



# Robot Consulting Co., Ltd.

Nasdaq Ticker: LAWR

Investor Presentation



# FORWARD-LOOKING STATEMENTS

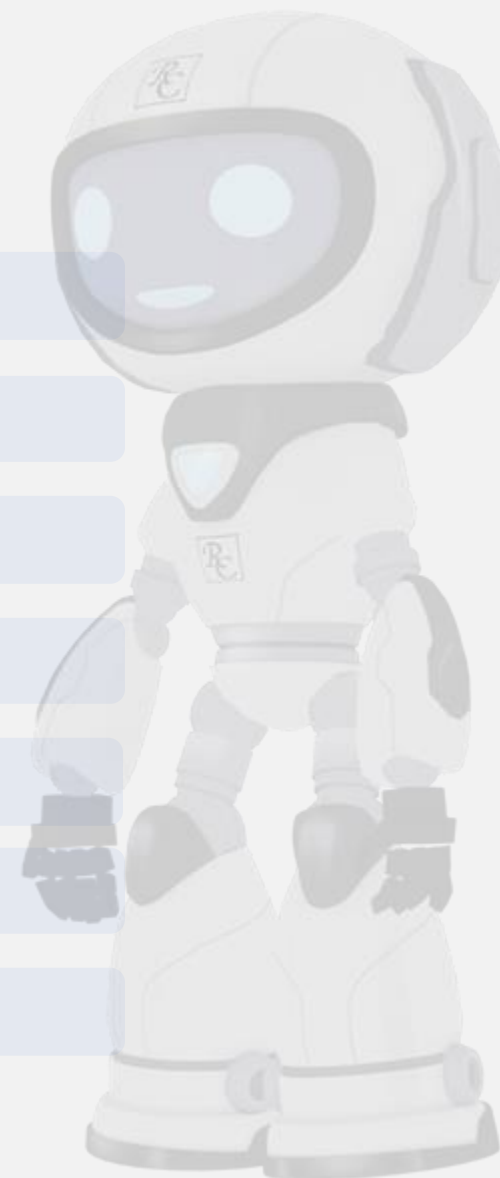
This presentation contains forward-looking statements that reflect our current expectations and views of future events, all of which are subject to risks and uncertainties. Forward-looking statements give our current expectations or forecasts of future events. You can identify these statements by the fact that they do not relate strictly to historical or current facts. You can find many (but not all) of these statements by the use of words such as “approximates,” “believes,” “hopes,” “expects,” “anticipates,” “estimates,” “projects,” “intends,” “plans,” “will,” “would,” “should,” “could,” “may,” or other similar expressions in this presentation. These statements are likely to address our growth strategy, financial results, and financial needs. You must carefully consider any such statements and should understand that many factors could cause actual results to differ from our forward-looking statements. These factors may include inaccurate assumptions and a broad variety of other risks and uncertainties, including some that are known and some that are not. No forward-looking statement can be guaranteed and actual future results may vary materially. Factors that could cause actual results to differ from those discussed in the forward-looking statements include, but are not limited to: assumptions about our future financial and operating results, including revenue, income, expenditures, cash balances, and other financial items; our ability to execute our growth strategies, including our ability to meet our goals; current and future economic and political conditions; our capital requirements and our ability to raise any additional financing which we may require; our ability to attract customers and further enhance our brand recognition; our ability to hire and retain qualified management personnel and key employees in order to enable us to develop our business; the COVID-19 pandemic; and other assumptions described in this presentation underlying or relating to any forward-looking statements.

We describe certain material risks, uncertainties, and assumptions that could affect our business, including our financial condition and results of operations, under “Risk Factors” in the Registration Statement. We base our forward-looking statements on our management’s beliefs and assumptions based on information available to our management at the time the statements are made. We caution you that actual outcomes and results may, and are likely to, differ materially from what is expressed, implied or forecast by our forward-looking statements. Accordingly, you should be careful about relying on any forward-looking statements.

