FY03/2025

FINANCIAL RESULTS BRIEFING PRESENTATION

May 15, 2025 Dream Incubator Inc. (stock code: 4310)

Note : 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. DI

SUMMARY

Business Producing continued to expand, entering the next phase of growth

FY03/2025 results:

Sales: JPY6.18bn; operating profit: JPY0.25bn; net income: JPY0.17bn

- Business Producing
 - Sales: JPY5.45bn (+8% YoY); operating loss: JPY0.03bn
 - Orders accumulated for 2H and beyond, resulting in 2H operating profit of JPY0.48bn
- Incubation (Venture Capital)
 - Sales: JPY0.72bn ; operating profit: JPY0.28bn
 - $_{\circ}~$ Recorded capital gains mainly from divestments of three companies *

Future aims based on the medium-term management plan (FY03/2023-FY03/2025)

- Business Producing
 - Expanded business scale, tripling headcount over the past three years. Aim to generate earnings commensurate with that growth.
 - Over the next five years, aim to double sales (CAGR of 15% or higher) and achieve an OPM of 15% or more, supported by sustained growth with a balanced focus on scale and profitability
- Incubation
 - Reduced book value of investments from JPY7.9bn to JPY2.2bn over three years (net gain of JPY18.5bn)
 - Continue appropriate monetization efforts

Shareholder returns

- Executed shareholder returns totaling JPY10.0bn over the three years of the medium-term management plan
- Will continue strengthening shareholder returns going forward. FY03/2026 year-end dividend (forecast): JPY1.0bn (JPY106/share).

*



FY03/2025 Financial Results

Looking back on Medium-Term Management Plan

FY03/2026 Management Plan

Reference Materials

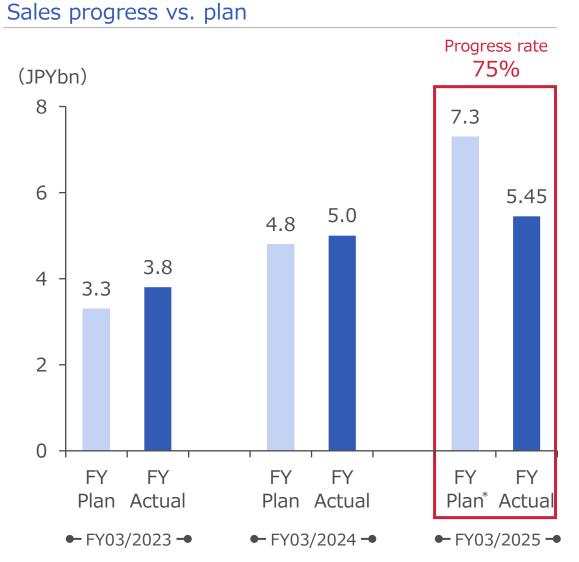
• Company profile

FY03/2025 CONSOLIDATED P&L

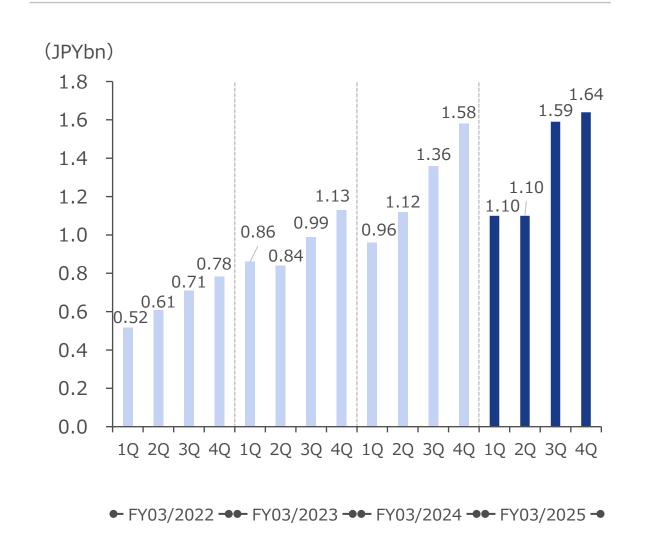
	FY03/2024 (JPYbn)	FY03/2025 (JPYbn)	YoY change (%)
Sales	5.37	6.18	+15
 Business Producing 	5.03	5.45	+8
 Venture Capital 	0.34	0.72	+112
Operating profit	-1.96	0.25	-
 Business Producing[*] 	-0.02	-0.03	_
 Venture Capital* 	-1.93	0.28	_
Recurring profit	-1.99	0.29	-
Net income	-1.84	0.17	_

