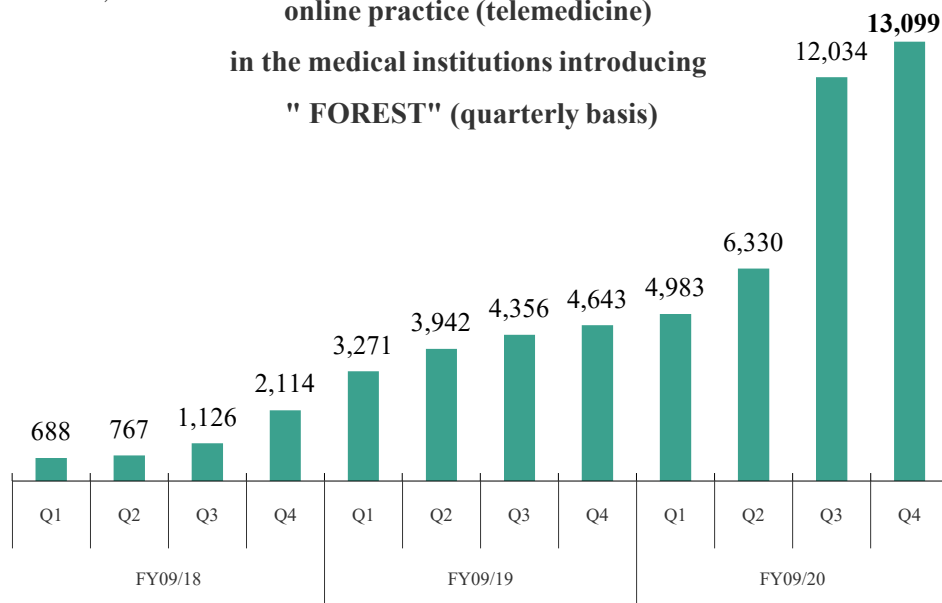
Others: SaaS for medical institutions

SaaS for medical institutions with online practice (telemedicine) system

Rapid Growth in “FOREST”

(Unit: Person)

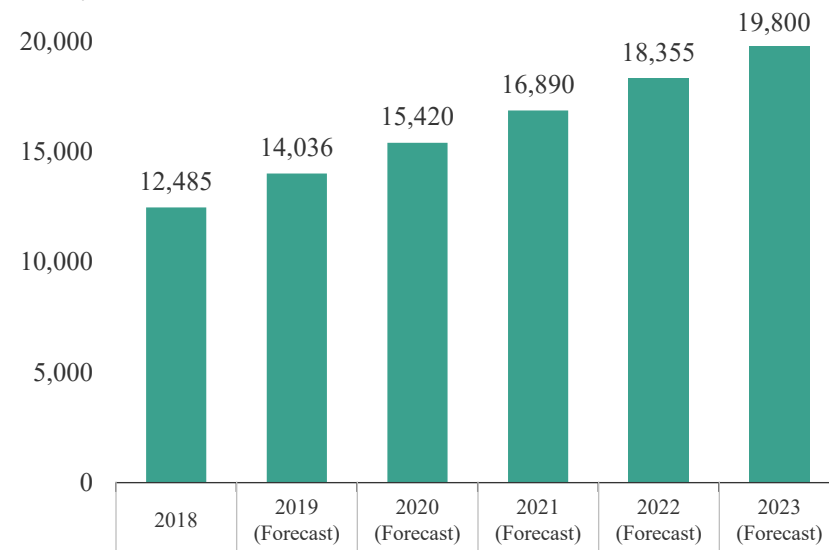
**Trends in the number of patients using
online practice (telemedicine)
in the medical institutions introducing
"FOREST" (quarterly basis)**



Source : Our database

Trends and forecasts for domestic medical ICT market scale

(Million yen)



Note 1. Business sales base

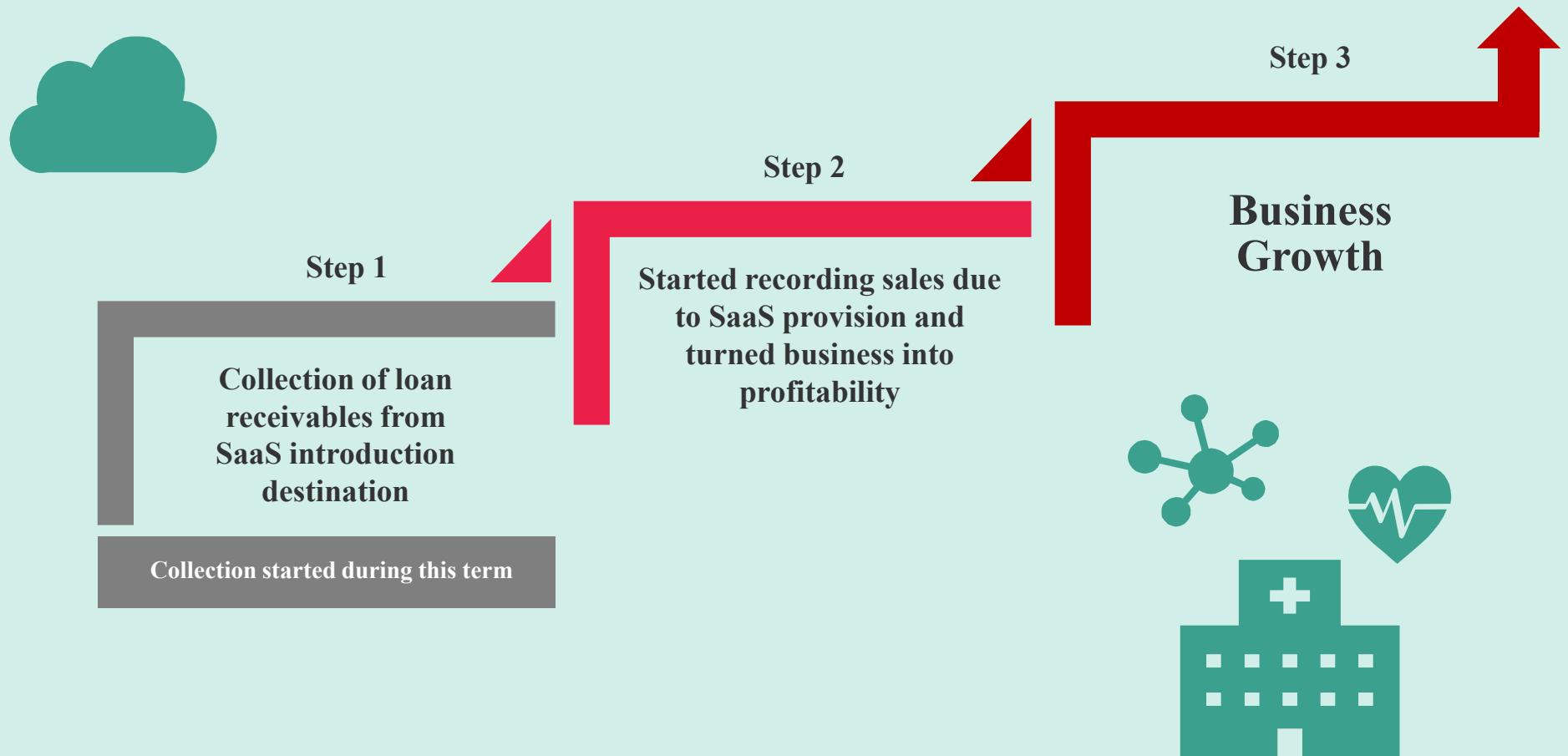
Note 2. Forecast values after FY2019 (As of March 2020)

Source: Yano Research Institute Ltd. "Survey on Medical ICT Market (2020)" (announced on April 17, 2020)

Ban on first-time online practice (telemedicine) was lifted in April 2020.

