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FY2025/04

Financial Results for the Third Quarter

FreeBit Co., Ltd.

March 14, 2025

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1. Consolidated Financial Results for the 3rd Quarter of FY2025/04

- The GigaPrize Group (GPG) changed its fiscal year-end from March 31 to April 30 in the previous consolidated fiscal year, aligning it with our consolidated fiscal year-end. As a result, in the previous fiscal year, the consolidated subsidiaries had an irregular accounting period of 13 months, covering April 1, 2023, to April 30, 2024.
- In this presentation, prior-year comparative figures are provided using two approaches: “values including the impact of the change in the fiscal year-end” and “values excluding the impact of the change in the fiscal year-end.”

Consolidated period

		First quarter			Second quarter			Third quarter			Fourth quarter			
(Previous Fiscal Year)	GPG	4	5	6	7	8	9	10	11	12	1	2	3	4
	FY24/04		5	6	7	8	9	10	11	12	1	2	3	4
(Current Fiscal Year)	GPG		5	6	7	8	9	10	11	12	1	2	3	4
	FY25/04		5	6	7	8	9	10	11	12	1	2	3	4

Summary of Consolidated Financial Results for the Third Quarter of the Fiscal Year Ending April 30, 2025



(Millions of yen)	FY2024/04 Q3 (including the impact of the fiscal year-end change)	(Reference) FY2024/04 Q3 (Excluding the impact of the fiscal year-end change)*2	FY2025/04 Q3		
			Actual	(Reference) Increase/ decrease*2	(Reference) Percentage increase/ decrease*2
Net sales	39,992	38,260	40,550	— (+2,290)	— (+6.0%)
Operating profit	4,670	4,272	4,690	— (+418)	— (+9.8%)
Ordinary profit	4,592	4,196	4,639	— (+442)	— (+10.5%)
Profit attributable to owners of parent	2,868	2,711 (Including extraordinary income of 259 million yen)	2,527	— (-183)	— (-6.8%)
Basic earnings per share	143.68 yen	135.79 yen	125.78	— (-10.01 yen)	—

*1 The figures in "Excluding the impact of the change in the fiscal year-end" are unaudited reference figures that exclude the impact of the change in the fiscal year-end of GPG.

*2 As noted on page 4, due to the impact of the change in GPG's fiscal year-end, YoY changes in amounts and percentages are not provided.

Note that figures in parentheses represent comparisons with values excluding the impact of the change in fiscal year-end for Q3 of the fiscal year ending April 2024.



Net sales



Operating profit to profit attributable to owners of parent



Results



5G Infrastructure Support Business

Expansion of offerings in FreeBit's B2B2X (B/C) mobile services



5G Lifestyle Support Business

Steady growth in the number of units served by GigaPrize's 5G Homestyle ISP services for apartment buildings



Enterprise/Creator 5G DX Support Business

Both domestic and global expansion in Full Speed Group's Affiliate Services

Increase in net sales

+

Increased profits in the 5G Lifestyle Support Business and Enterprise/Creator 5G DX Support Business

Growth in operating profit

Growth in operating profit leading to

Growth in ordinary profit

Extraordinary income in the previous period leading to

Decrease in profit attributable to owners of parent

YoY comparison (values excluding the impact of the change in fiscal year-end)*1

Net sales +6.0%

Operating profit +9.8%

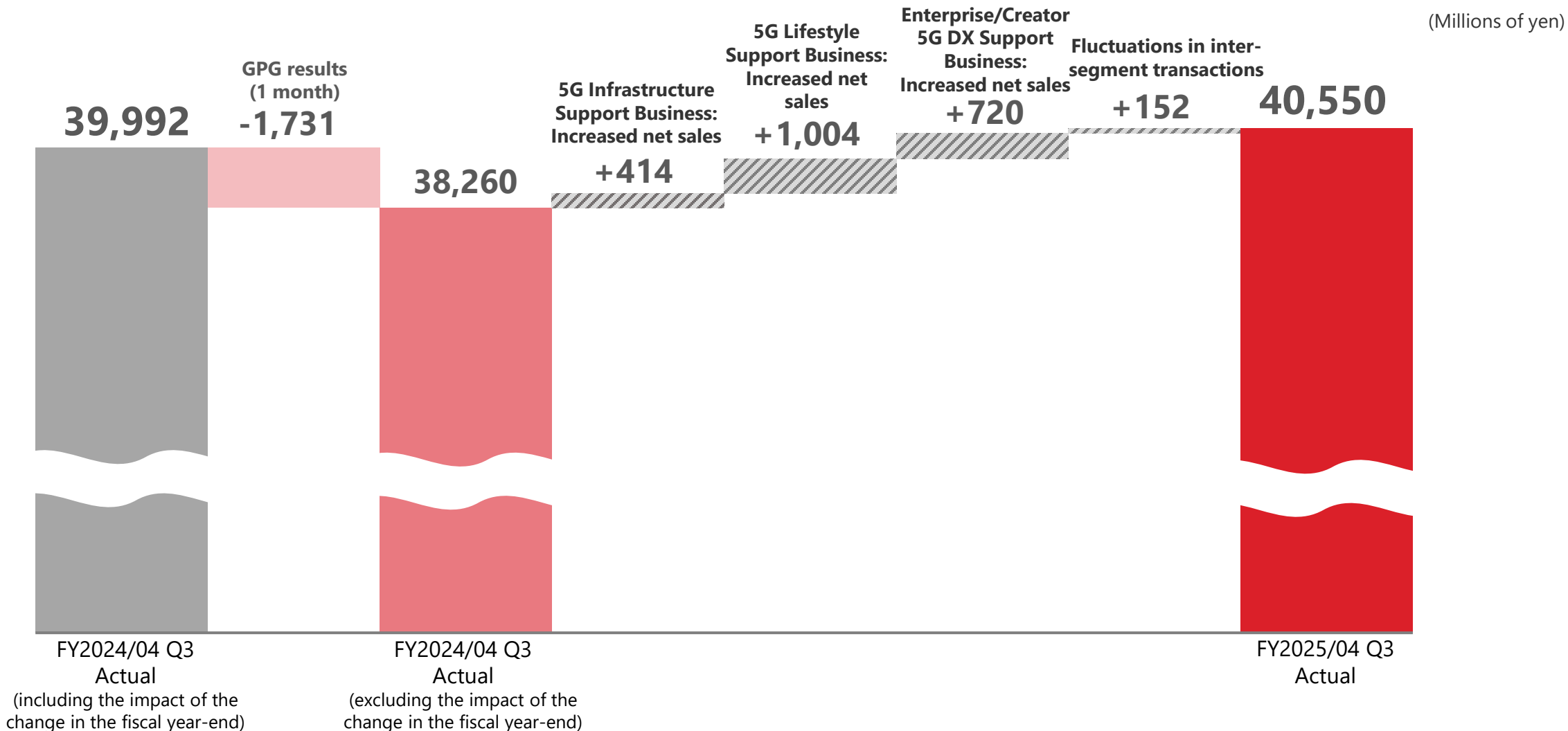
Ordinary profit +10.5%

Profit attributable to owners of parent -6.8%

Profit attributable to owners of parent decreased YoY due to the incurrence of non-operating expenses of 87 million yen and the absence of extraordinary income (gains on sale of investment securities and shares of subsidiaries and associates) of 259 million yen recorded in the previous fiscal year.

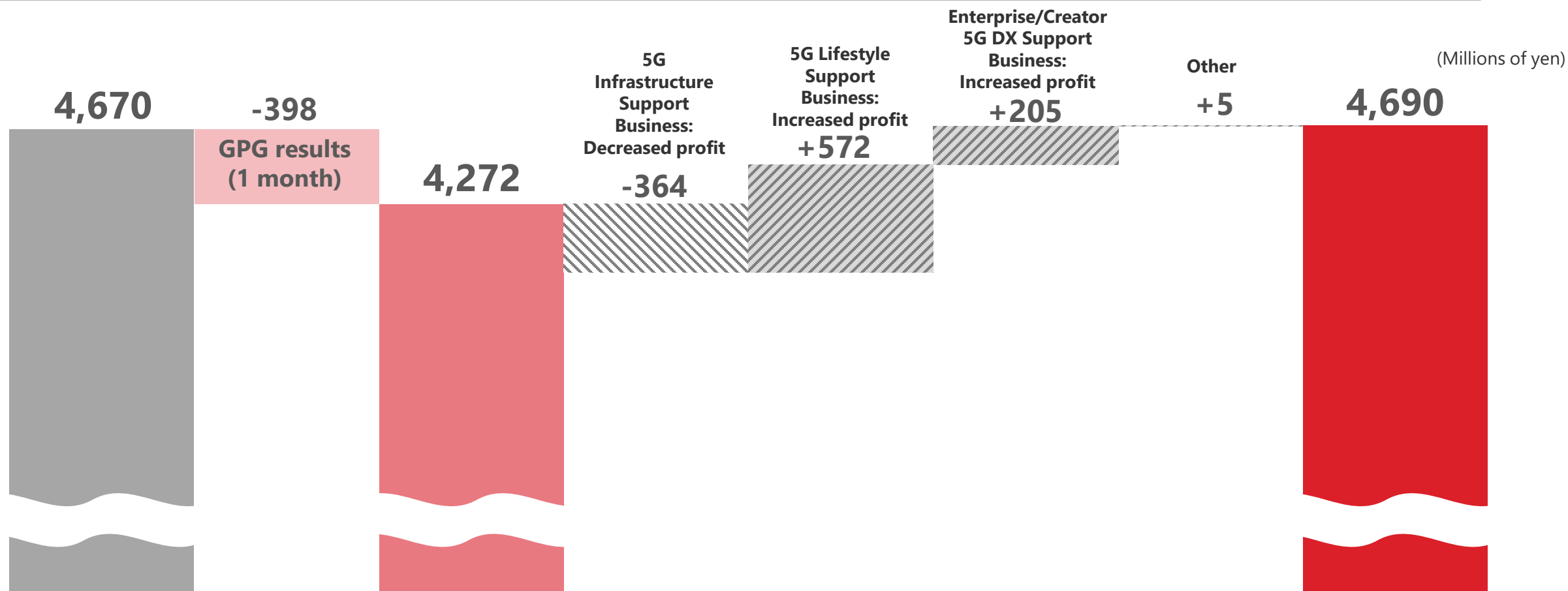
However, overall performance has shown steady progress

All segments, led by the 5G lifestyle support business, performed steadily (YoY comparison excluding the impact of the change in fiscal year-end: 6.0% increase)



YoY Variance Analysis: Operating profit

While the 5G Infrastructure Support Business saw a decrease, the 5G Lifestyle Support Business and the Enterprise/Creator 5G DX Support Business performed steadily (YoY comparison excluding the impact of the change in fiscal year-end: 9.8% increase)

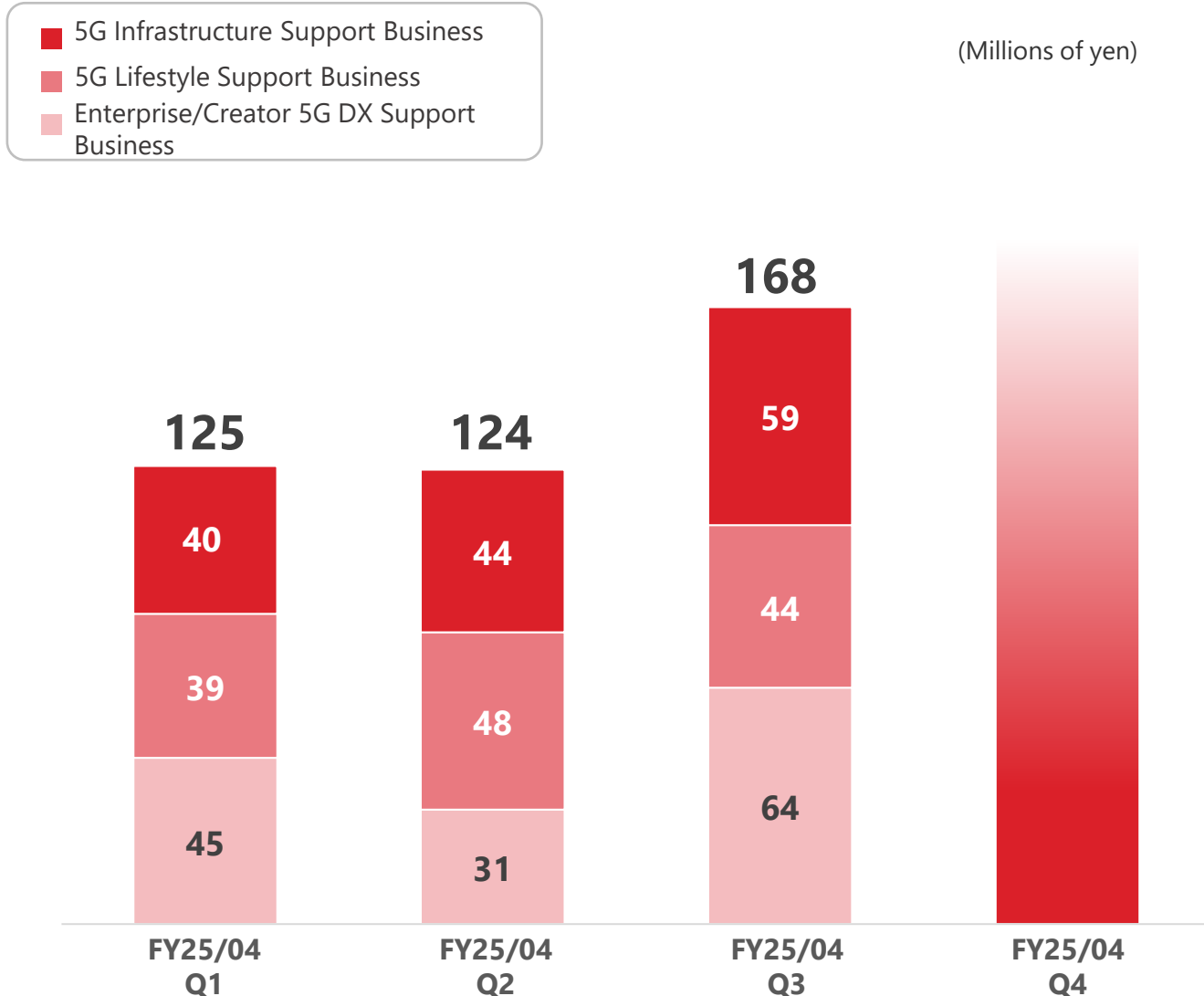


FY2024/04 Q3 Actual
(including the impact of the change in the fiscal year-end)

FY2024/04 Q3 Actual
(excluding the impact of the change in the fiscal year-end)

