

Business Results for the Six Months of the Fiscal Year Ending July 31, 2023 (August 1, 2022 to January 31, 2023)

i-mobile Co., Ltd.

(Stock Code 6535, TSE Prime Section)

March 9, 2023

## **Corporate Philosophy**



## Vision

"ひとの未来"に貢献する 事業を創造し続ける Creating a Business for the Future

M is sion Enhancing User Experience with Internet Marketing

Values Smile × Growth × Team

# Financial Highlights for the Six Months Ended January 31, 2023

## **Executive Summary (1)**

## I. All-time high quarterly net sales and profits

Consumer Service business exceeded the forecast, offsetting the decline in net sales of the Online Advertising business .Consolidated net sales were up 23.5% YoY.

II. Consumer Service business saw net sales jump 35.5% YoY

Implemented sales promotion measures in the Hometown Tax Donation business to capture market share. Online Advertising business maintained profit levels despite a weaker market.

## III. Making steady progress with strategic investments including in human capital

Business investment for regional revitalization by promoting local industry and increasing the number of people who visit the region for work or tourism are beginning to bear steady results, and investment in the green energy business is progressing according to plan in terms of both sustainability and contribution to business profit.



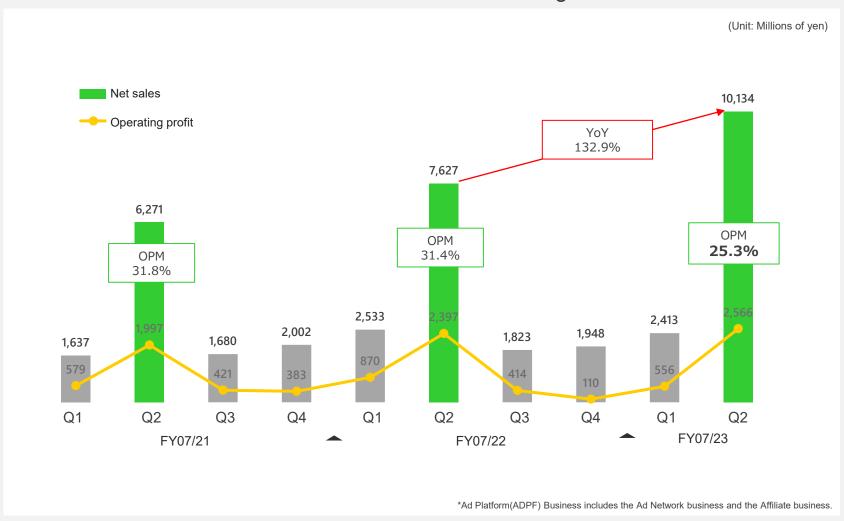
## **Executive Summary (2)**

Item		FY07/22 Q2	FY07/23 Q2	YoY (%)	% of forecast	
	Net sales	10,160	12,547	123.5%	108.5%	
Consolidated results	Operating profit	3,268 (32.2%)	<b>3,123</b> (24.9%)	95.6%	108.0%	
	Profit*	2,266	2,105	92.9%	109.2%	
	Nataglas	8,028	10,881	135.5%	112.7%	
Consumer Service	Net sales	0,020	10,001	133.3%	112.7 70	
Consumer Service	Operating profit	<b>2,485</b> (31.0%)	<b>2,816</b> (25.9%)	113.3%	117.7%	
Online Advertising	Net sales	2,145	1,668	77.8%	85.8%	
	Operating profit	837 (39.0%)	<b>367</b> (22.0%)	43.9%	64.0%	

<sup>\* &</sup>quot;Profit" refers to "Profit attributable to owners of parent" in this document.

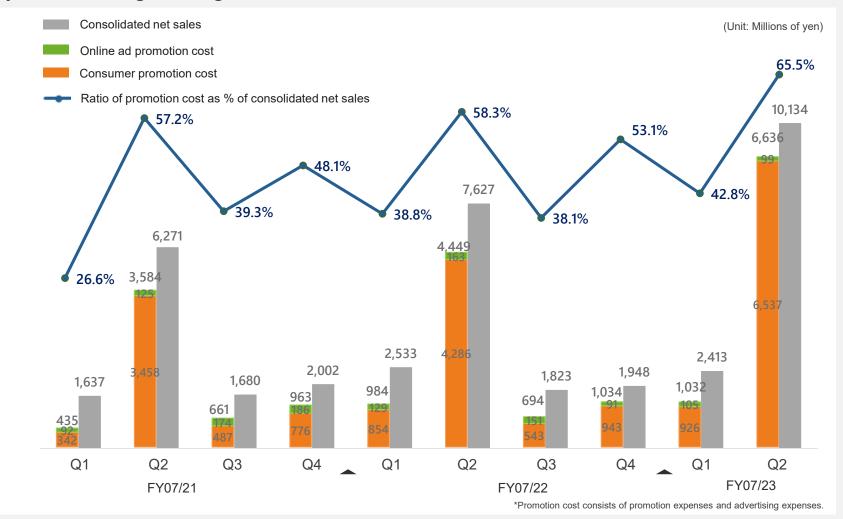
## **Quarterly Changes in Consolidated Net Sales and Operating Profit**

Both net sales and profits reached quarterly record highs as the Consumer Service business largely beat the forecast for net sales, helping to offset the decline in the net sales downturn of Online Advertising business.