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# EQUITY SNAPSHOT

<b>Ticker Symbol</b>	LAWR
<b>Share Price* (8/21/25)</b>	\$1.93
<b>52 Week Range* (8/21/2025)</b>	\$1.50 - \$4.41
<b>Market Capitalization* (8/21/2025)</b>	80.43 million
<b>Shares Outstanding* (8/21/2025)</b>	45.96 million
<b>Revenues (FY2025)</b>	\$4.51 million
<b>Fiscal Year End</b>	March 31



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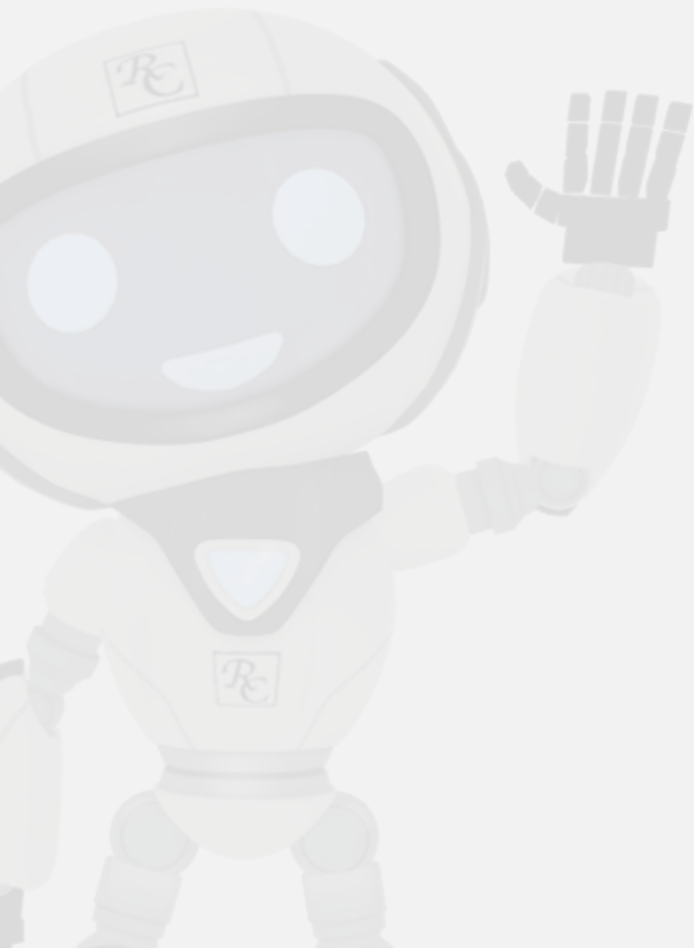
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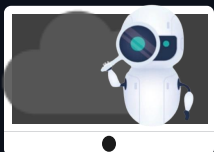
**06/** Financial Overview



# COMPANY OVERVIEW

We are a platform service provider focusing on human resource solutions with an intention to expand into legal technology and the metaverse.

## Product and Services



### Labor Robot

- Cloud-based human resource management system
- Launched in September 2022
- Our current major product



