



# Supplementary Material 1H FY 03/2026

GREMS,Inc. (TSE Code: 3150)

November 5, 2025

https://www.grems.co.jp/

### **Summary**



#### 1. 1H FY 03/2026 Financial Results

- Sales expanded in both the Energy Solutions (ES) and Electricity Retailing (ER) businesses, with net sales increasing 3.9% Company-wide, marking a record high.
- On the profit front, the ES and ER businesses also achieved gains, with combined <u>operating</u> <u>profit</u> rising 8.1% year on year for a <u>new record high</u>.

#### 2. FY 03/2026 Plan

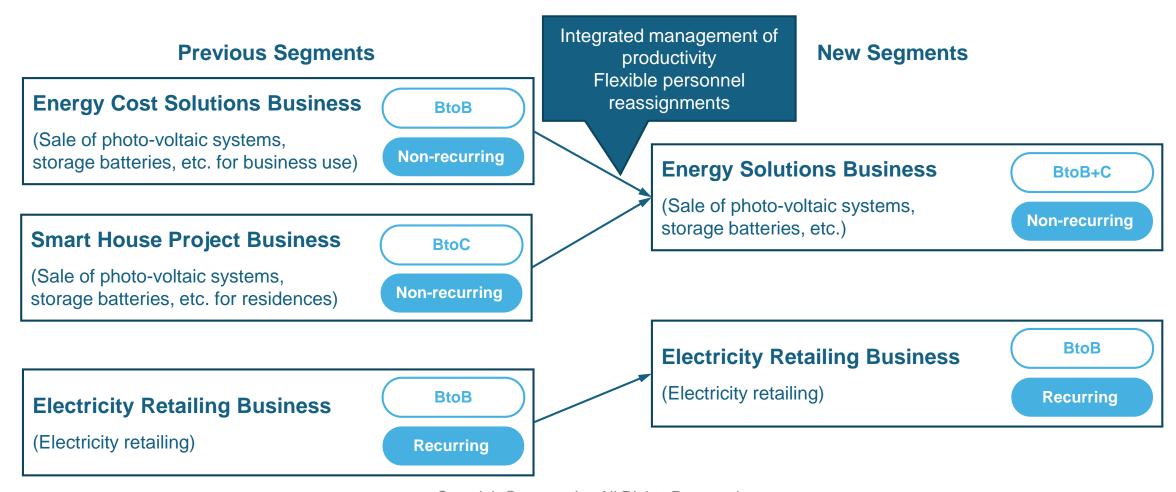
- We will integrate the Energy Cost Solutions (ECS) Business and the Smart House Project (SHP) Business into the Energy Solutions (ES) Business and continue to expand sales, projecting that operating profit will increase by 10.0% to 7.15 billion yen.
- We plan to issue an annual dividend of 85 yen per share, the 10th straight period of increases.

#### 3. Growth Strategy

- Continue with the high-growth, high-profit model in sales of photovoltaic systems for business use targeting small and medium enterprises (SMEs).
- In the ER Business, accelerate the pace of supply contract growth through multiple licenses.
- Enter the power grid storage battery business to enhance corporate value by creating a new resource source.

## Changes to Business Segments (From FY03/2026) **GREMS**

To enhance the efficiency of human capital, we will integrate the ECS Business with the SHP Business, forming the renamed Energy Solutions (ES) Business.



# **1H FY 03/2026 Financial Results**

## **Consolidated Financial Highlights (YoY)**



(Million yen)	1H FY 03/2025 (Result)		1H FY 03/20	26 (Result)	YoY change		
	Result	Profit margin (%)	Result	Profit margin (%)	Change	Change (%)	
Net sales	16,778		17,425		+646	+3.9%	
Operating profit	3,372	20.1%	3,647	20.9%	+274	+8.1%	
Ordinary profit	3,450	20.6%	3,705	21.3%	+255	+7.4%	
Profit attributable to owners of parent	2,334	13.9%	2,508	14.4%	+173	+7.4%	

- Net sales rose 632 million yen (+8.8% YoY) in the ES Business, aided by an increase in sales of 984 million yen (+22.1% YoY) in photovoltaic systems for business use, and consolidated net sales increased by 646 million yen (+3.9% YoY).
- In terms of operating profit, consolidated operating profit increased 274 million yen (up 8.1% YoY) in the ES Business due to factors that contributed to increased profitability such as higher sales of photovoltaic systems for business use.

  (The reason for the profit increase in the ER Business is discussed on page 11.)
- Consolidated operating profit achieved 51.0% of the forecast.