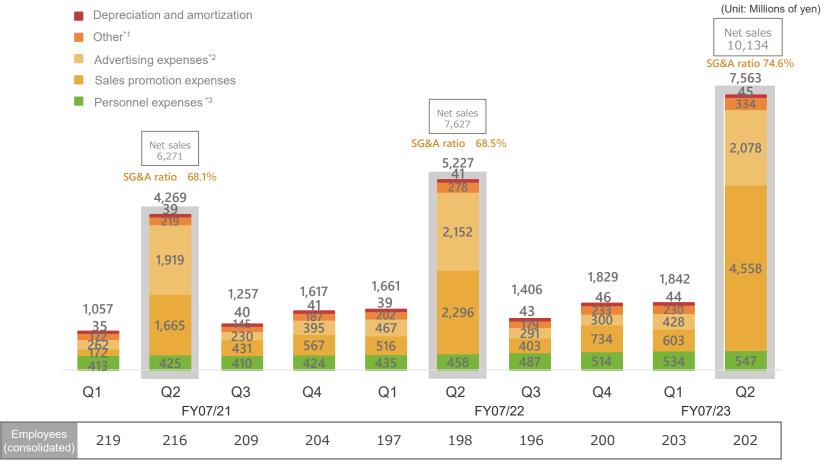
## **Quarterly Changes in Promotion Cost (as % of Net Sales)**

In the Hometown Tax Donation business, investments were made to capture market share using a strategy based on test marketing from the previous fiscal year, resulting in a significant increase in new members and net sales.



## **Quarterly Changes in Consolidated SG&A Expenses**

SG&A ratio rose on increased expenses linked to net sales (promotion expenses) and expenses associated with human capital investment, but the amount was within the range of the initial forecast.



<sup>\*1</sup> Mainly consists of communication expenses, commission expenses, rent expenses on land and buildings, travel and transportation expenses.

<sup>\*2</sup> Advertising expenses include the cost of TV commercials that were aired in the FY07/21 Q2 through Q4, FY07/22 Q1 through Q3, and FY07/23 Q1 through Q2

<sup>\*3</sup> From the fourth quarter of the fiscal year ended July 31, 2022, business process outsourcing expenses and personnel dispatching fees, which were previously included in the "Other" category, are now included in "Personnel expenses, etc. "Figures for the third quarter of the fiscal year ended July 31, 2022 and prior have been restated in the same way.

Segment Analysis

**Consumer Service** 

## Consumer Service—Quarterly Earnings with Results for FY07/23 Q2

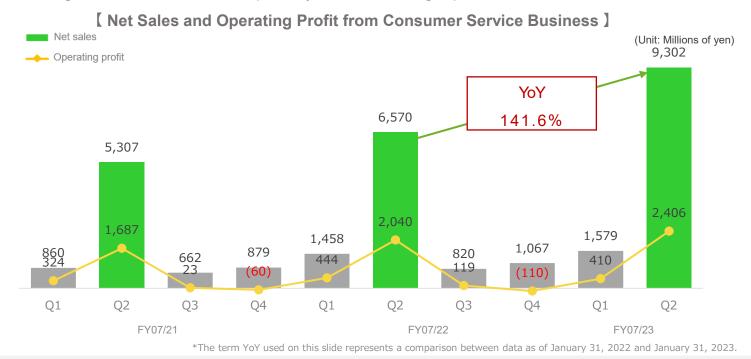
#### Hometown Tax Donation 🗥 ふるなび

✓ Number of members, number of donations, and amount of donations significantly increased YoY, thanks to aggressive promotions for acquiring new members and contributions of Furunavi Catalogue as well as Furunavi Premium. Both net sales and profits greatly exceeded the forecast.

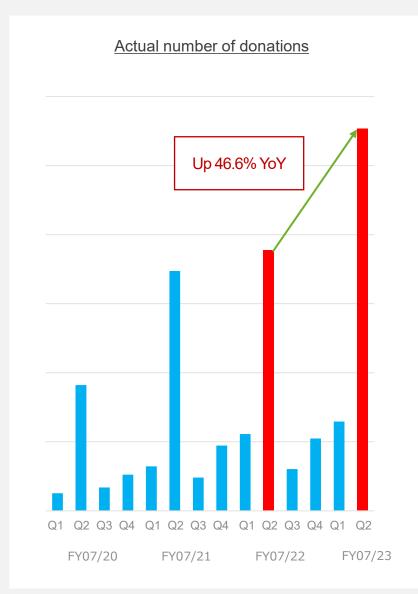
#### Furunavi-related Services

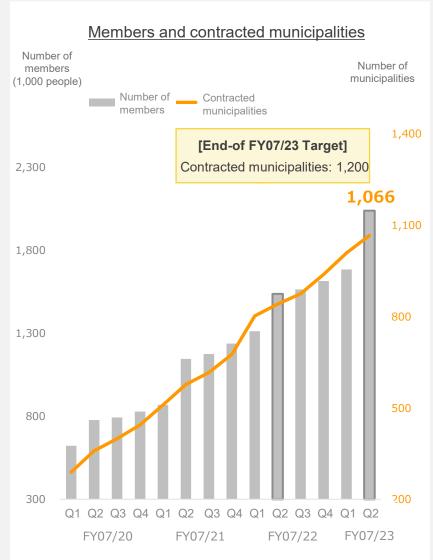


- ✓ The number of contracted municipalities in the travel business increased. The number of affiliated lodging facilities doubled to approximately 1,750 facilities and donations were up substantially YoY.
- ✓ The number of restaurants and products listed in the Restaurant PR business enjoyed steady growth, increasing 1.3 times and 1.5 times, respectively, YoY, contributing to profits.