### Consulting and Support Services

- E-learning services
- Software installation services

## Operational and Financial Highlights

**536**

Labor Robot users\*

**\$4.5M**

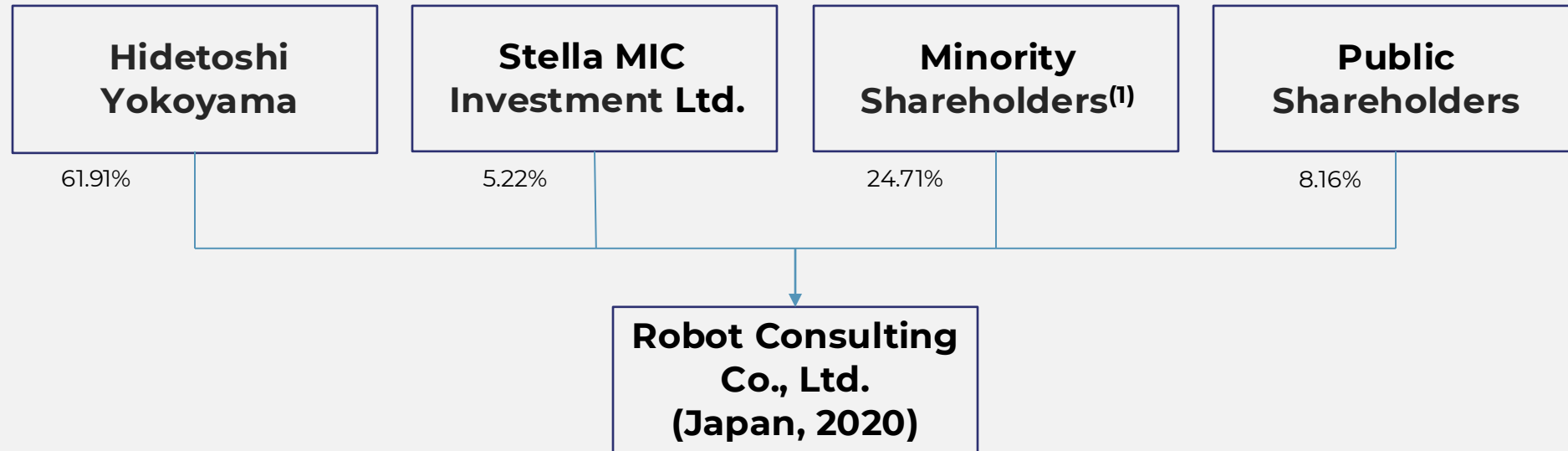
Revenue in FY 2025

## Product Under Development

### Robot Lawyer

- To be launched in November 2025
- Enabling users to
  - Pose metaverse-related legal questions on certain metaverse platforms through Chatbot, its chat interface powered by ChatGPT's API
  - Search legal precedents through search engine integrating AI to enhance search quality
  - Provide users with lawyer matching services for further legal consultation

# CORPORATE STRUCTURE



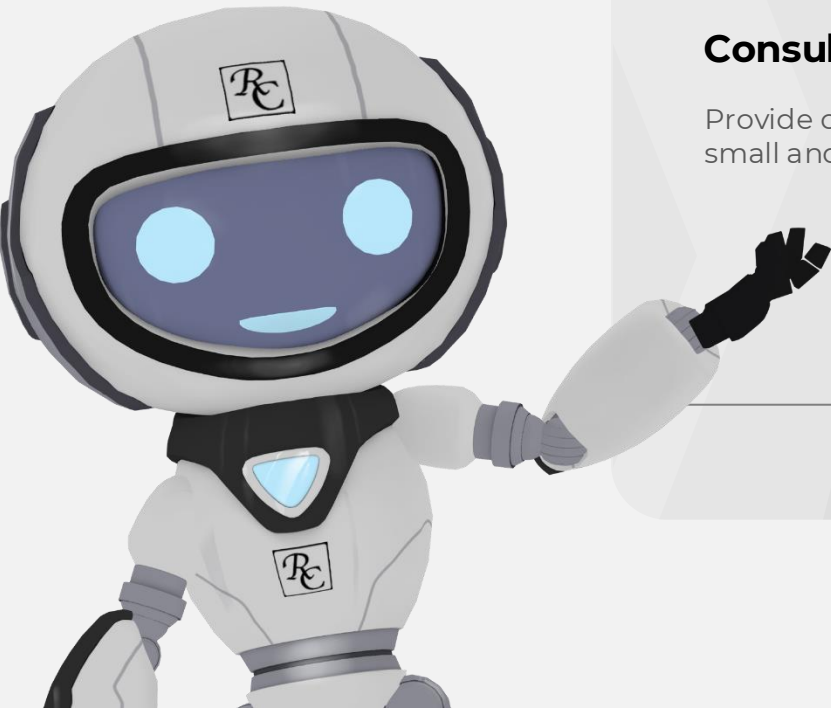
Note: All percentages reflect the equity interests held by the shareholders.

(1) Represents 11,358,000 Ordinary Shares held by 39 shareholders of our Company, each of which holds less than 5% of our Ordinary Shares, as of the date of August 15, 2025.

