



**FreeBit Co., Ltd.**

Q3 Financial Results Briefing for the Fiscal Year Ending April 2019

March 8, 2019

## Presentation

**Tanaka:** Hello everyone. My name is Tanaka, the president of FreeBit Co., Ltd. Today, I would like to explain the results of Q3 for the fiscal year ending April 31, 2019.

### 2019年4月期 第3四半期 連結業績



(単位：百万円)	19年04期 第3四半期	18年04期 第3四半期	増減額	増減率
売上高	34,118	28,854	+5,264	+18.2%
EBITDA	2,750	2,005	+745	+37.2%
営業利益	1,628	966	+662	+68.5%
経常利益	1,294	516	+777	+150.7%
親会社株主に帰属 する四半期純利益	△23	△724	+701	—
1株当たり純利益	△1円06銭	△32円65銭	+31円59銭	—

**2019年4月期第3四半期連結業績は、前年同期比で売上高18.2%増  
マンションインターネットの売上増及びモバイル事業の利益率改善により営業利益68.5%増**

- ・売上高：マンションインターネット及びヘルステック事業の拡大に加えエドテック事業開始により増収
- ・営業利益：売上増要因に加え、モバイル事業の利益率改善により前年同期比68.5%増
- ・経常利益：営業利益増及び持分法による投資損失減少により前年同期比150.7%増
- ・親会社株主に帰属する四半期純利益：経常利益増等により前年同期比701百万円増

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First of all, let's look at the financial results figures. We reported net sales of 34.118 billion, EBITDA of 2.750 billion, operating income of 1.628 billion, and ordinary income of 1.294 billion.

So far, sales have increased by 18.2% year-on-year. Operating income and ordinary income rose 68% and 150%, respectively, showing very large year-on-year growth.

Net income was negative 23 million yen, an increase of 700 million yen compared to the previous year. It's in the red, but, net income has increased significantly since last year.

We regret to report a loss of 23 million yen for this period. We plan to increase operating income significantly in Q4. As a result of that, we expect to clear our full-year forecasts.

As for the content, I would like to mention a significant area. Sales grew significantly due to improved apartment-building internet sales and mobile-business profits. Operating income jumped 68% in the fiscal year under review.

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In terms of qualitative information and consolidated results, as I mentioned earlier, the increase in apartment-building internet contributed significantly to the increase in sales. The health-tech business has also grown to double the level of the previous year, and this has contributed significantly. To ALC Press Inc., which we acquired last year. From this quarter, ALC Press Inc. has been consolidated in PL, and the increase in those sales is also a very important factor.

In terms of quarter sales for this period, we have recorded record-high net sales for the second consecutive quarter. The results for this period are shown here.

## 2019年4月期 第3四半期 連結業績トピックス



 連結業績	<ul style="list-style-type: none"> <li>・売上高は、マンションインターネット及びヘルステック事業の順調な推移に加え、当四半期においてALC子会社化によるエドテック事業開始により、前年同期比18.2%増を達成</li> <li>・前四半期に引き続き過去最高の四半期売上高を更新</li> <li>・営業利益は、マンションインターネット等の拡大やモバイル事業の利益率改善により前年同期比68.5%増を達成</li> </ul>
 ブロードバンド事業	<ul style="list-style-type: none"> <li>・マンションインターネットは引き続き拡大</li> <li>・既存固定網サービス減少等により減益</li> </ul>
 ヘルステック事業	<ul style="list-style-type: none"> <li>・FBEPHの成長により売上高は前年同期比107.2%増を達成</li> </ul>
 エドテック事業	<ul style="list-style-type: none"> <li>・当第3四半期よりALCのPLを連結。新報告セグメント『エドテック事業』として売上・利益共に貢献。グループシナジーにより、更なる事業規模の拡大を目指す</li> </ul>
 その他	<ul style="list-style-type: none"> <li>・FSGが業績予想の修正を行うもFBG連結としては順調に推移しているため、業績予想の修正は無し</li> </ul>

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Let's look at the segment situation. In the broadband business, the apartment-building-internet business is growing greatly and has become a big factor. However, sales of services for the original ISP business are declining. Nevertheless, apartment-building internet's sales have increased significantly, and we are now able to cover that, and more through its sales.

As I mentioned earlier, the health-tech business has more than doubled compared to the previous year, and its proportion has increased by 107.2%.

We acquired ALC Press Inc. And due to that, in this quarter, we launched a new business, an educational-tech business. I'll speak about this business in a moment. In the current consolidated fiscal year, sales and operating income have begun to contribute to the Group's performance, and, as a key new growth segment in the Group, it will likely develop into holding a significant position.

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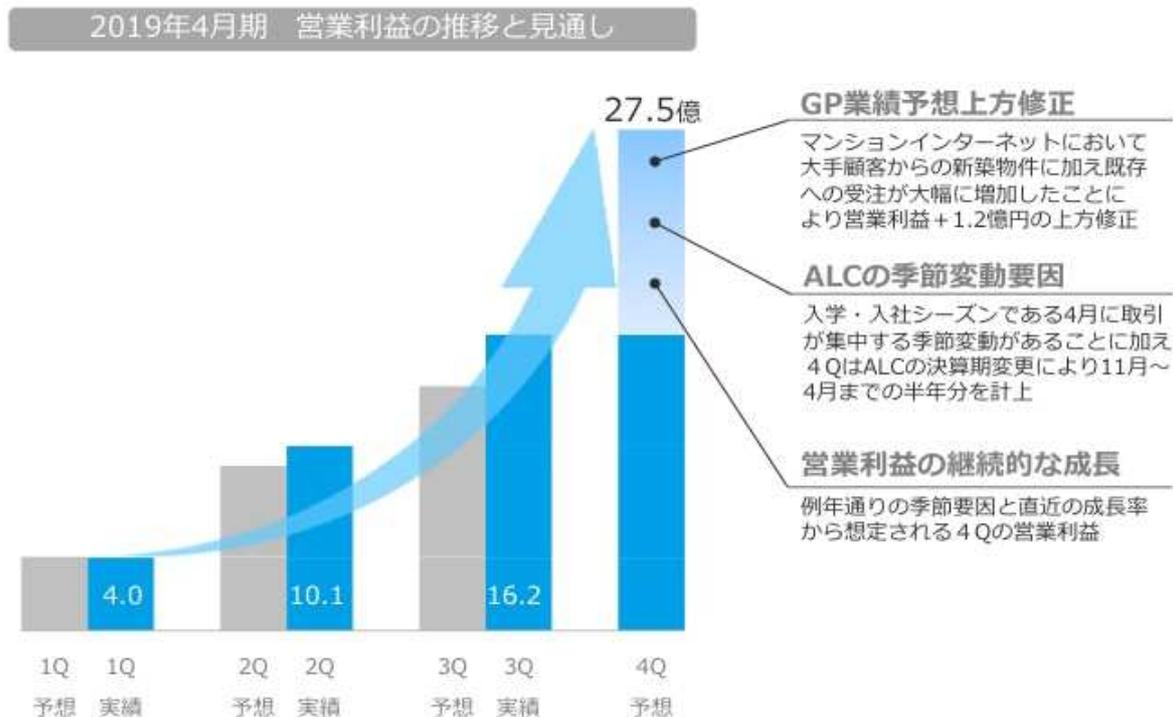


As announced today, Full Speed Group, which is our consolidated subsidiary, announced that its performance has been downwardly revised. However, the FreeBit Consolidated Group's performance forecasts are not affected due to the growth of other businesses, even with this revision at Full Speed. As a result, the Group's performance forecasts for the fiscal year under review are generally very favorable, and, at the same time, we are confident that the outlook for the current period is proceeding steadily.

## 第4四半期に向けた利益増要因



### 下記要因により計画通り通期営業利益27.5億達成を見込む



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I mentioned that the current period's sales profit is progressing as planned. I think that the most important concern for shareholders and investors is whether we will really achieve this in the full fiscal year. I have collated this information on this sheet. The full-year operating income target for the current period is 2.75 billion yen. In Q3 financial results, we need to accumulate about 1.1 billion yen up, and we expect things to progress with no major concerns.

In terms of details, first, Giga Prize Co. Ltd. upwardly revised its earnings forecasts last month, and its earnings were very steady. Let's look at the revision of earnings forecasts for Giga Prize. In terms of absolute amounts, we have contributed significantly to the consolidated group, more than the revision, and we believe that this will make a significant contribution to our results in the current period.

In particular, with regard to Giga Prize, our business results have been growing through transactions with major developers and housing manufacturers. The major housing manufacturers and developers are planning to start and complete a large number of projects toward the end of this fiscal year, in March, and we believe that we will be able to successfully be part of those customers' business plans and achieve our results every year. Therefore, we believe that we will continue to make progress without problems in this period.