*

BUSINESS PRODUCING: SALES

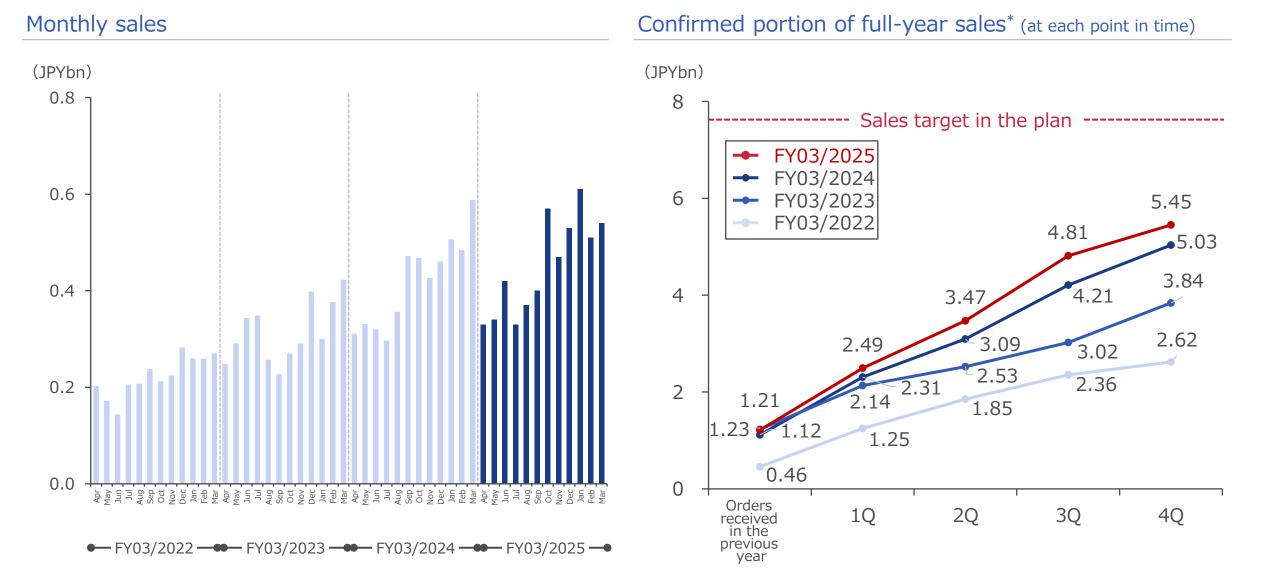


Quarterly sales**



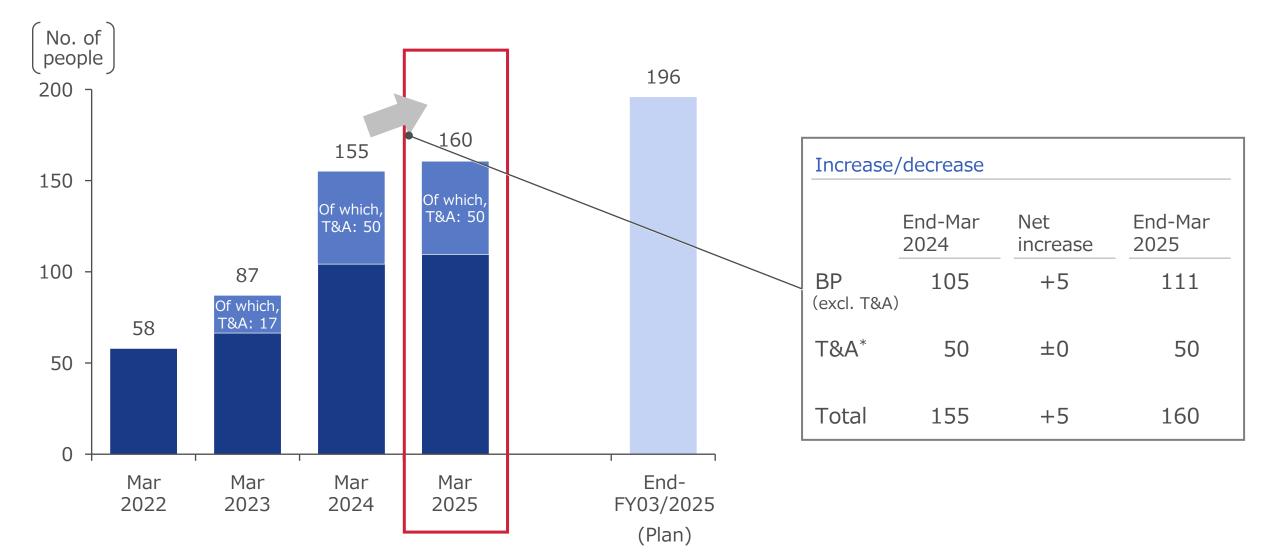
Revised from Medium-Term Plan (May 13, 2024) FY03/2022 figures exclude sales of transferred businesses. * **

Reference MONTHLY AND QUARTERLY SALES (CUMULATIVE)



NUMBER OF BUSINESS PRODUCERS

Controlled hiring pace in line with sales



*

VENTURE CAPITAL: PORTFOLIO AND MARKET VALUE

		March	1 31, 2024	1		March	n 31, 2025	(JPYbn)
		Book	value 1)	Market value ²⁾		Book	value 1)	Market value ²⁾
core ven portfolio		0.4	(11co.)	2.8	───Sold 3 co. ⁴) → (Exclusion ⁵⁾ : 2co.)	0.3	(8co.)	3.2
lio	LP investment in funds ³⁾	2.5	(6co.)	 (Same as Book value)		[approx.]	(6co.) one-time decline IPY0.5bn] due to very from funds)	(Same as Book value)
То	tal	2.9	(17co.)	5.4 (0.7)		2.2	(14co.)	5.0 (0.8)

Excludes stocks that have been fully impaired and have no subsequent up-rounds, and stock options not subject to valuation (for stocks held in own funds, includes only the portion equivalent to DI's stake) Before taxes. Taxes are shown in parentheses (included in the value above). Book value takes into account the amount of gains/losses. Market value is not calculated because the calculation method differs for each fund.

