

Responses to Audience Questions

Questions Asked During the Event

Q1. Why do agrivoltaics improve soil?

- A. Agritree Co., Ltd. (hereinafter referred to as "Agritree") has not yet determined whether the soil actually improves, but they are currently investigating exactly how the soil changes with and without agrivoltaics.

Q2. Could you please provide specific details on establishing businesses that are independent of FID projects with local governments?

- A. Agritree wants to increase sources of renewable energy, with the solar sharing business a prime candidate as a power source for municipalities that have solved the problem of abandoned land. They are also thinking of utilizing a self-consignment system.

Q3. Could you briefly explain the difference between ENEOS MIRAI HUB and crowdfunding on the business side of things?

- A. ENEOS MIRAI HUB is the name of the website that introduces the initiatives of our company, ENEOS Innovation Partners LLC (hereinafter referred to as "ENEOS IP"). While crowdfunding generally refers to raising funds in small amounts from an unspecified number of people via the internet, our Accelerator Program allows us to not only raise funds from our company, but to also promote the expansion of our business together, including Proof of Concept by providing fields and dispatching personnel.

Q4. With regard to ENEOS's collaboration with Agritree, what kind of crops would you like to produce with solar sharing from now on? What kinds of products do you aim to produce?

- A. We are currently working with Agritree to first sort out the situation of agricultural products in Japan and then proceed with the selection process. We would like to select crops that will contribute to the scaling of solar sharing to some extent.

Q5. How is the so-called "shading rate" compared to cases without solar panels? Also, how does that compare to the shading rate of a typical plastic greenhouse?

- A. Depending on the crop, the shading rate is 35%. General greenhouses without shading rate, etc. are not considered to be shaded.

Q6. How many people does ENEOS IP have in charge of their collaboration with each start-up?

- A. As for our department's responsibilities, we have one or two main staff members for each collaborating company. In some cases, depending on the content of the particular initiative in question, we may ask for cooperation from other business units.

Q7. Can you tell us about the outlook for the future sustainability of the project and the timing of your business decisions?

- A. We will make business decisions based on the ENEOS (then JXTG) Group Long-Term Vision formulated in 2019 and our medium-term management plan, which is set every three years.

*References : · (Updated May 2020) JXTG Group's Long-Term Vision for 2040
https://ssl4.eir-parts.net/doc/5020/ir_material1/116217/00.pdf
· (Announced May 2020) Second Medium-Term Management Plan (FY2020-2022)
https://ssl4.eir-parts.net/doc/5020/ir_material1/139656/00.pdf

Q8. Regarding the ENEOS Accelerator Program, you mentioned that, moving forward, you will reply and assign a point person within 10 business days. How did ENEOS IP become able to assess the potential of startups in such a short period of time? Also, how long has this process taken so far?

- A. Since the launch of the Accelerator Program in 2018, we have had discussions with many startups and confirmed that we had the know-how, with the number of our dedicated staff increasing in lock step with the expansion of our organization. For the review of the 2018 and 2019 Accelerator Programs, after a two-and-a-half month application period, we announced the results of the applications within three weeks of their submission thanks to the cooperation of the Accelerator Program Support Partners. (After that, we conduct interviews, etc., so we planned for a period of about five months from the start of application to selection.) Moving forward, we would like to continue to promote business development with a greater sense of speed.

Q9. Has ENEOS IP collaborated with any overseas startup companies?

- A. We are collaborating with Ample, Ossia, and ubiquitous ENERGY, including investing in them. We are also promoting collaboration with other overseas startups.

Q10. The applicants of the accelerator program need to protect their IP by themselves, but could ENEOS IP share any information that would be helpful in terms of the timing of program applications and how to proceed with IP protection?

- A. We do not disclose the contents of anyone's application. We also conclude NDAs, joint research agreements, investment agreements, etc. as we promote collaborations. Throughout those processes, we often discuss and organize the handling of intellectual property information.
We can also provide support in conjunction with our intellectual property department.

Q11. With regard to TOWING Inc. (hereinafter referred to as "TOWING"), how do they procure the plant charcoal?

- A. Currently, TOWING is purchasing commercial products from companies that can supply them with the quantities we need. We also plan in the future to procure more from companies with whom we have joint projects.

Q12. If ENEOS IP invests in a startup company, does it have any goals other than IPO or M&A?

- A. We invest in companies in order to work together to generate new business with the year 2040 in mind. However, the establishment of JVs and M&As can be considered our most concrete goals.

Questions Asked via Survey

Q1. How did there come to be a connection between Agritree and Huis Ten Bosch?

- A. Mr. Nishi Koji, the current representative of Agritree, is a third-generation student of the "Sawada Institute of Management" chaired by Mr. Sawada Hideo, who is also the former president of Huis Ten Bosch. It was during Mr. Nishi's training period at Huis Ten Bosch and the Institute that he came up with the plan.

Q2. What was the inspiration behind Agritree's idea of dual cropping with renewable energy?

- A. Mr. Nagashima Akira, the inventor of agrivoltaics, got the idea when he learned about light saturation points in his biology textbook.

Q3. I would like to know about the results of Agritree's agriculture and power generation projects.

- A. In terms of Agritree's related facilities, both agriculture and power generation are proceeding as planned. They are striving every day to develop equipment that will make farming easier and increase the efficiency of power generation.

Q4. How did Mountain Gorilla Co., Ltd. (hereinafter referred to as "Mountain Gorilla") come to be connected with Kindai University?

- A. Mountain Gorilla and the Kindai University possess many connections. First of all, Mr. Iguchi, the president of Mountain Gorilla, is a graduate of Kindai University Graduate School.
- The professor who took care of Mr. Iguchi during his time at the graduate school became an honorary professor and they maintain their connection to this day.
 - A classmate of Mr. Iguchi at the time is now a part-time lecturer at Kindai University, so Mr. Iguchi introduced this classmate to us as a specialized professor with whom he has a positive working relationship.
 - A financial institution with strong ties to Kindai University has introduced us to the department in charge of their industry-university collaboration.