

First Half of the Fiscal Year Ending June 30, 2020  
(FY6/20)

# Results of Operations



February 17, 2020

Smartvalue Co., Ltd. (Securities code: 9417)

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# Today's Presentation

1H FY6/20 Financial Results

1H FY6/20 Overview by Business Segment

Mobile Business Sale Extraordinary Income and Forecast Revision

Growth Strategy for Medium/Long-term Growth of Corporate Value

Dividend Policy

# 1H FY6/20 Consolidated Financial Results

# 1H FY6/20 Highlights

**Consistently strong performance of digital government and mobility IoT**, the two growth engines of the Cloud Solutions segment

Software development subsidiary North Detail Co., Ltd. is helping strengthen development operations as planned, but **performance was not enough to offset goodwill amortization**

**The performance of car solutions**, the merchandise sales component of mobility services, **fell short of the plan because of intense competition**

In the Mobile segment, **sales and profit** of the mobile data communication hardware sales agent business **fell sharply as the sales volume was down significantly** in an extremely competitive environment

As a result, as has been announced, **the decision was made to sell the mobile data communication hardware sales agent business** at the end of the third quarter

**The Cloud Solutions non-consolidated operating profit was 22.8% higher than one year earlier** but consolidated operating profit decreased mainly because of goodwill amortization associated with a subsidiary.

**Mobile sales and profit were down sharply** and sales agent business of this segment will be sold at the end of the third quarter.

Total consolidated first half **sales and profit were both below the forecast.**

# 1H FY6/20 Highlights

Cloud Solutions Segment



Digital Government



Mobility Services



Mobility IoT



Car Solutions



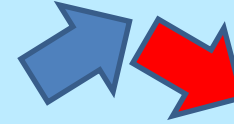
Mobile Segment



North Detail



Due to the partial  
amortization of  
goodwill



The prior-year operating profit  
comparison for North Detail  
includes goodwill amortization

Consolidated performance



# 1H FY6/20 Statement of Income (YoY Change)

(Millions of yen)

	1H FY6/20 Results (Non-consolidated)	1H FY6/19 Results*	YoY change (%)
Net sales	<b>3,223</b>	3,734	86.3%
Cloud Solutions	<b>1,768</b>	1,860	95.1%
Mobile	<b>1,454</b>	1,874	77.6%
Operating profit	<b>(13)</b>	62	-21.2%
Cloud Solutions	<b>103</b>	84	122.8%
Mobile	<b>141</b>	205	69.0%
Corporate expenses	<b>(258)</b>	(226)	113.9%
Ordinary profit	<b>(3)</b>	68	-4.9%
Profit	<b>(14)</b>	42	-33.4%

Digital government and mobility IoT, the growth engines of this segment, are performing well; operating profit up 22.8% on a non-consolidated basis (see note below)

Big decline in operating profit because of heated competition

\* Smartvalue began preparing consolidated financial statements in the third quarter of FY6/19. Non-consolidated 1H FY6/20 profit are used here to allow an equivalent prior-year comparison.

# 1H FY6/20 Consolidated Statement of Income (Vs. Initial Forecast)

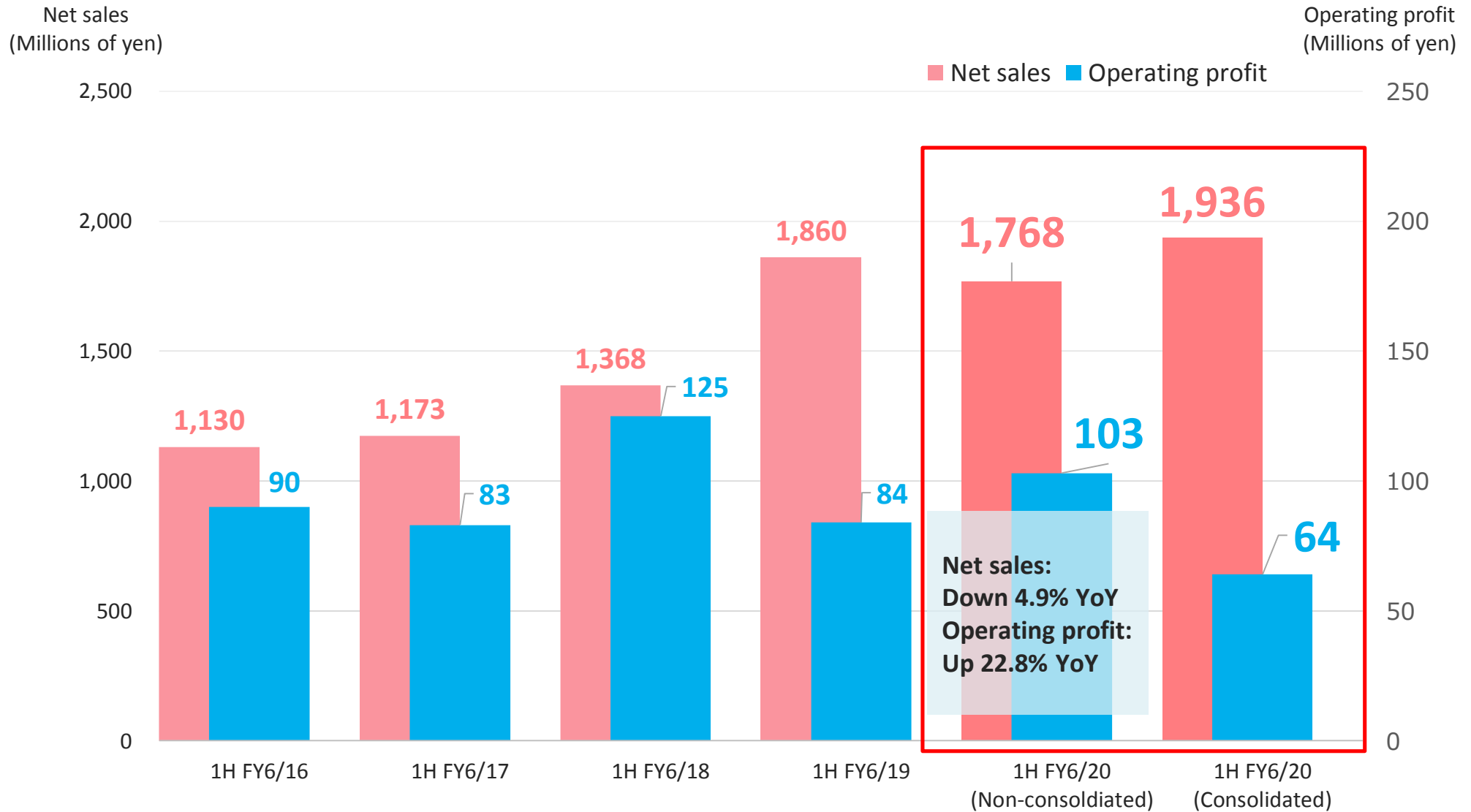
Steady growth of Cloud Solutions continued but there were big declines in Mobile sales and profit, including the impact of North Detail goodwill amortization

(Millions of yen)

	1H FY6/20 Results (Consolidated)	1H FY6/20 Forecast (Consolidated)	YoY change
Net sales	<b>3,391</b>	3,648	-256
Cloud Solutions	<b>1,936</b>	-	-
Mobile	<b>1,454</b>	-	-
Operating profit	<b>(52)</b>	(18)	-34
Cloud Solutions	<b>64</b>	-	-
Mobile	<b>141</b>	-	-
Corporate expenses	<b>(258)</b>	-	-
Ordinary profit	<b>(47)</b>	(17)	-29
Profit attributable to owners of parent	<b>(64)</b>	(22)	-42

\* The Board of Directors approved a revised consolidated forecast on February 14, 2020. Information about this forecast is on page 25.

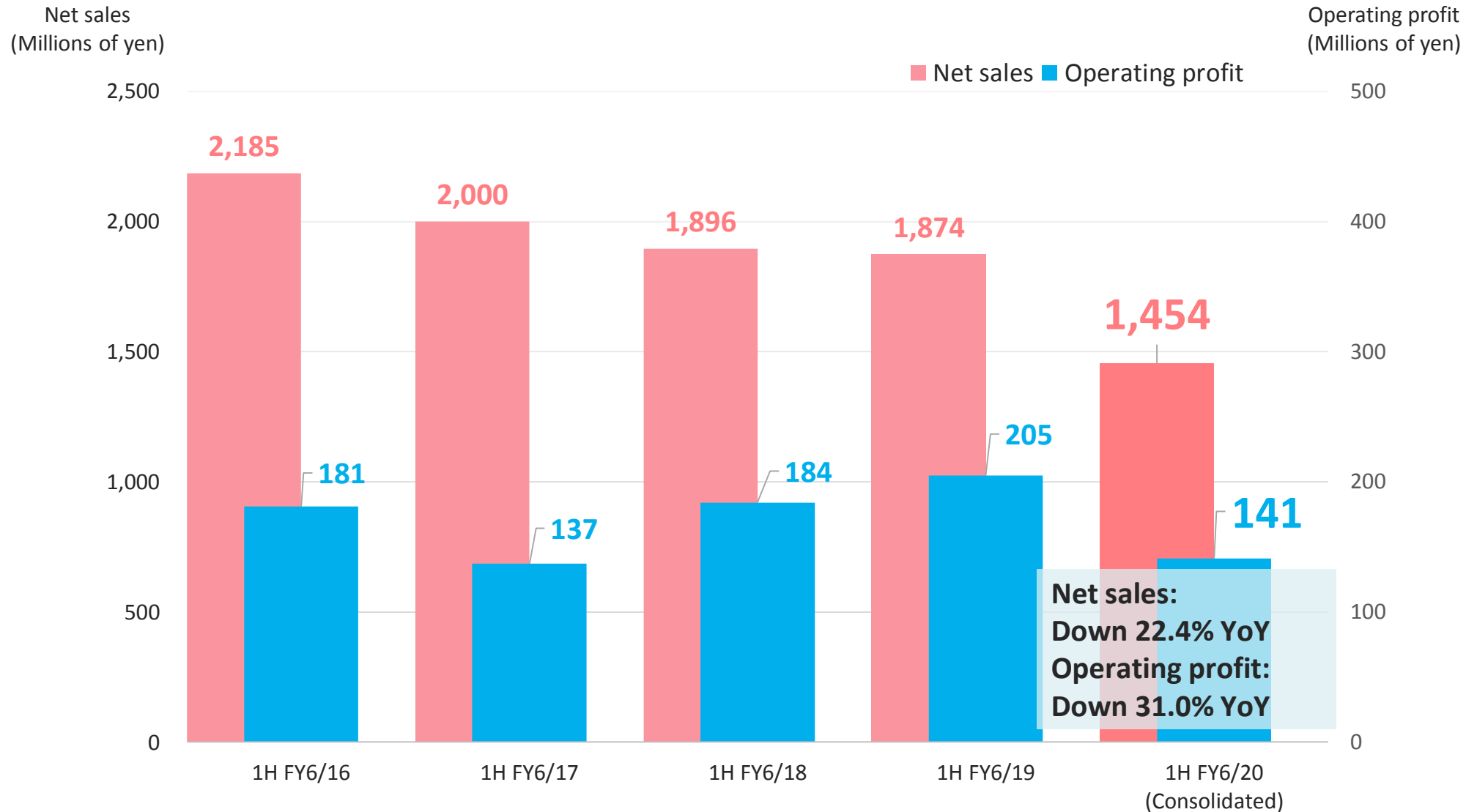
# 1H FY6/20 Cloud Solutions Business: Sales and Operating Profit



\* All figures are non-consolidated other than 1H FY6/20 because Smartvalue began preparing consolidated financial statements in the third quarter of FY6/19. Prior-year comparisons use non-consolidated 1H FY6/20 sales and profit.