## **Consumer Service—Growth of Hometown Tax Donation Business**





**Segment Analysis** 

**Online Advertising** 

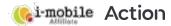
### Online Advertising—Quarterly Earnings with Results for FY07/23 Q2 (1)





#### 1. Ad Platform Business\*





✓ Profits were unchanged YoY due to the strong results of Action, in particular, which offset falling prices due to people's changing behaviors and weakness in the online advertising market. We intend to maintain profits through collaboration with IM-UID\*2, enhancing products for web purposes, and overseas projects, which are seeing a recovery.

Ad Platform **Business** (including

others)

<sup>\*1</sup> Ad Platform Business includes the Ad Network business and the Affiliate business. It appears as ADPF Business in this document.

<sup>\*2</sup> IM-UID stands for IM Universal Identifier, a common ID solution provided by Intimate Merger, Inc., which links data between different domains without the use of third party cookies.

## Online Advertising—Quarterly Earnings with Results for FY07/23 Q2 (2)

#### 2. App Operation Business

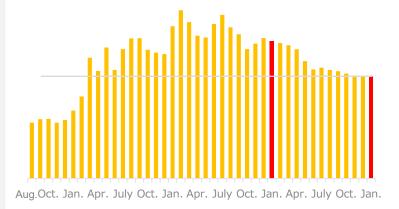


Solitaire de Kensho for Android contributed to performance and MAU remained steady.



✓ Despite challenging results from falling prices due to people's changing behaviors and weakness in the online advertising market, we will seek to monetize collaborative business models with the ADPF Business and restore performance with the release of new titles.

#### Number of MAU\*1



\*1 MAU refers to Monthly Active Users, indicating the number of active users per month. This graph shows changes based on the average value in the past 30 days at the end of each month.

FY07/22

FY07/21

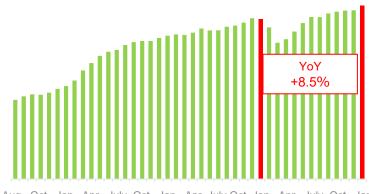
FY07/20

#### 3. Media Solution Business

Google | Certified Publishing Partner

- ✓ The number of new partners and ad spaces reached a record high, and the number of active partners also set a new record.
- Although major advertisers have reduced ad commitments, net sales increased amid the increase in active (ad spaces and partners) and because the period experiences high demand for advertising.

#### Number of active partners



Aug. Oct. Jan. Apr. July Oct. Jan. Apr. July Oct. Jan. Apr. July Oct. Jan. FY07/20 FY07/21 FY07/22 FY07/23

FY07/23

## Topics

## Progress of Demonstration Testing in Green Energy Business

## Promoting a decarbonized society with marketing and technology and achieving regional revitalization

#### Commencing operations of solar sharing power plants

We commenced operations of new solar sharing power plants in Oyama City, Moka City, and Haga Town in Tochigi Prefecture. We plan to operate a total of **45** such power plants

by the end of this fiscal year, which will bring total power generation from renewable energy to 2 megawatts. This is enough electricity to power the Company's headquarters and the homes of all employees for one year.

Solar sharing will help to simultaneously resolve the social issues of food self sufficiency and energy self-sufficiency, while promoting local production for local consumption of energy and regional revitalization.



Haga Town Solar Sharing Power Plant

- Feb. 17, 2023 Concluded comprehensive partnership agreement with Meiwa Town in Mie Prefecture
- · Jan. 31, 2023 Began electricity sales from the Moka City Solar Sharing Power Plant in Tochigi Prefecture
- Jan. 31, 2023 Began electricity sales from the Haga Town Solar Sharing Power Plant in Tochigi Prefecture
- Jan. 20, 2023 Began electricity sales from the Oyama City Solar Sharing Power Plant in Tochigi Prefecture
- Dec. 23, 2021 Concluded business partnership with UPDATER, Inc. (formerly Minna Denryoku)
   Began providing "electricity points" as a gift in return for hometown tax donations
- · Mar. 22, 2017 Concluded capital partnership with Looop
- May 31, 2016 Began electricity sales from the Omitama City Power Plant in Ibaraki Prefecture



Moka City Solar Sharing Power Plant

## **Topics**

Stepping up Strategic Investment in Human Capital. Boosted average annual pay more than 10% YoY



By stepping up investment in human capital, we will acquire and develop talent for implementing our management strategy, invigorate the organization, and further enhance corporate value.

