Norioki Sekiguchi

VP of Global Business Division, SoftBank Corp.

Managing Director, S and BTS Global K.K.

BBIX (20%)

■ EXPERIENCE

- Over 20 years of extensive experience in telecom industry
- Strong leadership and management skills to create a new business with inventive approach
- Over 10 years experience in financial/management internal training

SoftBank Corp.

2019 - Vice President, Global Business Division

2018 - Senior Director, Carrier Business Division, Global Business Division

2016 - Director, Communication Service Department, Carrier Business Division, Global Business Division

Previous

2000- 2005 Cable & Wireless IDC

1997- 2000 Sumitomo Bank

■ EDUCATION

Finance MBA, Waseda University - Tokyo, Japan

SoftBank's Low-carbon and Decarbonizing Businesses Applicable in Palau

SoftBank Corp.
February 18th, 2022

What SoftBank Challenged with Palau

What SoftBank challenged with Palau

SoftBank

SoftBank challenged to build ecosystem for tourism in Palau

Flight

Airport

Wi-Fi Router Rental Service

Transpor-tation

Ride share

UBER

Grab

HELLO CYCLING

Hotel

Palau Travel Website

YAHOO! JAPAN

- Restaurant
- Optional tour
- Shopping

Ecosystem × Tourism SoftBank

What SoftBank challenged with Palau

SoftBank

PNCC & SoftBank had achieved to launch WiFi router rental service for tourist in Palau

PNCC 4G pocket WiFi rental service has been launched at airport kiosk in September, 2018. Online reservation is also available.

What SoftBank Can Challenge for Decarbonization in Palau

What SoftBank can challenge for Decarbonization in Palau

SoftBank

SoftBank intend to challenge JCM and build ecosystem for decarbonization

JCM THE JOINT CREDITING MECHANISM

SoftBank

Ecosystem × Decarbonization SoftBank

SoftBank's Approach to SDGs

SoftBank for Biz

Specify the 6 Materiality
Solve the Social Issues through Business Activies

Solution to Social Issues through Business Activieis

ACTION 01

Building Society and Industry by DX

- Utilization of 5G, Big Data and AI
- Solve the social issues by DX solution
- Co-creation for the realization of Smart City

ACTION 02

Create the new excitement by connecting people and information

- Provide the new experience by 5G utilization
- Conduct the Smartphone Introductory Class in the shops all over Japan
- Contribution to education and medical field by ICT

ACTION 03

Creation of new business by open innovation

- Realize the safe and convenient mobility society
- Promote the Cash-less
- Installation of the multiple system for the new business promotion

Solution to Social Issues through Corporate Activies

ACTION 04

Contribute to earth environment by Technology

- Shift to energy saving facility
- Deduction of the unnecessary water resource and waste
- Shift to renewable energy at base station

ACTION 05

Construction of high quality social network

- Provide the communication service with stable connection
- Monitoring and management using AI
- Thorough education to the employees

ACTION 06

Development of the Resilient Management Base

- Maintenance of Corporate governance system
- Promotion of women's advancement and LGBTQ
- Headquarters relocation to smart building

SoftBank's Approach to SDGs

NIKKEI SDGs
社会価値賞 2021
"Social Value Prize" 2021

Highest Evaluation

by official 3rd party organization

Evaluation points of Social value

- Respect for Human right
- Action for Consumers
- Action for Social challenge
- Working hour
- Diversity
- Employee engagement

※Nikkei "SDGs Management" Assessment is constituted by 4 fields of "SDGs Strategy / Economic Value", "Social Value", "Environmental Value" and "Governance". SoftBank received 5 Stars which is the highest valuation, by the questionnaire answered by 846 companies.

