

APAMAN



October 11, 2019

Company name: APAMAN Co., Ltd
Representative: Koji Omura
President and CEO
Securities code: 8889 (JASDAQ)

Releases of overseas road show data

In accordance with fair disclosure rules, we will release the materials used in our meetings with institutional investors held October 14~16, 2019 in San Francisco and New York. These include the September 2019 Fiscal Year Third Quarter Statement Supplementary Materials released on July 30, 2019 as well as additional documents listed on the attached pages.

We will continue to positively hold meetings with institutional investors.

Welcome to the Global Gateway

Note

Note

Values and percentages listed in this document are rounded down, and therefore may not exactly correlate to formulaically calculated values in some cases.

Excluding past data, the management strategies, plans, and forecasts represented in this document are estimates for the future made through logical assessment of all currently available information. Actual future results may differ significantly from these forecasts for a variety of reasons.

Please understand that the contents of this document may be altered without prior notice.

Furthermore, the contents of this document have been carefully assembled, but we cannot guarantee the accuracy or usefulness of the included information. We accept no liability for loss or damage resulting from errors in the document.

This document was created in order for viewers to understand the business activities of fabbit Co., Ltd. and related companies, not to solicit or influence investments.

fabbit Introduction

Welcome to the Global Gateway

■ Global Gateway : Meaning and Objective


fabbit is a company conducting business matching through AI technology and providing startup growth support. We also facilitate face-to-face information exchange at over 1,000 seminars and events each year.

We currently operate 45 facilities with a total of approximately 6,633 members, and in the future aim to establish 500 facilities around the world with 100,000 members.


■ Business Activities

1. Business matching utilizing AI technology
2. Startup growth support
(financing · management · IPO support)
3. Face-to-face information exchange at seminars and events
4. Cross-border business support
5. Coworking space and rental office provision

Welcome to the Global Gateway



6,633
Members



45
Locations



102,274
Business Introductions



2,568
Events

※Cumulative as of September 2019, subject to change.
• Members... Includes fabbit, Compass, and other group portfolio companies.
• Locations... Includes facilities under construction. Includes group portfolio company Workbar.
• Business Introductions... Cumulative introductions between members. We estimate two introductions per attendee at each event/networking party.
• Events... Cumulative events held at fabbit, Compass, and other group portfolio companies. Includes events of all scales.

fabbit's unique support program

1. Business matching utilizing AI technology

(Analyze member information and needs using AI technology and help to match members)

2. Startup growth support

(Financing, management, IPO, accounting, cost reduction, M&A, and buyout support)

3. Face-to-face information exchange at seminars and events

(Facilitate matching through face-to-face information exchange at over 1,000 seminars and events each year)

4. Cross-border business support

(Support companies to expand their business globally)

5. Coworking space and rental office provision

- Large-scale conference (Conference with thousands of attendees featuring notable speakers from Japan and abroad)
- Monthly conferences (Monthly conferences featuring lectures by CEOs of listed companies and various thematic seminars)
- Entrepreneur meetups and networking parties (Networking events for companies interested in business matching)
- Pitch contests (Opportunities for startups to introduce their products and business models)
- Support council (Regular meetings to exchange information with other companies supporting startups)
- Step-by-step meetings with successful businesspeople (Regular one-on-one meetings with members)
- Introductions to financial institutions, VCs, and crowdfunding (Information about financial support programs)
- Design Lab / Creative Lab / Engineer Lab (Regular seminars)
- Collaboration with the media (Information transmission to assist in expanding members' sales channels)
- Open innovation (Connecting startups and large corporations)

fabbit's unique support program



Business matching utilizing AI technology



Startup growth support



Face-to-face information exchange at seminars and events



Cross-border business support



Coworking space and rental office provision



※Images are for illustrative purposes.