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Let's look at the language-education producer called ALC, which has newly joined the Group. This business is based on seasonal factors, with profits skewed very heavily to the season of entering university and entering-companies, March and April. In our fiscal year, March and April are at the end, so this situation will significantly contribute to achieving performance in the current fiscal year.

Due to the very strong performance of other businesses as a whole and the new period starting in March, April, there is a year-end budget, and many customers want to start a new business in the new business fiscal year. Due to this, profits tend to concentrate in Q4. We believe that the accumulation of 1.1 billion yen in operating income in Q4 will continue without any problems. Therefore, I believe that shareholders and investors can relax and watch our business results without anxiety.

## 四半期実績推移



### 売上高は3四半期連続して過去最高の四半期売上高を更新



The graph shows trends in quarterly results. As to the Q3 results, quarter sales reached 12.62 billion yen in Q3, marking the third consecutive quarterly record high.

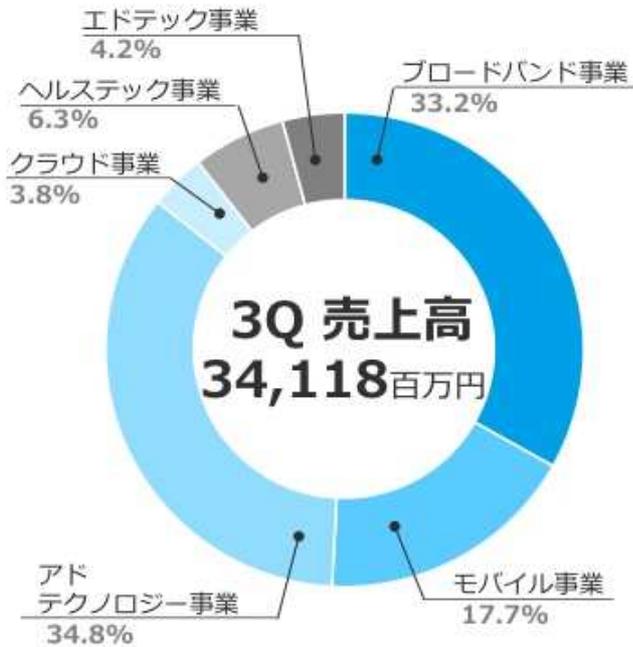
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ブロードバンド事業・ヘルステック事業が増収を牽引



売上高	セグメント損益
<b>ブロードバンド事業</b>	
11,397 百万円 YoY +29.0%	1,174 百万円 YoY △18.5%
<b>モバイル事業</b>	
6,069 百万円 YoY △5.2%	35 百万円 YoY +454百万円
<b>アドテクノロジー事業</b>	
11,968 百万円 YoY +5.0%	829 百万円 YoY △17.9%
<b>クラウド事業</b>	
1,295 百万円 YoY △2.8%	△50 百万円 YoY △47百万円
<b>ヘルステック事業</b>	
2,179 百万円 YoY +107.2%	△93 百万円 YoY +418百万円
<b>エドテック事業</b>	
1,425 百万円	33 百万円

※エドテック事業については、事業開始が当第3四半期のため、前年同期（累計）との比較は省略

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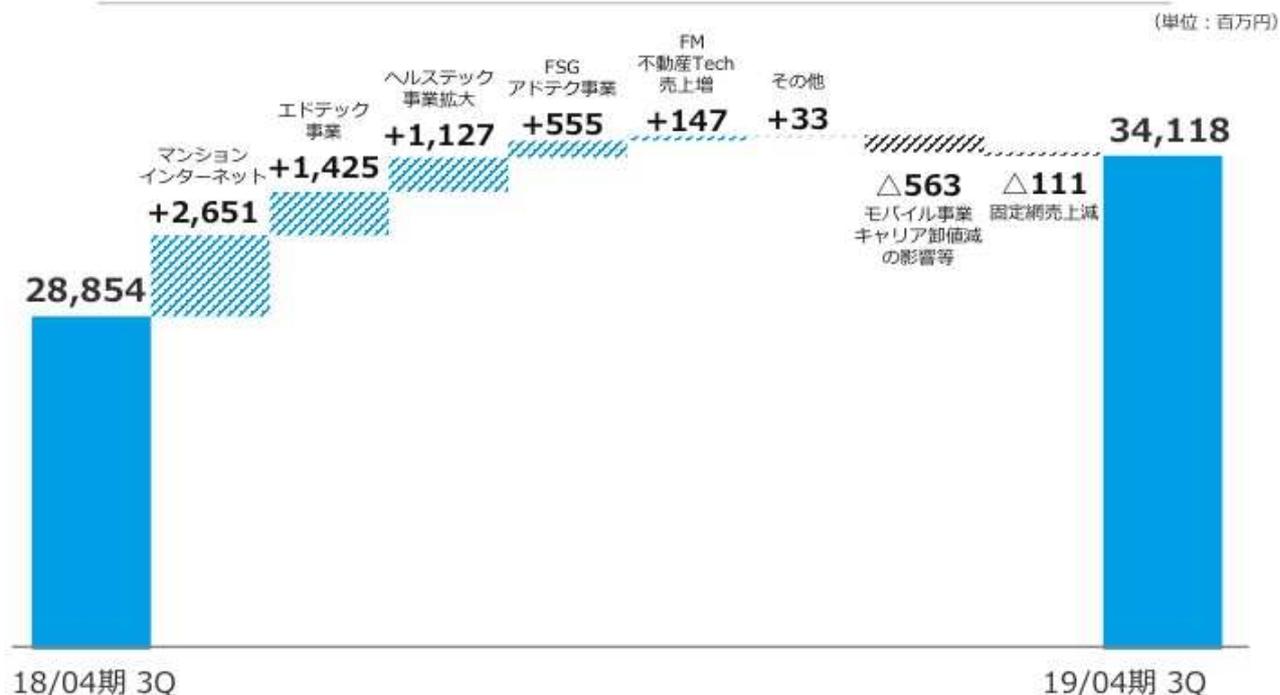
Sales are growing. The broadband business, mobile business, and advertising-technology business account for the largest share. There are two areas that are growing: the health-tech business and the newly added educational-tech business. These two areas are contributing significantly to the record-high net sales.

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マンションインターネット及びヘルステック事業の順調な推移に加え  
エドテック事業開始に伴う売上増により前年同期比18.2%増



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In terms of items when comparing net sales year-on-year, the growth in apartment-building internet, which I have been explaining, is the biggest in absolute terms. The newly added educational-tech business and health-tech business have more than doubled compared to the previous year, and that is the third biggest figure.

Advertising-technology business contributed significantly to sales growth every fiscal year, but in the current fiscal year there were factors that I mentioned later, and there were some areas where the growth rate was slightly lower. However, as this is also seeing a recovery trend, it is expected to contribute until the end of the current period into the next period.

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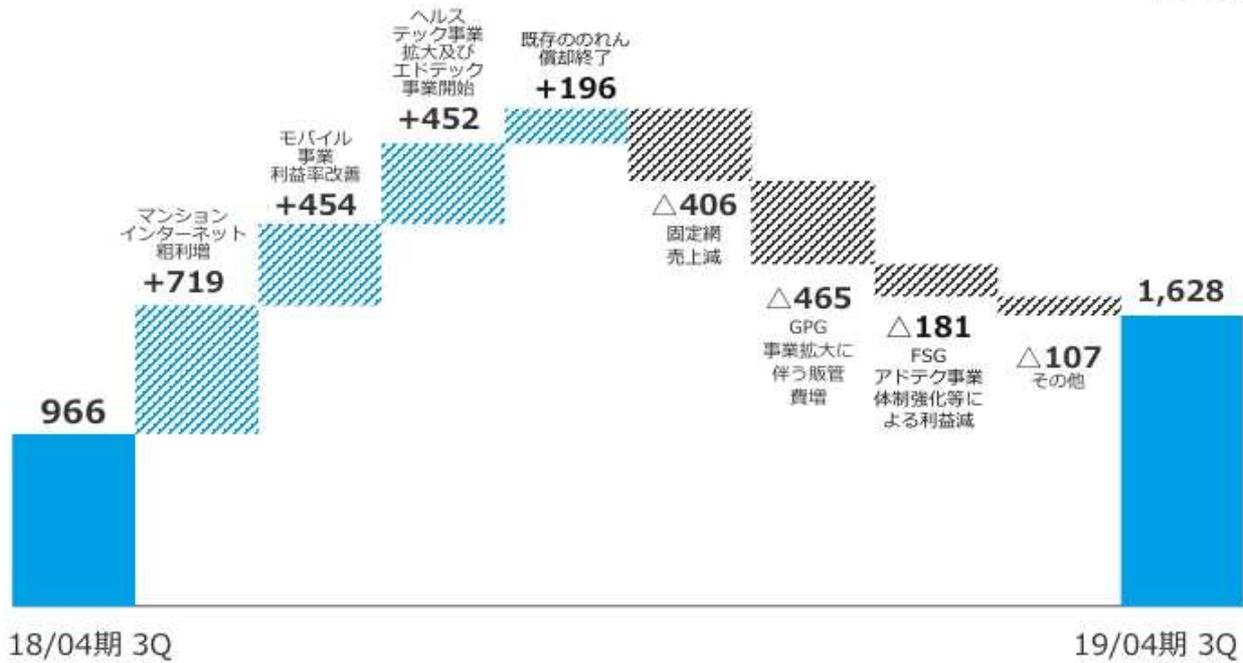
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マンションインターネットの売上増に伴う粗利増及びモバイル事業の利益率改善により前年同期比68.5%増

