

May 14, 2026



Presentation material for the Nine Months Ended March 31, 2026

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FY2026 Q3 Results

Company-wide trend

Ordinary profit
progress rate against
full year forecast
73%

Company-wide trend

Quarterly
EBITDA
**Exceeding 1
billion yen**

Home-Use Business

Ratio of new construction
to the total number of
opened units
67%
(Record high)

Business-Use Business

Operating profit margin
33.2%
(Previous year results:
21.5%)

FY2026 forecast

Company-wide business performance trend

Sales forecast revised
downward; profit
**Remains
unchanged**
from previous forecast

Segment Profit Trend

Home-Use Business
forecast revised
downward;
Business-Use Business
Forecast Raised

Business-Use Business

Medical and nursing
care areas
**Accelerate
sales growth**

Renewable Energy

Two solar power system-
related companies
**became
subsidiaries**



Financial Results for the Nine Months Ended March 31, 2026

Summary of Consolidated Financial results for FY2026 Q3

- Cumulative results for Q3 in fiscal year ending June 2026, revenue increased by 5% YoY, and ordinary profit decreased by 3% YoY. Considering profit decreased by 11% at the end of Q1 and decreased by 6% at the end of Q2, this indicates a steady recovery is underway. In relation to the full year forecast, progress at the end of Q3 stands at approximately 73% to 80%, making target achievement well within reach.
- Business-Use Business has been particularly strong, achieving double-digit revenue growth YoY and driving the company's overall performance. In terms of segment profit, the Business-Use Business has already cleared the initial full-year forecast for FY2026.
- However, ordinary profit margin declined by 1 percentage point. While the impact of introducing the equipment outright-sales in Home-Use Business is gradually easing, changes in the sales mix toward specific customers affected profitability.

| (in millions of yen) | FY2024 Q3 results | FY2025 Q3 results | FY2026 Q3 | | | FY2026 Full Year | |
|---|-------------------|-------------------|---------------|-------------------------|-------------------------|------------------|----------|
| | | | Results | Year-on-year difference | Year-on-year comparison | Forecast | Progress |
| Net sales | 9,537 | 9,822 | 10,361 | +539 | +5.5% | - | - |
| Home-Use Business | 7,816 | 8,120 | 8,492 | +371 | +4.6% | - | - |
| Business-Use Business | 1,174 | 1,231 | 1,409 | +178 | +14.5% | - | - |
| Renewable Energy/Real Estate/Other | 547 | 469 | 459 | -9 | -2.1% | - | - |
| Operating profit | 1,882 | 1,522 | 1,486 | -35 | -2.3% | 2,000 | 74.3% |
| Home-Use Business | 2,299 | 1,997 | 1,920 | -77 | -3.9% | - | - |
| Business-Use Business | 318 | 240 | 396 | +155 | +64.7% | - | - |
| Renewable Energy/Real Estate/Other | 74 | 65 | -84 | -149 | Turned to a deficit | - | - |
| Adjusted | -809 | -781 | -745 | +35 | +4.6% | - | - |
| Ordinary profit | 1,896 | 1,512 | 1,466 | -45 | -3.0% | 2,000 | 73.3% |
| Ordinary profit Margin | 19.9% | 15.4% | 14.1% | -1.2pp | - | 14.2% | - |
| Profit attributable to owners of parent | 1,256 | 1,024 | 996 | -27 | -2.7% | 1,270 | 78.5% |

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

Consolidated Financial Results Summary: Quarterly Trends

- Revenue and profits increased compared with Q2. Increase QoQ in both revenue and profits were recorded for the first time in five quarters. While revenue and profit did not always move in tandem due to significant changes in profitability, this quarter delivered a straightforward and clean set of results.
- By business segment, Home-Use Business remained solid while Business-Use Business recorded its highest-ever quarterly sales.
- Both revenue and profits increased YoY. While the profit margin declined due to changes in the sales mix toward specific customers, this was offset by the strong growth in Business-Use Business.

| (in millions of yen) | FY2024 | | | | FY2025 | | | | FY2026 | | | Q2/Q3 comparison | Year-on-year difference |
|---|--------|-------|-------|-------|--------|-------|-------|-------|--------|-------|--------------|------------------|-------------------------|
| | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | Q4 | Q1 | Q2 | Q3 | | |
| Net sales | 2,852 | 2,953 | 3,731 | 3,075 | 3,054 | 3,502 | 3,265 | 3,248 | 3,456 | 3,317 | 3,587 | +270 | +322 |
| Home-Use Business | 2,521 | 2,565 | 2,729 | 2,569 | 2,643 | 2,642 | 2,835 | 2,743 | 2,752 | 2,811 | 2,929 | +118 | +93 |
| Business-Use Business | 327 | 356 | 490 | 501 | 405 | 410 | 415 | 452 | 389 | 444 | 576 | +132 | +160 |
| Renewable Energy/Real Estate/Other | 4 | 31 | 511 | 4 | 4 | 450 | 14 | 51 | 315 | 62 | 82 | +19 | +67 |
| Operating profit | 525 | 573 | 783 | 504 | 463 | 515 | 542 | 436 | 412 | 507 | 567 | +59 | +24 |
| Home-Use Business | 714 | 767 | 817 | 610 | 668 | 662 | 665 | 640 | 591 | 695 | 633 | -61 | -31 |
| Business-Use Business | 56 | 98 | 163 | 162 | 72 | 78 | 89 | 86 | 82 | 122 | 191 | +69 | +102 |
| Renewable Energy/Real Estate/Other | -4 | 14 | 63 | -9 | -8 | 73 | 0 | 1 | -16 | -47 | -20 | +27 | -20 |
| Adjusted | -241 | -307 | -260 | -259 | -269 | -299 | -212 | -292 | -245 | -262 | -237 | +24 | -25 |
| Ordinary profit | 548 | 569 | 778 | 499 | 458 | 510 | 542 | 431 | 407 | 501 | 557 | +56 | +14 |
| Ordinary profit Margin | 19.2% | 19.3% | 20.9% | 16.3% | 15.0% | 14.6% | 16.6% | 13.3% | 11.8% | 15.1% | 15.5% | +0.4p | -1.1p |
| Profit attributable to owners of parent | 370 | 361 | 524 | 310 | 310 | 344 | 369 | 295 | 286 | 335 | 373 | +37 | +4 |

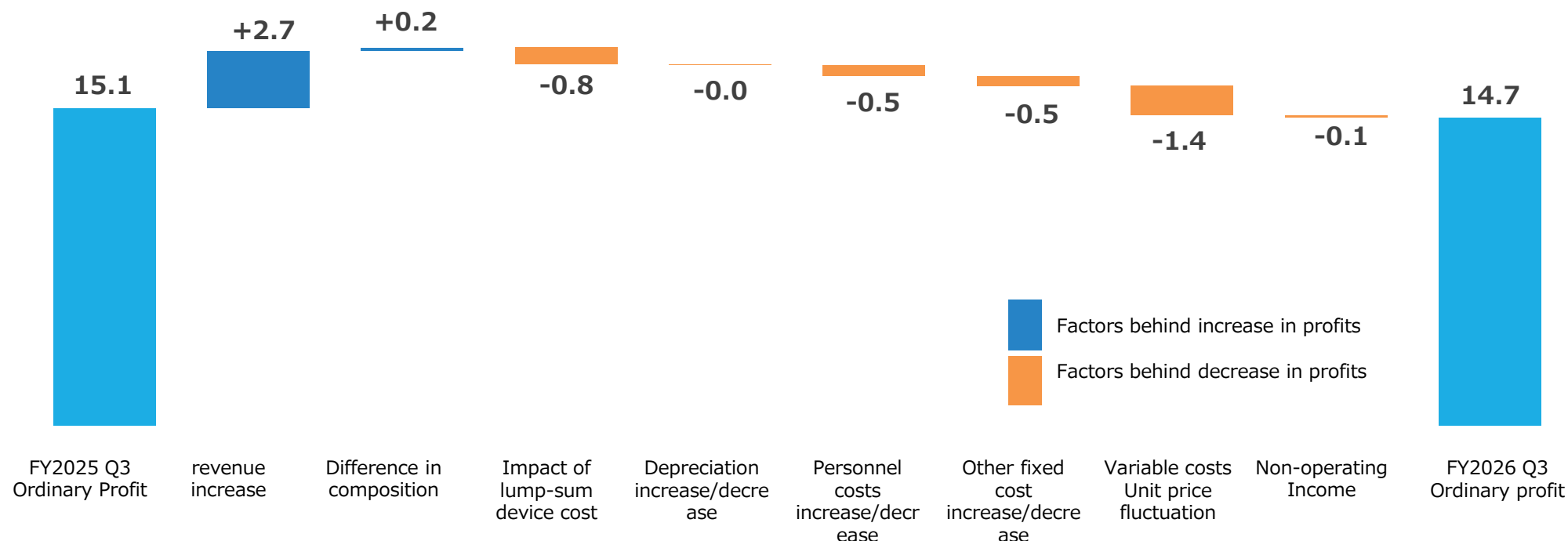
※ Rounded down to the nearest million yen Rounded to the nearest 0.1%

Ordinary Profit Analysis of Factors of Change in Profits

- The year-to-date decline in ordinary profit through Q3 was mainly driven by higher variable cost per unit, such as line procurement costs. In addition, the increase in fixed costs, including personnel expenses, as well as increased cost burdens due to the introduction of the equipment outright-sales system, also weighed on profitability.
- Meanwhile, revenue growth and a favorable shift in the sales mix, including contributions from Business-Use Business, also supported profitability. These positive factors largely offset the negative impacts described above, resulting in only a slight decrease in ordinary profit.