Furunavi Travel donation amounts doubled YoY. Affiliated merchant categories also increased



Annual donation amounts in 2022 were up 99.8% YoY. We expanded affiliates from lodging facilities to restaurants and activity providers at travel destinations as well as satellite shops in Tokyo.

Began accepting reservations for the iOS version of Solitaire de Kensho, a popular playing card game offering prizes



Following the Android version, began posting reservations for the iOS version on the App Store. Users can enjoy unlimited play of Klondike, Spider and FreeCell.

Resolving social issues with industry-government-academia collaboration and promoting regional revitalization with the hometown tax donation system



As with 2021, we implemented a program to support single mothers and children impacted by the COVID-19 pandemic in a partnership with Tsukubamirai City, and we sent out rice donations to families in need in February.

## Other Major Releases in FY07/23 Q2

i-mobile Acquired ISMS certification to strengthen system security Nov. 2022 Revamped Furunavi Travel. Able to use not only for lodging, but also restaurants (品) ふるなび Dec. and activities. Held limited-time event where points could be used at Marugoto Kochi, a satellite shop in Ginza Held major prize event giving away 3 million yen worth of prizes for the series Commenced full online support services for one-stop exemption ふるなび application of hometown tax donations Held second round of new registration campaign on "Action," a service for Action influencers Began second installment of CF\* supporting single parent households through ②ふるなび collaboration with Tsukubamirai City in Ibaraki Prefecture 🍌 i-mobile Collaboration with IM Universal Identifier provided by Intimate Merger, Inc. Began posting pre-booked version of Solitaire de Kensho for iOS on the App Jan. 2023 Store Launched Rakko M&A, a website buy/sell platform, and commenced linkages 😘 i-mobile between services in MS Business\*\*

See list of i-mobile press releases

<sup>\*</sup> Crowd funding = CF

<sup>\*\*</sup> Media Solution Business = MS Business

## TV Media Exposure Results for FY07/23 Q2

\*Figures are only for Tokyo's main broadcasting stations and nationwide broadcasts.

	_	
Date	TV station	Program
December 4, 2022	TX	ビジネスレポートS
December 4, 2022	TBS	サンデージャンクション (『サンデージャポン』番組内コーナー)
December 6, 2022	EX	報道ステーション
December 8, 2022	NTV	ふぉ~ゆ~調査団!(『バゲット』番組内コーナー)
December 9, 2022	CX	ふるさとファンタ
December 13, 2022	EX	報道ステーション
December 15, 2022	YTV	MONOモノ倶楽部
December 16, 2022	ABC	本日はダイアンなり
December 18, 2022	ABC	M-1グランプリ(敗者復活戦/決勝)
December 22, 2022	EX	こだわりナビ
December 27, 2022	EX	報道ステーション

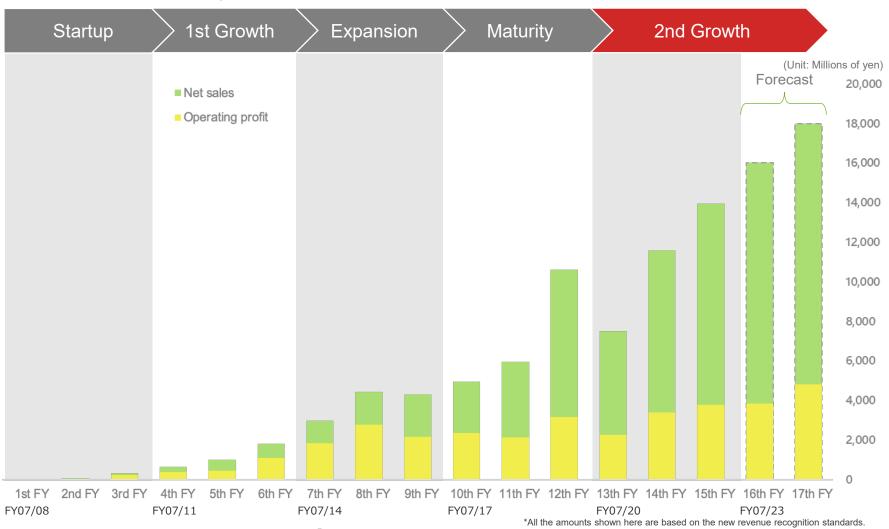


Dec.4 broadcast TX「ビジネスレポートS」

## Reference

#### Reference Business Results and Future Forecasts

Originally founded as an ad network service provider, i-mobile has grown steadily after transforming its business domain by leveraging diversified assets, and it continues to boost its profits through proactive investment.



#### Reference Consolidated Earnings Forecast for FY07/23

Strategic investments are expected to increase sales and profit by focusing on business development and M&A in media-related businesses, in addition to marketing investments to capture for growing the Hometown Tax Donation market. This is while also making investments in business, human capital, and system development to achieve medium-term growth.