Today’s Agenda

What SoftBank Can Do

1.1. Balance the Electricity in Palau
   1.1.1. Challenergy
   1.1.2. Eco-Denki Apps
   1.1.3. EXEGER/Powerfoyle
1.2. New Idea for Sustainable Economy in Palau
   1.2.1. e-kakashi

Today’s Agenda

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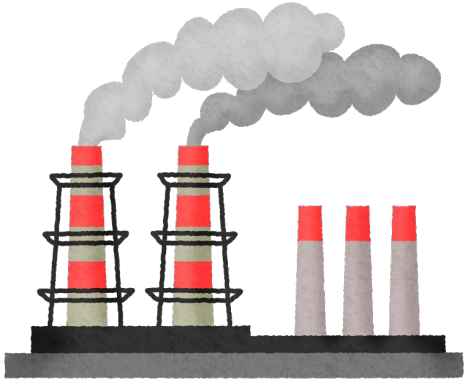
Balance the Electricity in Palau

SoftBank for Biz

Energy Production



Diesel

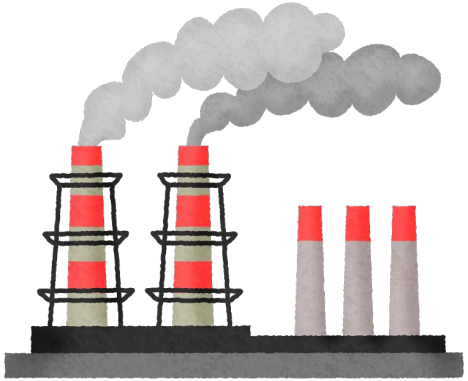
Energy Consumption

No Tools for Usage Management and Control

Balance the Electricity in Palau

SoftBank for Biz

Energy Production



Diesel → Wind-Power Generation

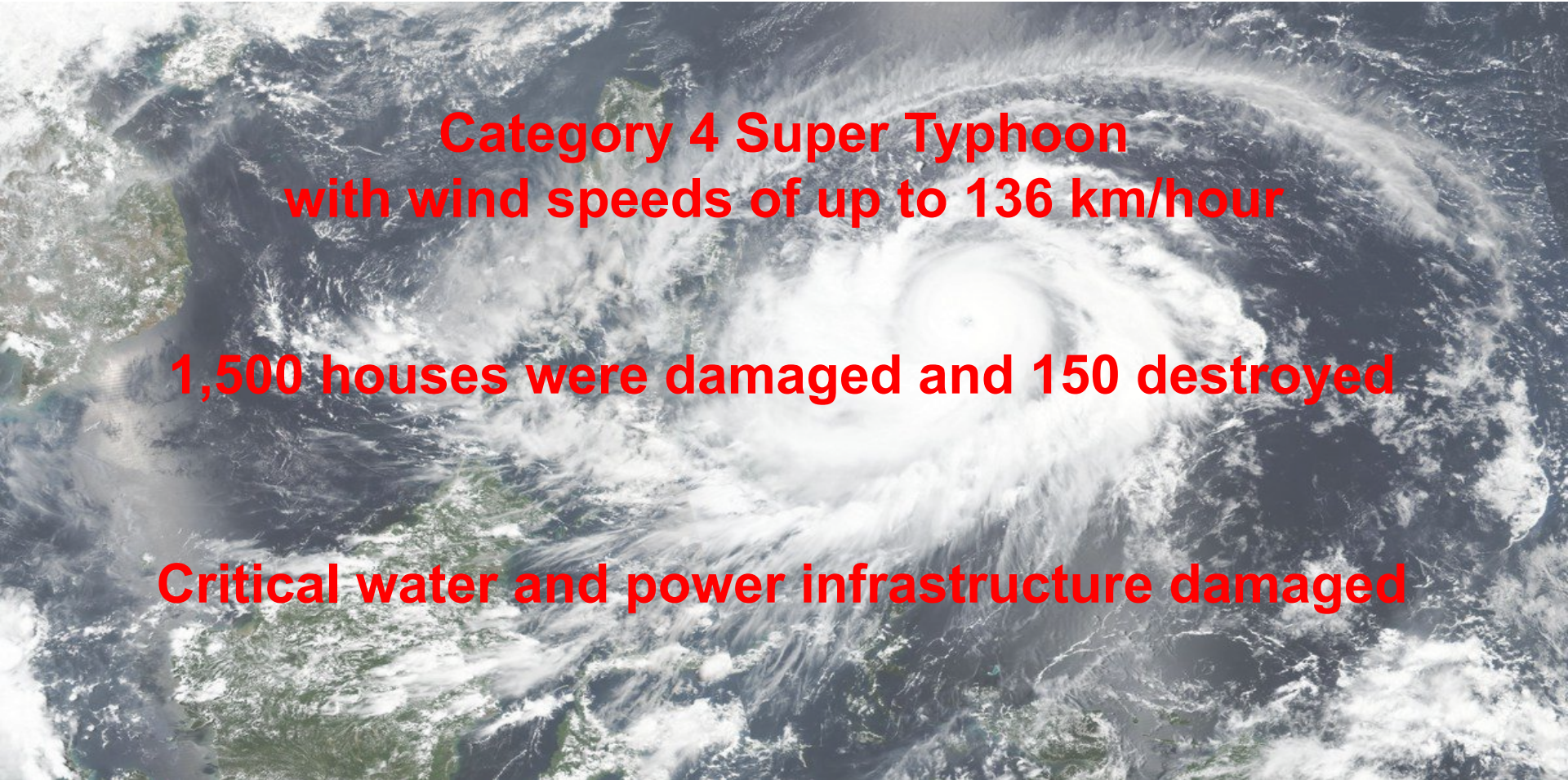
Energy Consumption

No Tools for Usage Management and Control

Challenergy

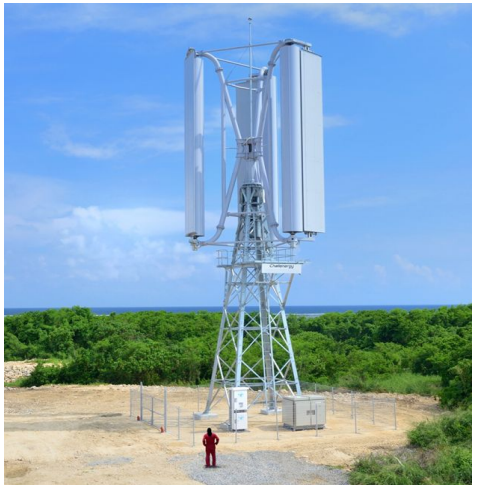
“Surigae” -The Biggest Typhoon in the history of Palau

