# Sustainability

# **Corporate Information**

# Company Profile

| Company name                    | Tokyo Century Corporation  |
|---------------------------------|--|
| Business activities             | Equipment leasing, mobility and fleet management,*1 specialty financing,*2 international business operations         |
| Head office                     | FUJISOFT Bldg., 3 Kanda-neribeicho, Chiyoda-ku, Tokyo 101-0022, Japan  |
| Founded                         | July 1, 1969   |
| Company representatives         | Masataka Yukiya, Chairman & Co-CEO, Representative Director<br>Koichi Baba, President & CEO, Representative Director |
| Capital                         | ¥81,129 million  |
| Stock listing (securities code) | Tokyo Stock Exchange, Prime Market (8439)  |
| Major shareholders              | ITOCHU Corporation; Chuo-Nittochi Co., Ltd.; and Nippon Telegraph and Telephone Corporation                          |
| Global network coverage         | More than 30 countries and regions   |

# Operating Segments

| Equipment Leasing             | Leasing and finance (moneylending and investment) including ancillary services and other businesses dealing with information and communications equipment, office equipment, industrial machinery, transportation equipment, and equipment for commercial and service industries |
|-------------------------------|--|
| Mobility & Fleet Management*1 | Automobile leasing for corporate customers and individuals, car rental and car-sharing businesses, etc.  |
| Specialty Financing*2         | Leasing and finance (moneylending and investment) including ancillary services and other businesses focusing on product fields, such as shipping, aviation, real estate, and the environment and energy, in Japan and overseas   |
| International Business        | Leasing and finance (moneylending and investment) including ancillary services and fleet service businesses, among others, mainly in East Asia, the ASEAN region, and North, Central, and South America  |

| Operating Segments                  | Number of Er | (As of March 31, 2023) |  |
|-------------------------------------|--------------|------------------------|--|
| Equipment Leasing                   | 697          | (132)                  |  |
| Mobility & Fleet Management*1       | 3,471        | (3,205)                |  |
| Specialty Financing*2               | 1,314        | (1,351)                |  |
| International Business              | 2,114        | (17)                   |  |
| Others                              | 52           | (20)                   |  |
| Corporate (shared) / Administrative | 230          | (29)                   |  |
| Total                               | 7,878        | (4,754)                |  |

<sup>\*1</sup> The Mobility & Fleet Management segment was renamed the Automobility segment in April 2023.
\*2 The Specialty Financing includes the Environmental Infrastructure segment, which was established in April 2023.
\*3 Number of employees represents full-time employees. Figures in parentheses represent the average number of temporary employees over the respective fiscal year and are not included in the number of full-time employees.

# **Financial Information**

# 1. Consolidated Financial Results

| Item  | Unit            | Fiscal 2020 | Fiscal 2021 | Fiscal 2022 |
|---|-----------------|-------------|-------------|-------------|
| Revenues                                    | Millions of yen | 1,200,184   | 1,277,976   | 1,324,962   |
| Operating income                            | Millions of yen | 77,154      | 82,675      | 91,221      |
| Ordinary income                             | Millions of yen | 78,105      | 90,519      | 106,194     |
| Net income attributable to owners of parent | Millions of yen | 49,145      | 50,290      | 4,765       |
| Net income per share                        | Yen             | 402.57      | 411.56      | 38.95       |
| Return on equity                            | %               | 8.7         | 8.1         | 0.7         |
| Return on assets                            | %               | 1.4         | 1.6         | 1.8         |
| Operating income to revenues                | %               | 6.4         | 6.5         | 6.9         |

# 2. Consolidated Financial Position

| ltem                       | Unit            | Fiscal 2020 | Fiscal 2021 | Fiscal 2022 |
|----------------------------|-----------------|-------------|-------------|-------------|
| Total assets               | Millions of yen | 5,602,897   | 5,663,787   | 6,082,114   |
| Net assets                 | Millions of yen | 688,345     | 795,580     | 888,985     |
| Shareholders' equity ratio | %               | 10.2        | 11.9        | 12.5        |
| Net assets per share       | Yen             | 4,670.45    | 5,507.50    | 6,222.16    |

# 3. Consolidated Cash Flows

| Item  | Unit            | Fiscal 2020 | Fiscal 2021 | Fiscal 2022 |
|---|-----------------|-------------|-------------|-------------|
| Net cash provided by (used in) operating activities | Millions of yen | 51,331      | 227,383     | △31,429     |
| Net cash provided by (used in) investing activities | Millions of yen | △97,405     | △16,075     | △31,308     |
| Net cash provided by (used in) financing activities | Millions of yen | 18,946      | △201,421    | 6,926       |
| Cash and cash equivalents at end of year            | Millions of yen | 216,901     | 240,047     | 201,280     |

# 4. Segment Information (Fiscal 2022)

Millions of yen

| Item                  | Equipment<br>Leasing | Mobility & Fleet<br>Management*1 | Specialty<br>Financing <sup>*2</sup> | International<br>Business | Others | Adjustments in consolidated financial statements | Total in<br>consolidated<br>financial<br>statements |
|-----------------------|----------------------|----------------------------------|--------------------------------------|---------------------------|--------|--|---|
| Revenues              | 481,467              | 353,515                          | 344,103                              | 144,883                   | 993    | △1,870   | 1,324,962   |
| Segment income (loss) | 31,740               | 27,977                           | 57,398                               | △948                      | 4,669  | △14,642  | 106,194   |
| Segment assets        | 1,312,037            | 611,558                          | 2,743,531                            | 655,683                   | 40,964 | 718,338  | 6,082,114   |
| Return on assets*3    | 2.4%                 | 4.6%                             | 2.3%                                 | _                         | -      | -  | 2.1%  |

# **Sustainability Philosophy and Policies**

# Management Philosophy -

The Tokyo Century Group will work alongside customers in pursuit of their growth as a highly specialized and unique financial services company and will contribute to the creation of an environmentally sound, sustainable economy and society.

# Management Policy

We will provide the best products and services around the world to contribute to the success of our customers' businesses while pursuing all possibilities by collaborating with customers and uniting the overall strengths of the Group.

We will strive to raise our corporate value over the medium to long term by pioneering new business fields and realizing sustainable growth.

We will cultivate a corporate culture that allows diverse human resources to fully demonstrate their skills and personalities, and we will build a company in which all officers and employees can hone their expertise and experience growth as well as a sense of pride.

We will always be mindful of our social responsibility
as a corporation and conduct our business activities with vigor
and sincerity as we fulfill our role of creating a sustainable economy and society.

# Corporate Slogan

# **Solutions to your Pursuits**



# Corporate Code of Conduct

#### 1. Dedication to Customers

The Tokyo Century Group is dedicated to the success of its customers' businesses by accurately responding to their needs with quality products and services and thereby forging solid relationships of trust.

#### 2. Sound and Fair Corporate Activities

The Tokyo Century Group engages in sound and fair corporate activities by complying with all laws, regulations, and rules and conforming to social norms.

#### 3. Corporate Responsibility and Contribution to Society

The Tokyo Century Group seeks to fulfill its social responsibilities through honest business management and contributes to society by meeting public expectations as an upstanding corporate citizen.

#### 4. Respect for Human Rights

The Tokyo Century Group respects the human rights of all people and promotes diversity to nurture a corporate culture that encourages personnel with diverse characteristics to thrive.

#### 5. Preservation of the Environment

The Tokyo Century Group seeks to preserve the environment in all areas of its business activities by endeavoring to create an environmentally sound, sustainable economy and society.

#### 6. Response to Global Standards

The Tokyo Century Group acts from a global perspective that is highly transparent and sincere, by respecting the cultures and customs and complying with the laws, regulations, and relevant systems of the countries and regions in which it operates.

# Our Action Guidelines

#### 1. We will continue creating solutions that earn customer trust and recognition.

We will strive to resolve the issues faced by our customers by harnessing our high level of expertise and foresight to provide optimal products and services that earn their trust and recognition.