# BUSINESS OVERVIEW

## Revenue Model\*

<b>Sales of Software (Labor Robot)</b> Develop human resource management software for customers	One-time purchase software at a price ranging from JPY3,000 thousand to JPY5,000 thousand (excluding tax)
<b>Consulting and Support Services</b> Provide consulting and support services to small and medium-sized businesses	<ul style="list-style-type: none"><li>• E-learning services ~JPY409 thousand per student</li><li>• Software installation services ~JPY2,900 thousand (excluding tax) per set of our services for a period of one year</li></ul>



\*Note: As of August 15, 2025

# BUSINESS OVERVIEW

## Sales of Software – Labor Robot

Labor Robot (Roumu Robo) is a cloud-based platform designed to assist small and medium-sized businesses in managing their employees and overseeing sale orders and accounting functions.



### Fundamental Functions

- Employee attendance management
- Accounting journalizing
- Sales order preparation



### Other Functions

- Provide information relating to grant applications
- Evaluate types of eligible grants
- Connect users interested in grant applications with a Certified Consultant\* to assist businesses in the preparation of necessary documents for grant applications
- Connect users interested in applying for a government subsidy with our partners specializing in subsidy applications

\*Note: "Certified Consultant" is a certified social insurance and labor consultant (Shakai Hoken Roumu Shi, or Sharoushi), an expert in personnel and labor management who, once he or she passed the national examination, is qualified to provide consultation, guidance, and other services relating to employment, social insurance, and labor laws and regulations in Japan, as well as labor dispute resolutions, pursuant to the Certified Social Insurance and Labor Consultant Act (Act No. 89 of 1968, as amended).



# BUSINESS OVERVIEW



## Detailed Functions of Labor Robot



### Grant and subsidy application support

Provide users with necessary information and facilitates them in evaluating the types of grants and subsidies they may be eligible for

#### Grant Applications

- The Career Development Grant
- The Work-Life Balance Support Grant
- The Grant for Employment Promotion of Employees Older than the Age of 65

#### Subsidy Applications

- Business Reconstruction Subsidy provided by Ministry of Economy, Trade, and Industry of Japan (“METI”)
- IT system installation subsidy provided by METI



### Employees' attendance management

Track the number of hours each of their employees work daily



### Payroll management

Produce pay slips and track the salary payment records of each employee



### Sales order management

Record and track sales orders



### Consultation with a Certified Consultant

Chat box in our Labor Robot allows users to engage in preliminary consultations regarding social insurance payments and labor issues



### Accounting system

Journalize accounting items and produce balance sheets, profit and loss statements, and cash flow statements

# BUSINESS OVERVIEW

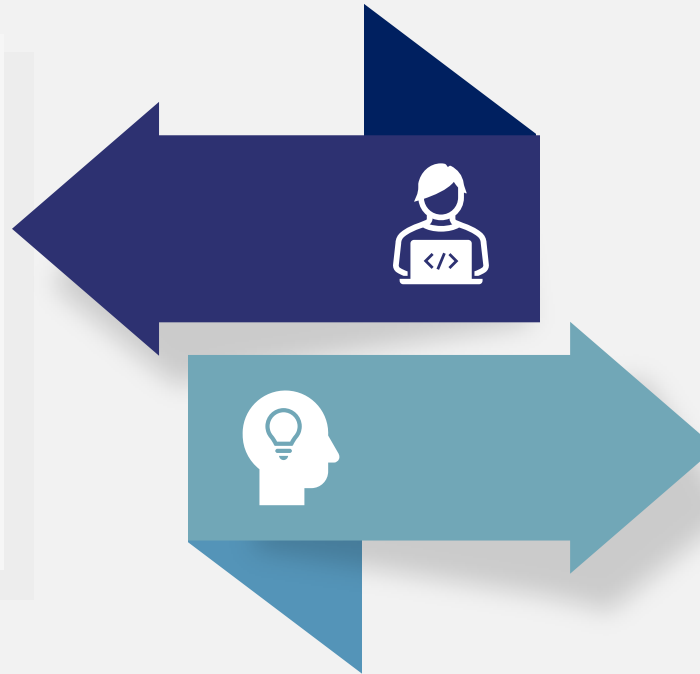
## Consulting and Support Services

We provide consulting and support services to small and medium-sized businesses



### Software Installation Services

- Help install third-party AI tools and provide introductory training sessions and manuals and one-year maintenance services.
- The third-party software we are offering this service includes.\*
  - Fliki
  - tl; dv (Too Long; Didn't View)
  - DocsBot AI



### E-learning Services

- About the latest trends in digital transformation, including AI, the metaverse, and Web 3.0.
- Offer 26 courses instructed by our directors and our partners, who are experts in their fields.\*
- Offer an additional 200 courses through subscription to e-learning services offered by ShareWis Co., Ltd., a Japanese online provider.\*
- Provide certain information necessary to apply for the Human Resource Development Support Grant.

