

Results for the First 3 Quarters of Fiscal 2023 (Year Ending March 31, 2023)

February 1, 2023

Maps to the Future

Note: This document contains forward-looking statements based on assumptions, forecasts and plans in light of information available to ZENRIN Co., Ltd. as of the preparation date of this document. Actual performance may vary significantly from the forecast figures due to various risks and uncertainties owing to global economic trends, market demand, status of competition, exchange fluctuations and other factors.

The information that appears in this document rounds down fractions to the nearest specified unit and rounds off decimals in the percentage of change to the first decimal place.

In addition, cases where the percentage of change exceeds 1000% and cases where one or both of the items of comparison are negative are shown as “-.”

This document has been translated from the Japanese original for reference purposes only. In the event of any discrepancy between this translated document and the Japanese original, the original shall prevail.

I . Overview of Results for the First 3 Quarters of Fiscal 2023

1. Overview of Results
2. Changes in Net Sales, Income and Profit
3. Causes for Change in Operating Income
4. Changes in Net Sales by business
5. Amount of Capital Investment, Depreciation and R&D Costs
6. Shareholder Returns

1. Overview of Results

Key Points of Results for the First 3 Quarters of Fiscal 2023

【Increase in sales / Decrease in income and profit】 (Compared to First 3Qs of FY2022)

[Sales Result]

- In the automotive-related business, sales of data for in-car navigation systems continued the decline seen in the first two quarters, impacted by adjustments in automobile production.
- In the IoT-related business and marketing solutions-related business, orders received increased.

[Expenses / Profit and loss]

- Factors such as the normalization of socioeconomic activity and rising cost of energy and raw materials caused operating expenses to increased.
- Operating income, ordinary income, and profit attributable to owners of parent decreased for the first time in two periods.

(Amounts in million yen)

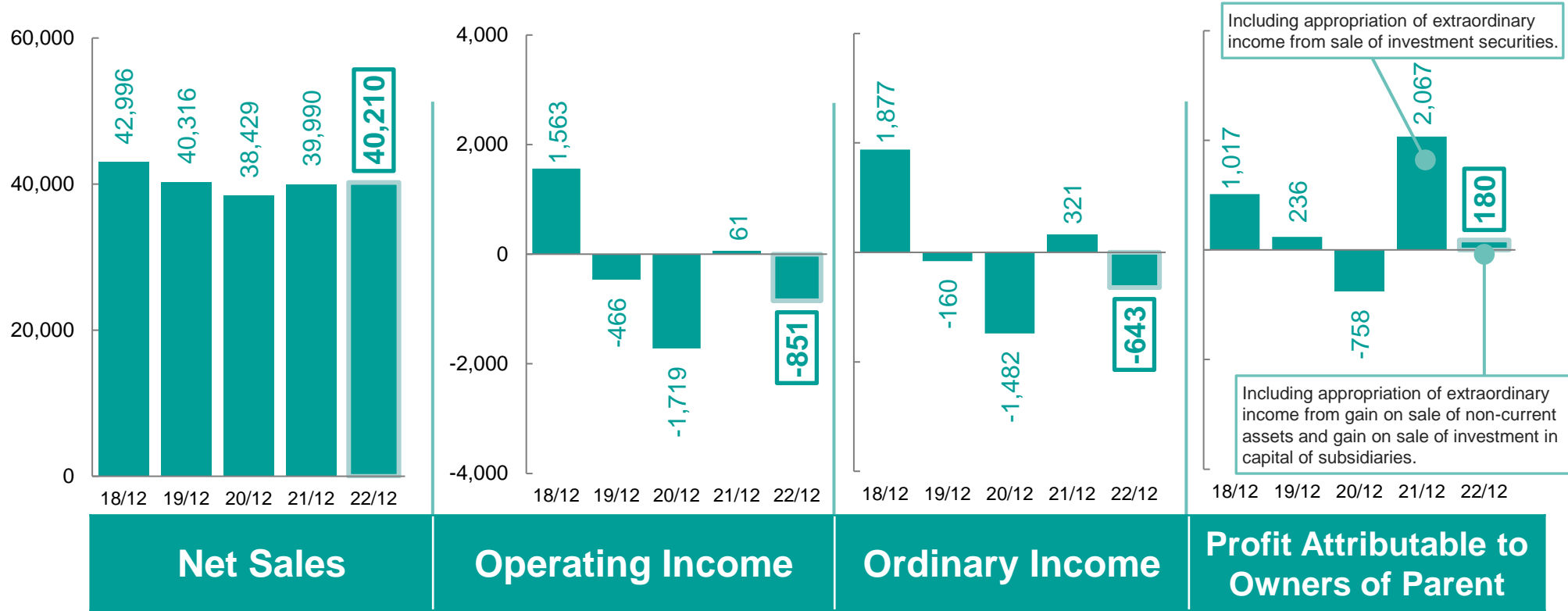
| | First 3Qs of FY2022 Actual | First 3Qs of FY2023 Actual | Compared to First 3Qs of FY2022 | |
|---|-------------------------------|-------------------------------|---------------------------------|-------------|
| | | | | % of Change |
| Net Sales | 39,990 | 40,210 | 220 | 0.6 |
| Operating Expenses | 39,928 | 41,062 | 1,133 | 2.8 |
| Operating Income | 61 | -851 | -913 | — |
| Operating Margin | 0.2% | -2.1% | -2.3pt | |
| Ordinary Income | 321 | -643 | -965 | — |
| Profit Attributable to Owners of Parent | 2,067 | 180 | -1,887 | -91.3 |

