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毎日、発明する会社

FY2025/04

Financial Results for the First Quarter

FreeBit Co., Ltd.

September 13, 2024

10-year plan from FY2021 to FY2030

SiLK VISION
2024



from The Garage again.

**Pre
5G/web3**

SiLK VISION
2027



from The Garage again.

**Core
5G/web3**

SiLK VISION
2030



from The Garage again.

**6G/web4
Standby**

SILK VISION

2027

信用の新世紀



born in the Garage

『Summary of [SiLK VISION 2027]』 - Toward a Communications-born Web3 Implementation Company -

Creation of web3 and other seed businesses in [SiLK VISION 2024]



Implementation of Seed Business (Social Implementation) + Implement M&A strategies to match the growth of existing businesses and expand the strategic portfolio through business alliances

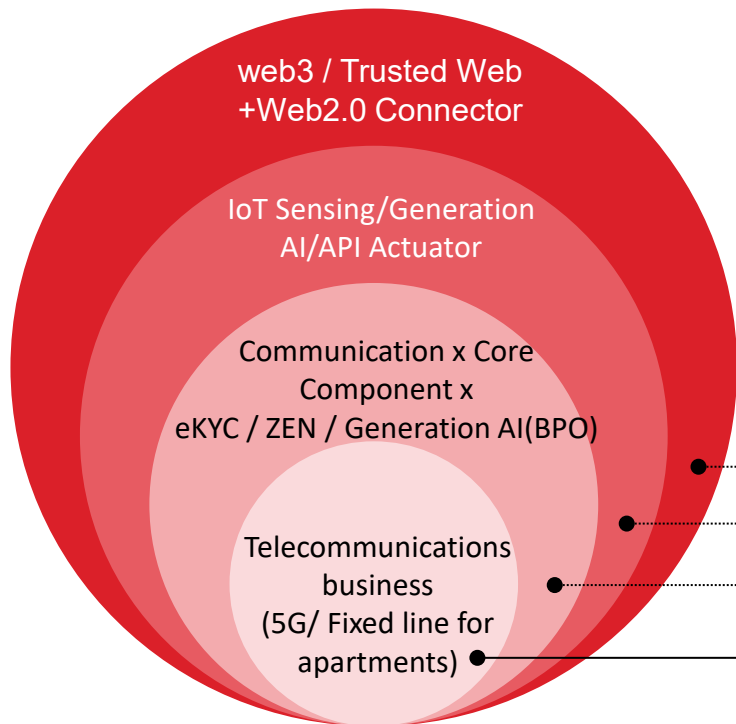


Promoting business development in accordance with the concepts of [Trusted Web] transformation into a [Communications-born web3 implementation company]



Expansion of [SiLK VISION 2030]

Category change to web3 implementation company



Some examples		
<ul style="list-style-type: none"> • Problem of insufficient housing for the elderly, etc. • Medical issues 	<ul style="list-style-type: none"> • Creator support, etc. • Supervising Sensor 	<ul style="list-style-type: none"> • Children/Senior Smartphone Problems • Smartphone development/control, etc.

High P/E
(Exit from Telecommunications Business)



High profitability

Growth strategy



Infrastructure
Support
Business



5G Lifestyle
Support
Business



Corporate and
Creator 5G DX
Support Business

Anticipated New Growth Drivers

- Collaboration with GIGAPRIZE, new B2B platforms, Platform Maker services (web3,5G,IoT,AI), DX, healthcare, IoT domains, etc.
- Develop proprietary web3 services (including IEO studies in communities), new credit services, etc.
- Challenge of solving social problems through provision of a single-unit network for all households + a
- Expansion of creator DX business, overseas expansion centered around Asia
- Web3 / AI technical implementation, assembly using core components

Growth of existing businesses

- Growth plan in line with MVNE (5G) business market expansion
- Maintain introduction of 5G Homestyle(GPG) averaging 150,000 units over three years
- Continuous growth of affiliate business
- Improving productivity and profits in the Internet Marketing Business

Careful social implementation
by hybrid for the entire
group's customer market



web3 Platform
implementation process

Enhancing trust by
hybrid of Web2.0 and
web3

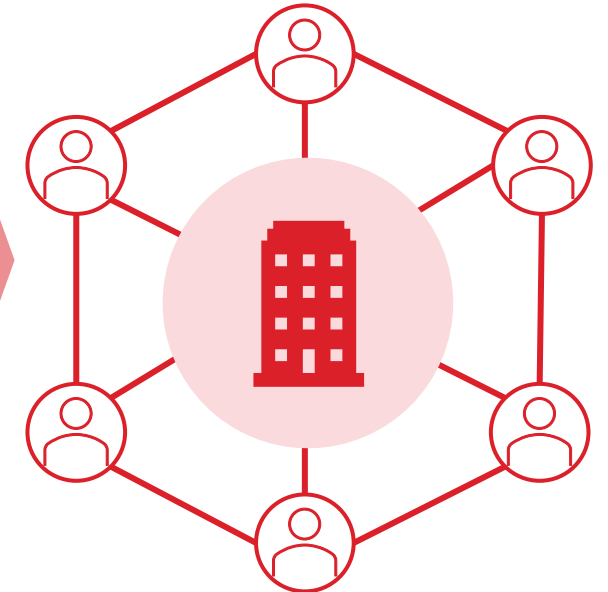
- Gradual
- Supplementary
- Cooperation and
Coordination

SiLK VISION

2027

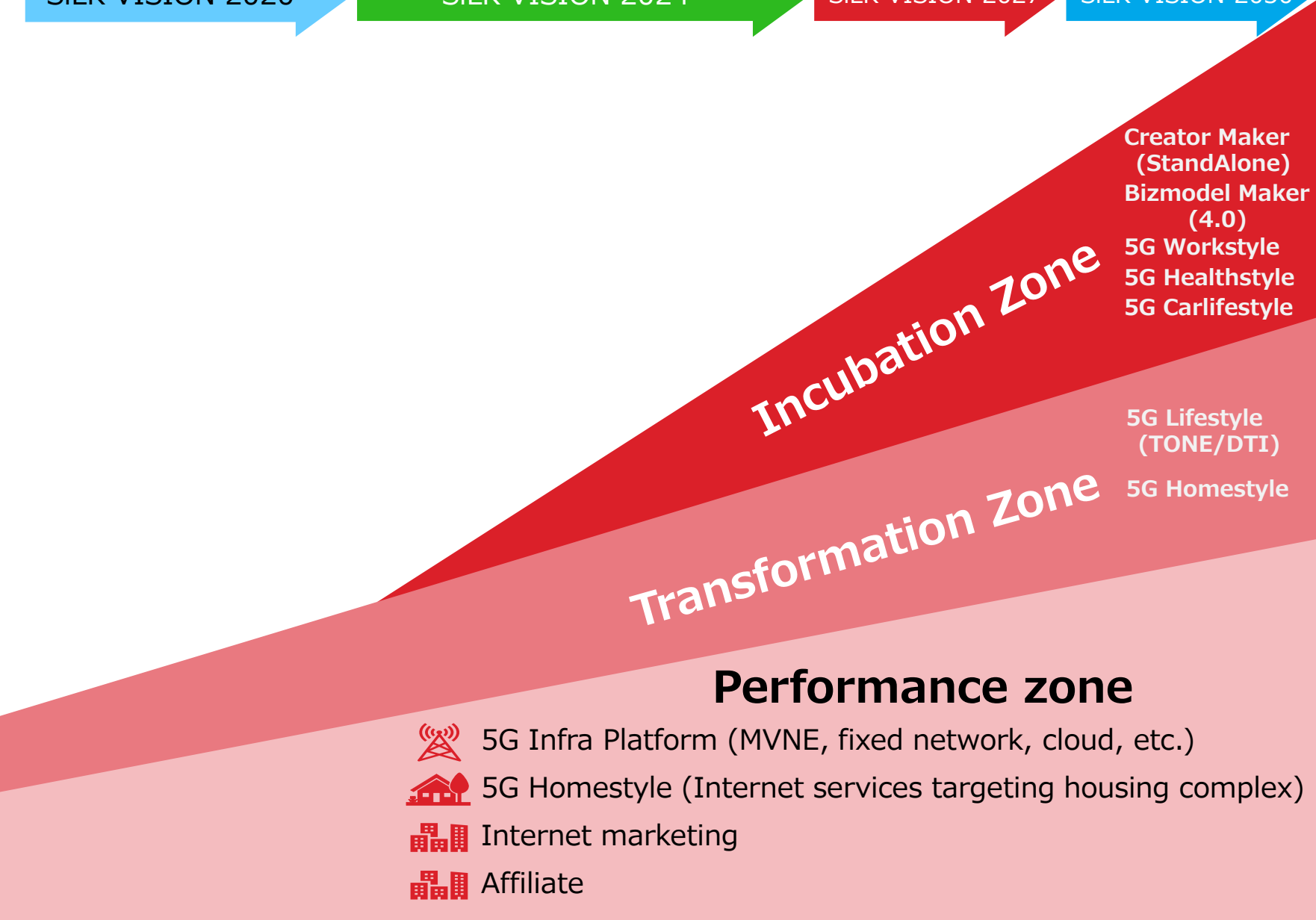
信用の新世紀

born in the Garage



Become a web3 implementation
telecommunications company,
moving towards [SiLK VISION
2030]

FreeBit Group's Medium-to Long-Term Growth Image



Anticipated New Growth Drivers

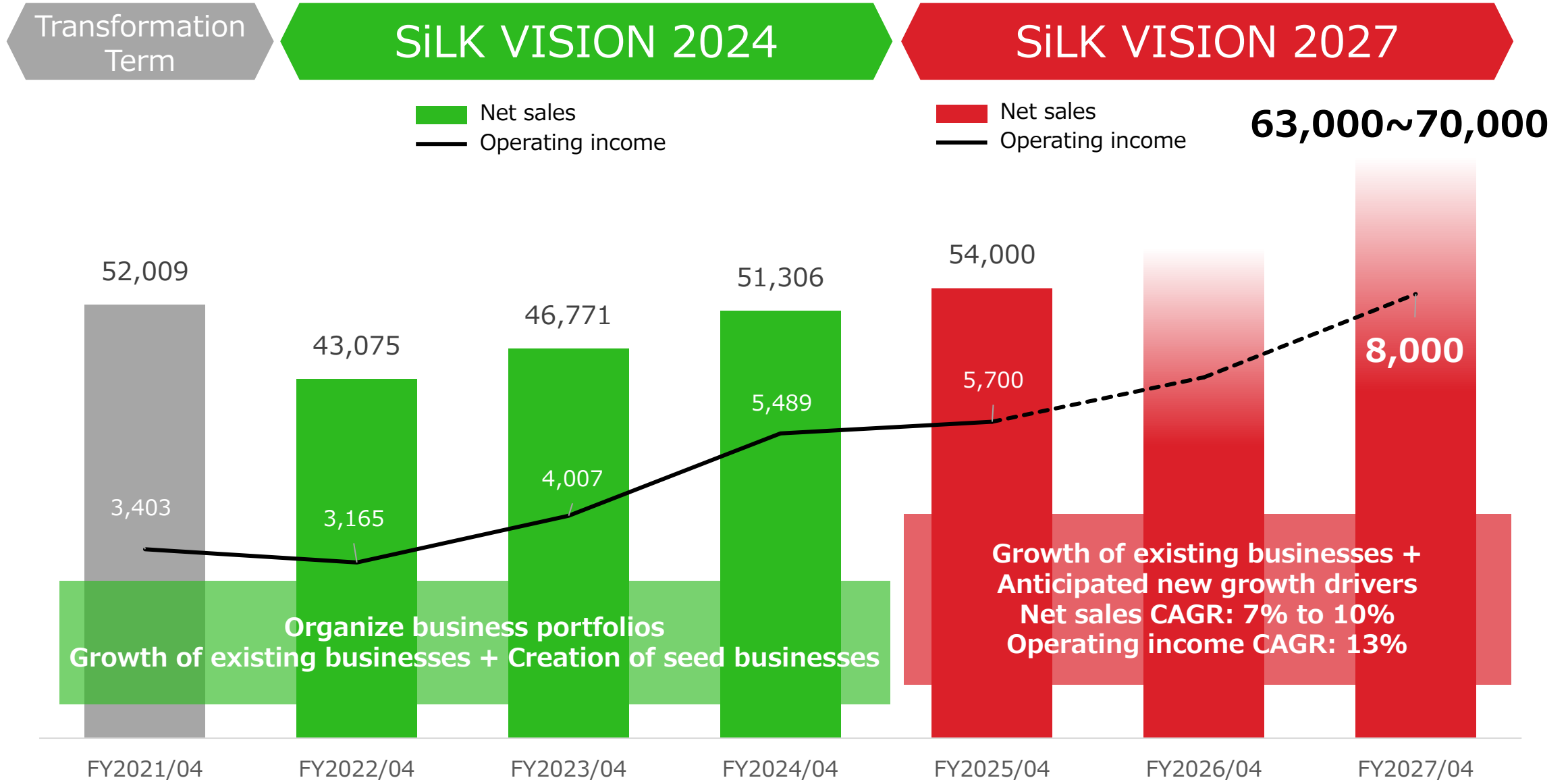
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[SiLK VISION 2027] Net Sales/Income Targets

Millions of yen



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

1. Consolidated Financial Results for the First Quarter of the Fiscal Year Ending April 30, 2025	9
2. Results by Segment for the First Quarter of the Fiscal Year Ending April 30, 2025	19
3. Progress of Consolidated Financial Results for the First Quarter of the Fiscal Year Ending April 30, 2025	35
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1. Consolidated Financial Results for the First Quarter of the Fiscal Year Ending April 30, 2025

Impact of Change in Fiscal Year-End of Consolidated Subsidiaries

(GIGAPRIZE and its subsidiaries)

- GIGAPRIZE Group (GPG) changed the date of its fiscal year-end from March 31 to April 30, the same as our consolidated fiscal year-end, from the previous first quarter. As a result, the consolidated subsidiaries in the previous fiscal year has an irregular settlement of accounts for the 13-month period from April 1, 2023 to April 30, 2024.
- The figures for the same period of the previous fiscal year in this presentation material are explained by [the figure including the impact of the change in the fiscal year-end] and [the figure excluding the impact of the change in the fiscal year-end].

Consolidated period

		First quarter			Second quarter			Third quarter			Fourth quarter			
(Previous Fiscal Year) FY2024/04	GPG	4	5	6	7	8	9	10	11	12	1	2	3	4
	We		5	6	7	8	9	10	11	12	1	2	3	4
(Current term) FY2025/04	GPG		5	6	7	8	9	10	11	12	1	2	3	4
	We		5	6	7	8	9	10	11	12	1	2	3	4

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

(Millions of yen)	FY2024/04 1Q (Including the Impact of Change in Fiscal Year-End)	[Reference] FY2024/04 1Q (Excluding the impact of the change in the fiscal year-end) ^{※1}	FY2025/04 1Q		
			Actual	[Reference] Change ^{※2}	[Reference] Percentage increase/Decrease ^{※2}
Net sales	14,040	12,308	13,291	- (+982)	- (+8.0%)
Operating income	1,664	1,266	1,462	- (+196)	- (+15.5%)
Ordinary income	1,623	1,228	1,451	- (+222)	- (+18.2%)
Quarterly net income attributable to owners of the parent	863	706	813	- (+107)	- (+15.3%)
Quarterly net income per share	43.26 yen	35.37 yen	40.75 yen	- (5.38 yen)	-

※1 The figures in "Excluding the impact of the change in the fiscal year-end" is an unaudited reference figure that excludes the impact of the change in the fiscal year-end of GPG.

※2 P. As stated in 10, changes and percentages of change from the same period of the previous fiscal year are not shown due to the impact of the change in GPG's fiscal year-end.

Figures in parentheses are compared with the figures excluding the impact of the change in the fiscal year-end for the first quarter of the fiscal year ending April 2024.