# INVESTMENT HIGHLIGHTS



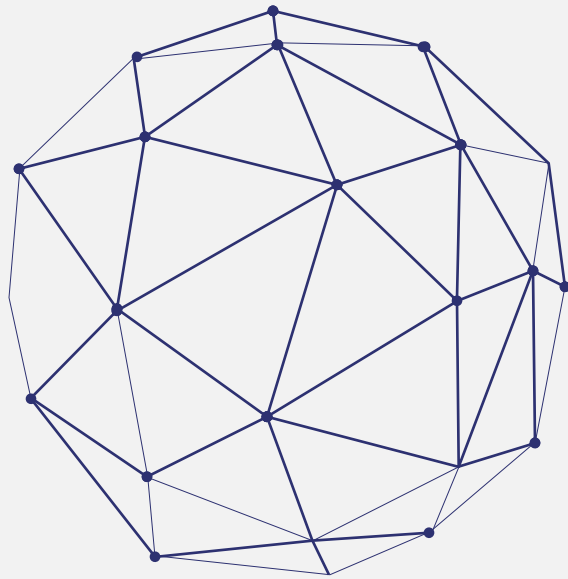
# GROWING A LABOR MANAGEMENT PLATFORM FOR SMALL AND MEDIUM ENTERPRISES



Cumulative  
Number of Labor  
Robot Users

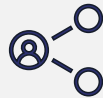


# STRONG AND EXPANSIVE CONNECTION WITH DISTRIBUTION AGENTS AND EFFECTIVE MARKETING STRATEGY



## 259 Distribution Agents

- Help us identify and attract potential small and medium-sized businesses for Labor Robot.
- We tend to hire agents who commit to organizing seminars to approach small and medium-sized companies in their respective geographical regions.



## Nac Co., Ltd.

- The largest distributor contributing to the increasing number of Labor Robot users.
- A Japanese conglomerate with a water server business, sales and rental dust control products, architectural consulting, and beauty product manufacturing and resales.
- A listed company in Japan that has connections with small and medium-sized businesses who serve as our target customers.



## Award from METI

- Upon successful application for an IT system installation subsidy with the METI, the METI will award such potential users a subsidy in an amount equal to up to two-thirds of the contract price.
- The subsidy will effectively reduce the costs the customer has to incur to install Labor Robot or use our services.

# EXPERIENCED MANAGEMENT TEAM AND BOARD OF DIRECTORS



**Hidetoshi Yokoyama**

Representative Director  
and Chairman

- Mr. Yokoyama is our founder and has served as our representative director since April 2020.
- Mr. Yokoyama is also a founder and has been a director of METAVERSE Ltd. since December 2022.
- Mr. Yokoyama also has served as an advisor at Sakura Law Office since April 2012.
- Mr. Yokoyama served as an advisor at ASC Consultant from September 2021 to September 2022.
- Mr. Yokoyama worked at TRY NET Co., Ltd. from April 2004 to June 2013.



**Amit Takur**

Director and  
Chief Executive Officer

- Mr. Takur has served as our director and Chief Executive Officer since July 2023.
- Mr. Takur founded ANS Solves Co. Ltd. in August 2008, and has served as its representative director since then.
- Mr. Takur served as a Chief Technology Officer at Aikomi KK. from March 2018 to June 2019.
- Mr. Takur worked as a technician team lead at UBS Securities Japan Ltd. from June 2003 to June 2005 and June 2006 to July 2008.
- Mr. Takur received the bachelor's degree in computer science from University of Calcutta in India in 1991 and master's degree in applied finance from Macquarie University in Australia in 2004.