SoftBank



SoftBank

Challenergy solves the traditional issues of Wind-Power Generation



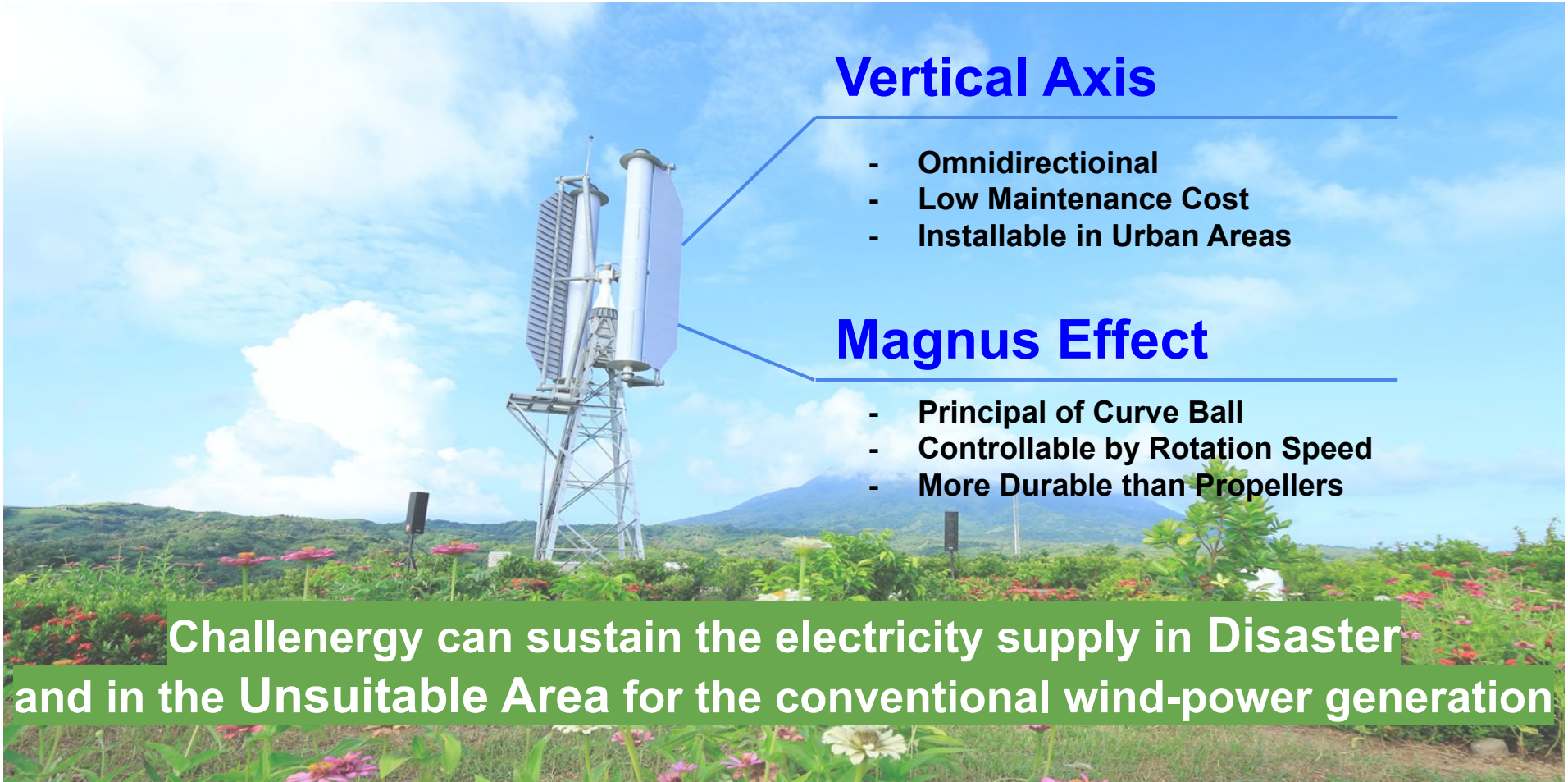
- Bird Strike
- Noise
- Low-Reliability

→

- No Harm to Animals
- Less Sound
- Better Durability

The Features of Challenergy

SoftBank



Vertical Axis

- Omnidirectioinal
- Low Maintenance Cost
- Installable in Urban Areas

Magnus Effect

- Principal of Curve Ball
- Controllable by Rotation Speed
- More Durable than Propellers

Challenergy can sustain the electricity supply in Disaster and in the Unsuitable Area for the conventional wind-power generation

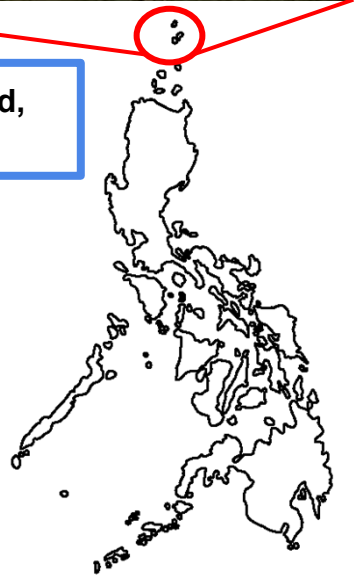
Construction of the 1st demonstration unit in the Philippines

SoftBank

Super Typhoon Kiko in September 11th, 2021