Net sales



5G Infrastructure Support Business

In FreeBit B2B2X (B/C) mobile services

Expansion of number of offers



5G Lifestyle Support Business

GIGAPRIZE's business of 5G Homestyle for apartment buildings
In ISP services

Steady increase in the number of units offered



Corporate and Creator 5G DX Support Business

Full Speed Group's Affiliate Services
Domestic and Global Progress



Operating income to quarterly income attributable to owners of the parent

Increase in net sales

+

Increase in profits in the 5G Lifestyle Support Business and the Corporate and Creator 5G DX Support Business

Operating Income Growth

Due to growth in operating income

Ordinary income growth

Due to growth in ordinary income

Quarterly income growth attributable to owners of the parent



Results

YoY change
(Excluding the impact of the change in the fiscal year-end)^{※1}

Net sales +8.0 % ↗

Operating income +15.5 % ↗

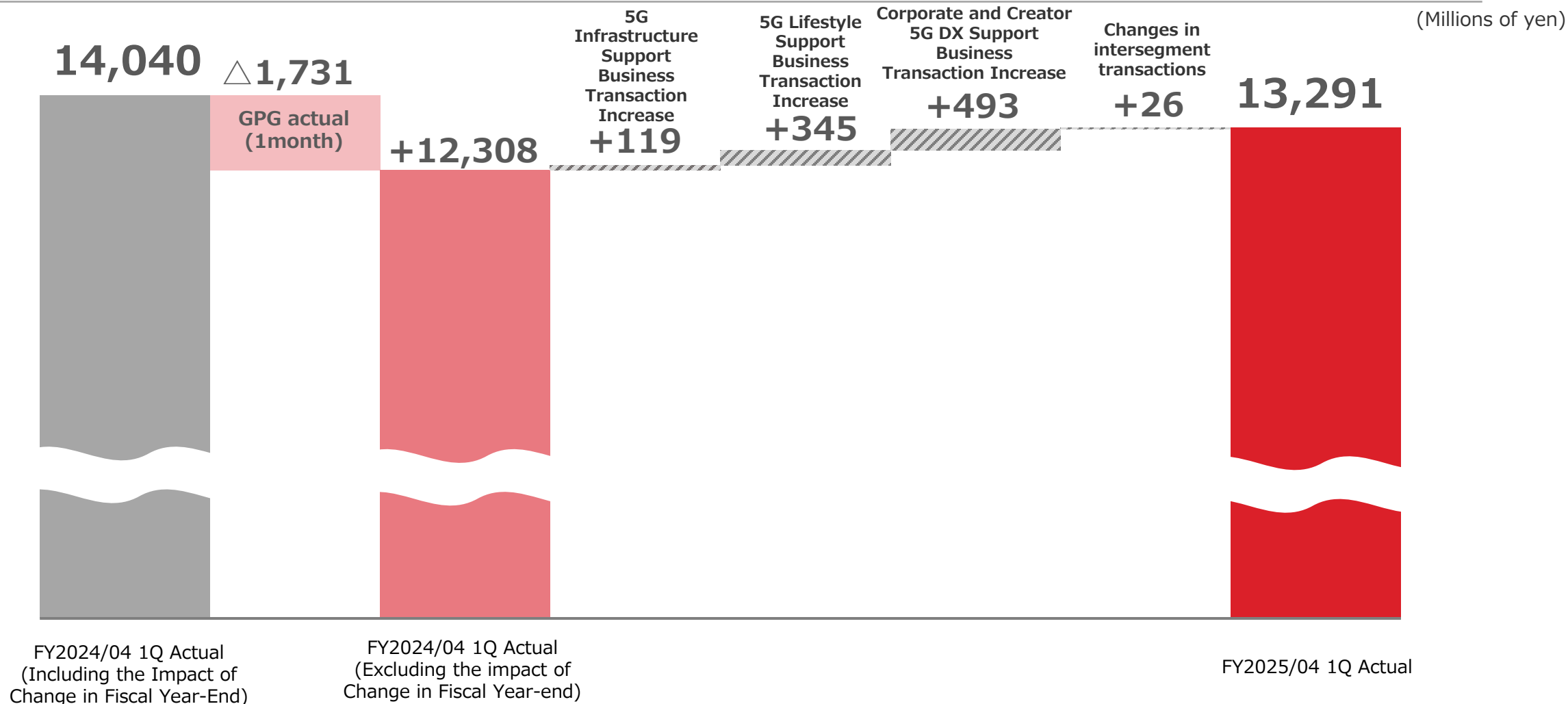
Ordinary income +18.2 % ↗

Quarterly income attributable to owners of the parent +15.3 % ↗

Solid performance compared to forecast

※1 The figures in "Excluding the impact of the change in the fiscal year-end" is an unaudited reference figure that excludes the impact of the change in the fiscal year-end of GPG.

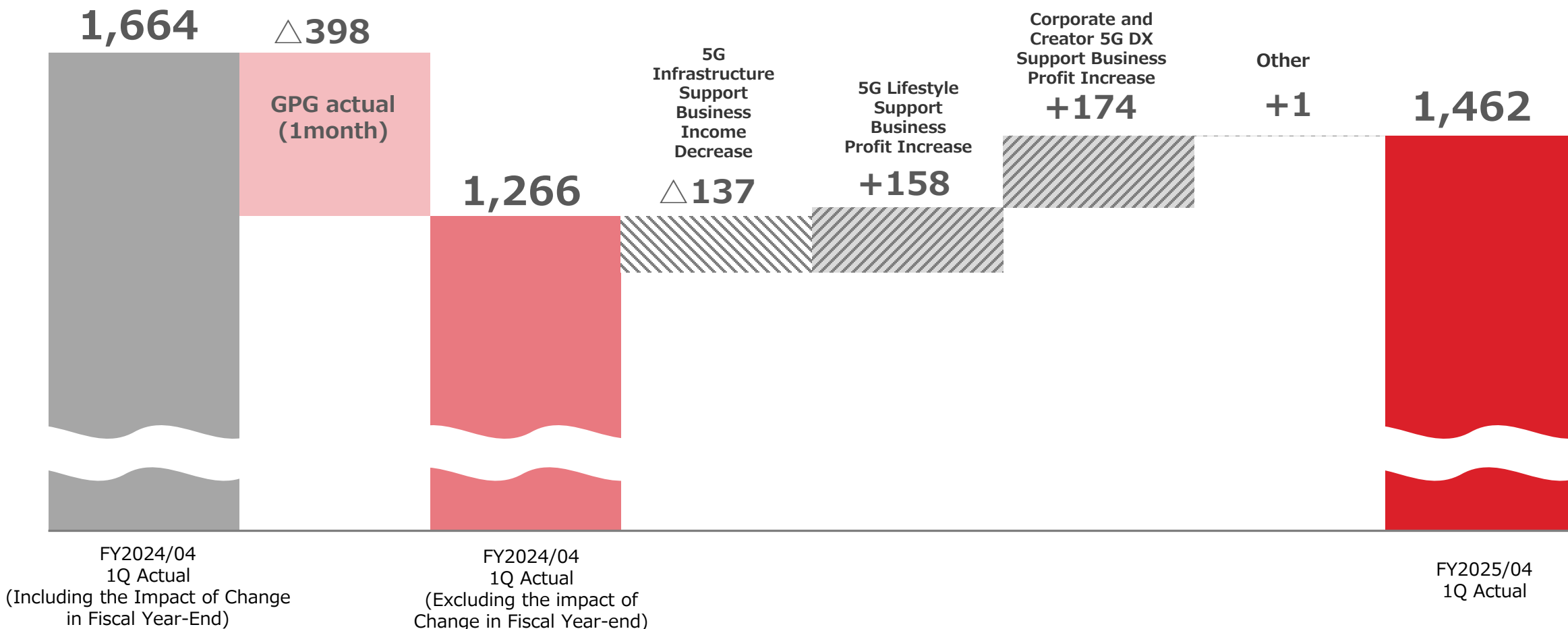
All segments remained solid, mainly in the Corporate and Creator 5G DX Support Business and 5G Lifestyle Support Business (excluding the impact of the change in the fiscal year-end: 8.0% year on year increase)



※ Figures of "excluding the impact of the change in the fiscal year-end" are unaudited reference figures.

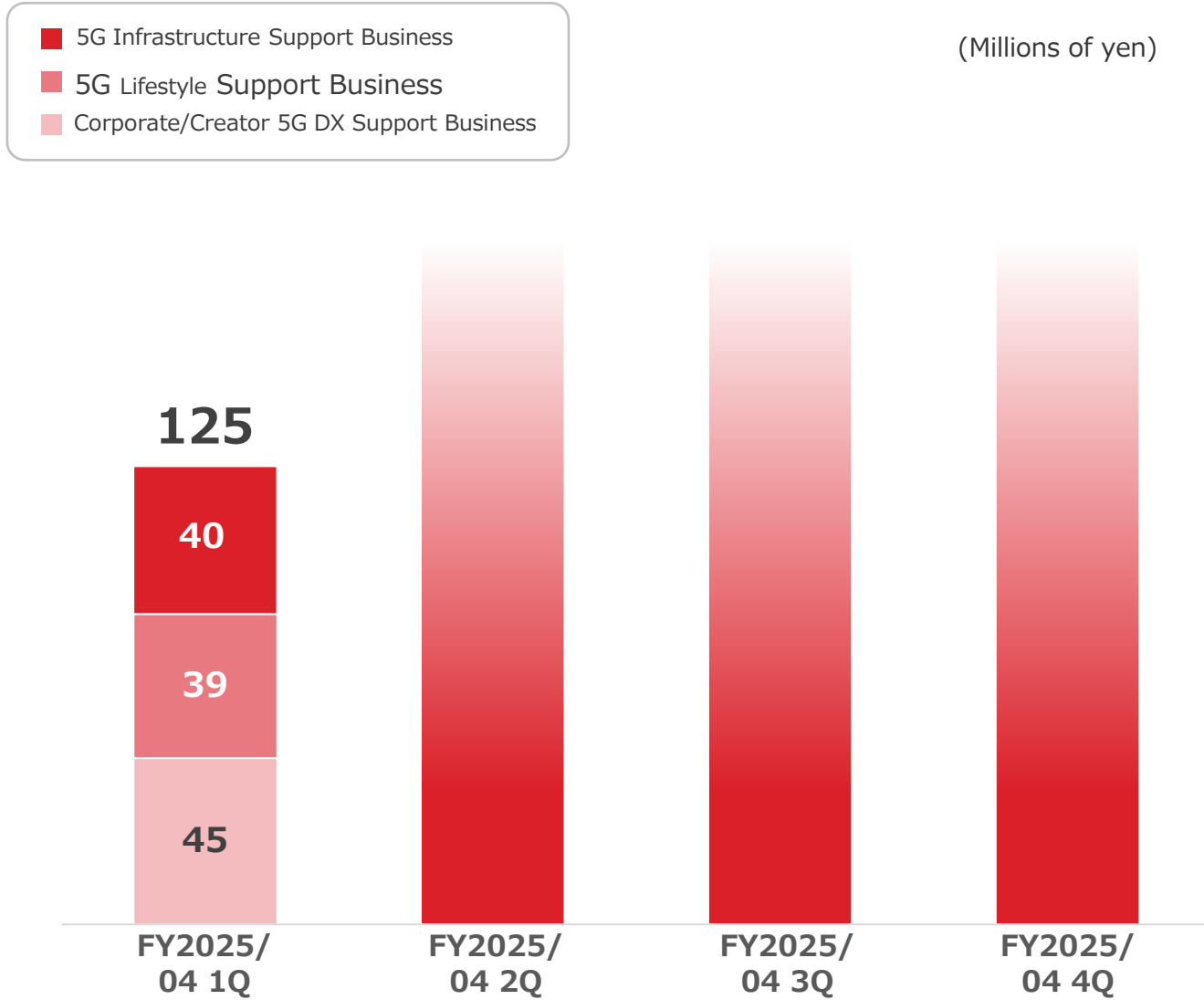
5G Infrastructure Support Business decreased, but the Corporate and Creator 5G DX Support Business and 5G Lifestyle Support Business remained solid (excluding the impact of the change in the fiscal year-end: increased 15.5% year on year)

(Millions of yen)



※ Figures of "excluding the impact of the change in the fiscal year-end" are unaudited reference figures.

Investment in relocation of 5G data-center and multifaceted development in [StandAlone] platforms

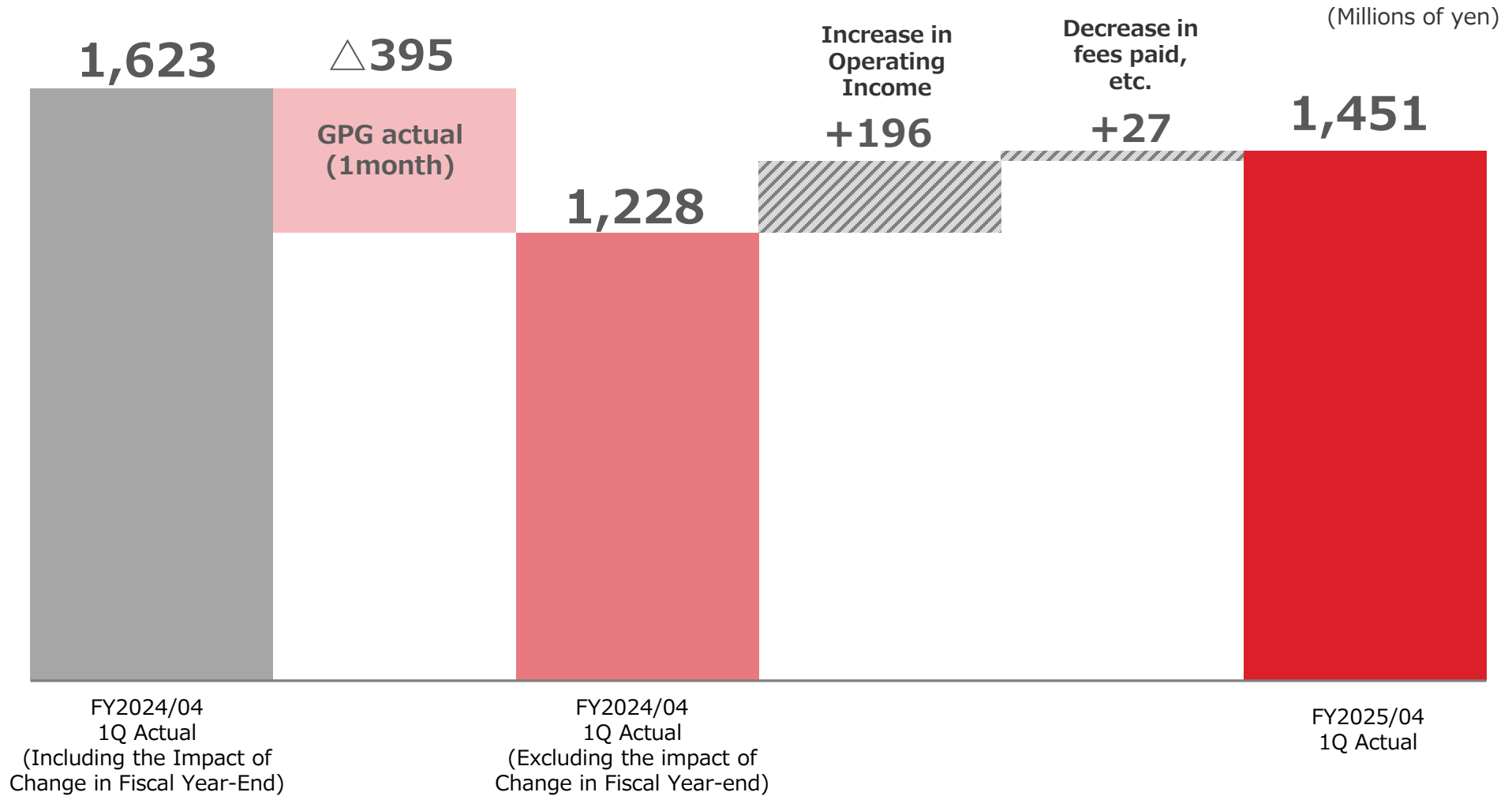


Anticipated New Growth Drivers

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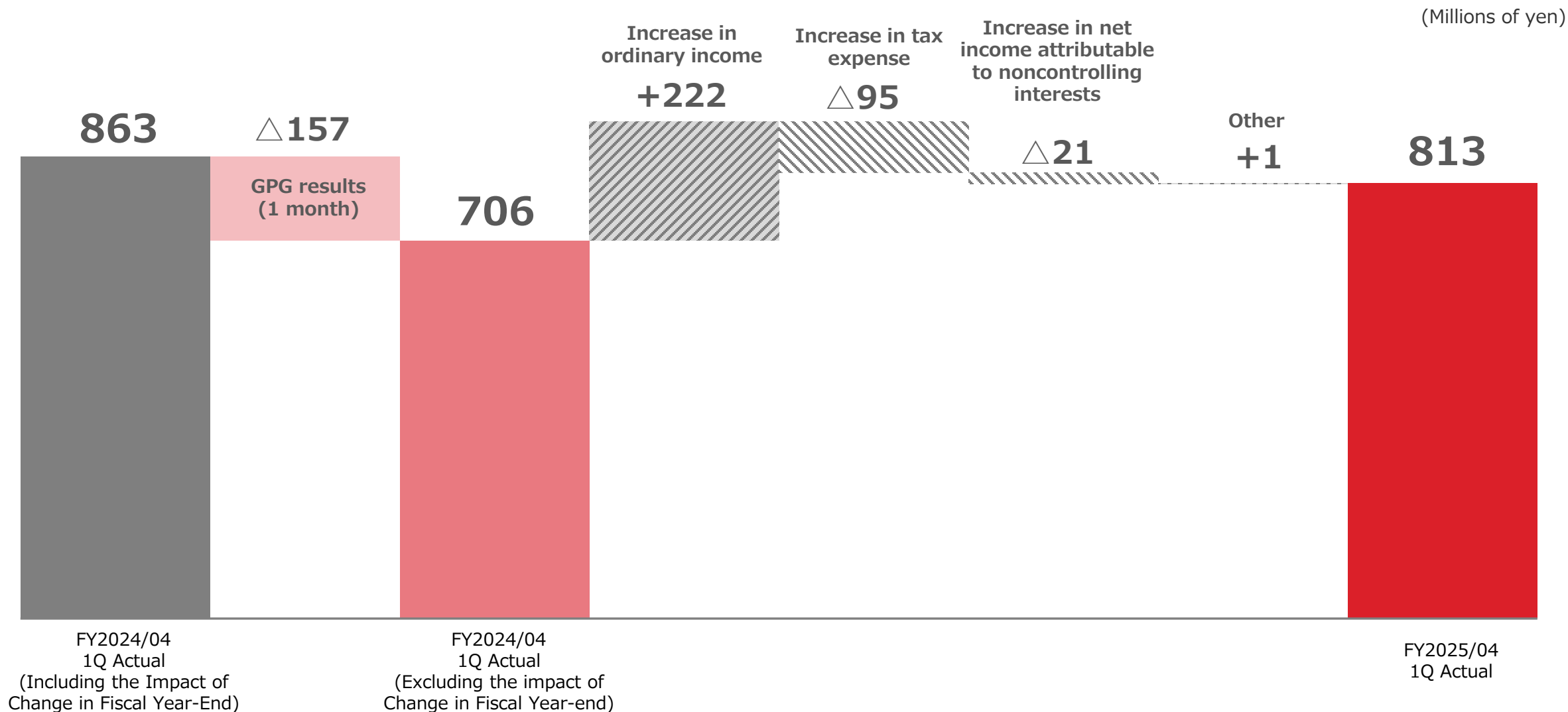
Collaboration with GIGAPRIZE, new B2B platforms, Platform Maker services (web3,5G,IoT,AI), DX, healthcare, IoT domains, etc.
- Develop proprietary web3 services (including IEO studies in communities), new credit services, etc.
- Challenge of solving social problems by offering single-unit networks for households + a
- Expansion of creator DX business, overseas expansion centered around Asia
- Web3/AI technology implementation, assembly using core components