FY2025/04 Q3 Actual

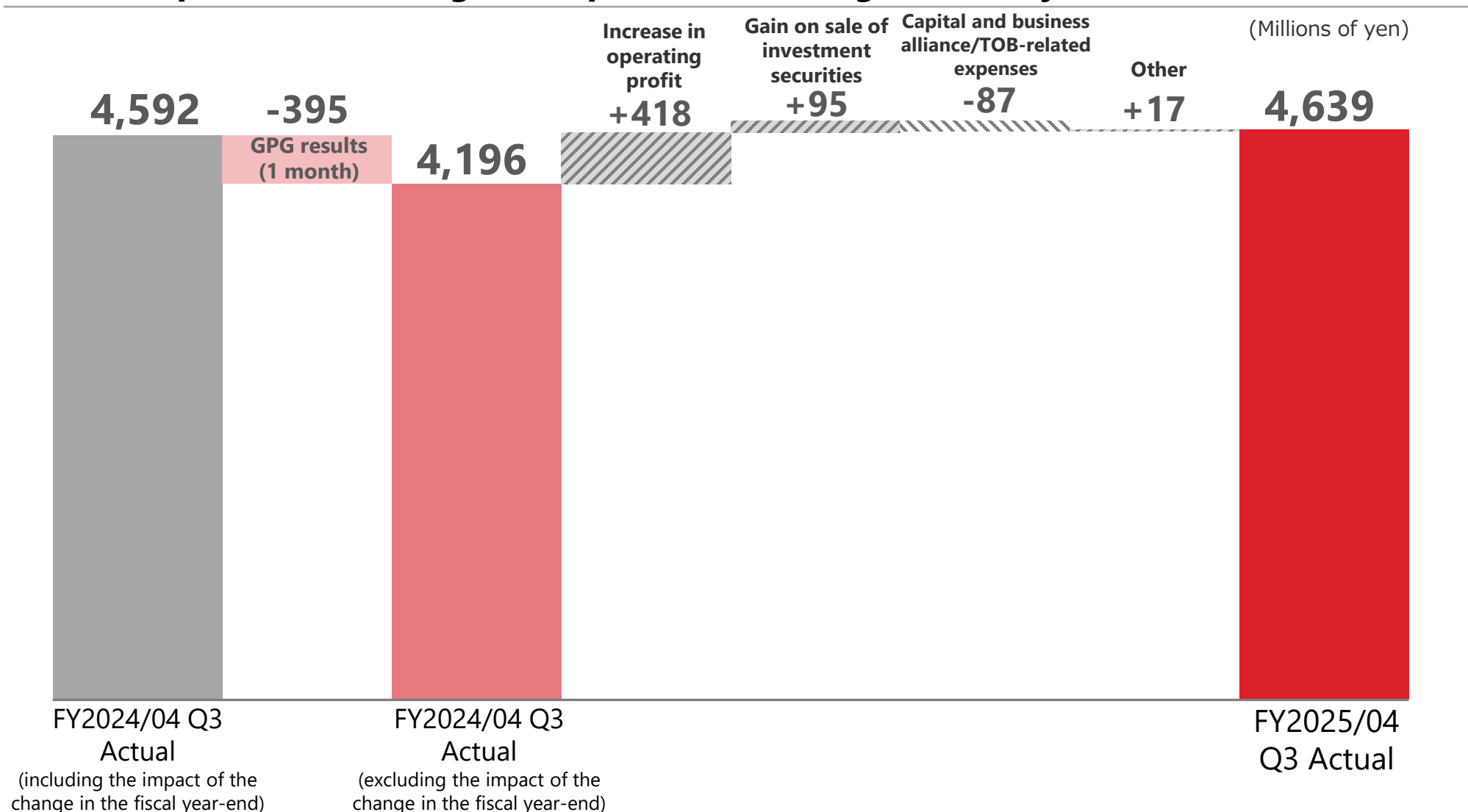
Investments include data center relocation, multifaceted development of the “StandAlone” platform, and web3-related projects



Examples of anticipated new growth drivers

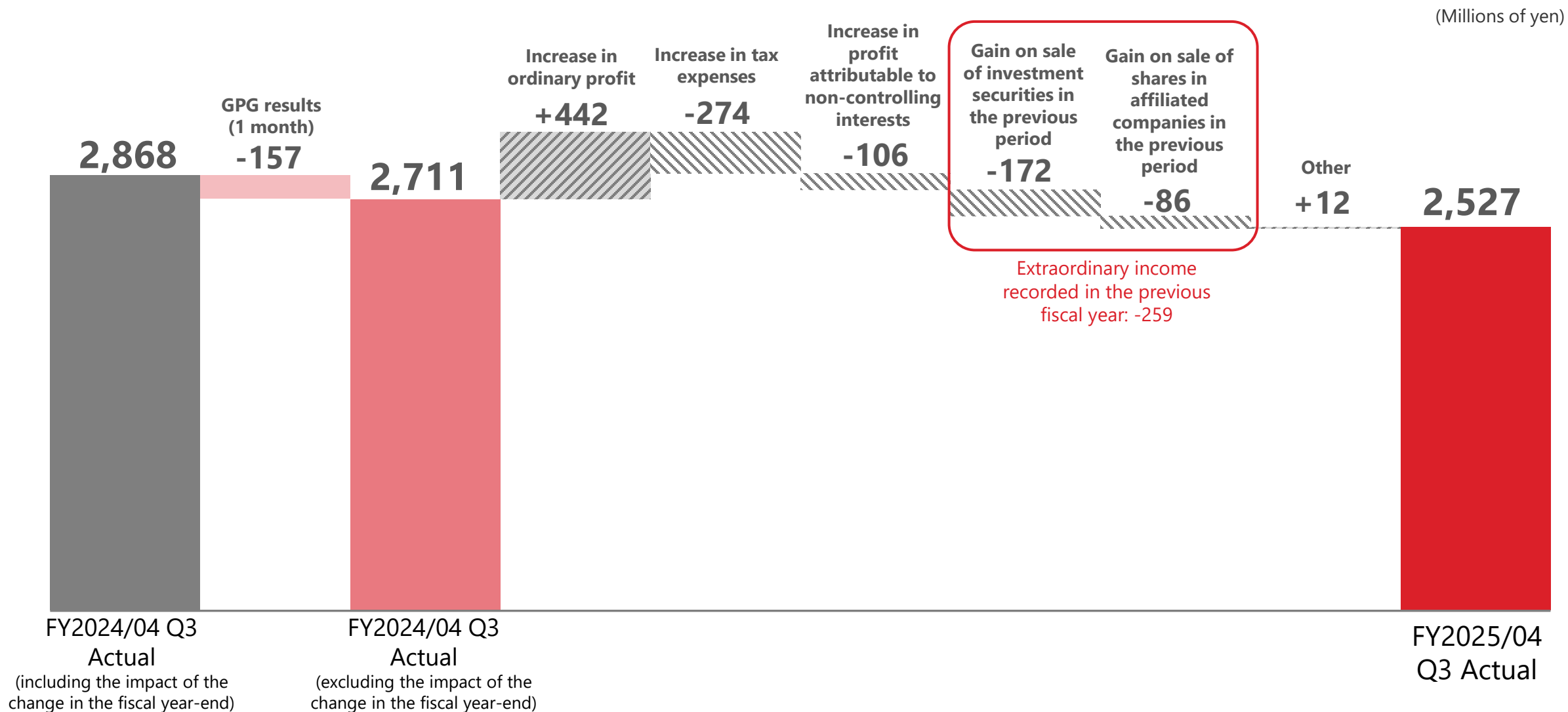
- Collaborative areas with GigaPrize, new B2B platforms, Platform Maker services (web3, 5G, IoT, AI), DX, healthcare, IoT fields, etc.
- Development of unique web3 services (including consideration of IEOs by communities) and new credit services, etc.
- Addressing societal issues through bulk line provision for entire buildings and more
- Expansion of the Creator DX business, including overseas (primarily in Asia)
- Implementation of web3/AI technologies and assembly using core components
-

**Steady rise in ordinary profit driven by strong operating profit performance
(YoY comparison excluding the impact of the change in fiscal year-end: 10.5% increase)**



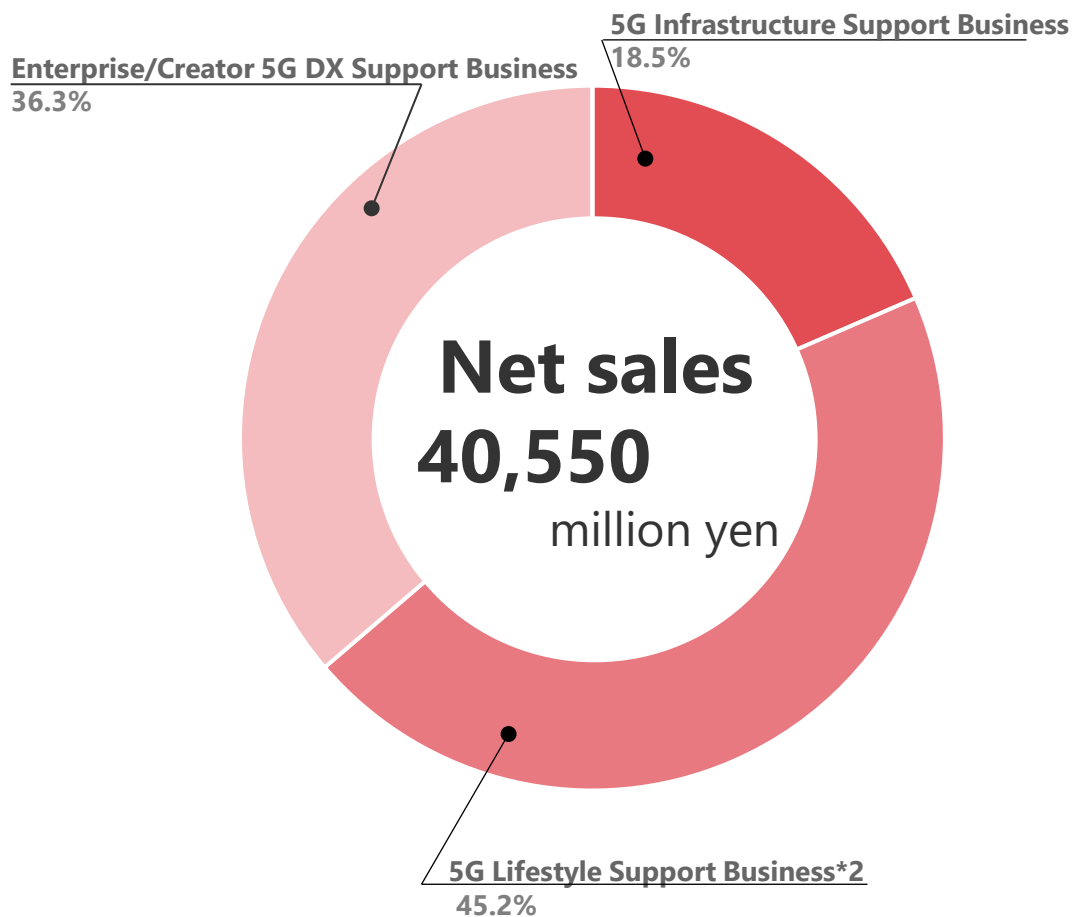
YoY Variance Analysis: Profit Attributable to Owners of Parent

Profit attributable to owners of parent declined YoY due to the absence of extraordinary income recorded in the previous fiscal year (YoY comparison excluding the impact of the change in fiscal year-end: -6.8%)



2. Results by Segment for the 3rd Quarter of FY2025/04

Net sales increased with steady progress in all segments. Segment profit decreased in the 5G Infrastructure Support Business due to a partial increase in costs, while other segments recorded profit growth

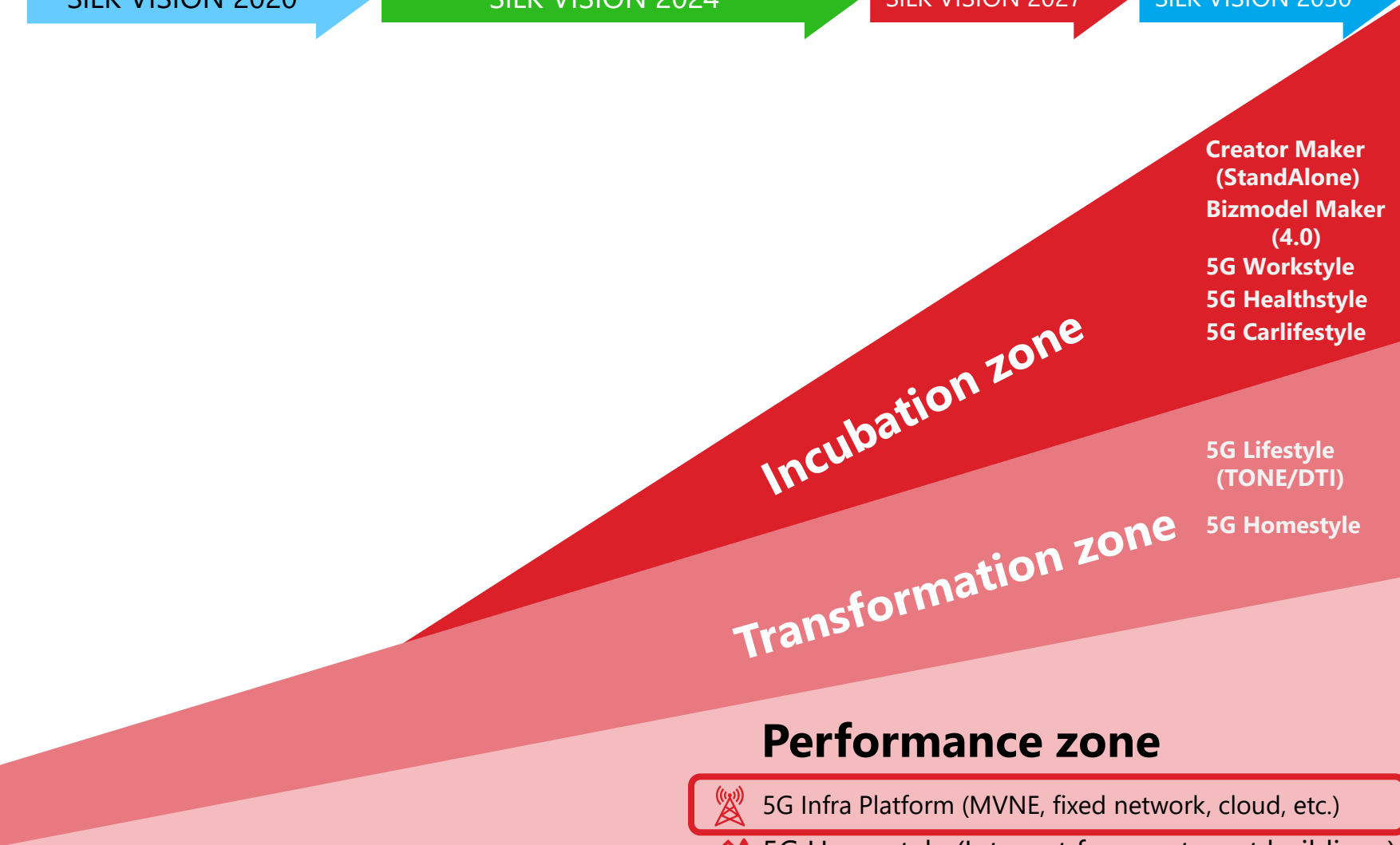


Net sales		Segment profit or loss*1	
5G Infrastructure Support Business			
Actual	7,838 million yen YoY +5.6%	Actual	1,056 million yen YoY -25.7%
5G Lifestyle Support Business*2			
Actual	19,176 million yen YoY – (YoY +5.5%)	Actual	2,670 million yen YoY – (YoY +27.3%)
Enterprise/Creator 5G DX Support Business			
Actual	15,374 million yen YoY +4.9%	Actual	976 million yen YoY +26.6%

*1 Change in Segment Classification
Starting from the first quarter of the current consolidated fiscal year, certain foundational research expenses, previously classified under the "5G Infrastructure Support Business," "5G Lifestyle Support Business," and "Enterprise/Creator 5G DX Support Business" segments, have been reclassified into the "5G Lifestyle Support Business" segment as they have advanced to the social implementation stage. For the YoY comparisons in this presentation, the prior year's figures have been adjusted to align with the new segment classification.

