

Financial Results Briefing Material FY2023 Q1 (ended Mar 31st, 2023)

Neural Pocket Inc. May 12th, 2023

Translation of original Japanese version

* Effective June 1, 2023, Neural Pocket Inc. is scheduled to change its name to Neural Group Inc.

FY2023 Q1 ended Mar. highlights

Top line growth

Making progress towards annual business plan

Net Sales +17% YoY growth vs FY2022 Q1

Corporate

Accelerate collaboration across biz, services, and technology through

Capital and Biz Alliance

with Sony Corporation

Overseas

Signing of business alliance agreement with CP Group (major Thai congl.) affiliate

Overseas Biz

progress since inception of Thai subsidiary in Nov. 2022

- Capital & business alliance with Sony Corporation
- FY2023 Q1 highlights
- Business growth themes and AI service updates

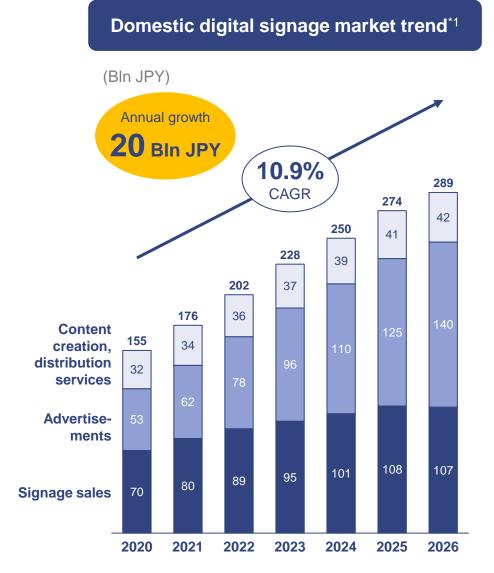
Announced capital and business alliance with Sony Corporation^{*1,2}



^{*1} For more details, please refer to the company's press release dated April 26, 2023, "Notice of Business Alliance with Sony Corporation, Conclusion of Share Subscription Agreement, and Issuance of New Shares through Third-Party Allotment (available only in Japanese)

^{*2} Outline of Sony Corporation: Kimio Maki, Representative Director and CEO; Headquarters: 1-7-1 Konan, Minato-ku, Tokyo; wholly owned subsidiary of Sony Group Corporation; Entertainment Technology & Services business; approximately 8,500 employees; FYE March 2022 sales: 1,425,640 million yen; net income: 143,753 million yen.

Aim of capital and biz alliance: Signage industry experiencing tail winds



Key growth drivers of Digital Signage Market

Digital substitution of labor

- Tasks traditionally performed by people automated or digitized
- Evolution of devices that do not require human intervention from communication to payment

2 Shift from Online to Offline

- Post Covid shift from online advertising to physical spaces
- Creation of a new advertising market that fuses the Web and the physical world is also underway

3 Shift from paper posters

- Replacement of traditional paper posters and static signage
- More widespread use of dynamic signage that transmits digital content that can be flexibly changed

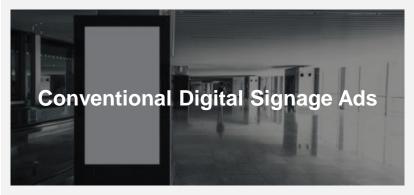
1 From "Digital Signage Market Research 2021" published by Fuji Chimera Research Institute, Inc. in February 2021.

Aim of capital and biz alliance: Signage biz and our vision

- Creating new advertising market and exciting urban spaces through the dev. of next-generation digital signage using AI technology
- Business development in Japan and Southeast Asia
- Develop and commercialize new businesses through collaboration with Sony through personnel/ services/ technology exchange

Challenges of conventional ad signage

- Difficult for advertisers to understand advertising effectiveness
- Difficulty in fine-tuning audience targeting
- Long lead time before ad submission
- Not a smooth path to purchase for viewers (e.g., no payment, difficult to take home display information).



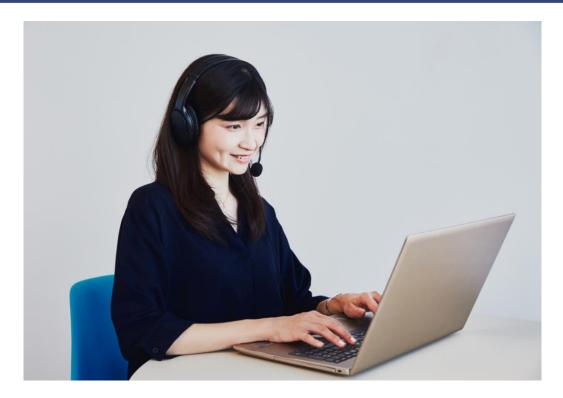
Added value our tech can provide

- Maximize advertising effectiveness by acquiring viewer information (that was technically impossible in the past)
- Detailed targeting with networked signage
- Simplified and speedy ad submission
- Interactive signage with two-way comm. (e.g., payment, smartphone integration)



Aim of capital and biz alliance: Al-based human attitude detection biz

- As remote communication becomes more commonplace, work with Sony to explore and commercialize new services on a phased basis
- Plans to develop new technology to interact with people through attitude detection and language generation AI using deep learning



Promoting capital and business alliances with operating companies while ensuring share liquidity by expanding floating shareholders



Continue to actively pursue further capital alliances with global companies

*1 Sum of 415,000 publicly offered shares upon IPO, 215,800 sold shares during IPO (including over-allotment), and shares sold by pre-IPO investors (e.g., VC investors, angel investors) and management that the company is aware of. *2 Shares held by pre-IPO investors (e.g., VC investors, Angel investors). *3 Shares held by internal board directors.

- Capital & business alliance with Sony Corporation
- FY2023 Q1 highlights
- Business growth themes and AI service updates

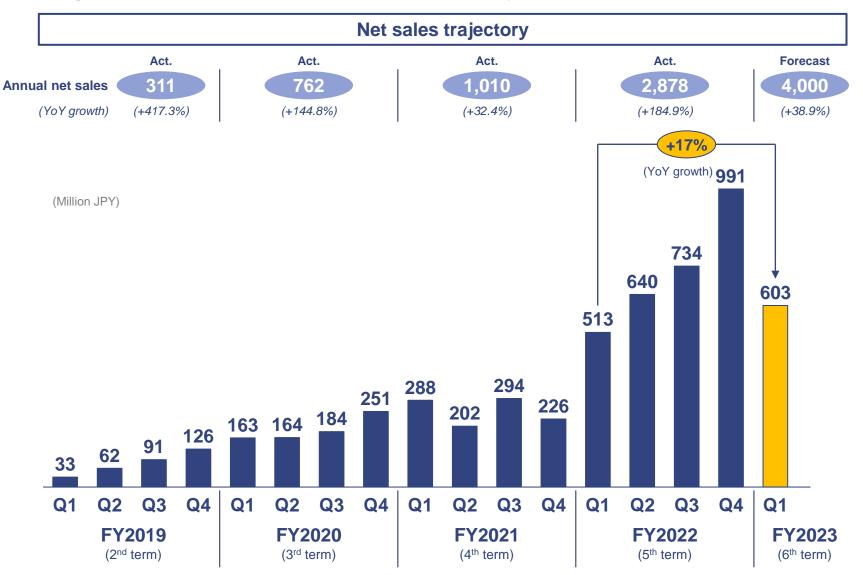
Highlights from FY2023 Q1 ended Mar.



