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毎日、発明する会社

"A company that invents every day"

**FY2025/04**

## Financial Results for the Second Quarter

FreeBit Co., Ltd.

December 13, 2024

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# 1. Consolidated Financial Results for the 2nd Quarter of FY2025/04

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- 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) FY24/04	GPG	4	5	6	7	8	9	10	11	12	1	2	3	4
	FB		5	6	7	8	9	10	11	12	1	2	3	4
(Current Fiscal Year) FY25/04	GPG		5	6	7	8	9	10	11	12	1	2	3	4
	FB		5	6	7	8	9	10	11	12	1	2	3	4

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



(Millions of yen)	FY2024/04 Q2 (including the impact of the fiscal year-end change)	(Reference) FY2024/04 Q2 (Excluding the impact of the fiscal year-end change)*2	FY2025/04 Q2		
			Actual	(Reference) Increase/ decrease*2	(Reference) Percentage increase/ decrease*2
<b>Net sales</b>	27,073	25,341	<b>26,622</b>	— (+1,281)	— (+5.1%)
<b>Operating income</b>	3,071	2,673	<b>3,024</b>	— (+351)	— (+13.1%)
<b>Ordinary income</b>	3,014	2,618	<b>3,076</b>	— (+457)	— (+17.5%)
<b>Income attributable to owners of the parent</b>	1,980	1,823 (Including extraordinary income of 259 million yen)	<b>1,768</b>	— (-55)	— (-3.0%)
<b>Net income per share</b>	99.22 yen	91.34 yen	<b>88.18</b>	— (-3.16 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 Q2 of the fiscal year ending April 2024.



Net sales



Operating income to income attributable to owners of the 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 income

Growth in operating income leading to

Growth in ordinary income

Extraordinary income in the previous period leading to

Decrease in income attributable to owners of the parent

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

**Net sales** +5.1%

**Operating income** +13.1%

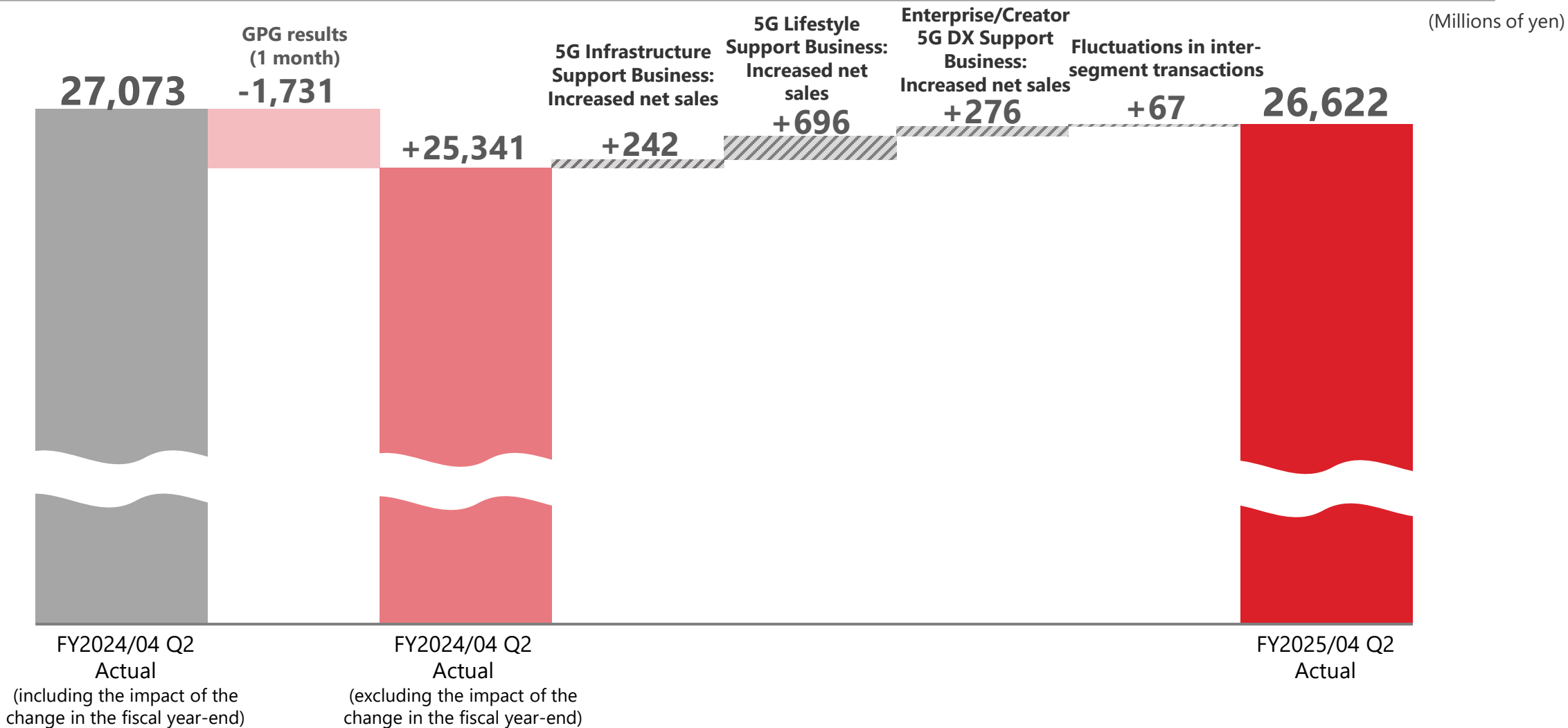
**Ordinary income** +17.5%

**Income attributable to owners of the parent** -3.0%

Income attributable to owners of the parent decreased YoY due to 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.

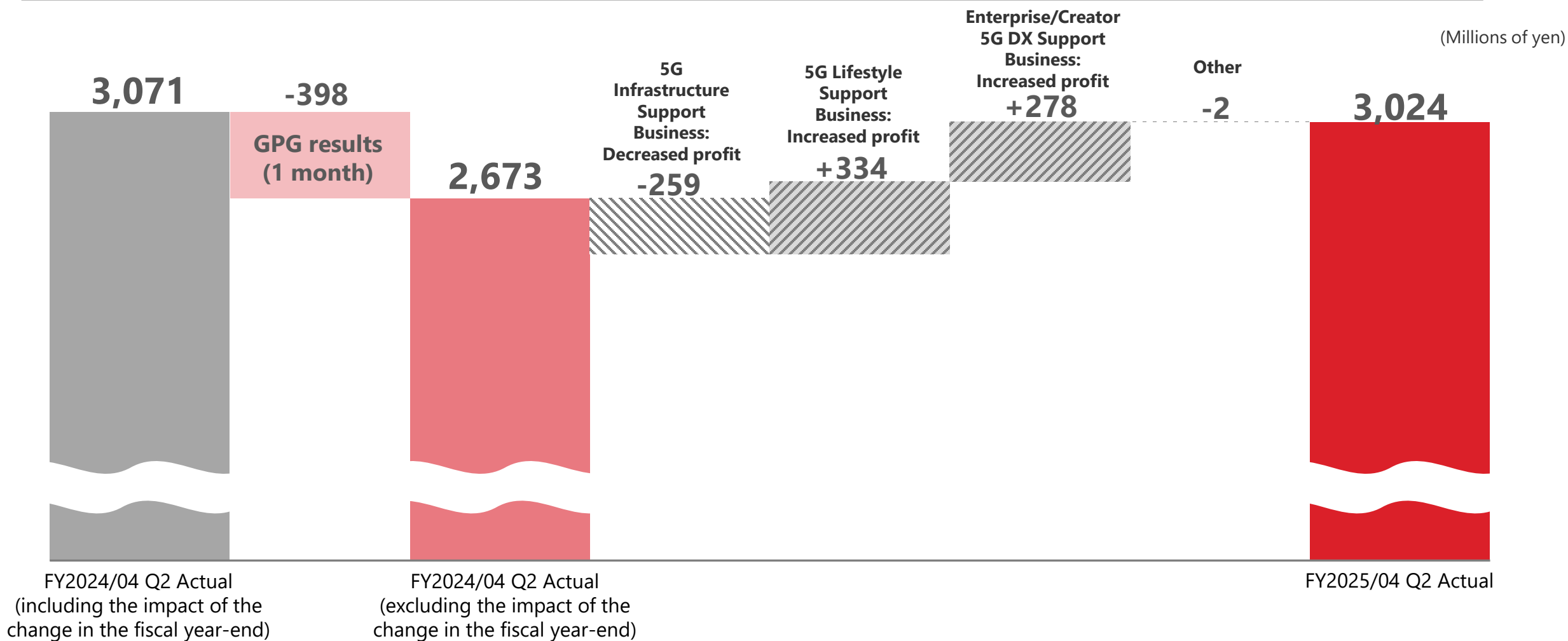
**However, overall performance has shown steady progress against initial forecasts**

**All segments, led by the 5G lifestyle support business, performed steadily (YoY comparison excluding the impact of the change in fiscal year-end: 5.1% increase)**



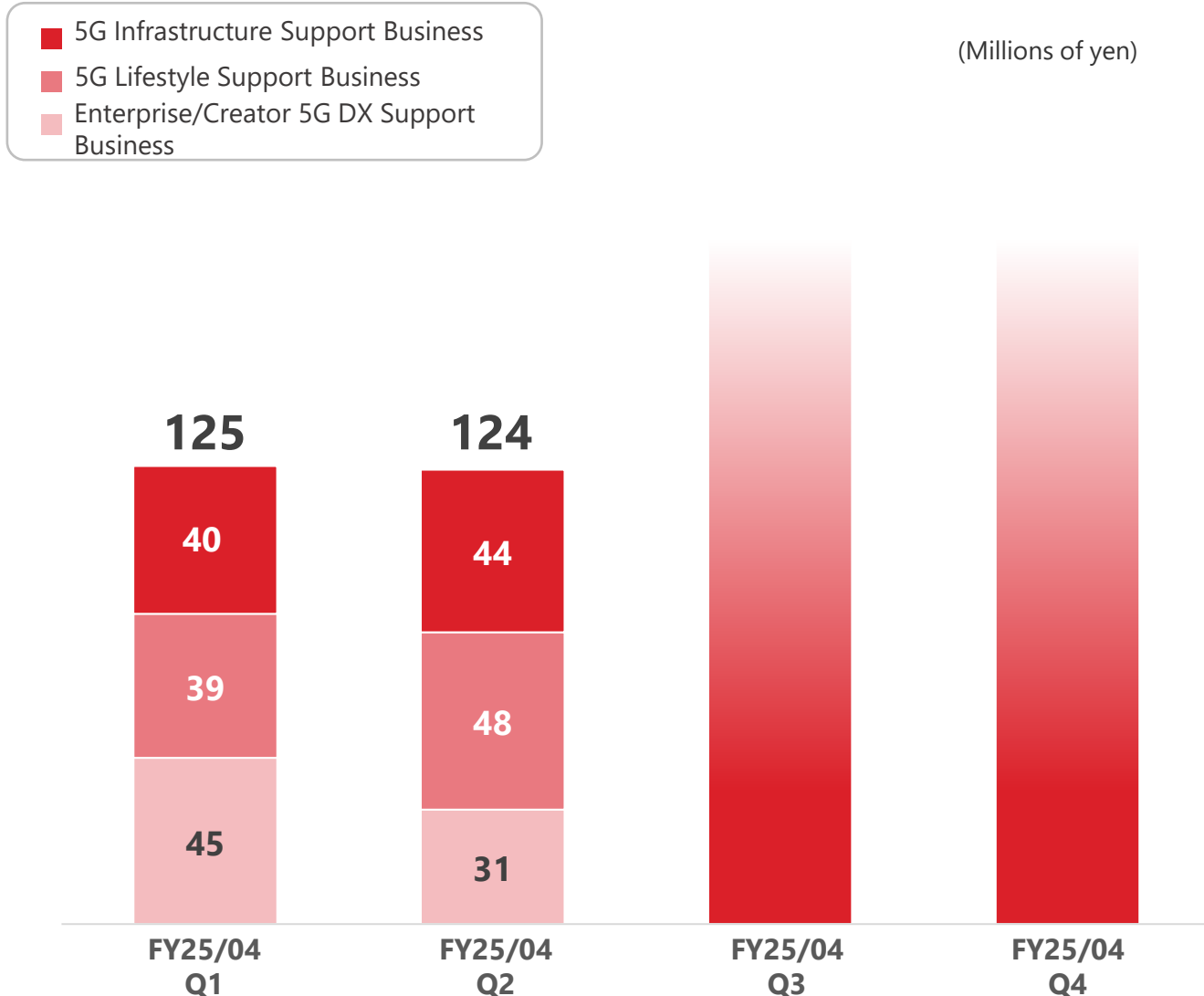
# YoY Variance Analysis: Operating Income

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: 13.1% increase)