*2 As noted on page 4, due to the impact of the change in GPG's fiscal year-end, YoY change rates are not provided. Figures in parentheses represent comparisons with values excluding the impact of the change in fiscal year-end for Q3 of the fiscal year ending April 2024.

Performance Progress: 5G Infrastructure Support Business



5G Infra Platform (MVNE, fixed network, cloud, etc.)

5G Homestyle (Internet for apartment buildings)

Internet marketing

Affiliate

Examples of anticipated new growth drivers

Collaborative areas with GigaPrize, new B2B platforms, Platform Maker services (web3, 5G, IoT, AI), DX, healthcare, IoT fields, etc.

Development of unique web3 services (including consideration of IEOs by communities) and new credit services, etc.

Addressing societal issues through bulk line provision for entire buildings and more

GIGA PRIZE Addressing societal issues through bulk line provision for entire buildings and more

Full Speed Expansion of the Creator DX business, including overseas (primarily in Asia)

Implementation of web3/AI technologies and assembly using core components

Growth of existing businesses

Growth plan aligned with market expansion of the MVNE (5G) business

GIGA PRIZE Maintaining an average of 150,000 units per year over three years for 5G Homestyle (GPG)

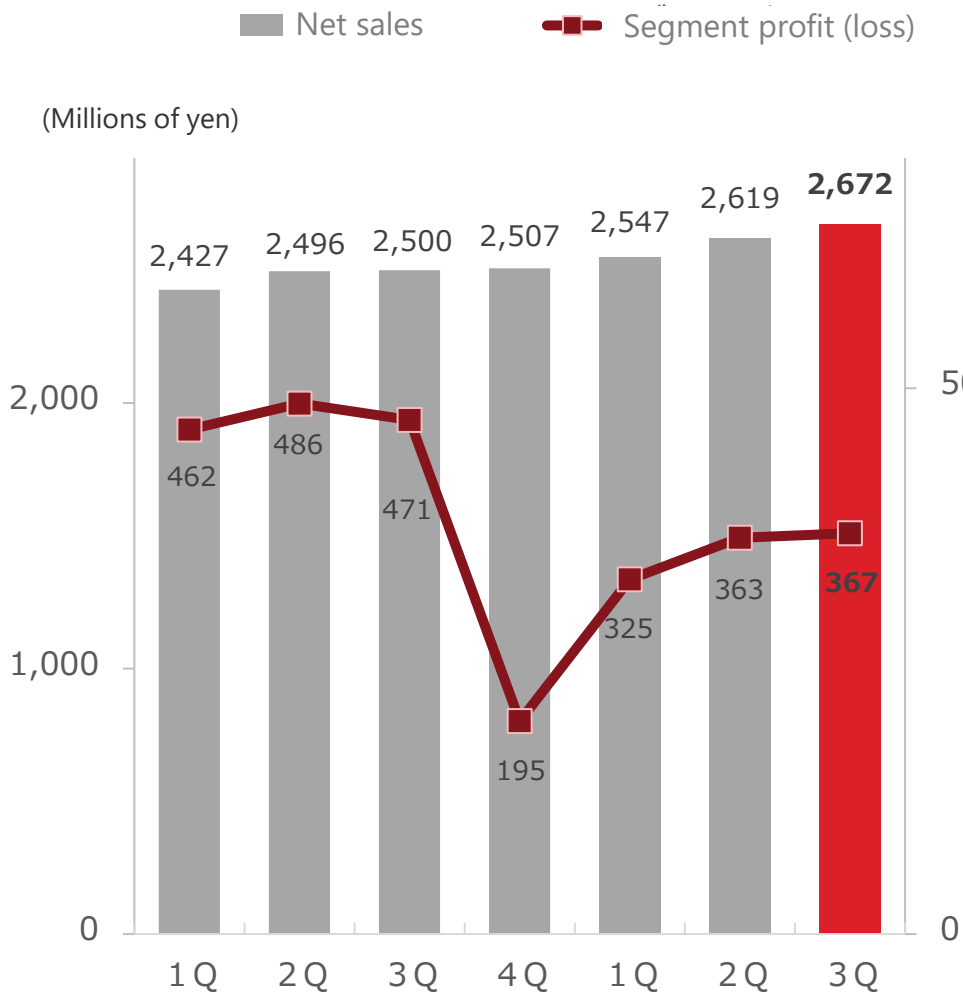
Continued growth of the Affiliate Business

Full Speed Improving productivity and profitability in the Internet Marketing Business

Performance Progress: 5G Infrastructure Support Business

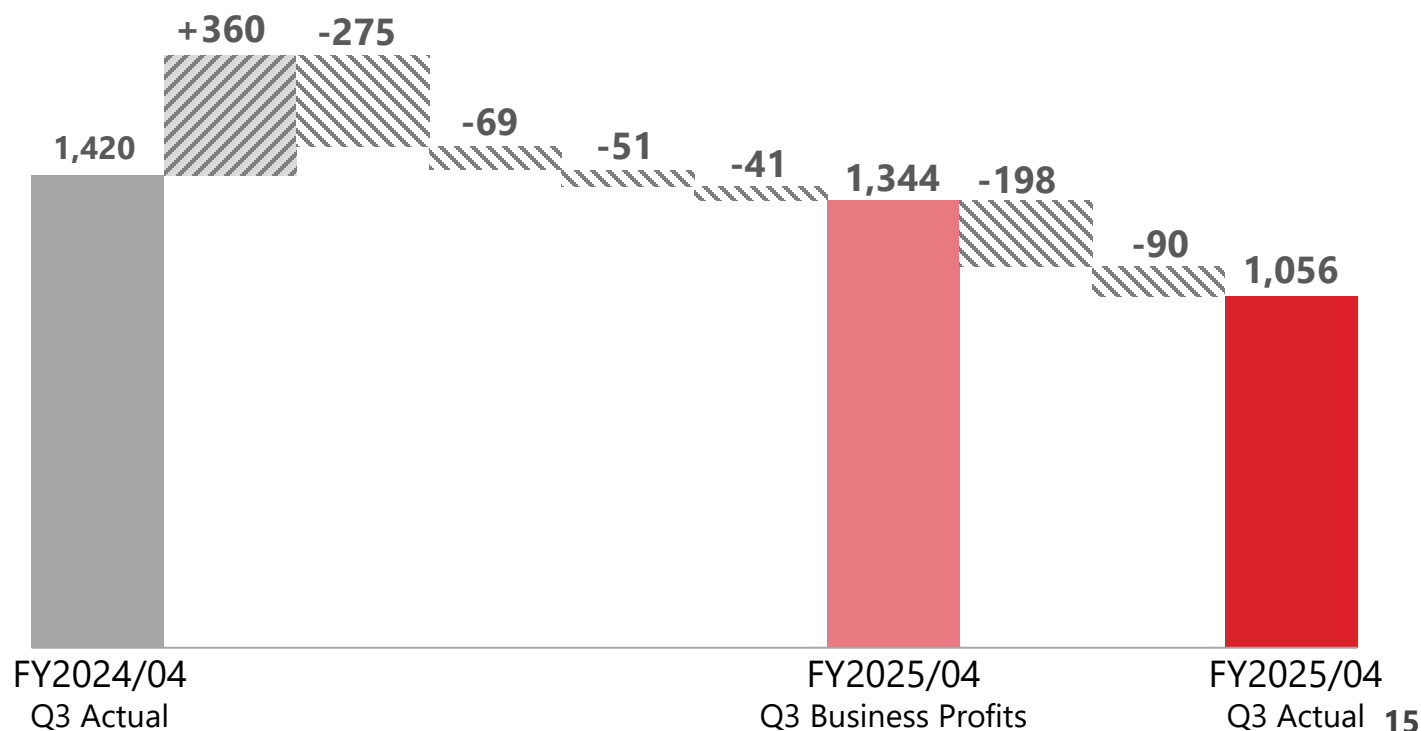
Despite increased service usage for B2B2X (B/C) mobile, profit decreased by 25.7% YoY due to communication quality enhancement expenses, one-off expenses, increased common costs, etc.

Net sales / Segment profit (loss)



YoY variance analysis for segment profit (loss)

- (Millions of yen)
- +360** B2B2X (B/C) Mobile: Profit increase due to higher service usage
 - 275** B2B2X (B/C) Mobile: Expenses for enhancing communication quality
 - 69** B2B2X (B/C) Mobile: One-time expenses related to network equipment upgrades
 - 51** Cloud Services Business: Increased procurement costs due to currency fluctuations etc.
 - 41** B2B2X (B/C) Fixed Network: Profit decrease due to reduced service usage etc.
 - 198** Common Costs: Increase due to workforce enhancement etc.
 - 90** Company-wide Expenses: Miscellaneous company-wide costs



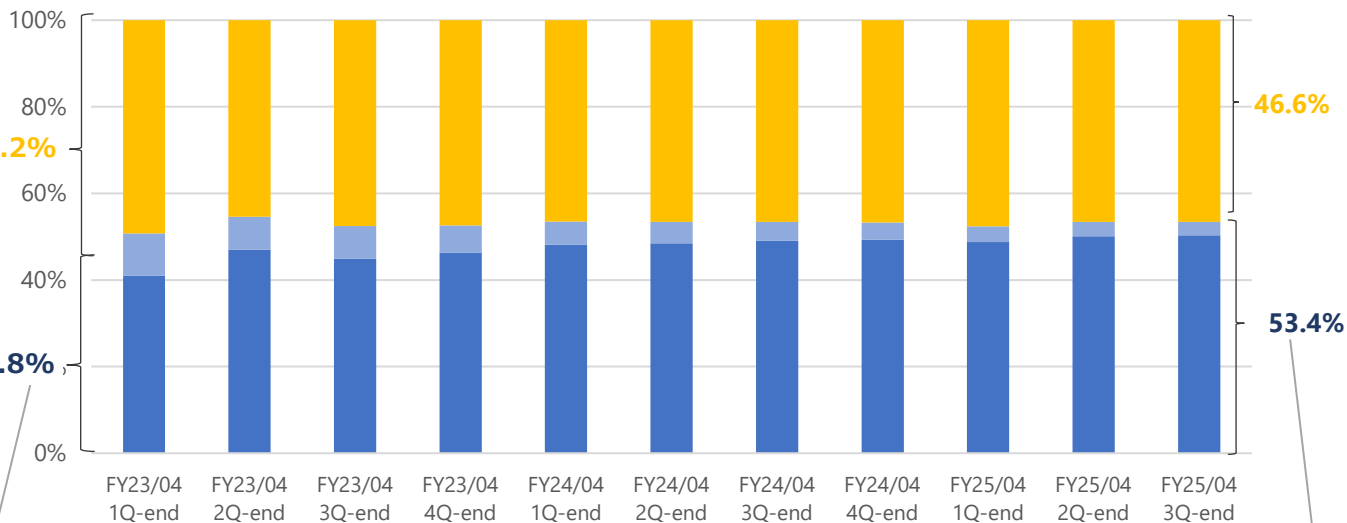
freebit MVNO Pack

A comprehensive MVNO support service that packages lines, network infrastructure, various management tools, user support, logistics systems, SIM issuance centers, and more, enabling MVNO operators to offer mobile communication services under their own brand and unique plans to end users

■ Trends in Composition Ratio of SIM Sales

The trend of **increasing sales** of high-value-added **“data + SMS + voice”** packages continues, contributing to growth in net sales

■ Data/SMS/voice ■ Data+SMS ■ Data



Of which, data/SMS/voice: 41.0%

Of which, data/SMS/voice: 50.3%

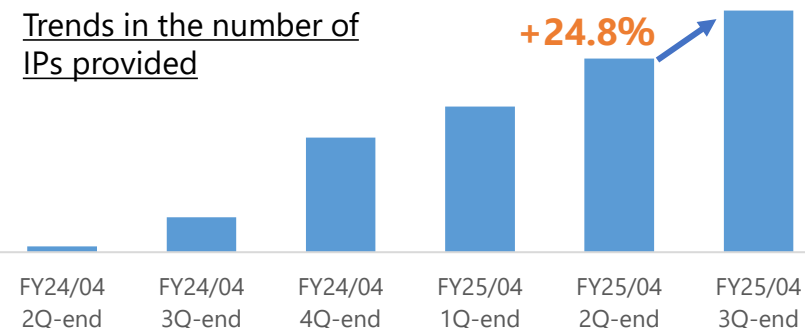
freebit Business



A portable fixed IP address service that enables easy and highly secure access to internal servers from outside the office, independent of the contracted provider/communication environment

■ Trends in the number of IPs provided

Since the service launched in September 2023, we have **secured over 900 company contracts** and are steadily increasing the number of IPs provided



freebit mobile Biz

Common name: **フリーモ**

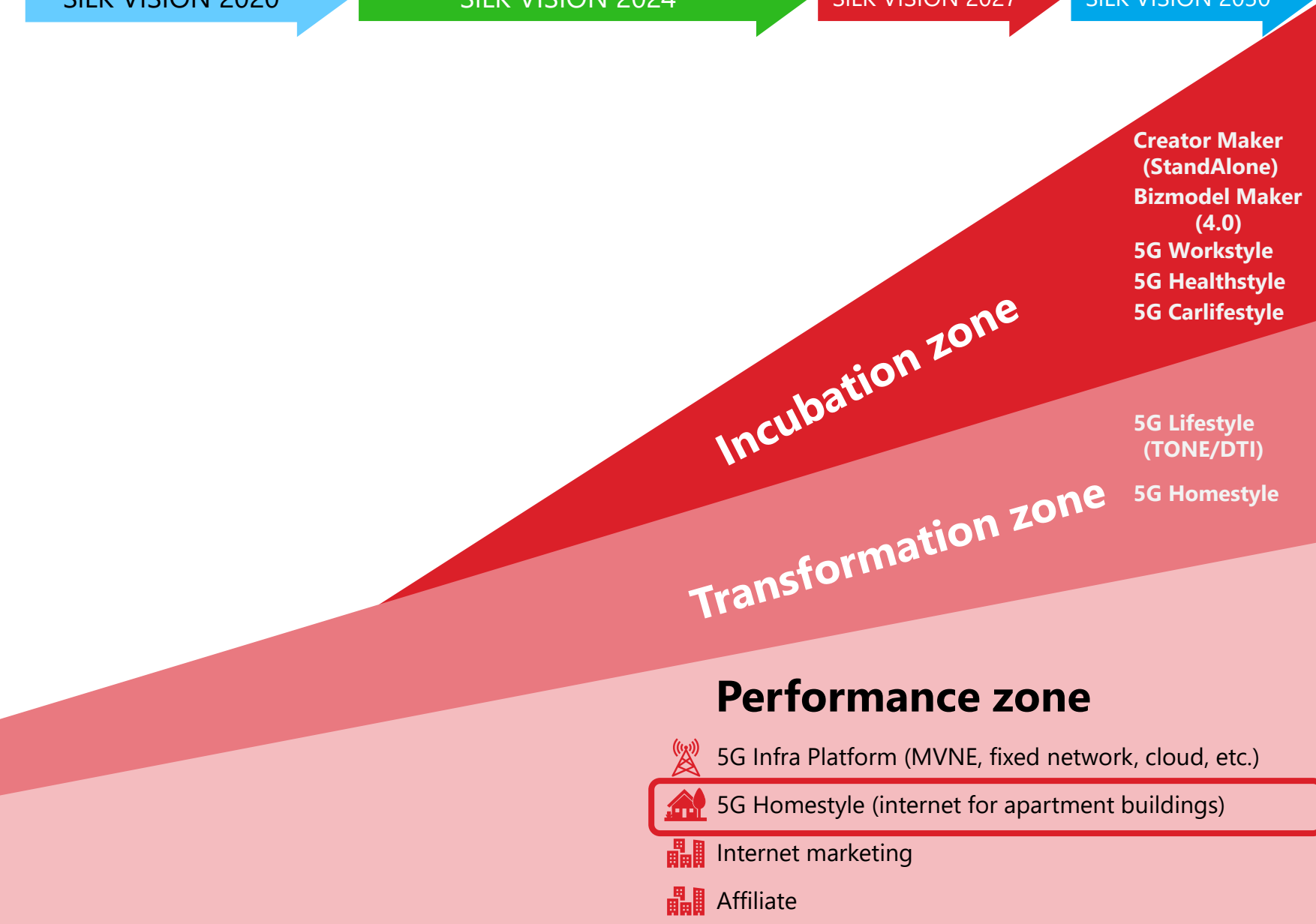
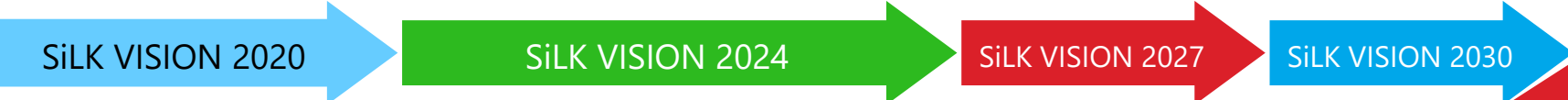
Launched freebit mobile Biz, a 5G-compatible SIM for corporations that enables the use of both private and business lines on a single terminal



To celebrate the launch of the service, we are running a special campaign: All lines applied for by Wednesday, April 30, 2025, will receive up to three months of free service, including the monthly fee and unlimited calling (excluding charges for non-eligible calls and SMS).*

*Initial fees, paid options other than unlimited calling, call charges for third-party connection services (e.g., 0570 numbers, international calls), SMS, international SMS, telegram services, additional charges, and the consumption tax on these services will be billed separately. However, the universal service fee and telephone relay service fee, which are normally chargeable, will be waived.