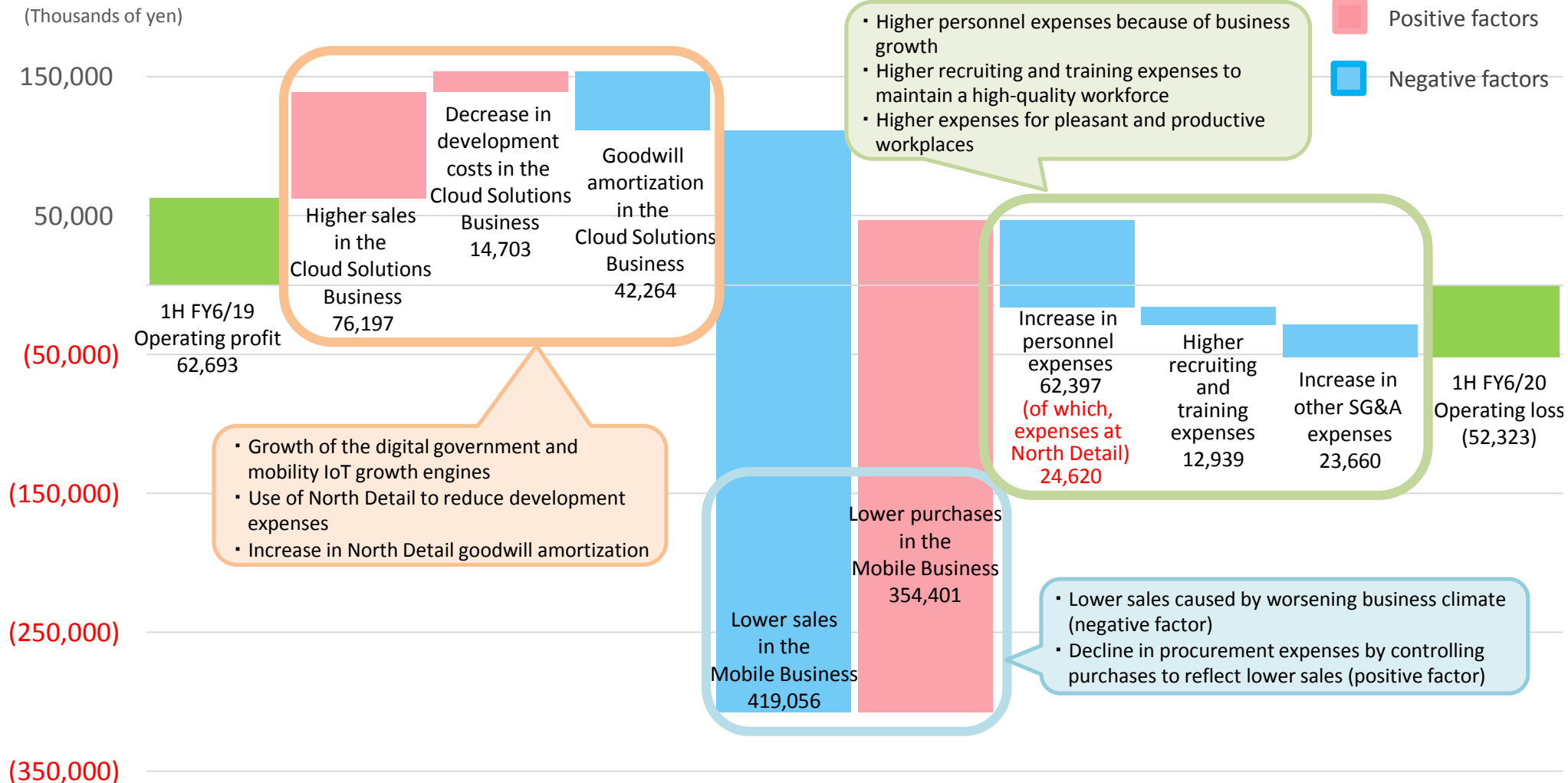
# 1H FY6/20 Mobile Business: Sales and Operating Profit



\* Consolidated figures are used for 1H FY6/20 sales and profit and prior-year comparisons because consolidated and non-consolidated figures are the same in this segment.

# 1H FY6/20 Changes in Operating Profit

- Cloud Solutions sales increased due to expansion into new business domains. Mobile sales decreased due to challenging market conditions.
- Expenses increased because of up-front investments in people, equipment and other items.



\* Smartvalue began preparing consolidated financial statements in the third quarter of FY6/19.

Non-consolidated figures are used for 1H FY6/19.

# 1H FY6/20 Consolidated Balance Sheet

Increases in capital expenditures and software development expenditures for more growth

(Millions of yen; %)

		FY6/19 Results		1H FY6/20 Results (Consolidated)			Major items
		Amount	Comp.	Amount	Comp.	Change	
Assets	Current assets	2,081	46.4	<b>1,754</b>	<b>40.5</b>	<b>-327</b>	<ul style="list-style-type: none"> <li>• Payments for capital expenditures and software development</li> <li>• Payments of guarantee deposits due to head office relocations</li> </ul>
	Non-current assets	2,405	53.6	<b>2,577</b>	<b>59.5</b>	<b>171</b>	<ul style="list-style-type: none"> <li>• Increase in payments for capital expenditures and software development due to business growth</li> </ul>
	Total assets	4,487	100.0	<b>4,331</b>	<b>100.0</b>	<b>-156</b>	
Liabilities and net assets	Current liabilities	781	17.4	<b>781</b>	<b>18.0</b>	<b>0</b>	<ul style="list-style-type: none"> <li>• Increase in income taxes payable</li> <li>• Transfer of head office relocation asset retirement obligations (non-current) to current liabilities</li> </ul>
	Non-current liabilities	93	2.1	<b>66</b>	<b>1.5</b>	<b>-26</b>	<ul style="list-style-type: none"> <li>• Transfer of head office relocation asset retirement obligations (non-current) to current liabilities</li> </ul>
	Total liabilities	874	19.5	<b>848</b>	<b>19.6</b>	<b>-26</b>	
	Total net assets	3,613	80.5	<b>3,483</b>	<b>80.4</b>	<b>-130</b>	Dividend payments First half net loss
	Total liabilities and net assets	4,487	100.0	<b>4,331</b>	<b>100.0</b>	<b>-156</b>	

# 1H FY6/20 Consolidated Statement of Cash Flows

Up-front investments in new business domains and expenditures for workplace environment improvements  
(Millions of yen)


	FY6/19 Results	1H FY6/20 Results (Consolidated)	Major items
Cash flows from operating activities	174	<b>167</b>	Positive factor: Depreciation and goodwill amortization Negative factor: First half loss
Cash flows from investing activities	(1,766)	<b>(354)</b>	Negative factors: Purchase of software assets Payments of leasehold and guarantee deposits due to head office relocations
Cash flows from financing activities	(83)	<b>(76)</b>	Positive factor: Proceeds from disposal of treasury shares Negative factors: Cash dividends paid Repayments of lease obligations
Net increase (decrease) in cash and cash equivalents	(1,675)	<b>(263)</b>	
Cash and cash equivalents at beginning of period	2,380	<b>705</b>	
Cash and cash equivalents at end of period	705	<b>442</b>	


# 1H FY6/20 Overview by Business Segment


# Business Objective Progress Report


- 1** Become more profitable! More ICT!  
The decision to sell the merchandise sales and agency business will allow focusing resources on Cloud Services, a sector with the potential for higher profitability. Business IT system replacement is expected to increase productivity. Shifting emphasis to sales activities for the most efficient and profitable activities of the Cloud Services Business.
- 2** Medium-term business plan (goal is 800 million yen operating profit in FY6/22)  
Operating profit may decrease due to the sale of the mobile phone sales agent business.
- 3** Businesses for creating digital communities  
Preparing for a smart city project; building a base for data-driven community creation centered on GaaS. Successfully added personal identification number links.
- 4** Automobile-as-a-service business  
Announced a joint car sharing business centered on Smartvalue's Kuruma Base platform with Suzuki Motor Corporation and Marubeni Corporation; there are many other projects in this business sector too.
- 5** Improve the workplace environment  
The 2020 head office relocation will give Smartvalue a productive office with all business units in a single location. Continuing initiatives for "smart work."


# Progress Report for Key Elements of the FY6/20 Plan


- 1 Higher sales and profit** 

Sales and profit down in the first half mainly due to the big declines in the Mobile segment. FY6/20 sales will decrease because of the sale of the Mobile segment sales agent business but profit attributable to owners of parent will increase significantly due to the gain on this sale.
- 2 Cloud Solutions sales up 29.9% and profit up 73.6%** 

Based on first half performance, the initial plan for FY6/20 will not be achieved but expect increases of 17.4% for sales and 43.8% for the profit.
- 3 Mobile sales down 19.1% and profit down 9.4%** 

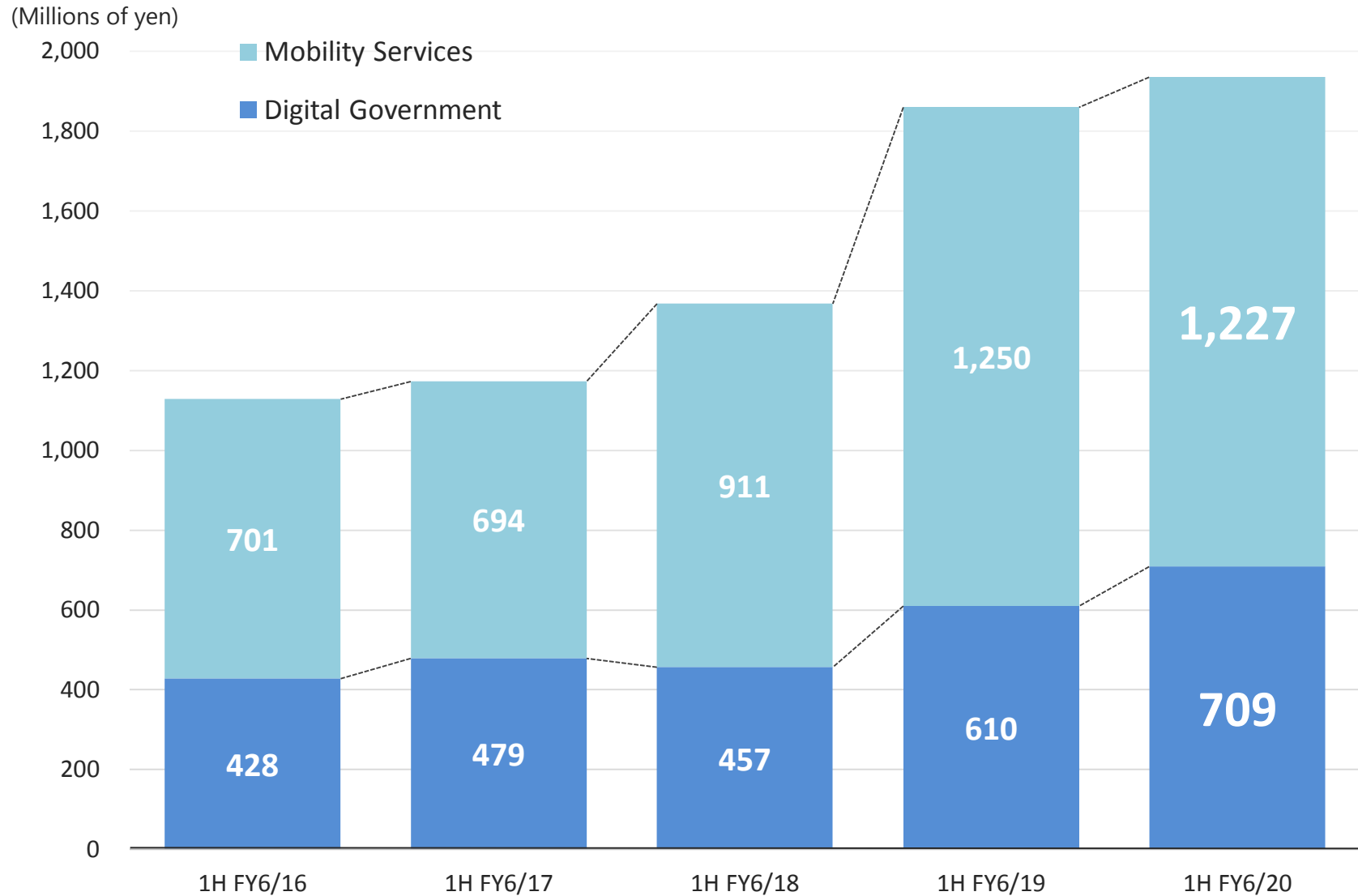
First half sales were down 22.4% and profit was down 31.0%.
- 4 Planning on growth of 151% for mobility IoT** 

First half sales were up 138.3%.
- 5 Major contracts for digital government up from 531 to 672** 

Contracts increased by 43 to 574 contracts in the first half and using a strategy of not seeking small, low-margin contracts.
- 6 More expenses to improve workplaces (head office relocation, personnel expenses, etc.)** 

April 2020 relocation of the head office.  
Higher corporate administrative expenses due to increase in personnel expenses.

