

Feb 13, 2026



## Presentation material for the Six Months Ended December 31, 2025

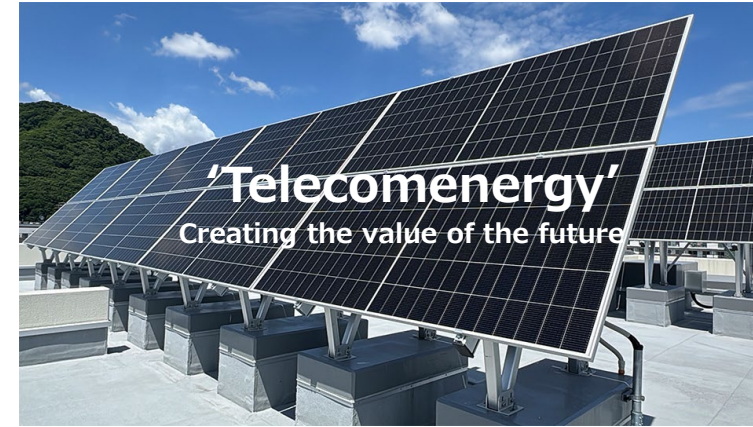
Listing: Tokyo Stock Exchange Standard Market,  
Sapporo Securities Exchange  
Securities code: 9450

# New Slogan: 'Telecomenergy'

Conventional Slogan



New Slogan



Telecomenergy: Term coined by the company that combines “telecommunications” and “energy” solutions. It defines our attempt to create new future value for society through our unique, differentiated strategy.

- |                       |                                                                                                                     |
|-----------------------|---------------------------------------------------------------------------------------------------------------------|
| Aim of the New Slogan | : Evolving the company's role from “connecting communications” to “creating new value starting from communications” |
| Strategic Goal        | : Maximizing synergy between communications and energy, advancing a unique differentiation strategy                 |
| Target Value          | : Enhancing asset value for location owners while achieving both user convenience and economic efficiency           |

**Declaration of the company's resolve to create future value that contributes to a sustainable society by treating communications and energy as an integrated infrastructure.**

**Financial Results for the Six Months Ended December 31, 2025\_P5**

**Full-year Financial Forecast for the Fiscal Year Ending June 2026\_P18**

**Topics \_P23**

**Appendix \_P26**

## FY2026 Q2 Results

### Company-wide trend

Ordinary profit margin  
**Recovered by 15%**

### Company-wide trend

FCF Fourth **consecutive**  
**quarter of surplus**

### Home-Use Business

Cross-selling sales ratio\*  
**19.3%**  
(New record high )

### Business-Use Business

Operating profit margin  
**27.6%**  
(Previous year results: 19.2% )

## FY2026 forecast

### Company-wide trend

Sales and profit  
**unchanged**  
from previous forecast

### Company-wide trend

**Slogan Refresh**

### Home-Use Business

B2C services  
**Upfront investment**

### Business-Use Business

**Accelerate sales growth**  
by focusing on three target areas

\*Percentage of cross-selling flow sales in the Home-Use Business flow sales



# Financial Results for the Six Months Ended December 31, 2025

# Summary of Consolidated Financial results for FY2026 Q2

- Cumulative results for Q2 in fiscal year ending June 2026, revenue increased by 3% YoY, and ordinary profit decreased by 6% YoY. While Real Estate, Renewable Energy, and other businesses saw revenue declines, this was offset by increased revenue in the telecommunications sector.
- Meanwhile, ordinary profit has decreased YoY for six consecutive quarters. Ordinary profit margin was 13.4%, marking the lowest level since the first half of the fiscal year ended June 2019 on a half-year basis.
- By business segment, the company's core Home-Use Business saw increased revenue and decreased profit. The impact of declining profit margin due to the increase in the ratio of the equipment outright-sales still remains. Real estate/renewable energy business also posted operating loss due to sluggish sales growth.

| (in millions of yen)                    | FY2024 Q2 results | FY2025 Q2 results | FY2026 Q2    |                         |                         | FY2026 Full Year |          |
|-----------------------------------------|-------------------|-------------------|--------------|-------------------------|-------------------------|------------------|----------|
|                                         |                   |                   | Results      | Year-on-year difference | Year-on-year comparison | Forecast         | Progress |
| Net sales                               | 5,806             | 6,556             | <b>6,774</b> | +217                    | +3.3%                   | 14,050           | 48.2%    |
| Home-Use Business                       | 5,086             | 5,285             | <b>5,563</b> | +278                    | +5.3%                   | 11,600           | 48.0%    |
| Business-Use Business                   | 683               | 816               | <b>833</b>   | +17                     | +2.1%                   | 1,810            | 46.0%    |
| Renewable Energy/Real Estate/Other      | 36                | 455               | <b>377</b>   | -77                     | -17.1%                  | 640              | 58.9%    |
| Operating profit                        | 1,098             | 979               | <b>919</b>   | -59                     | -6.1%                   | 2,000            | 46.0%    |
| Home-Use Business                       | 1,482             | 1,331             | <b>1,286</b> | -45                     | -3.4%                   | 2,910            | 44.2%    |
| Business-Use Business                   | 154               | 151               | <b>204</b>   | +53                     | +35.3%                  | 400              | 51.2%    |
| Renewable Energy/Real Estate/Other      | 10                | 65                | <b>-64</b>   | -129                    | Deficit widening        | 90               | -        |
| Adjusted                                | -548              | -569              | <b>-507</b>  | +61                     | +10.8%                  | -1,400           | 36.3%    |
| Ordinary profit                         | 1,117             | 969               | <b>908</b>   | -60                     | -6.3%                   | 2,000            | 45.4%    |
| Ordinary profit Margin                  | 19.2%             | 14.8%             | <b>13.4%</b> | -1.4pp                  | -                       | 14.2%            | -        |
| Profit attributable to owners of parent | 731               | 654               | <b>622</b>   | -31                     | -4.8%                   | 1,270            | 49.0%    |

※ Rounded down to the nearest million yen Rounded to the nearest 0.1%

# Consolidated Financial Results Summary: Quarterly Trends

- Revenue decreased and profits increased compared with Q1. However, excluding the impact of decreased revenue in the Real Estate and Renewable Energy Business, which had few projects, the telecommunications sector saw a slight increase in revenue.
- The strong performance in Telecom Business contributed to the profit and loss. It offset the negative impact from reduced profits in Real Estate and Renewable Energy Business, and the profit margin recovered to 15%. While profit margin had been on a downward trend, the company recognizes that this trend has now been halted.

| (in millions of yen)                    | FY2024 |       |       |       | FY2025 |       |       |       | FY2026 |              | Q1/Q2 comparison | Year-on-year difference |
|-----------------------------------------|--------|-------|-------|-------|--------|-------|-------|-------|--------|--------------|------------------|-------------------------|
|                                         | Q1     | Q2    | Q3    | Q4    | Q1     | Q2    | Q3    | Q4    | Q1     | Q2           |                  |                         |
| Net sales                               | 2,852  | 2,953 | 3,731 | 3,075 | 3,054  | 3,502 | 3,265 | 3,248 | 3,456  | <b>3,317</b> | -139             | -185                    |
| Home-Use Business                       | 2,521  | 2,565 | 2,729 | 2,569 | 2,643  | 2,642 | 2,835 | 2,743 | 2,752  | <b>2,811</b> | +58              | +168                    |
| Business-Use Business                   | 327    | 356   | 490   | 501   | 405    | 410   | 415   | 452   | 389    | <b>444</b>   | +54              | +33                     |
| Renewable Energy/Real Estate/Other      | 4      | 31    | 511   | 4     | 4      | 450   | 14    | 51    | 315    | <b>62</b>    | -252             | -388                    |
| Operating profit                        | 525    | 573   | 783   | 504   | 463    | 515   | 542   | 436   | 412    | <b>507</b>   | +95              | -8                      |
| Home-Use Business                       | 714    | 767   | 817   | 610   | 668    | 662   | 665   | 640   | 591    | <b>695</b>   | +104             | +32                     |
| Business-Use Business                   | 56     | 98    | 163   | 162   | 72     | 78    | 89    | 86    | 82     | <b>122</b>   | +40              | +43                     |
| Renewable Energy/Real Estate/Other      | -4     | 14    | 63    | -9    | -8     | 73    | 0     | 1     | -16    | <b>-47</b>   | -31              | -121                    |
| Adjusted                                | -241   | -307  | -260  | -259  | -269   | -299  | -212  | -292  | -245   | <b>-262</b>  | -17              | +36                     |
| Ordinary profit                         | 548    | 569   | 778   | 499   | 458    | 510   | 542   | 431   | 407    | <b>501</b>   | +93              | -9                      |
| Ordinary profit Margin                  | 19.2%  | 19.3% | 20.9% | 16.3% | 15.0%  | 14.6% | 16.6% | 13.3% | 11.8%  | <b>15.1%</b> | +3.3pp           | +0.5pp                  |
| Profit attributable to owners of parent | 370    | 361   | 524   | 310   | 310    | 344   | 369   | 295   | 286    | <b>335</b>   | +48              | -8                      |

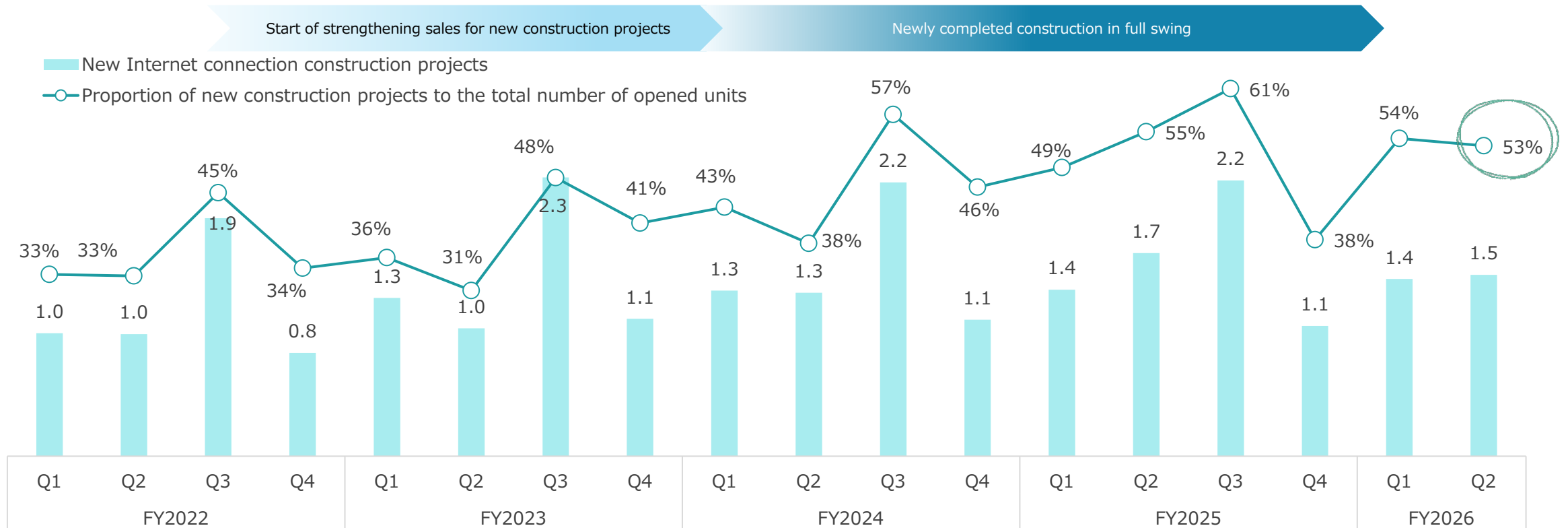
※ Rounded down to the nearest million yen Rounded to the nearest 0.1%

# Home-Use Business: Number of Houses Opened

Home-Use  
Business

- The number of houses opened for new construction projects in Q2 of fiscal year ending June 2026 decreased by 10% YoY. The ratio of new construction projects to the total number of opened units was 53%.
- While the company has been pursuing new construction projects, over the past two years, the ratio of houses opened for new construction projects and existing construction project to the total number of houses opened has remained nearly 1:1. While recognizing that new construction projects still hold upside potential, the amount of personnel available for long-term new construction projects appears to be constrained.