(単位：百万円)



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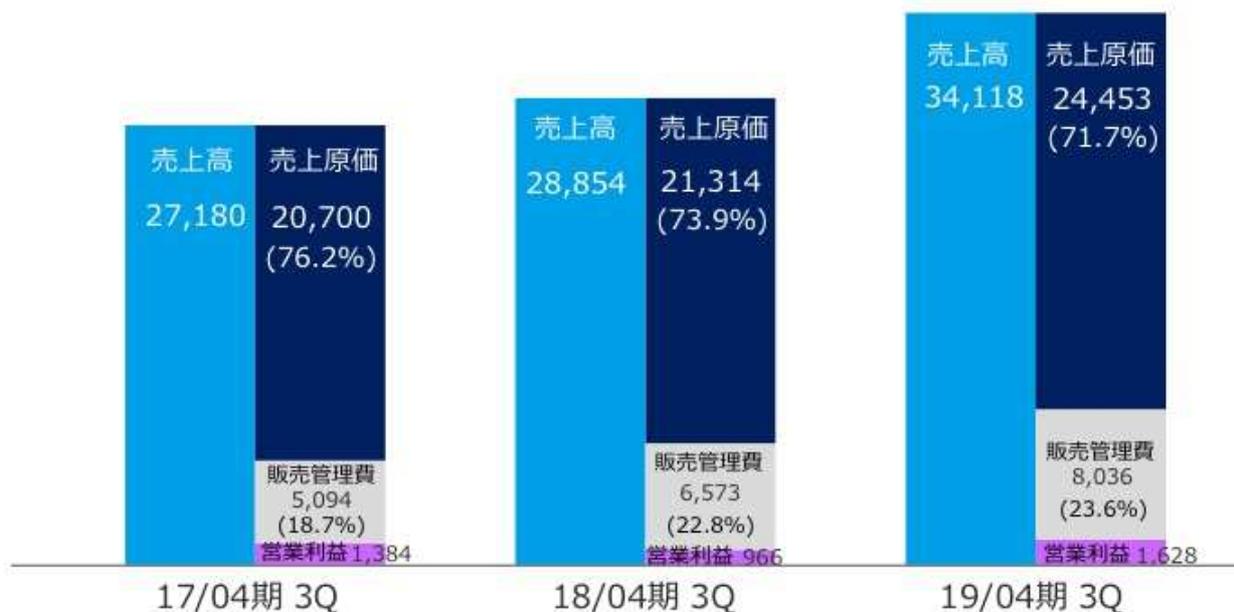
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## 2020年4月期連結営業利益50億を目指し投資を継続中

(単位：百万円)



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The details for operating income are similar to sales described a moment ago. By contrast, mobile business's profitability has improved compared to the previous year, so there has not been sales growth. Improvements in management efficiencies in this business have contributed significantly to operating income.

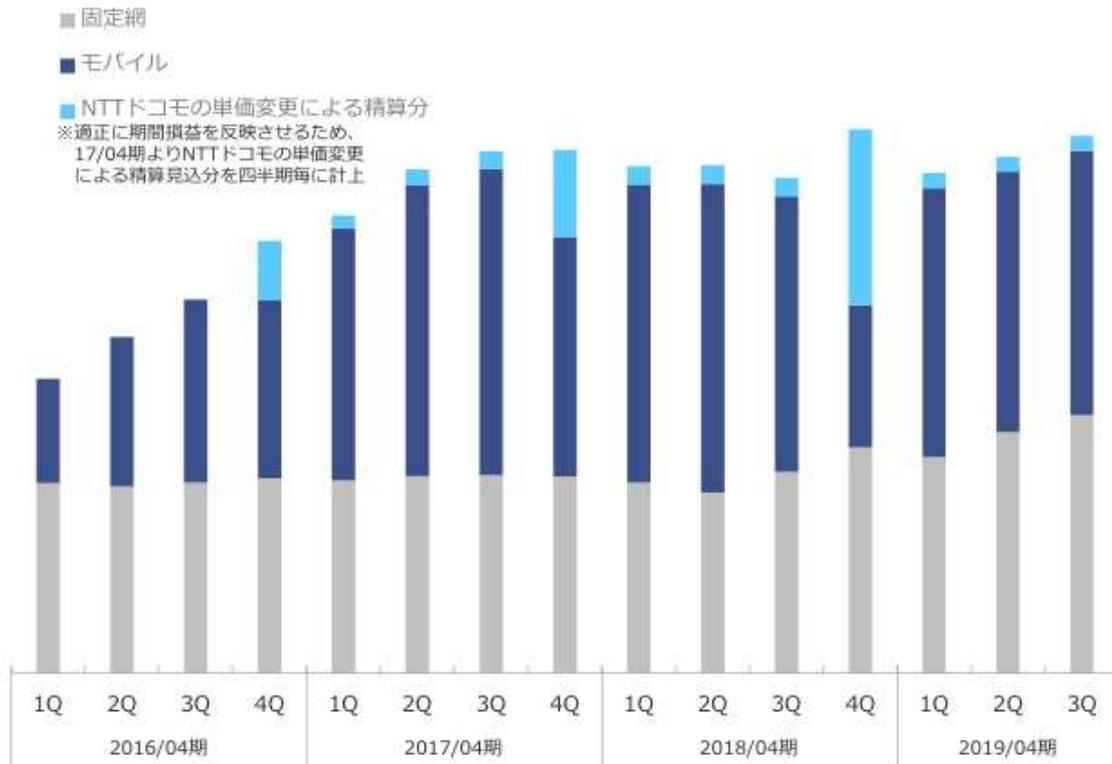
In addition, health-tech and educational-tech business have been newly added, and their presence in the overall business results is growing very strongly.

The result of that is, looking at the graph of net sales, the bars in the graph have grown compared to the previous year. Operating income and absolute amounts also increased significantly from 900 million in the previous fiscal year to 1.6 billion in the current fiscal year.

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Let's look at the trend in network-related expenses. As can be seen from the graph, in this business, mobile and fixed broadband have become more stable and costs are no longer increasing.

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アルクの連結子会社化により販管費が大幅増



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Next, let's look at the trend in selling, general, and administrative expenses. In the current period, ALC Press Inc. is included in consolidated subsidiaries, so those selling, general, and administrative expenses are included. This is the same as the explanation on net sales given a moment ago. Sales for ALC Press Inc. are also included, so from a structural point of view, of course, costs have also increased.

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アルクの連結子会社化により人員数増



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In terms of personnel as well, the personnel at ALC Press Inc. have increased our number of personnel, and, in total, the number of employees is approximately 1,200. In term of existing business other than ALC Press Inc., currently, we're past the phase of greatly increasing the number of personnel, and sales themselves will greatly increase in the future. Personnel expenses will likely level off in the future, because we have established a system from a short while back due to us no longer having to increase the number of personnel by very much.