- Classified as **Category 5** (*Wind speed more than 70m/s)
- **2nd strongest typhoon** in the history of Batanes
- **Water and Telecommunication infrastructure have been unavailable** due to power cut

Batan Island, Batanes



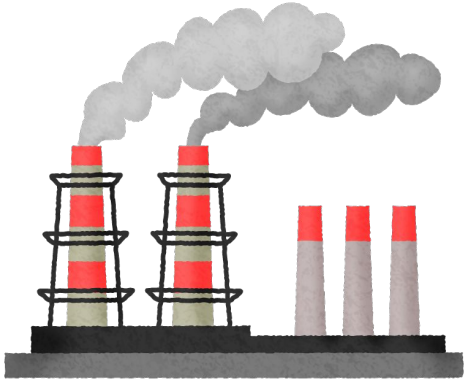
How Challenergy worked under the Typhoon

- **Kept the power generation for approx. 11kW** even under the strong typhoon
- **No structural damage** on the demonstration facility due to the typhoon

Balance the Electricity in Palau

SoftBank for Biz

Energy Production



Diesel → Wind-Power Generation

Energy Consumption

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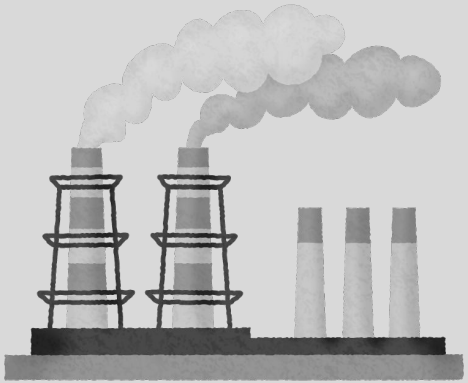
Balance the Electricity in Palau