## Home-Use Business Trends of the Number of New Internet Connection Construction Projects



※ Index showing the number of new internet connection construction projects in FY2022 Q1 set at 1

# Home-Use Business: Cross-selling Status

Home-Use  
Business

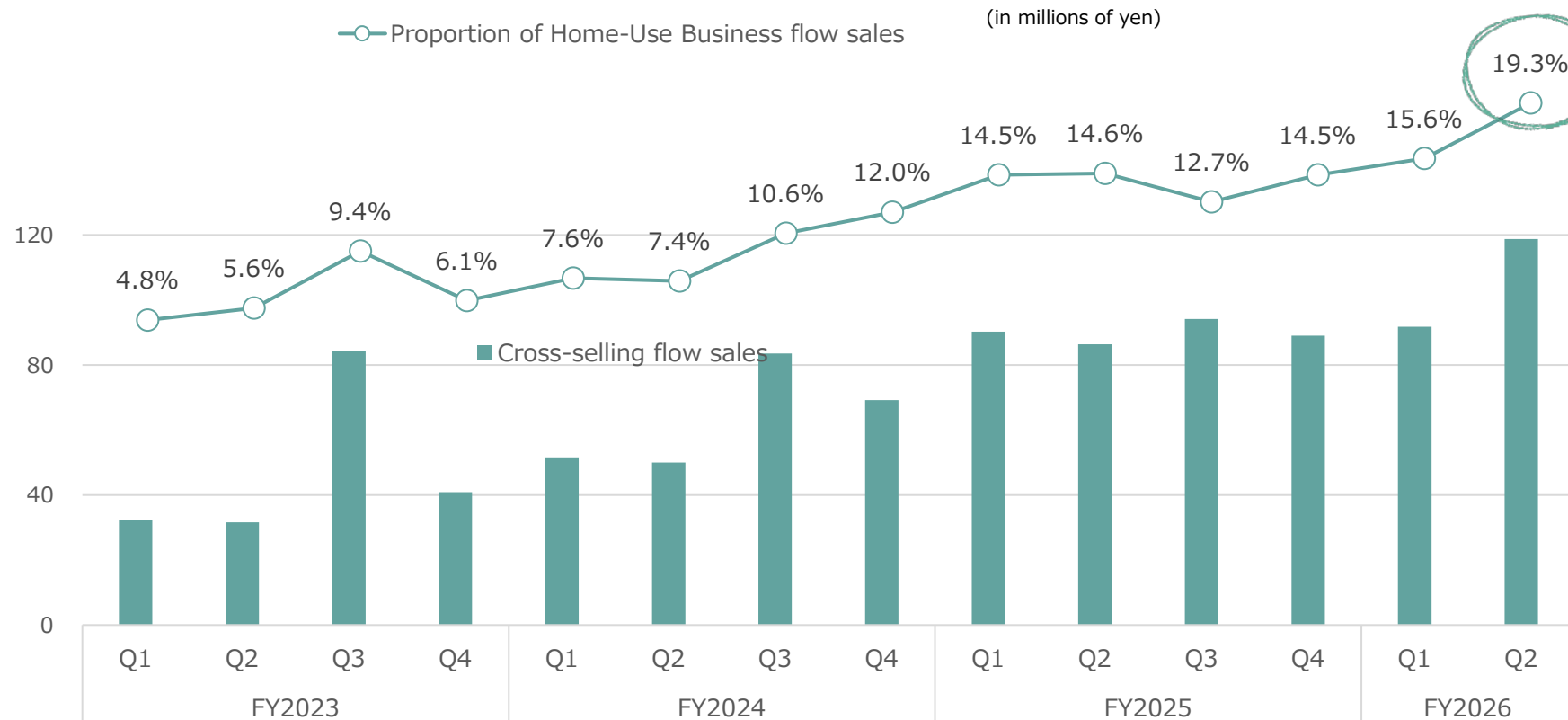
- Cross-selling, which is positioned as a growth driver for the Home-Use Business, generated flow sales (installation business), a leading indicator of the business, of 120 million yen in Q2. Since the company began focusing on cross-selling, sales exceeded 100 million yen for the first time in a single quarter. The adoption of webcams has seen a particularly sharp increase.
- Cross-selling ratio of flow sales in the Home-Use Business rose significantly to 19.3% in Q2. The penetration of cross-selling gained momentum.

Cross-selling flow sales trends

Network camera



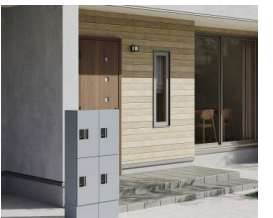
FGTV



FG Smart Call



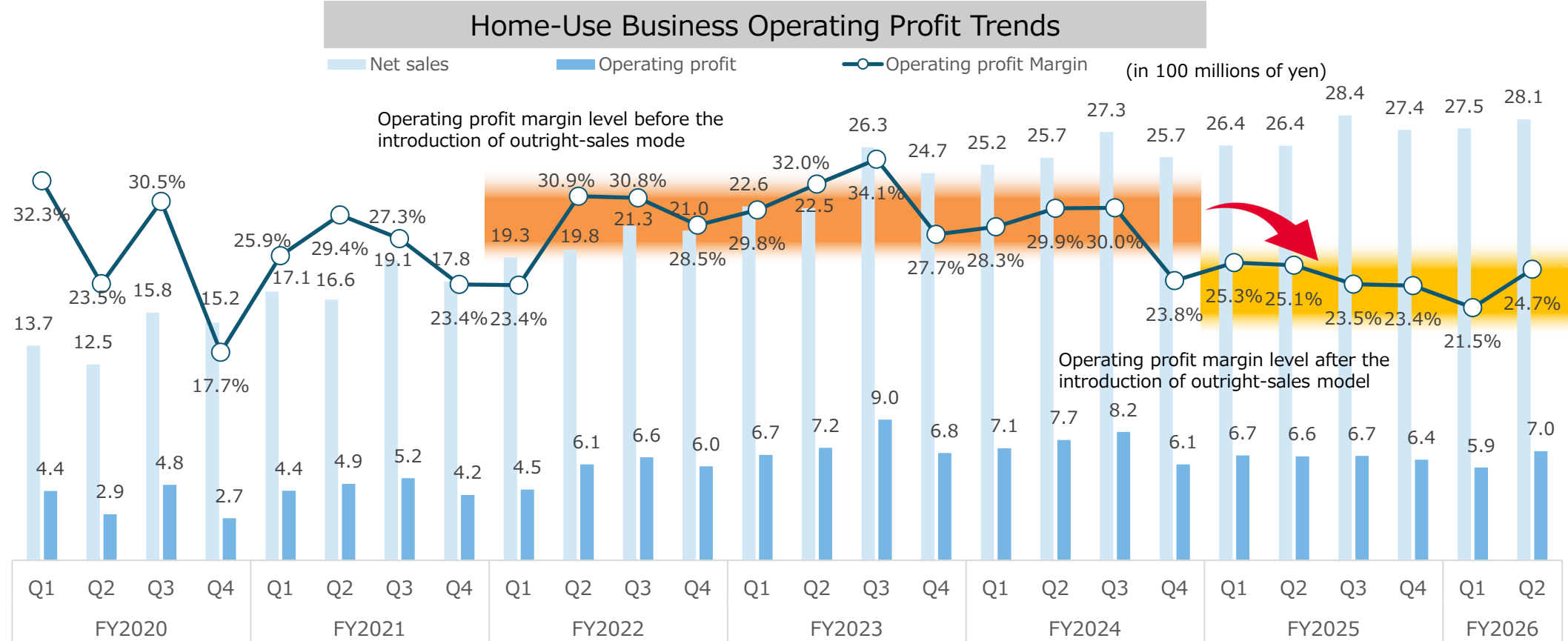
Delivery box



# Operating profit Margin

Home-Use  
Business

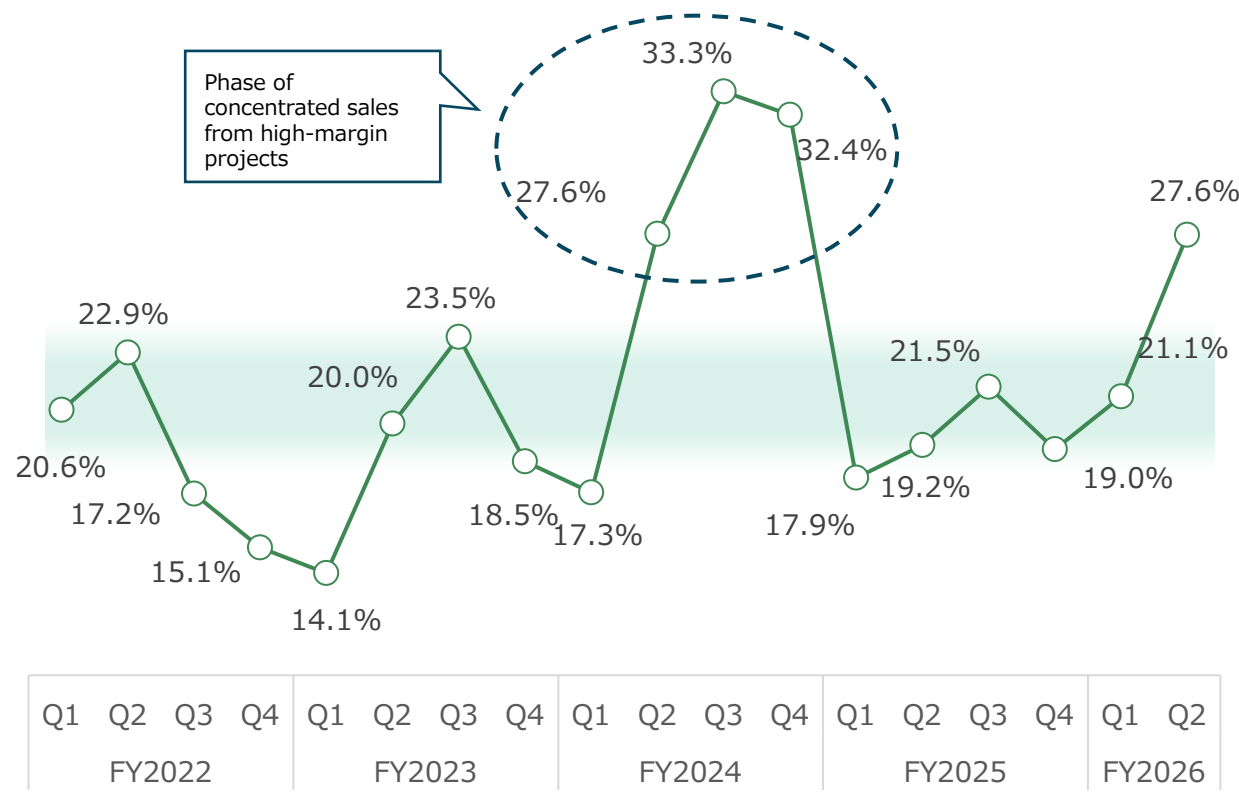
- The operating profit margin rose to 25% in Q2. The decline in operating profit margins has been noticeable over the past year and a half, but there are now signs that it has bottomed out.
- The cause of the decline in profit margins is the full-scale implementation of the outright-sales contracts for home-use equipment. However, more than a year after the full-scale implementation, its impact has gradually eased. Furthermore, the effects of initiatives to enhance value, such as promoting cross-selling, are also expected to take hold.
- However, given that the outright-sales model has a high affinity with new construction projects, the company recognizes that a certain degree of rebound is entirely possible during periods of concentrated new construction completions.