2) 3) 4) 5) Includes partial sales

1)

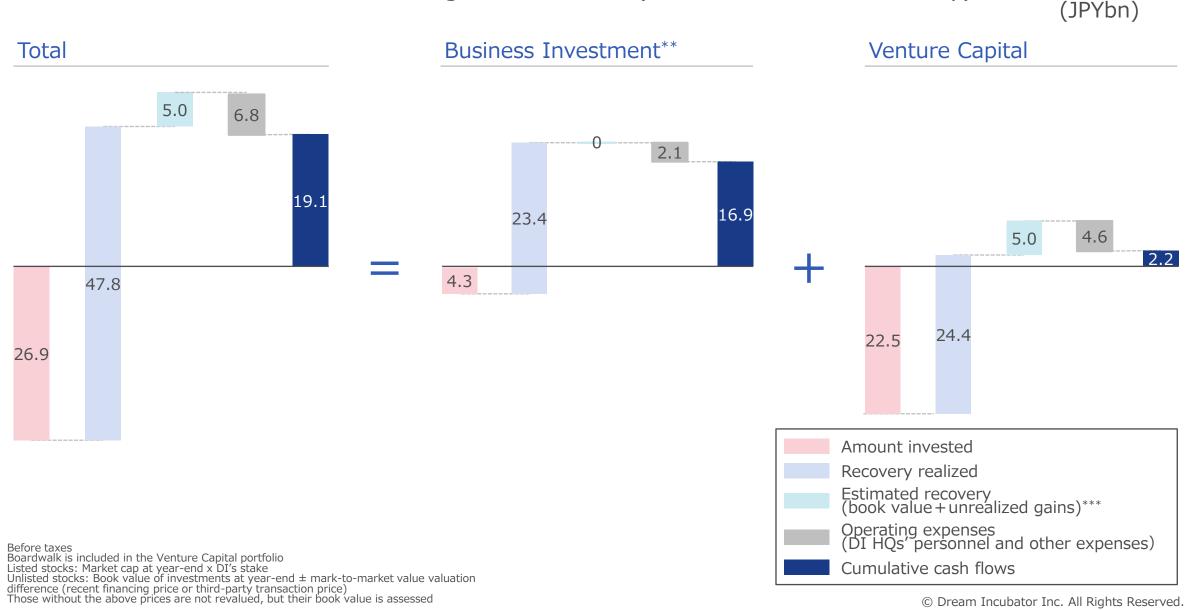
Fully impaired, and more than two years have passed since the most recent financing

Reference

* ** ***

PERFORMANCE OF INCUBATION

Cumulative cash flows^{*} from founding to FY03/2025 (include estimated recovery)



CONSOLIDATED BALANCE SHEET AS OF MARCH 31, 2025

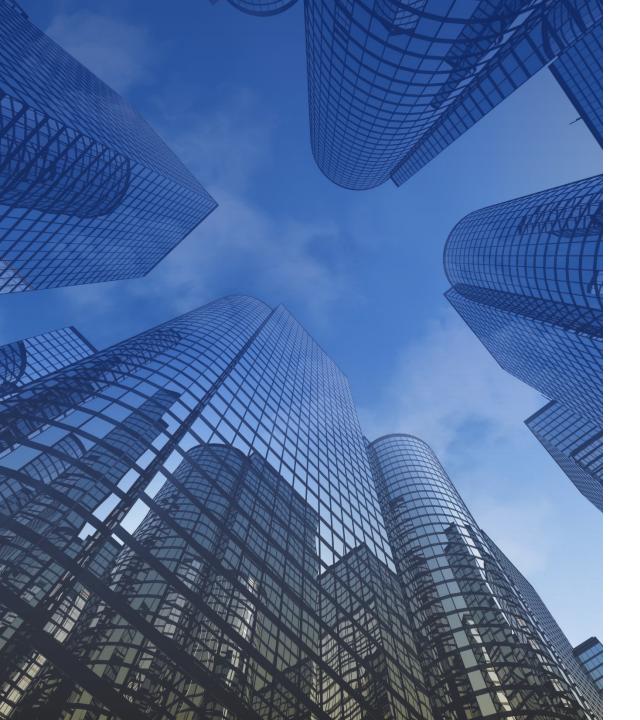
March 31, 2024 (Total assets: JPY17.4bn)



March 31, 2025 (Total assets: JPY15.8bn)

	Liabilities JPY2,2bn			
Cash and deposits			Cash and	Liabilities JPY2.6bn
JPY6.4bn			deposits JPY5.6bn	
Short-term Investment assets* JPY5.3bn	Net assets JPY15.1bn	(Major increase/decrease) Net assets • Dividends: -JPY 1.2bn	Short-term Investment assets* JPY5.0bn	Net assets JPY13.1bn
Venture capit JPY3.4bn	al	• Interim dividend: -JPY 1.0bn	Venture capital JPY2.7bn	
Other assets JPY2.2bn			Other assets JPY2.4bn	

