

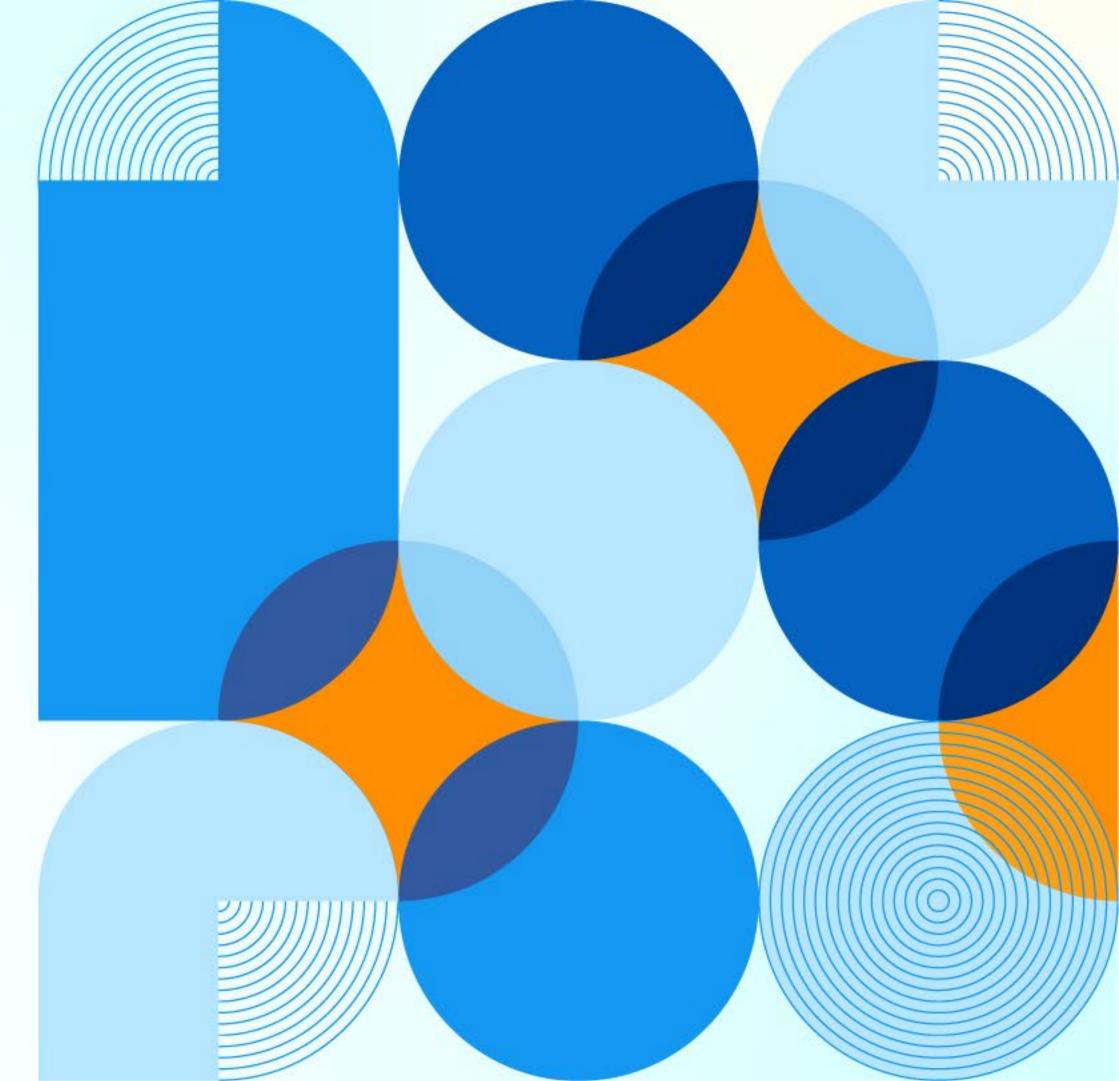
FY2024 Financial Results (January-December)

Challenge for Change
Carbon Neutral×DX Strategy



EPCO Co., Ltd. Securities Code: 2311

February 13, 2025







01. FY2024 Results

Challenge for Change

Carbon Neutral × DX Strategy

HCDS HOUSING CARBON NEUTRALITY DIGITAL SOLUTIONS

02. FY2025 Forecast

03. Shareholder Returns

04. Appendix.



FY2024 Results Consolidated Results Summary (YoY)



All segment achieved growth in revenue resulting in an increase on ordinary profit.

(JPY: Million)	FY23 Results	FY24 Results	Changes	Ratio
Net Sales	5,059	5,607	+547	+10.8%
Ordinary Profit	425	441	+15	+3.6%
Net Profit	626	327	-299	-47.8%
*Factor of net profit increase Gain on sales of investment securities Gain on sales of investment in affiliates	280 70		-280 -70	

^{* 1} Profit of sales of strategic holding shares

^{* 2} Profit of sales of part of consolidated subsidiary company "Banhao EPCO" to Lesso China group



FY2024 Results Consolidated Results by Segments



	Net Sales (YoY)	Ordinary Profit (YoY)		(JPY Million)
FY2024 Results	5,607 +10.8%	441 +3.6%	All segment achieved growth in revenue and covered amount of the investment on renewable energy solutions	
Renewable Energy Solutions	1,379 +23.5%	185 -41.1%	Decreased in profit by the investment for improving management foundation to deal with the obligation to install solar panel in Tokyo	
Maintenance	2,010 +3.5%	311 +24.2%	Increased in sales for TEPCO HomeTech and profit improvement by productivity enhancement in Kanazawa	
Design	2,216 +10.8%	360 +30.7%	Increased in sales of energy related facilities (ex. PV / EV) design and productivity has been enhanced by digitalization and personnel relocation	

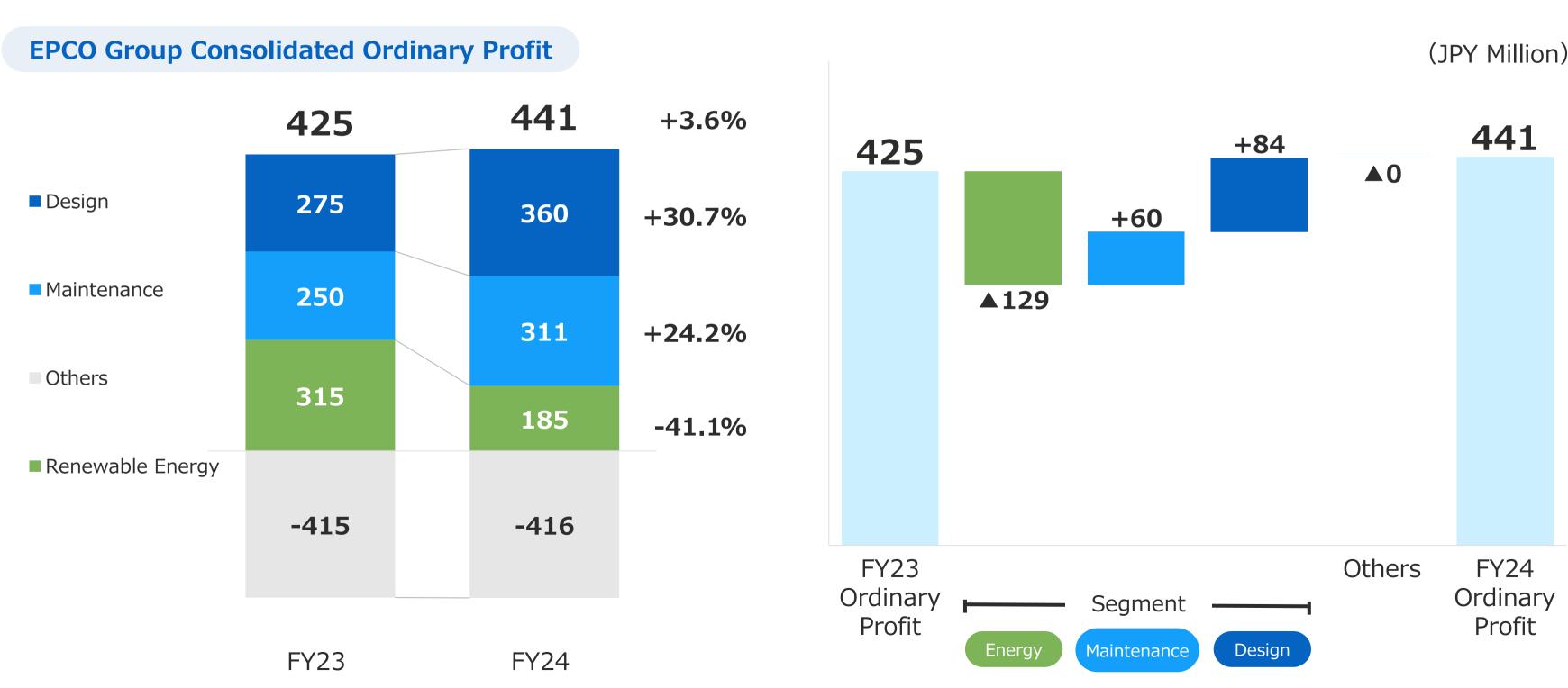


FY2024 Results Consolidated Ordinary Profit by Segment



Renewable Energy Solutions: Decreased in profit by the investment for improving management foundation (For the obligation to install solar panel in Tokyo).

Design and Maintenance: Increased in profit by order growth on renewable energy related facilities.



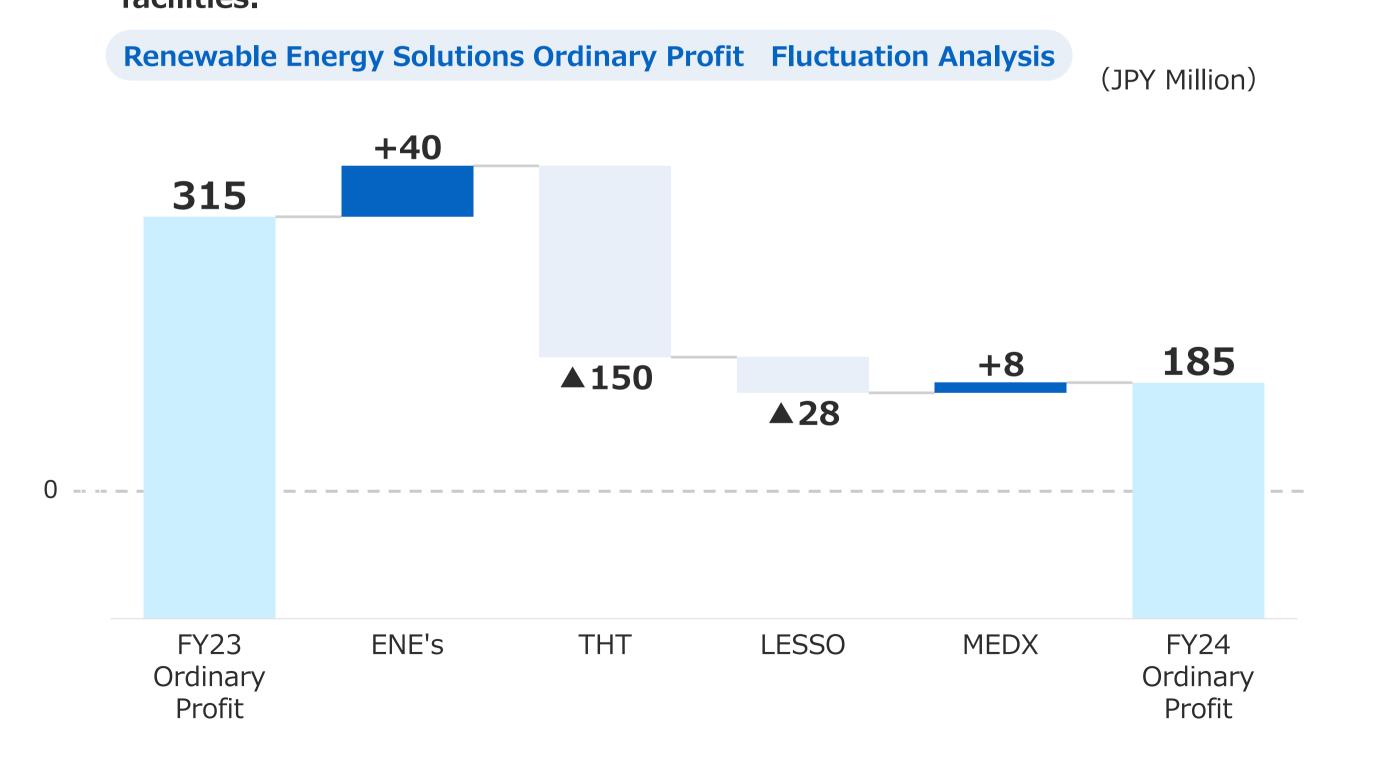


Renewable Energy Solutions Ordinary Profit



THT (TEPCO HomeTech) and LESSO are decreased in profit due to the investment to improve the management foundation.

On the other hand, ENE's secured increased in profit due to order growth on renewable energy related facilities.