Item		Full-Year Results of FY07/22	Full-Year Forecasts for FY07/23	YoY	Changes
	Net sales	13,933	16,000	+2,066	+14.8%
Consolidated results	Operating profit (Operating profit margin)	3,793 (27.2%)	3,850 (24.1%)	+56	+1.5%
	Profit (Net profit margin)	2,678 (19.2%)	<b>2,705</b> (16.9%)	+26	+1.0%

#### Reference Earnings Forecasts by Segment for FY07/23

<u>Consumer Service</u> aim to increase both sales and profit by focusing on aggressive promotions and expansion of our unique experience-based gifts in return. <u>Online Advertising</u> will secure the previous year's earnings level by building up the number of customers through optimization of the sales structure, launching new titles in the App Operation Business, and strengthening campaigns. Of course, this is while strengthening the business base for the next growth stage.

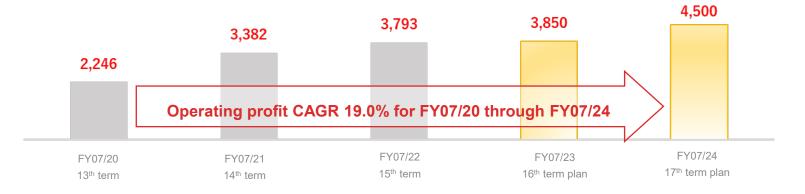
Item		Full-Year Results of FY07/22 Full-Year Forecasts for FY07/23		YoY	Changes
	Net sales	9,916	12,000	+2,083	+21.0%
Consumer Service	Segment profit	2,495	2,650	+154	+6.2%
	(OPM)	25.2% <b>22.1%</b>			
Online	Net sales	4,065	4,100	+34	+0.8%
Advertising	Segment profit	1,415	1,350	(65)	(4.7)%
	(OPM)	34.8%	32.9%		

## Reference Three-year medium-term management plan (FY07/22 to FY07/24)

i-mobile aims to generate operating profit of 4.5 billion yen by leveraging our assets to monetize strategic investment areas, while securing stable earnings in the matured business and positioning growth areas as a growth driver in the medium and short term.

#### Revised plans for accelerating investments in growth

	Item	Full-Year Results of FY07/22	Full-Year Forecasts for FY07/23	YoY	Initial Forecasts	Full-Year Forecasts for FY07/24	YoY	Initial Forecasts
	Net sales	13,933	16,000	+14.8%	+4.6%	17,800	+11.3%	+10.9%
Consoli dated	Operating profit (OPM)	3,793 (27.2%)	3,850 (24.1%)	+1.5%	(8.3)%	<b>4,500</b> (25.3%)	+16.9%	±0.0%
results	Net income	2,678	2,705	+1.0%	(3.8)%	3,100	+14.6%	+3.0%
	EPS (yen)	125.0	134.4	-	-	154.0	-	-



#### Reference Major Services

i-mobile aims to achieve growth with high profitability and competitiveness by optimally allocating assets and leveraging synergies of the two business segments: Consumer Service and Online Advertising.

Segment	Bu	siness		Description	
90	Hometown Tax Do business "Furuna	-		A web portal for hometown tax donation	
r Service		Furunavi Travel	(係) ふるなびトラベル	Lodging points service for Furunavi members in exchange of hometown tax donation via Furunavi	
Consumer	Furunavi-related Business	Restaurant PR	ふるなび美食体験	Service that links local food with restaurants in urban areas through hometown tax donation	
ŭ		Loyalty Points Service	飲たまるモール by ふるなび	Loyalty points service for Furunavi members	
	Ad Platform	Ad Platform		Providing programmatic ads (display, native, and video advertising)	
tising	Business	Affiliate	i-mobile Action	Providing performance-based advertising	
Adver	Ad Agency Busine	ess	CYBER CONSULTANT Online ad agency specializing in well marketing		
Online Advertising	Media Solution Bu	ısiness	Google   Certified Publishing Partner	GCPP (Google Certified Publishing Partner) providing solution services for maximizing media revenue	
	App Operation Bu		COLLEGE SIMPLE App Studio	Smartphone app service provider including its design, development, and operation	

## Reference Core Competence of the Group

Leveraging the expertise in marketing and the workforce we have built in the Ad Platform Business, i-mobile will seek to maintain sustainable growth by shifting our emphasis to more profitable businesses.



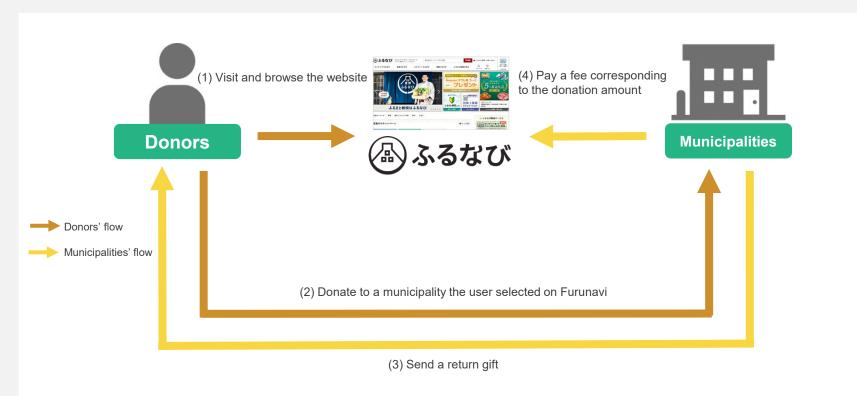
#### Reference The Group's Strength, Market Opportunities and Growth Strategies

While securing stable earnings in the Ad Platform business, i-mobile seeks to strengthen our growth areas: Hometown Tax Donation and App Operation businesses. We also focus on business development by leveraging our assets for growth in the medium-to-long term.



