

## Announcement on Commencing tie-up with Watami

### Top sales share of Healthy Meal Delivery Service for 11 consecutive years\*

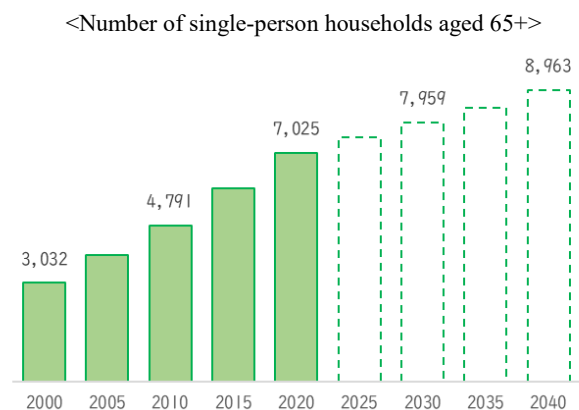
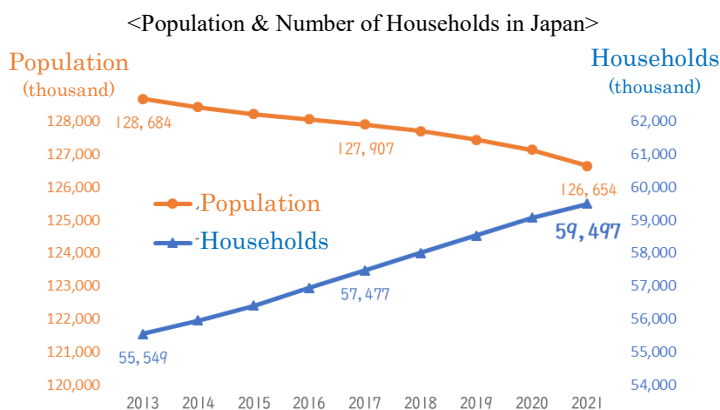
Delivering sincerity and peace of mind to all customers

Japan Best Rescue System Co., Ltd. (TSE PRIME: 2453, hereinafter called “JBR”) has concluded an outsourcing contract with Watami Co., Ltd. (TSE PRIME: 7522; hereinafter called "Watami") and will begin offering membership-based daily life troubleshooting service through Watami's healthy meal delivery service "Watami no Takushoku"(hereinafter called “the Delivery service”) on June 6.

\*The top sales share in the research of "home-delivery market for meals for the sick and elderly" by Fuji Keizai Co., Ltd. (2010-2020)

### The Social Issues

Although Japan's population continues to decline with a falling birthrate and an aging population, the number of households is continuing to increase\*1. Increasing reports of scams targeting elderly single-person households, which now number up to 7 million\*2, indicate that the existing framework by the government alone is not enough as a system for elderly people to live in peace.



\*1 Ministry of Internal Affairs and Communications, “Population, Demographics, and Number of Households Based on the Basic Resident Ledger.”

\*2 Cabinet Office, “Trends in Persons 65 Years of Age and Older Living Alone.”

By partnering with Watami, JBR will contribute to the realization of a society in which the elderly can live with peace of mind.

Through the delivery personnel of the Delivery service, who hand over boxed lunches and prepared meals every day, we will promote subscriptions to JBR’s membership service, which provides daily life trouble shootings such as keys, plumbing, and window. The Delivery service provides peace of mind similar to a so-called "monitoring of elderly” service and is therefore subscribed to not only by the elderly who have difficulty going shopping but also by family members who live far away from home.