#### 2. We will act in compliance with laws and regulations and in accordance with our social conscience.

We will comply with laws and regulations to conduct fair and proper business activities, and we will act on our own initiative in accordance with our social conscience as dignified individuals. We will distinguish between the Company's interests and our individual interests and will strictly refrain from actions that impair the interests of the Company.

#### 3. We will respect human rights and human dignity and create a rewarding working environment.

We will respect our mutual human rights and human dignity and strive to create a vibrant, rewarding working environment where discrimination and harassment have no place.

#### 4. We will stringently manage personal information and customer information.

We will stringently manage the personal information and customer information we obtain through our operations to prevent both leakage outside the Company and use for unintended purposes.

#### 5. We will pursue activities to preserve the environment.

We will maintain a high awareness of environmental issues and actively work to preserve the environment, which includes actions to prevent global warming and promote energy conservation.

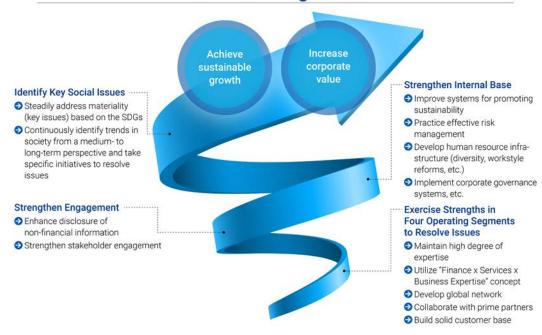
### 6. We will avoid contact with antisocial forces and criminal organizations.

We will act decisively to avoid any contact with antisocial forces that obstruct the course of social order and safety or with criminal organizations inside or outside Japan that hamper legitimate economic activity.

# Sustainability Management Policy

Tokyo Century's commitment to sustainability is driven by its pursuit of further sustainable development and higher corporate value along with stakeholders as a financial services company, and it thereby contributes to the creation of an environmentally sound, sustainable economy and society. In promoting sustainability management, we envision, with due consideration of the United Nations Sustainable Development Goals (SDGs), a society 10 to 20 years into the future and then take a backcasting approach toward creating financial services that will meet the needs of that time.

# Resolution of Social Issues Together with Stakeholders



# Process for Identifying Materiality (Key Issues)

For Tokyo Century, sustainability management constitutes a management strategy for both resolving social issues and achieving sustainable growth and improvements in corporate value by contributing to the creation of an environmentally sound, sustainable economy and society, as described in its Management Philosophy, through its business activities.

To guide its practice of sustainability management, Tokyo Century has defined materiality (key issues). In the process of defining these issues, the Company created a materiality map based on the United Nations Sustainable Development Goals (SDGs) that considers the degree of priority for its stakeholders (indicated on the vertical axis) as well as the degree of priority for the Company itself (indicated on the horizontal axis). Priority issues

for the Company include the development of diverse businesses (such as aviation and solar power generation) that take advantage of its highly free operating environment and business characteristics grounded in the value of its assets.

The process of creating this map involved first assessing the importance of issues for stakeholders based on major environmental, social, and governance (ESG) evaluation and non-financial information disclosure standards as well as the 169 targets for the 17 SDGs. We then proceeded to identify the issues of importance for the Company by looking at the connection between the SDGs and our Management Philosophy and financial information. The important issues defined in these two categories formed the axes used when preparing our materiality map, and this map was used to identify the five materiality items described on page 11, based on meetings with relevant divisions and discussions by the Sustainability Committee and the Board of Directors.

In addition, protocols have been introduced regarding materiality notifications in agendas for meetings of the Transaction Evaluation Meeting, Management Meeting, and the Board of Directors. The Company has also created a sustainability contribution award program. These measures are meant to help improve awareness regarding materiality initiatives among employees. Moreover, we have defined key performance indicators (KPIs) along with a PDCA (plan-do-check-act) cycle for our materiality (key issues).



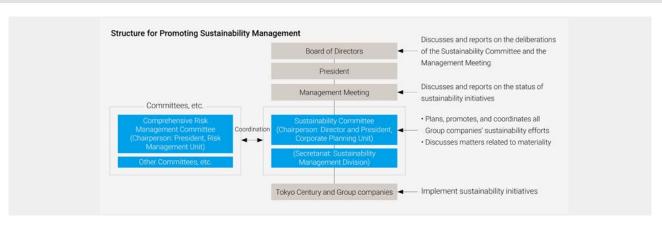
Sources including main ESG evaluation indices: Dow Jones Sustainability Index, FTSE4Good Index, MSCI Index, and SASB

<sup>\*</sup> Major ESG evaluation and non-financial disclosure standards referenced in determining the degree of materiality of key issues to stakeholders: Dow Jones Sustainability Index, FTSE4Good Index, MSCI Index, and SASB

# Tokyo Century's Materiality (Key Issues) Linked to the SDGs

| Materiality   | Priority materiality initiatives   | Initiative examples  | SDGs   |  |  |  |
|---|--|--|--|--|--|--|
| Contribution to decarbonized society  | Contribute to widespread use of clean energy through climate change response and environmental efforts                                   | Renewable energy business including solar power generation, popularization of electric vehicles via leasing  | 7 disambles of 13 disamt   |  |  |  |
| Creation of new businesses driven by technical innovation                             | Create new businesses by integrating new technologies into financial services and contribute to the digital economy                      | Subscription services, fintech, and new rental car services utilizing smartphone apps  | 8 DECENT MODERA AND DECENTAL AMPOINTMENT A |  |  |  |
| Contribution to social infrastructure development                                     | Respond to advances in global mobility services and cooperate with local communities to contribute to social infrastructure development  | Regional revitalization through rental cars<br>and car sharing, Drive Doctor telematics<br>driving control service that supports safe<br>driving, and hotel business | 3 GOOD SELETH AND NOTE SHOULD STORE SHOULD  |  |  |  |
| Sustainable resource use  | Contribute to development of a circular economy focused on the value of assets   | IT equipment leasing, refurbishment, aircraft life-cycle management, and automobile leasing  | 9 NOUTH MONOTON 12 STOPHGELL AND PROCECTION AND PROCECTION AND PROCECTION AND PROCECTION   |  |  |  |
| Enhancement of work<br>environment, leading to<br>strengthening of human<br>resources | Promote human resource development, diversity, and workstyle reforms that improve job satisfaction and foster a sense of personal growth | Introduction and implementation of telecommuting, employee awareness surveys, and 360° evaluations   | 8 DECEMBER AND LOCATION OF THE PROPERTY OF T   |  |  |  |
| 4   | 4  | 4  | 4  |  |  |  |
| Shared platforms  | Utilize diverse partnerships to  | Utilize diverse partnerships to create new value   |  |  |  |  |

# Structure for Promoting Sustainability Management



The Sustainability Committee (established in April 2018) is responsible for deliberations related to sustainability management at Tokyo Century. This committee meets twice a year, in principle. Important matters deliberated on by the Sustainability Committee are reported to and discussed by the Management Meeting and the Board of Directors to allow for oversight by the Board of Directors. The Sustainability Committee is chaired by the president of the Corporate Planning Unit, and this committee promotes initiatives positioning sustainability as an important management issue.

#### Members and Meetings of the Sustainability Committee

| Members            |  |  |
|--------------------|--|--|
| Chairperson        | Director and president of the Corporate Planning Unit  |  |
| Members            | Operation Headquarters: Unit heads (IT Unit, Business Process Management Unit, Personnel Unit, General Affairs Unit, and Risk Management Unit), deputy president of the Corporate Planning Unit, general manager of the Corporate Planning Division, and general manager of the Sustainability Management Division | Business Headquarters: Five business unit general managers (Equipment Leasing, Automobility, Specialty Financing, International Business, and Environmental Infrastructure) and observers (invited as necessary) |
| Auditors           | Standing corporate auditors  |  |
| Meetings in Fiscal | 2022   |  |
| Meetings held      | 3  |  |
| Major agenda items | Information disclosure based on recommendations of TCFD     Trial introduction of internal carbon pricing system     Progress of medium- to long-term sustainability management initiatives (road map)   | Carbon-neutrality policy and action plan     Joining of GX League (fiscal 2023)  |

# Non-Financial Materiality KPIs

Tokyo Century has established non-financial key performance indicators (KPIs) related to its materiality in order to promote sustainability management.