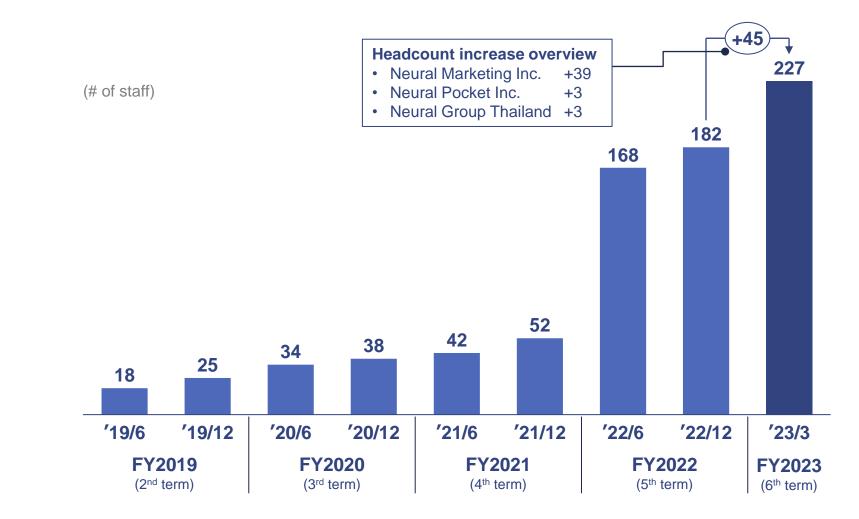
*1 As of Mar 31st 2023. Excludes executives (Full-time board directors, auditors, executive officers), part-time employees, subcontractors, interns. Includes full-time employees from subsidiaries, Neural Engineering Inc. and Neural Marketing Inc.

^{*2} As of Mar 31st 2023. Total of i) granted 17, ii) applying domestically 8, and iii) granted 1, iv) applying internationally 3.

Business progressing toward full-year sales of 4.0 billion yen where sales are weighted toward the second half of the year,



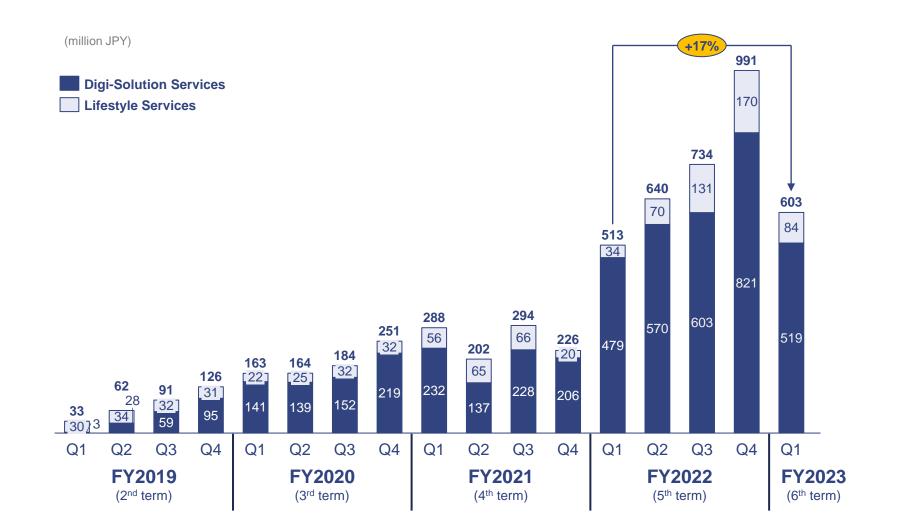
Trajectory of full-time employees^{*1}: Plan to expand intensively in the first half of FY2023, with focus on the sales force of Neural Marketing. Moderate hiring expected in the second half of FY2023.



*1 As of Mar 31st, 2023. Excludes executives (full-time board directors, auditors, executive officers), part-time employees, subcontractors, interns. Includes full-time employees from subsidiaries, Neural Engineering Inc., Neural Marketing Inc.



Net sales by service domain





FY2023 Q1 ended Mar. consolidated statement of income

(million JPY)	FY2022 Q1 ended Mar.	FY2023 Q1 ended Mar.	Increase Value	Increase Percentage
Net sales	513	603	89	+17.4%
Gross profit % of net sales	351 68.5%	387 64.3%	36	+10.2%
EBITDA % of net sales	-41 -8.1%	-188 -31.2%	-146	-
Operating profit % of net sales	-118 -23.2%	-227 -37.7%	-108	-
Net income % of net sales	-126 -24.6%	-189 -31.5%	-63	-



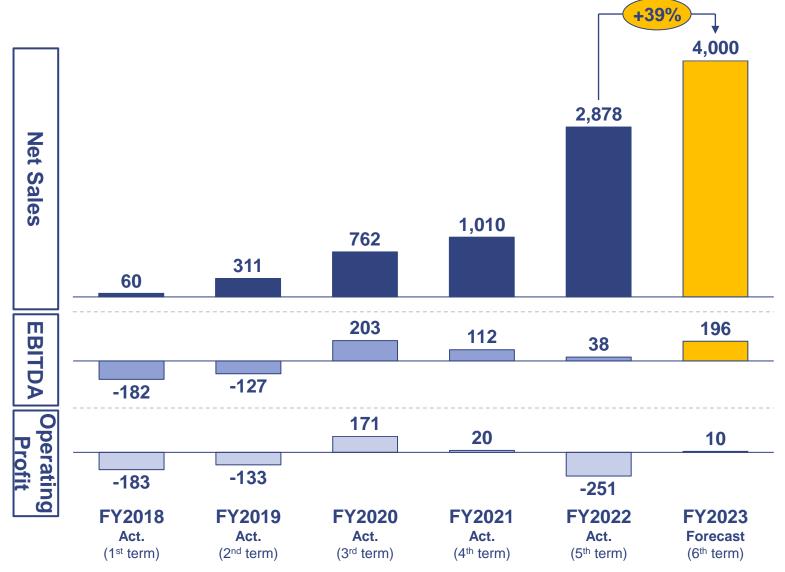
FY2023 Q1 ended Mar. consolidated balance sheet

Estimation after taking into account the capital increase through the allotment to Sony Corporation announced on Apr 26

(Million JPY)	FY2023 Q1	FY2023 Q1 Post capital increase ^{*1}	
	As of Mar 31 st	As of Mar 31 st (pro forma)	
Total current assets	1,641	2,304	
Cash and cash equiv.	913	1,576	
Total non-current assets	1,738	1,738	
Total assets	3,380	4,042	
Total liabilities	3,100	3,100	
Interest bearing debt	2,712	2,712	
Total net assets	279	941	

*1 Based on the balance sheet as of March 31, 2023, the estimated net amount of 662,490,000 yen (669,990,000 yen paid in for the third-party allotment to Sony Corporation announced on April 26 minus 7,500,000 yen in estimated issuance costs) was added to cash and net assets to estimate pro forma balance sheet

FY2023 forecast – Planning to achieve 40% YoY organic growth, whilst profitability is planned at around breakeven





FY2023 ending Dec. consolidated forecast

(Million JPY)	FY2022 ended Dec. results	FY2023 ending Dec. forecast	Growth Value	Growth Percentage
Net Sales	2,878	4,000	1,121	+38.9%
Gross profit % of net sales	1,910 66.3%	2,650 66.2%	739	+38.7%
EBITDA % of net sales	38 1.3%	196 4.9%	157	+409.8%
Operating profit % of net sales	-251 -8.7%	10 0.2%	261	-
Ordinary profit % of net sales	-247 -8.5%	2 0.0%	249	-
Net income % of net sales	-880 -30.5%	-100 -2.5%	780	-

- Capital & business alliance with Sony Corporation
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FY2023 ending Dec. business growth themes



Neural Pocket Group

- Management theme for FY2023 is "Scale and profitability"
 - → Scale unit-based revenue while maintaining high gross profit margins
 - → Achieve OP profits for the year whilst making investments to fuel future growth
- Continue to actively pursue **capital or business alliances** with global co. in Japan and abroad