SoftBank for Biz

Energy Production



Diesel → Wind-Power Generation

Energy Consumption

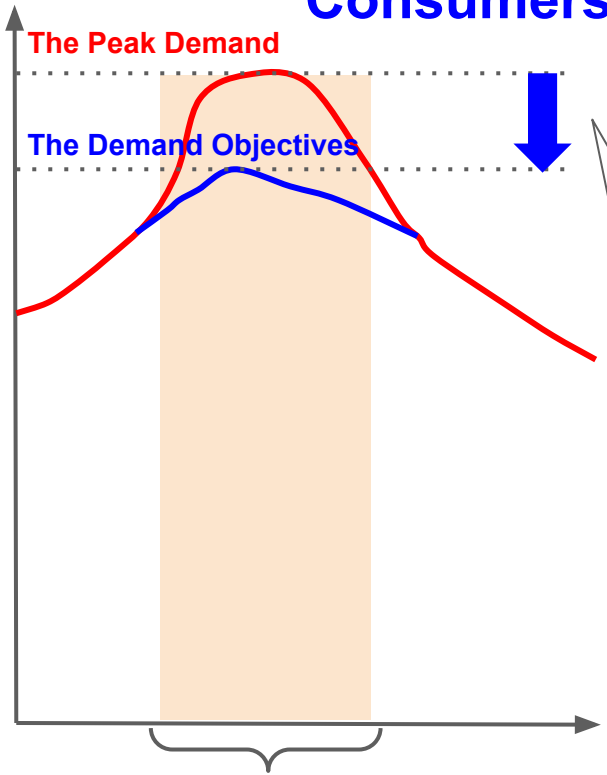
Use Less Energy with

Easy Management Tool

Sustainable Product

Eco-Denki Apps

Mobile Application to Connect the Electricity Provider and Consumers for Less Energy Consumption



By promoting the consumer to join in the "Peak-Cut Challenge", it realizes:

Less Energy Consumption

Cost-Savings

DOWN **Unit Price**
Usage Amount

The Mechanism of Eco-Denki Apps

SoftBank for Biz

Quick and Convenient Service to encourage the Eco-Life

Electricity Provider

Specify the Peal-Cut Time

Advantages

Cost Reduction of Electricity Purchase

Request of “Peak-Cut” Campaign through the App

Acceptance to the Campaign

Success Rewards

PayPay

Users

Energy Saving activities during the specified time

(Example)

AC 28℃

Going Out

Advantages

Earn the Success rewards
Cost-cut by less energy consumption

※Patented by Japan Patent Office in January 2020 as Demand Response Management System including Scheduling functions(Registration No. 2018-138870)

How it worked in Japan

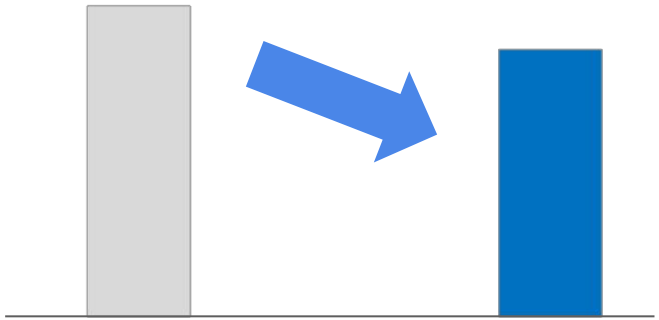
SoftBank for Biz

Electricity Consumption

Approx.1.7M kWh down

*Total number of users: 40,000~50,000

(Images)



Reduced CO2 emission

889 tons

(Calculated using SB Power adjusted emission factor against total deducted amount)

Success Rewards PayPay (PayPay bonus)

Equivalent to 8.6M Yen

(Each values are actual number from December 1st 2020 to December 31st 2021.)