# Operating Profit Margin and Customer Attributes

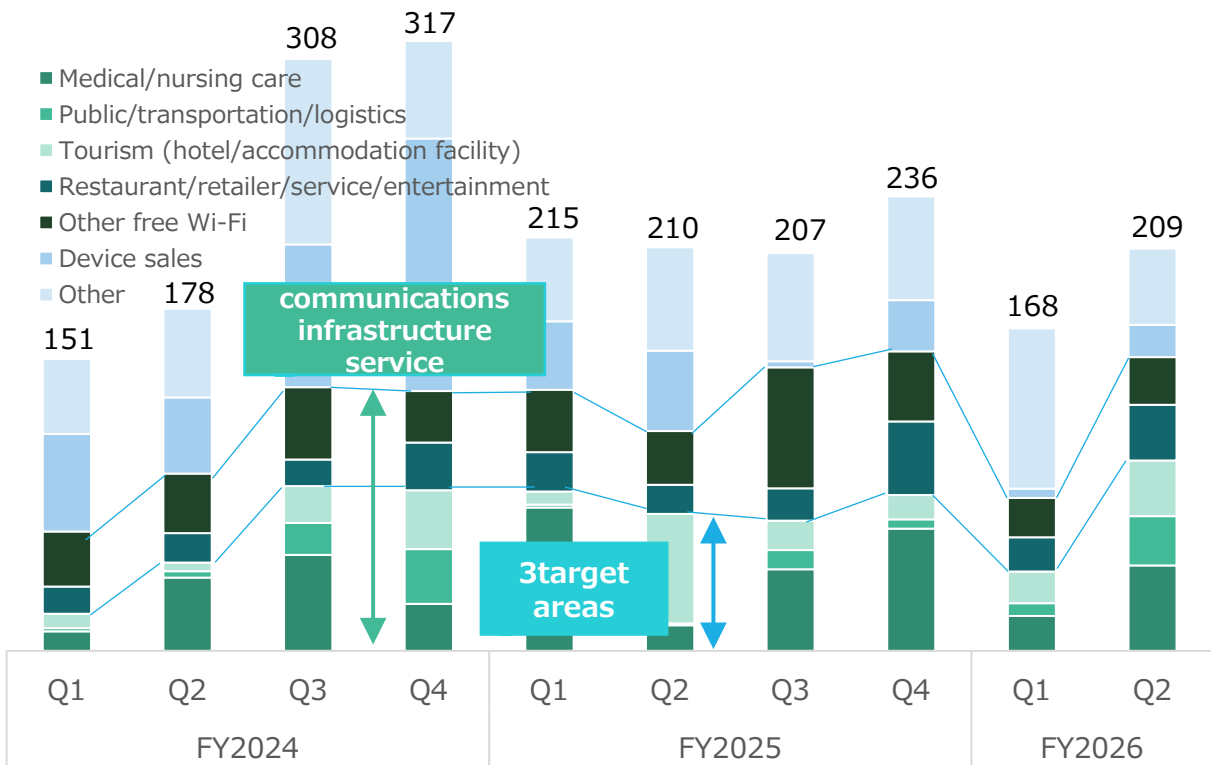
- The operating profit margin for the Business-Use Business in Q2 was 28%. Profit margin exceeded the average range for the first time in a while, recovering to levels last seen in the fiscal year ended June 2024, when there was a concentration of high-margin projects. Recognized high-margin projects such as free Wi-Fi in shared offices and construction projects for medical and nursing care facilities.
- Flow sales, a leading indicator, also recovered. The three target areas remained strong, particularly in the medical and nursing care areas, and sales related to the on-premise communication infrastructure services, including free Wi-Fi, also increased YoY and QoQ. For medical and nursing care areas, this is recorded as construction sales, contributing to improved profitability.

Business-Use Business  
Trends in operating profit margin



Business-Use Business: Breakdown of Flow Sales

(in millions of yen)



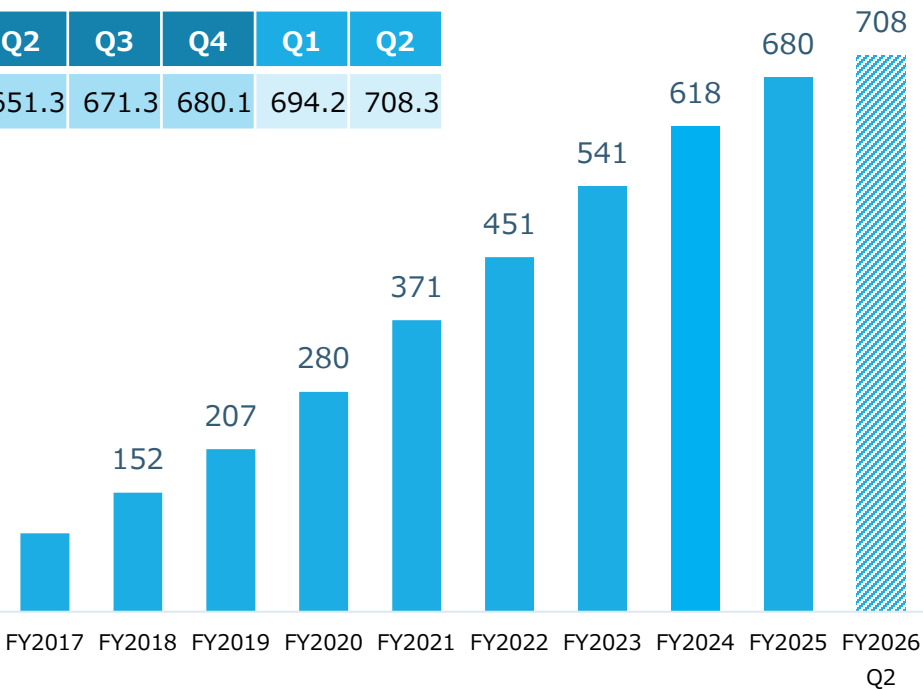
- The number of homes connected to the Residential Wi-Fi Service at the end of Q2 was approximately 710,000. The pace of increase in the number of connected homes continued the normal pace of 14,000 per quarter.
- In the Business-Use Business, sales from the stock business (monthly subscription business) continued to be strong. Its leading indicator, flow sales, declined YoY, showing somewhat lackluster momentum.

Trends in number of residences connected to the Residential Wi-Fi service

(in thousands of houses)

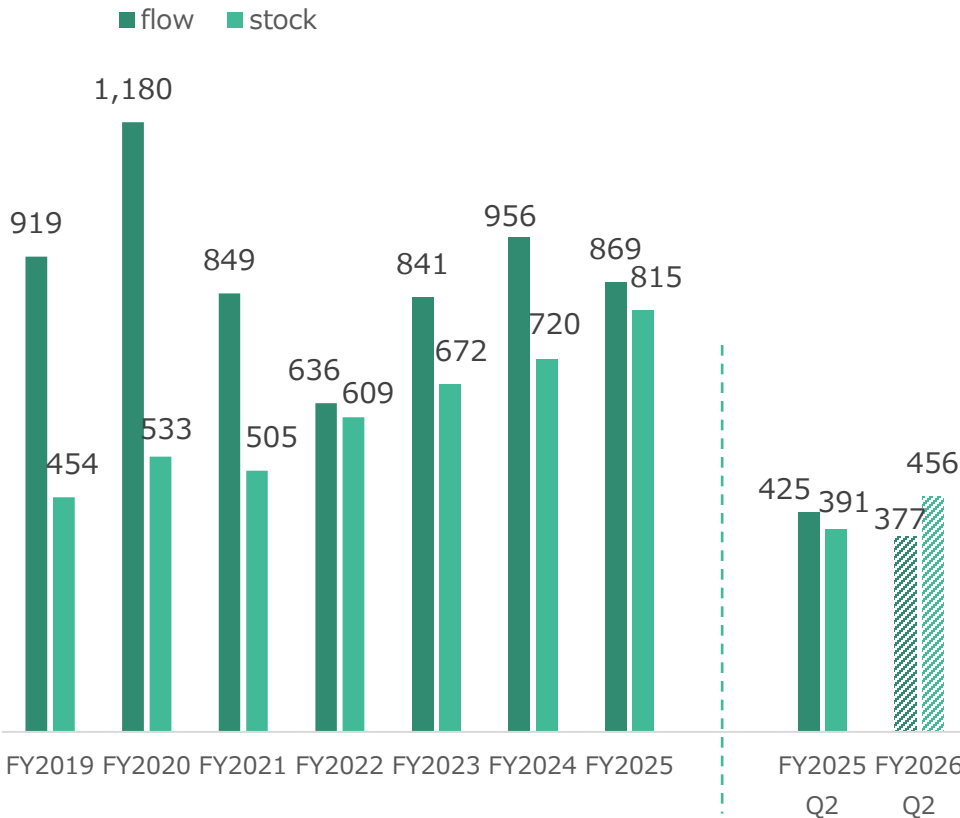
Changes in the past six quarters

| FY2025 |       |       | FY2026 |       |       |
|--------|-------|-------|--------|-------|-------|
| Q1     | Q2    | Q3    | Q4     | Q1    | Q2    |
| 631.1  | 651.3 | 671.3 | 680.1  | 694.2 | 708.3 |



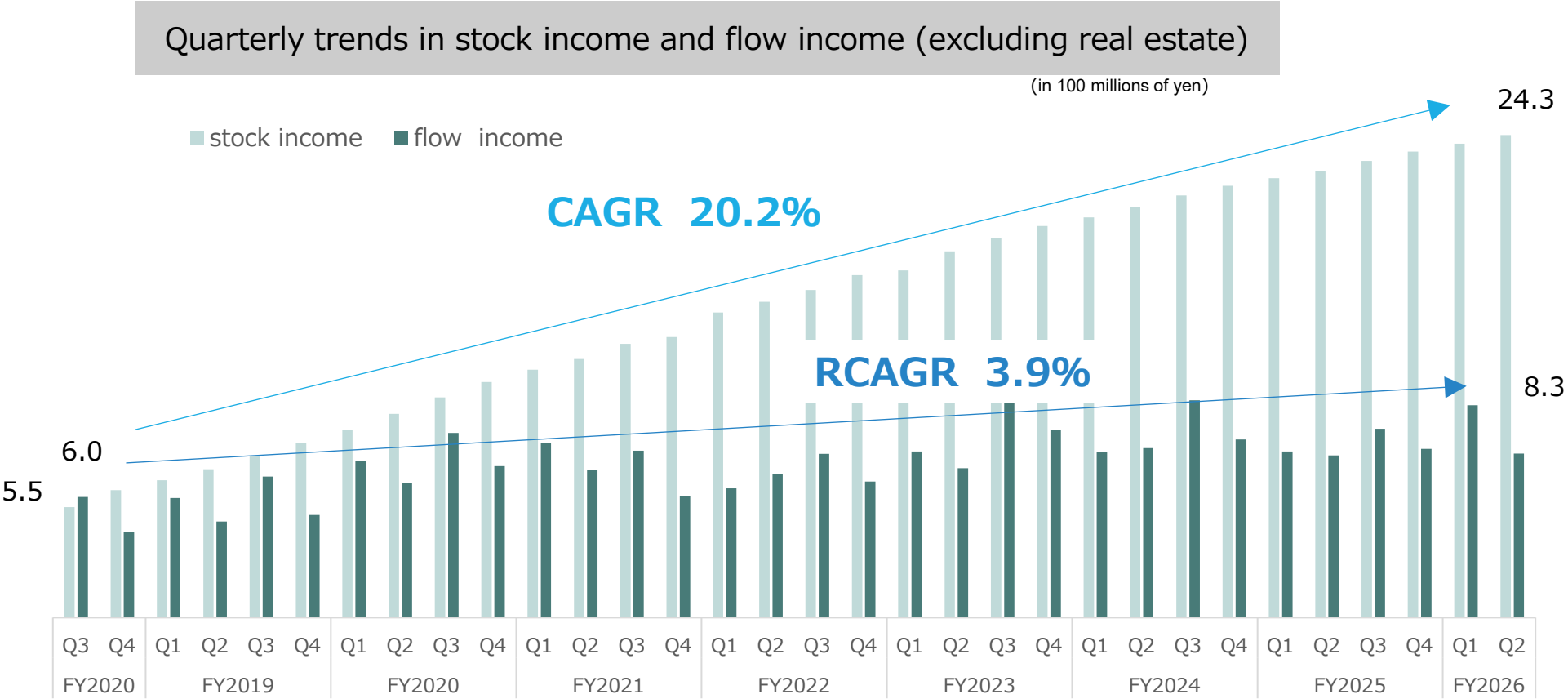
Trends in Business-Use sales by flow and stock

(in millions of yen)



# <Reference> Trends in Stock Income and Flow Income

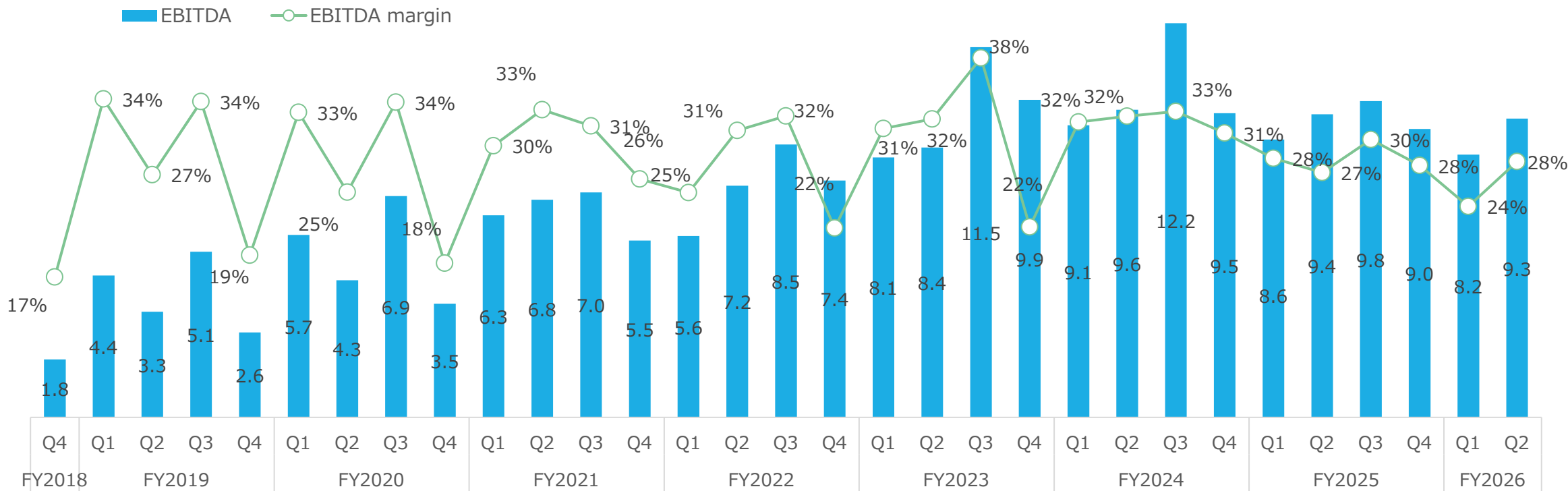
- Stock sales have been steadily increasing. They have increased for 31 consecutive quarters since the company became listed, and still maintains the CAGR of over 20. The pace of increase in the number of residences connected to the Residential Wi-Fi service remains stable.
- Flow sales have remained fluctuating. However, it is also true that they have remained within a relatively stable range since the company became listed. The company recognizes the need to break through the upper limit of the range to increase stock sales.