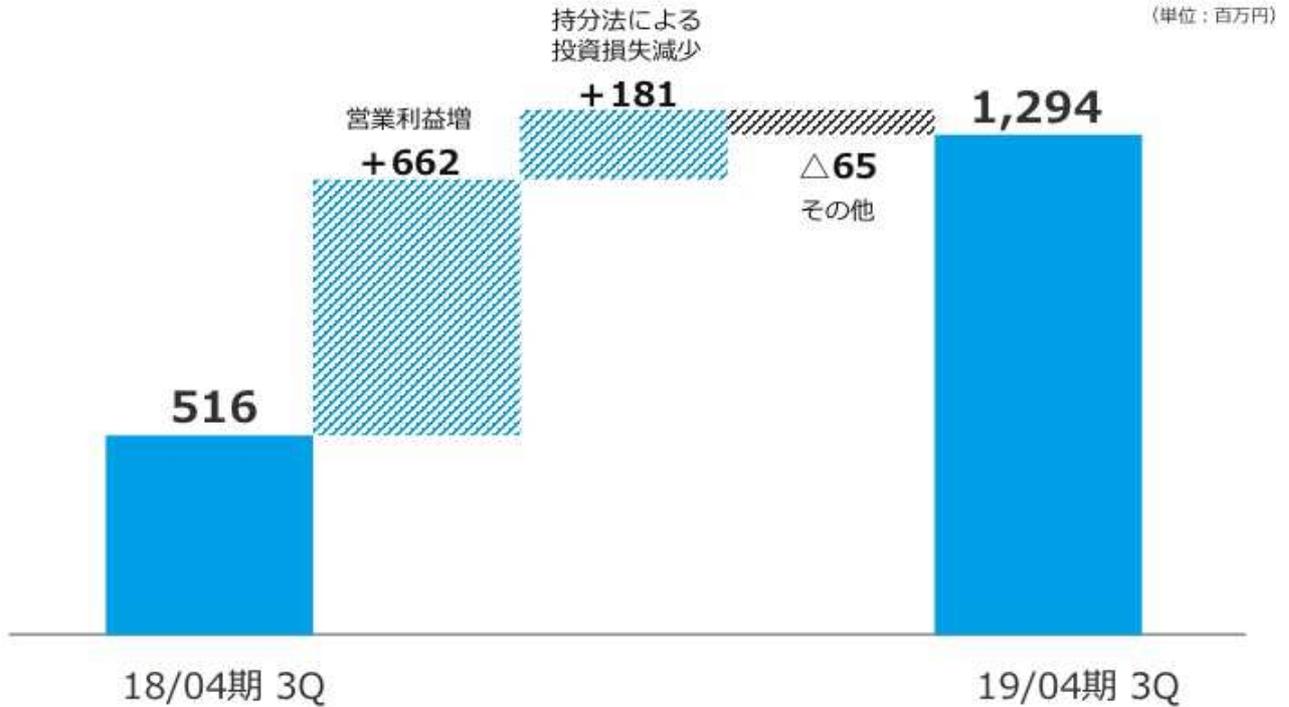
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営業利益増及び持分法による投資損失減少等により前年同期比  
150.7%増



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Let's look at ordinary income. This goes without saying, but operating income has grown considerably, so ordinary income has also been added. The absolute amount of investment loss in affiliates using the equity method is still in the red. The loss decreased by 180 million yen compared to the previous year, which contributed to the increase in profit, and ordinary income was 1.290 billion yen in this period.

Support

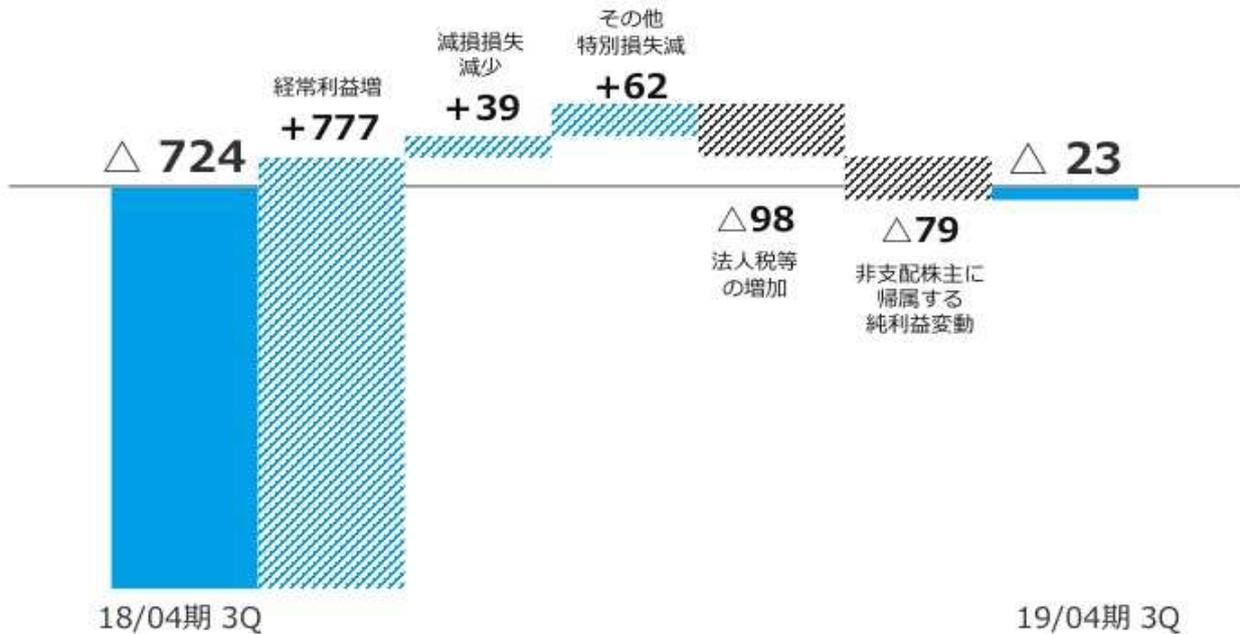
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# 前年同期比差異分析 親会社株主に帰属する四半期純利益

## 経常利益増等により前年同期比701百万円増

(単位：百万円)



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In 3Q, net income was more than 700 million in the red the previous year, and ordinary income for the current period has exceeded that figure. Therefore, in this segment, we have turned this around to be positive. However, taxes and other expenses have been incurred, the result of which is that we are slightly in the red. This will increase due to the accumulation of operating income in Q4, so we will not go into the red throughout the year, so please do not feel any anxiety with respect to this.

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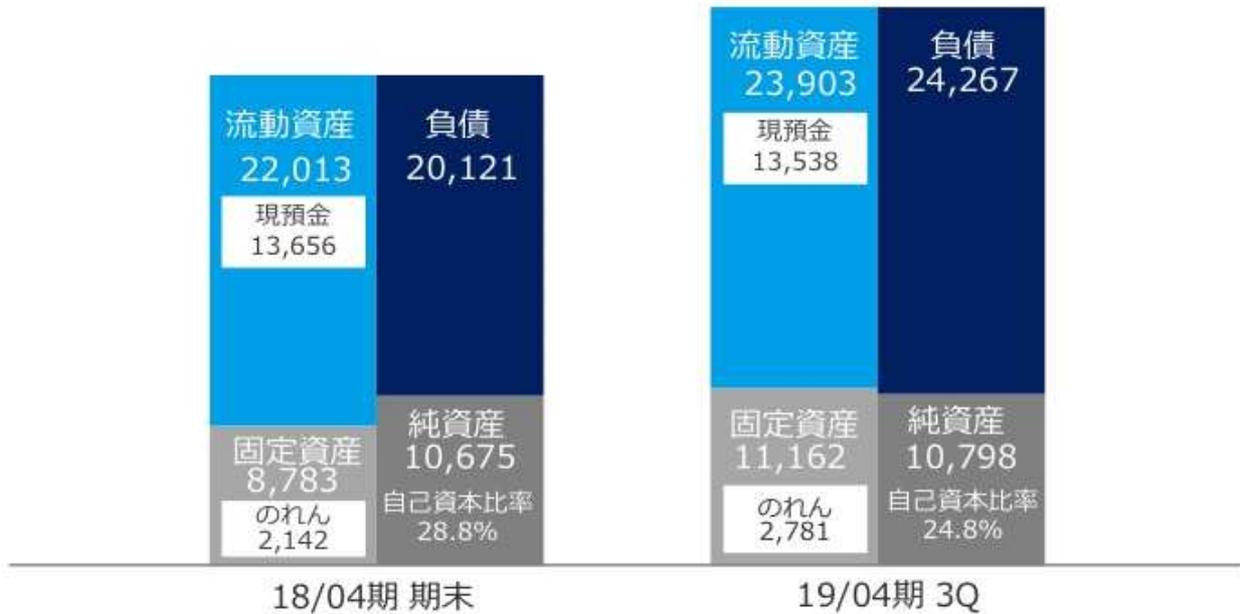
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2Qからアルクを連結したことにより、のれん29.8%増  
純資産1.2%増

(単位：百万円)



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As to the balance sheet, by combining ALC Press Inc., total assets increased. As to goodwill, the acquisition of ALC Press Inc. increased this, and it increased by approximately 600 million yen. Net assets remained largely unchanged.

I have, so far, explained the overall results, and I would now like to explain the segments in a little more detail.