AI Digi-Solution

- Horizontal expansion across both the public and private sectors and install a total of 400 cumulative units by the end of FY2023 (260 units installed as of the end of Q1)
- Participate in large-scale urban/ smart city development in Thailand and Southeast Asia out of our Thailand office



Neural Marketing

- Further bolster sales team by hiring over 70 sales personnel against a backdrop of over 10%^{*1} market growth (39 hires as of end of Q1)
- Establish 6 new locations: Okinawa, Minami-Kyushu, Shikoku, Hokuriku, North Kanto, and Hokkaido (As of the end of Q1, new locations opened in Sapporo and Takamatsu.)
- Target to install ad signages, or LED ad vision's in 50 new locations^{*2}



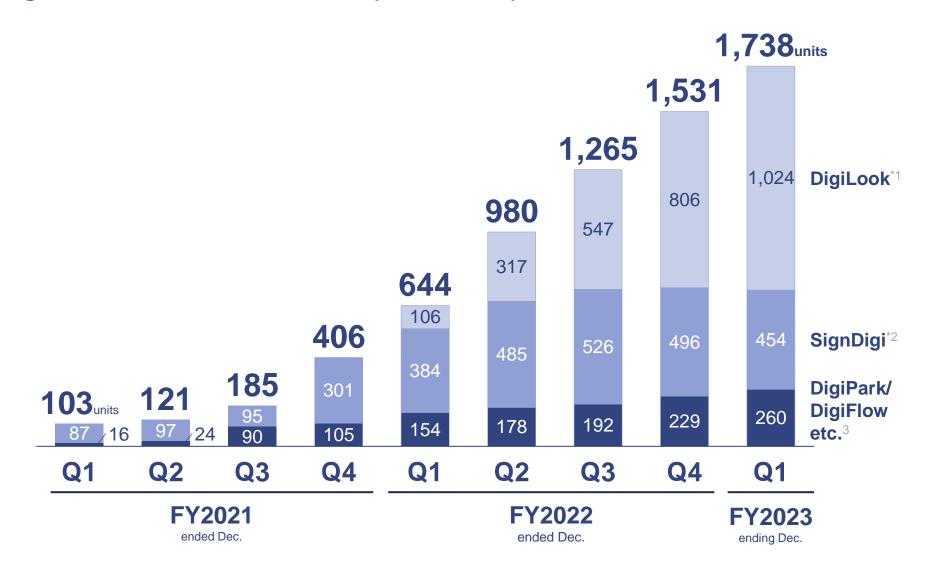
Lifestyle/ Innovation

- Stable continuation of ongoing apparel business
- Proactive in-house development of new areas that could become future pillars of our business
 - \rightarrow Demand forecast AI, dress-up AI
 - → Logistics container loading optimization and satellite image analysis
 - \rightarrow Gaming using AI technology, etc

^{*1} Growth rate of the domestic digital signage sales and advertising sales market. Based on "Digital Signage Market Research 2021" published by Fuji Chimera Research Institute, Inc. in February 2021.

^{*2} Since expenses for such signages have already been recognized in FY12/2022 prior to installation, costs associated with additional installation are limited.

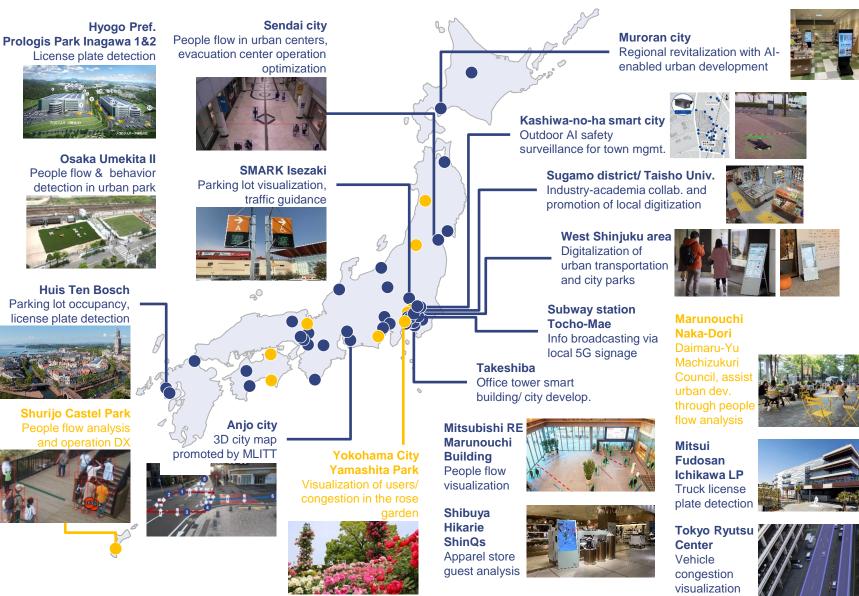
Digi-Solutions unit installation (cumulative)



*1 LED signages installed (# of locations) by Neural Marketing Inc., post acquisition by Neural Pocket. *2 Mainly Focus Channel digital signages installed in apartments. Also includes other signages installed for commercial use or trial installations unrelated to Focus Channel. *3 Number of edge box units installed for DigiPark/ DigiFlow, etc. A single edge box is often connected to multiple cameras to run Al detection.

Digi-Solution services introduced across Japan

Key locations recently installed



DigiFlow recent case studies



Okinawa Shurijo Castle Park (Apr. '24)

Support for DX facility management and operations

In collaboration with the Okinawa Memorial Park Office, Okinawa General Bureau, Cabinet Office, Okinawa Prefecture, and the Okinawa Churashima Foundation, we analyzed human flow in an urban park.



Marunouchi Nakadoori, Tokyo (Apr. '24)

Urban development through visualization of human flow

Supporting "safe and secure community dev. using digital tech" through introduction of AI cameras in collab. with Otemachi/ Marunouchi/ Arimachi District Machizukuri Council



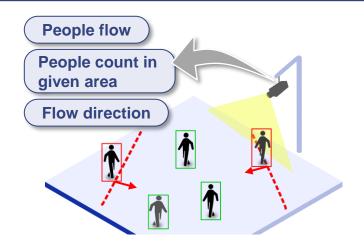
Yokohama City, Yamashita Park (Mar. '23)

Visualization of congestion and listing on public web pages

Improvement of facility operation and visitor satisfaction by monitoring the number of visitors to the Garden Necklace Yokohama hosted by the City of Yokohama and disseminating information on congestion.



People flow analysis by DigiFlow



Variety of projects in action across private/ public/ academia in Thailand

Partnership with w/ CP Group - Egg Digital Inc.





- Partnership with Egg Digital, the digital marketing arm of CP Group, one of Thailand's largest conglomerates
- Update physical spaces with Al technology within and beyond CP Group

Agreement w/ KOSEN-KMITL, Thailand's National College of Tech.





- Support for training AI engineers at KOSEN-KMITL, the first company to introduce a Japanese-style technical college education system in Thailand
- HR support based on the Thai government's industrial upgrading policy, Thailand 4.0

Adopted for JICA^{*1} project



タイで2022年新施行された個人情報保護法に対応する上で、エッジAIは重要技術



- Case study of smart city implementation using AI edge cameras in Thailand & other SE Asian countries
- Enhance infrastructure and transportation with endorsement from JICA

*1 Japan International Cooperation Agency: A governmental agency that namely delivers ODA (Official Development Assistance) for the government of Japan and is chartered with assisting economic and social growth in developing countries, and the promotion of international cooperation.