The following pages contain information on the principal non-financial KPIs defined for each materiality (key issue). (Some non-financial KPIs overlap with the ESG-related non-financial KPIs described on page 25 and thereafter.)





## **Contribution to Decarbonized Society**

Tokyo Century recognizes that combating climate change is an important management priority. Our efforts to contribute to a decarbonized society include environmental activities in offices, the development of solar power and other renewable energy businesses, the promotion of the Financing Program for Joint Crediting Mechanism (JCM) Model Projects for reducing greenhouse gas emissions through collaboration with developing countries and for sharing emissions reduction benefits between involved countries, and other efforts for addressing climate change through our business activities. In fiscal 2022, Tokyo Century established A&Tm Corporation as a joint venture together with Tokyo Gas Engineering Solutions Corporation and KYOCERA Communication Systems Co., Ltd., that provides asset and technical management services for solar power generation projects. The company is combining the technological strengths of joint business partners to provide services for improving the generation efficiency and profitability of solar power plants.

We are also working to reduce Scope 3 emissions. For example, consolidated subsidiary Aviation Capital Group LLC (ACG) has ordered 60 new Airbus aircraft, including Airbus A220 aircraft that use 25% less fuel than prior models. Furthermore, we have set the target of amassing a fleet of 100,000 electric vehicles by fiscal 2030 in the Automobility segment. Through an organizational change undertaken effective on April 1, 2023, the Group's domestic and overseas renewable energy and other environment and energy businesses were separated from the Specialty Financing segment to form the Environmental Infrastructure segment. The goal of this move is to strengthen and expand these businesses to better support business strategies for contributing to decarbonization.

Moreover, Tokyo Century announced its endorsement of the recommendations of the Task Force on Climate-related Financial Disclosures (TCFD) in April 2021. In addition, we identified climate change risks and opportunities under multiple scenarios and conducted qualitative and quantitative business impact assessments in line with TCFD recommendations. Information in this regard is disclosed on our corporate website.\* A scenario analysis on the automobility business (corporate and individual auto leasing) was performed in fiscal 2022, the results of which have been disclosed.

Response to Climate Change and TCFD Endorsement https://www.tokyocentury.co.jp/en/sustainability/esg/environment/tcfd.html

| КРІ  | Metric   | Unit                              | Target<br>year | Target   | Fiscal 2020 | Fiscal 2021 | Fiscal 2022 |
|--|--|-----------------------------------|----------------|--|-------------|-------------|-------------|
| Reduction of electricity use   | Electric use   | kWh                               | Fiscal<br>2023 | Less than 1,800,000 kWh  | 1,578,546   | 1,539,011   | 1,593,216   |
| (environmental contributions through office activities)  | CO <sub>2</sub> emissions  | t-CO <sub>2</sub>                 | Fiscal<br>2023 | Less than 318 t-CO <sub>2</sub>                                  | 770         | 723         | 546         |
| Dadyatian of marking one   | Gasoline use   | L                                 | Fiscal<br>2023 | Less than 60,000 L   | 43,768      | 45,360      | 49,937      |
| Reduction of gasoline use<br>(environmental contributions through<br>office activities)                      | CO <sub>2</sub> emissions  | t-CO <sub>2</sub>                 | Fiscal<br>2023 | Less than 139 t-CO <sub>2</sub>                                  | 102         | 105         | 116         |
| Office activities)   | Fuel efficiency  | km/L                              | Fiscal<br>2023 | More than 14.0 km/L  | 14.3        | 14.5        | 16.1        |
| Reduction of paper use (environmental contributions through office activities)                               | Paper use<br>(A4 size equivalent)  | Thousands of sheets               | Fiscal<br>2023 | Less than 11 million sheets                                      | 9,262       | 8,278       | 9,457       |
| Reduction of head office electricity use (intensity target)  | Per-area electricity use   | kWh/m²                            | Fiscal<br>2030 | Less than 70.00 kWh/m² (23% reduction in comparison with FY2009) | 59.75       | 64.84       | 67.69       |
| Reduction of annual CO <sub>2</sub> emissions associated with head office electricity use (intensity target) | CO <sub>2</sub> emissions<br>from per-area<br>electricity use                        | t-CO <sub>2</sub> /m <sup>2</sup> | -              | -  | 0.029       | 0.030       | 0.017       |
| Reduction of CO <sub>2</sub> emissions   | Annual generation volume   | MWh                               | Fiscal<br>2023 | More than 508,600 MWh  | 414,047     | 482,795     | 536,591     |
| through solar power businesses of consolidated subsidiaries <sup>1</sup>                                     | CO <sub>2</sub> emissions<br>(compared with<br>standard thermal<br>power generation) | t-CO <sub>2</sub>                 | Fiscal<br>2023 | More than 198,100 t-CO <sub>2</sub>                              | 172,864     | 192,877     | 207,929     |
| Rate of electrified vehicle use (EVs, FCEVs, PHEVs, HVs)   | Mobility and fleet management <sup>2</sup>   | %                                 | -              | -  | 18.4        | 19.3        | 20.6        |
| Rate of fuel-efficient aircraft <sup>™</sup> use   | Ratio of fuel-efficient aircraft assets 4  | %                                 | -              | -  | 40.4        | 45.7        | 51.8        |
| Projected aggregate greenhouse gas<br>emissions reductions from JCM Model<br>Projects                        | Projected aggregate greenhouse gas emissions reductions                              | t-CO <sub>2</sub>                 | Fiscal<br>2025 | 56,000 t-CO <sub>2</sub>   | 34,547      | 35,457      | 38,343      |

<sup>\*1</sup> Fiscal 2023 targets are for Kyocera TCL Solar LLC and eight other solar power business companies.

<sup>\*2</sup> Mobility and fleet management: Nippon Car Solutions Co., Ltd.; Nippon Rent-A-Car Service, Inc.; and Orico Auto Leasing Co., Ltd.

<sup>\*3</sup> Fuel-efficient aircraft: A220, A320neo, A321neo, A350, 737MAX, 747-8F, and 787

<sup>\*4</sup> Ratio of fuel-efficient aircraft assets: Ratio of fuel-efficient aircraft to all aircraft (including those of Aviation Capital Group LLC)

# Carbon Neutrality Policy

The Tokyo Century Group has defined "contribution to decarbonized society" as one part of its materiality (key issues), based on which it is working to popularize the use of clean energy through initiatives for combating climate change and preserving the environment. In conjunction with the start of the commercial operation of a biomass-coal co-firing power plant of Shunan Power Corporation in September 2022, the Group unveiled its carbon-neutrality policy for fiscal 2040. This policy describes our goal of achieving effectively zero greenhouse gas emissions while also presenting a transition road map for the aforementioned power plant.

The biomass-coal co-firing power plant of Shunan Power is projected to produce around 98% of the Group's greenhouse gas emissions going forward. For this reason, we look to achieve effectively zero greenhouse gas emissions as soon as possible, with fiscal 2040 being our target year for the accomplishment of this goal. To this end, we will increase the biomass co-firing ratio at this plant while adopting black pellets, which feature high combustion efficiency, prefaced on assumptions of future technological developments. At the same time, we will transition to the burning of ammonia, which does not emit greenhouse gas emissions. We are also increasing our use of renewable energy for purposes such as powering domestic and overseas consolidated subsidiaries. Through these efforts, the Tokyo Century Group will work toward its goal of achieving carbon neutrality by fiscal 2040.

# The Tokyo Century Group's Carbon-Neutrality Policy

# The Tokyo Century Group\*1 promotes the reduction of greenhouse gas (GHG) emissions\*2 and

aims to achieve carbon neutrality by fiscal 2040.