Ordinary profit for the Q3 of FY2026 Analysis of factors behind changes in profits compared with the previous fiscal year

(in 100 millions of yen)



Home-Use Business: Number of Houses Opened

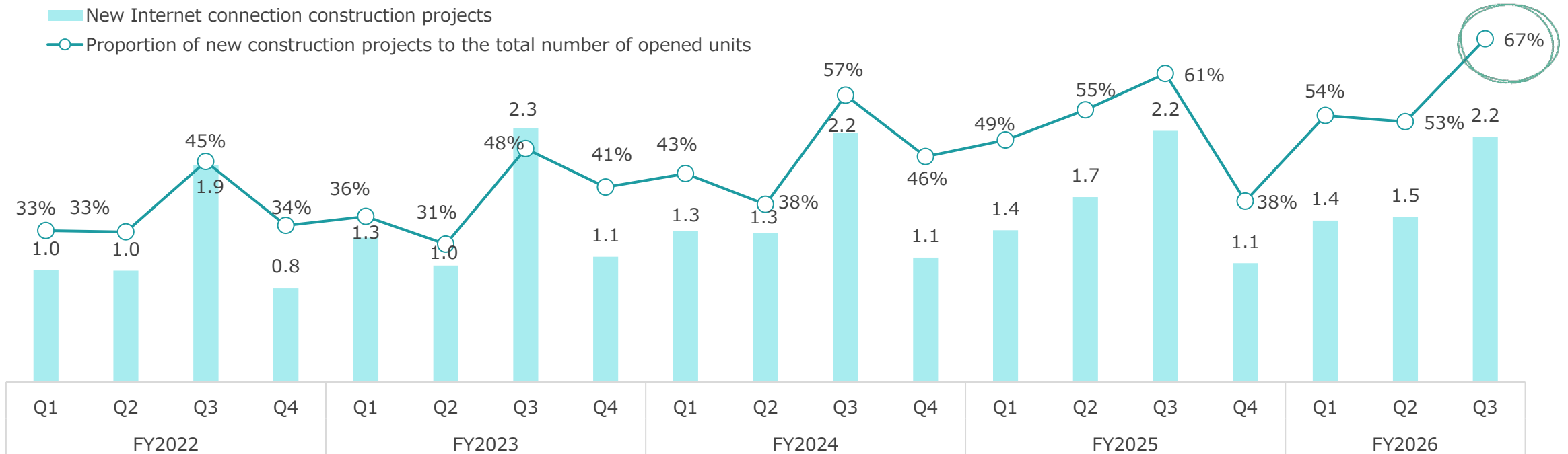
Home-Use
Business

- The number of houses opened for new construction projects in Q3 of fiscal year ending June 2026 was broadly flat YoY. The ratio of new construction projects to the total number of opened units increased to 67%.
- This also indicates the stagnation in existing construction projects. The strengthening of our focus on new construction projects, which began two years ago, was a forward-looking response to this trend, and the company recognizes that this strategic decision was appropriate. However, growth in the number of new construction projects themselves remains modest. A key bottleneck is the limited personnel available to allocate to long-cycle new construction projects.

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

Start of strengthening sales for new construction projects

Newly completed construction in full swing



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

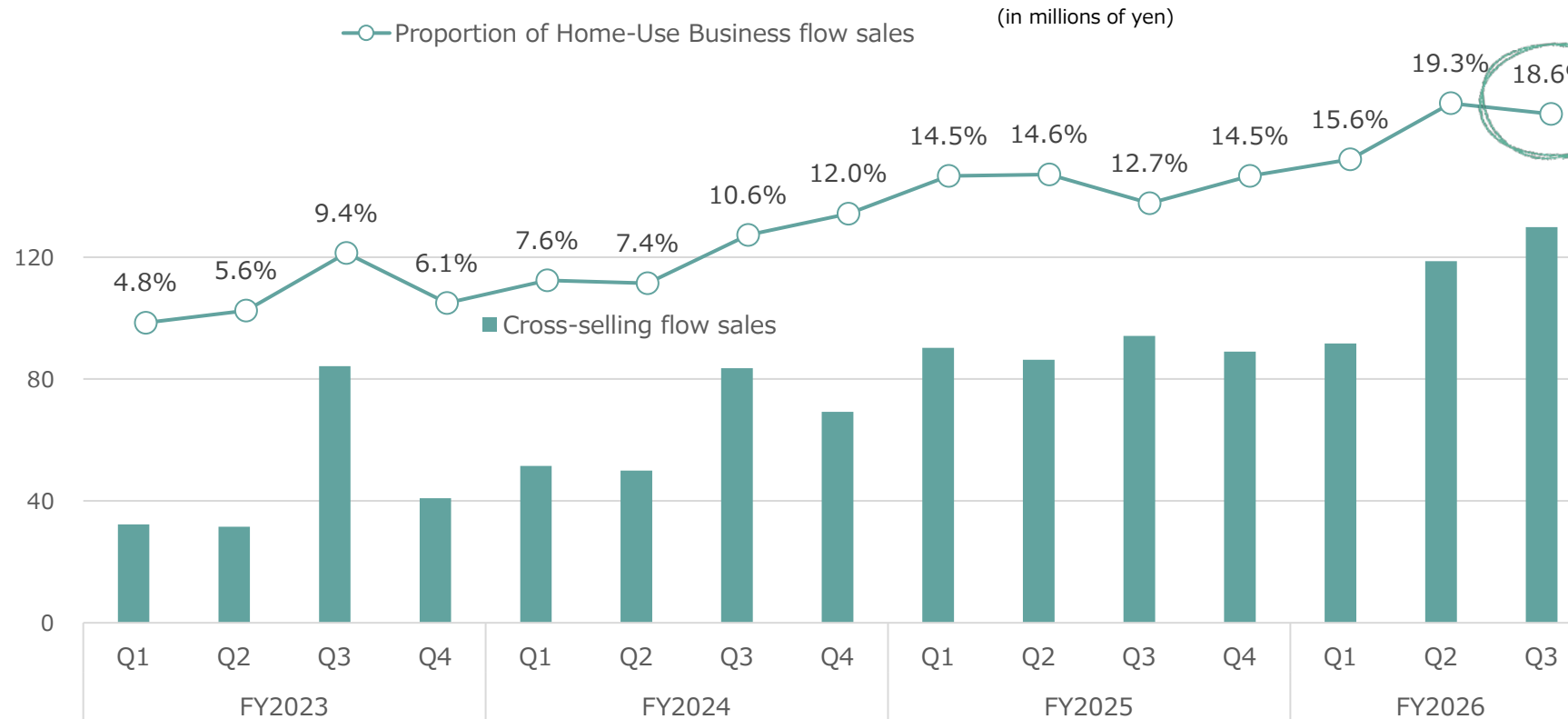
- Cross-selling, which is positioned as a growth driver for the Home-Use Business, has seen its flow sales, a leading indicator of the business, exceed 100 million yen for two consecutive quarters. Cross-selling ratio of flow sales in the Home-Use Business also remained at a high level of 18.6% in Q3. The impact of our strengthened focus on cross-selling is steadily taking hold.
- The growth in cross-selling has been primarily driven by network cameras. With increased awareness of security, inquiries increased from both new and existing construction projects.

Cross-selling flow sales trends

Network camera



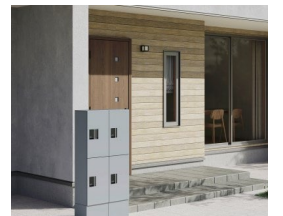
FGTV



FG Smart Call



Delivery box

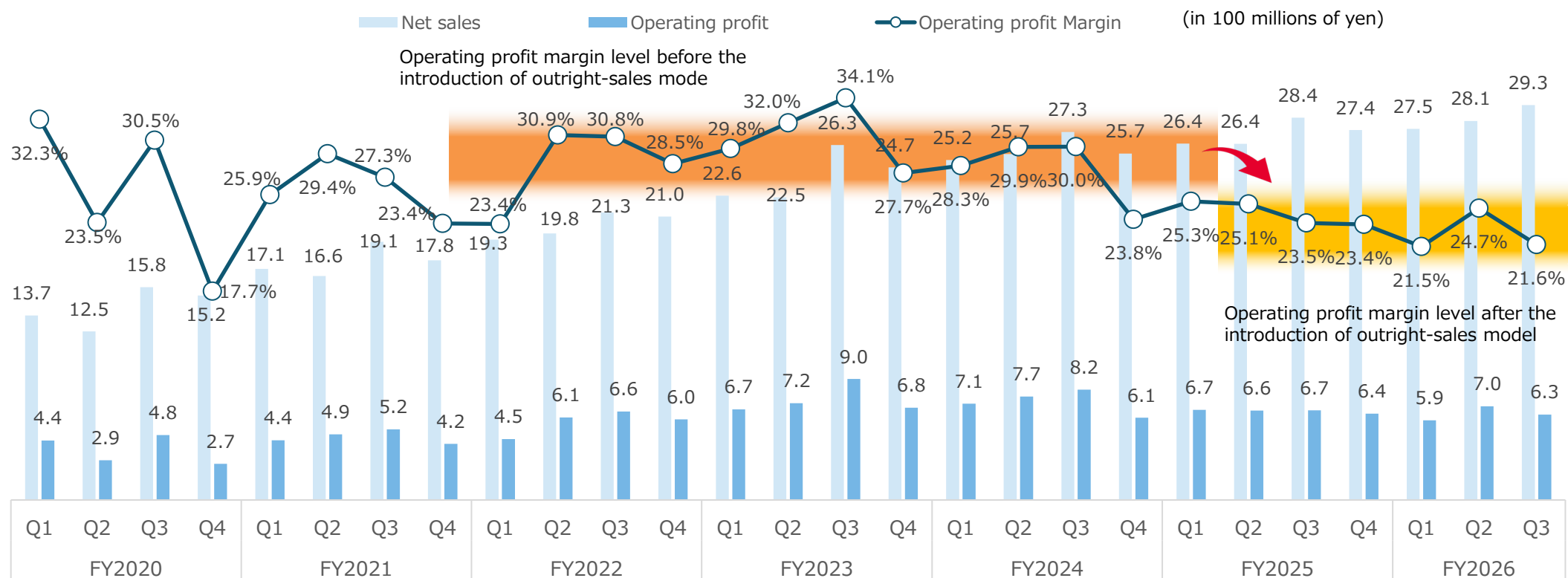


Operating profit Margin

Home-Use
Business

- The operating profit margin was 22% in Q3, remaining within the range seen over the past year and a half. While there were some signs of a bottoming out in Q2, a full rebound did not materialize. The impact of higher costs due to the increase in outright-sales contracts for home-use equipment is gradually normalizing, while the impact in changes in the customer mix has weighed on margin.
- However, the possibility of a decline in profitability in Q3 had already been pointed out at the time of Q2, and it remained within expectations.