Performance Progress: 5G Lifestyle Support Business



Incubation zone

- Creator Maker (StandAlone)
- Bizmodel Maker (4.0)
- 5G Workstyle
- 5G Healthstyle
- 5G Carlifestyle

Transformation zone

- 5G Lifestyle (TONE/DTI)
- 5G Homestyle

Performance zone

- 5G Infra Platform (MVNE, fixed network, cloud, etc.)
- 5G Homestyle (internet for apartment buildings)
- Internet marketing
- Affiliate

Examples of anticipated new growth drivers

- Collaborative areas with GigaPrize, new B2B platforms, Platform Maker services (web3, 5G, IoT, AI), DX, healthcare, IoT fields, etc.
- Development of unique web3 services (including consideration of IEOs by communities) and new credit services, etc.
- Addressing societal issues through bulk line provision for entire buildings and more
- Expansion of the Creator DX business, including overseas (primarily in Asia)
- Implementation of web3/AI technologies and assembly using core components

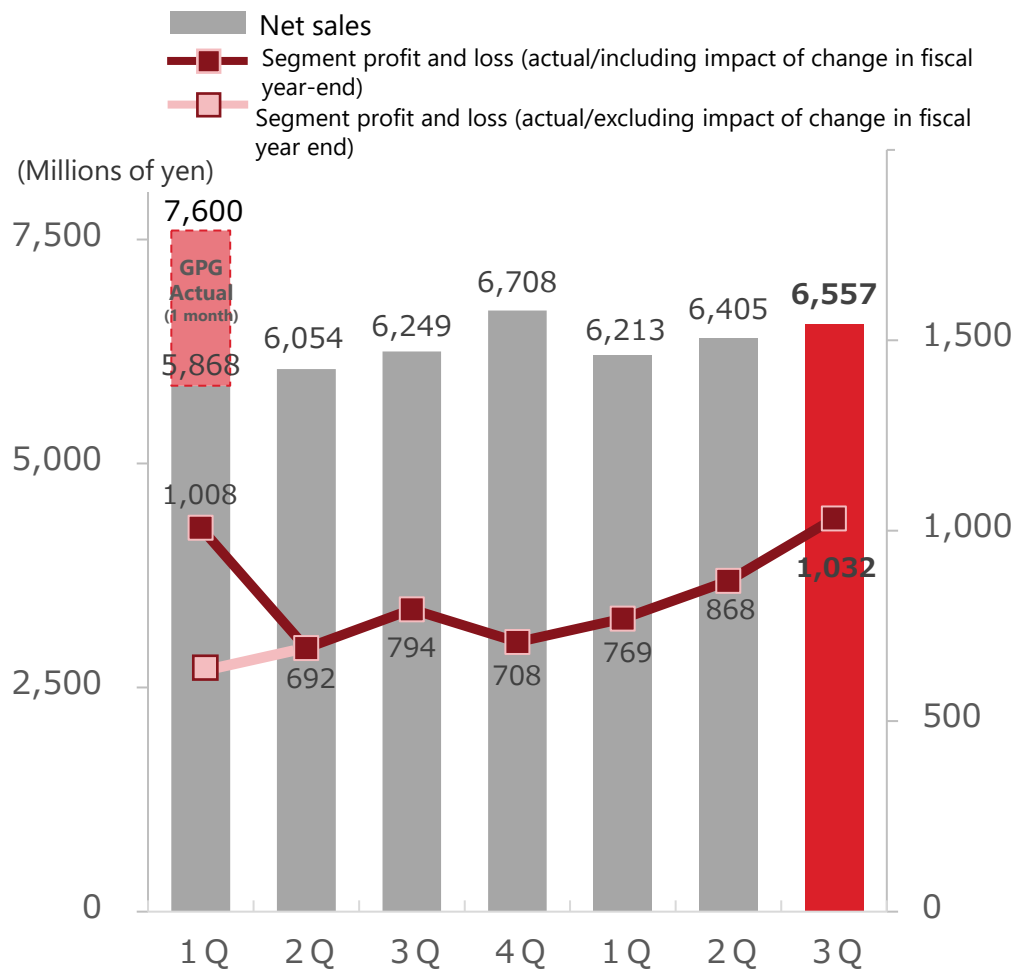
Growth of existing businesses

- Growth plan aligned with market expansion of the MVNE (5G) business
- Maintaining an average of 150,000 units per year over three years for 5G Homestyle (GPG)
- Continued growth of the Affiliate Business
- Improving productivity and profitability in the internet marketing business

Performance Progress: 5G Lifestyle Support Business

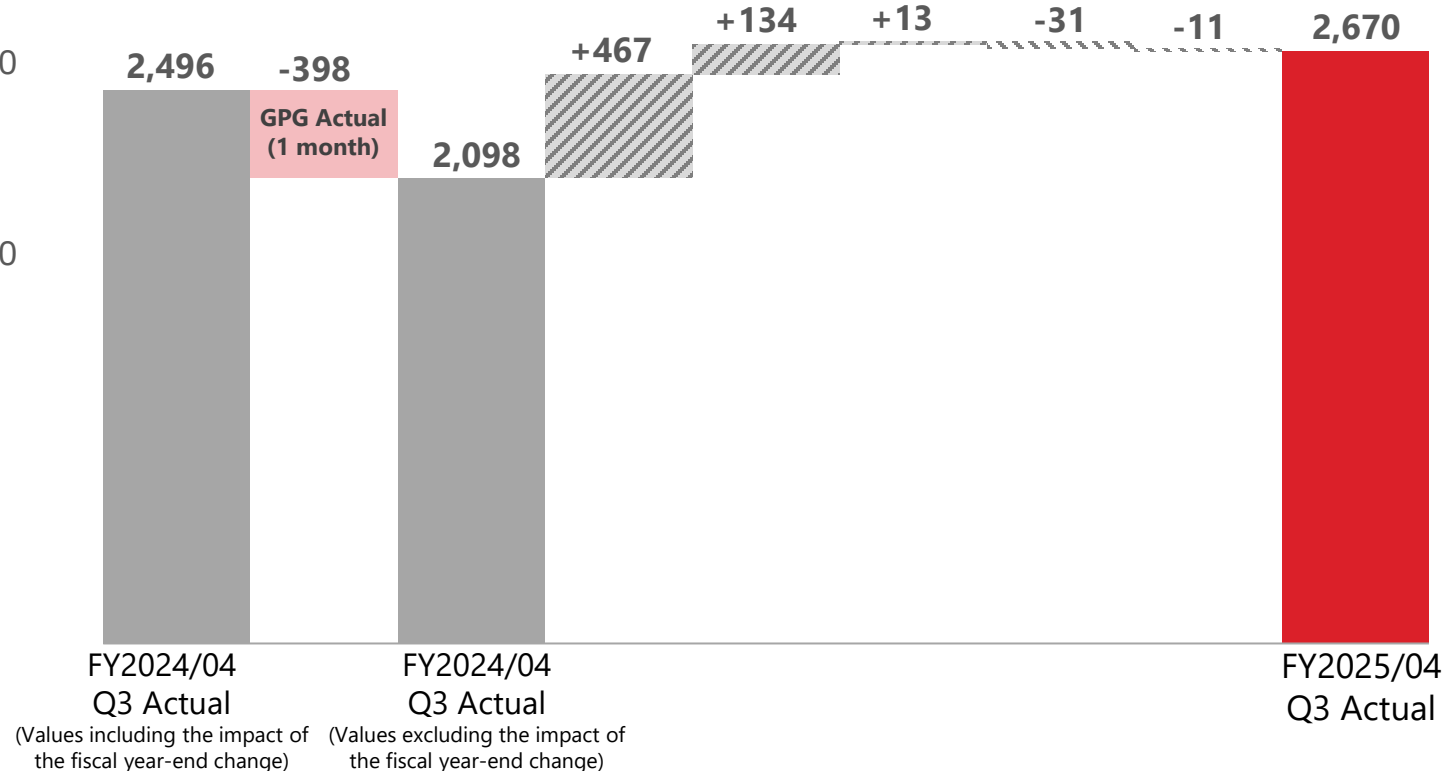
A 27.3% YoY profit increase (excluding the impact of the change in fiscal year-end) was achieved due to the steady progress of 5G Homestyle and cost control measures etc.

Net sales / Segment Profit (Loss)



YoY Variance Analysis for Segment Profit (Loss)

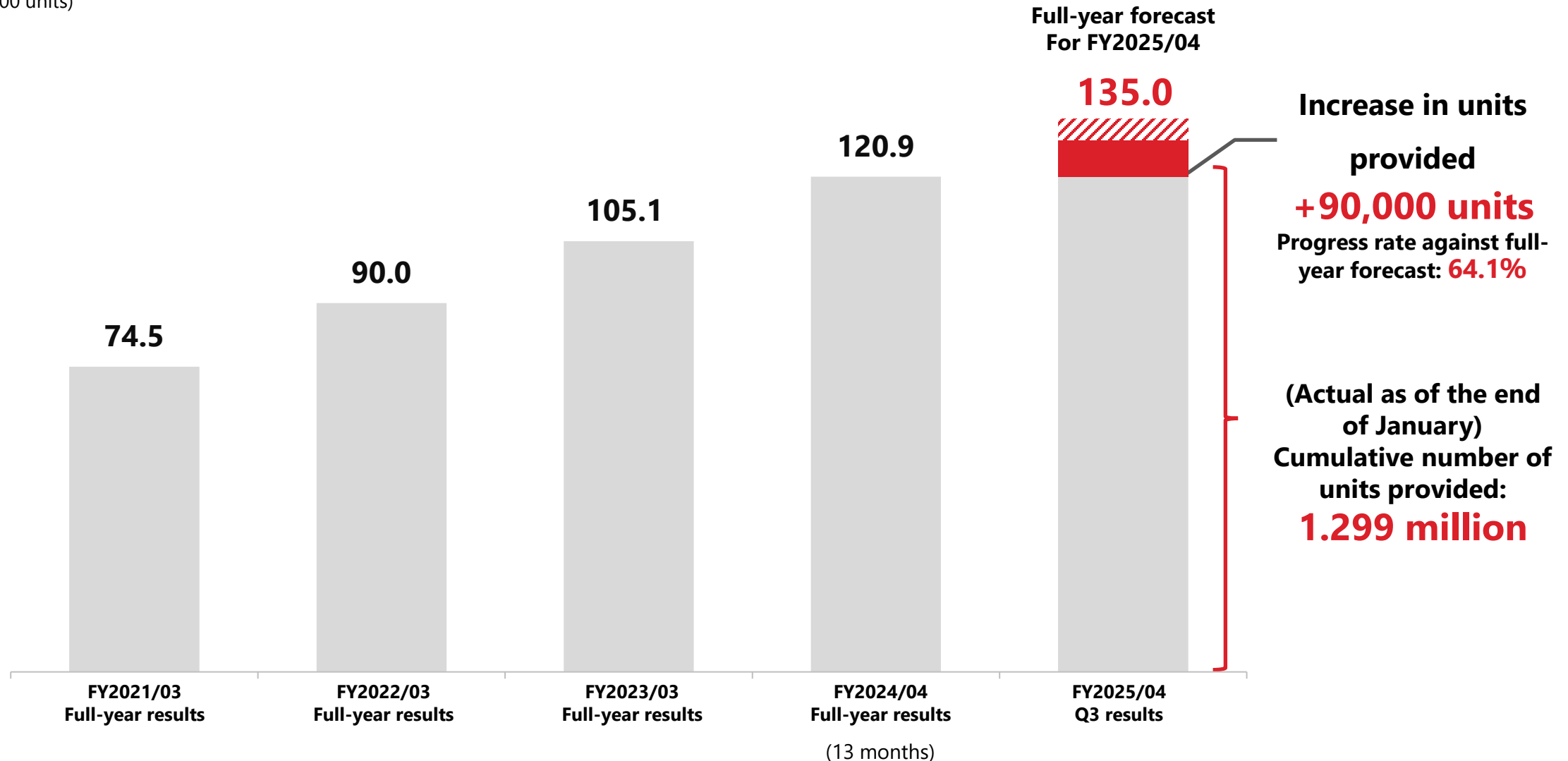
- +467** Profit increase due to higher net sales in 5G Homestyle (GPG)
 - +134** Reduced expenses related to web3, 5G Healthstyle, and data collaboration projects
 - +13** Profit improvement through cost control in the TONE business acquisition process
 - 31** Profit decrease due to reduced usage of fixed network services in 5G Lifestyle (DTI)
 - 11** Other
- (Millions of yen)