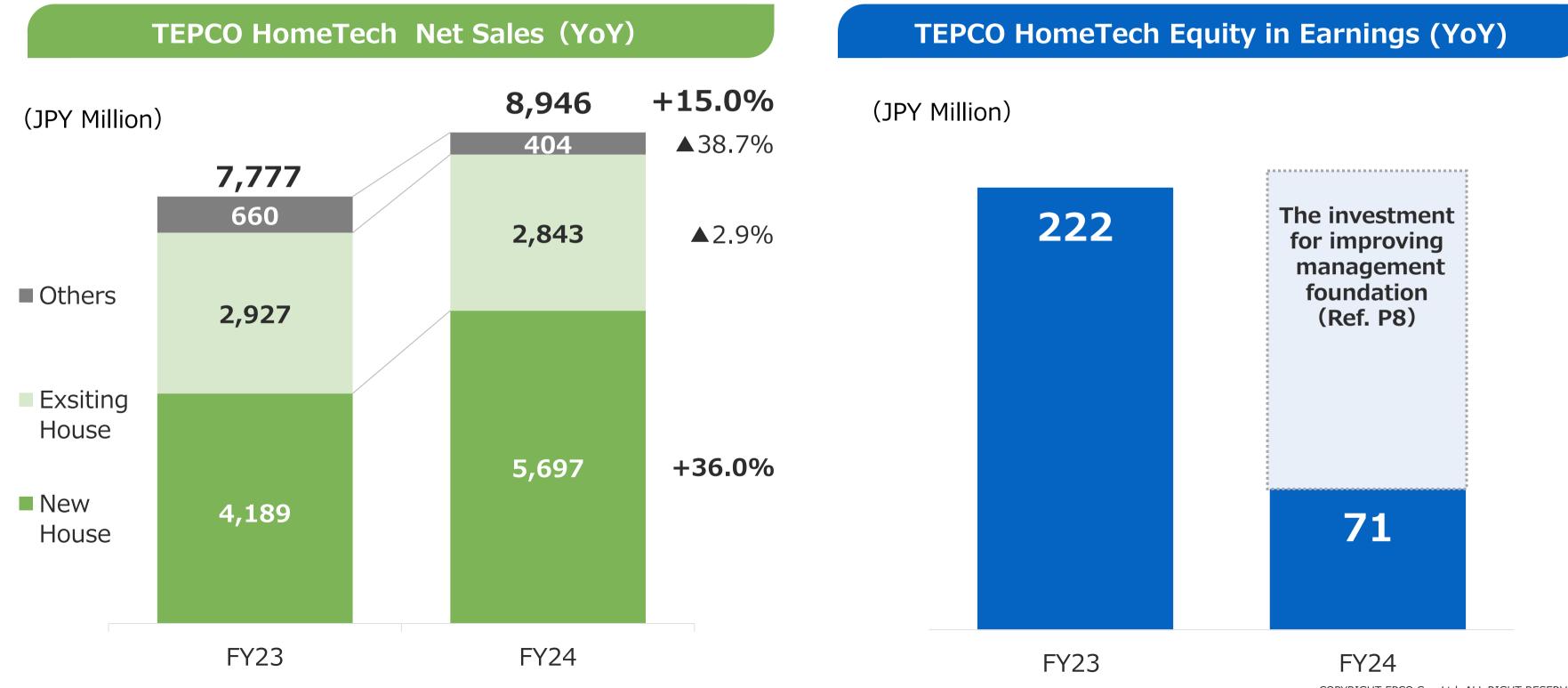
■ LESSO·THT Decreased in profit by the investment for improving the management foundation (Ref. P.7-9) ■ ENE's Order growth on renewal energy related facilities (Ref. P.11)



FY2024 Results Renewable Energy Solutions TEPCO HomeTech 1



Sales keep steady growth (+15%), however decreased in profit by the investment for improving management foundation.

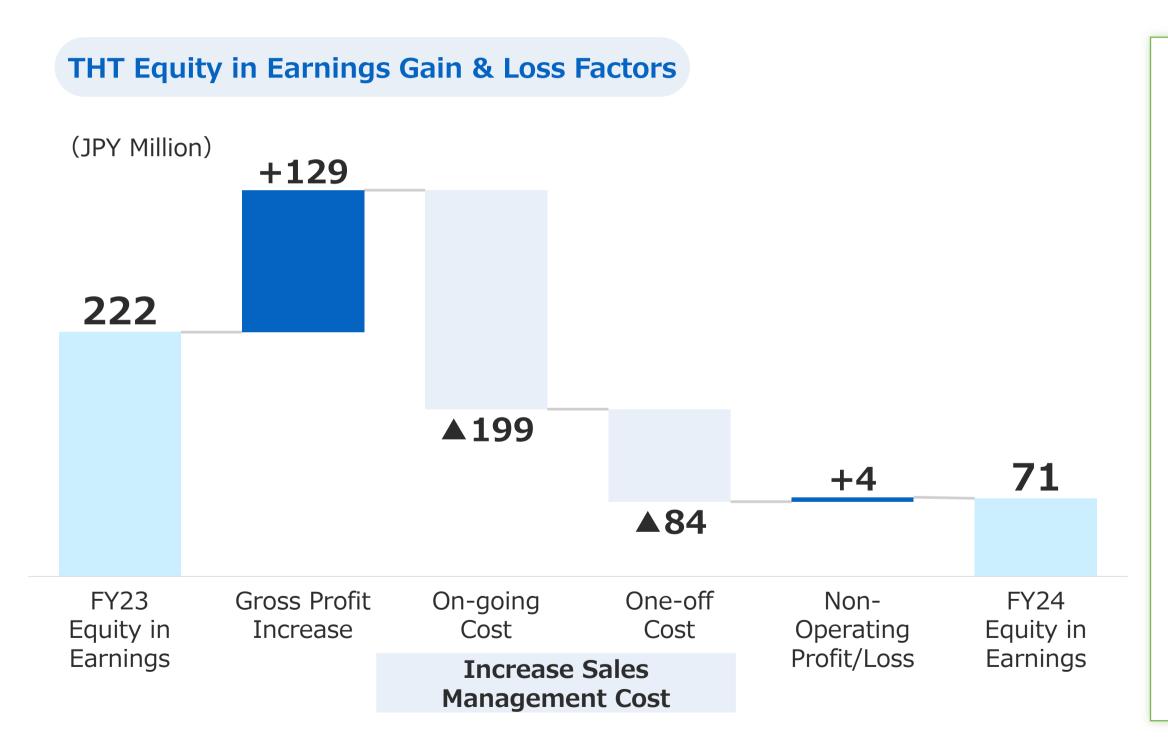




FY2024 Results Renewable Energy Solutions TEPCO HomeTech 2



Decrease in profit due to the investment improving management foundation to deal with the contracts would be increased for the mandatory installation of solar panel by the Tokyo Metropolitan Government.



■ Increase the Recurring Cost

- 1. Sales and technical Personnel (no.of staff 63 to106)
- 2. Outsoucing Cost (Preparing for increase of contracts)
- 3. Training facility costs (Opned in April 2024)



■ Increase the Initial Cost

- 1.Outsoursing Cost (Preparation of operation manuals aimed to improving quality)
- 2. Promotion and marketing (Web advertisements for customers living existing house etc.)





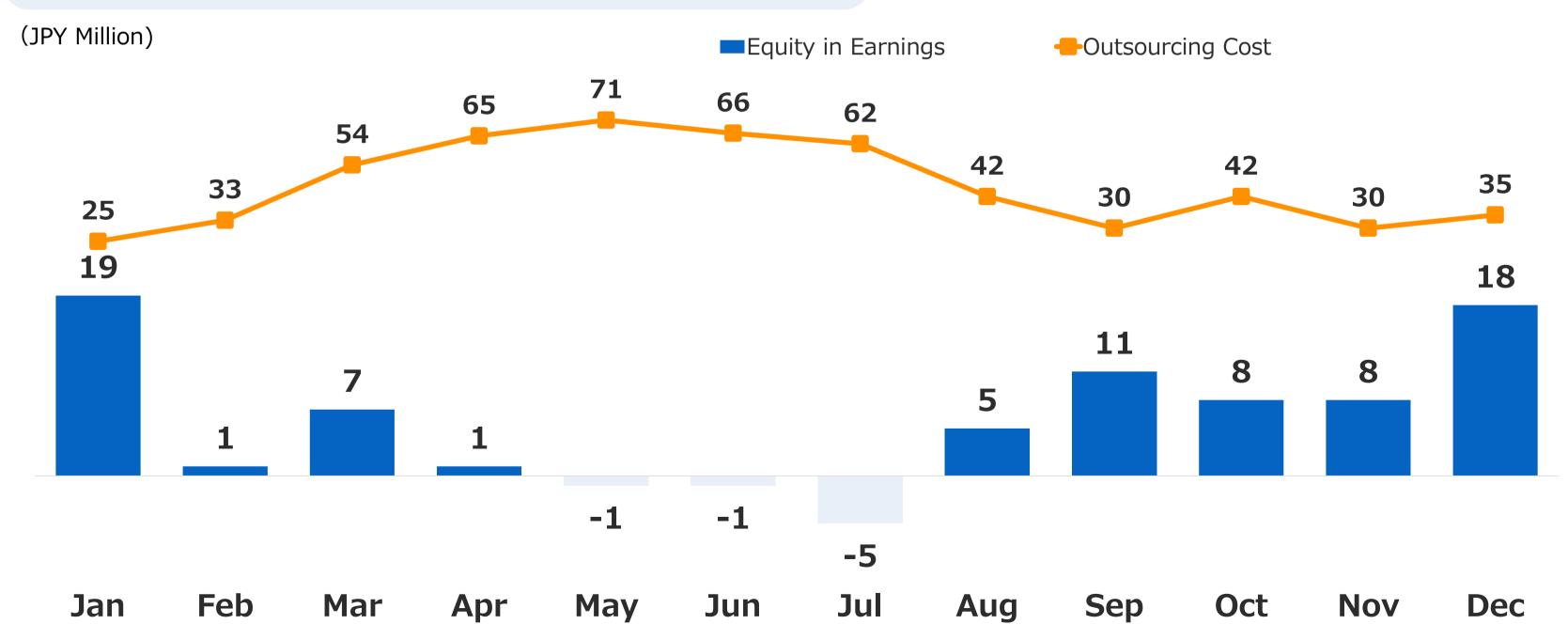
Renewable Energy Solutions TEPCO HomeTech 3



The temporary decrease in equity in earnings due to investment in improving the management foundation has settled, and profit recovering from August onwards is expected.

The profit level in December has recovered to be comparable to the same period of the previous year.







FY2024 Results | TEPCO HomeTech Synergy Effect



Establish a profitable model for the entire group through a series of processes related to the installation of solar power generation system.

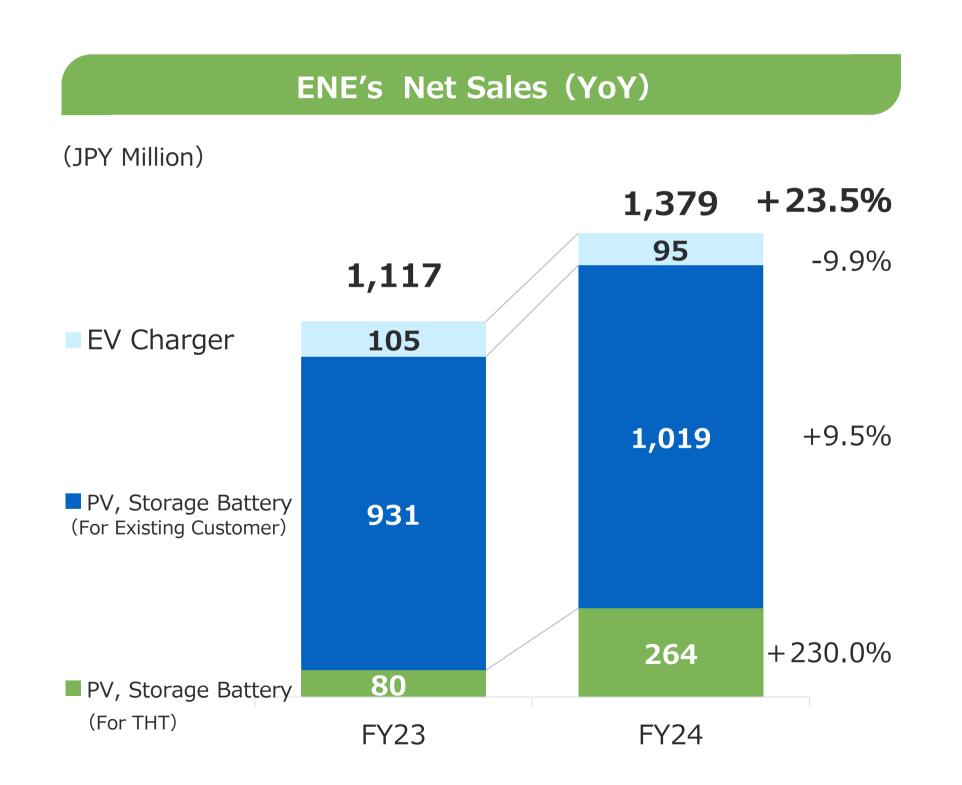


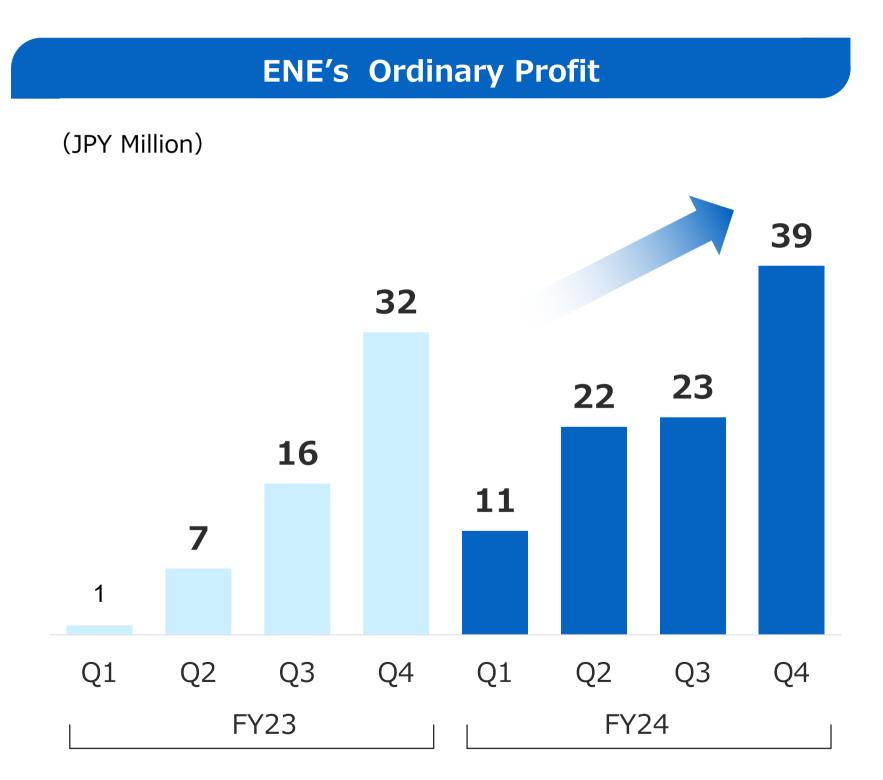


FY2024 Results Renewable Energy Solutions ENE's



Increased sales of PV, storage battery installation order for THT kept recurring in ordinary profit on upward.



