

Premium Group Co., Ltd.

Q3 Financial Results Briefing for the Fiscal Year Ending March 2024

January 31, 2024

Event Summary

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Tomohiro Kanazawa Director

Presentation



- 1. Financial Highlights
- 2. Summary of Financial Results
- 3. Car Premium
- 4. Finance Segment
- 5. Automobile Warranty Segment
- **6. Auto Mobility Segment**
- 7. Appendix

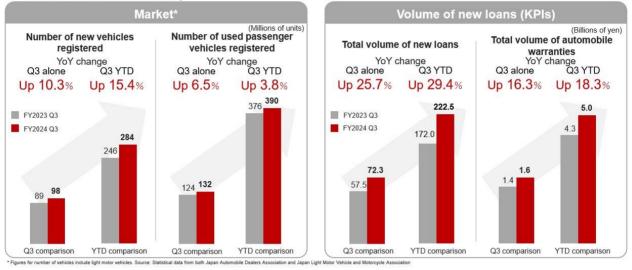
Access videos of our financial results presentations on our IR website at https://ir.premium-group.co.jp/en/library/movie.html

There is no particular change in the table of contents from the previous session or Q2.

Highlights from Q3 of FY Ending March 31, 2024 (1)



- Used vehicle prices remain elevated The number of used passenger vehicles registered has increased YoY since April 2023
- Credit finance and automobile warranty both continued to record double-digit operating top line (volume) growth
- Continuing to pass on higher interest rates in our own financing products (long-term prime rate moved from 1.45% at the end
 of Q2 to 1.50% at the end of Q3)



First, let me provide an overview of the financial results.

Used car prices remain high. Although new car registrations continued to grow significantly compared to last year, the growth of used cars was also significant but not as large as that of new cars.

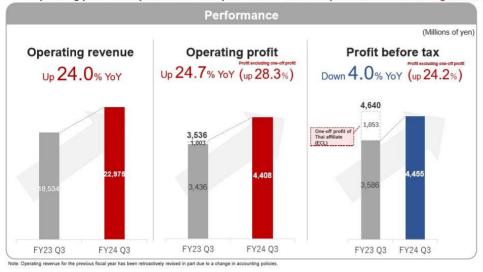
On the other hand, both loans and automobile warranty have grown significantly. Following Q1 and Q2 of the fiscal year, Q3 continued to show strong growth in line with the Company's plan.

We are also aware that interest rates are on an upward trend, and we are continuing to conduct sales activities to prepare for an increase in procurement rates and to ensure that they are passed on to the top-line interest rates. Fortunately, the long-term prime rate as of the end of Q3 from the end of Q2 is shown as 0.05%, which is a small increase. However, the Company is aware of the assumption that interest rates will rise over the long term as it conducts daily business activities.

Highlights from Q3 of FY Ending March 31, 2024 (2)



- Each business segment is growing steadily, with both operating revenue and operating profit posting double-digit growth
- Future expected earnings (deferred profit) also grew steadily. Stable earnings in the next FY and beyond to be stocked on BS (¥51.2 billion)
- Operating profit was up 28.3% YoY and profit before tax was up 24.2% when excluding one-off profit





These are financial accounting figures.

KPIs for each business are growing steadily. Operating revenue and Operating profit, are increasing significantly.

In particular, we believe that one of the topics involves how operating profit and pre-tax profit have grown more than operating revenue. Since there is a transient aspect of these pre-tax profit, you can see our figures based on risks if you look at the figures excluding this pre-tax portion.

Also, for future revenues, the factors behind the significant growth in KPIs are attributed to a significant increase in accumulation in finance, automobile warranty, software, and membership fees deferral for the Car Premium Club.

Highlights from Q3 of FY Ending March 31, 2024 (3)



Progress of Medium-Term Management Plan, ONE & ONLY 2026

Promoting initiatives to establish the Car Premium business model

- Expanding services for Car Premium Club*1 members
- Released Car Premium Anshin Shop*2 (Jan. 29, 2024)
 Note: For details of this measure see p 13.