Including appropriation of extraordinary income from sale of investment.

Including appropriation of extraordinary income from gain on sale of non-current assets and gain on sale of investment in capital of subsidiaries.

2. Changes in Net Sales, Income and Profit

(Amounts in million yen)



Increase in sales for 2 consecutive fiscal years

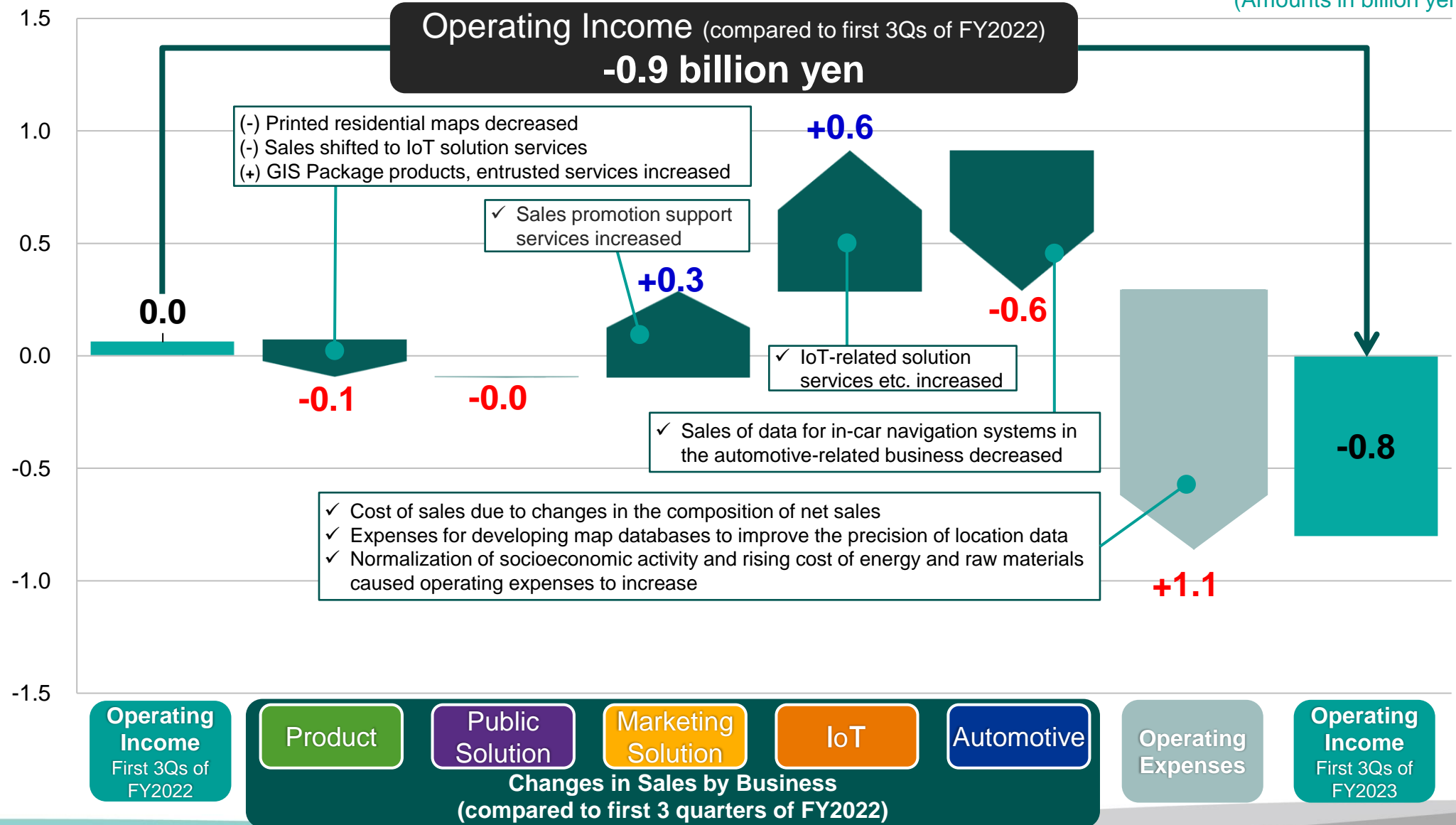
Decrease in income and profit for the first time in 2 fiscal years