Strategies for Others(SaaS for medical institutions)

Steps to monetization in SaaS business for medical institutions



Information on Equity Method Affiliates

Visual inspection solutions utilizing AI technology and picking solutions

On-site introduction



*The photographs depict the new office and factory of ROBIT Inc.

Steady increase in unit sales Introduced by a variety of media



Number of units

Total sales volume



- * Robit Inc. which develops "mornin'" is an affiliated company.
- * Variation in sales volume of "mornin'" + "mornin' plus" As of the end of September 2020.



Renamed with concept update

『TLUNCH』



『SHOP STOP』



Making an ordinary place a happy place.

For more information on the "SHOP STOP" concept, please refer to Mellow's website.

* Mellow Inc. which operates SHOP STOP, is an equity-method affiliate.

03 / FY09/21

Full-year Plan

Concept of Medium-term Plan

Policy not to give guidance on medium-term plan

Main Reasons



Characteristics of
Enter-tech business

There are many uncertainties
such as live schedule and sales

Difficult to make a
rational estimate



Furthermore

The impact of the
spread of COVID-19

There is a lot of uncertainty
about the future

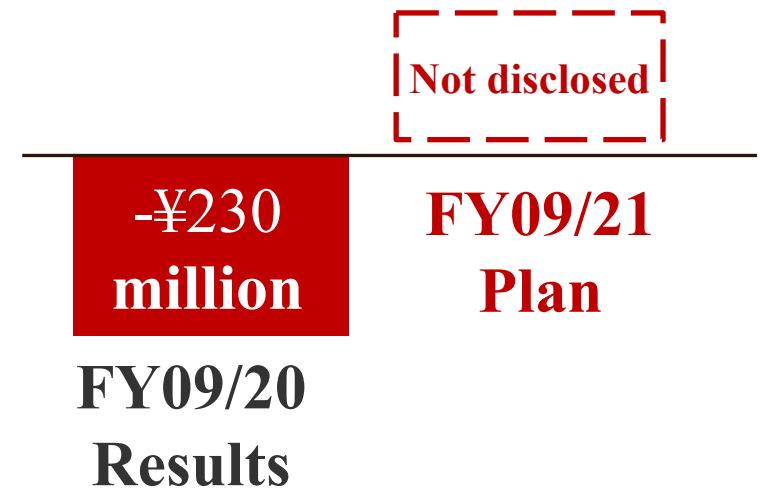
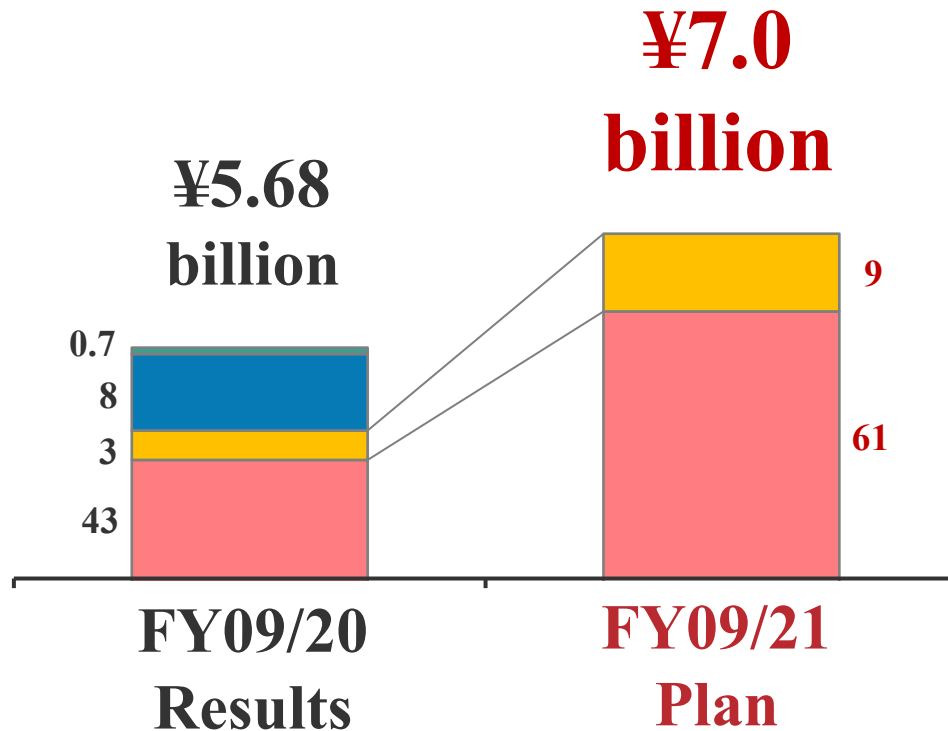
Continue to flexibly respond to the rapidly changing internal and external environment

FY09/21 Plan

Plan to record the highest consolidated sales

Consolidated sales

Consolidated operating profit



* Sales plan shown above are for reference only, and therefore are not guarantees. The figures may fluctuate in the future as a result of various events.

FY09/21 Plan

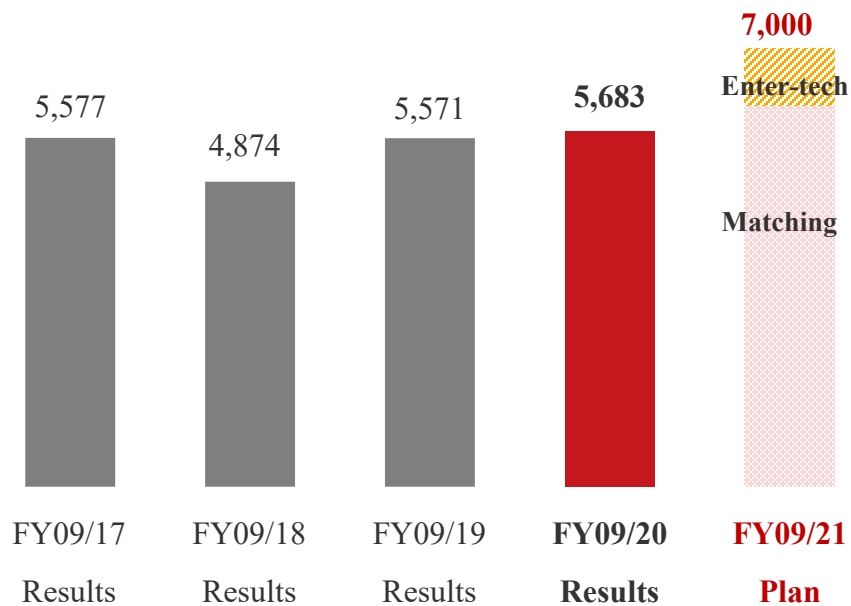
Results and estimates of consolidated sales and operating profit

Business figures are composed mainly of projects with clear KPIs for the Matching business and the Enter-tech business

Sales of "INSPIX WORLD" with many uncertainties are forecast to be fairly conservative

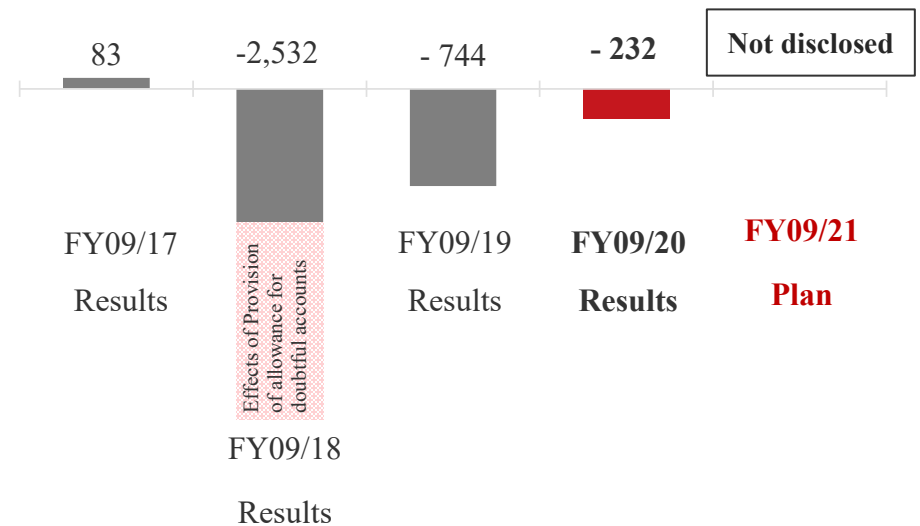
Consolidated sales

(Unit: million yen)



Consolidated operating profit

(Unit: million yen)



* Sales plan shown above are for reference only, and therefore are not guarantees. The figures may fluctuate in the future as a result of various events.