Status of acquisition of treasury shares (cumulative total as of Dec. 31, 2023)

✓ Total number of shares acquired: 750,700
 ✓ Total acquisition costs: ¥1,250 million



Released new TV commercial for Car Premium

Aired new TV commercial to increase brand visibility
 Appointed new promotional mascot



Status of investor relations (IR) activities

 Actively engaging in IR activities in Japan and overseas Nov. 2023: Held IR meetings in North America and Europe
 Dec. 2023: Held two briefings for individual investors

*1 A general term for Car Premier Dealer, the Group's membership organization for automobile dealerships and Car Premier Garage, the Group's membership organization for automobile maintenance facilities *2. *Anshin' means *peace of mind* in Japanese.

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I will continue with the Q3 highlights shown as item 3.

First, the upper part of the material shows the progress of the medium-term management plan. The goal of the medium-term management plan is to establish the Car Premium business model and the figures are shown.

Also, we have released the Car Premium Anshin Shop system and have recently made an announcement, which I will explain in further detail later on page 13.

Below, you can see the topics.

First, let me explain the status of acquisition of treasury stock. We disclose these figures every month, and I would appreciate it if you could check the details periodically.

Also, we have renewed our Car Premium TV commercial, whose details slightly overlap with the Car Premium Anshin Shop. As you can see in the photo, GENERATIONS has appeared in our TV commercials since last year, and Shingo Katori has also made a new appearance this time. I hope you can view it as well for its new content. We would like to use this kind of media to expand our Car Premium strategy in accordance with the schedule, based on further increasing our name recognition.

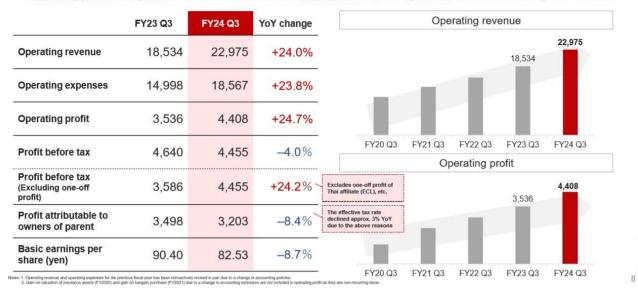
The last part of this page mentions the status of IR activities. We have been actively engaged in IR activities during Q3. We are conducting overseas IR in North America and Europe. Also, we have spoken twice to individual investors and hope to create fans of our stocks, including our company itself, and stimulate demand through these kinds of conversations.



Consolidated Performance



- Operating revenue rose 24.0% YoY to ¥22,975 million owing to the strong growth of each segment
- Operating profit was up 24.7% YoY to ¥4,408 million and profit before tax was up 24.2% YoY when excluding one-off losses



The following is a summary of the financial results.

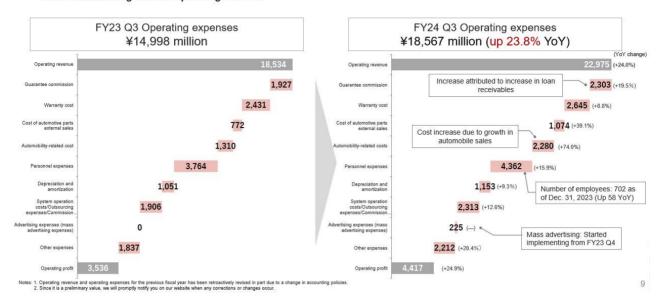
First, operating revenue increased by 24% to JPY22.98 billion YoY, operating profit increased by 24.7% YoY, and pre-tax profit increased by 24.2%, excluding one-time profit.

Therefore, both operating revenue and operating profit have increased significantly.

Operating Expenses (Breakdown)



Although costs have increased as sales have grown and personnel expenses have risen, operating expenses remain below the growth of operating revenue



Next is operating expenses.

We are continuing to firmly expand sales and will take measures. This includes wage raises, despite a certain amount of increase in costs, especially the increase in labor costs.

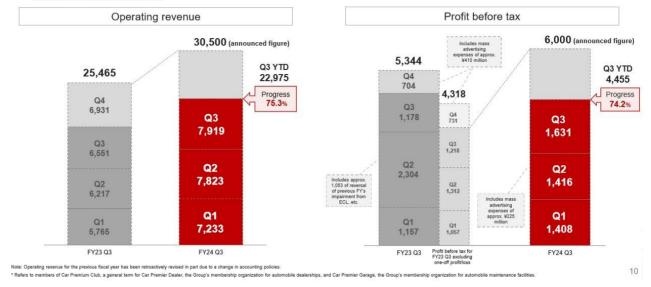
Although there is an overall trend of increase in operating expenses, we believe that reducing operating expenses to levels below the growth rate of operating revenue will increase profitability.