*the "Accounting Standard for Revenue Recognition" (ASBJ Statement No. 29, March 31, 2020), etc. have been applied from the beginning of the first quarter of fiscal 2022.

*Regarding figures for Fiscal 2021 and earlier, the Accounting Standard for Revenue Recognition, etc. are not applied retrospectively (same as the next page and after).

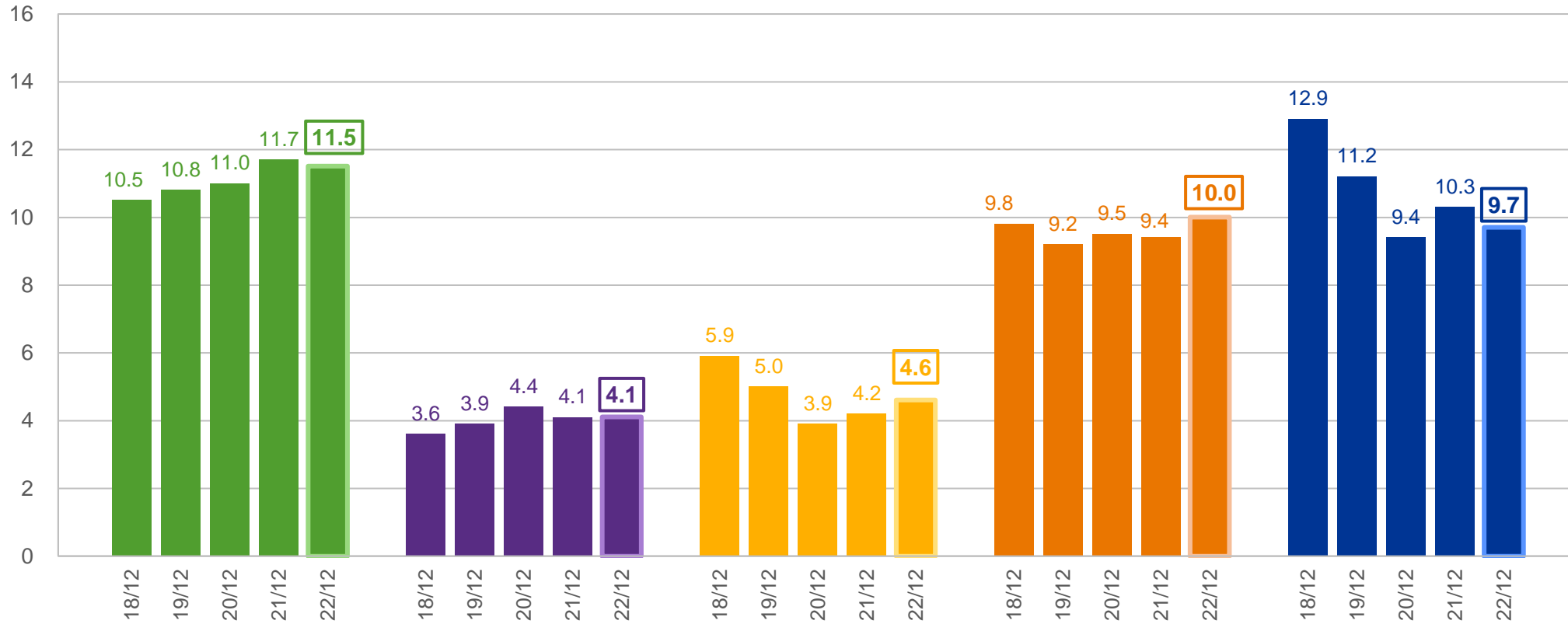
3. Causes for Change in Operating Income