# Consolidated Financial Highlights (YoY / Compared to Forecast)



	1H FY ( (Real		1H FY 0 (Fore Announ May 15	cast) iced on	1H FY ( (Real		YoY c	hange	Compared to	the forecast
(Million yen)	Results	% Sales	Results	% Sales	Results	% Sales	Change	% Change	Change	% Change
Net sales	16,778	100.0%	17,387	100.0%	17,425	100.0%	+646	3.9%	+37	0.2%
ES Business	7,148	42.6%	7,497	43.1%	7,781	44.7%	+632	8.8%	+283	3.8%
ER Business	9,629	57.4%	9,889	56.9%	9,643	55.3%	+14	0.1%	-246	-2.5%
Gross profit	5,621	33.5%	6,050	34.8%	6,117	35.1%	+495	8.8%	+66	1.1%
ES Business	3,914	54.8%	4,214	56.2%	4,212	54.1%	+297	7.6%	-1	0.0%
ER Business	1,707	17.7%	1,836	18.6%	1,905	19.8%	+198	11.6%	+68	3.7%
Operating profit	3,372	20.1%	3,510	20.2%	3,647	20.9%	+274	8.1%	+136	3.9%
ES Business	2,404	33.6%	2,598	34.7%	2,662	34.2%	+257	10.7%	+63	2.5%
ER Business	1,406	14.6%	1,395	14.1%	1,424	14.8%	+18	1.3%	+28	2.1%
Administrative expenses	-438	-	-482	-	-439	-	-1	-	+43	-
Ordinary profit	3,450	20.6%	3,553	20.4%	3,705	21.3%	+255	7.4%	+151	4.3%
Profit	2,334	13.9%	2,396	13.8%	2,508	14.4%	+173	7.4%	+111	4.7%

<sup>\*</sup> Energy Solutions Business (ES Business): GR consulting, Inc., gremz energy, Inc., gremz power, Inc., gremz solar, Inc. Figures for the ES Business in FY 03/2025 are the combined figures from the former ECS Business and former SHP Business

<sup>\*</sup> ER Business: gremz power, Inc., GR consulting, Inc.

## **Consolidated Financial Highlights (Net Sales)**

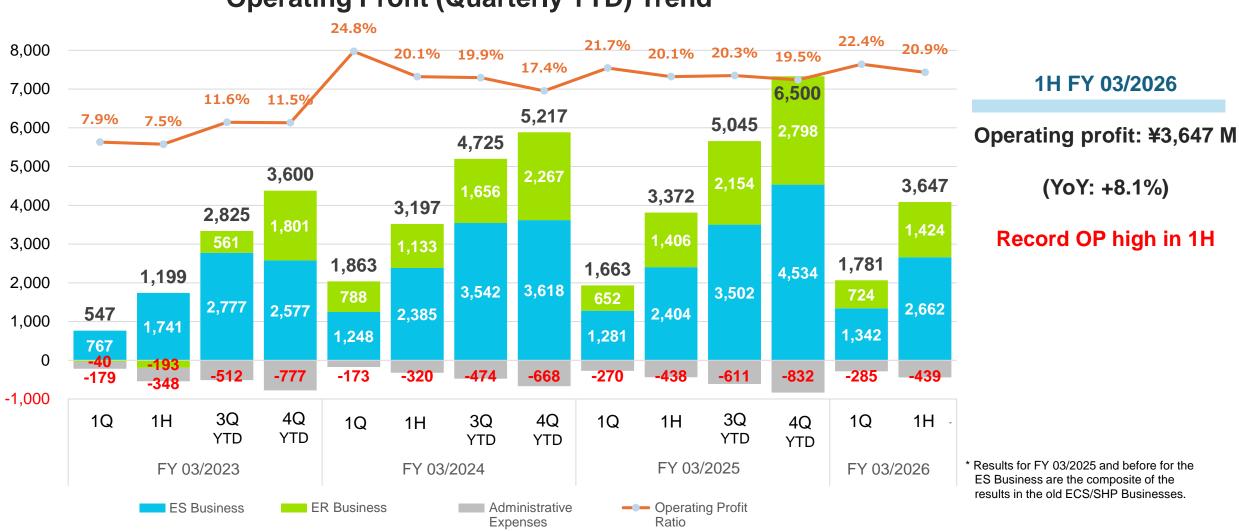




# **Consolidated Financial Highlights** (Operating Profit)



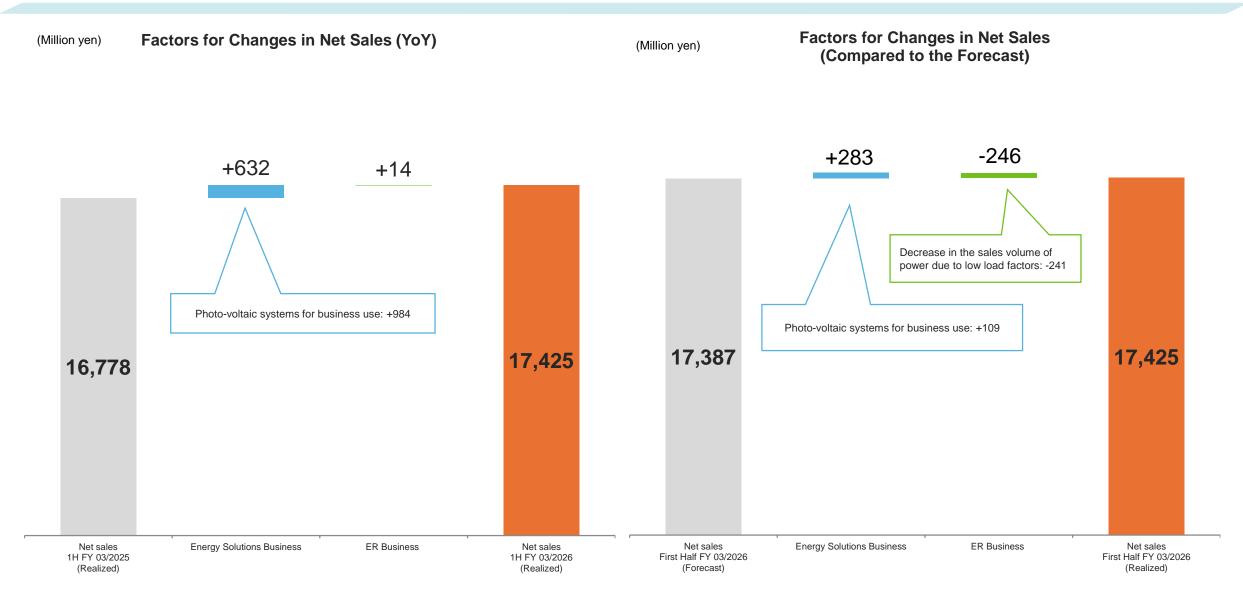
#### **Operating Profit (Quarterly YTD) Trend**