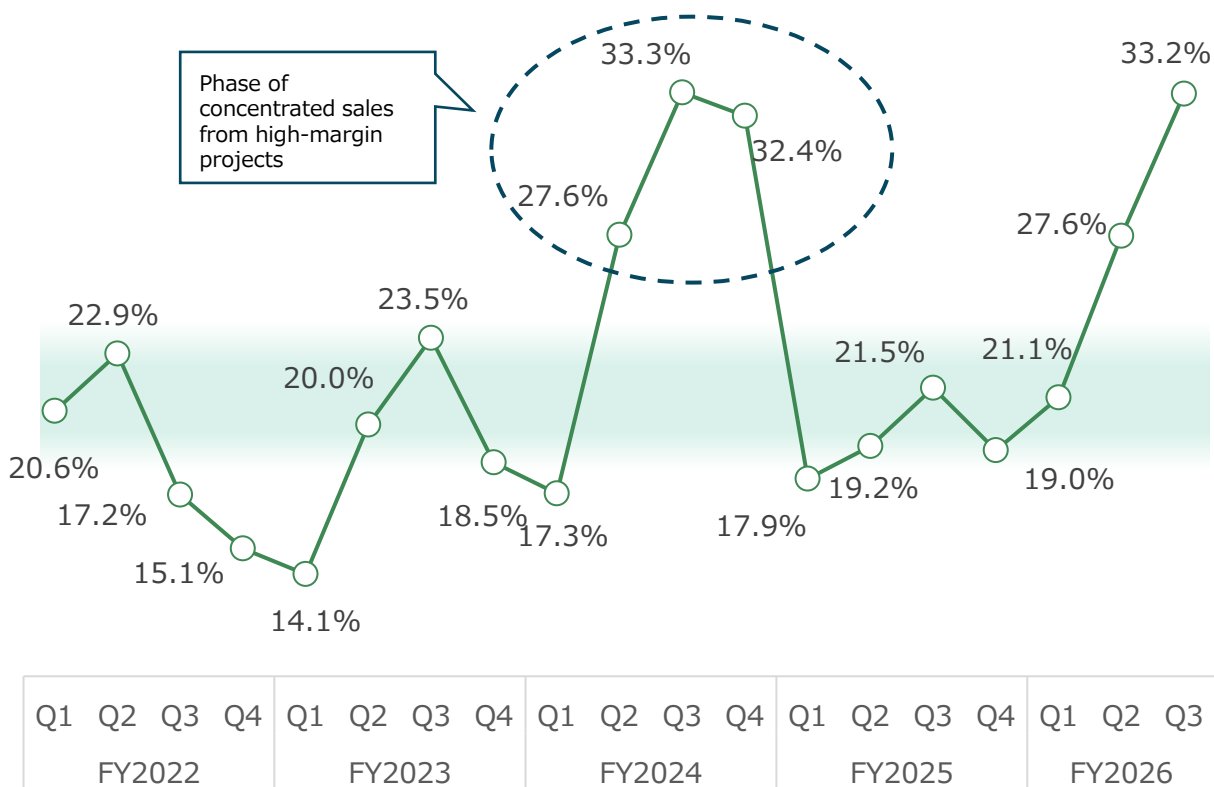
Home-Use Business Operating Profit Trends



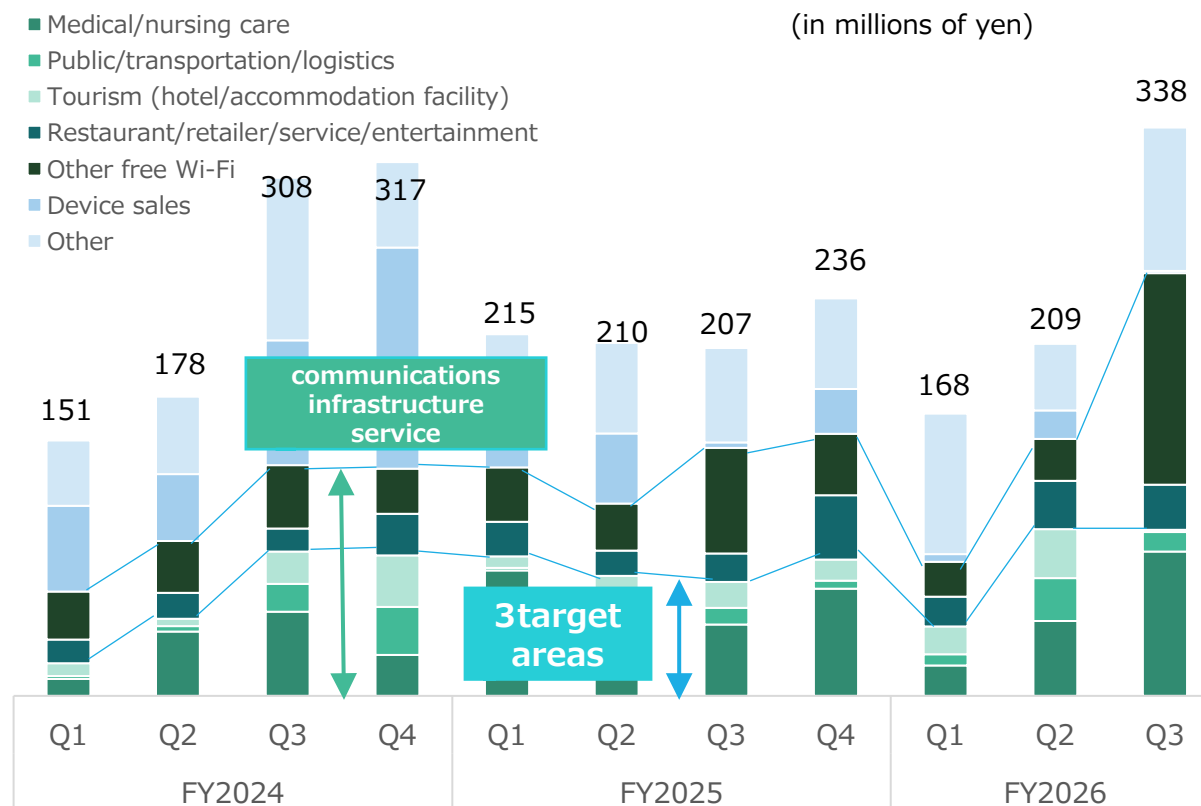
Operating Profit Margin and Customer Attributes

- The operating profit margin for the Business-Use Business in Q3 was 33%. Operating margin rose further from the sharp increase seen in Q2, reaching a record-high level not seen since the fiscal year ended June 2024, when there was a concentration of high-margin projects. Supported in part by subsidies, sales to the medical and nursing care areas as well as to school-related areas expanded rapidly.
- Flow sales, a leading indicator, also continued to grow. Among the three target areas, medical and nursing care areas achieved a new quarterly record, while the free Wi-Fi area also performed strongly, driven by a surge in school-related projects. Sales related to the on-premise communication infrastructure services, which encompasses these areas, exceeded 250 million yen on a quarterly basis.

Business-Use Business Trends in operating profit margin



Business-Use Business: Breakdown of Flow Sales



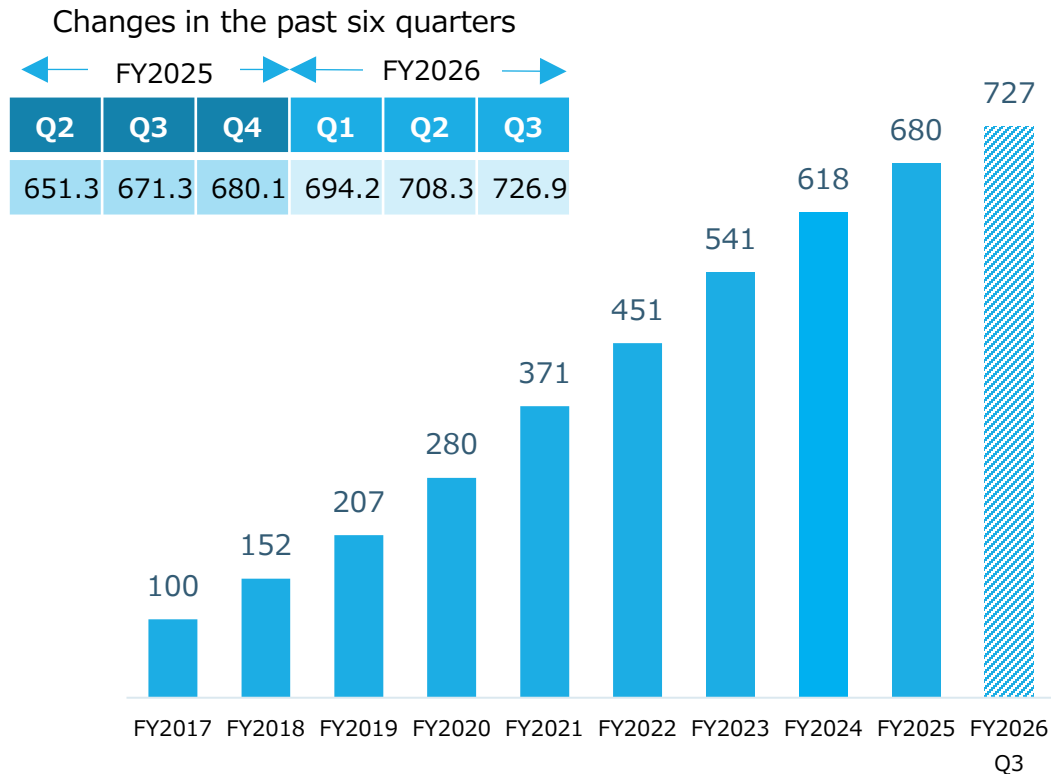
Trends in Key Indicators

Home-Use
BusinessBusiness-Use
Business


- The number of homes connected to the Residential Wi-Fi Service at the end of Q3 was approximately 730,000. The pace of increase in the number of connected homes was 18,000 per quarter, slightly faster than the normal pace.
- In the Business-Use Business, sales from flow business (installation business) increased significantly, turning positive YoY. This was driven by strong contributions from sales related to the on-premise communication infrastructure services.

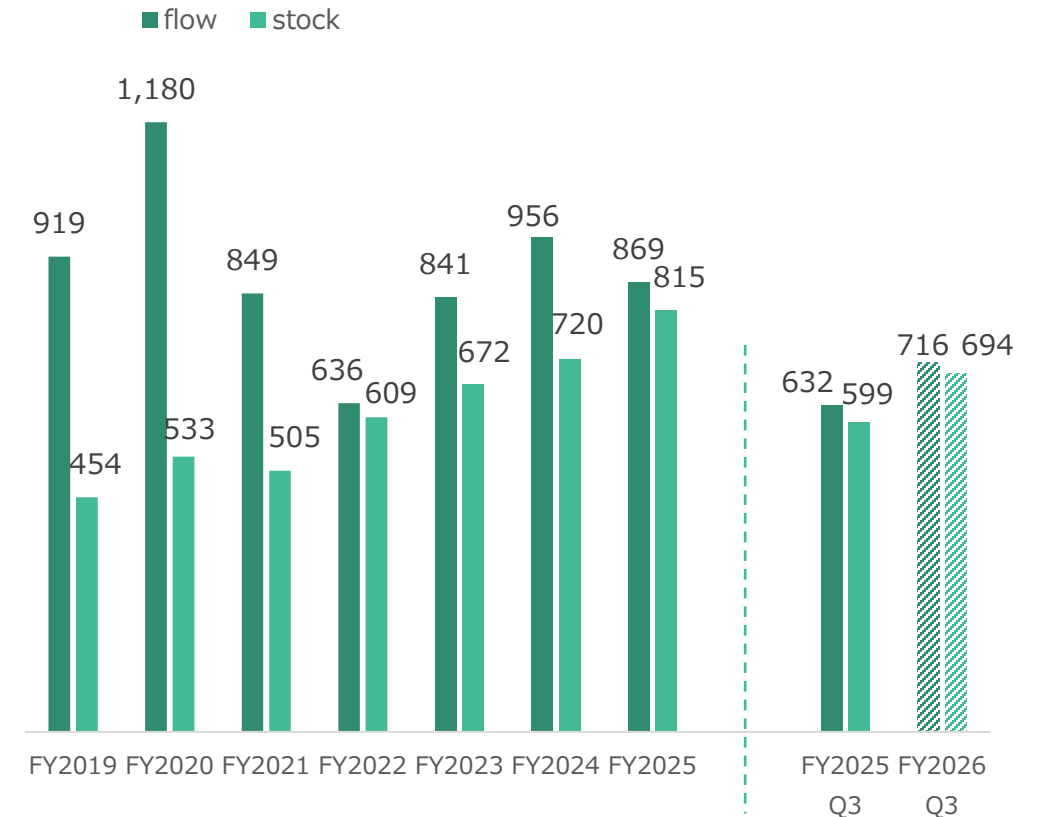
Trends in number of residences connected to the Residential Wi-Fi service