(Amounts in billion yen)



4) Changes in Net Sales by business

(Amounts in billion yen)



Compared to First 3Qs of FY2022

Product

-0.1 billion yen
(-1.2%)

Public Solution

-0.0 billion yen
(-0.1%)

Marketing Solution

+0.3 billion yen
(+8.4%)

IoT

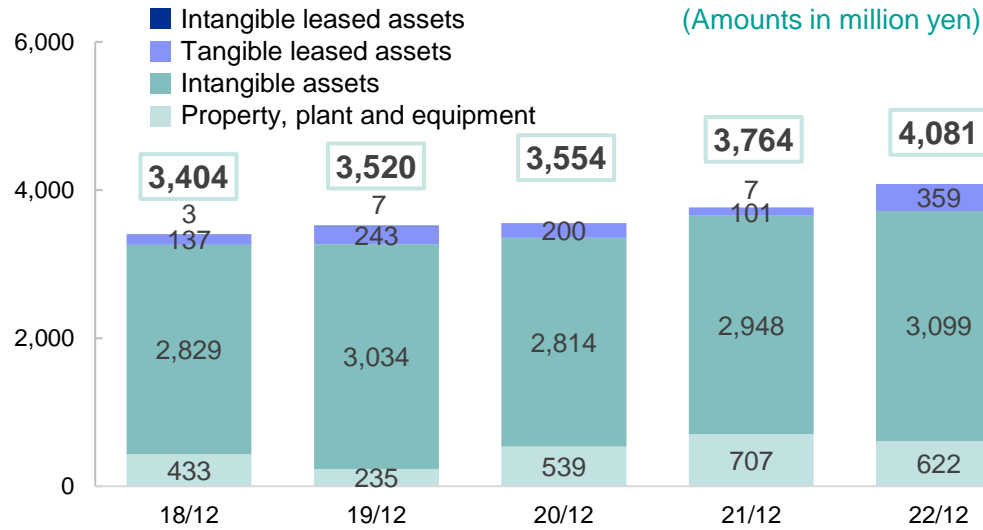
+0.6 billion yen
(+6.6%)

Automotive

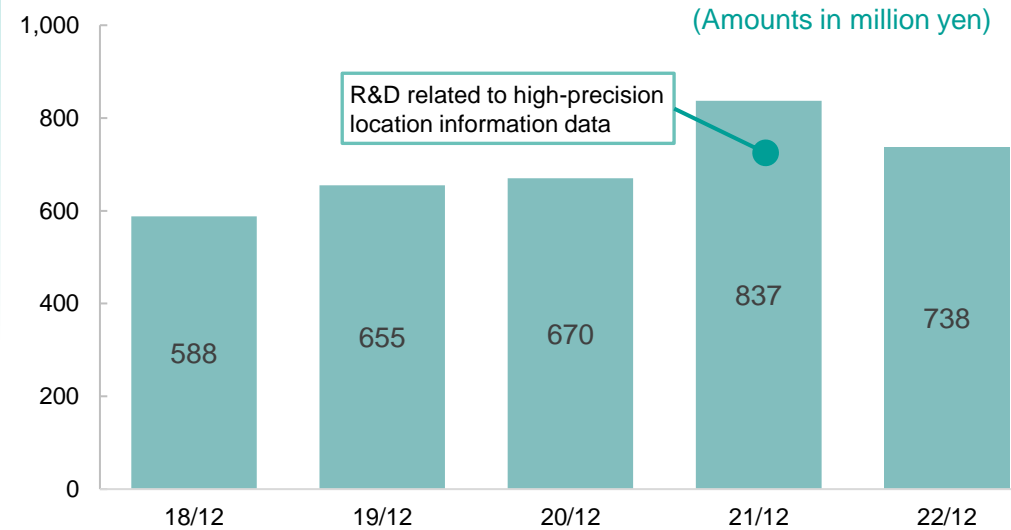
-0.6 billion yen
(-6.0%)