Summary of Future Strategies for Major Businesses

Matching

Increase advertising expenses and aim for high growth rate in both sales and profits

Enter-tech (Platform)

Launch "INSPIX WORLD", aiming for business expansion and early monetization

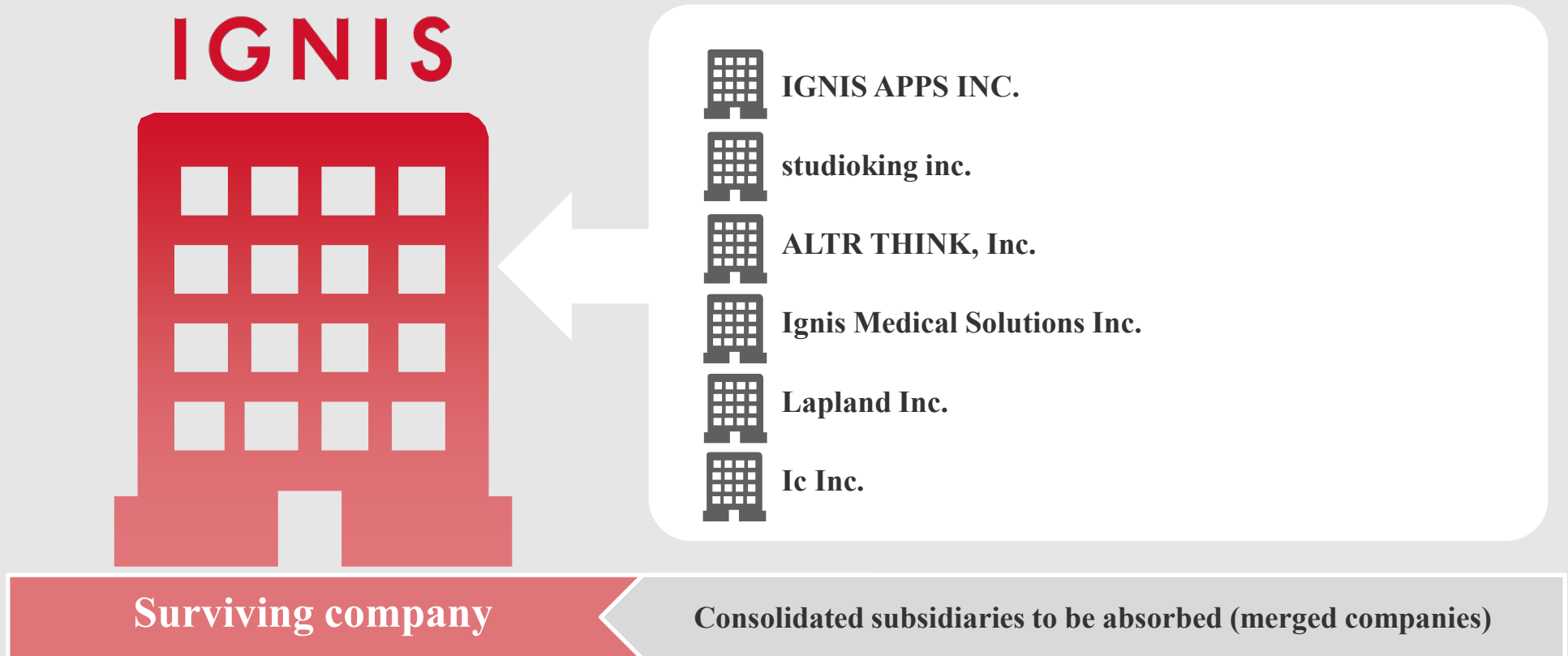
Others (SaaS"FOREST" for medical institutions)

Aim to return to profitability by early debt collection from medical institutions where SaaS is introduced

04 / Others

Group Reorganization

Completion of absorption-type merger of 6 consolidated subsidiaries (October 1, 2020)



Future funding policies and financial strategies

- **Improving the financial position mainly in the Matching business**
- **No new schemes to create dilution in 2020, except for existing financing schemes (Deutsche Bank allocated warrants)**
- **Carefully determine the funding policy for 2021 and beyond, with taking into account the Company's business progress, financial situation and capital market conditions**

Summary of Q4 financial results

Results in the Current term

- The Matching business made a significant contribution
- Accelerated investment in the Enter-tech business

Future points

- Alliance and development progress of "INSPIX WORLD"
- Development and implementation of VR live by other companies' IP (Including "Hatsune Miku GALAXY LIVE 2021")
- Growth of own IP
- Online event system "PH"
- SaaS for medical institutions "FOREST"

Others

- Measures to minimize the impact of the spread of COVID-19



Creating new standard,
over and over again

05/ Appendix

Management Policy

Segment information

We will change the reporting segment classifications due to a review of business management techniques to support changes in the business environment from Q1 FY09/20

Before	After	
Smartphone Apps	Matching	Online dating matchmaking service “with”
	Enter-tech	Creating a new standard for music experience (1) Plan, develop and operation a virtual live platform “INSPIX LIVE” (2) Develop IP such as the “VOYZ BOY” and “GAKUGEIDAI JUNES” stars (discover, train and produce)
	Games	“BOKU & DRAGONS” and “NEKO & DRAGONS” smartphone games and browser games
	Other	Recruitment service “Jobgram” SaaS for medical institutions “FOREST” Medical VR system “URARAKA VR” Other business segments not included in the reporting segments

*We transferred the business of “BOKU & DRAGONS” and “NEKO & DRAGONS” to Drecom Co., Ltd. on March 2, 2020.

