

Summary of Telephone Interviews about Financial Results in the Third Quarter
of Fiscal 2023.3

* Please note that this document is not a word-for-word transcript of the actual Q&A session, but a condensed transcript prepared by the Company by summarizing the actual interactions as appropriate.

[Reason for no change in full-year earnings forecasts]

Q: What is the reason for no change in earnings forecasts despite the delays in progress in operating revenues and income relative to the plan?

A: Although we face a high hurdle for our revenues to reach the full-year plan, we plan to achieve a recovery by leveraging the continuation of the national travel assistance program and a recovery in inbound demand. As for expenses, we will strive to reduce costs mainly focusing on maintenance and other non-personnel expenses, although we expect increases in energy and some other expenses. We also plan to increase the volume of transactions in our rotational business and otherwise consider asset sales as we monitor the progress in revenues in order to meet the profit target set forth in the plan.

[Status of recovery in advertisement business]

Q: The advertising business is far behind the full-year plan. Has there been any change in the value of advertising media before and after the COVID-19 pandemic?

A: The factors behind the decrease in revenue could be either structural or temporary. At this point, our analysis indicates that the decrease is mainly attributable to temporary factors, such as business confidence and the budgets of advertisers.