- EBITDA for Q2 was 930 million yen. The EBITDA margin was 28%. Both actual EBITDA and margin turned upward for the first time in three quarters.
- Although it is still too early to conclude that the previous trend of gradual decline has ended, the impact of factors such as the acceleration of the equipment outright-sales and sluggish growth in the Business-Use Business, which had been weighing on margin, is steadily easing.

EBITDA Trends

(in 100 millions of yen)

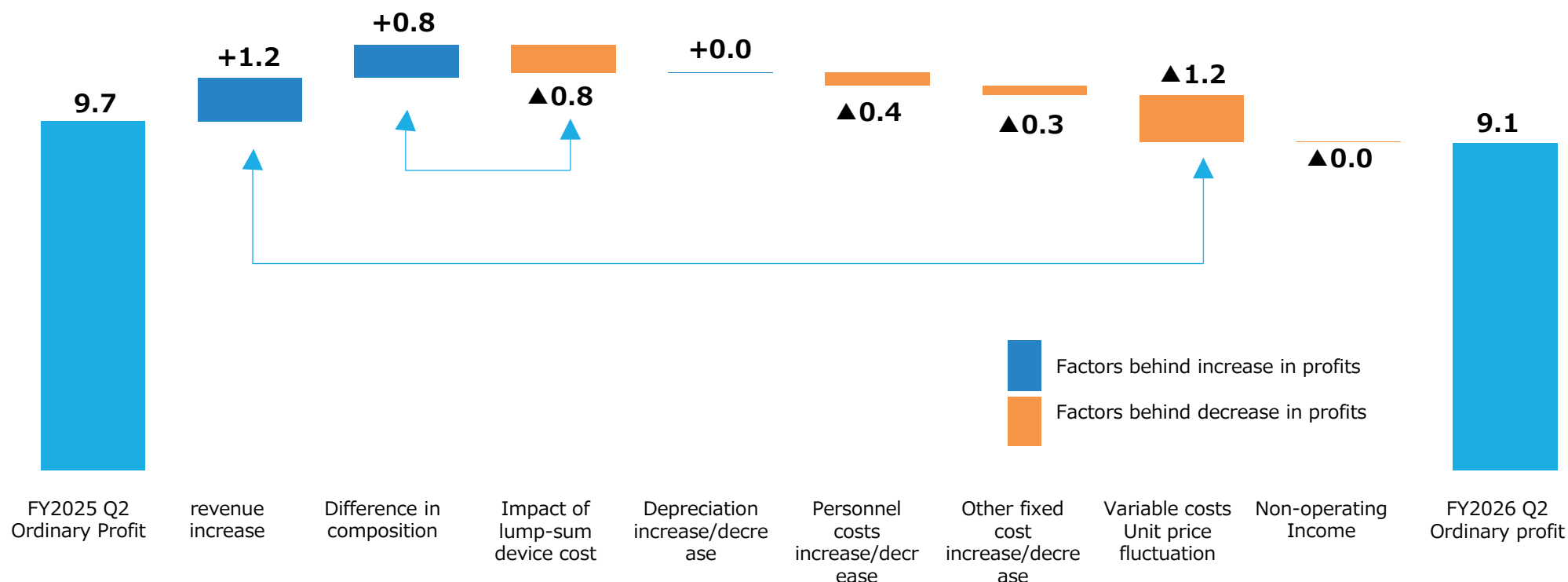


# Ordinary Profit Analysis of Factors of Change in Profits

- The factors behind the decrease in ordinary profit were the impact of the shift to outright sales model for equipment, an increase in variable cost per unit, and an increase in fixed costs. However, the impact of the outright sales model—previously a major burden—has been gradually absorbed through improvements in the sales mix. There is growing recognition that value-added initiatives such as cross-selling are now sufficiently established to contribute to earnings.
- The main drivers of the increase in variable cost per unit were higher unit line usage fees, higher material costs for certain services in addition to the impact of the outright sales model for equipment, and the booking of upfront costs related to switching lines for B2C services. These factors were largely offset by the positive impact of the increased unit line usage fees; however, the increase in fixed costs, including personnel expenses, could not be absorbed.

## Ordinary profit for the Q2 of FY2026 Analysis of factors behind changes in profits compared with the previous fiscal year

(in 100 millions of yen)



# Consolidated Financial Summary (Balance Sheet)

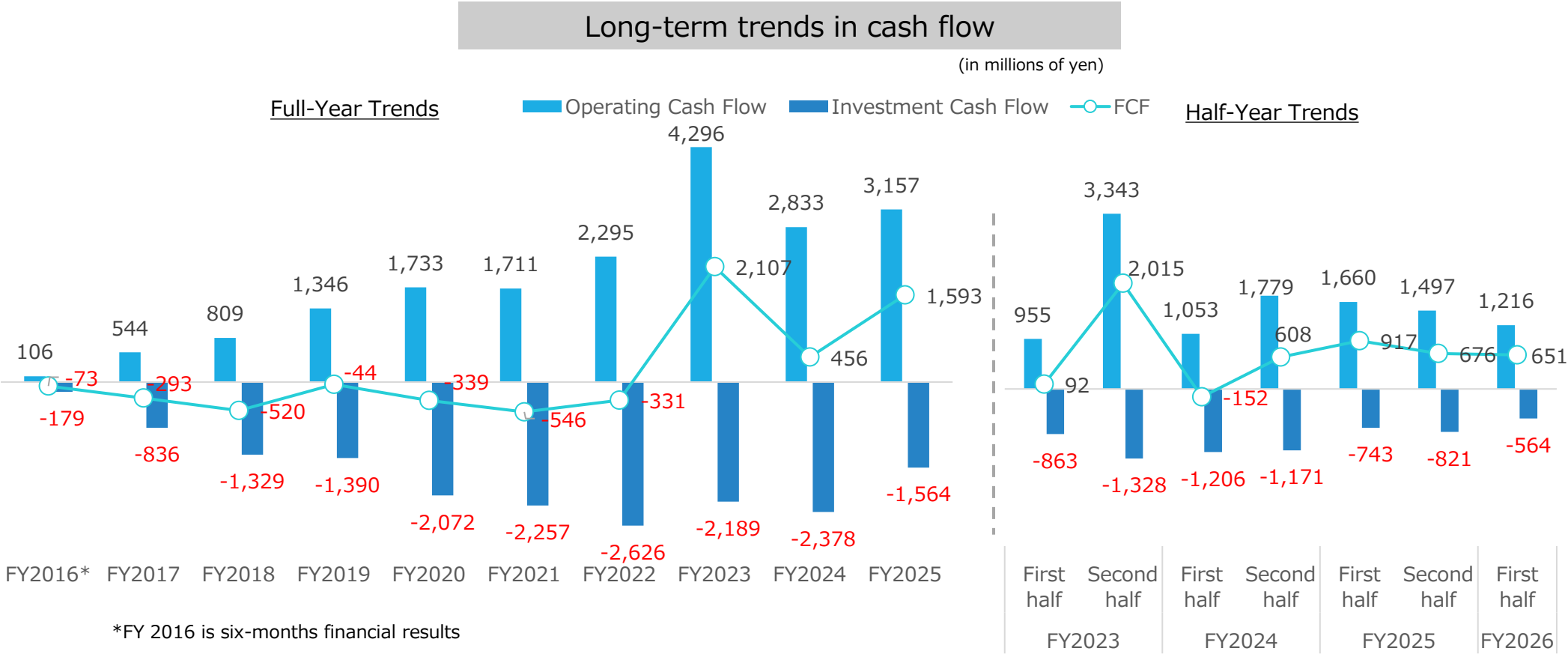
- Total assets increased by 6%. In addition to the increase in working assets accompanying sales growth, real estate-related inventory also increased. The impact of bridge loans procured for consolidated subsidiaries in Q1 disappeared.
- The equity ratio at the end of the term was 52.7%. With the impact of bridge loans disappearing, it has recovered to a level exceeding 50% once again.

| (in millions of yen)                    | FY2024 | FY2025 | FY2026 Q2     | FY2025<br>increase/<br>decrease<br>comparison |                                                                                                                                              |
|-----------------------------------------|--------|--------|---------------|-----------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------|
| <b>Current Assets</b>                   | 5,339  | 4,707  | <b>5,622</b>  | +914                                          |                                                                                                                                              |
| Cash and deposits                       | 2,120  | 1,853  | <b>2,079</b>  | +226                                          | Increase due to sales expansion                                                                                                              |
| Accounts receivable                     | 1,772  | 1,809  | <b>1,978</b>  | +169                                          |                                                                                                                                              |
| Inventory (Communications)              | 666    | 578    | <b>732</b>    | +153                                          | Temporary increase in equipment inventory Also affected by a rebound increase following the low level at the end of the previous fiscal year |
| Inventory (Real estate)                 | 489    | 212    | <b>564</b>    | +352                                          |                                                                                                                                              |
| <b>Fixed Assets</b>                     | 7,736  | 7,436  | <b>7,273</b>  | ▲163                                          | Increase in real estate related preparations                                                                                                 |
| Tangible fixed assets                   | 7,200  | 6,998  | <b>6,865</b>  | ▲133                                          |                                                                                                                                              |
| <b>Total Assets</b>                     | 13,076 | 12,144 | <b>12,896</b> | +751                                          | Fixed assets gradually decreased due to an increase in the outright sale model                                                               |
| <b>Liabilities</b>                      | 7,240  | 5,641  | <b>6,087</b>  | +446                                          |                                                                                                                                              |
| Interest-bearing liabilities            | 4,442  | 3,245  | <b>3,633</b>  | +387                                          | Bridge loans impact subsidies, but working assets increase due to increased sales                                                            |
| Contract liabilities                    | 1,317  | 987    | <b>835</b>    | ▲152                                          |                                                                                                                                              |
| <b>Net Assets</b>                       | 5,836  | 6,502  | <b>6,808</b>  | +305                                          |                                                                                                                                              |
| <b>Total Liabilities and Net Assets</b> | 13,076 | 12,144 | <b>12,896</b> | +751                                          | Equity ratio 52.7%                                                                                                                           |

\*Rounded down to the nearest million yen Rounded to the nearest 0.1%

# Trends in Cash Flow

- Free cash flow (FCF) for Q2 in fiscal year ending June2026 was positive (650 million yen). This marks the fourth consecutive quarter of surplus. A situation where stable FCF can be generated has been established.
- However, in step with the decline in profit margin, cash flow from operating activities has contracted for three consecutive quarters. The structure supporting FCF is based on the suppression of cash flow from investing activities resulting from the introduction of outright-sales model for Wi-Fi devices for the Home-Use Business.
- However, while both cash flow from operating activities and cash flow from investing activities are showing a declining trend, the company recognizes that this is by no means desirable from the perspective of business dynamism.





---

# Full-year Financial Forecast for the Fiscal Year Ending June 2026

# Forecast of Consolidated Financial Results for FY2026

- Revenue is expected to increase by 8% and ordinary profit by 3% in fiscal year ending June 2026. Although a V-shaped recovery is not expected, the company anticipates an early exit from the profit decline phase.
- For the second half, revenue and profits are expected to increase compared with the first half. The ordinary profit margin in the second half is expected to improve from the first-half level, reaching 15.0%.
- By segment: Home-Use remains steady on recurring (stock) projects; Business-Use targets record-high half-year sales across three areas despite fewer high-margin projects; Real Estate/Renewable Energy is expected to return to profit as loss-making projects decline.