Business policy by 2020

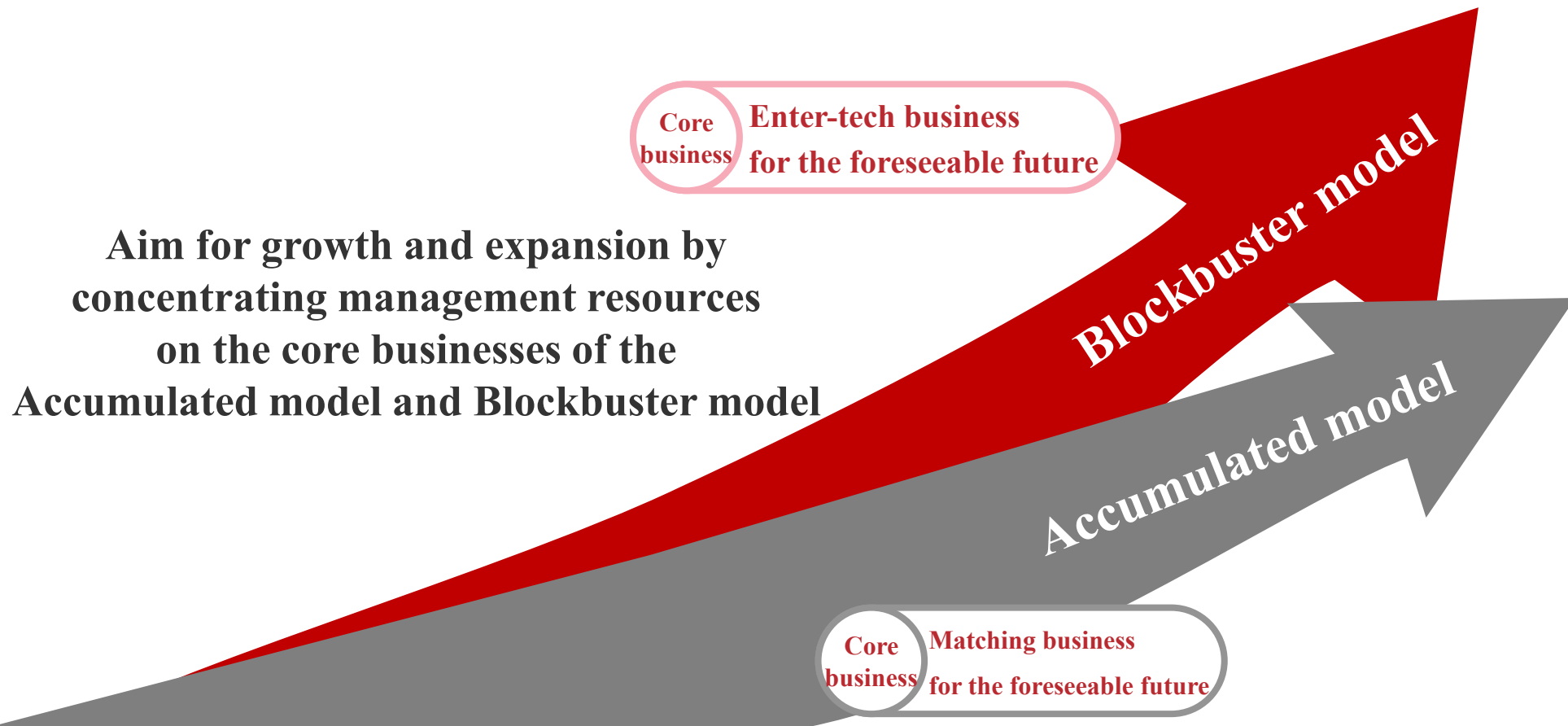
Building a stable business portfolio

Promotion of blockbuster businesses

Accumulated operating base with recurring revenue business

Growth strategy

Please attention to the growth of
the Matching and the Enter-tech businesses



Policies for outlook for each business

Matching

Online dating matchmaking services

Launch a barrage of new original functions.

Enter-tech

Planning, development, and operation of platforms and own IP

Change the music experience.

Aim for vertical integrated business with both the content and system.

Others

Recruitment agency service, SaaS for medical institutions, medical VR system services, etc.

Continue to create attractive new businesses by combining technological and capability and creativity.