Facility Introduction

International Locations

Aiming for 500 locations worldwide



※Includes direct operation, third-party operation, joint operation, franchise, portfolio company, and under-construction locations.
※Some images are for illustrative purposes only.

fabbrit Global Gateway

Designed to promote international communication,
"fabbrit Global Gateways" have opened in
Tokyo Otemachi, Osaka Honmachi, Fukuoka Tenjin, and the Philippines,
and will open in San Francisco later this year



Cooperation with local governments

Public-private joint facilities · Support from local governments



Public-private facility 「Fukuoka Growth Next」
(April 2017 ~ March 2019)



Tokyo Tama Monozukuri Support Project Subsidized Facility
「fabbit Hachioji」 (December 2017 ~)



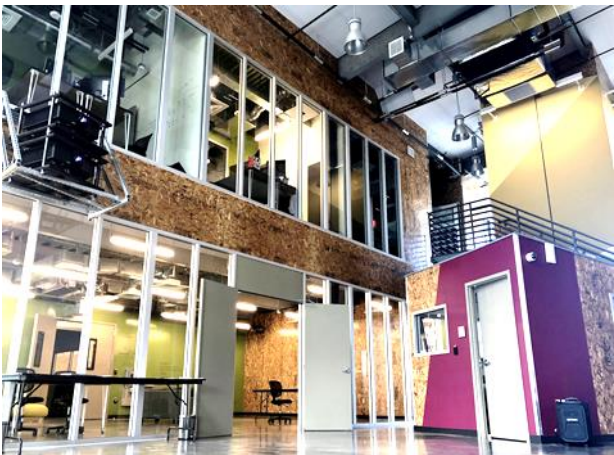
Public-private facility 「Compass Kokura」
(June 2018 ~)



Innovation Hub Promotion System
「fabbit Kobe Sannomiya」 (July 2019 ~)

Cooperation with foreign governments

Support from the
United States Department of Commerce Economic Development Administration •
Hawaii Technology Development Corporation (HTDC)



Facility Introduction 1



fabbit

Global Gateway "Otemachi"

- Location: Asahi Seimei Otemachi Bldg 2F
2-6-1 Otemachi, Chiyoda-ku, Tokyo
- Established: September 8, 2018
- Number of Seats: 135 dedicated desks (including 59 private offices)
167 hot desks
Rental meeting rooms
- Area: 1580.4㎡



Facility Introduction 2



Fabbit
Global Gateway "Osaka Honmachi"

- Location: Orix Honmachi Bldg 4F
1-4-1 Nishi Honmachi, Nishi-ku, Osaka
- Established: October 1, 2018
- Number of Seats: 32 dedicated desks (including 9 private offices)
65 hot desks
Rental meeting rooms
- Area: 480.4m²



Facility Introduction 3



fabbit Global Gateway "ACROS Fukuoka"



- Location: 1-1-1 Tenjin, Chuo-ku, Fukuoka
- Established: December 7, 2018
- Number of Seats: 28 dedicated desks (including 12 private offices)
100 hot desks
Rental meeting rooms
- Area: 455.34m²



Facility Introduction 4

fabbit Aoyama



- Location: Aoyama Tower Place 8F
8-4-14 Akasaka, Minato-ku, Tokyo)
- Established: April 1, 2018
- Number of Seats: 78 dedicated desks / 74 hot desks
Rental meeting rooms
- Area: 527.96㎡



fabbit Otemachi



- Location: Asahi Seimei Otemachi Bldg 3F
2-6-1 Otemachi, Chiyoda-ku, Tokyo
- Established: May 1, 2017
- Number of Seats: 100 dedicated desks / 83 hot desks
Rental meeting rooms
- Area: 523.19㎡



fabbit Ginza



- Location: Aoyama Itchome Bldg 7F
1-15-4 Ginza, Chuo-ku, Tokyo
- Established: October 1, 2017
(April 11, 2018 renovation)
- Number of Seats: 38 dedicated desks / 46 hot desks
Rental meeting rooms
- Area: 291.52㎡



Facility Introduction 5

fabbit Nihonbashi



- Address: Aspa Nihonbashi Office
2-1-1 Nihonbashi Honseki-cho,
Chuo-ku, Tokyo
- Established: August 2012
- Number of
Offices: 34 private offices



fabbit Akihabara



- Address: AIOS Akihabara
3-2-2 Ueno, Taito-ku, Tokyo
- Number of
Offices: 42 private offices



fabbit Kyobashi



- Location: Central Bldg 1/2F
1-1-5 Kyobashi, Chuo-ku, Tokyo
- Established: October 1, 2017
- Number of
Seats: 66 dedicated desks / 56 hot desks
Rental meeting rooms
- Area: 332.59m²