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

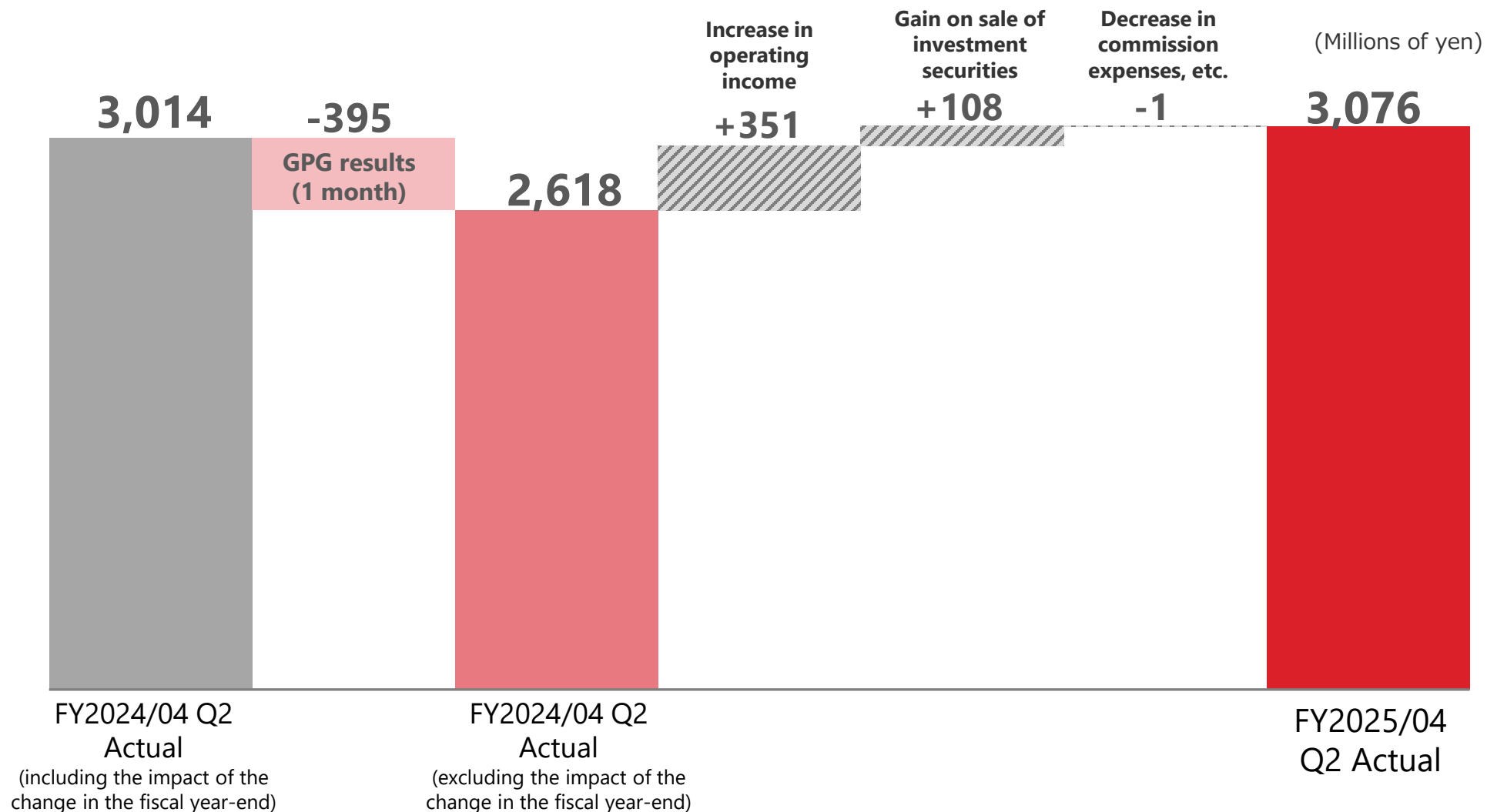


### Examples of anticipated new growth drivers

- 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

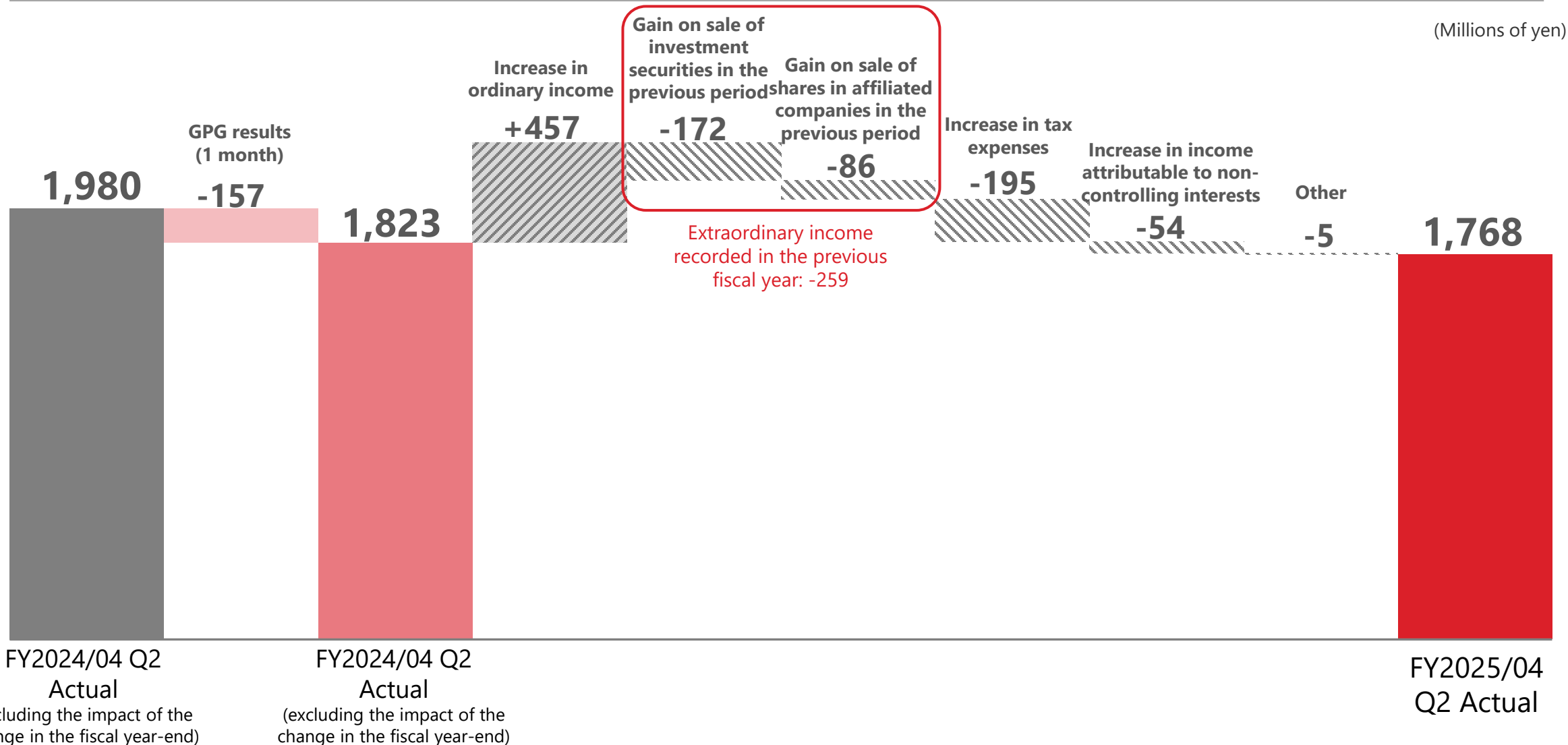
# YoY Variance Analysis: Ordinary Income

**Steady rise in ordinary income driven by strong operating income performance  
(YoY comparison excluding the impact of the change in fiscal year-end: 17.5% increase)**



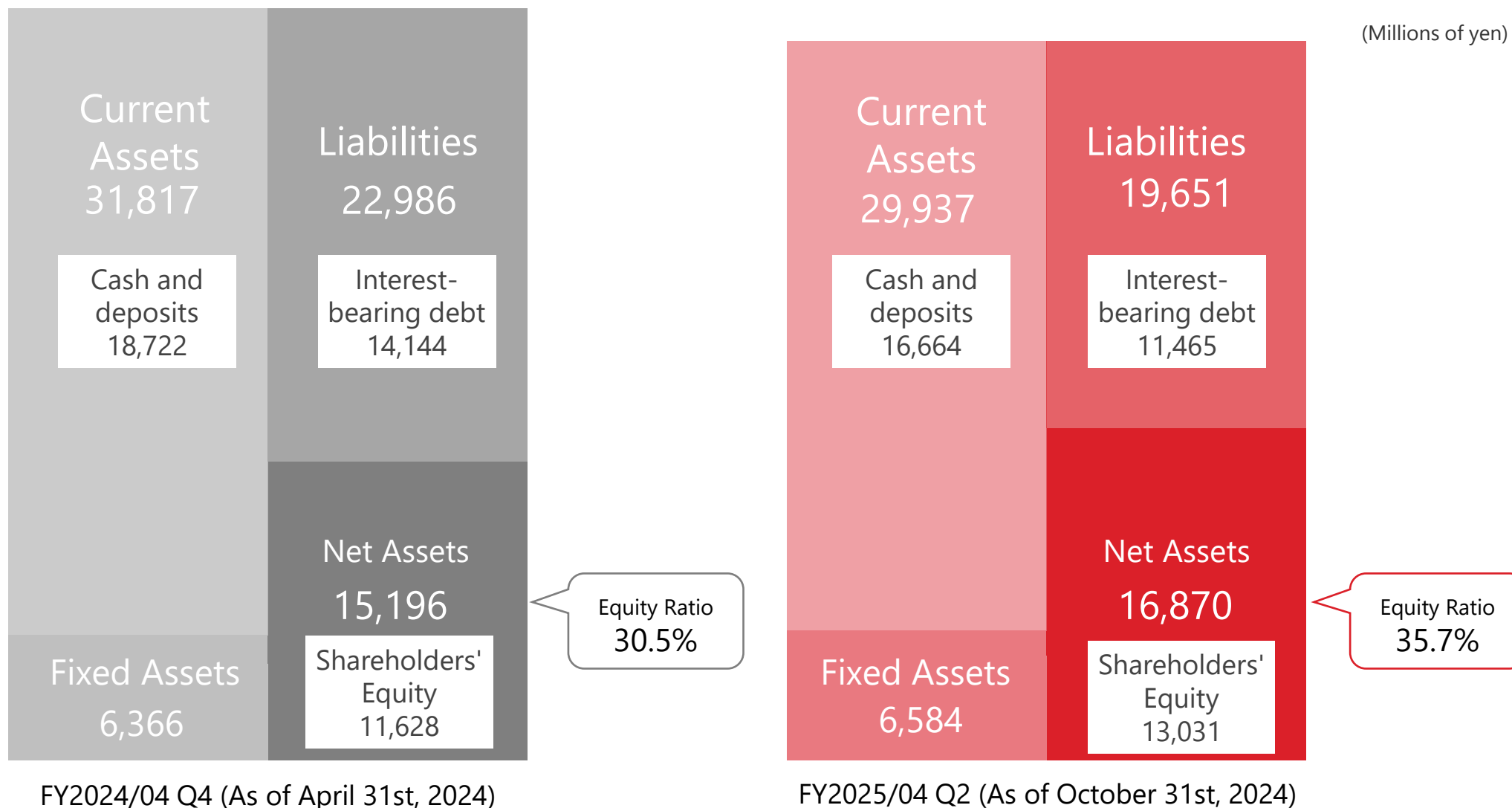
# YoY Variance Analysis: Income attributable to owners of the parent

Due to extraordinary income in the previous period, income attributable to owners of the parent decreased (YoY comparison excluding the impact of the change in fiscal year-end: -3.0%)



# Consolidated Results Summary: BS Comparison

The equity ratio increased to 35.7% due to the increase in retained earnings, driven by steady progress in performance and the reduction in interest-bearing debt



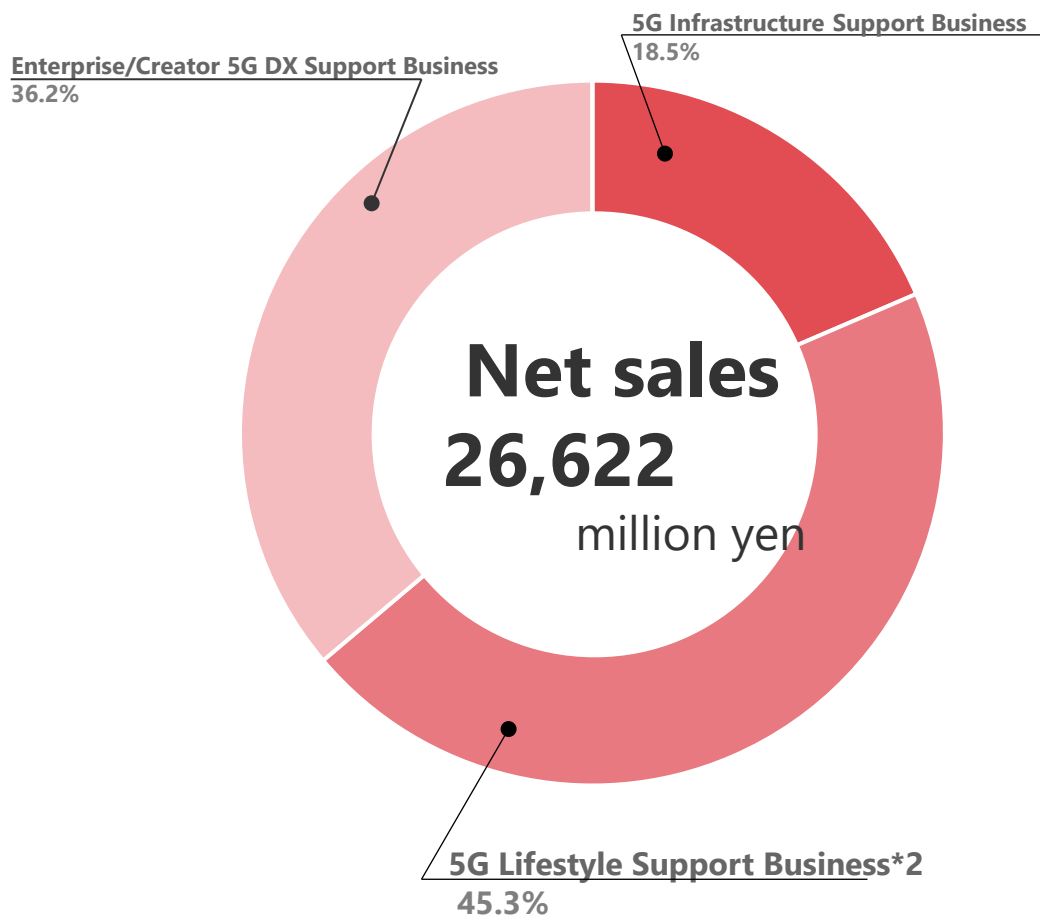
FY2024/04 Q4 (As of April 31st, 2024)

FY2025/04 Q2 (As of October 31st, 2024)

## 2. Results by Segment for the 2nd Quarter of FY2025/04

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**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**