**Steady progress in ordinary income due to solid performance in operating income
(YoY change excluding the impact of the change in the fiscal year-end: up 18.2%)**



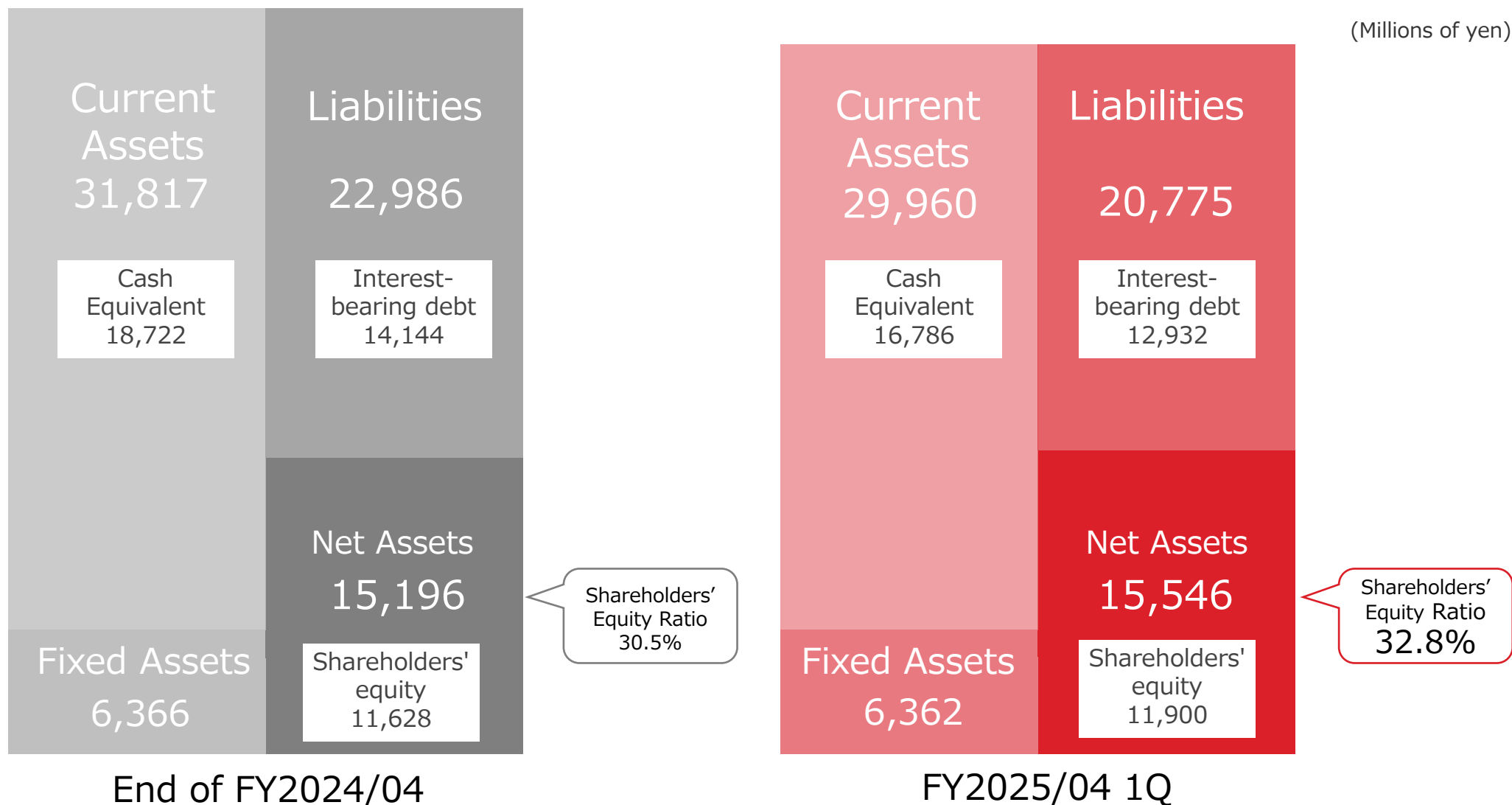
※ Figures of "excluding the impact of the change in the fiscal year-end" are unaudited reference figures.

Steady progress in quarterly net income attributable to owners of the parent due to solid performance in ordinary income (YoY change excluding the impact of the change in the fiscal year-end: up 15.3%)



※ Figures of "excluding the impact of the change in the fiscal year-end" are unaudited reference figures.

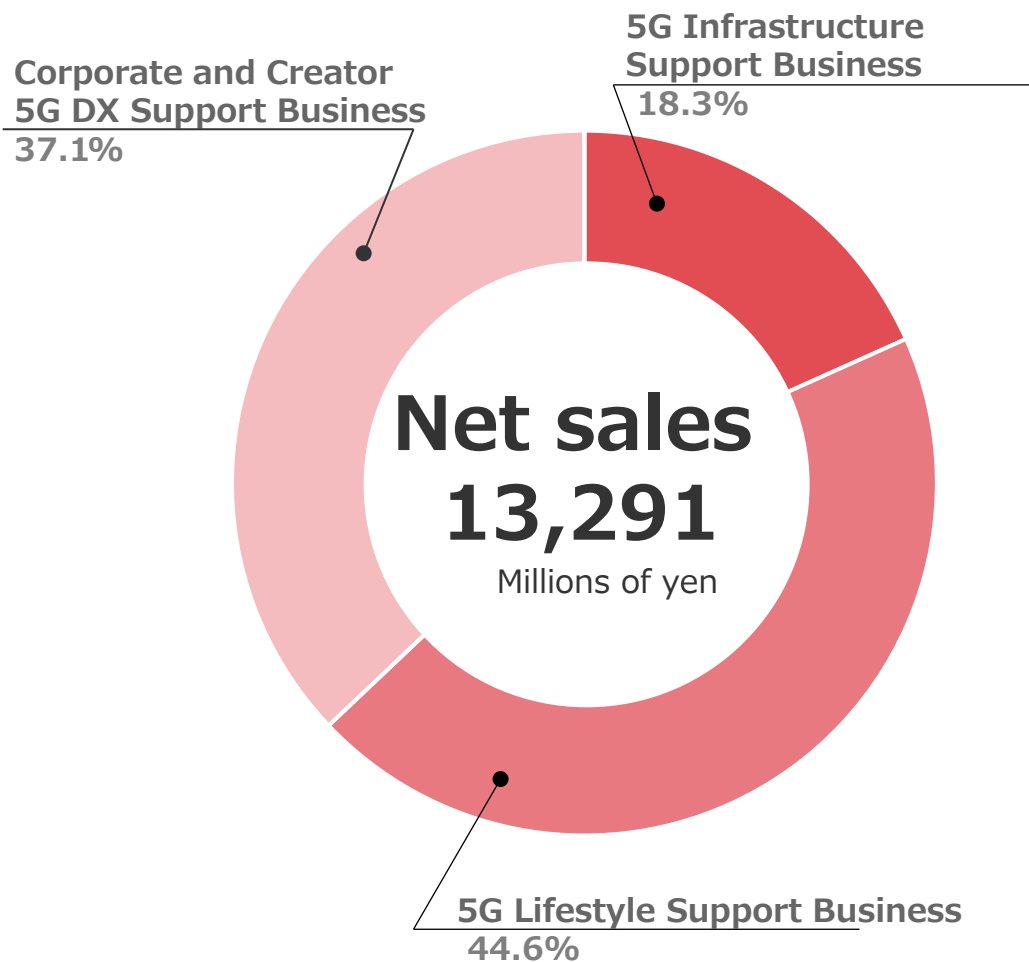
Shareholders' equity ratio increased to 32.8% due to an increase in retained earnings resulting from solid performance and a reduction in interest-bearing debt.



2. Results by Segment for the First Quarter of the Fiscal Year Ending April 30, 2025

Sales increased in all segments due to solid sales growth
 Segment profit decreased in the 5G Infrastructure Support Business due to an increase in certain expenses, while profits increased in other areas

Segment name under consideration for optimization in line with, [SiLK VISION 2027]

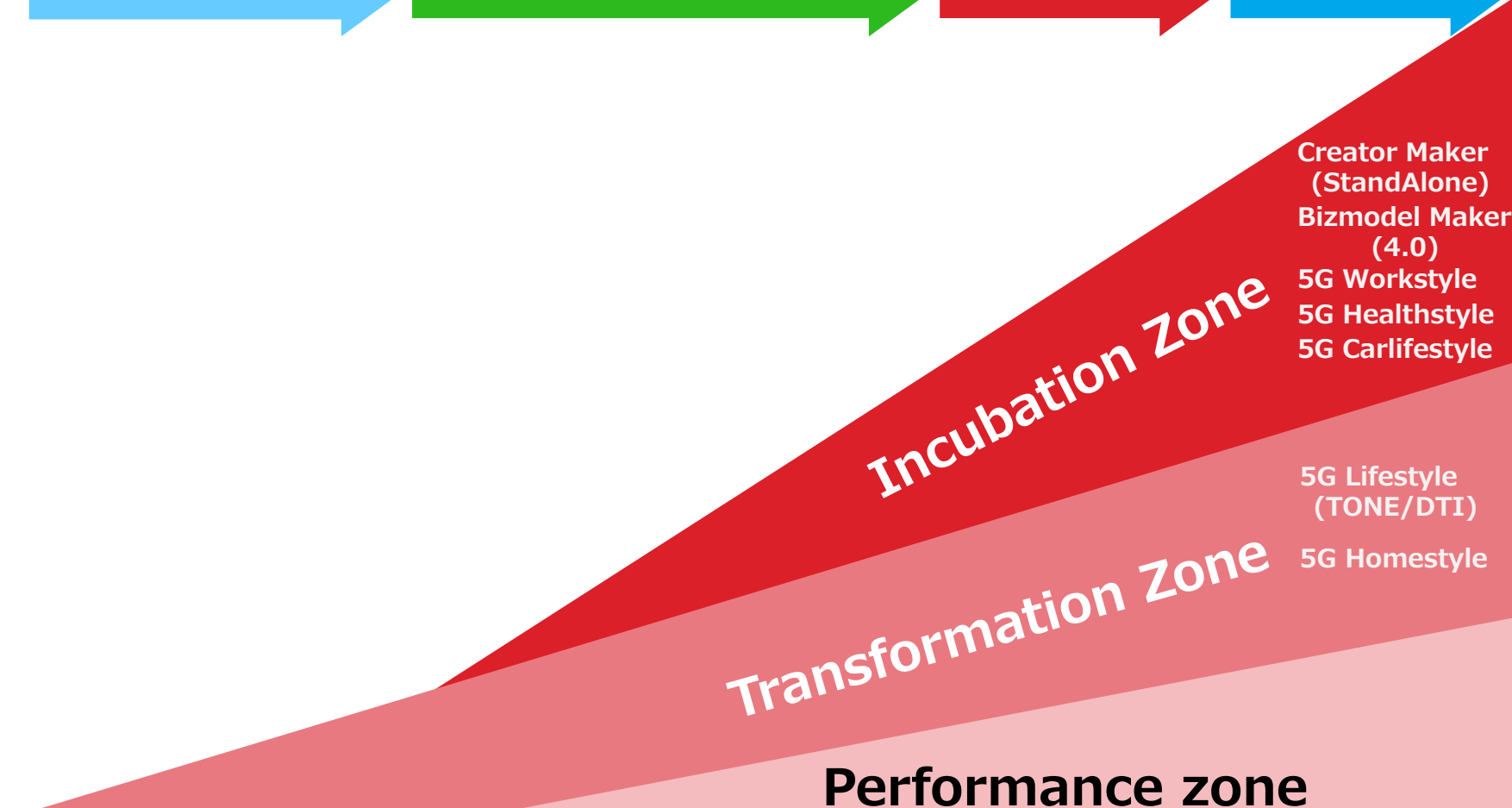


Net sales		Segment profit or loss ^{※1}	
5G Infrastructure Support Business			
Actual 2,547 million yen YoY +4.9%		Actual 325 million yen YoY Δ 29.7%	
5G Lifestyle Support Business^{※2}			
Actual 6,213 million yen YoY - (YoY +5.9%)		Actual 769 million yen YoY - (YoY +26.0%)	
Corporate and Creator 5G DX Support Business			
Actual 5,161 million yen YoY +10.6%		Actual 373 million yen YoY +87.7%	

※1 Changes in Segment Classification
 Beginning with the first quarter of the fiscal year under review, certain basic research expenses previously classified under [5G Infrastructure Support Business], [5G Lifestyle Support Business] and [Corporate and creator 5G DX Support Business] have been reclassified to [5G Lifestyle Support Business] as they enter the social implementation stage. Figures for the same quarter comparison are reclassified into the new segment classification.

※2 As stated in P.10, year-on-year % change is not shown due to the impact of the change in GPG's fiscal year-end. Figures in parentheses are compared with the figures excluding the impact of the change in the fiscal year-end for the first quarter of the fiscal year ending April 2024.

[Performance Progress] 5G Infrastructure 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 services targeting housing complex)
- Internet marketing
- Affiliate

Anticipated New Growth Drivers

- freebit 毎日、発明する会社
Collaboration with GIGAPRIZE, new B2B platforms, Platform Maker services (web3,5G,IoT,AI), DX, healthcare, IoT domains, etc.
- freebit smartworks
- TONE
Develop proprietary web3 services (including IEO studies in communities), new credit services, etc.
- DTI dream.jp
- GIGA PRIZE
Challenge of solving social problems by offering single-unit networks for households + a
- Full Speed
Expansion of creator DX business, overseas expansion centered around Asia
- FORIT
- CRAID
Web3/AI technology implementation, assembly using core components

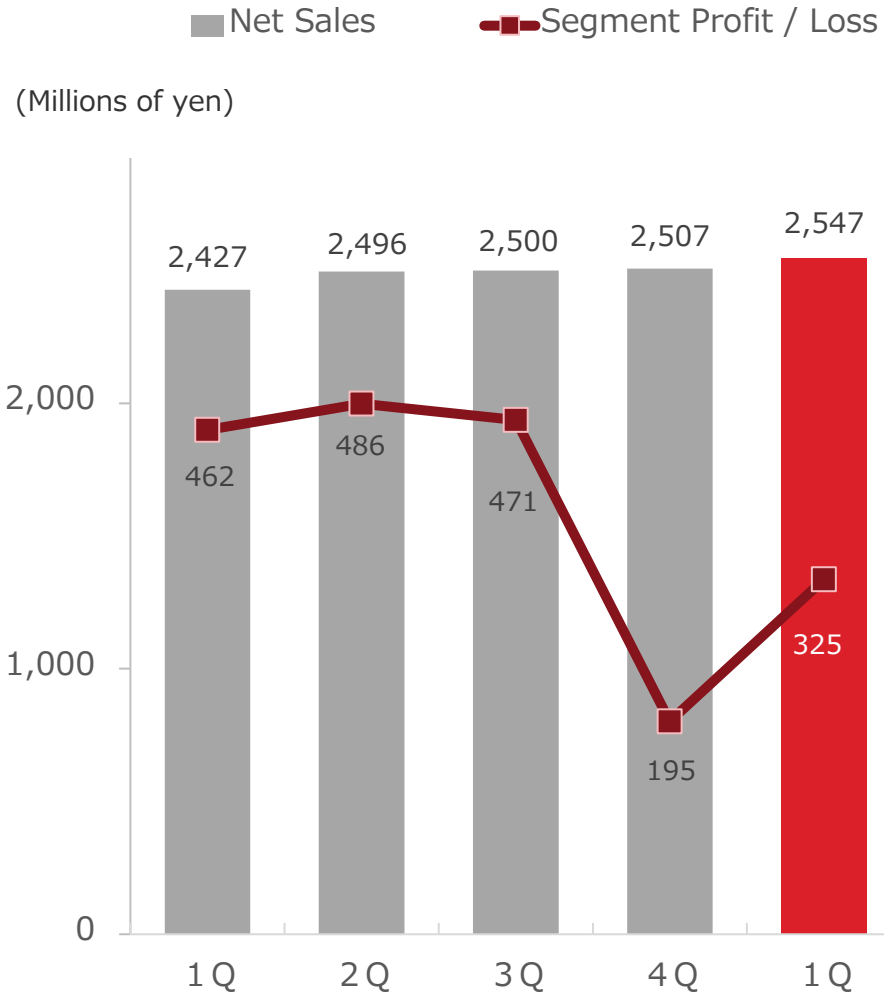
Growth of existing businesses

- freebit 毎日、発明する会社
Growth plan in line with MVNE (5G) business market expansion
- GIGA PRIZE
Maintain introduction of 5G Homestyle(GPG) averaging 150,000 units over three years
- FORIT
Continuous growth of affiliate business
- Full Speed
Improving productivity and profits in the Internet Marketing Business