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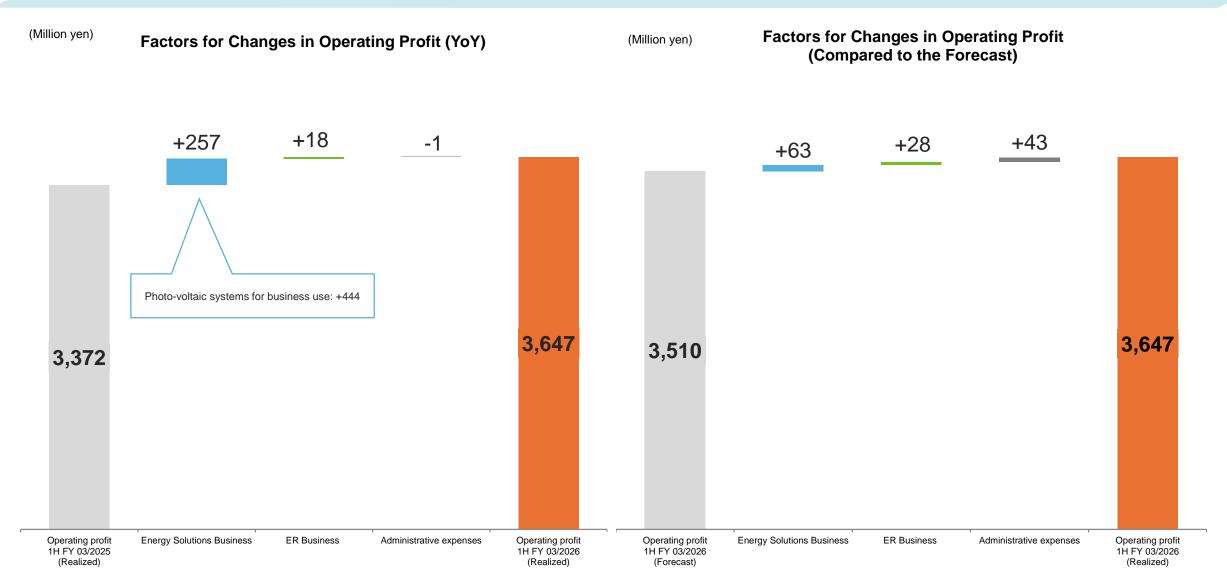
## **Segment Performance Highlights (Net Sales)**





## **Segment Performance Highlights (Operating Profit)**





### Factors for Changes in the Performance of ER Business



## ■ Reasons for the year-on-year increase in gross profit for the first six months

Gross profit increased from 1,707 million yen in the first half of the previous year to 1,905 million yen in the first half of the current fiscal year. This 198-million-yen increase includes (1), (2) and (3) below, which total 191 million yen.

#### (1) Gross profit increased due to higher sales volume

	Sales volume (MWh)	Impact on gross profit (million yen)
1H FY 03/2026	318,500	.442
1H FY 03/2025	306,266	<u>+142</u>

### (2) Decrease of gross profit due to the net effects of market fluctuations (in yen/kWh for prices)

The impact of fuel cost adjustment prices (lower sales) and one-on-one agreements (higher costs) decreased gross profit.

	Fuel cost adjustment price	Market price	1on1 agreements	Impact on gross profit (million yen)
1H FY 03/2026	2.90	12.40	14.23	-296
1H FY 03/2025	3.86	13.15	13.27	<u>-290</u>

#### (3) Decrease of capacity market payment(\*1) (Million yen)

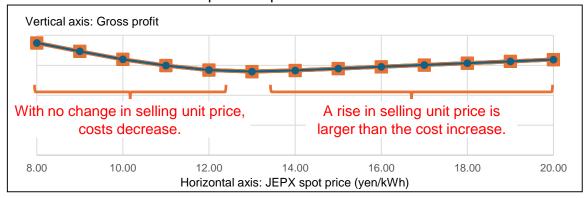
The impact of the capacity market on gross profit improved significantly (there is a trade-off relationship with (2)).

	Sales related to contributions to the capacity market	Cost of capacity contributions	Impact on gross profit (million yen)	
1H FY 03/2026	293	250	. 245	
1H FY 03/2025	530	823	<u>+345</u>	

## ■ Impact of the changes of the market price of electricity on profit

In low-voltage electricity sales, our proprietary cost adjustment system applies to all customers, according to which when the market price crosses a predetermined threshold around 13 yen per kWh on average the cost starts to be incorporated into selling prices.

The portion in which we covers the risk without passing it to customers is smaller than the portion in which we manage to hedge the risk with power transactions through negotiations and futures. Therefore, the sales rise will be larger than the cost increase if the market price surges, and the sales fall will be smaller than the cost decrease if the market price drops.