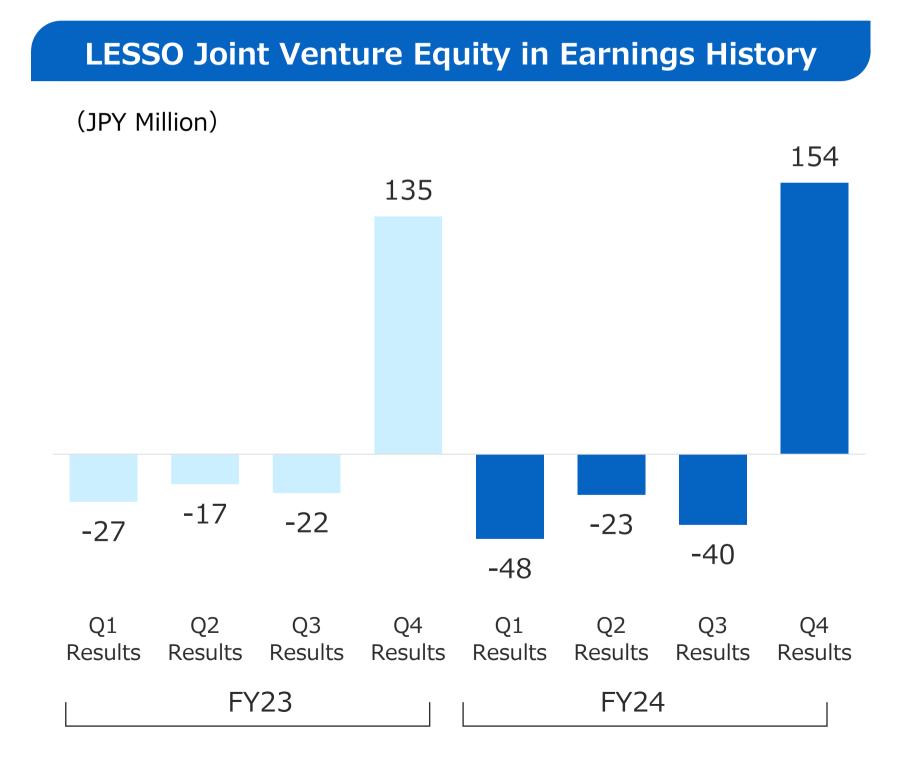




FY2024 Renewable Energy Solutions LESSO



Whole year sales for Lesso has booked as lamp sum in Q4 by joint venture agreement.



LESSO Business Summary

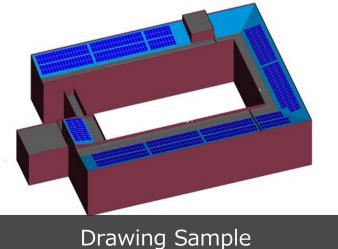
■ Operating Status

- Contracted to design solar panel for LESSO factory and rooftop of warehouse
- As in a previous year, whole year sales for Lesso has booked as lamp sum in Q4 by joint venture agreement, the result has achieved the forecast

■ Future Prospect

Mega solar power sales schedule has been delayed for China market, so the company focus on overseas market especially for Africa and Detached House in China.



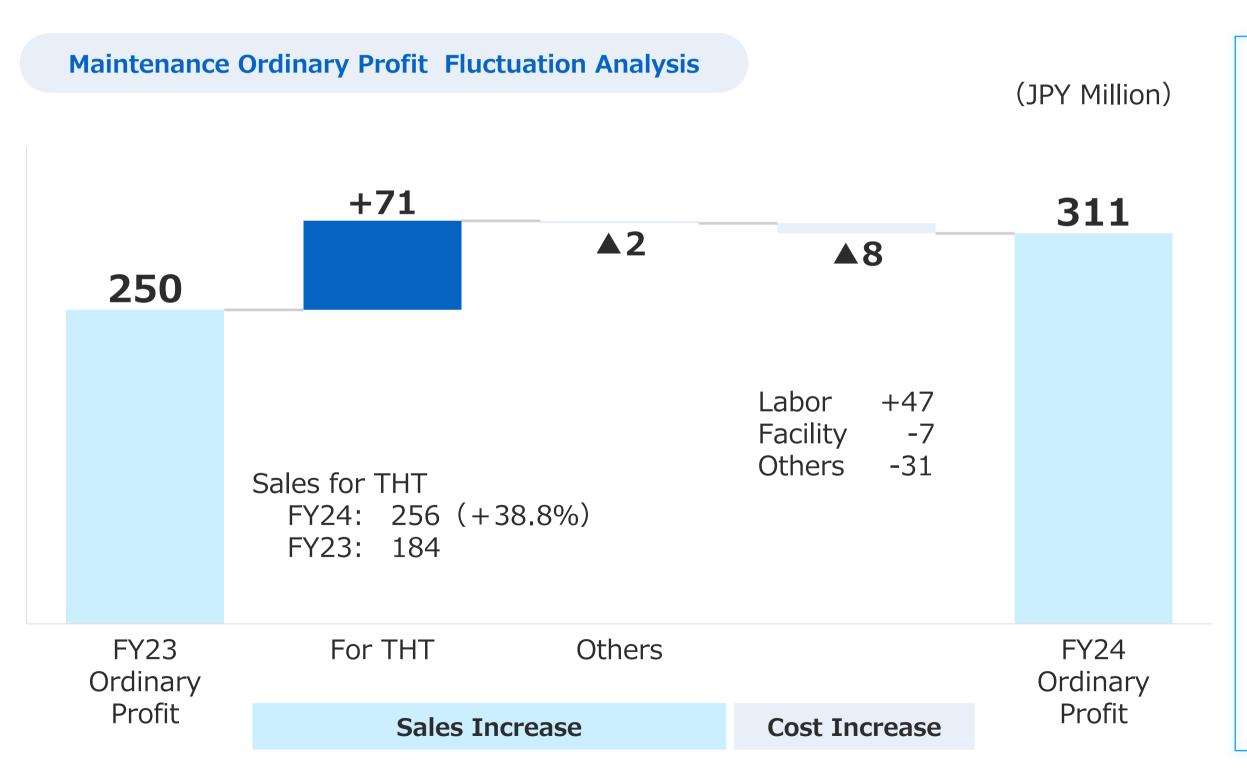




FY2024 Results Maintenance Service Ordinary Profit



The company secured profit increase by sales increase in contracts for TEPCO HomeTech.



■ Maintenance Service No. of employee

Location	FY23	FY24	YoY
Okinawa	241	225	-16
Tokyo	29	29	+0
Kanazawa	21	38	+17
Total	291	292	+1

(Goal: Building a Disaster-Resilient Maintenance Centre 1



Decentralization of business at new locations (Tokyo, Kanazawa)

(Aim of decentralization)

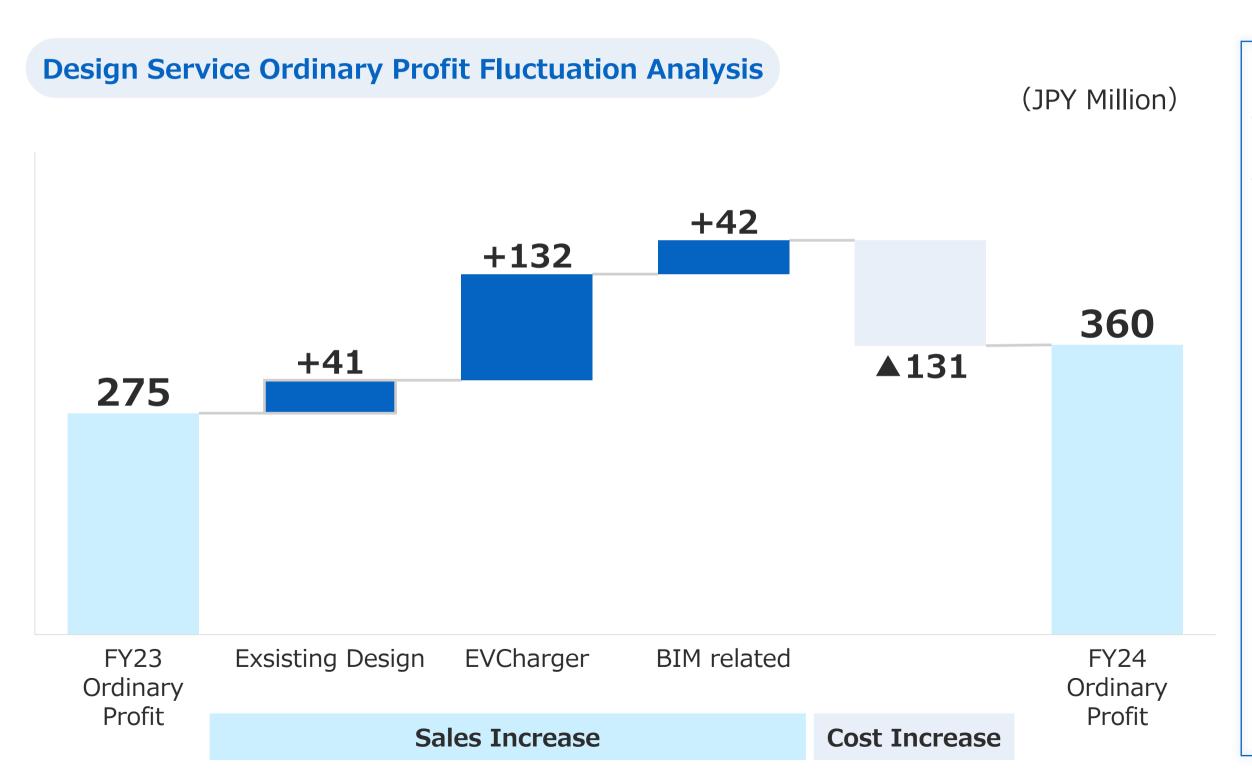
- Reduce the risk of business interruption due to natural disasters
- Increase in orders by contribution to client's BCP measures



FY2024 Design Service Ordinary Profit



Increased in profit by high demand orders of service related to application drawings for EV chargers



■ Existing Design Service

- Decrease due to macroeconomic environment (-47) (Housing Starts YoY -2.8%)
- PV design CAD system development contract sales increase (+88)

■ EV Charger Application

Increase in sales to the companies related To EV chargers (Ref. P.15)

■ BIM

Consulting service sales increase

(Ref.) Details of profit/loss by service

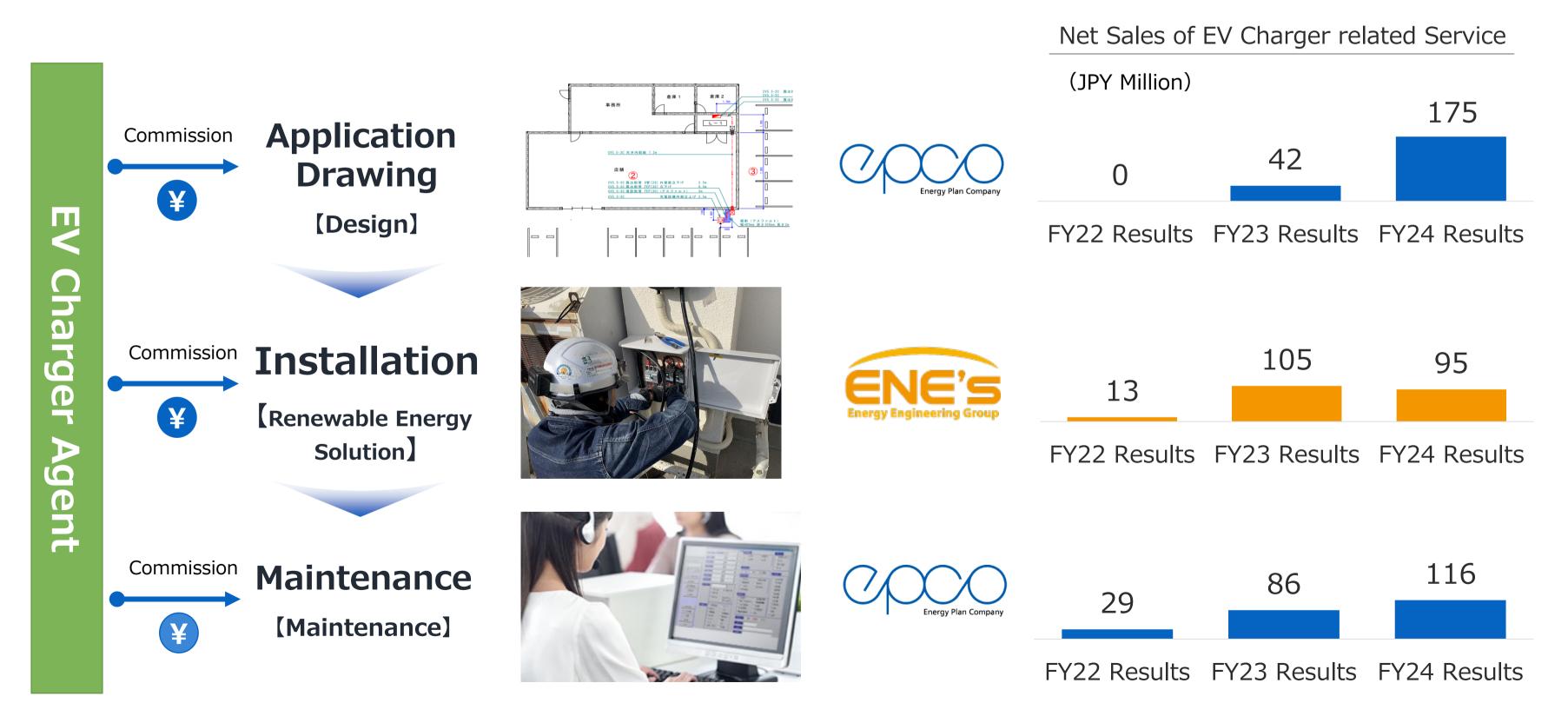
FY24	Existing Design EV Chargers	BIM	Total
Sales	2,087	129	2,216
Cost	1,670	185	1,856
Ordinary Profit	416	-56	360



FY2024 Results EV Charger Related Service



Sales of each service are growing with increasing demand for installation of EV charging infrastructure.