I believe that we have managed to benefit from the scale of the economy for Q3 and will continue to do so in the future.

Full-Year Performance Outlook



- Operating revenue and profit before tax trending strongly in terms of progress heading into end of the fiscal year
- Quarterly performance set to increase gradually from the further accumulation of loan receivables, automobile warranties, and Car Premium members*



This is the full-year earnings forecast.

As I have mentioned, operating revenue and pre-tax profit have been very strong.

In particular, since we have exceeded 75% of the operating revenue guideline, we hope to aim for further increases.

The progress rate for profit is also 74.2%, and our profit has been increasing from Q to Q.

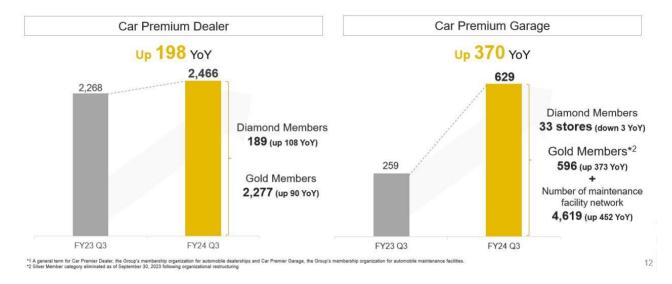
Our public value is set at JPY6 billion, and our employees are currently working hard to maximize performance for the full-year results.

Car Premium

Car Premium Club Memberships



- Steadily building out Car Premium Club*1, a paid membership organization for car dealers and maintenance facilities
- Intending to steadily expand services and release Car Premium Anshin Shop (on Jan. 29, 2024)



Next is the number of Car Premium Club members.

The Car Premium Club is steadily expanding its base. We have released the Car Premium Anshin Shop, which I will describe in further detail on the next page.

The number of Car Premium dealers and Car Premium garages, as well as their respective growth figures are as shown.

Released Car Premium Anshin Shop



■ Launched Car Premium Anshin* Shop, a program that allows customers to access products and services with peace of mind, on Jan. 29, 2024



Now, let me explain the Car Premium Anshin Shop.

As we mentioned in our press conference the other day, we launched the Car Premium Anshin Shop on January 29.

These are affiliated stores that meet or agree to the requirements that we specify, which we refer to as our worry-free pledge that we guarantee to our members. These stores operate in accordance with the worry-free pledge to be certified as a Car Premium Anshin Shop. Therefore, to qualify as a Car Premium Anshin Shop, they must meet our requirements as mentioned here while committing to the worry-free pledge and agreeing to our terms. Also, we have prerequisites where they must conduct inspections that we specify, namely the Car Premium inspection.

This initiative has a goal where we achieve soundness in the used car industry, as it has been marred by various scandals last year. We see used cars as an attractive product, and we have released this system in the hope of customers purchasing them without any concerns.

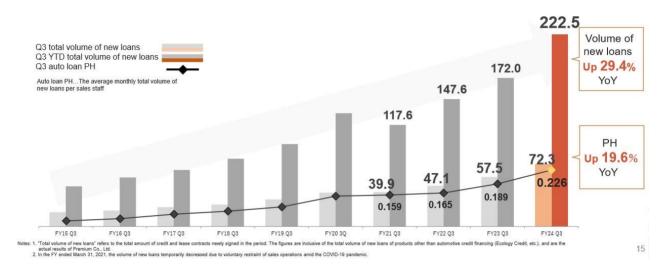
If customers find a defect within 14 days from the date of purchasing their cars, the system includes a feature where we will pay JPY300,000 to cover the repair costs. Therefore, we hope they will purchase cars at our Car Premium Anshin Shops without any concerns.

Total Volume of New Loans



■ Used car market recovered only slightly, but our Car Premium strategy has been a success →Volume was up 29.4% and Auto PH held at over ¥200 million. Will continue to promote Car Premium strategy.

* Please see page 30 for details of Car Premium strategy



Next, I will explain the finance business.

The finance business also continues to perform well.

Regarding the situation relating to the Car Premium strategy, the market itself is showing marginal recovery, but it is growing at a high rate of 29.4% YoY.