*



FY03/2025 Financial Results

Looking back on Medium-Term Management Plan

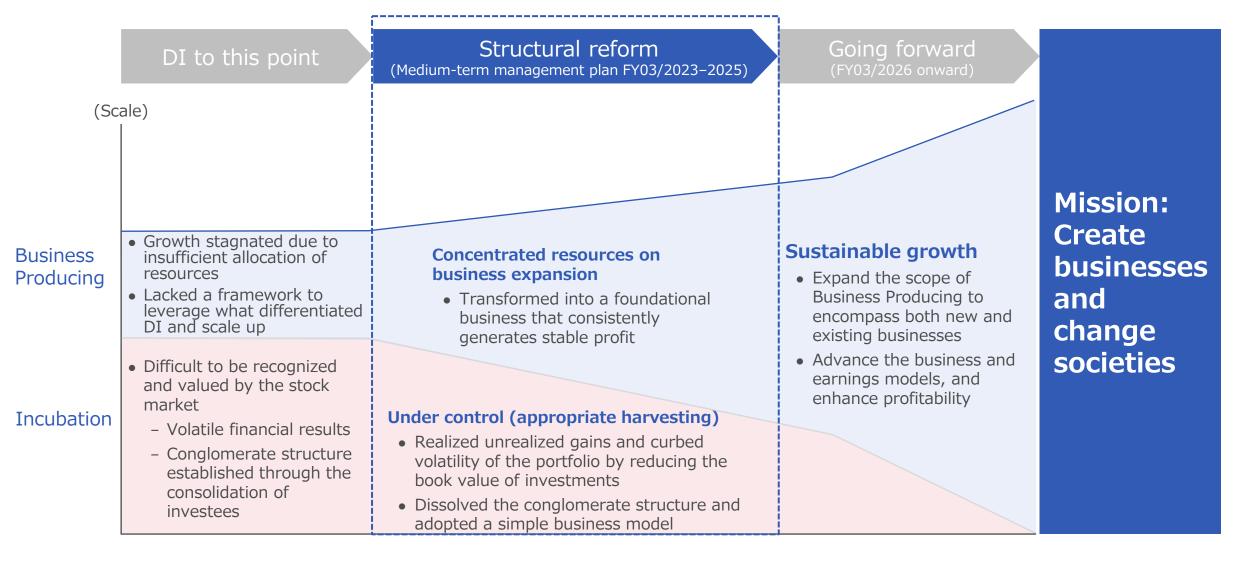
FY03/2026 Management Plan

Reference MaterialsCompany profile

Partial Updates to Previously Disclosed Materials

POSITIONING OF MEDIUM-TERM MANAGEMENT PLAN (FY03/2023-FY03/2025)

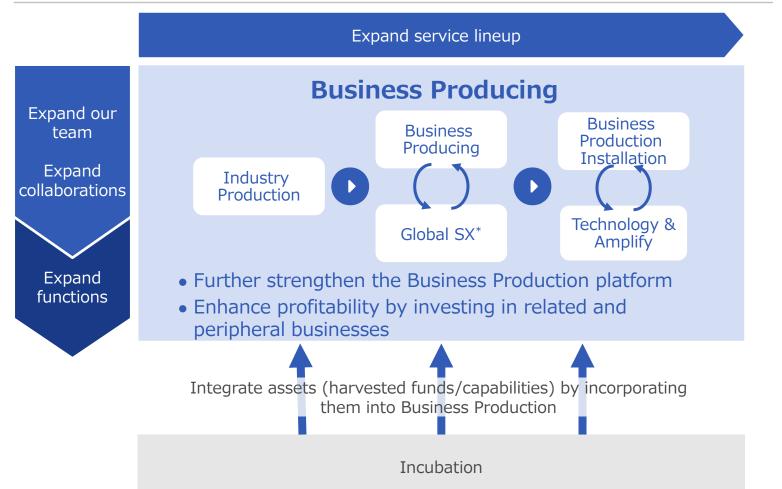
As a period of structural reforms, expanded Business Producing while winding down Incubation



Partial Updates to Previously Disclosed Materials STRUCTURAL REFORMS AND RESULTS

Reduce highly volatile incubation assets, while further strengthening Business Producing by expanding four foundational elements

Overview of structural reforms



Comparison with the period prior to the launch of the medium-term management plan

Reinvested harvested funds and capabilities to strengthen human capital and other resources

- Business producers increased from 58 to 160
 - Many senior personnel with expansive knowledge in implementation phase support and DX/IT also participated
- Began implementing and executing earnings model projects incorporating investment schemes, including performance-based compensation



Appropriately harvested funds to recover investment

• Reduced book value of investment from JPY7.9bn to JPY2.2bn

BUSINESS PRODUCING: INITIATIVES PROGRESSING LARGELY AS EXPECTED, PROVIDING CONFIDENCE IN MEDIUM- TO LONG-TERM GROWTH

Goals

Expand service lineup	 Further develop the value-added segment of the value chain Launch full-scale support for the implementation phase of business creation strategies Expand into growth areas (including DX/IT) 	 Service lineup steadily increased, despite there being some issues Strengthened commitment to customers, with growth in projects that address various management needs Launched business in the DX/IT domain, which has grown to account for 30% of total sales. Aim to further leverage its growth potential
Expand our team	Actively hire talentDouble the headcount from end- FY03/2022	 As of end-FY03/2025, the headcount approximately tripled Secured medium- to long-term growth capabilities, and accelerated hiring ahead of schedule in light of the hiring environment Promote diversity by recruiting women and foreign nationals
Expand collaborations	Increase earnings opportunities through collaboration with partner companies	 Steadily developing and strengthening partnerships Collaborating with the Dentsu Group and Dentsu Soken in a range of areas, including joint sales activities and projects, product development, and personnel exchange Entered into a capital and business alliance with YMFG, and began collaborating in a range of areas under various themes
Expand	Scale up through restructuring and applying the capabilities accumulated in Incubation	 Working to implement and execute various earnings models Incorporated success-based compensation and investment elements

Diversify the earnings model

Results

- Strengthened commitment to customers, with growth in projects that address various management needs
- Launched business in the DX/IT domain, which has grown to account for 30% of total sales. Aim to further leverage its growth potential

- Secured medium- to long-term growth capabilities, and accelerated hiring ahead of schedule in light of the hiring environment
- Promote diversity by recruiting women and foreign nationals