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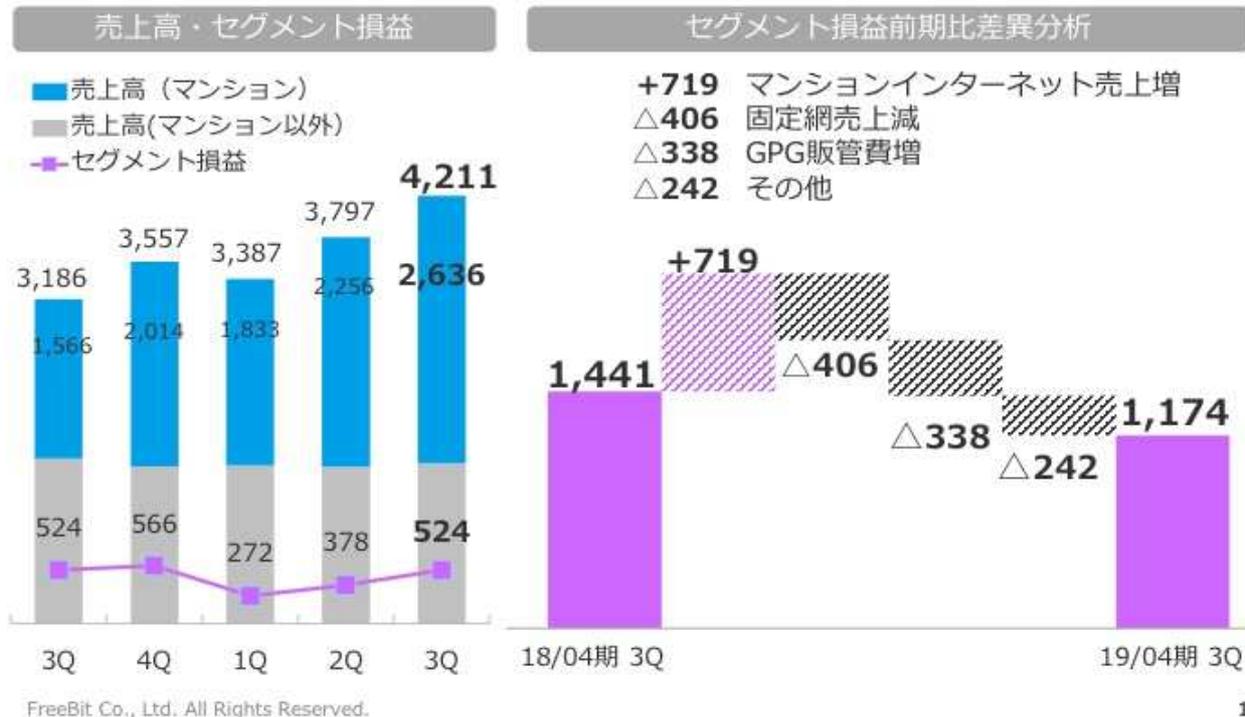
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## 前年同期比 売上高29.0%増、セグメント損益18.5%減

マンションインターネットが順調に推移し増収、固定網の減少等により利益減

(単位：百万円)



First of all, let's look at the progress made in the broadband business. Sales increased by 29% on a year-on-year basis. As to the segment profit and loss, there was a decline of 18%. Gross profit rose as apartment-building internet sales increased, resulting in an additional 700 million yen.

On the other hand, sales of fixed broadband are now declining, and this is directly related to the decline in profits. Nevertheless, apartment-building internet sales have increased by 700 million yen, which covers the majority of that

Furthermore, as to Giga Prize, which is engaged in apartment-building internet, its business is expanding dramatically now. As a result of that, SG&A expenses have increased, due in part to systemic enhancements, compared to the previous year, and overall, there was a profit decrease. However, the trend of increasing apartment-building internet sales will continue, and SG&A expenses will not increase as much as sales. I would like you to understand that sales will grow significantly in the future and segment profits will trend upward.

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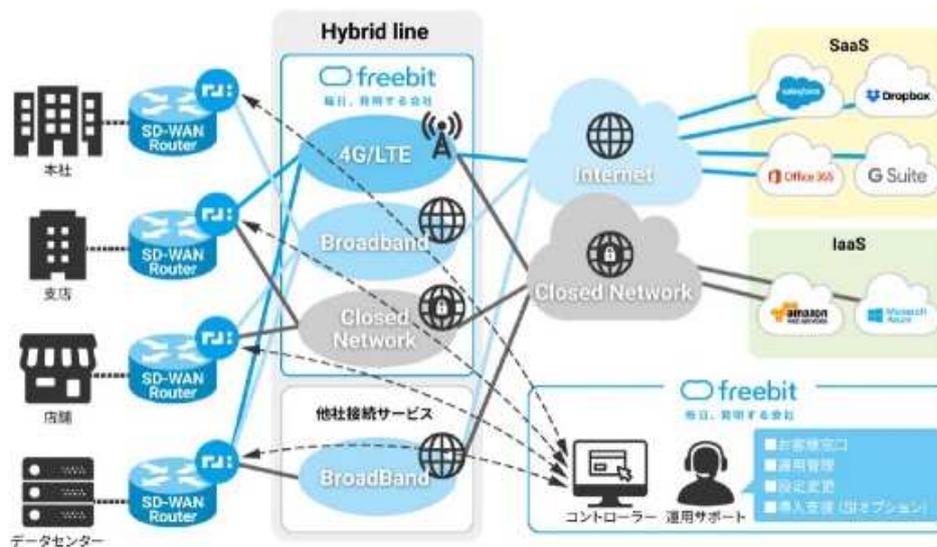
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次世代型WANサービス「M-Plus! SD-WAN」を発表

アプリケーションレベルでのWAN効率化を可能にした次世代型WANサービス「M-Plus! SD-WAN」の提供を開始

サービス概要図



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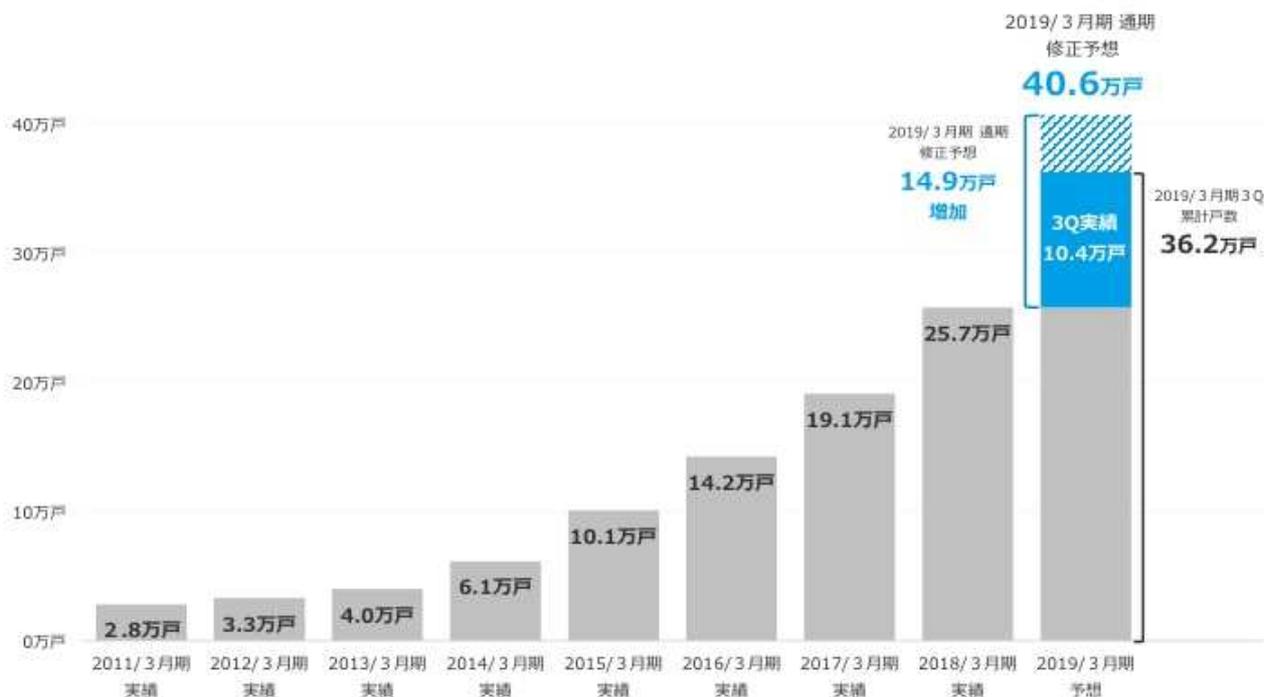
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サービス提供戸数は36.2万戸を突破し、今期修正予想40.6万戸に向けて順調に推移



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In terms of new services, in January we announced a next-generation WAN service as part of our broadband business, and this service is aimed at major corporations. The graph shows that the number of apartment-building internet units offered by broadband business has increased, as I've said several times, not only in terms of sales but also in terms of the number of units sold. The number of households serviced exceeded 360,000 households, and the number of households serviced should exceed 400,000 units in the current period. As a result, the number of households serviced has reached the highest level in the industry.

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## 事業基盤の強化に加え、更なる事業拡大に向けた取り組みを継続

- **12月12日プレスリリース:ギガプライズ、社宅管理代行業を開始**  
 社宅管理代行業に参入し、イオンモール株式会社の社宅代行業を開始。  
 初年度は約1,200件の代行業務を取り扱い、業務拡大を目指す
- **1月31日プレスリリース:ギガネット for イオンハウジング サービス開始**  
 (株)フォーメンバースが行うイオンハウジング事業向けの集合住宅向けISP  
 サービス「ギガネット for イオンハウジング」を2019年3月1日より開始

### ■ 「ギガネット for イオンハウジング」提供イメージ



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As to Giga Prize, which is included in the broadband business, we have released a number of services in related businesses, and we are engaged in various initiatives with AEON. We have announced that we will engage in the business of the AEON company housing agency; that we will continue to increase the network services of AEON housing's affiliated stores, together with AEON; and that we will start providing Giga Prize apartment-building internet for those network services. That's a summary of the broadband business.