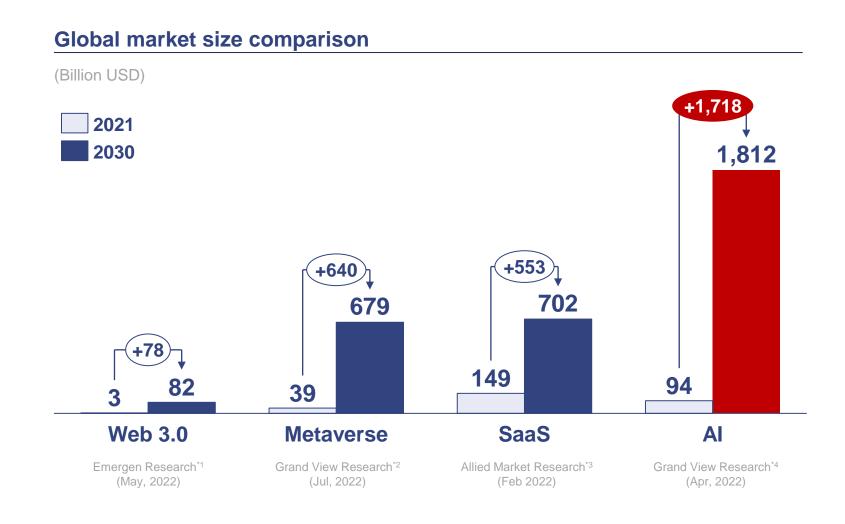
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Appendix

- Al industry trend and company advantage
- Company overview

Al industry is expected to grow to an overwhelming market size compared to other growth areas



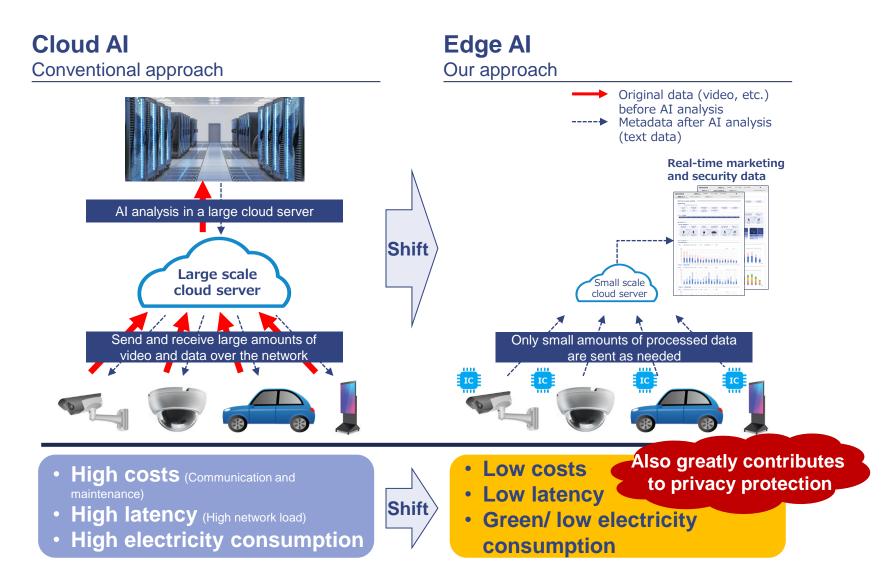
*1 Emergen Research, Web3.0 Market Size, Share, Trends (May, 2022) *2 Grand View Research, Metaverse Market Size, Share & Trends Analysis Report (Jul, 2022) *3 Allied Market Research, Software As A Service (SaaS) Market Statistics: 2030 (Feb, 2022) *4 Grand View Research, Artificial Intelligence Market Size, Share & Trends Analysis Report (Apr, 2022)

The AI industry is shifting from selling "AI tech itself" to selling "AIenabled services"





Al technology is evolving along with the industry's growth



Adoption of edge AI technology is accelerating at many global leading companies



Accelerate development of edge devices for autonomous driving to achieve low latency and safety unaffected by the communication environment. **NVIDIA DRIVE AGX Xavier**



🔿 Meta

Many research results of edge Al for low latency processing of metaverse equipment.

CA ts of edge bcessing hent.



arm

Ethos NPU series, Edgeoriented chips specializing in deep learning to achieve highspeed inference with low power consumption.





Acquired XNOR.ai, a company with technology for high-speed Al execution on edge devices, for USD 200 million.



Google

Dedicated Edge AI chips are standard in smartphones, and their performance is advancing every year.



SONY

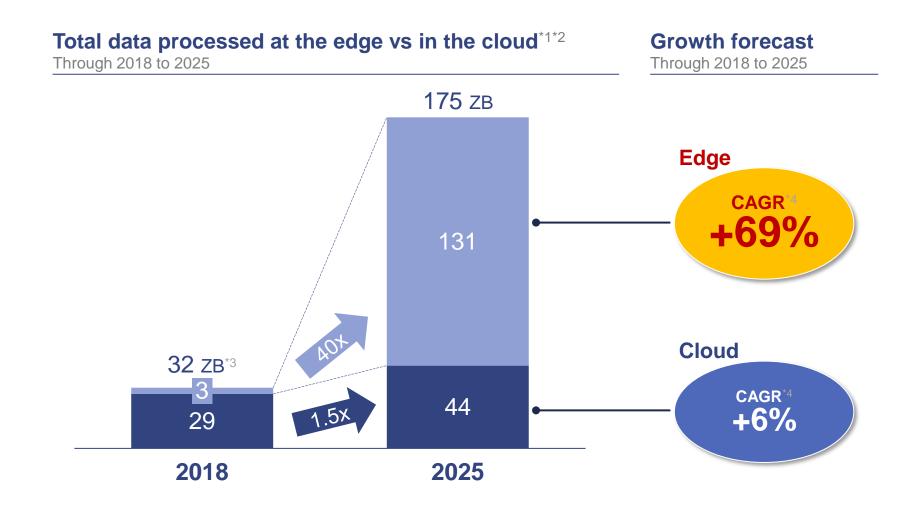
Practical application of image sensor-integrated edge AI chip for real-time image recognition and metadata conversion.



Source: Respective company's webpage and company research.



Edge processing is rapidly expanding



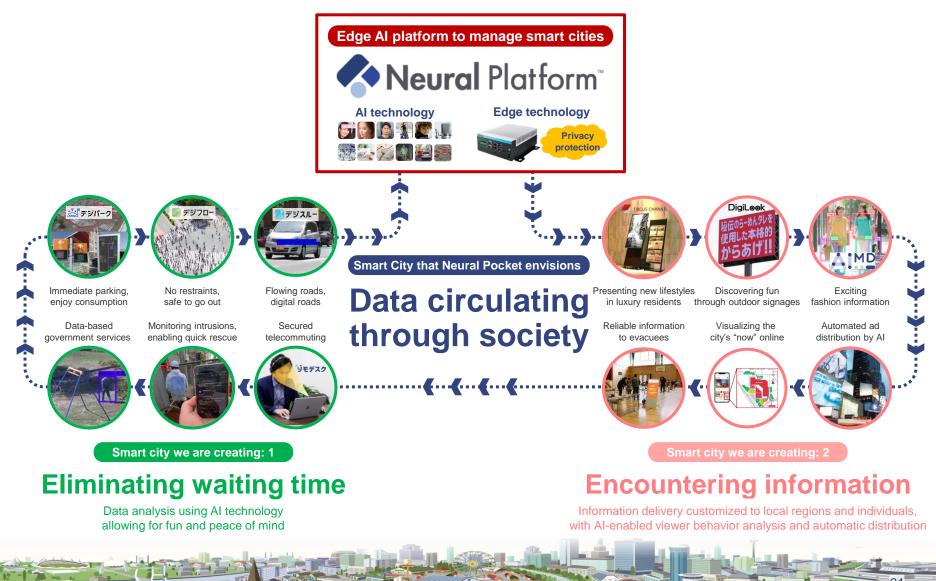
*1 Source for Edge share: What Edge Computing Means for Infrastructure and Operations Leaders, Gartner (Oct 2018).