FY2024 Results (Reference) Consolidated Net Sales Breakdown



(JPY Million)	FY23 Results	FY24 Results	Changes	Ratio
Net Sales (Consolidated)	5,059	5,607	+547	+10.8%
Renewable Energy Solutions	1,117	1,379	+262	+23.5%
Maintenance	1,941	2,010	+68	+3.5%
Design	2,000	2,216	+215	+10.8%



FY2024 Results (Reference) Consolidated Ordinary Profit Breakdown



(JPY Million)		FY23 Results	FY24 Results	Changes	Ratio
Ord	inary Profit (Consolidated)	425	441	+15	+3.6%
Rei	newable Energy Solutions	315	185	-129	-41.1%
	ENE's	57	97	+40	+69.8%
	TEPCO HomeTech	222	71	-150	-67.7%
	LESSO	69	41	-28	-40.4%
	MEDX	-34	-25	+8	_
Ma	aintenance	250	311	+60	+24.2%
De	esign	275	360	+84	+30.7%
Ot	thers (Corporate Expenses, Non-operation cost)	-415	-416	-0	_

01. FY2024 Results





02. FY2025 Forecast

Challenge for Change
Carbon Neutral × DX Strategy



03. Shareholder Returns

04. Appendix.



FY2025 Forecast Consolidated Sales Forecast Summary



Sales and profit growth is expected to be driven by the renewable energy solutions which has completed investment in management foundation improvement and expecting both sales and profit increase.

(JPY Million)	FY24 Results	FY25 Forecast	Changes	Ratio
Net Sales	5,607	6,113	+506	+9.0%
Ordinary Profit	441	462	+21	+4.9%
Net Profit	327	455	+128	+39.2%
*Factor of net profit increase Gain on sales of investment securities	_	92	+92	

^{*}Expecting to sell the strategic holding share



FY2025 Forecast Consolidated Sales by Segment Highlight



	Net Sales (YoY)	Ordinary Profit (YoY)	(JPY Million)	
FY2025 Forecast	6,113 +9.0%	462 +4.9%	Increase in sales and profit driven by renewable energy solutions, expecting high performance in consolidated sales and profit	
Renewable Energy Solutions	1,800 +30.4%	247 +33.5%	Significant increase in sales and profit owing to increased demand for installation of renewable energy facilities supported by various policies	
Maintenance	2,037 +1.4%	295 -5.2%	Conservative forecast due to decrease in commissioning of energy related order Decrease in profit with investment for system development for digital transformation	
Design	2,276 +2.7%	344 -4.3%	Conservative forecast due to tough situation in housing industry. Decrease in profit with investment for system development for digital transformation	

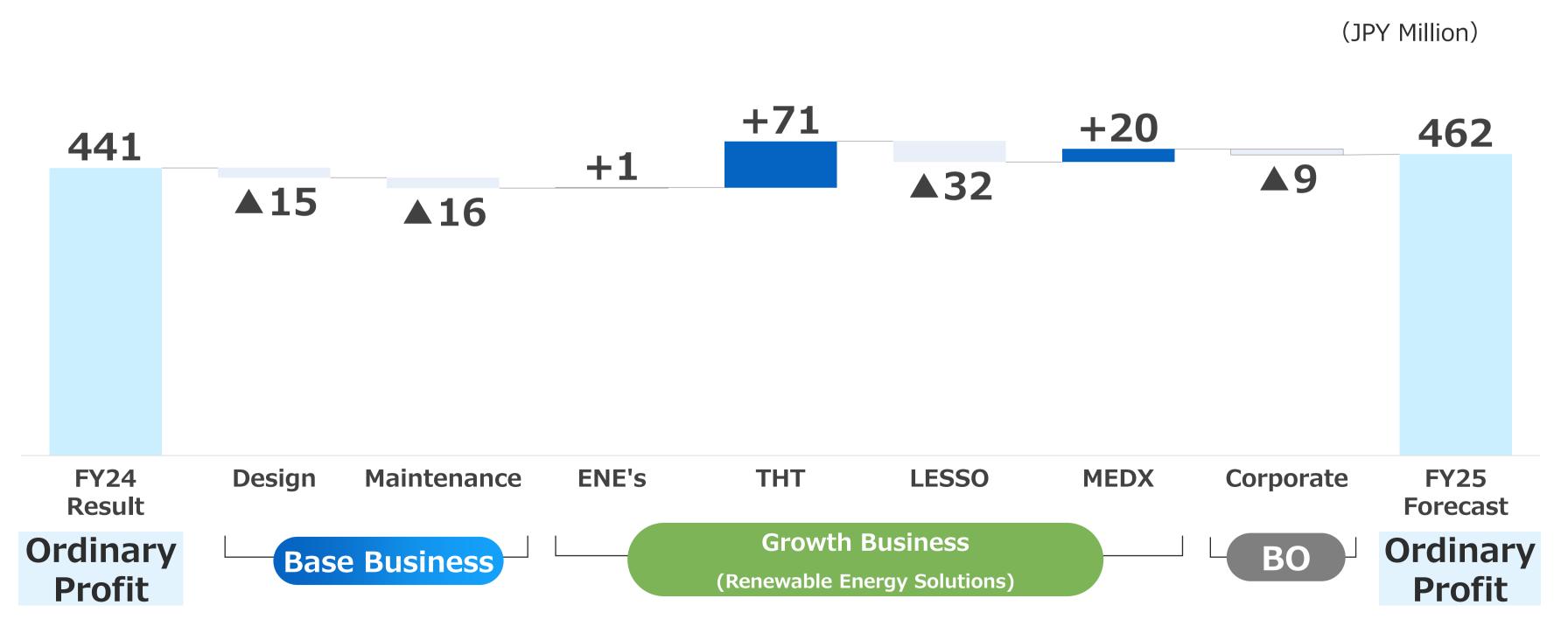


FY2025 Forecast | Consolidated Ordinary Profit Profit/Loss Factors



Profit: Increase in renewable energy solution for domestic market due to increase in contracts for installation of renewable energy facilities with policy support

Loss: System investment for DX in base business





FY2025 Forecast | The Premises of forecast for Segments



Renewal Energy Solutions	TrendSalesOrdinary Profit(THT)(ENE's)(LESSO)	Significant profit increase (Expecting +99.5%) with effect of improvement of management foundation Profit is conservative forecast for expecting future business expand (YoY +1.9%)
	(MEDX)	Conservative forecast considering the stagnation of real estate market in China (YoY A 77.8%) Equity in losses expecting reduce with liquidation of the company (Business will be closed on March)
		(Business will be closed on March)
	·Trend	Growing interest in stock housing business due to deteriorating business environment for housing companies
Maintenance	·Sales	Expecting YoY $+1.4\%$ even increase in contracts for major housing companies, decrease in contracts for energy companies
	·Ordinary Profit	Expecting YoY▲5.2% due to investment for DX to improve operation center
	·Trend	Housing starts (owner-occupied) will bottom out, still expect the environment of housing industry is to remain severe.
Design	·Sales	Expecting YoY +2.7% with slight decrease in existing facility design and increase in energy design contracts
	·Ordinary Profit	

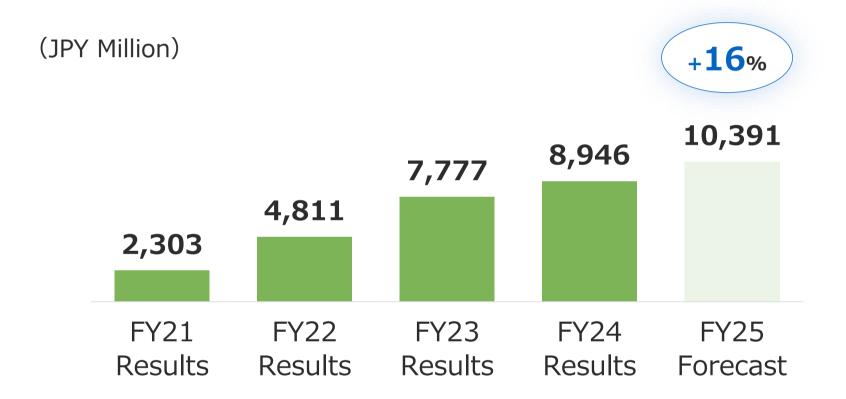


FY2025 Forecast Renewable Energy Service Solutions (THT) Summary

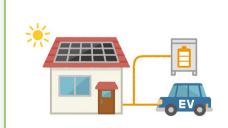


The effects of the investment in management foundation improvements implemented in FY2024 are expected to become apparent and steady sales and profit growth is expected

(Ref.) THT Net Sales History



THT Sales Increase Factors



- Strong demand for installation work of renewable energy equipment for new house (Solar power, storage battery etc.)
- Mandatory installation of PV equipment in Tokyo will affect on sales increase in Q4 of FY2025

THT Equity in Earnings History (JPY Million) 63 34 30 28 27 22 10 -1 Q1 Q2 Q3 Q2 Q3 Q4 Q1 Q4

FY24 Results

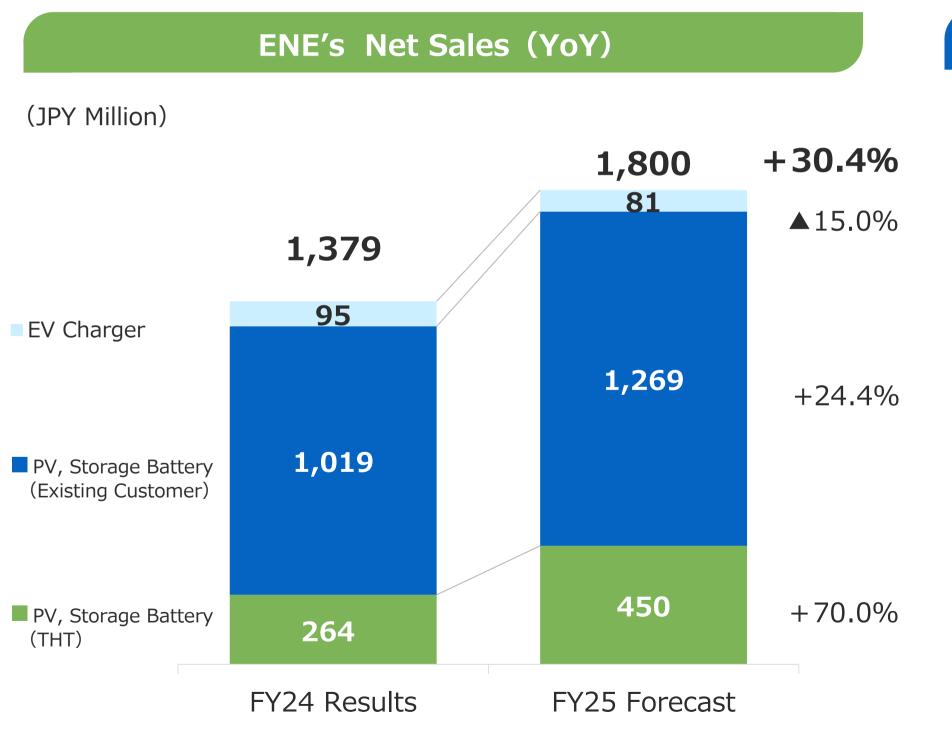
FY25 Forecast

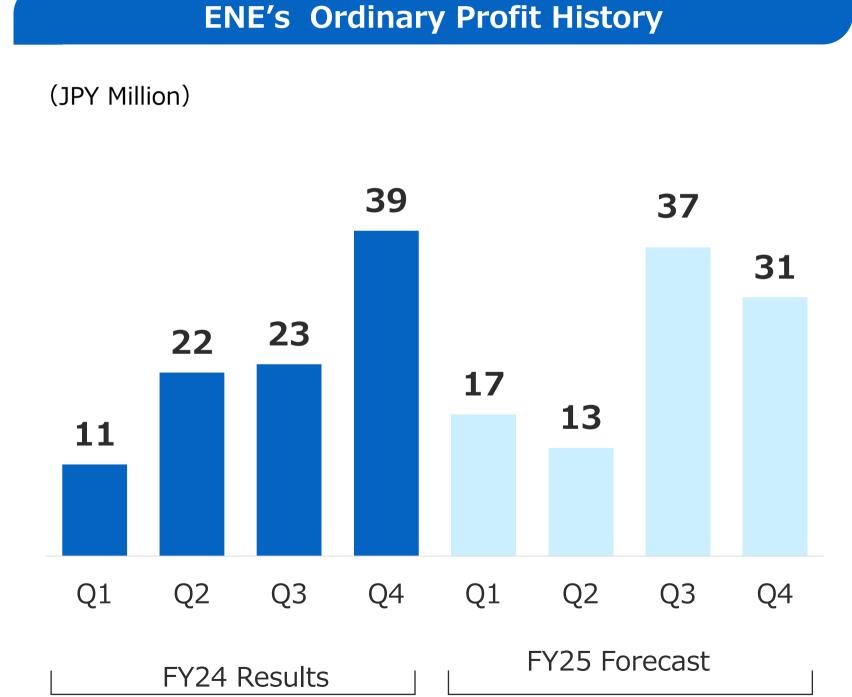


FY2025 Forecast Renewable Energy Solutions ENE's Summary



Continuous high demands on solar power generator and storage battery mainly for TEPCO HomeTech