## ■ Impact of the difference between the projected and actual electricity market prices

	Market price	Net sales	Cost of sales	Net balance
	(Yen/KWh)	(Million yen)	(Million yen)	(Million yen)
Result	12.40	9,583	7,687	1,896
Plan	12.85	9,806	7,980	1,826
Difference	-0.45	-223	-293	+70

<sup>\*1</sup> A system that encourages power generation utilities to make the necessary investments in power sources for stable supply and that places the cost burden on electricity retailers and others

#### **Balance Sheet**



## Equity ratio: (03/31/2025) 62.3% $\rightarrow$ (09/30/2025) 65.2% A desirable financial position is maintained.

(Millions of yen)	03/31/2025	09/30/2025	Change	Main Factors	
Current Assets	21,518	22,074	+556	Cash and Deposits Accounts Receivable – Trade Merchandise Allowance for Doubtful Accounts	+¥332 M +¥677 M -¥394 M -¥47 M
Non-current Assets	4,516	4,557	+41	Construction in Progress Investment Securities	+¥841 M -¥816 M
Total Assets	26,034	26,632	+597		
Current Liabilities	7,048	6,284	-764	Accounts Payable - Trade Accounts Payable - Other Income Taxes Payable Accrued Consumption Taxes Provision for bonuses	-¥273 M -¥339 M -¥107 M -¥194 M +¥158 M
Non-current Liabilities	2,676	2,899	+222	Long-term Borrowings	+¥239 M
Total Liabilities	9,725	9,183	-541		
Total net Assets	16,309	17,448	+1,139	Comprehensive Income Dividend on Retained Earnings	+¥2,508 M -¥1,363 M
Total Liabilities / Net Assets	26,034	26,632	+597		

## **Cash Flow**



(Million yen)	1H FY 03/2025	1H FY 03/2026	Main items for 1H FY 03/2026
Cash Flows from Operating Activities	2,119	1,690	Profit Before Income Taxes +\fmathbf{\pmath}3,710 M Increase in Accounts Receivable -\fmathbf{\pmathbf{\pmath}677 M} Income Taxes Paid -\pmathbf{\p
Cash Flows from Investing Activities	-264	-238	Sale of Investment Securities +¥818 M Purchase of PPE -¥913 M Leasehold and Guarantee Deposits -¥138 M
Cash Flows from Financing Activities	-1,162	-1,119	Long-term Borrowings +\fmathbf{\pmath}1,000 M Repayment of Long-term Borrowings -\fmathbf{\pmath}756 M Dividends Paid -\fmathbf{\pmath}1,362 M
Change in cash and cash equivalents	691	332	
Cash and cash equivalents at end of period	11,165	14,183	

# Financial Results and Dividend Forecast for FY03/2026

#### Results Forecast for FY 03/2026



#### Energy Solutions Business

We install photovoltaic power generation systems on the roofs of factories and other facilities, mainly for small and medium-sized businesses, and use the electricity generated at the factories for self-consumption, thereby reducing electricity costs.

By enhancing the cross-selling of storage batteries to sites where we have installed these photovoltaic power generation systems (a cumulative 4,500 installations to date), we aim to enhance the lifetime value of customers and realize steady growth.

#### ER Business

The risk hedging measures implemented in the previous fiscal year have been reproduced, and since the market environment has slightly improved from the previous fiscal year, we expect to be able to generate stable recurring revenue.

By proactively investing in human resources, we will increase in the number of supply contracts from the previous fiscal year at a higher pace, aiming for growth from a medium-term perspective.

#### Company-wide Results

We will actively invest in human resources and expect to record a new record high in operating profit in FY03/2026, benefiting from expansion of the ES Business and steady growth in the ER Business. Operating profit for 1H achieved 51.0% of the full-year forecast.

#### **Results Forecasts for FY 03/2026**



	1H FY 03/2026 (Realized)		FY 03/2026 (Announced on M	1H progress (% of the full	
(Million yen)	Results	% Sales	Results	% Sales	year forecast)
Net sales	17,425	100.0%	35,816	100.0%	48.7%
ES Business	7,781	44.7%	15,346	42.8%	50.7%
ER Business	9,643	55.3%	20,469	57.2%	47.1%
Gross profit	6,117	35.1%	12,312	34.4%	49.7%
ES Business	4,212	54.1%	8,478	55.2%	49.7%
ER Business	1,905	19.8%	3,834	18.7%	49.7%
Operating profit	3,647	20.9%	7,150	20.0%	51.0%
ES Business	2,662	34.2%	5,159	33.6%	51.6%
ER Business	1,424	14.8%	2,924	14.3%	48.7%
Administrative expenses	-439	-	-932	-	
Ordinary profit	3,705	21.3%	7,195	20.1%	51.5%
Profit	2,508	14.4%	4,865	13.6%	51.6%

FY 03/2025 (Realized)				
Results	% Sales			
33,340	100.0%			
13,939	41.8%			
19,401	58.2%			
10,984	32.9%			
7,502	53.8%			
3,481	17.9%			
6,500	19.5%			
4,533	32.5%			
2,798	14.4%			
-832	-			
6,645	19.9%			
4,558	13.7%			