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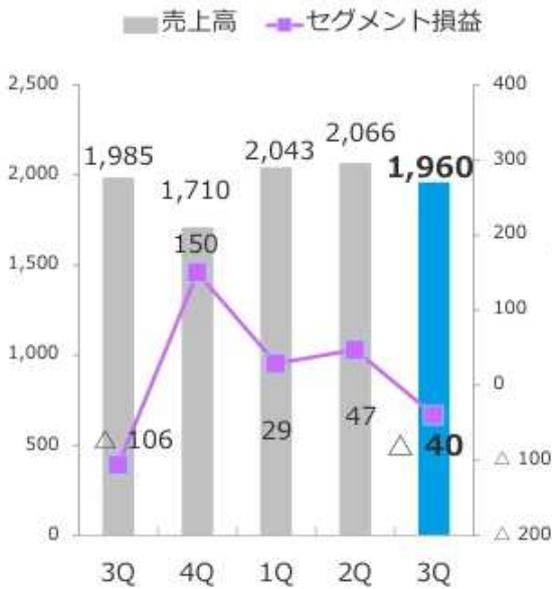
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MVNEサービス利益増やDTIの販促費抑制等により、前年同期比セグメント損益+454百万円を達成

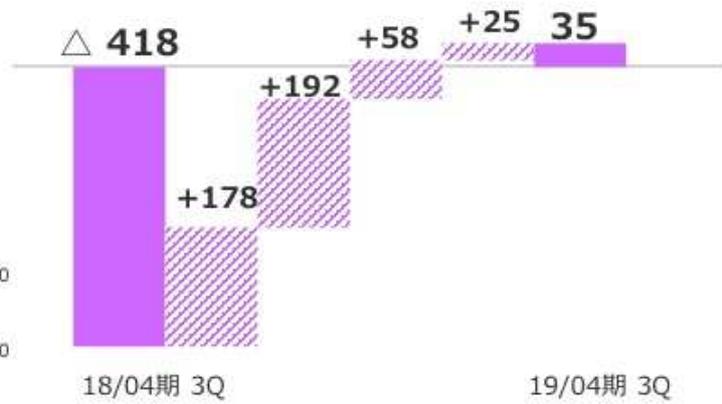
(単位：百万円)

売上高・セグメント損益



セグメント損益前期比差異分析

- +178 MVNEサービス利益増
- +192 DTI販促費抑制等による利益増
- +58 FB配賦額減少による利益増
- +25 その他



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- 5.93"
- 32 GB
- 12 MP
- 4,000mAh
- 1.8 GHZ OCTACORE
- Face Lock
- Fingerprint Lock
- Location
- Global
- Printer
- Family

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Next, let's look at the mobile business. Despite the fact that sales have declined slightly, even on a year-on-year basis, we have worked to improve profitability, resulting in an increase of 450 million from the previous year. The business of Tone Mobile, an affiliate accounted for by the equity method, has also progressed, and, on March 1, it announced a new handset, which is now on the market.

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## 前年同期比 売上高5.0%増、セグメント損益17.9%減

インキュベーション(新規事業・M&A)関連の体制強化により販管費増

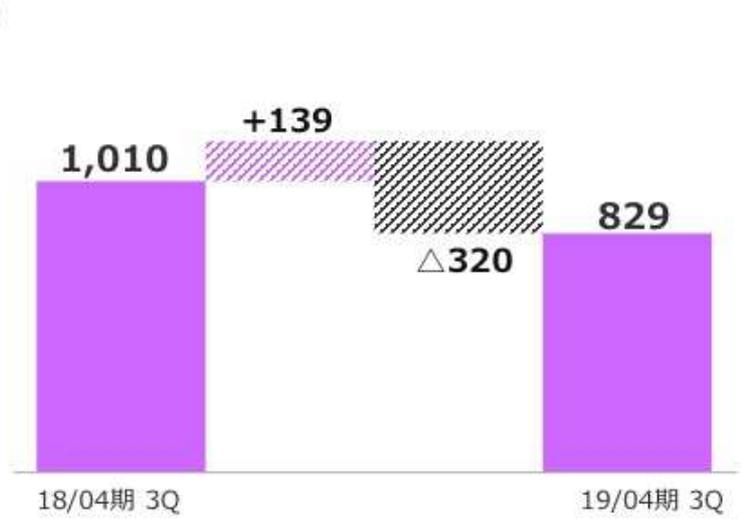
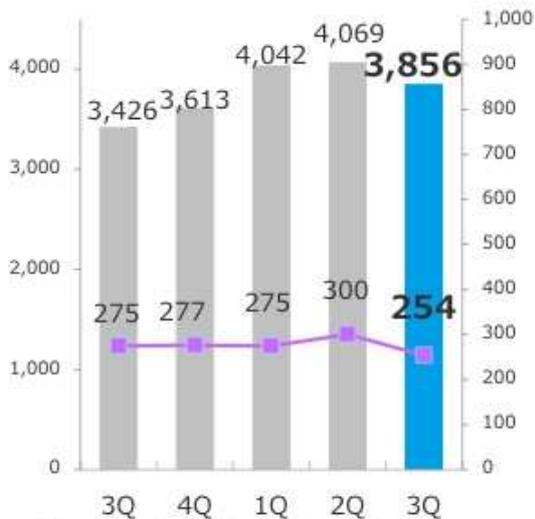
(単位：百万円)

### 売上高・セグメント損益

### セグメント損益前期比差異分析

■売上高 ■セグメント損益

+139 FSG売上増加に伴う粗利増  
 △320 FSG体制強化に伴う販管費増等



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3月8日開示：通期業績予想の修正に関するお知らせ



**Point 1 売上高**  
アドテクノロジー事業における、検索アルゴリズム及びITPの影響等の市場環境の変化が想定より大きく、平成30年6月8日公表済みの連結業績予想値を下回る見込み

**Point 2 営業利益/純利益**  
海外展開及びメディアを含む新規事業等のインキュベーション領域への先行投資等による人材関連費等の増加及びアドテクノロジー事業に関する減損損失の反映により、連結業績予想値を下回る見込み

ITP : Intelligent Tracking Prevention

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Next, let's look at the advertising-technology business. There has been a 5% year-on-year increase in sales. Up until now, the growth rate was slightly higher, but in the current quarter, sales growth has somewhat stopped. We will restrict third party's cookie, iOS ITP, which we have seen since last year. Therefore, the Internet advertising industry as a whole has somewhat stopped growing, and there are some areas that are being affected by this, and, since last year, there have been a large ranking change for Google's search engine, and we are responding to this change. In the short term, there are some things that have led to a decline in the sales growth rate, and this quarter's sales have fallen compared to the previous quarter. In terms of the year-on-year basis, the increase was limited.

However, while changes in Google search rankings are constantly occurring, our response to these changes in our sales activities have advanced, and our business performance has greatly improved. In terms of segment profit/loss, there were some areas in which expenses, such as the launch of new businesses, were largely incurred in the current period. However, as these expenses have come to a halt, the situation is that they will become a positive factor for Q4 and in the next fiscal year.

As I mentioned at the beginning of this presentation, we have downwardly revised our Full Speed consolidated financial statements. Regarding the decline in net sales being less than that anticipated, due to the change in search engine ranking, which I mentioned a moment ago, and the impact of the iOS ITP, net sales were lower than the forecast. Operating income and net income were also affected by these developments, and the portion of upfront investments was carried out in line with our plans. As a result, we believe that these will lead to a revision to our forecasts.

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However, as we have recently recovered, we are not concerned about the situation for the next period, and even though we have revised our forecasts downward, our absolute amount of profits has been extremely high within the Group, and we will continue to work hard to expand our advertising-technology business. That's a summary of the ad-tech business.

## アドテクノロジー事業進捗



### アジアNo.1のASPへ

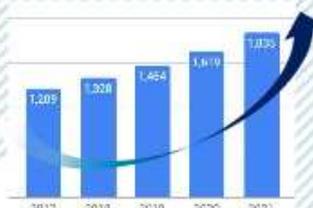
アフィリエイト・プラットフォーム事業が順調に推移  
成長著しいアジアインターネット広告市場をターゲット



台湾

2017年 約1,209億円

2021年 約1,835億円



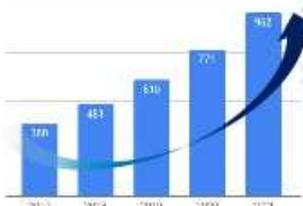
その他エリア  
近々展開予定



マレーシア

2017年 約308億円

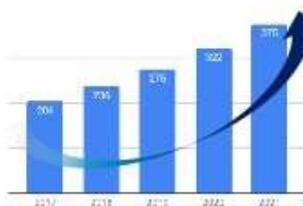
2021年 約962億円



シンガポール

2017年 約204億円

2021年 約375億円



出典：www.statista.comよりフルスピード調べ。2019年のインターネット広告市場規模：1ドル111.37円（2019年2月末時点終値）

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In terms of individual initiatives, FORIT, an affiliate provider company in the Group, has continued to expand into Asian markets. The size of the Asian internet advertising market is still different in size from that of Japan, the U.S., and China, so the scale of the markets is not large. However, the market is growing at a considerable rate, and we are entering the markets at an early stage of growth. In this way, we are working to increase our share of Asian platforms in affiliate business.