*2 Source for amount of data: Data Age 2025 Whitepaper, IDC (Nov 2018), accounts for all data created, captured, and replicated globally.

*3 Zetabyte. Unit of data. Equivalent to 10⁹ TB (terabyte).

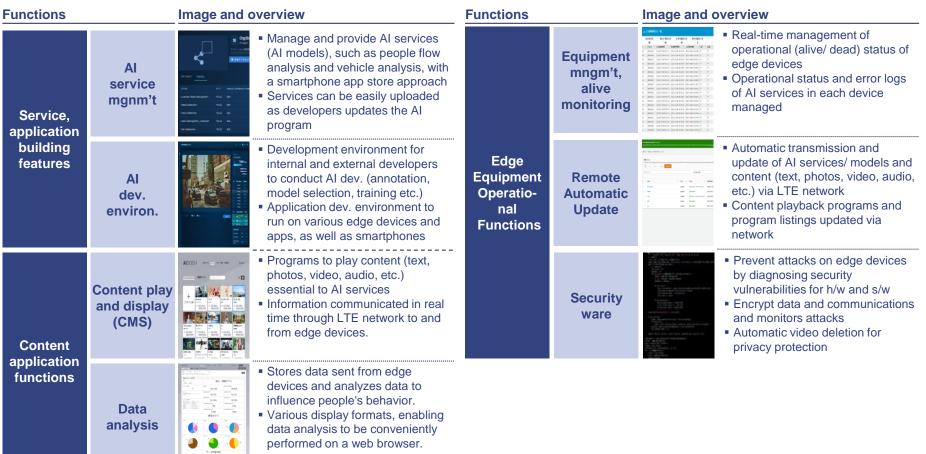
*4 Compound annual growth rate.

We enable smart cities with edge AI – Our edge AI platform allows for the circulation and utilization of data in physical spaces

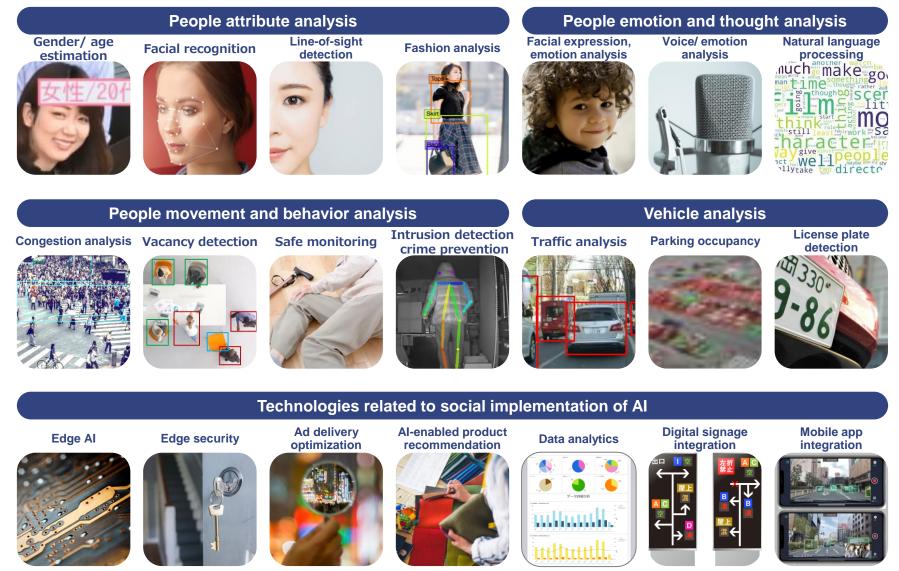


Neural Platform is a comprehensive environment to facilitate AI software development and day-to-day operations





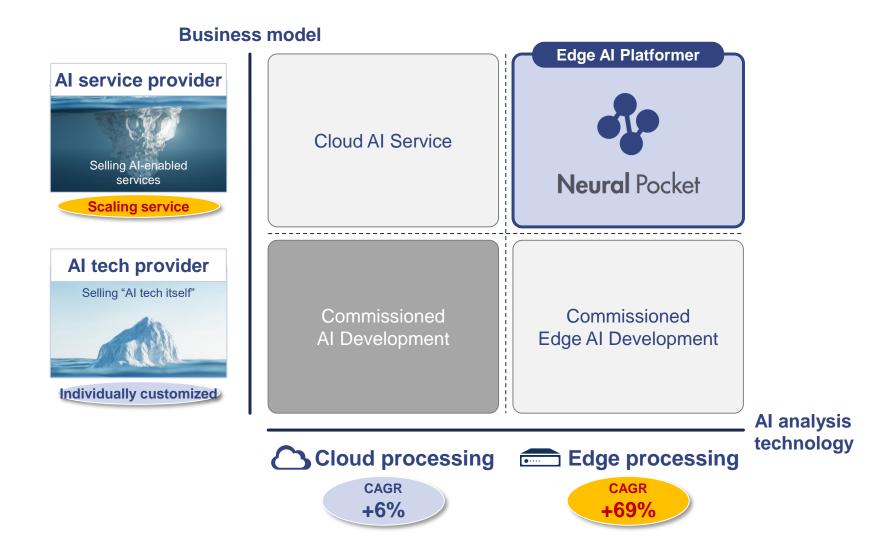
We develop proprietary AI libraries/ edge-related implementation technologies to enable AI smart cities



Our AI libraries operate on a variety of technical standards, contributing as an Edge AI Platform developer



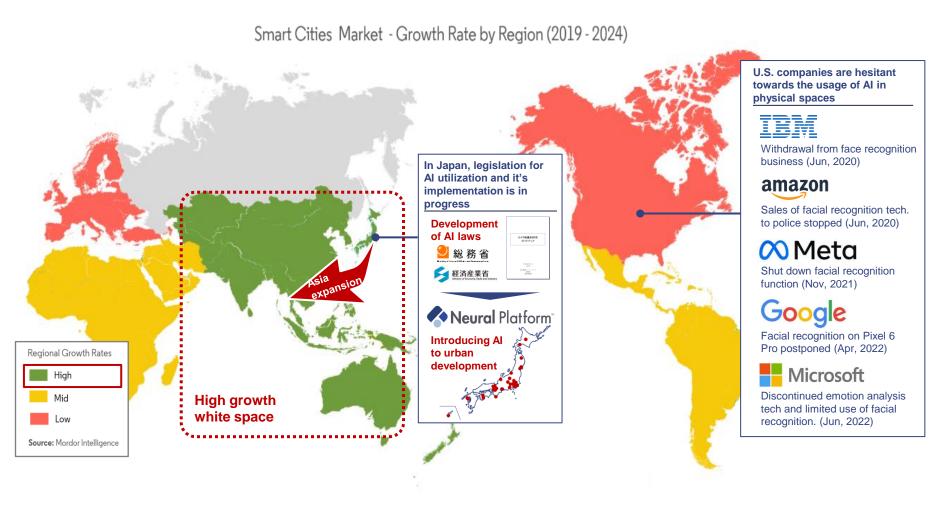
As business models in the AI industry diversify, we have established our position as an edge AI platformer



In the rapidly growing edge AI market, we have been accelerating growth since inception



Al platforms expected to emerge from Asia, where the development of smart cities are most rapid