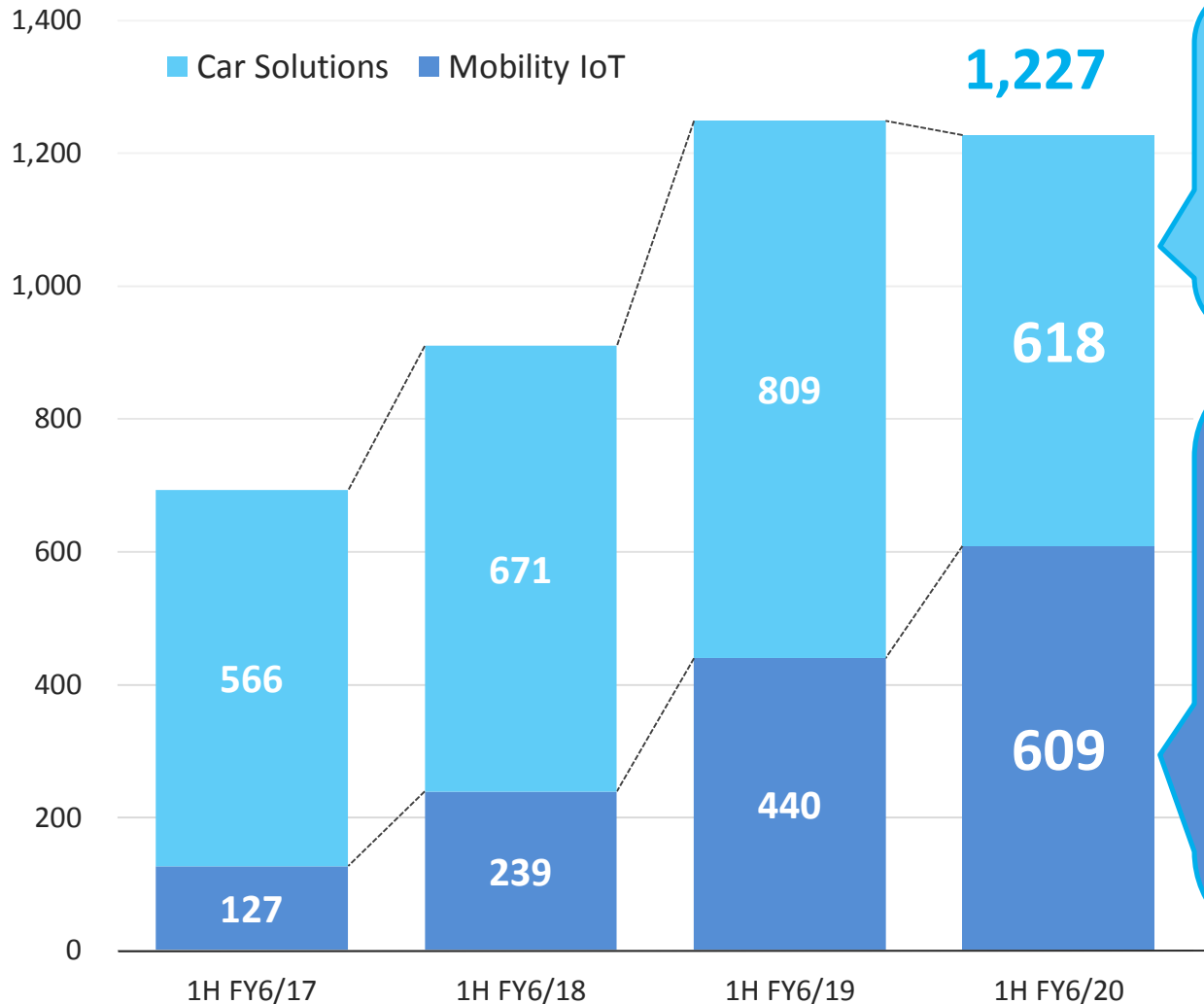
# 1H FY6/20 Cloud Solutions Sales by Business Category





# 1H FY6/20 Mobility Services Sales by Business Category

(Millions of yen)



## ■ Car solutions

*Down 23.7% YoY*

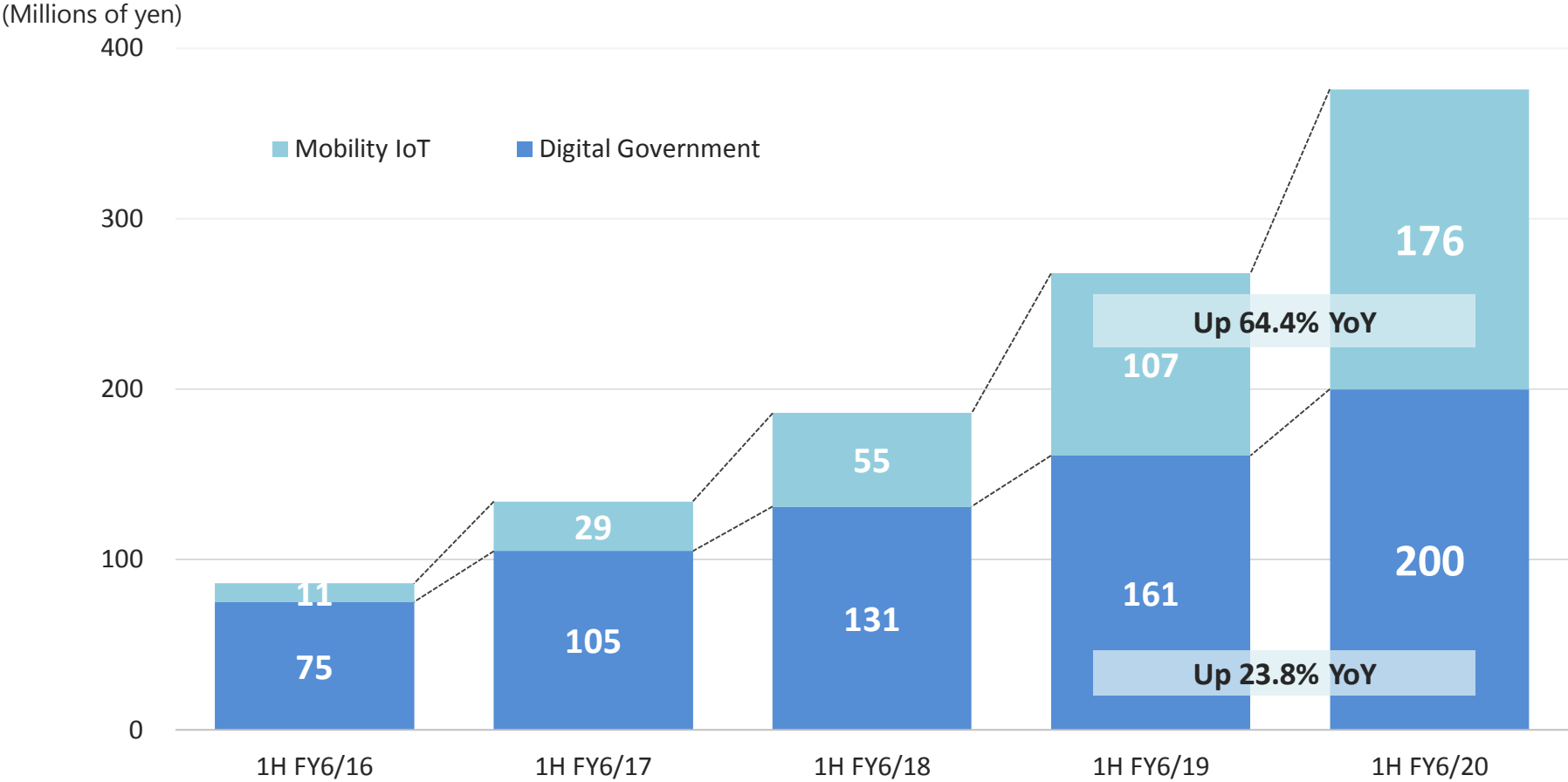
Prices are declining in this market mainly because of intense competition

## ■ Mobility IoT

*Up 38.3% YoY*

Big increase in sales volume of hardware for the CiEMS 3G mobility IoT service that was much higher than growth one year earlier, backed by the increasing use of Mobility-as-a-Service and electric vehicles

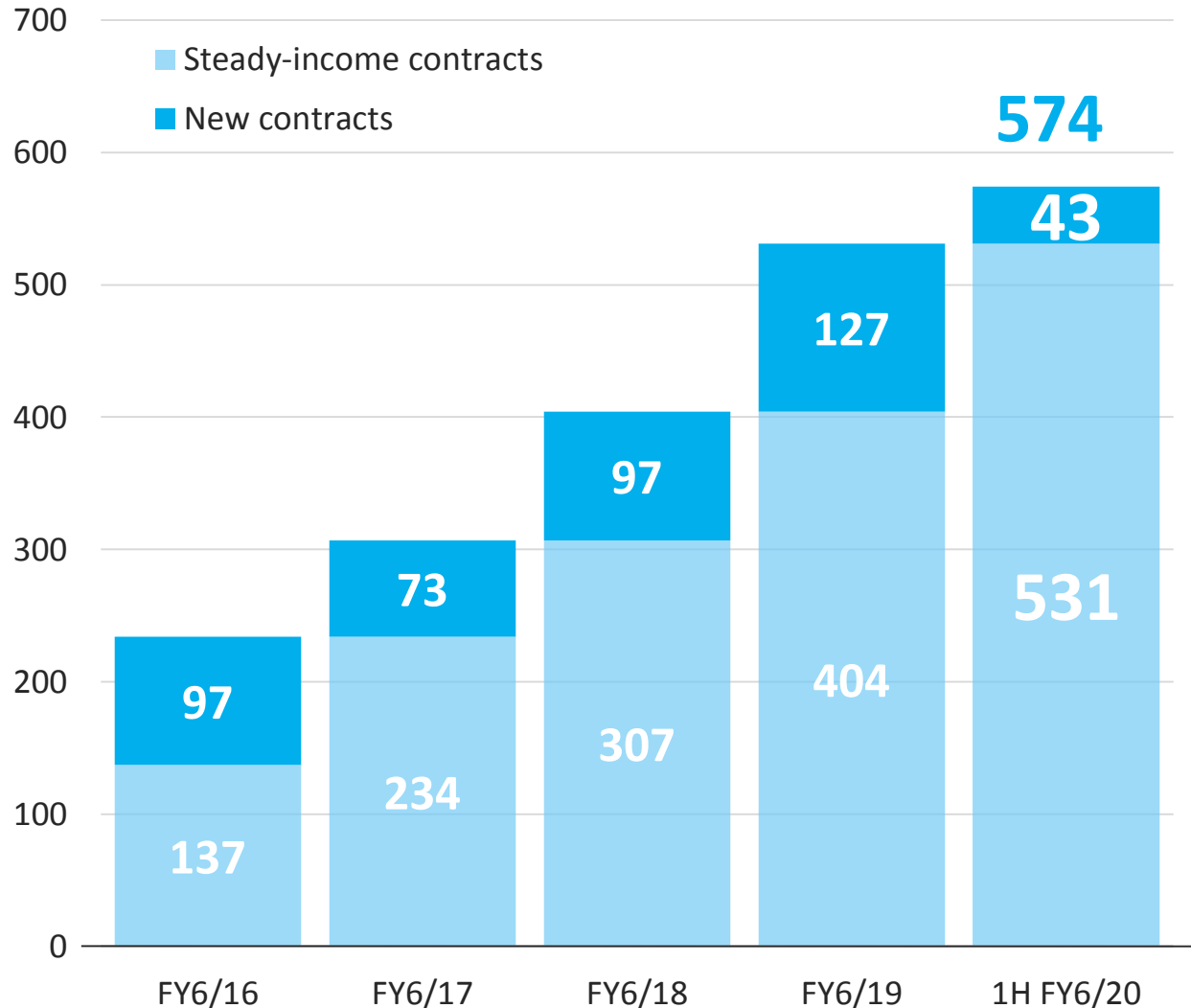
# 1H FY6/20 Growth of Steady Income for Major Cloud Services



\* Smart L-Gov, the CiMES Series, Kuruma Base and other services are positioned as growth engines for the digital government and mobility services cloud IoT service categories in the Cloud Solutions Business. This graph shows only steady income (fixed monthly payments) in the mobility IoT and digital government categories.