Assumed Deduction of Electricity Consumption can be 0.8M kWh/year by the installation of the service in Palau

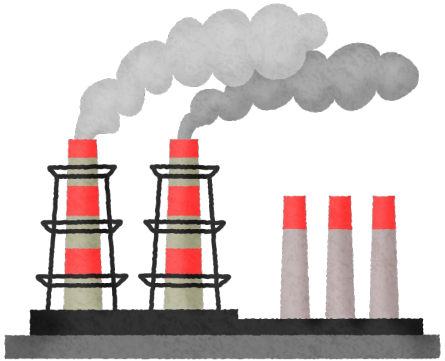
*This number is calculated based on the results in Japan. So the actual number in Palau may differ.

*Palau Population 25,000 * 34=850,000 kWh

How to Implement in Palau

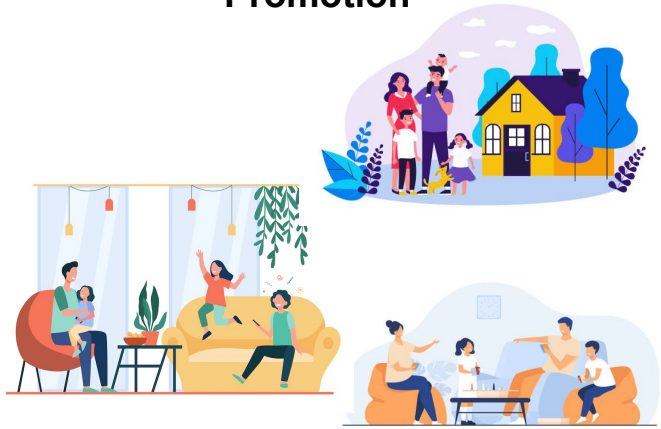
SoftBank for Biz

Electricity Provider



Application Provider

Promotion



Palau Public Utilities Corporation
Today's Conservation is Tomorrow's Prosperity

× = SoftBank ×

Need the Public Support for Bigger Synergy

Pacific Islands Centre (PIC) / ADB / Ministry of the Environment / GEC

EXEGER / Powerfoyle

What is Powerfoyle?