5) Amount of Capital Investment, Depreciation and R&D Costs

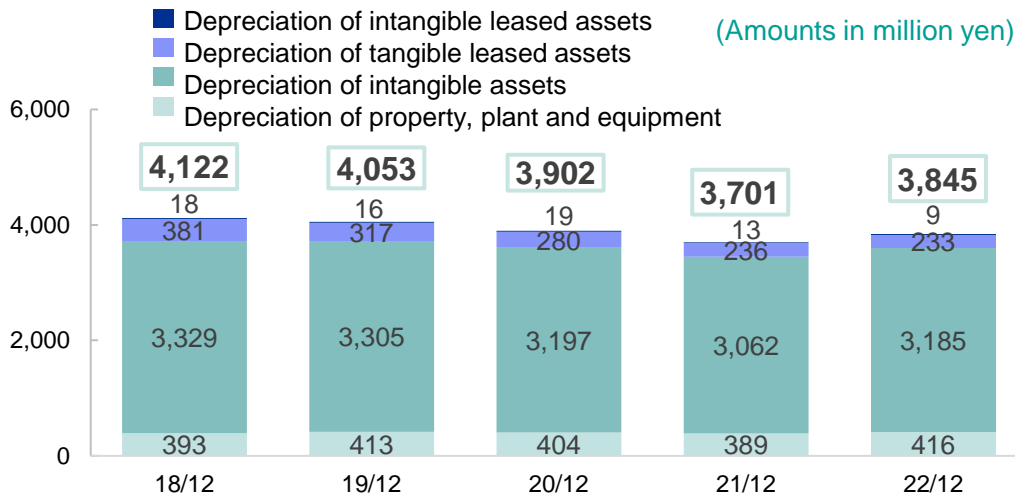
Amount of Capital Investment



R & D Cost



Depreciation

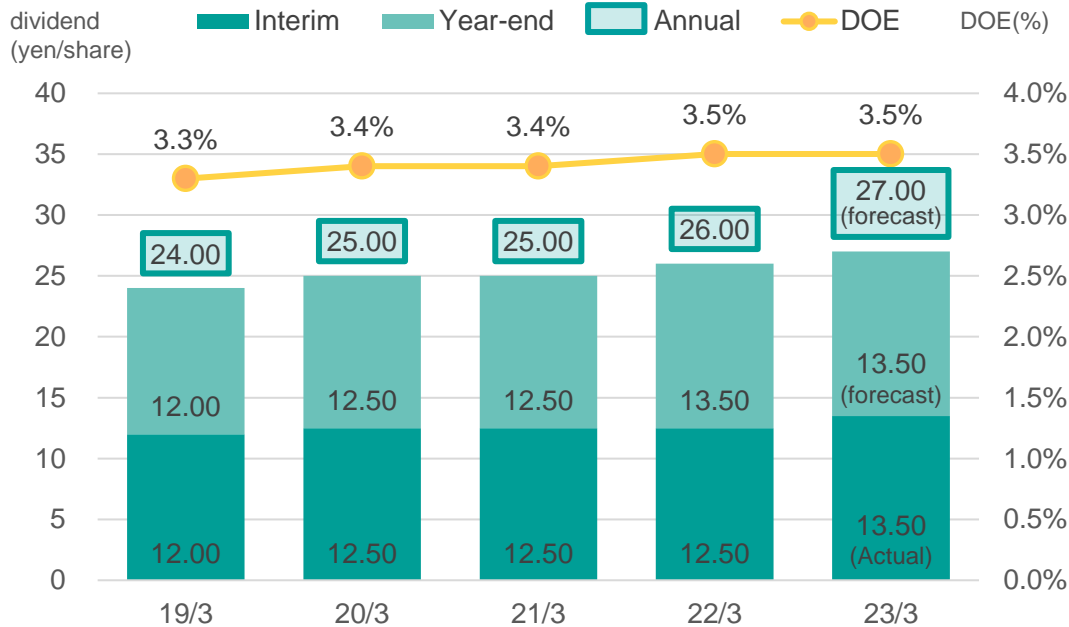


6) Shareholder Returns

Dividend

Return income to shareholders derived from income growth based on the medium- to long-term business plan, while taking into account maintaining an adequate amount of internal reserves