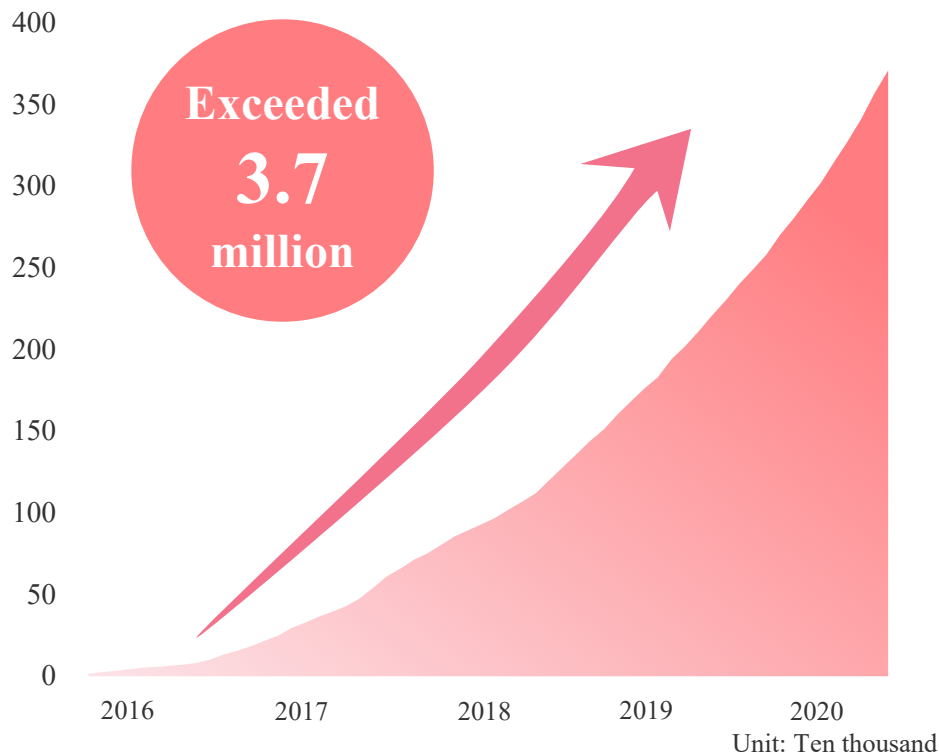
Business development



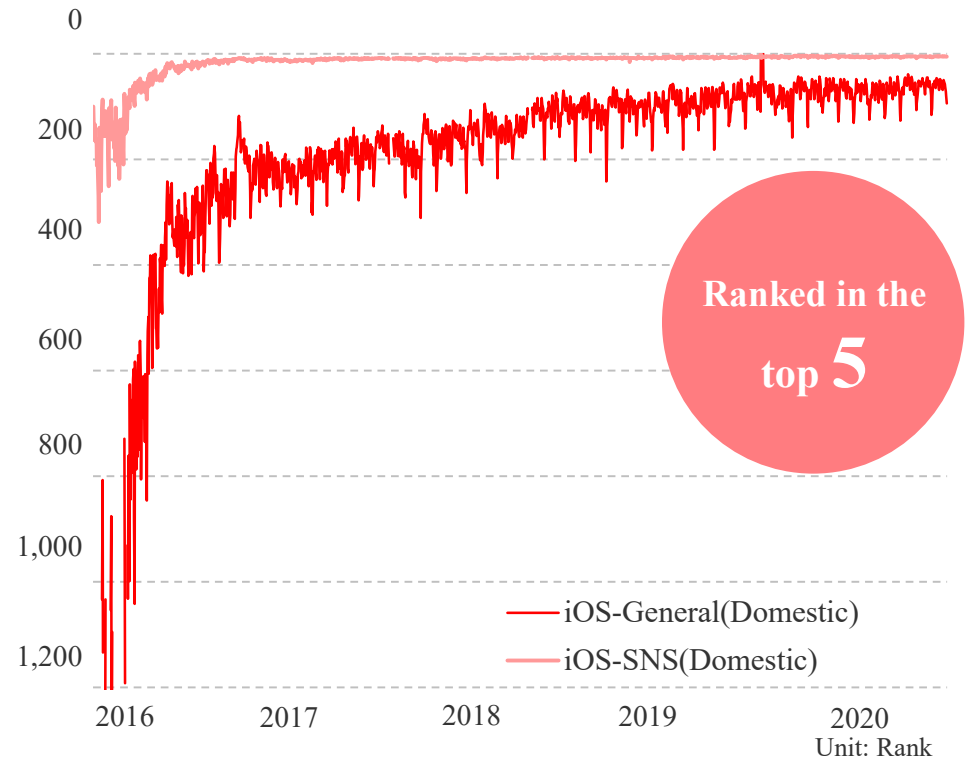
Matching

“with”: Changes in the number of users and sales ranking

Number of Users



Sales ranking

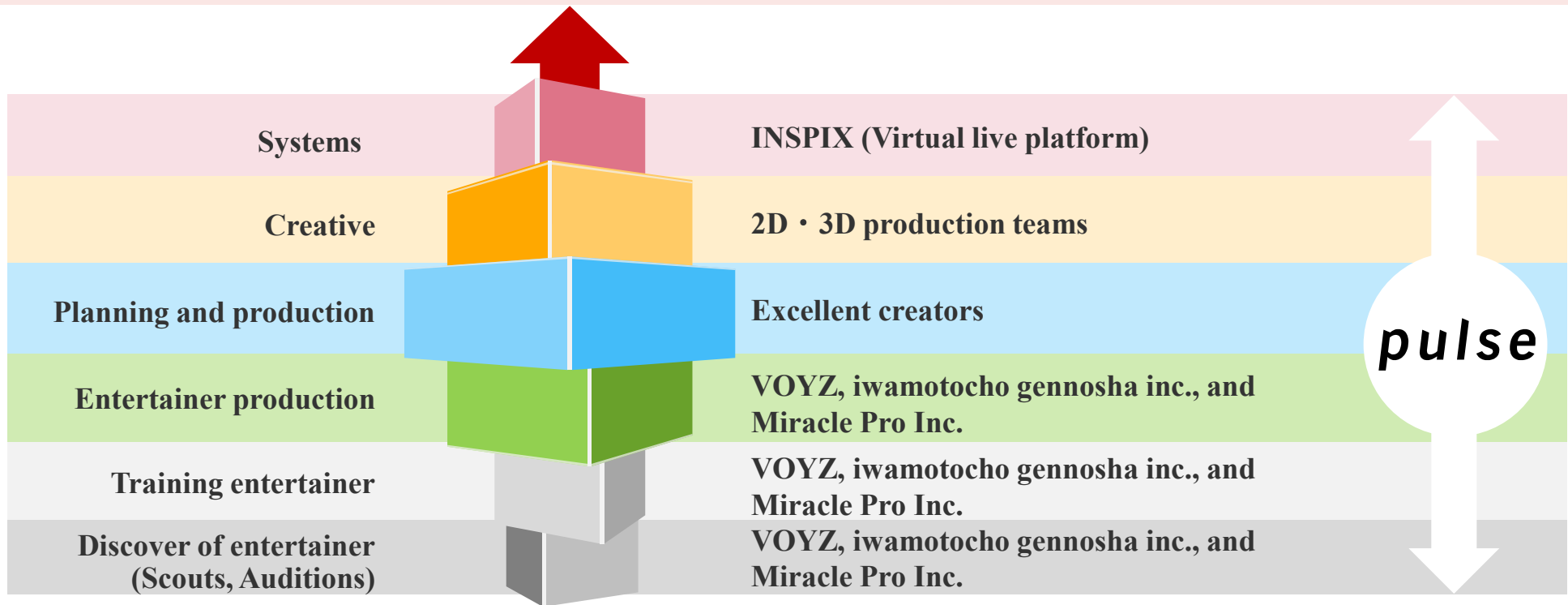


Source: App Annie

* Changes in the number of “with” users are as of the end of September 2020.
* Changes in sales ranking of “with” are as of the end of October 2020.

Ideal business structure

Creating a new standard for music experience



**Strong promotion of virtual lives
with using vertically integrated operations (fortifying the platform)**

Operation of virtual live platform and IP-based business



INSPIX WORLD

Update version of the [INSPIX LIVE]

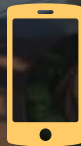
Multi-functional



Avatar function



Friend function

Specially built
worldCompatible with
multiple devicesTalented initial
development partnersCR/PTON
FUTURE MEDIA, INC.

MAPPA

EVIL LINE
RECORDS

猫耳FM

INCS
toenterBANDAI
NAMCO
BANDAI NAMCO ArtsBANDAI
NAMCO
Live Creative

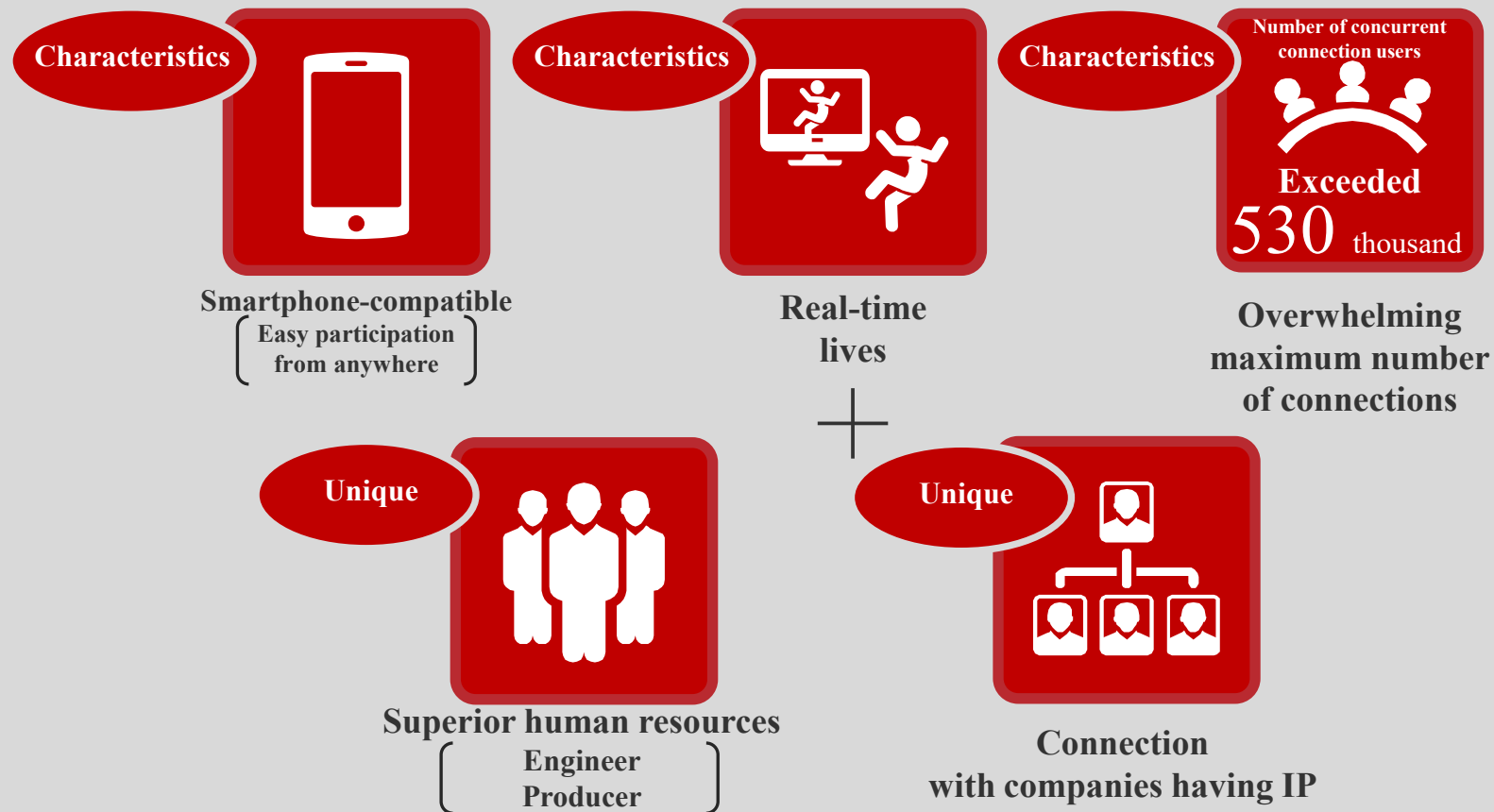
Combined with VR music live and VR social function, INSPIX WORLD will