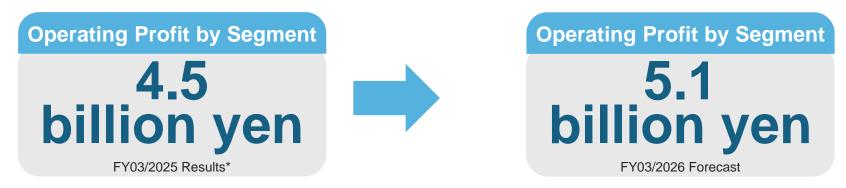
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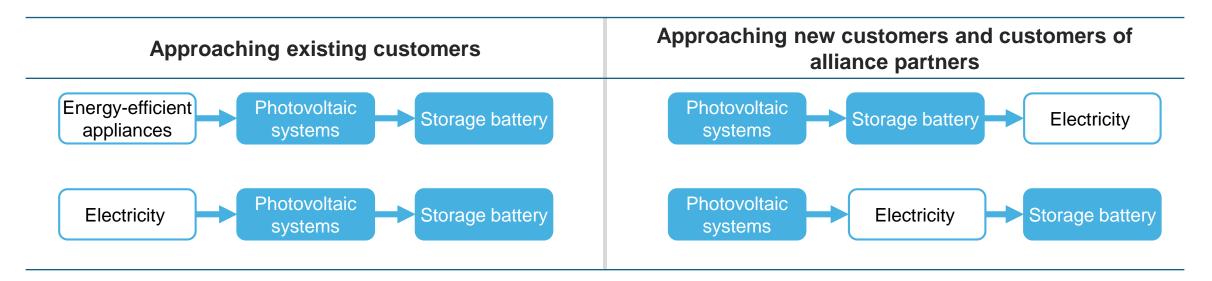
## **Energy Solutions Business**



Through cross-selling, we will realize steady growth with sales methods that enhance the lifetime value of customers.

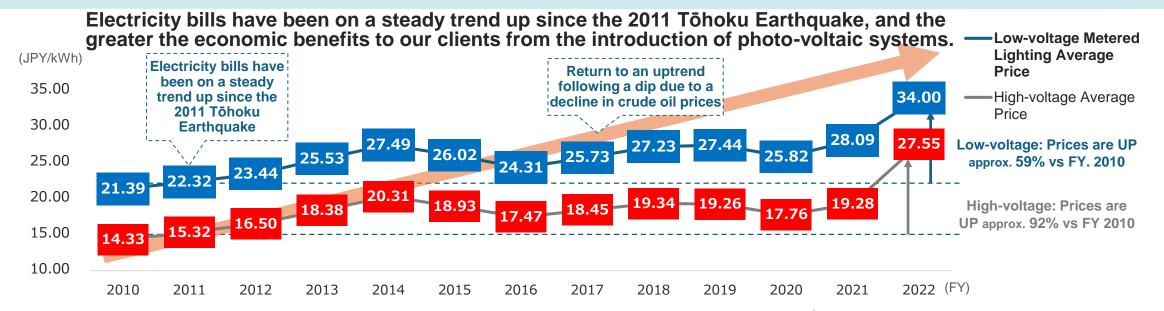


<sup>\*</sup> FY 03/2025 result is sum total of former ECS business and SHP business



# Reasons for Growth of Photo-Voltaic Systems for business use





■ Electricity bills for GREMZ target client group (low-voltage)
TEPCO Energy Partner, Inc. Metered Lighting Plans B & C (As of May 2025)

Fuel adjustment amount

Renewable energy surcharge

Unit Price (Incl. tax) Base electricity fee kVA 311.75 yen ~120kWh kWh 29.80 yen **Electricity Economic benefits** 120~300kWh kWh 36.40 yen usage 300kWh~ kWh 40.49 yen

Variable month/month

3.98 yen

Electricity bills for competitors' target client group (high-voltage	)
TEPCO Energy Partner, Inc. High-voltage Plan A (As of May 2025)	

		Unit	Price (Incl. tax)
Base electricity fee		kVA	1,466.50 yen
Electricity	Summer	kWh	19.76 yen
usage	Other	kWh	18.63 yen
Fuel adjustment amount		kWh	Variable month/month
Renewable en	ergy surcharge	kWh	3.98 yen

Introducing photo-voltaic systems allows clients to generate electricity for 10 – 15 yen/kWh, as opposed to purchasing it for the prices shown in the table. gremz targets clients with low-voltage requirements, which see large economic benefits from photo-voltaic systems, so client satisfaction is therefore high.

kWh

kWh

## Generation of Stable Recurring Revenue in Electricity Retailing Business



## Strategy ①: Selectively receive orders from customers with low Load Factor.

We will leverage our strength in push marketing to selectively win orders from customers with comparatively low procurement risk and a high potential profit margin.

#### **Customers with high load factors**

Basic fee (fixed according to capacity)

Electricity use charge

As the proportion of basic rates decreases, basic rates per kWh declines, leading to fall in unit sales prices

#### **Customers with low load factors**

Basic fee (fixed according to capacity)

Electricity use charge

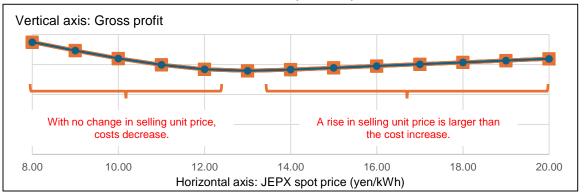
As the proportion of basic rates increases, basic rates per kWh increases, leading to a raise in unit sales prices

Yearly Electricity Use (kWh) ÷ (Contract Power (kW) X 24 hours X 365 days ) X 100

#### Strategy 2: Implement highly reproducible risk-hedging measures.

In low-voltage electricity sales, our proprietary cost adjustment system applies to all customers, according to which when the market price crosses a predetermined threshold around 13 yen per kWh on average the cost starts to be incorporated into selling prices.