FY2025 Forecast

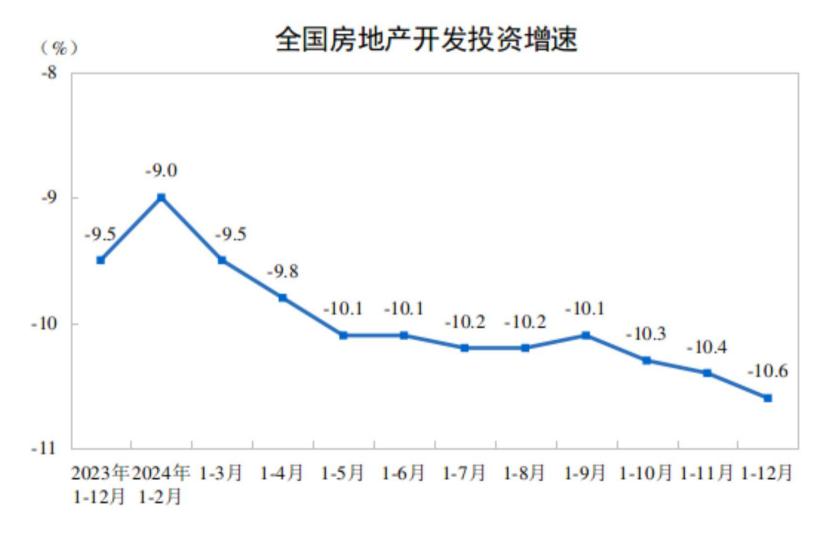
Renewable Energy Solutions LESSO Summary



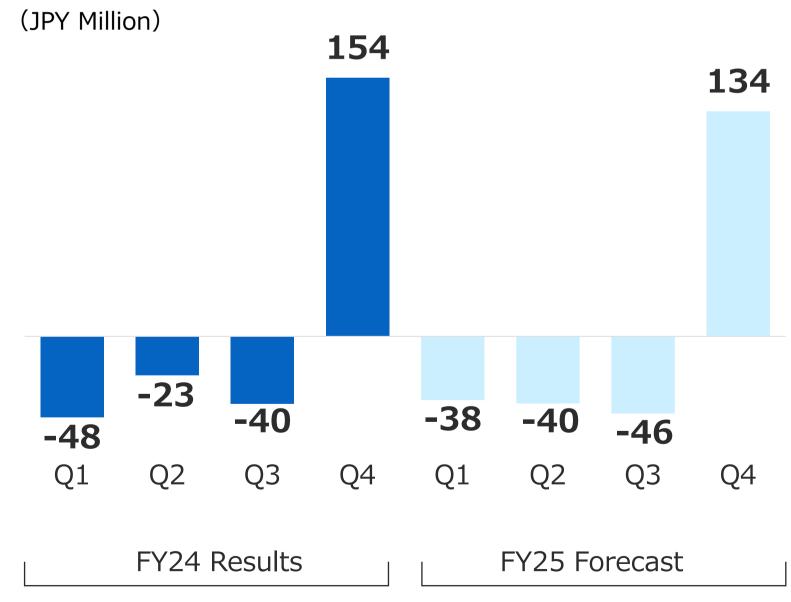
FY2025 forecast of ordinary profit of LESSO joint venture company is conservatively, expected considering downward of real estate market in China.

Real Estate Development Investment in China

In 2024 (Jan-Dec), real estate investment and development throughout China continued its downward trend with a 10.6%



LESSO Joint Venture Equity in Earnings History



The percentage of change in real estate investment across China compared to the same month last year is shown at *Published by the National Bureau of Statistics of China「全国房地产市场基本情况」

FY2025 Forecast (Reference) Consolidated Net Sales Breakdown



(JPY Million)	FY24 Results	FY25 Forecast	Changes	Ratio
Net Sales (Consolidated)	5,607	6,113	+506	+9.0%
Renewable Energy Solutions	1,379	1,800	+420	+30.4%
Maintenance	2,010	2,037	+27	+1.4%
Design	2,216	2,276	+59	+2.7%



FY2025 Forecast (Ref.) Consolidated Ordinary Profit Breakdown



(JPY Million)		FY24 Results	FY25 Forecast	Changes	Ratio
Ord	inary Profit (Consolidated)	441	462	+21	+4.9%
Re	newable Energy Solutions	185	247	+62	+33.5%
	ENE's	97	99	+1	+1.9%
	TEPCO HomeTech	71	143	+71	+99.5%
	LESSO	41	9	-32	-77.8%
	MEDX	-25	-4	+20	_
Ma	aintenance	311	295	-16	-5.2%
Design		360	344	-15	-4.3%
Ot	thers (Corporate Expenses, Non-operation cost)	-416	-425	-9	_



01. FY2024 Results02. FT2025 Forecast





03. Shareholder Returns

04. Appendix.

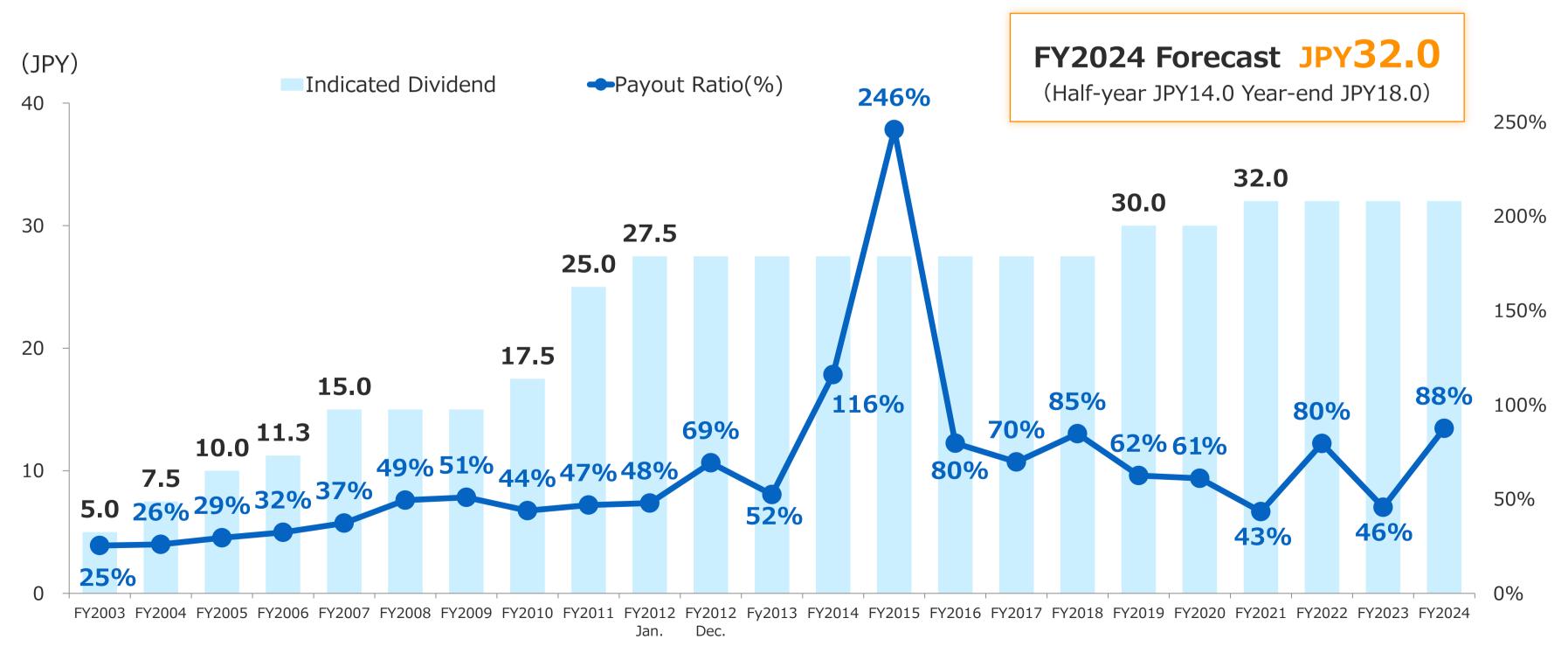


Shareholder Returns 1. Dividend Policy



Progressive dividend stock with no dividend cuts for 22 years since listing

(Stable profit sharing based on a consolidated dividend payout ratio of 50% and dividend on equity ratio (DOE) of 8%.)





Shareholder Returns 2.Lottery Style Shareholder Benefit Plan



Free installation of solar power generation system or storage battery (equivalent to JPY 1 mil.)

Details of Benefit Plan	 Free installation of solar power generation system or storage battery (equivalent to JPY 1 mil.) The lottery is two times a year.(End of June and December for eligible shareholders) The probability of winning increases proportionally with the number of shares held (Up to 1,000 shares, max 10 units)
Eligible Shareholder for the lottery	 Shareholder who own more than 1unit (100 shares) and on the shareholder list on the end of June 2024 for the 1st half year of lottery Shareholder who have completed the procedures to apply the lottery
Installable Places	 Winner can pick any place for installation of solar panel (For family or friends is ok) Detached house in Japan





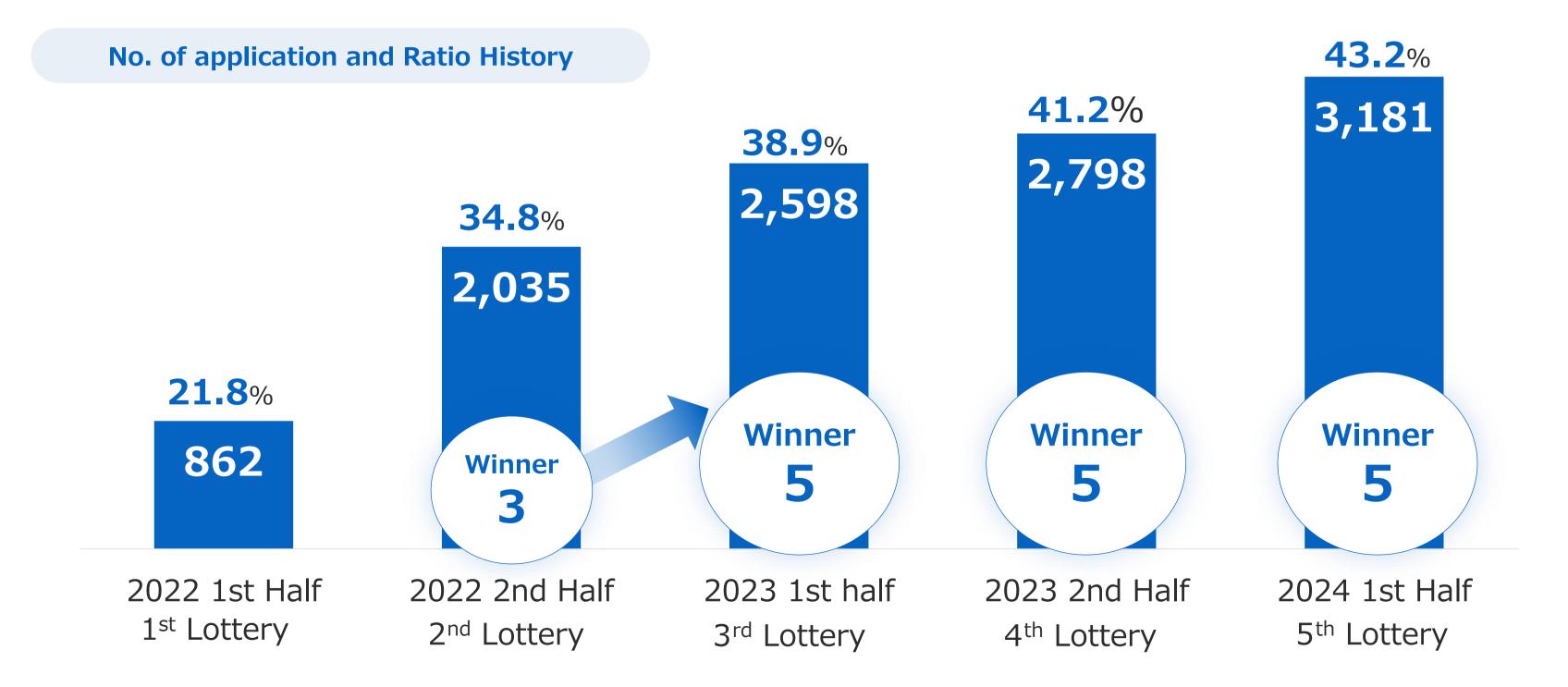




Shareholder Returns | 3. **Shareholder Benefit Plan Topics**



Both the number of applications and the application rate have increased, reaching a record high for the first half of 2024.





01. FY2024 Results

02. FY2025 Forecast

03. Shareholder Returns

Challenge for Change

Carbon Neutral × DX Strategy



04. Appendix.



Company Overvirew



Management Philosophy

We pursue the happiness of our passionate employees and their family.

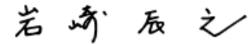
Purpose of our existence is to reduce social problems and contribute human's lives.

We aim to be infrastructure company to support the homes and

lifestyles of people around the world.