5G Infrastructure Support Business : Performance Progress

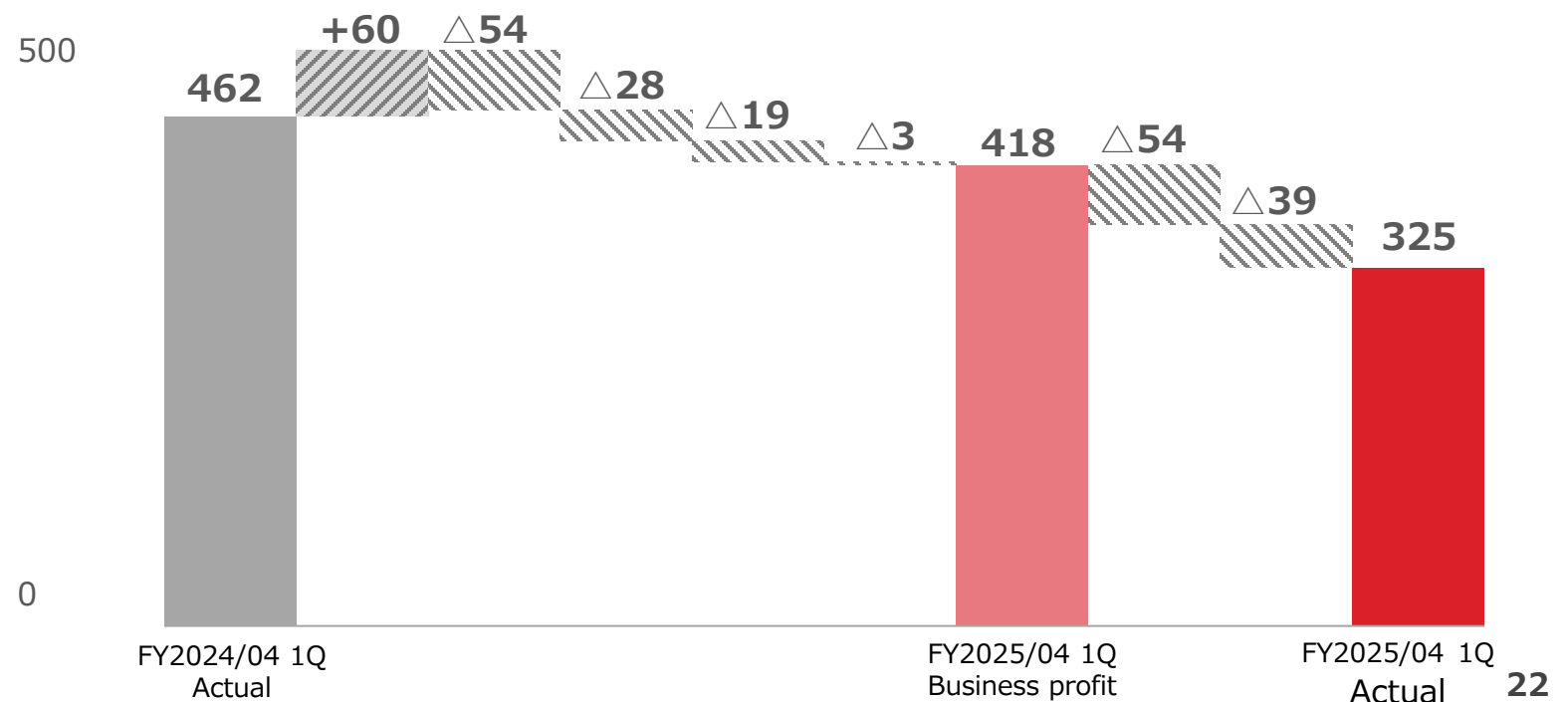
Although the use of B2B2X(B/C) mobile services increased, expenses for improving communications quality, one-time expenses, and increasing common expenses, resulted in a 29.7% year on year decrease in profit

Net Sales and Segment Profit / Loss



Segment Profit/Loss YoY Variance Analysis

- (Millions of yen)
- +60** B2B2X(B/C) Mobile: Profits increased due to increased use of services
 - $\triangle 54$ B2B2X(B/C) Mobile: Expenses for improving communication quality
 - $\triangle 28$ Cloud services business: Increase in purchase costs due to the impact of exchange rate fluctuations, etc.
 - $\triangle 19$ B2B2X(B/C) Mobile: Temporary expenses due to network equipment upgrades
 - $\triangle 3$ Other
 - $\triangle 54$ Increase in common expenses due to strengthening of human resources, etc.
 - $\triangle 39$ Corporate expenses, etc.

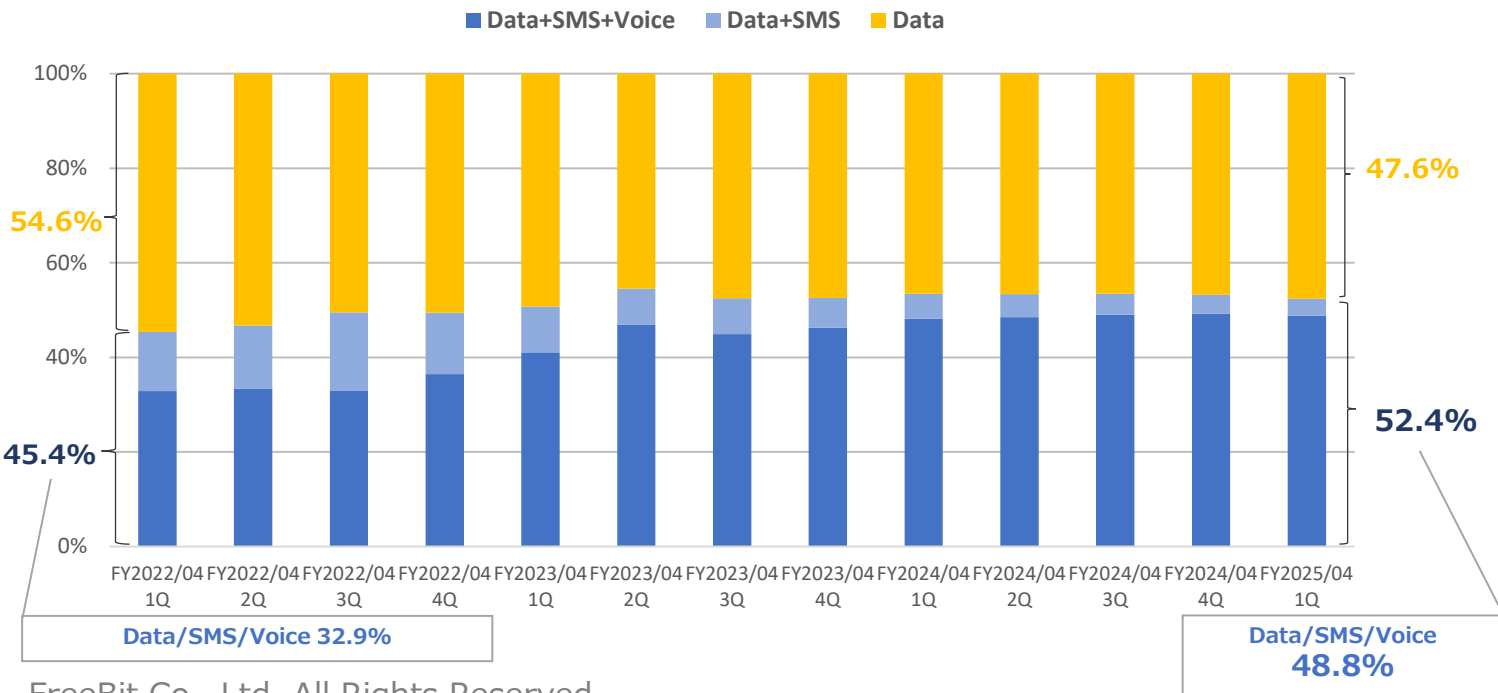




MVNO support services, a service that packages lines, network infrastructures, various management tools, user support, logistics systems, SIM issuance centers, and other services, enabling MVNO providers to provide their branded mobile communications services to end-users under their own plans

■ Trends in composition of SIM sales

While the trend of increasing sales in [Data+SMS+Voice] continues, Sales of data-only SIMs for IoT are also increasing

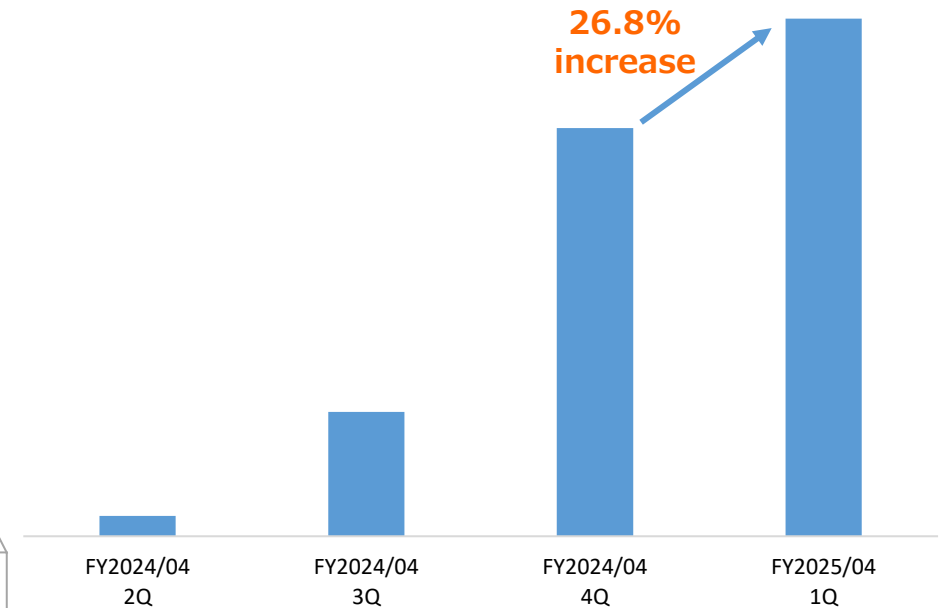


A portable fixed IP address service that can be taken around without reliance on [contract provider/communication environment] enabling access to internal servers easily with high security from outside the home using fixed IP addresses

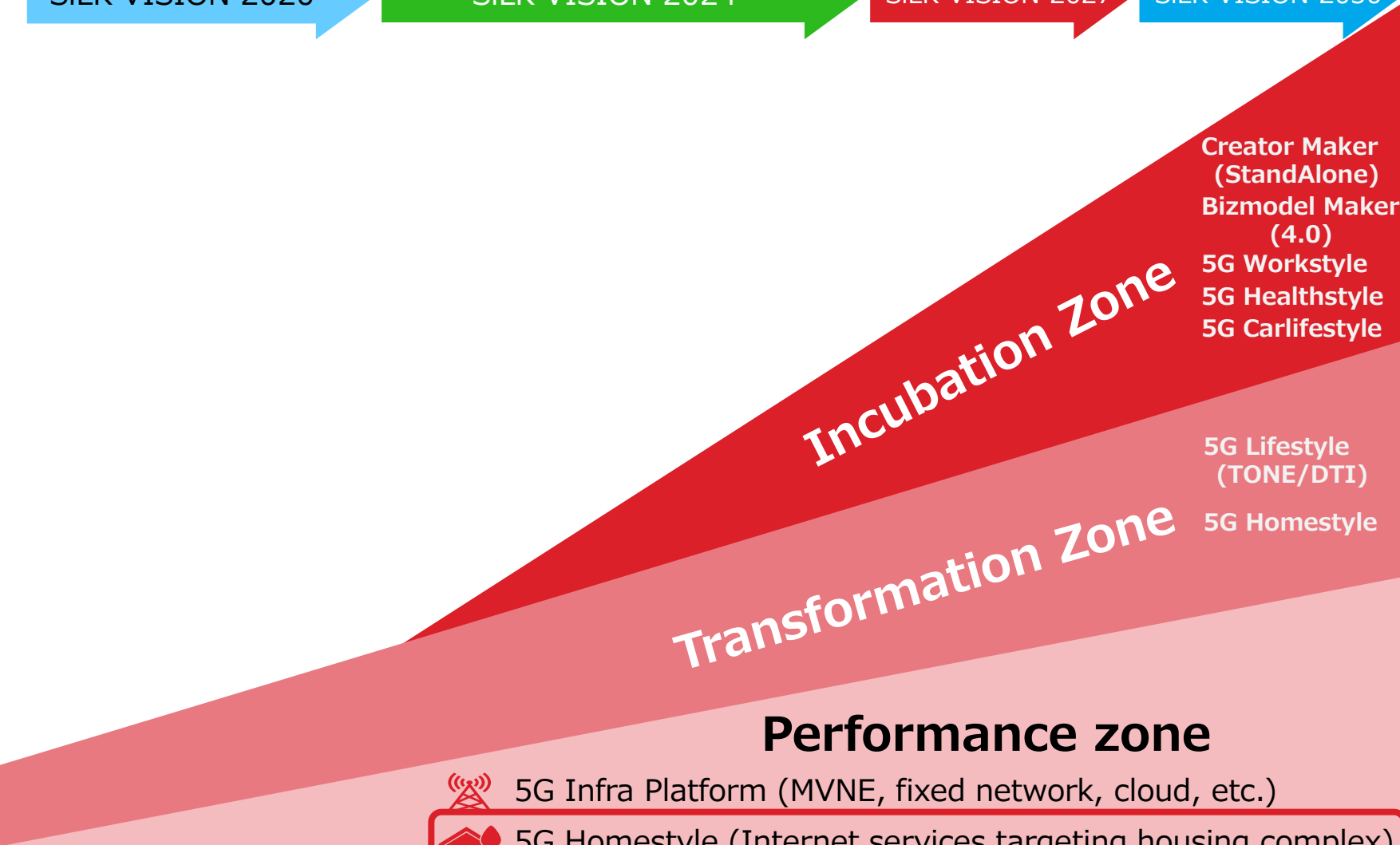
■ Trends in the number of IP offered

Acquired more than 500 contracts from services starting in September 2023, and steadily increasing the number of services provided

Changes in the number of IP



[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 services targeting housing complex)
- Internet marketing
- Affiliate

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Growth of existing businesses

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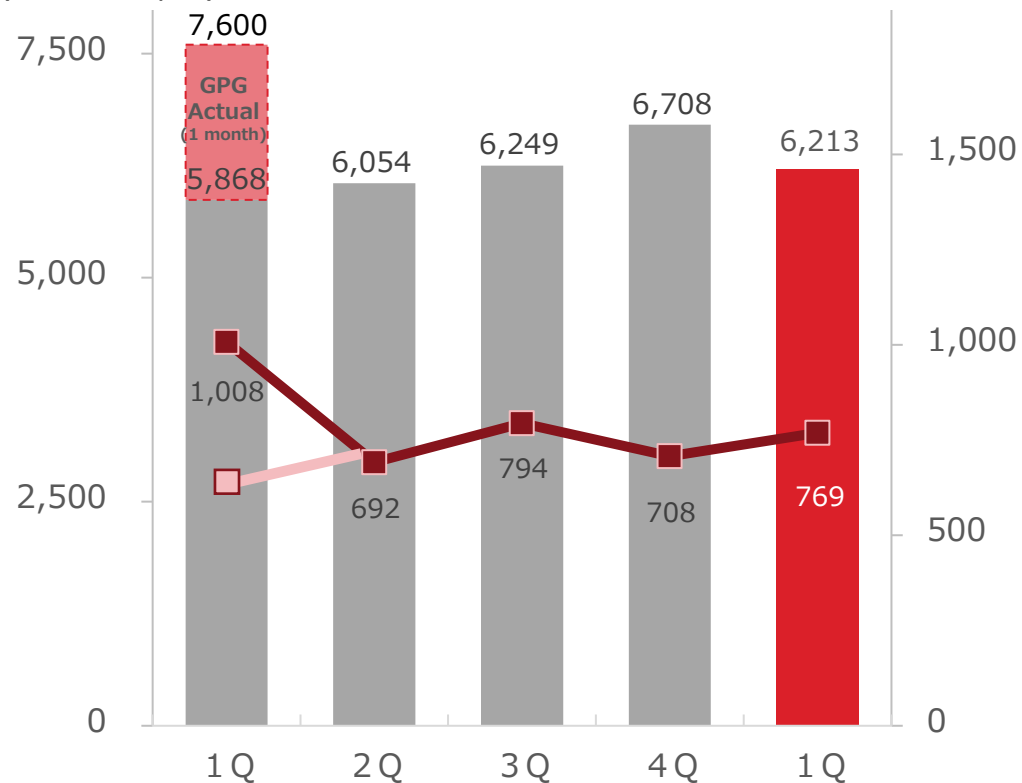
5G Lifestyle Support Business : Performance Progress

Despite a decrease in profit due to a decrease in the use of fixed network services by 5G Lifestyle(DTI), steady progress in 5G Homestyle resulted in a 26.0% increase in profit year on year excluding the effects of change in the fiscal year end