SoftBank

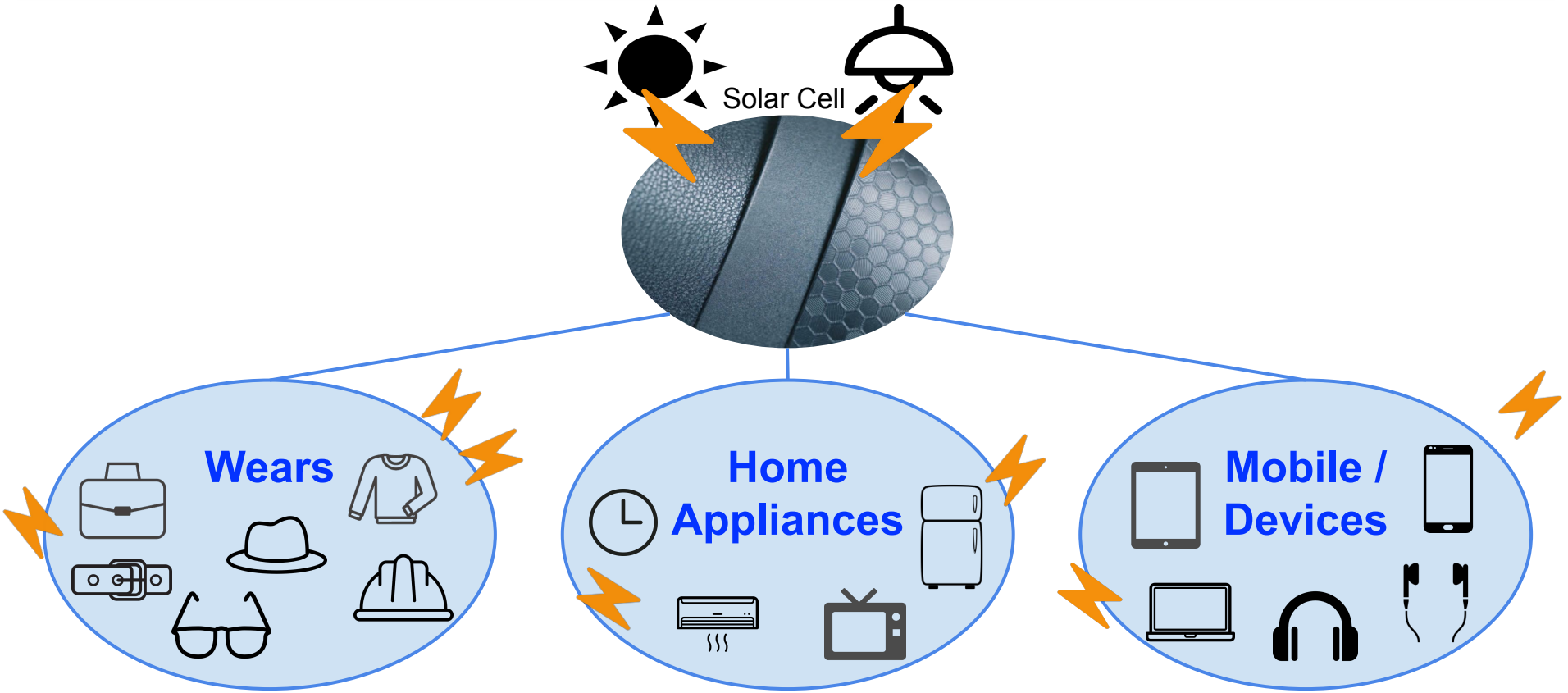
Solar Cell

Powerfoyle Materials are…

- **Power Generable and Storable**
- **Compatible with Sunlight and Artificial Light**
- **Flexible Design**
- **Less Effect by Light Angle**

How Powerfoyle can be adopted in the life

SoftBank



Powerfoyle breathes into EVERY THINGS in your life

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e-kakashi

Food Insecurity is a currently focused issues in Palau

By Pacific Island Times News Staff · Jul 13, 2021 · 3 min read

Food security project launched in Palau's Ngeremlengui state

Davis Tamtreng is one of the Ngeremlengui farmers participating in the Micronesia Covid-19 Response project. Photo courtesy of SPC.

Ngeremlengui, Palau – While rich in natural resources, Palau does not produce enough food to build a reliable industry, mainly because the cost of production is higher than the cost of importation.

Subsistence crop production remains the predominant agricultural activity in the Pacific nation, which grows sweet potato, banana, coconut, taro and cassava, and raises poultry, pigs and dairy cows.

Improve the Food Security in Palau

SoftBank for Biz

Food Security=

Food Availability

Enough food available for all individuals

Food Access

Affordable food available in the market

Food Utilization

Utilized the food for better health and proper storage

Improve the Food Security in Palau

SoftBank for Biz

Food Security=

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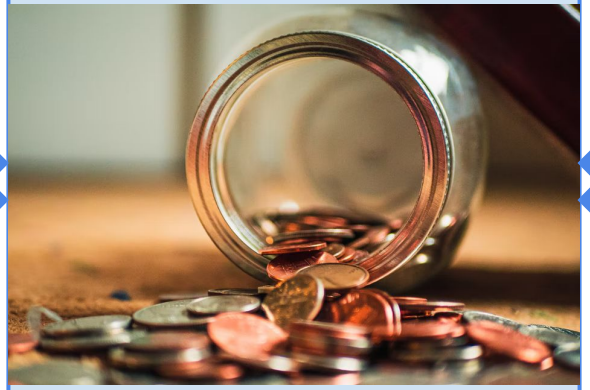
Enough food available for all individuals

Food Access



Affordable food available in the market

Food Utilization

Utilized the food for better health and proper storage

By working on the “Food Productivity” with e-kakashi, Food Availability and Food Access can be improved

What e-kakashi can do

SoftBank

e-kakashi support for people to start agriculture business newly without high introductory barrier

What We Can Do by e-kakashi

Notification

Notify the users “Collected Data” and “Expected Risks” analized in advance

Data Collection

Records the information of field environment

Analysis and Management

Analyze the collected data for effective cultivation

ex) Actual use case in Colombia

SoftBank

SoftBank succeeded in e-kakashi implementation in Columbia for the improvement of Rice Productivity

As-Is
Agriculture with
“Intuition and Experience”