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クライアントの状況に応じてコンサルティングをし、「Googleしごと検索」への最適化から、求職者の応募者数増加、企業イメージ向上までの施策を実施

**Indeed運用コンサルティングサービス**

Indeedを活用した採用活動のための広告運用と、求人ページならびに求人票の作成・更新業務などをワンストップで提供する「Indeedコンサルティングサービス」を開始

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As for Full Speed alone, there is currently a shortage of human resources in Japanese companies across almost all industries. In particular, the feeling of labor shortages among medium-sized companies, which are clients of Full Speed, is even larger than that of large companies, so there are search-engine-optimization services for recruiting human resources. Google has started a new service called Google Job Search. There are SEO services and advertisements by the recruiter indeed. Optimization in the search engine will be necessary, so we are consulting about and selling that.

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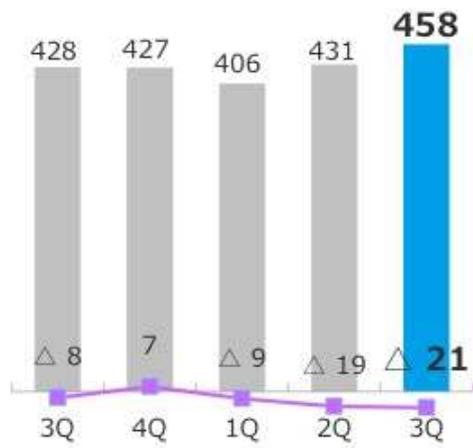
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レガシーサービス縮小に伴い減益

(単位：百万円)

売上高・セグメント損益

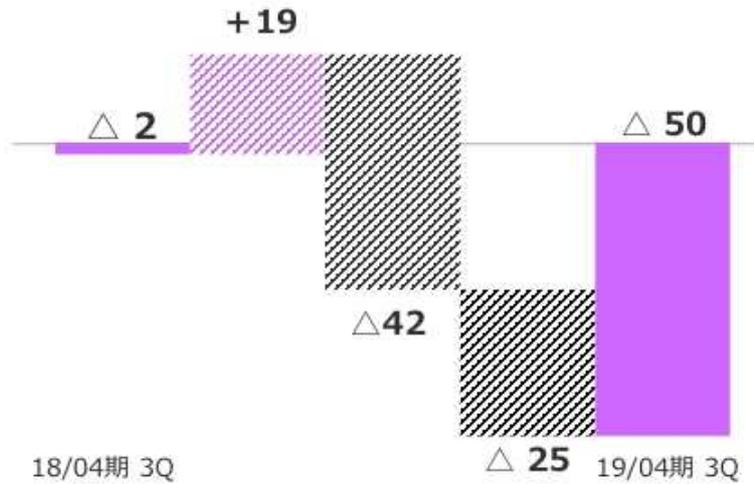
■ 売上高 ▲ セグメント損益



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セグメント損益前期比差異分析

- +19 FBコスト改善等による利益増
- △42 レガシーサービス縮小に伴う利益減
- △25 その他



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I've spoken so far about advertising-tech, and, next, I will talk about the cloud business. Legacy services are currently shrinking, and this has continued quietly for many years. There have been some fluctuations in periods depending on how profit and loss is handled. However, the business size itself is not very large, and the impact on the whole is negligible.

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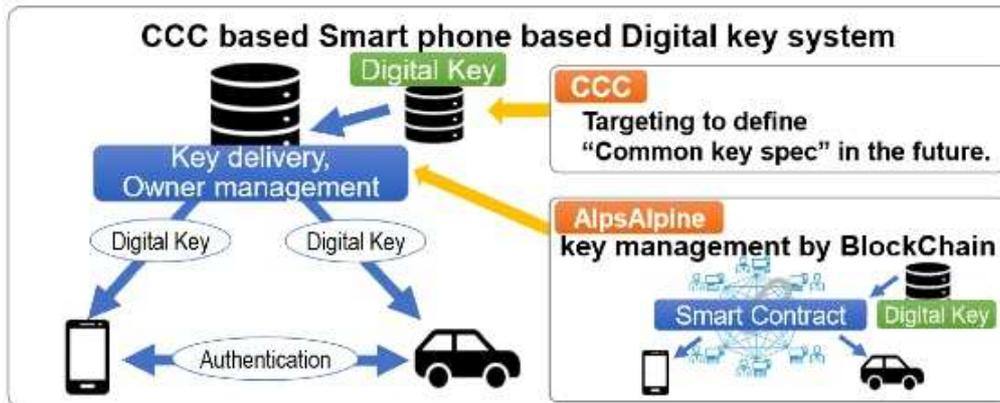


ブロックチェーンを活用し、車業界の「安心安全&デジタル化」を推進

- 1月8日プレスリリース:ブロックチェーン技術を活用した「デジタルキー」  
基礎技術をアルパイン※と共同開発  
※ (現: アルプスアルパイン株式会社)



CES2019のアルプスアルパインブースで公開された概要図



CCC : Car Connectivity Consortium

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Nevertheless, new initiatives are emerging in the cloud business. Alpine is now called AlpsAlpine. We are currently working with AlpsAlpine to develop a digital key that utilizes block chain technology, and if we can convert it into a suitable commercial service in the future, it will become an extremely large business. This is a new initiative. That's a summary of the cloud business.

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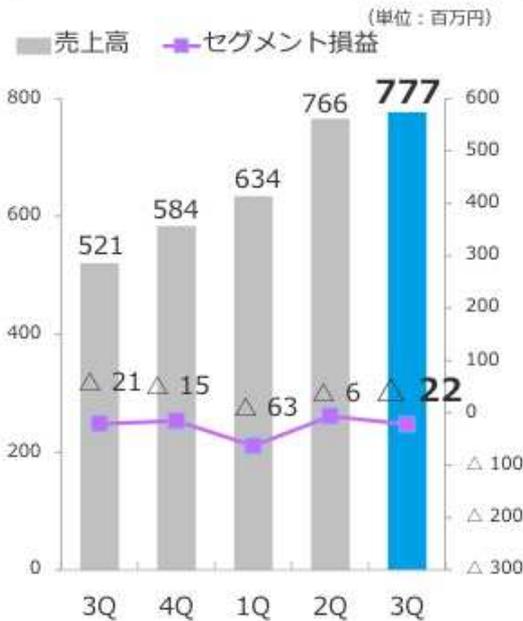


FBEPHの成長により売上高は前年同期比107.2%増を達成

より一層の事業拡大を目指し、戦略的投資を継続

(単位：百万円)

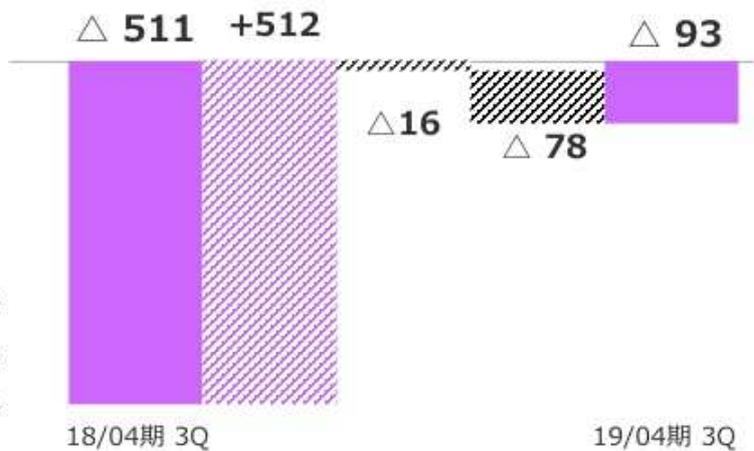
売上高・セグメント損益



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セグメント損益前期比差異分析

- +512 FBEPH売上増加等に伴う粗利増
- △16 FBEPH体制強化に伴う販管費増等
- △78 その他



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Next, let's look at the health-tech business. For FreeBit EPARK Health Care, which is a consolidated subsidiary, its business is growing extremely rapidly, and its net sales grew by 107% year-on-year.

