

Questions and Answers

Date: November 6, 2023 (Mon) 13:00-14:00 (Japan time)

Place: PROTO CORPORATION HEAD OFFICE, Nagoya, Japan (WEB distribution)

Speaker: Mr. Kenji Kamiya, President

Mr. Takehito Suzuki, Executive Officer

Mr. Hideki Kawai, Accounting and Finance Department

Ms. Risa Nakae, Accounting and Finance Department

※The following is the content of the main questions and answers at the financial results briefing.

Some parts have been added and corrected for making them more understandable.

• **Contribution of Goo Failure Diagnosis and Goo Maintenance Pack to Business Performance (Financial Results p.20.21)**

Q. In H2 and in the next fiscal year and beyond, what do you see as the contribution to business performance from the development of Goo Failure Diagnosis and Goo Maintenance Pack?

A. Goo Failure Diagnosis is a new value that has never existed in the used car industry, and we are releasing it to the used car industry ahead of our initial plan in order to improve the health of the industry. The impact on business performance is expected to be seen in the next fiscal year and beyond. The Goo Maintenance Pack is a product that has existed in the new and used car industry until now, but since the Goo Maintenance Pack is packaged with a Goo Failure Diagnosis every six months, it is positioned as being related to the Goo Failure Diagnosis and the Goo Maintenance Pack. We are currently preparing to show the impact on business performance in the next fiscal year and beyond through actual results.