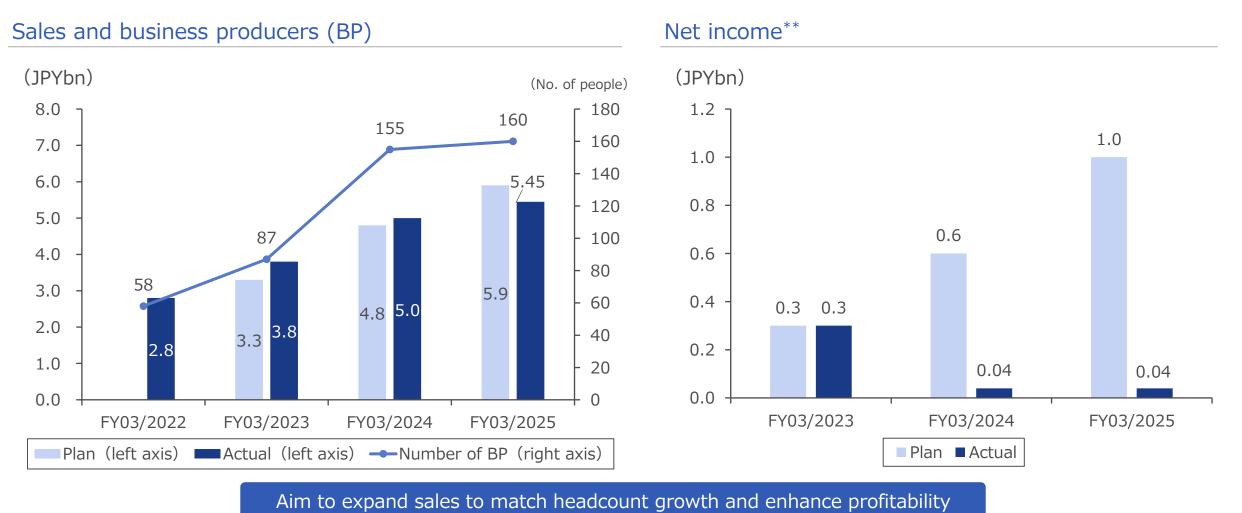
- Collaborating with the Dentsu Group and Dentsu Soken in a range of areas, including joint sales activities and projects, product development, and personnel exchange
- Entered into a capital and business alliance with YMFG, and began collaborating in a range of areas under various themes

functions

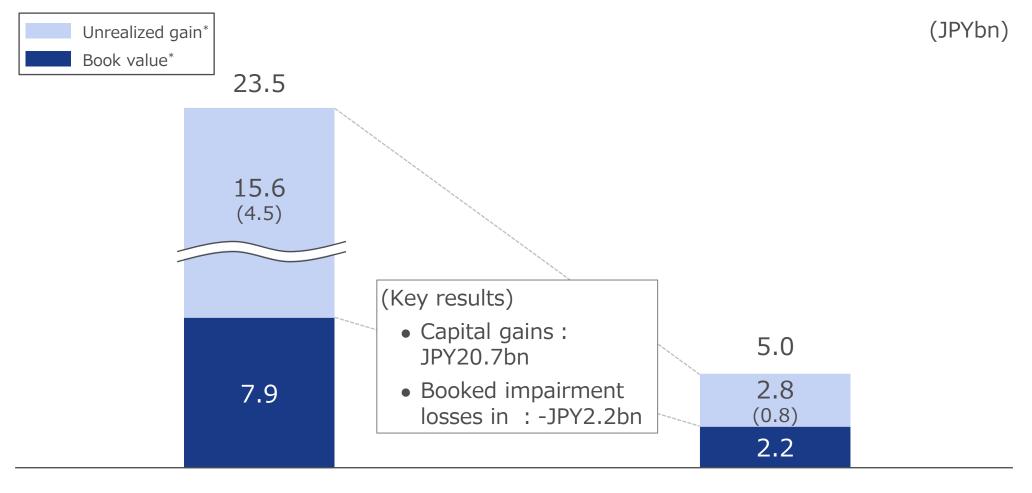
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SALES ALMOST DOUBLED, BUT FELL SHORT OF THE 3X INCREASE IN HEADCOUNT

Business Producing results (comparison with results at the time of the announcement of the medium-term management plan*)



INCUBATION : MAKING PROGRESS IN HARVESTING INVESTED FUNDS



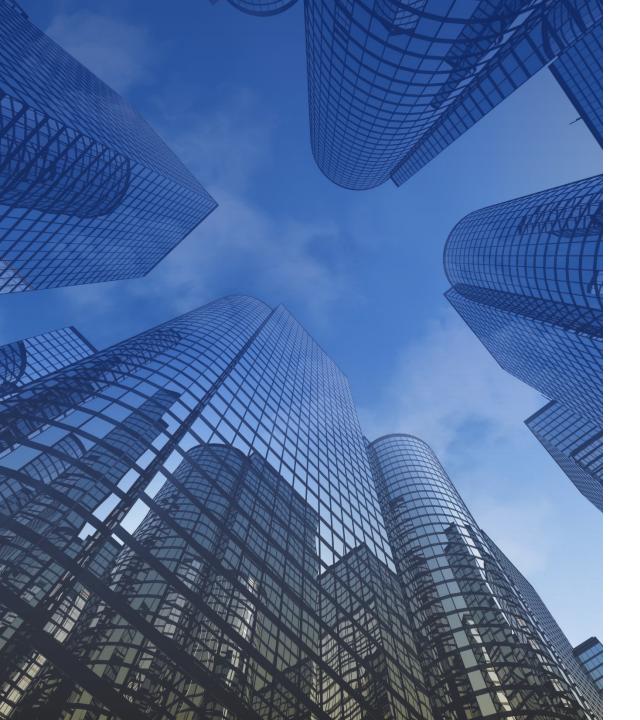
March 31, 2022

March 31, 2025

SHAREHOLDER RETURNS: TOTAL JPY10.0BN IN THREE YEARS

Continue to pursue management with a shareholder-oriented perspective and strive to further enhance corporate value

Shareholder returns during th	e medium-term plan period		
	Three-year total (FY03/2023–FY03/2025)		
	(JPYbn)		
Consolidated net income	9.8		
Extraordinary dividend	7.2		
Share buyback	2.8		
Total payout ratio (%)	103		



FY03/2025 Financial Results

Looking back on Medium-Term Management Plan

FY03/2026 Management Plan

Reference MaterialsCompany profile

TOWARD FUTURE GROWTH

The structural reforms DI has implemented over the past several years are now substantially complete