# 1H FY6/20 Growth of Steady-income Contracts for Digital Government

(Number of contracts)



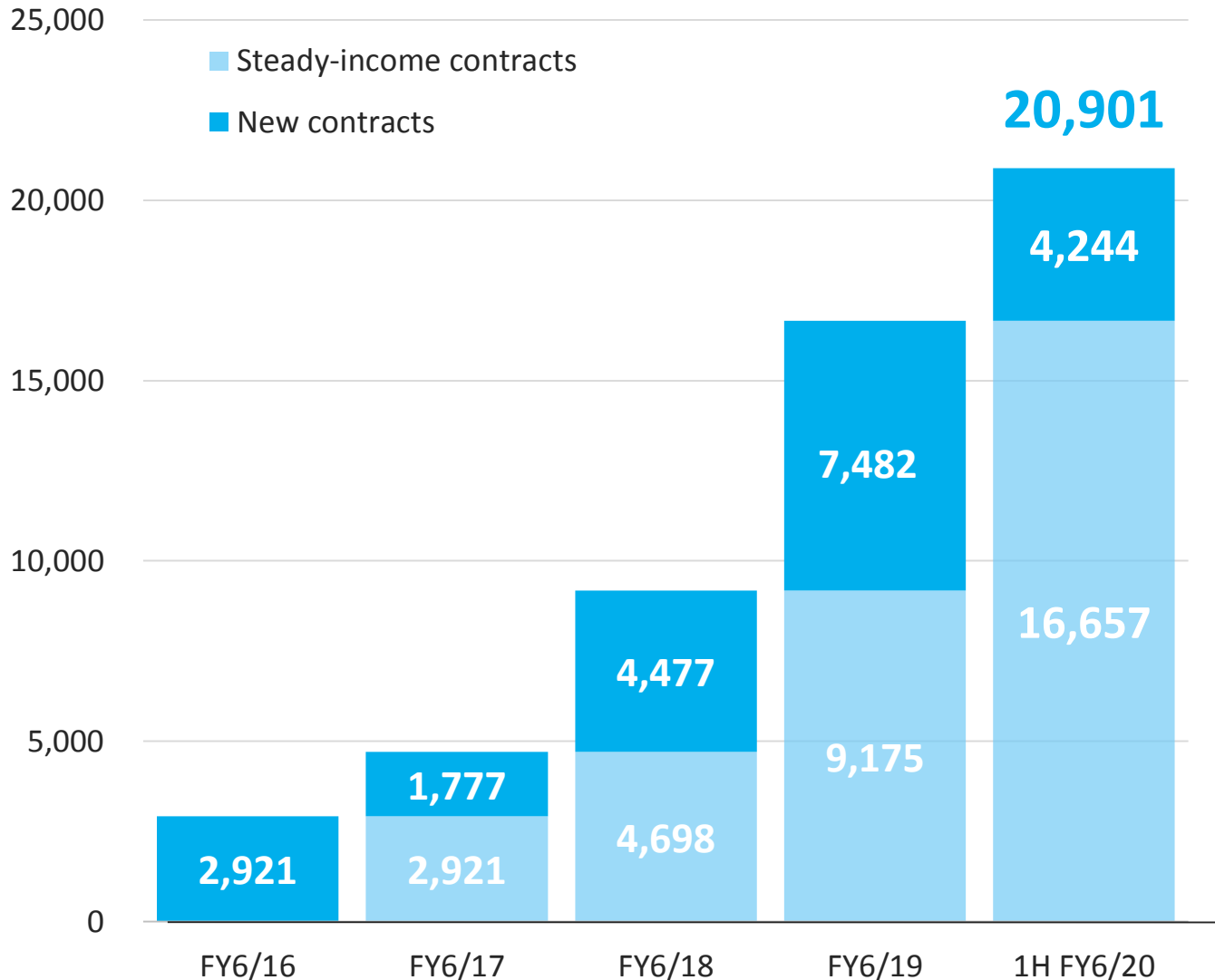
**1H FY6/20  
Number of  
contracts  
574**

## ■ Digital Government

The number of contracts is increasing steadily for Smart L-Gov, a cloud solution for the distribution of information by local governments. Strategically avoiding small contracts because of the low efficiency of the required work.

# 1H FY6/20 Growth of CiEMS Series Contracts for Mobility Services

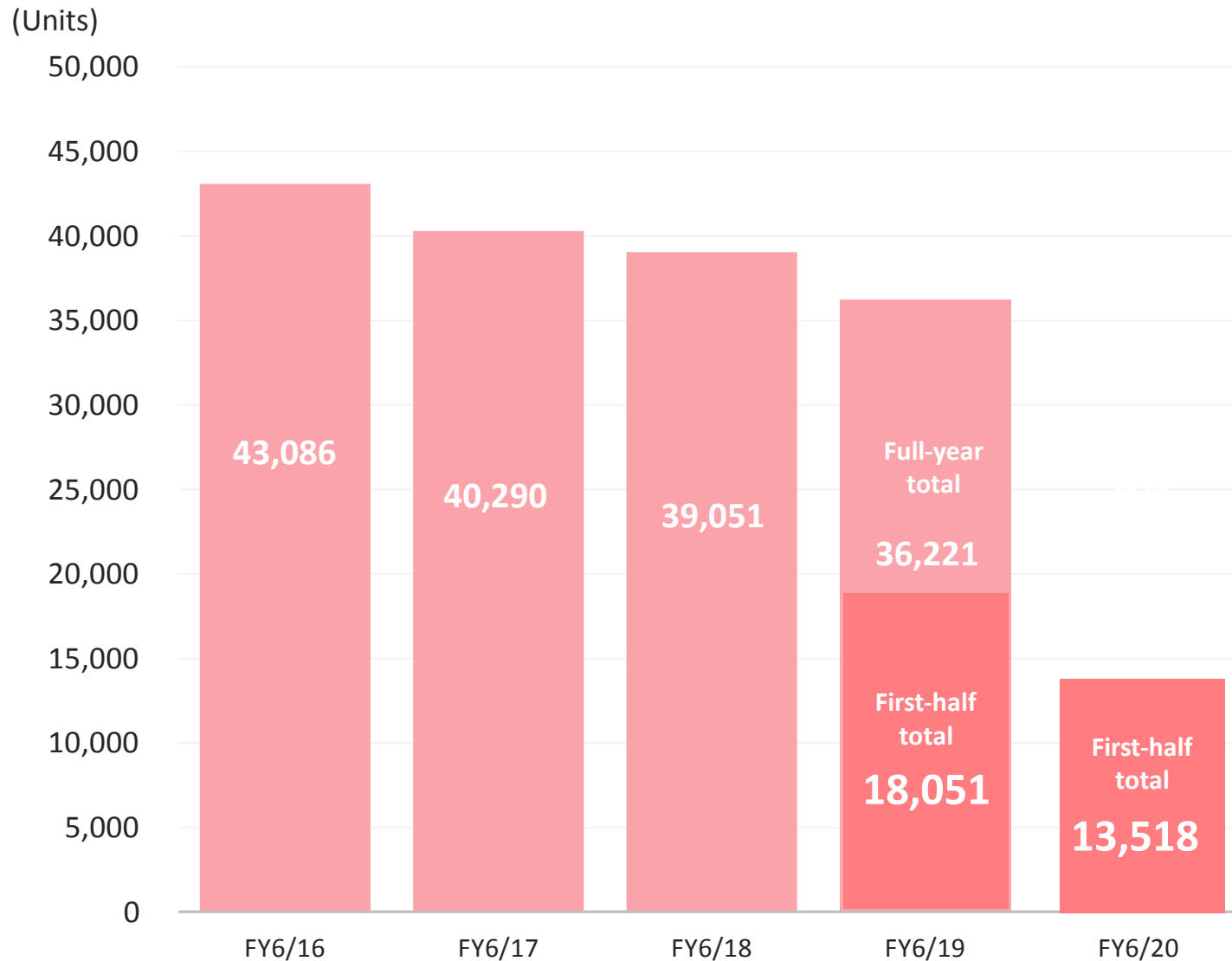
(Number of contracts)



**1H FY6/20  
Number of  
contracts  
20,901**

A big increase in hardware sales for the CiEMS 3G mobility IoT service

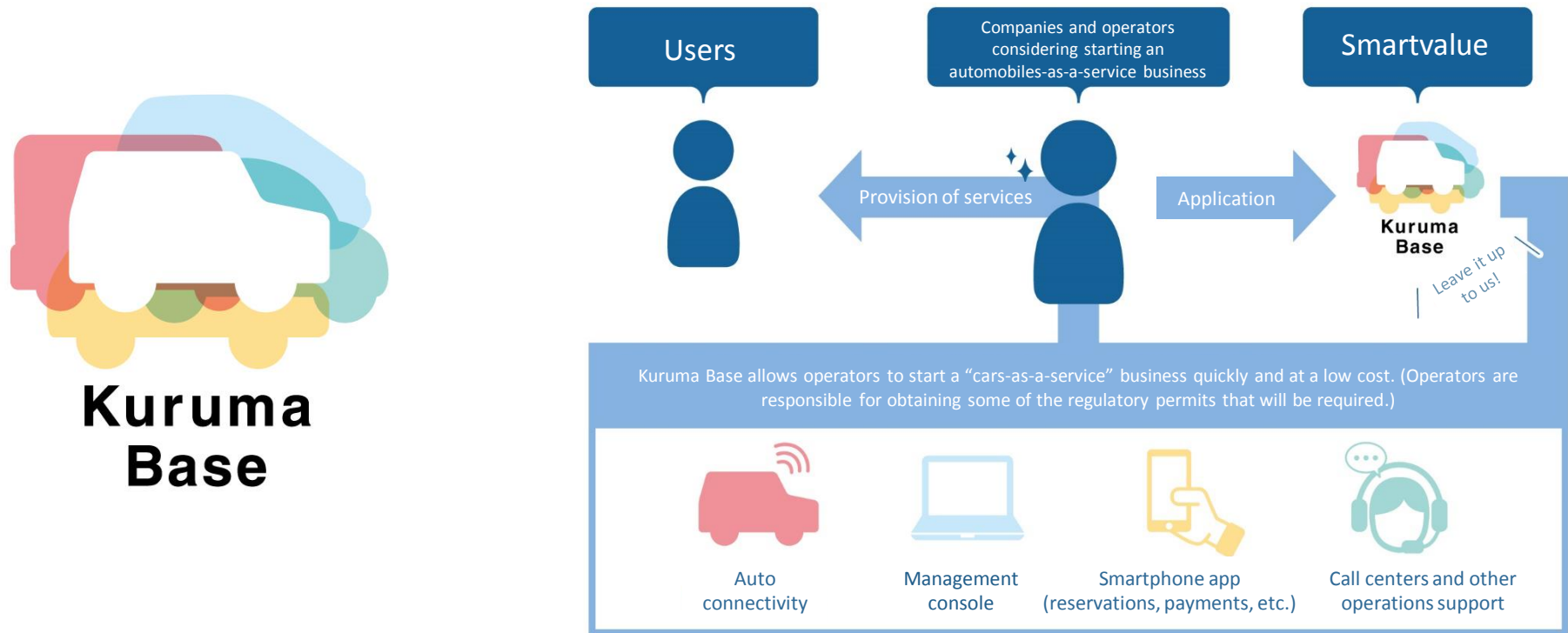
# 1H FY6/20 Number of Mobile Devices Sold



**Down  
25.1%**

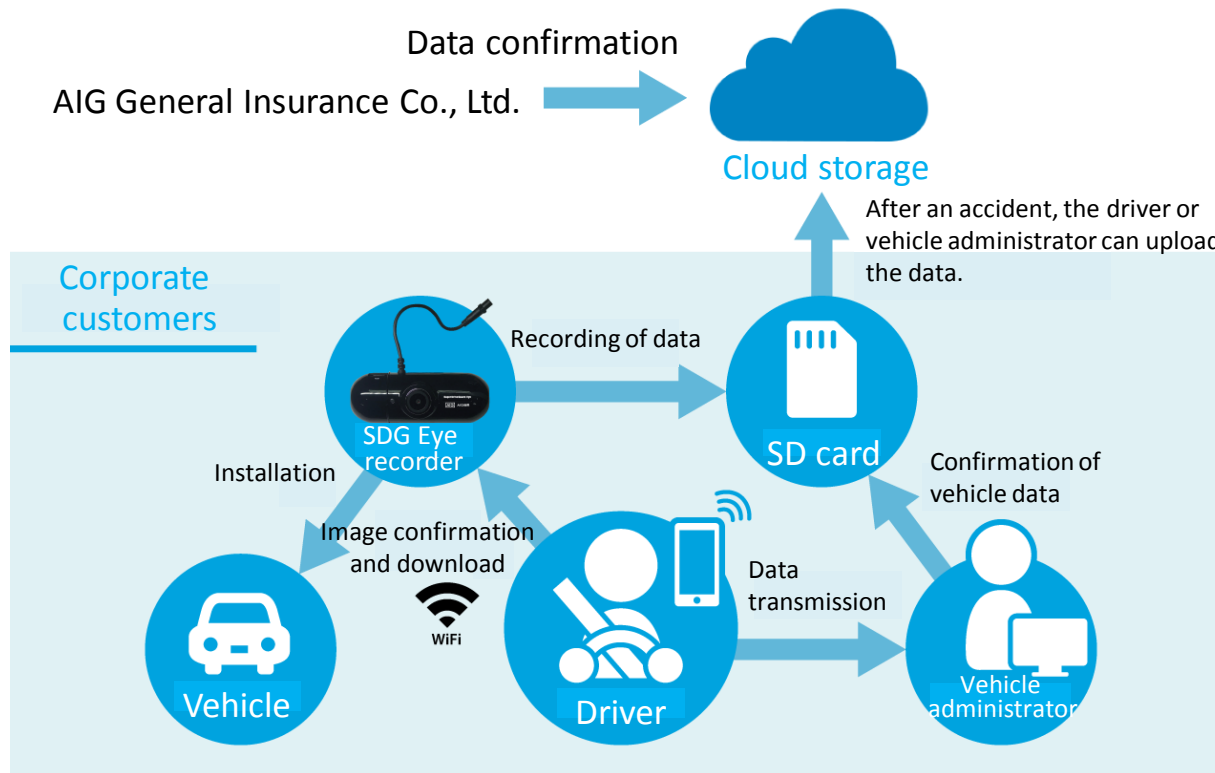
**Vs. 1H FY6/19**

## Smartvalue, Suzuki Motor and Marubeni sign car sharing service demonstration test contract



This suburban car sharing service demonstration test will use the parking areas of a Suzuki automobile dealer and a car sharing service, both in the Osaka city of Toyonaka.