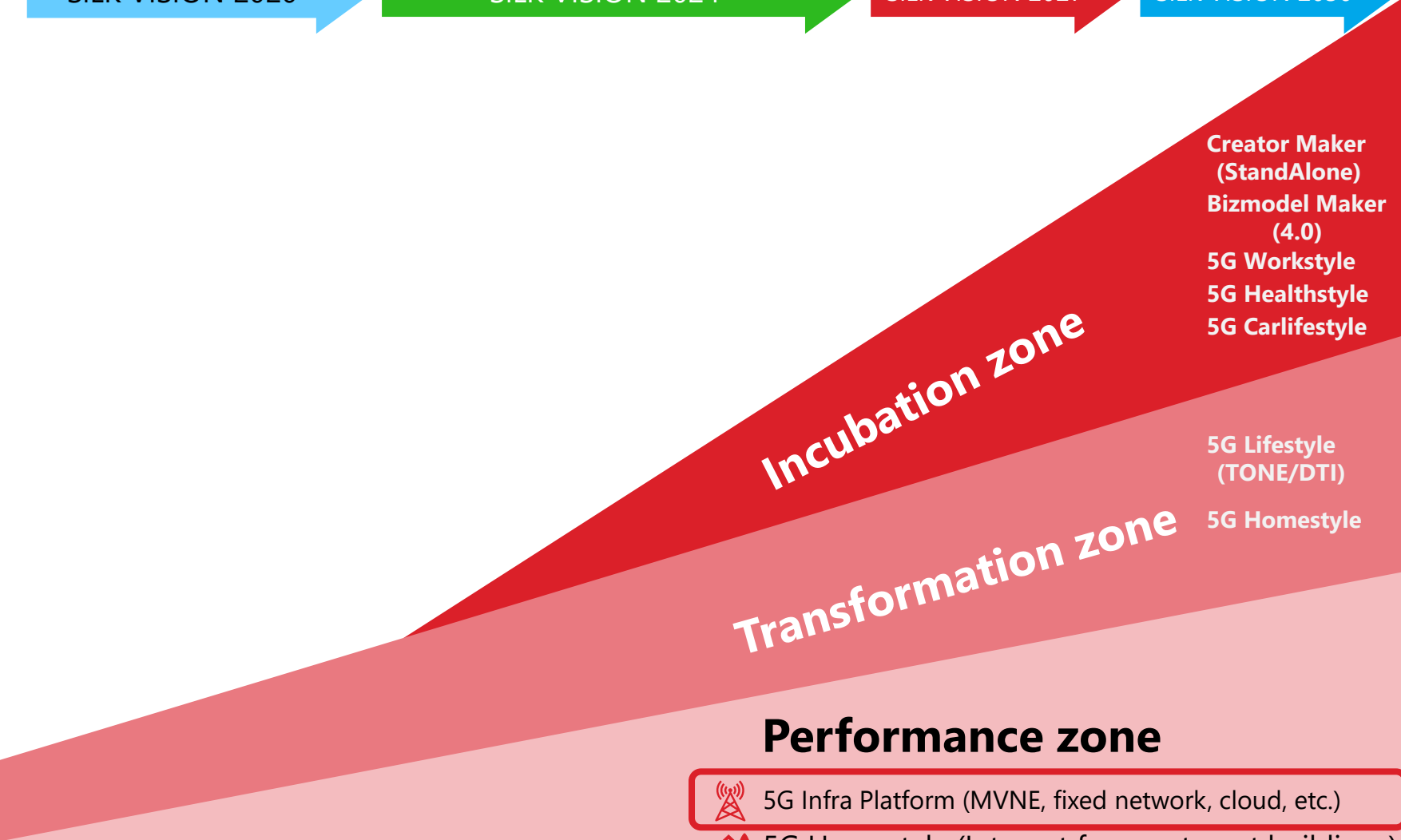


Net sales		Segment profit or loss*1	
<b>5G Infrastructure Support Business</b>			
<b>Actual</b>	<b>5,166 million yen</b> YoY +4.9%	<b>Actual</b>	<b>689 million yen</b> YoY -27.4%
<b>5G Lifestyle Support Business*2</b>			
<b>Actual</b>	<b>12,619 million yen</b> YoY – (YoY +5.8%)	<b>Actual</b>	<b>1,637 million yen</b> YoY – (YoY +25.7%)
<b>Enterprise/Creator 5G DX Support Business</b>			
<b>Actual</b>	<b>10,075 million yen</b> YoY +2.8%	<b>Actual</b>	<b>709 million yen</b> YoY +64.5%

\*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 Q2 of the fiscal year ending April 2024.

# Performance Progress: 5G Infrastructure Support Business



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

5G Lifestyle (TONE/DTI)  
5G Homestyle

**Incubation zone**

**Transformation zone**

## 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

freebit 毎日、発明する会社 Collaborative areas with GigaPrize, new B2B platforms, Platform Maker services (web3, 5G, IoT, AI), DX, healthcare, IoT fields, etc.

freebit smartworks

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

DTI dream.jp

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)

FORIT

CRAID Implementation of web3/AI technologies and assembly using core components

### Growth of existing businesses

freebit 毎日、発明する会社 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)

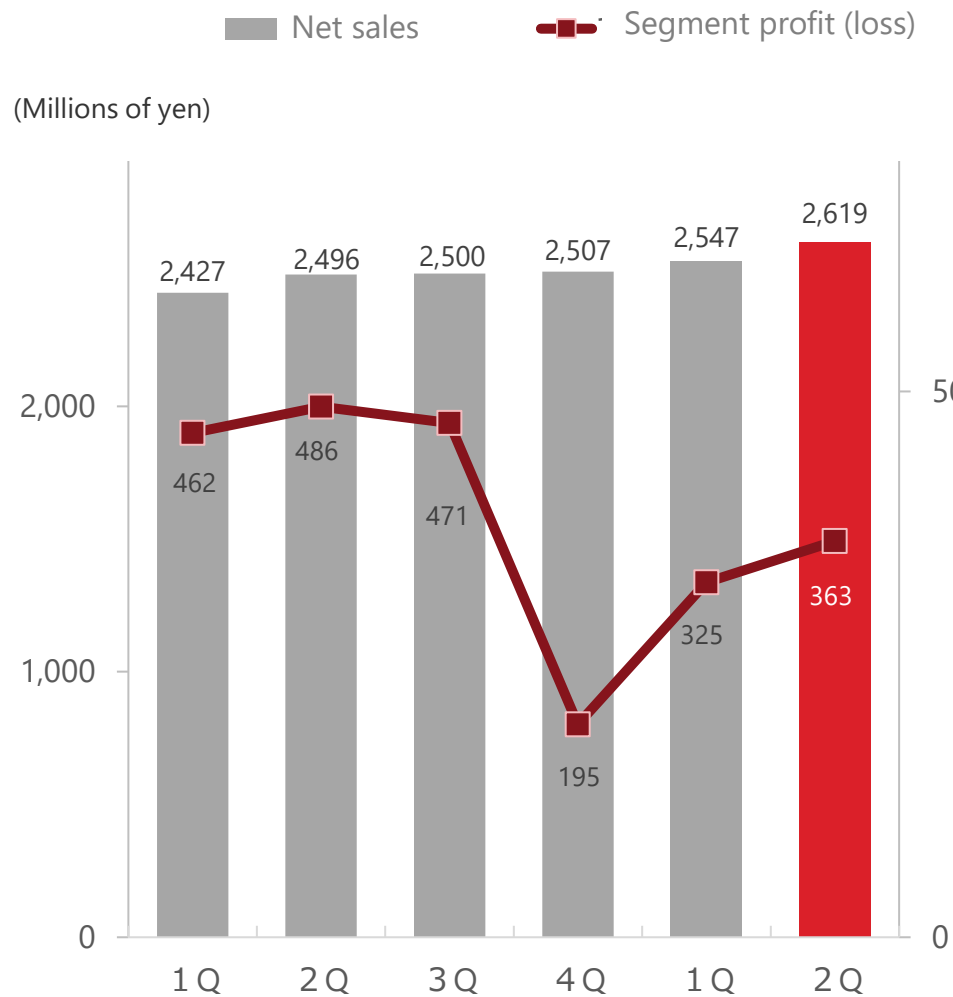
FORIT Continued growth of the Affiliate Business

Full Speed Improving productivity and profitability in the Internet Marketing Business

# Performance Progress: 5G Infrastructure Support Business

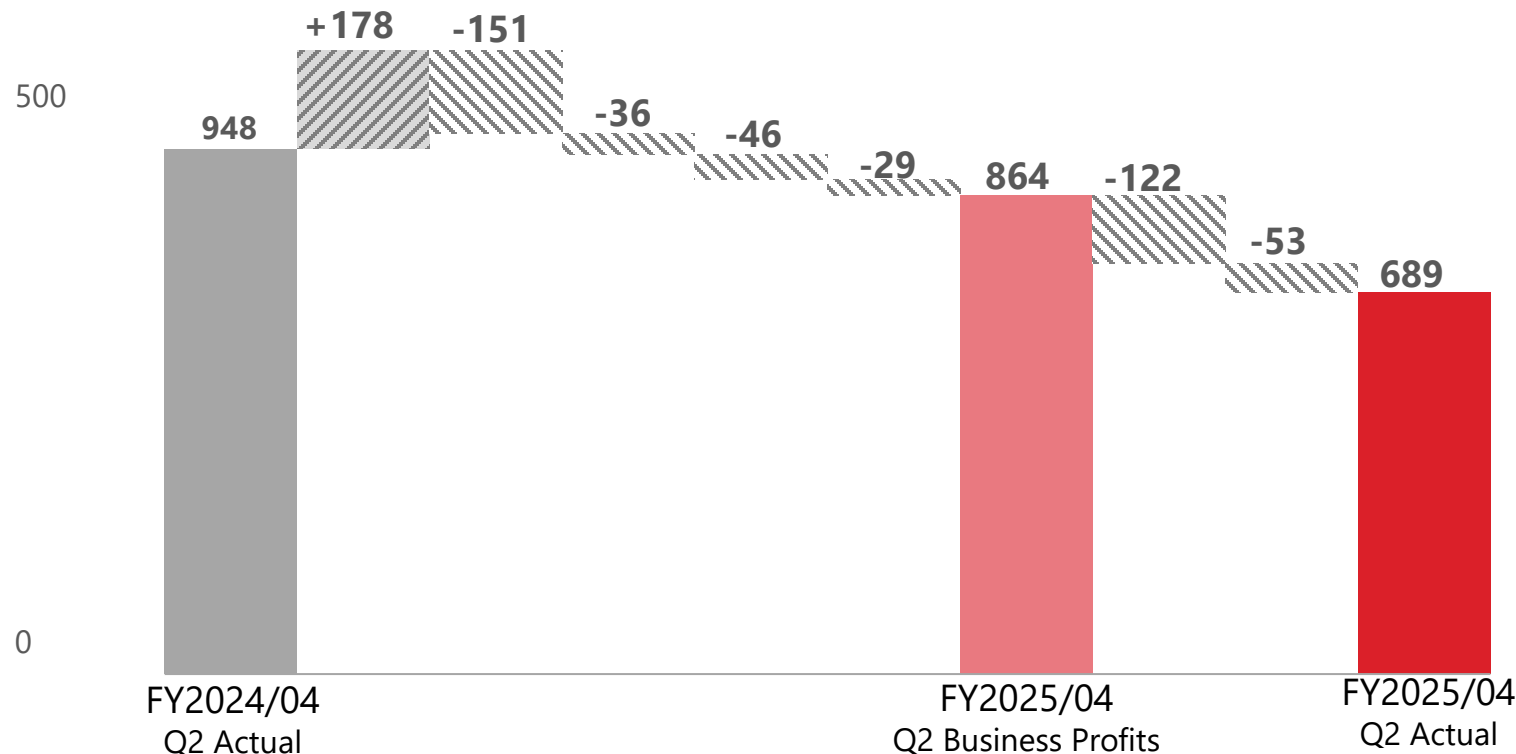
Despite increased service usage for B2B2X (B/C) mobile, profit decreased by 27.4% YoY due to communication quality enhancement expenses, one-off expenses, increased common costs, etc.

Net sales / Segment profit (loss)



YoY variance analysis for segment profit (loss)

- (Millions of yen)
- +178** B2B2X (B/C) Mobile: Profit increase due to higher service usage
  - 151** B2B2X (B/C) Mobile: Expenses for enhancing communication quality
  - 36** Cloud Services Business: Increased procurement costs due to currency fluctuations etc.
  - 46** B2B2X (B/C) Mobile: One-time expenses related to network equipment upgrades
  - 29** B2B2X (B/C) Fixed Network: Profit decrease due to reduced service usage etc.
  - 122** Common Costs: Increase due to workforce enhancement etc.
  - 53** Company-wide Expenses: Miscellaneous company-wide costs







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

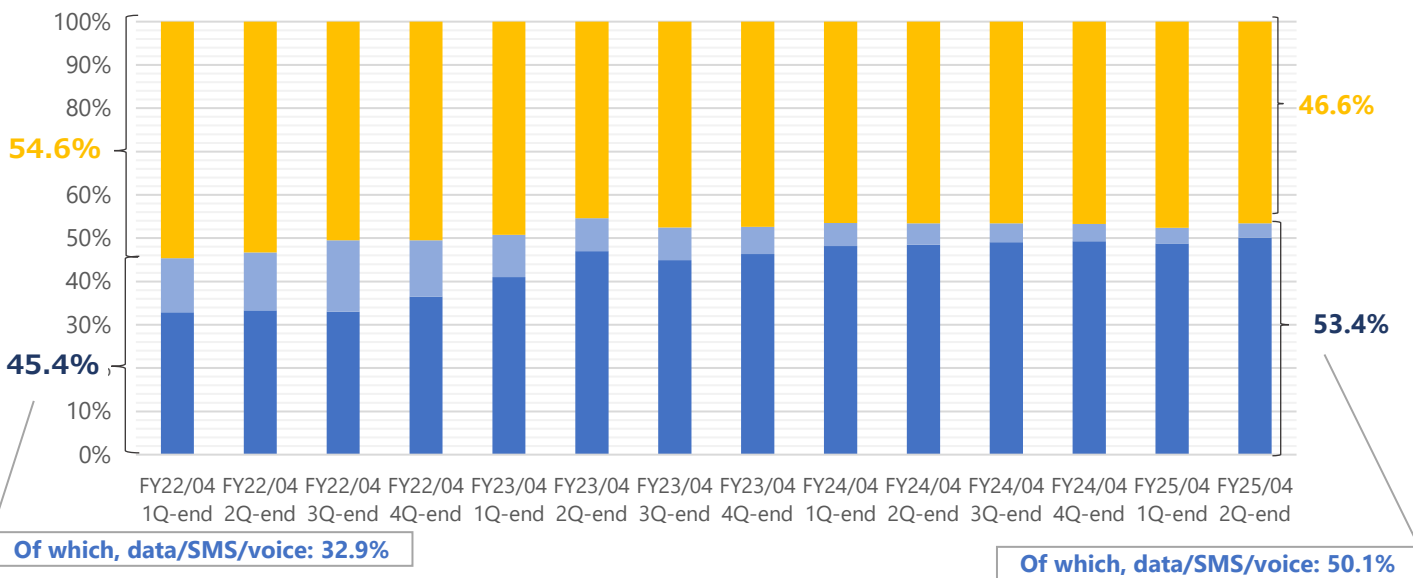


A portable fixed IP address service that enables easy and highly secure access to internal servers from outside the office, independent of the contracted provider/communication environment