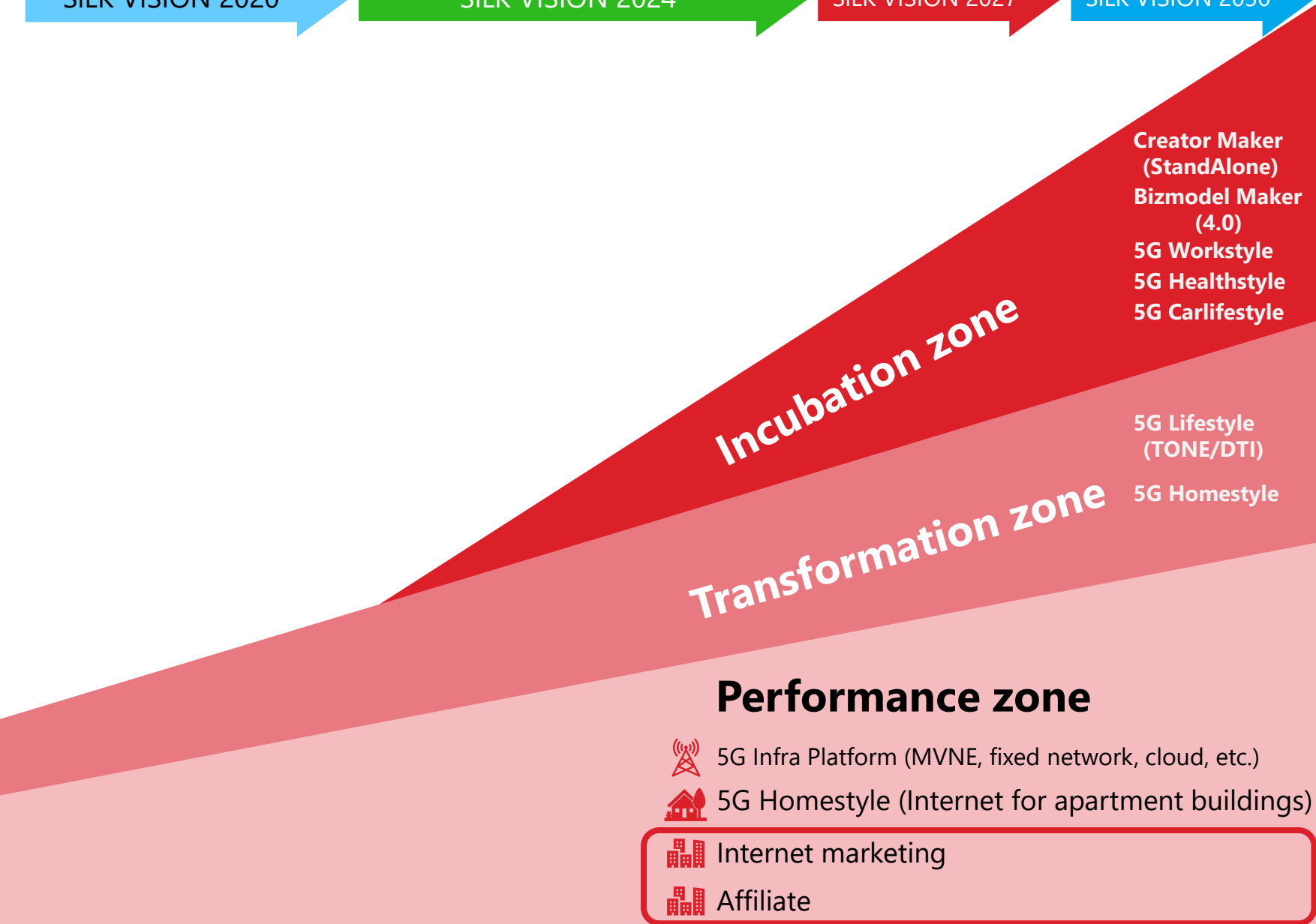
Performance Progress: 5G Lifestyle Support Business

The number of units served by 5G Homestyle (GPG)'s key indicator, the ISP service for apartment buildings, increased by 90,000 from the end of the previous fiscal year (1.209 million units), reaching a cumulative total of 1.299 million units, showing steady progress

(10,000 units)



Performance Progress: Enterprise/Creator 5G DX Support Business



Examples of anticipated new growth drivers

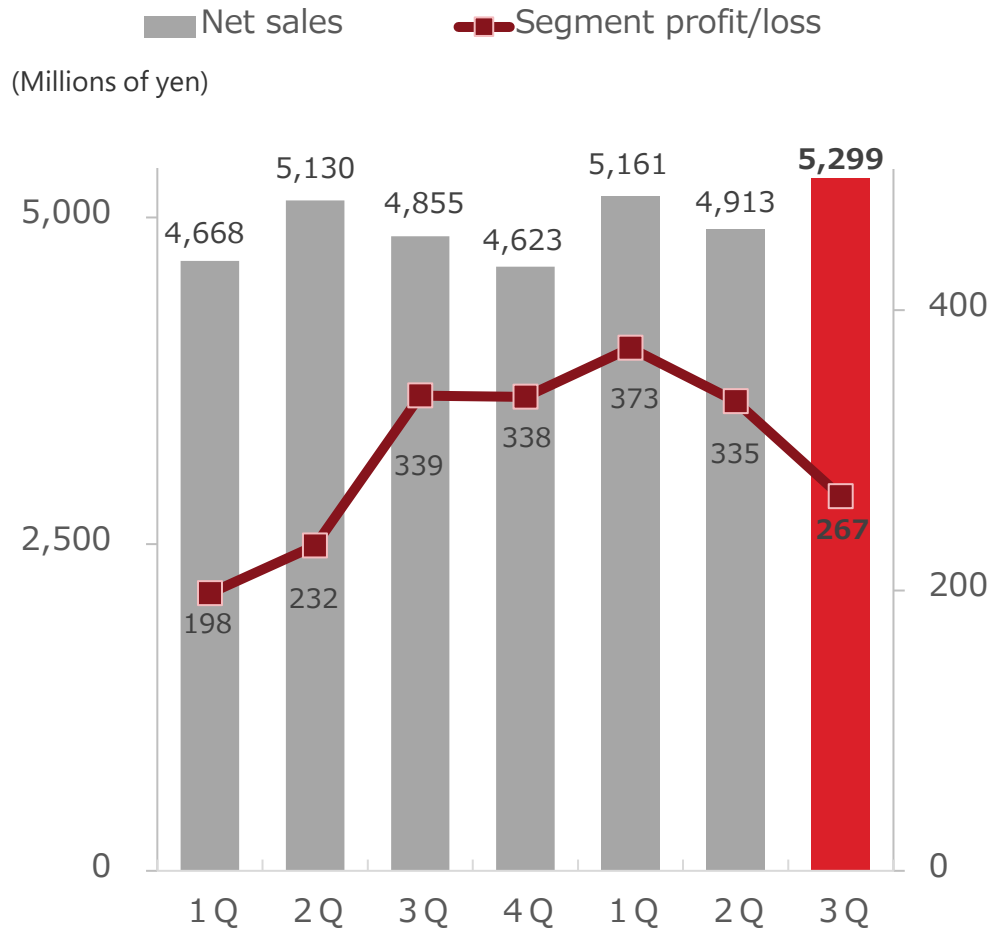
- Collaborative areas with GigaPrize, new B2B platforms, Platform Maker services (web3, 5G, IoT, AI), DX, healthcare, IoT fields, etc.
- Development of unique web3 services (including consideration of IEOs by communities) and new credit services, etc.
- Addressing societal issues through bulk line provision for entire buildings and more
- Full Speed** Expansion of the Creator DX business, including overseas (primarily in Asia)
- Implementation of web3/AI technologies and assembly using core components

Growth of existing businesses

- Growth plan aligned with market expansion of the MVNE (5G) business
- Maintaining an average of 150,000 units per year over three years for 5G Homestyle (GPG)
- Continued growth of the Affiliate Business
- Improving productivity and profitability in the Internet Marketing Business

Profit increased by 26.6% YoY, mainly due to the steady growth in net sales in the affiliate business and the success of cost-cutting measures

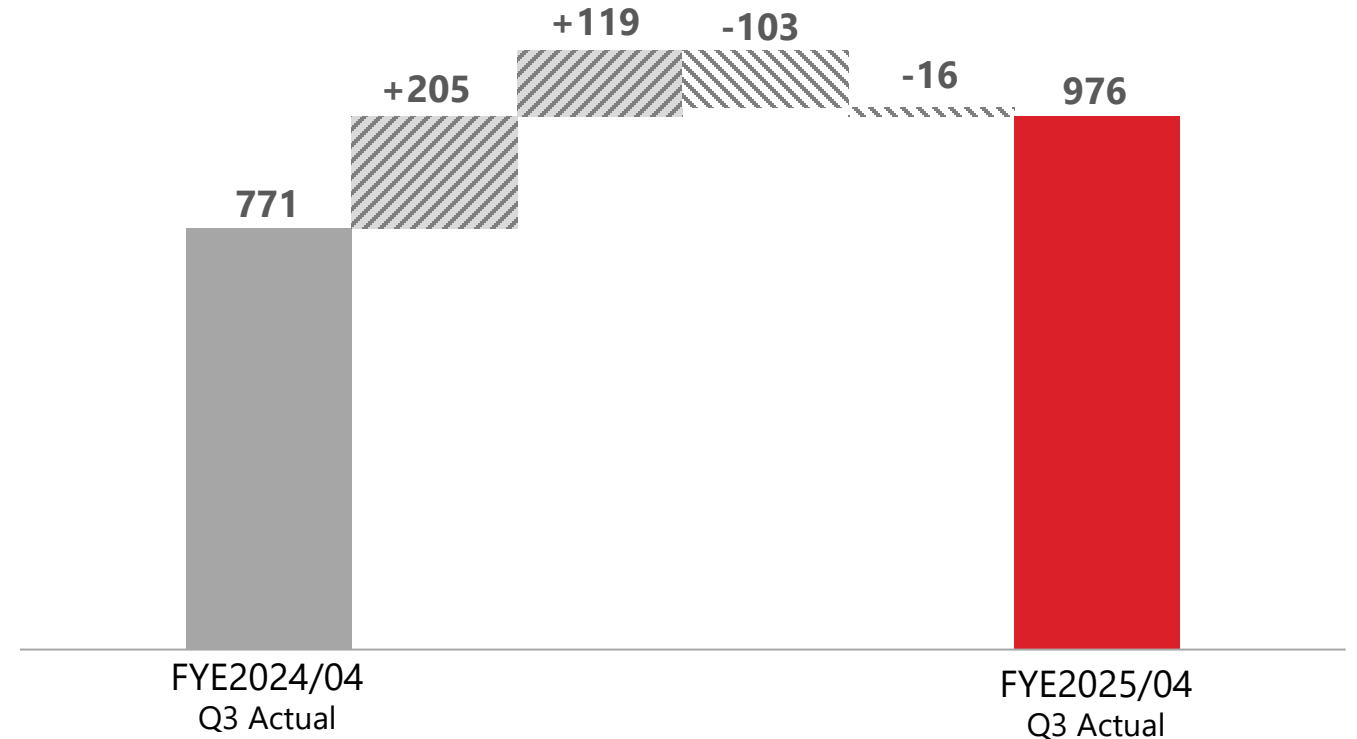
Net Sales and Segment Profit (Loss)



Segment Profit (Loss) YoY Variance Analysis

(Millions of yen)

- +205** An increase due to increased sales in domestic and overseas affiliate businesses
- +119** An increase due to cost-cutting measures at Ad-Tech products and other initiatives
- 103** A decrease due to increased expenses from multi-faceted expansion of StandAlone platform
- 16** Other



(Announced on November 6, 2024)

Full Speed, in collaboration with Group company For it, has launched a consulting service for overseas affiliate management

By connecting Full Speed's proprietary one-tag platform for affiliate advertising, **DeepTrack**, with For it's global affiliate platform, **Webridge**, we **can now offer a solution for efficiently acquiring new customers in the cross-border e-commerce market**



By integrating DeepTrack with Webridge, we aim to provide a powerful means for partner companies to enhance their global market presence in the rapidly growing cross-border e-commerce market



DeepTrack

- Equipped with a feature that enables centralized management of multiple affiliate service providers (ASPs), the platform streamlines advertising management
- Advertisers can centralize performance data from partner media and ASPs in one place and optimize ad spend by eliminating duplicate conversions

Webridge

- For it's global affiliate advertising platform
- A system that connects advertisers and publishers, enabling companies to effectively promote their products and services across the Asia-Pacific (APAC) region

For more details,
please refer to this link

Announced on November 6, 2024

[Full Speed Inc. Launches Consulting Service for Overseas Affiliate Management](#) (available in Japanese only)

We have released a number of new apps for artists on StandAlone.
We aim to expand the practice of building fan communities in the 5G/web3 era.

■ StandAlone apps released in FY2025/04 (Dates in parentheses indicate when released)



Maika Yamamoto
Mk.ZeRo.
(July 11, 2024)



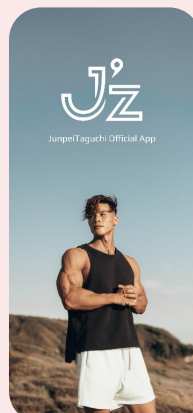
Aoto Watanabe
BLUE
(August 28, 2024)



Hikaru Midorikawa
Snow Crystal
(January 25, 2025)



Totaro
TOTARO
(July 22, 2024)



Junpei Taguchi
J'z
(November 5, 2024)

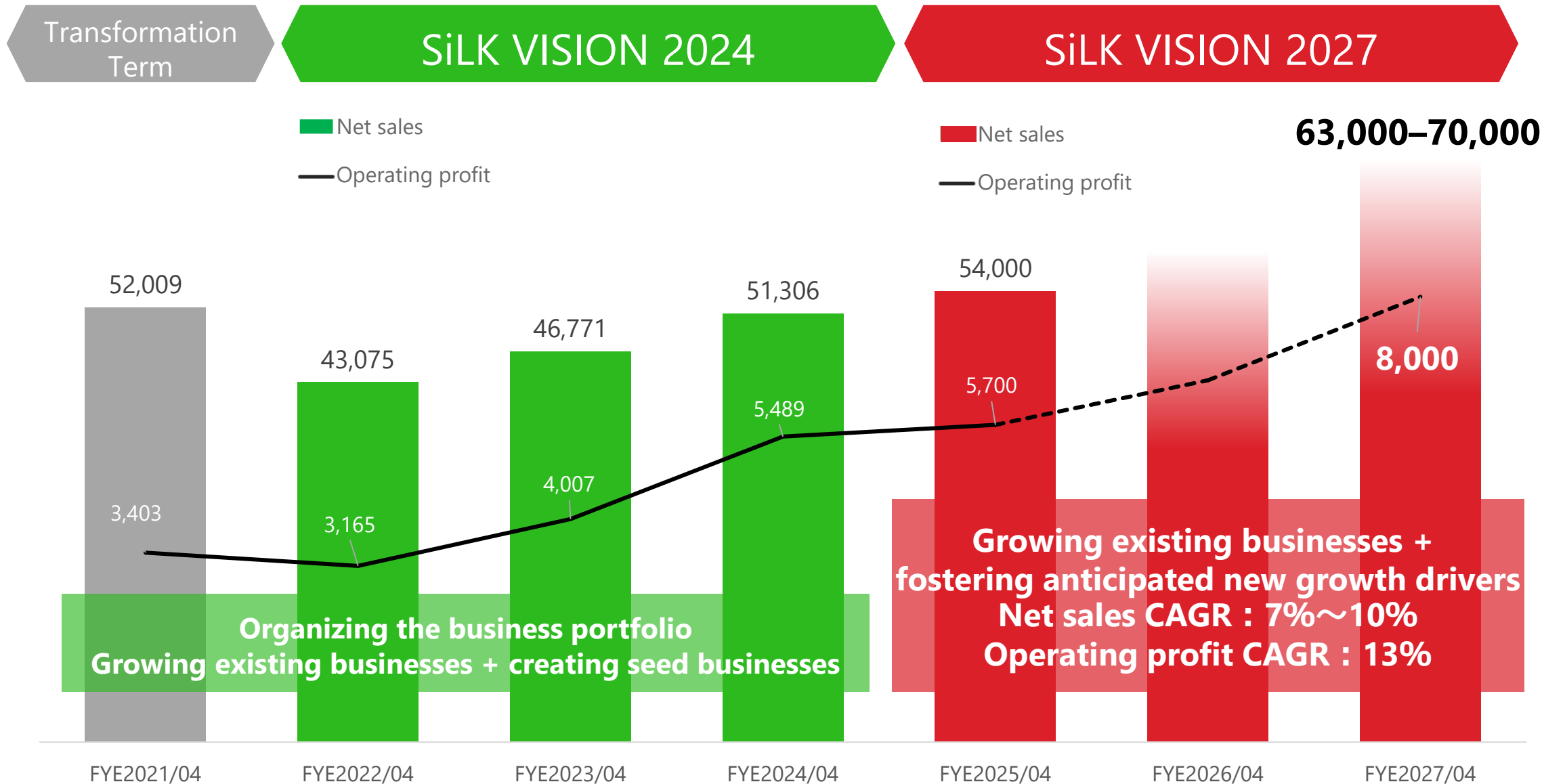
Supporting global creators x web3

- Through a partnership that provides comprehensive support by developing and offering an IT platform incorporating web3 technology, we have launched an app for **FamBam**, the fan community of **Dean Fujioka**, which aims to directly connect the creator with fans around the world.
- We will support diverse individual connections through web3-type mutual contribution mechanisms and AI technology while developing a system where web3 and blockchain technologies provide "trust" and enable autonomous development.