## Launch of Super Drive Guard Eye (SDG Eye) for the safe and quick confirmation of damage



On December 1, 2019, AIG General Insurance started offering its customers SDG Eye, a driving recorder with a smartphone link.

## Development of identity confirmation app using personal ID number cards

▼ Possible use of the ID confirmation app with Government as a Service



▼ ID confirmation using personal ID number card



Safe and reliable ID confirmation using a personal ID number card makes possible digital government in which people can receive a variety of government services by using a smart device.

This may also contribute to the use of personal ID number cards and the “my number reward point program” that uses these cards.

Register for use of points and local currencies

Procedures and applications using the internet

Entry to buildings and use of mobility services

Linked with the GaaS resident ID platform, which was announced in May 2019, for the ID confirmations that are essential for receiving government services and performing government procedures using the internet.



# Use of AI in the website of the village of Tokai in Ibaraki prefecture

## The village website gives visitors AI recommendations

The website uses AI to recommend information to visitors based on their search and viewing histories and the contents of the website.

3年間

People who view this page often view these pages too

- 久慈川について知りたい。
- 災害時の避難所はどこですか?
- ほかの学区の学校に通いたいのですが、どうすればいいですか?
- 介護保険料は納付書以外でも納める方法がありますか?
- 青少年のための電話・面接相談について

A tie-up with Silver Egg Technology Co., Ltd. was used for this local government website that uses AI to give visitors government service recommendations.

# FY6/20

## Posting of Extraordinary Income and Forecast Revision

#### ■ Sale of the mobile data communication hardware sales agent business

The Smartvalue Board of Directors approved a resolution on February 14, 2020 to sell the mobile data communication hardware sales agent business to Helios Net Corporation (Head office: Koshida Bldg. 5F, 2-15-21 Takanawa, Minato-ku, Tokyo; President: Tsuyoshi Miyazaki).

#### ■ Sale price

The price is not disclosed in accordance with the wishes of Helios Net Corporation. The price was determined by Smartvalue and Helios Net based on performance in the prior fiscal year, estimates of future performance and other items.

#### ■ Extraordinary income

Smartvalue plans to record extraordinary income of about 1,500 million yen, which is the gain on this sale after deducting expenses for ensuring the efficient transfer of the business to the new owner.

#### ■ Transfer of ownership

March 31, 2020 (plan)

#### ■ Reason for sale

The sale of smartphones and other mobile data communication products has become a mature market in Japan. One big change was the requirement to sell service plans and phones and other products separately, the result of the October 2019 enactment of the amended Telecommunications Business Act. As a result, the outlook for this business is uncertain. Smartvalue concluded that survival in this business, which will become even more competitive, will require the provision of a broad range of high-quality services. Providing these services requires skilled salespeople, strict legal compliance, sound recruiting and training programs, and other strengths.

The highest priorities of Smartvalue were the reduction of risk associated with this business and the restructuring of business operations. Increasing the focus of resources on carefully selected business fields is needed to increase corporate value. As a result, the decision was made to focus resources on Cloud Solutions in order to aim for more growth of this business. Following this sale, Smartvalue will channel resources primarily to Cloud Solutions due to its excellent prospects for growth.

# Summary of the FY6/20 Forecast Revisions

In the **digital government** category, existing services are **performing well** and steady-income is increasing.

The **mobility IoT** category is continuing to **perform well** as the steady-income contracts of the CiEMS Series increase and Kuruma Base and other platform services grow.

Mobility services first half sales and profit were down, but forecast **higher FY6/20 profit despite lower sales for car solutions**, the merchandise sales component of mobility services.

Expect subsidiary North Detail, which develops software, to **perform as expected in FY6/20, including a loss due to goodwill amortization**.

In the **Mobile** segment, forecast **big declines in sales and profit** because of a lower sales volume in the first nine months and the sale of the sales agent business of this segment at the end of the third quarter.

Forecast a **big increase in profit attributable to owners of parent** because of extraordinary income due to the sale of the mobile data communication hardware sales agent business.

# FY6/20 Full-year Earnings Forecast Highlights

Cloud Solutions Segment



Digital Government



Mobility Services



Mobility IoT



Car Solutions



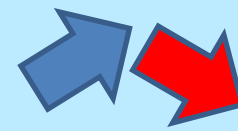
Mobile Segment



North Detail



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Consolidated performance

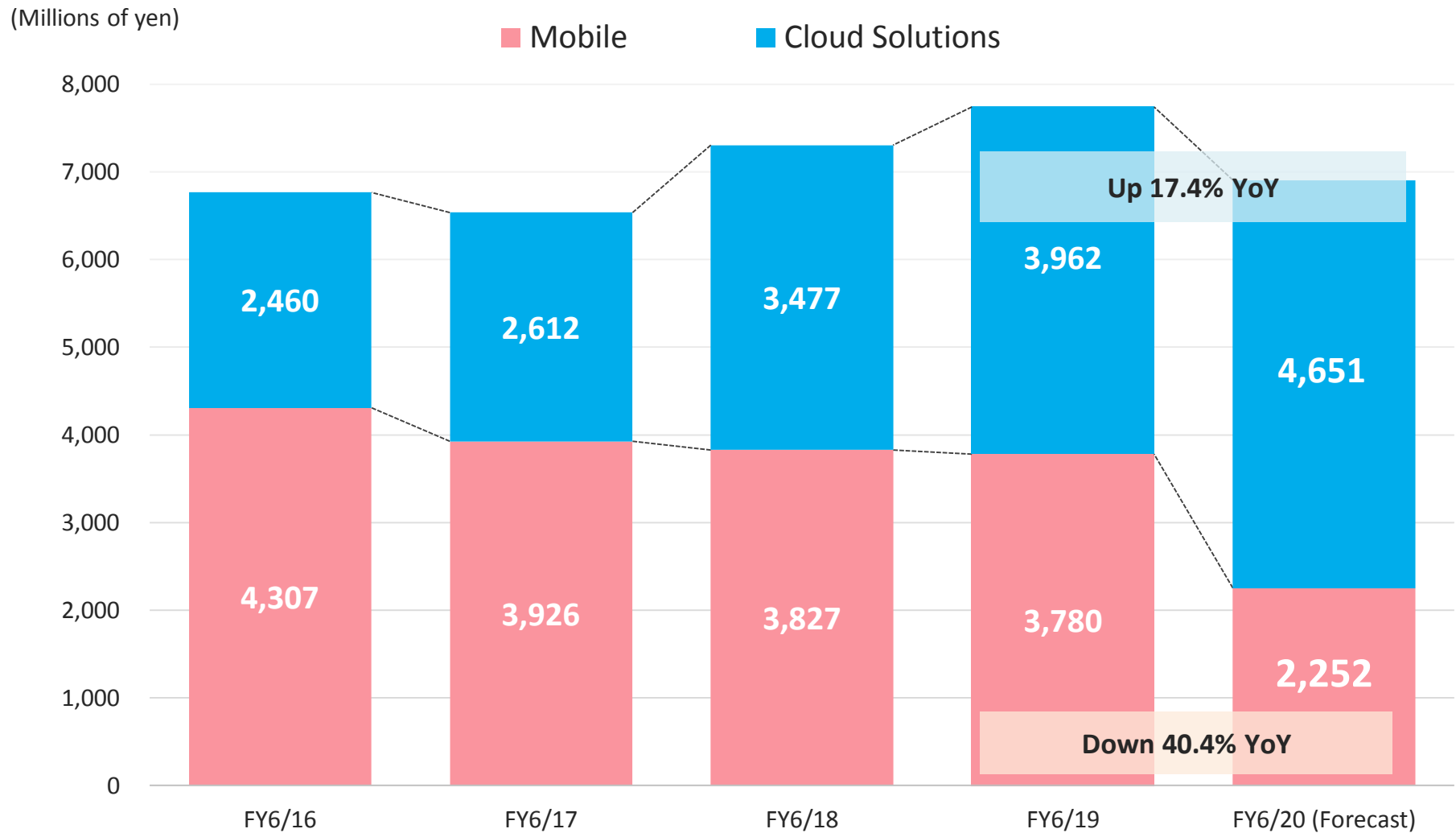


# Revision to FY6/20 Earnings Forecast

(Millions of yen)

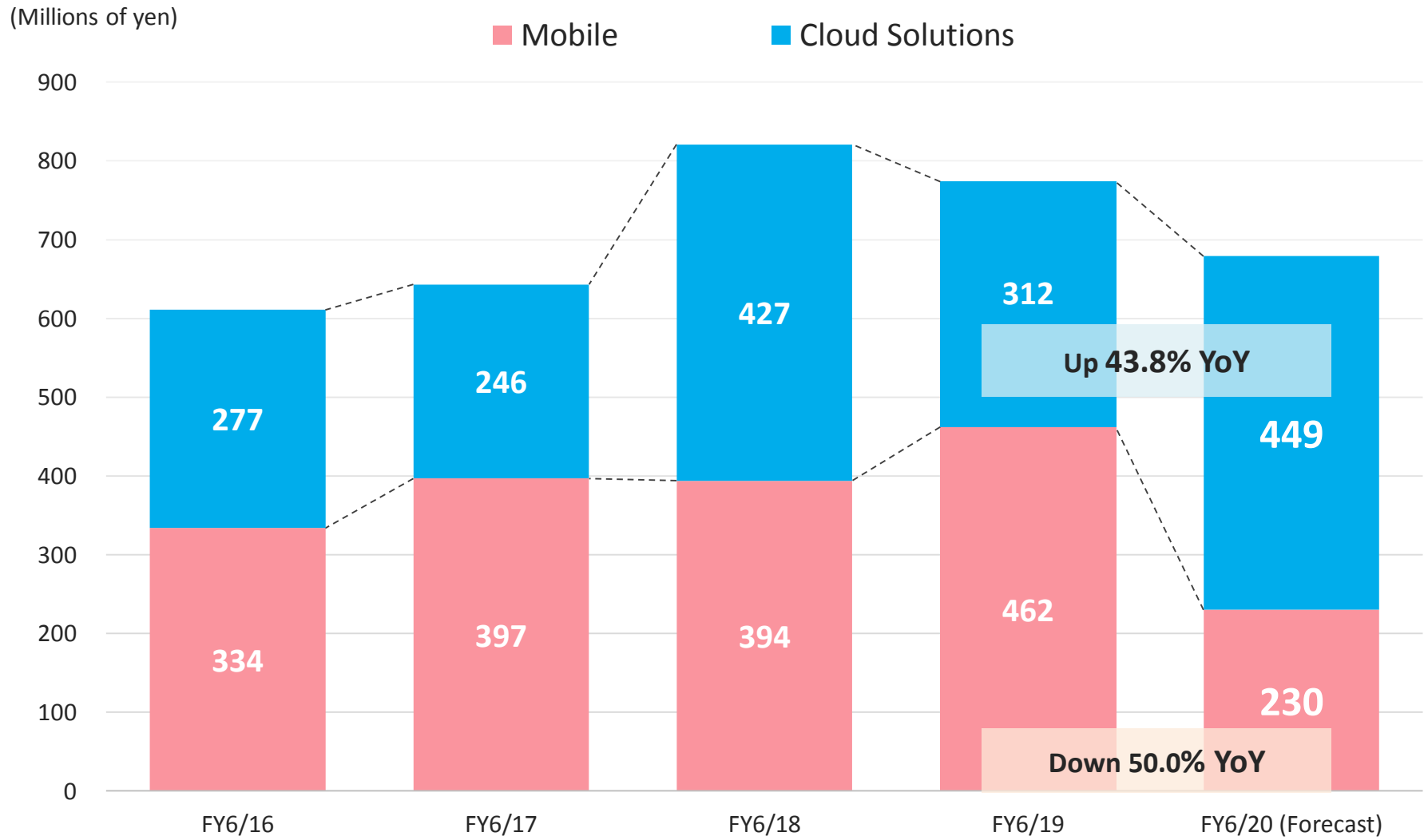
	FY6/19 Results (Consolidated)	FY6/20 Revised Forecast (Consolidated)				Initial Forecast
		1H FY6/20 Results	2H FY6/20 Forecast	<b>FY6/20 Forecast</b>	YoY Change	FY6/20 Forecast
Net sales	7,743	3,391	3,512	<b>6,904</b>	89.2%	8,204
Cloud Solutions	3,962	1,936	2,714	<b>4,651</b>	<b>117.4%</b>	5,147
Mobile	3,780	1,454	797	<b>2,252</b>	59.6	3,057
Operating profit	320	(52)	143	<b>91</b>	28.6%	356
Cloud Solutions	312	64	384	<b>449</b>	<b>143.8%</b>	542
Mobile	462	141	89	<b>230</b>	50.0%	418
Corporate expenses	(454)	(258)	(330)	<b>(587)</b>	129.3%	(604)
Ordinary profit	344	(47)	149	<b>101</b>	29.5%	361
Extraordinary income (losses)	(41)	(7)	1,490	<b>1,482</b>	-	-
Profit (loss) attributable to owners of parent	193	(64)	1,094	<b>1,029</b>	<b>531.6%</b>	222