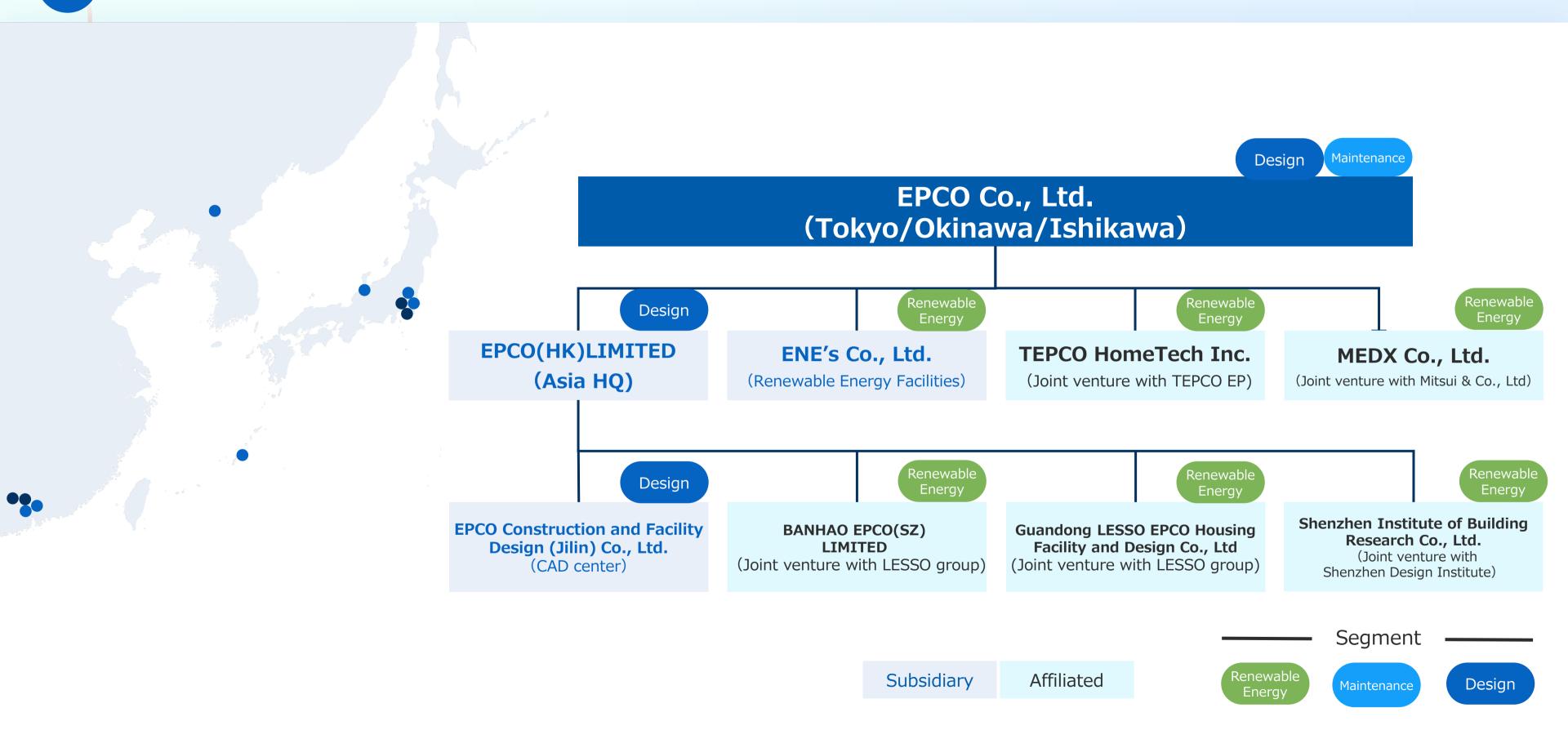
Representative Director Group CEO



Company Name	EPCO Co., Ltd. (Energy Plan Co	mpany)
Head Office	12/F, OLINAS tower, 4-1-3 Taihei, Sumida-ku, Tokyo, 130-0012 JAPAN	
Securities Code	2311 (Tokyo Stock Exchange Standard)	
Establishment	April 12, 1990	
Capital	JPY 87 mil.	
No. of Employee	578 (Consolidated Total 790) *As of Dec. 31. 2024 Imcluding temporary and dispatched worlrs	
Directors	Representative Director and Group CE Representative Director and CFO Outside Director Outside Director Outside Director	O Yoshiyuki Iwasaki Shinichiro Yoshihara Masashi Watanabe Takuo Akino Tadashi Tamura
Executive Officer	Design Services and Information Systems Maintenance Service Business Development Corporate Renewable Energy Service	Yang Chao Takatsugu Urayama Kim Jungheon Tomohisa Hirakawa Tomoo Geshi

EPCO Group



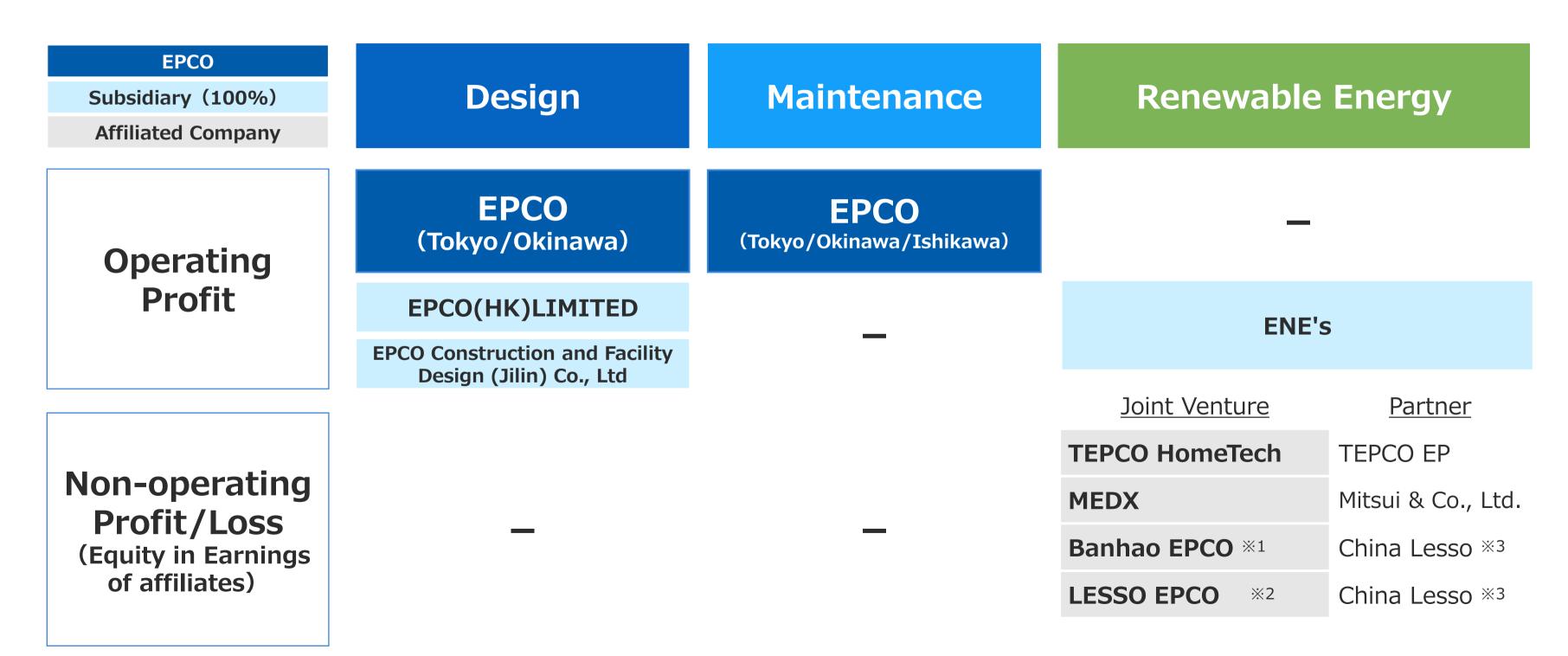




(Reference) EPCO Group Profit and Loss Structure



The EPCO Group management style is a group structure (group management) that actively utilizes joint ventures. All equity in earnings of joint ventures is included in ordinary profit of "Renewable Energy Services".





(Reference) TEPCO HomeTech General Information



Company Information

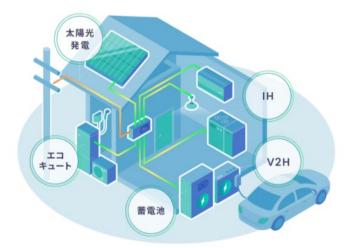
Name	TEPCO HomeTech, Inc.	
Establishment	August 9, 2017	
Representative	Chairman Yoshiyuki Iwasaki President Takahiro Aoki	
Capital	JPY 475 million	
Shareholder Composition	TEPCO Energy Partner, Inc 51% EPCO Co., Ltd 49%	
Location	Tokyo, Kyoto	
No. Of Employee	61 *As of Dec. 2023 (Including 16 temporary staff)	

Main Business

- Residence facility fixed-rate subscription service "Enecari"
- Sales and installation of home equipment such as solar power, storage batteries, EV charger, Eco-Cute, etc.
- New House: Partner with housing companies. Standardize the istallation of solar panel and storage batteries
- Existing House: Direct sales of solar panel to endusers
- Construction Structure : Organized affiated stores









(Reference) ENE's General Information



Company Information

Name	ENE's Co., Ltd. Energy Engineering Group
Establishment	November 22, 2001
Representative	President Yoshihiro Sugai
Capital	JPY 20 million
Shareholder Composition	EPCO Co., Ltd. 100%
Location	Saitama, Gunma, Kanagawa
No. of employee	48 *As of Dec 2023 (Including 6 temporary staffs)

Main Buisiness

- Installation of solar power system
- Equipment work of all-electric housing
- Installation of storage battery system







Advantage of EPCO's housing facilities and design and ENE's experience and knowledge for energy saving facilities plus TEPCO's name value

Installed 4,000cases/year of solar power system, storage battery and all-electric house in all Kanto area in 2022. (Solar Power 1,900 unit, Storage Battery900units)



(Reference) LESSO Group General Information

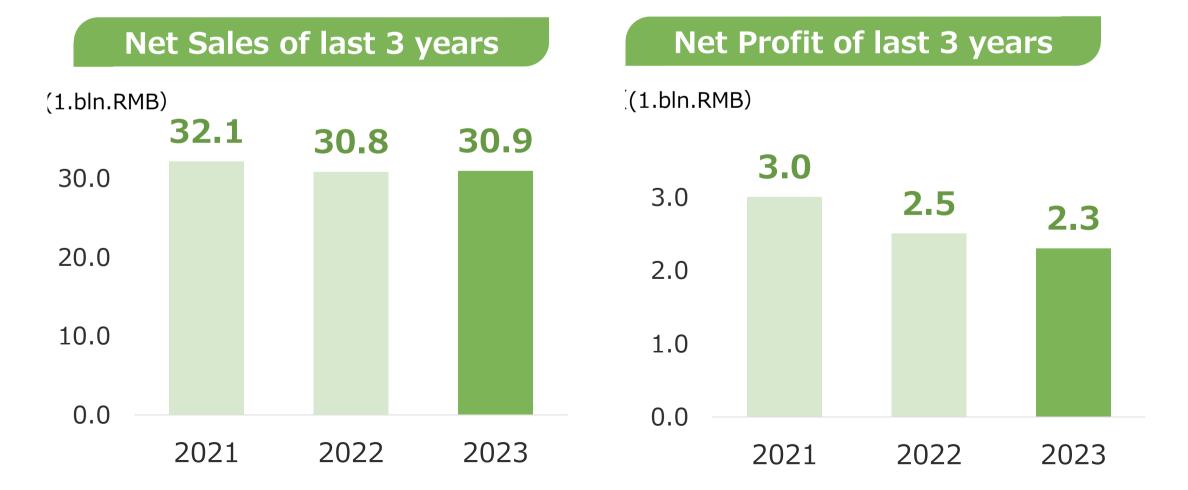


【Name】中国聯塑集団控股有限公司

[Location] Foshan city, Guangdong province, China

【Information】 ·Established in 1986

- · China's largest manufacturer of plastic pipes and fittings: China's top 500 companies (375th in ranking)
- ·Listed in HK market (Security code 2128 : HK)
- ·Factory: 30 location in China, 7 location in overseas
- ·Sales distributor: Over 30,000 shops in all over China



LESSO联塑 新能源项目中心

LESSO HQ





EPCO Group History

Established EPCO Limited Company



2023	Transferred to the Tokyo Stock Exchange Standard Market.
	Established BANHAO EPCO (SZ)LIMITED (Reform joint venture with CHINA LESSO group and EPCO SZ)
2022	Transferred from the First Section of the Tokyo Stock Exchange to the Prime Market
	Opened Kanazawa Operation center
	Established MEDX Co., Ltd.
2020	Acquired in System Engineering Co., Ltd. (Current ENE's Co., Ltd.) and made it as a subsidiary
2019	Listed on the first section of the Tokyo Stock Exchange
	Market change to the second section of the Tokyo Stock Exchange
2018	Relocated Okinawa call center
2017	Established TEPCO HomeTech Inc.
2016	Established EPCO Construction and Facility Design (Jilin) Co., Ltd.
2014	Relocated Tokyo Office
2011	Established EPCO (HK) LIMITED
	Established Guandong LESSO EPCO Housing Facility and Design Co., Ltd.
2005	Opened Okinawa office
2004	Established a subsidialy EPCO Construction and Facility Design (Shenzhen) Co., Ltd.
2002	Relocated head office to Adachi-ku, Tokyo
	Listed on JASDAQ HOUSING
1992	Reorganized into EPCO Co., Ltd.
1990	Established EPCO Limited Company

EPCO Group's Purpose



HCDs: Housing Carbon Neutrality Digital Solutions

EPCO Group support housing, living, and the global environment with digital technology

