

The main answers to the preliminary questions are as follows. Please note that we refrain from answering questions for which we cannot confirm the facts or questions concerning privacy.

<Proposal No. 2: Election of Seven (7) Directors>

Q1. What are the criteria and evaluation process for promotion to the position of Executive Vice President?

A1. Since our company's inception, we have evaluated our employees on the basis of merit. We do not evaluate by gender, nationality, age, or number of shares held. In addition, all executive officers hold a mutual evaluation interview once a year. The Nomination Committee, an advisory body to the Board of Directors, confirms the overall evaluation process, including the degree of achievement of the Mid-Term Management Plan and business plan. The Board of Directors also resolves on the executive officer structure.

<Proposal No. 5: Renewal of Countermeasures Against Large-Scale Purchases of Share Certificates of the Company (Takeover Defense) >

Q2. Please consider stock splits and other measures to make it easier for individual shareholders to purchase shares. If it becomes difficult for individual shareholders to buy stocks, it will hinder the rise in stock prices. If individual shareholders are restricted from purchasing stocks, it will hinder the rise in stock prices.

A2. We place great importance on being a company that is supported by many of our shareholders. Amid changes in the social environment, such as the launch of the "Tax-free savings account" system, we will continue to study and analyze the movements and needs of individual investors, while considering the appropriate investment unit.

<Management Policy, Strategy and Business>

Q3. What is the competitive environment like in the field of Sea Planning? For example, Which company has the No.1 share and what are their strengths? Also, what do you think is needed to expand your market share in this field?

A3. WIN's Sea Planning industry share is about 40% worldwide, and it has several competitors, mainly overseas. Until now, our competitors have been weather companies that do weather routing, but recently new competitors have entered the market, including a venture company funded by a shipping company and a data analysis company. Incorporating shipbuilding technology and expertise in electronic charts and developing services for light users will be a factor in increasing market share. In recent years, WNI's

routing technology has been well received by major clients, particularly in the area of extreme weather, and we believe a DevOps system is essential for digitalization and expansion of scale.

Q4. Most of the KPIs in the previous Mid-Term Management Plan were not achieved. Was there a mistake in goal setting or market view, or was there a strategic mistake? Please tell us the reason for this and your future plans.

A4. The main reason for not achieving the KPIs is that the market environment has changed significantly since the plan was formulated. The most significant of these changes was the impact of the COVID-19. Delays in marketing progress due to action restrictions and other factors, as well as worsening business conditions for customers, affected the speed of customer acquisition. The other was the emergence of new markets that were not initially anticipated. As a result, although some KPIs were not achieved, the company was able to increase sales and profits. In the future, we will consider appropriate disclosure content so that we can report the progress of our business in a timely manner in response to changes in the market environment.

Q5. I would like to know the profit and profit margin of each business segment and the sales of each business segment; I would like to know about the profit of the BtoB business and the profit of the BtoS business.

A5. We do not disclose profits by segment, so we refrain from giving detailed figures, but each business has a different business model. For example, unlike the BtoB business, the mobile Internet business(BtoS business) requires only a small number of operating personnel, namely risk communicators. In addition, both BtoB and BtoS business have synergy with each other. As a weather company we have a mission to contribute to society, we will pursue growth in both BtoB and BtoS business.

Q6. Are there any plans to release live cameras for free and include advertising banners on viewing pages?

A6. We have no immediate plans to move to an advertising model regarding live cameras. However, there is a possibility of introducing an advertising model for various contents, not limited to live cameras. In that case, we will make a comprehensive judgment based on a variety of factors, including the needs of the society, the number of accesses, and examples of other companies.

<Accounting, finance, stock price and dividends>

Q7. What is the budget for cyber security measures for the current fiscal year (37th fiscal year)? And what is the budget for the same measures in the next fiscal year?

A7. In order to continue to provide socially important services, we protect our supporters and our own information assets from all kinds of threats. In addition, to ensure necessary information security, we will establish a basic policy and strengthen security measures. Specifically, we undergo a cyber security assessment by a third party,

organize security issues, and strengthen security measures centered on CSIRT, which is a security quick-response team. Although the security budget is undisclosed, as an example, measures such as the introduction of terminal management software and targeted attack e-mail training were implemented and strengthened last fiscal year. This fiscal year, malware countermeasures are being strengthened.

Q8. The recent stock price is pathetic, even though the company is a growth company and is performing well. I don't sense any effort on the part of the company. While other companies have contributed to the rise in the Nikkei Stock Average through share buybacks, dividend increases, stock splits, and reviewing their special benefit plans, Weathernews appears to be going against the trend. In addition, although the company has increased its dividend, many investors feel that it is not enough at all, and this may have caused some disappointment. I am also not convinced that the definition of high dividends has changed from dividend yield to DOE. I would also like to see the company clarify how it uses surplus funds.

A8. There are many aspects of stock prices that cannot be controlled by our company alone, but we are concerned about the recent decline in stock prices. Technical measures such as share buybacks, stock splits, and dividend increases are extremely important, and we will continue to consider them, but as stated in our new Mid-Term Management Plan, we will prioritize business growth and various initiatives aimed at growth. We will continue to work on it. A DOE of around 3% is the minimum level, and our basic policy is to continue paying stable dividends over the long term. Regarding the use of surplus funds, as we provide a highly public service such as weather information, we would like to secure a certain amount of funds to enable business continuity in an emergency. In addition, we will continue to consider optimal financial plans, including the possibility of M&A and the establishment of subsidiaries, for further business growth in the 5th growth period and beyond.

Q9. The company's sales and profits are steadily rising, but does it mean that temporary profits, losses, investments, timing of sales, etc. are being controlled in some way, for example, by making adjustments across periods?

A9. We believe that the reason why our company has continued to steadily increase both sales and profit is the result of the success of building a profitable structure that we worked on in the previous Mid-Term Management Plan.

<Forecast accuracy and technology>

Q10. It is said that the forecast accuracy is 90%, but the evaluation criteria is unclear. In the program, the forecast at 7:00 am was judged at 9:00 pm the previous day. I would like to judge by the forecast announced early on the previous day to prepare clothing, umbrellas, etc. Also, if the temperature deviates significantly from the forecast, etc., it should be certified as an outlier.

A10. In order to ensure uniform accuracy, we use the Japan Meteorological Agency's 5:00 a.m. forecast on the same day as the standard for verification. Temperatures are also evaluated using the same method as the Japan Meteorological Agency.

<Others>

Q11. Lately, I feel like they've been focusing on terrestrial broadcasting and not taking care of the users who have watched WNI programs for many years. I was also concerned that the M scale on the day of the fan meeting was yellow. Why is your business strategy deviating somewhat from the weather?

A11. Our media concept is ""weather forecasting created with supporters,"" and this concept has not changed from the beginning to the present. On the other hand, we are always looking for new ways to convey information to more people in an easy-to-understand manner, and in this respect, some things have changed compared to the past. In addition, We organize fan meetings separately from regular programs, and we do not cut corners in providing weather information through their programs. We will continue to implement various plans to deliver weather information necessary for emergencies to as many people as possible, improve our name recognition, maintain our No. 1 forecast accuracy, and grow as a trusted company and media.

Q12. During the SOLiVE era, the entire forecast center appeared in white shirts. What is the significance of appearing at Weathernews Live in suits even in midsummer?

A12. We think we are in the process of creating a company brand. During the summer, We make the decision to take off our jacket and tie, but when we are informed about typhoons and disasters, a jacket may be worn as a more reliable medium.