# FY6/20 Revised Forecast of Sales by Business Segment

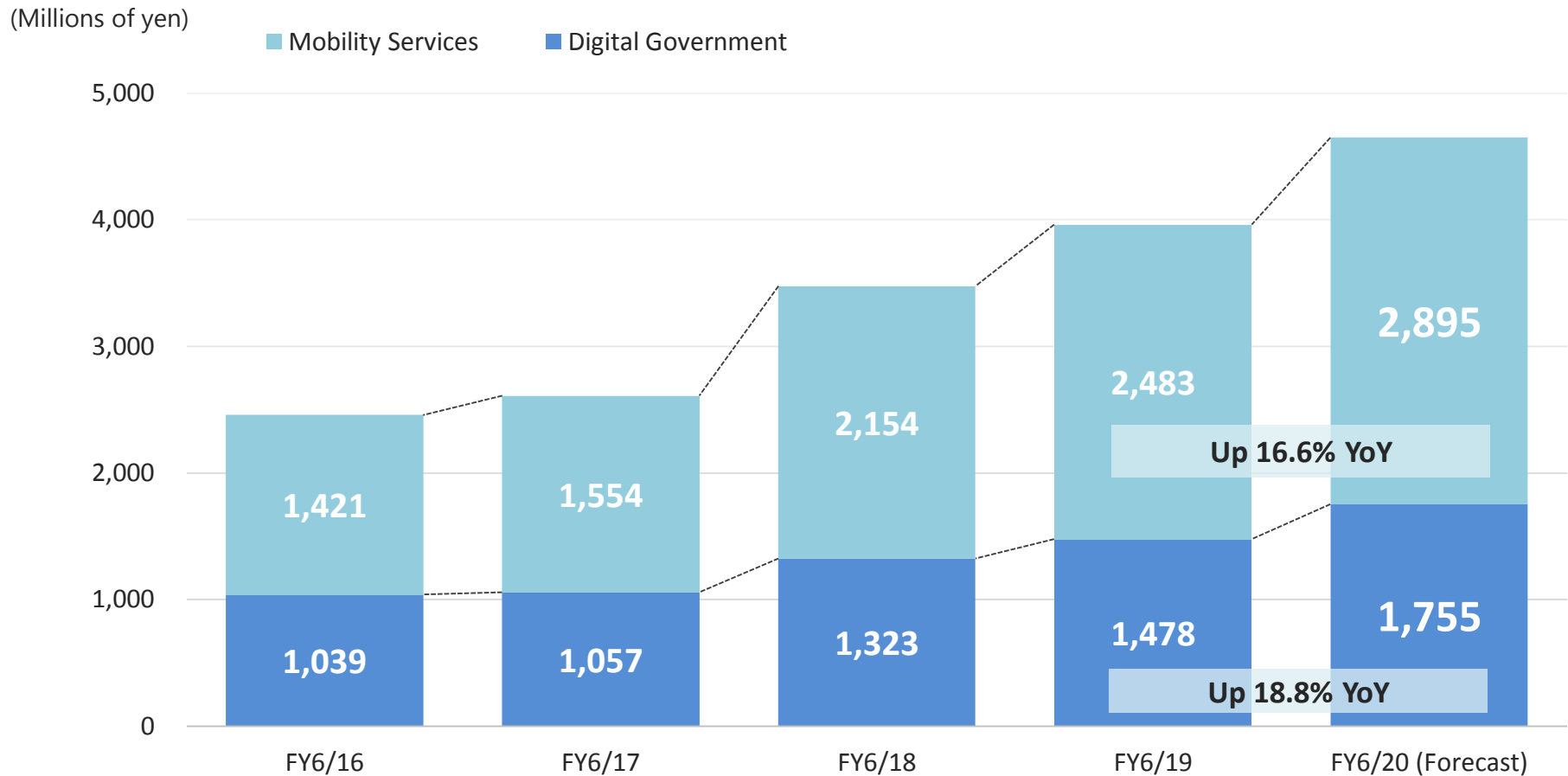




# FY6/20 Revised Forecast of Operating Profit by Business Segment



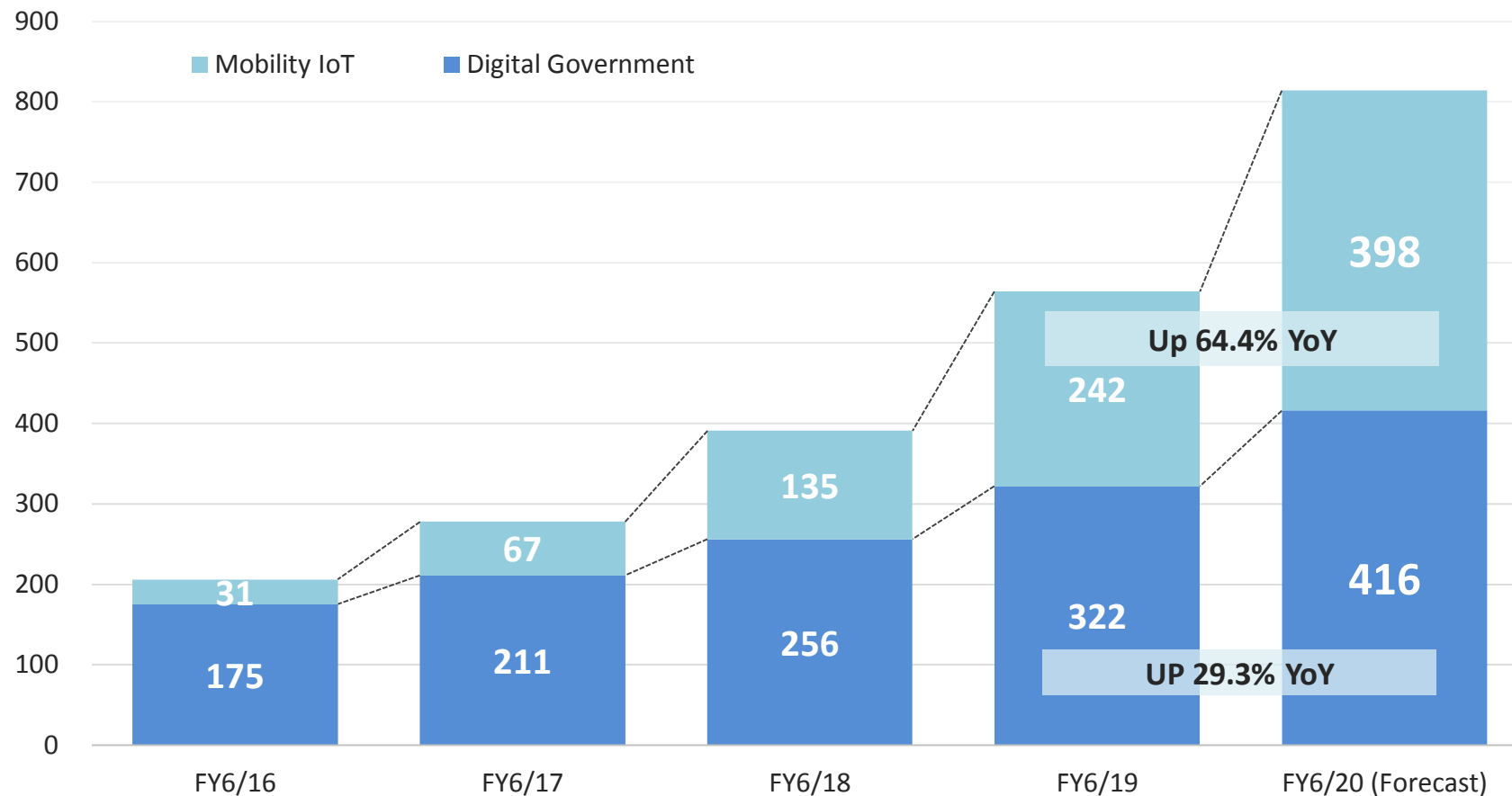
# FY6/20 Cloud Solutions Sales Forecast by Business Category



\* In the Cloud Solutions Business, the four previous business categories (local information cloud, mobility services, cloud platform, health care support) have been reorganized to create two categories: **digital government** and **mobility services**. The purpose is to communicate in a more suitable format the administrative categories and activities of this business, and to express the nature of business operations more clearly.

# FY6/20 Growth of Steady Income for Major Cloud Services

(Millions of yen)



\* Smart L-Gov, the CiMES Series, Kuruma Base and other services are positioned as growth engines for the digital government and mobility services cloud IoT service categories in the Cloud Solutions Business. This graph shows only steady income (fixed monthly payments) in the mobility IoT and digital government categories.

# Mobile Business Sale Extraordinary Income and Forecast Revision

## Basic Stance

- Operate as a company dedicated solely to Cloud Solutions
- Speed up mobility IoT activities for success in the new era of CASE (connected, autonomous, shared, electric)
- Focus on the digital government domain, including a new e-government model
- Increase profitability through the growth of steady income to generate earnings
- Make substantial new investments in the smart city sector using a broad perspective
- Expect a small reduction in the FY6/22 800 million yen operating profit goal of the previous medium-term business plan
- Create a realistic plan for the growth of operating profit to 2 billion yen

\* Revisions to the medium-term business plan are expected to be announced in August 2020.

# Moonshot Vision 2028

## Interaction and Breakthrough!

1. **Build an infrastructure** leading up to the 2028 100th anniversary **for more growth in the next 50 years!**
2. More progress with mobility services and the **consistent growth of steady income**
3. For digital government, focus on the open government concept, including **e-government**
4. Start a data-driven community creation project using the **smart city** concept
5. Create new community creation solutions for the age of **5G communications**
6. Participate in **Smart Venue®** (sustainable, multi-function sports and other public facilities)
7. For new businesses, **make many investments** and aim for substantial returns
8. **Establish alliances** that can utilize the strengths of other companies
9. More and stronger alliances for faster global growth
10. First steps involving energy and other fields to help **achieve zero emissions**
11. Design businesses that are exciting, have significant value and are socially responsible
12. Aim for **higher earnings** in FY6/21 **backed by strong growth using the new business structure consisting solely of the Cloud Business**
13. A firm commitment to **operating profit of 2 billion yen and market cap of 50 billion yen** by 2028

# Data-driven Social Systems Envisioned by Smartvalue



Use mobility for community optimization  
**Smart Mobility**

More excitement and enjoyment at sports arenas and stadiums  
**Smart Venue®**



Use of technology for creating sustainable communities  
**Digital Government**

A concept for new ways to invigorate cities  
**Smart City**

# Digital Government Linked to Social Systems

Local government cloud 2004–

Open government 2015–

Digital government 2018–

Society 5.0  
Create social systems!

Ubiquitous society

World's most advanced IT country declaration

Digital government action plan

Digital society, cyber physical systems



Strong growth as of 1H FY6/20!  
Promoting e-government and community creation to aim for more growth

Smart City and Smart Venue®

- Authentication technology, 5G, AI
- Cashless
- Sports fan engagement
- Zero emissions

Use data-driven community creation for more community interaction and energy

Government as a Service

- An ID platform for residents
- Authentication of personal ID number cards
- Online applications
- Local currencies, public service fee payments
- Reservations and ticketing
- Encryption and e-signatures
- AI/blockchain technology
- Data analysis

Digitalization of government services to create an ID platform for residents

Local government content management system (CMS)

E-mail distribution service for disaster readiness/crime prevention messages

- Cloud CMS
- Smartphone apps
- Open data
- J-Alert link

- LGWAN
- Health care
- SNS links
- Chatbot

- AI recommendations
- LINE links
- Content crawl
- Withstands disasters/malfunctions

Make SMART L-Gov an interface for government transparency

SMART L-Gov

Public internet data center



# Mobility Services – Scalable Platforms for the Age of CASE

Use of Smartvalue's Kuruma Tsunagu Platform and Kuruma Base as platforms for the provision of many types of services. Plan to utilize a massive volume of mobility data to expand and upgrade services.