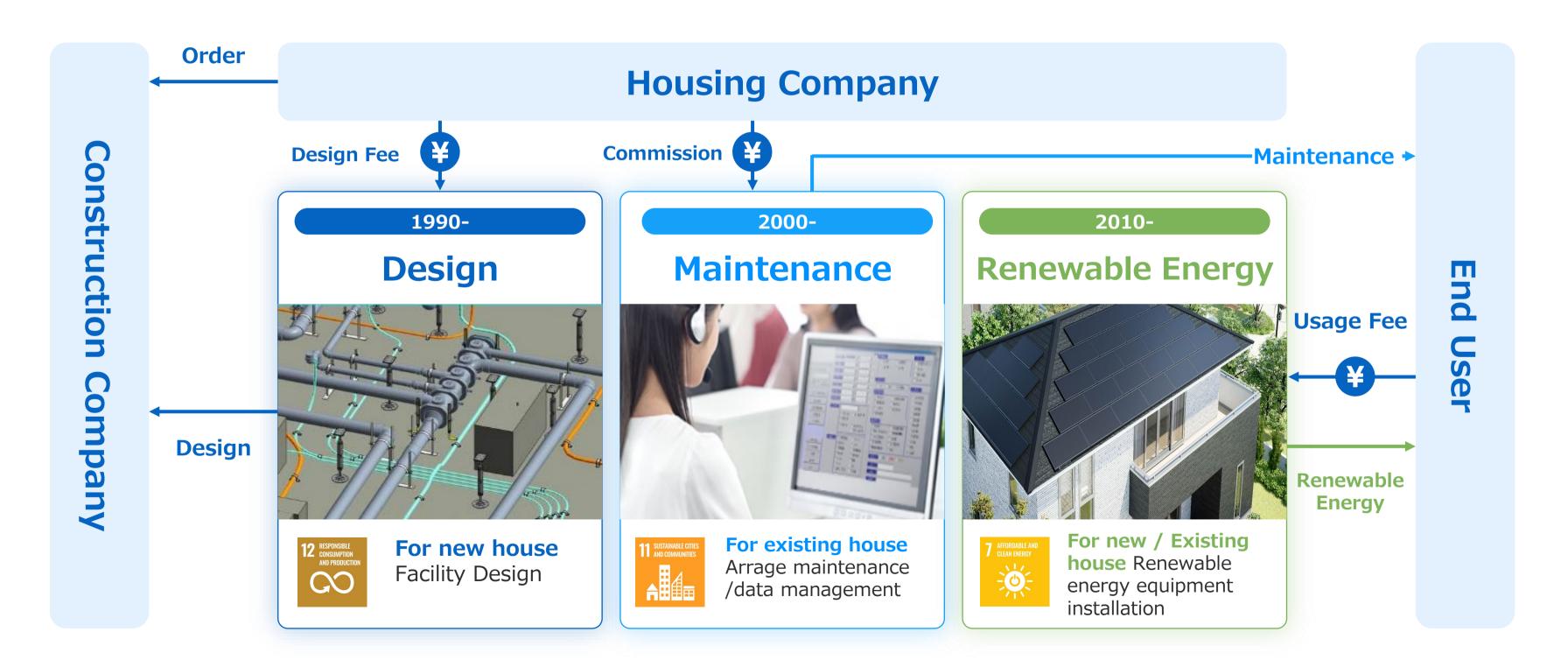




Core Business of EPCO Group General View



Since its founding in 1990, the EPCO Group has established three core businesses (design, maintenance, and renewable energy solutions) and these become a stable revenue base.



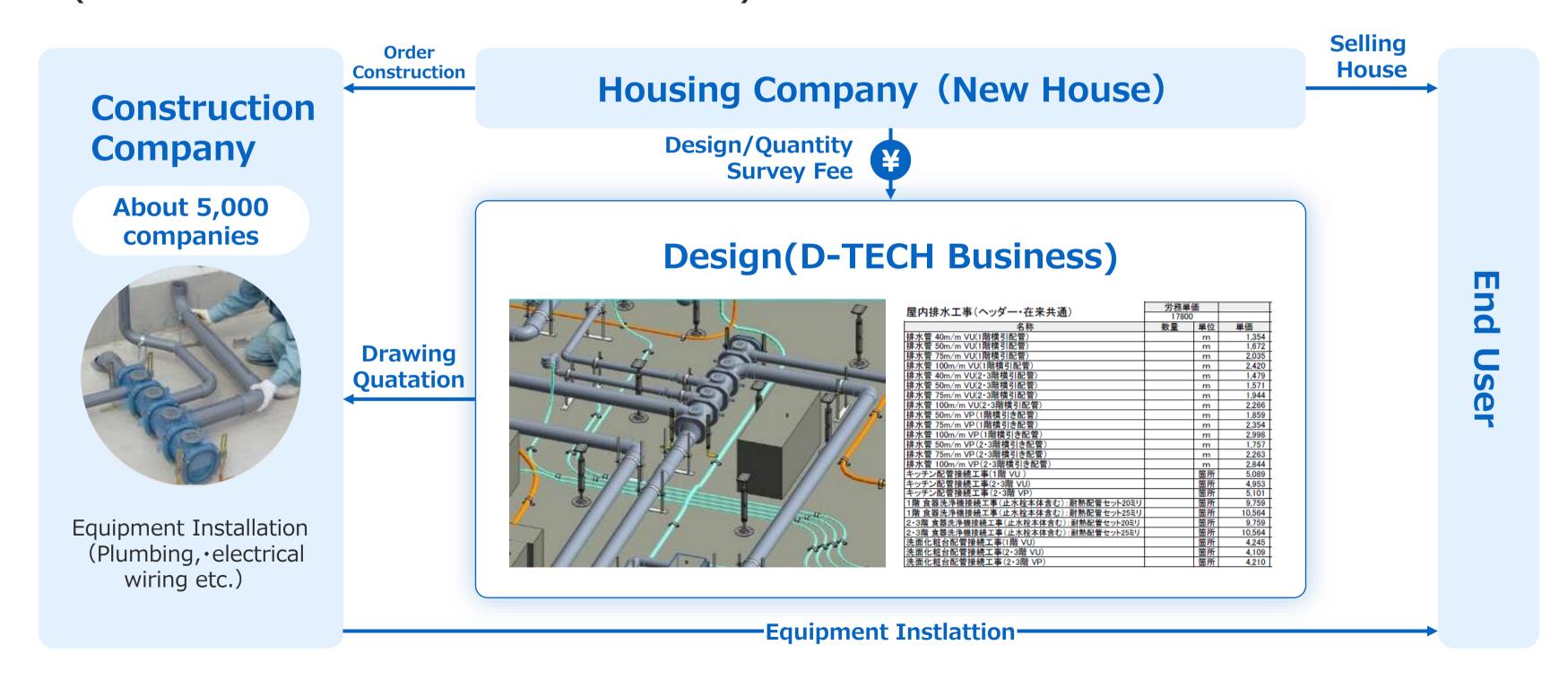


Core Business of EPCO Group

Design



- One of Japan's largest design organization to support the supply chain of house builder (About 400 designer)
- Design performance is approx. 100,000 unit/year in residential field. (Market share of new low-rise residence is 14%)



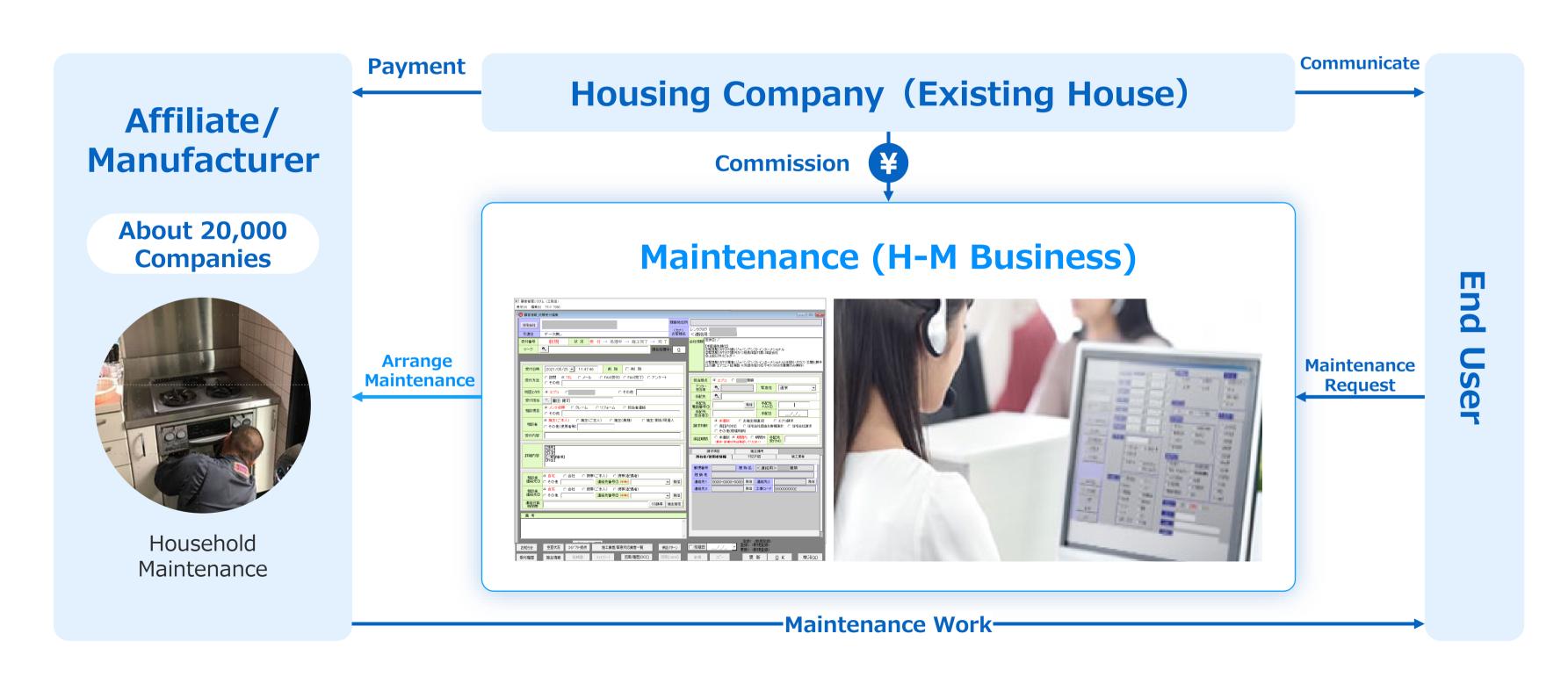


Core Business of EPCO Group

Maintenance



- 24/7 call center network to support maintenance service of house builder (About 300 operators)
- Approx. 667,000 cases of maintenance request received annually. (Managing 1.75mil. household nationwide)

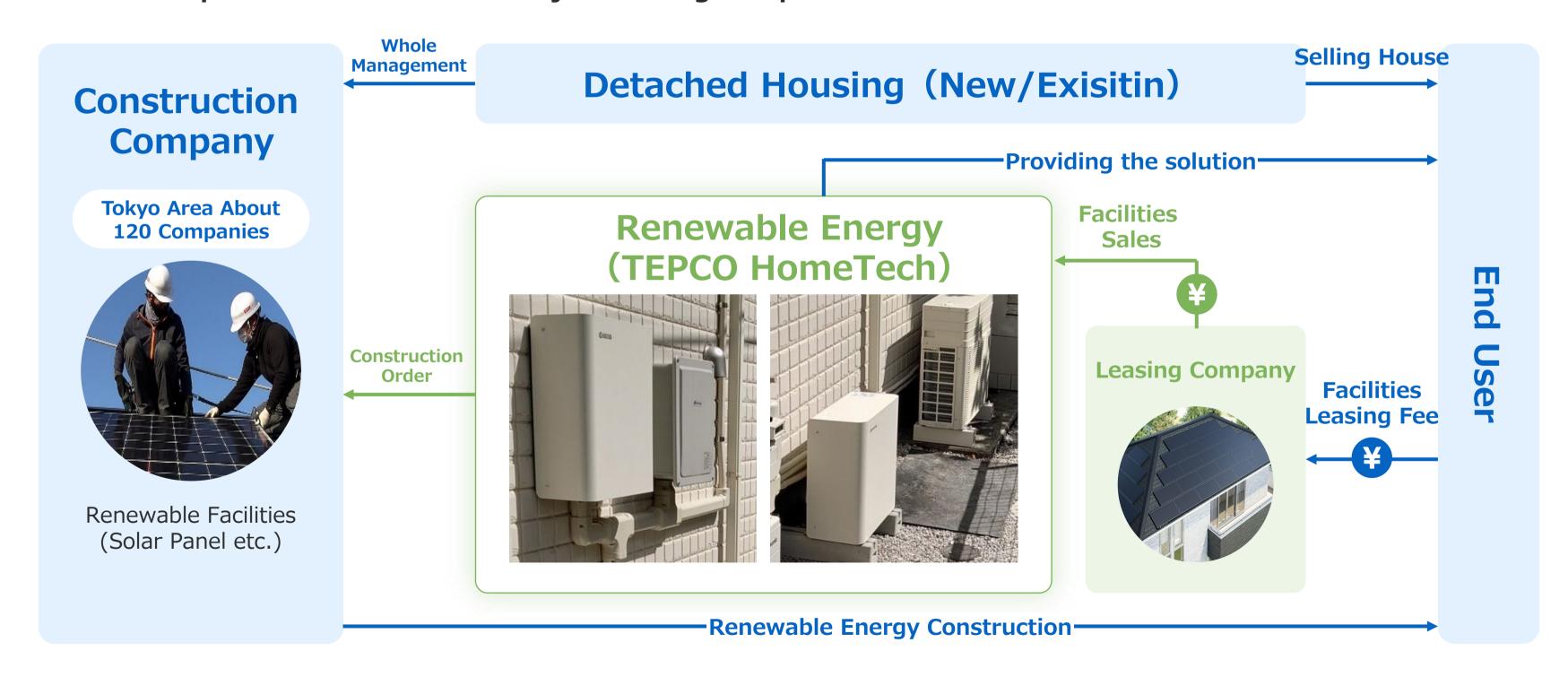




Core Business of EPCO Group Renewable Energy Solutions (TEPCO HomeTech)



- TEPCO HomeTech is joint venture with TEPCO Energy Partner, Inc.
- Subscription service of renewable energy facilities leasing (Flat-rate usage with zero initial cost) has been adopted and increased in major housing companies