Target dividend on equity (DOE) on a consolidated basis of 3% or higher



Purchase of treasury shares

To be carried out flexibly as a measure of shareholder returns that also contributes to the maintenance and improvement of capital efficiency

Make a decision by taking into account capital conditions, stock prices, market environments, and opportunities for growth investments and other related factors

| | Details of the resolution at the board meeting on <u>July 28, 2022</u> (Actual) | Details of the resolution at the board meeting on <u>January 31, 2023</u> (Plan) |
|-----------------------------------|---|--|
| Period of purchase | August 1, 2022 - August 31, 2022 | February 1, 2023 - February 28, 2023 |
| Number of shares purchased | 461,200 shares | Up to 700,000 shares |
| Purchase price | 433,949,000 yen | Up to 700 million yen |

II . Appendix

1. Earnings Forecast for Fiscal 2023
2. Changes in Net Sales, Income and Profit
3. Sales Forecast for Fiscal 2023 by Business
4. Changes in Composition of Net Sales by Quarter

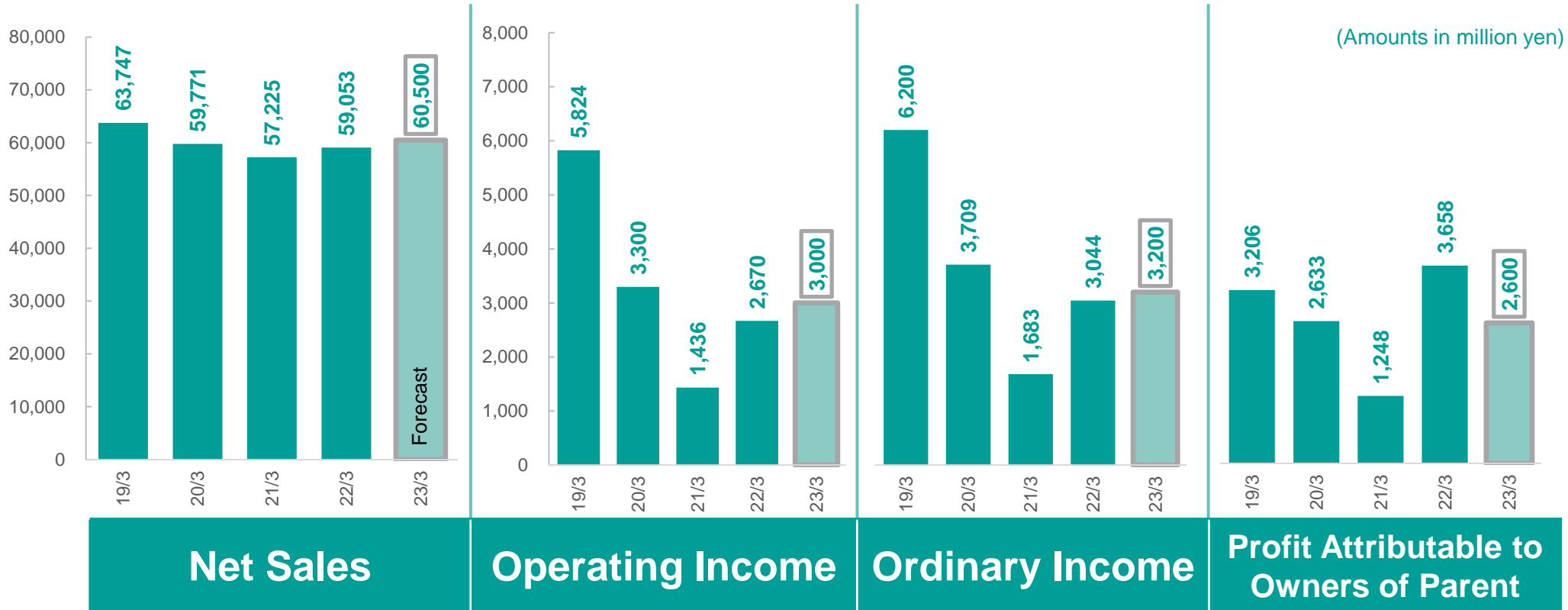
No change from the forecast announced on April 28, 2022

The earnings forecast announced on April 28, 2022 will remain unchanged due to the many uncertainties in the environment surrounding the ZENRIN group, such as automobile production adjustments due to a combination of factors including the global semiconductor supply shortages, the lockdown in Shanghai and the depreciating yen.