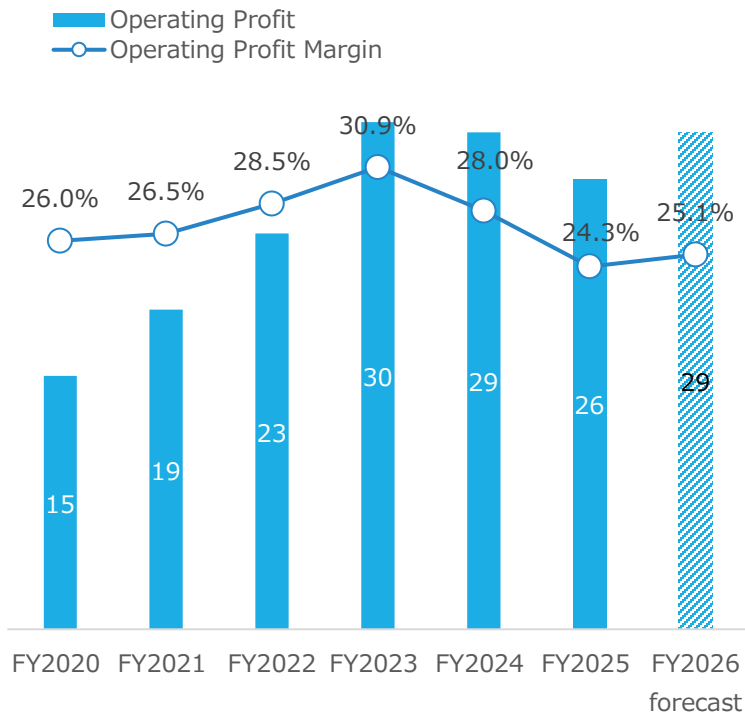
| (in millions of yen)                    | FY2023<br>Results | FY2024<br>Results | FY2025<br>Results | FY2026     |              |                       | Year-on-year |            |
|-----------------------------------------|-------------------|-------------------|-------------------|------------|--------------|-----------------------|--------------|------------|
|                                         |                   |                   |                   | 1H Results | 2H Forecast  | Full-year<br>Forecast | difference   | comparison |
| Net sales                               | 12,795            | 12,613            | 13,070            | 6,774      | <b>7,275</b> | <b>14,050</b>         | +979         | +7.5%      |
| Home-Use Business                       | 9,600             | 10,386            | 10,864            | 5,563      | <b>6,036</b> | <b>11,600</b>         | +735         | +6.8%      |
| Business-Use Business                   | 1,512             | 1,675             | 1,684             | 833        | <b>976</b>   | <b>1,810</b>          | +125         | +7.5%      |
| Renewable Energy/Real Estate/Other      | 1,682             | 551               | 520               | 377        | <b>262</b>   | <b>640</b>            | +119         | +22.8%     |
| Operating profit                        | 2,320             | 2,387             | 1,958             | 919        | <b>1,080</b> | <b>2,000</b>          | +41          | +2.1%      |
| Home-Use Business                       | 2,970             | 2,910             | 2,638             | 1,286      | <b>1,623</b> | <b>2,910</b>          | +271         | +10.3%     |
| Business-Use Business                   | 289               | 480               | 326               | 204        | <b>195</b>   | <b>400</b>            | +73          | +22.4%     |
| Renewable Energy/Real Estate/Other      | 138               | 64                | 67                | -64        | <b>154</b>   | <b>90</b>             | +22          | +34.2%     |
| Adjusted                                | -1,078            | -1,068            | -1,073            | -507       | <b>-892</b>  | <b>-1,400</b>         | -326         | -30.4%     |
| Ordinary profit                         | 2,290             | 2,395             | 1,943             | 908        | <b>1,091</b> | <b>2,000</b>          | +56          | +2.9%      |
| Ordinary profit Margin                  | 17.9%             | 19.0%             | 14.9%             | 13.4%      | <b>15.0%</b> | <b>14.2%</b>          | -0.6pp       | -          |
| Profit attributable to owners of parent | 1,482             | 1,567             | 1,319             | 622        | <b>647</b>   | <b>1,270</b>          | -49          | -3.7%      |

# Forecast of Consolidated Financial Results by Segment for FY2026

- Home-Use Business is expected to return to profit growth. Operating profit is expected to approach a record-high level. With equipment outright sales becoming a steady state, increases in added value are expected to directly contribute to an improved profit margin.
- Business-Use Business is also expected to return to profit growth. Sales are expected to increase by 7.5% and the profit margin is also expected to rise.
- Regarding the non-telecommunications sector, no remarkable increase in real estate is expected, but contributions from renewable energy-related business are anticipated.

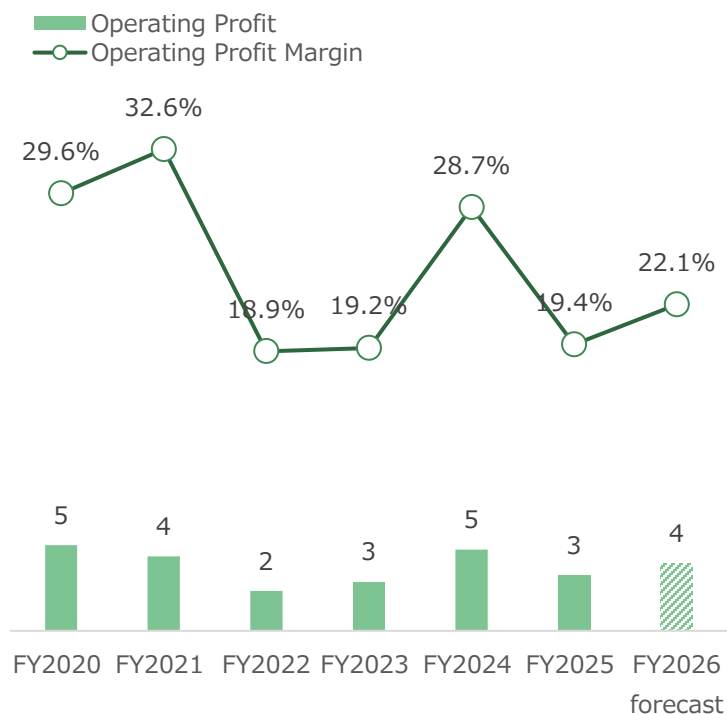
## Home-Use Business

(in 100 millions of yen)



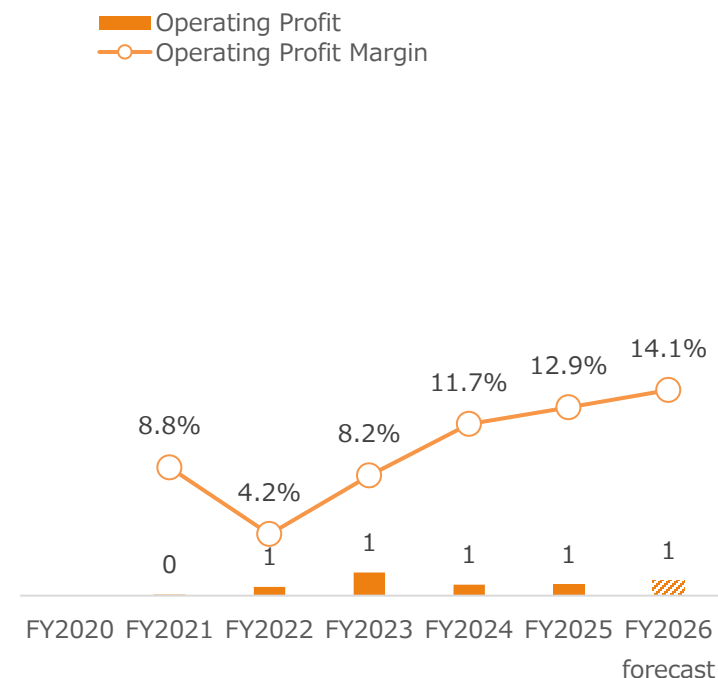
## Business-Use Business

(in 100 millions of yen)



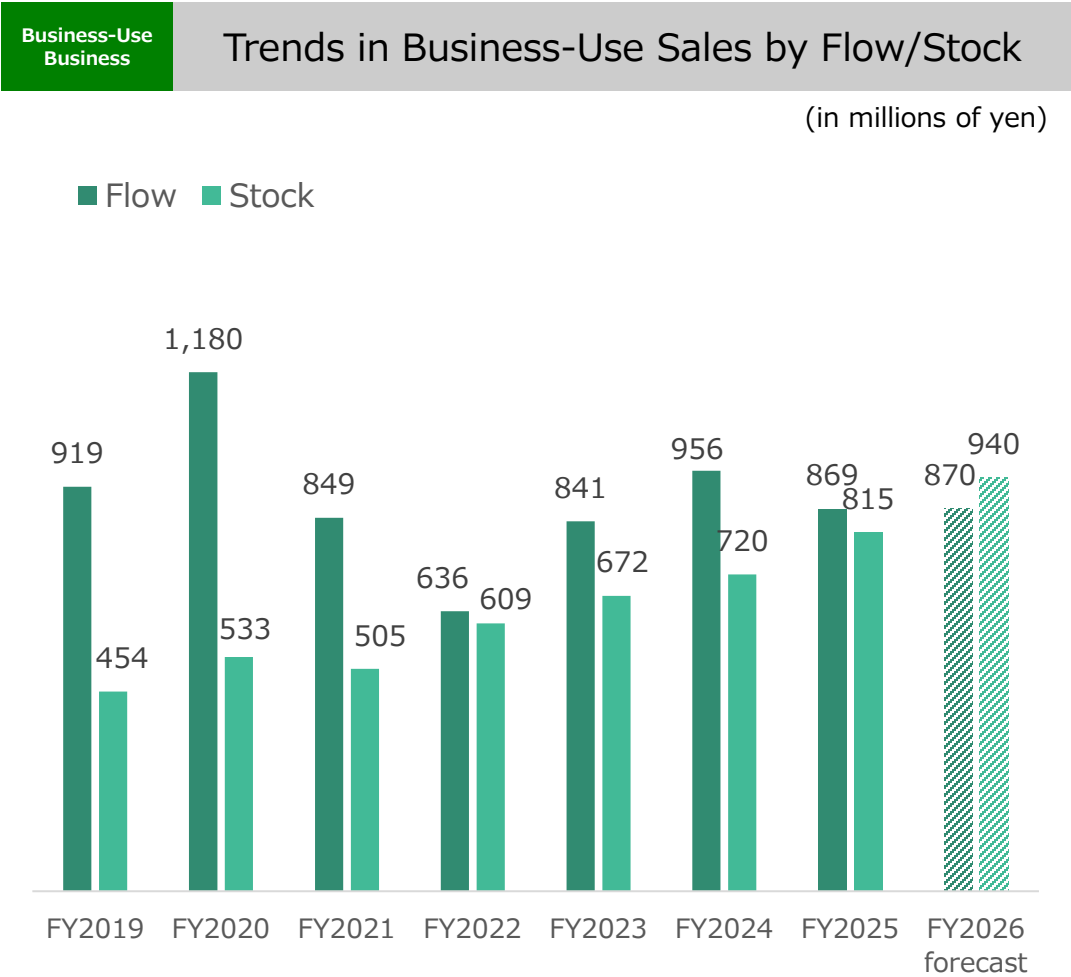
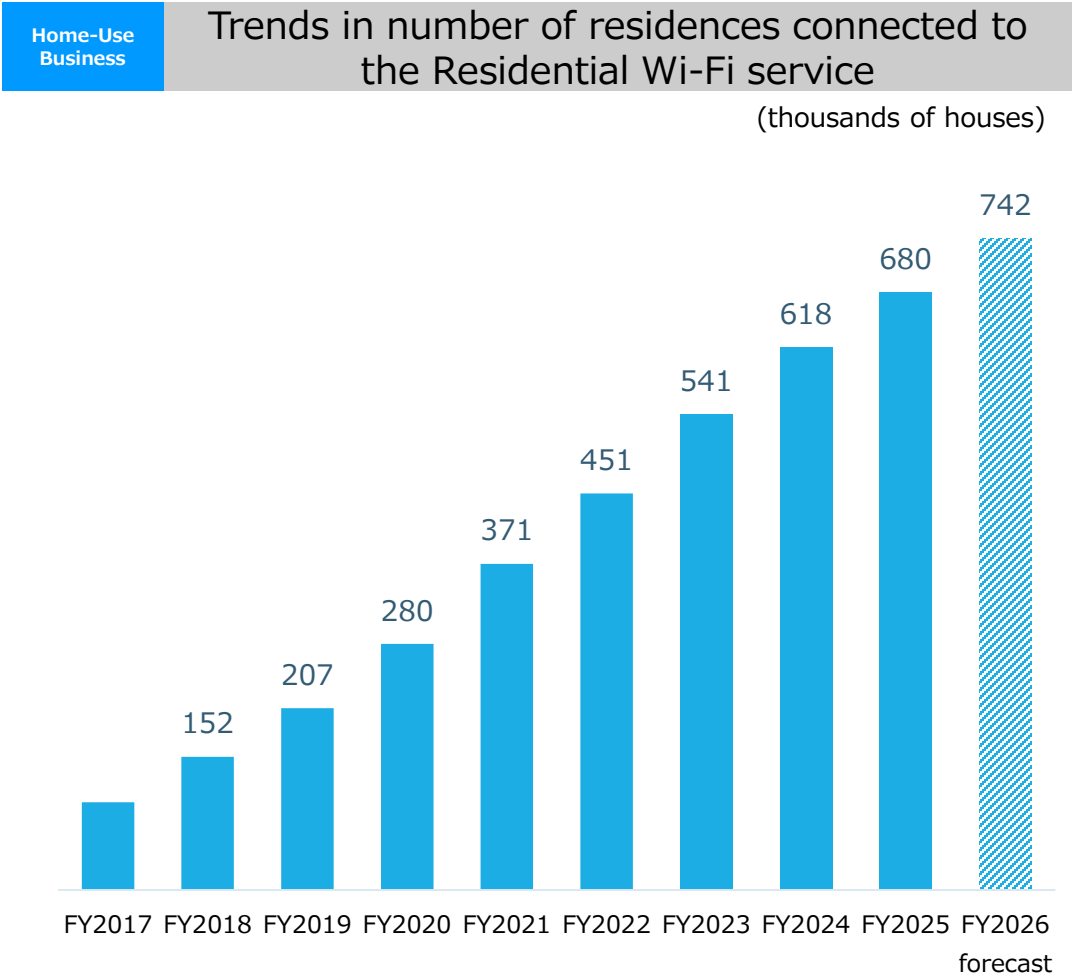
## Renewable Energy/Real Estate/Other