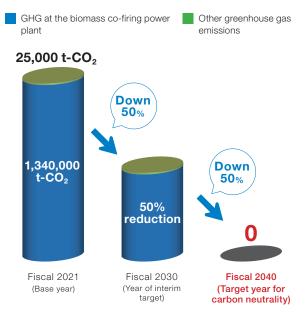
As the interim target for achieving carbon neutrality,

the Tokyo Century Group aims to achieve a 50% reduction in GHG emissions by fiscal 2030 (vs. FY2021\*3).

- \*1 Major consolidated subsidiaries where personnel are located (including the biomass co-firing power plant of Shunan Power Corporation)
  \*2 Direct emissions from Company-owned and controlled resources (Scope 1) and indirect emissions from the consumption of purchased electricity, heat, and steam (Scope 2)
- \*3 Greenhouse gas emissions of 1,365,000 t-CO<sub>2</sub> in fiscal 2021 (Emissions volume as calculated in relation to carbon-neutrality target = Fiscal 2021 greenhouse gas emissions + Estimated annual greenhouse gas emissions from hotel business and biomass co-firing power plant of Shunan Power)

### **Image**

#### The Tokyo Century Group's Greenhouse Gas Emissions Reduction Plan



#### Challenges

Strategic actions for achieving carbon neutrality taken at biomass co-firing power plant in light of operating environment



In consideration of the projected increase in the biomass co-firing ratio and the anticipated use of next-generation GHG emissions by 50% by fiscal 2030 and achieving carbon neutrality by fiscal 2040.

- Commercial Operations Begin at Shunan Power Corporation's
- Overview of Transition Road Map for Shunan Power Corporation's Power Plant (in Japanese only)
- **Evaluation Report by Japan Credit Rating Agency, Ltd. (in** Japanese only)





# **Creation of New Businesses Driven by Technical Innovation**

Tokyo Century seeks to create new businesses by integrating new technologies into financial services and to contribute to the digital economy through collaboration with partner companies and investment in companies boasting promising technologies. In the Equipment Leasing segment, where we possess a broad customer base and are developing numerous joint ventures together with prime partners, we are reinforcing our foundation for supporting the digital economy through investment in and a business alliance with Bplats, Inc., a provider of comprehensive subscription service business platforms, while also developing subscription service businesses. Also in this segment, we have established IBeeT Corporation, a joint venture with ITOCHU Corporation, to supply subscription services for household electricity storage systems, decentralized power sources that contribute to decarbonization, and peripheral equipment. Meanwhile, in the Automobility segment, where we develop a comprehensive range of industry-leading automotive businesses, Tokyo Century is co-creating new businesses that promote digital transformation in the mobility field. For example, we have concluded a capital and business alliance agreement with Mobility Technologies Co., Ltd. (currently GO Inc.), which operates the GO taxi dispatch app covering the largest number of affiliated taxis in Japan. Also, we are engaged in mobility-as-a-service (MaaS) and smart city businesses through a business alliance with major map solutions provider ZENRIN CO., LTD., in which we combine the resources of this company with our own. In the Specialty Financing segment, which drives Tokyo Century's growth with highly specialized operations, we have concluded an investment contract with Germany's Volocopter GmbH, a company developing flying cars as a form of next-generation aerial mobility. Moreover, a business and capital alliance agreement was concluded with XMart Inc. in fiscal 2022. The company's XOrder software-as-a-service ordering platform uses the LINE messaging service to significantly improve the efficiency of order processing between restaurants and food product wholesalers, which was previously performed on a paper basis. This simple yet innovative solution has been garnering a great deal of attention. Meanwhile, SecondSight Inc., a joint venture company established with JFE Engineering Corporation, provides diagnosis solutions that combine cutting-edge technologies such as sensing technologies for replicating people's senses of sight, hearing, and smell as well as the muscular movements of human bodies. These are just some of the initiatives we are advancing to create new businesses for the next era.

In December 2020, the DX Strategy Division was established within the Corporate Planning Unit to plan and promote Companywide digital transformation strategies. In addition, Tokyo Century was the first leasing-based financial services provider to be recognized as a DX-certified operator advancing superior initiatives under the DX Certification system organized by the Ministry of Economy, Trade and Industry (METI), and we were recognized under this program once again in March 2023. Furthermore, Tokyo Century participated in the corporate kickoff-day panel discussion arranged by Plug and Play Japan in fiscal 2022. We used this opportunity to explain our open innovation initiatives for engaging in co-creation with start-up companies.

The Company is also focused on fostering a corporate culture in which employees feel empowered to boldly tackle new challenges without fear of failure. It was for this purpose that we introduced the TC Biz Challenge Project, a new business proposal initiative. In the first iteration of this project, an integrated aquaculture-agriculture cultivation facility project was selected from among the numerous proposals received for advancement to the verification testing phase. It was decided that this proposal would not be developed into a business, but we remain committed to tackling new challenges going forward.

| КРІ   | Supplement   |
|---|--|
| Certification under METI's DX Certification system* | Certification achieved in March 2021 and renewed in March 2023 |

<sup>\*</sup> Outline of the DX Certification System

The DX Certification system is an initiative implemented under the Act on Partial Revision of the Act on Facilitation of Information Processing, which came into force on May 15, 2020. In line with the guidelines set by the Japanese government that present to companies ideal approaches for making use of strategic systems in their business management and for creating such systems, an authority certifies companies engaging in outstanding efforts, if companies eligible for certification file a request accordingly. Under the DX Certification system, beyond being poised to promote digital transformation, it is important that companies have taken measures related to the fundamental items of management goals, strategies, performance, KPIs, and governance systems that are defined in the digital governance code compiled by METI in November 2020.

Moreover, Tokyo Century was included in the Digital Transformation Stock Selection (DX Stocks) announced in May 2023. DX Stocks is a selection of Tokyo Stock Exchange-listed companies that have established internal frameworks for promoting digital transformation aimed at improving corporate value and which have been successful in highly utilizing digital technologies. Between one and two companies are chosen from each industry. The Company has also been included in this program in each of the nine years since the establishment of the Competitive IT Strategy Company Stock Selection program—the predecessor of the DX Stocks program—in 2015.



# **Contribution to Social Infrastructure Development**

In the Automobility segment, where we develop industry-leading automotive businesses, Tokyo Century provides mobility-related services through its auto leasing and car rental businesses. These services play a crucial role in contributing to social infrastructure while also having material importance to supporting safety. Moreover, we are promoting the use of vehicles equipped with automated brakes and other safety features in order to contribute to the achievement of target 3.6-By 2020, halve the number of global deaths and injuries from road traffic accidents-of SDG Goal 3: Good health and well-being. In addition to these equipment-related initiatives, we are proactively offering support through software-related initiatives, namely, safe driving lessons that utilize telematics systems. Moreover, GO and Nippon Car Solutions Co., Ltd., formed an agreement in September 2022 that entails introducing customers to DRIVE CHART, a next-generation Al drive-recording service of GO. DRIVE CHART, which is supplied to lessees and other business partners of Nippon Car Solutions, automatically detects dangerous situations highly likely to result in an accident based on drive recorder and other data. This service is used to analyze driving patterns to propose improvements to one's driving practices and thereby help reduce traffic accidents.

In a business environment free of regulatory constraints, Tokyo Century is branching out from leasing and financing to develop and grow unique business models based on the concept of "Finance × Services × Business Expertise" through co-creation with partners. For example, we recognize that the revitalization of local communities through the tourism industry is an important task as the depopulation of areas outside of major urban centers becomes an increasingly serious social issue. In this regard, ANA InterContinental Beppu Resort & Spa, an establishment that Tokyo Century played a part in attracting, was opened in Beppu City, Oita Prefecture, in August 2019. This facility garnered attention as Japan's first InterContinental resort hotel and is functioning as a piece of social infrastructure that promotes tourism and contributes to regional revitalization. Calling upon the expertise gained through this undertaking, we were able to conclude an operation subcontracting agreement with InterContinental Hotels Group PLC, based on which we opened Hotel Indigo Karuizawa-located in Karuizawa, a popular Japanese highland resort area—in spring 2022.