## ■ Trends in Composition Ratio of SIM Sales

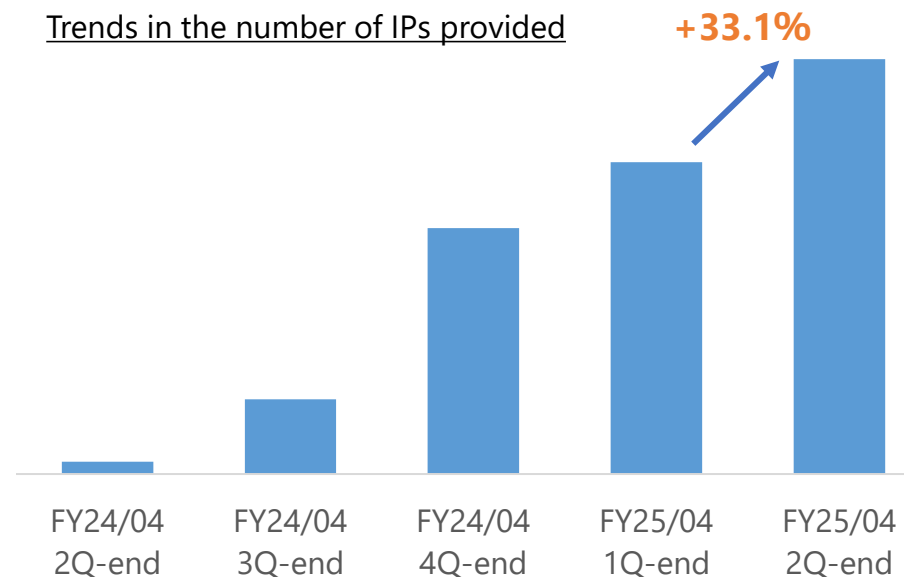
The trend of **increasing sales** of high-value-added **“data + SMS + voice”** packages continues, contributing to growth in net sales

■ Data/SMS/voice ■ Data+SMS ■ Data

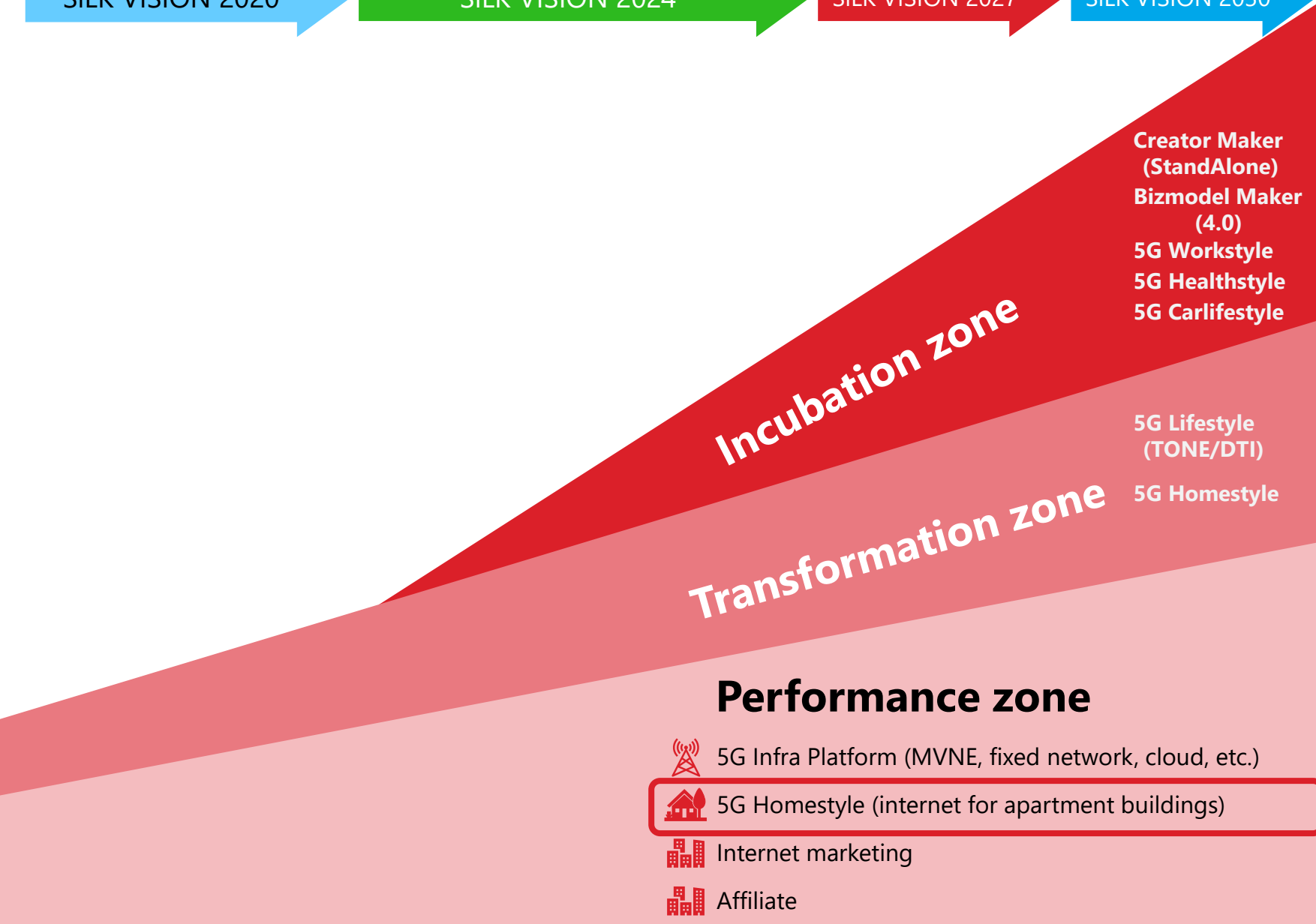


## ■ Trends in the number of IPs provided

Since the service launched in September 2023, we have **secured over 700 company contracts** and are steadily increasing the number of IPs provided



# Performance Progress: 5G Lifestyle Support Business



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

**Incubation zone**

5G Lifestyle (TONE/DTI)  
5G Homestyle

**Transformation zone**

## Performance zone

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

### Examples of anticipated new growth drivers

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freebit smartworks	
TONE DTI dream.jp	Development of unique web3 services (including consideration of IEOs by communities) and new credit services, etc.
GIGA PRIZE	Addressing societal issues through bulk line provision for entire buildings and more
<b>Full Speed</b>	Expansion of the Creator DX business, including overseas (primarily in Asia)
FORIT	
CRAID	Implementation of web3/AI technologies and assembly using core components

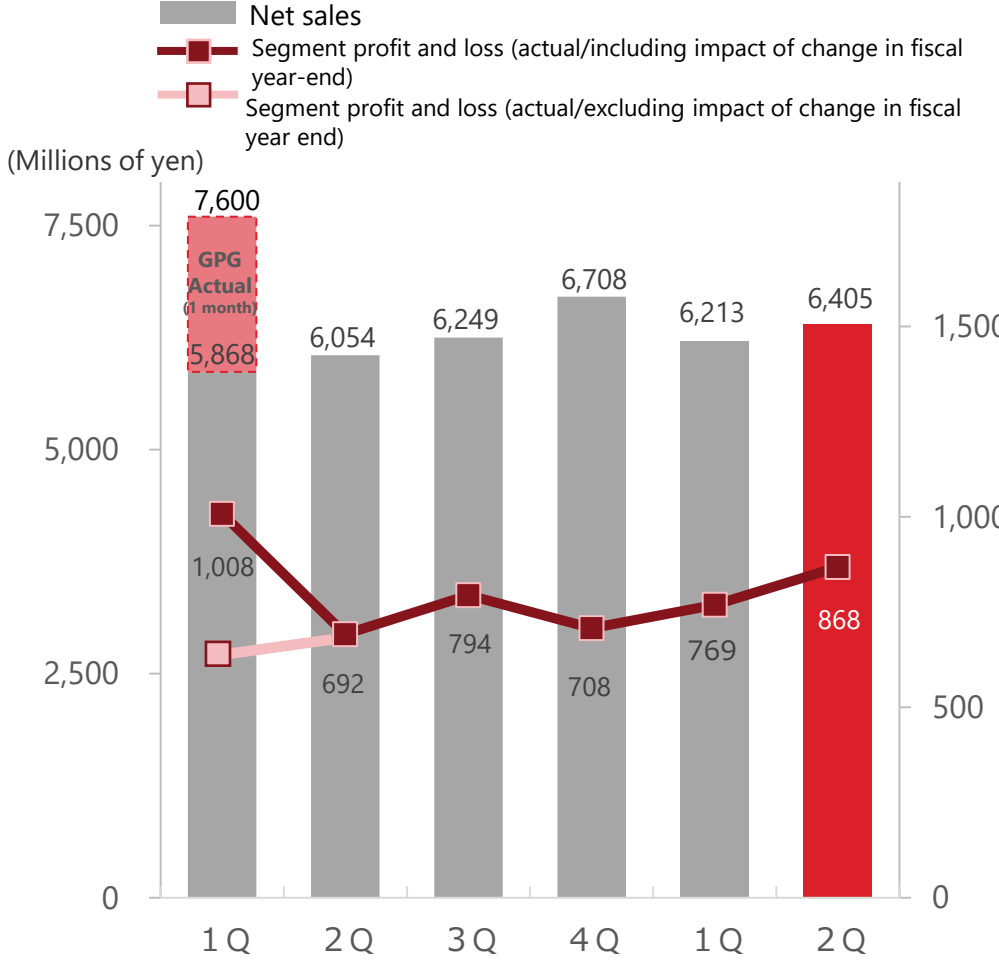
### Growth of existing businesses

freebit 毎日、発明する会社	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)
FORIT	Continued growth of the Affiliate Business
<b>Full Speed</b>	Improving productivity and profitability in the internet marketing business

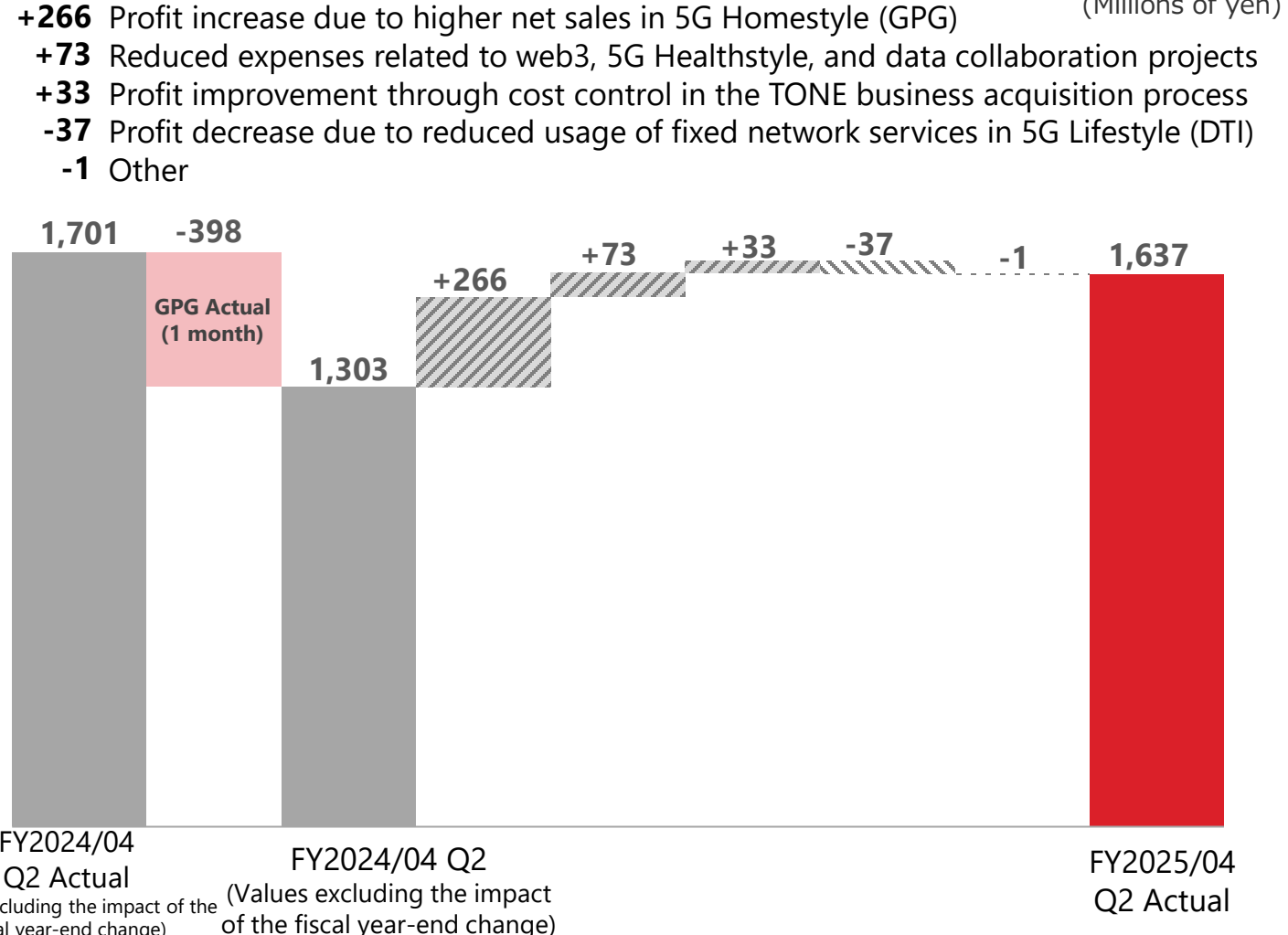
# Performance Progress: 5G Lifestyle Support Business