Net Sales and Segment Profit / Loss

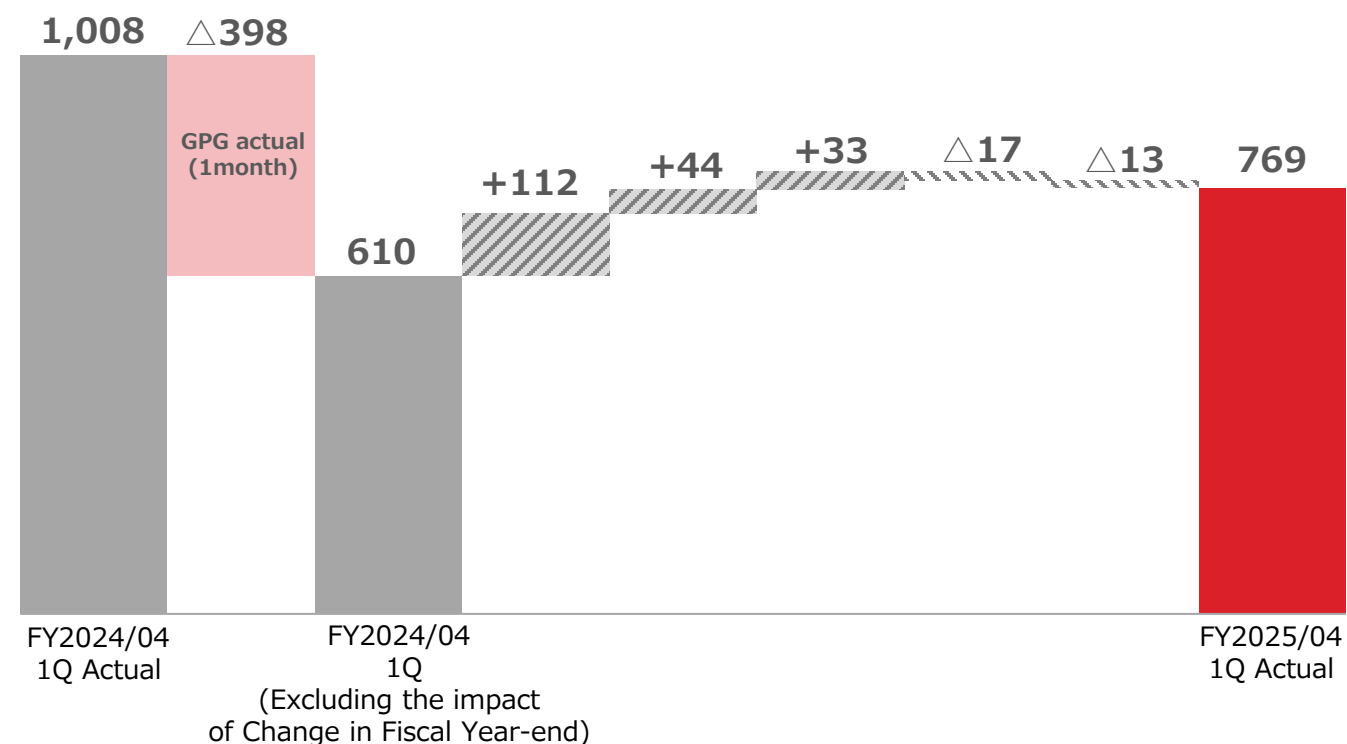
- Net Sales
- Segment Profit / Loss (Actual / Including the Impact of Change in Fiscal Year-End)
- Segment Profit / Loss (Actual / Excluding the impact of Change in Fiscal Year-end)

(Millions of yen)



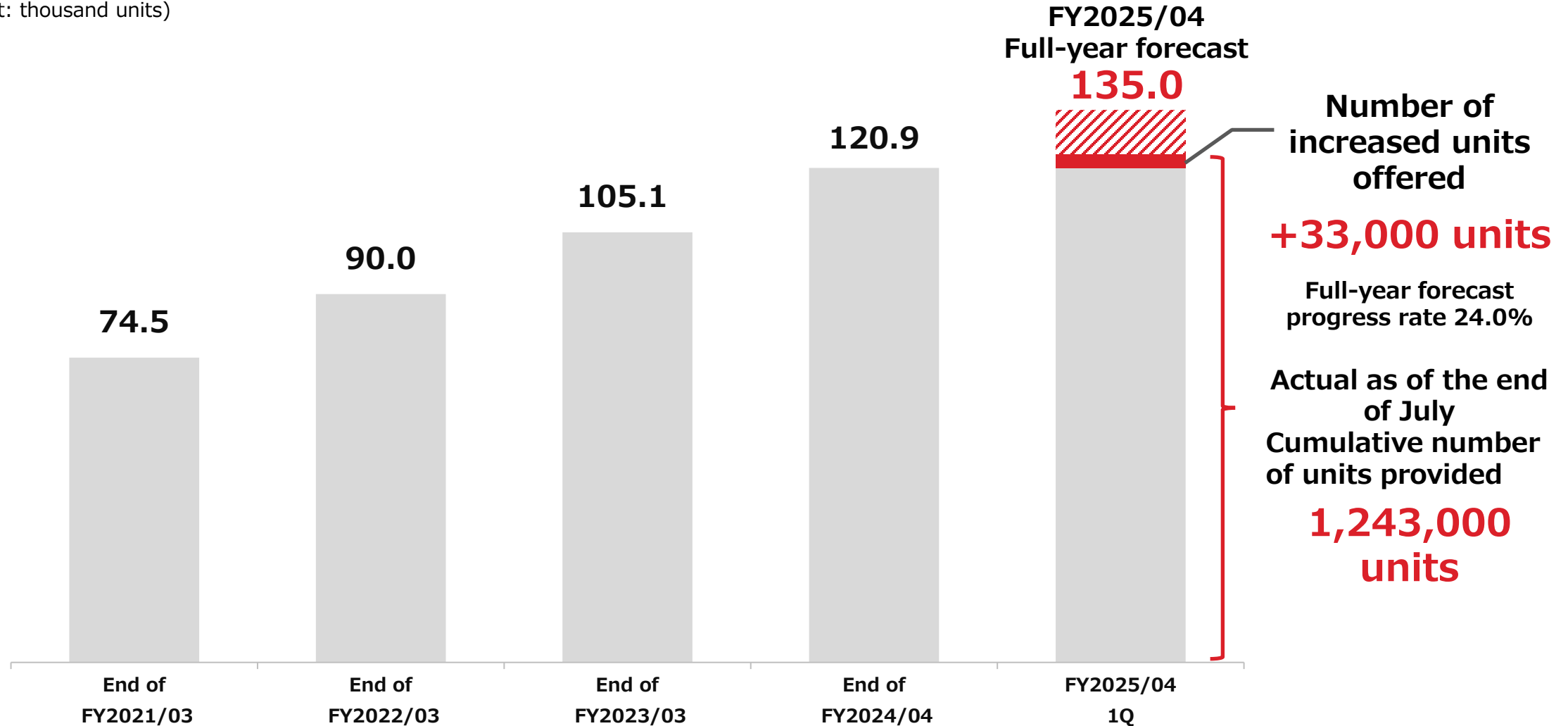
Segment Profit/Loss YoY Variance Analysis

- +112 Increase in profit due to sales increase in 5G Homestyle(GPG)
 - +44 Decrease in expenses related to web3,5G Healthstyle areas and data-collaboration projects
 - +33 Improvement in profits by controlling acquisition costs in TONE Business, etc.
 - △17 Decrease in profit due to decrease in use of 5G Lifestyle(DTI) fixed network services, etc.
 - △13 Other
- (Millions of yen)



The number of units provided with ISP services for apartment buildings, a key indicator of 5G Homestyle(GPG), increased by 33,000 units to a cumulative total of 1,243,000 units, from 1,209,000 units at the end of the previous fiscal year

(Unit: thousand units)



(13 months)

(Announced on August 1, 2024)

Invest in NHN Group [NHN Aikame Co., Ltd.], which operates GIGAPRIZE and cloud camera businesses, and work to further improve service quality and strengthen competitiveness with a view to expanding IoT solution services

Reasons for investment

<NHN Group>

In response to the expansion of the cloud camera market in the Japanese market, established NHN Aikame, a Japanese subsidiary, to fully enter the Japanese market

<GIGAPRIZE>

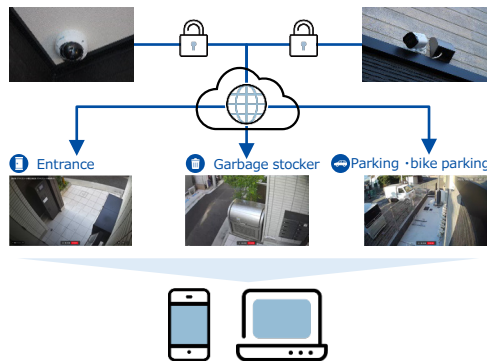
Positioning cloud camera services and other IoT solution services as growth fields in the future, we are focusing on installing them not only in apartment buildings, but also into new markets such as restaurants and nursing care facilities. With NHN Group's cloud cameras track record of sales, we are currently expanding sales of this service as a core product.

- Acquisition of high market competitiveness in terms of service and price
- Responding to various issues faced by customers in the process of expanding sales of cloud camera services, we will develop services directly linked to problem solving and enhance our operating system using the advanced technologies and expertise of the NHN Group.

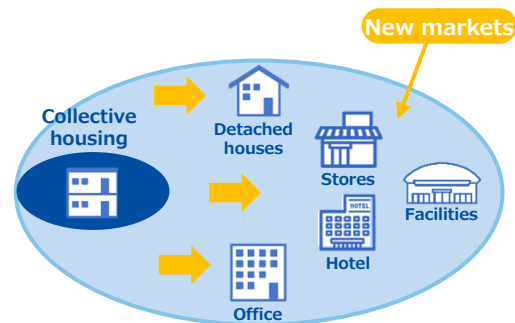
Accelerate further share expansion and development into new markets

Cloud camera service overview and development image

● Image of cloud camera services provided



■ Strengthen sales expansion into apartment buildings and expand into new markets



TOAST CAM Biz



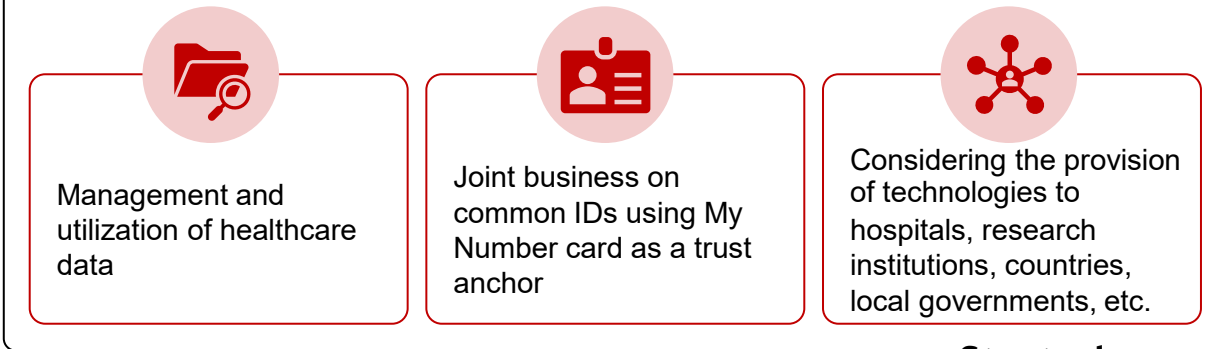
TOAST CAM Dome



TOAST CAM Bullet

(Announced on May 20, 2024)
Entered into a basic agreement for joint R&D with Fujita Academy, which has one of the largest number of hospital beds and clinical data base infrastructure in Japan

Based on government-promoted 'healthcare DX' and 'concept of Trusted Web'



Started

Goal to solve issues we have as a nation.



Improve data reliability and verifiability

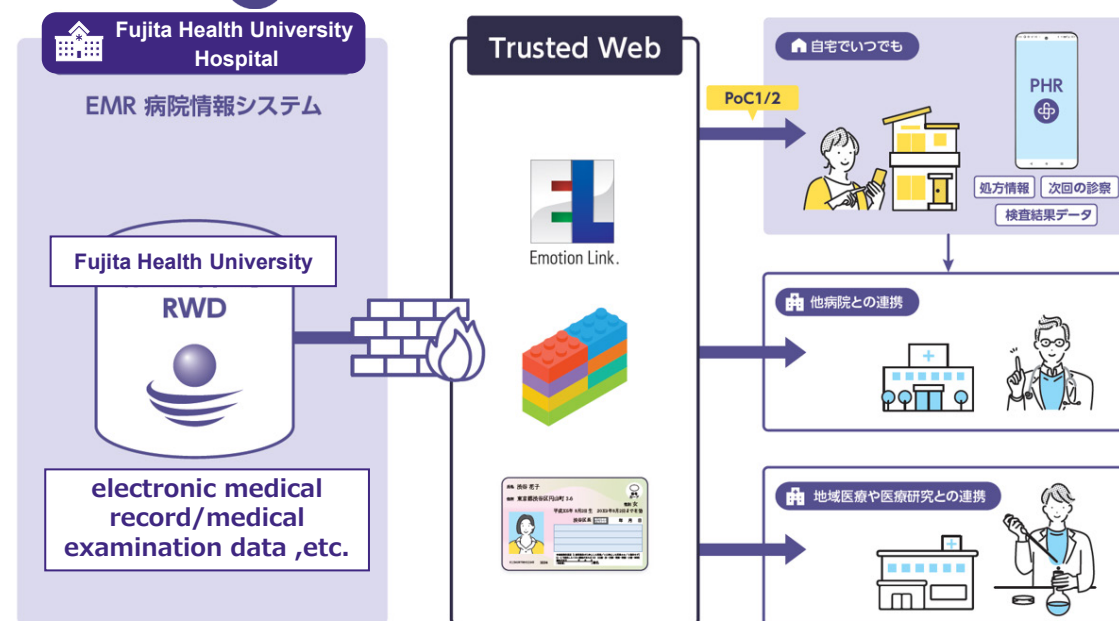


Promotion of national health and improvement of the quality of medical services

Aim to realize

This allows secure and convenient collaboration of medical information between individuals, hospitals, research institutions, and national and local governments.

PT : Fujita Health University Hospital



- Management and utilization fields such as healthcare data that use FreeBit's proprietary L1 blockchain technology with added non-centralized security
- Operation of certification infrastructure using My Number card as trust anchor, etc.

Close collaboration in technology utilizing FreeBit's own accumulation of lifelogs for use in health management with personal health records management.

Aiming to provide a wide range of technologies to hospitals, research institutions, the national government, and local governments

(Announced on August 6, 2024)

Tone Mobile's core services are available by simply installing SIM!
[TONE IN] supported models have significantly expanded to over 160 [TONE IN] for all carriers



Major expansion of supported models from the latest docomo models to SIM-free, au, SoftBank, and other carriers



Verification of the operations of Tone Mobile's core services has been completed on nearly all devices handled by each carrier.



As a result,

- **Teen**
- **Working generation**
- **Seniors**

Available for use by a wide range of generations

Supervision functions are perfect for children using smartphones for the first time, while health management services such as [LifeLog], [TONE Care], are well received by seniors, **accessible by installing dedicated SIM**



One family



TONE family



TONE
(Video ticket)



Anshin Internet



LifeLog



TONE Coin



TONE Camera



TONE IP Phone



TONE Care



Secure Setting
(Remote Support)

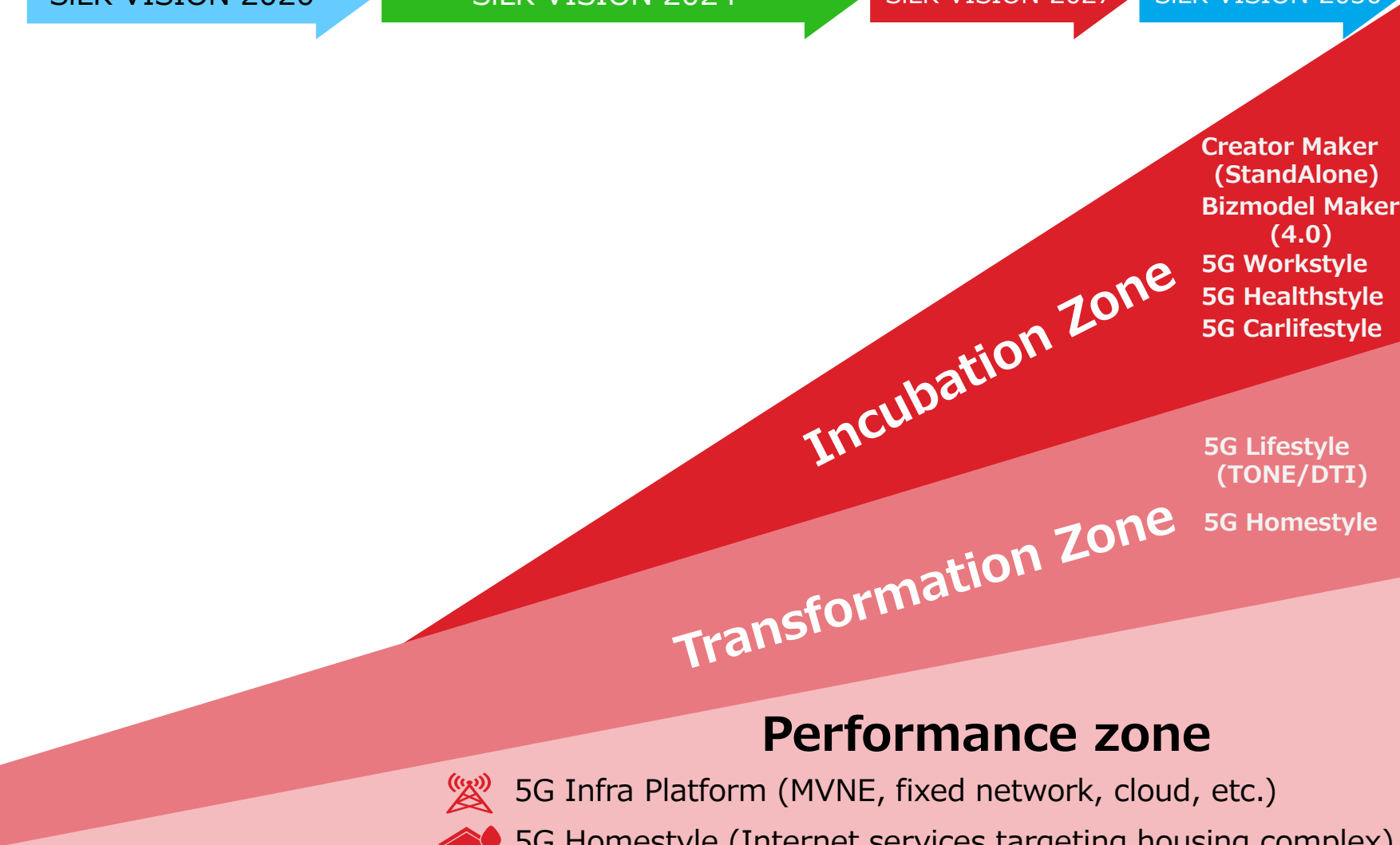


OneDrop

Planning to make Tone Mobile services and 5G/web3-related services provided by FreeBit Group available even for hand me down and second-hand cheaper smartphones