#### Reference Business Model: Hometown Tax Donation Service "Furunavi"

Furunavi is a web portal designed to introduce gifts in return of hometown tax donations and other contribution methods for donors.



The hometown tax donation system is designed to promote contribution to local municipalities by giving taxpayers an option to choose their hometowns or other regions they wish to support or show appreciation. This system allows taxpayers to contribute to society through donations while giving them options to choose return gifts that many municipalities offer.

The tax donations technically work as credits on residence tax that the donors will pay, but in terms of the tax law, this system also provides tax deduction benefits associated with donations.

#### Reference Furunavi-related Services in Consumer Service

Furunavi-related services feature improved user convenience (original product development and enhanced lineup) and social contribution (through hometown tax donations).

#### Improved user convenience



Furunavi Premium is a hometown tax concierge service targeting highincome taxpayers. It offers a comprehensive service from a proposal of optimal donation plans via the application.



Furunavi Travel offers original gift certificates accepted by lodging facilities all around Japan in exchange for points individuals earned from donations.



Furunavi Catalogue enables users to choose gifts at the timing of their choice after they have received points in exchange of donations.



Enjoy dishes using local ingredients (where donated) at restaurants in Tokyo and other places. Support local businesses and stores for creating permanent relationships between local businesses and urban areas.



#### Social contribution



#### ふるなびクラウドファンディング

Furunavi Crowdfunding allows taxpayers to choose a municipality with the objective they want to support. The donations are directly given to its regional projects to resolve specific issues.

#### ふるなび災害支援

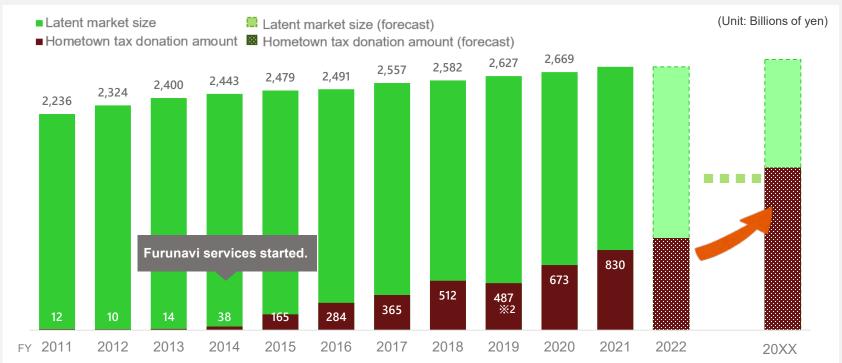
Furunavi Saigai Shien accepts donations for disaster relief. Municipalities affected by natural disasters can start fundraising for recovery through this service.



We are using the corporate version of Hometown Tax Donation as a starting point aimed at resolving social issues and regional revitalization.

#### Reference Consumer Service—Trends in Hometown Tax Donation Market

The actual amount received in hometown tax donations is steadily increasing, but in terms of the potential size of hometown tax donations (latent market size), the business still has room for growth\*1. We expect this business to expand further as the system becomes stabilized and gains publicity.



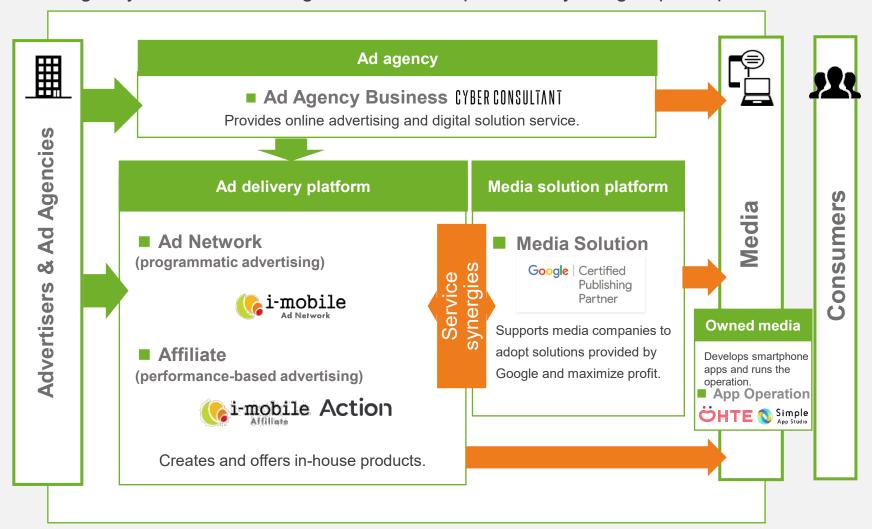
- The latent market size of hometown tax donations for 2011 through 2019 was calculated by i-mobile (using the individual resident tax revenue of 20%), based on the data from White Paper on Local Public Finance published by the Ministry of Internal Affairs and Communications of Japan.
- The hometown tax donation amount for the years from 2011 through 2020 was calculated based on the data from *Survey on Hometown Tax Donation* published by the Ministry of Internal Affairs and Communications on July 30, 2021.