(in 100 millions of yen)



# Key Assumptions for the FY2026 Consolidated Financial Forecast

- The number of Residential Wi-Fi Service at the end of the fiscal year is expected to be 740,000. Although the pace of increase is expected to slow slightly to 60,000 per year, the company will accelerate the accumulation of existing construction projects.
- Regarding the Business-Use Business, flow sales, a leasing indicator of business expansion, are expected to remain flat at 870 million yen. While the company is rushing to take measures to accelerate flow sales, it will take time for these measures to take effect. The main target will continue to be the three areas of medical care/nursing care, public/transportation/logistics, and tourism. Stock sales are expected to increase steadily.

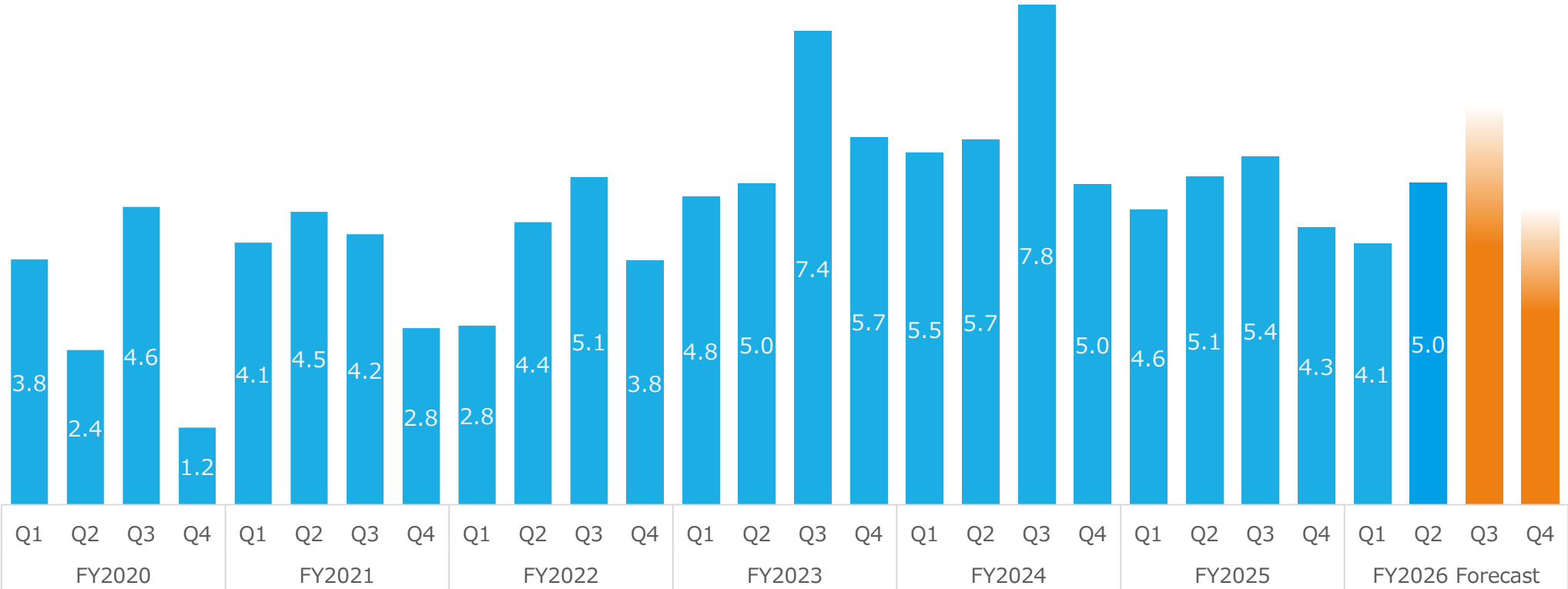


# Forecast of Consolidated Financial Results for FY2026 Quarterly Overview

- Ordinary profit in Q2 exceeded the quarterly overview as of Q1. Profit margin improved beyond expectations as factors related to the equipment outright-sales have eased.
- Q3 is a period when new construction completions are concentrated. The company continues to expect the quarter to record the highest profit of the fiscal year.

Image of Trends in Ordinary profit by Quarter

(in 100 millions of yen)





—

# Topics

Promoting flexible panels in Renewable Energy Business and solar power generation services

⇒ Effective for implementation in existing apartment complexes and urban facilities, a focus of the company

## ■ Advantages

### 1. Meets load-bearing requirements

Standard panels require a sturdy mounting frame for installation.

Flexible panels weigh only about one-third to one-fifth as much as conventional panels, enabling installation in locations previously ruled out due to load-bearing limitations.



Flat roof installation example (with mounting frame)



Flexible panel installation example

### 2. Adaptability to unique shapes

Can be installed on curved roofs and vertical surfaces (e.g., walls), enabling flexible installation.



Reference image for flexible panel flexibility

### 3. Consideration for the Urban Landscape and Environment

Many feature anti-glare coatings (which suppress reflections), reducing the risk of reflected light for nearby residents. Allowing stylish installations without detracting from urban landscapes.



Flexible panel installation example

# “Wi-Fi BUS®” to Be Deployed on Approximately 200 Express Buses

From January 2026, the company has begun providing “Wi-Fi BUS®” to approximately 200 express buses operated by Hokkaido Chuo Bus.



## ■ Key Points

- Conducting communication speed tests using actual equipment on intercity buses connecting various locations in the Hokkaido region
- Utilizing the Ministry of Land, Infrastructure, Transport and Tourism’s “Transportation Service Convenience Improvement Promotion Project (Business Improvement Support Project by Transportation DX and GX)”

→ Improve communication quality while significantly reducing implementation costs

## ■ Utilizing in-bus advertising

\*Business Improvement Support Project by Transportation DX and GX:  
A support system led by the Ministry of Land, Infrastructure, Transport and Tourism (MLIT) that aims to resolve two major challenges faced by regional public transportation (buses, taxis, passenger ships, etc.) and logistics operators; severe labor shortages and rising fuel costs, and decarbonization efforts, through the power of technology.

## ■ Hokkaido Chuo Bus Co., Ltd.

Representative: Takahito Nikaido, President and CEO  
Head Office: 1-8-6, Ironai, Otaru-shi, 047-8601  
Security Code: 9085 (Sapporo Stock Exchange)  
Business Details: Warehousing and transportation-related business



# Appendix

## Group Purpose

**We contribute to the development of a prosperous society by establishing our business model as an on-premise infrastructure integrator and creating new economic value guided by the spirit of a triple win—benefiting sellers (ourselves), buyers (our customers), and society at large.**



We will maximize the efficiency of communications and energy to establish our business model as an on-premise infrastructure integrator. By providing our customers with happiness in the form of convenience and comfort and stimulating economic activity together with our business partners, our group aims to build a triple-win structure and contribute to the development of a prosperous society.

# Business Introduction

## ● Home-Use Business



We provide comprehensive internet connection services for residential buildings, including development, manufacturing, installation, and user support. Our services ensure that all tenants enjoy "unlimited free internet access." In addition to direct sales to property owners, we also offer our services under a private brand to real estate-related companies.



## ● Renewable Energy Business



We implement self-sufficient power systems with renewable energy, including solar panels and energy storage. This maximizes self-generated electricity, reduces reliance on external power, and enhances facility value, all while contributing to carbon offsetting and sustainability.



## ● Business-Use Business



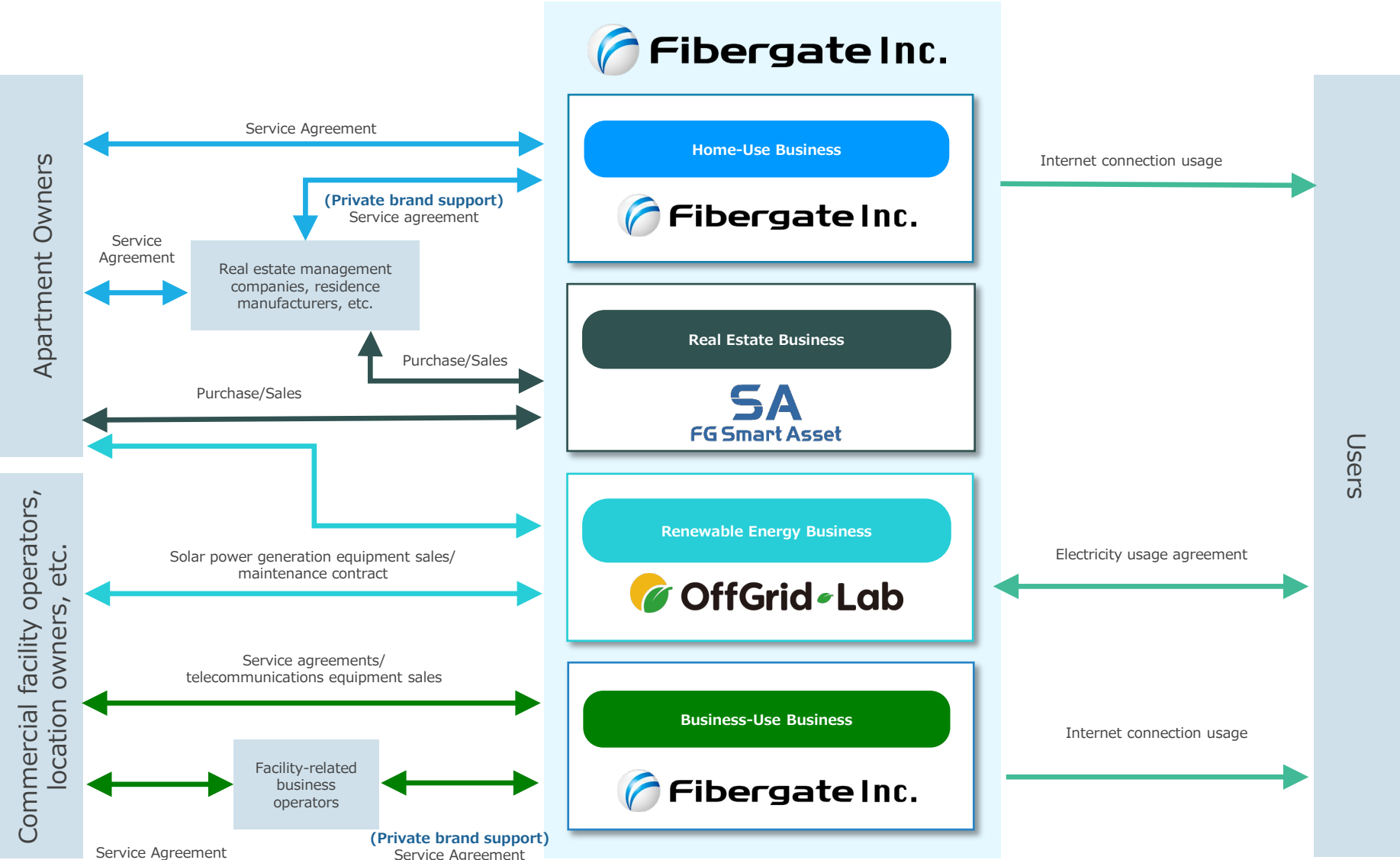
We provide tailored network solutions for a wide range of sectors, including offices, public facilities, healthcare facilities, hotels, tourist attractions, shopping streets, and commercial establishments. Our services support digital transformation and offer optimized solutions for free Wi-Fi access and comprehensive network management.