3. Progress of Consolidated Financial Results for the 3rd Quarter of FY2025/04

Net Sales and Operating Profit Targets Under SiLK VISION 2027

Millions of yen



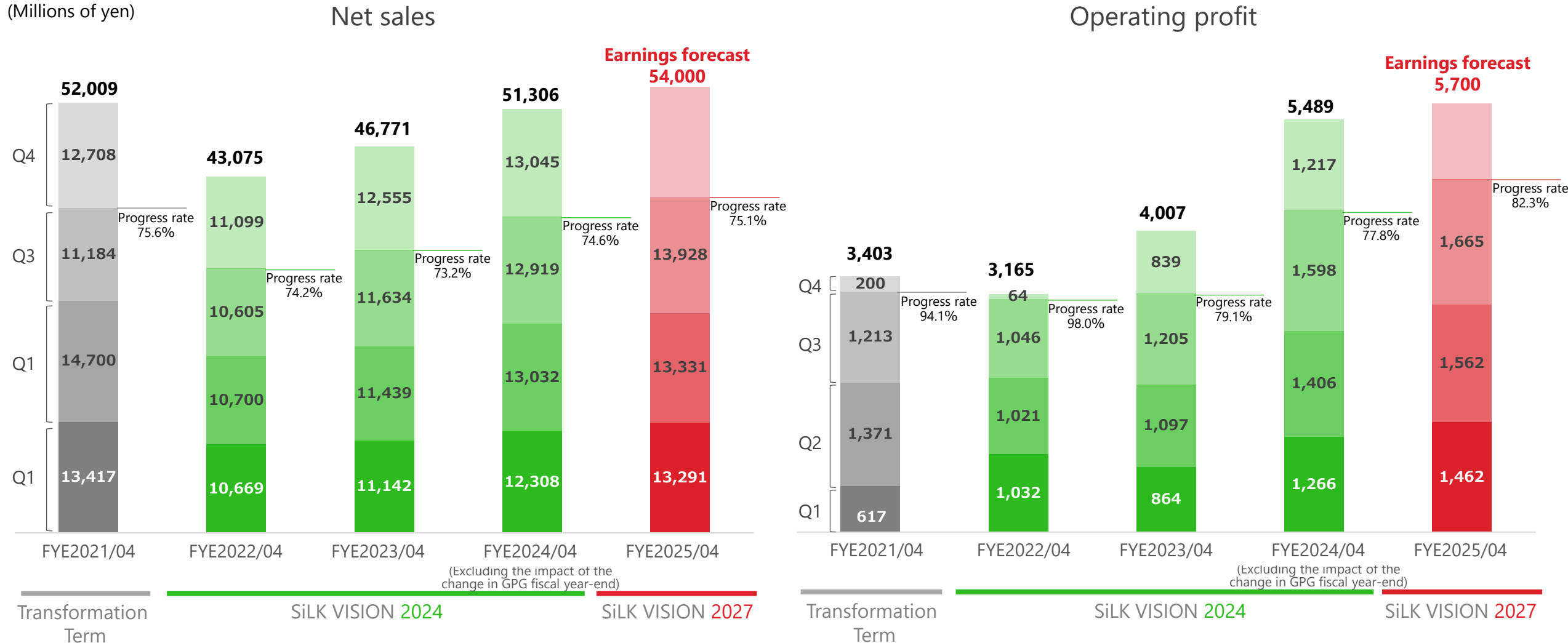
**Organizing the business portfolio
Growing existing businesses + creating seed businesses**

**Growing existing businesses +
fostering anticipated new growth drivers
Net sales CAGR : 7%~10%
Operating profit CAGR : 13%**

(Excluding the impact of the change in GPG fiscal year-end)

Trend in Cumulative Quarterly Results

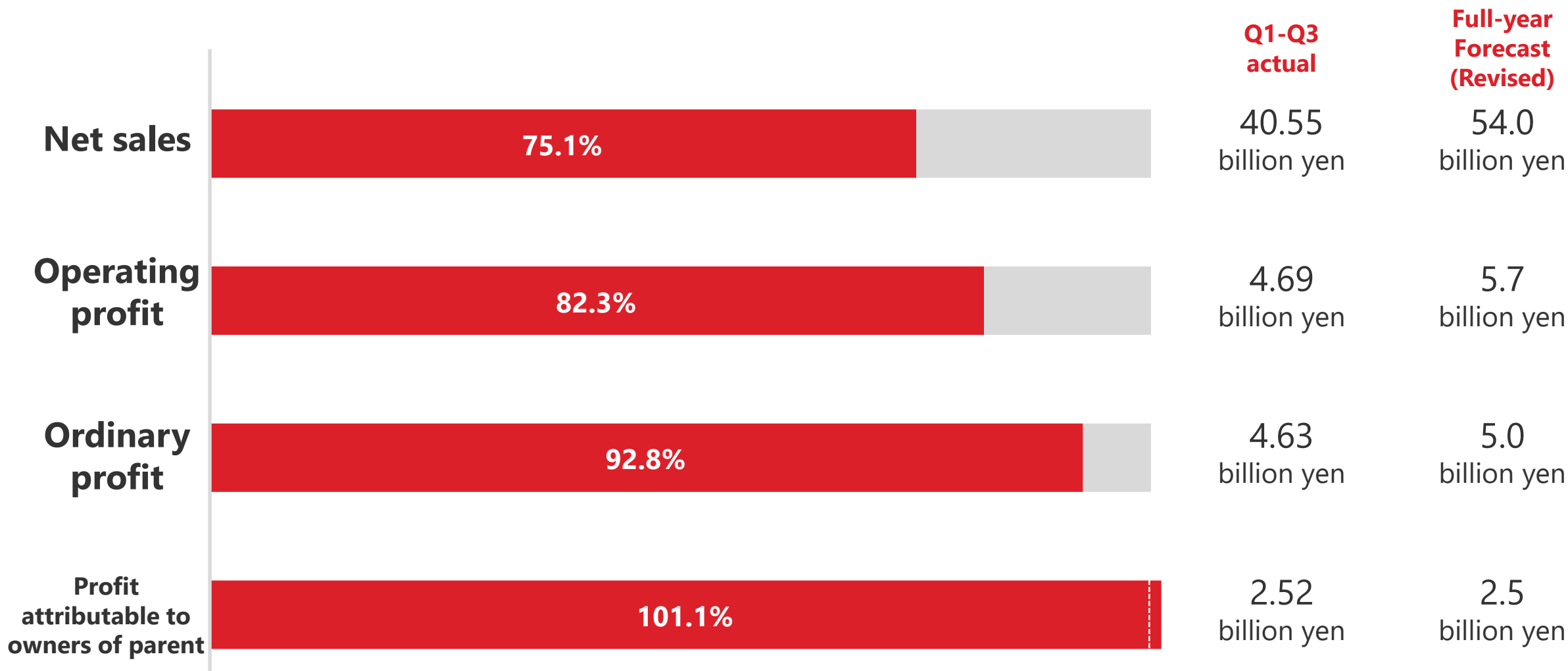
Net sales and operating profit for the third quarter of the fiscal year ending April 2025 were solid compared to the full-year earnings forecast



*The figures excluding the impact of the change in the fiscal year-end are unaudited reference figures.

Progress Towards the Consolidated Earnings Forecast for the Fiscal Year Ending April 2025

We saw steady growth in net sales and each line-item profit through the third quarter. Expenses related to the capital and business alliance and TOB for GIGA PRIZE are expected to be incurred as non-operating expenses in Q4.



FreeBit Forms Capital and Business Alliance with SoftBank Corp. and Decides to Dispose of Treasury Shares through Third-Party Allotment



2025年1月31日

各位

会社名 フリービット株式会社
(コード番号 3843: 東証プライム市場)
本社所在地 東京都渋谷区円山町3番6号
代表者 代表取締役社長 CEO 兼 CTO 石田宏樹
問合せ先 取締役執行役員グループ経営企画本部長 和田育子
電話番号 03-5459-0522 (代表)
(URL <https://freebit.com/>)

ソフトバンク株式会社との資本業務提携及び 第三者割当による自己株式の処分に関するお知らせ

当社は、2025年1月31日開催の取締役会において、ソフトバンク株式会社（以下「割当予定先」又は「ソフトバンク」といいます。）との資本業務提携（以下「本資本業務提携」といいます。）を行うことに関する資本業務提携契約（以下「本資本業務提携契約」といいます。）の締結、及びソフトバンクに対する第三者割当（以下「本第三者割当」といいます。）による自己株式（以下「本株式」といいます。）の処分（以下「本自己株式処分」といいます。）を行うことを決議いたしましたので、お知らせいたします。

記

I. 本資本業務提携の概要

1. 当社グループの事業背景

当社の企業グループは、連結子会社 21 社及び関連会社 1 社の合計 22 社（以下「当社グループ」と

For more details,
please refer to this link

Announced on January 31, 2025 [FreeBit Forms Capital and Business Alliance with SoftBank Corp. and Decides to Dispose of Treasury Shares through Third-Party Allotment](#) (available in Japanese only)

FreeBit To Commence TOB for Shares of GIGA PRIZE Co., Ltd. (Securities Code: 3830)



2025年1月31日

各位

会社名 フリービット株式会社
(コード番号 3843: 東証プライム市場)
本社所在地 東京都渋谷区円山町3番6号
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問合せ先 取締役執行役員グループ経営企画本部長 和田育子
電話番号 03-5459-0522 (代表)
(URL <https://freebit.com/>)

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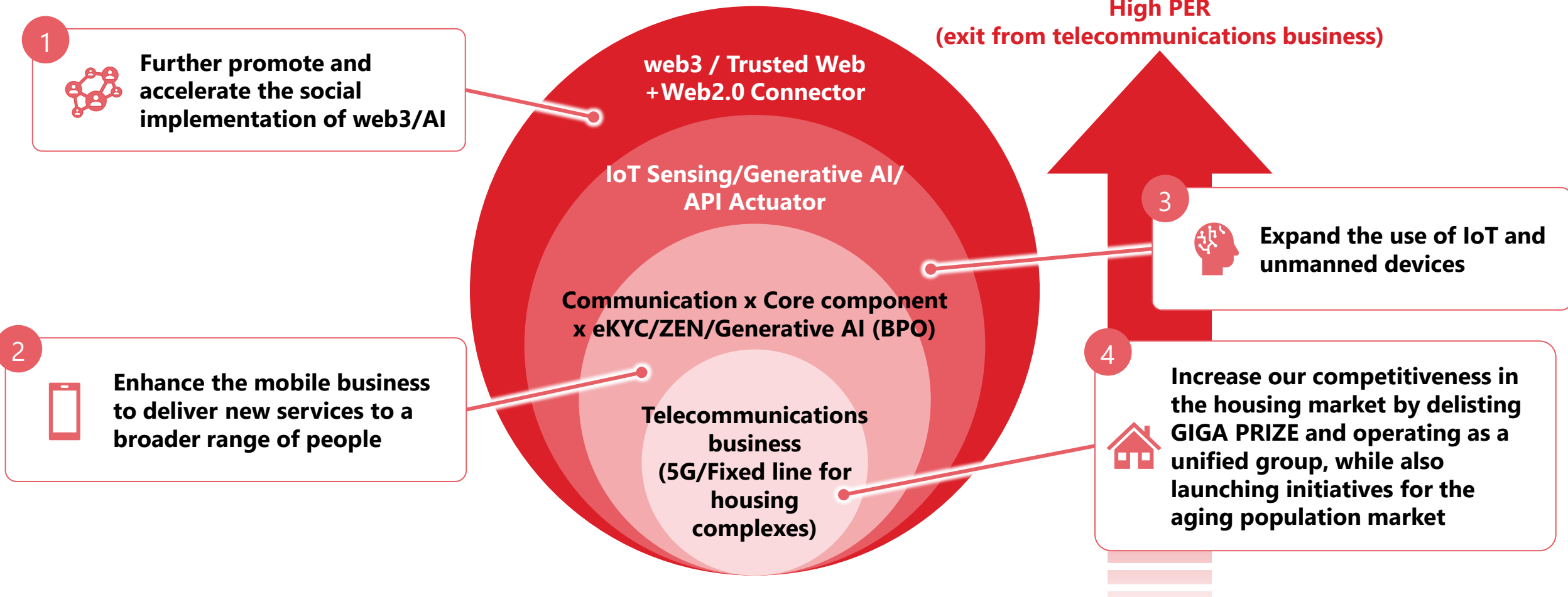
For more details,
please refer to this link

Announced on January 31, 2025 [FreeBit Commences TOB for Shares of GIGA PRIZE Co., Ltd. \(Securities Code: 3830\)](#) (available in Japanese only)

Major Press Releases Issued (on January 31, 2025)

Through our partnership with SoftBank and the delisting of GIGA PRIZE, we are boldly driving forward our transformation into a “web3 social implementation company leveraging expertise in telecommunications” with a four-pronged business strategy

Transforming from the Telecommunications Business



Updating the capital allocation announced in SiLK VISION 2027 to drive further sustainable growth and enhance corporate value

When announced the SiLK VISION 2027



Cash-in



Cash-out



Cash-in



Cash-out

12.0 billion yen or more

Generate through three years of business activities

Others
Sustainability, human capital investment, internal reserves, etc.

Approx. 1.5 billion yen

Shareholder returns
Dividends and purchase of treasury stock

Approx. 3.0 billion yen

Growth investments

- Business investments (including expansion of operating capital)
- M&A funding line
- SiLK Investment Policy

7.5 billion yen or more

Generate through three years of business activities

Others
Sustainability, human capital investment, internal reserves, etc.