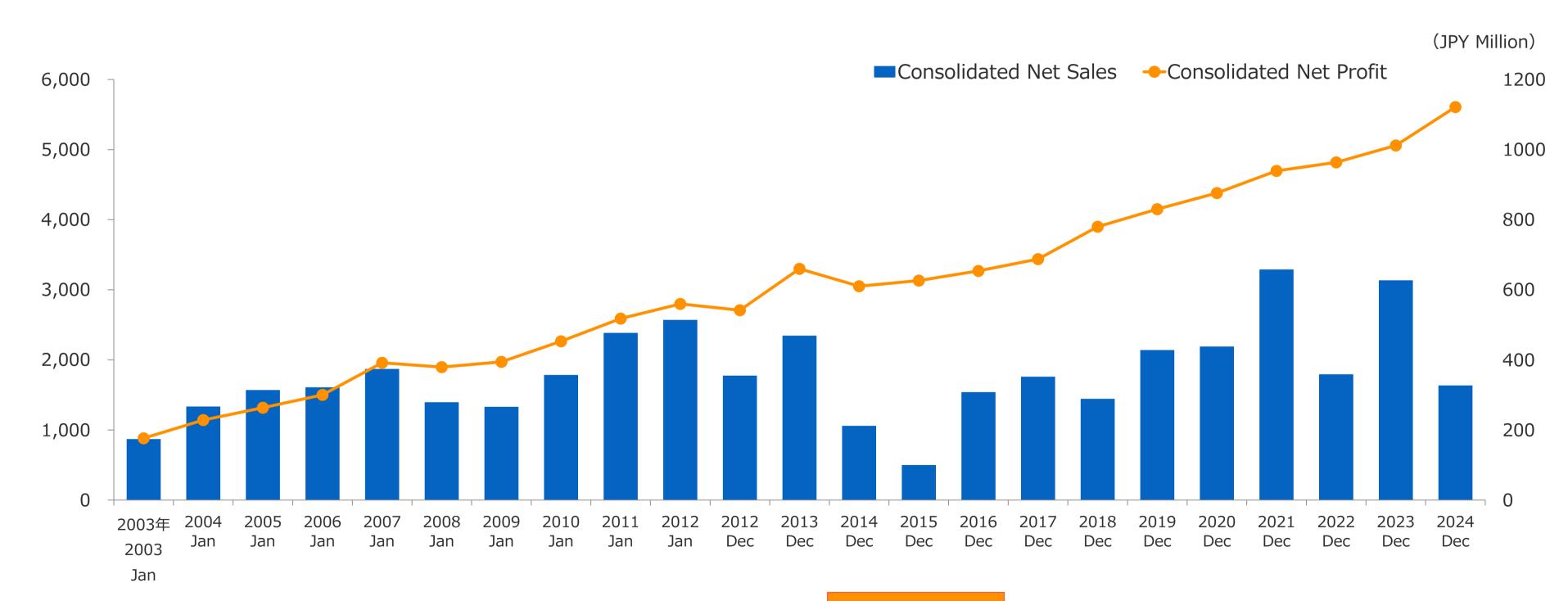
EPCO Group's ESG Initiative



	Theme	Summary	Our Major Initiative	9
	Environmental preservation through business activities	Reduction of industrial waste by pre-fabrication Visualization of CO2 emissions with BIM	Reduction of industrial waste through optimal design and pre-fabrication of housing facilities. Calculation of CO2 emissions in the building phase by BIM design.	12
Environment E		Reduction of CO2 emissions by installation of renewable energy facility	Reduction of CO2 emissions by installing renewable energy facility such as solar panels and storage batteries. Contributing to the spread of energy-efficient equipment through a flat-rate usage service without an initial cost.	7
	Reduction of environmental impact	Reduction of printed materials by using IT	Reduction of printed materials for checking design drawings using IT.	11
	Residents	Relationship with residents	Corresponding 24/7 for various problems in all aspects of housing. Quick problem resolution through efficient maintenance arrangements	
	Customers	Relationship with customers	Improve customer satisfaction by realizing low cost, high quality, and quick delivery	
Social S	Shareholders	Relationship with shareholders	Timely and appropriate disclosure of information https://www.epco.co.jp/ir/ Policy on constructive dialogue with shareholders https://www.epco.co.jp/ir/dialogue.html	
3	Employees	Promotion of diversity	The ratio of female employees is 48.9%, and foreign employees is 23.0% in EPCO group. (As of end of Dec. 2023)	
		Creating safety and healthy workplace	Promotion of health management (employee health management in collaboration with industrial physicians and external organizations)	
	Corporate Governance	Corporate Governance Structure	Company with an Audit Committee and 60% is outside directors (3 out of 5) Corporate Governance report https://ssl4.eir-parts.net/doc/2311/ir_material6/226695/00.pdf	_
Governance	Compliance	Compliance Structure	Establishment of a code of conduct in EPCO group and compliance education for employees, and an internal reporting system	_
G	Securities	Information Security Management	Establishment of Information Security Management System (ISO 27001 certification)	_
	Securities	Protection of Personal Data	Establishment of a personal information protection management system (Acquisition of Privacy Mark)	

Transition of Consolidated Results



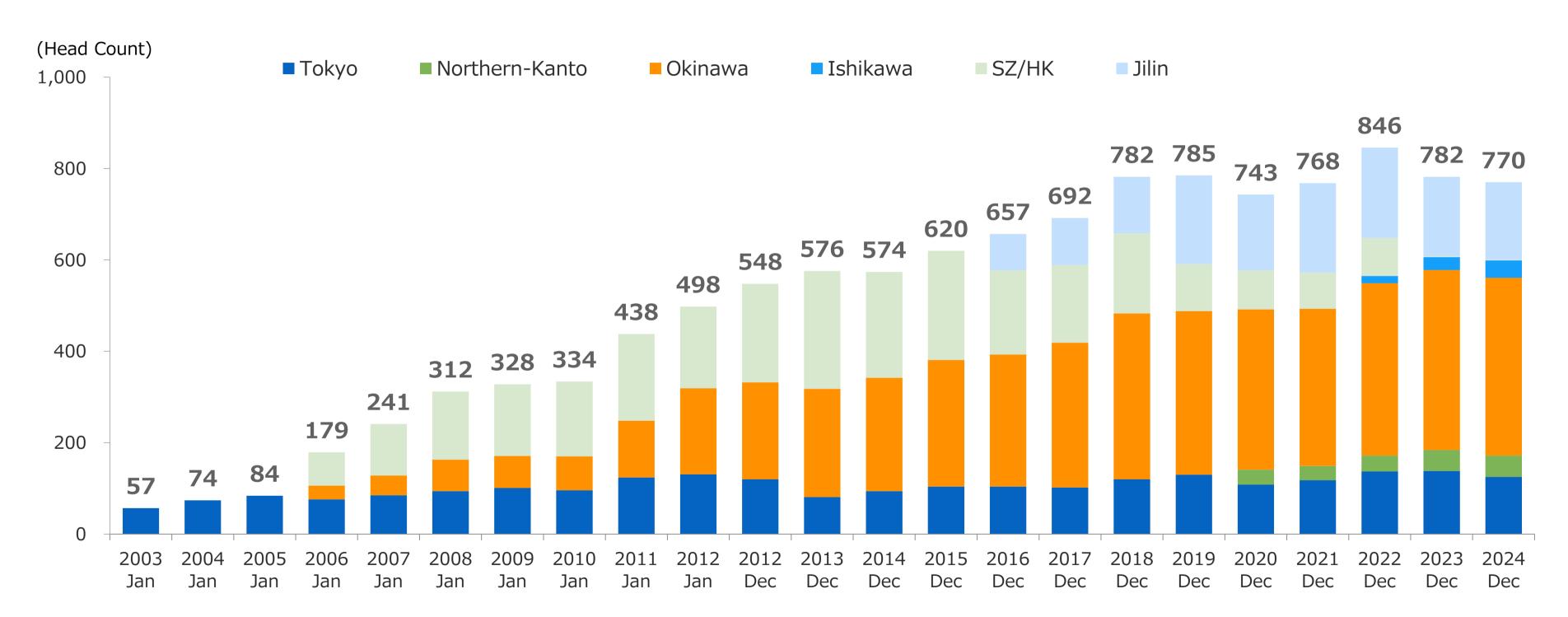


Strategic Investment Period to Energy Business



Consolidated Numbers of Employee





^{*}Including temporary employees (Counted temporary employee as average during the period)

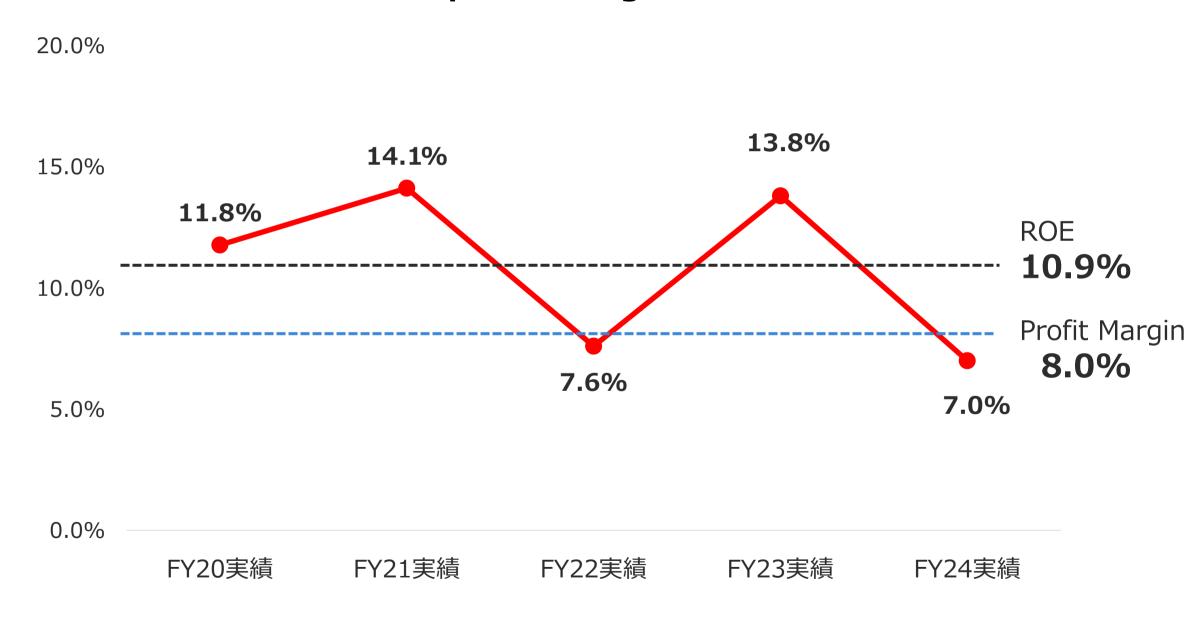


Important Management Index (ROE)



Past 5 years (average) ROE 12.2% \rightarrow Aiming higher ROE by profit improvement

Transition of ROE and profit margin



Views on ROE

① Improvement of profit margin

To improve the ratio of net income to net sales by increasing the ratio of operating income to net sales and equity in earnings of affiliates.

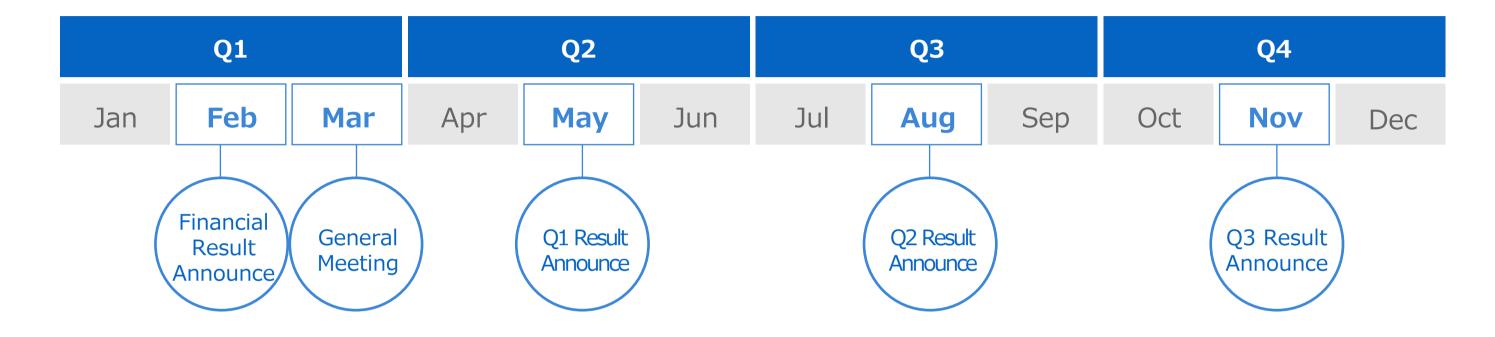
②Improvement of capital efficiency

To improve capital efficiency by actively returning profits to shareholders based on a dividend payout ratio of 50%



IR Schedule 2025 (Planned)





2025

Feb.13 Thu	FY2024 Financial results announcement	Early August	FY2025 Q2 results announcement
Feb. 28 Fri Mar. 25 Tue	FY2024 Business plan briefing (Full-year) 35 th Ordinary general shareholder	Lately August	FY2025 Business plan briefing (Q2 results)
	meeting	Mid November	FY2025 Q3 Results announcement
Early May	FY2025 Q1 Results announcement	Dec. 26 Fri	Final date of year-end dividend rights acquisition
June. 26 Thu	Final date of Q2 dividend rights acquisition	Dec. 29 Mon	EX-rights date
June. 27 Fri	EX-rights date		



IR and Contact Information



IR INFORMATION IR情報	IR Website	https://www.epco.co.jp/ir/	
企業と投資家をツナグ RIMSNET 情報 メール配信 図 配信のご登録はこちら	IR information E-mail distribution service	https://www.epco.co.jp/ir/mail	
ENGLISH (IR)	ENGLISH (IR)	https://www.irstreet.com/new/en/brand/index.php?brand=159	
シェアードリサーチ社による 当社の調査レポートはこちら Research	Analyst Report	https://sharedresearch.jp/ja/companies/2311	
contact お問い合わせ	Contact Us	https://www.epco.co.jp/contact	



Disclaimer

The performance outlook on the materials are based on the information available and certain assumption that are considered reasonable. Actual results may differ significantly from the forecast due to various factors.

Therefore, the Company does not guarantee its certainty.