**A 25.7% 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)



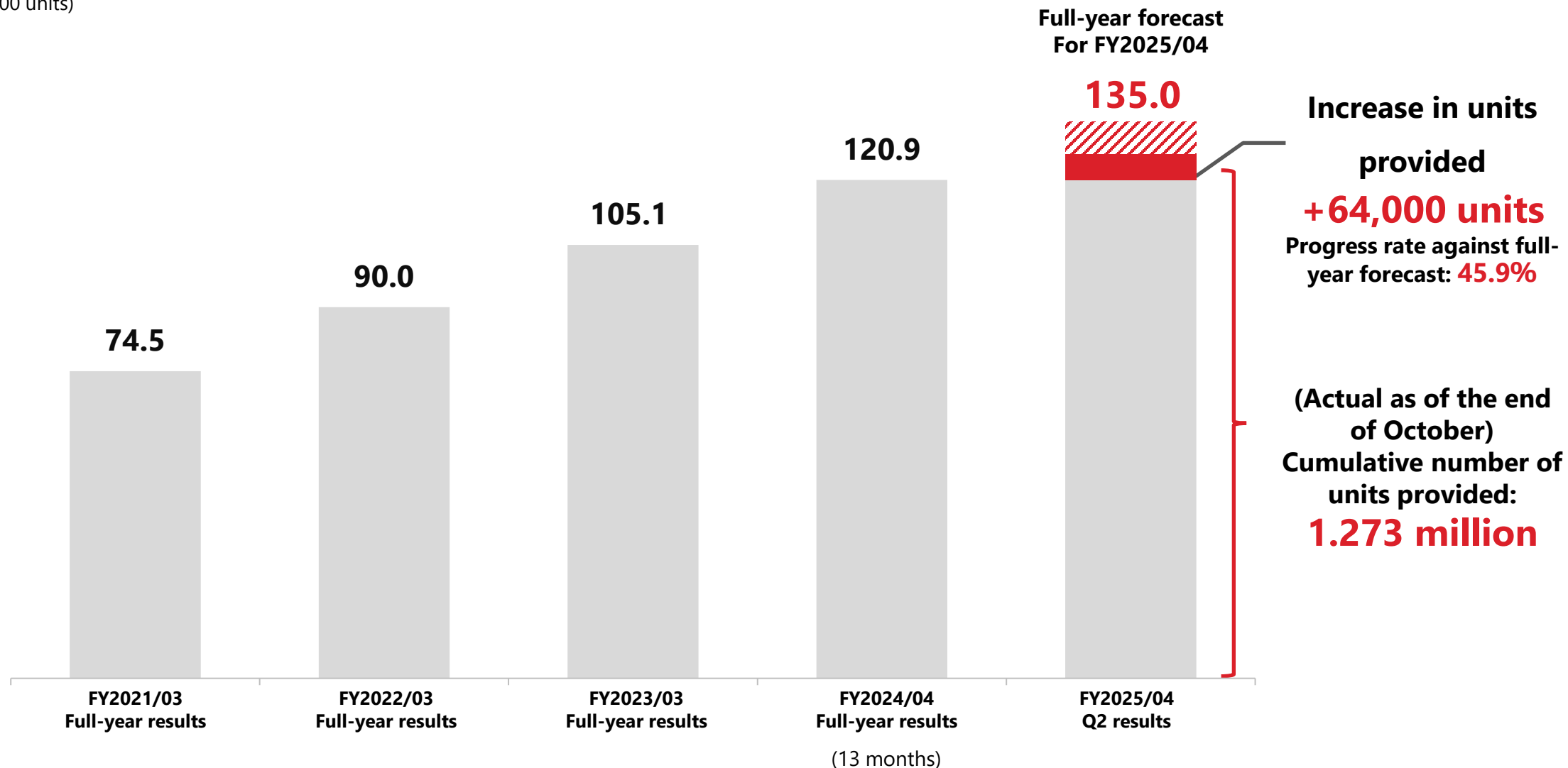
- +266** Profit increase due to higher net sales in 5G Homestyle (GPG)
- +73** Reduced expenses related to web3, 5G Healthstyle, and data collaboration projects
- +33** Profit improvement through cost control in the TONE business acquisition process
- 37** Profit decrease due to reduced usage of fixed network services in 5G Lifestyle (DTI)
- 1** Other

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

# 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 64,000 from the end of the previous fiscal year (1.209 million units), reaching a cumulative total of 1.273 million units, showing steady progress

(10,000 units)



## We are actively developing new markets to expand sales of the “Cloud-Based Security Camera Service.”



### Strategic Vision for the 5G Homestyle Domain



### Expanding sales of the “Cloud-Based Security Camera Service”

As part of our efforts to strengthen our framework for expanding into new markets, including restaurants and care facilities, we have joined the Japan Food Service Association, the largest organization of its kind in the food service industry.

Showcased the

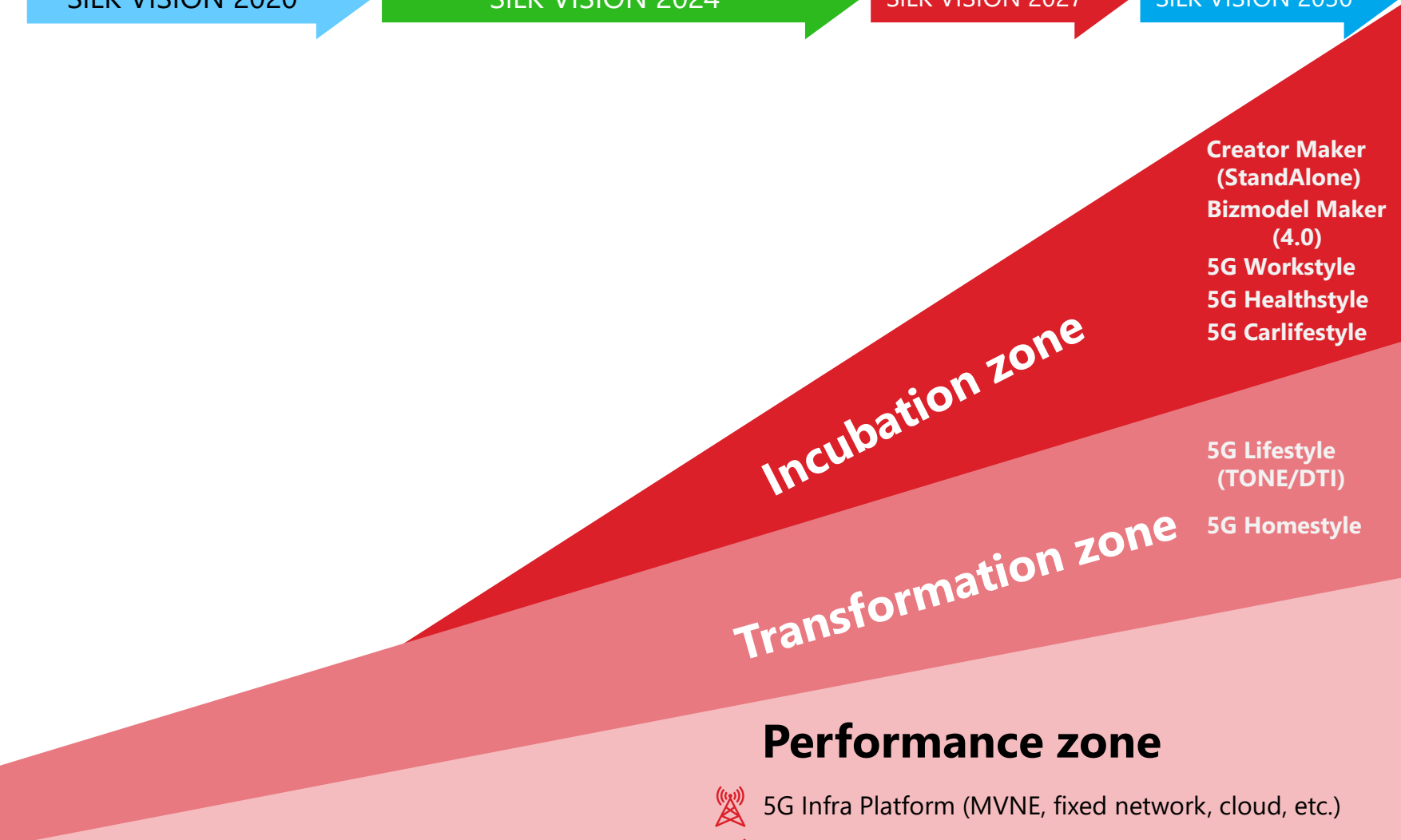
**Cloud-Based Security Camera Service** at the JF Food Service Partners Business Meeting 2024

Hosted by the Japan Food Service Association

Along with demonstrating the Cloud-Based Security Camera Service, we presented case studies of effective solutions for addressing store management challenges, including security measures, employee management, and inventory control.

\* For more details, please refer to the announcement published on November 7, 2024, titled “[Exhibition at the ‘JF Food Service Partners Business Meeting 2024’ Hosted by the Japan Food Service Association](#)”(available in Japanese only).

# 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.
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- Full Speed** Expansion of the Creator DX business, including overseas (primarily in Asia)
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## 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
- Full Speed** Improving productivity and profitability in the Internet Marketing Business

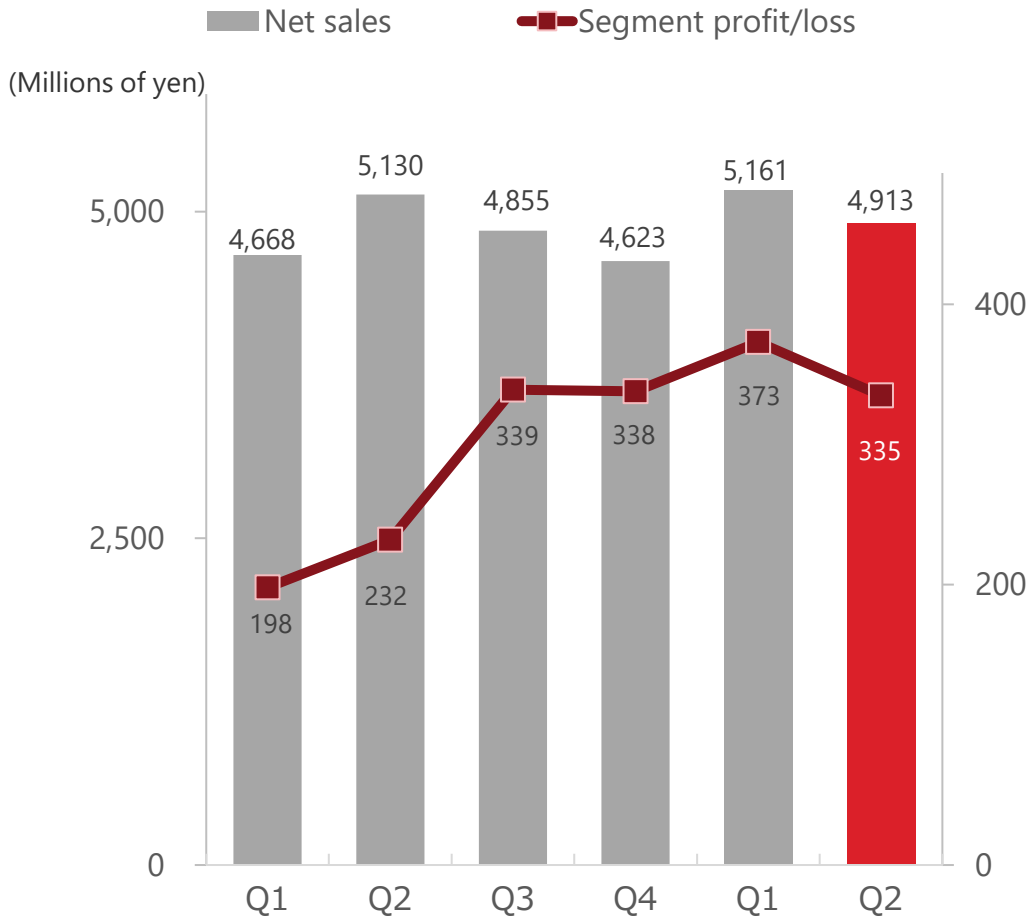
- Internet marketing
- Affiliate

**Profit increased by 64.5% YoY, mainly due to the steady growth in net sales in the affiliate business and the success of cost-cutting measures**

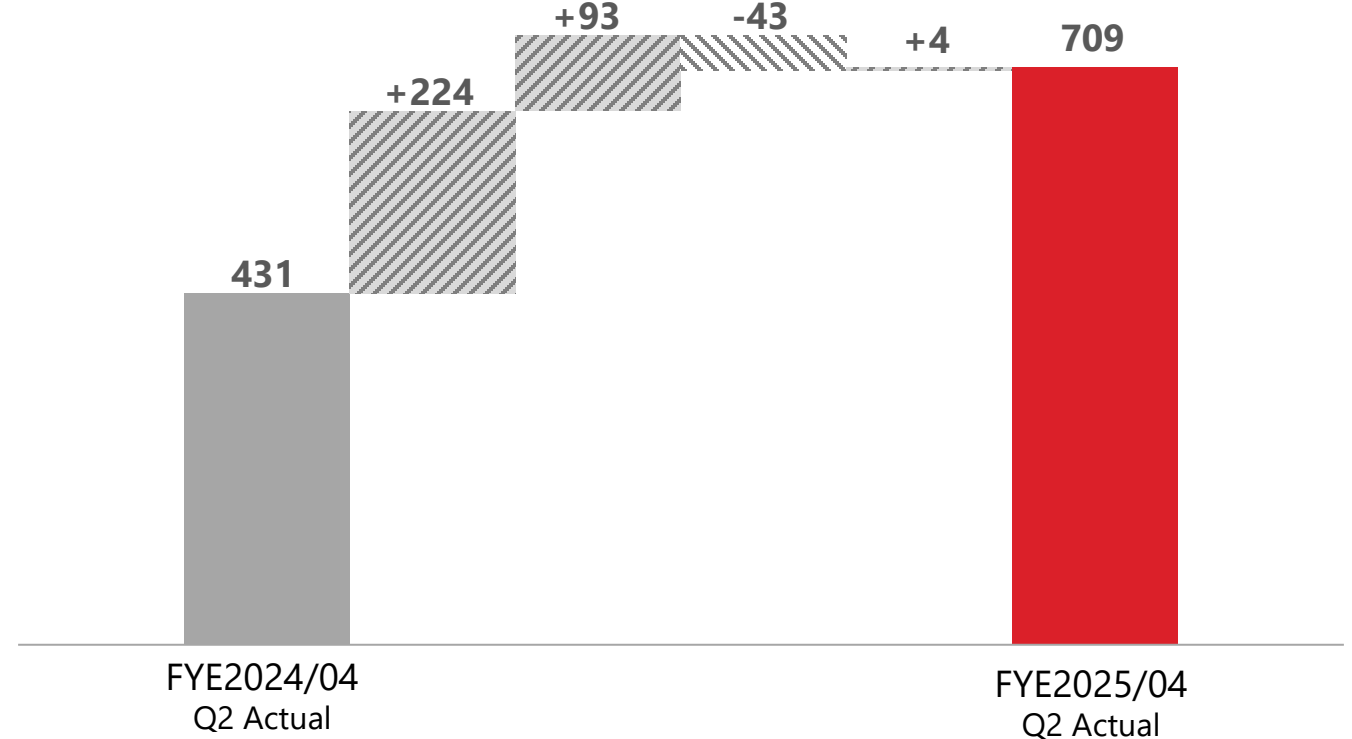
Net Sales and Segment Profit (Loss)

Segment Profit (Loss) YoY Variance Analysis

(Millions of yen)

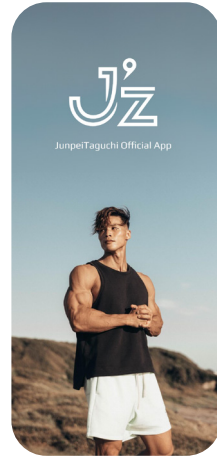


- +224** An increase due to increased sales in domestic and overseas affiliate businesses
- +93** An increase due to cost-cutting measures at Ad-Tech products and other initiatives
- 43** A decrease due to increased expenses from multi-faceted expansion of StandAlone platform
- +4** Other



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



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

Taro To  
TOTARO  
(Released July 22, 2024)

Aoto Watanabe  
BLUE  
(Released August 28, 2024)

Junpei Taguchi  
J'z  
(Released 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.