Creating the new standard for music experience

Operation of virtual live platform and IP-based business

Competitiveness of virtual live platform "INSPIX"

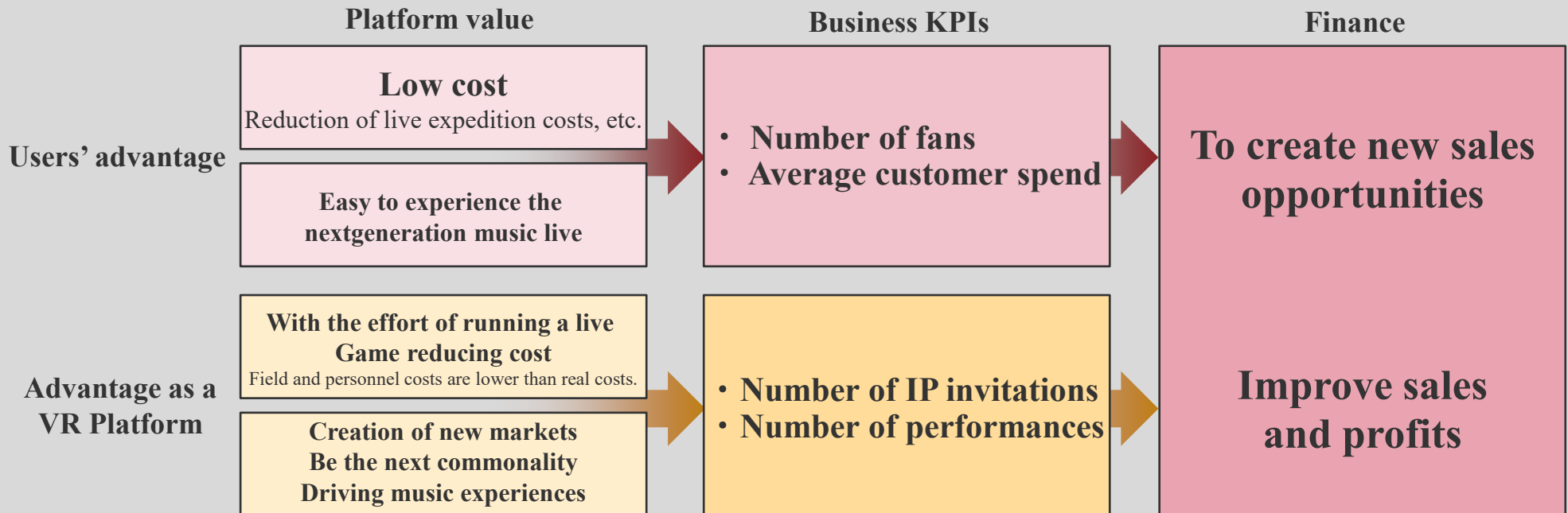
3 features and 2 uniqueness to resolve current virtual live issues



Operation of virtual live platform and IP-based business

Competitiveness of virtual live platform "INSPIX"

New music experience that enables simultaneous live broadcasting in a variety of environments.



Secure a solid position in the VR and entertainment markets as a complex entertainment platform

Operation of virtual live platform IP-based business Enhance corporate value by investing in virtual live platform “INSPIX”

**Continue to invest to enhance platform value
by increasing market share with ease of use and uniqueness and maximizing profits**



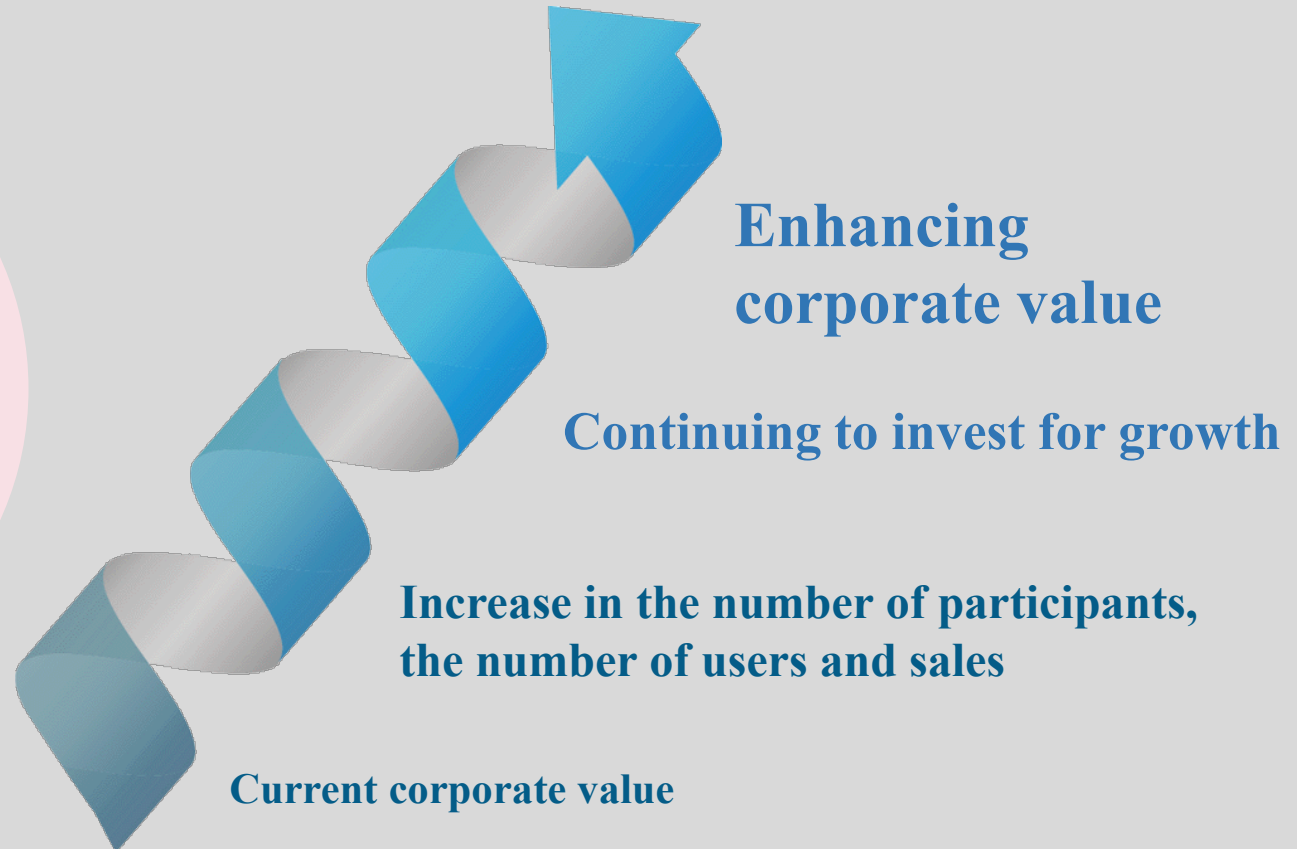
On a smartphone (+VR-HMD)



On the monitor screen



At the event site



Operation of virtual live platform and IP-based business



The most important market for “INSPIX WORLD” is China.

Development of the cutting-edge virtual space SNS specializing in live concerts

Extraordinary president

- Chinese nationality
- Grown with Japanese content
- Strong connections with the domestic IP and content fields

To attract Japanese IPs

Development of new IPs with top Japanese creators

**New market
with high potential**

Pulse Inc. has overwhelming competitiveness.