Tokyo Century is also involved in real estate operations in Tokyo. In these operations, Mitsubishi Estate Co., Ltd., and Tokyo Century have selected Dorchester Collection, the ultraluxury hotel brand, to operate the hotel on the upper floors of Torch Tower-which will be the tallest building in Japan once completed-in the TOKYO TORCH district facing the Nihombashi Exit of Tokyo Station, which we are developing together with relevant rights holders. The hotel is scheduled to open in 2028 and expected to become a key component of the TOKYO TORCH district, which is being developed with the goal of creating an urban tourism hub that acts as a gateway to Tokyo and Japan. Together with the office section previously acquired by Mitsubishi Estate and the Company, these assets are expected to function as important parts of social infrastructure in this urban center. In addition, the Tokyo Cross Park Vision project has been announced by a group of 10 participating companies, including Tokyo Century. This next-generation smart city project calls for the development of the area of the Uchisaiwaicho 1-chome district of Tokyo. With an aggregate floor space of 1.1 million m2, this will be one of the largest development projects in Tokyo. Connected to the 16-hectare Hibiya Park, the Tokyo Cross Park Vision project will develop office buildings, commercial facilities, and residential housing while contributing to the shared goal of operating in a carbon-negative manner in order to help realize a sustainable community and society.

Furthermore, we announced a business and capital alliance with Nippon Telegraph and Telephone Corporation (NTT) in February 2020. The need for high-speed processing and collection of large quantities of data is growing on a global scale, stimulating a rise in data centers. In response to this trend, we will advance social infrastructure business initiatives through our alliance with NTT as we seek to make other contributions together with partners.

In our first collaborative real estate project to be advanced together with NTT TC Leasing Co., Ltd.—a publicly certified wholesale market redevelopment project in Toyama City, Toyama Prefecture-the buildings, developed and owned by NTT TC Leasing and Tokyo Century, were leased to Toyama City in March 2022. Together with this partner, we seek to respond to demand for rebuilding aged public facilities across Japan, contribute to local infrastructure development, and advance initiatives with significant social meaning that help revitalize local communities.

| КРІ   | Applicable<br>companies¹¹ | Unit         | Fiscal 2020 | Fiscal 2021 | Fiscal 2022 |
|---|---------------------------|--------------|-------------|-------------|-------------|
| Number of vehicles equipped with telematics services                            | NCS, NRS, OAL             | Vehicles     | 67,757      | 74,180      | 82,051      |
| Number of safe driving lessons conducted using telematics services <sup>2</sup> | NCS                       | Lessons      | 459         | 923         | 1,132       |
| telematics services <sup>"2</sup>   | NOS                       | Participants | 7,095       | 13,261      | 18,774      |
| Ratio of rental cars equipped with safety features (automated brakes, etc.)     | NRS                       | %            | 94.3        | 96.0        | 97.2        |

<sup>\*1</sup> NCS: Nippon Car Solutions Co., Ltd.; NRS: Nippon Rent-A-Car Service, Inc.; OAL: Orico Auto Leasing Co., Ltd.
\*2 The number of safe driving lessons declined substantially in fiscal 2020 in response to the COVID-19 pandemic, and this reduction led to a decrease in the number of participants.

# 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE



### **Sustainable Resource Use**

The leasing business Tokyo Century has developed since its founding is built on the 3Rs (reduce, reuse, and recycle), meaning that the Company has been contributing to the realization of an environmentally sound, sustainable economy and society since its inception. Leasing businesses necessarily involve assets, and focuses on the value of assets and on effectively utilizing these assets are thus of crucial importance to such businesses. By further honing the propensity for judging the value of the assets we have refined throughout our history, we look to broaden the scope of assets we handle to branch out from traditional financing and leasing to engage in life-cycle management operations related to automobiles and aircraft. At the same time, we will work together with our partners to combine our specialties and areas of expertise to address social issues. In this manner, Tokyo Century will seek to evolve business models in fields where it can contribute to the realization of an environmentally sound, sustainable economy and society and in which it is possible to achieve economic growth while using resources efficiently.

Information and communications equipment is a major offering of our leasing business. In recent years, greater importance has been placed on the environment and on information management with regard to the disposal of end-of-lease IT equipment. This trend is anticipated to spur rapid growth in demand for IT asset disposition (ITAD) services such as data erasing and disposal for IT equipment, which can be used to ensure the safe and appropriate disposal of these IT assets. We anticipate that this demand will be seen centered on global companies seeking to provide services that are standardized on a worldwide basis. In this regard, U.S.-based IT leasing subsidiary CSI Leasing, Inc., is a major source of strength. The company is able to supply high-quality global-standard services through its IT equipment leasing and ITAD service operations in more than 50 countries across the globe. In fiscal 2022, CSI Leasing posted ordinary income approximately 4.7 times the level seen in fiscal 2015, when Tokyo Century commenced investment. Moreover, CSI Leasing acquired companies in Germany, Denmark, and Sweden in fiscal 2022 to establish local bases in these markets for propelling the development of its IT equipment life-cycle management service businesses.

In the aviation business, major U.S. aircraft leasing company ACG is engaged in self-driven forays into the operating lease business for new and other aircraft. Going forward, we will continue to pursue intra-Group synergies capitalizing on the strengths of the Group's aircraft value chain, which includes such companies as aircraft parts and service business operator GA Telesis, LLC, and allows for strategic aircraft life-cycle management.

Tokyo Century's automobility business contributes to sustainable resource use through a value chain that encompasses maintenance factories. In this area, Nippon Rent-A-Car Service, Inc., offers car rental services that deliver improved customer convenience and which contribute to sharing economies, as exemplified in the trend toward transitioning from ownership to use, amid the rising focus on realizing an environmentally sound, sustainable economy and society. In addition, Tokyo Century has concluded a capital and business alliance with MIRAI-LABO, which possesses electric vehicle (EV) battery diagnosis and evaluation and reuse technologies. The goal of this alliance is to expand its EV leasing and rental businesses. Through this alliance, the used EV battery diagnosis technologies of MIRAI-LABO, which is acting based on its expressed goal of becoming an environmental platform holder, will be utilized to strengthen these businesses. At the same time, we will work with MIRAI-LABO's partners to bolster and supply environment-friendly mobility services related to the reuse and recycling of EV batteries. In fiscal 2022, Tokyo Century concluded a business alliance agreement with Kansai Electric Power Company, Incorporated, in relation to a stationary storage battery business utilizing used batteries from EVs, such as electric forklifts and motorcycles. In this alliance, we are examining the possibility of combining used batteries to provide larger-than-ever stationary batteries as grid-scale storage batteries. Furthermore, we are assessing the feasibility of collecting used batteries from end-of-lease electric motorcycles and other EVs to be reused as stationary storage batteries.

| КРІ   | Metric   | Unit      | Target<br>year | Target                         | Fiscal 2020 | Fiscal 2021 | Fiscal 2022 |
|---|--|-----------|----------------|--------------------------------|-------------|-------------|-------------|
| Refurbishment business  | Annual sales<br>of secondhand<br>computers         | Computers | Fiscal<br>2025 | More than 241,000<br>computers | 405,055     | 247,456     | 327,017     |
| ITAD data erasure services<br>(CSI Leasing subsidiary Executive<br>Personal Computers, Inc.)* | Number of units<br>processed with<br>ITAD services | Units     | -              | -                              | 829,815     | 1,208,184   | 1,713,011   |
| Promotion of car rental services<br>(Nippon Rent-A-Car Service, Inc.)                         | Number of rental cars                              | Cars      | -              | -                              | 33,098      | 31,157      | 33,201      |

<sup>\*</sup> Executive Personal Computers, Inc., of the United States and seven other new companies were included in the scope of calculation from fiscal 2022.