## Vision

Low carbon society

Efficient business operations

No automobile accidents

Unrestricted mobility

## Key technologies

5G

AI

Society 5.0

Data analytics

Self-driving vehicles

## Projects



## Applications

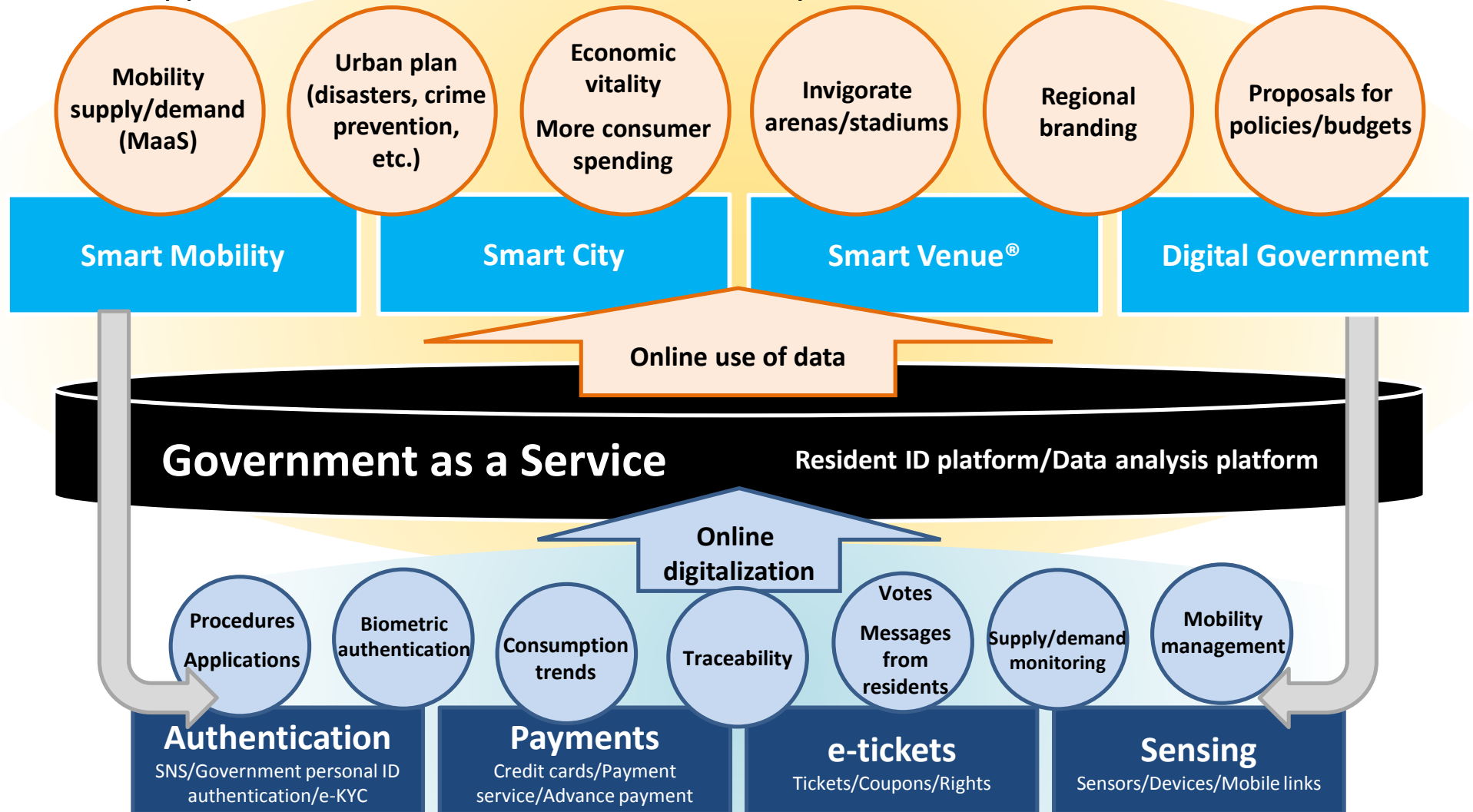


## Service platforms

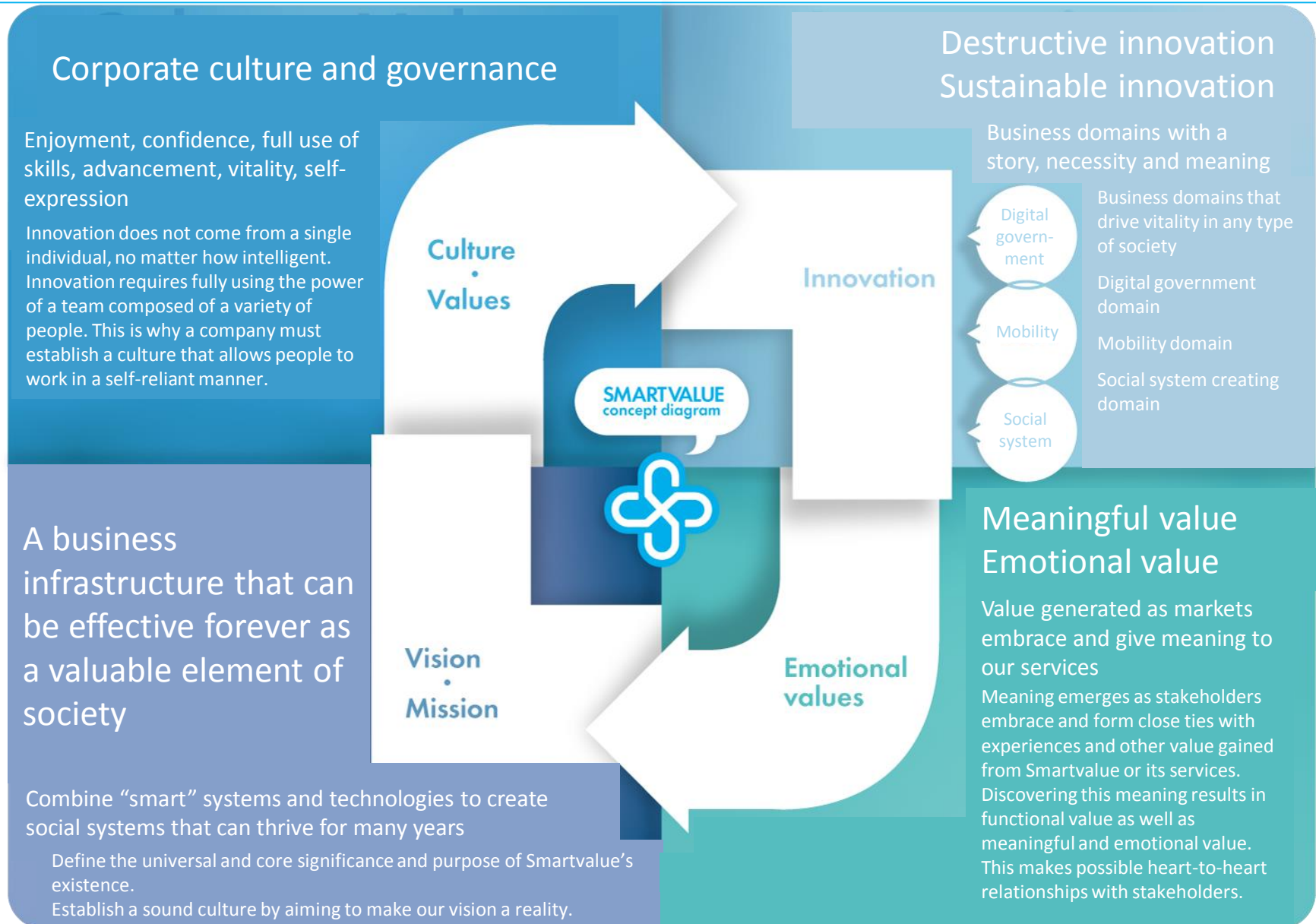


# The Data-driven Community Creation Platform

After designing the key incentive model needed for data collection, use data analysis for the creation of applications and services for community creation.



# FY6/20 Concept Diagram



*1928 – 2028*

## The 100th anniversary of our founding

We are now in our 91st year since our founding and our 25th year since the business takeover and business model shift.

By using the power of IoT, blockchain and other technologies with a focus on cloud services, we are determined to accomplish our mission of combining “smart” systems and technologies for the creation of social systems that can thrive for many years.

# Dividend Policy

# Dividend Policy: Shareholder Returns

## Basic policy on profit distribution

The basic policy is to pay a consistent and stable dividend while securing internal reserves necessary for future business growth and making business operations stronger.

## Year-end dividend and payout ratio

(Yen)

	FY6/15	FY6/16	FY6/17	FY6/18	FY6/19	FY6/20 (Plan)
Dividend per share*1	25.0	12.5	15.0 <small>Ordinary dividend: 12.5 Commemorative dividend: 2.5</small>	10.0 <small>Ordinary dividend: 6.25 Commemorative dividend: 3.75</small>	8.0	8.0
*2	3.125	3.125	3.75	5.0		
Payout ratio	16.1%	17.1%	18.7%	13.4%	41.1%	- *3

\*1. Smartvalue conducted a 2-for-1 common stock split on October 1, 2015, January 1, 2018 and July 1, 2018.

Dividend per share shows the actual amount before the stock splits.

\*2. Dividend per share shows the amount assuming that the stock splits had taken place at the beginning of FY6/15.

\*3. No payout ratio is shown for FY6/20 because Smartvalue is currently reexamining the forecast that was announced on February 14.

# Supplementary Information

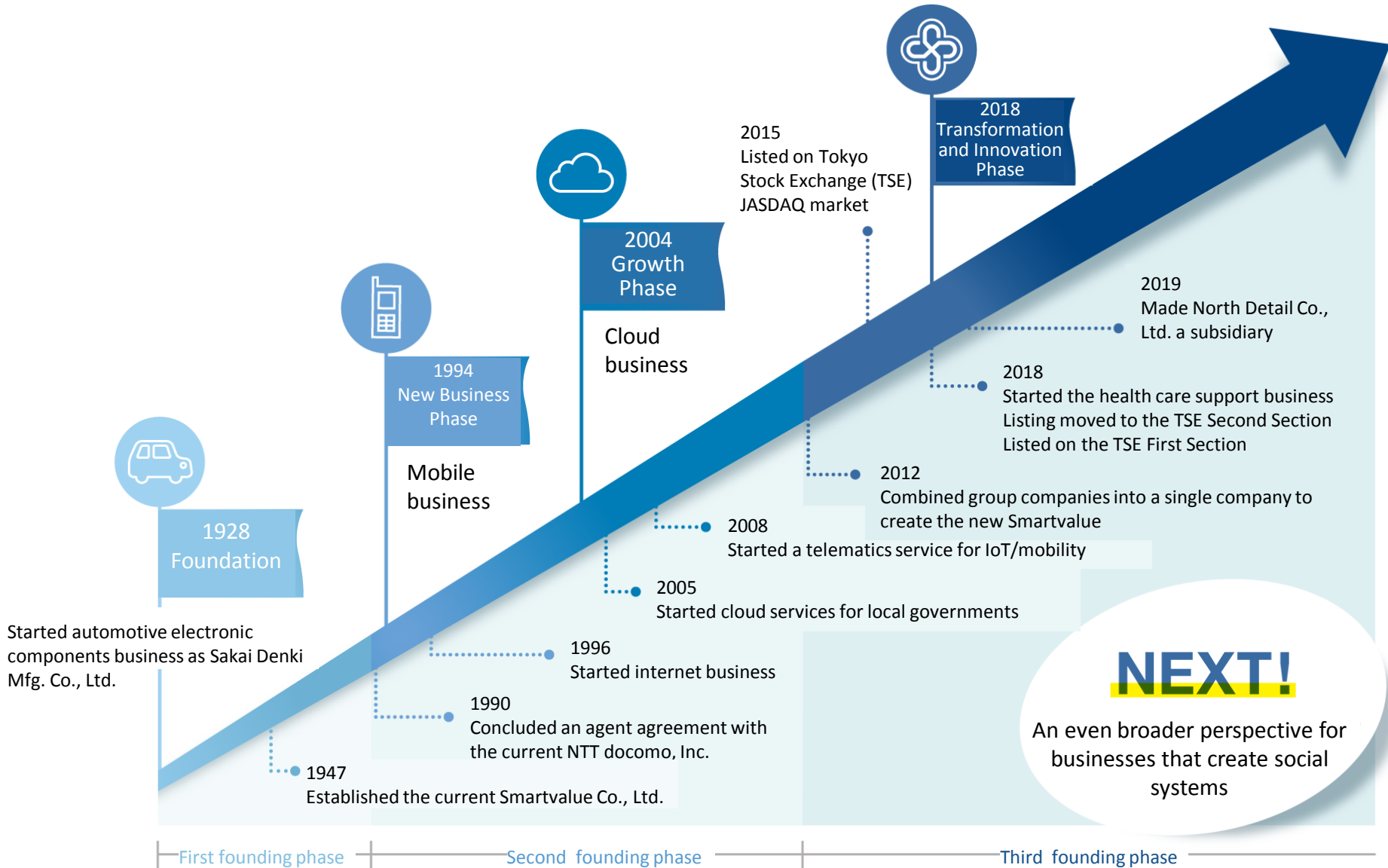
# Company Profile

A business infrastructure that can be effective forever as a valuable element of society

<b>Name</b>	Smartvalue Co., Ltd.
<b>Listing</b>	Tokyo Stock Exchange, First Section (Securities code: 9417)
<b>Founded</b>	October 1928 (now in the 91st year)
<b>Established</b>	June 1947
<b>Capital</b>	959,454 thousand yen
<b>Representative</b>	Jun Shibuya, President and CEO
<b>Employees</b>	381 (As of December 31, 2019, including North Detail's employees)
<b>Headquarters</b>	Naniwasujihonmachi MID Bldg. 4F 2-3-2, Utsubohonmachi, Nishi-ku, Osaka
<b>Offices</b>	Osaka head office (Nishi-ku, Osaka) / Tokyo office (Chuo-ku, Tokyo) Miyakonojo BPO Center (Miyakonojo-shi, Miyazaki) / Six docomo shops (Osaka) North Detail Co., Ltd. (Sapporo, Hokkaido)
<b>Business</b>	Cloud Solutions Business, Mobile Business