Others: SaaS for medical institutions

Strategies for SaaS “FOREST” for Healthcare Institutions

Online practice (telemedicine) portal service



Specializing niche area with intense initial experience



Engage with a large number of medical institutions



Deeply collaborate with initial partners to create value



Focus on system suppliers



Do everything we can to help our partners be successful



Others: SaaS for medical institutions

Expected to contribute to sales and profits as debt collection proceeds

Current accounting treatment of this business

Receivables from
FOREST user
fees, long-term
accounts
receivable, and
operating loans

Unrequired
allowance for
doubtful
accounts

doubtful
accounts
recorded
(About 1.5 billion
yen) *1

No allowance for doubtful
accounts has been
recorded due to the
expected collection of
receivables.

Allowance for doubtful
accounts due to the
uncertainty of debt
collection

Unrecognized
trade receivables

No sales and receivables are not recorded
due to the existence of uncertainty in the
collection of receivables

Accounting for debt collection in the future *2

[Collection of receivables]
(Debt) Cash equivalents
(Credit) Receivables

[Collection of receivables]
(Debt) Cash equivalents
(Credit) Receivables

[Reversal of allowance for doubtful accounts]
(Debt) Allowance for Doubtful Accounts
(Credit) Provision of allowance for doubtful accounts

[Record sales]
(Debt) Cash and cash equivalents
(Credit) Sales

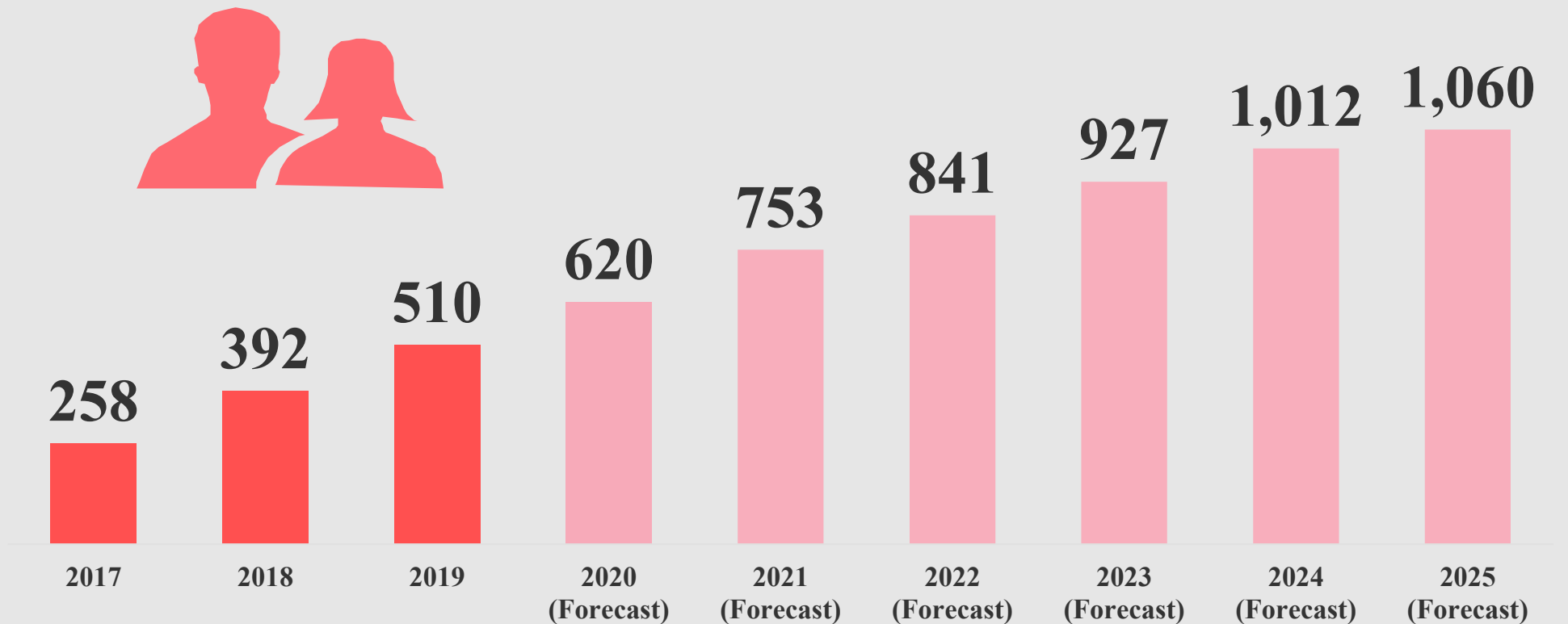
*1 The allowance for doubtful accounts is the amount recorded in 4Q for the fiscal year ended September 2018.

*2 This is the assumption of the current accounting treatment. Actual accounting practices are subject to change.

Various Market Information

Various market information

Online dating matchmaking service market



Unit: 100 million yen

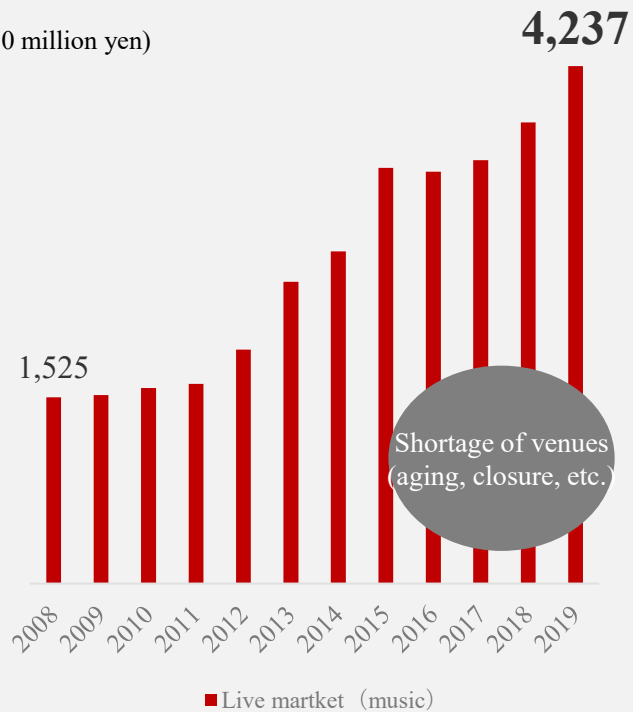
Various market information

Creating a new music experience with VR (Market potential)

Market size of music live in Japan

Sluggish market size despite the strong demand for real music lives

(100 million yen)



Change the Music experience with VR



Potential for VR music live market (Hypothesis)

VR music lives will be "the new standard"

Plenty of room to expand the market

(2018)
Emerge of
Vtubers, etc.