(Amounts in million yen)

| | FY2022 (Actual) | FY2023 (Forecast) | Compared to FY2022 | |
|--|--------------------|----------------------|--------------------|-------------|
| | | | | % of Change |
| Net Sales | 59,053 | 60,500 | +1,446 | 2.4 |
| Operating Expenses | 56,382 | 57,500 | +1,117 | 2.0 |
| Operating Income | 2,670 | 3,000 | +329 | 12.3 |
| Operating Margin | 4.5% | 5.0% | +0.5pt | |
| Ordinary Income | 3,044 | 3,200 | +155 | 5.1 |
| Profit Attributable to Owners of Parent | 3,658 | 2,600 | -1,058 | -28.9 |

2. Changes in Net Sales, Income and Profit



Increase in sales
for 2 consecutive fiscal years

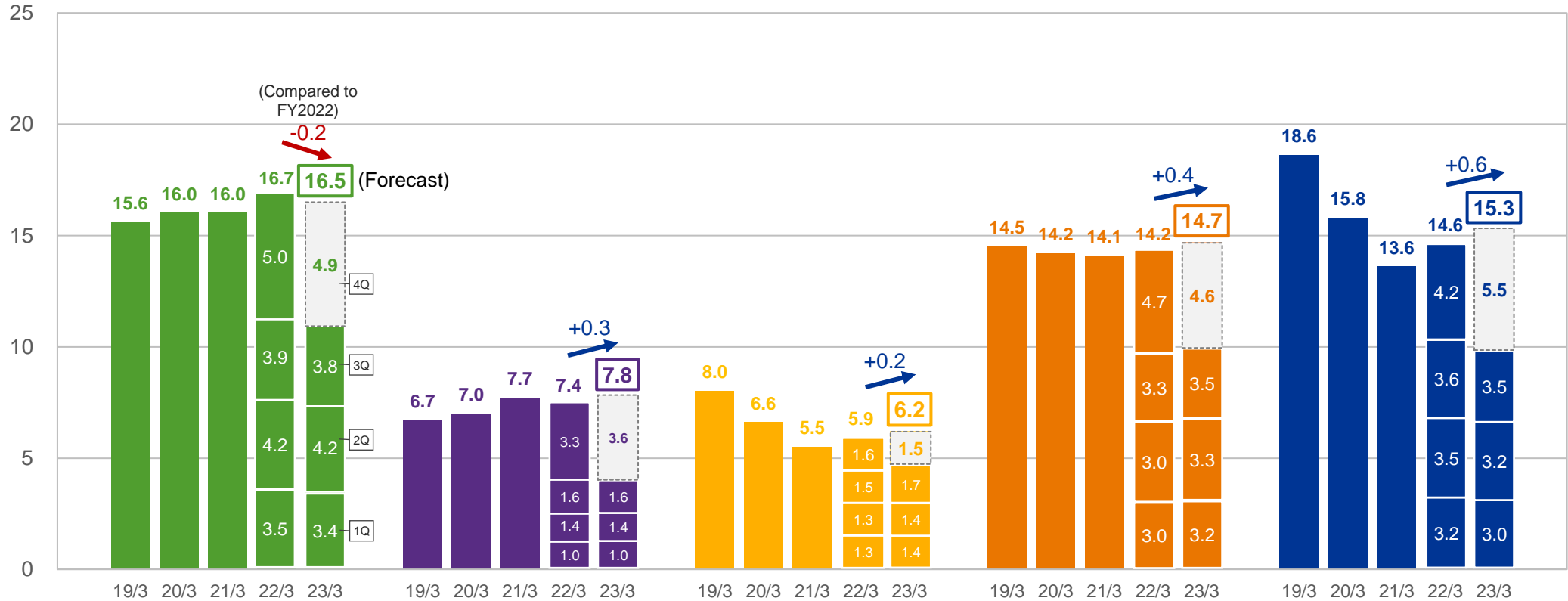
Increase in income
for 2 consecutive fiscal years

Decrease in profit
for the first time in 2 fiscal years

3. Sales Forecast for Fiscal 2023 by Business

No change from the forecast announced on April 28, 2022

(Amounts in billion yen)