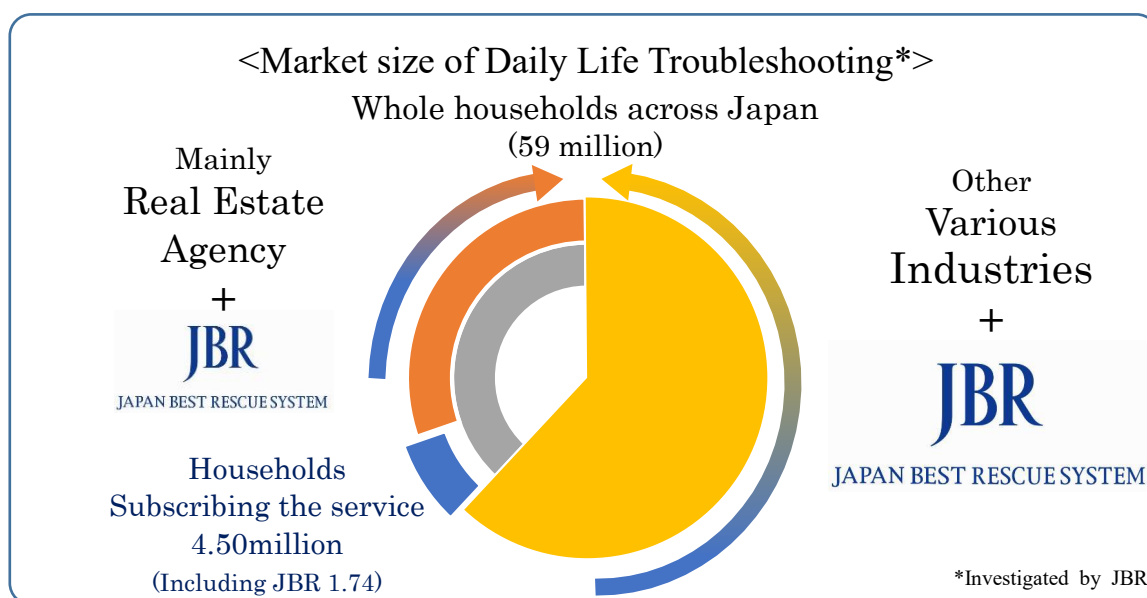
In addition, there have been many reports of "rip-offs" by malicious contractors in recent years. JBR’s membership service is free of travel and labor costs, and our nationwide construction partners respond to customers' troubles. JBR’s operation partners have undergone rigorous screening and training, so our customers can use the service with peace of mind.



## Future Outlook

Based on our management philosophy of "We help people in need," we pursue the "Best Rescue System" that is always close to the lives of our customers and promote the creation of an optimal system that provides peace of mind. In addition, we have adopted a "partnership strategy" as our medium- to long-term growth strategy, and are expanding partnerships to achieve business growth centered on membership services.

Our business expansion measures through alliances with real estate agencies to date have resulted in an overwhelmingly leading market share in the industry, and we continue to expand at a growth rate of more than 10%. At the same time, by pursuing alliances with a broad group of companies, including Watami, we will continue to expand our business to cover all households in Japan.



Subscribers ( thousand )		People we helped ( case )	
2,330		161,232	
1,239	4,175k <small>(as of FY22/Q2)</small>	176,772cases <small>(as of FY22/1H)</small>	12,538
606			3,002

## Contributions to SDGs

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JBR is continuously growing under a business model that promotes a partnership strategy in both sales and the operation of services. Through our partnership with Watami, we are working to realize a society in which the elderly can live with peace of mind, especially as a contribution to "11 sustainable cities and communities."

We will continue to provide solutions to various social issues to enhance our corporate value and realize a sustainable society.

## Company Profile

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Company Name: Watami Co., Ltd.

Representative: Mr. Miki Watanabe

Representative Director, Chairman and President

Location: 1-1-3 Haneda, Ota-Ku Tokyo

Establishment: May 1986

URL: <https://www.watami.co.jp/>

<Food Delivery Business> <https://www.watami-takushoku.co.jp/>

Company Name: Japan Best Rescue System Co., Ltd.

Representative: Mr. Nobuhiro Sakakibara

Representative Director

Location: Urbanet Fushimi Building 5F,1-10-20 Nishiki, Naka-Ku, Nagoya City

Establishment: February 1997

URL: <https://www.jbr.co.jp/en/>

<IR Channel> <https://m.youtube.com/channel/UCAeFJXoFnGd1ioO4eAHoiBQ>

**【Inquiry】**

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