As in the previous fiscal year, the portion in which we cover the risk without passing it to customers is smaller than the portion in which we hedged the risk with power transactions through negotiations and futures. Therefore, the sales rise will be larger than the cost increase if the market price surges, and the sales fall will be smaller than the cost decrease if the market price drops.



#### Market overview (FY 03/2026): Despite higher 1-on-1 agreement prices (YoY), the overall situation has improved slightly.

Procurement type	FY 03/2024 Results	FY 03/2025 Initial forecast	FY 03/2025 Results	FY 03/2026 Forecast
Market price	11.50 yen/kWh	13.71 yen/kWh	13.56 yen per kWh	12.84 yen/kWh
1-on-1 agreement	22.31 yen/kWh	12.91 yen/kWh	13.14 yen/kWh	14.22 yen/kWh
Amount of contribution to the capacity market borne	0.00 yen/kWh	2.80 yen/kWh	2.77 yen/kWh	0.72 yen/kWh

<sup>\*</sup> Market price in FY03/2025 initial forecast is weighted average of the price of electricity on the TOCOM futures market as of 4/30/2024, based on gremz procurement forecast. Market price in FY03/2026 forecast is weighted average of the price of electricity on the TOCOM futures market as of 4/22/2025, based on gremz procurement forecast.

<sup>\*</sup> Load Factor:

# Consolidated Financial Highlights (Net Sales / Operating Profit)





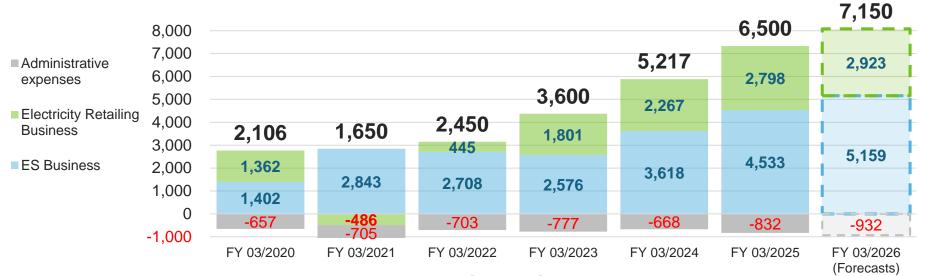
#### FY 03/2026 Plan

- Net sales: 35,816 million yen (YoY +7.4%)
- Operating profit: 7,150 million yen (YoY +10.0%)

## Record-high net sales and profit

\* Figures for the ES Business in up to and including FY 03/2025 are the combined figures from the former ECS Business and former SHP Business

#### **Trend in Operating Profit**

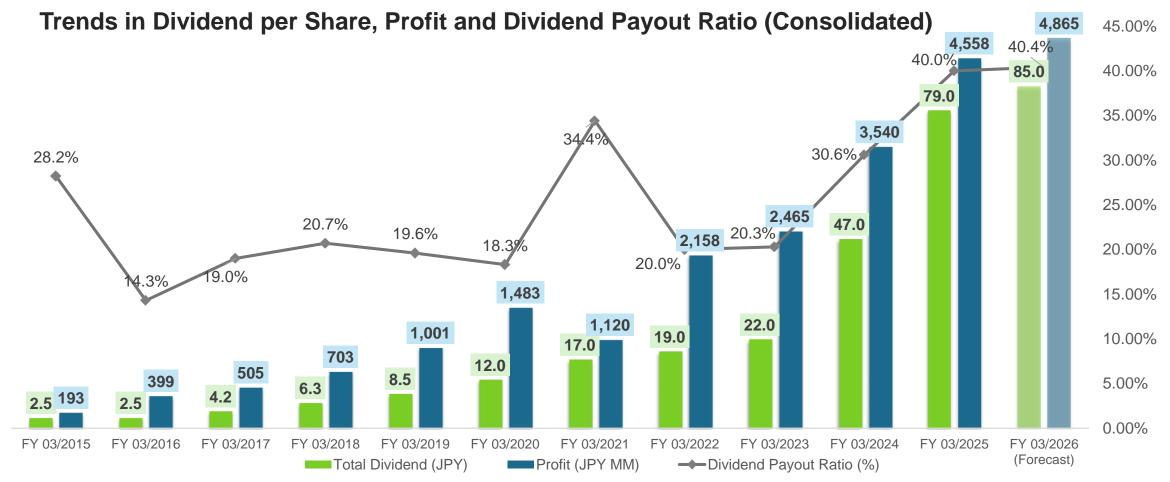


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## Dividend Forecast for FY 03/2026



Since FY 03/2025 we have issued dividends based on a target dividend payout ratio of 40% Our dividend forecast for FY 03/2026 includes an interim dividend of 25 yen and a year-end dividend of 60 yen



<sup>\*</sup> Dividends per share have been retroactively adjusted for the impact of stock splits of 1:1.5 on October1, 2017, 1:2 on August 1, 2018, and 1:2 on September 1, 2020.