Product

Public Solution

Marketing Solution

IoT

Automotive

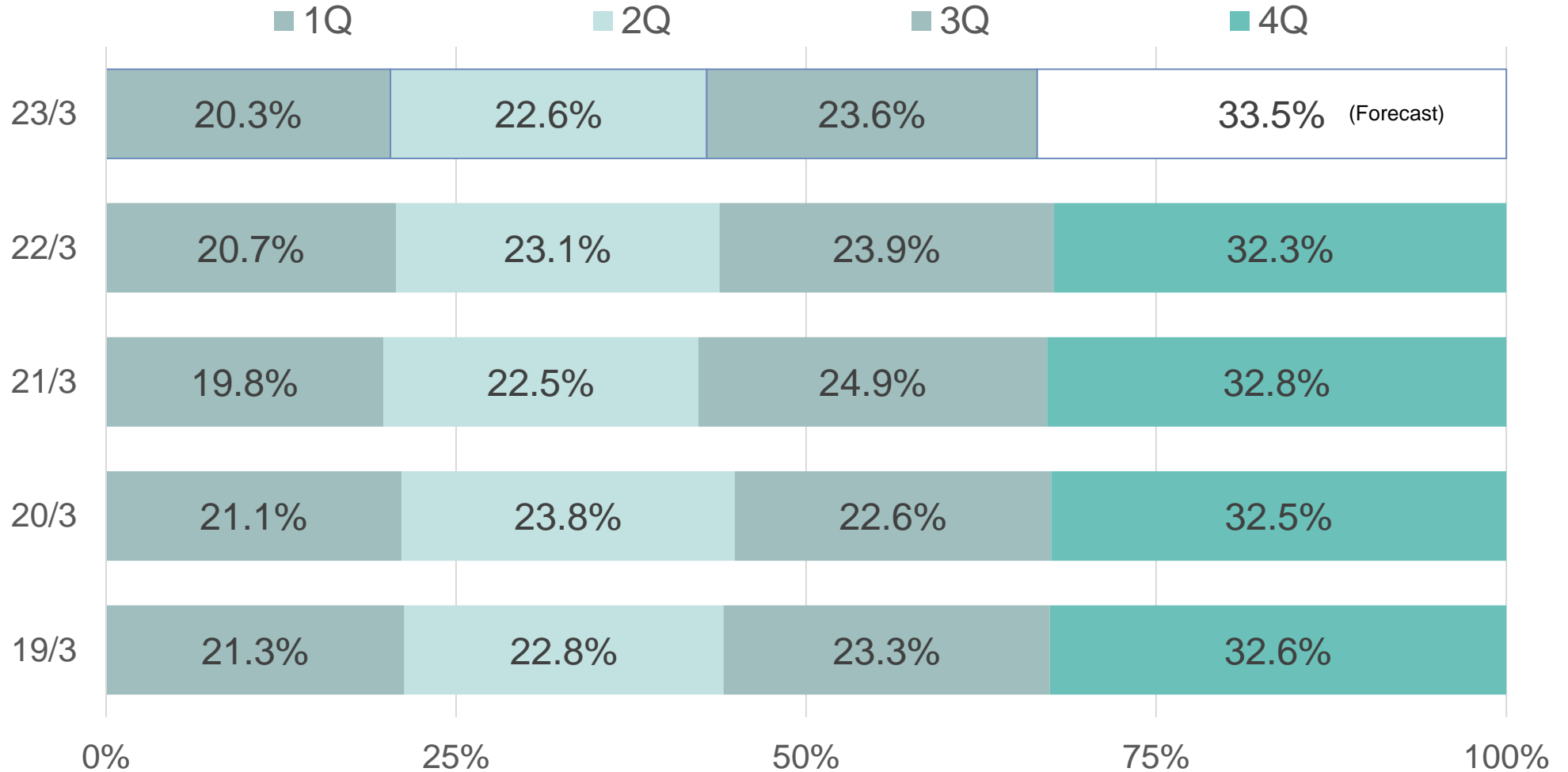
Decrease in sales for the first time in 2 fiscal years

Increase in sales for the first time in 2 fiscal years

Increase in sales for 2 consecutive fiscal years

5. Changes in Composition of Net Sales by Quarter

***Please note that past net sales of the ZENRIN Group have shown trends of large seasonal fluctuations and sales concentrating in the fourth quarter.**



ZENRIN

Maps to the Future

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