## ● Real Estate Business



We promote IoT solutions based on Fibergate's Wi-Fi technology through the development and brokerage of smart apartments.

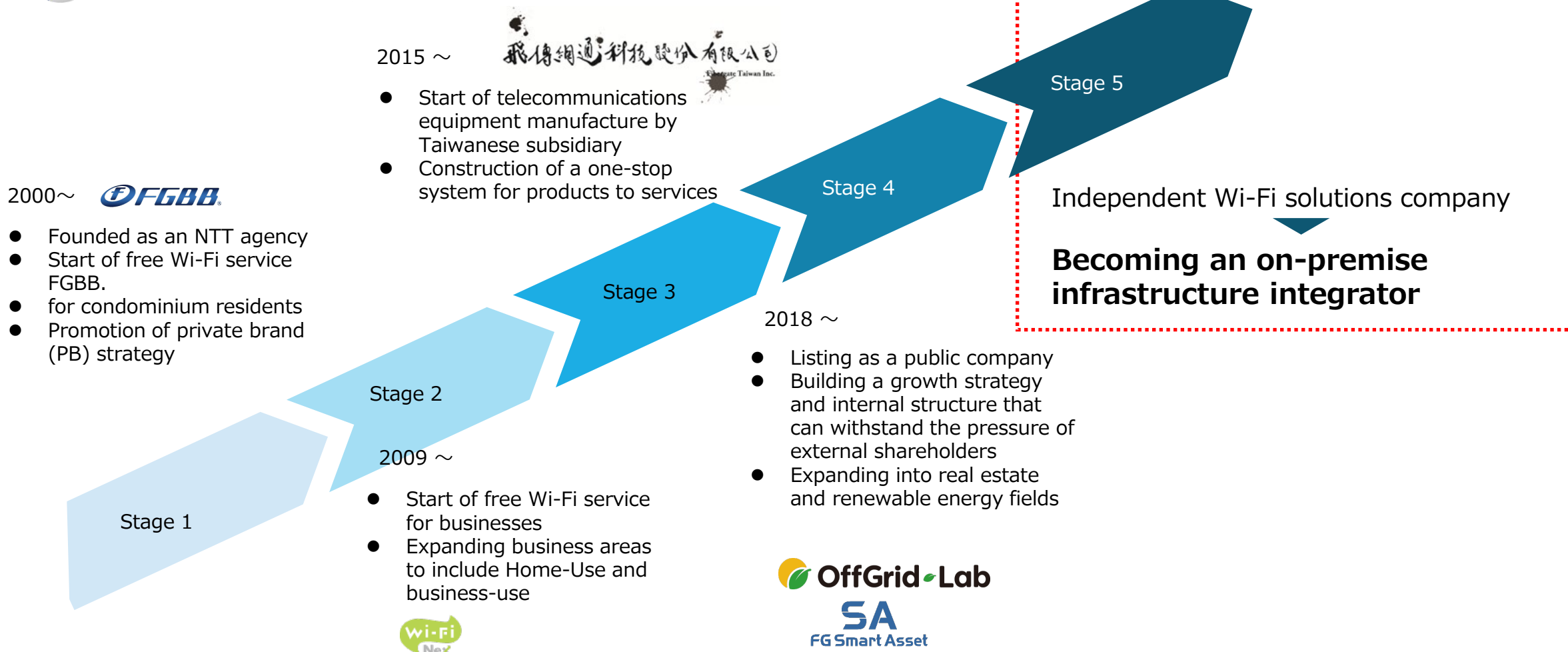


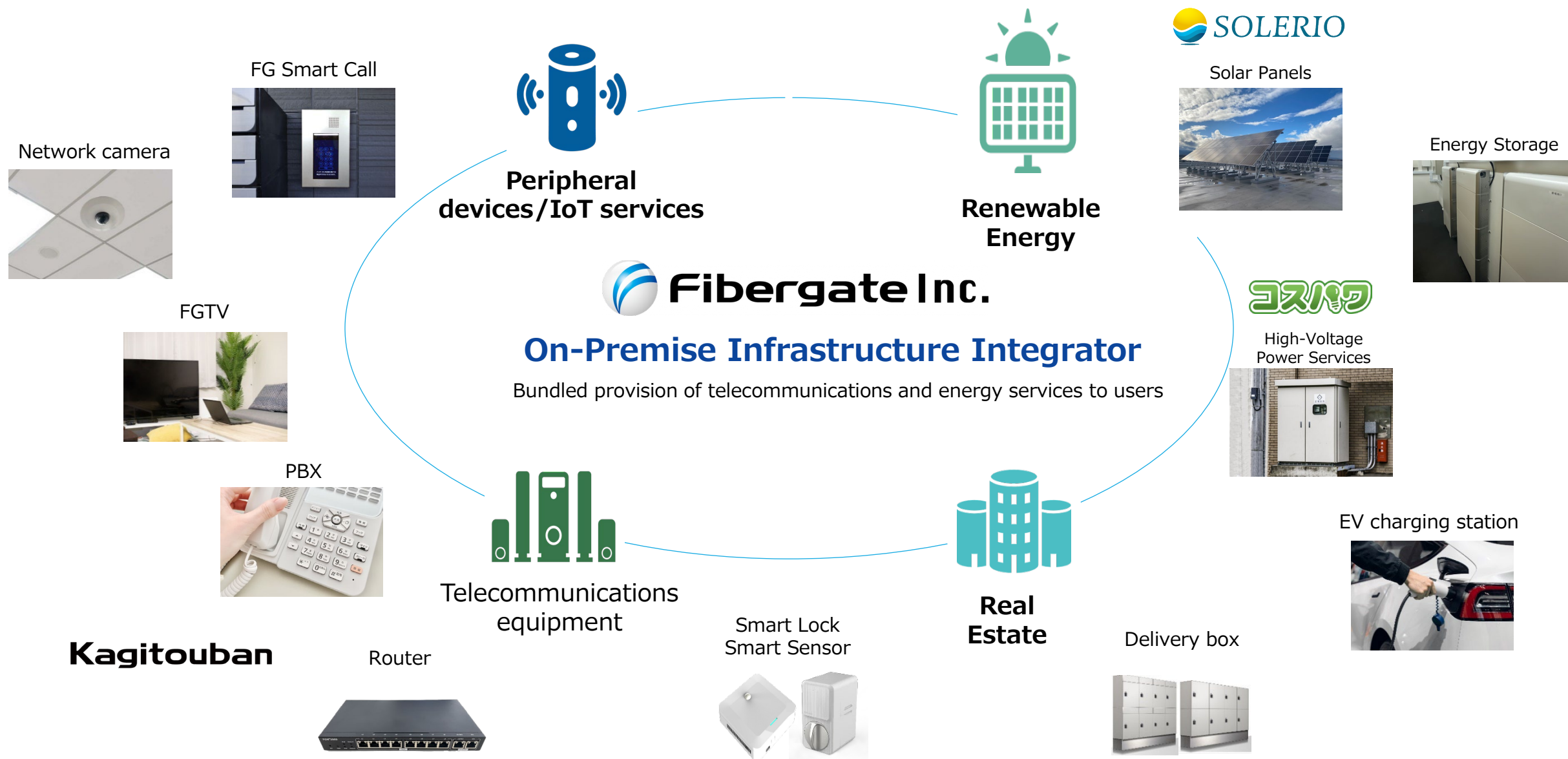
# Previous Stages and New Growth Stage

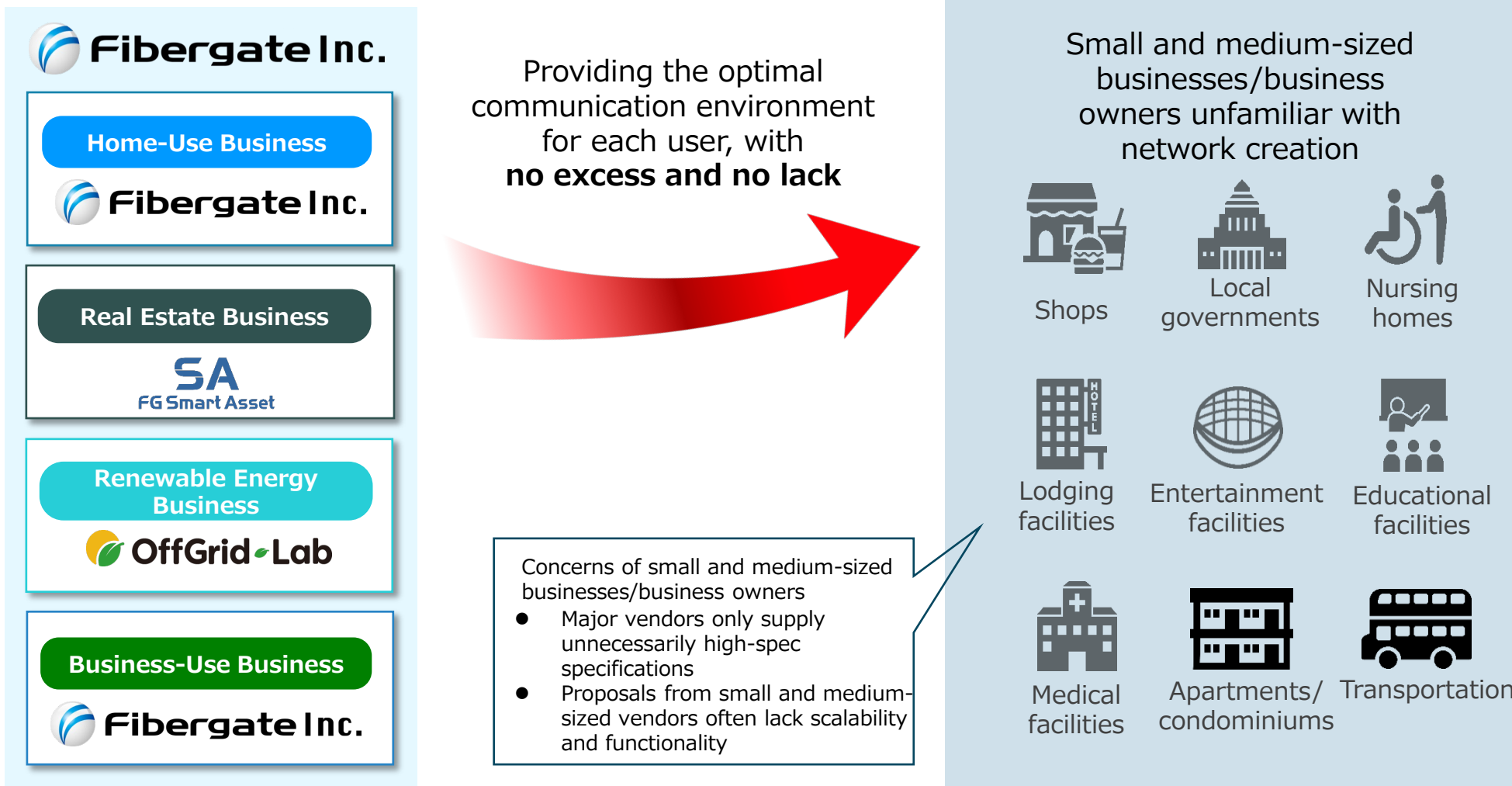


## Fibergate Inc.

Concept of growth stages of the company

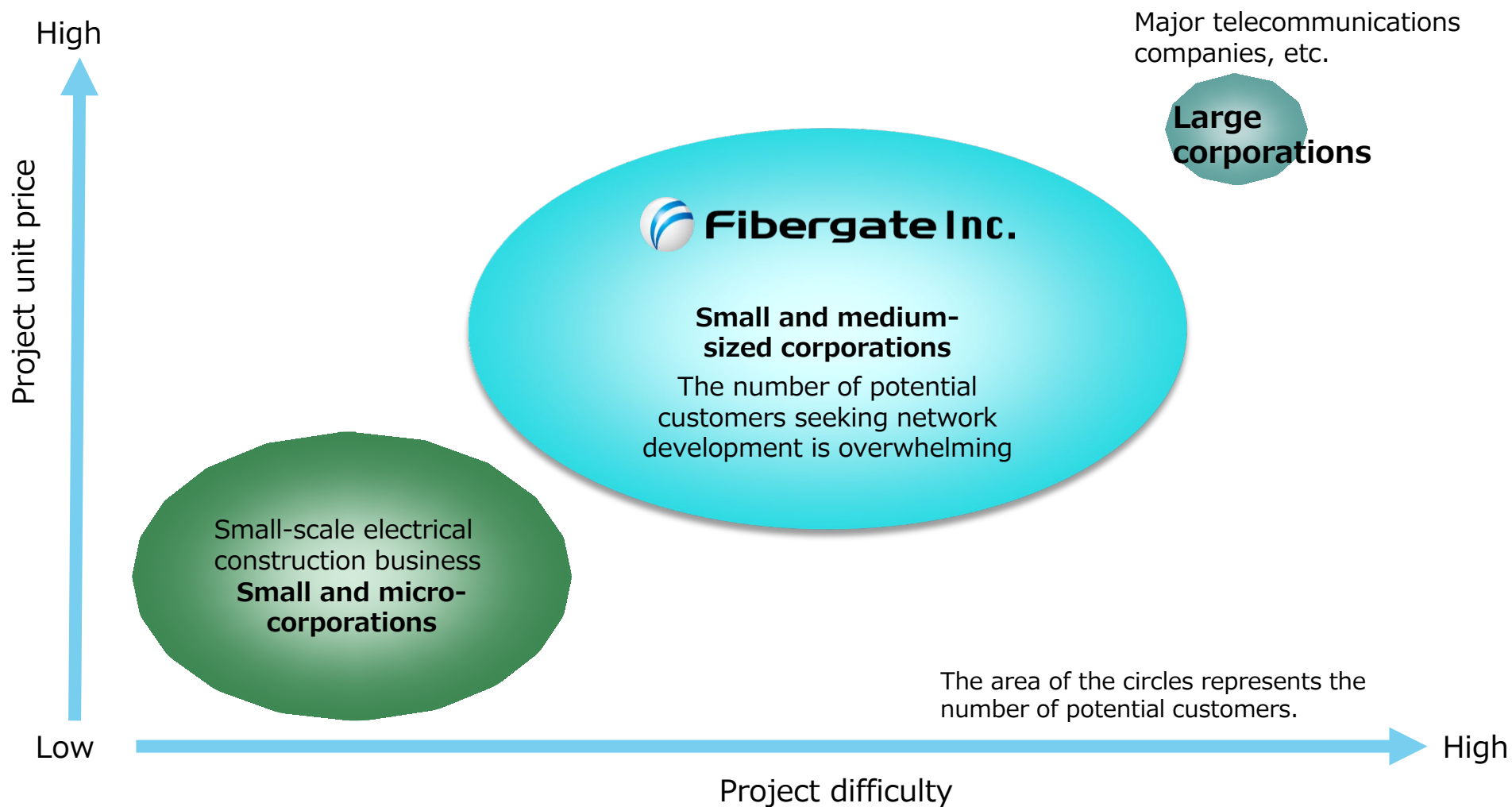






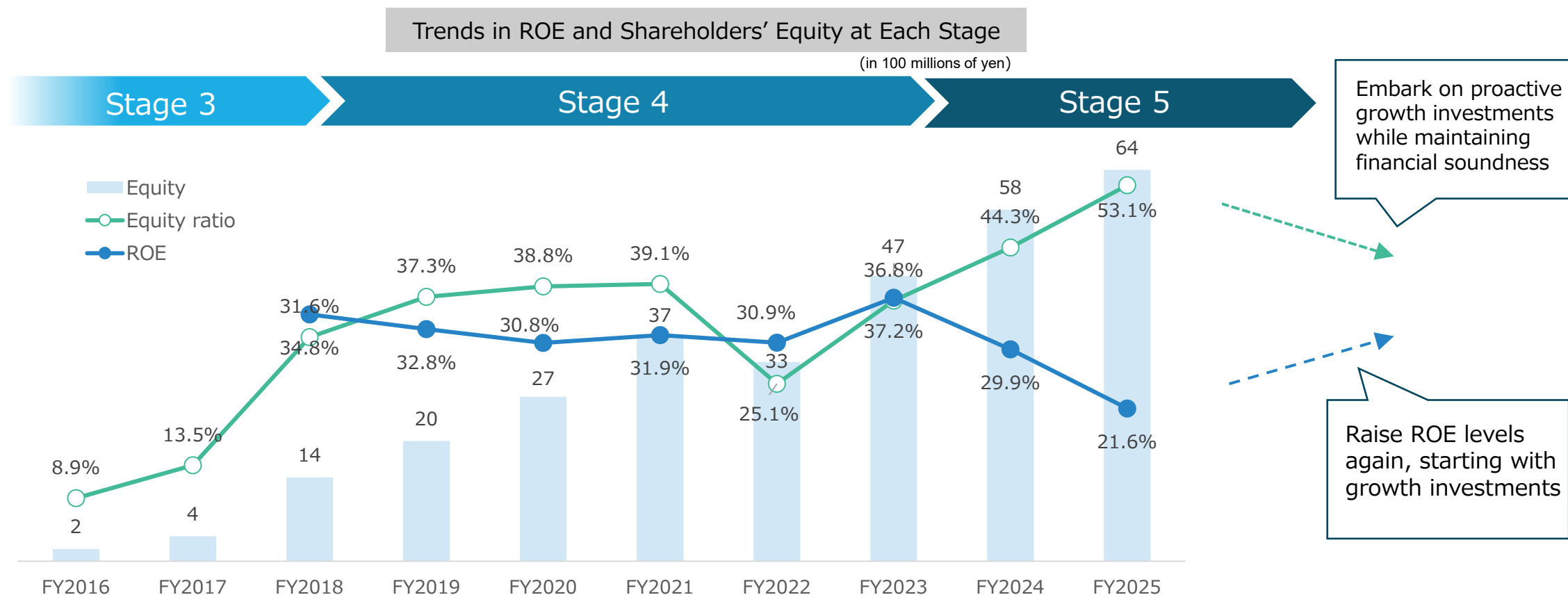
# Target Market Position of the Company

- Many small and medium-sized enterprises need to build their own infrastructure, but it is non-core and inefficient.
- The company can cover areas that are difficult for large companies to handle due to their scale.



# Trends in ROE and Shareholders' Equity

- In Stage 4, while capital accumulation progressed, profit growth advanced at a pace that kept pace with capital accumulation. Both capital growth and a high ROE were achieved.
- Since entering Stage 5, the pace of profit growth has slowed. It has lagged behind the pace of capital accumulation, resulting in a gradual decline in ROE.
- This is due to a decline in profit growth capability, and consequently, insufficient growth investment. In pursuing the goal of becoming an on-premise infrastructure integrator, the company recognizes the necessity of growth investments that will lay the groundwork.



\*FY2016 is a six-month accounting period

| Year | Event                                                                                                                                                                                                                                                                                                                                                   |
|------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 2000 | ➤ Founded in Wakabayashi Ward, Sendai City for the purpose of handling subscriptions for domestic and international telephone services.                                                                                                                                                                                                                 |
| 2003 | <ul style="list-style-type: none"> <li>➤ Head office relocated to Chuo Ward, Sapporo City</li> <li>➤ Building networks for companies with multiple locations and selling broadband lines over the Internet established as the company's main businesses</li> </ul>                                                                                      |
| 2004 | ➤ Residential Wi-Fi business launched                                                                                                                                                                                                                                                                                                                   |
| 2005 | ➤ Wi-Fi broadband service launched                                                                                                                                                                                                                                                                                                                      |
| 2006 | ➤ Free internet service for apartment complexes through private brand support launched                                                                                                                                                                                                                                                                  |
| 2009 | ➤ Free Wi-Fi service business launched                                                                                                                                                                                                                                                                                                                  |
| 2013 | ➤ Established subsidiary NOIS, which handles computerware planning and development and provides Internet line agency services.                                                                                                                                                                                                                          |
| 2014 | <ul style="list-style-type: none"> <li>➤ Started sales business for telecom devices developed by the company (Wi-Fi product business)</li> <li>➤ Launched Wi-Fi service for stores and commercial facilities through private brand support</li> </ul>                                                                                                   |
| 2015 | <ul style="list-style-type: none"> <li>➤ Acquired Telecommunications Contractor Authorization (Governor of Hokkaido Authorization)</li> <li>➤ Established Fibergate Taiwan Inc. as a wholly owned subsidiary in Taiwan</li> <li>➤ Obtained a license for telecommunications business under the Telecommunications Business Act</li> </ul>               |
| 2018 | ➤ Listed on the Tokyo Stock Exchange Mothers Index                                                                                                                                                                                                                                                                                                      |