# **Enhancement of Work Environment, Leading to Strengthening of Human Resources**



Tokyo Century continues to invest in the human resources who support its growth and to develop workplace environments in which all officers and employees feel empowered in their work. These undertakings will be imperative to ensuring that the Company can keeping growing and evolving in the current era of rapid change.

We conduct employee awareness surveys to help focus our efforts to develop workplace environments in which all employees respect one another and are able to fully exercise their talents. The results of these surveys are analyzed to identify issues and shape future initiatives, and this information is incorporated into officer training and discussed on an ongoing basis by the Management Meeting and the Board of Directors, so that identified issues can be addressed as top management priorities. Various measures for improving employee engagement have been implemented based on these surveys. For example, we have introduced an hourly paid leave program and a teleworking system, along with the Career Challenge Program internal recruitment system, which is designed to provide employees with an opportunity to chart their own career courses. Surveys have also been used to facilitate the enhancement of work-life balance support systems for assisting employees giving birth, raising children, or providing care to family members. In fiscal 2022, Tokyo Century launched TC-Mee+, an internal exchange forum aimed at enhancing communication among employees. In a TC-Mee+ forum featuring the president as a guest, a discussion was held about the type of company people want Tokyo Century to be a decade from now.

Moreover, the Diversity Promotion Office and the Career Design Office have been established within the Personnel Division to guide medium-to long-term growth initiatives. Under the guidance of these organizations, we are fostering a corporate culture in which diverse employees are able to proactively exercise their talents and individuality through efforts such as recruiting and developing diverse human resources and promoting diversity, equity, and inclusion. Moreover, we act in accordance with the Basic Diversity Policy by recruiting, developing, and promoting diverse human resources regardless of their race, religion, gender, age, sexual orientation, disability, or nationality. At the same time, diversity, equity, and inclusion training and educational programs targeting officers and employees are implemented with the goal of fostering a workplace environment built on mutual respect in which everyone is able to fully exercise their skills. Our Tokyo Century NEWS owned media outlet, meanwhile, is used to communicate information to external shareholders through means such as the planning and broadcasting of webinars on the theme of diversity, equity, and inclusion. These efforts have led to Tokyo Century's receipt of the silver rating in the 2022 iteration of the PRIDE Index, which evaluates companies' efforts to create workplaces that are accommodating to members of the LGBTQ+community and other sexual minorities.

We also provide employees with a plethora of training opportunities. In addition to annual training and other designated training programs, we offer online learning programs in which employees can select courses on business and other skills as well as practical and specialized training for specific business areas. By supplying opportunities for enhancing skills from a variety of angles, we aim to develop human resources capable of supporting the growth of the Company and contributing to management in the future.

Furthermore, Tokyo Century recognizes the health of officers and employees as an important management priority and has thus established its Basic Policy on Health and Productivity Management to outline its intent to increase its focus on the promotion of the health of its officers and employees. It is important to develop an environment in which all of our human resources—who represent our greatest assets—can work vigorously in good health, both physically and mentally, and fully exercise their individuality and all their abilities. We therefore strive to maintain and improve the well-being of our officers and employees and their families with the recognition that health and productivity management is a corporate management issue. In addition, coordination in said regard is pursued with industrial physicians, occupational health nurses, health insurance associations, and external experts to incorporate various health-related themes into e-learning programs targeting all officers and employees in order to foster health awareness. In addition, we provide health apps and cafeteria plan benefit systems with the goal of helping employees improve their lifestyle habits. We also allow officers and employees aged 35 or above to undergo complete medical check-ups as part of their regular health examinations.

In recognition of this diligence, Tokyo Century was included in the 2023 Certified Health & Productivity Management Outstanding Organizations Recognition Program (large enterprise category) and received the highest rank in the DBJ Employees' Health Management Rated Loan Program of Development Bank of Japan Inc. in fiscal 2022.

| КРІ  | Unit | Target<br>year | Target   | Target employees | Fiscal 2020 | Fiscal 2021 | Fiscal 2022 |
|--|------|----------------|--|------------------|-------------|-------------|-------------|
| Annual paid leave acquisition rate                         | %    | 2027           | Maintain rate of 70% or more   | -                | 72.7        | 75.6        | 78.8        |
| Childcare leave acquisition rate                           | %    | 2027           | Maintain rate of childcare<br>leave acquisition by male<br>employees of 100% | Women            | 100.0       | 100.0       | 100.0       |
|  |      |                |  | Men              | 100.0       | 100.0       | 100.0       |
| Ratio of employees with disabilities                       | %    | 2027           | Maintain rate above legally mandated level                                   | -                | 2.61        | 3.22        | 2.86        |
| Ratio of women among new-graduate hires                    | %    | 2027           | Maintain rate of 40% or more   | -                | 30.8        | 52.9        | 42.1        |
| Ratio of women in management positions                     | %    | 2030           | 30% or more  | -                | 9.1         | 9.7         | 11.8        |
| Ratio of women in assistant manager position or equivalent | %    | -              | -  | -                | 50.7        | 48.1        | 49.6        |
| Gender-based wage disparity <sup>*1</sup>                  | %    | -              | -  | All employees    | -           | -           | 58.7        |

| KPI   | Unit             | Target<br>year | Target  | Target employees   | Fiscal 2020 | Fiscal 2021 | Fiscal 2022          |
|---|------------------|----------------|---|--|-------------|-------------|----------------------|
| Ratio of employees remaining at the Company for 10 years or more (by gender)          | %                | -              | -   | Women  | 48.6        | 42.9        | 61.5                 |
|   |                  |                |   | Men  | 53.7        | 58.3        | 65.4                 |
| Employee turnover rate  | %                | -              | _   | Women  | 0.7         | 0.9         | 0.9                  |
|   |                  |                |   | Men  | 3.7         | 4.5         | 3.6                  |
| Number of people leaving work for nursing care reasons                                | People           | 2027           | Maintain a nursing care turnover rate of zero                                 | -  | 0           | 0           | 0                    |
| Rate of employees undergoing regular health check-ups                                 | %                | 2027           | 100% rate of employees<br>undergoing regular health<br>check-ups              | -  | 100.0       | 100.0       | 100.0                |
| Rate of employees undergoing stress checks  | %                | 2027           | 100% rate of employees undergoing stress checks                               | -  | 94.3        | 98.6        | 100.0                |
| Ratio of employees receiving specific health guidance                                 | %                | 2027           | 80% or more   | Officers and<br>employees<br>subject to specific<br>health guidance<br>over 40 years old                 | 76.4        | 81.7        | Under<br>calculation |
| Training expenses <sup>*2</sup>   | Thousands of yen | -              | -   | -  | 37,442      | 51,036      | 70,921               |
| Training expenses per employee <sup>2</sup>   | Thousands of yen | -              | -   | -  | 40          | 55          | 74                   |
| Training hours per employee   | Hours            | -              | -   | -  | 13.7        | 22.5        | 46.5                 |
| Employees relocated through Career Challenge<br>Program internal recruitment system 3 | People           | -              | -   | -  | 14          | 13          | 18                   |
| Employee engagement index   | %                | 2027           | Maintain and improve ratio of positive responses in employee engagement index | All employees<br>(Excluding dispatched<br>employees and<br>individuals seconded<br>from other companies) | -           | -           | 63.0                 |

Note: KPIs, targets, and numerical results contained in this chart are for Tokyo Century on a non-consolidated basis.

\*1 Supplementary explanation regarding gender-based wage disparity

\* There are no differences in the wage frameworks or systems between men and women.

\*The Company sets different wage levels based on the career courses and qualifications of employees. There is a difference in the numbers of men and women in terms of the courses and qualifications, which creates a disparity in wage levels between genders.