# History



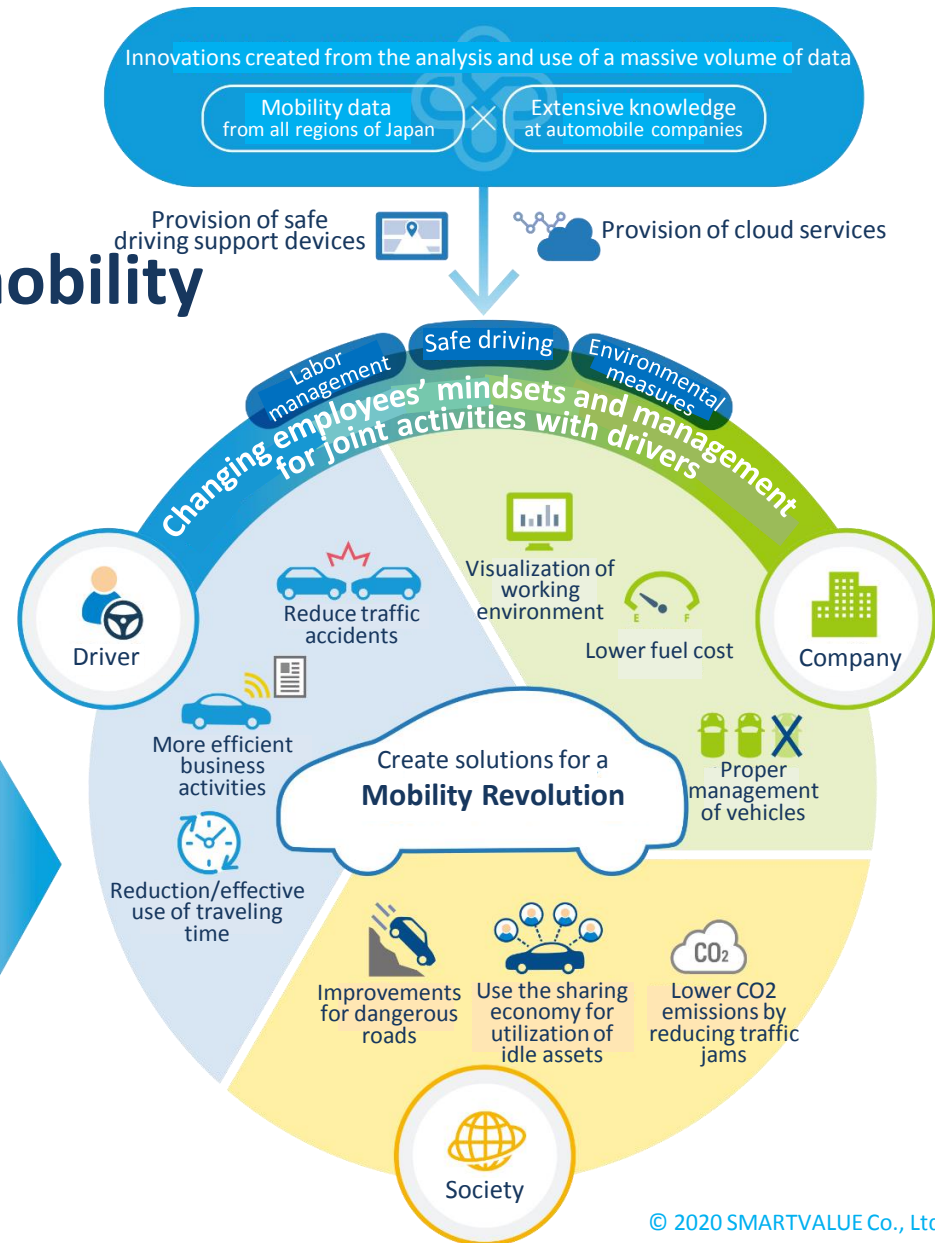
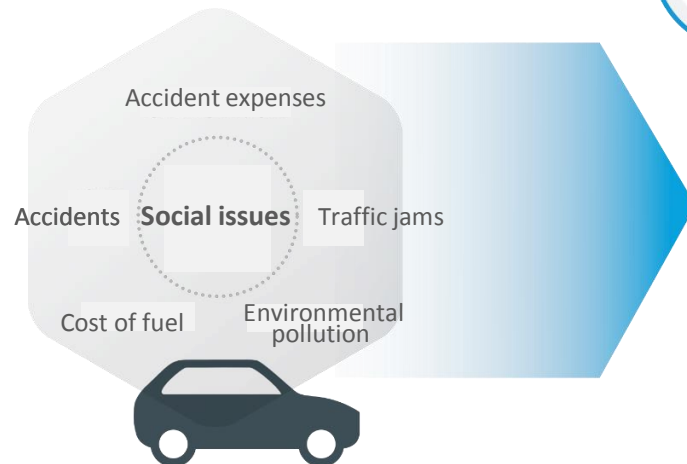
## Using cloud services with deep local roots to solve social issues of local governments, communities and people



# Smart Mobility

Use of connected car technology and automobile data

**for innovations for smart mobility in the future**



# FY6/20 Better Workplace Environments: Head Office Relocations

The Smartvalue and North Detail head offices will be relocated in order to accommodate the larger workforces for business growth and create a better workplace environment. The new offices have office environments that encourage creativity so that people can come up with innovative ideas that generate meaningful value. Supplying services with substantial added value is the ultimate objective.

- Smartvalue Osaka head office will be moved to [Keihanshin Midosuji Bldg.](#)

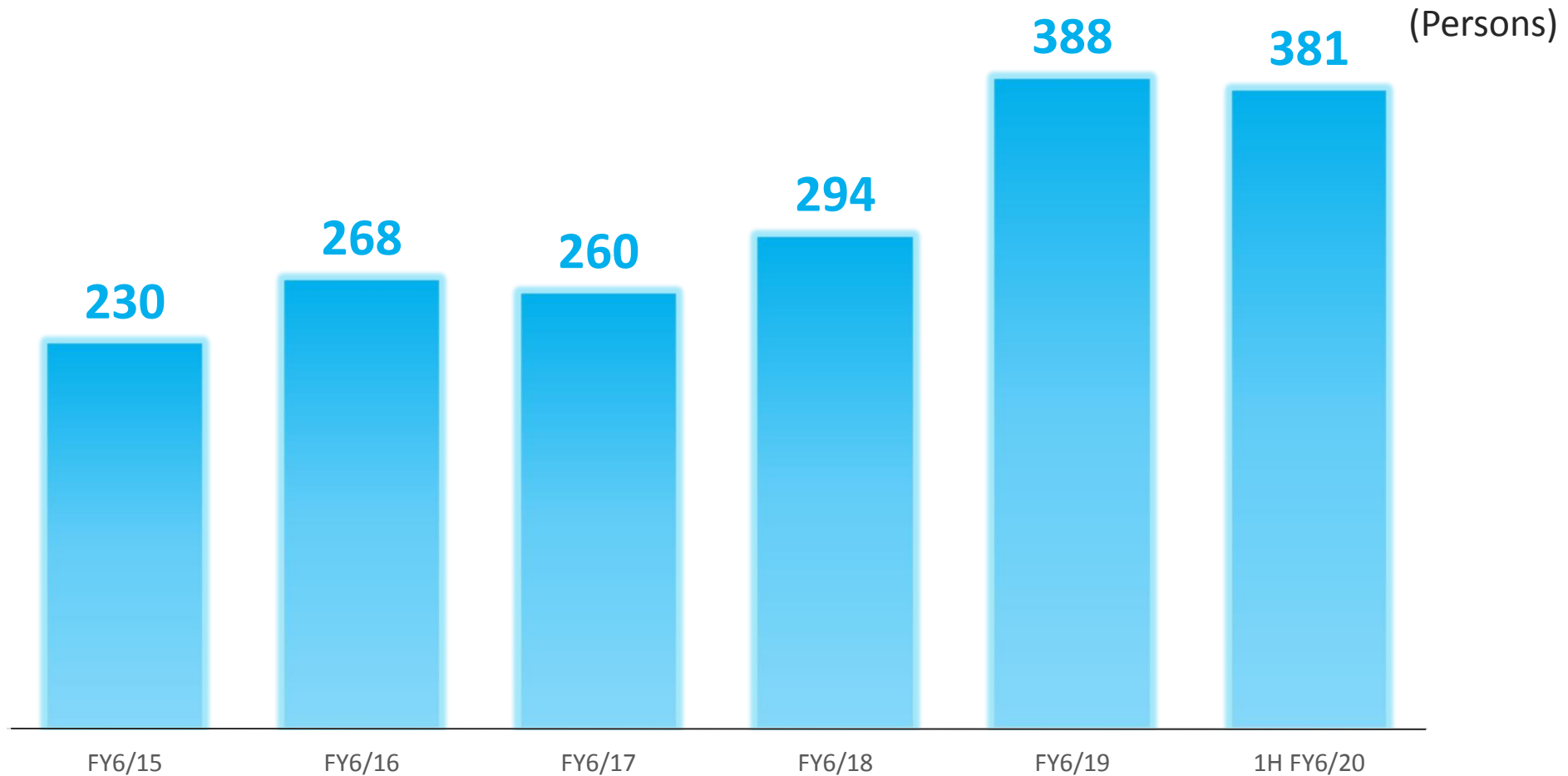
- North Detail head office will be moved to [SAPPORO SOSEI SQUARE](#)



**Relocations to be finished  
by spring 2020**

The new Osaka and Sapporo head offices will result in a combined 40% increase in floor area.

# Smartvalue Group Employees

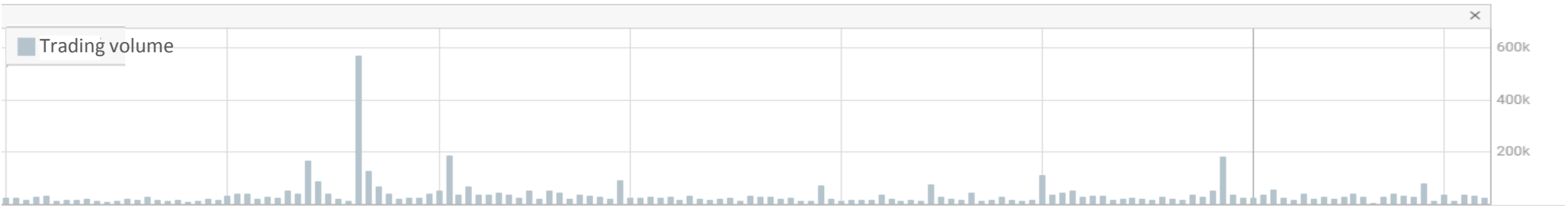


\* The 1H FY6/20 number is as of December 31, 2019. Employee numbers for all previous years are as of June 30. Beginning with FY6/19, the number of employees includes North Detail Co., Ltd., which became a consolidated subsidiary in 3Q FY6/19. The number of temporary employees is not shown because it is less than 10% of the total number of employees.

# Stock Chart

Source: Electronic version of the Nihon Keizai Shimbun, Smart Chart (July 1, 2019 – February 7, 2020 (daily price))

Tokyo Stock Exchange, First Section Securities code: 9417 Closing price on February 7, 2019	Stock price:	827 yen	Trading unit:	100 shares
	Minimum purchase:	82,700 yen	Market capitalization:	8,489 million yen
	PER:	36.99x	Number of shares outstanding:	10,264,800 shares





# Enjoy Job

楽しんだ者が勝つ。

# Enjoy Life

私たちスマートバリューが掲げる普遍的なビジョン。  
社会の公器として  
永続する事業体となる。

「何故働くのか?」を明確にし、社会の共有財産である「会社」の成長によって価値を増大させ、関わるひとたちが物心ともに幸せを享受し、それを経て次の社会の主体である世代へと確実にバトンを繋ぐ意志を持ち、また、会社の価値を増大させることで、雇用と納税を継続させ、社会に貢献する。私たちが属する社会そのものの課題解決となりえるサービスで実現させ、その価値を増大させる。それにより、スマートバリューはサステナブルな存在となり、社会も永続させ、未来を創り続けることができると信じています。そのためにはイノベーションが必要です。イノベーションは1人の天才からは生まれません。多様な人材で構成されるチームの力が最大化されてこそ生まれます。1人ひとりが認められていると感じ、楽しく自律的に働けることがすべての原点と考えます。Enjoy Job! Enjoy Life! 楽しんだ者が勝つ。

- Monetary figures in this presentation are shown in millions with the remainder rounded down. Percentages are shown to first decimal place and are rounded off.
- Forecasts and other forward-looking statements in this presentation are based on Smartvalue's judgments at the time this presentation was prepared. Smartvalue does not guarantee the accuracy of this information.
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