Appendix

- Al industry trend and company advantage
- Company overview

Company overview

Company name	Neural Pocket Inc. (TYO: 4056) Expected to change corporate name to Neural Group Inc. on Jun 1 st , 2023	
Established	Jan. 22 nd , 2018	
Representative	Roi Shigematsu	
Listed exchange	Tokyo Stock Exchange Growth Market (listed since Aug. 20th, 2020)	
Headquarters	Tokyo Midtown Hibiya, Hibiya Mitsui Tower 32F, 1-1-2, Yurakucho, Chiyoda-ku, Tokyo, JAPAN	
Locations	 AI Test Field (Shinagawa Seaside Canal Tower 21F, 4-12-6 Shinagawa-ku, Tokyo) Thai Office (CRC Tower, All Seasons Palace, Wireless Road, Lumpini, Bangkok, 10330) Singapore Branch (9 Straits View, Marina One West Tower, #06-07, 018937) 11 other offices across Japan (Osaka, Fukuoka, Nagoya, Yokohama, Sendai etc.) 	
Group Companies (100% sub.)	 Neural Marketing Inc. (Rep. Masaaki Yamamoto) Neural Group (Thailand) Co., Ltd. (Rep. Kaz Takenaka) Neural Engineering Inc. (Rep. Tsubasa Iwakiri) 	
Employees	227 (Group total as of Mar 2023, excluding directors, part-time and outsourced employees)	
Business overview	AI engineering business utilizing image/video analysis and edge computing technology based on proprietary AI algorithms	
Affiliated organizations.	 Nippon Keidanren (Japan Business Federation) Japan Deep Learning Association and others 	

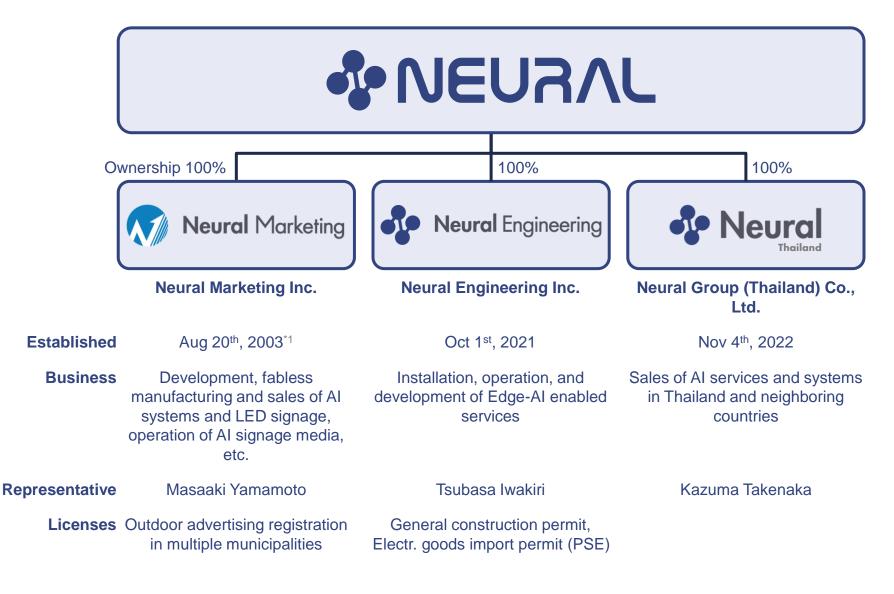


Management team (as of Mar. 31st, 2023)

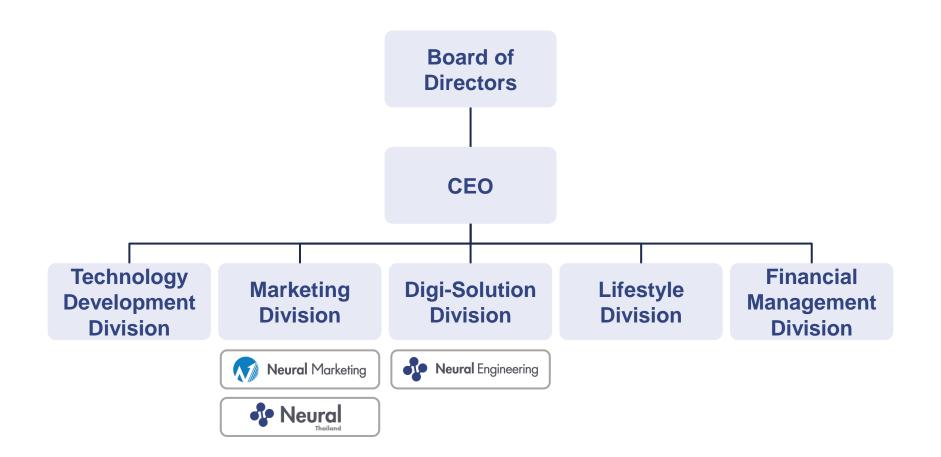
	Name	Career overview
Board Directors	Representative Director Roi Shigematsu	Former Partner at McKinsey, working in 11 countries including Japan, Germany, and the U.S as leader in IoT and AI field. Founded Neural Pocket in January 2018 with the goal of realizing the digitization of the real world through AI. He holds a Master's degree in Engineering from the University of Tokyo and is currently a member of the Advisory Board of the School of Engineering.
	CFO Director Ryosuke Tane	He was engaged in private equity investing at Bain Capital Japan. After serving as the Tokyo General Manager of Oyo Technology and Hospitality Japan, he joined Neural Pocket. He currently overseas the group's corporate division and also leads M&A activities. He holds an MBA from Stanford University's Graduate School of Business.
	Director Masaaki Yamamoto	After being involved in the development of DVDs and head-mounted displays at Sony, he led several new businesses and internal startups. After joining the company, he worked in the R&D department and is currently the president of Neural Marketing, Inc. He holds a master's degree from Tokyo Institute of Technology
	External Director Yoichi Yamagishi	After working in the investment banking division of Nomura Securities Co., Ltd. in M&A advisory and public underwriting, he was appointed as General Manager of Public Underwriting Department of Mizuho Securities Co. After retiring from Mizuho Securities, he served as an outside director of D.L.E. Inc. and Laox Co. He is a certified public accountant.
	External Director Maiko Hasumi	After working for Fuji Television Network, Inc. and Fidelity Investment Trust Co. currently fund manager at Ever Rich Asset Management. Currently director and member of the Audit Committee of Z Holdings Corporation (formerly Yahoo! Japan), etc. Appointed outside director of Neural Pocket in 2021. Holds an MBA from Stanford University's Graduate School of Business.
Auditors	Full-time auditor Miho Takemura	After working at Ernst & Young Shin Nihon LLC (EY Ernst & Young Shin Nihon LLC), where she mainly audited securities companies and other financial institutions, she worked as a full-time auditor at IRIDGE Co. Certified public accountant.
	Auditor Toshiki Wakamatsu	After working at Sato Sogo Law Office, he opened Saltus Law Office. He has served as a director of Orchestra Holdings Inc. and Voicy Inc. and has been a corporate auditor of Neural Pocket since 2019. Attorney. Specializes in a wide range of corporate legal matters, including corporate law and the FIEA.
	Auditor Hajime Shirai	After working at Arata Audit Corporation (PwC Arata LLC), Frontier Management Inc. and Deloitte Touche Tohmatsu LLC, he established Grintee Inc. Ltd. Appointed as a corporate auditor of Neural Pocket in 2020. Certified public accountant.
Advisor	Professor Yutaka Matsuo	Professor at the Artificial Intelligence Research Center, Graduate School of Engineering, the University of Tokyo. He is a leading expert in the field of AI and deep learning in Japan. He is also the chairman of the board of the Japan Deep Learning Association and an outside director of Softbank Group Corp.



