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Quarterly trends and results

Earnings (cumulative)		FY04/24				FY04/25				FY04/25	
(JPYmn)		Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	% of Est.	Company forecast
Revenue		14,040	27,073	39,992	53,038	13,291	26,623	40,551		75.1%	54,000
	YoY	26.0%	19.9%	16.9%	13.4%	-5.3%	-1.7%	1.4%			1.8%
Cost of revenue		9,916	19,281	28,337	37,651	9,342	18,818	28,726			
	YoY	25.5%	20.4%	17.0%	12.6%	-5.8%	-2.4%	1.4%			
	Cost ratio	70.6%	71.2%	70.9%	71.0%	70.3%	70.7%	70.8%			
Gross profit		4,124	7,792	11,655	15,386	3,949	7,805	11,825			
	YoY	27.3%	18.7%	16.5%	15.5%	-4.2%	0.2%	1.5%			
	Gross profit margin	29.4%	28.8%	29.1%	29.0%	29.7%	29.3%	29.2%			
SG&A expenses		2,460	4,721	6,985	9,499	2,486	4,780	7,134			
	YoY	3.6%	2.6%	2.2%	1.9%	1.1%	1.3%	2.1%			
	SG&A-to-sales ratio	17.5%	17.4%	17.5%	17.9%	18.7%	18.0%	17.6%			
OP		1,665	3,072	4,670	5,888	1,463	3,025	4,690		82.3%	5,700
	YoY	92.5%	56.5%	47.4%	46.9%	-12.1%	-1.5%	0.4%			-3.2%
	OPM	11.9%	11.3%	11.7%	11.1%	11.0%	11.4%	11.6%			10.6%
Recurring profit		1,624	3,014	4,592	5,756	1,451	3,077	4,639		92.8%	5,000
	YoY	110.0%	67.0%	54.9%	55.3%	-10.6%	2.1%	1.0%			-13.1%
	Recurring profit margin	11.6%	11.1%	11.5%	10.9%	10.9%	11.6%	11.4%			9.3%
Net income		863	1,981	2,869	3,566	814	1,768	2,528		101.1%	2,500
	YoY	182.5%	134.8%	73.2%	99.0%	-5.7%	-10.7%	-11.9%			-29.9%
	Net margin	6.2%	7.3%	7.2%	6.7%	6.1%	6.6%	6.2%			4.6%
Quarterly		FY04/24				FY04/25					
(JPYmn)		Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4		
Revenue		14,040	13,033	12,919	13,045	13,291	13,332	13,928			
	YoY	26.0%	13.9%	11.0%	3.9%	-5.3%	2.3%	7.8%			
Cost of revenue		9,916	9,365	9,057	9,314	9,342	9,476	9,908			
	YoY	25.5%	15.4%	10.5%	0.9%	-5.8%	1.2%	9.4%			
	Cost ratio	70.6%	71.9%	70.1%	71.4%	70.3%	71.1%	71.1%			
Gross profit		4,124	3,668	3,862	3,732	3,949	3,856	4,020			
	YoY	27.3%	10.4%	12.3%	12.2%	-4.2%	5.1%	4.1%			
	Gross profit margin	29.4%	28.1%	29.9%	28.6%	29.7%	28.9%	28.9%			
SG&A expenses		2,460	2,261	2,264	2,514	2,486	2,294	2,354			
	YoY	3.6%	1.6%	1.3%	1.2%	1.1%	1.4%	4.0%			
	SG&A-to-sales ratio	17.5%	17.3%	17.5%	19.3%	18.7%	17.2%	16.9%			
OP		1,665	1,407	1,599	1,217	1,463	1,562	1,665			
	YoY	92.5%	28.2%	32.6%	45.0%	-12.1%	11.0%	4.2%			
	OPM	11.9%	10.8%	12.4%	9.3%	11.0%	11.7%	12.0%			
Recurring profit		1,624	1,390	1,578	1,164	1,451	1,625	1,562			
	YoY	110.0%	34.8%	36.2%	-	-10.6%	16.9%	-1.0%			
	Recurring profit margin	11.6%	10.7%	12.2%	8.9%	10.9%	12.2%	11.2%			
Net income		863	1,117	888	697	814	954	759			
	YoY	182.5%	107.7%	9.2%	-	-5.7%	-14.6%	-14.5%			
	Net margin	6.2%	8.6%	6.9%	5.3%	6.1%	7.2%	5.5%			

Source: Shared Research based on company materials

Notes: Figures may differ from company materials due to differences in rounding methods.

