

Q1. What is your view on the current stock price? What are your thoughts on stock splits and other stock price measures?

A1. Our management is aware that our stock price is not linked to the Nikkei Stock Average. On the other hand, investors have praised the company's plan to raise operating income to 20% in the new medium-term management plan. Up until now, we have not been able to sufficiently disclose specific materials for evaluating the progress of the plan, and we recognize that future disclosure methods need to be improved. During the next three years, which is the medium-term plan period, we will strive to increase our corporate value in order to meet the expectations of our shareholders.

Q2. How do you use cash deposits?

A2. We would like to continue to allocate 3 to 4 billion JPY to the company's working capital and the rest to aggressive investment for business growth. The next three years will be a year of change for the company as well, so in addition to our conventional investment policy, we will consider various approaches, such as assessing the situation and, depending on the situation, considering shareholder returns.

Q3. Please provide background and intent regarding the creation of the position of Vice President.

A3. In the 5th growth period, there are various themes and strategies as set forth in the medium-term management plan, and the position of vice president has been newly established to promote these strategies. We expect vice presidents to not only support the president, but also to maintain a strong sense of themselves as president and follow up on the scope of their responsibilities.

Q4. Please tell us the overview of Proposal No. 5: Renewal of Countermeasures Against Large-Scale Purchases of Share Certificates of the Company.

A4. This is a measure to secure time to confirm whether it is beneficial to the interests of our shareholders and to our company's corporate value, and is not a measure to unilaterally reject the takeover proposal. If an outside investor intends to acquire a large amount of stock, the board of directors or an independent committee will evaluate the acquisition plan and make a final decision after hearing the opinions of shareholders.

Q5. What kind of understanding do you have regarding generation AI (Chat GPT, Google Bard, etc.) when using it?

A5. Mainly used by IT engineers to support the creation of programmes to improve efficiency. Regarding the use of the study data, we will keep a close eye on national policies and guidelines to see how it can be used in business.

Q6. Generally, national defense and weather are closely related, but what is the situation in Japan?

A6. Although the competent authority is the Japan Meteorological Agency, the Japanese private weather business model is one of the most successful in the world. Our top priority is to protect human life, and we provide services in cooperation with local governments and competent government agencies. On the other hand, regarding national defense, the Ministry of Defense has its own meteorological department. We may provide support based on contracts, but we consider that it is a low priority for us supporting the national defense.

Q7. I understand that your company's Indian subsidiary is undergoing liquidation procedures. What are your thoughts on the future development of the weather business overseas? Also, what are your thoughts on the development of the weather business in China?

A7. We believe that business in India is now at the stage of restarting. Although the company has liquidated its local subsidiary in India, it has adopted a branch system to suit business development in India, and is actively working to expand not only the shipping market but also the aviation and land-related markets. In China, there is a possibility of business development mainly in the land market, but there are some restrictions on foreign investment, so we will expand the weather business and market while constantly monitoring the situation in the Chinese market at our local subsidiary in Shanghai.

Q8. I understand that the Company will enter the stage of developing SaaS-type services for small businesses in the future. Please tell me about the current status and future development of the commercial meteorological business.

A8. Currently, our business is focused on convenience stores and supermarkets. Weather information is important information for distribution and retail businesses, so we want to create a system that can provide weather services to customers of all business sizes, including small retail stores, by converting the service provision system to SaaS.

Q9. There are nearly 1,800 local governments nationwide that can be potential customers for our weather and disaster prevention business, but what percentage of them does Weathernews cover? We believe that there is a need for Weathernews, as some local governments are using the free version of the weathernews app.

A9. Currently, around 150 local governments are our main customers. The key to future service development is DX-isation of the entire local government, and we would like to create services that can effectively utilize this environment. As a market, we want to be data-driven and create new value using AI. We would like to create a service that can be used even by small local governments through SaaS.

Q10. Even though WNI launches its own satellites, why is communication satellite equipment as a fixed asset worth 0 JPY? I want to know the current situation.

A10. For accounting purposes, it was treated as an asset, and depreciation expense was 0 JPY because depreciation has been completed. The satellite was used to support the arctic sea route and LNG development, which was its original purpose. Currently, its use is restricted due to political instability and other factors.