**Yukio Aida**

Director and  
Chief Financial Officer

- Mr. Aida has served as our director since July 2023 and our Chief Financial Officer since September 2023.
- Mr. Aida has served as a part-time corporate auditor at Souken Ace Co., Ltd. since June 2023.
- Mr. Aida is a founder of the Yukio Aida Certified Public Accountant Office, which he established in November 2011.
- Mr. Aida has more than 30 years of experience in accounting and auditing, including Ernst and Young from October 1992 to October 2011 and Nomura Securities from July 2000 to December 2002.
- Mr. Aida graduated from the Faculty of Economics of Keio University in March 1992.



**Arisa Koga**

Director and  
Chief Operating Officer

- Ms. Koga has served as our director and Chief Operating Officer since July 2023.
- Ms. Koga has served as a non-executive director at Souken Ace Co., Ltd. since June 2023.
- Ms. Koga has also been a representative director of Global Works Co., Ltd. since May 2019.
- Ms. Koga co-founded AMICUS Co., Ltd., where she has also served as a director since December 2012.
- Ms. Koga obtained an associate degree in global tourism business from Seneca College in 2008.



**Tomoya Suzuki**

Director and  
Chief Technology Officer

- Mr. Suzuki has served as our director and Chief Technology Officer since July 2023.
- Mr. Suzuki was an independent creator focusing on animation, video, and three-dimensional production since October 2018.
- Mr. Suzuki obtained a bachelor's degree in digital contents from Digital Hollywood University in Tokyo in March 2017.



**Koji Aoki**

Independent Director

- Mr. Aoki has served as our independent director since July 2023.
- Mr. Aoki founded water server business named "Frecious" at Mt. Fuji Spring Inc.
- Mr. Aoki has served as a director and executive officer at Samurai Partners Co., Ltd., where he is responsible for promotion business since January 2021.
- Mr. Aoki founded Active Sonar Co., Ltd. in September 2012, and served as its representative director until December 2021.
- Mr. Aoki graduated from Faculty of Business Administration of Aichi University in March 2000.

# INDUSTRY OVERVIEW

We believe that through our products integrating the human resource support service by Certified Consultant partners and our strategic pricing and support in subsidy application, we will be able to react more quickly than these competitors to market opportunities and market trends.

## Competition



Cloud-based accounting and human resource software industry

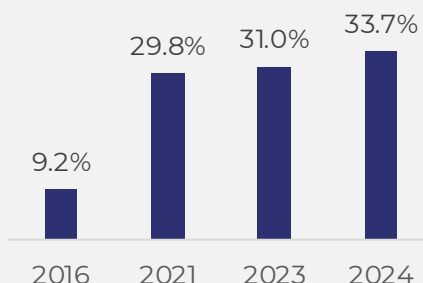


Digital transformation-related consulting service market

## Opportunity

### Cloud-based Human Resource Management System Market

Percentage of cloud accounting software users among sole proprietors\*



The cloud-based accounting software market is growing steadily.  
\*



The digitization of administrative procedures by the Japanese government is driving the market expansion.  
\*

### E-learning Market

The business-to-business segment is expected to expand to **114.0 billion yen**, representing a **6.0%** year-on-year increase in the financial year of 2023.\*\*

\* Source: MM Research Institute

\*\* Source: Yano Research Institute Ltd.' report on 2024 E-Learning/Digital Education Business Report dated April 11, 2024

# GROWTH STRATEGIES



**01**

## **Continue to approach Labor Robot's prospective customers through seminars held by our distributor agents**

- Plan to continue approaching small and medium-sized businesses, particularly those not located in metropolitan areas.
- Plan to continuously expand and leverage our distributor network.
- Hold seminars to approach prospective clients.

**02**

## **Collaboration with CJK Group to launch "Junior Lawyer X" in the U.S. market**

- Junior Lawyer X: a tool that will seek to automate certain manually intensive legal tasks (i.e., U.S. e-discovery process).
- We intend to continue collaborating with CJK Group as we expand in the U.S. legal technology market.
- Employ AI technology in Junior Lawyer X.