Shareholder returns
Dividends and purchase of treasury stock

Growth investments

- Business investments (including expansion of operating capital)
- M&A funding line
- SiLK Investment Policy

Execute the delisting of GIGA PRIZE

Raise **approximately 2.0 billion yen** through a capital and business alliance with SoftBank

4. Appendix

Corporate Profile

Company Name	FreeBit Co., Ltd.
Head Office	E-Space Tower, 3-6 Maruyama-cho, Shibuya-ku, Tokyo
Representative	Atsuki Ishida, President, CEO and CTO
Established	May 1, 2000
Common Stock	4,514 million yen
Number of Employees	Consolidated: 884 / Non-consolidated: 260 (FY2024/04)
Consolidated Subsidiaries	21 consolidated subsidiaries / 1 equity-method affiliate
Consolidated Net Sales	53,037 million yen (FY2024/04)
Consolidated Operating profit	5,887 million yen (FY2024/04)
Number of Shares Issued	23,414,000 shares
Listing	The Tokyo Stock Exchange (TSE) Prime Market (Securities code 3843)

History

May 2000	Established
Mar. 2007	Listed on the TSE Mothers Market
Aug. 2007	Made DREAM TRAIN INTERNET INC. (DTI) a consolidated subsidiary
Mar. 2009	Made GIGA PRIZE Co., Ltd. a consolidated subsidiary
Aug. 2010	Made Full Speed Inc. a consolidated subsidiary
Jan. 2015	Established FreeBit Mobile, Inc., an MVNO business subsidiary (now succeeded by DTI)
Jul. 2016	Moved to the TSE First Section
Jul. 2019	Entered into a business alliance with Alps Alpine Co., Ltd.
Apr. 2022	Transitioned to the TSE Prime Market
Nov. 2022	Made Full Speed Inc. a wholly owned subsidiary
Mar. 2023	Entered into a capital and business alliance with Alps Alpine Co., Ltd.



FreeBit Co., Ltd.



ISP support services, MVNE, cloud services,
web3 related platforms
<https://freebit.com/en/>

Full Speed

Full Speed Inc.



Managed advertising services, internet marketing business,
creator platforms
<http://www.fullspeed.co.jp/>



F O R I T

For it Inc.



Affiliate advertising services
<https://www.for-it.co.jp/english/>



CRAID Inc.



Integrated advertising management platform service, ad-network
services for smartphones
<https://www.craid-inc.com/>



JobRoad Inc.



Human resources services including Japanese language
education, employment support, and job change support for
foreign human resources from Southeast Asian countries
<https://jobroad.co.jp/en/>



Rita Inc.



Development and operation of OtoO video advertising
platforms and CPI/CPE networks
<https://rita-inc.co.jp/>



GIGA PRIZE Co., Ltd.



Internet-related services for apartment buildings
<https://www.gigaprize.co.jp/>



Soft Volante Co., Ltd.



Real estate management software
<http://s-volante.co.jp/>



GIGA TEC CO., Ltd.



Internet construction services for condominiums
<https://www.giga-tech.co.jp/>



DREAM TRAIN INTERNET INC.



Internet-related services for individuals
<https://www.dti.co.jp/>



BEKKOAME INTERNET INC.



Data center-related services
<https://www.bekkoame.co.jp/>



FreeBit Smartworks Inc.



Outsourced call center operations
<https://freebit.com/freebitsmartworks/>



5G Infrastructure Support Business

5G

eSIM

AI

Blockchain

Using 5G, eSIM, AI and Blockchain technology to provide infrastructure platforms that connect people and products in a secure and affordable way

→ “Free you a bit” that began with “Free ISP’s ISP”

Inception

FreeBit’s first business was under the concept of “Free ISP’s ISP” (an ISP service for free ISPs), with a goal of increasing the number of internet users in Japan

Thereafter

Consecutive rollout of new services using high-quality and secure high-speed communications and advanced network technologies

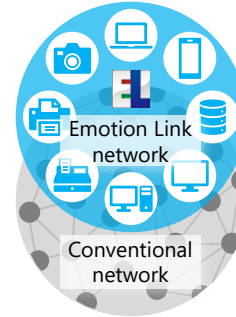
Today

Through the 5G Infrastructure Support Business, we offer support services to various businesses for the introduction of cloud- and IoT-based solutions in addition to support services for entry into MVNO businesses and business support services for ISPs

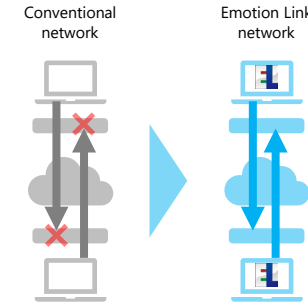
Highlight Technology

“Emotion Link,” our proprietary technology

- Emotion Link is a network solution for safe and secure communications that can flexibly guarantee the reachability and safety of communications using an overlay network (a virtual network that is created on top of an existing network)
- The solution enables safe two-way communication between the equipment and terminals required for network creation and offers direct access across firewalls and NAT



Enables safe and secure communications between various equipment using an overlay network



Enables communication across NAT, firewalls, and other network barriers



To respond to customers’ varying needs, we offer an abundant variety of Emotion Link solutions to create networks of diverse equipment

- We will create next-generation networks and data centers for the 5G era, reinforce our provision of services using cloud platforms, and roll out services using 5G and eSIMs (SIMs that are built into devices). We will also expand our range of services that combine these various business resources
- Domestic 5G-related markets and IoT markets have huge potential and are expected to grow to around 210.6 billion yen* and 10.2 trillion yen* in scale respectively
- In anticipation of these markets, while continuously providing stable, secure, and safe communication infrastructure services, we will build next-generation networks and data centers for the 5G era and aim to roll out new services using 5G and eSIMs



Our main services



MVNE business to support MVNO business development

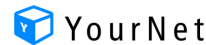
Description

Main solutions provided

Features

Provision of MVNE services to support MVNOs
We work between an MNO (NTT Docomo) and MVNOs to support the startup and operation of MVNO businesses, and provide consulting services to support the smooth rollout of MVNO businesses

- Dedicated consultant system
- Extensive lineup allows for unlimited combinations
- Achieved at low cost



Support ISP business from all directions

We offer provider outsourcing services for ISPs. Alongside basic services such as internet connection and high-volume emails, we also provide comprehensive backup for peripheral services including online storage, cloud platforms, and mobile connections

- YourNet ISP outsourcing service
- M-Plus! VPN
- ISP in a Cloud



Highly secure hybrid cloud

We provide hosting services that cater to wide-ranging needs through everything from general-purpose plans to custom server creation
A highly secure and stable cloud that combines the next-generation firewall FortiGate with the proven and highly reliable virtual software VMware

- freebit cloud VDC
- freebit cloud security SIM
- freebit cloud IoT Platform



5G Lifestyle Support Business (1)

We provide business platforms that support the creation of services for safe and secure lifestyles, health, workstyles, and housing

▶ 5G Lifestyle (TONE/DTI)

We provide mobile communication services using smartphones and fixed line internet-related services, mainly for individual customers

TONE Mobile

▶ Tone Mobile also functions as a so-called showroom for the FreeBit Group's technologies

TONE Mobile gives due consideration to (1) What the first smartphone for children should be like, and (2) How smartphones should be for senior citizens. Through TONE Mobile, we use technology to provide safe, secure, and user-friendly smartphones that reduce any concerns, stress, or reluctance associated with smartphone use

Concerns about letting children have smartphones
TONE Family

Worries about smartphone use at night
Smartphones that cannot be used at night between 22:00 and 6:00

Dangers of the internet
Anshin Internet

Prevention of selfie-related blackmailing
TONE Camera

Worries about telephone scams
Anshin Telephone

Concerns about smartphone use
Place-on-the-box Support
(a service that automatically fixes problems of your smartphone by only placing it on the box that came with it at the time of purchase)

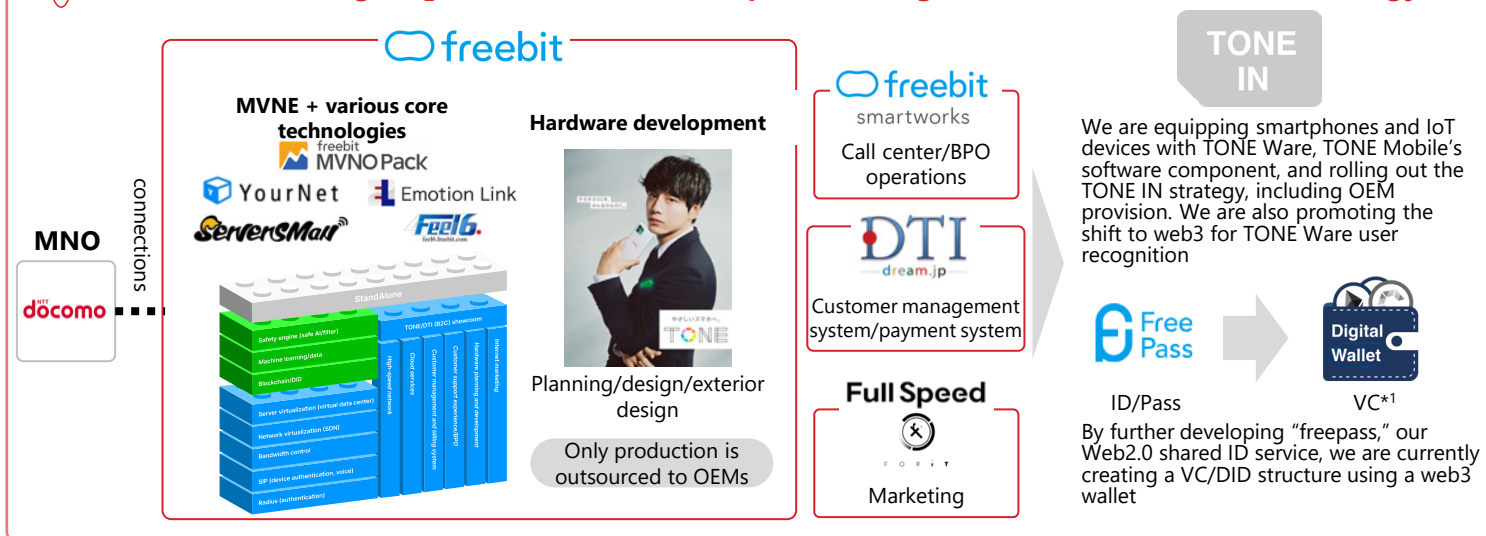
**No stores nearby
Difficult to operate**
Remote support

Desire to stay healthy
TONE Lifelog
(Nakanojo method)

TONE

Highlight Technology

TONE Mobile brings together the FreeBit Group's technologies to roll out the TONE IN strategy



Addressing social issues through TONE Mobile

TONE Care

Simple and free online health consultations with doctors, etc.*2 from anywhere

- Doctors, etc. provide advice on health
- Simple consultations through chat. Unlimited number of consultations per month
- 15-minute online health consultations up to twice a month

Through TONE Care, doctors, etc. offer health consultations to subscribers, users, and their families. Users can casually consult with doctors through chat for free and as many times as they wish. Users can take advantage of a simple consultation service through their TONE Mobile device up to twice a month and for 15 minutes at a time.

*1 Verifiable credentials (VC): A digital certificate that shares academic history, qualifications, and identification, and that proves that the information has been verified by a trustworthy organization
*2 Consultations may be held by qualified individuals other than doctors.



5G Lifestyle Support Business (2)

We provide business platforms that support the creation of services for safe and secure lifestyles, health, workstyles, and housing

- ▶ **5G Homestyle (GIGA PRIZE)** We are also focusing on establishing a new service in addition to our provision of internet services for housing complexes

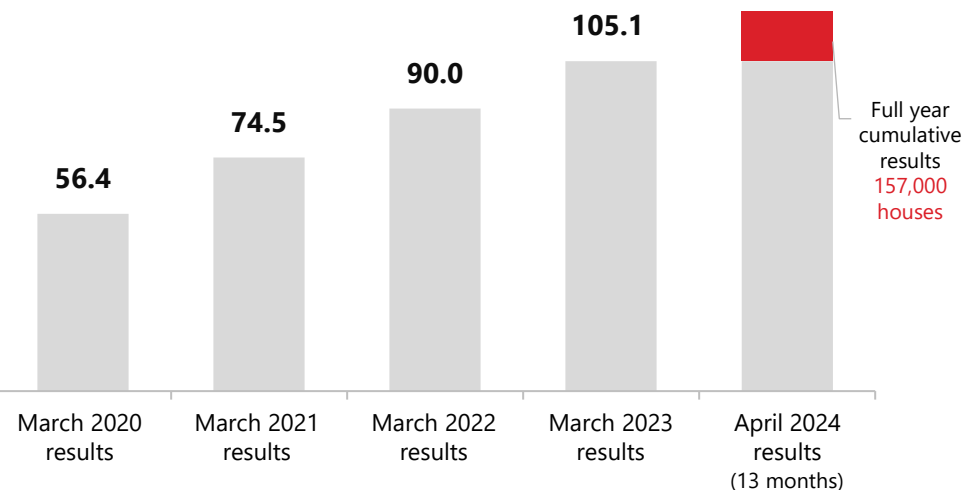
+ GIGA PRIZE: ISP for housing complexes and smart life support

- GIGA PRIZE, which provides the 5G Homestyle service in our 5G Lifestyle Support Business, offers a high-speed and stable internet connection service as a dedicated ISP for housing complexes
- GIGA PRIZE is also developing various digitalized solutions such as an operational support system for the real estate industry and a cloud-based surveillance camera service

<No. of homes using our ISP service for housing complexes>

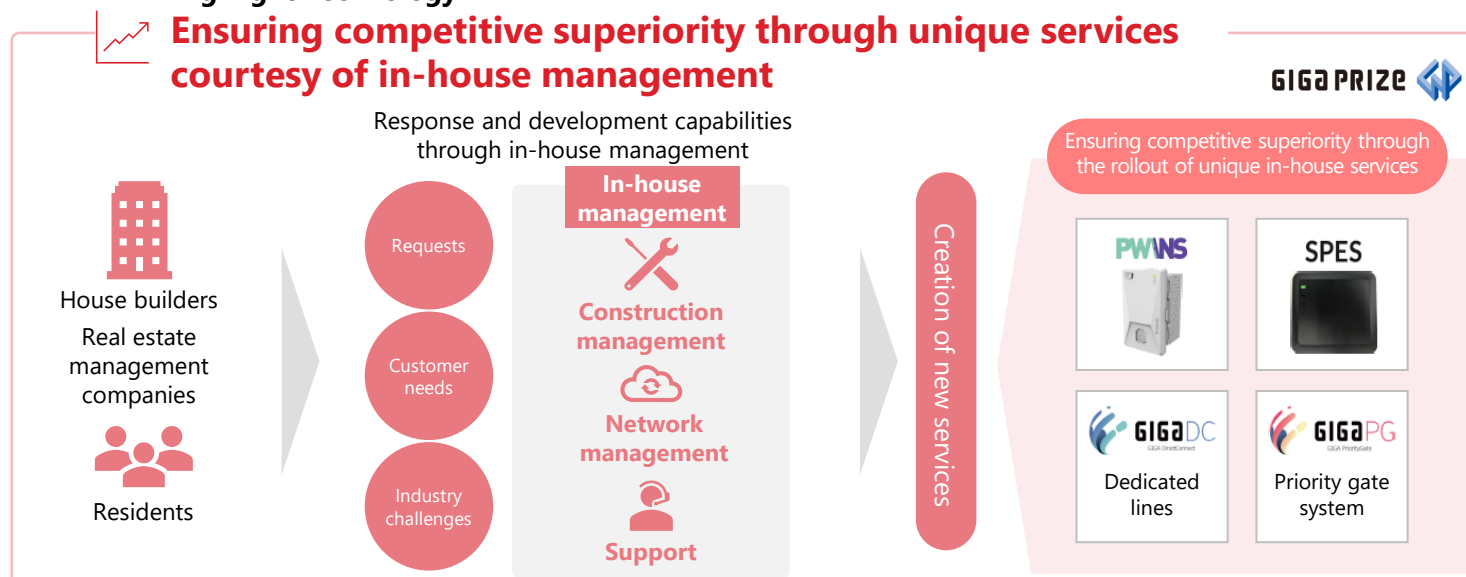
(10,000 units)

Fiscal year ended
April 30, 2024
(13 months)
120.9



Highlight Technology

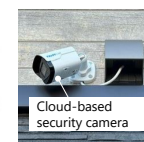
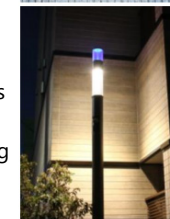
Ensuring competitive superiority through unique services courtesy of in-house management



Initiatives toward smart cities



- The GIGA PRIZE Group's LIVINGTOWN MINATOMIRAI is a cross-industry co-creation complex that supports the updating of lifestyles with a focus on housing
- We are providing smart home experiences using 5G, IoT, and other next-generation communication technologies, and are promoting demonstrations with a view to creating a smart town



We are rolling out various solutions in the environments surrounding homes to enrich lifestyles through technology

- Cloud-based security cameras record visuals on the cloud without the use of a recorder. The aim is to provide residents with peace of mind by preventing illegal dumping around garbage collection points, parking issues, break ins, theft, and other crimes
- Smart poles provide safety and security through basic lighting functions, LED illumination functions, and cloud-based security cameras
- GIGA PRIZE is working to develop and improve solutions and services in line with housing-related challenges and needs, and is contributing to increases in property value and more comfortable lifestyles



Enterprise/Creator 5G DX Support Business

A business that supports the creation of platforms that enable everything from market creation and entry to the maintenance of customer relationships for not only enterprises but for the creators and influencers who will be key to the future of manufacturing



Provision of online marketing services using advanced technologies ▶ Full Speed Inc.