(Announced on October 2, 2024)

**We acquired YOYO Holdings Pte. Ltd. to accelerate our expansion into the ASEAN region with their PopStar, one of the largest influencer platforms in Indonesia and the Philippines.**



## Map



### For it Inc.

has been expanding its global performance marketing platform **Webridge** since 2017.



It has expanded its business to **China, Taiwan, Singapore, Malaysia, Thailand and Vietnam**, building on the success of its performance marketing platform "afb" in Japan.

### YOYO社

YOYO provides **an influencer marketing platform PopStar** mainly in Indonesia and the Philippines.  
**(It is one of the largest in Indonesia and the Philippines.)**

### What we can gain from YOYO joining our group

- **Business foundations** with global brand clients **in Indonesia and the Philippines**
- **Strong alliance with TikTok** (YOYO accredited as a TikTok Creative Marketing Partner in 2023)
- Platform PopStar that hosts **over 300,000** influencers



**Further accelerating the global expansion of Webridge**, For it Inc.'s influencer platform  
 ▶ Enabling it to provide services to advertisers and media companies worldwide

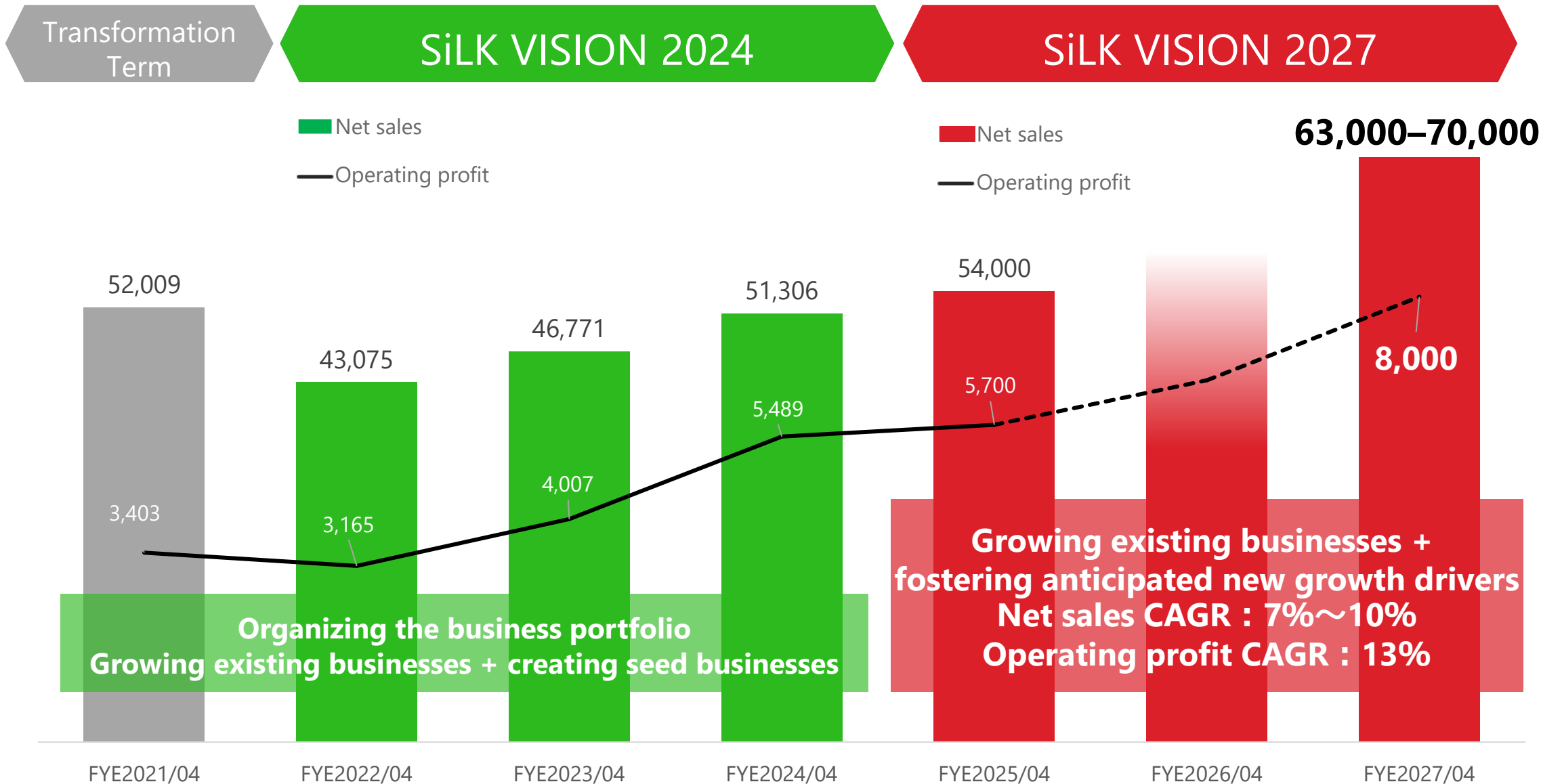
We aim to make **Webridge the world's top performance marketing platform** as we seek to **enter growing markets at an early stage** and **significantly strengthen our positioning** in the performance marketing and influencer marketing markets in the ASEAN region.

### **3. Progress of Consolidated Financial Results for the 2nd Quarter of FY2025/04**

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# Net Sales and Operating Profit Targets Under SiLK VISION 2027

Millions of yen



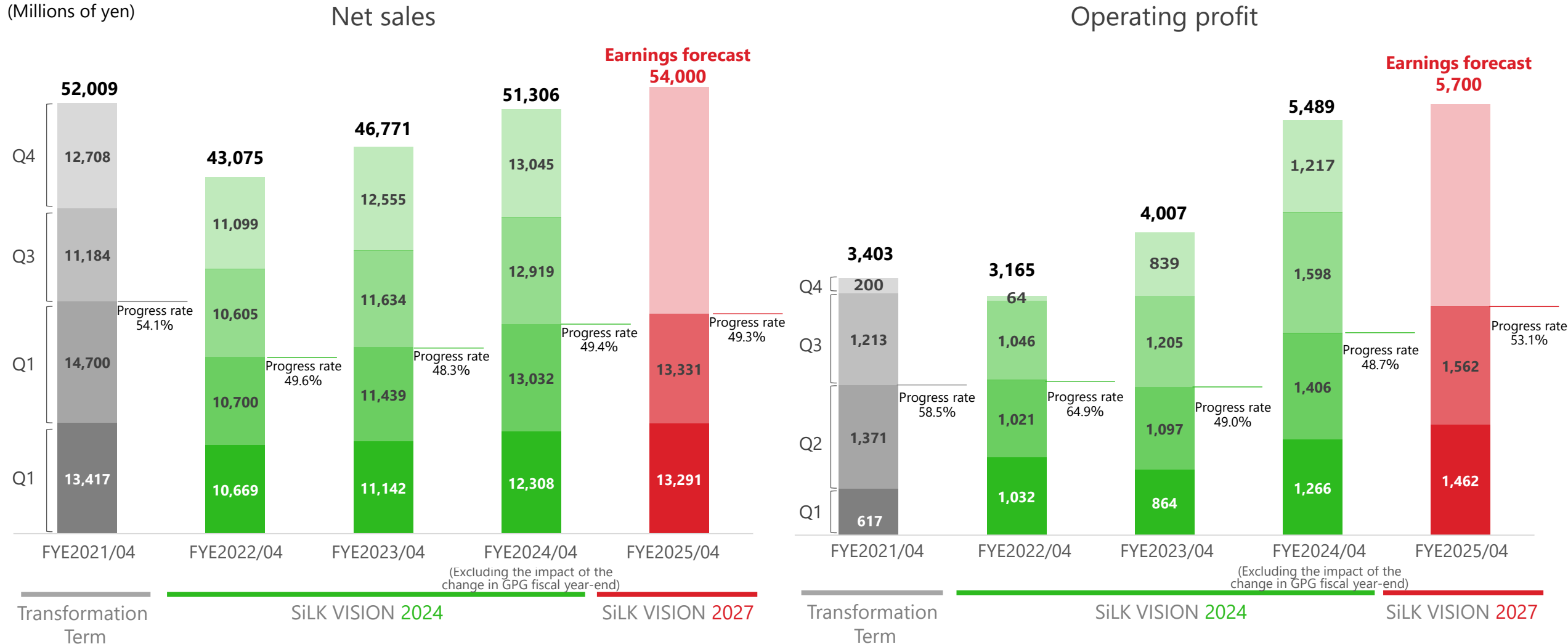
**Organizing the business portfolio  
Growing existing businesses + creating seed businesses**

**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)

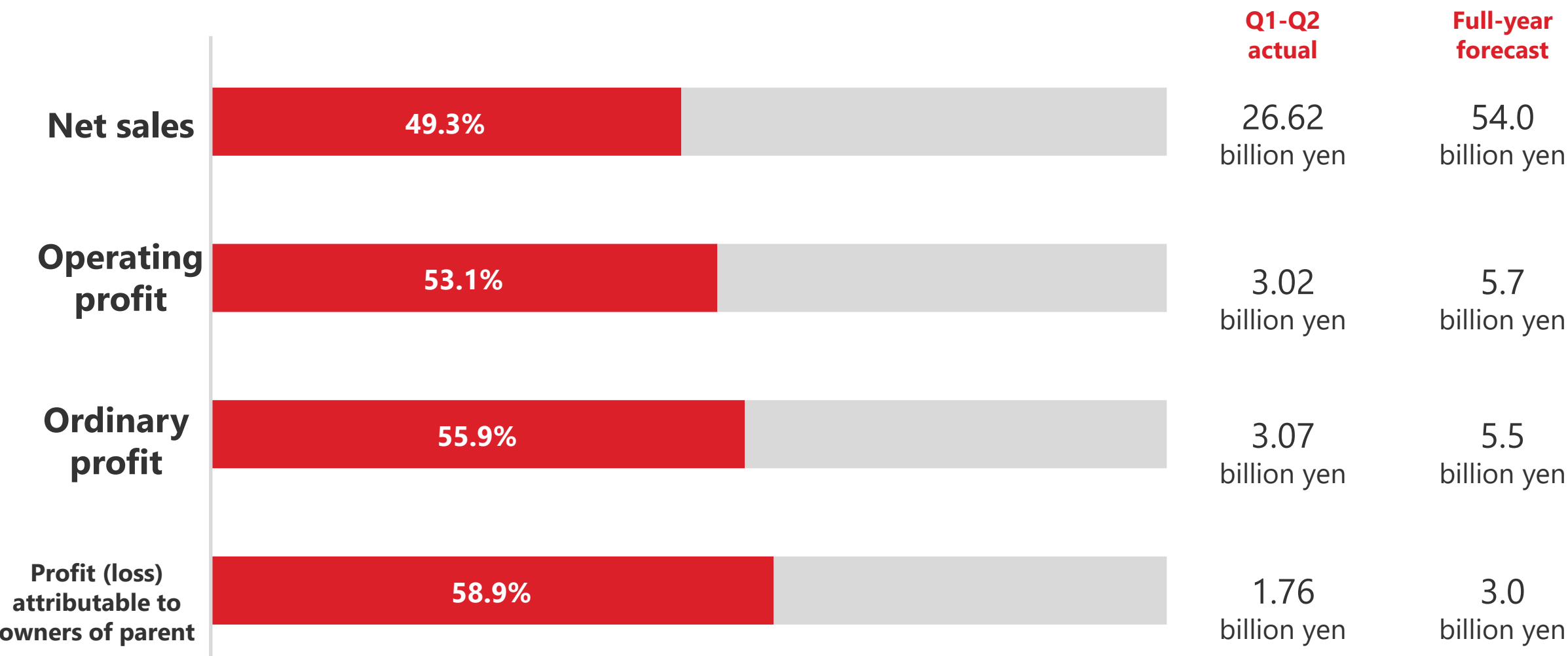
# Trend in Cumulative Quarterly Results

**Net sales and operating profit for the second 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.

**We saw steady growth in net sales and each line profit through the second quarter. We expect to see more of the same from the third quarter onwards.**



(Announced on November 28, 2024)

The FreeBit Group has published its first integrated report, *FreeBit, Here and The Road Ahead—Integrated Report 2024*, which marks a turning point as a company driving the mainstream adoption of web3.



The report introduces:

How will we evolve into a **web3 implementation company leveraging expertise in telecommunications.**

The corporate philosophy system and value creation model of the FreeBit Group, as well as the following:

- **What is the future vision of web3**
- **How web3 will be adopted in society**
- **How FreeBit has developed to date and where it stands now**



Solving social issues based on the original vision of the Internet

\*For details, please refer to [FreeBit, Here and The Road Ahead—Integrated Report 2024](#) announced on November 28, 2024.

\*The English version of the Integrated Report is scheduled to be released at a later date.