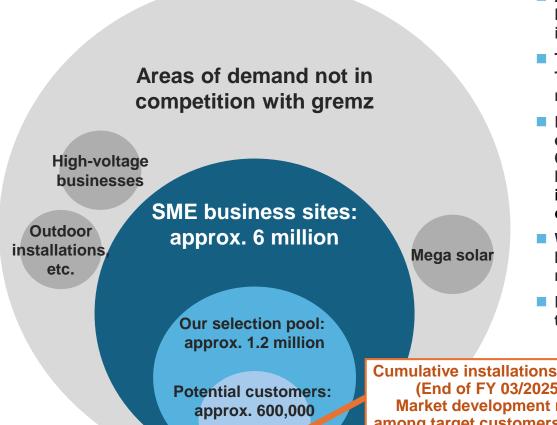
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## **Growth Strategy**

## **Photovoltaic Systems for Business-Use: Positioning and Latent Market**



- Are target market is SMEs, and the main reason for customer installations is the strong need to reduce electricity rates
- Our current customer development record has only reached 0.8% of potential customers, leaving ample room for expansion



- Among SMEs, we mainly target the manufacturing (factories, etc.), agriculture and livestock (livestock housing structures, etc.) and service (restaurants, etc.) industries
- There is a broad base of SMEs with enormous potential demand There are around 6 million low-voltage (200V) electricity contract subscribers, mainly with businesses, and most are estimated to be SMEs
- Due to roof shape and other factors, roughly 20% of the 6 million subscribers are estimated to be in a position to select photovoltaic systems, and half of these, or 600,000, are considered to be potential customers. In terms of cumulative results as of FY 03/2025, we had performed around 4,500 installations (1,700 in FY 03/2025), meaning our market development rate is still only 0.8%.
- While there are no major competitors in this sector and we consider ourselves to be a front-runner in the market, with a market share of just 0.8% there is still ample room for growth.
- Demand for off-site outdoor photovoltaic systems and small-scale sites belonging to major companies, such as convenience stores, fall outside our target market

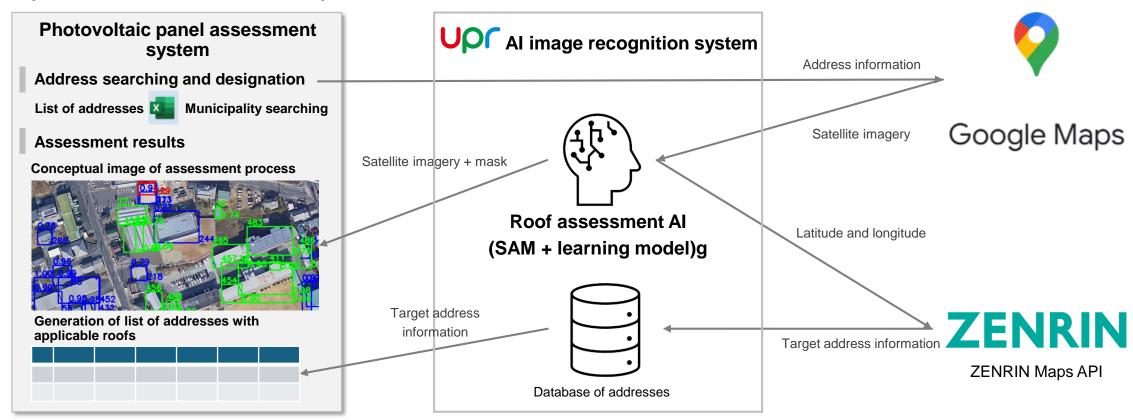
**Cumulative installations: 4,500** (End of FY 03/2025) Market development rate among target customers: 0.8%

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# Implementing Marketing DX by Introducing Image Recognition AI



- We have introduced an AI image recognition system provided by UPR Corp. which automates the process of checking roof shapes based on satellite imagery previously performed by sales representatives during photovoltaic systems for business use telemarketing. This has led to improved productivity.
- With the system, we have successfully generated lists of prospective customers based on satellite imagery as part of new customer development efforts.



### **Progress in the Grid Storage Battery Business**



We are in the process of facilitating the construction of high-voltage power storage stations (2 MW/8 MWh) at six locations across Japan (2 locations were added in the 2Q).

The six locations are expected to contribute to performance starting in the next fiscal year (FY 03/2027).

	Iga BP in	Toyohashi BP in	Toyohashi BP II in	Chita BP in	Otsu BP in	Ono BP in
	Mie Prefecture	Aichi Prefecture	Aichi Prefecture	Aichi Prefecture	Shiga Prefecture	Hyogo Prefecture
Storage battery output	Approx. 2 MW	Approx. 2 MW	Approx. 2 MW	Approx. 2 MW	Approx. 2 MW	Approx. 2 MW
Storage station capacity	Approx. 8 MW	Approx. 8 MW	Approx. 8 MW	Approx. 8 MW	Approx. 8 MW	Approx. 8 MW
Storage battery manufacturer	HUAWEI	HUAWEI	HUAWEI	HUAWEI	HUAWEI	HUAWEI
Trial operation	January 2026-	March 2026-	March 2026-	July 2026-	September 2026-	September 2026-
	(Plan)	(Plan*1)	(Plan)	(Plan)	(Plan*2)	(Plan)
Actual operation (contribution to performance)	June 2026-	August 2026-	August 2026-	November 2026-	February 2027-	February 2027-
	(Plan)	(Plan*1)	(Plan)	(Plan)	(Plan*2)	(Plan)

<sup>\*1</sup> A delay in site negotiations related to the installation of utility poles occurred.