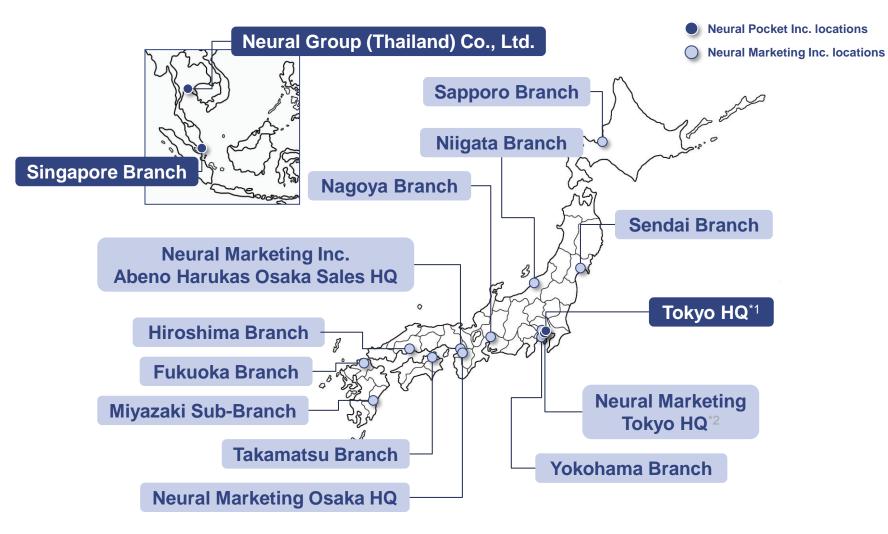
Neural Pocket Group (as of Mar. 31st, 2023)



Organization: Since Jan 2022, the company has established a divisional system organized by product/ service



Neural Pocket Group operates 15 locations internationally, with the infrastructure to support the development of smart cities nationwide



*1 Neural Engineering Inc. is established within Neural Pocket Inc. Tokyo HQ.

*2 AI Test Field is located within Neural Marketing Tokyo HQ.

Established Thai subsidiary in Nov. 2022, to participate in greenfield type urban development popular across Southeast Asia

Neural Pocket Thailand (Bangkok office) and CRC Tower where the base is located

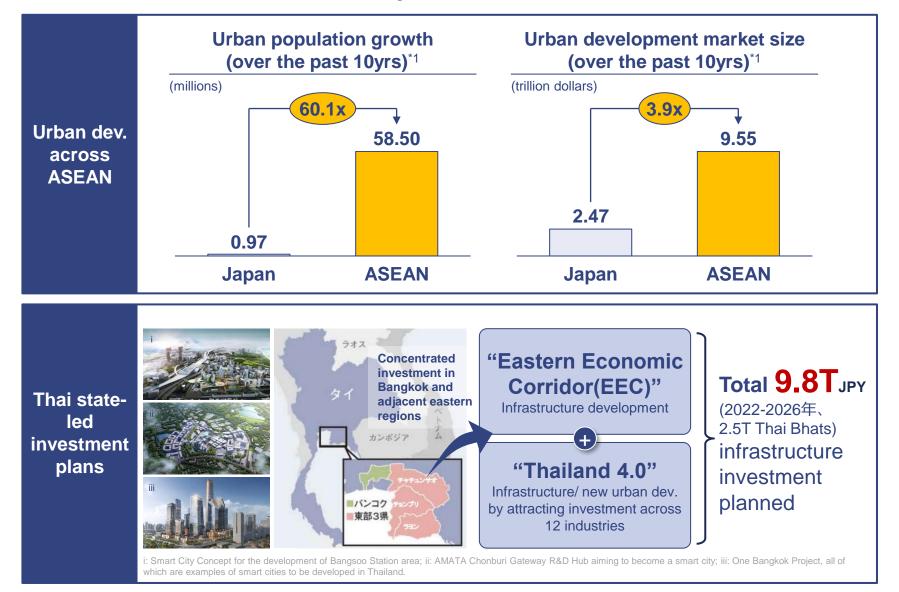


Company name Neural Group (Thailand) Co., Ltd.

Representative Kazuma TAKENAKA, CEO/ Managing Director

- Location 36th Floor, Office number 11, CRC Tower, All Seasons Place, Wireless Road, Lumpini, Phatumwan, Bangkok, Thailand 10330
- Established November 4th, 2022
- **Ownership** Neural Pocket Inc. 100%
- **Background** Based on our track record of providing unique AI services to realize smart cities in Japan, we aim to expand our business in Thailand and other SE Asian countries. Particularly in SE Asia, "green field" type developments, in which new cities are built on a vast scale, are popular, and the company aims to participate in large-scale development projects.

Vast infrastructure investment expected in Thailand and SE Asia



1: "Toward Overseas Urban Development Business Development - Smart City Business Creation", Nomura Research Institute, Ltd. presentation (December 16, 2014). Copyright © Neural Pocket Inc. All Rights Reserved.

Appearances at seminars/ events

Al technology

- G7 Ministerial Conference on Digital Technology in Takasaki, Gunma: Corporate exhibit
- Public-private partnership conference for overseas expansion of startups, co-hosted by the Ministry of Economy, Trade and Industry and Keidanren: Speaker
- Advantech Corporation's Tokyo Al Forum Manufacturing DX and Smart City: Speaker
- Tokyo Data Platform Convention: Professional Advisor
- Al Innovation AWARD2022: Awarded "Future envisioned by Smart Cities"

Urban planning

- Shibuya Ward Kitaya Park Jinnan Market Thinking about the future of Shibuya Park! Speaker
- Muroran City DX Promotion Forum Panelist for "Connected Smart City" session
- "Roadside Station Murayama" Development Basic Plan Study Citizens' Meeting Advisor
- Regional Development College in Otaru Speaker
- National Ugoki Statistics Co-creation Idea Contest (Softbank) Awarded Excellence Prize

Collaboration with Academia

- Seminar on the use of the Kashiwanoha Urban Design Center for urban planning workshops with citizens, hosted by the University of Tokyo's Center for Future Vision Research
- Seminar at Sasin Graduate School of Management, Chulalongkorn University
- DCON2023 Japan Technical College Deep Learning Contest Final round, technical jury
- Aoyama Gakuin University Special lecture

Apparel

 Ministry of Economy, Trade and Industry The 5th Study Group on Sustainability in Textile Industry Presenter

Others

- **ROCK THAILAND #4** Presented in Bangkok, Thailand
- AWS Japan [IoT AWS Seminar for Engineers] etc. "Creating services using IoT Core

