

May 13, 2021

To All

Company Name	Frontier Management Inc.
Representative	Shoichiro Onishi Co-President (TSE First Section Code No.7038)
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Notice of Collaboration with WILLS Inc. regarding SR/IR Support Services Area

Frontier Management Inc. (Head Office: Minato-ku, Tokyo; Co-presidents: Shoichiro Onishi and Masahiro Matsuoka; hereafter the “Company”) hereby announced that the Company has agreed with WILLS Inc. (Head Office: Minato-ku, Tokyo; CEO: Mitsuo Sugimoto; hereafter the “WILLS”) on the following policies regarding collaboration in the field of SR/IR strategy support services.

1. Purpose

FMI has provided a diverse range of solutions to domestic and overseas companies, including consulting, M&A, and business revitalization support, as a group of experts in that field.

WILLS was established in 2004, and has expanded the platform business and promoted DX conversion in the field of shareholder management. “IR-navi” is the institutional investor marketing platform. “Premium Shareholder Benefit Club” is the point-based shareholder benefit program and electronic service for shareholder management. In 2019, WILLS was listed on the Tokyo Stock Exchange Mothers market.

The socio-economic background of collaboration is that the management issues related to SR/IR strategies for listed companies have come to be more important and complex such as Corporate Governance Code revision, TSE market reorganization, activist investors and ESG investment correspondences.

Through this collaboration, WILLS and the Company will be able to provide the integrated and high-value-added services in the SR/IR strategy support service area.

The Company will establish the new organization, SR/IR Strategy Office, as announced today and will provide SR/IR strategy support services linking the management strategies and capital policies by utilizing the achievements and know-how through the management consulting and M&A supports.

2. Descriptions

WILLS and the Company shall collaborate the following items each other;

- (1) Comprehensive SR/IR strategy support services.
- (2) Building a collaborative organization to acquire new customers and promoting DX conversion for the clients’ shareholder management.
- (3) Supporting the clients’ stock liquidity and acquisition of long-term shareholders.
- (4) Supporting the clients’ engagement with investors and shareholders.

3. Overview of business alliance partner

(1) Name	WILLs Inc.
(2) Address	Toranomon 30 Mori Building 2F, 3-2-2 Toranomon, Minato-ku, Tokyo, Japan
(3) Name of representative	CEO Mitsuo Sugimoto
(4) Business description	<ul style="list-style-type: none">• Operation of Premium Shareholder Benefit Club• Operation of IR-navi• ESG solutions (planning and production of integrated reports, annual reports)
(5) Date of incorporation	October, 2004

4. Future outlook

The impact to FMI's initial earnings forecasts is expected to be minor.

[Media contact]

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