元社外取締役 出井伸之氏 書

## 通信生まれの web3実装企業へ

私たちは独自開発の技術を用いてweb3実装を行い、社会課題の解決を目指していきます。非中央集権化の仕組み、ヒトとモノの分散型プラットフォームを作っていく、そのためのベースとなるのは、Trust/「信用」となります。通信やAIのトレーサビリティが問われ、約束ごとの確実な実行が求められる中、新たなTrustの仕組みをどう作っていくか。当社の元社外取締役 出井伸之氏は、いち早く「信用の所在地」というキーワードを使いました。IDとパスワードだけで管理されるという不安定な状態を超え、また検証不在というWeb2.0の根源的課題を超えていくために。

(「信用の所在地」は『SILK VISION 2027』でも掲げているキーワードです)

We shift category to become  
**a web3 implementation  
company leveraging expertise  
in telecommunications**

By hybridizing Web2.0 and web3, we  
trustify various things and expand where  
trust belongs in society.

The vision of SiLK VISION 2027 is to seek  
**where trust belongs**

Our mission is to use technology to ensure  
"trust" in the web3 (decentralized) world.

第一章 freebit groupがweb3で描く未来像とは  
CEO/CTOメッセージ

web3の実装はすでに始まっている ～“通信生まれ”のweb3実装企業へのカテゴリーチェンジ～

【web3スターキットとなる「フリービット株主DAO」】  
フリービットが一貫して進めてきた「非中央集権化」のインフラ、そしてweb3の世界をいち早く「予感」を越えて「実感」していただき、ステークホルダーが理念を共有し**社会実装していき**取り組み「One Vision」が、株主の皆様、トーンモバイルのユーザーの皆様を中心にすでに始まっています。**世界初の「web3スターキット」**とも言える「フリービット株主DAO」は「One Vision」の株主様向け還元施策です。この取り組みにご参加いただく、**理解・体験が極めて難しいといわれるweb3のほ**ぼすべての側面が、お持ちのスマートフォンを通して簡単にフル体験いただけるようになっています。

例えば「TONE Chain」では、株主の皆様が世界最先端のマホシーリング(採掘)に参加することで、その貢献に対する報酬として「TONE Coin」が受け取れます。「TONE Chain」は株主様だけでなく、トーンモバイルのユーザーやフリービットの従業員も参加しており、**ノード数は現在世界第3位の規模**です。その倍になれば「ビットコイン」を抜き、当社のステークホルダーが結集すれば、約100兆円近い資産を動かしているブロックチェーンノードである「ビットコイン」を抜くことができるというわけです。

また、「フリービット株主DAO」では、web3の概念で重要な

【デジタルウォレット】を、個々のスマホで所有することになります。このデジタルウォレットには、**資格情報などの様々なNFT(VC)が入るため**、「フリービット株主DAO」にご参加いただく、デジタルウォレットの中に「この株主様である」といった資格情報が入ることになります。こういった技術は、フリービットが長年取り組んできた「医療領域」にも実装されつつあります。日本最大の病床数を保有する藤田医科大学様とは、医療機関におけるデータ管理だけでなく、**患者さんまでもが自身の医療データをVCとして持ち歩ける**取り組みを進めています。これは政府が進める**マイナンバー制度とも連携が可能**なものです。

また、こうしたスマートフォン上で、フリービットの技術をベースとした様々なコンポーネントを自由に組み合わせて動かす仕組みは、「**StandAlone Building Blocks**」によるもので、すでに様々なクリエイター向けに提供している技術が元になっています。web3の世界において、我々が非中央集権化された様々なプラットフォームを生み出す「**Platform Maker**」になっていくにあたり、**クリエイターDX**も重要な領域の一つです。IoTやモバイル技術、AIの進化により、もともと国家が持っていたような影響力は、企業がグローバルに展開する形に変遷し、今後は企業と並ぶような影響力を持つクリエイターがどんどん生まれ

てくると言われています。フリービットグループは、B2BやB2B2C/B、B2Cに対して、新しいカテゴリーである**B2C2C(Business to Creator to Consumer)**という形で、クリエイターの活動を支援するため各種管理をしやすいプラットフォームをパッケージにして提供していくとしています。我々は、クリエイター自身がプラットフォームであるべきだと考えており、「StandAlone」プラットフォームでは、起業クリエイターひとりが、既存のレギュレーションに縛られることなく、**自立したプラットフォーム**として様々な活動ができるということが前提となっています。

【社会課題の解決を通じて、グローバルでの成長も目指す】  
このように、フリービットは今、「**通信インフラ事業」というカテゴリーを越えて、web3企業としての歩みを始めています**。さらにグループ会社や提携会社が保有するIoTセンシング技術やアクチュエーター技術に最新の生成AIやBlockchainなどの技術をかけ合わせることで、新たなサービスを生み出すことも可能です。例えばガザプライズが有する集合住宅向けの固定回線と、センサーやスマートフォンプラットフォーム、TONE Careなどの健康見守りサービスなどを組み合わせることで、医療費

の高騰や孤独死などといった高齢者問題を解決していくこともできます。

こうした取り組みは、高齢化先進国の日本においては輸出産業になり、フリービットによる社会課題の解決を「**made in Japan**」として世界に広げ、グローバル企業として成長していく足がかりともなります。

【SILK VISION 2027】において、事業的な成長はもちろん、「通信生まれ」としての経験を活かしながら、このような通信サービスにとどまらない「**通信生まれのweb3実装企業へとカテゴリーチェンジ**」を行い、グローバルでも競える次のSILK VISION 2030へとつなげていきたいと思っています。

\*The English version of the Integrated Report is scheduled to be released at a later date.

## 4. Appendix

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## 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 Income	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

Block chain

Providing infrastructure platforms that reliably and cost-effectively connect large number of people and things

### Free you a bit that began with "Free ISP's ISP"

Started

FreeBit started with the concept of a *Free ISP's ISP* (an ISP for free ISPs) with the aim of expanding the range of internet users in Japan.

Later

It has continuously launched new services utilizing advanced network technology, offering high-quality, secure, high-speed communications.

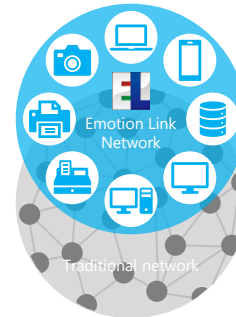
Currently

FreeBit's 5G Infrastructure Support Business promotes various support services, including those for entering the MVNO business, for ISPs, and for introducing cloud and IoT solutions for different business corporations.

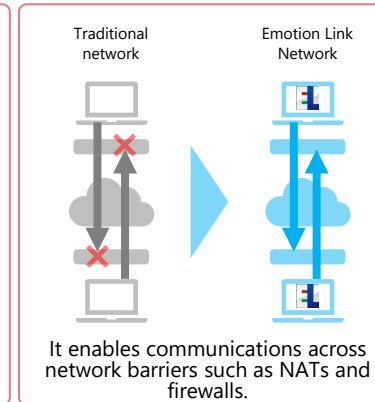
### Technology Highlight

#### Our proprietary technology: Emotion Link

- Emotion Link is a secure and reliable network solution that uses "OverLay Internet" (a virtual internet built on top of the existing internet) to flexibly manage communication connectivity and security.
- It enables secure two-way communications between the devices and terminals necessary for network implementation and direct access across firewalls and NATs.



OverLay Internet enables secure and reliable communications for all devices.



It enables communications across network barriers such as NATs and firewalls.



Emotion Link offers a wide range of client variations that enable the networking of all kinds of devices to meet diverse needs.

- We will build next-generation networks and data centers to support the 5G era. We will also strengthen our service offerings that leverage cloud infrastructure and develop services that utilize 5G and embedded SIM (eSIM). Furthermore, we will expand services that combine these and other business resources.
- The 5G-related and IoT markets for domestic industry are expected to be huge, with values of 210.6 billion yen\* and 10.2 trillion yen\*, respectively.
- Given these markets, we aim to develop new services that utilize 5G and eSIMs while continuing to provide stable, reliable, and secure communication infrastructure services and building next-generation networks and data centers compatible with the 5G era.



Main Services



#### Overview

MVNE business that supports MVNO business expansion

#### Main Solutions

We provide MVNE services to support MVNO operators. We provide support and consulting for the launch and operation of MVNO businesses, acting as an intermediary between the MNO (NTT DOCOMO) and MVNO operators and facilitating the smooth development of MVNO businesses.

#### Features of the Services

- Dedicated consultant system
- Extensive lineup with unlimited combination
- Low cost



Comprehensive support for ISP business

We provide outsourcing services to ISPs. In addition to basic services such as internet access and large-capacity email, we provide comprehensive backup for peripheral services such as online storage, cloud platforms, and mobile connections.

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



High-security hybrid cloud

We provide hosting services that can meet various needs, from general-purpose plans to customized server construction. We feature a secure and highly stable cloud that incorporates the next-generation firewall *FortiGate* and the well-proven and reliable virtualization software *VMware*.

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



## 5G Lifestyle Support Business 1

Provides business platforms that support the creation of "things" markets, such as "safe and secure lifestyles," "healthy lifestyles," "work styles," and "housing."

▶ 5G Lifestyle(TONE/DTI)

Providing mobile communication services using smartphones and other devices as well as fixed-line Internet-related services mainly targeting individuals.

### TONE Mobile

▷ Positioned as a showroom for the Group's technology

TONE Mobile provides safe and secure "friendly smartphones" that, through technology, reduce anxiety, stress, and reluctance to use smartphones, considering:

- What should the children's first smartphone be like?
- What should the senior generation's smartphone be like?

Friendly smartphone  
**TONE**

**TONE Family**  
Not sure if I should give my kid a smartphone.

**Off-limit at night**  
(unavailable from 10 p.m. through 6 a.m.)

**Easy support**  
Can I handle a smartphone?

**Worry-free Internet**  
Going online isn't safe.

**Remote support**  
No shop near me. But I need assistance.

**Worry-free Calls**  
I don't want any scam calls.

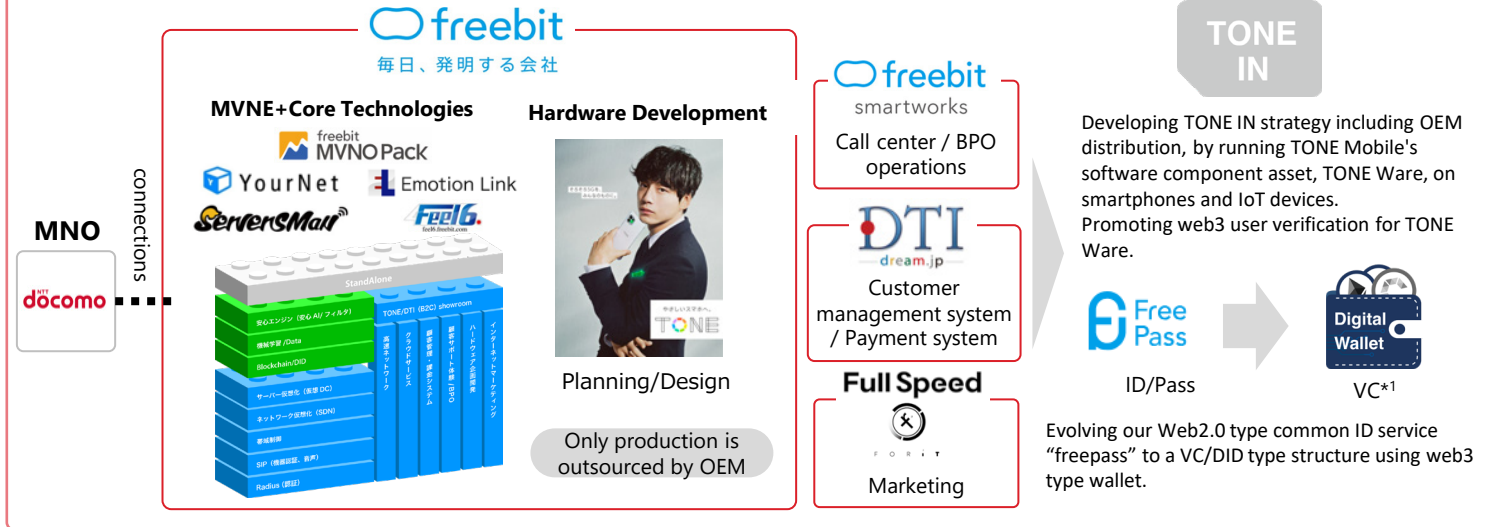
**Life Log (Nakanajo Method)**  
I want to stay healthy.

**TONE Camera**  
Want to protect my kids from selfie abuse.

### Technology Highlight



**Tone Mobile, the integration of the FreeBit Group's technologies, develops "TONE IN" strategy.**



### Solving social issues with TONE Mobile

#### TONE Care



Free online health consultation with doctors, etc. from anywhere\*2



Physicians, etc. provide health-related advice. In TONE Care, health consultation for policy holders, users, and families is provided.



Easy consultation with chats available any number of times per month. If you want to ask a quick question, you can easily chat numerous times, all free of charge.



On-line health consultation for 15 minutes up to 2 times monthly. A 15 minutes' consultation is available up to 2 times a month from your Tone Mobile.

#### TONE Family



**AI on smartphone evaluates the danger level of social media.** To solve the increasing problem of social media slander, we detect potentially troublesome messages on social media and inform parents.

\*1 Verifiable Credentials: Digital certificates that attest to the possession of information such as education, qualifications, and identification that has been verified by a trustworthy authority.  
\*2 Qualified persons other than physicians may be in charge of the consultation.



## 5G Lifestyle Support Business 2

Provides business platforms that support the creation of "things" markets, such as "safe and secure lifestyles," "healthy lifestyles," "work styles," and "housing."