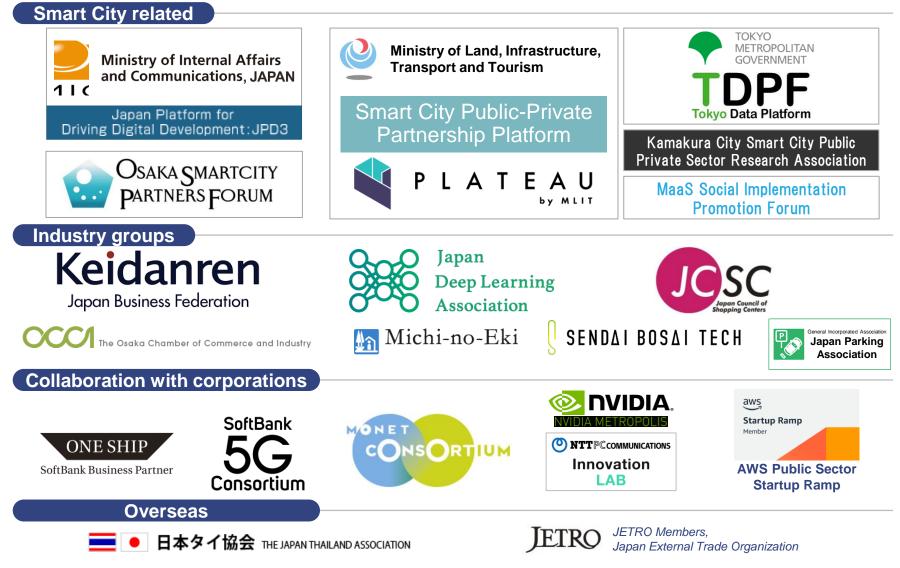








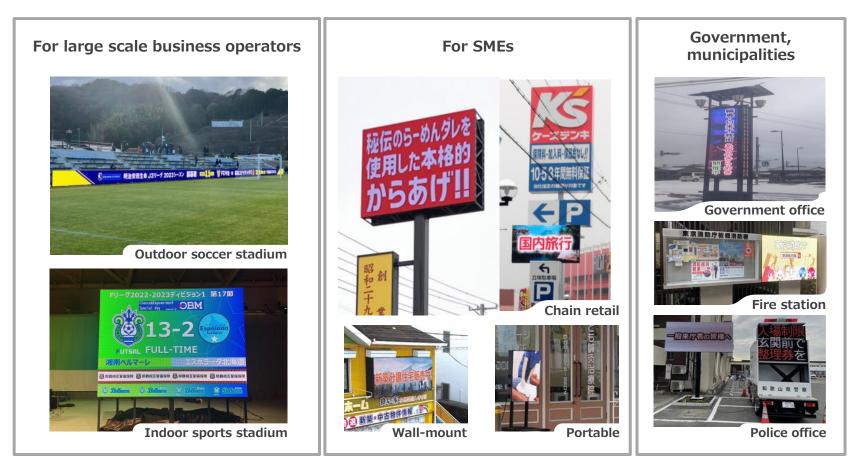
Membership in many public/private organizations related to AI and smart cities



LED Vision installation cases

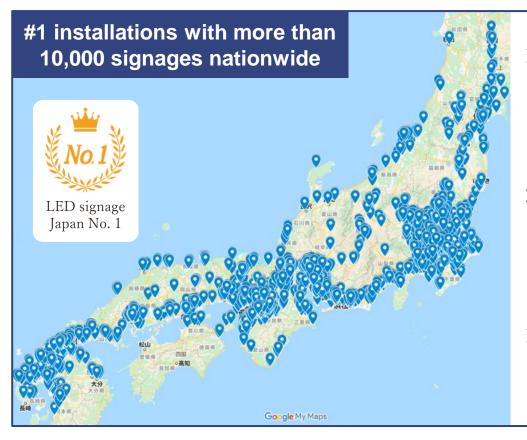


LED vision, which excels in visibility and spatial presentation, is used in various scenes throughout the city to promote sales at facilities and stores, and as a medium for people to encounter new information.



DigiLook: Top share in Japan with more than 10,000 installations

DigiLook



- Unparalleled installation track record Experience in a wide variety of industries, including large corps, government offices, commercial facilities, and merchant stores
- Unparalleled track record of stable operations

Stable operating track record throughout Japan, including cold, hot, and humid regions

Flexible contract forms Flexible purchase formats such as lease agreements and credit/cash purchases

We are accelerating sales efforts towards large corporations and large-scale facilities. We are also promoting the development of highly functional products with remote content distribution and AI detection functions.

Apartment Signage "Focus Channel"



We deliver the advertiser's message to the residents of high-end urban apartments









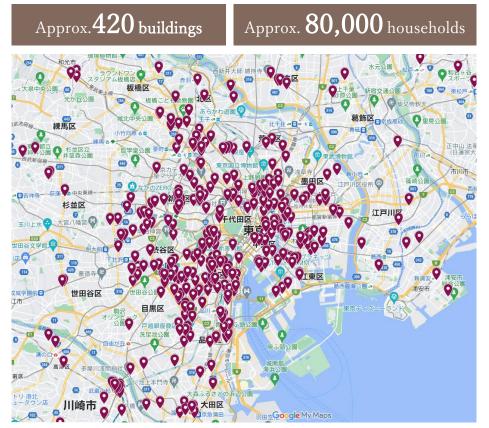
Media characteristics



Apartment Signage Ads

Market No. 1

We deliver the advertiser's message daily and repeatedly to approx. 200K residents of high-end urban apartments



XAs of Dec. 31, 2022

Impression

Steady reach regardless of seasons and externalities

Frequency

Located in living spaces and repeatedly appealing to all residents >> View count per program: 1.50 million~/month >> Play count per program: 3.50 million~/month

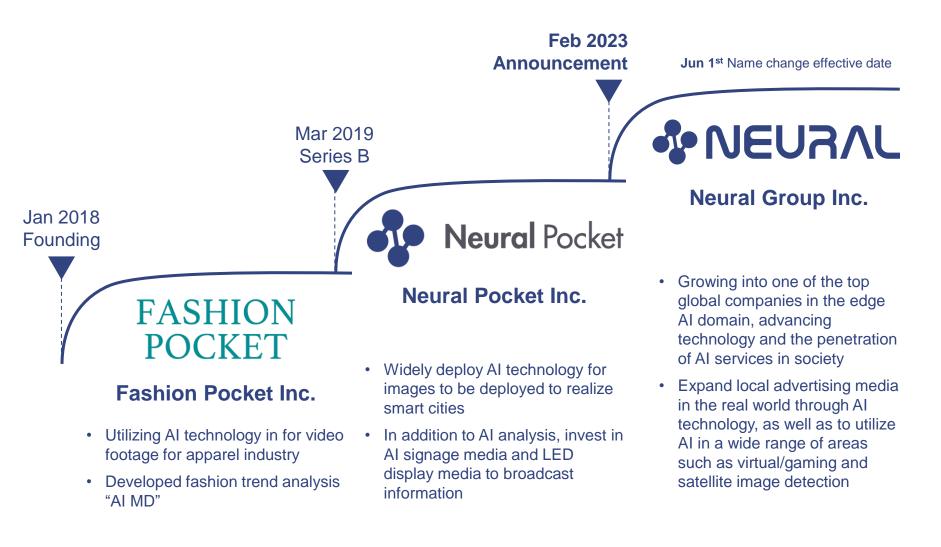
Targeting

High-grade apartment where many affluent consumers reside

One-stop solution

Acquisition from brand awareness to detailed consideration through ad distribution and flyer placements

Five years since founding, we aim to expand our business and contribute to society - Rebranding the company name to "Neural Group"



Neural Pockets celebrating 5 Years since founding and is updating it's company name to reflect the diversity of business

Building an exciting and inspiring future with AI



The company name "Neural Group" expresses our desire to provide unconventional services that transcend boundaries in a wide range of fields enabled by cutting-edge AI technologies. We will utilize edge AI across both real and virtual spaces to realize an exciting future globally, covering various applications such as AI cameras, digital advertisements, fashion apparel, AI games, and AI analysis of satellite images.



Company mission

"Update the world for a better tomorrow"



Disclaimer

Handling of the material

This document contains forward-looking statements. These statements are based solely on the information available at the time the statements were made. Furthermore, such statements are not guarantees of future results and are subject to risks and uncertainties. Actual results may differ materially from those projected in the future due to changes in the environment and other factors. Factors that may affect the actual results described above include, but are not limited to, domestic and international economic conditions and trends in relevant industries. We are under no obligation to update or revise any of the future information contained in these materials in the event that new information comes to light or future events occur. The information contained in these materials relating to matters other than the Neural Pocket is quoted from public information and Neural Pocket has not verified and does not guarantee the accuracy or appropriateness of such information.

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