- By expanding the scale and service lineup, and strengthening collaboration, DI has secured growth capacity for Business Producing
- The legacy Incubation business has been properly brought to a close, and its value transferred to Business Producing

Meanwhile, the macro environment presents significant opportunities for DI

- The environment surrounding Japanese companies is changing dramatically, increasing the need for corporate value growth driven by new business development and revitalization of existing businesses—areas where DI's comprehensive business-producing capabilities are exceptionally well-suited
- Moreover, as strategy becomes increasingly important, the value of strategy execution also grows—creating high expectations for DI, which has developed strong implementation capabilities through its incubation experience

While carefully addressing this environment, DI will pursue continuous growth in corporate value

- Pursue growth with a balanced focus on scale and profitability
- Develop hired personnel as soon as possible, maintaining and enhancing DI's high quality standards

We hope you look forward to DI's future growth as a partner committed to providing deeper, longer-term support, beyond surface-level engagement

BUSINESS PRODUCING: GOALS FOR THE NEXT FIVE YEARS



Continue hiring skilled personnel, while maintaining balance with sales growth

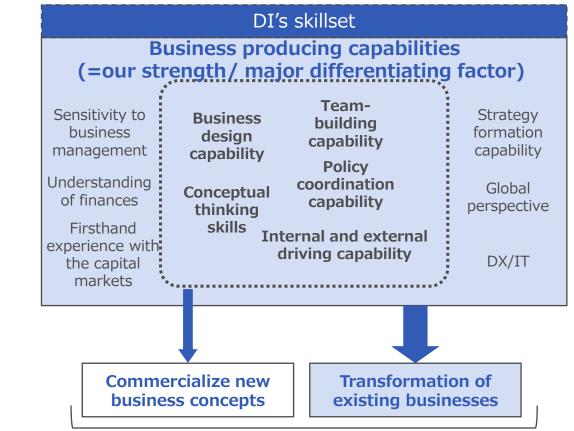
EXPAND THE SCOPE OF BUSINESS PRODUCING TO INCLUDE BOTH NEW AND EXISTING BUSINESSES IN RESPONSE TO CHANGING TIMES

We are in an era where companies are expected to enhance corporate value comprehensively, across new and existing businesses

(Managements' Top Concerns in Japan^{*})

2011 vs 2023 (%)100 13% Sales expansion 80 -15% 60 Cost efficiency and profitability enhancement 40 +90% Increase in shareholder value, stronger governance 20 +64% Commercialization of new business concepts^{*} '12'13'14'15'16'17'18'19'20'21'22'23(Year)

Demonstrate business producing capabilities even in the transformation of existing businesses



Based on the annual "Survey on Current Issues in Corporate Management" published by the Japan Management Association. Each year, approximately 500 executives from major corporations and SMEs respond by selecting the three issues they consider most important
 Includes new product, service, and business development, as well as strategic investment in digital technologies
 Source: "Survey on Current Issues in Corporate Management" by Japan Management Association

COMPREHENSIVELY SUPPORT EXECUTIVES TAKING ON A CHALLENGE THROUGH A RANGE OF VALUE OFFERINGS

Expand and enhance the range of support offered to clients

Value provided by DI

Support menu	Description	Industry-level concept	—
Industry Production & Business Producing (BP)	 Envision and promote the realization of new industry and societal models by transcending conventional boundaries of industry, law, and common practice Create businesses on the scale of hundreds of billions of yen Address issues related to M&A and financing necessary for new business development and expansion 	development/ business ecosystem design • SIB, inbound, etc. Business	Translate industry-level concepts and business ecosystem designs into business creation for each client Comprehensively understand needs/ coordinate with relevant teams from an early stage Company C Company C Company B Major business creation projects Global projects
Strategy & Installation (S&I) (Name changed from "Business Production Installation")	 Formulate growth strategies, medium-term management plans, and R&D/M&A strategies Provide hands-on support through to outcome realization 	National and local govtsconcept developmentFinancial playersplayersSystemfro	581 Formulation of growth strategies and medium- term plans 581 Support through to outcome realization System integration projects
Technology & Amplify (T&A)	 Design business models based on technologies and provide hands- on support through to commercialization 	develop- ment companies	BP M&A projects & financial advisory Seamlessly handle Respond to a range of needs, from
Global Strategic Co-Creation(GSC)	 Support global businesses aiming to resolve social issues 		Seamlessly handleRespond to a range of needs, from hands-on execution support to full- execution on behalf of clients, through a mix of on-site presence and staff secondment

(Name changed from "Global SX")

FOCUS ON DEVELOPING BUSINESS PRODUCERS WHO EMBODY DI'S VALUE TO BECOME AN ORGANIZATION THAT DELIVERS RESULTS

Professional talent recruited

Person who embodies DI's MVV

- Driven by the aspiration to "Create Businesses and Change Societies"
- Aim to "Become the First Choice of Challengers"
- Act "Beyond Boundaries"



Talent with diverse skills to support the expansion of service lines

- DX consultants
- AI engineers
- Global talent
- Turn-around specialists, etc.