**03**

## **Expansion into metaverse business in Japan through "Robot Lawyer"**

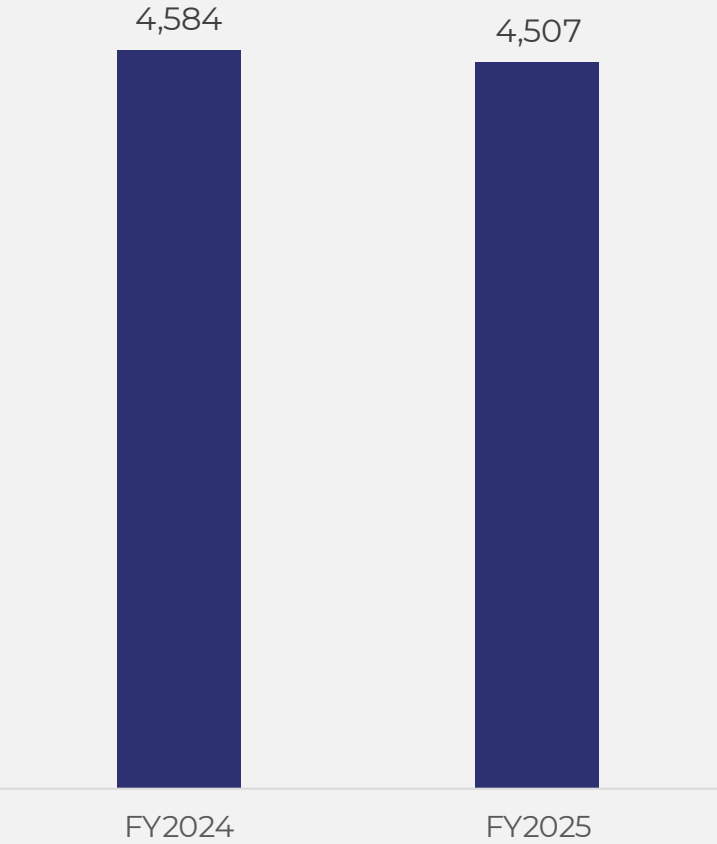
- Plan to launch Robot Lawyer in Japan in November 2025.
- Plan to display Robot Lawyer as a 3D non-playable character on metaverse platforms, where users could interact with such character and pose legal questions.



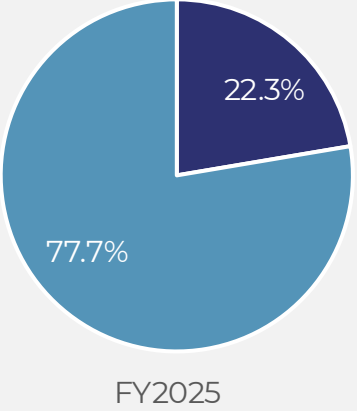
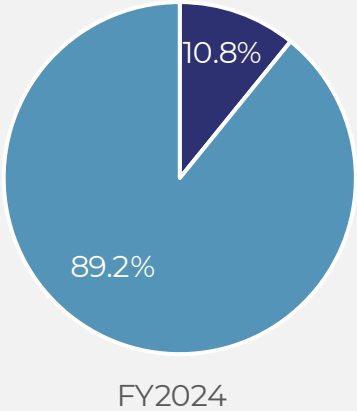
# FINANCIAL OVERVIEW