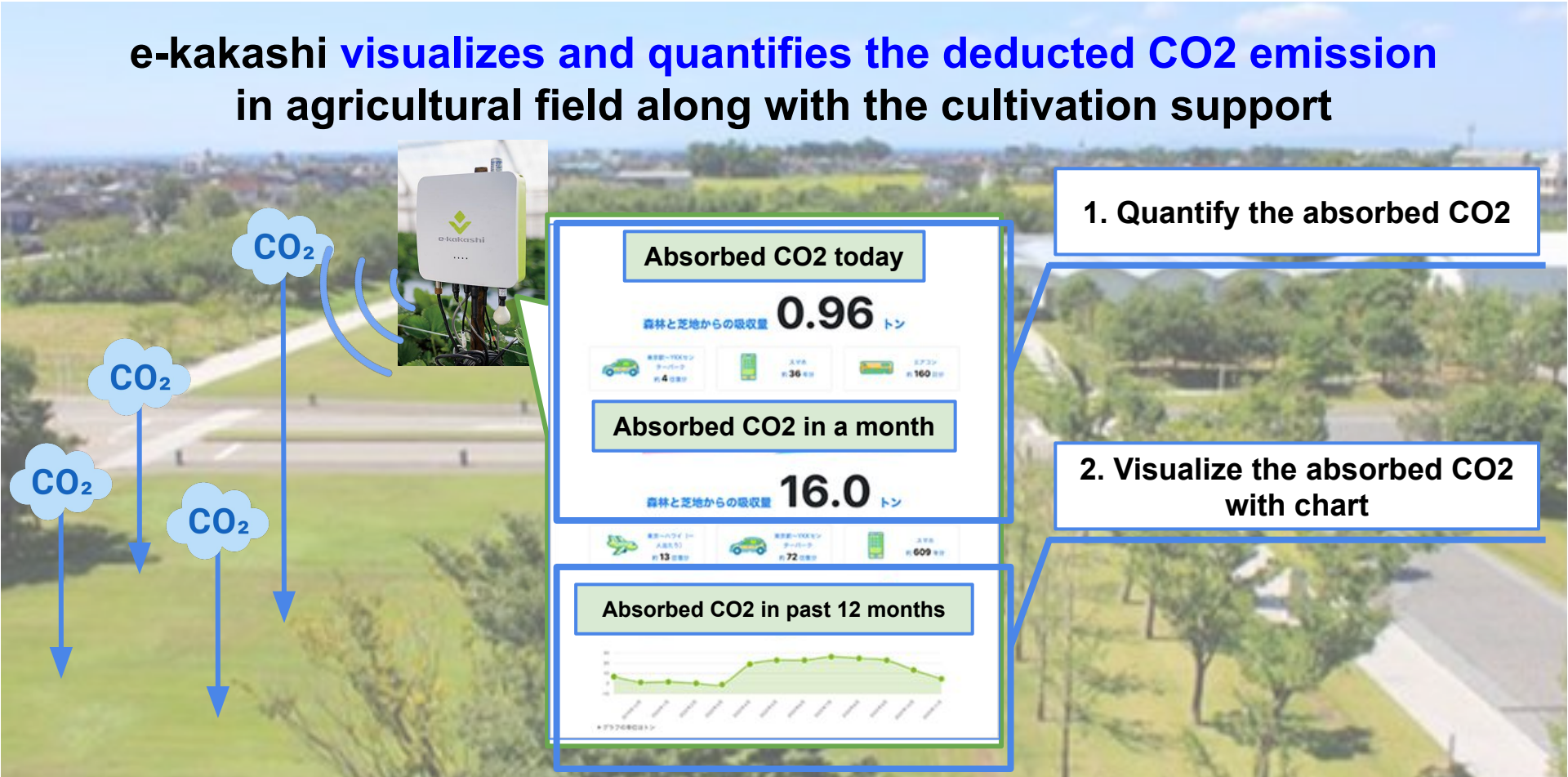
To-Be
“Data-Based Scientific”
Agriculture

Columbia aims to realize the “Competitive” and “Sustainable”
Rice Industry under the pressure of Free Trade Agreement (FTA)

What e-kakashi Can Support for Decarbonization

SoftBank

e-kakashi visualizes and quantifies the deducted CO2 emission in agricultural field along with the cultivation support



Information Revolution -Happiness for Everyone-

Realize the Safe and Anytime-Connected Life in Palau

“Palau’s New Eco-System” will generate Decarbonization and Economic Growth

Decarbonization

Economic Growth

End of File