The market will be established
From the nearly zero-base



*Vtuber : Virtual YouTuber

*Source : Pia Research Institute & Live Entertainment White Paper Association(genre: Live market for music only)

Consolidated B/S (FY09/17 – FY09/20)

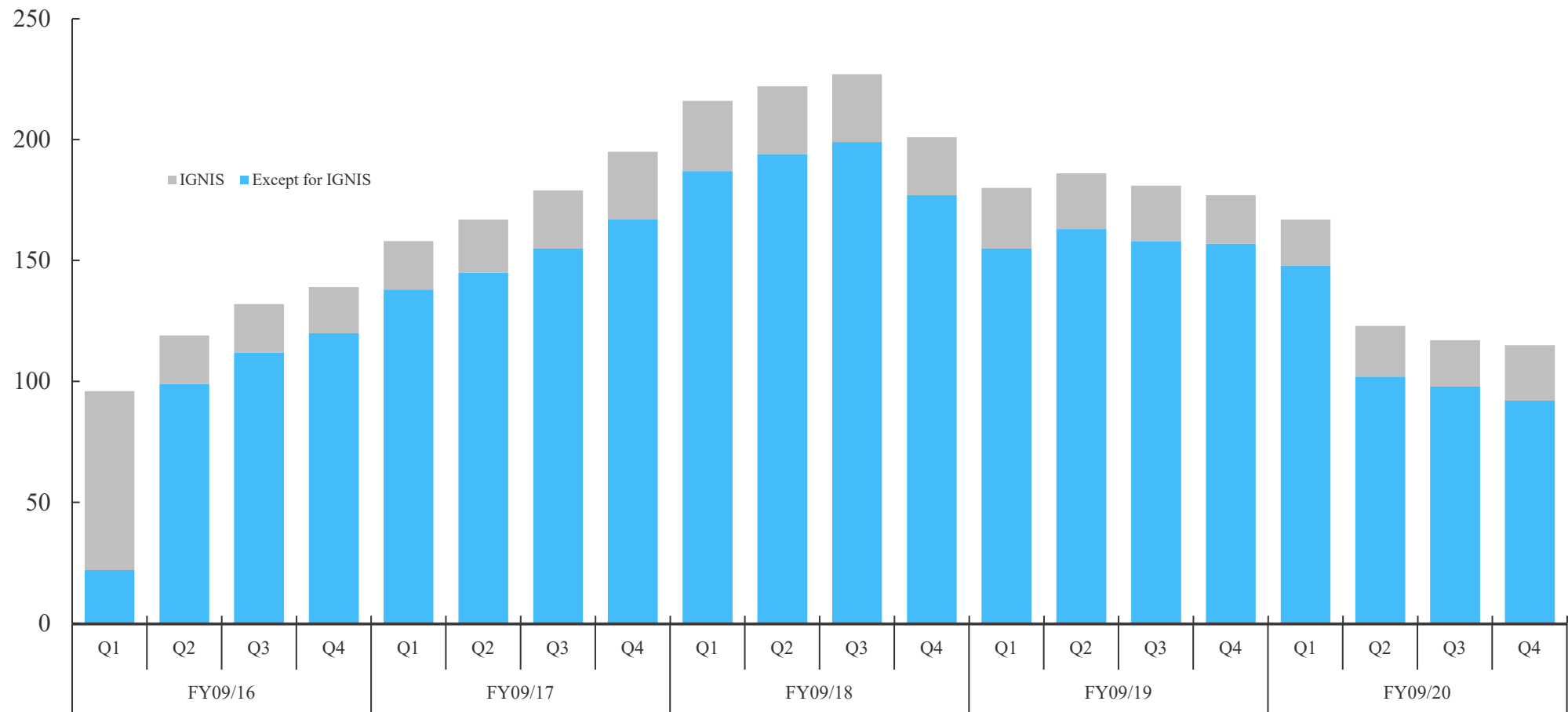
(Unit: million yen)	FY09/17	FY09/18	FY09/19	FY09/20
Current assets	4,736	1,901	1,715	3,202
Fixed assets	1,554	2,753	2,240	1,707
Total assets	6,291	4,654	3,956	4,909
Current liabilities	1,395	1,825	1,309	1,611
Fixed liabilities	760	556	380	616
Net assets	4,135	2,272	2,266	2,681
Liabilities and net assets	6,291	4,654	3,956	4,909

Consolidated P/L (Accounting period: FY09/17 –FY09/20)

(Unit: million yen)	FY09/17				FY09/18				FY09/19				FY09/20			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Sales	1,416	1,412	1,280	1,468	1,289	1,180	1,166	1,237	1,343	1,372	1,346	1,508	1,496	1,496	1,231	1,458
Operating profit (Loss)	148	47	-71	-40	-247	-419	-284	-1,581	-340	-174	-208	-21	65	77	-174	-199
Operating profit margin	10.5%	3.3%	-	-	-	-	-	-	-	-	-	-	4.3%	5.2%	-	-
Ordinary profit (Loss)	136	48	-72	-41	-250	-423	-305	-1,592	-361	-197	-248	-60	19	26	-330	-269
Ordinary profit margin	9.6%	3.4%	-	-	-	-	-	-	-	-	-	-	1.3%	1.8%	-	-
Net profit (Loss)	67	24	-81	-46	-233	-622	-228	-1,567	-416	-38	95	-272	-71	-104	-422	-382
Net profit margin	4.8%	1.7%	-	-	-	-	-	-	-	-	7.1%	-	-	-	-	-

Number of employees

Unit: Person



*1: Since Q2 FY09/16, some employees (engineers, etc.) of IGNIS have been transferred to group companies due to changes in internal system.

*2: The main reason for the decrease in the number of employees from Q4 FY09/18 was the impact of the exemption from the scope of consolidation of Mellow Inc., which was a consolidated subsidiary

*3: The main reason for the decrease from Q2 FY9/20 is the transfer of some employees to the transferee as a result of the transfer of the Games business.

Glossary

VR **(Virtual Reality)**

A generic term for technology that artificially creates an environment that works on human sensory organs and that is not realistic but feels like real.

With the effects of devices mounted on the body and images and sounds synthesized by computers, the body of the user is projected into the three-dimensional space, creating a sense of immersion in the space. (Source: IT dictionary e-words)

HMD **(Head Mounted Display)**

A display device shaped like a goggle, helmet, or spectacle used by wearing on the head. Can see an image sent from such as a computer projected on a small display in front of one's eyes when fixed to the head to cover the eyes.

(Source: IT dictionary e-words)

IP **(Intellectual Property)**

Proprietary intangibles, such as expressions created by human intellectual activities or information or signs that may be commercially useful. Legal protections include copyrighted works, patents, trademarks, designs, and portraits. (Source: IT dictionary e-words)

AI **(Artificial Intelligence)**

This system enables highly intelligent operations and judgments that could only be performed by human beings to be performed by an artificial system centered on computers. (Source: IT dictionary e-words)

IoT **(Internet of Things)**

Automatic identification, automatic control, remote measurement, etc. are performed not only by computers and other information and communications equipment, but also by providing communication functions to various objects (objects) that exist in the world, and by connecting to the Internet and communicating with each other. (Source: IT dictionary e-words)

SaaS **(Software as a Service)**

Utilization form by providing software such as through communication network and users use it by calling up necessary things when needed. Also called Software as a Service.

(Source: IT dictionary e-words)

ICT **(Information and Communication Technology)**

A general term for science and technology related to information and communication. In particular, it is a technology for storing, processing, and transmitting information using machines and appliances that apply physical phenomena and laws such as electricity, electrons, magnetism, and electromagnetic waves.

(Source: IT dictionary e-words)

Forward-looking Statements and Precautions for investors and our shareholders

The data included in this presentation include what is known as “forward-looking statements.” These are based on estimates, forecasts and assumptions accompanied by risk made at the present date, which include uncertainty that means that actual future results may differ from the contents of the “forward-looking statements.”

These risks and uncertainties include the general economic situation in Japan and overseas, including the market situation, interest rates, and currency fluctuations affecting the industry as a whole.

IGNIS takes no responsibility for updating or revising these “forward-looking statements” in response to any future events or other new information that may emerge in the future.

IGNIS basically refrains from responding individually to any inquiries other than those contained in our timely disclosures, press releases, financial results briefing materials and other public information.

Except for the information on the timely disclosure through the Tokyo Stock Exchange, our official website, official SNS, and official videos, the contents written on the bulletin board, SNS and blogs on the Internet include information that is not our official announcement. Therefore, we basically refrain from responding to inquiries on these information as well.

IGNIS