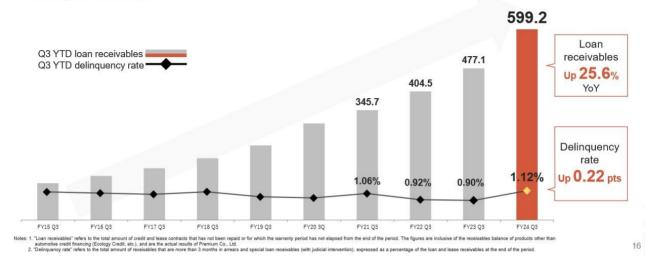
Also, the monthly transaction volume on a per-sales staff basis has maintained a level exceeding JPY200 million. Therefore, we believe that the Car Premium strategy has yet to show growth, and as a result, we hope to continue promoting further growth in credit transaction volume, along with promoting our Car Premium strategy.

Finance segment

Loan Receivables



- Loan receivables also grew, up 25.6% YoY
- Delinquency rate will remain stable at a low level
- Bolster headcount, DX measures (auto calling), collaborate with servicer subsidiary, and increase collection of delinquent receivables



The following is a trend for the balance of credit receivables.

First of all, the balance of receivables accounts for 25.6%, and we have managed to accumulate quite a balance, as we can create revenues from our balance.

The delinquent receivables balance ratio is slightly higher compared to a year ago, showing no difference in low-level stability, we hope to continue strengthening our efforts to collect delinquent receivables by strengthening our personnel, through DX.

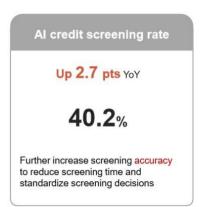
Finance segment

Other Indicators



- Completed revisions to membership fee of Car Premium Club*1 and now re-focusing on acquiring new members
- Not planning to increase sales staff significantly but rising PH (establishing mechanisms and making sales activities more efficient)





1 A general term for Car Premier Dealer, the Group's membership organization for automobile dealerships and Car Premier Garage, the Group's membership organization for automobile maintenance facilities.

2 The percentation

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Finally, other indicators.

The percentage of auto credit shares by Car Premium Dealers is shown a 0.9-point increase. If our number one credit were on a scale of 100, our Car Premium Dealers would account for 38 in terms of utilization. If this percentage continues to rise, it means that the Car Premium strategy is working well and making progress.

The number of sales staffs has increased by three. This means our workforce hasn't increased that much. Instead of increasing sales staff, we are pursuing sales efficiency per sales staff. Therefore, we are not planning a significant increase in personnel for the time being.

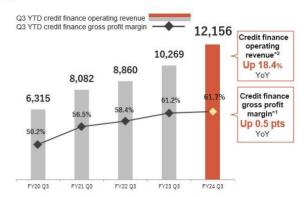
The AI screening rate on the far right has also grown, further improving the screening accuracy. We hope to immediately implement the reduction of screening time and promote standardization, as well as other factors as a result of this.

Segment Performance



- The core credit finance business is seeing steady growth in both sales and profits
- Continuing to pass on higher interest rates in our own financing products. Credit finance gross profit margin*1 remains at a high level.
- Profit before tax excluding one-off profit increased 11.6% YoY

	FY23 Q3	FY24 Q3	YoY change
Operating revenue	11,097	12,848	+15.8%
Profit before tax	3,947	3,275	-17.0%
Profit before tax (Excluding one-off profit)	2,935	3,275	+11.6%



*1. Credit finance gross profit margin is calculated by dividing operating profit related to credit finance by operating revenue related to credit finance. Furthermore, operating expenses at the time of calculation of credit finance gross profit margin are comprised of expenses directly incurred in order to acquire loan receivables (interest rates, guarantee fees, personnel costs, rent, etc.).
*2. Credit finance operating revenue represents the total of operating revenue related to credit finance.

The finance business in our main expertise has been growing, both in terms of operating revenue and profit.

Although interest rates have been soaring, we have managed to pass them on to sales interests.

The line graph on the right side of the material shows the gross profit margin. Although the gross profit margin shows sluggish growth, even with interest rates on an upward trend, we can quantitatively confirm that it has not declined at all. Since there were one-off profit of Thai affiliate in previous fiscal year, this may ostensibly show negative results for pre-tax profit. However, we have managed to secure a solid double-digit growth rate of 11.6%, if we exclude this one-time profit.