| 2019 | <ul style="list-style-type: none"> <li>➤ Changed listing market to the First Section of the Tokyo Stock Exchange (currently the Prime Market)</li> <li>➤ Listed on the Sapporo Securities Exchange</li> </ul>                                                                                                                                           |
| 2020 | ➤ Established product development subsidiary FG-Lab                                                                                                                                                                                                                                                                                                     |
| 2021 | <ul style="list-style-type: none"> <li>➤ Established subsidiary FG Smart Asset to operate real estate-related business</li> <li>➤ Established subsidiary Off Grid Lab to operate renewable energy business</li> </ul>                                                                                                                                   |
| 2022 | ➤ Acquired shares in TM Asset, a real estate trading and holding company                                                                                                                                                                                                                                                                                |
| 2023 | ➤ Renewable energy business began operations                                                                                                                                                                                                                                                                                                            |
| 2024 | ➤ Established Enepulse Inc., a joint venture company engaged in energy-related agency services                                                                                                                                                                                                                                                          |
| 2025 | <ul style="list-style-type: none"> <li>➤ Partnership with Sony Network Communications Inc. in Fiber-Optic Connection Service Business for apartment complexes</li> <li>➤ Changed the market segment to the Tokyo Stock Exchange Standard Market</li> <li>➤ Acquired 100% of shares of Power Denki Innovation Inc. (PDI), a solar EPC company</li> </ul> |

# Financial Highlights

| Fiscal Year                              |                       | FY2019 | FY2020 | FY2021 | FY2022 | FY2023 | FY2024 | FY2025 |
|------------------------------------------|-----------------------|--------|--------|--------|--------|--------|--------|--------|
| Net sales                                | (in millions of yen)  | 5,446  | 7,424  | 8,491  | 10,624 | 12,795 | 12,613 | 13,070 |
| Operating profit                         | (in millions of yen)  | 886    | 1,215  | 1,543  | 1,604  | 2,290  | 2,395  | 1,943  |
| Current net profit                       | (in millions of yen)  | 550    | 722    | 1,019  | 1,073  | 1,482  | 1,567  | 1,319  |
| Capital                                  | (in millions of yen)  | 426    | 479    | 488    | 494    | 494    | 494    | 494    |
| Total number of shares issued            | (thousands of shares) | 9,807  | 20,402 | 20,487 | 20,591 | 20,591 | 20,593 | 20,593 |
| Net assets                               | (in millions of yen)  | 1,981  | 2,710  | 3,677  | 3,279  | 4,758  | 5,836  | 6,502  |
| Total assets                             | (in millions of yen)  | 5,311  | 6,984  | 9,397  | 13,087 | 12,764 | 13,076 | 12,144 |
| Net assets per share                     | (yen)                 | 202.06 | 133.52 | 180.40 | 160.74 | 230.12 | 285.59 | 320.34 |
| Net income per share                     | (yen)                 | 57.60  | 36.19  | 50.11  | 52.60  | 72.70  | 77.20  | 65.20  |
| Equity ratio                             | (%)                   | 37.3   | 38.8   | 39.1   | 25.1   | 36.8   | 44.3   | 53.1   |
| Return on equity                         | (%)                   | 32.8   | 30.8   | 31.9   | 30.9   | 37.2   | 29.9   | 21.6   |
| Cash flow from operating activities      | (in millions of yen)  | 1,345  | 1,732  | 1,710  | 2,295  | 4,296  | 2,833  | 3,156  |
| Cash flow from investing activities      | (in millions of yen)  | -1,389 | -2,071 | -2,256 | -2,626 | -2,189 | -2,377 | -1,564 |
| Cash flow from financing activities      | (in millions of yen)  | -15    | 699    | 1,326  | 436    | -2,027 | -723   | -1,860 |
| Cash and cash equivalents at end of term | (in millions of yen)  | 1,058  | 1,415  | 2,196  | 2,303  | 2,382  | 2,120  | 1,853  |
| Number of employees                      | (persons)             | 159    | 180    | 221    | 231    | 232    | 230    | 239    |



---

### < Note Regarding Forecasts >

The contents of this presentation are based on certain assumptions and do not constitute a promise or guarantee of the realization of future planned figures or policies.

Contact Information  
Investor Relations, Corporate  
Planning Division  
[fgir@fibergate.co.jp](mailto:fgir@fibergate.co.jp)