In terms of income, the previous fiscal year was in the red, so, in the current period, in terms of FreeBit EPARK Health Care, we have almost returned things around to be in the black. There is also other health-tech business that is being brought about due to upfront investment, so, overall, segment profit/loss is still in the red stage, but business growth is likely to contribute to profits in the future.

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月間薬局予約件数は順調に推移

**EPARK** くすりの窓口 薬局 & ドラッグストア検索・予約サイト

くすりの窓口コンテンツ

処方箋  
ネット受付



おくすり  
宅配予約



くすりの窓口  
クーポン



ジェネリック  
検索



**Pharmacy Support** くすりの窓口 ファーマシーサポートの6つの機能

予約管理



お薬手帳管理



顧客管理



決済機能



経営支援



みんなの  
お薬箱



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Looking at another topic of conversation on progress in the health-tech business, we have FreeBit EPARK Health Care. Dispensing pharmacies and drug stores are customers of this, and the number of bookings based on these numbers is increasing every month, as shown in the graph.

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**SCRIPTS**  
Asia's Meetings, Globally

EPARKお薬手帳は累計ダウンロード数51万件を突破



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Electric drug history handbook. We are offering a drug-history handbook that can be used as an app. The cumulative number of downloads is over 500,000, and it is possible that this app will spread throughout the entire population. Although it is still likely to grow, it has become a market share that is attracting attention in the industry.

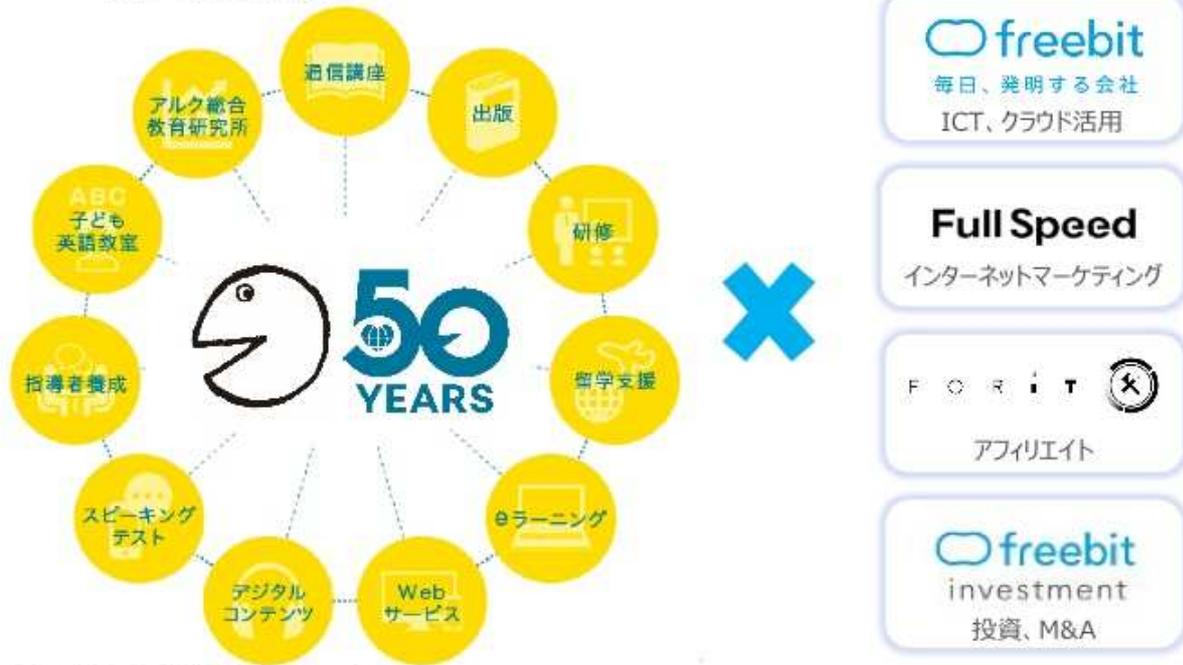
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新報告セグメント「エドテック事業」を開始

今年創立50周年を迎えるアルクは、個人をはじめ企業や教育機関、自治体、語学指導者等に向けて多彩なサービスを展開。グループシナジーにより、更なる事業規模の拡大を目指す



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Next, let's look at the educational-tech business. This business segment will be led by ALC, which we acquired last year. As this year marks the 50th anniversary of ALC, it is a long-established content provider in language education in Japan. ALC itself is a company with various customers, such as individuals, educational institutions such as high schools or universities, companies that have English-language training, and local governments.

Its name recognition is extremely well established. The content itself has built up over a 50-year period, and ALC has its own method of educating. ALC is a highly reliable company. IT adoption has not progressed much in the industry, and we are determined to continue to launch new services in the future, such as services that will further increase the results of learners through IT technology in our group. The group intends to further leverage the content, methods, and credibility of ALC.

I'm talking about the near future and the next period onwards. In the current fiscal year, in March and April, sales and operating income will greatly increase for ALC Press Inc. The FreeBit Group will receive a significant contribution to earnings and sales in a timely manner for the consolidated fiscal year of the Group. In the educational-tech business, we will be able to, for the first time, start properly recording profits from the start of the project. In the future as well, we expect this business to be highly compatible with IT and grow.

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ブロードバンド事業	<p>マンションインターネットの提供戸数増加と更なる売上拡大</p> <ul style="list-style-type: none"> <li>・提供戸数、売上ともに順調に拡大</li> </ul> <p>個人向けサービスのユーザー数拡大施策による売上・利益の拡大</p> <ul style="list-style-type: none"> <li>・IPoE方式によるIPv6インターネット接続サービス「IPv6(IPoE)接続サービス」を促進</li> </ul>
モバイル事業	<p>MVNEの推進とシェア拡大</p> <ul style="list-style-type: none"> <li>・トーンモバイル新端末「TONE e19」を開発。3月1日より販売開始</li> </ul>
アドテクノロジー事業	<p>アフィリエイト・プラットフォーム事業「afb」の海外展開を強化</p> <ul style="list-style-type: none"> <li>・成長著しいアジアインターネット広告市場をターゲットに、台湾、マレーシア及びシンガポールで展開</li> </ul> <p>今後の拡大を見据え、有望市場において新事業を展開</p> <ul style="list-style-type: none"> <li>・Webを活用した採用活動全般に関する支援サービスの提供を開始</li> </ul>
クラウド事業	<p>新サービスの事業化に向けて、基礎技術を開発</p> <ul style="list-style-type: none"> <li>・アルプスアルパイン社とブロックチェーン技術を活用した「デジタルキー」の基礎技術を共同開発</li> </ul>
ヘルステック事業	<p>ヘルステック事業の黒字化に向けてサービスを拡大</p> <ul style="list-style-type: none"> <li>・EPARKお薬手帳のダウンロード数は前年同期比2倍強と大幅に増加</li> </ul>
エドテック事業	<p>エドテック事業開始</p> <ul style="list-style-type: none"> <li>・グループシナジー創出に向けた検討</li> </ul>

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I have so far spoken about this period. In the remaining period, in terms of areas in which we will focus our efforts, as is shown in the material and as I have just mentioned, apartment-building internet in the broadband business will grow more and more, so the key point for us is that we complete construction speedily so that our customers are satisfied.

In the mobile business, the industry has stabilized considerably compared to a while back, and we are working on various initiatives, including new Tone Mobile handsets, to generate profits.

As to the advertising-technology business, we have seen a number of Google issues recently. These issues are now being overcome, and we are at the stage of further improving our business results for the current and next fiscal years and beyond by strengthening our affiliate business development and reviewing the profitability of the business as a whole.

With regard to the cloud business, blockchain services with Alpine are the most recent topics of conversation, so we will tailor these services with an eye on the future.

In the health-tech business, the FreeBit EPARK Health Care is at a stage in which its business is growing very rapidly, so we are expanding the market share more and more.

As I mentioned earlier, we are preparing for significant growth in educational-tech business from the next fiscal year onwards, and we are now focusing on this area in the future.

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計画通り進捗



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The rate of progress is shown by the figures in the table. Dividing by one-quarter is not equal. However, we believe that the business structure is in place to significantly increase sales and profits in Q4, so we see that there is extremely steady progress. We ask shareholders and investors as well to be conscious of this trend.

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フリービットグループ 2020年4月期業績目標  
 連結売上高**500億円**・連結営業利益**50億円**企業を目指す



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Amid this favorable trend, our midterm management plan is progressing well, with the aim of being a company with consolidated net sales of 50 billion and consolidated operating income of 5 billion for the next fiscal year. As we are nearly on track to reach our goals in the fiscal year ending April 2019, we intend to continue working as one to reach our goals of 50 billion in net sales and 5 billion in operating income from the next fiscal year onwards.

And that concludes my explanation of the current fiscal year's results. I ask you for your continued support.

[END]

**Document Notes**

1. Portions of the document where the audio is unclear are marked as follows: [Inaudible].
2. This document has been translated by SCRIPTS Asia

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