\*2 Market Forecasts The results including the hometown tax donation amount were calculated based on the municipal fiscal year (from April 1 to March 31 of the following year), which differs from the calculation of residence tax. We believe that a decline in the actual figures from FY2018 to FY2019 does not indicate a contraction of the market itself, as it is reasonable to consider that the market was impacted by a rush demand of hometown tax donations from the end of 2018 up until March 2019, before revisions to the hometown tax donation system went into effect on June 1, 2019.

<sup>\*1</sup> The amounts were calculated based on the market size and growth potential estimated by i-mobile. Note that the amounts may differ from the statistical figures.

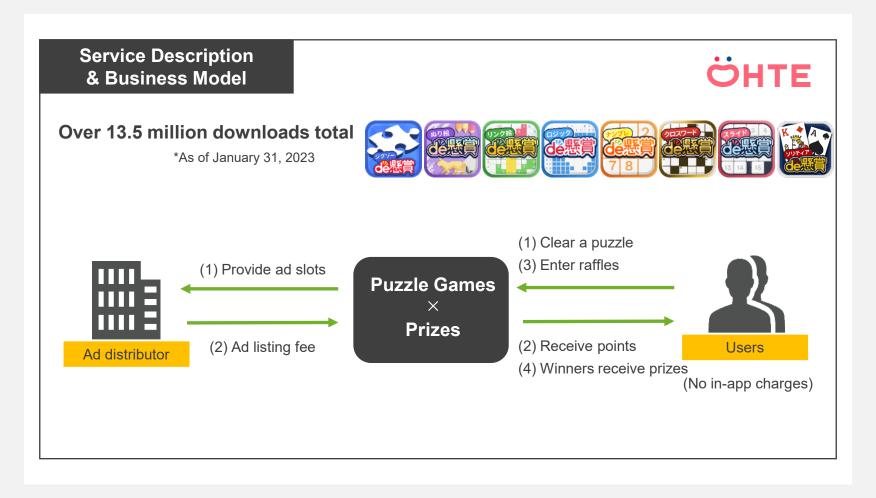
### Reference Key Services in Online Advertising Market

This segment develops and provides a unique ad delivery platform that optimizes advertisers and media to maximize ad effectiveness and revenue, combined with ad agency and media management services provided by our group companies.



#### Reference Business Model: App Operation Run by Ohte, Inc.

Ohte provides smartphone game apps combined with a prize system, featuring Puzzle de Kensho and other high-quality puzzle games. By leveraging i-mobile's products and marketing management methods, Ohte succeeded in increasing ad revenue of the media business.



#### Reference Sustainability of the i-mobile Group

#### **Basic Policy on Sustainability**

To realize the Group Vision "Creating a Business for the Future," we are committed to solving social issues through our business and corporate activities and aim to become an attractive company for all stakeholders by continuously enhancing our corporate value.

- (1) Promote businesses that will solve social issues
- (2) Support activities for regional revitalization by working together with local governments and communities
- (3) Educate and encourage employees to promote sustainability



We support local communities through our hometown tax donation service Furunavi and Corporate Version of Hometown Tax Donation.

#### Reference Capital and Shareholder Returns Policies

#### 1. Fundamental policy on capital management

• We plan to improve our return on equity (ROE) through direct profit sharing while securing internal reserves necessary for our future business development and improved financial strength. In addition, we aim to maximize shareholder profits in the mid-to-long term by achieving a high level of total shareholder return, including an increase in the share price resulting from the sustainable growth.

#### 2. Implementation of the shareholder returns policy

- While preserving the resources required to maintain our business foundation and achieve sustainable growth, we will provide shareholder returns agilely, in addition to considering relevant factors, including our business performance, financial conditions, and internal reserves.
- Specifically, we will flexibly conduct share buybacks aiming for better total shareholder returns while providing stable and sustainable dividend payments with a target payout ratio of 30% and DOF at 5%.

#### (Reference) Shareholder Returns

Consolidated	FY07/21*1	FY07/22*2	FY07/23 (Forecast)
Basic earnings per share (Yen)	107.39	125.04	134.42
Dividend per share (Yen)	100.00	38.00	40.00

<sup>\*1</sup> Includes commemorative dividend of ¥70.00 per share.

<sup>\*2</sup> Separate share buyback of 1,465,800 shares (1,999,901,100 yen), all of which were cancelled.

## **Reference Changes in Key Performance Indicators**

#### I-1. Results of Operations \*1

Net interest-bearing debt

Equity-to-asset ratio

(11,016)

76.0%

(13,974)

76.5%

(12,363)

86.1%

(15,422)