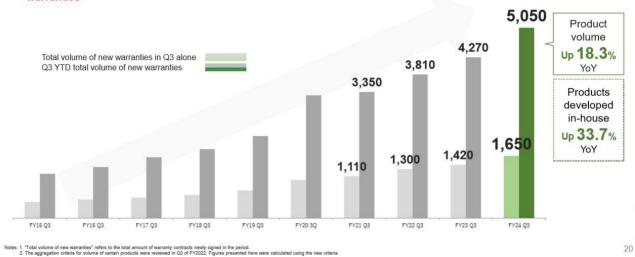
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Automobile warranty segment

Total Volume of New Warranties



- Automobile warranty volume up 18.3% YoY despite the used vehicle market recovering only slightly
- Volume of products developed in-house continued to grow, up 33.7% YoY
- Aiming to increase volume of warranty services with the focus on the acquisition of Car Premium automobile warranties



Next is the automobile warranty business.

First, similar to the credit business, the used car market has recovered only slightly in transaction volume. However, we have recorded a significant growth of 18.3% YoY.

This is especially the case for our products. Our sales force's ability to promote sales is 33.7% and has shown a very high growth rate.

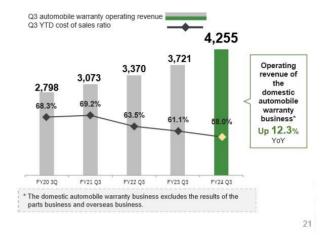
We are also focusing on acquiring "Car Premium automobile warranty" (one of our in-house). When the number of Car Premium automobile warranty increases, the entire number of automobile warranty also increases.

Segment Performance



- Revenue grew steadily, underpinned by proactive sales activities in each business
- Cost of sales ratio gradually declining thanks to ongoing cost reduction activities, which has led to increased gross profit margin

	FY23 Q3	FY24 Q3	YoY change
Operating revenue	4,940	5,806	+17.5%
Profit before tax	442	570	+28.8%



This shows the performance by segment.

Both operating revenue and profit have increased significantly.

In particular, pre-tax profit increased significantly by 28.8% YoY, and the reasons behind this are shown in the graph on the right.

The line graph shows the cost-to-sales ratio, and you can confirm that the cost-to-sales ratio is gradually decreasing. If the cost-to-sales ratio decreases, the gross profit margin will obviously increase. Therefore, it is favorable that the line graph trends downward, and this is the reason behind the resulting increase in profit.

Segment Performance



Focused on developing services for Car Premium Club*1 and creating new businesses. Increased largely in

	FY23 Q3	FY24 Q3	YoY change
Operating revenue	2,493	4,313	+73.0%
(Of which, Car Premium)	560	1,318	+135.4%
Profit before tax	256	661	+157.8%
(Of which, Car Premium)	0	221	+22
2,493 Car Premium Subscription based sales	Substitution	ar Premium ubscription- ased sales iftware sales	
Software sales		Automobile	



Next is the auto mobility service business.

Japan

This segment is composed of four businesses, and we have the Car Premium Club strategy.

As a result of developing services for the Car Premium Club along with focusing on other new businesses, we have seen tremendous growth compared to our credit and automobile warranty businesses. The figures are shown here. The Car Premium Club has also seen an increase in Car Premium members, and we have also raised our rates, resulting in significant growth.

As for leasing, the increase in the number of Car Premium Club members is one of the reasons for the growth of the subscription-leasing business. Therefore, we will make efforts based on the Car Premium Club rather than rely only on the leasing business. We will also actively promote our leasing business in addition to this and hope to further expand the business by focusing on the synergies.

Software sales apply to our affiliate dealers and garages. The sales of software have also shown significant growth. We would like to continue to expand the sales of software as well.

The last row indicates wholesale vehicle sales and accounts for the largest share in terms of revenue. This service has already seen a very significant increase due to the increased distribution volume within Car Premium. We believe that we can continue to grow this business significantly along with Car Premium.

This concludes the March 2024 Q3 financial results presentation.

If any points are missing from today's explanation, or if you require a more detailed explanation, we are available to meet with institutional investors and analysts on an individual basis. We would be happy to hear from you by contacting our IR hotline.

Thank you very much for participating today.

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- 1. Portions of the document where the audio is unclear are marked with [Inaudible].
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