Facility Introduction 6

fabbit Hachioji



Tokyo Tama Monozukuri Support Project
Subsidized Facility

- Location: Eight Building
3-20-5 Myojincho, Hachioji-shi, Tokyo
- Established: December 1, 2017
- Number of Seats: 27 dedicated desks / 31 hot desks
Rental meeting rooms, workshop
- Area: 225.57m²



fabbit Sakae



- Location: Ichigo Sakae Bldg 9F
3-15-27 Sakae, Naka-ku, Nagoya, Aichi
- Established: October 1, 2017
(April 2, 2018 renovation)
- Number of Seats: 50 dedicated desks / 46 hot desks
Rental meeting rooms, seminar room
- Area: 421.66m²



fabbit Hiroshima Ekimae



- Location: Asty Hiroshima Kyobashi Bldg 1/2F
1-7 Kyobashi-cho, Minami-ku, Hiroshima
- Established: December 1, 2017
- Number of Seats: 34 offices / 48 hot desks
Rental meeting rooms
- Area: 972.53m²



Facility Introduction 7

fabbit Osaka Honmachi



- Location: Orix Honmachi Bldg 4F
1-4-1 Nishi Honmachi, Nishi-ku, Osaka
- Established: April 2011
- Number of Offices: 21 private offices
- Area: ~1,000㎡



fabbit Shin-Osaka



- Location: Shin-Osaka SONE Bldg 4/5/6F
7-1-29 Nishi-Nakajima, Yodogawa-ku, Osaka
- Established: July 2005
- Number of Offices: 26 private offices



fabbit Osaka Fukushima



- Location: Fukushima Bldg 6/7F
5-13-18 Fukushima, Fukushima-ku, Osaka
- Established: July 2006
- Number of Offices: 28 private offices



Facility Introduction 8

fabbit Okayama Toiyacho



- Location: Tile Bldg 3F
9-101 Toiyacho, Kita-ku, Okayama
- Established: March 1, 2018
- Number of Seats: 8 offices / 24 hot desks



fabbit Hakata



- Location: AS OFFICE Hakata
1-11-27 Hakata Eki Minami,
Hakata-ku, Fukuoka
- Established: September 2007
- Number of Offices: 40 private offices



fabbit Kitakyushu



- Location: Aruaru City 2, 3F
2-14-3 Asano, Kokurakita-ku,
Kitakyushu-shi, Fukuoka
- Established: April 1, 2014
- Number of Seats: 4 offices / 57 hot desks



Facility Introduction 9



COMPASS Kokura

コンパス



Public-private joint facility
(designated operator)

■ Location: AIM Bldg 6F
3-8-1 Asano, Kokurakita-ku,
Kiyakyushu-shi, Fukuoka

■ Established: April 1, 2018

■ Number of Offices: 20 offices / 17 small offices
Rental meeting rooms



Facility Introduction 10



fabbit Philippines BGC



- Address: 26F Twenty-Four Seven McKinley, 24th Street Corner 7th Avenue, Bonifacio Global City
- Offerings: Rental offices
Share office
Rental meeting rooms



Facility Introduction 11

·WORKBAR·



BACK BAY
WORKBAR BOSTON -
BACK BAY



SOUTH STATION
WORKBAR BOSTON - South
Station



BURIGHTON
WORKBAR BURIGHTON



CAMBRIDGE
WORKBAR CAMBRIDGE -
CENTRAL SQUARE



SOMERVILLE
WORKBAR SOMERVILLE -
UNION SQUARE



ARLINGTON
WORKBAR ARLINGTON



NORWOOD
WORKBAR NORWOOD



SALEM
WORKBAR SALEM



Innovate Newport



Amherst Works



**DCU Center of
Excellence**



**Fields Corner Business
Lab**



The Village Works



Workspace@45



Groundwork



**Innovation Center
at Framingham State University**



**UMASS Lowell
Innovation Hub**



Work Station

※Workbar is a group portfolio company. * Includes partner locations.

Basic Information

Community programs to promote innovation

Company Name	fabbit Co., Ltd.
Address	Asahi Seimei Otemachi Bldg 3F 2-6-1 Otemachi, Chiyoda-ku, Tokyo
Established	April 3, 2017
CEO	CEO Yasunari TANAKA
Activities	<ul style="list-style-type: none"> •Business matching utilizing AI technology •Startup growth support (financing・management ・IPO support) •Face-to-face information exchange at seminars and events •Cross-border business support •Coworking space, event space, and rental office provision



代表者経歴

Graduated from Harvard Business School (MBA). Appointed CEO of fabbit Co., Ltd. after working for companies including Boston Consulting Group. Translated Entering StartUpLand: An Essential Guide to Finding the Right Job (by Harvard Business School Senior Lecturer Jeff Busgang).

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