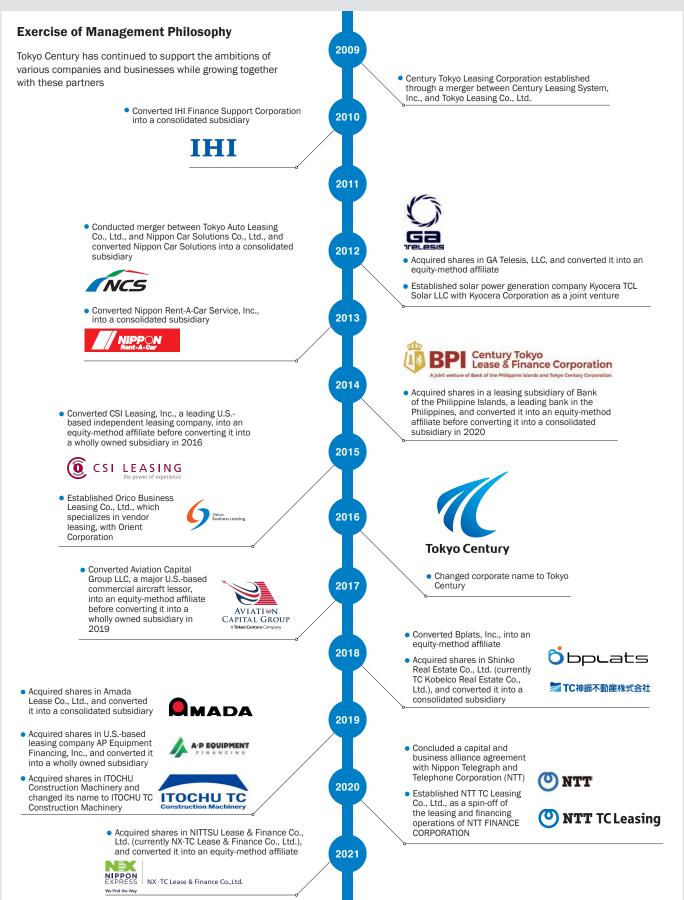
\*2 Figures for training expenses and training expenses per employee include venue rental expenses and transportation expenses.

\*3 The Career Challenge Program internal recruitment system was introduced in fiscal 2020.

#### **Shared Platforms**



# **Creation of New Value through Diverse Partnerships**



# Approach, Communication, and Other Activities Pertaining to Specific Stakeholder Groups

|   | Approach Pertaining to Specific Stakeholder Groups   | Communication and Other Activities   |
|---|--|--|
| Customers<br>and<br>business<br>partners  | The Tokyo Century Group believes that resolving social and ethical issues through its business activities will help it achieve sustainability and lead to further growth. We will fulfill our responsibilities to customers in accordance with the Group's Management Policy, which stipulates that "we will provide the best products and services around the world to contribute to the success of our customers' businesses while pursuing all possibilities by collaborating with customers and uniting the overall strengths of the Group." To this end, we will further improve our management system to provide the best possible products and services that satisfy our customers.  With Tokyo Century and its partners both acting as proponents behind the development of businesses, we intend to advance a wide variety of businesses by spreading beyond conventional leasing to enter new business areas that will serve as growth drivers.  By integrating the respective strengths and expertise of Tokyo Century and its partners, we will contribute to the creation of an environmentally sound, sustainable economy and society and strive to enhance our corporate value and achieve sustainable growth over the medium to long term. | <ul> <li>Strengthening of partnerships (promotion of co-creative projects in various operating segments that address partner needs)</li> <li>Co-creation of value through open innovation (investment in start-up companies with proprietary technologies in digital and mobility areas</li> <li>Tracking of customer and business partner issues through Knowledge Lab program for sharing knowledge related to financial service planning and other initiatives</li> <li>Improvement of management system to provide the best possible products and services that satisfy our customers (implementation of internal management and sales management for solicitation and sale of financial products and response to complaints)</li> <li>Implementation of training and educational programs (e-learning and other programs for officers and employees on responsible business activities and compliance)</li> </ul>   |
| Shareholders,<br>investors,<br>and financial<br>institutions                          | Tokyo Century releases appropriate and unbiased information in a timely manner to stakeholders such as shareholders and investors and has established a system to ensure the transparency of Company activities from a fair disclosure perspective.  Tokyo Century advances its investor relations (IR) activities with a focus on generating a cycle of proactive dialogue with shareholders and other investors and communicating the input and requests solicited thereby to management and employees. The input gained during the course of IR activities is used to improve information disclosure and respond to management issues in order to build trust with shareholders and other investors and ensure that capital markets accurately appraise the Company, which in turn is anticipated to contribute to higher corporate value over the medium to long term.   | <ul> <li>Shareholders' Meeting</li> <li>Annual securities reports and consolidated financial results</li> <li>Earnings calls (four times a year)</li> <li>IR meetings with analysts and institutional investors (approx. 200 times a year)</li> <li>Company briefings for private investors (approx. two times a year)</li> <li>Business strategy briefings</li> <li>Overseas roadshows (approx. two times a year)</li> <li>Information disclosure via integrated reports, sustainability data books, and corporate website</li> <li>Fund procurement through sustainability-linked loans</li> </ul>   |
| National<br>and other<br>government<br>agencies,<br>local<br>communities,<br>and NPOs | Based on the recognition that thorough adherence to compliance is essential to the continued existence of a company, the Tokyo Century Group strives to establish systems of management that will be trusted by society at large and based on which all officers, managers, and employees act in keeping with a just and high sense of ethics.  As stated in "4. Legal Compliance" of our Basic Environmental Policy, we comply with environmental laws and regulations, ordinances, and treaties, as well as international environmental standards and stakeholder agreements to which the Tokyo Century Group agrees.  | <ul> <li>Prevention of corruption (non-association with antisocial organizations, prevention of money laundering and of provision of funds for terrorism, appropriate means of offering entertainment to public officials, political contribution control, etc.)</li> <li>Human rights initiatives (human rights due diligence, information disclosure, grievance mechanisms, etc.)</li> <li>Adherence with Basic Environmental Policy (legal compliance, etc.)</li> <li>Support provided by Kyocera TCL Solar, a joint venture with Kyocera Corporation for COOL CHOICE global warming prevention awareness poster contest organized by Ohmi Environment Conservation Foundation (Shiga Prefecture global warming prevention organization)</li> <li>Endorsement of TCFD recommendations and participation in United Nations Global Compact and other initiatives</li> <li>Contribution to reductions in greenhouse gas emissions via participation in JCM Model Projects</li> </ul> |

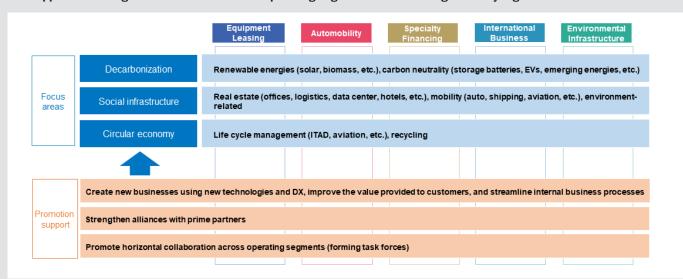
#### Approach Pertaining to Specific Stakeholder Groups **Communication and Other Activities** The Tokyo Century Group contributes to the public good • Clean-up and other community outreach activities and donates money to non-profit organizations and groups • Tree planting and other biodiversity initiatives as part of its social contribution activities. The Group also • Employment of people with disabilities through TC Work actively strives to engage in communication with local Happiness Farm communities, including by conducting clean-up activities in • Free-of-charge provision of rental cars for disaster relief the vicinity of Group offices and holding industry seminars at purposes universities Promoting tourism and contributing to regional economic • Donations to environmental, welfare, education, disaster **National** development are important themes of the growth strategies relief, and other priority fields and other of the Japanese government, and Tokyo Century has an • Collaboration with certified NPOs (Japan Rescue Association, government important role to play in the advancement of these strategies. Second Harvest Japan, etc.) agencies, To help advance the development of Japan's tourism industry local Support for education of the next generation through and regional economies, Tokyo Century is proactively career design seminars and pro bono activities communities, assessing opportunities to engage in projects for promoting and NPOs tourism and contributing to regional economic development, Support for sports such as the hotel businesses we are developing together with Support for the arts partner companies. • Regional revitalization through the hotel business (ANA InterContinental Beppu Resort & Spa, Hotel Indigo Karuizawa) • Promotion of mobility-as-a-service (MaaS) tourism service verification test in Nagasaki City through coordination between ZENRIN and Nippon Rent-A-Car Aiming to be an organization filled with vitality and • Regular health check-ups and stress checks for employees dynamism, the Tokyo Century Group maintains a workplace • Employee awareness surveys environment that enables each and every employee to • 360° evaluations demonstrate their abilities to the fullest. Internal reporting system Tokyo Century aspires to develop a workplace environment in which every employee is respected and able to fully • Career Challenge Program exercise their talents, and we are actively working to heighten • TC Biz Challenge Project employee engagement. Moreover, the input gained from • TC-Mee+ employee exchange forum employee awareness surveys is used in discussions by the Management Meeting and the Board of Directors for analyzing • Career consultation through Career Design Office **Employees** issues and planning future initiatives. Responding to such • Training and skills development support for career building input is positioned as an important management priority. • Work-life balance systems for supporting childbirth, By entrenching a cycle of appropriately incorporating childcare, and nursing care employee input into management, we will endeavor to • Conclusion of Agreement on Overtime Work and Working bolster employee engagement by building trust with on Holidays (so-called "36 Agreement") with labor union employees and improving our workplace environment. • Employee shareholding association • Family Day events and Working Mothers' and Fathers' Community