<sup>\*2</sup> A delay occurred due to the review of the details of grid interconnection work.

## **Grid Storage Battery Business Model**



- The electricity supply and demand adjustment market was established in 2021. In particular, we began trading primary reserve with high added value, for which the advantages of storage batteries have been demonstrated, as recently as in FY2024. Accordingly, the bid amount has fallen short of the amount of capacity offered at present.
- The need for power grid storage batteries to ensure the stability of supply and demand is a result of the popularization and expansion of renewable energy



## Multiple License Strategy for the ER Business



- GR Consulting has obtained a license and began supply services in April 2025
- gremz Power specializes in the ER Business, and excels in building Group-wide expertise and cultivating customers through electricity services
- GR Consulting excels in efficient customer development through alternative sales channels by focusing concurrently on the ER Business and photovoltaic systems for business use







Registration No.	A0372	
Registration Date	November 22, 2016	
Start of Supply Services	February 2017	
Characteristics	Specialists in ER Business Strength in cultivating customers through electricity services	

Registration No.	A0910
Registration Date	November 18, 2024
Start of Supply Services	April 2025
Characteristics	Strength in package sales with photovoltaic systems for business use

## Sustainability

## ESG at GREMS,Inc.



GREMS, Inc. will continue growing by offering environmentally-friendly products and services in the domains of energy-saving solutions, energy generation, and energy storage, and contribute to the building and sustainable development of a prosperous and safe society.

#### **Environment**

- Contribute to the improvement of energy efficiency through the sale of advanced energy-saving products.
- Contribute to building a decarbonized society through the sale of products related to renewable energies, such as photo-voltaic systems and storage batteries.
- GREMS has stated its support for Task Force on Climate-related Financial Disclosures (TCFD).

#### **Society**

We will aim to continue progressing alongside society through the provision of products and services attuned to the needs of society.

#### Governance

Assumed a Board of Directors structure consisting of at least 1/3 outside directors (1 female) to ensure that Company directors execute management functions in an adequate manner. Additionally, grems' Compliance and Risks Management Committees assess and manage key management challenges.



## Contribution to GHG Emissions reduction through sales of Photovoltaic Systems

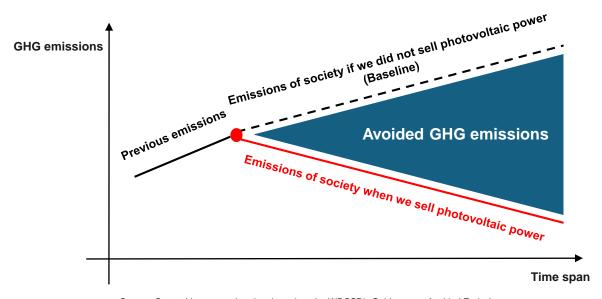


#### ■ What are avoided GHG emissions?

Avoided GHG emissions are a metric evaluating how much a company contributes to the reduction in greenhouse gas (GHG) emissions throughout society through the provision of solutions, including products and services.

We are working to popularize renewable energy by conducting proposal-based sales activities for small and medium-sized companies and other entities that have not yet considered the introduction of photovoltaic systems. The total annual amount of power generated by the projects sold by us in FY 03/2025 was 35,978 MWh, which contributed to a reduction of approximately 15,000 t-CO2 in GHG emissions per year, based on a calculation method using the average emission factor of power grids in Japan (0.000422 t-CO2/kWh, which is an alternative value announced by the Ministry of the Environment in 2025).

This calculation method complies with the WBCSD's Guidance on Avoided Emissions and GX League's Guidelines for Calculation and Disclosure of Avoided Emissions, and transparency is secured by clarifying the baseline settings and data sources. Moving forward, we will continue to take steps to improve reliability, including external verification, and strengthen our contributions to a decarbonized society through renewable energy.



	FY 03/2022	FY 03/2023	FY 03/2024	FY 03/2025
Annual power output (MWh)	9,134	18,634	29,102	35,978
Reduction contribution (t-CO2)	3,855	7,864	12,281	15,183

Source: Created by processing data based on the WBCSD's Guidance on Avoided Emissions

## Management Philosophy (Released October 1, 2025)



#### **Purpose**

We resolve information disparities in the energy field and contribute to improvements in the management capabilities of our customers.

Therefore, we will continue to increase the number of companies that demonstrate vitality and competitiveness.

The electric power reduction that results from GREMS services leads to consideration for the environment, as well as improvements in the management capabilities of customers.

As a result of these activities, we are truly proud that we can support the subsequent challenges faced by companies and shoulder part of the vitality of Japan's economy. We have incorporated that feeling into our purposes.

#### **Corporate slogan & Corporate identity**

**Delivers new energy to management** 



The color blue represents sincerity while the red arrow symbolizes our will to try new things. Red also represents energy and GREMS' corporate will and desire to give back to the future.

The arrow hidden within the 'G' is a symbol of our ambition to always aim higher.

This logo represents our commitment to embracing change and work to help build the future of our society and of planet Earth.

## Please direct your inquiries to the following number.

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