An affiliate network that exceeds one million sites ▶ For it Inc.

We will aim to enhance services for 5G marketing and expand influencer marketing

With an eye on web3, we are promoting Internet marketing and ad technology-related businesses

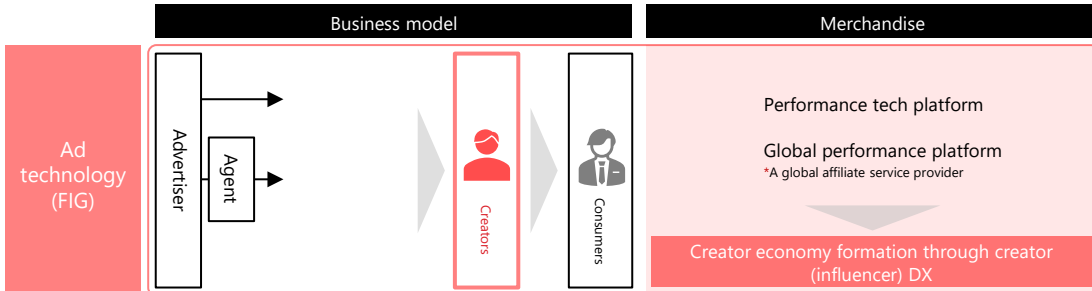
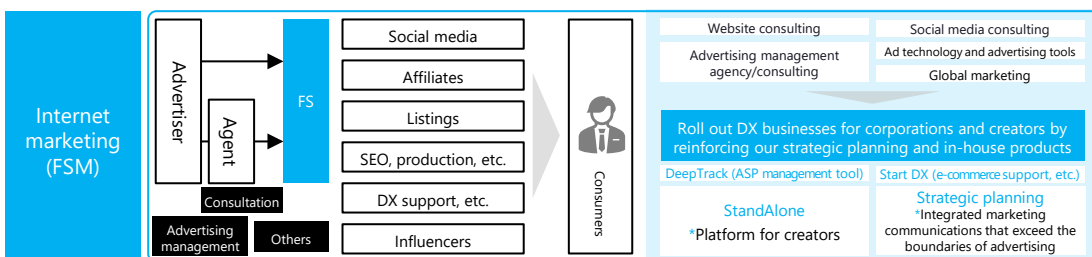


We offer the StandAlone creator platform that maximizes value for creators and influencers by allowing them to communicate their own information without going through a major platform operator



Enterprise/Creator 5G DX Support Business

We will support manufacturing in the era of 5G and the creation of platforms using unique DX methods, working alongside enterprises, creators, and influencers.



Highlight Technology

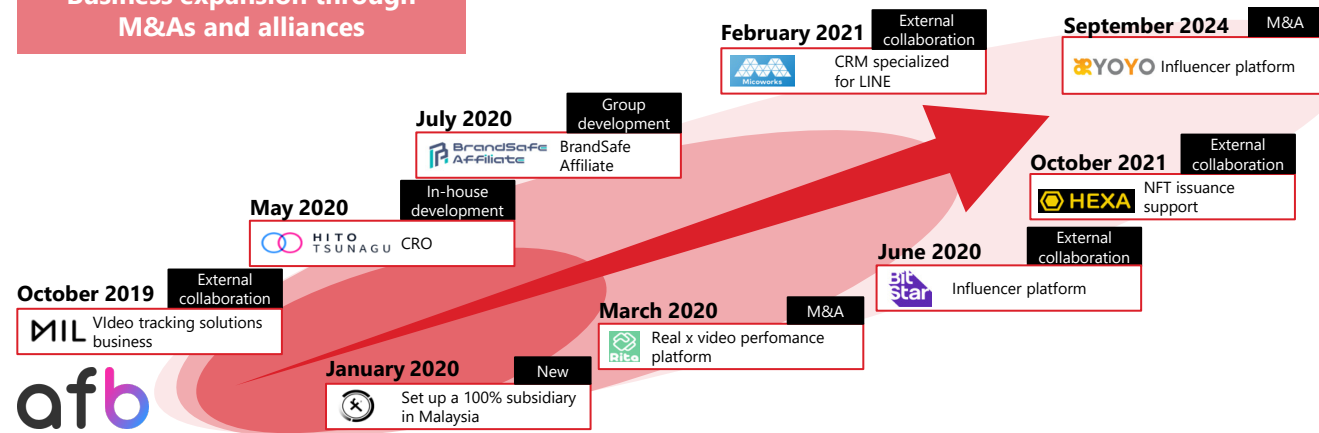
Performance technology network/ASP



Source: Affiliate Program Awareness Survey 2024 <https://affiliate-marketing.jp/release/202408.pdf> (Japanese only)

- afb is a performance-based affiliate service managed by For it Inc. It has a customer-first policy and offers the **fastest partner payment cycle in the industry**
- In the **user satisfaction part of the Affiliate Program Awareness Survey 2024**, among high-income partners (those with income of over 500,000 yen/month), afb was ranked the **most satisfying service for the 12th consecutive year**

Business expansion through M&As and alliances



 For more information, please visit our website home page and click on the appropriate images.



SiLK VISION 2027 explanatory video

https://freebit.com/ir/movie/movie_20240724.html
(available in Japanese only)



FreeBit, Here and The Road Ahead—Integrated Report 2024

https://freebit.com/en/ir/pdf/integrated_reports/fix.pdf



Transcript of the SiLK VISION 2027 explanatory video

(external website)

<https://finance.logmi.jp/articles/380238>
(available in Japanese only)



フリービット、新中期経営計画『SiLK VISION 2027』を発表
「信用の所在地」を追求し、通信生まれの
web3実装企業へ

提供：フリービット株式会社 新中期経営計画『SiLK VISION 2027』説明動画

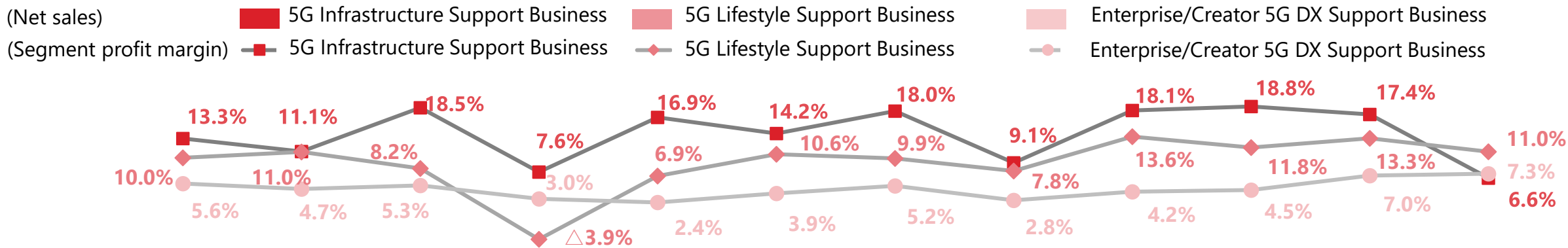

毎日、発明する会社

SiLK VISION
2027

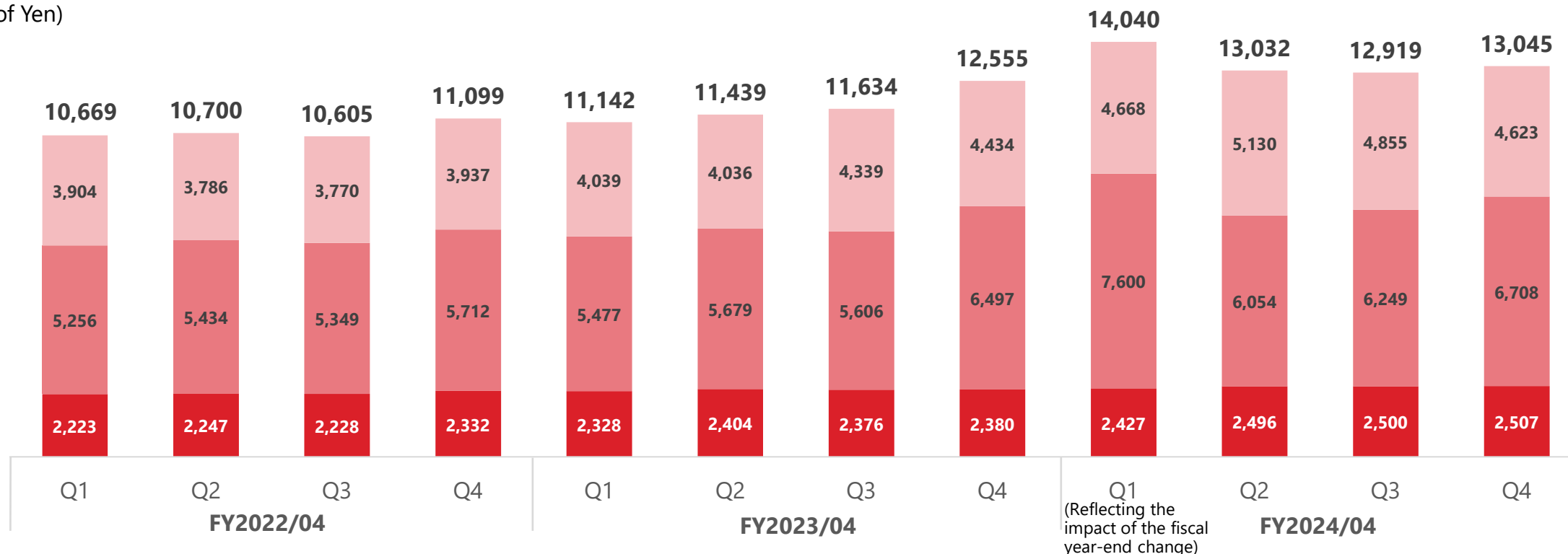
信用の新時代

born in the Garage

Stable sales growth through recurring charges and steady improvement of profit margin



(Millions of Yen)



Quantitative Information (Financial Indicators)

	FY2015 /04	FY2016 /04	FY2017 /04	FY2018 /04	FY2019 /04	FY2020 /04	FY2021 /04	FY2022 /04	FY2023 /04	FY2024 /04*
Number of consolidated subsidiaries	11	11	14	20	24	27	19	20	21	21
Results (Millions of yen)										
Net Sales	21,469	28,389	35,222	38,653	50,365	55,295	52,009	43,075	46,771	53,037
Operating profit	1,244	1,902	1,321	1,851	2,981	2,587	3,403	3,165	4,007	5,887
Ordinary profit	982	1,322	807	1,426	2,569	2,481	3,661	2,878	3,707	5,756
Profit attributable to owners of parent	1,025	553	(150)	(567)	279	(619)	1,586	827	1,792	3,566
Financial Position (Millions of yen)										
Total assets	19,323	21,931	25,597	30,796	39,164	42,472	34,835	35,050	35,926	38,183
Net assets	10,654	11,164	11,251	10,675	11,308	10,848	12,148	11,039	11,032	15,196
Shareholders' equity	9,842	9,972	9,648	8,875	9,001	8,079	8,714	6,881	8,242	11,628
Interest-bearing debt (including lease obligations)	3,901	4,430	6,499	12,107	16,941	18,897	14,317	15,144	15,991	14,144
Cash Flows (Millions of yen)										
Operating cash flows	2,207	1,751	3,811	1,030	3,3	1,480	7,122	2,333	3,322	4,225
Investing cash flows	(524)	(508)	(2,291)	(2,140)	(3,688)	(1,870)	(2,655)	510	(644)	(1,085)
Financing cash flows	585	(306)	844	4,504	2,320	625	(2,571)	(2,731)	(2,110)	(2,720)
Balance of cash and cash equivalents at year-end	6,983	7,911	10,249	13,656	15,458	15,718	17,619	17,741	18,305	18,722
Productivity (Millions of yen)										
Net sales per employee	33.1	41.8	40.0	39.0	39.7	42.8	56.8	45.9	51.2	59.9
Operating profit per employee	1.9	2.8	1.5	1.8	2.3	2.0	3.7	3.3	4.3	6.6

Quantitative Information (Financial Indicators)

	FY2015 /04	FY2016 /04	FY2017 /04	FY2018 /04	FY2019 /04	FY2020 /04	FY2021 /04	FY2022 /04	FY2023 /04	FY2024 /04*
Profitability										
Ratio of operating profit to net sales (%)	5.8	6.7	3.8	4.8	5.9	4.7	6.5	7.3	8.6	11.1
ROA (Return on assets) (%)	5.4	6.4	3.4	5.1	7.3	6.1	9.5	8.2	10.4	15.5
ROE (Return on equity) (%)	12.9	5.6	—	—	3.1	—	18.9	10.6	23.7	35.9
Solvency										
Current ratio (%)	180.4	176.7	181.8	215.1	199.2	186.4	207.0	216.0	213.3	224.9
D/E ratio (times) *E (Shareholders' equity)	0.4	0.4	0.7	1.4	1.9	2.3	1.6	2.2	1.9	1.2
Efficiency										
Total assets turnover (times)	1.2	1.4	1.5	1.4	1.4	1.4	1.3	1.2	1.3	1.4
Accounts receivable turnover period (days)	52.3	49.5	45.3	44.0	48.5	58.1	56.0	61.9	63.7	58.2
Per Share Data										
Net assets per share (BPS, yen)	436.56	449.30	434.70	399.88	405.57	368.19	415.12	366.01	412.94	582.26
Dividend per share (yen)	7.0	7.0	7.0	7.0	7.0	7.0	7.0	7.5	8.0	27.0
Earnings per share (EPS, yen)	51.40	24.75	(6.77)	(25.56)	12.59	(27.93)	74.06	41.86	95.07	178.58
Dividend payout ratio (%)	13.6	28.3	—	—	55.6	—	9.5	17.9	8.4	15.1

*Including impact of change in accounting period of GPG

Forward-looking statements in this document, including our forecasts, outlooks, targets, plans and strategies, are based on information that we believe to be reasonable at the time of preparation of this document and on certain assumptions (hypotheses). Actual results may differ materially from these forecasts and targets due to various factors. This document is an explanatory material for our business strategy and is not prepared for the purpose of soliciting investment.

For inquiries regarding IR and this document

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Investor Relations,

Group Corporate Planning Division

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Website: <https://freebit.com/en/>