※ For more information, please refer to the announcement on August 6, 2024, [\[Tone Mobile's core services \[TONE IN\] significantly expanded to over 160 models. \[TONE IN\] for all carriers\]](#)

[Performance Progress] Corporate and Creator 5G DX 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 services targeting housing complex)
- Internet marketing
- Affiliate

Anticipated New Growth Drivers

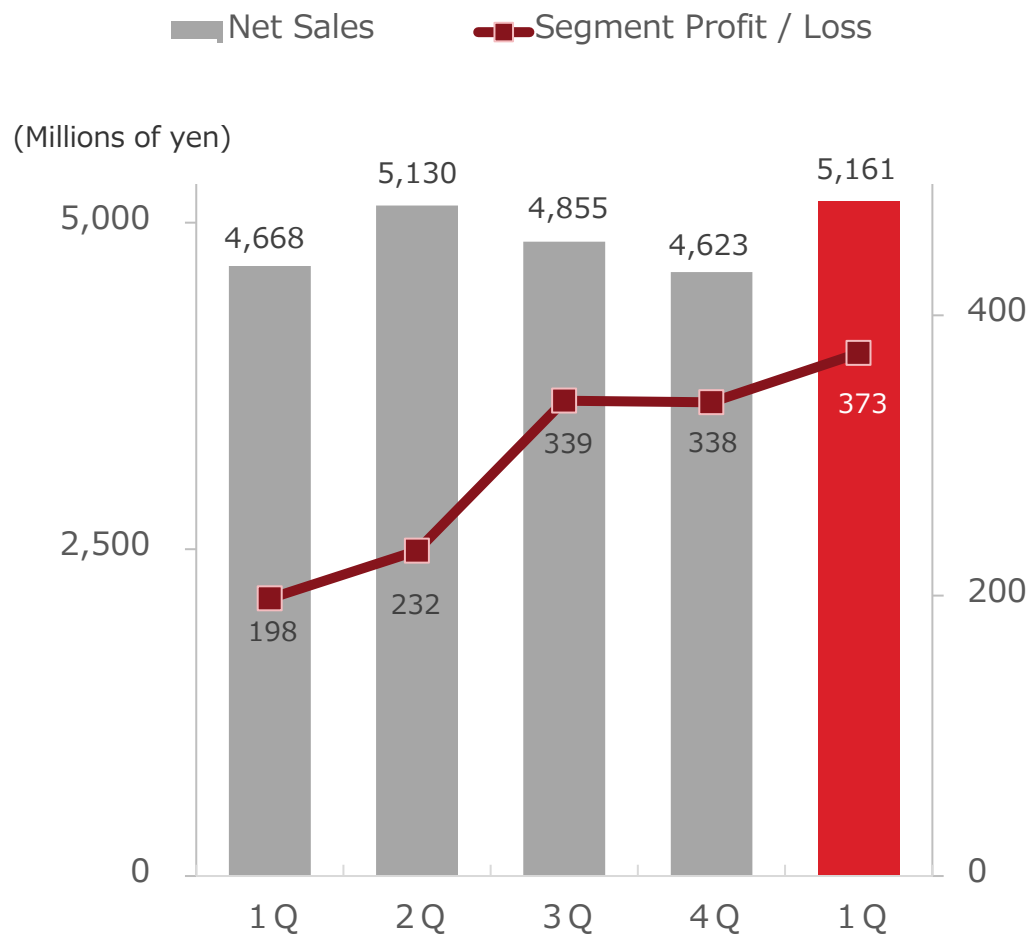
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Growth plan in line with MVNE (5G) business market expansion
- GIGA PRIZE
Maintain introduction of 5G Homestyle(GPG) averaging 150,000 units over three years
- Full Speed
Improving productivity and profits in the Internet Marketing Business

Solid sales mainly in the affiliate business and successful cost-cutting measures, etc. led to profit increase of 87.7% year on year

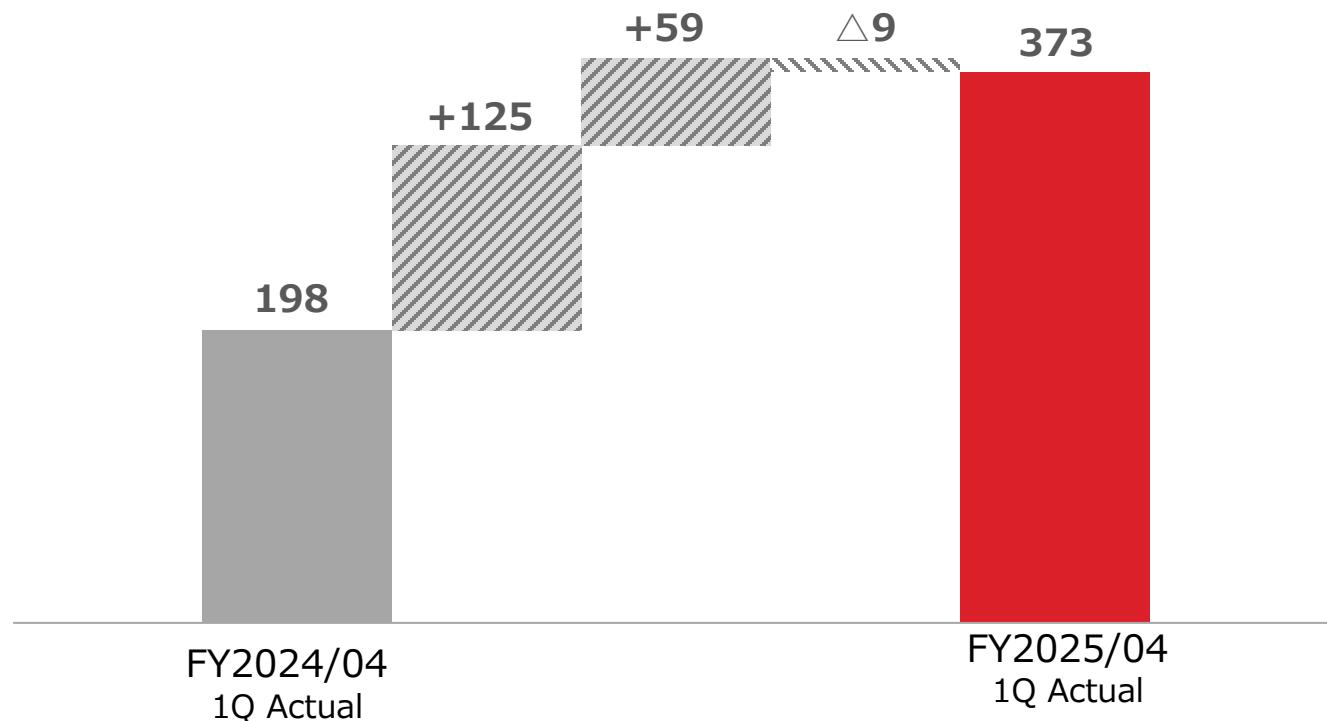
Net Sales and Segment Profit / Loss



Segment Profit/Loss YoY Variance Analysis

(Millions of yen)

- +125** Increase in income due to increase in sales in domestic and overseas affiliate businesses
- +59** Increase in income due to cost-cutting measures at Ad-Tech products, etc.
- △9** Other



Progress in development of new artists' services StandAlone Aiming to expand the formation of fan communities in 5G/web3 era

■ List of StandAlone released in FY 2025/04



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



Taro To
TOTARO
(released July 22, 2024)



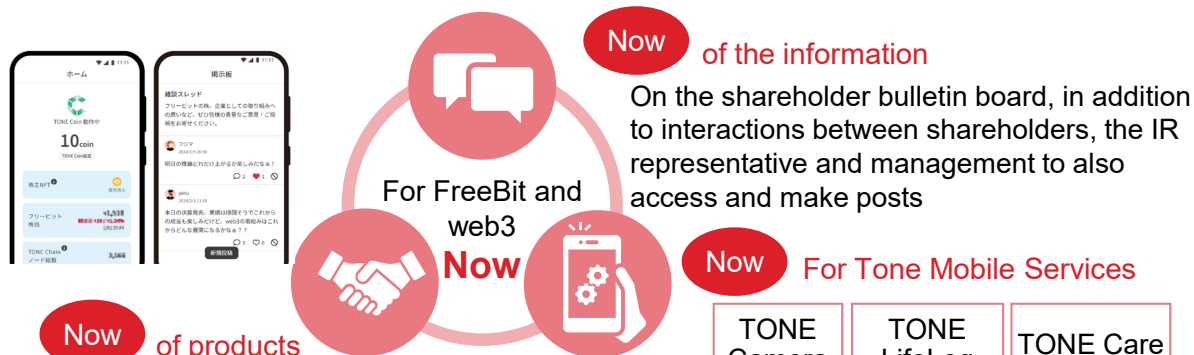
Aoto Watanabe
BLUE
(released August 28, 2024)

Steady increase in the number of Nodes of TONE Chain along with the launch of web3 Starter Kit [FreeBit Shareholder DAO] for shareholders



Web3 stakeholder community demonstration test [One Vision], a new shareholder return measure, began offering in June 2024, the [FreeBit Shareholder DAO] app for shareholders which runs on blockchains with their own smartphones

[FreeBit Shareholder DAO] allowing users to experience FreeBit and web3 at its current state [now]



- TONE Camera
- TONE LifeLog
- TONE Care

Now of products

Creator platform [StandAlone] utilized in this app to implement development-collaboration

- FreeBit Group's latest demonstration tests services to be available for trial
- Implement [TONE IN] for shareholders' devices

Participation benefits

01 Acquisition of [TONE Coin] depending on sealing



02 Participate in shareholder-only communities and acquire contribution tokens



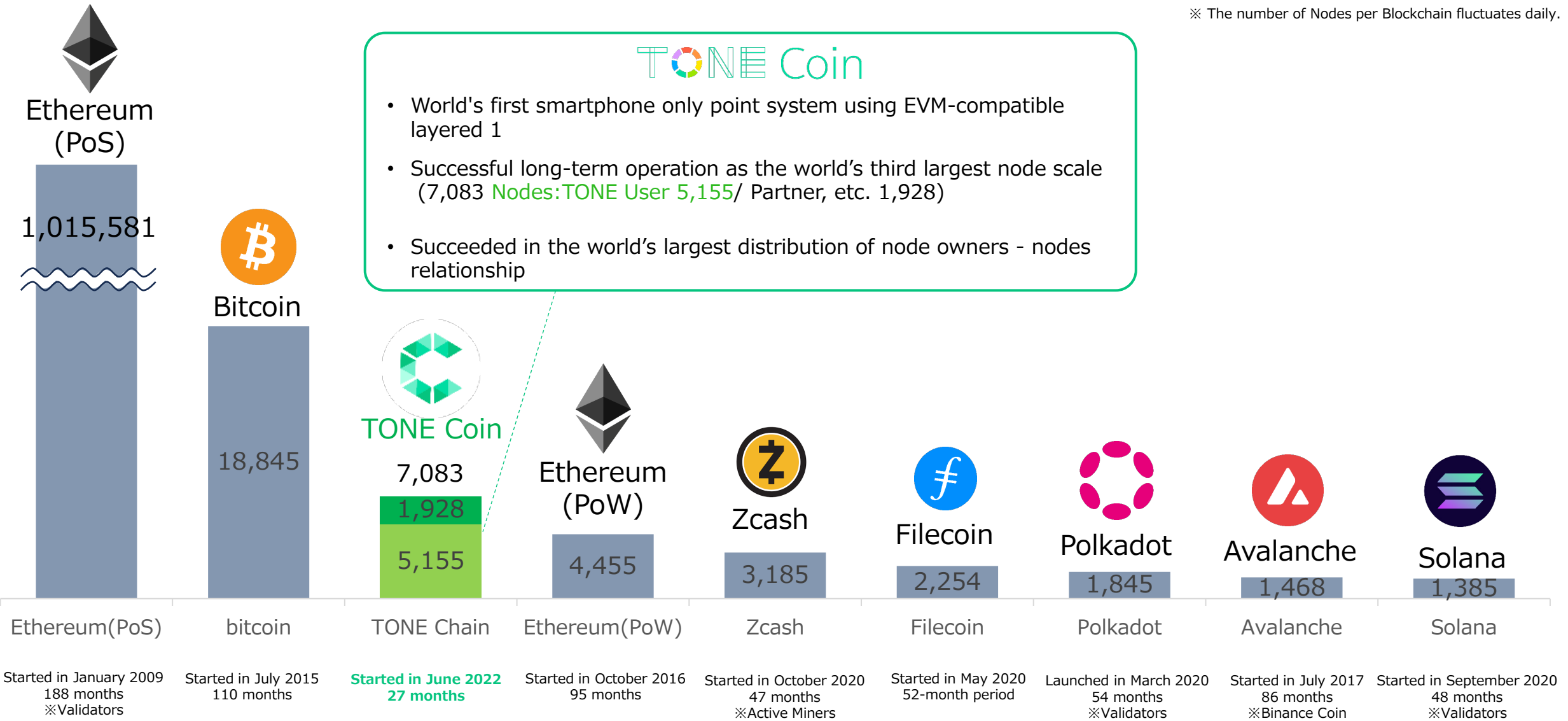
03 Participate in FreeBit Group's advanced demonstration tests



- We plan to continue conducting demonstration tests of advanced services as a shareholder return.
- Through [One Vision], customers, shareholders and employees involved in FreeBit will share one vision as a community. By operating an L1 blockchain on a worldwide scale, we will contribute to the important social tests of maintaining an ultimate earth-friendly blockchain network using standby power of smartphones and CPUs based on the new stakeholder community in web3 era. We will aim to be a blockchain community that realizes the world's largest [de-centralization]

TONE Chain, with the addition of shareholders and employees, further expands the number of user nodes (as of September 2024)

※ The number of Nodes per Blockchain fluctuates daily.



TONE Coin

- World's first smartphone only point system using EVM-compatible layered 1
- Successful long-term operation as the world's third largest node scale (7,083 Nodes: TONE User 5,155/ Partner, etc. 1,928)
- Succeeded in the world's largest distribution of node owners - nodes relationship

Each value Source

<https://coin.dance/nodes>

<https://blockchair.com/zcash/nodes>

<https://telemetry.polkadot.io/>

<https://solanabeach.io/validators>

<https://beaconcha.in/>

<https://etherscan.io/nodetracker>

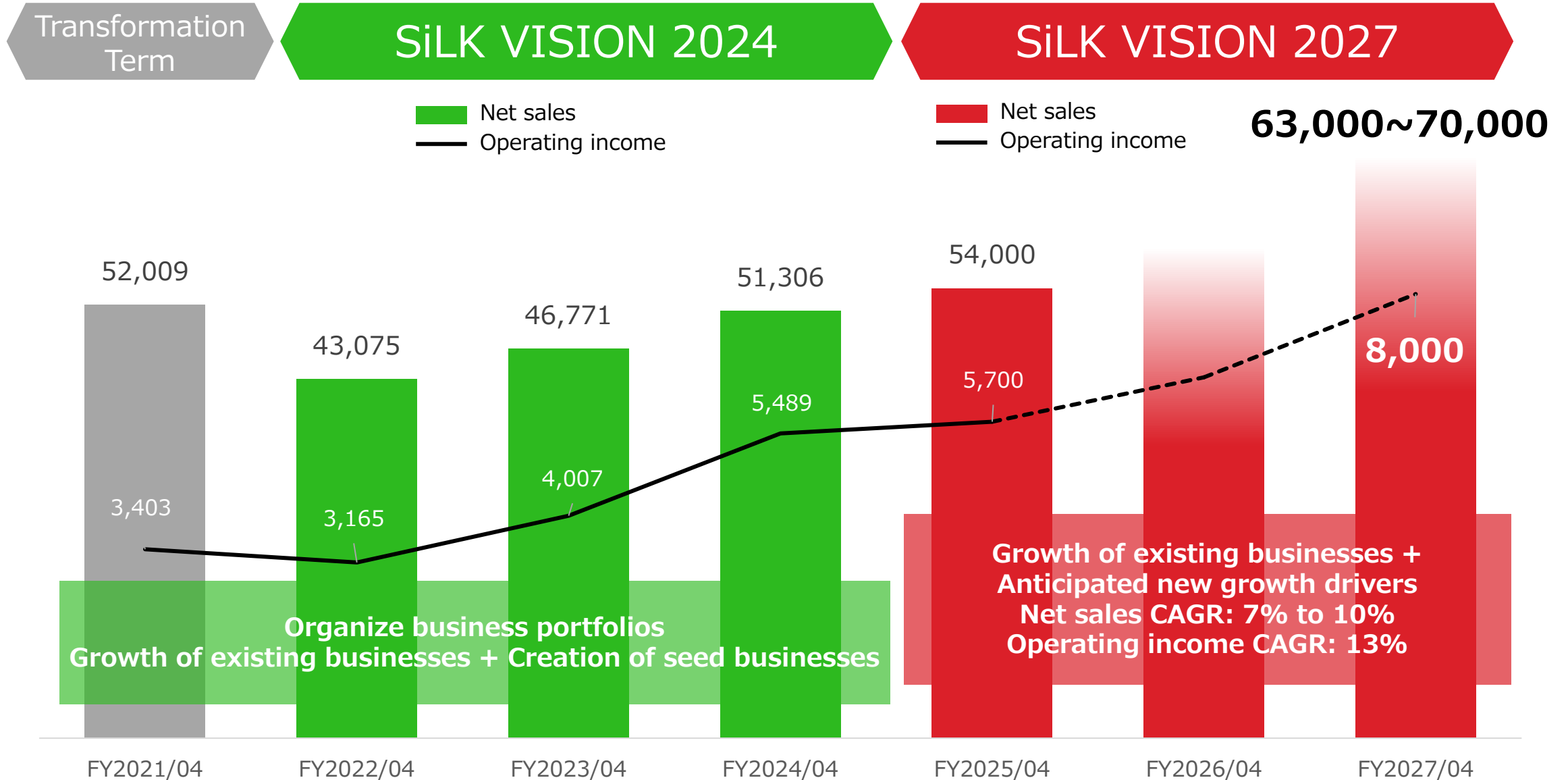
<https://filfox.info/en>

<https://subnets.avax.network/validators>

3. Progress of Consolidated Financial Results for the First Quarter of the Fiscal Year Ending April 30, 2025

[SiLK VISION 2027] Net Sales/Income Targets

Millions of yen



Organize business portfolios
Growth of existing businesses + Creation of seed businesses