Earnings trends by segment

Earnings (cumulative)		FY04/24				FY04/25				FY04/25	
(JPYmn)		Q1	Q1-Q2	Q1-Q3	Q1-Q4	Q1	Q1-Q2	Q1-Q3	Q1-Q4	% of Est.	Company forecast
Revenue		14,040	27,073	39,992	53,038	13,291	26,623	40,551		75.1%	54,000
	YoY	26.0%	19.9%	16.9%	13.4%	-5.3%	-1.7%	1.4%			
5G Infrastructure Support		2,428	4,924	7,425	9,932	2,547	5,166	7,839			
	YoY	4.3%	4.1%	4.4%	4.7%	4.9%	4.9%	5.6%			
	% of revenue	16.5%	17.4%	17.7%	17.8%	18.3%	18.5%	18.5%			
5G Lifestyle Support		7,600	13,655	19,904	26,612	6,214	12,619	19,177			
	YoY	38.8%	22.4%	18.7%	14.4%	-18.2%	-7.6%	-3.7%			
	% of revenue	51.7%	48.1%	47.4%	47.7%	44.6%	45.3%	45.2%			
Enterprise/Creator 5G DX SupportDX Support		4,688	9,799	14,655	19,278	5,162	10,076	15,375			
	YoY	15.6%	21.3%	18.0%	14.4%	10.6%	2.8%	4.9%			
	% of revenue	31.8%	34.5%	34.9%	34.5%	37.1%	36.2%	36.3%			
Other		-	-	-	-	-	-	-			
	YoY	-	-	-	-	-	-	-			
	% of revenue	-	-	-	-	-	-	-			
Adjustments		-656	-1,305	-1,991	-2,785	-632	-1,238	-1,839			
OP		1,665	3,072	4,670	5,888	1,463	3,025	4,690		82.3%	5,700
	YoY	92.5%	56.5%	47.4%	46.9%	-12.1%	-1.5%	0.4%			
	OPM	11.9%	11.3%	11.7%	11.1%	11.0%	11.4%	11.6%			
5G Infrastructure Support		463	949	1,421	1,506	325	689	1,056			
	YoY	17.7%	29.4%	22.4%	9.3%	-29.7%	-27.4%	-25.7%			

OPM	19.1%	19.3%	19.1%	15.2%	12.8%	13.3%	13.5%						
				% of OP		27.8%	30.9%	30.4%	25.5%	22.2%	22.8%	22.5%	
5G Lifestyle Support						1,009	1,702	2,496	3,319	769	1,638	2,671	
				YoY		167.5%	73.6%	62.6%	62.8%	-23.7%	-3.7%	7.0%	
				OPM		13.3%	12.5%	12.5%	12.5%	12.4%	13.0%	13.9%	
				% of OP		60.6%	55.4%	53.4%	56.2%	52.6%	54.1%	57.0%	
Enterprise/Creator 5G DX SupportDX Support						199	431	771	1,104	373	709	976	
				YoY		106.3%	68.7%	60.1%	82.7%	87.7%	64.5%	26.6%	
				OPM		4.3%	4.4%	5.3%	5.7%	7.2%	7.0%	6.4%	
				% of OP		11.9%	14.0%	16.5%	18.7%	25.5%	23.4%	20.8%	
Other						-5	-11	-16	-21	-5	-11	-16	
				YoY		-	-	-	-	-	-	-	
				OPM		-	-	-	-	-	-	-	
				% of OP		-0.3%	-0.3%	-0.3%	-0.4%	-0.4%	-0.4%	-0.3%	
Adjustments						-0	1	-2	-21	1	-1	3	
Quarterly(3-months)	FY04/24												
(JPYmn)	FY04/25												
						Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
Revenue						14,040	13,033	12,919	13,045	13,291	13,332	13,928	
				YoY		26.0%	13.9%	11.0%	3.9%	-5.3%	2.3%	7.8%	
5G Infrastructure Support						2,428	2,497	2,500	2,508	2,547	2,619	2,673	
				YoY		4.3%	3.8%	5.2%	5.4%	4.9%	4.9%	6.9%	
				% of revenue		16.5%	18.2%	18.4%	18.1%	18.3%	18.8%	18.4%	
5G Lifestyle Support						7,600	6,054	6,249	6,709	6,214	6,405	6,557	
				YoY		38.8%	6.6%	11.5%	3.3%	-18.2%	5.8%	4.9%	
				% of revenue		51.7%	44.3%	45.9%	48.5%	44.6%	46.0%	45.1%	
Enterprise/Creator 5G DX SupportDX Support						4,668	5,131	4,855	4,624	5,162	4,914	5,299	
				YoY		15.6%	27.1%	11.9%	4.3%	10.6%	-4.2%	9.1%	
				% of revenue		31.8%	37.5%	35.7%	33.4%	37.1%	35.3%	36.5%	
Other						-	-	-	-	-	-	-	
				YoY		-	-	-	-	-	-	-	
				% of revenue		-	-	-	-	-	-	-	
Adjustments						-656	-649	-686	-794	-632	-606	-601	
OP						1,665	1,407	1,599	1,217	1,463	1,562	1,665	
				YoY		92.5%	28.2%	32.6%	45.0%	-12.1%	11.0%	4.2%	
				OPM		11.9%	10.8%	12.4%	9.3%	11.0%	11.7%	12.0%	
5G Infrastructure Support						463	486	472	85	325	364	367	
				YoY		17.7%	42.9%	10.5%	-60.8%	-29.7%	-25.1%	-22.2%	
				OPM		19.1%	19.5%	18.9%	3.4%	12.8%	13.9%	13.7%	
				% of OP		27.8%	34.6%	29.5%	6.9%	22.2%	23.3%	22.1%	
5G Lifestyle Support						1,009	693	795	823	769	869	1,033	
				YoY		167.5%	14.9%	43.1%	1	-23.7%	25.4%	30.0%	
				OPM		13.3%	11.4%	12.7%	12.3%	12.4%	13.6%	15.8%	
				% of OP		60.6%	49.3%	49.6%	66.6%	52.6%	55.6%	62.1%	
Enterprise/Creator 5G DX SupportDX Support						199	232	340	333	373	336	267	
				YoY		106.3%	45.9%	50.3%	171.8%	87.7%	44.6%	-21.4%	
				OPM		4.3%	4.5%	7.0%	7.2%	7.2%	6.8%	5.0%	
				% of OP		11.9%	16.5%	21.2%	27.0%	25.5%	21.5%	16.1%	
Other						-5	-5	-5	-5	-5	-5	-5	
				YoY		-	-	-	-	-	-	-	
				OPM		-	-	-	-	-	-	-	
				% of OP		-0.3%	-0.4%	-0.3%	-0.4%	-0.4%	-0.3%	-0.3%	
Adjustments						-0	1	-3	-19	1	-1	3	