(in thousands of houses)



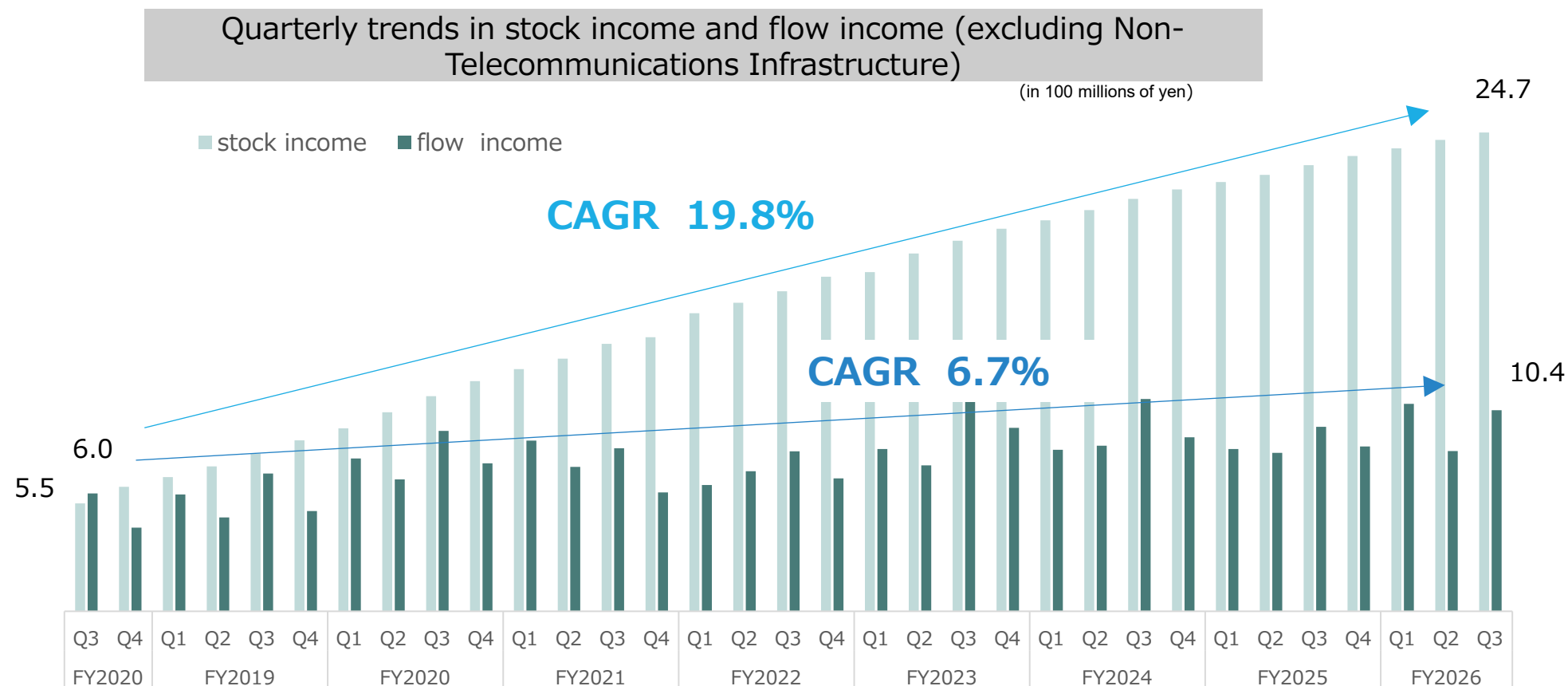
Trends in Business-Use sales by flow and stock

(in millions of yen)



<Reference> Trends in Stock Income and Flow Income

- Stock sales have been steadily increasing. They have increased for 32 consecutive quarters since the company became listed, and maintains the CAGR of approximately 20%.
- Flow sales have been fluctuating. While sales in Q3 surged, mainly driven by on-premise communication infrastructure services, they still remained within the range since the company became listed. The company continues to recognize the need to break through the upper limit of the range to increase stock sales.

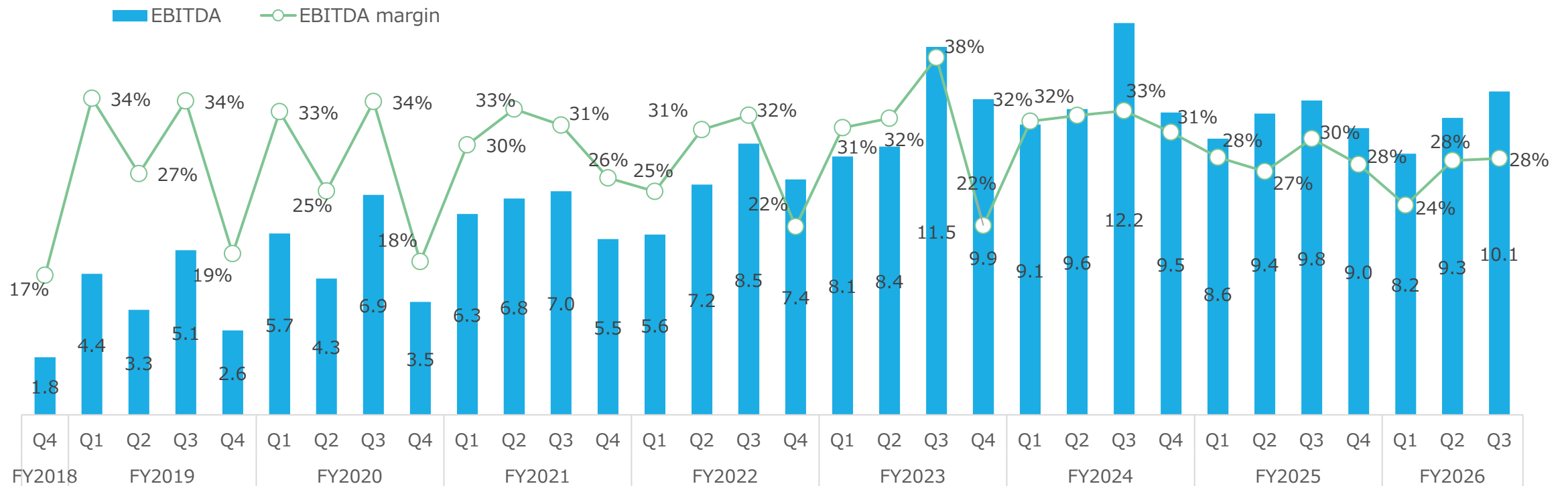


EBITDA Trends

- EBITDA for Q3 was 1.01 billion yen. This marks the second consecutive quarter of increase, exceeding 1 billion yen for the first time since Q3 of the fiscal year ended June 2024. The EBITDA margin was 28%.
- Due to seasonal factors, EBITDA tends to be higher in Q3 than usual. Accordingly, it would be premature to conclude that the gradual decline has ended, but the company recognizes the signs of gradual improvement, such as the easing of impact of the equipment outright-sales system and the growth in Business-Use Business.

EBITDA Trends

(in 100 millions of yen)



Consolidated Financial Summary (Balance Sheet)

- The equity ratio at the end of Q3 was 53.2%. It continued to remain at record-high levels since the company became listed.
- Total assets increased by 7% compared with the end of the previous fiscal year. In addition to the increase in working assets accompanying sales growth, real estate-related inventory also increased.

| (in millions of yen) | FY2024 | FY2025 | FY2026 Q3 | FY2025 increase/ decrease comparison | |
|---|--------|--------|---------------|---|---|
| Current Assets | 5,339 | 4,707 | 5,739 | +1,032 | |
| Cash and deposits | 2,120 | 1,853 | 1,925 | +72 | Maintaining a generous amount of working capital |
| Accounts receivable | 1,772 | 1,809 | 2,127 | +317 | |
| Inventory (Communications) | 666 | 578 | 484 | -93 | Progress in inventory optimization of equipment |
| Inventory (Real estate) | 489 | 212 | 669 | +457 | |
| Fixed Assets | 7,736 | 7,436 | 7,233 | -203 | Increase in real estate related preparations |
| Tangible fixed assets | 7,200 | 6,998 | 6,846 | -151 | |
| Total Assets | 13,076 | 12,144 | 12,972 | +828 | Impacted by the adoption of the outright-sales system for Wi-Fi-related equipment |
| Liabilities | 7,240 | 5,641 | 6,057 | +416 | |
| Interest-bearing liabilities | 4,442 | 3,245 | 3,845 | +599 | Responding to increased working assets |
| Contract liabilities | 1,317 | 987 | 770 | -217 | |
| Net Assets | 5,836 | 6,502 | 6,914 | +412 | |
| Total Liabilities and Net Assets | 13,076 | 12,144 | 12,972 | +828 | Equity ratio 53.2% |

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



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

Forecast of Consolidated Financial Results for FY2026

- For the fiscal year ending June 2026, the company forecasts a 6% increase in revenue and a 3% increase in ordinary profit. While sales are slightly lower than previous forecast, the profit forecast remains unchanged.
- The company steadily addressed the management issues of shortage of manpower and slower responsiveness that were exposed in the previous period. While the company is still only halfway to establishing a new "winning patterns," it has seen positive progress.
- However, the breakdown by segment has been slightly revised. The operating profit forecast for Business-Use Business has been increased due to growth in the medical and nursing care areas. Head office expenses, which previously conservatively estimated M&A costs, have also been reduced (impacting the increase in profits). Meanwhile, the operating profit forecast for Home-Use Business has been reduced due to a deterioration in the customer mix.