Talent development framework

Guide and support new hires to become business producers

- Provide skill development opportunities at key milestones, such as onboarding, a month and a year after joining DI, and at times of promotion
- Assign experienced managers as mentors to broaden perspective and encourage proactive actions

Provide on-the-job training through participation in diverse projects

- Assign employees to projects with the goal of giving them **experience across various industries**
- Employees engage in high-level, major themes, such as policy collaboration and internal/external partnerships, regardless of seniority

Accurately identify key issues for rapid talent development

- Managers at all levels meet quarterly for in-dept discussions on issues and career development from multiple perspectives
- Evaluate employees not only on skills but also on **mindset (aspirations, willingness to take on challenges, etc.) and actions that push beyond conventional boundaries**

Develop a work environment and culture that fosters co-creation

- Assign diverse, mixed projects and provide knowledge-sharing opportunities to encourage collaboration among diverse employees
- Foster an open culture where everyone can learn by holding wrap-up sessions for each project and sharing project cases companywide

BUSINESS PRODUCING SCALE OUTLOOK FOR NEXT FIVE YEARS

Maintaining Steady Sales Growth While Working to Realize Sustainable Profit Expansion

(JPYbn) 11.0 or Sales/ 12 CAGR: 15% or more more Operating profit Sales Operating profit 10 8 6.2 5.45 6 4 2 0 FY03/2025 FY03/2026 FY03/2027 FY03/2028 FY03/2029 FY03/2030 Operating 4% 15% or more profit margin

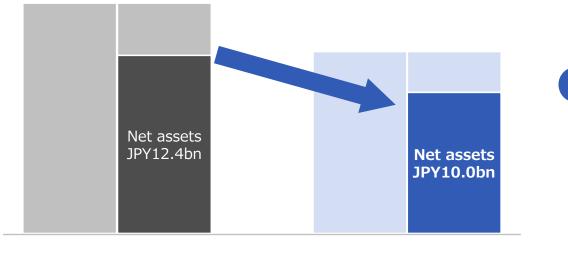
SUMMARY OF FULL-YEAR FORECAST FOR FY03/2026

	Full-Year FY03/2025 Results	Full-Year FY03/2026 Forecast
	(JPYbn)	(JPYbn)
Sales	6.18	6.2 or more
 Business Producing 	5.45	6.2 or more
 Venture Capital 	0.72	Not disclosed
Operating profit	0.25	0.3 or more
 Business Producing 	-0.03	0.3 or more
 Venture Capital 	0.28	Not disclosed
No. of business producers at end-FY	160	180
Dividend per share	JPY423	JPY106
 Ordinary dividend 	—	JPY106
 Special dividend 	JPY423	_

BALANCE SHEET MANAGEMENT AND SHAREHOLDER RETURNS FOR FY03/2026

Performance during the Medium-Term Management Plan

Strengthened shareholder returns and streamlined the balance sheet to improve capital efficiency



Balance sheet as of March 31, 2022

Estimated balance sheet as of June 30, 2025*

Future Policy

Maintain current policy

- Promote a leaner balance sheet through continuous shareholder returns
- While exploring growth investments including M&A, our policy for now is to flexibly set shareholder returns based on each fiscal year's conditions
 - Actively consider additional dividend payments based on excess profits



Year-end dividend forecast for FY03/2026: JPY1.0bn (JPY106/share)

We will advance this initiative alongside sustained profit growth, **targeting ROE of 15% or higher**** **in five years**



FY03/2025 Financial Results

Looking back on Medium-Term Management Plan

FY03/2026 Management Plan

Reference MaterialsCompany profile

OVERVIEW OF DREAM INCUBATOR (DI)

Company profile

Name	Dream Incubator Inc	с.	
Established	June 1, 2000 (launch of operations)		
Stock code	4310 (TSE Prime)		
Head office	Tokyo Club Building,	, 4F 3-2-6 Kasumigaseki, Chiyoda-ku, Tokyo, Japan	
Capital*	JPY5.0bn		
Employees*	203		
Key subsidiaries	·	ietnam) Joint Stock Company bact Fund Investment Limited Partnership stment Fund	
Management	Takayuki Miyake Kyohei Hosono Tetsuro Harada Tsutomu Fujita Soichiro Uno Yuriya Komatsu Sakon Uda	Representative Director, President Director, Executive Vice President Director, Chairman of the Board, Audit & Supervisory Committee member Outside Director Outside Director, Audit & Supervisory Committee member Outside Director, Audit & Supervisory Committee member Outside Director, Audit & Supervisory Committee member	

Business Business Producing

(business creation support, growth strategy consulting, etc.)

Corporate philosophy

Credo	 Service (Strive to benefit clients and people) Create (Generate profit by yielding added value) Grow (Contribute to develop a better society) Share (Harmonize with society for mutual prosperity) 			
MVV	Mission:Create Businesses and Change SocietiesVision:Become the First Choice of ChallengersValue:Advance Beyond Boundaries- Envision Beyond Boundaries of Areas- Formulate Beyond Boundaries of Customaries- Partner Beyond Boundaries of Organizations- Challenge Beyond Boundaries of Ourselves			
Hist	ory			
2000	Launched operations with the aim of developing investment/incubation and consulting businesses			
2002	Listed on TSE Mothers Market			
2005	Listed on TSE First Section			
2007	Established Dream Incubator Vietnam in Ho Chi Minh City, Vietnam			
2011	Acquired shares in ipet (current ipet Holdings) and made it a consolidated subsidiary for incubation			
2018	Formed DI India Digital Investment Fund			
2021	Entered into a capital and business alliance with Dentsu Group			
	Formed Next Rise Social Impact Fund Investment Limited Partnership			
2022	Changed stock listing to TSE Prime Market			
2023	Sold all shares in ipet Holdings and two other subsidiaries to concentrate resources on Business Production			
2024	Enter into a capital and business alliance agreement with Yamaguchi Financial Group			

*

DI'S VALUE ADDED: BUSINESS PRODUCING (BUSINESS CREATION SUPPORT)

Support menu

Industry Production & Business Producing (BP)

Strategy & Installation (S&I)

(Name changed from "Business Production Installation")

Technology & Amplify (T&A)

Global Strategic Co-Creation (GSC)

(Name changed from "Global SX"*)