Source: Shared Research based on company materials

Notes: Figures may differ from company materials due to differences in rounding methods.

Effective from the fiscal year ending April 2025, some expenses related to basic research, which had been classified in the 5G Infrastructure Support Business, 5G Lifestyle Support Business, and Enterprise/Creator 5G DX Support Business, were reclassified into the 5G Lifestyle Support Business since they have reached the social implementation stage. Accordingly, Q1, Q2, and Q3 FY04/24 results have also been revised, with Q4 FY4/24 (three months) results for each segment being the difference between full-year FY04/24 results (former classification) and cumulative Q3 FY04/24 results (new classification).

Cumulative Q3 FY04/25 results

- Revenue: JPY40.6bn (+1.4% YoY)
- Operating profit: JPY4.7bn (+0.4% YoY)
- Recurring profit: JPY4.6bn (+1.0% YoY)
- Net income attributable to owners of the parent: JPY2.5bn (-11.9% YoY)

In cumulative Q3 FY04/25, revenue, operating profit, and recurring profit increased 1.4% YoY, 0.4% YoY, and 1.0% YoY, respectively, while net income attributable to owners of the parent declined 11.9% YoY. In Q1 FY04/24 Giga Prize Co., Ltd. and its subsidiaries changed their fiscal year-end from March 31 to April 30, 2024 for FY04/24, and a 10-month accounting period from April 1, 2023 to January 31, 2024 for cumulative Q3 FY04/24. The company stated that excluding the impact of the change in fiscal year-end for Giga Prize and its subsidiaries, cumulative Q3 FY04/25 revenue and operating profit grew 6.0% YoY and 9.8% YoY, respectively.

Against its full-year forecast, the company achieved 75.1% for revenue (cumulative Q3 FY04/24 revenue progressed 75.4% versus FY04/24 results), 82.3% for operating profit (79.3%), 92.8% for recurring profit (79.8%), and 101.1% for net income attributable to shareholders of the parent company (80.4%). The company maintained its full-year FY04/25 earnings forecast.

5G Infrastructure Support

- Revenue: JPY7.8bn (+5.6% YoY)

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- Operating profit: JPY1.1bn (-25.7% YoY)

In cumulative Q3 FY04/25, while the scale of business support services for MVNOs expanded progressed steadily, costs related to communication equipment upgrades and strengthened human resources led to a revenue growth of 5.6% YoY and operating profit decline of 25.7% YoY.

5G Lifestyle Support

- Revenue: JPY19.2bn (-3.7% YoY)
- Operating profit: JPY2.7bn (+7.0% YoY)

In cumulative Q3 FY04/25, the company steadily grew the number of households for its 5G Homestyle (internet services for housing complexes) services. As a result, revenue declined 3.7% YoY but operating profit rose 7.0% YoY. Excluding the impact of the fiscal year-end change at Gigaprize and its subsidiaries, revenue and operating profit actually increased 5.5% YoY and 27.3% YoY, respectively.

Enterprise/Creator 5G DX Support

- Revenue: JPY15.4bn (+4.9% YoY)
- Operating profit: JPY976mn (+26.6% YoY)

In cumulative Q3 FY04/25, revenue grew 4.9% YoY and an 26.6% YoY increase in operating profit as a result of steady performance in the affiliate business.

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