| (in millions of yen) | FY2023 Results | FY2024 Results | FY2025 Results | FY2026 Forecast | | Revised Forecast YoY Comparison | |
|---|----------------|----------------|----------------|-------------------|------------------|---------------------------------|---------------------|
| | | | | Previous Forecast | Revised Forecast | difference | comparison |
| Net sales | 12,795 | 12,613 | 13,070 | 14,050 | 13,850 | +779 | +6.0% |
| Home-Use Business | 9,600 | 10,386 | 10,864 | 11,600 | 11,350 | +485 | +4.5% |
| Business-Use Business | 1,512 | 1,675 | 1,684 | 1,810 | 1,860 | +175 | +10.4% |
| Renewable Energy/Real Estate/Other | 1,682 | 551 | 520 | 640 | 640 | +119 | +22.8% |
| Operating profit | 2,320 | 2,387 | 1,958 | 2,000 | 2,000 | +41 | +2.1% |
| Home-Use Business | 2,970 | 2,910 | 2,638 | 2,910 | 2,534 | -104 | -3.9% |
| Business-Use Business | 289 | 480 | 326 | 400 | 520 | +193 | +59.2% |
| Renewable Energy/Real Estate/Other | 138 | 64 | 67 | 90 | -30 | -97 | Turned to a deficit |
| Adjusted | -1,078 | -1,068 | -1,073 | -1,400 | -1,024 | +49 | +4.6% |
| Ordinary profit | 2,290 | 2,395 | 1,943 | 2,000 | 2,000 | +56 | +2.9% |
| Ordinary profit Margin | 17.9% | 19.0% | 14.9% | 14.2% | 14.4% | -0.4pp | - |
| Profit attributable to owners of parent | 1,482 | 1,567 | 1,319 | 1,270 | 1,270 | -49 | -3.7% |

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

Measures to Return to Growth toward FY2026 (Reiterated)

Issues Behind the Downward Revision :

A lack of workforce and responsiveness has been recognized

| | Lack of workforce | Lack of responsiveness |
|---------------------------|--|--|
| Home-Use Business | Reaching potential demand for existing construction projects | Providing services tailored to diversified telecommunication usage needs |
| Business-Use Business | Reaching potential demand | Providing customized services for advanced projects |
| Renewable Energy Business | Informing potential customers | Installation know-how and track record |
| Company-wide | | Existing systems impeding productivity Delay in data utilization |

Integration of sales forces that were independent in each business (from July 2025)

Consolidating the telecom sales organizations, which were previously independent by business unit, into regional organizations to expand customer touchpoints and strengthen proposal capabilities by leveraging the know-how of each business

Commencement of consideration of Internet B2C contract scheme (from April 2025)

Started consideration for individual contracts for heavy users of internet who demand high-grade connection lines

Forecast of Consolidated Financial Results for FY2026 (Half-Year and Quarterly Breakdown)

- Focusing solely on Q4 of FY2026, both revenue and profits are expected to decline QoQ. For the Home-Use Business, a reaction to the concentration of new construction completions is anticipated. For the Business-Use Business, a reaction to the concentration of Q3 sales is also expected to result in lower revenue. However, for the Renewable Energy sector, revenue is expected to increase due to the recording of construction-related projects.
- In terms of profit and loss, Home-Use Business and Business-Use Business are expected to post lower profits QoQ due to the decline in revenue. In the non-telecommunications sector, profit is expected to increase QoQ due to the concentration of renewable energy-related construction work.

| (in millions of yen) | FY2025 | | | | FY2026 | | | | difference | |
|---|------------|------------|------------|------------|------------|--------------|------------|-------------|------------|----------------|
| | 1H Results | 2H Results | Q3 Results | Q4 Results | 1H Results | 2H Forecast | Q3 Results | Q4 Forecast | Q3/Q4 | Previous Q4/Q4 |
| | | | | | | | | | | |
| Net sales | 6,556 | 6,513 | 3,265 | 3,248 | 6,774 | 7,076 | 3,587 | 3,489 | -98 | +241 |
| Home-Use Business | 5,285 | 5,579 | 2,835 | 2,743 | 5,563 | 5,787 | 2,929 | 2,858 | -71 | +115 |
| Business-Use Business | 816 | 868 | 415 | 452 | 833 | 1,026 | 576 | 450 | -126 | -2 |
| Renewable Energy/Real Estate/Other | 455 | 65 | 14 | 51 | 377 | 263 | 82 | 181 | +99 | +130 |
| Operating profit | 979 | 978 | 542 | 436 | 919 | 1,081 | 567 | 514 | -53 | +78 |
| Home-Use Business | 1,331 | 1,306 | 665 | 640 | 1,286 | 1,248 | 633 | 615 | -18 | -25 |
| Business-Use Business | 151 | 175 | 89 | 86 | 204 | 316 | 191 | 125 | -66 | +39 |
| Renewable Energy/Real Estate/Other | 65 | 1 | 0 | 1 | -64 | 34 | -20 | 54 | +74 | +53 |
| Adjusted | -569 | -504 | -212 | -292 | -507 | -517 | -237 | -280 | -43 | +12 |
| Ordinary profit | 969 | 974 | 542 | 431 | 908 | 1,092 | 557 | 535 | -22 | +104 |
| Ordinary profit Margin | 14.8% | 15.0% | 16.6% | 13.3% | 13.4% | 15.4% | 15.5% | 15.3% | -0.2pp | +2.0pp |
| Profit attributable to owners of parent | 654 | 664 | 369 | 295 | 622 | 648 | 373 | 275 | -98 | -20 |

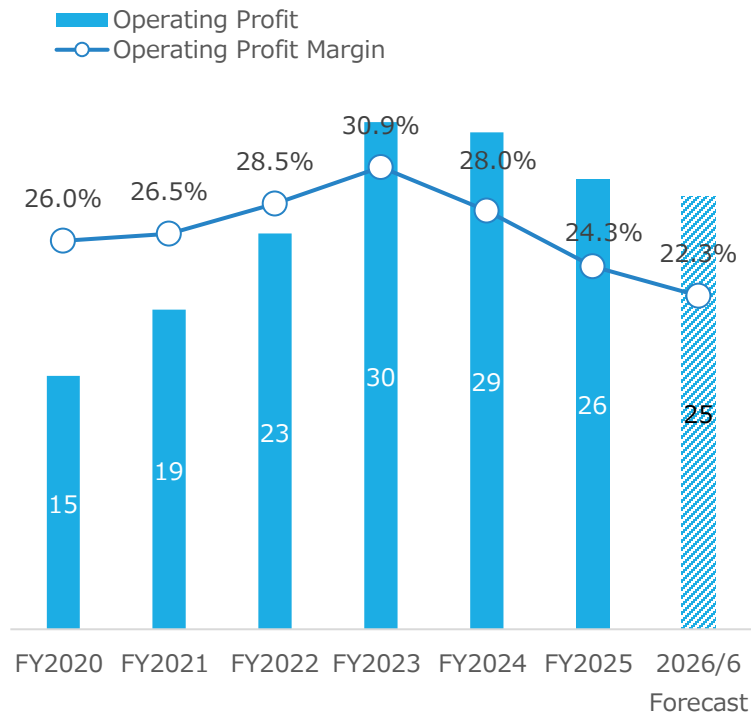
※ Rounded down to the nearest million yen Rounded to the nearest 0.1%

Forecast of Consolidated Financial Results by Segment for FY2026

- The forecast for Home-Use Business has been revised to continue the decline in profit. While the impact of the equipment outright sales has gradually been decreasing, the worsening sales mix in specific sales channels has weighed on profitability.
- Business-Use Business is also expected to return to profit growth. Sales are expected to increase by 10.4% and the profit margin is also expected to rise.
- Regarding the non-telecommunications sector, no remarkable increase in Real Estate Business is expected. In Renewable Energy Business, loss-making projects from acquired construction-related companies had an impact.

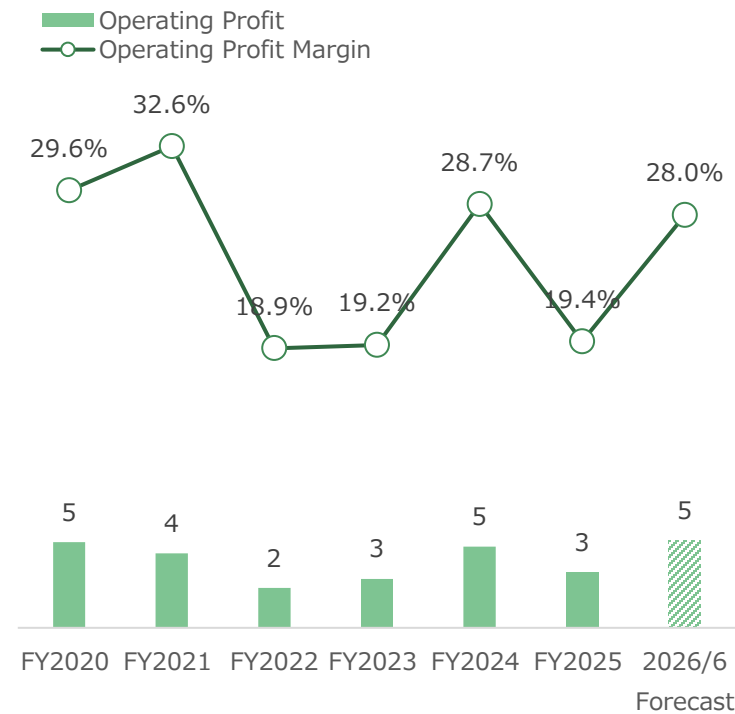
Home-Use Business

(in 100 millions of yen)



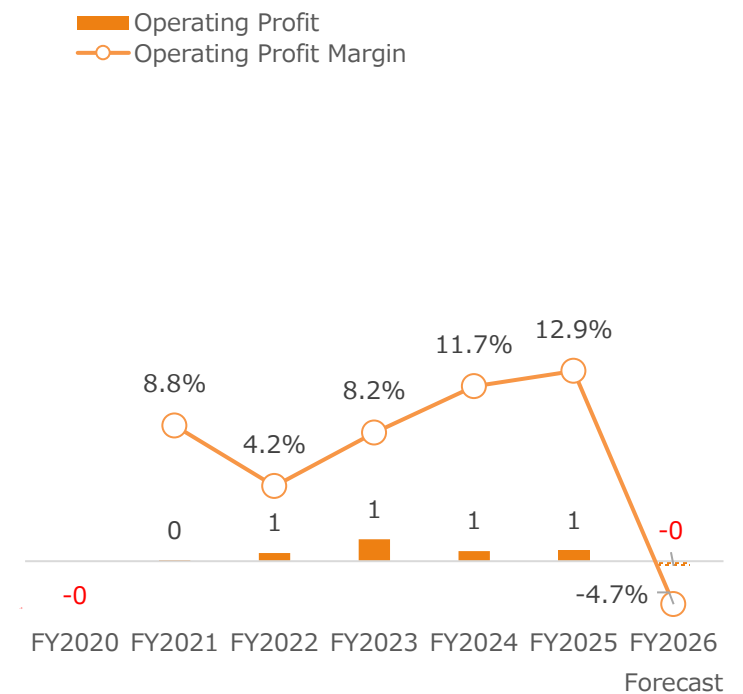
Business-Use Business

(in 100 millions of yen)