# Medium-Term Management Plan 2027

Information on Medium-Term Management Plan 2027: https://www.tokyocentury.co.jp/assets/pdf/ir/00\_en.pdf

# Focus Areas and Approaches for Business Strategies

Focus areas: Decarbonization, social infrastructure, and circular economy Approach: Strengthen connections across operating segments without being bound by organizational boundaries



# Major Growth Strategies of Five Operating Segments

# Leasing

Invest in growth areas and aim for earnings growth of affiliated companies through collaboration with partners



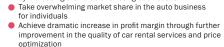
- Reinforce earnings power, such as increasing the value of the leasing business
- Enhance integrated group management
- Expand in growth markets and areas with high potential for collaboration with close partners, such as logistics facilities, storage batteries, and renewable energies
- Pursuit of partnerships and alliance strategies
- Further improve asset efficiency

## **Automobility**

Aim for "Top Mobility Service Company" by deepening existing areas and promoting next-generation businesses







Nexteneration

- Increase handling of EVs and strengthen the EV value chain, such as charging services and battery reuse
- Expand into new areas such as data business, advanced maintenance, logistics, and parking services

#### **Specialty Financing**

In addition to the recovery of ACG, expand investments in growth areas such as real estate and business investment, and also promote asset turnover



- Earnings growth of ACG
- Promote asset turnover
- < ACG builds a good portfolio to improve ROA >
- Promote the introduction of new technology aircraft and flexible aircraft sales to secure earnings and improve the
- portfolio risk profile Build profitable assets striking a balance between risk and return diversified in terms of credit and areas

- Flexible investment and development in response to market changes
- Establish a cycle of investment/payback for overseas projects

Promote collaboration with Advantage Partners (AP), etc. Investment in growth areas, such as carve-outs by large companies and renewable energies

#### **International Business**

Global expansion based on CSI and promote auto and niche businesses in North America and Asia



Expand operational bases into new markets through M&A and maximize profits Promote managed services through collaboration

with partners



- Strengthen auto and niche businesses in North America and Asia Pacific
- Promote data center business

#### **Environmental** Infrastructure

Strengthen the profitability of existing businesses, expand new ones, and drive environment-related businesses throughout the TC Group

Storage Battery

- Build and operate new storage battery power plants
- Install storage batteries in existing solar power plants

Overseas Business

- Solar and wind power generation centering on North America, Europe, and Australia
- Consider flexible options on possession and sale

Other focus areas

Business Investment

Green Transition

Asset Management









Main partners

# Human Resource and Organizational Strategies Underpinning Business Strategies

#### **Human Resources Strategy**

Recruitment and development of human resources that can transform themselves to bring about change

#### • Strengthen human resource recruitment and development

- Recruit highly specialized professionals that can lead the transformation of management and business strategies
- Introduce a human resources system that supports highly specialized professionals
- ✓ Offer learning opportunities for employees to take on new pursuits
- ✓ Develop human resources that can create a business

#### Resource allocation and assignment

- ✓ Human resource allocation to growth areas
- √ Talent management for strategic resource assignment
- ✓ Appropriate allocation of compensation in line with the Company's growth

#### Enhance a safe and secure working environment

- Foster health awareness and support disease prevention, early detection, and
- ✓ Improve productivity by creating a better work environment that gives employees a sense of fulfillment

#### Organizational Strategy

Balancing organizational execution capabilities and empowerment of individuals

#### Organizational operations

- Create structures that transcend organizational frameworks in focus areas
- ✓ Promote a system that praises ambition
- ✓ Build a framework for communication and knowledge sharing

#### Promote Diversity, Equity and Inclusion

- ✓ Entrench corporate culture that respects human rights
- ✓ Create an environment that enables diverse personnel to showcase their unique abilities

#### Corporate Branding

- ✓ Promote internal branding targeting employees
- ✓ Strengthen the brand for human resource recruitment

Key KPIs for Human Organizational Strategy

**Future Action** 

Policy

■ Investment for human resource recruitment and development (non-consolidated). More than ¥800 million in FY2027 "training Cost" + "Training Time X Personnel Expenses"

+ "Recruitment Cost" (FY2022 result: approximately ¥400 million)

Ratio of women among new-graduate hires (non-consolidated): Maintain the ratio of women among new graduates (FY2022 result 42.1%)

Mid-career hires (non-consolidated): Maintain/improve the ratio of mid-career hires (FY2022 result 33.5%)

# Task Forces for Supporting Business Strategies

#### **GX Task Force**

■ Create carbon-neutral-related businesses in each operating segment and promote cross-organizational collaboration

#### **Automobility** EV leasing, car rental Reuse of EV batteries Stationary storage battery **Equipment Leasing Specialty Financing** supply Investment in businesses related to Carbon Neutrality Introduction of new technology aircraft with higher fuel efficiency Fixed-price power conditioner rental service for solar power plants Cross-segment collaboration Subscription services for decentralized power supplies LNG carrier leasing **GX Task Force Environmental** International Infrastructure **Business** Asset management of electric power generation business Joint crediting mechanism (JCM) Battery storage business equipped with solar power system Structure of leases with carbon Storage battery business for electric power system The Environmental Infrastructure segment was established in April 2023 to consolidate environmental expertise and knowledge distributed among business fields and organizations. The Tokyo Century Group shares and returns them and will create new businesses.

only in the Environmental Infrastructure segment but also in the other segments (launch of GX Task Force)

As environmental business is a common theme in all industries and customers, Tokyo Century will continue to strengthen its efforts not

#### **GX Task Force**

- Development of a business base adaptable to the environmental changes that the Company, partner companies and customers will face in the future through effective use of digital technologies
- Launch of a DX Task Force to progress to achieve the target beyond the bounds of the operating segments

#### **DX Task Force**

Established a "DX Task Force" and set common Companywide themes. By sharing objectives, measures and goal images across our operating segments, we will move ahead with our initiatives to achieve the target.



# Value provided to customers

■ Enhance the value of products TC provides through digital technologies and develop a highly profitable business model



#### Field work improvement

- Reduce workload in the field of sales
- Promote DX in support of sales activities
- Improve operational efficiency by going paperless



- ■Improve DX literacy
- Cultivate a DX culture suitable for TC, leading to autonomous learning and promotion



## **System replacement**

 Consider improving operational efficiency by deploying core systems to Group companies Realization of change

Improvement of value provided to customers

Increase of productivity of internal business processes