- ▶ 5G Homestyle(GIGA PRIZE) Providing Internet services for apartment buildings, as well as focusing on establishing new services

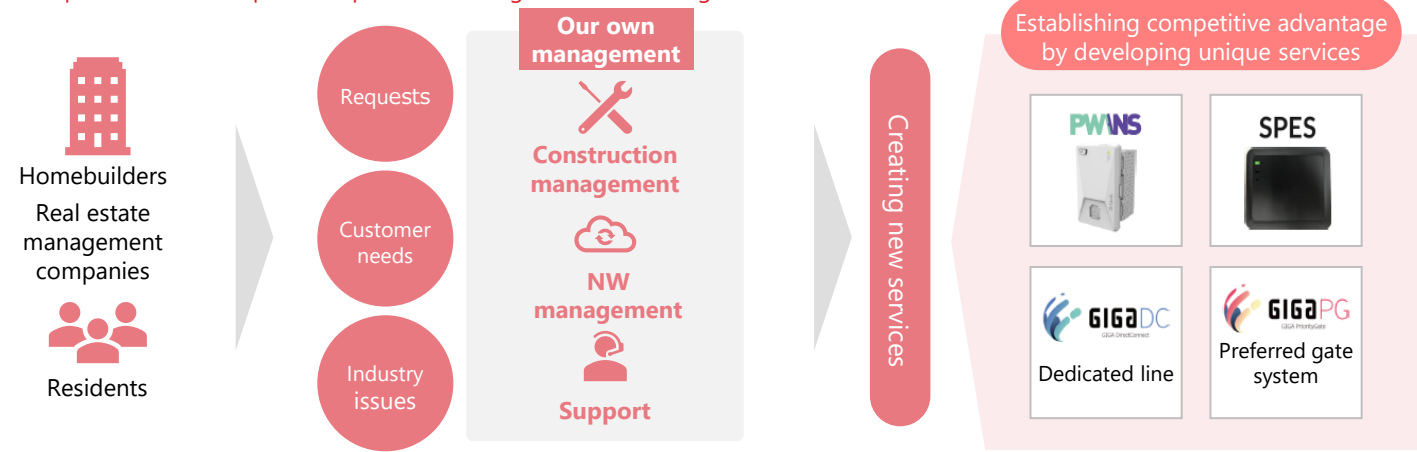
### + GIGA PRIZE supports ISP for apartment buildings and smart lifestyles

- GIGA PRIZE, which provides 5G Homestyle (Internet services for apartment buildings) services of the 5G Lifestyle Support Business, provides high-speed, stable internet connection services as an internet service provider (ISP) targeting apartment buildings.
- Diverse solutions that promote digitization, such as business support systems for the real estate industry and cloud-based surveillance camera services are being developed.

### Technology Highlight

## Securing competitive advantage by developing unique services through our own management

<Response and development capabilities through our own management>



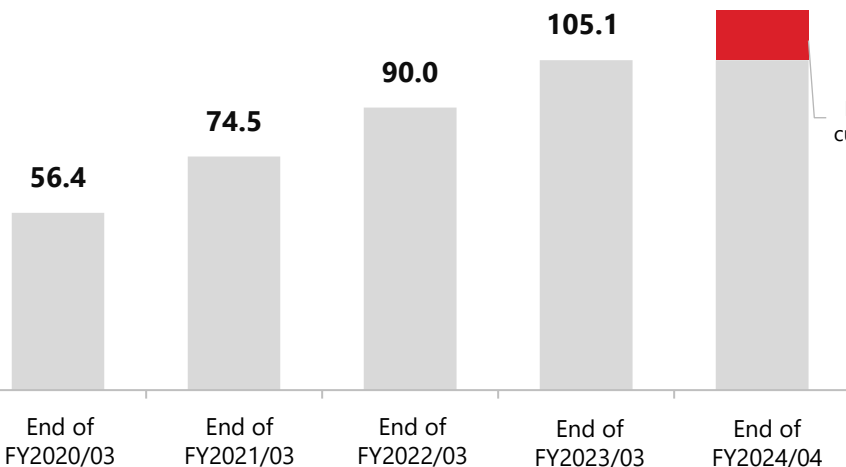
### < Number of units provided with ISP services for apartment buildings >

(10,000 units)

End of FY2024/04 (13 months)

120.9

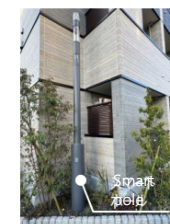
Full-year cumulative actual result of 157,000 units



Initiatives to Achieve Smart City



- LIVINGTOWN Minato Mirai, operated by GIGA PRIZE Group, is a multi-industry co-creation complex that supports updates of lifestyle centered on housing.
- We promote demonstration tests and verifications to realize smart towns by offering a smart home experience utilizing 5G, IoT, and other next-generation communications technologies.



We are developing a variety of solutions in the environment surrounding houses in order to enrich lifestyles through technology.

- Cloud-based security cameras record images to the cloud without using a recorder. They provide residents with a sense of security by preventing illegal garbage disposal or bicycle parking troubles as well as deterring burglary, theft, and other crimes.
- The smart pole is equipped with basic street lighting functions, LED lights, and cloud-based security cameras to provide security and safety.
- GIGA PRIZE works to develop and improve solution services that meet housing issues and needs and contributes to enhancing the value of properties and realizing comfortable and rich lifestyles.



## Enterprise/Creator 5G DX Support Business

Business that supports the construction of a platform that enables market creation, market launch, and maintenance of customer relationships, by working closely with not only companies but also creators and influencers, who will be at the center of future manufacturing.



Providing advanced webmarketing services ▶ Full speed

More than 1 million Affiliate Network ▶ For it

Enhancing services with 5G marketing in mind and expanding influencers' marketing

Promoting internet marketing and ad technology-related businesses with a view to web3

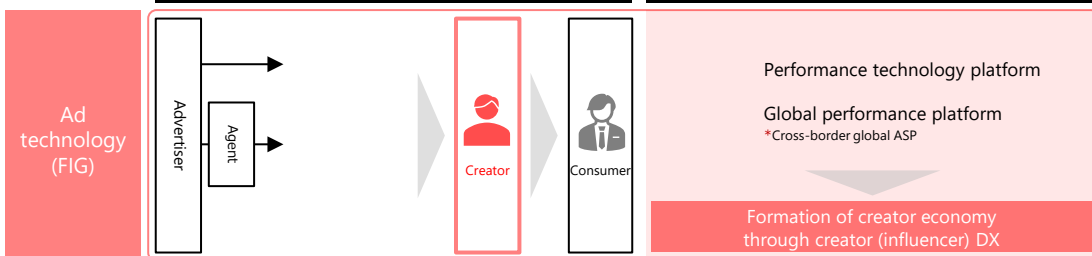
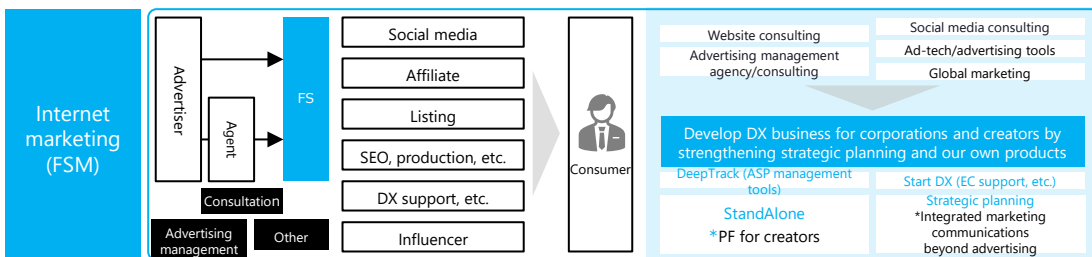


Developing "StandAlone," a creator platform that enables creators/influencers to disseminate information on their own without using a major platform and maximize their value.



### Enterprise/Creators 5G DX Support Business

We will support the creation of a platform for manufacturing in the 5G era through our unique DX methodology, not only for companies, but also for creators and influencers.



### Technology Highlight

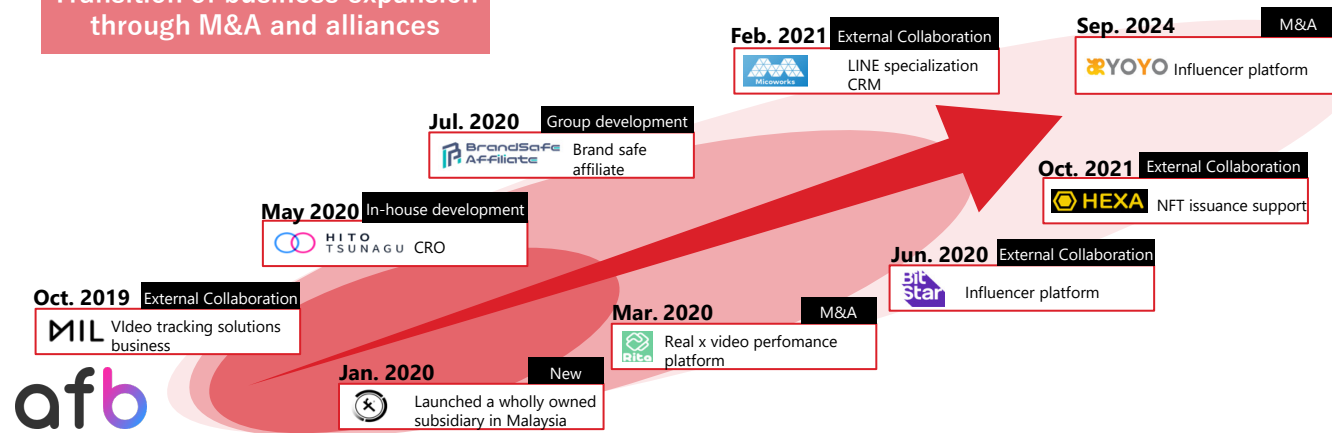
#### Performance Technology Network / ASP



- "afb," a pay-for-performance affiliate service operated by For it employs the fastest payment cycle in the industry with a "customer-first" policy
- In the "Affiliate Program Awareness Survey 2024" in terms of user satisfaction for high-income partners (earning 500,000 yen or more per month), the company has been awarded No.1 for 12 consecutive years

Source: "Affiliate Program Awareness Survey 2024" <https://affiliate-marketing.jp/release/202408.pdf>

### Transition of business expansion through M&A 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](https://freebit.com/ir/movie/movie_20240724.html)

(available in Japanese only)



## FreeBit, Here and The Road Ahead—Integrated Report 2024

<https://pdf.irpocket.com/C3843/BSCD/TpK7/S6o2.pdf>

\*The English version of the Integrated Report is scheduled to be released at a later date.



## 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

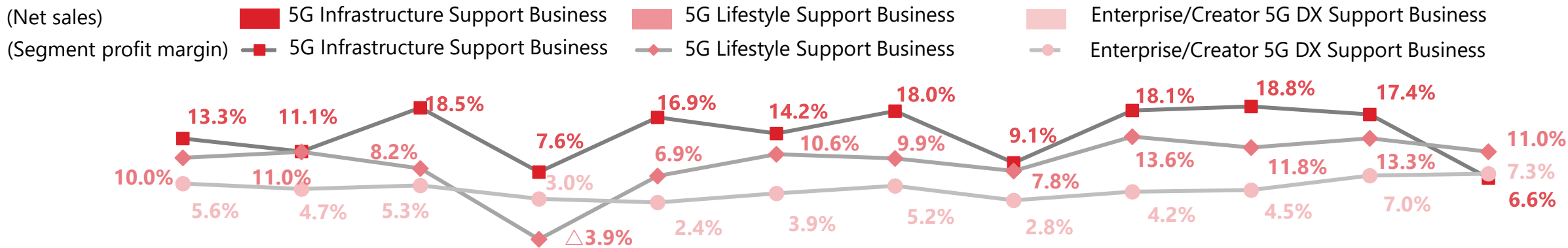
SiLK VISION

2027

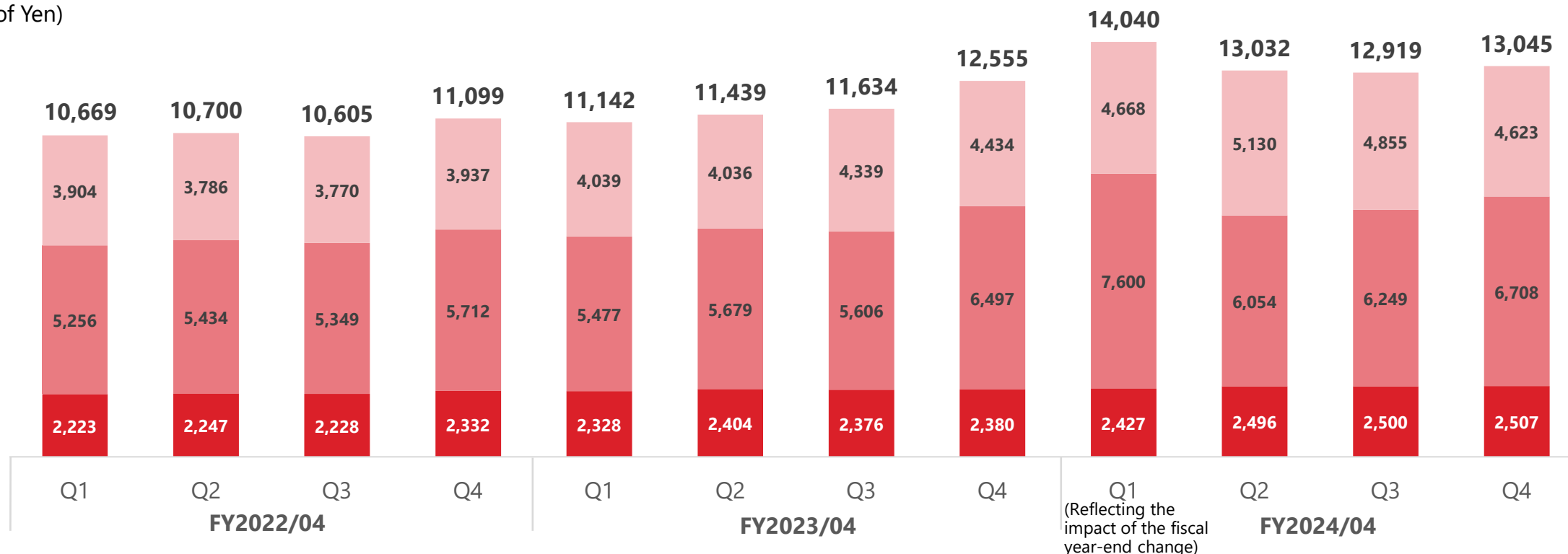
信用の新世紀

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 income	1,244	1,902	1,321	1,851	2,981	2,587	3,403	3,165	4,007	5,887
Ordinary income	982	1,322	807	1,426	2,569	2,481	3,661	2,878	3,707	5,756
Net income attributable to owners of the 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 income 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*
<b>Profitability</b>										
Operating margin (%)	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
<b>Solvency</b>										
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
<b>Efficiency</b>										
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
<b>Per Share Data</b>										
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
Net income 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.

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