Renewable Energy/Real Estate/Other

(in 100 millions of yen)



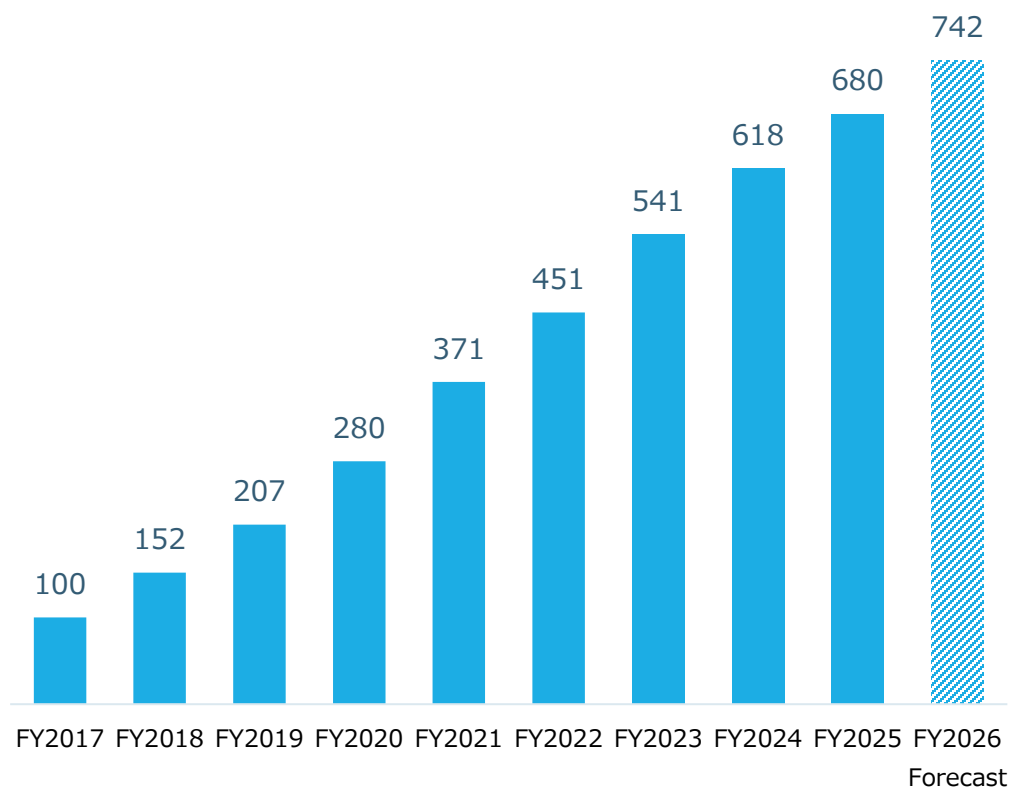
Key Assumptions for the FY2026 Consolidated Financial Forecast

- 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 leading indicator of business expansion, are expected to reach 920 million yen, slightly raised from the previous forecast. While efforts to accelerate flow sales will continue, the company has yet to achieve a sense of acceleration. 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.

Home-Use
Business

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

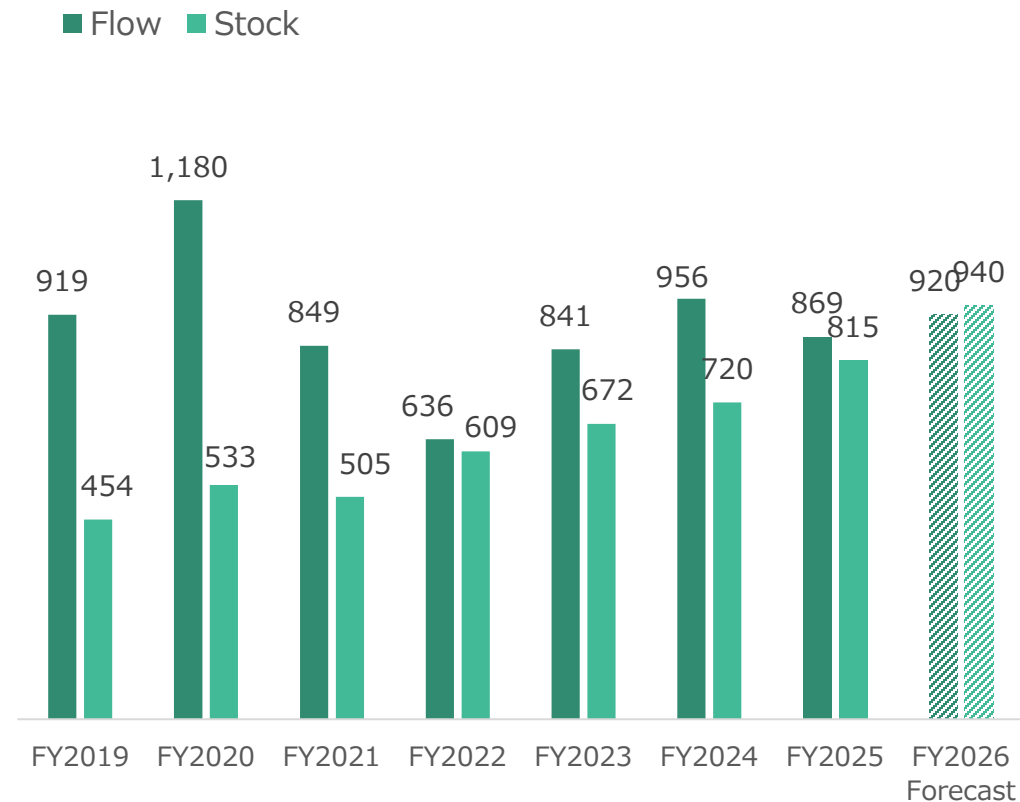
(thousands of houses)



Business-Use
Business

Trends in Business-Use Sales by Flow/Stock

(in millions of yen)

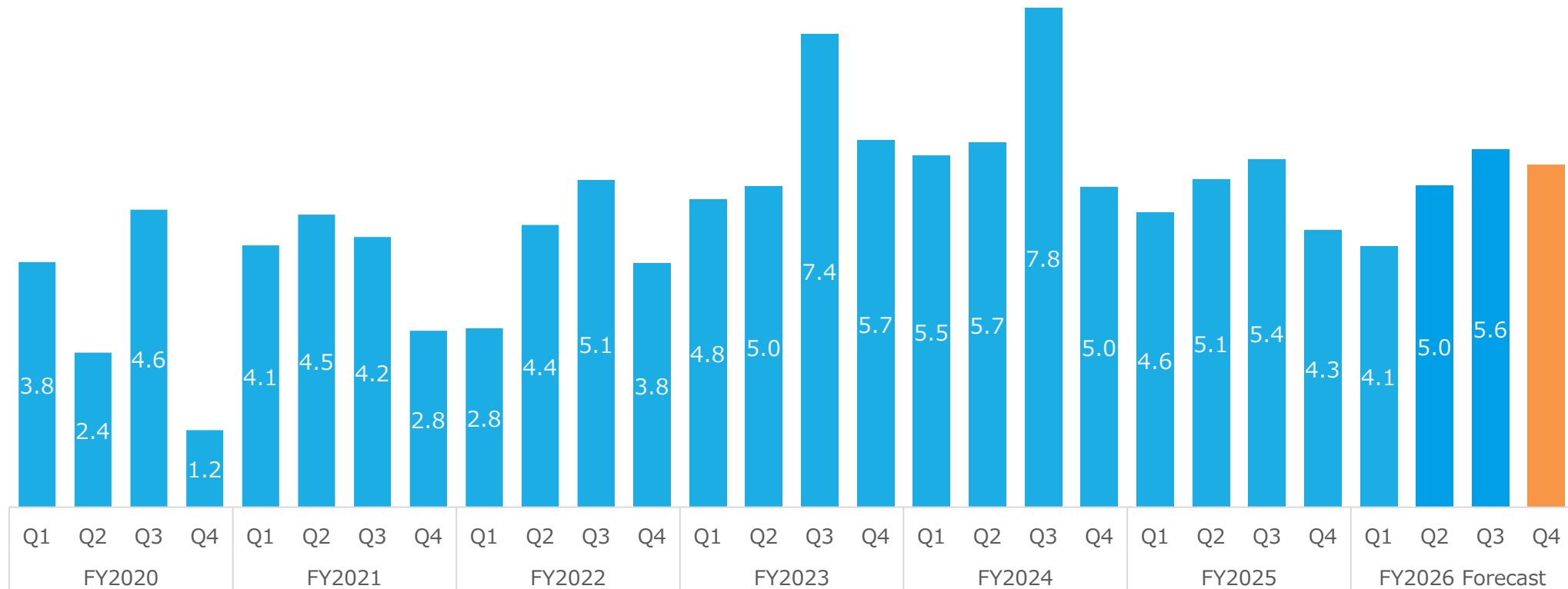


Forecast of Consolidated Financial Results for FY2026 Quarterly Overview

- Q3, which is a period when new construction completions are concentrated, unfolded as expected, becoming the quarter with the highest profits of the fiscal year. Profits are expected to decline for Q4 compared with Q3.

Image of Trends in Ordinary profit by Quarter

(in 100 millions of yen)

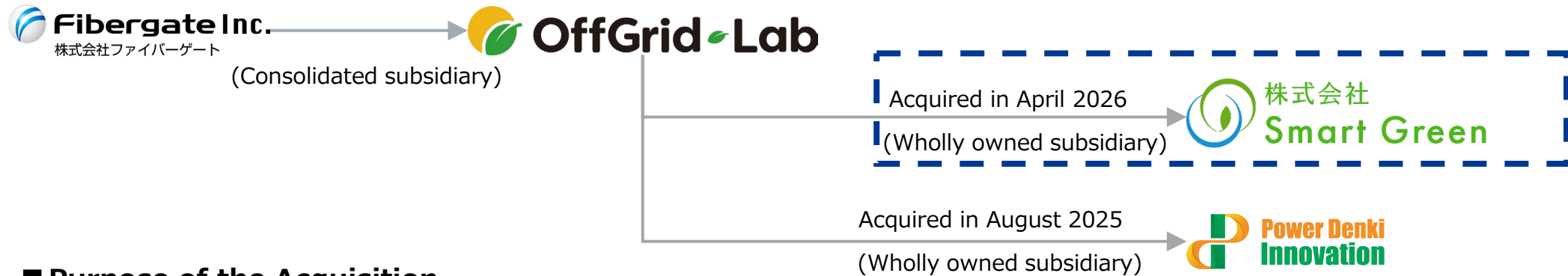




Topics

Acquisition of shares in a company engaged in the installation and sales of solar power generation systems

- On April 27, 2026, OffGrid-Lab Inc. acquired all outstanding shares of Smart Green Co., Ltd., a company engaged in the installation and proposal of solar power generation systems and energy storage equipment.