Growth of existing businesses +
Anticipated new growth drivers
Net sales CAGR: 7% to 10%
Operating income CAGR: 13%

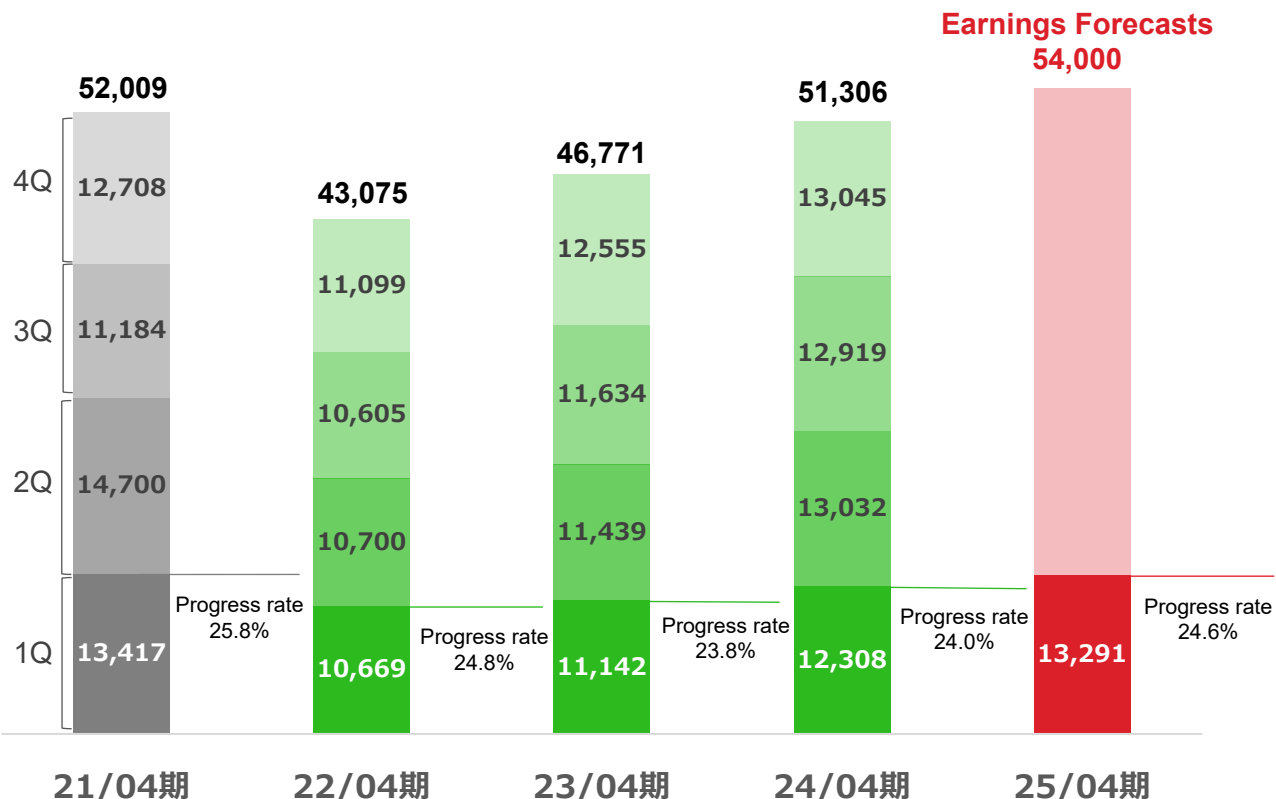
Excluding the impact of the change in GPG fiscal year-end

Cumulative Quarterly Results

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

(Millions of yen)

Net sales



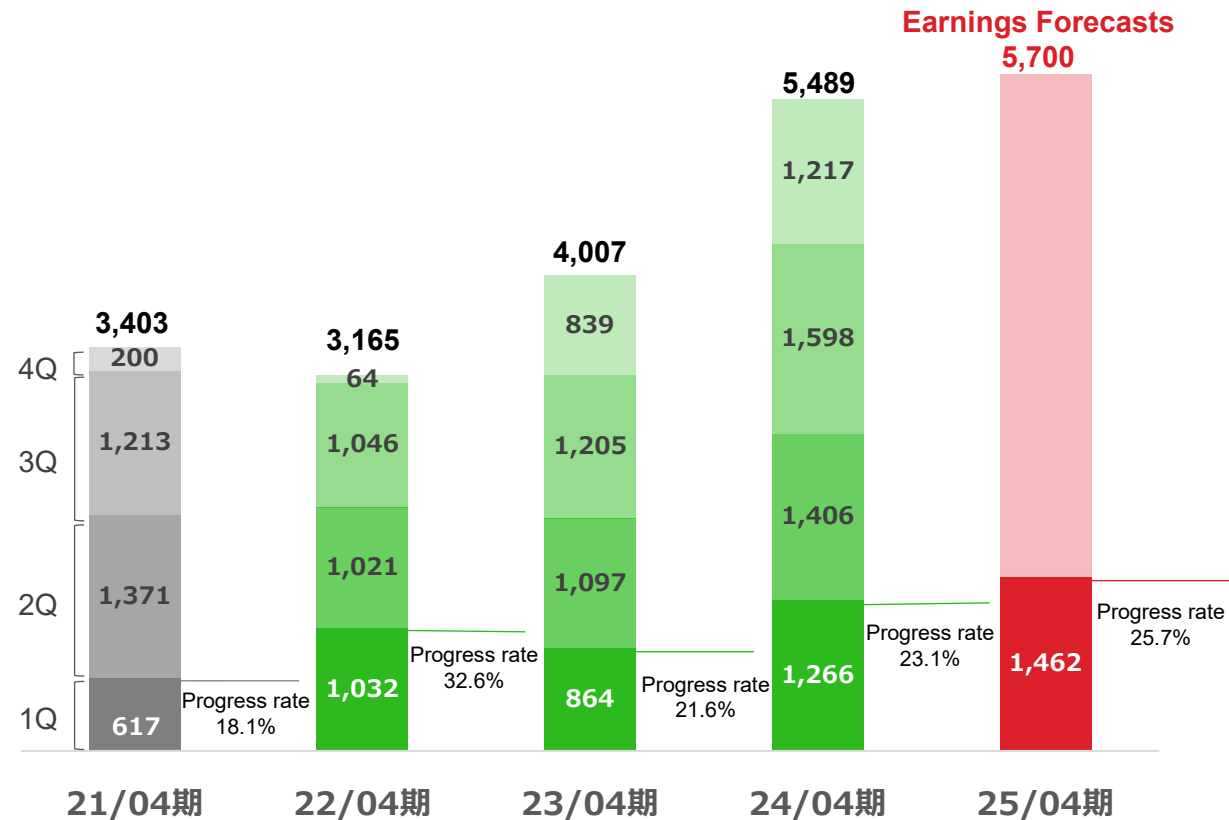
(Excluding the impact of the change in GPG fiscal year-end)

Transformation Term

SiLK VISION 2024

SiLK VISION 2027

Operating income



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

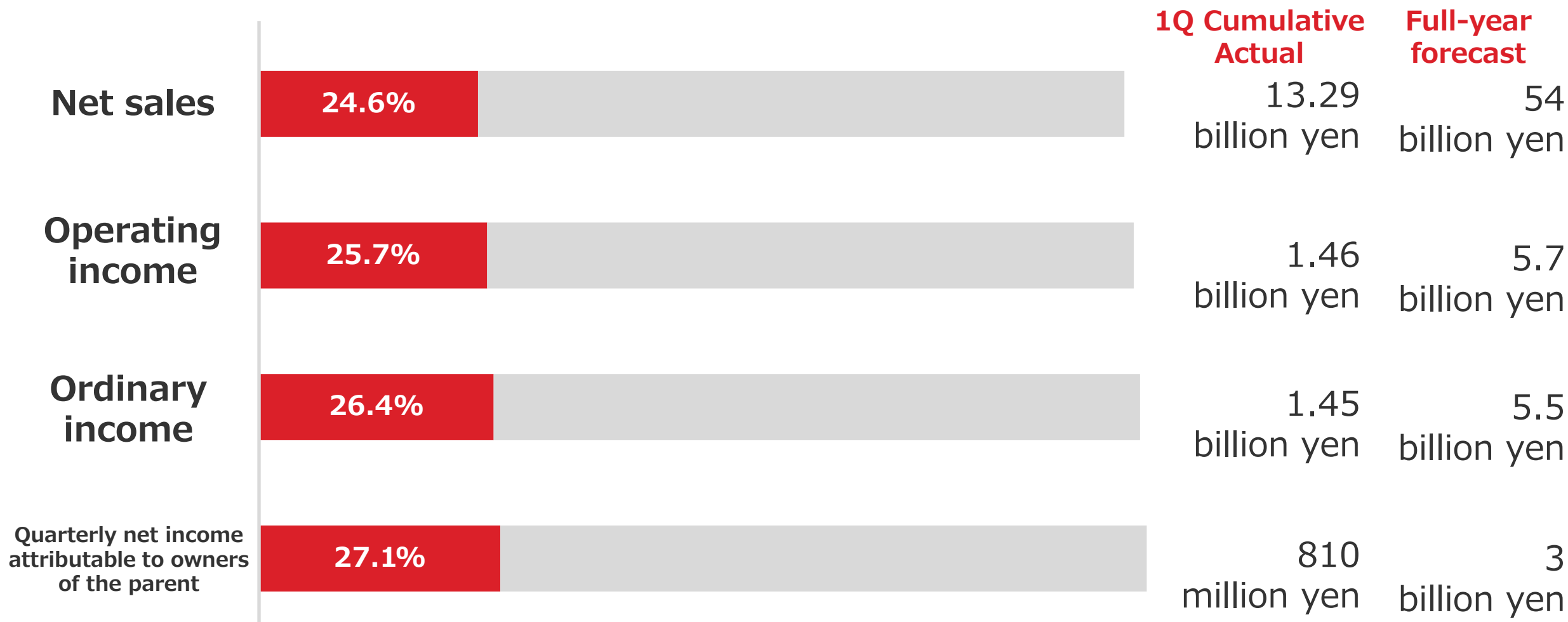
Transformation Term

SiLK VISION 2024

SiLK VISION 2027

※ Figures of "excluding the impact of the change in the fiscal year-end" are unaudited reference figures.

**Steady performance in net sales and all incomes at each stage
Projected to progress in 2Q and beyond as expected**



4. Appendix

Corporate Profile

Company Name	FreeBit Co., Ltd. (FreeBit Co., Ltd.)
Head Office	E-Space Tower, 3-6 Maruyama-cho, Shibuya-ku, Tokyo
Representative	President, CEO and CTO Atsuki Ishida
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 (for the year ended April 30, 2024)
Consolidated Operating Income	5,887 million yen (for the year ended April 30, 2024)
Number of shares outstanding	23,414,000 shares
Listing	The Prime Market of the Tokyo Stock Exchange (Code 3843)

History

May 2000	Established
Mar 2007	Listed on the Mothers Market of the Tokyo Stock Exchange
August 2007	Consolidated subsidiary: DREAM TRAIN INTERNET INC. <hereinafter referred to as DTI>
Mar 2009	Consolidated subsidiary: GIGA PRIZE Co., Ltd.
August 2010	Consolidated subsidiary: Full Speed Inc.
Jan 2015	Establishment of MVNO business subsidiary: FreeBit Mobile, Inc. (currently DTI took over the business)
July 2016	Change to the First Section of the Tokyo Stock Exchange
July 2019	Entered into a business alliance: ALPS ALPINE Co., Ltd.
April 2022	Transition to the Prime Market of the Tokyo Stock Exchange
Nov 2022	Made a wholly owned subsidiary: Full Speed Inc.
Mar 2023	Entered into a capital-and-business alliance: ALPS ALPINE Co., Ltd.



FreeBit Co., Ltd.



ISP support services, MVNE, cloud services,
Web3 related platforms
<https://freebit.com/>

Full Speed

Full Speed Inc.

Management-type advertising services, Internet marketing business, Support platform for creators

<http://www.fullspeed.co.jp/>



F O R I T

For it Inc.

Affiliate advertising services

<https://www.for-it.co.jp/>



CRAID Inc.

Integrated advertising management platform provision service, Ad-network services for smartphones

<https://www.craid-inc.com/>



JobRoad Inc.

Japanese language education for foreign human resources in Southeast Asian countries, Human resources services such as employment support and job change support

<https://jobroad.co.jp/>



Rita Inc.

Develop and operate OtoO video advertising platforms and networks CPI/CPE

<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 Smart Works inc.

Contract call center

<https://freebit.com/freebit-smartworks/>



5G Infrastructure Support Business

- 5G
- eSIM
- AI
- Block chain

Providing an infrastructure platform that allows vast amounts of people and goods to become reliable and affordable

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

Started

Aiming to expand the Japanese Internet-user base, FreeBit started from the business of the concept of "Free ISP's ISP" ISP for free-of-charge.

Thereafter

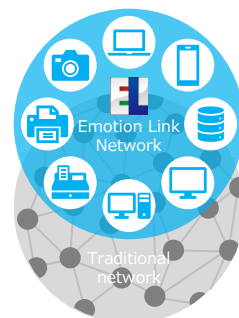
Continuous development of new services utilizing high-quality, secure high-speed communications and advanced network technologies

Current

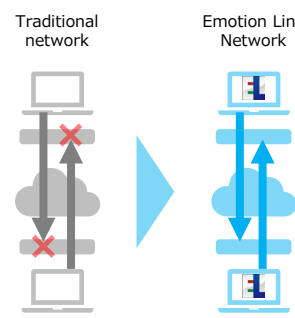
In the 5G Infrastructure Support Business, in addition to support services for entry into the MVNO business and business support services for ISP, promote support services for various business corporations to introduce cloud and IoT, etc.

Highlight Technology Proprietary technologies [Emotion Link]

- Emotion Link provides flexibility in the reachability and security of communications by "OverLay Internet" (building a virtual Internet on existing Internet) This is a network solution that realizes safe and secure communications that can be secured.
- Achieves secure two-way communications between devices and devices that are necessary for network realization, and direct access across firewalls and NAT.



Achieving Safe and Secure Communications for All Equipment in OverLay Internet



Achieve communications across network barriers such as NAT and firewalls



Emotion Link has a wealth of client variations that enable networking of a variety of devices to meet the various needs of customers

We will also deploy next-generation networks and data centers that utilize 5G, eSIM (embedded SIM) to respond to 5G era. We will also expand services that combine these and other business resources.

Strengthening service provision that builds on and leverages the cloud infrastructure

The 5G related market for the domestic industry is expected to create a huge market of 210.6 billion yen, and the IoT market is expected to be 10.2 trillion yen※ With this market in mind, we aim to build next-generation networks and data centers that respond to 5G era and develop new services utilizing 5G and eSIM, while continuously providing stable and secure communications infrastructure services.

	Overview	Main Solutions Provided	Features of the services	
Main Services Introduction		MVNE business that supports MVNO business development	Provision of MVNE services to support MVNO operators Entered between MNO (NTT DOCOMO) and MVNO operators, supports and consults on the launch and operation of MVNO businesses, and supports the smooth development of MVNO businesses.	<ul style="list-style-type: none"> Dedicated consulting system Extensive lineup with unlimited combination Achieved at low cost
		Support ISP business in all directions	Provides provider outsourcing services to ISP operators. Comprehensive backup for basic services such as Internet connection and large-capacity mail, as well as peripheral services such as online storage, cloud platforms, and mobile connections	<ul style="list-style-type: none"> YourNet ISP outsourcing services M-Plus! VPN ISP in a Cloud
		High-security hybrid cloud	Providing hosting services that can respond to a wide range of needs, from general-purpose plans to custom server construction A secure and stable cloud that incorporates the next-generation firewalls [FortiGate] and high-performance and reliable virtualization software [VMware]	<ul style="list-style-type: none"> freebit cloud VDC freebit cloud security SIM freebit cloud IoT Platform



5G Lifestyle Support Business

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

5G Lifestyle Support Business

■ 5G Lifestyle (TONE/DTI)

Provision of mobile communications services using smartphones, etc. and Internet-related services through fixed lines mainly targeting individuals



■ 5G Homestyle

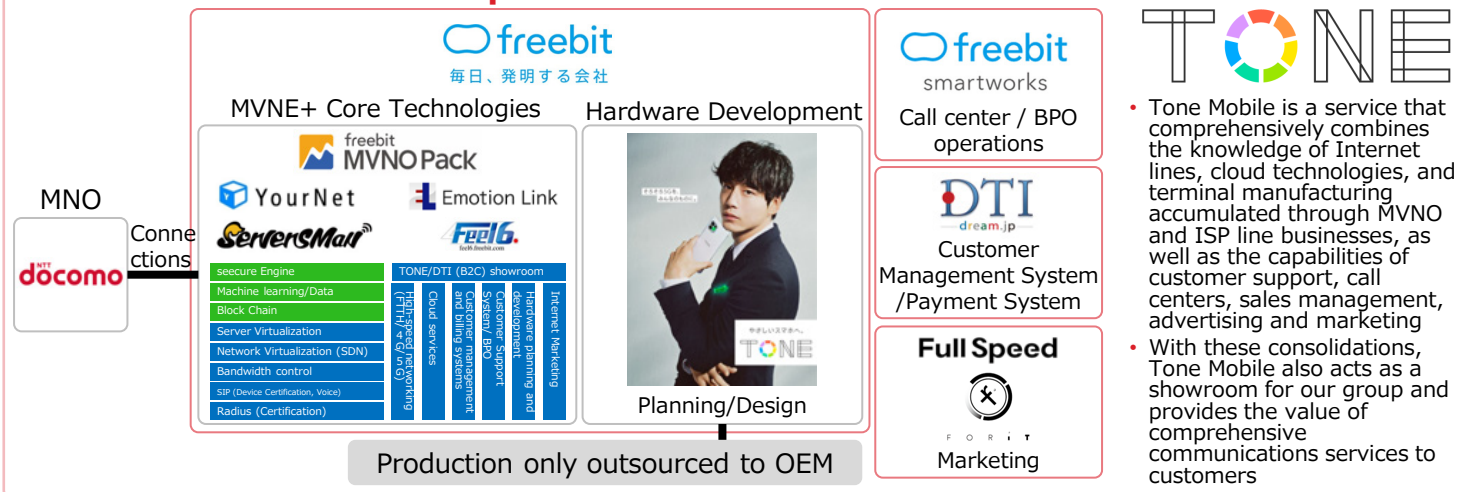
Provision of Internet services for housing complex

→ Details in the next section

In 5G Homestyle, we are also focusing on establishing new services other than Internet services for apartment buildings.