## Revenue

US\$ Thousand



## Revenue Breakdown



Software

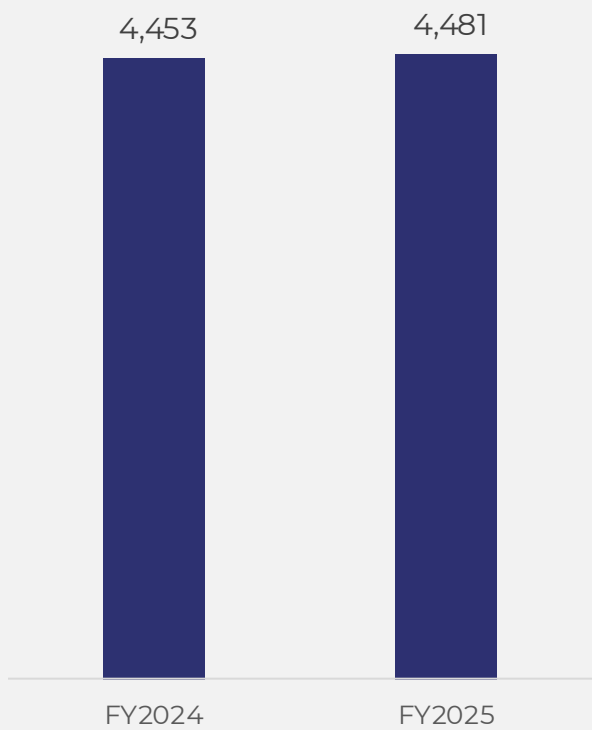
Consulting and Support Services\*

Note: Fiscal Year Ended March 31.  
\*Note: Consulting and Support Services contain certain services that are discontinued as of August 15, 2025.

# FINANCIAL OVERVIEW

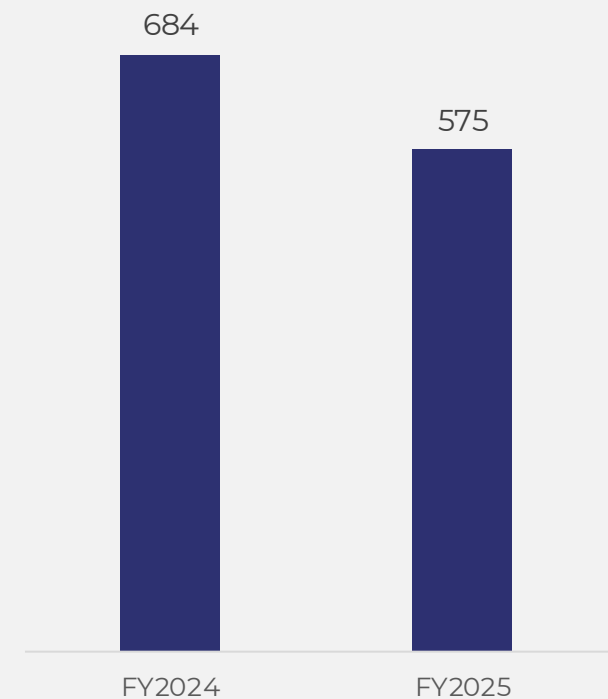
## Gross Profit

US\$ Thousand



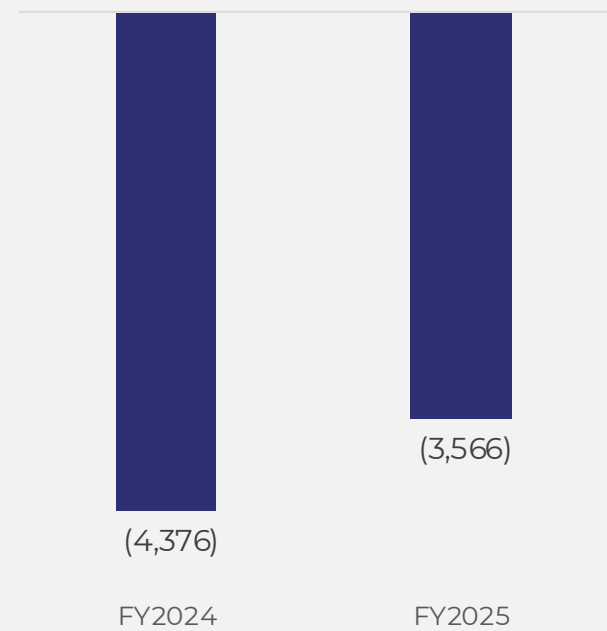
## R&D Expenses

US\$ Thousand



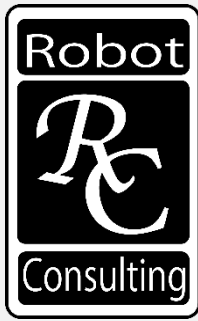
## Net Loss

US\$ Thousand



Note: Fiscal Year Ended March 31.

# CONTACT



## **Issuer**

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