■ Purpose of the Acquisition

- ✓ Leveraging Smart Green's extensive track record in constructing hospitals, nursing care facilities, factories, and other facilities, the Group aims to **create strong synergies through the combination of "telecommunications × renewable energy × energy storage."**
- ✓ In particular, by **utilizing our existing customer base of approximately 50,000 properties** in our Network Solutions Business, the company aims to further enhance our services for apartment complexes and **maximize project acquisition opportunities** through joint sales activities in the Business-Use Business.

■ Overview of the Subsidiary

Name: Smart Green Co., Ltd.

Location: 2-10-12 Shibadaimon, Minato-ku, Tokyo

Representative: Yuya Ikeda, Representative Director

Business Details: Solar power generation system construction, sales, and maintenance, and other related businesses

Capital: 1 million yen

Date of Establishment: August 2021



*Track record of rooftop solar panel installations for hospitals

- On April 28, 2026, the company entered into a business alliance agreement regarding sales with HOMETACT Co., Ltd., a member of the Mitsubishi Estate Group.

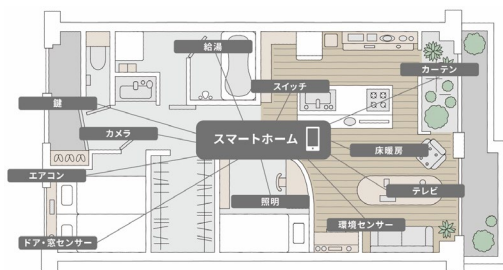


■ Purpose of the Alliance

- ✓ By leveraging the synergies between our telecommunications infrastructure capabilities and HOMETACT's advanced platform, the company aims to "strengthen our approach to target markets," "enhance convenience for residents," and "maximize the asset value of properties."

■ Future Developments

- Expansion of market share through sales collaboration**
Proposing the introduction of "HOMETACT" to property management companies and real estate owners, including those in regional cities
- Provision of one-stop solutions through telecommunications x smart home**
Proposing a package combining the "Free Internet Service for Residents" from the Home Use Business with "HOMETACT"



"HOMETACT"

A comprehensive smart home service that enables integrated control and management of a wide range of IoT devices from multiple manufacturers, including smart locks, air conditioners, and lighting, through a dedicated app or smart speakers.

■ HOMETACT Co., Ltd.

Representatives:

Taichi Matsumoto, Co-Representative/CEO

Yoshihiro Tachibana, Co-Representative/COO

Head Office: THE GATE Otemachi 2F, 1-4-13

Uchikanda, Chiyoda-ku, Tokyo

Establishment: January 2026

Business Details: Provision of the comprehensive smart home service "HOMETACT"; planning and development related to integration with residential equipment and smart home appliances; development and provision of solutions for housing and real estate businesses; provision of energy management services; and dissemination of information and consulting services related to smart homes

URL : <https://hometact.biz/>



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.

Slogan: 'Telecomenergy'



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.

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.



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.



Renewable Energy Business



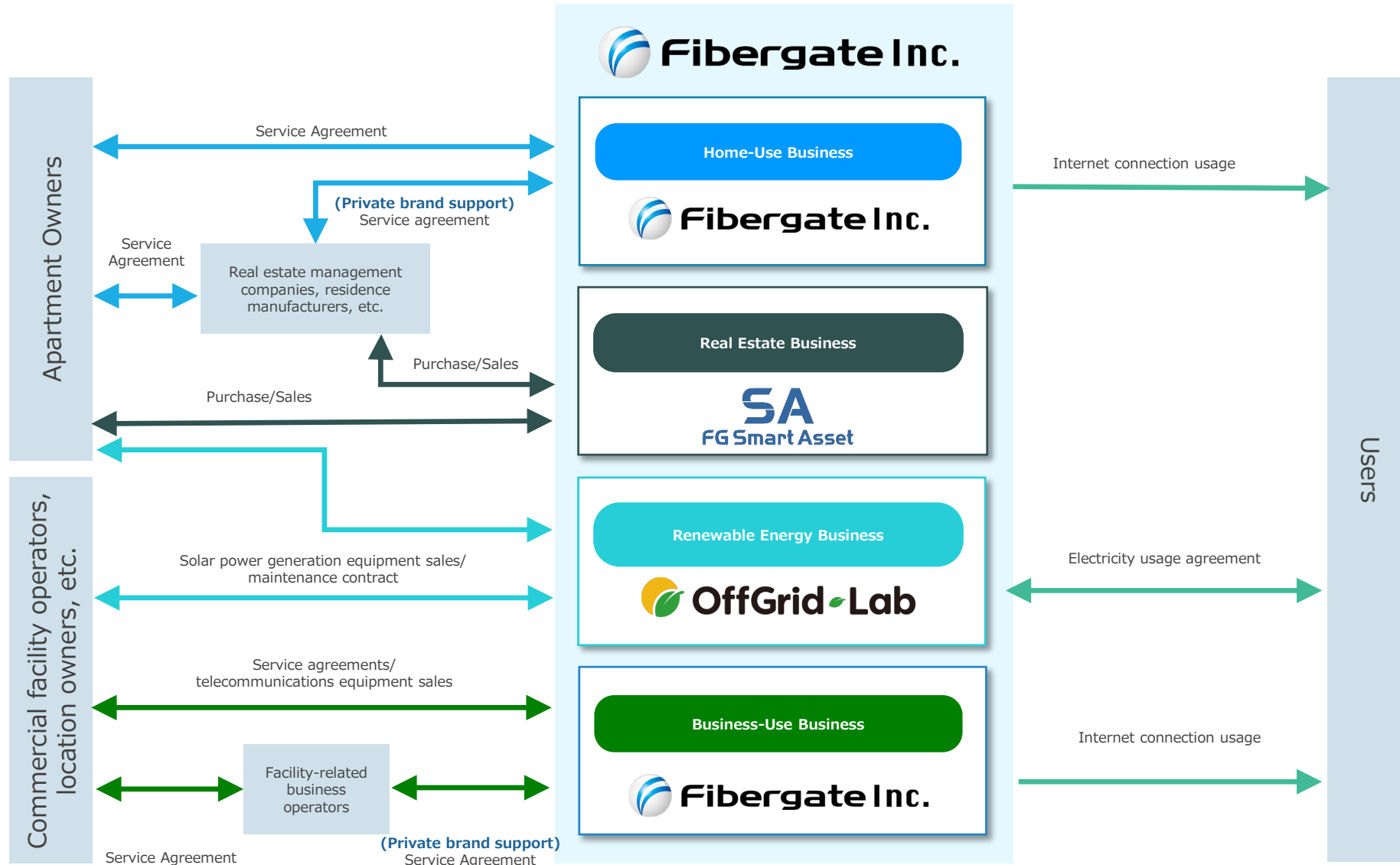
We implement self-sufficient power systems with renewable energy, including solar panels and energy storage. This maximizes self-generated electricity, reduces reliance on external power, and enhances facility value, all while contributing to carbon offsetting and sustainability.



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

- 2000~
- Founded as an NTT agency
 - Start of free Wi-Fi service FGBB.
 - for condominium residents
 - Promotion of private brand (PB) strategy

- 2015 ~
- Start of telecommunications equipment manufacture by Taiwanese subsidiary
 - Construction of a one-stop system for products to services

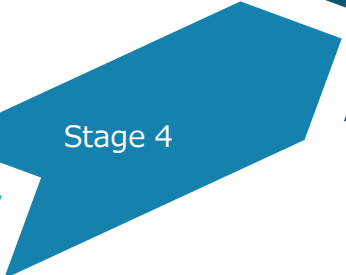
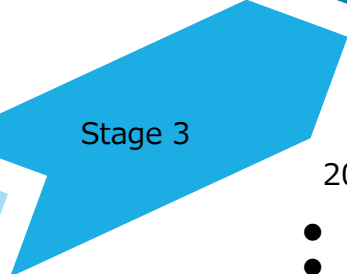
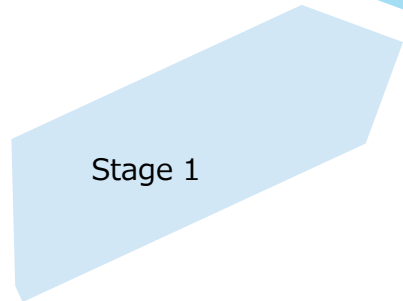
- 2018 ~
- Listing as a public company
 - Building a growth strategy and internal structure that can withstand the pressure of external shareholders
 - Expanding into real estate and renewable energy fields

2024~
Change in business model to meet a **changing environment**

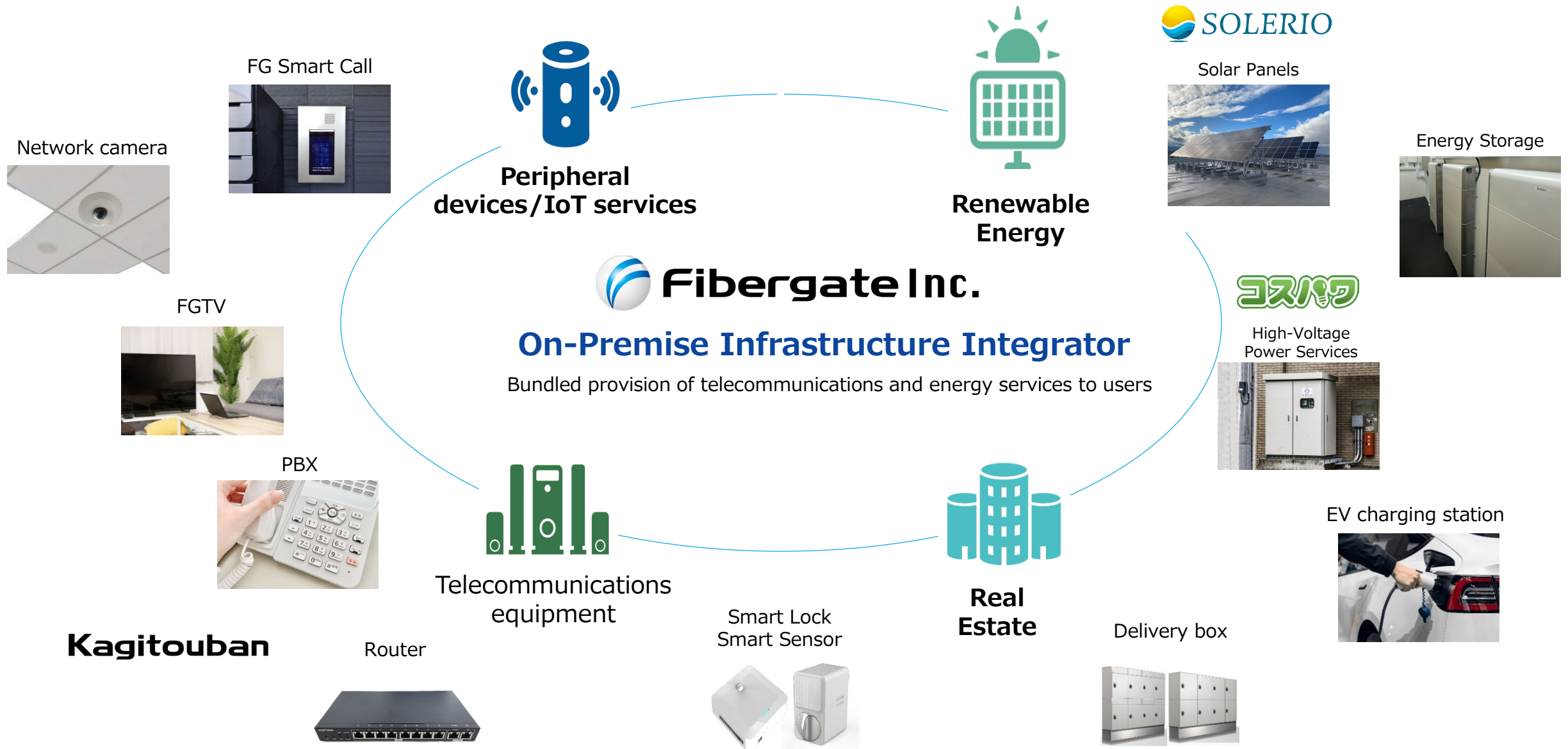
Stage 5

Independent Wi-Fi solutions company

Becoming an on-premise infrastructure integrator



On-Premise Infrastructure Integrator



Fibergate Inc.