Highlight Technology

Tone Mobile, an MVNO business that combines the technologies of the freebit Group



- Tone Mobile is a service that comprehensively combines the knowledge of Internet lines, cloud technologies, and terminal manufacturing accumulated through MVNO and ISP line businesses, as well as the capabilities of customer support, call centers, sales management, advertising and marketing
- With these consolidations, Tone Mobile also acts as a showroom for our group and provides the value of comprehensive communications services to customers

"Tone Mobile" born from DTI, which has continuously been ranked the No. 1 provider in customer satisfaction

Tone Mobile

Positioned as a showroom for the Group's technology

We will develop and provide services adapting to changes in lifestyles in 5G/web3 era. We will also develop and expand new services in 5G Workstyle and 5G Healthstyle, 5G Lifestyle, 5G Carlifestyle, not only in its existing businesses

Solving social issues with Tone Mobile

TONE Care



Physicians, etc.*1 provide health-related advice

Free online health consultation with doctors, etc. everywhere

For doctors*1 in TONE Care Health consultation for policy holders, users, and families



Easy consultation with chats Available any time of the month

If you want to ask a quick question, you can easily chat numerous times, all free of charge



On-line health consultation up to 2 times monthly for 15 minutes

A free 15 minutes consultation, up to 2 times a month from your Tone Mobile



Smartphone operating AI determines the risk of using SNS

In order to solve the increasing problem of "net bullying" and "slander on SNS", we will catch the message that is likely to lead to problems on SNS at the earliest possible time and notify the guardian.

*1 In addition to doctors, this refers to persons who possess national qualifications, etc. appropriate for receiving consultation for this service, such as certified public psychologists, pharmacists, and mental health welfare doctors.



5G Lifestyle Support Business

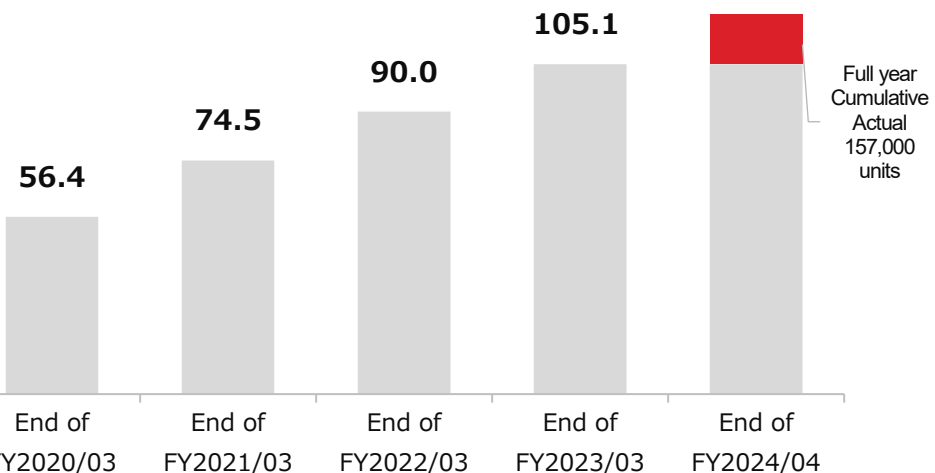
Provides business platforms that support the creation of "things" markets, such as "safe and secure lifestyles," "healthy lifestyles," "work styles," and "housing."

+ ISP for apartment buildings and GIGAPRIZE to support smart lifestyles

- GIGAPRIZE, which provides 5G lifestyle support business 5G Homestyle (Internet Services for Collective Housing), provides high-speed, stable Internet connection services as an Internet service provider (ISP) targeting apartment buildings
- Promoting the development of diverse solutions that promote digitization, such as business support systems for the real estate industry and cloud-based surveillance camera services

< ISP serviced apartment buildings Number of units >

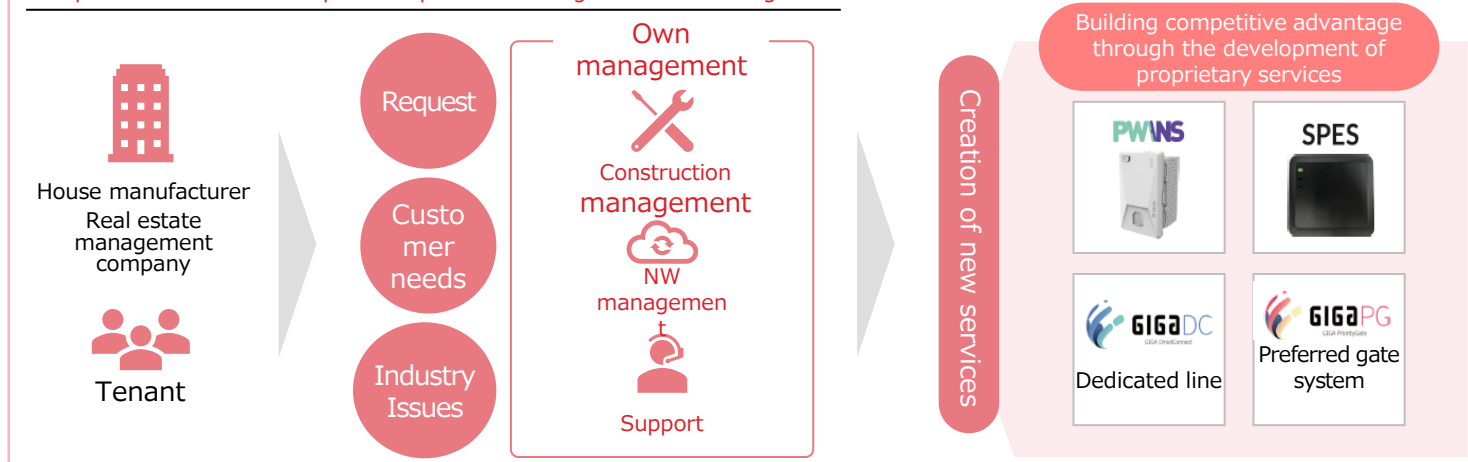
FY2024/04 (13 months)
120.9



Highlight Technology

Securing a competitive advantage through the development of proprietary services operated by the Company

Responsiveness and development capabilities through in-house management



Initiatives to Achieve Smart City



- LIVINGTOWN Minato Mirai, operated by GIGAPRIZE Group, is a multi-industry co-creation complex that supports lifestyle updates mainly in housing.
- We provide a smart home experience utilizing 5G, IoT, and other next-generation communications technologies, and are moving forward with demonstration tests to realize smart towns



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

- Cloud-based security cameras are crime prevention cameras that record images in the cloud without the use of recorders. We provide residents with a sense of security, from measures to prevent problems in garbage and bicycle parking areas to crime prevention such as illegal dumping of wastes and burglary theft.
- The smart pole is equipped with basic street lighting functions, LED lighting, and cloud-based security cameras to provide security and safety.
- GIGAPRIZE will work to develop and improve solution services that meet housing issues and needs and will contribute to enhancing the value of properties and realizing comfortable and rich lifestyles.

Corporate and Creator 5G DX Support Business

A business that supports the construction of platforms that enable not only corporations but also creators and influencers that will become the core of future manufacturing, from market creation to market introduction and maintenance of customer relationships



Providing advanced webmarketing services ▶ Full Speed
More than 1 million Affiliate Network ▶ For it

Expand services with an awareness of 5G marketing and expand influencer marketing

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



Develop creator platform [StandAlone] that allows creators and influencers to disseminate information themselves without going through major platforms, and maximize the value of this information.



Highlight Technology

Performance Technology Network / ASP



- "afb", a pay-for-performance affiliate service operated by For it is 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 more than 500,000 yen per month) the company has been awarded No.1 for 12 consecutive years

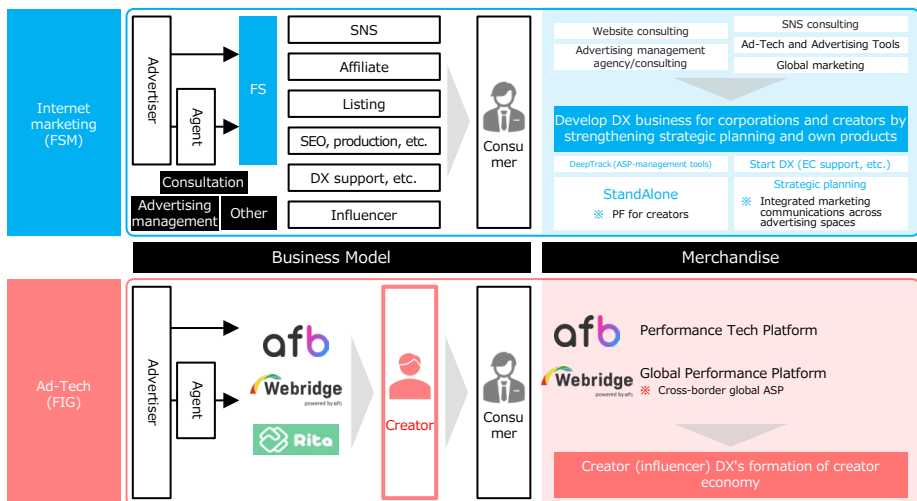


Corporate and Creator 5G DX Support Business

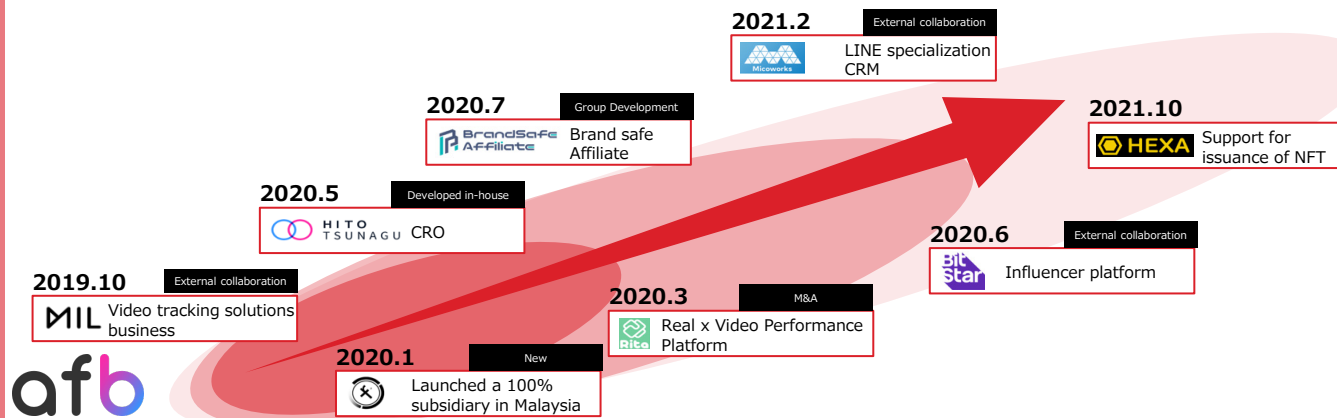
Toward manufacturing in 5G age, not only for corporations but for creators and influencers that will become the core of future manufacturing,



Support the construction of platforms that enable them through a proprietary DX method



Transition of business expansion through M&A and alliances





Explanatory videos can be viewed on our HP top page



[SiLK VISION 2027] Explanatory Video URLs

https://freebit.com/ir/movie/movie_20240724.html




[SiLK VISION 2027] Explanatory video text-language URLs (external websites)

<https://finance.logmi.jp/articles/380238>

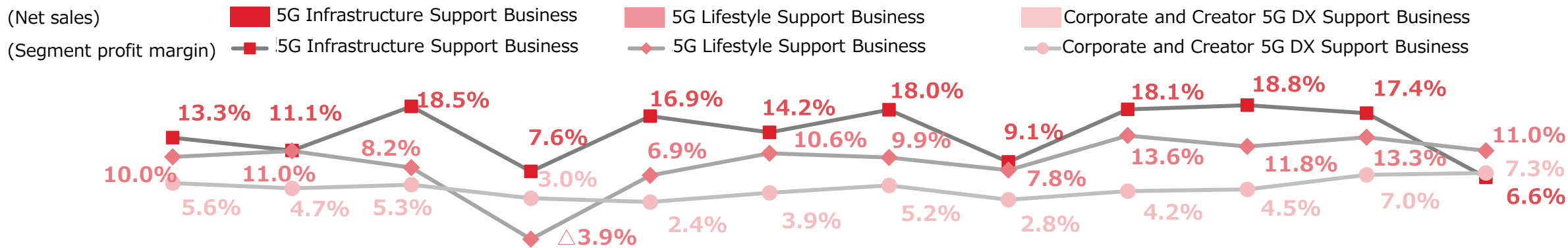


フリービット、新中期経営計画『SiLK VISION 2027』を発表
「信用の所在地」を追求し、通信生まれの web3実装企業へ

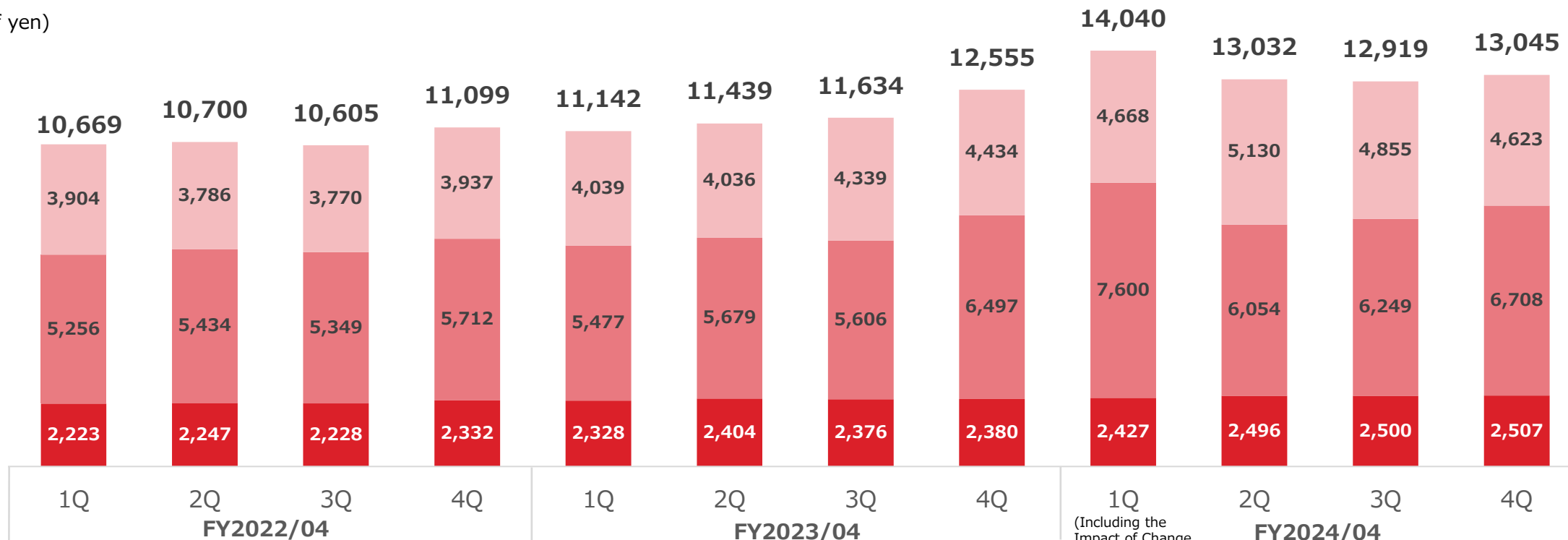
提供：フリービット株式会社 新中期経営計画『SiLK VISION 2027』説明動画



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



(Millions of yen)



(Including the Impact of Change in Fiscal Year-End)

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)										
Net cash provided by operating activities	2,207	1,751	3,811	1,030	3,182	1,480	7,122	2,333	3,322	4,225
Cash Flows from investment activities	△524	△508	△2,291	△2,140	△3,688	△1,870	△2,655	510	△644	△1,085
Cash Flows from financing activities	585	△306	844	4,504	2,320	625	△2,571	△2,731	△2,110	△2,720
The ending balances of cash and Cash Equivalents.	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*
Profitability										
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
Safety										
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, ¥)	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, ¥)	51.4	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

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

<IR and Inquiries Regarding This
Material>

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