Sustainability Transformation

Description

- Envision and promote the realization of new industry and societal models by transcending conventional boundaries of industry, law, and common practice
- Create businesses on the scale of hundreds of billions of yen
- Address issues related to M&A and financing necessary for new business development and expansion
- Formulate growth strategies, medium-term management plans, and R&D/M&A strategies
- Provide hands-on support through to outcome realization
- Design business models based on technologies and provide handson support through to commercialization
- Support global businesses aiming to resolve social issues

Reference

BUSINESS CREATION PROJECTS UNDERTAKEN WITH MAJOR CORPORATIONS

A list of projects introduced on our homepage (links available)



<u>Client : Chubu Electric</u> Power

 Supported the construction of a digital twin/metaverse platform to resolve issues facing SMEs



<u>Client : A major</u> <u>manufacturer</u>

 Supported the optimization of corporate R&D portfolio

Industry Produce

Client : MUFG

Joint industry production with MUFG: Devised concepts and strategies, and created mechanisms for industrialization

Global SX

Client : JICA

 Strategy formulation and execution support for social impact investment in Southeast and South Asia

Business Creation

Installation / Execution support



Client : EXEO Group

In-team support for the Innovation Promotion Department (IBEX – Innovation Base of EXEO), whose mission is to address changes in the business environment over the medium to long term through innovation



Installation / Execution support

Client : EXEO Group

 Promoting Purpose formulation with an eye toward transformation into an innovative organization

Installation / Execution support



Client : TOYOTA

 Provided support for the establishment of Toyota Research Institute, Inc. (TRI), the hub of Toyota's AI/robotics research



Support for establishment

Headquarters (IXI), an

organization for new

business creation

and operation of Innovation

Client: OMRON

Exploring Initiative

Business Creation



<u>Client : A major</u> <u>manufacturer</u>

Comprehensive support for business creation in China, including strategy formulation, negotiations with potential local partners, and PoC design



<u>Client : A major</u> <u>manufacturer</u>

Commercialization of technology, and accompanying overseas M&A support

Business Creation



<u>Client : Metropolitan</u> <u>Expressway Group</u>

 Development strategy formulation support for InfraDoctor (infrastructure maintenance & management support system)
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DIRECTORS

Representative Director, President Takayuki Miyake	 Joined DI after working at the Ministry of Economy, Trade and Industry (METI) and in the consulting industry Established the concepts of "industry production" and "business production," which focus on creating significant business opportunities from social issues. Currently, Mr. Miyake is engaged in expanding the social impact of DI's industry and business production initiatives.
Director, Executive Vice President Kyohei Hosono	 During his time at the Japan Bank for International Cooperation, Mr. Hosono was engaged in various ODA projects, including ODA for former Soviet Union countries, debt issues of developing countries, and ODA reforms. At DI, he is primarily responsible for global business and incubation, and also served as representative of a local subsidiary in Vietnam. Currently, he is overseeing global expansion and corporate operations.
Director, Chairman of the Board, Audit & Supervisory Committee member Tetsuro Harada	 Joined DI after serving in the Japan Maritime Self-Defense Force (JMSDF) and later working at Nippon Life Insurance Mr. Harada was in charge of corporate consulting, venture (startup) investment and development, and corporate functions, before he was appointed CEO and led structural reforms. Currently, as a Chairman of the Board, he supports governance and Succession for Continued Growth.
Outside Director Tsutomu Fujita	 Held multiple key positions, including Executive Vice Chairman of Citigroup Inc, outside director of several companies, and Visiting professor at School of Business Administration, Hitotsubashi University. Has over 30 years of experience in the securities market as a Japanese equity strategist, winning the top spot in the Nikkei Analyst Rankings for five consecutive years from 2006 to 2010. Currently, Mr. Fujita is serving as representative director and president of Strategy Advisors, outside director of RIZAP Group, and Outside Audit & Supervisory Board Member of ITOCHU.
Outside Director, Audit & Supervisory Committee member Yuriya Komatsu	 After joining Nomura Securities, Ms. Komatsu spent over 20 years analyzing and investing in Japanese and Asian public and private companies at asset management firms in Japan and New York. Served as director of KADOKAWA DWANGO (now KADOKAWA), director and CFO of DWANGO, and director of IA Partners. Currently, she concurrently holds the positions of outside director and chairperson of the Board at NTN and outside director of Daicel.
Outside Director, Audit & Supervisory Committee member Sakon Uda	 Held key positions at McKinsey & Company, JAPAN POST HOLDINGS, and Tokyo Star Bank. Having served as outside director and chairman of the Board at EBARA, Mr. Uda possesses extensive knowledge and experience in both consulting and corporate management. Currently, he serves as outside director and chairman of the Board at Hokkoku Financial Holdings, outside director of Pacific Consultants, and outside director of Ichigo.

Mission **Create Businesses and Change Societies** Vision **Become the First Choice of Challengers Advance Beyond Boundaries** Value **Envision Beyond Boundaries of Areas** Formulate Beyond Boundaries of Customaries **Partner Beyond Boundaries of Organizations Challenge Beyond Boundaries of Ourselves**

DISCLAIMER

These materials contain forward-looking statements pertaining to forecasts and future strategies, which are based on information available to the Company at the time the materials were prepared. These statements are not guarantees that targets and forecasts will be reached, nor an assurance of future operating results. Future performance may vary substantially due to changes in the operating environment, downturns in performance at investee companies, share price fluctuations in the markets for financial products, and other factors.

Also, the content of these materials may change without notice. People using these materials are advised to refer also to other sources of information and make decisions based on their own judgement. The Company accepts absolutely no responsibility for losses arising from the use of these materials.

Dream Incubator

The Business Producing Company