Home-Use Business

Fibergate Inc.

Real Estate Business

SA
FG Smart Asset

Renewable Energy Business

OffGrid-Lab

Business-Use Business

Fibergate Inc.

Providing the optimal communication environment for each user, with **no excess and no lack**



Small and medium-sized businesses/business owners unfamiliar with network creation



Shops



Local governments



Nursing homes



Lodging facilities



Entertainment facilities



Educational facilities



Medical facilities



Apartments/condominiums



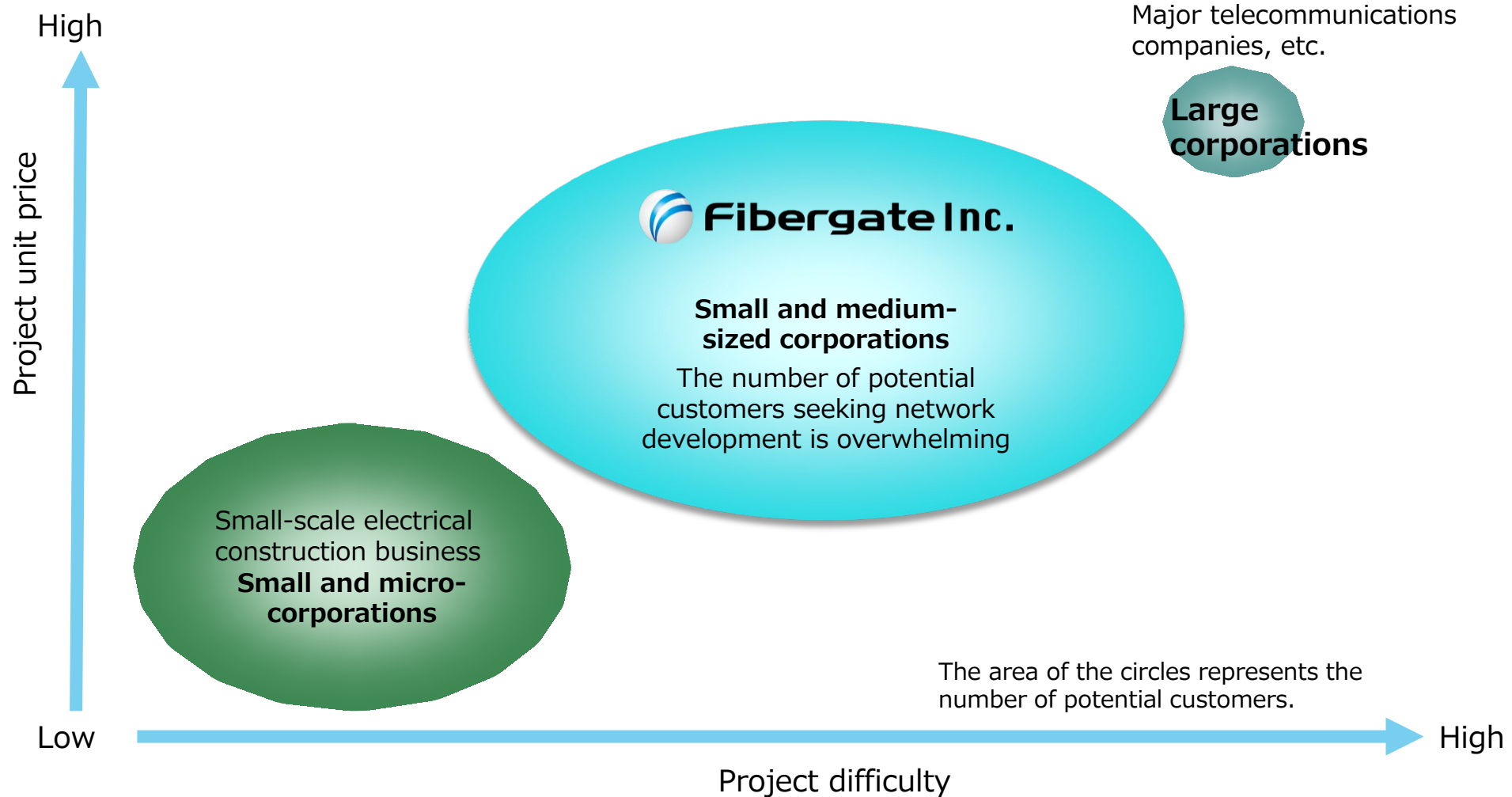
Transportation

Concerns of small and medium-sized businesses/business owners

- Major vendors only supply unnecessarily high-spec specifications
- Proposals from small and medium-sized vendors often lack scalability and functionality

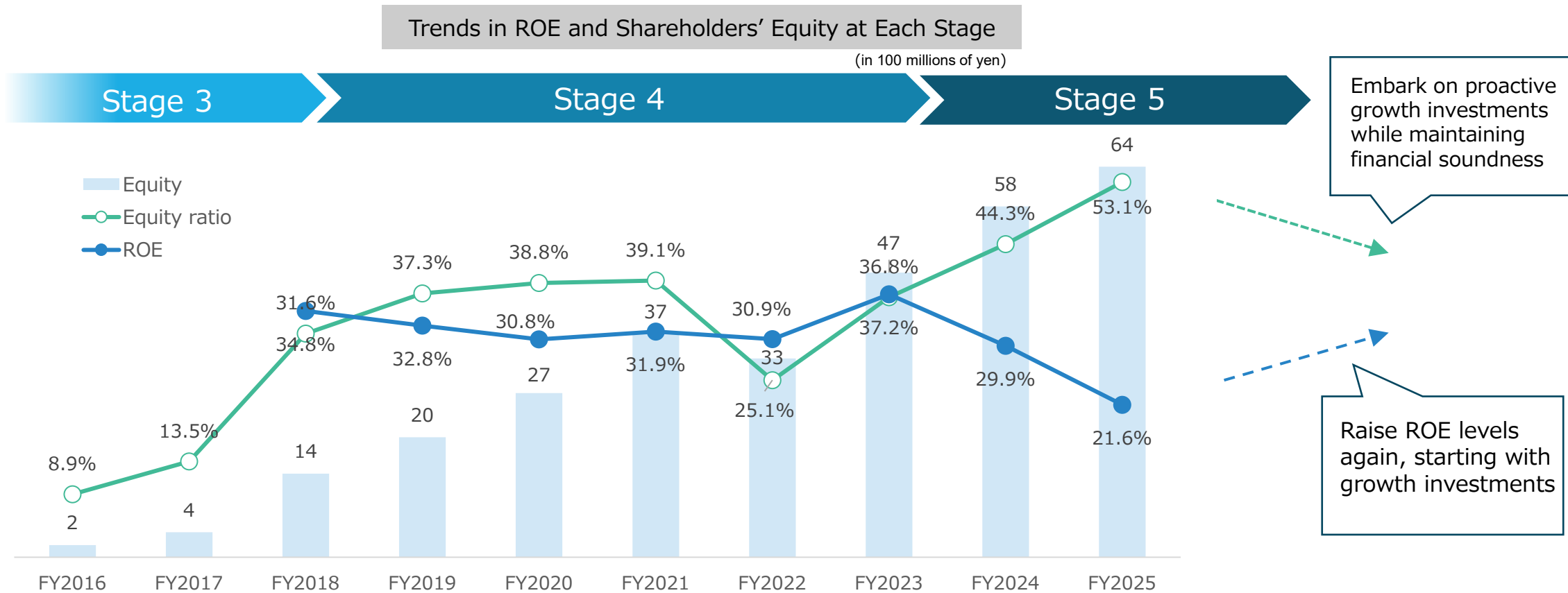
Target Market Position of the Company

- 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 | ➤ Head office relocated to Chuo Ward, Sapporo City ➤ Building networks for companies with multiple locations and selling broadband lines over the Internet established as the company's main businesses |
| 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 | ➤ Started sales business for telecom devices developed by the company (Wi-Fi product business) ➤ Launched Wi-Fi service for stores and commercial facilities through private brand support |
| 2015 | ➤ Acquired Telecommunications Contractor Authorization (Governor of Hokkaido Authorization) ➤ Established Fibergate Taiwan Inc. as a wholly owned subsidiary in Taiwan ➤ Obtained a license for telecommunications business under the Telecommunications Business Act |
| 2018 | ➤ Listed on the Tokyo Stock Exchange Mothers Index |
| 2019 | ➤ Changed listing market to the First Section of the Tokyo Stock Exchange (currently the Prime Market) ➤ Listed on the Sapporo Securities Exchange |
| 2020 | ➤ Established product development subsidiary FG-Lab |
| 2021 | ➤ Established subsidiary FG Smart Asset to operate real estate-related business ➤ Established subsidiary Off Grid Lab to operate renewable energy business |
| 2023 | ➤ Renewable energy business began operations |
| 2024 | ➤ Established Enepulse Inc., a joint venture company engaged in energy-related agency services |
| 2025 | ➤ Partnership with Sony Network Communications Inc. in Fiber-Optic Connection Service Business for apartment complexes ➤ Changed the market segment to the Tokyo Stock Exchange Standard Market ➤ Acquired 100% of shares of Power Denki Innovation Inc. (PDI), a solar EPC company |
| 2026 | ➤ Acquired 100% of shares of Smart Green Co., Ltd., a company engaged in the installation and proposal of solar power generation systems and energy storage equipment |

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 |
| Ordinary 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