77.4%

(Unit: Millions of yen) I-2. Financial Results by Segment \*2

1 1. Results of operations - (office fillifons of year)					15 01 90117		, ,	- 5				
	FY07/18	FY07/19	FY07/20	FY07/21	FY07/22			FY07/18	FY07/19	FY07/20	FY07/21 *3	FY07/22
Net sales	5,959	10,611	7,485	11,592	13,933		Net sales	2,273	7,484	4,485	7,708	9,916
Gross profit	5,820	10,202	7,292	11,584	13,918	Consumer Service	Operating profit	680	2,313	1,325	1,974	2,495
Gross profit margin	97.7%	96.1%	97.4%	99.9%	99.9%		Operating profit margin	29.9%	30.9%	29.5%	25.6%	25.2%
SG&A	3,702	7,041	5,046	8,202	10,125	Online	Net sales	3,729	3,152	3,037	3,935	4,065
SG&A ratio	62.1%	66.4%	67.4%	70.8%	72.7%	Advertising	Operating profit	1,394	770	866	1,451	1,415
Operating profit	2,118	3,160	2,246	3,382	3,793		Operating profit margin	37.4%	24.4%	28.5%	36.9%	34.8%
Operating profit margin	35.5%	29.8%	30.0%	29.2%	27.2%	II . Management Indicators						
Ordinary profit	2,095	3,149	2,248	3,366	3,839			FY07/18	FY07/19	FY07/20	FY07/21	FY07/22
Ordinary profit margin	35.2%	29.7%	30.0%	29.0%	27.6%		ROE	10.2%	10.9%	13.1%	16.5%	19.1%
Profit	1,165	1,367	1,727	2,299	2,678		ROA		8.4%	10.7%	13.4%	14.4%
Net profit margin	19.6%	12.9%	23.1%	19.8%	19.2%	EPS (yen)		55.0	57.3	76.6	107.4	125.0
Total assets	15,465	16,911	15,359	18,992	18,193	Net interest-bearing debt = Interest-bearing debt - Cash and cash equivalents ROE = Net income / Average of beginning and ending equity				alents		
Net assets	12,040	13,145	13,222	14,720	13,406	ROA = Net income / Average of beginning and ending total assets				eriod		

fiscal year ended July 31, 2021 has been restated according to the revised allocation method.

(14,268)

73.3%

Note 1: All the amounts shown here are based on the new revenue recognition standards.

Note 2: The amounts of net sales and operating profit are before the adjustment of intersegment transactions. Note 3: The allocation method was revised in the fiscal year ended July 31, 2022 and operating profit for the

#### **Reference Founders**





Born in 1979. Following a career at an IT company and an ad agency, Tanaka decided to launch a startup business on mobile services in light of the expanding Internet market, envisioning possibilities for the future generation. In 2007, he co-founded i-mobile with Noguchi and became the Representative Director, CEO. Tanaka has led the expansion of the Internet ad business specializing in mobile applications, making the company one of the largest ad network business providers in Japan. With his outstanding foresight, he was able to identify opportunities in businesses to become an intermediary for hometown tax donations. He is leading multiple projects while continuing to create new businesses.



Tetsuya Noguchi
Representative Director, CEO

Born in 1974. Following a career at IBM Research Laboratory in Japan and working at Arthur D. Little Japan, Noguchi founded his own tech company. Aspiring to start an ad network business, he co-founded imobile with Tanaka and became the Director & CTO in 2007. His advanced skill as an engineer allowed him to develop a unique ad delivery system for the company. As a CTO, he has been leading the system development, employing extensive market research. In 2017, he became the President & Representative Director of the company.

## **Reference Corporate Profile**

Company name	i-mobile Co., Ltd.	Share capital	152 million yen (as c	of January 31, 2023)		
Established	August 17, 2007	Employees	202 (consolidated, as of January 31, 2023)			
Head office	N.E.S. Building N, 2F, 22-14 Sakuragaokacho, Shibuya-ku Tokyo 150-0031	Representatives	Toshihiko Tanaka Tetsuya Noguchi	Representative Director, Chairman Representative Director, CEO		
Business locations	Tokyo Head Office Tokyo Satellite Office Kansai Office Hometown Tax Donation platform business		Yoshinori Mizota Yasuhiro Fumita Kunihiro Tanaka Satoshi Shima Yukio Todoroki	Director Director Lead Outside Director Outside Director Outside Director, Audit & Supervisory		
Group business lineup	Furunavi Travel business  Furunavi Restaurant PR business  Loyalty Points Service business  Ad Network business  Affiliate business  Ad Agency business	Directors & Officers	Tadatsugu Ishimoto Akira Takagi	Committee member (Full-time)		
	Media Solution business App Operation business, etc.	Majority- owned subsidiaries	Cyber Consultant, In Ohte, Inc. (100%) Simple App Studio In	,		

### **Disclaimer**

- Opinions and forecasts presented in this material represent our views at the time of the preparation of this material, and we make no guarantees or warranties regarding the accuracy of the information. Actual results may turn out to be different due to various factors. While every reasonable care has been taken in preparing this material to ensure it is free from omission or misrepresentation of the facts, we make no guarantees or warranties regarding the accuracy or completeness of the information contained herein.
- The materials and information provided in this presentation may contain forward-looking statements. These statements are based on current expectations, forecasts and assumptions involving risks and uncertainties that could cause actual outcomes and results to differ materially. These risks and uncertainties include, but are not limited to, general industry and market conditions, general economic conditions within Japan and those on a global level, which include fluctuations of interest rates and currency exchange rates. We assume no obligation to update or revise the forward-looking statements contained in this presentation, even if new information becomes available through future events.

## Creating a Business for the Future 👱



